

**Livestock Enterprise Analysis
(Farms Sorted By Net Return)**

Beef Cow-Calf -- Average Per Cow

	Avg. Of All Farms	20 - 40%	40 - 60%	60 - 80%	High 20%
Number of farms	24	5	5	5	5
Beef Calves sold	445.70	780.02	558.51	308.03	311.34
Transferred out	401.45	31.68	64.38	706.78	674.17
Cull sales	175.89	143.92	117.80	158.63	80.34
Government payments	6.64	4.06	-	5.58	20.63
Other income	9.04	7.14	12.37	0.68	27.33
Purchased	-127.33	-141.79	-66.45	-59.45	-88.74
Transferred in	-111.54	-87.64	-39.13	-270.70	-
Inventory change	181.93	222.34	375.01	132.66	158.45
Gross margin	981.77	959.74	1,022.50	982.21	1,183.52
Direct Expenses					
Protein Vit Minerals	31.34	55.54	28.59	14.47	8.30
Complete Ration	28.80	74.13	35.00	9.48	0.55
Corn Silage	61.52	67.39	35.30	46.22	55.16
Hay, Alfalfa	29.34	1.92	-	45.82	37.50
Hay, Grass	104.45	126.04	132.20	134.70	10.08
Pasture	142.91	96.41	184.40	172.81	140.17
Hay	84.40	125.53	170.97	55.05	26.12
Other feed stuffs	39.38	39.38	-	49.16	48.12
Veterinary	36.85	44.53	53.15	29.18	38.39
Fuel & oil	36.76	40.82	35.28	23.06	41.20
Repairs	73.22	93.12	46.96	19.82	51.06
Miscellaneous	54.86	54.38	85.66	41.46	52.94
Total direct expenses	723.84	819.20	807.53	641.23	509.60
Return over direct expense	257.93	140.54	214.97	340.98	673.91
Overhead Expenses					
Hired labor	28.71	51.62	-	4.87	8.53
Utilities	10.91	6.94	5.64	6.97	5.63
Interest	21.48	48.63	28.47	1.01	2.60
Mach & bldg depreciation	70.95	58.90	60.35	30.71	41.96
Miscellaneous	51.28	60.44	40.65	18.11	32.31
Total overhead expenses	183.33	226.52	135.11	61.68	91.03
Total dir & ovhd expenses	907.17	1,045.73	942.63	702.91	600.64
Net return	74.60	-85.99	79.86	279.30	582.88
Labor & management charge	88.22	89.11	148.07	66.27	31.42
Net return over lbr & mgt	-13.62	-175.09	-68.21	213.03	551.46
Cost of Production Per Cwt. Produced					
Total direct expense per unit	116.35	149.86	208.99	77.18	81.72
Total dir & ovhd expense per unit	145.82	191.30	243.96	84.60	96.32
With other revenue adjustments	146.57	187.56	223.44	88.63	90.84
With labor and management	160.75	203.86	261.76	96.61	95.88
Est. labor hours per unit	5.38	4.63	5.88	3.62	1.80
Other Information					
Number of cows	186.9	258.8	107.6	234.1	174.5
Pregnancy percentage	96.2	96.1	95.7	96.9	98.0
Pregnancy loss percentage	1.6	0.4	3.3	1.1	1.2
Culling percentage	14.4	13.8	13.8	13.6	5.6
Calving percentage	94.7	95.7	92.6	95.8	96.9
Weaning percentage	87.6	89.2	86.8	88.4	93.1
Calves sold per cow	0.77	0.75	0.53	0.95	0.84
Calf death loss percent	5.1	6.9	2.3	5.2	0.4
Cow death loss percent	1.3	1.5	0.2	1.4	0.5
Cows per FTE	520.6	604.2	476.0	772.5	1,557.9
Average weaning weight	509	497	550	499	525
Lb. weaned/exposed female	445	443	478	441	489
Feed cost per cow	522.15	586.35	586.47	527.72	326.01
Avg wgt/ Beef Calves sold	579	635	565	513	525
Avg price / cwt.	192.69	172.19	209.35	216.88	231.00

A minimum of 5 farms required per column. Some columns were omitted.