



UNIVERSITY OF ARKANSAS  
DIVISION OF AGRICULTURE  
Cooperative Extension Service

## Estimating 2006 Income and Costs of Production Cow-Calf Budget—100 Cow Herd Retain Replacement Heifers AG-970-4-06

ITEM	UNIT	PRICE	QUANTITY	AMOUNT	YOUR FARM
		dollars		dollars	
<b>INCOME</b>					
Cull Cows	head	470.00	18.0000	8460.00	_____
Cull Bulls	head	1080.00	1.2500	1350.00	_____
Cull Replace Hfr	head	850.00	7.0000	5950.00	_____
Steer Calves	head	636.00	43.0000	27348.00	_____
Heifer Calves	head	575.00	18.0000	10350.00	_____
<b>TOTAL INCOME</b>				53458.00	_____
<b>DIRECT EXPENSES</b>					
<b>CUSTOM</b>					
Soil Testing	acre	0.20	159.7444	31.95	_____
Custom Spread(Truck)	appl	3.50	638.9776	2236.42	_____
<b>FEED</b>					
Hay	cwt	2.50	5209.5000	13023.75	_____
Corn	cwt	8.10	373.2500	3023.33	_____
Corn/Csm Supplement	cwt	9.90	273.0000	2702.70	_____
<b>FERTILIZER</b>					
Amm Nitrate (34%N)	cwt	15.50	1124.6006	17431.31	_____
Phosphate (46% P2O5)	cwt	14.14	79.8722	1130.99	_____
Potash (60% K2O)	cwt	12.50	47.9233	600.64	_____
<b>HERBICIDE</b>					
Weed Control	acre	5.50	319.4888	1757.19	_____
<b>MARKET/GRADE</b>					
Check-off	head	2.00	102.0000	204.00	_____
<b>SALT AND MINERALS</b>					
12-6-10 Mineral Salt	cwt	27.76	28.1300	780.89	_____
12-8 Mineral Salt	cwt	27.90	77.3300	2157.51	_____
<b>VETERINARY MEDICINE</b>					
IBR,PI3,BVD/BRSV KV	dose	1.20	236.0000	283.20	_____
Lepto-5	dose	0.16	129.0000	20.64	_____
Dewormer-Avermectin	ml	0.04	8020.0000	384.96	_____
8-Way Clostridials	dose	0.50	190.0000	95.00	_____
IBR/PI-3/BVD/BRSV MLV	dose	0.98	65.0000	63.70	_____
Pasturella+8way clos	dose	5.84	86.0000	502.24	_____
Dewormer-Albendazole	dose	3.36	104.0000	349.44	_____
Implants	head	0.76	43.0000	32.68	_____
<b>HEALTH MANAGEMENT</b>					
Fly Control	head	3.25	125.0000	406.25	_____
Pregnancy Check	head	2.50	125.0000	312.50	_____
Bull Exam.	head	40.00	4.0000	160.00	_____
<b>OPERATOR LABOR</b>					
Tractors	hour	8.12	69.6485	565.50	_____
<b>OWNER LABOR</b>					
Special Labor	hour	8.12	486.0000	3946.32	_____
<b>DAY LABOR</b>					
Special Labor	day	120.00	4.0000	480.00	_____
<b>DIESEL FUEL</b>					
Tractors	gal	2.20	298.9659	658.15	_____
<b>GASOLINE</b>					
Truck 1/2 ton	gal	2.35	214.7003	504.55	_____
<b>REPAIR &amp; MAINTENANCE</b>					
Implements	herd	178.91	1.0000	178.91	_____
Tractors	herd	172.52	1.0000	172.52	_____
Truck 1/2 ton	mile	0.07	3650.0000	290.65	_____
INTEREST ON OP. CAP.	herd	2193.53	1.0000	2193.53	_____
<b>TOTAL DIRECT EXPENSES</b>				56681.41	_____
<b>RETURNS ABOVE DIRECT EXPENSES</b>				-3223.41	_____

