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## 1982 Planning Prices and Livestock Budgets

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EC 745

# 1982 PLANNING PRICES AND LIVESTOCK BUDGETS

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# FFARMS

FAMILY FARM ANALYSIS and  
RESOURCE MANAGEMENT SYSTEMS

Cooperative Extension Service • South Dakota State University • U.S. Department of Agriculture

5732  
87.17  
# 445

PLANNING PRICES AND  
LIVESTOCK BUDGETS  
FOR STEPS IN PLANNING

Wallace Aanderud--Extension Economist, SDSU  
Ronald Thaden--Area Farm Mgmt. Spec., Watertown  
John Maher--Area Farm Mgmt. Spec., Mitchell  
Francis Crandall--Area Livestock Spec., Rapid City  
Larry Madsen--Area Farm Mgmt. Spec., Gettysburg

"FFARMS" PROGRAM

P0	Prices Used for Enterprise Budgets
B1-B4	Beef Cows and Calves
B5	Raise Replacements
B6-B10A	Raise Stockers and Feeders
B11-B19	Feeding Calves and Yearlings
S20-S23	Ewes and Lambs
S24	Raise Replacements
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H26-H27-H29	Raise Market Hogs
H28 and H30	Raise Feeder Pigs
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D33-D36	Sell Manufacturing Milk
D37	Raise Dairy Replacements
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C40-41	Laying Hens
G42	Goose Production
T43	Raise Market Turkeys
PV44	Planning Values for Livestock Enterprises

South Dakota Cooperative Extension Service  
South Dakota State University  
Brookings, South Dakota

TABLE PO

PRICES USED TO BUDGET ENTERPRISE COSTS AND RETURNS FOR --- STEPS PROGRAM-SOUTH DAKOTA

# 37222948	Item	Unit	Price Used	Your Estimate
	Corn	Bushel	\$3.00	_____
	Wheat	"	4.00	_____
	Feed barley	"	2.25	_____
	Malting barley	"	3.00	_____
	Rye	"	2.40	_____
	Oats	"	2.00	_____
	Flax	"	6.30	_____
	Soybeans	"	6.50	_____
	Sorghum	"	2.70	_____
	Alfalfa hay	ton	40.00	_____
	Mixed grass hay	"	40.00	_____
	Corn silage (30% DM)	"	18.00	_____
	Sorghum silage (30% DM)	"	17.00	_____
	Oat silage (35% DM)	"	19.00	_____
	Glomorate (corn, small grain)	"	10.00	_____
	Alfalfa-grass silage (30% DM)	"	19.00	_____
	Alfalfa-grass silage (40% DM)	"	20.00	_____
	Grazing (Native)	AUM	12.00	_____
	Mineral and salt	cwt	9.00	_____
	Protein supplement			
	Beef, Dairy, Shhep	cwt	12.50	_____
	Swine	cwt	17.00	_____
	Creep starter ration (pigs)	cwt	25.00	_____
	Feeder steer calves (425# Good-Choice)	cwt	85.00	_____
	Feeder Steers (650# Good-Choice)	cwt	70.00	_____
	Stocker steers (600# Good Choice)	cwt	72.00	_____
	Feeder heifer calves (375# Good Choice)	cwt	75.00	_____
	Feeder heifers (525# Good-Choice)	cwt	65.00	_____
	Slaughter steers (1025#-1125# Choice)	cwt	70.00	_____
	Slaughter steers (1000#-1100# Good)	cwt	68.00	_____
	Slaughter heifers (859#-975#)	cwt	66.00	_____
	Slaughter heifers (975#-1050# Choice)	cwt	67.00	_____
	Cull cows	cwt	45.00	_____
	Dairy calves	head	120.00	_____
	Dairy feeders (550#-650#)	cwt	60.00	_____
	Slaughter fed dairy (1100#-1200)	cwt	62.00	_____
	Feeder lambs (May-June sale)	cwt	72.00	_____
	Slaughter lambs (July sale)	cwt	70.00	_____
	Wool	lb.	.70	_____
	Wool support (after promotion deduction)	lb.	.40	_____
	Lamb wool incentive (after deduction)	cwt	1.40	_____
	Feeder pigs (40 lbs.)	head	40.00	_____
	Slaughter hogs (225#)	cwt	50.00	_____
	Sows (400#-600#)	cwt	40.00	_____
	Manufacturing milk (gross at plant)	cwt	12.50	_____

TABLE B1  
 BEEF COW UNIT, FEEDER CALF SOLD, OCTOBER  
 REPLACEMENTS FIRST CALVE AS 2 YEAR OLDS, 92% CALF CROP,  
 16% REPLACEMENTS RAISED, ONE BULL PER 25 COWS

					Your Estimate		
I. Gross Income							
Steer calf	4.25 cwt x \$85.00 x .46	\$166.18			_____		
Heifer calf	3.75 cwt x \$75.00 x .28	78.75			_____		
Cull heifer	6.0 cwt x \$65.00 x .02	7.80			_____		
Cull Cow	10.00 cwt x \$45.00 x .15	<u>67.50</u>			_____		
Total Income		\$320.23			_____		
II. Operating Costs							
Purchased feed							
Supplement	1.5 cwt @ \$12.50	18.75			_____		
Mineral Salt	0.6 cwt @ 9.00	5.40			_____		
Breeding charge		12.00			_____		
Veterinary and drugs		7.20			_____		
Supplies		5.00			_____		
Marketing		6.00			_____		
	(Data Bank Costs - \$54.35)				_____		
Raised Feed							
Corn	2 bus. @ 3.00	6.00			_____		
Oats	4 bus. @ 2.00	8.00			_____		
Alfalfa Hay	.4 ton @ 45.00	18.00			_____		
Prairie Hay	1.3 ton @ 40.00	52.00			_____		
Pasture	8 AUM @ 12.00	<u>96.00</u>			_____		
Total Direct Operating Costs		\$234.35			_____		
III. Income Over Direct Operating Costs (I minus II)		\$85.88			_____		
IV. Average Operating Capital Requirements							
Average cow value		\$600.00			_____		
1/25 bull @ \$2,000		80.00			_____		
Replacement charge per cow (16%) of \$700)		112.00			_____		
Grain and forage (.2 x \$180)		36.00			_____		
Other Direct Costs (.5 x \$54)		<u>27.00</u>			_____		
Total		\$855.00			_____		
V. Summary							
Grazing	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
(AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	(\$/hr.)	(%)
8	1.75	4	320	234	855	10.74	10.04
						@ 8hrs.	

TABLE B2  
 BEEF COW UNIT, FEEDER CALF SOLD, OCTOBER  
 REPLACEMENTS FIRST CALVE AS 2 YEAR OLDS, 92% CALF CROP,  
 16% REPLACEMENTS RAISED, ONE BULL PER 25 COWS

		Your Estimate
<b>I. Gross Income</b>		
Steer calf	4.75 cwt x \$84.00 x .46	\$183.54
Heifer calf	4.25 cwt x \$74.00 x .28	88.00
Cull heifer	6.4 cwt x \$65.00 x .02	8.32
Cull Cow	10.00 cwt x \$45.00 x .15	<u>67.50</u>
Total Income		<u>\$374.12</u>
<b>II. Operating Costs</b>		
Purchased feed		
Supplement	1.5 cwt @ \$12.50	18.75
Mineral Salt	0.6 cwt @ 9.00	5.40
Breeding charge		12.00
Veterinary and drugs		7.20
Supplies		5.00
Marketing		6.00
	(Data Bank Costs - \$54.35)	
Raised Feed		
Corn	9 bus. @ 3.00	27.00
Oats	4 bus. @ 2.00	8.00
Alfalfa Hay	.4 ton @ 45.00	18.00
Prairie Hay	1.3 ton @ 40.00	52.00
Pasture	8 AUM @ 12.00	<u>96.00</u>
Total Direct Operating Costs		<u>\$255.35</u>
<b>III. Income Over Direct Operating Costs (I minus II)</b>		<u>\$92.07</u>
<b>IV. Average Operating Capital Requirements</b>		
Average cow value		\$600.00
1/25 bull @ \$2,000		80.00
Replacement charge per cow (16% of \$700)		112.00
Grain and forage (.2 x \$201)		40.00
Other Direct Costs (.5 x \$54)		<u>27.00</u>
Total		<u>\$859.00</u>

**V. Summary**

	Hay Equiv. (Tons)	Corn Equiv. (Bu.)	Total Gross Income (. . . . Dollars)	Direct Operating Costs (. . . . Dollars)	Average Operating Capital (. . . . Dollars)	Labor Return (\$/hr.)	Operating Capital Return (%)
Grazing (AUM's)	8	11	347	255	859	10.22 @ 9hrs.	10.71

TABLE B3  
 BEEF COW UNIT, FEEDERS SOLD, JANUARY  
 REPLACEMENTS FIRST CALVE AS 2 YEAR OLDS, 92% CALF CROP,  
 16% REPLACEMENTS RAISED, ONE BULL PER 25 COWS

		Your Estimate
<b>I. Gross Income</b>		
Steer calf	5.25 cwt x \$83.00 x .46	\$200.45
Heifer calf	4.75 cwt x \$73.00 x .28	97.09
Cull heifer	6.00 cwt x \$65.00 x .02	7.80
Cull Cow	10.00 cwt x \$45.00 x .15	67.50
Minus calf death loss after October (1% of \$305.34)		<u>-3.05</u>
Total Income		<u>\$369.79</u>
<b>II. Operating Costs</b>		
Purchased feed		
Supplement	1.5 cwt @ \$12.50	18.75
Mineral Salt	0.65 cwt @ 9.00	5.85
Breeding charge		12.00
Veterinary and drugs		7.20
Supplies		5.00
Marketing		7.50
	(Data Bank Costs - \$56.30)	
Raised Feed		
Corn	4 bus. @ 3.00	12.00
Oats	6 bus. @ 2.00	12.00
Alfalfa Hay	0.5 ton @ 45.00	22.50
Prairie Hay	1.6 ton @ 40.00	64.00
Pasture	8.3 AUM @ 12.00	<u>99.60</u>
Total Direct Operating Costs		<u>\$266.40</u>
<b>III. Income Over Direct Operating Costs (I minus II)</b>		<u>\$103.39</u>
<b>IV. Average Operating Capital Requirements</b>		
Average cow value		\$600.00
1/25 bull @ \$2,000		80.00
Replacement charge per cow (16%) of &700		112.00
Grain and forage (.25 x \$210)		53.00
Other Direct Costs (.6 x \$56)		<u>34.00</u>
Total		<u>\$879.00</u>

**V. Summary**

	Hay Equiv. (Tons)	Corn Equiv. (Bu.)	Total Gross Income (. . . . Dollars. . . .)	Direct Operating Costs	Average Operating Capital	Labor Return (\$/hr.) @ 9hrs.	Operating Capital Return (%)
Grazing (AUM's)	8	1.75	370	266	879	11.49	11.76



TABLE B 4  
BEEF COW UNIT, CROSSBRED FEEDERS SOLD, OCTOBER,  
92% CALF CROP, REPLACEMENTS RAISED,  
AT RATE OF 16%, ONE BULL PER 25 COWS

							Your Estimate	
I. Gross Income								
Steer calf			5.25 cwt x \$84.00 x .46		\$202.86		_____	
Heifer calf			4.75 cwt x \$74.00 x .28		98.42		_____	
Cull heifer			7.0 cwt x \$65.00 x .02		9.10		_____	
Cull Cow			12.00 cwt x \$45.00 x .15		<u>81.00</u>		_____	
			Total Income		\$391.38		_____	
II. Operating Costs								
Purchased feed								
Supplement			1.75 cwt @ \$12.50		21.87		_____	
Mineral Salt			0.7 cwt @ 9.00		6.30		_____	
Breeding charge					12.00		_____	
Veterinary and drugs					7.20		_____	
Supplies					5.00		_____	
Marketing					7.50		_____	
			(Data Bank Costs - \$59.87)					
Raised Feed								
Corn			4 bus. @ 3.00		12.00		_____	
Oats					0		_____	
Alfalfa Hay			.5 ton @ 45.00		22.50		_____	
Prairie Hay			1.6 ton @ 40.00		64.00		_____	
Pasture			9.6 AUM @ 12.00		<u>115.20</u>		_____	
			Total Direct Operating Costs		\$273.57			
III. Income Over Direct Operating Costs (I minus II)					\$117.81			
IV. Average Operating Capital Requirements								
Average cow value							\$650.00	_____
1/25 bull @ \$2,000							80.00	_____
Replacement charge per cow (16% of &700)							112.00	_____
Grain and forage (.2 x \$214)							43.00	_____
Other Direct Costs (.5 x \$60)							<u>30.00</u>	_____
			Total		\$915.00		_____	
V. Summary								
	Hay	Corn	Total	Direct	Average	Operating		
Grazing	Equiv.	Equiv.	Gross	Operating	Operating	Labor	Capital	
(AUM's)	(Tons)	(Bu.)	Income	Costs	Capital	Return	Return	
			(. . . . Dollars. . . . .)			(\$/hr.)	(%)	
9.6	2.1	4	391	274	915	13.11	12.89	
						@ 9hrs.		

