

**SOUTHWEST REGION
LARGE COW/CALF BUDGET 2019**

	BREED HERD SIZE CULL RATE	315 15%	COW to BULL	15	CALF CROP PERCENT ¹ REPLACEMENT HEIFER'S KEPT	84% 47
VALUE OF PRODUCTION						
	<u>QUANTITY</u>	<u>WEIGHT</u>	<u>PRICE²</u>	<u>VALUE</u>	<u>VALUE PER COW</u>	
STEER CALVES	132	500	\$1.65	\$109,148	\$346.50	
HEIFER CALVES	85	475	\$1.60	\$64,638	\$205.20	
CULL COWS	47	1000	\$0.78	\$36,855	\$117.00	
CULL BULLS	3	1300	\$0.84	\$3,440	\$10.92	
	TOTAL	268		\$214,080	\$679.62	
VARIABLE COSTS						
1. FEED COSTS	UNITS	QUANTITY/PERCENT	PRICE	COST	VALUE PER COW	
	HAY	TON	22.00	\$160	\$3,520	\$11.17
	STATE	AUY	40.0%	\$33.48	\$4,218	\$13.39
	FEDERAL LEASE	AUY	40.0%	\$17.52	\$5,519	\$17.52
	PRIVATE(Owned)	AUY	20.0%	\$0.00	\$0	\$0.00
	PRIVATE(Leased Grazing)	AUY	0.0%	\$0.00	\$0	\$0.00
	SALT & MINERAL	TON	11	\$710	\$8,163	\$25.92
	PROTEIN SUPP	TON	32	\$355	\$11,183	\$35.50
	TOTAL				\$32,603	\$103.50
2. OTHER VARIABLE COSTS				COST		
	VET AND MEDICINE			\$4,150	\$13.18	
	LIVESTOCK HAULING			\$1,272	\$4.04	
	HIRED LABOR			\$22,000	\$69.84	
	OPERATING COSTS-EQUIP & MACH			\$5,500	\$17.46	
	OPERATING COSTS-VEHICLE			\$6,000	\$19.05	
	RANCH MAINTENANCE			\$7,000	\$22.22	
	BEEF CHECKOFF			\$217	\$0.69	
	LIVESTOCK PURCHASES			\$10,000	\$31.75	
	TOTAL			\$56,139	\$178.22	
3. INTEREST ON VARIABLE COSTS						
	SUM OF VARIABLE COSTS X MONTHS BORROWED					
	X INTEREST RATE PER MONTH					
	ANNUAL INTEREST RATE			6.50%		
	NUMBER OF MONTHS BORROWED			6		VALUE PER COW
				\$2,884	\$9.16	
	TOTAL			\$91,626	\$290.88	
				\$122,454	\$388.74	
OWNERSHIP COSTS						
	Annual Capital Recovery⁴ (At Replacement Valve):			Represents 65% Asset Ownership⁵		VALUE PER COW
CASH COSTS						
	Taxes & Insurance			\$14,757	\$46.85	
	Overhead			\$2,000	\$6.35	
	Total			\$16,757	\$53.20	
NON CASH COSTS						
	Purchased Livestock			\$12,598	\$39.99	
	Machinery & Equipment			\$14,757	\$46.85	
	Housing & Improvements			\$25,534	\$81.06	
	Interest on Retained Livestock ⁶			\$16,692	\$52.99	
	Management & Operation Labor (6% of gross returns)			\$12,845	\$40.78	
	Total			\$82,426	\$261.67	
TOTAL FIXED COSTS				\$99,182	\$314.86	
TOTAL CASH AND VARIABLE COSTS				\$108,383	\$344.07	
TOTAL COSTS				\$190,809	\$605.74	
RETURN ABOVE TOTAL CASH COSTS				\$105,697	\$335.55	
RETURN ABOVE TOTAL COSTS				\$23,272	\$73.88	
BREAKEVEN CALCULATIONS						
		VARIABLE COSTS	TOTAL COSTS			
REQUIRED AVERAGE CALF PRICES CASH COST (cwt)		\$71.03	\$84.02			
REQUIRED AVERAGE CALF PRICES CASH COST (cwt)		\$71.03	\$147.92			

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 2019 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.

**SOUTHWEST REGION
LARGE RANCH INVESTMENTS**

Number	Land Values	Price Per Unit	10 Yr Avg Rate of Return	Purchase Price	Salvage/Cull Value	Useful Life	Livestock Share	Annual Capital Recovery
6,000	Acres of private land	\$300	3.9%	\$1,800,000	\$1,800,000			
315	AU Values ¹	\$2,400	3.9%	\$756,000	\$756,000			
Sub Totals				\$2,556,000				
Number	Buildings, Improvements	Price Per Unit						
18	Miles of pipeline	\$4,000	3.9%	\$72,000	\$7,200	25	100	\$4,385
6	Wells	\$20,000	3.9%	\$120,000	\$12,000	25	100	\$7,308
100	Miles of Fence	\$2,000	3.9%	\$200,000	\$20,000	25	100	\$12,181
1	Corrals/Working Facilities	\$10,000	3.9%	\$10,000	\$1,000	30	100	\$553
1	Barns & Shop	\$20,000	3.9%	\$20,000	\$2,000	30	100	\$1,106
Sub Totals				\$422,000				\$25,534
Number	Machinery & Vehicles	Price Per Unit	Interest Rate³	Price	Salvage/Cull			
2	3/4 ton pickup 4WD	\$45,000	4.0%	\$90,000	\$18,000	7	50	\$6,358
1	1 ton pickup 4WD	\$45,000	4.0%	\$45,000	\$9,000	7	50	\$3,179
1	Tractor	\$5,000	4.0%	\$5,000	\$1,000	7	100	\$706
3	Gooseneck trailer	\$7,000	4.0%	\$21,000	\$4,200	7	100	\$2,967
1	Horse tack	\$8,000	4.0%	\$8,000	\$1,600	10	100	\$853
1	Misc. equipment	\$6,500	4.0%	\$6,500	\$1,300	10	100	\$693
Sub Total				\$175,500				\$14,757
Head	Purchased Livestock	Price Per Unit	Interest Rate³	Price	Salvage/Cull			
8	Horses	\$1,200	4.0%	\$9,600	\$3,648	10	100	\$880
21	Bulls	\$3,000	4.0%	\$63,000	\$23,940	4	100	\$11,718
34	Cows	\$1,500	4.0%	\$51,000	\$19,380	8	100	\$5,472
79	Total AUYS							
Sub Total				\$72,600				\$12,598
Head	Retained Livestock	Price Per Unit	Interest Rate	Price	Salvage/Cull			Interest on Investment
315	Cows	\$1,500	4.0%	\$472,500	\$179,550			\$14,904
47	Replacement Heifers	\$1,200	4.0%	\$56,700	\$21,546			\$1,788
350	Total AUYS							
Sub Total				\$529,200	\$201,096			\$16,692
Total				<u>\$3,755,300</u>				<u>\$56,983</u>

1) The interest rate of 3.9% used to calculate the capital recovery cost is the USDA-ERS's ten year average long-run rate of return to production assets for New Mexico.