

South Dakota State University  
**Open PRAIRIE: Open Public Research Access Institutional  
Repository and Information Exchange**

---

SDSU Extension Circulars

SDSU Extension

---

1963

# Guidebook for Planning a Farm or Ranch Business

Wallace Aanderud

Follow this and additional works at: [http://openprairie.sdstate.edu/extension\\_circ](http://openprairie.sdstate.edu/extension_circ)

 Part of the [Agriculture Commons](#)

---

## Recommended Citation

Aanderud, Wallace, "Guidebook for Planning a Farm or Ranch Business" (1963). *SDSU Extension Circulars*. 582.  
[http://openprairie.sdstate.edu/extension\\_circ/582](http://openprairie.sdstate.edu/extension_circ/582)

This Circular is brought to you for free and open access by the SDSU Extension at Open PRAIRIE: Open Public Research Access Institutional Repository and Information Exchange. It has been accepted for inclusion in SDSU Extension Circulars by an authorized administrator of Open PRAIRIE: Open Public Research Access Institutional Repository and Information Exchange. For more information, please contact [michael.biondo@sdstate.edu](mailto:michael.biondo@sdstate.edu).

---

# GUIDEBOOK

## FOR PLANNING A FARM OR RANCH BUSINESS

---

This guidebook consists of data and budgets—reference material needed to plan your farm business. Planning forms are in a companion publication EC 632, "Ten Steps in Planning Your Farm or Ranch Business."

By Wallace G. Aanderud, Extension Economist—Farm Management  
Myron T. Barber, Area Farm Management Agent  
Merlyn M. Dahl, Area Farm Management Agent

---

**COOPERATIVE EXTENSION SERVICE □ SOUTH DAKOTA STATE UNIVERSITY □ U. S. DEPT. OF AGRICULTURE**

Issued in furtherance of Cooperative Extension work, Acts of May 8 and June 30, 1914, in cooperation with the U. S. Department of Agriculture. John T. Stone, Dean of Extension, South Dakota State University.

## CONTENTS

<b>Reference Table</b>	<b>Page No.</b>
1. Pasture Production Rates for Normal Soil Groups .....	5
2. Forage Conversion Rates for Hay Equivalent .....	6
3. Computing Animal Units .....	7
4. Corn Equivalent Feed Value of Grains .....	7
5. Estimated Crop Machinery Investment and Machinery Ownership Per Tillable Crop Acre .....	8
6. Income and Expense Statement for Farms in the South Dakota Farm and Ranch Program —1963 .....	9
7. Resources Available on Farms in the South Dakota Records Program .....	9
8. Estimated Total Family Expenditures Related to Family Size and Income .....	10
9A. Estimated Man Hours Per Acre and Allocated Variable Power and Implement Costs Per Acre, Pre-harvest Operations .....	11
9B. Estimated Man Hours Per Acre and Allocated Variable Power and Implement Costs Per Acre, Harvest Operations .....	12
10. Estimated Annual Labor Requirements in Hours Per Acre, Grain and Forage Crops .....	13
11. Livestock Labor Requirements, Hour Per Unit .....	14
12. General Overhead Labor .....	15
13. Prices Used to Budget Enterprise Costs and Returns .....	16
14. Budget Prices Used for Seeds and Supplements, Seeding Rates .....	17
15. Estimated Annual Miscellaneous Overhead Expenses .....	17
<b>Beef Cows</b>	
16. Beef Cow Unit, Feeders Sold, Oct. ....	18
17. Beef Cow Unit, Creep Fed Calves Sold, Oct. ..	20
18. Beef Cow Unit, Feeders Sold, Jan. ....	22
19. Beef Cow Unit, Crossbred Calves Sold, Oct....	24
<b>Raising Breeding Animals</b>	
20. Raising Replacement Heifers, Bred to Calve as 2-Year Olds .....	26

## Growing Feeders

21. Wintering and Summer Grazing Steer Calves, 12 Months, Oct. to Oct. ....	28
22. Wintering Steer Calves, 7 Months, Oct. to May, Gain 175 lbs. ....	30
23. Wintering Steer Calves, 5 Months, Oct. to Mar., Gain 165 lbs. ....	32
24. Wintering Steer Calves, 5 Months, Oct. to Mar., Av. Daily Gain 1.5 lbs. ....	34
25. Wintering Heifer Calves, 5 Months, Oct. to Mar., Gain 160 lbs. ....	36
26. Wintering Heifer Calves, 5 Months, Oct. to Mar., Av. Daily Gain 1.5 lbs. ....	38
27. Summer Grazing Stocker Steers, 5 Months, May to Oct., Av. Daily Gain 1.5 lbs. ....	40
28. Summer Grazing Stocker Steers, 3 Months, May to Aug., Av. Daily Gain 1.8 lbs. ....	42
29. Summer Grazing Stocker Steers, 100 Days, May to Aug., Av. Daily Gain 2 lbs. ....	44
30. Wintering and Summer Grazing Yearling Steers, 10 Months, Oct. to Aug., Gain 250 lbs. ....	46
31. Fall Grazing, Wintering, and Summer Grazing, Yearling Steers, 12 Months, Aug. to Aug., Gain 300 lbs. ....	48

## Fattening Beef

32. Full Fed Steer Calf, Liberal Roughage .....	50
33. Full Fed Heifer Calf, Liberal Roughage .....	52
34. Fattening Yearling Steers, Liberal Roughage .....	54
35. Fattening Yearling Heifers, Liberal Grain .....	56
36. Fattening Heavy Steers, Liberal Roughage .....	58
37. Winter, Feed on Pasture, and Finish Steer Calf .....	60
38. Graze Aftermath, Full Fed Steer Calf, Liberal Grain .....	62
39. Winter, Pasture, Green Chop, and Finish in Drylot .....	64
40. Full Fed Steer Calf, Heavy Corn Silage .....	66
41. Graze Aftermath, Full Fed Heifer Calf, Liberal Silage .....	68
42. Full Fed Heifer Calf, Liberal Grain in Drylot .....	70
43. Full Fed Heavy Steer Calf, Liberal Roughage .....	72
44. Graze Aftermath, Feed Out Yearling Steers, Liberal Corn Silage .....	74
45. Feed Out Yearling Heifers, Liberal Corn Silage .....	76

## Sheep

46. Ewes and Lambs, Sell 120% Lamb Crop, May to June Feeders .....	78
47. Ewes and Lambs, Sell 120% Lamb Crop, July, Fat Lambs .....	80
48. Ewes and Lambs, Sell 120% Lamb Crop, Aug., Feeders .....	82
49. Ewes and Lambs, Sell 120% Lamb Crop, Sept., Half Feeders-Half Fats .....	84
50. Raising Replacement Ewes, Sell or Place in Own Breeding Flock, Sept. 1 .....	86
51. 100 Feeder Lambs, Drylot, 2-Month Feeding Period, Gain 30 lbs. Per Lamb .....	88

## Swine

52. Sow and One Litter, Raising and Finishing Butcher Hogs .....	90
53. Sow and Two Litters, Raising and Finishing Butcher Hogs .....	92
54. Sow and Two Litters, Producing Feeder Pigs .....	94
55. Ten Purchased Feeder Pigs, Finished for Aug.-Sept. Market .....	96
56. Ten Purchased Feeder Pigs, Finished for Feb.-Mar. Market .....	98

## Poultry

57. Farm Laying Flock, 100-Hen Flock plus 120 Sexed Chicks .....	100
58. Commercial Laying Flock, 1,000-Hen Flock .....	102

## Dairy

59. Dairy Cow, 12,500 lbs. Milk Sold Per Cow .....	104
60. Dairy Cow, 10,000 lbs. Milk Sold Per Cow .....	106
61. Dairy Cow, 7,500 lbs. Milk Sold Per Cow .....	108
62. Dairy Cow and Replacements, 230 lbs. Butterfat Sold, Sell Light Yearling Dairy Feeders .....	110
63. Raising Dairy Replacements .....	112
64. Raising Dairy Feeders, Mixed Steers and Heifers .....	114
65. Fed Mixed Yearling Dairy Steers and Heifers .....	116

## Summary: Enterprise Tables 16 to 65

66. Grazing, Harvested Forage, and Grain Requirements; Gross Income and Direct Costs .....	118
67. Average Operating Capital Requirements, Fixed Capital, Income Over Direct Costs, Return to Labor and Management .....	120
68. Management Strategies in Beef Production Planning and Alternative Enterprise Table Combinations .....	122



# Guidebook for Planning a Farm or Ranch Business

This farm business planning guide is designed to help you plan for more profitable use of land, capital, labor, and management. The estimates are based on slightly above average management. It is intended as a handy reference to guide individual farm planning, Extension and vocational agriculture farm management and planning programs, and to generally help promote more efficient agricultural production on South Dakota farms and ranches.

Budget information is provided for common cash and feed grain crops, forage crops, and 50 different livestock enterprise situations. The data provided are based primarily on information from published and unpublished materials provided by Experiment Station and Extension personnel at South Dakota State University. Data not available from South Dakota were estimated from farm record summaries, costs of production studies, farm planning handbooks, and experiment station reports from other North Central States.

For more detailed information in specific enterprise areas contact your county Extension office. In addition, anyone using this manual who needs additional information is invited to check with farm management Extension specialists at South Dakota State University. They can provide supplementary material.

## **FARM BUSINESS PLANNING FOR BETTER FAMILY LIVING**

Farm business planning concerns use of resources, that is, how to use land, capital, labor, and management to achieve the kind of living the farm family desires. In most cases, the family wants a higher income, but not necessarily the highest income possible. This is true because the desire for making money is closely tied to the desires for decreasing risk, decreasing the amount of time and effort needed per \$100 of net income, and increasing the personal satisfaction of the individual family members. To some extent all of these desires or goals are reached by increasing income. However, a point is usually reached whereby some income must be sacrificed to satisfy nonprofit goals. A financially successful farm business pays for:

1. All cash operating expenses
2. Depreciation
3. Interest on investment
4. Operator and family labor (going wage rates)
5. Management

The budgeting procedures and data included in this planning guide are designed for farm business planning. Use them to compare various ways of organizing your farm business. Do not use them to determine income in any one year (for this you need

current prices). It shows what may be the best long-time system of setting up the farm business. For short-time planning and short-time decisions, use an annual budget or annual operating plan. Keep and study farm records of your actual farm operation at all times. From them you will get information that is useful in both long- and short-time planning.

A farm plan that will result in more money for the farm family usually can be developed for every farm. Budgeting procedures provide you with a planning method by which you can easily and quickly compare different opportunities. With it you can look at different ways that you might use your land, capital, labor, and management to see what the probable income would be. Five specific things that budgeting procedures can do for you are:

1. Assist you to avoid costly mistakes of organization which can happen unless you consider your whole farm business. Make your mistakes on paper rather than in practice.
2. Help you take a closer look at your whole farm operation. Remember each farm is different, since each family has different resources and different needs.
3. Enable you to make plans that are adapted to your family and your farm and estimate what income to expect.
4. Help you decide if with your present resources it is possible to reach your family's goals, wants, and needs.
5. Help you decide what changes or adjustments in resources are needed and/or possible so as to be able to reach your family's goals, wants, and needs.

## **HIGH PROFIT FARM PLANS**

Generally speaking with good cropland, you should first plan the land use and cropping programs for your farm. However, most farms do not have enough acres of cropland to earn the desired family income from crops alone. Therefore, these farm business operations should include livestock enterprises.

On the other hand, if the farm or ranch has tillable land with relatively low crop productivity, plan the livestock program first. Then fit the cropping system to the livestock program.

### **The Cropping System**

High profit cropping systems use crops and combinations of crops that will produce the most returns per acre in value, in corn equivalent, and hay equivalent at lowest cost. Look for ways to cut the cost of production per bushel or ton of the crop produced. If lower costs per unit are to be achieved, recommended

agronomic practices as to tillage methods, timeliness, varieties, rates of seeding, disease control, insect control, weed control, soil testing, and fertilizer use must be followed. In addition, carefully consider investment in machinery and equipment. In some cases it may be more profitable to use custom operators or leasing plans. By using these alternatives you may be able to use your capital in a more productive aspect of the farm business. Partial budgets may be used to determine which alternative may be most profitable.

### The Livestock System

Development of the most profitable livestock program for your farm is an individual problem that involves many factors, including available feed supplies, labor, managerial skill, and personal preferences. Keep in mind as you plan that:

1. Profitable livestock programs are built around the feed supply produced by sound land use and cropping systems. With the capital and labor available these livestock programs provide for:
  - A. Use of nonsalable pastures, crop aftermath, and by-product feeds.
  - B. Use of salable feeds.
  - C. Use of purchased feed.
2. Although higher returns from labor can usually be secured from crop production, livestock use labor that cannot be used for growing crops. With better distribution of the use of labor, a larger volume of business on a given acreage is possible.
3. Available markets or the lack of them will greatly influence the amount as well as the kind of livestock kept.
4. Livestock efficiency is one of the most important single factors influencing livestock net returns. Each livestock enterprise requires its own particular skills and practices. To be a good livestock producer you must know and keep up with those that apply to your livestock. Some bench marks for profitable livestock production are:
  - A. Pigs marketed per litter—7.5-9.5
  - B. Pounds of butterfat per cow—400-450
  - C. Percent beef calf crop weaned—90-95
  - D. Percent lamb crop raised—120-140
  - E. Daily gains
    - Fed steer calves—2.0-2.5
    - Fed heifer calves—1.8-2.2
    - Fed yearlings—2.3-2.8
    - Fed lambs—0.4-0.7
    - Pigs (birth to market)—1.4-1.6
  - F. Eggs per hen housed—210-230
  - G. Income per dollar's worth of feed fed (adjusted for type of livestock)
    - Average Good—\$1.40-\$1.90
    - Realistic goal—\$1.60-\$2.10

5. Invest in a costly automated system only if you can clearly see that it will pay for itself. New equipment should return from 16 to 20% of its purchase price each year to cover depreciation, interest, taxes, repairs, and other costs of owning the equipment.

### BUDGET FOR MORE PROFIT

Budgeting is a planning method that you can use to compare different income opportunities on your farm or ranch. In this planning you need to consider three kinds of budgets. They are enterprise, total business, and partial budgets.

Use tables 16 through 65 in this circular to develop livestock enterprise budgets for your operating unit. Use steps 1, 2 and 3 in "Ten Steps" (EC632) to develop your crop and other land use enterprise budgets.

When you have decided on enterprise budgets that apply to your unit you are ready to analyze your whole farm or ranch business. You can do this by completing all of the steps in "Ten Steps in Planning Your Farm or Ranch Business" (EC 632).

How does the profitability of your present plan compare with other plans for your farm or ranch business? Is there a more profitable plan that can be carried out? Possibly so—other likely alternatives can be tested by the use of partial budgets. A plan sheet such as the one shown here will enable you to quickly estimate the potential effect of a planned change before you include it in the plan for your whole farm or ranch business.

#### Partial Budget for Planned Changes

Enterprise Dropped .....	
Enterprise Added .....	
I. Returns from enterprise added	
.....	
TOTAL RETURNS ADDED	dollars
II. Costs for enterprise dropped	
.....	
TOTAL COSTS DROPPED	
III. Costs for enterprise added	
.....	
TOTAL COSTS ADDED	
IV. Returns from enterprise dropped	
.....	
TOTAL RETURNS DROPPED	
V. Estimate of change in net income	
A. Add returns added (I)	
to costs dropped (II)	
B. Add costs added (III)	
to returns dropped (IV)	
C. EXPECTED CHANGE IN NET INCOME (A minus B)	

TABLE 1. PASTURE PRODUCTION RATES FOR NORMAL SOIL GROUPS

Average Annual Precipitation (inches)	Native Range or Pasture Condition			
	Excellent	Good	Fair	Poor
	- Animal Unit Months per acre -			
30-34	1.2-1.8	.9 -1.4	.6-1.0	.3 -.7
25-29	1.0-1.6	.75-1.2	.5- .9	.25-.6
20-24	.8-1.3	.6 -1.0	.4- .7	.2 -.5
15-19	.6-1.0	.45- .8	.3- .6	.15-.4
10-14	.4- .7	.3 - .5	.2- .3	.1 -.2
5- 9	.2- .4	.15- .3	.1- .2	.05-.1

## USE THESE NOTES TO DETERMINE YOUR GRAZING RATE

The figures to the left in each column under each range or pasture condition are recommended agronomic rates of use. With this rate of use the pasture should improve in condition. For a complete definition of range and pasture conditions see EC605, South Dakota Range - Its Nature and Use.

The figures to the right in each column under each range or pasture condition are rates at which many pastures are being used. If our range and pasture lands are grazed at this higher rate they will shift to a lower condition over time. Also, livestock production will be lower than assumed in the budget tables.

Take into account soil group and soil condition to estimate your grazing rate.

For sand, sandy, silty and clayey soil groups use the values given for the annual average precipitation level. --- For wet lands triple the values given and for subirrigated areas double the values given. --- For overflow and saline lowlands use values for the next higher precipitation level. --- For choppy sands use values one-half level lower. --- For dense clay, shallow soil, and panspots use values one-half to one level lower. --- For very shallow soils, shale, and badlands use values at least two levels lower.

TAME PASTURE: Animal unit months of grazing from land planted to grass or grass legume mixtures can be estimated if you can estimate the hay yield that you would expect from these acres. AUM'S of grazing per acre equal approximately 2 times the tons of hay that could be harvested. In areas where the pasture crop recovers quickly from grazing and with good grazing management a factor of  $2\frac{1}{2}$  times the hay yield may be a closer estimate of available grazing.



TABLE 2. FORAGE CONVERSION RATES FOR HAY EQUIVALENT

Forage	Grass Hay Equivalent Factor
Grass hay	1.00
Alfalfa hay	1.12
Corn silage (30% DM)	.36
Sorghum silage (30% DM)	.33
Oat silage (30% DM)	.30
Alfalfa haylage (65% DM)	.70
Alfalfa silage (55% DM)	.60
Alfalfa silage (25% DM)	.30
Alfalfa grass silage (40% DM)	.33
Mixed grass silage (30% DM)	.30

## Other feed value relationships:\*

Depending upon the farm situation and the fall season small grain stubble and corn stalk fields may provide up to 1 AUM of grazing with the most usual rate of use being less than .5 AUM per acre.

1 T. corn silage = 1 AUM

1/3 T. hay = 1 AUM

3 T. corn silage = 1 T. grass hay + 4 bu. corn

3 T. corn silage + 200 lbs. supp. = 1 T. alfalfa hay + 8 bu. corn

1 T. grass hay = 3 T. oat silage + 2 bu. corn

1 T. alfalfa hay = 3 T. oat silage + 300 lb. supp.

1 T. alfalfa grass silage = 1 T. corn silage + 100 lbs. supp.

1 T. corn silage = 4 bu. corn + .15 T. grass hay

1 bu. corn = 1.1 bu. sorghum = 1.25 bu. barley = 2 bu. oats = .9 bu. wheat

\*Where supplement is indicated soybean oilmeal, 44%, was assumed.

TABLE 3. COMPUTING ANIMAL UNITS

Kind of Animal	Number per Animal Unit	Conversion Factor*
Beef cow and calf	1	1.00
Dairy cow	1	1.00
Weaned calves (400-600)	2	.50
Heifers (550-700)	1.6	6.50
Deferred steer (600-750)	1.6	.70
Bulls	.8	1.25
Horses	.8	1.25
Colts	2	.50
Ewes and lambs	5	.20
Ewes	7	.14
Lambs raised	15	.07
Feeder lambs	20	.05
Brood sows	2.5	.40
Hogs raised to 200 lbs.	5	.20
Feeder pigs	7	.15
Hens or ducks	100	.01
Pullets raised	250	.004

\* 1,000 pounds of body weight is commonly considered as an animal unit. If you prefer to estimate your own animal units add beginning and ending weights and divide this total by 2 times 1,000.

TABLE 4. CORN EQUIVALENT FEED VALUE OF GRAINS\*

Grain	Dairy Cows		Fattening Beef Cattle		Fattening Hogs		Fattening Lambs	
	bu	lb	bu	lb	bu	lb	bu	lb
Corn	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Sorghum	1.00	1.00	.87	.87	.92	.92	.95	.95
Barley	.86	1.00	.77	.90	.82	.95	.75	.87
Wheat	1.07	1.00	1.12	1.05	1.10	1.03	.91	.85
Oats	.51	.90	.49	.85	.49	.85	.46	.80

\*The figures shown in this table are approximate rates that may be expected when the various feeds are used in appropriate amounts and in well balanced rations. Consult literature on livestock feeding for more complete informatoon.