TABLE B5  
 RAISING BEEF HEIFERS, BRED TO CALVE AS TWO YEAR OLDS:  
 ENTER AS 375 POUND CALVES, OCTOBER:  
 SELL 900 POUND BRED HEIFERS, 2% DEATH LOSS

			Your Estimate
<b>I. Gross Income</b>			
Bred Heifer	.95 head x \$700.00	\$665.00	
Non-Breeder or Cull	6.0 xwt x \$66.00 x .05	19.80	
Minus death loss	(2.% of \$684.80)	<u>-13.70</u>	
Total Income		\$671.10	
<b>II. Operating Costs</b>			
Heifer calf	3.75 cwt @ \$75.00	\$281.25	
Purchased feed			
Supplement	2.0 cwt @ \$12.50	25.00	
Mineral Salt	0.3 cwt @ 9.00	2.70	
Breeding Charge		12.00	
Veterinary and drugs		5.50	
Supplies		10.00	
Marketing		7.50	
	(Data Bank Costs - \$343.95)		
Raised Feed			
Oats	24 bus. @ 2.00	48.00	
Alfalfa Hay	.3 ton @ 45.00	13.50	
Grass Hay	.9 ton @ \$40.00	36.00	
Pasture	5 AVM @ \$12.00	<u>60.00</u>	
Total Direct Operating Costs		\$501.45	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$169.65	
<b>IV. Average Operating Capital Requirements</b>			
Heifer calf investment	(1.3 x \$281.25)	\$366.00	
Forage and grain	(.7 x \$157.50)	110.00	
Other direct costs	(.8 x \$62.70)	<u>50.00</u>	
Total		\$526.00	

<b>V. Summary</b>			Total	Direct	Average	Operating	
Grazing	Hay	Corn	Gross	Operating	Operating	Labor	
(AUM's)	Equiv.	Equiv.	Income	Costs	Capital	Return	
(AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )	( . . . . )	( . . . . )	(\$/hr.)	
(AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )	( . . . . )	( . . . . )	(\$/hr.)	Operating Return (%)
0	1.24	12	671	501	526	14.13	32.25
						@12hrs.	

TABLE B6  
 WINTERING AND SUMMER GRAZING STEER CALVES, 10 MONTHS,  
 OCTOBER 15 TO AUGUST 15, AVERAGE DAILY GAIN 0.8 POUNDS FOR 6 MONTHS  
 1.6 POUNDS FOR 4 MONTHS

		Your Estimate					
<b>I. Gross Income</b>							
Stocker or Feeder Steer	7.8 cwt x \$70.00	\$546.00					
Minus death loss	(2.5% of \$546.00)	<u>-13.65</u>					
Total Income		<u>\$532.35</u>					
<b>II. Operating Costs</b>							
Steer calf	4.25 cwt @ \$85.00	\$361.25					
Purchased feed							
Supplement	2.0 cwt @ \$12.50	25.00					
Mineral Salt	0.2 cwt @ 9.00	1.80					
Veterinary and drugs		4.50					
Supplies		7.50					
Marketing		8.00					
	(Data Bank Costs - \$408.05)						
Raised Feed							
Grass Hay	.75 ton @ 40.00	30.00					
Pasture	3.2 AVM @ \$12.00	<u>38.40</u>					
Total Direct Operating Costs		<u>\$476.45</u>					
<b>III. Income Over Direct Operating Costs (I minus II)</b>		<u>\$55.90</u>					
<b>IV. Average Operating Capital Requirements</b>							
Steer calf investment	(.9 x \$361.25)	\$325.00					
Forage and grain	(.5 x \$68.40)	34.00					
Other direct costs	(.6 x \$46.80)	<u>28.00</u>					
Total		<u>\$387.00</u>					
<b>V. Summary</b>							
Grazing	Hay	Corn	Total	Direct	Average	Labor	Operating
(AUM's)	Equiv.	Equiv.	Gross	Operating	Operating	Return	Capital
	(Tons)	(Bu.)	Income	Costs	Capital	(\$/hr.)	Return
3.2	.75	0	532	476	387	13.98	14.44
						@ 4hrs.	

TABLE B6A  
WINTER STEER CALF 2.5 MONTHS (MARCH 1 - MAY 15) TO GAIN  
1.5 POUNDS PER DAY, SUMMER GRAZE 3.5 MONTHS (MAY 15-  
SEPT. 1) TO GAIN 158 POUNDS, TOTAL GAIN 270 POUNDS

		Your Estimate
<b>I. Gross Income</b>		
Feeder Steer	7.7 cwt x \$70.00	\$539.00
Minus death loss	(1.% of \$539.00)	-5.39
Total Income		\$533.61
<b>II. Operating Costs</b>		
Steer calf	5.0 cwt @ \$82.50	\$412.50
Purchased feed		
Supplement		1.88
Mineral Salt	0.1 cwt @ 9.00	.90
Veterinary and drugs		4.50
Supplies		5.00
Marketing		8.00
	(Data Bank Costs - \$432.78)	
Raised Feed		
Oats	6 bus. @ 2.00	12.00
Alfalfa Hay	.14 ton @ 45.00	6.30
Corn silage	.86 ton @ 18.00	15.48
Pasture	2.0 AVM @ \$12.00	24.00
Total Direct Operating Costs		\$490.56
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$43.05
<b>IV. Average Operating Capital Requirements</b>		
Steer calf investment	(.5 x \$412.50)	\$206.00
Forage and grain	(.3 x \$57.78)	17.00
Other direct costs	(.2 x \$15.40)	3.00
Total		\$226.00

**V. Summary**

	Hay Equiv. (Tons)	Corn Equiv. (Bu.)	Total Gross Income (. . . . Dollars)	Direct Operating Costs (. . . . Dollars)	Average Operating Capital (. . . . Dollars)	Labor Return (\$/hr.) @ 2hrs.	Operating Capital Return (%)
Grazing (AUM's)	0	.4	534	491	226	21.58	19.05

TABLE B7  
WINTERING STEER CALVES,  
6 MONTHS, OCTOBER TO APRIL  
GAIN 175 POUNDS

			Your Estimate
<b>I. Gross Income</b>			
Feeder Steer	6.0 cwt x \$78.00	\$468.00	
Minus death loss	(1.5% of \$468.00)	<u>-7.02</u>	
Total Income		\$460.98	
<b>II. Operating Costs</b>			
Steer calf	4.25 cwt @ \$85.00	\$361.25	
Purchased feed			
No Supplement		---	
Mineral Salt	0.1 cwt @ 9.00	.90	
Veterinary and drugs		3.00	
Supplies		4.80	
Marketing		9.00	
	(Data Bank Costs - \$378.95)		
Raised Feed			
Corn	6 bus. @ 3.00	18.00	
Alfalfa Hay	.23 ton @ 45.00	10.35	
Grass Hay	.52 ton @ 18.00	<u>20.80</u>	
Total Direct Operating Costs		\$428.10	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$32.88	
<b>IV. Average Operating Capital Requirements</b>			
Steer calf investment	(.5 x \$361.25)	\$181.00	
Forage and grain	(.5 x \$49.15)	25.00	
Other direct costs	(.2 x \$17.70)	<u>4.00</u>	
Total		\$210.00	

**V. Summary**

	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
Grazing (AUM's)	(Tons)	(Bu.)	(. . . . Dollars.)	(. . . .)	(. . . .)	(\$/hr.)	(%)
0	.78	6	461	428	210	10.96	15.65
						@ 3hrs.	

TABLE B8  
WINTERING STEER CALVES  
5 MONTHS, OCTOBER TO MARCH,  
GAIN 225 POUNDS

			Your Estimate
I. Gross Income			
Feeder Steer	6.5 cwt x \$76.00	\$494.00	
Minus death loss	(1.5% of \$494.00)	-7.41	
Total Income		\$486.59	
II. Operating Costs			
Steer calf	4.25 cwt @ \$85.00	\$361.25	
Purchased feed		---	
No Supplement		---	
Mineral Salt	0.1 cwt @ 9.00	.90	
Veterinary and drugs		3.00	
Supplies		4.00	
Marketing		10.50	
	(Data Bank Costs - \$379.55)		
Raised Feed			
Corn	8 bus. @ 3.00	24.00	
Oats	14 bus. @ 2.00	28.00	
Alfalfa Hay	.35 ton @ 45.00	15.75	
Corn silage	.65 ton @ 18.00	11.70	
No Pasture		---	
Total Direct Operating Costs		\$459.10	
III. Income Over Direct Operating Costs (I minus II)			\$27.49
IV. Average Operating Capital Requirements			
Steer calf investment	(.4 x \$361.25)	\$145.00	
Forage and grain	(.5 x \$79.45)	40.00	
Other direct costs	(.2 x \$18.40)	4.00	
Total		\$189.00	
V. Summary			
Grazing	Hay Equiv.	Corn Equiv.	Total Gross Income
(AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )
0	.63	15	487
			Direct Operating Costs
			( . . . . Dollars . . . . )
			459
			Average Operating Capital
			189
			Labor Return
			9.18
			@ 3hrs.
			Operating Capital Return
			14.55

TABLE B9  
WINTERING HEIFER CALVES,  
5 MONTHS, OCTOBER TO MARCH,  
AVERAGE DAILY GAIN 1.5 POUNDS

			Your Estimate				
I. Gross Income							
Feeder Heifer	6.0 cwt x \$68.00	\$408.00					
Minus death loss	(1.5% of \$408.00)	-6.12					
Total Income		\$401.88					
II. Operating Costs							
Heifer calf	3.75 cwt @ \$75.00	\$281.25					
Purchased feed							
No Supplement		---					
Mineral Salt	0.1 cwt @ 9.00	.90					
Veterinary and drugs		3.00					
Supplies		4.00					
Marketing		10.50					
	(Data Bank Costs - \$299.65)						
Raised Feed							
Corn	8 bus. @ 3.00	24.00					
Oats	13 bus. @ 2.00	26.00					
Alfalfa Hay	.30 ton @ 45.00	13.50					
Corn silage	.60 ton @ 18.00	10.80					
No Pasture		----					
Total Direct Operating Costs		\$373.95					
III. Income Over Direct Operating Costs (I minus II)			\$27.93				
IV. Average Operating Capital Requirements							
Heifercalf investment	(.4 x \$281.15)	\$112.00					
Forage and grain	(.5 x \$74.30)	37.00					
Other direct costs	(.2 x \$18.40)	4.00					
Total		\$153.00					
V. Summary							
Grazing	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
(AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )			(\$/hr.)	(%)
0	.54	14	402	374	153	9.31	18.25
						@ 3hrs.	

