NORTHWEST REGION **EX-LARGE COW/CALF BUDGET 2018**

	BREED HERD SIZE CULL RATE	475 15%	COW TO BULL	20	CALF CROP PERCENT ¹ REPLACEMENT HEIFER'S KEPT	83 ' 71.2	
	VALUE OF PRODUCTION				VALUE PER COW		
STEER CALVES HEIFER CALVES JULL COWS JULL BULLS FEE HUNTING		QUANTITY 197 126 71 1	<u>WEIGHT</u> 525 500 950 1200	PRICE ² \$1.50 \$1.45 \$0.50 \$0.62	<u>VALUE</u> \$155,236 \$91,259 \$33,844 \$744 \$12,500	\$326.81 \$192.13 \$71.25 \$1.57 \$26.32	NEW VALU
	TOTAL	395			\$293,583	\$618.07	
/ARIABLE COSTS		070			\$276\000	\$0.000	
						VALUE PER CO	
. FEED COSTS	HAY STATE FEDERAL LEASE PRIVATE(Owned) PRIVATE(Leased Grazing, SALT & MINERAL PROTEIN SUPP	UNITS TON AUY AUY AUY AUY TON	QUANTITY/PERCENT 20.00 45.0% 35.0% 20.0% 0.0% 17 67	PRICE \$160 \$43.32 \$20.88 \$0.00 \$0.00 \$690 \$340	COST \$3,200 \$9,260 \$3,471 \$0 \$0 \$11,963 \$22,610	\$6.74 \$19.49 \$7.31 \$0.00 \$0.00 \$25.19 \$47.60	NEW VALU
	TOTAL				\$50,504	\$106.32	
2. OTHER VARIABLE COSTS VET AND MEDICINE LIVESTOCK HAULING HIRED LABOR OPERATING COSTS-EQUIP & MACH OPERATING COSTS-VEHICLE RANCH MAINTENANCE BEEF CHECKOFF OTHER TOTAL					COST \$7,584 \$1,832 \$25,000 \$4,635 \$6,180 \$10,000 \$323 \$15,000	\$15.97 \$3.86 \$52.63 \$9.76 \$13.01 \$21.05 \$0.68 \$31.58	
. INTEREST ON VARIABLE CO	OSTS SUM OF VARIABLE COSTS X X INTEREST RATE PER MON ANNUAL INTEREST RATE NUMBER OF MONTHS BORR	ITH	RROWED		6.50% 6	VALUE PER CO	w
					\$3,934	\$8.28	
					\$124,992	\$263.14	
							_
	TOTAL				\$168,591	\$354.93	
OWNERSHIP COSTS	TOTAL				\$168,591		
DWNERSHIP COSTS	TOTAL Annual Capital Recovery ⁴ (At	: Replacement \	/alve):		\$168,591 Represents 65% Asset Ownership ⁵	\$354.93	W NEW VALU
CASH COSTS		t Replacement V	Valve):		Represents 65% Asset Ownership ⁵	\$354.93 VALUE PER CO	W NEW VALU
CASH COSTS Taxes & Insurance		t Replacement V	Valve):		Represents 65% Asset Ownership ⁵ \$14,615	\$354.93 VALUE PER CO \$30.77	W NEW VALU
CASH COSTS		t Replacement '	Valve):		Represents 65% Asset Ownership ⁵	\$354.93 VALUE PER CO	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total		Replacement '	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500	\$354.93 VALUE PER CO \$30.77 \$7.37	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total ION CASH COSTS Purchased Livestock	Annual Capital Recovery ⁴ (At	l Replacement '	Valve):		Represents 65% Asset Ownership ⁵ 1 \$14,615 \$3,500 \$18,115	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total ION CASH COSTS Purchased Livestock Machinery & Equipment	Annual Capital Recovery ⁴ (At	t Replacement t	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77	W NEW VALU
ASH COSTS Taxes & Insurance Overhead Total ION CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements	Annual Capital Recovery ⁴ (At	t Replacement '	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total ION CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live	Annual Capital Recovery ⁴ (At second of the content of the conten	t Replacement '	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total ION CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live	Annual Capital Recovery ⁴ (At	t Replacement '	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340 \$17,615	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87 \$37.08	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total ION CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live Management & Operation	Annual Capital Recovery ⁴ (At second of the content of the conten	t Replacement '	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total ION CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live Management & Operation Total	Annual Capital Recovery ⁴ (At s s estock ⁶ n Labor (6% of gross returns)	t Replacement	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340 \$17,615 \$110,432	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87 \$37.08 \$232.49	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total ION CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live Management & Operation Total OTAL FIXED COSTS	Annual Capital Recovery ⁴ (At s s estock ⁶ n Labor (6% of gross returns)	