TABLE 5. ESTIMATED CROP MACHINERY  
INVESTMENT AND MACHINE OWNERSHIP COSTS PER TILLABLE CROP ACRE

Area and Tillable Acres	Average Investment	Machine Ownership Costs	
		Depreciation	Interest
- dollars per acre-			
North Central			
Small (under 400)	25.00	5.00	1.50
Medium (400-760)	20.00	4.00	1.20
Large (Over 760)	19.00	3.80	1.14
North East			
Small (under 360)	26.00	5.20	1.56
Medium (360-600)	24.00	4.80	1.44
Large (over 600)	23.00	4.60	1.38
South East			
Small (under 160)	30.00	6.00	1.80
Medium (160-300)	29.00	5.80	1.74
Large (over 300)	28.00	5.60	1.68
East South Central			
Small (under 200)	30.00	6.00	1.80
Medium (200-360)	25.00	5.00	1.50
Large (over 360)	21.00	4.20	1.26
West South Central			
Small (under 400)	30.00	6.00	1.80
Medium (400-800)	20.00	4.00	1.20
Large (over 800)	19.00	3.80	1.14
Western Range			
Average for area	20.00	4.00	1.20

If you do not have your own inventory value for crop machinery use the average per acre investment that you feel is closest to your situation.

YOUR FARM ESTIMATE

\_\_\_\_\_ tillable acres x \$ \_\_\_\_\_ per acre = \$ \_\_\_\_\_ estimated  
machinery  
inventory

TABLE 6. INCOME AND EXPENSE STATEMENT FOR FARMS IN THE  
SOUTH DAKOTA FARM AND RANCH RECORDS PROGRAM\*-1963

Item	Average 17 farms	High Item	Low Item
Livestock sales	\$20,608	\$ 68,073	\$ 3,184
Crop sales	7,351	30,189	---
Other income	<u>4,263</u>	12,153	369
TOTAL CASH INCOME	\$32,222	\$109,904	\$15,458
Home use produce	284	652	---
Inventory change	<u>6,633</u>	38,000	- 3,453
GROSS INCOME	\$39,139	\$147,934	\$16,598
Less feed bought	3,637	11,808	---
Less livestock purchased	<u>8,540</u>	50,976	40
ADJUSTED GROSS	\$26,962	\$ 85,464	\$10,824
Less operating expenses	11,929	27,127	5,650
Less depreciation	<u>3,382</u>	7,290	1,424
NET FARM INCOME	\$11,651	\$ 51,047	\$ 1,534
Plus interest paid	973	2,594	36
Less operator labor @\$225 per mo.	3,335	5,400	2,700
Less family labor @\$175 per mo.	<u>700</u>	2,275	---
RETURN TO CAPITAL AND MANAGEMENT	\$ 8,589	\$ 46,086	\$-1,305
Less interest on land owned @ 5%	2,438	8,960	---
Less interest on liquid assets @ 7%	2,575	11,616	609
Less interest on machinery @ 7%	<u>908</u>	1,540	362
RETURN TO MANAGEMENT	\$ 2,668	\$ 24,000	\$-4,611

\*Only the 17 farms that had complete records on all items were used in computing the average.

TABLE 7. RESOURCES AVAILABLE ON FARMS  
IN THE SOUTH DAKOTA RECORDS PROGRAM

Item	Average 17 farms	High Item	Low Item
Livestock and feed	\$ 36,783	\$165,955	\$ 8,699
Machinery and equipment	12,969	22,003	5,161
Value of land owned	<u>48,835</u>	192,000	---
Total capital owned	\$ 98,587	\$379,447	\$17,567
Value of land rented	44,552	130,000	3,200
Total capital managed	\$143,139	\$408,247	\$63,082
Total farm acres	1,285	3,680	200
Acres in cropland	679	2,407	97
Months of labor	24	50	12

TABLE 8. ESTIMATED TOTAL FAMILY EXPENDITURES  
RELATED TO FAMILY SIZE AND INCOME\*

Family Income	Number in Household					
	2	3	4	5	6	7
	-- Dollars --					
3,000	3137	3492	3847	4202	4556	4911
4,000	3268	3623	3977	4332	4687	5041
5,000	3398	3753	4108	4462	4817	5172
6,000	3529	3883	4238	4593	4948	5302
7,000	3659	4014	4369	4723	5078	5433
8,000	3790	4144	4499	4854	5209	5563
9,000	3920	4275	4630	4984	5339	5694
10,000	4051	4405	4760	5115	5470	5824
11,000	4181	4536	4891	5245	5600	5955
12,000	4312	4666	5021	5376	5730	6085
13,000	4442	4797	5151	5506	5861	6216

\*Based on linear regression analysis. Total expenditures do not include taxes, savings, major remodeling, legal fees or funeral expenses.

Source: J.R. Brake and C.R. Holm, "The Influence of Household Size and Income on Farm Family Expenditures in Michigan, 1960" Quarterly Bulletin, Vol. 44, No. 3, February 1962, p. 546.

NOTE: If you do not have your own records, use this table to estimate your living expenses for line 28, Step 10, in "Ten Steps in Planning Your Farm or Ranch Business". To use the table consider the income shown on line 13, Step 10, of your plan as family income. Look across the row headed with the amount of income that is closest to your income shown on line 13, Step 10. If you are an average spender the dollars shown on this line in the column with the number in your household will be a close estimate of what you actually spend for family living.

TABLE 9A. ESTIMATED MAN HOURS PER ACRE AND ALLOCATED VARIABLE POWER  
AND IMPLEMENT COSTS PER ACRE, PRE-HARVEST OPERATIONS

Operation	Machine Size	Man Hours	Repairs & Service	Fuel, Oil Grease
Plow	3-14's	.77	\$ .27	\$ .42
Plow	4-14's	.52	.23	.40
Plow	5-14's	.40	.21	.35
Disk (Single)	15 feet	.18	.05	.10
Disk (Tandem)	18 feet	.17	.08	.15
Field Cultivator	12 feet	.20	.07	.11
Field Cultivator	16 feet	.16	.06	.10
Spiketooth Harrow	20 feet	.11	.03	.07
Spiketooth Harrow	30 feet	.08	.02	.06
Plow/pony press	3-14's	.87	.46	.48
Plow/pony press	4-14's	.62	.40	.46
Plow/pony press	5-14's	.50	.37	.41
Rotary Hoe	4 row	.15	.07	.11
Chop Stalks	2 row	.35	.20	.29
Plant Row Crops	4 row	.25	.10	.13
Lister Planter	4 bottom	.35	.20	.24
Drill Small Grain	14 feet	.24	.17	.14
Endgate Seeder	- -	.09	.02	.05
Cultivate Row Crops	4 row	.23	.09	.13
Lister Cultivator	4 row	.24	.13	.20
Spray, Corn or S.G.	8 row	.15	.04	.06
Surflex	16 feet	.11	.04	.09
Noble Blade	5 feet	.48	.20	.36
Rod Weeder	12 feet	.22	.07	.14

TABLE 9B. ESTIMATED MAN HOURS PER ACRE AND ALLOCATED VARIABLE POWER  
AND IMPLEMENT COSTS PER ACRE, HARVEST OPERATIONS

Operation	Machine Size	Man Hours	Repairs & Service	Fuel, Oil Grease
Swath Small Grain	12 feet	.22	.25	.20
Combine Small Grain	6' PTO & M	.55	.39	.46
Combine Small Grain	12' PTO & M	.33	.33	.41
Combine Small Grain	12' SP	.31	.35	.33
Haul & Store S.G.		.43	.08	.22
Combine Beans	6' PTO & M	.65	.45	.52
Combine Beans	12' PTO & M	.44	.35	.44
Combine Beans	12' SP	.40	.37	.35
Haul & Store Beans		.50	.10	.25
Pick Corn (40BU)	2 row	.55	.40	.42
Haul & Store Corn		.60	.13	.28
Chop Silage (8T)	2 row	.50	.45	.48
Haul & Store Silage	(3 tractors)	1.70	.60	.90
Mow Hay	7 feet	.40	.36	.29
Rake Hay	7 feet	.32	.30	.25
Mow, Windrow Hay	10' SP	.27	.30	.18
Mow, Condition, Windrow	Flail 10'	.37	.36	.40
Bale Hay (1T)	-	.40	.90+	.32
Stack Hay (T)	-	1.00	.38	.43
Haul, store bale (per T)	-	1.40	.12	.30
Chop Haylage		.53	.50	.55
Haul & Store Haylage	(3 tractors)	1.40	.65	.95
Corn Combine	2 row	.77	.83	.78
Picker Sheller	2 row	.70	.65	.68

+Includes cost of twine (\$.60) for 1 ton of hay.

TABLE 10. ESTIMATED ANNUAL LABOR REQUIREMENTS  
IN HOURS PER ACRE, GRAIN AND FORAGE CROPS\*

Enterprise	Yield (bushels)	Mechanization and Efficiency Level		
		Average	High	Low
		- hours per acre -		
Corn	40	3.3	2.2	4.5
Wheat after small grain	16	1.7	1.2	2.4
Wheat after row crops	18	2.2	1.7	2.8
Wheat on fallow	22	1.7	1.2	2.4
Barley	26	1.9	1.3	2.5
Rye	20	1.5	1.0	2.1
Oats	40	1.8	1.2	2.4
Flax	10	2.2	1.7	2.7
Soybeans	18	3.0	2.3	3.5
Grain sorghum	20/cwt	2.9	2.2	3.4
Alfalfa or grass*	-	0.5	0.4	0.7
Summer fallow	5**	0.9	.7	1.2
Baled hay	(tons)			
1 cutting	1.0	2.5	2.0	3.0
2 cuttings	1.5	4.0	3.5	5.3
3 cuttings	2.5	6.3	5.8	8.0
Stacked hay				
1 cutting	1.0	1.7	1.2	2.8
2 cuttings	1.5	3.0	2.2	5.3
3 cuttings	2.5	4.3	3.3	6.5
Silage				
alfalfa***	2.0	3.2	2.5	4.2
corn	8.0	4.5	4.0	6.0
oats	6.0	3.5	3.0	5.0

\*Labor requirements for planting only. Labor for making hay or silage is estimated below.

\*\*For summer fallow the number 5 refers to the number of times that the fallow is usually worked.

\*\*\*One cutting assumed. For two cuttings multiply yield and hours by 2.



TABLE 11. LIVESTOCK LABOR REQUIREMENTS, HOURS PER UNIT

A. Dairy Cows					
Cows	Stanchioned	Gutter Cleaner and Pipeline	Loose Housing Walk Thru	Loose Housing Herringbone	
(number)	- hours per cow -				
Under 20	105	100	95	90	
20 - 40	90	85	80	75	
40 - 60	75	70	65	60	
Over 60	65	60	55	50	

  

B. Beef Cows					
(number)	Farm Conditions		(number)	Ranch Conditions	
	Calf Sold (hours per head)	Calf Fed		Calf Sold (hours per head)	Calf Fed
Under 25	22	32	Under 75	12	18
25 - 50	14	22	75 - 150	10	15
51 - 80	10	16	150 - 300	8	12
Over 80	8	12	Over 300	6	9

  

C. Other Cattle				
(number)	Wintering		(number)	Summer Pasture
	(hours per head)			(hours per head)
Under 40	8		Under 40	2
40 - 80	4		40 - 80	1
Over 80	2		Over 80	.5

  

D. Brood Sows			E. Ewe and Lamb	
(number)	1 Litter		(number)	(hours per ewe)
	(hours per sow)			
Under 10	30	50	Under 35	7
10 - 20	25	42	35 - 75	6
20 - 30	20	33	75 - 100	5
30 - 40	15	25	100 - 200	4
40 - 60	12	20	200 - 300	3
Over 60	10	16	Over 300	2

TABLE 11. (Cont'd)

F. Livestock Fattening Enterprises (hours per month)

Beef (1)		Lambs (100)		Pigs (10)	
(number)	(hours)	(number)	(hours)	(number)	(hours)
40 - 80	.9	Under 100	35	50 - 100	4
80 - 120	.7	100 - 300	20	100 - 200	3
120 - 200	.5	300 - 500	10	200 - 300	2
200 - 300	.3	500 - 800	5	300 - 400	1
Over 300	.2	Over 800	4	Over 400	.5

## G. Laying Hens

Farm Flock*		Commercial Flock	
(number)	(hours per 100)	(number)	(hours per 1000)
Under 100	240	Under 1000	1000
100 - 200	210	1000 - 2000	750
200 - 300	130	2000 - 3000	600
Over 300	150	Over 3000 <sup>+</sup>	500

\*Includes labor to raise 120 sexed chicks per 100 hens.

<sup>+</sup>Labor required for a 10,000 bird flock may be less than 200 hours per 1000 hens when fully mechanized.

TABLE 12. GENERAL OVERHEAD LABOR

Size of Farm (acres)	Type of Farm		
	Grain	Stock (hours per year)	Dairy
Under 320	400	540	490
320 - 640	490	720	620
640 - 960	570	890	740
960 - 1920	640	1050	850
Over 1920	700	1200	950

TABLE 13. PRICES USED TO BUDGET ENTERPRISE COSTS AND RETURNS

Item	Unit	Price	Your Estimate
Corn	bushel	\$ 1.10	_____
Wheat (includes certificates)	"	1.80	_____
Barley	"	.90	_____
Rye	"	1.05	_____
Oats	"	.60	_____
Flax	"	2.80	_____
Soybeans	"	2.60	_____
Grain sorghum	cwt.	1.50	_____
Alfalfa hay	ton	18.00	_____
Mixed grass hay	"	15.00	_____
Corn silage	"	7.00	_____
Sorghum silage	"	6.50	_____
Oat silage	"	6.00	_____
Alfalfa silage (30% dry matter)	ton	8.00	_____
Alfalfa haylage (40% dry matter)	ton	12.00	_____
Pasture for grazing	AUM	4.00	_____
Feeder steers (425# Good - Choice)	cwt.	28.00	_____
Feeder steers (650# Good - Choice)	"	25.00	_____
Feeder steers (600# Common)	"	22.00	_____
Feeder heifers (375# Good - Choice)	"	26.00	_____
Feeder heifers (525# Good - Choice)	"	23.50	_____
Slaughter steers (1025# - 1125# Choice)	"	25.00	_____
Slaughter steers (1000# - 1100# Good)	"	23.00	_____
Slaughter heifers (850# - 1025# Choice)	"	24.00	_____
Cull cows	"	14.00	_____
Dairy calves	"	35.00	_____
Feeder lambs (May-June sale)	"	21.00	_____
Slaughter lambs (July sale)	"	22.00	_____
Cull ewes	"	4.00	_____
Wool (support after promotion deductions)	lb.	.62	_____
Wool incentive for lambs (after deductions)	cwt.	.50	_____
Feeder pigs (40 lb)	head	13.50	_____
Slaughter hogs (225 lb)	cwt.	17.00	_____
Sows (400 lb)	"	14.75	_____
Fluid milk for bottling (blend price at plant)	cwt.	5.20	_____
Manufacturing milk (gross price at plant)	"	4.30	_____
Butterfat	lb.	.65	_____
Eggs (current receipts)	doz.	.25	_____
Eggs (quality controlled)	"	.30	_____
Hens	lb.	.08	_____
Pullets (purchased ready to lay)	bird	1.75	_____
Sexed chicks (purchased)	chick	.40	_____

TABLE 14. BUDGET PRICES USED FOR SEEDS  
AND SUPPLEMENTS, SEEDING RATES

Item	Unit	Price (dollars)	Seeding Rate (lbs)
Hybrid corn	bushel	\$15.30	8 - 11
Wheat	bushel	2.20	45 - 75
Barley	bushel	1.15	60 - 84
Rye	bushel	1.00	56 - 84
Oats	bushel	.85	64 - 80
Flax	bushel	3.65	42 - 56
Soybeans	bushel	3.25	50 - 70
Grain sorghum (hybrid)	lb	.10	6 - 10
Alfalfa seed	lb	.50	4 - 6
Mixed tame grass	lb	.40	6 - 9
Sudan grass	lb	.12	15 - 30
Soybean oil meal (44%)	cwt	4.60	
Hog supplement (30%)	cwt	4.75	

TABLE 15. ESTIMATED ANNUAL MISCELLANEOUS OVERHEAD EXPENSES

Acres In Farm	Type of Farm		
	Grain	Stock	Dairy
- dollars per year-			
Under 320	840	950	1160
320 - 640	970	1140	1410
640 - 960	1090	1320	1650
960 - 1920	1200	1490	1880
Over 1920	1310	1650	2100

TABLE 16  
BEEF COW UNIT, FEEDER CALF SOLD, OCTOBER,  
REPLACEMENTS FIRST CALVE AS 2 YEAR OLDS, 92% CALF CROP,  
16% REPLACEMENT RATE, ONE BULL PER 25 COWS

		Your Estimate
<b>I. Receipts</b>		
Steer calf	4.25 cwt x \$28.00 x .46	\$54.74
Heifer calf	3.75 cwt x \$26.00 x .28	27.30
Cull heifer	6.0 cwt x \$21.00 x .02	2.52
Cull cow	10.0 cwt x \$14.00 x .15	21.00
	Gross Sales or Credits	\$105.56
<b>II. Operating Expenses</b>		
Corn	2 bushels @ \$ 1.10	\$ 2.20
Oats	4 bushels @ .60	2.40
Alfalfa hay	.4 ton @ 18.00	7.20
Prairie hay	1.3 ton @ 15.00	19.50
Pasture	8 AUM @ 4.00	32.00
Supplement	1.5 cwt @ 4.60	6.90
Mineral and salt	60 pounds @ .03	1.80
Breeding charge		5.00
Veterinary and drugs		3.00
Equipment repairs	(4% of \$5)	.20
Building repairs	(3.5% of \$8)	.28
Taxes and insurance	(1.5% of \$230)	3.45
Transportation and cost of marketing		2.75
	Total Direct Costs	\$ 86.68
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 18.88
<b>IV. Average Operating Capital Requirements</b>		
Average cow value		\$170.00
1/25 bull @ \$450		18.00
Replacement charge per cow (16% of \$200)		32.00
Grain and forage (.2 x \$63)		13.00
Other direct costs (.5 x \$23)		11.00
	Total	\$244.00
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Equipment		\$ 5.00
Buildings		8.00
	Total	\$ 13.00

## VI. Other Costs

Depreciation			
Equipment	(10% of \$10)	\$ 1.00	_____
Buildings	( 3% of \$16)	.48	_____
Interest on average capital			
Operating	(6% of \$244)	14.64	_____
Fixed	(5% of \$ 13)	.65	_____
	Total	\$ 16.77	_____

VII. Return to Labor and Management \$ 2.11 \_\_\_\_\_  
 (III minus VI)  
 Eight hours of labor are normally required per cow unit,  
 including a cow, 16% of a replacement, and 1/25 of a bull.

FORAGE REQUIREMENTS FOR BEEF COW UNITS  
 BASED ON TOTAL MONTHS OF FORAGE FROM GRAZING

Number of Months		Requirements	
Cattle Graze	Harvested Forage fed	AUM's of grazing	Tons of hay equivalent
10	2	10.7	.8
9	3	9.8	1.1
8	4	8.9	1.4
7	5	8.0	1.7
6	6	6.9	2.1
5	7	5.9	2.4

TABLE 17  
BEEF COW UNIT, CREEP FED CALVES SOLD, OCTOBER,  
REPLACEMENTS FIRST CALVE AS 2 YEAR OLDS,  
92% CALF CROP, 16% REPLACEMENT RATE,  
ONE BULL PER 25 COWS

		Your Estimate
<b>I. Receipts</b>		
Steef calf	4.7 cwt x \$28.00 x .44	\$ 60.54
Heifer calf	4.2 cwt x \$26.00 x .26	30.58
Cull heifer	6.4 cwt x \$21.00 x .02	2.69
Cull cow	10.0 cwt x \$14.00 x .15	<u>21.00</u>
	Gross Sales or Credits	<u>\$114.81</u>
<b>II. Operating Expenses</b>		
Corn	9 bushels @ \$ 1.10	\$ 9.90
Oats	4 bushels @ .60	2.40
Alfalfa hay	.4 ton @ 18.00	7.20
Prairie hay	1.3 ton @ 15.00	19.50
Pasture	8 AUM @ 4.00	32.00
Supplement	1.5 cwt @ 4.60	6.90
Mineral and salt	60 pounds @ .03	1.80
Breeding charge		5.00
Veterinary and drugs		3.00
Equipment repairs	(4% of \$6)	.24
Building repairs	(3.5% of \$8)	.28
Taxes and insurance	(1.5% of \$232)	3.48
Transportation and cost of marketing		<u>3.00</u>
	Total Direct Costs	<u>\$94.70</u>
<b>III. Income Over Direct Costs (I minus II)</b>		<u>\$20.11</u>
<b>IV. Average Operating Capital Requirements</b>		
Average cow value		\$170.00
1/25 bull @ \$450		18.00
Replacement charge per cow (16% of \$200)		32.00
Grain and forage (.2 x \$ 71)		14.00
Other direct costs (.5 x \$ 24)		<u>12.00</u>
	Total	<u>\$246.00</u>
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Equipment		\$ 6.00
Buildings		<u>8.00</u>
	Total	<u>\$ 14.00</u>

## VI. Other Costs

Depreciation			
Equipment	(10% of \$12)	\$ 1.20	<u>          </u>
Buildings	( 3% of \$16)	.48	<u>          </u>
Interest on average capital			
Operating	(6% of \$246)	14.76	<u>          </u>
Fixed	(5% of \$ 14)	.70	<u>          </u>
	Total	\$17.14	

VII. Return to Labor and Management \$ 2.97             
 (III minus VI)

Nine hours of labor are normally required per cow unit, including a cow, 16% of a replacement, and 4% of a bull.