TABLE B10  
 SUMMER GRAZING STOCKER STEERS,  
 5.5 MONTHS, APRIL TO SEPTEMBER  
 GAIN 225 POUNDS

			Your Estimate
I. Gross Income			
Feeder Steer	8.15 cwt x \$68.00	\$561.00	
Minus death loss	(.5% of \$561.00)	-2.80	
Total Income		\$558.20	
II. Operating Costs			
Stocker Steer	6.0 cwt @ \$78.00	\$468.00	
Purchased feed			
No Supplement		---	
Mineral Salt	0.12 cwt @ 9.00	1.08	
Veterinary and drugs		2.50	
Supplies		4.40	
Marketing		12.00	
	(Data Bank Costs - \$487.98)		
Raised Feed			
Pasture	3.9 AVM @ \$12.00	46.80	
Total Direct Operating Costs		\$534.78	
III. Income Over Direct Operating Costs (I minus II)		\$23.42	
IV. Average Operating Capital Requirements			
Steer calf investment	(.5 x \$468.00)	\$234.00	
Forage and grain	(.3 x \$46.80)	14.00	
Other direct costs	(.2 x \$19.98)	4.00	
Total		\$252.00	

V. Summary

	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
Grazing (AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	(\$/hr.)	(%)
3.9	0	0	558	535	252	10.70	9.29 ✓
						@ 2hrs.	



TABLE B10A  
 SUMMER GRAZING STEERS, 500 POUND,  
 5.5 MONTHS, APRIL TO SEPTEMBER  
 GAIN 225 POUNDS

			Your Estimate
<b>I. Gross Income</b>			
Feeder Steer	7.5 cwt x \$73.00	\$547.50	
Minus death loss	(.5% of \$547.50)	-2.73	
Total Income		\$544.77	
<b>II. Operating Costs</b>			
Stocker Steer	4.25 cwt @ \$82.00	\$410.00	
Purchased feed		---	
No Supplement		---	
Mineral Salt	0.12 cwt @ 9.00	1.08	
Veterinary and drugs		2.50	
Supplies		4.40	
Marketing		12.00	
	(Data Bank Costs - \$429.98)		
Raised Feed			
Pasture	3.4 AVM @ \$12.00	40.80	
Total Direct Operating Costs		\$470.80	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$73.99	
<b>IV. Average Operating Capital Requirements</b>			
Steer calf investment	(.5 x \$410.00)	\$205.00	
Forage and grain	(.3 x \$40.80)	13.00	
Other direct costs	(.2 x \$19.98)	4.00	
Total		\$222.00	

**V. Summary**

	Hay	Corn	Total	Direct	Average	Labor	Operating
Grazing	Equiv.	Equiv.	Gross	Operating	Operating	Return	Capital
(AUM's)	(Tons)	(Bu.)	Income	Costs	Capital	(\$/hr.)	(%)
			(. . . . Dollars. . . . .)				
3.4	0	0	545	471	222	37.00	33.32
						@21hrs.	

TABLE B11  
 FULL FED STEER CALF, LIBERAL GRAIN,  
 GAIN 650 POUNDS IN 11 MONTHS ON FEED

			Your Estimate				
I. Gross Income							
Slaughter Steer	10.75 cwt x \$70.00	\$752.50					
Minus death loss	(2% of \$752.50)	-15.05					
Total Income		\$737.45					
II. Operating Costs							
Steer calf	4.25 cwt @ \$85.00	\$361.25					
Purchased feed							
Supplement	2.25 cwt @ \$12.50	28.13					
Mineral Salt	0.3 cwt @ 9.00	2.70					
Veterinary and drugs		8.00					
Supplies		8.80					
Marketing		13.50					
	(Data Bank Costs - \$419.38)						
Raised Feed							
Corn	48 bus. @ 3.00	144.00					
Oats	10 bus. @ 2.00	20.00					
Alfalfa Hay	.9 ton @ 45.50	40.50					
Grass Hay	.4 ton @ \$40.00	16.00					
Total Direct Operating Costs		\$639.88					
III. Income Over Direct Operating Costs (I minus II)			\$97.57				
IV. Average Operating Capital Requirements							
Steer calf investment	(.9 x \$361.25)	\$325.00					
Forage and grain	(.3 x \$220.50)	66.00					
Other direct costs	(.5 x \$58.13)	29.00					
Total		\$420.00					
V. Summary							
Grazing (AUM's)	Hay Equiv. (Tons)	Corn Equiv. (Bu.)	Total Gross Income (. . . . Dollars. . . .)	Direct Operating Costs (. . . . Dollars. . . .)	Average Operating Capital (. . . . Dollars. . . .)	Labor Return (\$/hr.) @ 7hrs.	Operating Capital Return (%)
0	1.4	53	737	640	420	13.94	23.23

TABLE B12  
WINTER STEER CALF, FEED ON PASTURE 90 DAYS, FULL FEED  
IN DRYLOT 60 DAYS, GAIN 675 POUNDS  
IN 12 MONTHS ON FARM

							Your Estimate	
I. Gross Income								
	Slaughter Steer	11.0 cwt x \$70.00		\$770.00			_____	
	Minus death loss	(2% of \$770.00)		-15.40			_____	
	Total Income			\$754.60			_____	
II. Operating Costs								
	Steer calf	4.25 cwt @ \$85.00		\$361.25			_____	
	Purchased feed							
	Supplement	1.3 cwt @ \$12.50		16.25			_____	
	Mineral Salt	0.3 cwt @ 9.00		2.70			_____	
	Veterinary and drugs			5.00			_____	
	Supplies			9.60			_____	
	Marketing			12.00			_____	
		(Data Bank Costs - \$406.80)						
	Raised Feed							
	Corn	42 bus. @ 3.00		126.00			_____	
	Alfalfa Hay	0.6 ton @ 45.50		27.00			_____	
	Corn silagea	3.2 ton @ 18.00		57.60			_____	
	Pasture	1.0 AVM @ 12.00		12.00			_____	
	Total Direct Operating Costs			\$629.40			_____	
III. Income Over Direct Operating Costs (I minus II)							\$125.20	_____
IV. Average Operating Capital Requirements								
	Steer calf investment	(.5 x \$361.25)		\$181.00			_____	
	Forage and grain	(.3 x \$220.60)		61.00			_____	
	Other direct costs	(.5 x \$45.55)		23.00			_____	
	Total			\$271.00			_____	
V. Summary								
	Grazing (AUM's)	Hay Equiv. (Tons)	Corn Equiv. (Bu.)	Total Gross Income (. . . . Dollars)	Direct Operating Costs	Average Operating Capital	Labor Return (\$/hr.) @ 7hrs.	Operating Capital Return (%)
	1	1.82	42	755	629	271	17.89	46.20

TABLE B13  
 FULL FED HEAVY STEER CALF, LIBERAL GRAIN  
 GAIN 575 POUNDS IN 8.5  
 MONTHS ON FARM

			Your Estimate
<b>I. Gross Income</b>			
Slaughter Steer	11.0 cwt x \$70.00	\$770.00	
Minus death loss	(2% of \$770.00)	<u>-15.40</u>	
Total Income		\$754.60	
<b>II. Operating Costs</b>			
Steer calf	5.25 cwt @ \$82.00	\$430.50	
Purchased feed			
Supplement	1.5 cwt @12.50	18.75	
Mineral Salt	0.25 cwt @ 9.00	2.25	
Veterinary and drugs		4.75	
Supplies		6.80	
Marketing		12.00	
	(Data Bank Costs - \$475.05)		
Raised Feed			
Corn	52 bus. @ 3.00	156.00	
Alfalfa Hay	.35 ton @ 45.00	20.00	
Grass Hay	.60 @ 40.00	<u>24.00</u>	
Total Direct Operating Costs		\$675.05	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$79.55	
<b>IV. Average Operating Capital Requirements</b>			
Steer calf investment	(.8 x \$430.50)	\$344.00	
Forage and grain	(.3 x \$200.00)	60.00	
Other direct costs	(.5 x \$44.55)	<u>22.00</u>	
Total		\$189.00	

**V. Summary**

	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
Grazing (AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	(\$/hr.)	(%)
0	1.16	52	754	675	426	15.91	18.67
						@ 5hrs.	

TABLE B14  
 FULL FED HEIFER CALF, LIBERAL ROUGHAGE  
 GAIN 550 POUNDS IN 9.5 MONTHS ON FEED

			Your Estimate
<b>I. Gross Income</b>			
Slaughter Heifer	9.25 cwt x \$66.00	\$610.50	
Minus death loss	(2% of \$610.50)	-12.21	
<b>Total Income</b>		<b>\$598.29</b>	
<b>II. Operating Costs</b>			
Heifer calf	3.75 cwt @ \$75.00	\$281.25	
Purchased feed			
Supplement	2.0 cwt @ 12.50	25.00	
Mineral Salt	0.25 cwt @ 9.00	2.25	
Veterinary and drugs		5.00	
Supplies		7.60	
Marketing		12.00	
	(Data Bank Costs - \$333.10)		
Raised Feed			
Corn	40 bus. @ 3.00	120.00	
Oats	8 bus. @ 2.00	16.00	
Alfalfa Hay	0.8 ton @ 45.00	16.00	
Grass Hay	0.2 ton @ 40.00	8.00	
<b>Total Direct Operating Costs</b>		<b>\$513.10</b>	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		<b>\$85.19</b>	
<b>IV. Average Operating Capital Requirements</b>			
Steer calf investment	(.8 x \$281.25)	\$225.00	
Forage and grain	(.3 x \$180.00)	54.00	
Other direct costs	(.5 x \$44.25)	22.00	
<b>Total</b>		<b>\$301.00</b>	

**V. Summary**

	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
Grazing (AUM's)	(Tons)	(Bu.)	(. . . . Dollars. . . . .)	(. . . . Dollars. . . . .)	(. . . .)	(\$/hr.)	(%)
0	1.144	598	513	301	14.20	14.20 @ 6hrs.	28.30

TABLE B15  
FINISHING YEARLING STEER, LIBERAL ROUGHAGE,  
GAIN 500 POUNDS IN 7.5 MONTHS ON FEED

		Your Estimate
<b>I. Gross Income</b>		
Slaughter Steer	11.5 cwt x \$70.00	\$805.00
Minus death loss	(1% of \$805.00)	<u>-8.05</u>
Total Income		<u>\$796.95</u>
<b>II. Operating Costs</b>		
Yearling Heifer	6.5 cwt @ \$75.00	\$487.50
Purchased feed		
Supplement	1.1 cwt @ 12.50	13.75
Mineral Salt	0.15 cwt @ 9.00	1.35
Veterinary and drugs		2.00
Supplies		6.00
Marketing		15.00
	(Data Bank Costs - \$525.60)	
Raised Feed		
Corn	44 bus. @ 3.00	132.00
Alfalfa Hay	.4 ton @ 45.00	18.00
Grass Hay	.96 ton @ 18.00	<u>38.40</u>
Total Direct Operating Costs		<u>\$714.00</u>
<b>III. Income Over Direct Operating Costs (I minus II)</b>		<u>\$82.95</u>
<b>IV. Average Operating Capital Requirements</b>		
Steer calf investment	(.7 x \$487.50)	\$341.00
Forage and grain	(.3 x \$188.40)	57.00
Other direct costs	(.5 x \$38.10)	<u>19.00</u>
Total		<u>\$417.00</u>

**V. Summary**

	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
Grazing	(Tons)	(Bu.)	(. . . . Dollars. . . . .)			(\$/hr.)	(%)
0	1.41	44	797	714	417	16.59	19.89
						@ 5hrs.	

