

Figure 2. Herd grouping by earned net returns (119 ND-FBM herds)

Item/Cost per cow	Low 20%	Average	High 20%	Your herd
Adjusted gross income¹	\$519	\$606	\$675	
Pasture cost	\$94	\$94	\$91	
Winter feed costs	\$216	\$194	\$168	
Total feed costs	\$309	\$288	\$259	
Vet & medicine costs	\$17.54	\$17.58	\$18.62	
Livestock costs:	xxxxxxxx	xxxxxxxx	xxxxxxxx	
Breeding fees		\$2.36		
Supplies	\$19.18	\$11.48	\$11.26	
Fuel & oil	\$26.30	\$26.01	\$23.79	
Repairs	\$33.45	\$26.34	\$20.81	
Custom hire	\$2.68	\$4.44	\$4.09	
Livestock leases	\$7.80	\$0.00	\$0.29	
Marketing	\$5.81	\$3.60	\$3.29	
Operating interest	\$18.70	\$10.08	\$6.84	
Total direct costs	\$441	\$390	\$348	
Overhead costs:	xxxxx	xxxxx	xxxxx	
Hired labor	\$13.79	\$7.63	\$6.82	
Farm insurance	\$10.19	\$7.27	\$5.64	
Utilities	\$10.41	\$8.15	\$6.41	
Interest	\$8.68	\$10.40	\$7.26	
Machine & building depreciation	\$23.55	\$18.90	\$17.57	
Miscellaneous	\$14.95	\$10.85	\$10.43	
Total overhead costs	\$82	\$63	\$54	
Replacement female costs ²	\$150	\$142	\$145	
Total costs/cow	\$673	\$595	\$547	
Earned net returns/cow	-\$154	\$11	\$129	
Average weight of calves sold	544	589	598	
Reported average price for all calves sold	\$94.87	\$100.13	\$107.62	
Suggested heifer price discount	\$9.00	\$9.00	\$9.00	
Calculated steer price for all steers sold	\$99	\$105	\$112	
Suggested heifer price for all heifers sold	\$90	\$96	\$103	
Unit cost of production cwt. of calf³	\$129	\$103	\$91	
UCOP as percentage of average	125%	100%	88%	
Cost to produce \$1 of gross income	\$1.30	\$0.98	\$0.81	
Average weaning weight	528	551	552	
Price slide at weight sold	-6.59	-5.62	-5.18	
Calculated steer price at weaning	\$100	\$107	\$115	
Lbs. weaned/exposed female	449	498	543	

¹Reported gross income with "transferred in" taken out.

²Set equal to the "transferred in" and "less purchased" removed from gross income. The net income effect is the same.

Includes bull purchases.

³Cwt. of calf calculated as cwt. of steer equivalents, where cwt. of steer equivalents = gross income divided by price of steer calves.

Figure 1. Calculated adjusted gross income table

Item	ND-FBM* average/cow	Your herd
Beef calves sold	\$152	_____
Beef calves transferred out	\$371	_____
Cull sales	\$111	\$0
Butchered	\$1	_____
Less purchases	-\$74	_____
Transferred in	-\$68	_____
Inventory change	-\$36	_____
Other income	\$7	_____
Gross margin	\$464	_____
Remove "purchased"	\$74	_____
Remove "transferred in"	\$68	_____
Cost of replacement animals	\$142	_____
Adjusted total gross income	\$606	\$0

Your cull sales	Total dollar value	Sales per cow
Your total cull cow sales	xxxxx	
Your total cull bull sales	xxxxx	
Your cull open heifer sales	xxxxx	
Your total herd's cull sales	\$111	\$0.00

Per cow (2008) based on Jan. 1, 2009 cow inventory

*North Dakota Farm Business Management records (119 herds)