This budget is based on a 7 month grazing period. If you normally graze your cow-herd more or less than 7 months see Table 16 for adjustment of AUM's and tons of hay.



TABLE 18  
BEEF COW UNIT, FEEDERS SOLD, JANUARY,  
REPLACEMENTS FIRST CALVE AS 2 YEAR OLDS,  
92% CALF CROP, 16% REPLACEMENT RATE,  
ONE BULL PER 25 COWS

		Your Estimate
<b>I. Receipts</b>		
Steer calf	5.25 cwt x \$27 x .46	\$ 65.21
Heifer calf	4.75 cwt x \$25 x .28	33.25
Cull heifer	6.00 cwt x \$21 x .02	2.52
Cull cow	10.00 cwt x \$14 x .15	21.00
Minus calf death loss after October (1% of \$83.60)		<u>- .98</u>
	Gross Sales or Credits	\$121.00
<b>II. Operating Expenses</b>		
Corn	2 bushels @ \$ 1.10	\$ 2.20
Oats	4 bushels @ .60	2.40
Barley	4 bushels @ .90	3.60
Alfalfa hay	0.5 ton @ 18.00	9.00
Prairie hay	1.6 ton @ 15.00	24.00
Pasture	8.3 AUM @ 4.00	33.20
Supplement	1.5 cwt @ 4.60	6.90
Mineral and salt	65 pounds @ .03	1.95
Breeding charge		5.00
Veterinary and drugs		3.00
Equipment repairs	(4% of \$6)	.24
Building repairs	(3.5% of \$8)	.28
Taxes and insurance	(1.5% of \$232)	3.48
Transportation and cost of marketing		<u>3.25</u>
	Total Direct Costs	\$ 98.50
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 22.50
<b>IV. Average Operating Capital Requirements</b>		
Average cow value		\$170.00
1/25 bull @ \$450		18.00
Replacement charge per cow (16% of \$200)		32.00
Grain and forage (.25 x \$75)		19.00
Other direct costs (.6 x \$24)		<u>14.00</u>
	Total	\$253.00

V. Fixed Capital ( $\frac{1}{2}$  new cost)

Equipment		\$ 6.00	_____
Buildings		<u>8.00</u>	_____
	Total	\$14.00	_____

## VI. Other costs

Depreciation			
Equipment	(10% of \$12)	\$ 1.20	_____
Buildings	( 3% of \$16)	.48	_____
Interest on average capital			
Operating	(6% of \$253)	\$15.18	_____
Fixed	(5% of \$ 14)	<u>.70</u>	_____
	Total	\$17.56	

VII. Return to Labor and Management  
(III minus VI)

\$ 4.94 \_\_\_\_\_

Nine hours of labor are normally required per cow unit, including a cow, 16% of a replacement, and 4% of a bull.

FORAGE REQUIREMENTS FOR BEEF COW UNITS  
BASED ON TOTAL MONTHS OF FORAGE FROM GRAZING

Number of Months		Requirements	
Cattle	Harvested	AUM's of	Tons of hay
Graze	Forage fed	grazing	equivalent
10	2	11.6	1.1
9	3	10.6	1.4
8	4	9.5	1.7
7	5	8.3	2.1
6	6	7.2	2.4
5	7	6.2	2.7

TABLE 19  
BEEF COW UNIT, 92% CALF CROP, SELL ALL CALVES,  
BUY REPLACEMENTS AT RATE OF 16%  
ONE BULL PER 25 COWS, COW COSTS AND SHARE OF BULL COSTS

		Your Estimate
<b>I. Receipts</b>		
Steef calf	4.60 pounds x .28 x .46	\$ 59.25
Heifer calf	4.20 pounds x .26 x .46	50.23
Cull cow	1000 pounds x .14 x .15	21.00
	Gross Sales or Credits	\$130.48
 <b>II. Operating Expenses</b>		
Charge for replacement	(16% of \$200)	\$ 32.00
Corn	3 bushels @ \$ 1.10	3.30
Alfalfa hay	.4 ton @ 18.00	7.20
Prairie hay	1.1 ton @ 15.00	16.50
Pasture	7.5 AUM @ 4.00	30.00
Supplement	1.2 cwt @ 4.60	5.52
Mineral and salt	55 pounds @ .03	1.65
Breeding charge		4.20
Veterinary and drugs		3.00
Equipment repairs	(4% of \$5)	.20
Building repairs	(3.5% of \$8)	.28
Taxes and insurance	(1.5% of \$193)	2.90
Transportation and cost of marketing		3.00
	Total Direct Costs	\$109.75
 <b>III. Income Over Direct Costs (I minus II)</b>		 20.73
 <b>IV. Average Operating Capital Requirements</b>		
Average cow value		\$170.00
1/25 bull @ \$450		18.00
Grain and forage	(.2 x \$57)	11.00
Other direct costs	(.5 x \$21)	11.00
	Total	\$210.00
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Equipment		\$ 5.00
Buildings		8.00
	Total	\$ 13.00

## VI. Other Costs

Depreciation			
Equipment	(10% of \$10)	\$ 1.00	_____
Buildings	(3% of \$16)	.48	_____
Interest on average capital			
Operating	(6% of \$210)	12.60	_____
Fixed	(5% of \$ 13)	.65	_____
	Total	\$ 14.73	_____
VII. Return to Labor and Management		\$ 6.00	_____
(III minus VI)			

FORAGE REQUIREMENTS FOR BEEF COW UNITS BASED ON  
TOTAL MONTHS OF FORAGE FROM GRAZING

Number of Months		Requirements	
Cattle Graze	Harvested Forage fed	AUM's of grazing	Tons of hay equivalent
10	2	10.5	.6
9	3	9.5	.9
8	4	8.5	1.2
7	5	7.5	1.5
6	6	6.5	1.8
5	7	5.5	2.1

TABLE 20  
 RAISING REPLACEMENT HEIFERS, BRED TO CALVES AS TWO YEAR OLDS;  
 ENTER AS 375 POUND CALVES, OCTOBER;  
 SELL 900 POUND BRED HEIFERS, 2% DEATH LOSS

			Your Estimate
<b>I. Receipts</b>			
Bred Heifer	9.0 cwt x \$23.50 x .94	\$198.81	
Non-breeder	6.0 cwt x \$21.00 x .04	5.04	
	Gross Sales or Credits	\$203.85	
 <b>II. Operating Expenses</b>			
Charge for heifer calf	375 pounds @ \$ .26	\$ 97.50	
Oats	24 bushels @ \$ .60	14.40	
Alfalfa hay	.3 ton @ 18.00	5.40	
Prairie hay	.9 ton @ 15.00	13.50	
Pasture	5 AUM @ 4.00	20.00	
Supplement	2 cwt @ 4.60	9.20	
Mineral and salt	30 pounds @ .03	.90	
Breeding charge		4.90	
Veterinary and drugs		2.00	
Equipment repairs	(4% of \$3)	.12	
Building repairs	(3.5% of \$6)	.21	
Taxes and insurance	(1.5% of \$104)	1.56	
Transportation and cost of marketing		4.00	
	Total Direct Costs	\$174.69	
 <b>III. Income Over Direct Costs (I minus II)</b>		\$ 28.16	
 <b>IV. Average Operating Capital Requirements</b>			
Heifer calf investment	(1.3 x \$98)	\$127.00	
Grain and forage	(.7 x \$153)	37.00	
Other direct costs	(.8 x \$18)	18.00	
	Total	\$182.00	
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 3.00	
Buildings		6.00	
	Total	\$ 9.00	

## VI. Other Costs

Depreciation			
Equipment	(10% x \$6)	\$ .60	<u>          </u>
Buildings	( 3% x \$12)	.36	<u>          </u>
Interest on Average Capital			
Operating	(6% of \$182)	10.92	<u>          </u>
Fixed	(5% of \$9)	.45	<u>          </u>
	Total	\$ 12.33	<u>          </u>

VII. Return to Labor and Management  
(III minus VI)

For a 15 to 16 month period estimated hours required per replacement unit are 12.

TABLE 21  
 WINTERING AND SUMMER GRAZING STEER CALVES, 12 MONTHS,  
 OCTOBER TO OCTOBER, AVERAGE DAILY GAIN .75 POUNDS FOR 7 MONTHS,  
 1.5 POUNDS FOR 5 MONTHS

		Your Estimate
<b>I. Receipts</b>		
Stocker or feeder steer	8.0 cwt x \$24.50	\$196.00
Minus death loss	(2.5% of \$196.00)	- 4.90
	Gross Sales or Credits	\$191.10
<b>II. Operating Expenses</b>		
Steer calf	425 pounds @ \$ .28	\$119.00
Prairie hay	.5 ton @ 15.00	7.50
Pasture	5 AUM @ 4.00	20.00
Supplement	2 cwt @ 4.60	9.20
Mineral and salt	20 pounds @ .03	.60
Veterinary and drugs		1.50
Equipment repairs	(4% of \$3)	.12
Building repairs	(3.5% of \$6)	.21
Taxes and insurance	(1.5% of \$125)	1.88
Transportation and cost of marketing		5.30
	Total Direct Costs	\$165.31
<b>III. Income Over Direct Costs (I minus II)</b>		<b>\$ 25.79</b>
<b>IV. Average Operating Capital Requirements</b>		
Steer calf investment		\$119.00
Forage	(.5 x \$28)	14.00
Other direct costs	(.6 x \$19)	11.00
	Total	\$144.00
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Equipment		\$ 3.00
Buildings		6.00
	Total	\$ 9.00

## VI. Other Costs

## Depreciation

Equipment	(10% of \$ 6)	\$ .60	<u>          </u>
Buildings	( 3% of \$12)	.36	<u>          </u>

## Interest on average capital

Operating	(6% of \$144)	8.64	<u>          </u>
Fixed	(5% of \$ 9)	.45	<u>          </u>

Total		\$ 10.05	<u>          </u>
-------	--	----------	-------------------

VII. Return to Labor and Management (III minus VI)		\$ 15.74	<u>          </u>
---	--	----------	-------------------

For the 12 month period estimated labor hours required are 8.



TABLE 22  
WINTERING STEER CALVES,  
7 MONTHS, OCTOBER TO MAY  
GAIN 175 POUNDS

			Your Estima
<b>I. Receipts</b>			
Stocker or feeder steer	6.0 cwt x \$26.50	\$159.00	_____
Minus death loss	(1.5% of \$159.00)	<u>- 2.39</u>	_____
	Gross Sales or Credits	\$156.61	_____
<b>II. Operating Expenses</b>			
Steer calf	425 pounds @ \$ .28	\$119.00	_____
Corn silage	1.9 ton @ 7.00	13.30	_____
Alfalfa hay	.3 ton @ 18.00	5.40	_____
Pasture	.9 AUM 4.00	3.60	_____
Mineral and salt	10 pounds @ .03	.30	_____
Veterinary and drugs		1.00	_____
Equipment repairs	(4% of \$3)	.12	_____
Building repairs	(3.5% of \$6)	.21	_____
Taxes and insurance	(1.5% of \$125)	1.88	_____
Transportation and cost of marketing		<u>4.80</u>	_____
	Total Direct Costs	\$149.61	_____
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 7.00	_____
<b>IV. Average Operating Capital Requirements</b>			
Steer calf investment	(.6 x \$119)	\$ 71.00	_____
Forage	(.5 x \$ 22)	11.00	_____
Other direct costs	(.3 x \$ 8)	<u>3.00</u>	_____
	Total	\$ 85.00	_____
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 3.00	_____
Buildings		<u>6.00</u>	_____
	Total	\$ 9.00	_____

## VI. Other Costs

## Depreciation

Equipment	(10% of \$ 6)	\$ .60	_____
Buildings	( 3% of \$12)	.36	_____

## Interest on average capital

Operating	(6% of \$85)	5.10	_____
Fixed	(5% of \$ 9)	<u>.45</u>	_____

Total	\$ 6.51	_____
-------	---------	-------

VII. Return to Labor and Management  
(III minus VI)

\$ .49	_____
--------	-------

For the 7 month period estimated labor hours required are 5.

TABLE 23  
WINTERING STEER CALVES,  
5 MONTHS, OCTOBER TO MARCH  
GAIN 165 POUNDS

			Your Estimate
<b>I. Receipts</b>			
Feeder steer	5.9 cwt @ \$26.50	\$156.35	
Minus death loss	(1.5% of \$156.35)	<u>- 2.35</u>	
	Gross Sales or Credits	\$154.00	
 <b>II. Operating Expenses</b>			
Steer calf	425 pounds @ \$ .28	\$119.00	
Barley	8 bushels @ .90	7.20	
Alfalfa hay	.23 ton @ 18.00	4.14	
Prairie hay	.52 ton @ 15.00	7.80	
No pasture assumed		--	
No supplement assumed		--	
Mineral and salt	8 pounds @ .03	.24	
Veterinary and drugs		1.00	
Equipment repairs	(4% of \$4)	.16	
Building repairs	(3.5% of \$7)	.25	
Taxes and insurance	(1.5% of \$127)	1.90	
Transportation and marketing costs		<u>4.75</u>	
	Total Direct Costs	\$146.44	
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 7.56	
 <b>IV. Average Operating Capital Requirements</b>			
Steer calf investment	(.4 x \$119)	\$ 48.00	
Forage and grain	(.5 x \$ 20)	10.00	
Other direct costs	(.2 x \$ 7)	<u>1.00</u>	
	Total	\$ 59.00	
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 4.00	
Buildings		<u>7.00</u>	
	Total	\$ 11.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$ 8)	\$ .80	<u>          </u>
Buildings	( 3% of \$14)	.42	<u>          </u>
Interest on average capital			
Operating	(6% of \$59)	3.54	<u>          </u>
Fixed	(5% of \$11)	<u>.55</u>	<u>          </u>
.	Total	\$ 5.31	<u>          </u>

VII. Return of Labor and Management \$ 2.25             
 (III minus VI)

For the 5 month period estimated labor hours required are 4.

TABLE 24  
 WINTERING STEER CALVES,  
 5 MONTHS, OCTOBER TO MARCH,  
 AVERAGE DAILY GAIN 1.5 POUNDS

			Your Estimate
<b>I. Receipts</b>			
Feeder steer	6.5 cwt @ \$26.00	\$169.00	<hr/>
Minus death loss	(1.5% of \$169.00)	<u>- 2.54</u>	<hr/>
	Gross Sales or Credits	\$166.46	<hr/>
<b>II. Operating Expenses</b>			
Steer calf	425 pounds @ \$ .28	\$119.00	<hr/>
Corn	8 bushels @ 1.10	8.80	<hr/>
Oats	14 bushels @ .60	8.40	<hr/>
Alfalfa hay	.38 ton @ 18.00	6.84	<hr/>
Prairie hay	.23 ton @ 15.00	3.45	<hr/>
No pasture assumed		--	<hr/>
No supplement assumed		--	<hr/>
Mineral and salt	10 pounds @ .03	.30	<hr/>
Veterinary and drugs		1.00	<hr/>
Equipment repairs	(4% of \$4)	.16	<hr/>
Building repairs	(3.5% of \$7)	.25	<hr/>
Taxes and insurance	(1.5% of \$127)	1.90	<hr/>
Transportation and cost of marketing		<u>4.75</u>	<hr/>
	Total Direct Costs	\$154.85	<hr/>
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 11.61	<hr/>
<b>IV. Average Operating, Capital Requirements</b>			
Steer calf investment	(.4 x \$119)	\$ 48.00	<hr/>
Forage and grain	(.5 x \$ 27)	13.00	<hr/>
Other direct costs	(.2 x \$ 8)	<u>2.00</u>	<hr/>
	Total	\$ 63.00	<hr/>
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 4.00	<hr/>
Buildings		<u>7.00</u>	<hr/>
	Total	\$ 11.00	<hr/>

## VI. Other Costs

Depreciation			
Equipment	(10% of \$ 8)	\$ .80	<u>          </u>
Buildings	( 3% of \$14)	.42	<u>          </u>
Interest on average capital			
Operating	(6% of \$63)	3.78	<u>          </u>
Fixed	(5% of \$11)	.55	<u>          </u>
	Total	\$ 5.55	<u>          </u>

VII. Return to Labor and Management  
(III minus VI)\$ 6.06           

For the 5 month period estimated labor hours required are 4.5

TABLE 25  
WINTERING HEIFER CALVES  
5 MONTHS, OCTOBER TO MARCH,  
GAIN 160 POUNDS

			Your Estimate
<b>I. Receipts</b>			
Feeder heifer	5.35 cwt @ \$24.50	\$131.08	
Minus death loss	(1.5% of \$131.08)	<u>- 1.97</u>	
	Gross Sales or Credits	\$129.11	
<b>II. Operating Expenses</b>			
Heifer calf	375 pounds @ \$ .26	\$ 97.50	
Barley	8 bushels @ .90	7.20	
Alfalfa hay	.20 ton @ 18.00	3.60	
Prairie hay	.48 ton @ 15.00	7.20	
No pasture assumed		--	
No supplement assumed		--	
Mineral and salt	8 pounds @ .03	.24	
Veterinary and drugs		1.00	
Equipment repairs	(4% of \$4)	.16	
Building repairs	(3.5% of \$7)	.25	
Taxes and insurance	(1.5% of \$106)	1.59	
Transportation and cost of marketing		<u>4.50</u>	
	Total Direct Costs	\$123.24	
<b>III. Income Over Direct Costs (I minus II)</b>		<b>\$ 5.87</b>	
<b>IV. Average Operating Capital Requirements</b>			
Heifer calf investment	(.4 x \$98)	\$ 39.00	
Forage and grain	(.5 x \$18)	9.00	
Other direct costs	(.2 x \$ 8)	<u>2.00</u>	
	Total	\$ 50.00	
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 4.00	
Buildings		<u>7.00</u>	
	Total	\$ 11.00	

## VI. Other Costs

## Depreciation

Equipment

(10% of \$ 8)

\$ .80

Buildings

( 3% of \$14)

.42

## Interest on average capital

Operating

(6% of \$50)

3.00

Fixed

(5% of \$11)

.55

Total

\$ 4.77

VII. Return to Labor and Management  
(III minus VI)

\$ 1.10

For the 5 month period estimated labor hours required are 4.



TABLE 26  
WINTERING HEIFER CALVES,  
5 MONTHS, OCTOBER TO MARCH,  
AVERAGE DAILY GAIN 1.5 POUNDS

			Your Estimate
I. Receipts			
Feeder heifer	6.0 cwt @ \$23.50	\$141.00	_____
Minus death loss	(1.5% of \$141.00)	<u>- 2.12</u>	_____
	Gross Sales or Credits	\$138.88	_____
II. Operating Expenses			
Heifer calf	375 pounds @ \$ .26	\$ 97.50	_____
Corn	8 bushels @ 1.10	8.80	_____
Oats	14 bushels @ .60	8.40	_____
Alfalfa hay	.35 ton @ 18.00	6.30	_____
Prairie hay	.21 ton @ 15.00	3.15	_____
No pasture assumed		--	_____
No supplement assumed		--	_____
Mineral and salt	9 pounds @ .03	.27	_____
Veterinary and drugs		1.00	_____
Equipment repairs	(4% of \$4)	.16	_____
Building repairs	(3.5% of \$7)	.25	_____
Taxes and insurance	(1.5% of \$106)	1.59	_____
Transportation and cost of marketing		<u>4.70</u>	_____
	Total Direct Costs	\$132.12	_____
III. Income Over Direct Costs (I minus II)		\$ 6.76	_____
IV. Average Operating Capital Requirements			
Heifer calf investment	(.4 x \$98)	\$ 39.00	_____
Forage and grain	(.5 x \$28)	14.00	_____
Other direct costs	(.2 x \$ 7)	<u>1.00</u>	_____
	Total	\$ 54.00	_____
V. Fixed Capital ( $\frac{1}{2}$ new cost)			
Equipment		\$ 4.00	_____
Buildings		<u>7.00</u>	_____
	Total	\$ 11.00	_____

## VI. Other Costs

Depreciation				
Equipment	(10% of \$ 8)	\$	.80	_____
Buildings	(3% of \$14)		.42	_____
Interest on average capital				
Operating	(6% of \$54)		3.24	_____
Fixed	(5% of \$11)		<u>.55</u>	_____
	Total	\$	5.01	_____

VII. Return to Labor and Management (III minus VI) \$ 1.75 \_\_\_\_\_

For the 5 month period estimated labor hours required are 4.5.