TABLE B16  
FEED OUT YEARLING HEIFERS, LIBERAL CORN SILAGE,  
GAIN 450 POUNDS IN 7 MONTHS  
ON FARM

			Your Estimate
<b>I. Gross Income</b>			
Slaughter Heifer	10.5 cwt x \$65.00	\$682.50	
Minus death loss	(1% of \$682.25)	-6.82	
Total Income		\$675.68	
<b>II. Operating Costs</b>			
Yearling Heifer	6.0 cwt @ \$63.00	\$378.00	
Purchased feed			
Supplement	2.0 cwt @ 12.50	25.00	
Mineral Salt	0.15 cwt @ 9.00	1.35	
Veterinary and drugs		2.00	
Supplies		5.60	
Marketing		13.50	
	(Data Bank Costs - \$425.45)		
Raised Feed			
Corn	32 bus. @ 3.00	96.00	
Alfalfa Hay	0.3 ton @ 45.00	23.50	
Corn silage	2.5 ton @ 18.00	45.00	
Total Direct Operating Costs		\$579.95	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$95.73	
<b>IV. Average Operating Capital Requirements</b>			
Steer calf investment	(.6 x \$378.00)	\$327.00	
Forage and grain	(.25 x \$54.50)	39.00	
Other direct costs	(.3 x \$47.45)	14.00	
Total		\$280.00	

**V. Summary**

	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
Grazing (AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	(\$/hr.)	(%)
0	1.24	32	678	580280	23.93	23.93 @ 4hrs.	34.19

TABLE B17  
FINISHING HEAVY STEERS, LIBERAL ROUGHAGE,  
GAIN 400 POUNDS IN 6 MONTHS ON FEED

			Your Estimate
<b>I. Gross Income</b>			
Slaughter Steer	11.8 cwt x \$70.00	\$826.00	
Minus death loss	(0.5% of \$826.00)	- 4.13	
Total Income		\$821.87	
<b>II. Operating Costs</b>			
Heavy Steer	7.8 cwt @ \$70.00	546.00	
Purchased feed			
Supplement	0.8 cwt @ 12.50	10.00	
Mineral Salt	0.1 cwt @ 9.00	.90	
Veterinary and drugs		2.00	
Supplies		4.80	
Marketing		14.00	
	(Data Bank Costs - \$577.70)		
Raised Feed			
Corn	.38 bus. @ 3.00	114.00	
Alfalfa Hay	.4 ton @ 45.00	18.00	
Grass hay	.8 ton @ 40.00	32.00	
No Pasture		---	
Total Direct Operating Costs		\$741.70	
III. Income Over Direct Operating Costs (I minus II)		\$ 80.17	
<b>IV. Average Operating Capital Requirements</b>			
Steer investment	(.5 x \$546.00)	\$273.00	
Forage and grain	(.2 x \$164.00)	33.00	
Other direct costs	(.4 x \$ 31.70)	13.00	
Total		\$319.00	

V. Summary

	Hay	Corn	Total	Direct	Average	Labor	Operating
Grazing	Equiv.	Equiv.	Gross	Operating	Operating	Return	Capital
(AUM's)	(Tons)	(Bu.)	Income	Costs	Capital	(\$/hr.)	Return
			(. . . . Dollars. . . .)				(%)
0	1.25	18	822	742	319	20.04	25.13
						@ 4 hrs.	



TABLE B18  
FINISHING YEARLING HEIFERS, LIBERAL GRAIN,  
GAIN 475 POUNDS IN 7 MONTHS ON FEED

			Your Estimate
<b>I. Gross Income</b>			
Slaughter Heifer	10.1 cwt x \$67.00	\$676.70	
Minus death loss	1% of \$676.70	- 6.77	
Total Income		\$669.93	
<b>II. Operating Costs</b>			
Yearling Heifer	5.35 cwt @ \$65.00	\$347.75	
Purchased feed			
Supplement	1.5 cwt @ 12.50	18.75	
Mineral Salt	0.1 cwt @ 9.00	.90	
Veterinary and drugs		2.00	
Supplies		5.60	
Marketing		13.50	
	(Data Bank Costs - \$388.50)		
Raised Feed			
Corn	50 bus. @ 3.00	150.00	
Oats			
Alfalfa Hay	0.2 ton @ 45.00	9.00	
Grass Hay	0.5 ton @ 40.00	20.00	
Total Direct Operating Costs		\$567.50	
III. Income Over Direct Operating Costs (I minus II)		102.43	
<b>IV. Average Operating Capital Requirements</b>			
Steer calf investment	(.6x \$347.75)	\$209.00	
Forage and grain	(.3x \$179.00)	54.00	
Other direct costs	(.5x \$ 40.75)	20.00	
Total		\$283.00	

V. Summary

Grazing	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
(AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	( . . . . )	(\$/hr.)	(%)
0	.72	50	670	568	283	\$25.61 @ 4 hrs.	36.19

TABLE B19  
 FULL FED DAIRY OR DAIRY CROSS STEER CALF, 60 DAYS AFTERMATH  
 HEAVY CORN SILAGE IN DRYLOT, GAIN 675 POUNDS  
 IN 12 MONTHS ON FARM

			Your Estimate
<b>I. Gross Income</b>			
Slaughter Steer (good)	11.35 x \$62.00	\$703.70	
Minus death loss	(2% of \$703.70)	-14.07	
Total Income		\$689.63	
<b>II. Operating Costs</b>			
Steer Calf (good)	4.6 cwt @ \$65.00	299.00	
Purchased feed			
Supplement	1.5 cwt \$ 12.50	18.75	
Mineral Salt	0.2 cwt @ 9.00	1.80	
Veterinary and drugs		4.80	
Supplies		7.20	
Marketing		13.80	
	(Data Bank Costs - \$345.35)		
Raised Feed			
Corn	27 bus. @ 3.00	81.00	
Alfalfa Hay	0.6 ton @ 45.00	27.00	
Corn silage	4.65 ton @ 18.00	83.70	
Aftermath	1.0 AUM @ 12.00	12.00	
Total Direct Operating Costs		549.05	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		140.58	
<b>IV. Average Operating Capital Requirements</b>			
Steer calf investment ( 1 x \$299.00)		299.00	
Forage and grain (.5 x 203.70)		102.00	
Other direct costs (.5 x 446.35)		23.00	
Total		\$424.00	

**V. Summary**

	Hay	Corn	Total	Direct	Average	Labor	Operating
Grazing	Equiv.	Equiv.	Gross	Operating	Operating	Return	Capital
(AUM's)	(Tons)	(Bu.)	Income	Costs	Capital	(\$/hr.)	Return
			(. . . . Dollars. . . . .)				(%)
0	2.35	27	690	549	424	20.08	33.15
						@ 7 hrs.	

TABLE S20  
 EWE AND LAMBS, SELL 120% LAMB CROP IN MAY-JUNE AS FEEDERS,  
 20% REPLACEMENT EWES RAISED, 2% EWE DEATH LOSS

		Your Estimate
<b>I. Gross Income</b>		
Feeder lambs	.7 cwt x 1.0 x \$72.00	\$50.40
Lamb wool incentive	.7 cwt x 1.0 x 1.40	.98
Shorn Wool	12 lbs x \$0.70	8.40
Wool incentive payment	12 lbs x 0.40	4.80
Cull ewe	130 lbs x .18 x \$0.12	2.81
Total Income		\$67.39

<b>II. Operating Costs</b>		
Purchased feed		
Supplement	.25 cwt @ \$12.50	3.13
Mineral Salt	.19 cwt @ 9.00	1.71
Breeding charge		2.05
Veterinary and drugs		2.75
Shearing		1.85
Supplies		2.20
Marketing		1.75
	(Data Bank Costs - \$15.43)	
Raised feed		
Corn equiv.	1.6 bus. @ 3.00	4.80
Alfalfa hay	.18ton @45.00	8.10
Prairie hay	.25ton @40.00	10.00
Pasture	1.16AUM @12.00	13.92
Total Direct Operating Costs		\$52.25

III. Income Over Direct Operating Costs (I minus II) \$15.14

<b>IV. Average Operating Capital Requirements</b>		
Average ewe value		\$62.00
Replacement per ewe (20% of \$90)		18.00
1/35 ram @ \$210		6.00
Grain and forage (.2 x \$37)		7.00
Other direct costs (.5 x \$45)		8.00
Total		\$101.00

V. Summary				Total	Direct	Average	Labor	Oper.
Lamb Crop	Hay	Corn	Total	Oper.	Oper.	Return	Capital	
Marketed	Grazing	Equiv.	Equiv.	Income	Costs	Capital	Returns	
(%)	(AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . )	( \$/hr. )	( % )	( % )	
100	1.16	.405	1.6	67	51	101	4.00	15.84
110	1.17	.406	1.7	73	52	102	5.12	20.58
120	1.18	.407	1.8	78	53	103	5.95	24.27
130	1.19	.408	1.9	83	54	104	6.74	27.88
140	1.20	.409	2.0	88	55	105	7.50	31.43

@4.2 hrs.

TABLE S21  
 EWE AND LAMBS, SELL 100% LAMB CROP IN JULY AS MARKET LAMBS, 20%  
 REPLACEMENT EWES RAISED, 2% EWE DEATH LOSS

		Your Estimate
<b>I. Gross Income</b>		
Market lambs	.95 cwt x 1.0 x \$71.00	\$67.45
Lamb wool incentive	.95 cwt x 1.0 x \$1.40	1.33
Shorn Wool	12.00 pounds x \$0.70	8.40
Wool incentive payment	12.00 pounds x \$0.40	4.80
Cull ewe	130.00 pounds x .18 x \$0.12	2.87
Total Income		\$84.79

<b>II. Operating Costs</b>		
Purchased feed		
Supplement	.25 cwt @ \$12.50	3.13
Mineral Salt	.20 cwt @ 9.00	1.80
Breeding charge		2.05
Veterinary and drugs		3.00
Shearing		1.85
Supplies		2.45
Marketing		2.20
	(Data Bank Costs - \$16.48)	
Raised feed		
Corn equiv.	5.1 bush. @ 3.00	15.30
Alfalfa hay	.27 ton @ 45.00	12.15
Prairie hay	.25 ton @ 40.00	10.00
Pasture	1.16 AUM @ 12.00	13.92
Total Direct Operating Costs		\$67.85

III. Income Over Direct Operating Costs (I minus II) \$16.94

<b>IV. Average Operating Capital Requirements</b>		
Average ewe value		\$62.00
Replacement per ewe (20% of \$90)		18.00
1/35 ram @ \$210		6.00
Grain and forage (.2 x \$51)		10.00
Other direct costs (.5 x \$16)		8.00
Total		\$104.00

**V. Summary**

Lamb Crop Marketed	Grazing	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Returns
(%)	(AUM's)	(Tons)	(Bu.)	(. . . Dollars. . .)	(. . . Dollars. . .)	(. . . Dollars. . .)	(\$/hr.)	(%)
100	1.16	.495	5.1	85	68	104	4.85	16.34
110	1.17	.500	5.4	92	70	105	6.29	20.95
120	1.18	.505	5.7	99	72	106	7.71	25.47
130	1.19	.510	6.0	105	74	107	8.86	28.97
140	1.20	.515	6.3	112	76	108	10.29	33.33

@ 3.5 hrs.