t Replacement	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340 \$17,615 \$110,432 \$128,548 \$143,108	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87 \$37.08 \$232.49 \$270.63 \$301.28	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total NON CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live Management & Operation Total TOTAL FIXED COSTS TOTAL CASH AND VARIABLE OF	Annual Capital Recovery ⁴ (At s s estock ⁶ n Labor (6% of gross returns)	t Replacement	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340 \$17,615 \$110,432 \$128,548 \$143,108 \$253,540	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87 \$37.08 \$232.49 \$270.63 \$301.28 \$533.77	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total NON CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live Management & Operation Total TOTAL FIXED COSTS TOTAL CASH AND VARIABLE OF	Annual Capital Recovery ⁴ (At seconds of the content of the conte	t Replacement	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340 \$17,615 \$110,432 \$128,548 \$143,108 \$253,540 \$150,475	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87 \$37.08 \$232.49 \$270.63 \$301.28 \$533.77 \$316.79	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total NON CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live Management & Operation Total TOTAL FIXED COSTS TOTAL CASH AND VARIABLE OF TOTAL COSTS RETURN ABOVE TOTAL CASH RETURN ABOVE TOTAL COSTS	Annual Capital Recovery ⁴ (At seconds of the content of the conte	t Replacement	Valve):		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340 \$17,615 \$110,432 \$128,548 \$143,108 \$253,540	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87 \$37.08 \$232.49 \$270.63 \$301.28 \$533.77	W NEW VALU
Overhead Total NON CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live Management & Operation	Annual Capital Recovery ⁴ (At seconds of the content of the conte	VARIABLE	TOTAL		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340 \$17,615 \$110,432 \$128,548 \$143,108 \$253,540 \$150,475	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87 \$37.08 \$232.49 \$270.63 \$301.28 \$533.77 \$316.79	W NEW VALL
CASH COSTS Taxes & Insurance Overhead Total NON CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live Management & Operation Total TOTAL FIXED COSTS TOTAL CASH AND VARIABLE OF TOTAL COSTS RETURN ABOVE TOTAL CASH RETURN ABOVE TOTAL COSTS BREAKEVEN CALCULATIONS	Annual Capital Recovery ⁴ (At section of the covery of th	VARIABLE COSTS	TOTAL COSTS		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340 \$17,615 \$110,432 \$128,548 \$143,108 \$253,540 \$150,475	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87 \$37.08 \$232.49 \$270.63 \$301.28 \$533.77 \$316.79	W NEW VALU
CASH COSTS Taxes & Insurance Overhead Total NON CASH COSTS Purchased Livestock Machinery & Equipment Housing & Improvements Interest on Retained Live Management & Operation Total TOTAL FIXED COSTS TOTAL CASH AND VARIABLE OF TOTAL COSTS RETURN ABOVE TOTAL CASH RETURN ABOVE TOTAL COSTS BREAKEVEN CALCULATIONS REQUIRED AVG. CALI	Annual Capital Recovery ⁴ (At seconds of the content of the conte	VARIABLE	TOTAL		Represents 65% Asset Ownership ⁵ v \$14,615 \$3,500 \$18,115 \$14,682 \$14,615 \$33,180 \$30,340 \$17,615 \$110,432 \$128,548 \$143,108 \$253,540 \$150,475	\$354.93 VALUE PER CO \$30.77 \$7.37 \$38.14 \$30.91 \$30.77 \$69.85 \$63.87 \$37.08 \$232.49 \$270.63 \$301.28 \$533.77 \$316.79	W NEW VALU

¹⁾ Calf crop is defined as the actual number of calves sold divided, by the total number of cows (assuming all cows were exposed).
2) Prices represent 2018 price projections from Cattle Fax, Doanes reports for New Mexico feeder cattle cash prices.
3) Market prices include commissions, brand inspections, beef council, yardage, feed, and insurance
4) Annual capital recovery is the method of calculating depreciation and interest recommended by the National Task Force on Commodity Costs and Returns Measurement Methods.
5) The 35% reduction in asset values which represent a mix of new and used machinery.

⁶⁾ Interest on average investment.