TABLE 27  
 SUMMER GRAZING STOCKER STEERS,  
 5 MONTHS, MAY TO OCTOBER,  
 AVERAGE DAILY GAIN 1.5 POUNDS

			Your Estimate
I. Receipts			
Stocker or feeder steer	8.25 cwt @ \$24.50	\$202.13	_____
Minus death loss	(0.5% of \$202.13)	<u>- 1.01</u>	_____
	Gross Sales or Credits	\$201.12	_____
II. Operating Expenses			
Stocker steer	6.0 cwt @ \$26.50	\$159.00	_____
Pasture	3.6 AUM @ 4.00	14.40	_____
Mineral and salt	10 pounds @ .03	.30	_____
Veterinary and drugs		1.00	_____
Equipment repairs	(4% of \$2)	.08	_____
Taxes and insurance	(0.5% of \$163)	.81	_____
Transportation and cost of marketing		<u>\$ 5.75</u>	_____
	Total Direct Costs	\$181.34	_____
III. Income Over Direct Costs (I minus II)		\$ 19.78	_____
IV. Average Operating Capital Requirements			
Steer investment	(.4 x \$159)	\$ 64.00	_____
Forage	(.3 x \$ 14)	4.00	_____
Other direct costs	(.2 x \$ 8)	<u>2.00</u>	_____
	Total	\$ 70.00	_____
V. Fixed Capital ( $\frac{1}{2}$ new cost)			
Summer grazing only (no building charge) Equipment		\$ 2.00	_____

## VI. Other Costs

Depreciation Equipment	(10% of \$4)	\$ .40	_____
Interest on average capital			
Operating	(6% of \$70)	4.20	_____
Fixed	(5% of \$ 2)	<u>.10</u>	_____
	Total	\$ 4.70	
VII. Return to Labor and Management (III minus VI)		\$ 15.08	_____

For the month period estimated labor hours required are 3.

Comments

Calves wintered to gain 175 pounds weigh about 600 pounds in May (See Table 22).

This budget table carried these calves from May to October on range stocked at a moderate rate. Rate of gain is 1.5 pounds per day for a 5 month grazing period.

TABLE 28  
 SUMMER GRAZING STOCKER STEER,  
 3 MONTHS, MAY TO AUGUST,  
 AVERAGE DAILY GAIN 1.8 POUNDS

			Your Estimate
I. Receipts			
Stocker or feeder steer	7.6 cwt x \$24.75	\$188.10	_____
Minus death loss	(0.5% of \$188.10)	<u>-.94</u>	_____
	Gross Sales or Credits	\$187.16	_____
II. Operating Expenses			
Stocker steer	6.0 cwt @ \$26.50	\$159.00	_____
Pasture	2.0 AUM @ 4.00	8.00	_____
Mineral and salt	8 pounds @ .03	.24	_____
Veterinary and drugs		1.00	_____
Equipment repairs	(4% of \$2)	.08	_____
Taxes and insurance	(0.5% of \$163)	.81	_____
Transportation and cost of marketing		<u>5.70</u>	_____
	Total Direct Costs	\$174.83	_____
III. Income Over Direct Costs (I minus II)		\$ 12.33	_____
IV. Average Operating Capital Requirements			
Steer Investment	(.25 x \$159)	\$ 40.00	_____
Forage	(.5 x \$ 8)	4.00	_____
Other direct costs	(.2 x \$ 8)	<u>2.00</u>	_____
	Total	\$46.00	_____
V. Fixed Capital ( $\frac{1}{2}$ new cost)			
Summer grazing only (no building charge)			
Equipment		\$ 2.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$4)	\$ .40	_____
Interest on average capital			
Operating	(6% of \$46)	2.76	_____
Fixed	(5% of \$ 2)	<u>.10</u>	_____
	Total	\$ 3.26	_____
VII. Return to Labor and Management		\$ 9.07	_____
(III minus VI)			

For the 3 month period estimated labor hours required are 2.

Comments

Calves wintered to gain 175 pounds weigh about 600 pounds in May (See Table 22).

This budget table carries these calves for May to August on range stocked at a moderate to heavy rate. Rate of gain is 1.8 pounds per day for a 3 month grazing period.

TABLE 29  
SUMMER GRAZING STOCKER STEER,  
100 DAYS, MAY TO AUGUST,  
AVERAGE DAILY GAIN 2 POUNDS

		Your Estimate
<b>I. Receipts</b>		
Stocker or feeder steer 7.0 cwt @ \$25.00	\$175.00	<u>          </u>
Minus death loss (0.5% of \$175.00)	- .88	<u>          </u>
Gross Sales or Credits	\$174.12	<u>          </u>
 <b>II. Operating Expenses</b>		
Stocker steer 500 pounds @ \$ .27	\$135.00	<u>          </u>
Pasture 2.0 AUM @ 4.00	8.00	<u>          </u>
Mineral and salt 8 pounds @ .03	.24	<u>          </u>
Veterinary and drugs (includes stilbestrol)	2.00	<u>          </u>
Equipment repairs (4% of \$ 2)	.08	<u>          </u>
Taxes and insurance (0.5% of \$137)	.69	<u>          </u>
Transportation and cost of marketing	<u>5.25</u>	<u>          </u>
Total Direct Costs	\$151.26	<u>          </u>
<b>III. Income Over Direct Costs (I minus II)</b>	\$ 22.86	<u>          </u>
 <b>IV. Average Operating Capital Requirements</b>		
Steer investment (.25 x \$135)	\$ 34.00	<u>          </u>
Forage (.5 x \$ 8)	4.00	<u>          </u>
Other direct costs (.15 x \$ 8)	<u>1.00</u>	<u>          </u>
Total	\$ 39.00	<u>          </u>
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Summer grazing only (no building charge)		<u>          </u>
Equipment	\$ 2.00	<u>          </u>

## VI. Other Costs

Depreciation Equipment	(10% of \$ 4)	\$ .40	_____
Interest on average capital			
Operating	(6% of \$39)	\$ 2.34	_____
Fixed	(5% of \$ 2)	<u>.10</u>	_____
	Total	\$ 2.84	_____

VII. Return to Labor and Management \$ 20.02 \_\_\_\_\_  
(III minus VI)

For the 3 month period estimated labor hours required are 2.

Recommendations

Purchase thrifty, healthy, light yearlings.

Use Stilbestrol to attain average daily weight gains of 2 pounds for 100 days.

Stock pasture at moderate to heavy rate.

To maintain range in good condition do not use this range after yearling feeder steers are sold in August.



TABLE 30  
WINTERING AND SUMMER GRAZING YEARLING STEERS  
10 MONTHS, OCTOBER TO AUGUST,  
GAIN 250 POUNDS

			Your Estimate
<b>I. Receipts</b>			
Feeder steer	10.5 cwt x \$23.50	\$246.75	_____
Minus death loss	(0.5% of \$246.75)	<u>- 1.23</u>	_____
	Gross Sales or Credits	\$245.54	_____
<b>II. Operating Expenses</b>			
Stocker steer	8 cwt @ \$24.50	\$196.00	_____
Prairie hay	.3 ton @ 15.00	4.50	_____
Pasture	7 AUM @ 4.00	28.00	_____
Supplement	1 cwt @ 4.60	4.60	_____
Mineral and salt	20 pounds @ .03	.60	_____
Veterinary and drugs		1.00	_____
Equipment repairs	(4% of \$2)	.08	_____
Building repairs	(3.5% of \$5)	.18	_____
Taxes and insurance	(1.5% of \$200)	3.00	_____
Transportation and cost of marketing		<u>6.90</u>	_____
	Total Direct Costs	\$244.86	_____
<b>III. Income Over Direct Costs (I minus II)</b>		\$ .68	_____
<b>IV. Average Operating Capital Requirements</b>			
Steer investment	(.8 x \$196)	\$157.00	_____
Forage	(.5 x \$ 32)	16.00	_____
Other direct costs	(.4 x \$ 16)	<u>6.00</u>	_____
	Total	\$179.00	_____
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 2.00	_____
Buildings		<u>5.00</u>	_____
	Total	\$ 7.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$ 4)	\$ .40	<u>          </u>
Buildings	( 3% of \$10)	.30	<u>          </u>
Interest on average capital			
Operating	(6% of \$179)	10.74	<u>          </u>
Fixed	(5% of \$ 7)	.35	<u>          </u>
	Total	\$ 11.79	<u>          </u>
VII. Return to Labor and Management		-\$ 11.11	<u>          </u>
(III minus VI)			

For the 10 month period estimated labor hours required are 6.  
 Note that returns to labor and management are negative for this  
 enterprise. This means that you cannot recover all depreciation  
 and interest on investment even if you work for nothing.

TABLE 31  
 FALL GRAZING, WINTERING, AND SUMMER GRAZING  
 YEARLING STEERS, 12 MONTHS, AUGUST TO AUGUST,  
 GAIN 300 POUNDS

			Your Estimate
I. Receipts			
Feeder steer	10.6 cwt x \$23.50	\$249.10	_____
Minus death loss	(0.5% of \$249.10)	<u>- 1.25</u>	_____
	Gross Sales or Credits	\$247.85	_____
II. Operating Expenses			
Stocker steer	7.6 cwt @ \$24.75	\$188.10	_____
Prairie hay	.25 ton @ 15.00	3.75	_____
Pasture	9 AUM @ 4.00	36.00	_____
Supplement	1 cwt @ 4.60	4.60	_____
Mineral and salt	25 pounds @ \$ .03	.75	_____
Veterinary and drugs		1.00	_____
Equipment repairs	(4% of \$2)	.08	_____
Building repairs	(3.5% of \$5)	.18	_____
Taxes and insurance	(1.5% of \$192)	2.88	_____
Transportation and cost of marketing		<u>6.80</u>	_____
	Total Direct costs	\$244.14	_____
III. Income Over Direct Costs (I minus II)		\$ 3.71	_____
IV. Average Operating Capital Requirements			
Steer investment		\$188.00	_____
Forage	(.5 x \$40)	20.00	_____
Other direct costs	(.5 x \$16)	<u>8.00</u>	_____
	Total	\$216.00	_____
V. Fixed Capital ( $\frac{1}{2}$ new cost)			
Equipment		\$ 2.00	_____
Buildings		<u>5.00</u>	_____
	Total	\$ 7.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$ 4)	\$ .40	<u>          </u>
Buildings	( 3% of \$10)	.30	<u>          </u>
Interest on average capital			
Operating	(6% of \$216)	12.96	<u>          </u>
Fixed	(5% of \$ 7)	.35	<u>          </u>
	Total	\$ 14.01	<u>          </u>
• VII. Return to Labor and Management		-\$ 10.30	<u>          </u>
(III minus VI)			

For the 12 month period estimated labor hours required are 6.5.  
 Note that returns to labor and management are negative for this enterprise. This means that you cannot recover all depreciation and interest on investment even if you work for nothing.

TABLE 32  
 FULL FED STEER CALF, LIBERAL ROUGHAGE,  
 GAIN 650 POUNDS IN 11 MONTHS ON FEED

			Your Estimate
<b>I. Receipts</b>			
Slaughter steer	10.75 cwt x \$25.00	\$268.75	_____
Minus death loss	(2% of \$268.75)	<u>- 5.38</u>	_____
	Gross Sales or Credits	\$263.37	_____
<b>II. Operating Expenses</b>			
Steer calf	425 pounds @ \$ .28	\$119.00	_____
Corn	48 bushels @ 1.10	52.80	_____
Oats	10 bushels @ .60	6.00	_____
Alfalfa hay	.9 ton @ 18.00	16.20	_____
Prairie hay	.4 ton @ 15.00	6.00	_____
Supplement	2.25 cwt @ 4.60	10.35	_____
Mineral and salt	30 pounds @ .03	.90	_____
Veterinary and drugs		2.00	_____
Equipment repairs	(4% of \$12)	.48	_____
Building repairs	(3.5% of \$20)	.70	_____
Taxes and insurance	(1.5% of 143)	2.15	_____
Transportation and cost of marketing		<u>6.00</u>	_____
	Total Direct Costs	\$223.58	_____
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 39.79	_____
<b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.9 x \$119)	\$107.00	_____
Grain and forage	(.3 x \$ 81)	24.00	_____
Other direct costs	(.5 x \$ 22)	<u>11.00</u>	_____
	Total	\$143.00	_____
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	_____
Buildings		<u>20.00</u>	_____
	Total	\$ 32.00	_____

## VI. Other Costs

## Depreciation

Equipment	(10% of \$24)	\$ 2.40	_____
Buildings	(3% of \$40)	1.20	_____

## Interest on average capital

Operating	(6% of \$143)	8.58	_____
Fixed	(5% of \$ 32)	1.60	_____

Total

\$ 13.78

VII. Return to Labor and Management  
(III minus VI)

\$ 26.01

Estimated labor hours required per head for a 120 head lot for  
11 months are 6.6.

TABLE 33  
 FULL FED HEIFER CALF, LIBERAL ROUGHAGE  
 GAIN 500 POUNDS IN 9.5 MONTHS ON FEED

			Your Estimate
I. Receipts			
Slaughter heifer	8.75 cwt x \$24.00	\$210.00	_____
Minus death loss	(2% of \$210.00)	<u>- 4.20</u>	_____
	Gross Sales or Credits	\$205.80	_____
II. Operating Expenses			
Heifer calf	375 pounds @ \$ .26	\$ 97.50	_____
Corn	37 bushels @ 1.10	40.70	_____
Oats	6 bushels @ .60	3.60	_____
Alfalfa hay	.8 ton @ 18.00	14.40	_____
Prairie hay	.2 ton @ 15.00	3.00	_____
Supplement	1.9 cwt @ 4.60	8.74	_____
Mineral and salt	25 pounds @ .03	.75	_____
Veterinary and drugs		2.00	_____
Equipment repairs	(4% of \$12)	.48	_____
Building repairs	(3.5% of \$20)	.70	_____
Taxes and insurance	(1.5% of \$122)	1.83	_____
Transportation and cost of marketing		<u>5.40</u>	_____
	Total Direct Costs	\$179.10	_____
III. Income Over Direct Costs (I minus II)		\$ 26.70	_____
IV. Average Operating Capital Requirements			
Purchase capital	(.8 x \$98)	\$ 78.00	_____
Grain and forage	(.3 x \$62)	19.00	_____
Other direct costs	(.5 x \$20)	<u>10.00</u>	_____
	Total	\$107.00	_____
V. Fixed Capital ( $\frac{1}{2}$ new cost)			
Equipment		\$ 12.00	_____
Buildings		<u>20.00</u>	_____
	Total	\$ 32.00	_____

## VI. Other Costs

## Depreciation

Equipment	(10% of \$24)	\$ 2.40	_____
Buildings	( 3% of \$40)	1.20	_____

## Interest on average capital

Operating	(6% of \$107)	6.42	_____
Fixed	(5% of \$ 32)	<u>1.60</u>	_____

Total		\$ 11.62	_____
-------	--	----------	-------

.VII. Return to Labor and Management  
(III minus VI)

		\$ 15.08	_____
--	--	----------	-------

Estimated labor hours required per head for a 120 head lot for 9.5 months are 6.



TABLE 34  
FATTENING YEARLING STEERS, LIBERAL ROUGHAGE,  
GAIN 500 POUNDS IN 7.5 MONTHS ON FEED

			Your Estimate
<b>I. Receipts</b>			
Slaughter steer	11.5 cwt x \$25.00	\$287.50	
Minus death loss	(1% of \$287.50)	<u>- 2.88</u>	
	Gross Sales or Credits	\$284.62	
 <b>II. Operating Expenses</b>			
Yearling steer	6.5 cwt @ \$ 26.00	\$169.00	
Corn	44 bushels @ 1.10	48.40	
Alfalfa hay	.4 ton @ 18.00	7.20	
Prairie hay	.96 ton @ 15.00	14.40	
Supplement	1.1 cwt @ 4.60	5.06	
Mineral and salt	15 pounds @ .03	.45	
Veterinary and drugs		1.00	
Equipment repairs	(4% of \$12)	.48	
Building repairs	(3.5% of \$20)	.70	
Taxes and insurance	(1.5% of \$193)	2.90	
Transportation and cost of marketing		<u>\$ 6.75</u>	
	Total Direct Costs	\$256.34	
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 28.28	
 <b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.7 x \$169)	\$118.00	
Grain and forage	(.3 x \$ 70)	21.00	
Other direct costs	(.5 x \$ 16)	<u>8.00</u>	
	Total	147.00	
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	
Buildings		<u>20.00</u>	
	Total	\$ 32.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$24)	\$ 2.40	<u>          </u>
Buildings	( 3% of \$40)	1.20	<u>          </u>
Interest on average capital			
Operating	(6% of \$147)	\$ 8.82	<u>          </u>
Fixed	(5% of \$ 32)	<u>1.60</u>	<u>          </u>
	Total	\$ 14.02	<u>          </u>

VII. Return to Labor and Management  
 (III minus VI) \$ 14.26           

Estimated labor hours required per head for a 120 head lot for  
 8 months are 5.

TABLE 35  
 FATTENING YEARLING HEIFERS, LIBERAL GRAIN,  
 GAIN 475 POUNDS IN 7 MONTHS ON FEED

			Your Estimate
I. Receipts			
Slaughter heifer	10.1 cwt x \$24.00	\$242.40	_____
Minus death loss	(1% of \$242.40)	<u>- 2.42</u>	_____
	Gross Sales or Credits	\$239.98	_____
II. Operating Expenses			
Yearling heifer	535 pounds @ \$ .245	\$131.08	_____
Corn	50 bushels @ 1.10	55.00	_____
Alfalfa hay	.2 ton @ 18.00	3.60	_____
Prairie hay	.5 ton @ 15.00	7.50	_____
Supplement	1.5 cwt @ 4.60	6.90	_____
Mineral and salt	10 pounds @ .03	.30	_____
Veterinary and drugs		1.00	_____
Equipment repairs	(4% of \$12)	.48	_____
Building repairs	(3.5% of \$20)	.70	_____
Taxes and insurance	(1.5% of \$155)	2.34	_____
Transportation and cost of marketing		<u>6.10</u>	_____
	Total Direct Costs	\$215.00	_____
III. Income Over Direct Costs (I minus II)		\$ 24.98	_____
IV. Average Operating Capital Requirements			
Purchase capital	(.6 x \$131)	\$ 79.00	_____
Grain and forage	(.3 x \$ 73)	22.00	_____
Other direct costs	(.5 x \$ 18)	<u>9.00</u>	_____
	Total	\$110.00	_____
V. Fixed Capital ( $\frac{1}{2}$ new cost)			
Equipment		\$ 12.00	_____
Buildings		<u>20.00</u>	_____
	Total	\$ 32.00	_____

## VI. Other Costs

## Depreciation

Equipment	(10% of \$24)	\$ 2.40	_____
Buildings	(3% of \$40)	1.20	_____

## Interest on average capital

Operating	(6% of \$110)	6.60	_____
Fixed	(5% of \$ 32)	<u>1.60</u>	_____

Total

\$ 11.80

VII. Return to Labor and Management  
(III minus VI)

\$ 13.18

Estimated labor hours required per head for a 120 head lot for 7.5 months are 4.5.

TABLE 36  
 FATTENING HEAVY STEERS, LIBERAL ROUGHAGE,  
 GAIN 400 POUNDS IN 6 MONTHS ON FEED

			Your Estimate
I. Receipts			
Slaughter steer	12.0 cwt x \$24.75	\$297.00	_____
Minus death loss	(0.5% of \$297)	<u>- 1.49</u>	_____
	Gross Sales or Credits	\$295.51	_____
II. Operating Expenses			
Heavy steer	800 pounds @ \$ .245	\$196.00	_____
Corn	40 bushels @ 1.10	44.00	_____
Alfalfa hay	.4 ton @ 18.00	7.20	_____
Prairie hay	.8 ton @ 15.00	12.00	_____
Supplement	.8 cwt @ 4.60	3.68	_____
Mineral and salt	10 pounds @ .03	.30	_____
Veterinary and drugs		1.00	_____
Equipment repairs	(4% of \$12)	.48	_____
Building repairs	(3.5% of \$20)	.70	_____
Taxes and insurance	(1.5% of \$220)	3.30	_____
Transportation and cost of marketing		<u>7.25</u>	_____
	Total Direct Costs	\$275.91	_____
III. Income Over Direct Costs (I minus II)		\$ 19.60	_____
IV. Average Operating Capital Requirements			
Purchase capital	(.5 x \$196)	\$ 98.00	_____
Grain and forage	(.2 x \$ 64)	13.00	_____
Other direct costs	(.4 x \$ 17)	<u>7.00</u>	_____
	Total	\$118.00	_____
V. Fixed Capital ( $\frac{1}{2}$ new cost)			
Equipment		\$ 12.00	_____
Buildings		<u>20.00</u>	_____
	Total	\$ 32.00	_____

## VI. Other Costs

## Depreciation

Equipment	(10% of \$24)	\$ 2.40	_____
Buildings	(3% of \$40 )	1.20	_____

## Interest on average capital

Operating	(6% of \$118)	7.08	_____
Fixed	(5% of \$ 32)	<u>1.60</u>	_____

Total		\$ 12.28	_____
-------	--	----------	-------

VII. Return to Labor and Management  
(III minus VI)

		\$ 7.32	_____
--	--	---------	-------

Estimated labor hours required per head for a 120 head lot for 6 months are 4.