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ITEM	UNIT	PRICE	QUANTITY	AMOUNT	YOUR FARM
FIXED EXPENSES					
Implements	herd	284.35	1.0000	284.35	_____
Tractors	herd	460.06	1.0000	460.06	_____
Truck 1/2 ton	each	4049.04	0.2500	1012.26	_____
Bulls	each	527.18	5.0000	2635.93	_____
Insurance & Taxes	each	809.25	1.0000	809.25	_____
General Overhead	each	1294.80	1.0000	1294.80	_____
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TOTAL FIXED EXPENSES				6496.65	_____
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TOTAL SPECIFIED EXPENSES				63178.06	_____
RETURNS ABOVE TOTAL SPECIFIED EXPENSES				-9720.06	_____
RESIDUAL ITEMS					
Marketing Cost	%	53458.00	0.0256	1368.52	_____
RESIDUAL RETURNS				-11088.58	_____

## ADDENDUM

1. This budget assumes a 320 acre warm-season grass pasture. This implies a year round stocking rate of 1 cow-calf unit per three (3) acres plus twenty acres for the replacement heifers, bulls are not considered in this stocking rate. Using this assumption it is imperative to follow the University of Arkansas Division of Agriculture hay, supplementation, and fertilizer recommendations; else the herd productivity of the cow herd may suffer.
2. All replacement heifers for the cow herd are retained from heifer calves raised by this enterprise and then added into the herd. Twenty-five (25) heifers are retained each year and raised until they have achieved 65% of their estimated mature body weight when they will be bred. The best 18 of these replacement heifers will be retained for the herd and a like number of cows will be culled from the herd. Thus an average of 18% of the herd will be replaced each production year. The remaining 7 replacement heifers will be sold.
3. Hay fed to the herd is measured in hundredweight (cwt) to alleviate any misunderstanding regarding the size and weight of hay bales.
4. Fertilizer for warm-season grass pasture used in the budget is measured in hundredweight (cwt). This is done for consistency with the Extension row crop budgets which are also calculated in hundredweights.
5. It is assumed there will be five (5) bulls in this herd. One bull will be selected for low birth weights to breed replacement heifers.
6. Feeding:
  - a. Supplementation
    - i. Cows– Corn will be fed in the months December and January at a rate of 1.5 lb per cow per day. In February and March, corn will be fed at a rate of 4.75 lb per cow per day.
    - ii. Replacement heifers – A mixture of corn & cottonseed meal (approximately 15% protein) will be fed to the replacement heifers in January, February, March, October, November, and December at a rate of 6 lb per heifer per day.
  - b. Hay
    - i. Cows – Hay will be fed in the months January, February, March, November, and December at a rate of 30 lbs per cow per day.
    - ii. Replacement heifers – Hay will be fed in the same months as above to the replacement heifers at a rate of 18 lbs per heifer per day.
  - c. Minerals and Salt – a product with an analysis of 12-6-10 will be fed in January through March at a rate of 0.25 lbs per cow per day. A 12-8 product will be fed April through December at the same rate as above.
7. Weights and prices used in budget calculations are as follows:
  - a. Steer calves – 530 lbs sale weight, \$120.00/cwt, \$636.00 per head.
  - b. Heifer calves – 500 lbs sale weight, \$115.00/cwt, \$575.00 per head.
  - c. Culled replacement heifers – 850 lbs sale weight, \$850.00 per head.
  - d. Culled cows – 1,000 lbs sale weight, \$ 47.00/cwt, \$470.00 per head.
  - e. Culled bulls – 1,800 lbs sale weight \$60.00/cwt, \$1,080.00 per head.

The authors gratefully acknowledge the contributions of Farmer's Coop of Benton/Little Rock and other suppliers of goods and services in the construction of the 2006 cow-calf budgets. For additional information on beef cattle economics contact Rob Hogan at the Northeast Research and Extension Center 870-526-2199.

View and print all of the Arkansas crop budgets at <http://www.aragriculture.org/farmplanning/Budgets/default.asp>

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