TABLE S22  
 EWE AND LAMBS, SELL 120% LAMB CROP IN AUGUST AS  
 FEEDERS. 20% REPLACEMENT EWES RAISED, 2% EWE DEATH LOSS

		Your Estimate
<b>I. Gross Income</b>		
Market lambs	.7 cwt x 1.0 x \$70.00	49.00
Lamb wool incentive	.7 cwt x 1.0 x \$1.40	.98
Shorn Wool	12 lbs. x \$.070	8.40
Wool incentive payment	12 lbs. x \$0.40	4.80
Cull ewe	120 lbs x .18 x \$0.12	2.87
Total Income		\$65.99

<b>II. Operating Costs</b>		
Purchased feed		
Supplement	.4 cwt @ \$12.50	5.00
Mineral Salt	.9 cwt @ 9.00	1.71
Breeding charge		2.05
Veterinary and drugs		2.75
Shearing		1.85
Supplies		2.25
Marketing		1.75
	(Data Bank Costs - \$17.36)	
Raised feed		
Corn equiv.	.6 bus. @ 3.00	1.80
Alfalfa hay	.19 ton @ 45.00	8.55
Prairie hay	.25 ton @ 40.00	10.00
Pasture	1.36 AUM @ 12.00	16.32
Total Direct Operating Costs		\$54.03
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$15.96

<b>IV. Average Operating Capital Requirements</b>		
Average ewe value		\$62.00
Replacement per ewe	(20% of \$90)	18.00
1/35 ram @ 210		6.00
Grain and forage	(.2 x \$37)	7.00
Other direct costs	(.5 x \$17)	9.00
Total		\$102.00

V. Summary								
Lamb Crop Marketed	Hay Grazing	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Returns
(%)	(AUM's)	(Tons)	(Bu.)	( . . . . Dollars. . . . )	( . . . . )	( . . . . )	(\$/hr.)	(%)
100	13.60	.415	.60	66	54	102	3.00	11.76
110	13.85	.416	.65	71	55	103	3.90	15.53
120	14.10	.417	.70	76	56	104	4.76	19.23
130	14.35	.418	.75	81	57	105	5.58	22.86
140	14.60	.419	.80	86	58	106	6.36	26.42

@ 4.2hrs.

TABLE S23  
 EWE AND LAMBS, SELL 100% LAMB CROP IN  
 SEPTEMBER AS HALF FEEDERS-HALF MARKET LAMBS  
 20% REPLACEMENT EWES RAISED, 2% EWE DEATH LOSS

			Your Estimate
<b>I. Gross Income</b>			
Feeder lambs	.70 cwt x 0.5 x \$70.00	\$24.50	
Market lambs	.7 cwt x 0.5 x \$68.00	32.30	
Lamb wool incentive	.82 cwt x 1.0 x \$1.40	1.15	
Shorn Wool	12 lbs. x \$.070	8.40	
Wool incentive payment	12 lbs. x \$0.40	4.80	
Cull ewe	120 lbs x .18 x \$0.12	2.81	
Total Income		\$73.96	

<b>II. Operating Costs</b>			
Purchased feed			
Supplement	.4 cwt @ \$12.50	5.00	
Mineral Salt	.9 cwt @ 9.00	1.71	
Breeding charge		2.05	
Veterinary and drugs		2.90	
Shearing		1.85	
Supplies		2.20	
Marketing		2.00	
	(Data Bank Costs - \$17.80)		
Raised feed			
Corn equiv.	.79 bus. @ 3.00	2.37	
Alfalfa hay	.20 ton @ 45.00	9.00	
Prairie hay	.35 ton @ 40.00	14.00	
Pasture	1.36 AUM @ 12.00	16.32	
Total Direct Operating Costs		\$59.49	

III. Income Over Direct Operating Costs (I minus II) \$14.47

<b>IV. Average Operating Capital Requirements</b>			
Average ewe value		\$62.00	
Replacement per ewe	(20% of \$90)	18.00	
1/35 ram @ 210		6.00	
Grain and forage	(.2 x \$42)	8.00	
Other direct costs	(.5 x \$18)	9.00	
Total		\$103.00	

V. Summary								
Lamb Crop Marketed	Hay Grazing	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Returns	
(%)	(AUM's)	(Tons)	(Bu.)	( . . . . Dollars. . . . )	( . . . . )	(\$/hr.)	(%)	
100	1.36	.515	.79	74	59	103	14.56	
110	1.39	.515	.94	80	60	104	19.23	
120	1.42	.515	1.09	86	61	105	23.80	
130	1.45	.515	1.24	91	62	106	27.35	
140	1.48	.515	1.39	97	63	107	31.78	

TABLE S24  
RAISING REPLACEMENT EWES, SELL TO OTHERS  
FOR BREEDING FLOCK, SEPTEMBER 1

		Your Estimate
<b>I. Gross Income</b>		
Open ewes	1.2 cwt x \$75.00	\$90.00
Shorn wool	9 lbs x \$ 0.70	6.30
Wool incentive payment	9 lbs x \$ 0.40	3.60
Minus death loss	(2% of \$90)	- 1.80
Total Income		\$98.10
<b>II. Operating Costs</b>		
Ewe Lamb Cost	.7 cwt @ \$72.00	\$50.40
Purchased feed		
Mineral Salt	.16cwt @ 9.00	1.44
Veterinary and drugs		1.20
Shearing		1.50
Supplies		1.35
Marketing		1.75
	(Data Bank Costs - \$57.64)	
Raised feed		
Corn equiv.	.4 bus @ 3.00	1.20
Alfalfa hay	.16ton @45.00	7.20
Prairie hay	.20ton @40.00	8.00
Pasture	.7 AUM @12.00	8.40
Total Direct Operating Costs		\$82.44
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$15.66
<b>IV. Average Operating Capital Requirements</b>		
Ewe lamb purchase cost		\$50.00
Grain and forage (.2 x \$25.00)		5.00
Other direct costs (.5 x \$8.00)		4.00
Total		\$59.00

**V. Summary**

	Hay Equiv. (Tons)	Corn Equiv. (Bu.)	Total Gross Income (. . . . Dollars.)	Direct Operating Costs	Average Operating Capital (. . . )	Labor Return (\$/h4.)	Operating Capital Returns (%)
Grazing (AUM's)	.7	.4	98	82	59	6.26 @2.5 hrs.	26.54

TABLE S25  
100 FEEDER LAMBS, DRYLOT, 2 MONTH FEEDING PERIOD  
GAIN 35 POUNDS PER LAMB

			Your Estimate				
<b>I. Gross Income</b>							
Market lambs	1.5 cwt x 100 x \$68.00	7140.00					
Lamb wool incentive	.35 cwt x 100 x \$1.40	49.00					
Death loss	(2% of \$7140.00)	-142.80					
Total Income		\$7046.20					
<b>II. Operating Costs</b>							
Purchase feeder	.7 cwt x 100 x \$70.00	\$4900.00					
Purchased feed							
Mineral Salt	5 cwt @ 9.00	45.00					
Veterinary and drugs	90¢ per lamb	90.00					
Shearing		1.85					
Supplies		30.00					
Marketing		160.00					
	(Data Bank Costs - \$5225.00)						
Raised feed							
Corn equiv.	240 bus. @ 3.00	720.00					
Alfalfa hay	6 ton @ 45.00	270.00					
Prairie hay	.0.5 ton @ 40.00	20.00					
Total Direct Operating Costs		\$6235.00					
<b>III. Income Over Direct Operating Costs (I minus II)</b>			\$811.20				
<b>IV. Average Operating Capital Requirements</b>							
Purchase feeders	(.3 x \$4900.00)	\$1470.00					
Grain and forage	(.1 x \$1010.00)	101.00					
Other direct costs	(.2 x \$325)	65.00					
Total		\$1636.00					
<b>V. Summary</b>							
Grazing	Hay	Corn	Total	Direct	Average	Labor	Operating
(AUM's)	Equiv.	Equiv.	Gross	Operating	Operating	Return	Capital
---	(Tons)	(Bu.)	Income	Costs	Capital	(\$/hr.)	Returns
---	6.45	240	7046	6235	1636	33.80	49.58
						@ 24 hrs.	



TABLE H26  
 SOW AND ONE LITTER, RAISING AND FINISHING BUTCHER HOGS,  
 6.5 PIGS SOLD PER SOW, ONE SAVED FOR REPLACEMENT,  
 APRIL FARROWING, MARKET 225 POUND BUTCHER HOGS

		Your Estimate
<b>I. Gross Income</b>		
Butcher hogs	6.5 x 2.25 x \$50.00	\$731.25
Sow	4.0 cwt X \$40.00	160.00
Minus death loss	(1.5% of \$160.00)	-2.40
Total Income		\$888.85
<b>II. Operating Costs</b>		
Purchased feed		
Creep starter	3.0 cwt @ 20.00	\$ 60.00
Supplement	8.0 cwt @ \$17.00	136.00
Mineral Salt	0.7 cwt @ 9.00	6.30
Breeding Charge		8.00
Veterinary and drugs		24.00
Supplies		15.00
Marketing		18.00
	(Data Bank Costs - \$265.30)	
Raised Feed		
Corn	90 bus. @ 3.00	270.00
Oats	20 bus. @ 2.00	40.00
Legume Pasture	1.5 AVM @ 12.00	18.00
Total Direct Operating Costs		\$593.30
<b>III. Income Over Direct Operating Costs (I minus II)</b>		<b>\$295.55</b>
<b>IV. Average Operating Capital Requirements</b>		
Average sow value		\$135.00
1/25 boar @ \$225		9.00
Grain and forage (.2 x \$328)		66.00
Other direct costs (.4 x \$265)		106.00
Total		\$316.00

**V. Summary**

Pigs	Hay	Corn	Total	Direct	Average	Labor	Operating
Mktd	Grazing	Equiv.	Gross	Operating	Operating	Return	Capital
(AUM's)	(Tons)	(Bu.)	Income	Costs	Capital	(\$/hr.)	(%)
			(. . . . Dollars. . . . .)				
6.5	1.5	0	889	593	316	14.80	93.7
7.5	1.5	0	1001	667	339	16.70	98.5
8.5	1.5	0	1114	740	362	18.70	103.3
						@ 20hrs.	