TABLE 37  
 WINTER STEER CALF, FEED ON PASTURE 90 DAYS, FULL FEED  
 IN DRYLOT 60 DAYS, GAIN 675 POUNDS  
 IN 12 MONTHS ON FARM

			Your Estimate
<b>I. Receipts</b>			
Slaughter steer	11.0 cwt x \$25.00	\$275.00	_____
Minus death loss	(2% of \$275.00)	- 5.50	_____
	Gross Sales or Credits	\$269.50	_____
 <b>II. Operating Expenses</b>			
Steer calf (good-choice)	425 pounds @ \$ .28	\$119.00	_____
Corn	42 bushels @ 1.10	46.20	_____
Corn silage	3.2 ton @ 7.00	22.40	_____
Alfalfa hay	.6 ton @ 18.00	10.80	_____
Pasture	1.0 AUM @ 4.00	4.00	_____
Supplement	1.3 cwt @ 4.60	5.98	_____
Mineral and salt	30 pounds @ .03	.90	_____
Veterinary and drugs		2.00	_____
Equipment repairs	(4% of \$12)	.48	_____
Building repairs	(3.5% of \$20)	.70	_____
Taxes and insurance	(1.5% of \$143)	2.14	_____
Transportation and cost of marketing		<u>6.10</u>	_____
	Total Direct Costs	\$220.70	_____
<b>III. Income Over Direct Costs</b>		\$ 48.80	_____
(I minus II)			
 <b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(1 x \$119)	\$119.00	_____
Grain and forage	(.3 x \$ 84)	25.00	_____
Other direct costs	(.5 x \$ 18)	<u>9.00</u>	_____
	Total	\$153.00	_____
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	_____
Buildings		<u>20.00</u>	_____
	Total	\$32 .00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$24)	\$ 2.40	_____
Buildings	( 3% of \$40)	1.20	_____
Interest on average capital			
Operating	(6% of \$153)	9.18	_____
Fixed	(5% of \$ 32)	<u>1.60</u>	_____
	Total	\$ 14.38	_____

VII. Return to Labor and Management \$ 34.42 \_\_\_\_\_  
 (III minus VI)

Estimated labor hours required to winter and feed out calves in lots of 120 are 7.

Winter Feeding Period (425-740)

Gain 1.5 pounds daily for 210 days. Average daily ration of 30 pounds corn silage and 4.5 pounds alfalfa hay.

Pasture Season (740-950)

Gain 2.33 pounds daily for 90 days. Average daily ration of 13 pounds corn, 0.75 pound supplement plus good pasture. Amount of corn needed varies from 10 to 15 pounds depending upon the quality of the pasture.

Finishing Period (950-1,100)

Gain 2.5 pounds daily on 60 days full feed. Average daily ration of 20 pounds rolled corn, 4 pounds alfalfa hay, and 1 pound protein supplement.



TABLE 38  
 FULL FED STEER CALF, 30 DAYS AFTERMATH,  
 LIBERAL GRAIN IN DRYLOT, GAIN 635  
 POUNDS IN 10 MONTHS ON FARM

			Your Estimate
<b>I. Receipts</b>			
Slaughter steer	10.6 cwt x \$25.00	\$265.00	
Minus death loss	(2% of \$265.00)	<u>- 5.30</u>	
	Gross Sales or Credits	\$259.70	
 <b>II. Operating Expenses</b>			
Steer calf (good-choice)	425 pounds @ \$ .28	\$119.00	
Corn equivalent	54 bushels @ 1.10	59.40	
Alfalfa hay	.6 ton @ 18.00	10.80	
Aftermath	.4 AUM @ 4.00	1.60	
Supplement	2.7 cwt @ 4.60	12.42	
Mineral and salt	30 pounds @ .03	.90	
Veterinary and drugs		2.00	
Equipment repairs	(4% of \$12)	.48	
Building repairs	(3.5% of \$20)	.70	
Taxes and insurance	(1.5% of \$143)	2.15	
Transportation and cost of marketing		<u>6.00</u>	
	Total Direct Costs	\$215.45	
 <b>III. Income Over Direct Costs (I minus II)</b>		 \$ 44.25	
 <b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.8 x \$119)	\$ 95.00	
Grain and forage	(.3 x \$ 72)	22.00	
Other direct costs	(.5 x \$ 25)	<u>13.00</u>	
	Total	\$130.00	
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	
Buildings		<u>20.00</u>	
	Total	\$ 32.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$24)	\$ 2.40	<u>          </u>
Building	( 3% of \$40)	1.20	<u>          </u>
Interest on average capital			
Operating	(6% of \$130)	7.80	<u>          </u>
Fixed	(5% of \$ 32)	1.60	<u>          </u>
	Total	\$ 13.00	<u>          </u>

VII. Return to Labor and Management  
 (III minus VI) \$ 31.25           

Estimated labor hours required per head for a 120 head lot for 10 months are 6.

Rate of gain 1.25 pounds per day for 60 days on aftermath with no additional feed. Gain 2.2 pounds per day during 270 day feeding period.

Average daily ration: 14 pounds ground ear corn, 4 pounds alfalfa hay and 1 pound protein supplement.

TABLE 39  
 STEER CALF, GRAZE AFTERMATH 30 DAYS, WINTER RATION 180 DAYS,  
 PASTURE 100 DAYS, GREEN CHOP 30 DAYS, FINISH IN DRYLOT  
 120 DAYS, GAIN 675 POUNDS IN 15.3 MONTHS ON FARM

			Your Estimate
<b>I. Receipts</b>			
Slaughter steer	11.0 cwt x \$25.00	\$275.00	_____
Minus death loss	(2% of \$275.00)	<u>5.50</u>	_____
	Gross Sales or Credits	\$269.50	_____
<b>II. Operating Costs</b>			
Steer calf	425 pounds @ \$ .28	\$119.00	_____
Corn	40 bushels @ 1.10	44.00	_____
Corn silage	3.5 ton @ 7.00	24.50	_____
Alfalfa hay	.4 ton @ 18.00	7.20	_____
Grazing	2.6 AUM @ 4.00	10.40	_____
Supplement	1.8 cwt @ 4.60	8.28	_____
Mineral and salt	45 pounds @ .03	1.35	_____
Veterinary and drugs		3.00	_____
Equipment repairs	(4% of \$20)	.80	_____
Building repairs	(3.5% of \$30)	1.05	_____
Taxes and insurance	(1.5% of \$207)	3.11	_____
Transportation and cost of marketing		<u>6.10</u>	_____
	Total Direct Costs	\$228.79	_____
<b>III. Income Over Direct Costs</b>		\$ 40.71	_____
(I minus II)			
<b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(1.4 x \$119)	\$167.00	_____
Grain and forage	(.5 x \$ 86)	43.00	_____
Other direct costs	(.6 x \$ 24)	<u>14.00</u>	_____
	Total	\$224.00	_____
<b>V. Fixed Costs (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 20.00	_____
Buildings		<u>\$ 30.00</u>	_____
	Total	\$ 50.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$40)	\$ 4.00	_____
Buildings	( 3% of \$60)	1.80	_____
Interest on Average Capital			
Operating	(6% of \$224)	13.44	_____
Fixed	(5% of \$ 50)	<u>2.50</u>	_____
	Total	\$ 21.74	_____

VII. Return to Labor and Management \$ 18.97 \_\_\_\_\_  
 (III minus VI)

Estimated labor hours required for this system per steer are 10.

Fall and Winter Period (425-600)

Gain 175 pounds in 210 days. 30 days aftermath with no extra feed and 180 days on winter ration. Average daily ration of 25 pounds corn silage and 4 pounds alfalfa hay.

Pasture Season (600-740)

Gain 1.4 pounds per day on good pasture for 100 days.

Green Chop Period (740-800)

Gain 2 pounds per day for 30 days. Average daily ration of 42 pounds silage equivalent green chop corn, 6 pounds rolled corn, and 2 pounds protein supplement.

Finishing Period (800-1,100)

Gain 2.5 pounds per day during a 120 day finishing period. Average daily ration of 17 pounds rolled corn, 10 pounds corn silage, 2 pounds alfalfa hay, and 1 pound protein supplement.

TABLE 40  
 FULL FED STEER CALF, 60 DAYS AFTERMATH,  
 HEAVY CORN SILAGE IN DRYLOT, GAIN 675 POUNDS  
 IN 12 MONTHS ON FARM

			Your Estimate
<b>I. Receipts</b>			
Slaughter steer (good)	11.0 cwt x \$23.00	\$253.00	
Minus death loss	(2% of \$253.00)	<u>- 5.06</u>	
	Gross Sales or Credits	\$247.94	
<b>II. Operating Expenses</b>			
Steer calf (good)	425 pounds @ \$ .26	\$110.50	
Corn	27 bushels @ 1.10	29.70	
Corn silage	4.65 ton @ 7.00	32.55	
Alfalfa hay	.6 ton @ 18.00	10.80	
Aftermath	1.0 AUM @ 4.00	4.00	
Supplement	1.5 cwt @ 4.60	6.90	
Mineral and salt	30 pounds @ .03	.90	
Veterinary and drugs		2.00	
Equipment repairs	(4% of \$12)	.48	
Building repairs	(3.5% of \$20)	.70	
Taxes and insurance	(1.5% of \$135)	2.02	
Transportation and cost of marketing		<u>6.10</u>	
	Total Direct Costs	\$206.65	
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 41.29	
<b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(1 x \$111)	\$111.00	
Grain and forage	(.5 x \$77)	39.00	
Other direct costs	(.5 x \$19)	<u>10.00</u>	
	Total	\$160.00	
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	
Buildings		<u>20.00</u>	
	Total	\$ 32.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$24)	\$ 2.40	_____
Buildings	( 3% of \$40)	1.20	_____
Interest on average capital			
Operating	(6% of \$160)	9.60	_____
Fixed	(5% of \$ 32)	1.60	_____
	Total	\$ 14.80	_____

VII. Return to Labor and Management \$ 26.49 \_\_\_\_\_  
 (III minus VI)

Estimated labor hours required per head for a 120 head lot for 12 months are 7.2. This budget is for a good steer calf described as a good backed steer. It could be a brokel face, lower quality beef breed, dairy cross-bred, or a real good holstein steer calf. The budget is based on a wintering phase and a finishing phase.

Wintering Phase (425-725)

Gain 1.25 pounds daily on 60 days aftermath and 1.5 pounds daily for 150 days winter ration of 3 pounds corn, 4 pounds hay, and 22 pounds corn silage.

Finishing Phase (725-1,100)

Gain 2.5 pounds daily on a 140 day average daily ration of 7 pounds of corn, 4 pounds alfalfa hay, and 1 pound protein supplement.

TABLE 41  
 FULL FED HEIFER CALF, GRAZE AFTERMATH 30 DAYS,  
 LIBERAL CORN SILAGE, GAIN 625 POUNDS  
 IN 11 MONTHS ON FARM

			Your Estimate
<b>I. Receipts</b>			
Slaughter heifer	10.0 cwt x \$24.00	\$240.00	_____
Minus death loss	(2% of \$240.00)	<u>- 4.80</u>	_____
	Gross Sales or Credits	\$235.20	_____
 <b>II. Operating Expenses</b>			
Heifer calf	375 pounds @ \$ .26	\$ 97.50	_____
Corn	35 bushels @ 1.10	38.50	_____
Corn silage	3 tons @ 7.00	21.00	_____
Alfalfa hay	.6 ton @ 18.00	10.80	_____
Grazing	.4 AUM @ 4.00	1.60	_____
Supplement	3.0 cwt @ 4.60	13.80	_____
Mineral and salt	25 pounds @ .03	.75	_____
Veterinary and drugs		2.00	_____
Equipment repairs	(4% of \$12)	.48	_____
Building repairs	(3.5% of \$20)	.70	_____
Taxes and insurance	(1.5% of \$122)	1.83	_____
Transportation and cost of marketing		<u>5.95</u>	_____
	Total Direct Costs	\$194.91	_____
 <b>III. Income Over Direct Costs</b>			
(I minus II)		\$ 40.29	_____
 <b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.9 x \$98)	\$ 88.00	_____
Grain and forage	(.3 x \$72)	22.00	_____
Other direct costs	(.5 x \$25)	<u>13.00</u>	_____
	Total	\$123.00	_____
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	_____
Buildings		<u>20.00</u>	_____
	Total	\$ 32.00	_____

## VI. Other Costs

## Depreciation

Equipment	(10% of \$24)	\$ 2.40	_____
Buildings	( 3% of \$40)	1.20	_____

## Interest on average capital

Operating	(6% of \$123)	7.38	_____
Fixed	(5% of \$ 32)	1.60	_____

Total	\$ 12.58	_____
-------	----------	-------

VII. Return to Labor and Management  
(III minus VI)

\$ 27.71	_____
----------	-------

Estimated labor hours required to fall graze and feed out heifers are 6.

Aftermath Grazing (375-414)

Gain 1.3 pounds per day for 30 days on aftermath with no additional feed.

Finish in Drylot (414-1,000)

Gain 1.95 pounds per day in drylot for 300 days. Average daily ration of 6.5 pounds corn, 20 pounds corn silage, 4 pounds alfalfa hay, and 1 pound protein supplement.



TABLE 42  
 FULL FED HEIFER CALF, LIBERAL GRAIN  
 IN DRY LOT, GAIN 585 POUNDS  
 IN 10 MONTHS ON FARM

			Your Estimate
<b>I. Receipts</b>			
Slaughter heifer	9.6 cwt x \$24.00	\$230.40	
Minus death loss	(2% of \$230.40)	<u>- 4.61</u>	
	Gross Sales or Credits	\$225.79	
 <b>II. Operating Expenses</b>			
Heifer calf (good-choice)	375 pounds @ \$ .26	\$ 97.50	
Corn equivalent	52 bushels @ 1.10	57.20	
Alfalfa hay	.6 ton @ 18.00	10.80	
Supplement	3.0 cwt @ 4.60	13.80	
Mineral and salt	25 pounds @ .03	.75	
Veterinary and drugs		2.00	
Equipment repairs	(4% of \$12)	.48	
Building repairs	(3.5% of \$20)	.70	
Taxes and insurance	(1.5% of \$122)	1.83	
Transportation and cost of marketing		<u>5.60</u>	
	Total Direct Costs	\$190.66	
 <b>III. Income Over Direct Costs (I minus II)</b>		 \$ 35.13	
 <b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.8 x \$98)	\$ 76.00	
Grain and forage	(.3 x \$68)	20.00	
Other direct costs	(.5 x \$25)	<u>13.00</u>	
	Total	\$109.00	
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	
Buildings		<u>20.00</u>	
	Total	\$ 32.00	

## VI. Other Costs

## Depreciation

Equipment	(10% of \$24)	\$ 2.40	_____
Buildings	(3% of \$40)	1.20	_____

## Interest on average capital

Operating	(6% of \$109)	6.54	_____
Fixed	(5% of \$32 )	<u>1.60</u>	_____

Total		\$ 11.74	_____
-------	--	----------	-------

VII. Return to Labor and Management  
(III minus VI)

		\$ 23.39	_____
--	--	----------	-------

Estimated labor hours required per head for a 120 head lot for 10 months are 6. Rate of gain 1.95 pounds per day during 300 day feeding period.

Average daily ration: 12 pounds ground ear corn, 4 pounds alfalfa hay and 1 pound protein supplement.

TABLE 43  
 FULL FED HEAVY STEER CALF, LIBERAL ROUGHAGE  
 GAIN 575 POUNDS IN 8.5  
 MONTHS ON FARM

			Your Estimate
<b>I. Receipts</b>			
Slaughter steer	11.0 cwt x \$25.00	\$275.00	
Minus death loss	(2% of \$275.00)	<u>- 5.50</u>	
	Gross Sales or Credits	\$269.50	
 <b>II. Operating Expenses</b>			
Steer calf	525 pounds @ \$ .27	\$141.75	
Corn	52 bushels @ 1.10	57.20	
Alfalfa hay	.5 ton @ 18.00	9.00	
Prairie hay	.6 ton @ 15.00	9.00	
Supplement	1.5 cwt @ 4.60	6.90	
Mineral and salt	25 pounds @ .03	.75	
Veterinary and drugs		2.00	
Equipment repairs	(4% of \$12)	.48	
Building repairs	(3.5% of \$20)	.70	
Taxes and Insurance	(1.5% of \$166)	2.49	
Transportation and Cost of Marketing		<u>\$ 6.25</u>	
	Total Direct Costs	\$236.52	
<b>III. Income Over Direct Costs</b>		\$ 32.98	
(I minus II)			
 <b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.8 x \$142)	\$114.00	
Grain and forage	(.3 x \$75 )	23.00	
Other direct costs	(.5 x \$20 )	<u>10.00</u>	
	Total	\$147.00	
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	
Buildings		<u>20.00</u>	
	Total	\$ 32.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$24)	\$ 2.40	_____
Buildings	( 3% of \$40)	1.20	_____
Interest on average investment			
Operating	(6% of \$147)	8.82	_____
Fixed	(5% of \$ 32)	<u>1.60</u>	_____
	Total	\$ 14.02	_____

VII. Return to Labor and Management  
(III minus VI)

\$ 18.96 \_\_\_\_\_

Estimated labor hours required per head for a 120 head lot for 8.5 months are 5.

Feeding Period (525-1,100)

Gain 2.25 pounds daily for 255 days. Average daily ration of 11.5 pounds of corn, 4 pounds alfalfa hay, 5 pounds prairie hay, and .6 pounds protein supplement.

Equivalent nutrients would be provided by a ration of 12 pounds of corn, 13 pounds corn silage, 3 pounds alfalfa hay and 1 pound protein supplement. Total feed for the same feeding period with this ration would be 55 bushels corn, 1.67 tons corn silage, .35 ton alfalfa hay, and 255 pounds protein supplement.

TABLE 44  
 FEED OUT YEARLING STEERS, GRAZE AFTERMATH 30 DAYS,  
 LIBERAL CORN SILAGE, GAIN 420 POUNDS  
 IN 6 MONTHS ON FARM

			Your Estimate
<b>I. Receipts</b>			
Slaughter steer	11.2 cwt x \$25.00	\$280.00	
Minus death loss	(1% of \$280.00)	- 2.80	
	Gross Sales or Credits	\$277.20	
 <b>II. Operating Expenses</b>			
Yearling steer	700 pounds @ \$ .25	\$175.00	
Corn	32 bushels @ 1.10	35.20	
Corn silage	1.9 tons @ 7.00	13.30	
Alfalfa hay	.2 ton @ 18.00	3.80	
Grazing	.8 AUM @ 4.00	3.20	
Supplement	1.5 cwt @ 4.60	6.90	
Mineral and salt	15 pounds @ .03	.45	
Veterinary and drugs		1.00	
Equipment repairs	(4% of \$12)	.48	
Building repairs	(3.5% of \$20)	.70	
Taxes and insurance	(1.5% of \$199)	2.99	
	Total Direct Costs	\$249.82	
<b>III. Income Over Direct Costs</b>		\$ 27.38	
(I minus II)			
 <b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.5 x \$175)	\$ 88.00	
Grain and forage	(.3 x \$55 )	17.00	
Other direct costs	(.3 x \$20 )	6.00	
	Total	\$111.00	
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	
Buildings		20.00	
	Total	\$ 32.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$24)	2.40	_____
Buildings	( 3% of \$40)	1.20	_____
Interest on average capital			
Operating	(6% of \$111)	6.66	_____
Fixed	(5% of \$ 32)	1.60	_____
	Total	\$ 11.86	_____

VII. Return to Labor and Management \$ 15.52 \_\_\_\_\_  
 (I minus II)

Estimated labor hours required for steers grazing aftermath and fed out are 4.

Aftermath Grazing (700-745)

Gain 1.5 pounds per day for 30 days on aftermath with no additional feed.

Feeding Period (745-1,120)

Gain 2.5 pounds per day for 150 days. Average daily ration of 12 pounds of corn, 25 pounds corn silage, 3 pounds alfalfa hay, and 1 pound protein supplement.

