

Figure 1. Production Efficiency In Producing 2004 Calves							Benchmark averages		Your Herd
Name	1	2	3	4	5	6	Average	ND-FBM04	
No. of beef cows in Jan. 04 inventory (Hd)	343	1,070	365	1071	225	296	562		
Calf death loss %	6%	4%	2%	5%	7%	5%	5%		
Average weaning weight (lbs.)	402	483	431	382	433	564	449		
Days calves on cows	153	189	194	144	142	212	172		
Percent calf crop (%)	82%	88%	77%	n/a	81%	87%	83%		
Weight per day of age (lbs./day)	2.6	2.6	2.2	2.6	3.1	2.7	2.6		
Lbs. weaned per female exposed (lbs./cow)	329	423	333	336	352	492	378		

Source: IRM Economic Efficiency 2004 Herds.qpw on hp\_dvd

Figure 2. North Dakota's 2004 Farm Business Management (FBM) Herds - per cow		
Item	ND-FBM average	Your herd
<b>Gross income</b>	<b>\$637</b>	
Pasture cost	\$81.72	
Winter feed costs	\$158.56	
Vet & medicine costs	\$14.50	
Livestock costs:	xxxxx	
Supplies	\$9.68	
Fuel & oil	\$13.29	
Repairs	\$22.00	
Custom hire	\$3.53	
Livestock leases	\$1.67	
Marketing	\$4.47	
Operating interest	\$6.44	
<b>Total livestock costs</b>	<b>\$61</b>	
<b>Total direct costs</b>	<b>\$316</b>	
Overhead costs:	xxxxx	
Hired labor	\$9.77	
Farm insurance	\$8.82	
Utilities	\$8.51	
Interest	\$12.23	
Mach & bld depreciation	\$17.84	
Miscellaneous	\$10.67	
<b>Total overhead costs</b>	<b>\$68</b>	
Replacement heifer costs	-\$64	
<b>Total costs/cow</b>	<b>\$447</b>	
<b>Earned net income</b>	<b>\$190</b>	

Gross Income & Total Costs were adjusted by Replacement Heifer Costs

Figure 3. Beef Cow Herd's Adjusted Total Gross Income - per cow		
Item	ND-FBM ave.	Your herd
Beef calves sold	\$219.95	
Beef calves transferred out	\$378.42	
Cull sales <sup>1</sup>	\$123.12	Fill in Below
Butchered	\$0.99	
Less purchases	-\$64.26	
Transferred in	-\$63.55	
Inventory change	-\$21.97	
Other income	\$1.01	
<b>Total</b>	<b>\$573.71</b>	
Remove "transferred in" (Cost of repl heifers)	\$63.55	
<b>Adjusted total gross income</b>	<b>\$637.26</b>	\$0.00
<b>Type of cull sales</b>	<b>Total \$ value</b>	<b>Sales/cow</b>
Your total cull cow sales		
Your total cull bull sales		
Total cull open heifer sales		
Your total herd's cull sales	\$0.00	\$0.00

Figure 4. Economic Efficiency in Producing 2004 Calves							Study herds	Benchmark values	Your herd
Name	1	2	3	4	5	6	Average	ND-FBM04	
Gross income/cow	\$574	\$654	\$465	\$564	\$547	\$511	\$553	\$637	
Total production costs/cow	\$431	\$513	\$478	\$301	\$461	\$481	\$444	\$447	
Earned net income	\$143	\$141	-\$13	\$263	\$86	\$31	\$109	\$190	
Unit cost of producing a cwt. of calf	\$114	\$127	\$126	\$77	\$125	\$89	\$110	\$81	
Cost to produce \$1 of gross income	\$0.75	\$0.78	\$1.03	\$0.53	\$0.84	\$0.94	\$0.81	\$0.70	

Source: Last 6 herds analyzed in 2004