TABLE H27  
 SOW AND TWO LITTERS, RAISING AND FINISHING BUTCHER HOGS  
 15 PIGS SOLD PER SOW, MARCH AND SEPTEMBER FARROWING  
 ONE SAVED FOR REPLACEMENT FROM MARCH LITTER,  
 MARKET 225 POUND BUTCHER HOGS

			Your Estimate
<b>I. Gross Income</b>			
Butcher hogs (sold spring)	8 x 2.25 x \$50.00	\$900.00	
Butcher hogs (sold fall)	7 x 2.25 x \$50.00	787.50	
Sow	4.5 cwt X \$40.00	180.00	
Minus death loss	(2% of \$180.00)	-3.60	
Total Income		\$1863.90	
<b>II. Operating Costs</b>			
Purchased feed			
Creep starter	5.8 cwt @ 20.00	\$116.00	
Supplement	16.5 cwt @ \$17.00	280.50	
Mineral Salt	1.7 cwt @ 9.00	15.30	
Breeding Charge		8.00	
Veterinary and drugs		48.00	
Supplies		21.70	
Marketing		47.80	
	(Data Bank Costs - \$537.30)		
Raised Feed			
Corn	185 bus. @ 3.00	555.00	
Oats	30 bus. @ 2.00	60.00	
Alfalfa hay	0.4 ton @ 45.00	18.00	
Legume Pasture	2 AVM @ 12.00	24.00	
Total Direct Operating Costs		\$1194.30	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$669.60	
<b>IV. Average Operating Capital Requirements</b>			
Average sow value		\$145.00	
1/25 boar @ \$225		9.00	
Grain and forage	(.3 x \$657)	197.00	
Other direct costs	(.5 x \$537)	269.00	
Total		\$620.00	

**V. Summary**

Pigs	Mktd	Grazing	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
		(AUM's)	(Tons)	(Bu.)	(. . . . Dollars. . . . .)	(. . . . .)	(. . . . .)	(\$/hr.)	(%)
14	2		.4	192	1751	1137	603	19.18	101.8
15	2		.4	200	1864	1194	620	20.93	108.1
16	2		.4	210	1976	1257	661	22.46	108.8
17	2		.4	220	2089	1321	702	24.00	109.4

@ 32hrs.

TABLE H28  
 SOW AND TWO LITTERS, PRODUCING FEEDER PIGS, 16 PIGS SOLD PER SOW,  
 MARCH AND SEPTEMBER FARROWING, ONE SAVED FOR REPLACEMENT  
 FROM MARCH LITTER, SELL 40-POUND FEEDER PIGS

		Your Estimate
<b>I. Gross Income</b>		
Feeder pigs (sold spring)	7.5 head x \$40.00	\$300.00
Feeder pigs (sold fall)	8.5 head x \$40.00	340.00
Sow	4.5 cwt X \$40.00	180.00
Minus death loss	(2% of \$180.00)	-3.60
Total Income		\$816.40
<b>II. Operating Costs</b>		
Purchased feed		
Creep starter	6.2 cwt @ \$20.00	\$124.00
Supplement	3.6 cwt @ \$17.00	61.20
Mineral Salt	0.5 cwt @ 9.00	4.50
Breeding Charge		8.00
Veterinary and drugs		40.00
Supplies		17.70
Marketing		20.00
	(Data Bank Costs - \$275.40)	
Raised Feed		
Corn	40 bus. @ 3.00	120.00
Oats	30 bus. @ 2.00	60.00
Alfalfa hay	0.3 ton @ 45.00	13.50
Legume Pasture	0.5 AVM @ 12.00	6.00
Total Direct Operating Costs		\$474.90
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$341.50
<b>IV. Average Operating Capital Requirements</b>		
Average sow value		\$145.00
1/25 boar @ \$225		9.00
Grain and forage	(.3 x \$200)	60.00
Other direct costs	(.5 x \$275)	138.00
Total		\$352.00

**V. Summary**

Pigs Mktd	Grazing (AUM's)	Hay Equiv. (Tons)	Corn Equiv. (Bu.)	Total Gross Income (. . . . Dollars)	Direct Operating Costs	Average Operating Capital	Labor Return (\$/hr.)	Operating Capital Return (%)
15	.5	.3	54	776	456	338	12.30	94.6
16	.5	.3	55	816	477	352	13.11	96.9
17	.5	.3	56	856	494	361	13.92	100.3
18	.5	.3	57	896	513	370	14.73	103.5

@ 32hrs.

TABLE H29  
 COSTS AND RETURNS PER SOW, HIGH INTENSITY CONFINEMENT,  
 RAISING AND FINISHING BUTCHER HOGS, ONE SAVED FOR  
 REPLACEMENT EVERY TWO YEARS, MARKET AN AVERAGE OF 16.5  
 BUTCHER HOGS WEIGHING 225 POUNDS

		Your Estimate						
<b>I. Gross Income</b>								
Butcher hogs	16.5 x 2.25 x \$50.00	\$1856.25						
Sow	0.5 x 5.5 cwt x \$40.00	110.00						
Minus sow death loss	(2.5% of \$110.00)	-2.75						
Total Income		\$1963.50						
<b>II. Operating Costs</b>								
Purchased feed								
Creep starter	6.6 cwt @ \$20.00	132.00						
Supplement	20 cwt @ 17.00	340.00						
Mineral and salt	1.9 cwt @ 9.00	17.10						
Breeding charge		6.00						
Veterinary and drugs		60.00						
Supplies		23.90						
Marketing		50.00						
	(Data Bank Costs - \$629)							
Raised Feed								
Corn	200 bus. @ 3.00	600.00						
Oats	26 bus. @ 2.00	52.00						
Alfalfa Hay	0.35 ton @ 45.00	15.75						
Total Direct Operating Costs		\$1296.75						
<b>III. Income Over Direct Operating Costs (I minus II)</b>		666.75						
<b>IV. Average Operating Capital Requirements</b>								
Average sow value		165.00						
1/40 boar @ \$360		9.00						
Grain and forage	(.3 x \$668)	200.00						
Other direct costs	(.5 x \$629)	315.00						
Total		\$689.00						
<b>V. Summary</b>								
Pigs Marketed	Grazing (AUM's)	Hay Equiv. (Tons)	Corn Equiv. (Bu.)	Total Gross Income (. . . . Dollars)	Direct Operating Costs (. . . . Dollars)	Average Operating Capital (. . . . Dollars)	Labor Return (\$/hr.)	Operating Capital Return (%)
16.5	0	.35	213	1963	1297	689	23.78	96.7
17.5	0	.35	223	2076	1359	714	25.63	100.4
18.5	0	.35	233	2188	1421	739	27.34	103.9
							@ 28 hrs.	

TABLE H30  
 COSTS AND RETURNS PER SOW, HIGH INTENSITY CONFINEMENT,  
 PRODUCING FEEDER PIGS, ONE SAVES FOR REPLACEMENT EVERY TWO YEARS,  
 MARKET AN AVERAGE OF 17.5 FEEDER PIGS WEIGHING 40 POUNDS

		Your Estimate
<b>I. Gross Income</b>		
Feeder Pigs	17.5 head @ \$40.00	\$700.00
Sow	0.5 x 5.5 cwt X \$40.00	110.00
Minus sow death loss	(2.5% of \$110.00)	-2.75
Total Income		\$807.25
<b>II. Operating Costs</b>		
Purchased feed		
Creep starter	6.8 cwt @ 20.00	\$136.00
Supplement	3.2 cwt @ \$17.00	54.40
Mineral Salt	0.5 cwt @ 9.00	4.50
Veterinary and drugs		52.80
Supplies		20.50
Marketing		22.00
	(Data Bank Costs - \$296.20)	
Raised Feed		
Corn	36 bus. @ 3.00	108.00
Oats	26 bus. @ 2.00	52.00
Alfalfa Hay	.25 ton @ 45.00	11.25
Total Direct Operating Costs		\$467.45
<b>III. Income Over Direct Operating Costs (I minus II)</b>		<b>\$339.80</b>
<b>IV. Average Operating Capital Requirements</b>		
Average sow value		\$165.00
1/40 boar @ \$360		9.00
Grain and forage	(.3 x \$171)	51.00
Other direct costs	(.5 x \$296.00)	148.00
Total		\$373.00

**V. Summary**

Pigs	Hay	Corn	Total	Direct	Average	Labor	Operating
Mktd	Grazing	Equiv.	Gross	Operating	Operating	Return	Capital
	(AUM's)	(Tons)	Income	Costs	Capital	(\$/hr.)	(%)
		(Bu.)	(. . . . Dollars. . . . .)				
17.5	0	.35	807	467	373	15.45	91.2
18.5	0	.35	847	481	380	16.64	96.3
19.5	0	.35	887	495	386	17.82	101.6
						@ 22hrs.	

TABLE H31  
TEN PURCHASED FEEDER PIGS, FINISHED IN LOW INVESTMENT,  
LOW INTENSITY CONFINEMENT SYSTEM,  
40 TO 225 POUNDS

			Your Estimate
<b>I. Gross Income</b>			
Butcher hogs	10 x 2.25 cwt x \$50.00	\$1125.00	
Minus death loss	(2.5% of \$1125)	<u>-28.13</u>	
Total Income		\$1096.87	
<b>II. Operating Costs</b>			
Feeder Pigs	10 (40# pigs) @ \$40.00	\$400.00	
Purchased feed			
Supplement	10 x 1.05 cwt @ \$17.00	178.50	
Mineral Salt	10 x .07 cwt @ 9.00	6.30	
Veterinary and drugs	2.35 per pig	23.50	
Supplies		8.00	
Marketing		30.95	
	(Data Bank Costs - \$647.25)		
Raised Feed			
Corn	10 x 10.1 bus. @ 3.00	<u>303.00</u>	
Total Direct Operating Costs		\$950.25	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$146.62	
<b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.4 x 400)	\$160.00	
Grain and forage	(.3 x \$303)	91.00	
Other direct costs	(.5 x \$247)	<u>74.00</u>	
Total		\$325.00	

**V. Summary**

	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
Grazing (AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )			(\$/hr.)	(%)
--	--	103	1097	950	325	29.32 @ 5hrs.	45.11

TABLE H32  
 TEN PURCHASED FEEDER PIGS, FINISHED IN HIGH INVESTMENT,  
 HIGH INTENSITY CONFINEMENT SYSTEM,  
 40 TO 225 POUNDS

				Your Estimate
<b>I. Gross Income</b>				
Butcher hogs	10 x 2.25 cwt x \$50.00	\$1125.00		_____
Minus death loss	(1.5% of \$1125)	<u>-16.88</u>		_____
Total Income		\$1108.12		_____
<b>II. Operating Costs</b>				
Feeder Pigs	10 (40# pigs) @ \$40.00	\$400.00		_____
Purchased feed				
Supplement	10 x 1.02 cwt @ \$17.00	173.40		_____
Mineral Salt	10 x .08 cwt @ 9.00	7.20		_____
Veterinary and drugs	2.35 per pig	23.50		_____
Supplies		9.50		_____
Marketing		31.25		_____
	(Data Bank Costs - \$644.85)			
Raised Feed				
Corn	10 x 9.9 bus. @ 3.00	<u>297.00</u>		_____
Total Direct Operating Costs		\$941.85		
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$166.27		
<b>IV. Average Operating Capital Requirements</b>				
Purchase capital	(.4 x 400)	\$160.00		_____
Grain and forage	(.3 x \$297)	89.00		_____
Other direct costs	(.3 x \$245)	<u>74.00</u>		_____
Total		\$323.00		_____

**V. Summary**

	Hay	Corn	Total	Direct	Average	Labor	Operating
Grazing	Equiv.	Equiv.	Gross	Operating	Operating	Return	Capital
(AUM's)	(Tons)	(Bu.)	Income	Costs	Capital	(\$/hr.)	Return
			(. . . . Dollars. . . . .)				(%)
--	--	99	1108	942	323	41.56	51.48
						@ 4hrs.	