TABLE 45  
 FEED OUT YEARLING HEIFERS, LIBERAL CORN SILAGE,  
 GAIN 400 POUNDS IN 6 MONTHS  
 ON FARM

			Your Estimate
<b>I. Receipts</b>			
Slaughter heifer	10.0 cwt @ \$24.00	\$240.00	
Minus death loss	(1% of \$240)	<u>- 2.40</u>	
	Gross Sales or Credits	\$237.60	
<b>II. Operating Expenses</b>			
Yearling heifer	6.0 cwt @ \$23.50	\$141.00	
Corn	29 bushels @ 1.10	31.90	
Corn silage	2.25 ton @ 7.00	15.75	
Alfalfa hay	.27 ton @ 18.00	4.86	
Supplement	1.8 cwt @ 4.60	8.28	
Mineral and salt	15 pounds @ .03	.45	
Veterinary and drugs		1.00	
Equipment repairs	(4% of \$12)	.48	
Building repairs	(3.5% of \$20)	.70	
Taxes and insurance	(1.5% of \$165)	2.48	
Transportation and cost of marketing		<u>6.50</u>	
	Total Direct Costs	\$213.40	
<b>III. Income Over Direct Costs</b>		\$ 24.20	
(I minus II)			
<b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.5 x \$141)	\$ 71.00	
Grain and forage	(.3 x \$ 53)	16.00	
Other direct costs	(.3 x \$ 20)	<u>6.00</u>	
	Total	\$ 93.00	
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	
Buildings		<u>20.00</u>	
	Total	\$ 32.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$24)	\$ 2.40	_____
Buildings	( 3% of \$40)	1.20	_____
Interest on average capital			
Operating	( 6% of \$93)	5.58	_____
Fixed	( 5% of \$32)	<u>1.60</u>	_____
	Total	\$ 10.78	_____

VII. Return to Labor and Management \$ 13.42 \_\_\_\_\_  
 (I minus II)

.. Estimated labor hours required to feed out yearling heifers are 3.

Feeding Period (600-1,000)

Gain 2.22 pounds per day for a 180 day feeding period. Average daily ration of 9 pounds of corn, 25 pounds corn silage, 3 pounds alfalfa hay, and 1 pound protein supplement.



TABLE 46  
 EWE AND LAMBS, SELL 120% LAMB CROP, MAY-JUNE, FEEDERS,  
 20% REPLACEMENT EWES PURCHASED, 2% EWE DEATH LOSS

				Your Estimate	
<b>I. Receipts</b>					
Feeder lambs	.7 cwt	x 1.2 x	\$21.00	\$ 17.64	<hr/>
Wool incentive	.7 cwt	x 1.2 x	.50	.42	<hr/>
Cull ewe	130 pounds	x .18 x	.04	.94	<hr/>
Wool	10 pounds	x .62		<u>6.20</u>	<hr/>
Gross Sales or Credits				\$ 25.20	<hr/>
 <b>II. Operating Expenses</b>					
Corn equivalent	1.5 bushels	@ \$ 1.10		\$ 1.65	<hr/>
Alfalfa hay	.14 ton	@ 18.00		2.52	<hr/>
Prairie hay	.20 ton	@ 15.00		3.00	<hr/>
Pasture	1.0 AUM	@ 4.00		4.00	<hr/>
Supplement	.25 cwt	@ 4.60		1.15	<hr/>
Mineral and salt	15 pounds	@ .03		.45	<hr/>
Replacement ewe cost				5.00	<hr/>
Breeding charge				.60	<hr/>
Veterinary and drugs				.60	<hr/>
Shearing				.50	<hr/>
Equipment repairs	(4% of \$ 3)			.12	<hr/>
Building repairs	(3.5% of \$ 3)			.11	<hr/>
Taxes and insurance	(1.5% of \$22)			.33	<hr/>
Transportation and cost of marketing				<u>.85</u>	<hr/>
Total Direct Costs				\$ 20.88	<hr/>
<b>III. Income Over Direct Costs (I minus II)</b>				\$ 4.32	<hr/>
 <b>IV. Average Operating Capital Requirements</b>					
Average ewe value				\$15.00	<hr/>
1/35 ram @ \$50				1.43	<hr/>
Grain and forage	(.2 x \$11.17)			2.23	<hr/>
Other direct costs	(.5 x \$ 9.71)			<u>4.86</u>	<hr/>
Total				\$23.52	<hr/>
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>					
Equipment				\$ 3.00	<hr/>
Buildings				<u>3.00</u>	<hr/>
Total				\$ 6.00	<hr/>

## VI. Other Costs

## Depreciation

Equipment	(10% of \$6)	\$ .60	<u>          </u>
Buildings	(3% of \$6)	.18	<u>          </u>

## Interest on average capital

Operating	(6% of \$23.52)	1.41	<u>          </u>
Fixed	(5% of \$ 6.00)	.30	<u>          </u>

Total		\$ 2.49	<u>          </u>
-------	--	---------	-------------------

VII. Return to Labor and Management  
(III minus VI)

		\$ 1.83	<u>          </u>
--	--	---------	-------------------

Hours of labor normally required per ewe producing feeder lambs are 2.8.

TABLE 47  
 EWE AND LAMBS, SELL 120% LAMB CROP, JULY, FAT LAMBS, 20%  
 REPLACEMENT EWES PURCHASED, 2% EWE DEATH LOSS

				Your Estimate
<b>I. Receipts</b>				
Fat lambs	.9 cwt	x 1.2 x \$22.00	\$23.76	_____
Wool incentive	.9 cwt	x 1.2 x .50	.54	_____
Cull ewe	130 pounds	x .18 x .04	.94	_____
Wool	10 pounds	x .62	<u>6.20</u>	_____
	Gross Sales or Credits		\$31.44	_____
<b>II. Operating Expenses</b>				
Corn equivalent	5 bushels	@ \$ 1.10	\$ 5.50	_____
Alfalfa hay	.23 ton	@ 18.00	4.14	_____
Prairie hay	.20 ton	@ 15.00	3.00	_____
Pasture	1.0 AUM	@ 4.00	4.00	_____
Supplement	.25 cwt	@ 4.60	1.15	_____
Mineral and salt	16 pounds	@ .03	.48	_____
Replacement ewe cost			5.00	_____
Breeding charge			.60	_____
Veterinary and drugs			.60	_____
Shearing	(4% of \$3)		.50	_____
Equipment repairs	(3.5% of \$3)		.12	_____
Building repairs	(1.5% of \$22)		.10	_____
Taxes and insurance			.33	_____
Transportation and cost of marketing			<u>.90</u>	_____
	Total Direct Costs		\$26.42	_____
<b>III. Income Over Direct Costs (I minus II)</b>			\$ 5.02	_____
<b>IV. Average Operating Capital Requirements</b>				
Average ewe value			\$15.00	_____
1/35 ram @ \$50			1.43	_____
Grain and forage	(.2 x \$16.64)		3.33	_____
Other direct costs	(.5 x \$ 9.78)		<u>4.89</u>	_____
	Total		\$24.65	_____
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>				
Equipment			\$ 3.00	_____
Buildings			<u>3.00</u>	_____
	Total		\$ 6.00	_____

## VI. Other Costs

## Depreciation

Equipment	(10% of \$6)	\$ .60	<u>          </u>
Buildings	(3% of \$6)	.18	<u>          </u>

## Interest on average capital

Operating	(6% of \$24.65)	1.48	<u>          </u>
Fixed	(5% of \$ 6.00)	<u>.30</u>	<u>          </u>

Total		\$ 2.56	<u>          </u>
-------	--	---------	-------------------

VII. Return to Labor and Management  
(III minus VI)

		\$ 2.46	<u>          </u>
--	--	---------	-------------------

Three hours of labor are normally required per ewe producing fat lambs for sale in August.

TABLE 48  
 EWE AND LAMBS, SELL 120% LAMB CROP, AUGUST,  
 FEEDERS, 20% REPLACEMENT EWES PURCHASED, 2% EWE DEATH LOSS

		Your Estimate
<b>I. Receipts</b>		
Feeder lambs	.7 cwt x 1.2 x \$20.00	\$ 16.80
Wool incentive	.7 cwt x 1.2 x .50	.42
Cull ewe	130 pounds x .18 x .04	.94
Wool	10 pounds x .62	<u>6.20</u>
	Gross Sales or Credits	<u>\$ 24.36</u>
 <b>II. Operating Expenses</b>		
Corn equivalent	.5 bushel @ \$ 1.10	\$ .55
Alfalfa hay	.15 ton @ 18.00	2.70
Prairie hay	.2 ton @ 15.00	3.00
Pasture	1.2 AUM @ 4.00	4.80
Supplement	.4 cwt @ 4.60	1.84
Mineral and salt	15 pounds @ .03	.45
Replacement ewe cost		5.00
Breeding charge		.60
Veterinary and drugs		.60
Shearing		.50
Equipment repairs	(4% of \$ 2)	.08
Building repairs	(3.5% of \$ 2)	.07
Taxes and insurance	(1.5% of \$20)	.30
Transportation and cost of marketing		<u>.85</u>
	Total Direct Costs	<u>\$ 21.34</u>
<b>III. Income Over Direct Costs (I minus II)</b>		<u>\$ 3.02</u>
 <b>IV. Average Operating Capital Requirements</b>		
Average ewe value		\$ 15.00
1/35 ram @ \$50		1.43
Grain and forage	(.2 x \$11.05)	2.21
Other direct costs	(.5 x \$10.29)	<u>5.15</u>
	Total	<u>\$ 23.79</u>
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Equipment		\$ 2.00
Buildings		<u>2.00</u>
	Total	<u>\$ 4.00</u>

## VI. Other Costs

## Depreciation

Equipment	(10% of \$4)	\$ .40	_____
Buildings	( 3% of \$4)	.12	_____

## Interest on average capital

Operating	(6% of \$23.79)	1.43	_____
Fixed	(5% of \$ 4.00)	<u>.20</u>	_____

Total

\$ 2.15

\_\_\_\_\_

..VII. Return to Labor and Management  
(III minus VI)

\$ 0.87

\_\_\_\_\_

Two hours of labor are normally required per ewe producing feeder lambs.

TABLE 49  
 EWE AND LAMBS, SELL 120% LAMB CROP,  
 SEPTEMBER, HALF FEEDERS-HALF FATS,  
 20% REPLACEMENT EWES PURCHASED, 2% EWE DEATH LOSS

		Your Estimate
<b>I. Receipts</b>		
Fat lambs	.9 cwt x .6 x \$22.00	\$ 11.88
Feeders	.7 cwt x .6 x \$20.00	8.40
Wool incentive	.8 cwt x 1.2 x .50	.48
Cull ewe	130 pounds x .18 x .04	.94
Wool	10 pounds x .62	<u>6.20</u>
	Gross Sales or Credits	\$ 27.90
<b>II. Operating Expenses</b>		
Corn equivalent	.7 bushel @ \$ 1.10	\$ .77
Alfalfa hay	.16 ton @ 18.00	2.88
Prairie hay	.3 ton @ 15.00	4.50
Pasture	1.2 AUM @ 4.00	4.80
Supplement	.4 cwt @ 4.60	1.84
Mineral and salt	16 pounds @ .03	.48
Replacement ewe cost		5.00
Breeding charge		.60
Veterinary and drugs		.60
Shearing		.50
Equipment repairs	(4% of \$ 2)	.08
Building repairs	(3.5% of \$ 2)	.07
Taxes and insurance	(1.5% of \$20)	.30
Transportation and cost of marketing		<u>\$ 1.00</u>
	Total Direct Costs	\$ 23.42
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 4.48
<b>IV. Average Operating Capital Requirements</b>		
Average ewe value		\$ 15.00
1/35 ram @ \$50		1.43
Grain and forage	(.2 x \$12.95)	2.59
Other direct costs	(.5 x \$10.47)	<u>5.23</u>
	Total	\$ 24.25
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Equipment		\$ 2.00
Buildings		<u>2.00</u>
	Total	\$ 4.00

## VI. Other Costs

Depreciation			
Equipment	(10% of \$4)	\$ .40	<u>          </u>
Buildings	(3% of \$4)	.12	<u>          </u>
Interest on average capital			
Operating	(6% of \$24.25)	1.46	<u>          </u>
Fixed	(5% of \$ 4.00)	.20	<u>          </u>
	Total	\$ 2.18	<u>          </u>

VII. Return to Labor and Management \$ 2.30             
 (III minus VI)

Two and one-half hours of labor are normally required per ewe producing half feeder and half fat lambs.



TABLE 50  
RAISING REPLACEMENT EWES, SELL OR PLACE  
IN OWN BREEDING FLOCK, SEPTEMBER 1

			Your Estimate
<b>I. Receipts</b>			
Open ewes	1.2 cwt x \$21.00	\$ 25.20	
Wool	9 pounds x .62	5.58	
Minus death loss	(2% of \$25.20)	<u>- .50</u>	
	Gross Sales or Credits	\$ 30.28	
 <b>II. Operating Expenses</b>			
Ewe lamb cost	.7 cwt x \$20.00	\$ 14.00	
Corn equivalent	.4 bushel @ \$ 1.10	.44	
Alfalfa hay	.16 ton @ 18.00	2.88	
Prairie hay	.2 ton @ 15.00	3.00	
Pasture	.7 AUM @ 4.00	2.80	
Mineral and salt	6 pounds @ .03	.48	
Veterinary and drugs		.40	
Shearing		.50	
Equipment repairs	(4% of \$ 2)	.08	
Building repairs	(3.5% of \$ 2)	.07	
Taxes and insurance	(1.5% of \$18)	.34	
Transportation and cost of marketing		<u>.80</u>	
	Total Direct Costs	\$ 25.79	
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 4.49	
 <b>IV. Average Operating Capital Requirements</b>			
Ewe lamb purchase cost		\$ 14.00	
Grain and forage	(.2 x \$9.12)	1.82	
Other direct costs	(.5 x \$2.67)	<u>1.34</u>	
	Total	\$ 17.16	
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 2.00	
Buildings		<u>2.00</u>	
	Total	\$ 4.00	

## VI. Other Costs

## Depreciation

Equipment	(10% of \$4)	\$ .40	_____
Buildings	(3% of \$4)	.12	_____

## Interest on average capital

Operating	(6% of \$17.16)	\$ 1.03	_____
Fixed	(5% of \$ 4.00)	<u>.20</u>	_____

Total		\$ 1.75	_____
-------	--	---------	-------

VII. Return to Labor and Management  
(III minus VI)

		\$ 2.74	_____
--	--	---------	-------

Two and one-half hours of labor are normally required per open ewe ready for sale or for your own flock.

TABLE 51  
100 FEEDER LAMBS, DRYLOT 2 MONTH FEEDING PERIOD  
GAIN 30 POUNDS PER LAMB

			Your Estimate
<b>I. Receipts</b>			
Fat lambs	1.0 cwt x 100 x \$22.00	\$2,200.00	_____
Wool incentive	.3 cwt gain x 100 x .50	15.00	_____
Minus death loss	(2% of \$2,200)	<u>- 44.00</u>	_____
	Gross Sales or Credits	\$2,171.00	_____
 <b>II. Operating Expenses</b>			
Purchase feeder	.7 cwt x 100 x \$20.00	\$1,400.00	_____
Corn equivalent	240 bushels @ \$ 1.10	264.00	_____
Alfalfa hay	6 tons @ 18.00	108.00	_____
Prairie hay	.5 tons @ 15.00	7.50	_____
Mineral and salt	5 cwt @ 3.00	15.00	_____
Veterinary and drugs	(.30 per lamb)	30.00	_____
Equipment repairs	(4% of \$200)	8.00	_____
Building repairs	(3.5% of \$400)	14.00	_____
Taxes and insurance	(1% of \$1800)	18.00	_____
Transportation and cost of marketing		<u>94.00</u>	_____
	Total Direct Costs	\$1,958.50	_____
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 212.50	_____
 <b>IV. Average Operating Capital Requirements</b>			
Feeder investment	(.3 x \$1,400)	\$ 420.00	_____
Grain and forage	(.1 x \$ 380)	38.00	_____
Other direct costs	(.2 x \$ 179)	<u>36.00</u>	_____
	Total	\$ 494.00	_____
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 200.00	_____
Buildings		<u>400.00</u>	_____
	Total	\$ 600.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$400)	\$ 40.00	<u>          </u>
Buildings	( 3% of \$800)	24.00	<u>          </u>
Interest on average capital			
Operating	(6% of \$494)	29.64	<u>          </u>
Fixed	(5% of \$600)	30.00	<u>          </u>
	Total	\$ 123.64	<u>          </u>

VII. Return to Labor and Management (III minus VI) \$ 88.86           

In lots of 300 to 500 twenty hours of labor are normally required per 100 feeders fed for two months.

TABLE 52  
 SOW AND ONE LITTER, RAISING AND FINISHING BUTCHER HOGS,  
 7.2 PIGS RAISED PER LITTER, ONE SAVED FOR REPLACEMENT,  
 APRIL FARROWING, MARKET 225 POUND BUTCHER HOGS

			Your Estimate
I. Receipts			
Butcher hogs (Oct. market)	6.2 x 2.25 x \$16.75	\$233.66	_____
Sow	4.0 cwt x \$14.75	59.00	_____
Minus death loss	(1.5% of \$59.00)	<u>-.88</u>	_____
	Gross Sales or Credits	\$291.78	_____
II. Operating Expenses			
Corn	90 bushels @ \$ 1.10	\$ 99.00	_____
Oats	28 bushels @ .60	16.80	_____
Creep ration	210 pounds @ .04	8.40	_____
Legume pasture	1.5 AUM @ 4.00	6.00	_____
Supplement	9.0 cwt @ 4.75	42.75	_____
Mineral and salt	70 pounds @ .03	2.10	_____
Breeding charge		3.00	_____
Veterinary and drugs		10.00	_____
Equipment repairs	(4% of \$ 32)	1.28	_____
Building repairs	(3.5% of \$ 75)	2.63	_____
Taxes and insurance	(1.5% of \$112)	1.68	_____
Transportation and cost of marketing		<u>10.30</u>	_____
	Total Direct Costs	\$203.94	_____
III. Income Over Direct Costs (I minus II)		\$ 87.84	_____
IV. Average Operating Capital Requirements			
Average sow value		\$ 55.00	_____
1/25 boar @ \$75		3.00	_____
Grain and forage	(.2 x \$130.00)	26.00	_____
Other direct costs	(.4 x \$ 74.00)	<u>30.00</u>	_____
	Total	\$114.00	_____
V. Fixed Capital ( $\frac{1}{2}$ new cost)			
Equipment		\$ 32.00	_____
Buildings		<u>75.00</u>	_____
	Total	\$107.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$ 64)	\$ 6.40	<u>          </u>
Buildings	( 3% of \$150)	4.50	<u>          </u>
Interest on average capital			
Operating	(6% of \$114)	6.84	<u>          </u>
Fixed	(5% of \$107)	5.35	<u>          </u>
	Total	\$ 23.09	<u>          </u>

VII. Return to Labor and Management  
 (III minus VI) \$ 64.75           

Estimated labor hours normally required per sow unit are 20.

TABLE 53  
 SOW AND TWO LITTERS , RAISING AND FINISHING BUTCHER HOGS  
 7.5 PIGS RAISED PER LITTER, MARCH AND SEPTEMBER FARROWING,  
 ONE SAVED FOR REPLACEMENT FROM MARCH LITTER, MARKET 225 POUND BUTCHER HOGS

		Your Estimate
<b>I. Receipts</b>		
Butcher hogs (sold Feb. 15-Mar. 15) 7.2 x 2.25 x \$16.50	\$278.44	
Butcher hogs (sold Aug. 15-Sept. 15) 6.2 x 2.25 x \$17.50	255.94	
Sow 4.5 cwt x \$14.75	66.38	
Minus death loss (2% of \$66.38)	<u>- 1.33</u>	
Gross Sales or Credits	\$599.43	
<b>II. Operating Expenses</b>		
Corn 185 bushels @ \$ 1.10	\$203.50	
Oats 45 bushels @ .60	27.00	
Creep ration 420 pounds @ .04	16.80	
Alfalfa hay .4 ton @ 18.00	7.20	
Legume pasture 2 AUM @ 4.00	8.00	
Supplement 18.5 cwt @ 4.75	87.88	
Mineral and salt 145 pounds @ .03	4.35	
Breeding charge	4.00	
Veterinary and drugs	20.00	
Equipment repairs (4% of \$ 40)	1.60	
Building repairs (3.5% of \$115)	4.03	
Taxes and insurance (1.5% of \$143)	2.15	
Transportation and cost of marketing	<u>20.25</u>	
Total Direct Costs	\$406.76	
<b>III. Income Over Direct Costs (I minus II)</b>	\$192.67	
<b>IV. Average Operating Capital Requirements</b>		
Average sow value	\$ 60.00	
1/25 boar @ \$75	3.00	
Grain and forage (.3 x \$263)	79.00	
Other Direct costs (.5 x \$144)	<u>72.00</u>	
Total	\$214.00	
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Equipment	\$ 40.00	
Buildings	<u>115.00</u>	
Total	\$155.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$ 80)	\$ 8.00	_____
Buildings	(3% of \$230)	6.90	_____
Interest on average capital			
Operating	(6% of \$214)	\$ 12.84	_____
Fixed	(5% of \$155)	<u>7.75</u>	_____
	Total	\$ 35.49	_____
VII. Return to Labor and Management		\$ 157.18	_____
(III minus VI)			

Estimated labor hours normally required per sow unit are 30.



TABLE 54  
SOW AND TWO LITTERS, PRODUCING FEEDER PIGS, 7.5 PIGS WEANED PER LITTER,  
MARCH AND SEPTEMBER FARROWING, ONE SAVED FOR REPLACEMENT  
FROM MARCH LITTER, SELL 40-POUND FEEDER PIGS

		Your Estimate
<b>I. Receipts</b>		
Feeder pigs (sold April 15-May 15) 7 head x \$14.00	\$ 98.00	
Feeder pigs (sold Oct. 15-Nov. 15) 8 head x \$13.00	104.00	
Sow 4.5 cwt x \$14.75	66.38	
Minus sow death loss (2% of \$66.38)	<u>- 1.33</u>	
Gross Sales or Credits	\$267.05	
<b>II. Operating Expenses</b>		
Corn 37 bushels @ \$ 1.10	\$ 40.70	
Oats 40 bushels @ .60	24.00	
Creep ration 425 pounds @ .04	17.00	
Alfalfa hay .3 ton @ 18.00	5.40	
Legume pasture .5 AUM @ 4.00	2.00	
Supplement 4.0 cwt @ 4.75	19.00	
Mineral and salt 50 pounds @ .03	1.50	
Breeding charge	4.00	
Veterinary and drugs	18.00	
Equipment repairs (4% of \$ 32)	1.28	
Building repairs (3.5% of \$ 75)	2.62	
Taxes and insurance (1.5% of \$127)	1.91	
Transportation and cost of marketing	<u>4.00</u>	
Total Direct Costs	\$141.41	
<b>III. Income Over Direct Costs (I minus II)</b>	<b>\$125.64</b>	
<b>IV. Average Operating Capital Requirements</b>		
Average sow value	\$ 60.00	
1/25 boar @ \$75	3.00	
Grain and forage (.3 x \$89)	27.00	
Other direct costs (.5 x \$52)	<u>26.00</u>	
Total	\$116.00	
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Equipment	\$ 32.00	
Buildings	<u>75.00</u>	
Total	\$107.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$ 64)	\$ 6.40	_____
Buildings	(3% of \$150)	4.50	_____
Interest on average capital			
Operating	(6% of \$116)	6.96	_____
Fixed	(5% of \$107)	<u>5.35</u>	_____
	Total	\$ 23.21	_____

VII. Return to Labor and Management \$102.43 \_\_\_\_\_  
 (III minus VI)

Estimated labor hours normally required per sow unit are 16.

TABLE 55  
TEN PURCHASED FEEDER PIGS, FINISHED FOR  
AUGUST-SEPTEMBER MARKET, SPRING PIGS  
ON PASTURE, 40 TO 225 POUNDS

			Your Estimate
<b>I. Receipts</b>			
Butcher hogs	10 x 2.25 cwt x \$17.50	\$393.75	
Minus death loss	(1.5% of \$393.75)	- 5.90	
	Gross Sales or Credits	\$387.85	
 <b>II. Operating Expenses</b>			
Feeder pigs	10 (40 lb. pigs) @ \$14.00	\$140.00	
Corn	10x10.5 bushels @ 1.10	115.50	
Pasture	10x .2 AUM @ 4.00	8.00	
Supplement	10x .8 cwt @ 4.75	38.00	
Mineral and salt	10x 7 pounds @ .03	2.10	
Veterinary and drugs	(\$1 per pig)	10.00	
Equipment repairs	(4% of \$30)	1.20	
Building repairs	(3.5% of \$60)	2.10	
Taxes and insurance	(1.5% of \$200)	3.00	
Transportation and cost of marketing		14.00	
	Total Direct Costs	\$333.90	
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 53.95	
 <b>IV. Average Operating Capital Requirement</b>			
Purchase capital	(.4 x \$140)	\$ 56.00	
Grain and forage	(.3 x \$124)	37.00	
Other direct costs	(.3 x \$70)	21.00	
	Total	\$114.00	
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 30.00	
Buildings		60.00	
	Total	\$ 90.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$60)	\$ 6.00	_____
Buildings	(3% of \$120)	3.60	_____
Interest on average capital			
Operating	(6% of \$114)	6.84	_____
Fixed	(5% of \$90 )	<u>4.50</u>	_____
	Total	\$ 20.94	_____

VII. Return to Labor and Management \$ 33.01 \_\_\_\_\_  
 (III minus VI)

Estimated labor hours required to feed out 10 pigs in lots of  
 50 are 4.

TABLE 56  
TEN PURCHASED FEEDER PIGS, FINISHED FOR  
FEBRUARY-MARCH MARKET, FALL PIGS  
IN DRYLOT, 40 TO 225 POUNDS

			Your Estimate
<b>I. Receipts</b>			
Butcher hogs	10x2.25 cwt x \$16.50	\$371.25	_____
Minus death loss	(1.5% of \$371.25)	<u>- 5.57</u>	_____
	Gross Sales or Credits	\$365.68	_____
 <b>II. Operating Expenses</b>			
Feeder pigs	10 (40 lb pigs) @ \$13.00	\$130.00	_____
Corn	10 x 11.0 bushels @ 1.10	121.00	_____
Alfalfa hay	10 x .02 ton @ 18.00	3.60	_____
Supplement	10 x .95 cwt @ 4.75	45.13	_____
Mineral and salt	10 x 8 pounds @ .03	2.40	_____
Veterinary and drugs	(\$1 per pig)	\$ 10.00	_____
Equipment repairs	(4% of \$30)	1.20	_____
Building repairs	(3.5% of \$60)	2.10	_____
Taxes and insurance	(1.5% of \$190)	2.85	_____
Transportation and cost of marketing		<u>14.00</u>	_____
	Total Direct Costs	\$332.28	_____
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 33.40	_____
 <b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.4 x \$130)	\$ 52.00	_____
Grain and forage	(.3 x \$125)	38.00	_____
Other direct costs	(.3 x \$78 )	<u>23.00</u>	_____
	Total	\$113.00	_____
 <b>V. Fixed Capital</b>			
Equipment		\$ 30.00	_____
Buildings		<u>60.00</u>	_____
	Total	\$ 90.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$60)	\$ 6.00	<u>          </u>
Buildings	(3% of \$120)	3.60	<u>          </u>
Interest on average capital			
Operating	(6% of \$113)	6.78	<u>          </u>
Fixed	(5% of \$90 )	4.50	<u>          </u>
	Total	\$ 20.88	<u>          </u>

VII. Return to Labor and Management \$ 12.52             
 (III minus VI)

Estimated labor hours required to feed out 10 pigs in lots of 50 are 4.

TABLE 57

FARM LAYING FLOCK, 100 HEN FLOCK PLUS 120 SEXED CHICKS,  
LESS THAN 700 LAYING HENS HOUSED, AVERAGE NUMBER OF LAYING HENS IN  
HOUSE 94 PER 100 HENS HOUSED, 10% CHICK MORTALITY, 12% HEN MORTALITY

			Your Estimate
<b>I. Receipts</b>			
Eggs	94 hens x 17.5 doz. x .25	\$411.25	_____
Hens	88 x 5 lbs. x .08	35.20	_____
Cull pullets	10 x 4 lbs. x .08	<u>3.20</u>	_____
	Gross Sales or Credits	\$449.65	_____
<b>II. Operating Expenses</b>			
Sexed chicks	120 chicks @ \$ .40	\$ 48.00	_____
Corn	100 bushels @ 1.10	110.00	_____
Oats	55 bushels @ .60	33.00	_____
Chick mash	10 cwt @ 4.00	40.00	_____
Laying mash	30 cwt @ 3.50	105.00	_____
Oyster shells	2.5 cwt @ 2.00	5.00	_____
Medications		6.00	_____
Electricity, fuel and litter		18.00	_____
Equipment repairs	(4% of \$ 80)	3.20	_____
Building repairs	(3.5% of \$210)	7.35	_____
Taxes and insurance	(1.5% of \$290)	4.35	_____
Machine, truck and other expense		<u>7.00</u>	_____
	Total Direct Costs	\$386.90	_____
<b>III. Income Over Direct Costs (I minus II)</b>		\$ 62.75	_____
<b>IV. Average Operating Capital Requirements</b>			
Average hen investment		\$100.00	_____
Average chick investment		30.00	_____
Grain	(.3 x \$143)	43.00	_____
Commercial feed	(.1 x \$150)	15.00	_____
Other direct costs	(.5 x \$ 46)	<u>23.00</u>	_____
	Total	\$211.00	_____
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 80.00	_____
Buildings		<u>210.00</u>	_____
	Total	\$290.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$160)	\$ 16.00	<u>          </u>
Buildings	( 3% of \$420)	12.60	<u>          </u>
Interest on average capital			
Operating	(6% of \$211)	12.66	<u>          </u>
Fixed	(5% of \$290)	14.50	<u>          </u>
	Total	\$ 55.76	<u>          </u>

VII. Return to Labor and Management \$ 6.99             
 (III minus VI)

Estimated labor hours normally required per year for 100 laying hens and 120 chicks raised are 200.



TABLE 58  
 COMMERCIAL LAYING FLOCK, 1000 HEN FLOCK, AVERAGE LAYING HENS  
 DURING THE YEAR 940 PER 1000 HENS HOUSED,  
 12% MORTALITY IN LAYING HOUSE

		Your Estimate
<b>I. Receipts</b>		
Eggs	940 hens x 20 dozen x \$.30	\$5,640.00
Hens	880 x 4.5 pounds x .08	<u>317.16</u>
	Gross Sales or Credits	\$5,957.16
 <b>II. Operating Expenses</b>		
Pullets	1000 @ \$1.75	\$1,750.00
Laying mash	845 cwt @ 3.50	2,957.00
Oyster shells	25 cwt @ 2.00	50.00
Medications		72.00
Electricity, fuel, litter		170.00
Equipment repairs	(4% of \$700)	28.00
Building repairs	(3.5% of \$1,300)	45.50
Taxes and insurance	(1.5% of \$3,150)	47.25
Machine, truck, and other expense		<u>140.00</u>
	Total Direct Costs	\$5,260.25
<b>III. Return Over Direct Costs (I minus II)</b>		\$ 696.91
 <b>IV. Average Operating Capital Requirements</b>		
Hens	(1 x \$1,750)	\$1,750.00
Commercial feed	(.3 x \$3,008)	902.00
Other direct costs	(.5 x \$ 502)	<u>251.00</u>
	Total	\$2,903.00
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Equipment		\$ 700.00
Buildings		<u>1,300.00</u>
	Total	\$2,000.00

## VI. Other Costs

Depreciation			
Equipment	(10% of \$1,400)	\$ 140.00	<u>          </u>
Buildings	(3% of \$2,600)	78.00	<u>          </u>
Interest on average capital			
Operating	(6% of \$2,903)	174.18	<u>          </u>
Fixed	(5% of \$2,000)	100.00	<u>          </u>
	Total	\$ 492.18	<u>          </u>

VII. Return to Labor and Management \$ 204.73             
 (III minus VI)

Labor hours required in flocks over 3,000 hens are estimated at 500 per 1,000 hens housed. Labor required for a 10,000 bird flock may be less than 200 hours per 1,000 hens when fully mechanized.

TABLE 59  
 DAIRY COW, 12,500 POUNDS MANUFACTURING  
 MILK SOLD PER COW, REPLACEMENTS PURCHASED

			Your Estimate
<b>I. Receipts</b>			
Milk	125 cwt x \$4.30	\$537.50	_____
Sale of calves and culls		<u>85.00</u>	_____
	Gross Sales or Credits	\$622.50	_____
 <b>II. Operating Expenses</b>			
Replacement charge	(20% of \$300)	\$ 60.00	_____
Corn	42 bushels @ \$1.10	46.20	_____
Oats	56 bushels @ .60	33.60	_____
Corn silage	5.2 ton @ 7.00	56.00	_____
Alfalfa hay	1.0 ton @ 18.00	18.00	_____
Grass hay	.5 ton @ 15.00	7.50	_____
Pasture	8.0 AUM @ 4.00	32.00	_____
Supplement	2.4 cwt @ 4.60	11.04	_____
Mineral and salt	.8 cwt @ 3.00	2.40	_____
Breeding charge		9.00	_____
Veterinary and drugs		5.00	_____
Equipment repairs	(4% of \$50)	2.00	_____
Building repairs	(3.5% of \$70 )	2.45	_____
Taxes and insurance	(1.5% of \$410)	6.15	_____
Milk hauling and handling	(125 cwt x \$.25)	31.25	_____
Records and herd testing		12.00	_____
Marketing calves and culls		<u>3.00</u>	_____
	Total Direct Costs	\$337.59	_____
 <b>III. Income Over Direct Costs</b>			
	(I minus II)	\$284.91	_____
 <b>IV. Average Operating Capital Requirements</b>			
Average Value of cow		\$250.00	_____
Replacement value per cow		60.00	_____
Grain and forage	(.3 x \$194)	58.00	_____
Other direct costs	(.5 x \$84 )	<u>42.00</u>	_____
	Total	\$410.00	_____

V. Fixed Capital ( $\frac{1}{2}$  new cost)

Herringbone system with loose housing

Equipment

\$ 50.00

Buildings

70.00

Total

\$120.00

## VI. Other Costs

Depreciation

Equipment

(10% of \$100)

\$ 10.00

Buildings

( 3% of \$140)

4.20

Interest on average capital

Operating

(6% of \$410)

24.60

Fixed

(5% of \$120)

6.00

Total

\$ 44.80

VII. Return to Labor and Management  
(III minus VI)

\$240.11

Buy replacements from others or from table 63. Table 63 is matched with table 60. See table 63 for suggested changes when used with this table.

If you do not sell calves not needed for replacement use table 64 to raise them to yearling feeders.

TABLE 60  
DAIRY COW, 10,000 POUNDS MANUFACTURING MILK  
SOLD PER COW, REPLACEMENTS PURCHASED

		Your Estimate
I. Receipts		
Milk 100 cwt x \$4.30	\$430.00	_____
Sale of calves and culls	<u>70.00</u>	_____
Gross Sales or Credits	\$500.00	_____
II. Operating Expenses		
Replacement charge (20% of \$250)	\$ 50.00	_____
Corn 34 bushels @ \$ 1.10	37.40	_____
Oats 42 bushels @ .60	25.20	_____
Corn silage 4.7 ton @ 7.00	32.90	_____
Alfalfa hay .8 ton @ 18.00	14.40	_____
Grass hay .3 ton @ 15.00	4.50	_____
Pasture 6.0 AUM @ 4.00	24.00	_____
Supplement 1.5 cwt @ 4.60	6.90	_____
Mineral and salt .6 cwt @ 3.00	1.80	_____
Breeding charge	9.00	_____
Veterinary and drugs	5.00	_____
Equipment repairs (4% of \$ 50)	2.00	_____
Building repairs (3.5% of \$ 70)	2.45	_____
Taxes and insurance (1.5% of \$380)	5.70	_____
Milk hauling and handling (100 cwt x \$.25)	25.00	_____
Records and herd testing	12.00	_____
Marketing calves and culls	<u>2.75</u>	_____
Total Direct Costs	\$261.00	_____
III. Income Over Direct Costs (I minus II)	\$239.00	_____
IV. Average Operating Capital Requirements		
Average value of cow	\$230.00	_____
Replacement value per cow	50.00	_____
Grain and forage (.3 x \$138)	41.00	_____
Other direct costs (.5 x \$ 73)	<u>37.00</u>	_____
Total	\$358.00	_____

V. Fixed Capital ( $\frac{1}{2}$  new cost)

Herringbone system with loose housing			
Equipment		\$ 50.00	<u>          </u>
Buildings		<u>70.00</u>	<u>          </u>
	Total	\$120.00	<u>          </u>

## VI. Other Costs

Depreciation			
Equipment	(10% of \$100)	\$ 10.00	<u>          </u>
Buildings	( 3% of \$140)	4.20	<u>          </u>
Interest on average capital			
Operating	(6% of \$358)	21.48	<u>          </u>
Fixed	(5% of \$120)	<u>6.00</u>	<u>          </u>
	Total	\$ 41.68	<u>          </u>

VII. Return to Labor and Management  
(III minus VI) \$197.32           

Estimated labor required per cow unit is 75 hours with a 20 to 40 cow herd using loose housing and a herringbone milking system.

If you raise replacements for your own herd or for sale use table 63.

Use table 64 to raise other heifers to yearling feeders if you do not sell them as calves.

Use table 64 to raise dairy steer calves to 600-650 pound feeder weight.

Use table 65 to feed out 600 pound yearling dairy feeders.

TABLE 61  
DAIRY COW, 7,500 POUNDS MANUFACTURING  
MILK SOLD PER COW,  
REPLACEMENTS PURCHASED

		Your Estimate
<b>I. Receipts</b>		
Milk	75 cwt x \$4.30	\$322.50
Sale of calves and culls		<u>60.00</u>
Gross Sales or Credits		<u>\$382.50</u>
 <b>II. Operating Expenses</b>		
Replacement charge	(20% of \$200)	\$ 40.00
Corn	20 bushels @ \$1.10	22.00
Oats	40 bushels @ .60	24.00
Corn silage	3.2 ton @ 7.00	22.40
Alfalfa hay	.75 ton @ 18.00	13.50
Grass hay	.3 ton @ 15.00	4.50
Pasture	5 AUM @ 4.00	20.00
Supplement	1.5 cwt @ 4.60	6.90
Mineral and salt	.5 cwt @ 3.00	1.50
Breeding charge		9.00
Veterinary and drugs		5.00
Equipment repairs	(4% of \$50)	2.00
Taxes and insurance	(1.5% of \$330)	4.95
Milk hauling and handling	(75 cwt x \$.25)	18.75
Records and herd testing		6.00
Marketing calves and culls		<u>2.50</u>
Total Direct Costs		<u>\$203.00</u>
 <b>III. Income Over Direct Costs</b>		
(I minus II)		<u>\$179.50</u>
 <b>IV. Average Operating Capital Requirements</b>		
Average value of cow		\$190.00
Replacement value per cow		40.00
Grain and forage	(.3 x \$106)	32.00
Other direct costs	(.5 x \$ 57)	<u>29.00</u>
Total		<u>\$291.00</u>

V. Fixed Capital ( $\frac{1}{2}$  new cost)

Equipment		\$ 50.00	_____
Buildings		<u>70.00</u>	_____
	Total	\$120.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$100)	\$ 10.00	_____
Buildings	(3% of \$140)	<u>4.20</u>	_____
Interest on average capital			
Operating	(6% of \$291)	17.46	_____
Fixed	(5% of \$120)	<u>6.00</u>	_____
	Total	\$ 37.66	_____

VII. Return to Labor and Management \$141.84 \_\_\_\_\_  
 (III minus VI)

Buy replacements from others or from table 63. Table 63 is matched with table 60. See table 63 for suggested changes when used with this table.

If you do not sell calves not needed for replacement use table 64 to raise them to yearling feeders.



TABLE 62  
DAIRY COW AND REPLACEMENTS, 230 POUNDS BUTTERFAT,  
SELL CREAM AND FEED SKIM MILK, SELL LIGHT YEARLING FEEDERS

		Your Estimate
<b>I. Receipts</b>		
230 pounds butterfat x \$.65	\$189.80	
25 cwt skim milk x \$.50	12.50	
(skim milk not needed for calves, credit as income only if it can be sold or fed)		
6.5 cwt steer x \$20.50 x .46	61.29	
5.5 cwt heifer x \$19.50 x .28	30.03	
Cull cow sales (18% of \$140)	<u>25.20</u>	
Gross Sales or Credits	\$318.82	
<b>II. Operating Expenses</b>		
Corn 20 bushels @ \$ 1.10	\$ 22.00	
Oats 45 bushels @ .60	27.00	
Corn silage 3.5 ton @ 7.00	24.50	
Alfalfa hay 1.4 ton @ 18.00	25.20	
Grass hay 1.4 ton @ 15.00	21.00	
Pasture 7.6 AUM @ 4.00	30.40	
Supplement 2.4 cwt @ 4.60	11.04	
Mineral and salt .8 cwt @ 3.00	2.40	
Breeding charge	9.00	
Veterinary and drugs	5.00	
Equipment repairs (4% of \$ 54)	2.16	
Building repairs (3.5% of \$ 76)	2.66	
Taxes and insurance (1.5% of \$324)	4.86	
Transportation and cost of marketing	<u>3.70</u>	
Total Direct Costs	\$190.92	
<b>III. Income Over Direct Costs (I minus II)</b>	<b>\$127.90</b>	
<b>IV. Average Operating Capital Requirements</b>		
Average value of cow	\$150.00	
Replacement value per cow	35.00	
Starting value of other young stock	25.00	
Grain and forage (.3 x \$150)	45.00	
Other direct costs (.5 x \$ 41)	<u>21.00</u>	
Total	\$276.00	

V. Fixed Capital ( $\frac{1}{2}$  new cost)

Herringbone system with loose housing			
Equipment		\$ 54.00	_____
Buildings		<u>76.00</u>	_____
	Total	\$130.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$104)	\$ 10.40	_____
Buildings	( 3% of \$152)	4.56	_____
Interest on average capital			
Operating	(6% of \$276)	16.56	_____
Fixed	(5% of \$130)	<u>6.50</u>	_____
	Total	\$ 38.02	_____

VII. Return to Labor and Management		\$ 89.88	_____
(III minus VI)			

Estimated labor required per cow unit, including raising all calves to light yearlings, is 100 hours with loose housing and a herringbone milking system. A stanchion system would require about 115 hours per unit.