TABLE D33  
 DAIRY COW, 16,000 POUNDS MANUFACTURING MILK  
 MILK SOLD PER COW  
 REPLACEMENTS RAISED

			Your Estimate
<b>I. Gross Income</b>			
Milk	160 cwt X \$12.50	\$2000.00	
Sale of calves	0.7 x \$125	75.00	
Sale cull heifer	0.012 x \$600	7.20	
Cull Cow	0.23 x \$750	172.50	
Total Income		\$2267.20	
<b>II. Operating Costs</b>			
Purchased Feed			
Milk replacer	.10 cwt @ \$36.50	3.65	
Calf starter	.70 cwt @ \$13.50	9.45	
Calf Grower	.80 cwt @ 15.50	12.40	
Supplement	4.8 cwt @ \$12.00	57.60	
Mineral-salt	1.1 cwt @ \$9.00	9.90	
Breeding Charge		20.00	
Veterinary and drugs (health)		15.00	
Supplies, records, testing		35.00	
Marketing			
Milk	160 cwt X \$0.45	72.00	
Calves and culls		6.00	
	(Data Bank Costs-\$241)		
Raised Feed			
Corn	77 bus @ \$3.00	231.00	
Oats	64 bus @ \$2.00	128.00	
Corn silage	4.75 ton @ \$18.00	85.50	
Alfalfa hay	3.3 ton @ \$45.00	148.50	
Grass hay	1.1 ton @ \$40.00	44.00	
Pasture	3.0 AUM @ \$12.00	36.00	
Total Direct Operating Costs		\$914.00	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$1353.20	
<b>IV. Average Operating Capital Requirements</b>			
Average value of cow		\$1100.00	
Replace value per cow		250.00	
Grain and forage	.3 X \$673	202.00	
Other direct costs	.25 x \$241	60.00	
TOTAL		\$1602.00	

**V. Summary**

Grazing (AUM's)	Hay Equiv. (Tons)	Corn Equiv (Bus)	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return (\$/hr.)	Operating Capital Return (%)
(-----Dollars-----)							
3	5.7	110	2,267	914	1,612	\$20.81	83.9
						@65 hrs.	



TABLE D34  
 DAIRY COW, 14,000 POUNDS MANUFACTURING MILK  
 MILK SOLD PER COW  
 REPLACEMENTS RAISED

			Your Estimate
<b>I. Gross Income</b>			
Milk	140 cwt X \$12.50	\$1750.00	_____
Sale of calves	0.7 x \$110	77.00	_____
Sale cull heifer	0.012 x \$600	7.20	_____
Cull Cow	0.23 x \$750	172.50	_____
Total Income		\$2006.70	_____
<b>II. Operating Costs</b>			
Purchased Feed			
Milk replacer	.10 cwt @ \$36.50	3.65	_____
Calf starter	.70 cwt @ \$13.50	9.45	_____
Calf Grower	.80 cwt @ 15.50	12.40	_____
Supplement	4.3 cwt @ \$12.00	51.60	_____
Mineral-salt	1.1 cwt @ \$9.00	9.90	_____
Breeding Charge		20.00	_____
Veterinary and drugs (health)		15.00	_____
Supplies, records, testing		35.00	_____
Marketing			
Milk	140 cwt X \$0.45	63.00	_____
Calves and culls		6.00	_____
	(Data Bank Costs-\$226)		
Raised Feed			
Corn	62 bus @ \$3.00	186.00	_____
Oats	58 bus @ \$2.00	116.40	_____
Corn silage	4.75 ton @ \$18.00	85.50	_____
Alfalfa hay	3.3 ton @ \$45.00	148.50	_____
Grass hay	1.1 ton @ \$40.00	44.00	_____
Pasture	3.0 AUM @ \$12.00	36.00	_____
Total Direct Operating Costs		\$842.00	_____
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$1164.70	_____
<b>IV. Average Operating Capital Requirements</b>			
Average value of cow		\$1000.00	_____
Replace value per cow		200.00	_____
Grain and forage	.3 X \$616	185.00	_____
Other direct costs	.25 x \$226	57.00	_____
TOTAL		\$1442.00	_____

**V. Summary**

	Hay Equiv. (Tons)	Corn Equiv (Bus)	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return (\$/hr.)	Operating Capital Return (%)
			(-----Dollars-----)				
Grazing (AUM's)	5.7	91	2,007	842	1,442	\$17.91	80.8
				38		@65 hrs.	

TABLE D35  
 DAIRY COW, 12,500 POUNDS MANUFACTURING MILK  
 MILK SOLD PER COW  
 REPLACEMENTS RAISED

							Your Estimate
I. Gross Income							
Milk		125 cwt X \$12.50		\$1562.00		<u>          </u>	
Sale of calves		0.7 x \$100		70.00		<u>          </u>	
Sale cull heifer		0.012 x \$600		7.20		<u>          </u>	
Cull Cow		0.23 x \$750		172.50		<u>          </u>	
Total Income				\$1812.20		<u>          </u>	
II. Operating Costs							
Purchased Feed							
Milk replacer		.10 cwt @ \$36.50		3.65		<u>          </u>	
Calf starter		.70 cwt @ \$13.50		9.45		<u>          </u>	
Calf Grower		.80 cwt @ 15.50		12.40		<u>          </u>	
Supplement		4.3 cwt @ \$12.00		51.60		<u>          </u>	
Mineral-salt		0.9 cwt @ \$9.00		8.10		<u>          </u>	
Breeding Charge				15.00		<u>          </u>	
Veterinary and drugs (health)				15.00		<u>          </u>	
Supplies, records, testing				30.00		<u>          </u>	
Marketing							
Milk		125 cwt X \$0.45		56.25		<u>          </u>	
Calves and culls				6.00		<u>          </u>	
(Data Bank Costs-\$207)							
Raised Feed							
Corn		55 bus @ \$3.00		165.00		<u>          </u>	
Oats		56 bus @ \$2.00		112.00		<u>          </u>	
Corn silage		4.8 ton @ \$18.00		86.40		<u>          </u>	
Alfalfa hay		2.4 ton @ \$45.00		108.0		<u>          </u>	
Grass hay		1.3 ton @ \$40.00		52.00		<u>          </u>	
Pasture		4.0 AUM @ \$12.00		48.00		<u>          </u>	
Total Direct Operating Costs				\$778.85		<u>          </u>	
III. Income Over Direct Costs (I minus II)				\$1033.35		<u>          </u>	
IV. Average Operating Capital Requirements							
Average value of cow				\$950.00		<u>          </u>	
Replace value per cow				180.00		<u>          </u>	
Grain and forage		.3 X \$571		171.00		<u>          </u>	
Other direct costs		.5 x \$208		52.00		<u>          </u>	
TOTAL				\$1353.00		<u>          </u>	
V. Summary							
Grazing (AUM's)	Hay Equiv. (Tons)	Corn Equiv (Bus)	Total Gross Income	Direct Operating Costs (-----Dollars-----)	Average Operating Capital	Labor Return (\$/hr.) @65 hrs.	Operating Capital Return (%)
4	5.0	83	1,812	779	1,353	\$15.90	76.4

TABLE D36  
DAIRY COW, 10,000 POUNDS MANUFACTURING MILK  
MILK SOLD PER COW  
REPLACEMENTS RAISED

			Your Estimate
<b>I. Gross Income</b>			
Milk	100 cwt X \$12.50	\$1250.00	_____
Sale of calves	0.7 x \$90	63.00	_____
Sale cull heifer	0.012 x \$550	6.60	_____
Cull Cow	0.23 x \$700	<u>161.00</u>	_____
Total Income		\$1480.60	_____
<b>II. Operating Costs</b>			
Purchased Feed			
Milk replacer	.10 cwt @ \$36.50	3.65	_____
Calf starter	.70 cwt @ \$13.50	9.45	_____
Calf Grower	.80 cwt @ 15.50	12.40	_____
Supplement	4.3 cwt @ \$12.00	51.60	_____
Mineral-salt	0.7cwt @ \$6.30	9.90	_____
Breeding Charge		15.00	_____
Veterinary and drugs (health)		15.00	_____
Supplies, records, testing		30.00	_____
Marketing			
Milk	100 cwt X \$0.45	45.00	_____
Calves and culls		6.00	_____
	(Data Bank Costs-\$194)		
Raised Feed			
Corn	48 bus @ \$3.00	144.00	_____
Oats	52 bus @ \$2.00	104.00	_____
Corn silage	2.8 ton @ \$18.00	50.40	_____
Alfalfa hay	2.3 ton @ \$45.00	103.50	_____
Grass hay	1.3 ton @ \$40.00	52.00	_____
Pasture	6.0 AUM @ \$12.00	<u>72.00</u>	_____
Total Direct Operating Costs		\$720.30	_____
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$760.30	_____
<b>IV. Average Operating Capital Requirements</b>			
Average value of cow		\$850.00	_____
Replace value per cow		160.00	_____
Grain and forage	.3 X \$526	158.00	_____
Other direct costs	.25 x \$194	<u>49.00</u>	_____
TOTAL		\$1217.00	_____

**V. Summary**

	Hay Equiv. (Tons)	Corn Equiv (Bus)	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return (\$/hr.)	Operating Capital Return (%)
Grazing (AUM's)			(-----Dollars-----)				
6	4.3	74	1,481	720	1,217	\$11.70 @65 hrs.	62.5

TABLE D37  
 RAISE DAIRY SPRINGER HEIFER FOR SALE  
 COSTS AND RETURNS PER HEIFER CALF STARTED  
 5% NON-BREEDER OR CULL, 10% DEATH LOSS

			Your Estimate
<b>I. Gross Income</b>			
Springer Heifer	.95 head x \$1,100	\$1045.00	
Non-Breeder or Cull	.05 x 9 cwt x \$63	28.35	
Minus death loss	(10% of \$1073.35)	-107.34	
Total Income		\$966.00	
<b>II. Operating Costs</b>			
Cost of Heifer Calf		\$125.00	
Purchased Feed			
Milk replacer	.35 cwt @ \$36.50	12.78	
Calf starter	2.40 cwt @ \$13.50	32.40	
Calf Grower	2.90 cwt @ 15.50	44.95	
Supplement	1.25 cwt @ \$12.00	15.00	
Mineral-salt	.35 cwt @ \$9.00	2.70	
Breeding Charge		20.00	
Veterinary and drugs (health)		12.00	
Supplies, records, testing		5.00	
Marketing		8.50	
	(Data Bank Costs-\$278.33)		
Raised Feed			
Corn	3 bus @ \$3.00	9.00	
Oats	7 bus @ \$2.00	14.00	
Alfalfa hay	1.1 ton @ \$45.00	49.50	
Grass hay	2.2 ton @ \$40.00	88.00	
Pasture	7.0 AUM @ \$12.00	84.00	
Total Direct Operating Costs		\$521.83	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$444.17	
<b>IV. Average Operating Capital Requirements</b>			
Heifer calves	(2 yrs. x \$125)	\$250.00	
Grain and forage	(.4 x \$244)	98.00	
Other direct costs	(.6 x \$153)	92.00	
TOTAL		\$450.00	

V. Summary

	Hay Equiv. (Tons)	Corn Equiv. (Bus)	Total Gross Income (-----Dollars-----)	Direct Operating Costs	Average Operating Capital	Labor Return (\$/hr.) @25 hrs.	Operating Capital Return (%)
Grazing (AUM's)	7	3.1	966	522	450	\$17.77	98.7