Table 65 can be used to feed out steers and heifers not needed for replacement.

Consider the effect on your net income of switching to the sale of manufacturing milk rather than selling cream.

TABLE 63  
RAISING DAIRY REPLACEMENTS, COSTS AND RETURNS,  
PER HEIFER CALF PURCHASED OR STARTED,  
5% NON-BREEDER OR CULL, 8% DEATH LOSS

		Your Estimate
<b>I. Receipts</b>		
Springer heifer	.95 head x \$250	\$237.50
Non-breeder or cull	.05 x 9 cwt x \$18.00	8.10
Minus death loss	(8% of \$245.60)	<u>- 19.65</u>
	Gross Sales or Credits	<u>\$225.95</u>
<b>II. Operating Expenses</b>		
Purchase price or transfer value of calf		\$ 35.00
Milk replacer	35 pounds @ \$ .16	5.60
Calf starter	240 pounds @ .06	14.40
Calf grower	290 pounds @ .04	11.60
Corn	3 bushels @ 1.10	3.30
Oats	7 bushels @ .60	4.20
Alfalfa hay	1.1 tons @ 18.00	19.80
Grass hay	2.2 tons @ 15.00	33.00
Pasture	7.0 AUM @ 4.00	28.00
Supplement	1.2 cwt @ 4.60	5.52
Mineral and salt	.3 cwt @ 3.00	.90
Breeding charge		8.00
Veterinary and drugs		3.50
Equipment repairs	(4% of \$15 )	.60
Building repairs	(3.5% of \$50 )	1.75
Taxes and insurance	(1.5% of \$100)	1.50
Transportation and cost of marketing		<u>4.40</u>
	Total Direct Costs	<u>\$181.07</u>
III. Income Over Direct Costs (I minus II)		<u>\$ 44.88</u>
<b>IV. Average Operating Capital Requirements</b>		
Heifer calves	(2 x \$35)	\$ 70.00
Grain and forage	(.4 x \$88)	35.00
Other direct costs	(.6 x \$58)	<u>35.00</u>
	Total	<u>\$140.00</u>
<b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>		
Equipment		\$ 15.00
Buildings		<u>50.00</u>
	Total	<u>\$ 65.00</u>

## VI. Other Costs

Depreciation			
Equipment	(10% of \$30)	\$ 3.00	<u>          </u>
Buildings	(3% of \$100)	3.00	<u>          </u>
Interest on average capital			
Operating	(6% of \$140)	8.40	<u>          </u>
Fixed	(5% of \$ 65)	3.25	<u>          </u>
	Total Other Costs	\$17.65	<u>          </u>

VII. Return to Labor and Management \$27.23  
 (III minus VI)           

Labor hours normally used for this enterprise are 20 to 25.

Sell replacements to others or to yourself in table 59, 60 or 61. This table is matched with table 60, so you will need to adjust the purchase price of the calf, under other expense, and the sale price of the springer heifer, under receipts, if you are using table 59 or 61.

Item	Table numbers		
	59	60	61
Heifer calf	\$ 30	\$ 35	\$ 40
Purchase price			
Springer heifer	\$200	\$250	\$300
Sale price			

TABLE 64  
RAISING DAIRY FEEDERS, MIXED STEERS AND HEIFERS,  
SELL LIGHT YEARLING FEEDERS

			Your Estimate
<b>I. Receipts</b>			
Feeder	6.0 cwt x \$20.50	\$123.00	_____
Minus death loss	(6% of \$109.50)	- 7.38	_____
	Gross Sales or Credits	115.62	_____
 <b>II. Operating Expenses</b>			
Purchase price or transfer value of calf		\$ 30.00	_____
Milk replacer	35 pounds @ \$ .16	5.60	_____
Calf starter	240 pounds @ .06	14.40	_____
Calf grower	150 pounds @ .04	6.00	_____
Corn	2 bushels @ 1.10	2.20	_____
Oats	3 bushels @ .60	1.80	_____
Alfalfa hay	.4 ton @ 18.00	7.20	_____
Grass hay	.6 ton @ 15.00	9.00	_____
Pasture	1.5 AUM @ 4.00	6.00	_____
Supplement	.7 cwt @ 4.60	3.22	_____
Mineral and salt	.2 cwt @ 3.00	.60	_____
Veterinary and drugs		2.00	_____
Equipment repairs	(4% of \$ 5)	.20	_____
Building repairs	(3.5% of \$10)	.35	_____
Taxes and insurance	(1.5% of \$50)	.75	_____
Transportation and cost of marketing		<u>3.75</u>	_____
	Total Direct Costs	\$ 93.07	_____
 <b>III. Income Over Direct Costs (I minus II)</b>			
		\$ 22.55	_____
 <b>IV. Average Operating Capital Requirements</b>			
Investment in calves	(1.5 x \$30)	\$ 40.00	_____
Grain and forage	(.3 x \$26)	8.00	_____
Other direct costs	(.5 x \$37)	<u>19.00</u>	_____
	Total	\$ 67.00	_____
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 5.00	_____
Buildings		<u>10.00</u>	_____
	Total	\$ 15.00	_____

## VI. Other Costs

Depreciation			
Equipment	(10% of \$ 5.00)	\$ .50	<u>          </u>
Buildings	(3% of \$10.00)	.30	<u>          </u>
Interest on average capital			
Operating	(6% of \$67)	4.02	<u>          </u>
Fixed	(5% of \$15)	.75	<u>          </u>
	Total	\$ 5.57	<u>          </u>

VII. Return to Labor and Management \$ 16.98             
 (III minus VI)

Labor normally required to raise a dairy calf for sale as a yearling feeder is 7 hours.

Use this table to grow out calves not included in table 63, if you do not sell your dairy calves.

These feeders can be carried to feeding table 65, if you feed them out.

TABLE 65  
 FED MIXED YEARLING DAIRY STEER  
 AND HEIFERS, DEFERRED IN DRYLOT,  
 GAIN 400 POUNDS IN 7 MONTHS ON FARM

			Your Estimate
<b>I. Receipts</b>			
Slaughter animal	10.0 cwt x \$21.50	\$215.00	
Minus death loss	(1% of \$215)	<u>- 2.15</u>	
	Gross Sales or Credits	\$212.85	
 <b>II. Operating expenses</b>			
Purchase feeder	6.0 cwt @ \$20.50	\$123.00	
Corn	16 bushels @ 1.10	17.60	
Corn silage	4 ton @ 7.00	28.00	
Grass hay	.3 ton @ 15.00	4.50	
Supplement	2.3 cwt @ 4.60	10.58	
Mineral and salt	.15 cwt @ 3.00	.45	
Veterinary and drugs		1.00	
Equipment repairs	(4% of \$ 12)	.48	
Building repairs	(3.5% of \$ 20)	.70	
Taxes and insurance	(1.5% of \$ 147)	.22	
Transportation and cost of marketing		<u>4.75</u>	
	Total Direct Costs	\$191.28	
<b>III. Income Over Direct Cost</b>		\$ 21.57	
(I minus II)			
 <b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.6 x \$123)	\$ 74.00	
Grain and forage	(.3 x \$ 50)	15.00	
Other direct costs	(.5 x \$ 19)	<u>10.00</u>	
	Total	\$ 99.00	
 <b>V. Fixed Capital (<math>\frac{1}{2}</math> new cost)</b>			
Equipment		\$ 12.00	
Buildings		<u>20.00</u>	
	Total	\$ 32.00	

## VI. Other Costs

Depreciation			
Equipment	(10% of \$24)	\$ 2.40	<u>          </u>
Buildings	(3% of \$40)	1.20	<u>          </u>
Interest on average capital			
Operating	(6% of \$99)	5.94	<u>          </u>
Fixed	(5% of \$32)	1.60	<u>          </u>
	Total	\$11.14	<u>          </u>

VII. Return to Labor and Management \$10.43             
 (III minus VI)

Estimated labor hours normally required per head fed for 7 months are 5.  
 Use this table to feed out purchased dairy feeders or dairy feeders  
 produced by table 64.



TABLE 66  
SUMMARY OF GRAZING, HARVESTED FORAGE,  
AND GRAIN REQUIREMENTS; GROSS INCOME AND DIRECT COSTS;  
LIVESTOCK ENTERPRISE TABLES 16 TO 65

Table Number	Enterprise Description	Range or Pasture 1/ Grazing (AUM's)	Hay 2/ Equiv. (tons)	Corn 3/ Equiv. (bus.)	Gross 4/ Income -- dollars --	Direct 5/ Costs
Beef Cows						
16	Beef cow (sell Oct.)	8.0	1.75	4	105.56	86.68
17	Beef cow (creep feed)	8.0	1.75	11	114.81	94.70
18	Beef cow (sell Jan.)	8.3	2.16	7	121.00	98.50
19	Beef cow (buy replacement)	7.5	1.55	3	130.48	109.75
Raise Breeding Animals						
20	Raise replacement heifers	5.0	1.24	12	203.85	174.69
Grow Feeders						
21	Winter and graze calves	5.0	0.50	-	191.10	165.31
22	Winter steer calves (7 mo.)	0.9	1.02	-	156.61	149.61
23	Winter steer calves (5 mo.)	-	0.78	6	154.00	146.44
24	Winter steer calves (1.5#/day)	-	0.66	15	166.46	154.85
25	Winter heifer calves (gain 160 lb.)	-	0.70	6	129.11	123.24
26	Winter heifer calves (1.5#/day)	-	0.60	15	138.88	132.12
27	Summer stocker steers (5 mo.)	3.6	-	-	201.12	181.34
28	Summer stocker steers (3 mo.)	2.0	-	-	187.16	174.83
29	Summer stocker steers (2#/day)	2.0	-	-	174.12	151.26
30	Winter and summer yearlings	7.0	0.03	-	245.54	244.86
31	Yearling steers gain 260# (12 mo.)	9.0	0.25	-	247.85	244.14
Fattening Beef						
32	Full fed steer calf (high roughage)	-	1.41	53	263.37	223.58
33	Full fed heifer calf (high roughage)	-	1.10	40	205.80	179.10
34	Yearling steers (high roughage)	-	1.41	44	284.62	256.34
35	Yearling heifers (liberal grain)	-	0.72	50	239.98	215.00
36	Heavy steers (liberal roughage)	-	1.25	40	295.51	275.91
37	Winter, pasture, feed calf (12 mo.)	1.0	1.82	42	269.50	220.70
38	Graze aftermath and feed calf (10 mo.)	0.4	0.67	54	259.70	215.45
39	Winter, green chop, feed out (15.3 mo.)	2.6	1.71	40	269.50	228.79
40	Full fed steer calf (high silage)	1.0	2.27	27	247.94	206.65
41	Full fed heifer calf (high silage)	0.4	1.68	35	235.20	194.91
42	Full fed heifer calf (liberal grain)	-	0.67	52	225.79	190.66
43	Heavy steer calf (high roughage)	-	1.16	52	269.50	236.52
44	Yearling steers (high silage)	0.8	0.88	32	277.20	249.82
45	Yearling heifers (high silage)	-	1.08	29	237.60	213.40

TABLE 66 (cont'd)

Table Number	Enterprise Description	Range or Pasture Grazing (AUM's)	Hay Equiv. (tons)	Corn Equiv. (bus.)	Gross Income - -- dollars	Direct Costs --
Sheep						
46	Sell feeder lambs (May-June)	1.0	0.36	1.5	25.20	20.88
47	Sell fat lambs (July)	1.0	0.46	5.0	31.44	26.42
48	Sell feeder lambs (August)	1.2	0.37	0.5	24.36	21.34
49	Sell feeders-fats (Sept.)	1.2	0.48	0.7	27.90	23.42
50	Raising replacements	0.7	0.38	0.4	30.28	25.79
51	100 feeder lambs	-	7.22	240.0	2,171.00	1,958.50
Swine						
52	One litter (butchers)	1.5	-	104	291.78	203.94
53	Two litters (butchers)	2.0	0.45	207	599.43	406.76
54	Two litters (feeders)	0.5	0.34	57	267.05	141.41
55	Feeder pigs (spring) (10)	2.0	-	105	387.85	333.90
56	Feeder pigs (fall) (10)	-	0.22	110	365.68	332.28
Poultry						
57	Farm flock (100 hens)	-	-	128	449.65	386.90
58	Commercial flock (1,000 hens)	-	-	-	5,957.16	5,260.25
Dairy						
59	12,500 lbs (MM sold)	8.0	3.49	70	622.50	337.59
60	10,000 lbs (MM sold)	6.0	2.89	55	500.00	261.00
61	7,500 lbs (MM sold)	5.0	2.29	40	382.50	203.00
62	230 lbs (BF sold)	7.6	4.23	42	318.82	190.92
63	Raise dairy replacements	7.0	3.43	7	225.95	181.07
64	Raise dairy feeders	1.5	1.05	4	115.62	93.07
65	Fed yearling dairy stock	-	1.74	16	212.85	191.28

1/ From item II in enterprise tables 16 to 65.

2/ Based on item II, enterprise tables 16 to 65. Grass hay equivalent factors in table 2 were used to convert all harvested forage to hay equivalent.

3/ Based on item II, enterprise tables 16 to 65. Factors in table 4 were used to convert all feed grains to corn equivalent.

4/ Item I in enterprise tables 16 to 65.

5/ Item II in enterprise tables 16 to 65.

TABLE 67  
SUMMARY OF AVERAGE OPERATING CAPITAL REQUIREMENTS,  
FIXED CAPITAL, INCOME OVER DIRECT COSTS,  
RETURN TO LABOR AND MANAGEMENT, TABLES 16 TO 65

Table Number	Enterprise Description	Average Operating Capital 1/	Fixed Capital ( $\frac{1}{2}$ new cost)		Income Over Direct Costs 4/	Return to labor and management 5/
			Buildings 2/	Equipment 3/		
-- dollars --						
Beef Cows						
16	Beef cow (sell Oct.)	244	5	8	18.88	2.11
17	Beef cow (creep feed)	246	6	8	20.11	2.97
18	Beef cow (sell Jan.)	253	6	8	22.50	4.94
19	Beef cow (buy replacement)	210	5	8	20.73	6.00
Raise Breeding Animals						
20	Raise replacement heifers	182	3	6	28.16	15.83
Grow Feeders						
21	Winter and graze calves	144	3	6	25.79	15.74
22	Winter steer calves (7 mo.)	85	3	6	7.00	.49
23	Winter steer calves (5 mo.)	59	4	7	7.56	2.25
24	Winter steer calves (1.5#/day)	63	4	7	11.61	6.06
25	Winter heifer calves (gain 160 lb.)	50	4	7	5.87	1.10
26	Winter heifer calves (1.5#/day)	54	4	7	6.76	1.75
27	Summer stocker steers (5 mo.)	70	-	2	19.78	15.08
28	Summer stocker steers (3 mo.)	46	-	2	12.33	9.07
29	Summer Stocker steers (2#/day)	39	-	2	22.86	20.02
30	Winter and summer yearlings	179	2	5	.68	-11.11
31	Yearling steers gain 260# (12 mo.)	216	2	5	3.71	-10.30
Fattening Beef						
32	Full fed steer calf (high roughage)	143	12	20	39.79	26.01
33	Full fed heifer calf (high roughage)	107	12	20	26.70	15.08
34	Yearling steers (high roughage)	147	12	20	28.28	14.26
35	Yearling heifers (liberal grain)	110	12	20	24.98	13.18
36	Heavy steers (liberal roughage)	118	12	20	19.60	7.32
37	Winter, pasture, feed calf (12 mo.)	153	12	20	48.80	34.42
38	Graze aftermath and feed calf (10 mo.)	130	12	20	44.25	31.25
39	Winter, green chop, feed out (15.3 mo.)	224	20	30	40.71	18.97
40	Full fed steer calf (high silage)	160	12	20	41.29	26.49
41	Full fed heifer calf (high silage)	123	12	20	40.29	27.71
42	Full fed heifer calf (liberal grain)	109	12	20	35.13	23.39
43	Heavy steer calf (high roughage)	147	12	20	32.98	18.96
44	Yearling steers (high silage)	111	12	20	27.38	15.52
45	Yearling heifers (high silage)	93	12	20	24.20	13.42

TABLE 67 (cont'd)

Table Number	Enterprise Description	Average Operating Capital	Fixed Capital ( $\frac{1}{2}$ new cost)		Income over direct Costs	Return to labor and management
			Buildings	Equipment		
Sheep						
46	Sell feeder lambs (may-June)	23.52	3	3	4.32	1.83
47	Sell fat lambs (July)	24.65	3	3	5.02	2.46
48	Sell feeder lambs (August)	23.79	2	2	3.02	.87
49	Sell feeders-fats (Sept.)	24.25	2	2	4.48	2.30
50	100 feeder lambs	17.16	2	2	4.49	2.74
51	100 feeder lambs	494.00	200	400	212.50	88.86
Swine						
52	One litter (butchers)	114.00	32	75	87.84	64.75
53	Two litters (butchers)	214.00	40	115	192.67	157.18
54	Two litters (feeders)	116.00	32	75	125.64	102.43
55	Feeder pigs (spring) (10)	114.00	30	60	53.95	33.01
56	Feeder pigs (fall) (10)	113.00	30	60	33.40	12.50
Poultry						
57	Farm flock (100 hens)	211.00	80	210	62.75	6.99
58	Commercial flock (1,000 hens)	2,903.00	700	1,300	696.91	204.73
Dairy						
59	12,500 lbs (MM sold)	410.00	50	70	284.91	240.11
60	10,000 lbs (MM sold)	358.00	50	70	239.00	197.32
61	7,500 lbs (MM sold)	291.00	50	70	179.50	141.84
62	230 lbs (BF sold)	276.00	54	76	127.90	89.88
63	Raise dairy replacements	140.00	15	50	44.88	27.23
64	Raise dairy feeders	67.00	5	10	22.55	16.98
65	Fed yearling dairy stock	99.00	12	20	21.57	10.43

1/ Item IV in enterprise tables 16 to 65.

2/ From item V in enterprise tables 16 to 65.

3/ From item V in enterprise tables 16 to 65.

4/ Item III in enterprise tables 16 to 65.

5/ Item VII in enterprise tables 16 to 65.

TABLE 68  
 MANAGEMENT STRATEGIES IN BEEF PRODUCTION PLANNING  
 AND ALTERNATIVE ENTERPRISE TABLE COMBINATIONS

Selling Plan	Cow-Calf Plan	Growing Plan	Fattening Plan	
			-- Table Numbers --	
Sell calves (Oct.)	16	-	-	
Sell creep fed calves (Oct.)	17	-	-	
Sell calves (Jan.)	18	-	-	
Sell crossbred calves (Oct.)	19	-	-	
Sell short yearling feeders (Mar.)	16	24	-	
		26	-	
Sell fat steers and heifers	16	21	36	
		25	35	
Sell fat steers and heifers	16	24	34	
		26	45	
Sell heifer calves (Oct.)	16	-	-	
Sell feeder steers (Mar.)		23	-	
Sell short yearling heifers (Mar.)	16	25 or 26	-	
Sell yearling feeder steers (Oct.)		21	-	
Sell heifer calves (Oct.)	16	-	-	
Sell yearling feeder steers (Aug. or Oct.)		22 and 27 or 28	-	
Sell heifer calves (Jan.)	18	-	-	
Sell fat steers		-	43	
Sell fat steers Buy good grade steer feeder calves			40	
Sell fat steers Buy light steers (May)		29	44	
Sell fat steers and heifers	16	-	Steers 32,37,38 or 39	Heifers 33,41 or 42
Sell fat dairy animals	59,60, or 61	64	65	