TABLE DF38  
RAISING DAIRY FEEDERS, MIXED STEERS AND HEIFERS,  
SELL LIGHT YEARLING FEEDERS

KEYED TO TABLE D35

		Your Estimate
<b>I. Gross Income</b>		
Feeder	6.0 cwt x \$66.00	\$396.00
Minus death loss	(6% of \$396.00)	<u>-23.76</u>
Total Income		<u>\$372.24</u>
<b>II. Operating Costs</b>		
Calf (purchase price or transfer value)		\$100.00
Purchased Feed		
Milk replacer	.35 cwt @ \$35.00	12.25
Calf starter	2.40 cwt @ \$13.00	31.20
Calf grower	1.50 cwt @ 15.00	22.50
Supplement	0.7 cwt @ \$12.50	8.75
Mineral-salt	0.20 cwt @ \$9.00	1.80
Veterinary and drugs (health)		6.50
Supplies, records, testing		7.00
Marketing		8.50
	(Data Bank Costs-\$278.33)	
Raised Feed		
Corn	2 bus @ \$3.00	6.00
Oats	3 bus @ \$2.00	6.00
Alfalfa hay	.4 ton @ \$45.00	18.00
Grass hay	.6 ton @ \$40.00	24.00
Pasture	1.5 AUM @ \$12.00	<u>18.00</u>
Total Direct Operating Costs		<u>\$101.74</u>
<b>III. Income Over Direct Operating Costs (I minus II)</b>		<u>\$444.17</u>
<b>IV. Average Operating Capital Requirements</b>		
Dairy calf investment	(1.5 x \$100)	\$150.00
Grain and forage	(.3 x \$72)	22.00
Other direct costs	(.5 x \$98)	<u>49.00</u>
TOTAL		<u>\$221.00</u>

**V. Summary**

Grazing (AUM's)	Hay Equiv. (Tons)	Corn Equiv (Bus)	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return (\$/hr.)	Operating Capital Return (%)
				(-----Dollars-----)			
1.5	1.0	4	372	270	221	\$16.96 @6 hrs.	46.04

TABLE DF 39  
 FEED MIXED YEARLING DAIRY STEERS  
 AND HEIFERS, DEFERRED IN DRYLOT,  
 GRAIN 550 POUNDS IN 8 MONTHS ON FARM

			Your Estimate
<b>I. Gross Income</b>			
Slaughter animal	11.5 cwt x \$62.00	\$713.00	
Minus death loss	(1% of \$713.00)	-7.13	
Total Income		\$705.87	
<b>II. Operating Costs</b>			
Purchase feeder	6.0 cwt @ \$66.00	\$396.00	
Purchased Feed			
Supplement	3.1 cwt @ \$12.00	37.20	
Mineral-salt	0.2 cwt @ \$9.00	1.80	
Veterinary and drugs (health)		2.00	
Supplies, records, testing		13.50	
Marketing		8.50	
	(Data Bank Costs-\$459.90)		
Raised Feed			
Corn	25 bus @ \$3.00	75.00	
Corn silage	4.4 ton @ \$18.00	79.20	
Grass hay	.4 ton @ \$40.00	16.00	
Total Direct Operating Costs		\$625.10	
<b>III. Income Over Direct Operating Costs (I minus II)</b>		\$80.77	
<b>IV. Average Operating Capital Requirements</b>			
Purchase capital	(.7 x \$396)	\$277.00	
Grain and forage	(.3 x \$170)	29.00	
Other direct costs	(.5 x \$58)	29.00	
TOTAL		\$357.00	

**V. Summary**

	Hay Equiv. (Tons)	Corn Equiv (Bus)	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return (\$/hr.)	Operating Capital Return (%)
			(-----Dollars-----)				
Grazing (AUM's)	1.7	25	706	625	357	\$12.43	22.62
---						@6.5 hrs.	

TABLE C40  
 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. Gross Income</b>		
Eggs	94 hens x 18 doz. x .55	\$930.60
Hens	88 hens x 5 lbs. x .08	35.20
Culls	10 pullets x 4 lbs. x .10	<u>4.00</u>
Total Income		\$969.20
<b>II. Operating Costs</b>		
Sexed chicks	120 chicks @ 0.60	\$72.00
Purchased feed		
Chick mash	10 cwt @ 11.50	115.00
Laying mash	30 cwt @ 9.50	285.00
Oyster shells	2.5 cwt @ 3.00	7.50
Medications		50.00
Electricity, Fuel, Litter		25.00
Machine and truck		3.00
Supplies		3.00
Marketing		5.00
	(Data Bank Costs - \$535.50)	
Raised Feed		
Corn	100 bus @ 3.00	300.00
Oats	50 bus @ 2.00	<u>100.00</u>
Total Direct Operating Costs		\$965.50
<b>III. Income Over Direct Operating Costs</b>		\$3.70
<b>IV. Average Operating Capital Requirements</b>		
Chick Investment		\$ 72.00
Grain	(.5 x \$400.00)	200.00
Commercial Feed	(.3 x \$457.50)	137.00
Other direct costs	(.5 x \$36.00)	<u>18.00</u>
Total		\$427.00

**V. Summary**

	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
(Bu.)	(.....Dollars.....)	(.....Dollars.....)	(.....Dollars.....)	(\$/hr)	(%)
127	969	965	\$427	0.02 @ 200 hrs.	0.87

TABLE C41  
 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. Gross Income</b>					
Eggs	940 hens x 21 doz. x .55	\$10,851.00			
Spent Hens	880 hens x 4.5 lbs. x .08	316.80			
Total Income		\$11,167.80			
<b>II. Operating Costs</b>					
Pullets	1000 @ 2.30	\$2,300.00			
Purchased feed					
Laying mash	845 cwt @ 9.00	7,605.00			
Oyster shells	25 cwt @ 3.00	75.00			
Medications		160.00			
Electricity, Fuel, Litter		220.00			
Machine and truck		150.00			
Supplies		100.00			
Marketing		200.00			
	(Data Bank Costs - \$10,810)				
Raised Feed					
Corn	100 bus @ 3.00	300.00			
Oats	50 bus @ 2.00	100.00			
Total Direct Operating Costs		\$10,810.00			
<b>III. Income Over Direct Operating Costs</b>		\$357.80			
<b>IV. Average Operating Capital Requirements</b>					
Hens	(1 x \$2,300)	\$2,300.00			
Commercial Feed	(.3 x \$7840)	2,352.00			
Other direct costs	(.5 x \$670.00)	335.00			
Total		\$4,987.00			
<b>V. Summary</b>					
Corn Equiv (Bu.)	Total Gross Income (.....Dollars.....)	Direct Operating Costs	Average Operating Capital	Labor Return (\$/hr)	Operating Capital Return (%)
---	11,168	10,810	\$4,987	0.72 @ 500 hrs.	7.17



TABLE G42  
 COMMERCIAL GOOSE PRODUCTION, PASTURE RAISED  
 PER 100 GOSLINGS PURCHASED, 5% MORTALITY

			Your Estimate
I. Gross Income			
Market Geeses	95 x 14 lbs. x .55	\$731.50	_____
Total Income		\$731.50	_____
II. Operating Costs			
Goslings	100 @ \$2.50	\$250.00	_____
Purchased feed			_____
Starter	5.2 cwt @ 11.50	59.80	_____
40% Growers	8.7 cwt @ 15.00	130.50	_____
Electricity, Fuel, Litter		5.00	_____
Supplies		5.00	_____
Marketing		6.00	_____
	(Data Bank Costs - \$457.30)		
Raised Feed			_____
Corn	50 bus. @ 3.00	150.00	_____
Pasture	6.7 AVM @12.00	80.40	_____
Total Direct Operating Costs		\$687.70	_____
III. Income Over Direct Operating Costs (I minus II)		\$43.80	_____
IV. Average Operating Capital Requirements			
Gosling investment	(.4 x \$250.00)	\$100.00	_____
Forage and grain	(.2 x \$230.40)	46.00	_____
Purchased Feed	(.2 x \$90.30)	38.00	_____
Other direct costs	(.3 x \$17.00)	5.00	_____
Total		\$189.00	_____

V. Summary

	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
Grazing (AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	(\$/hr.)	(%)
6.7	---	50	732	688	189	.88	22.64
						@ 50hrs.	

TABLE T43  
 RAISE MARKET TURKEYS, BUY POULTS IN SPRING  
 SELL TURKEYS IN FALL, 2% DEATH LOSS

		Your Estimate
I. Gross Income		
Market Turkeys	100 x 16 lbs. x .67	\$1072.00
Minus death loss	(2% of \$1072.00)	-21.44
Total Income		\$1050.56
II. Operating Costs		
Turkey Poults	100 @ \$1.35	\$135.00
Purchased feed		
Supplement	25 cwt @ 13.00	325.00
Medication		20.00
Electricity, Fuel, Litter		15.00
Supplies		5.00
Marketing		10.00
	(Data Bank Costs - \$510.00)	
Raised Feed		
Corn	100 bus. @ 3.00	300.00
Alfalfa Hay	5 ton @ 45.00	225.00
Total Direct Operating Costs		\$1035.00
III. Income Over Direct Operating Costs (I minus II)		\$15.56
IV. Average Operating Capital Requirements		
Turkey investment	(.5 x \$135.00)	\$68.00
Forage and grain	(.5 x \$525.00)	262.00
Purchased Feed	(.4 x \$1345.00)	138.00
Other direct costs	(.4 x \$30.00)	12.00
Total		\$480.00

V. Summary

	Hay Equiv.	Corn Equiv.	Total Gross Income	Direct Operating Costs	Average Operating Capital	Labor Return	Operating Capital Return
Grazing (AUM's)	(Tons)	(Bu.)	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	( . . . . Dollars . . . . )	(\$/hr.)	(%)
0	5.0	100	1051	1035	480	.31	3.24
						@ 3hrs.	

TABLE PV 44  
 BUILDING, EQUIPMENT, POWER AND FUEL PLANNING  
 VALUES FOR LIVESTOCK ENTERPRISES

<u>BUDGET NO.</u>	<u>BUILDING INVESTMENT</u>	<u>EQUIPMENT INVESTMENT</u>	<u>BUILDING REPAIRS</u>	<u>EQUIPMENT REPAIRS</u>	<u>POWER, FUEL</u>
B1	24	13	.84	.52	6.80
B2	24	15	.84	.60	6.90
B3	24	15	.84	.60	7.30
B4	24	13	.84	.52	7.10
B5	21	12	.74	.48	4.95
B6	14	10	.49	.40	4.55
B6A	14	10	.49	.40	3.15
B7	15	10	.50	.40	4.05
B8	15	10	.50	.40	3.40
B9	14	10	.49	.40	3.40
B10	---	8	---	.32	1.35
B10A	---	8	---	.32	1.35
B11	70	55	2.45	2.20	4.85
B12	70	55	2.45	2.20	5.25
B13	70	55	2.45	2.20	3.75
B14	70	55	2.45	2.20	4.20
B15	70	55	2.45	2.20	3.30
B16	70	55	2.45	2.20	3.30
B17	70	55	2.45	2.20	2.65
B18	70	55	2.45	2.20	3.30
B19	70	55	2.45	2.20	5.25
S20	10	11	.35	.45	1.20
S21	10	11	.35	.45	2.80
S22	10	22	.35	.45	1.40
S23	10	11	.35	.45	2.10
S24	5	6	.18	.24	.45
S25	850	485	29.75	19.40	55.60
H26	230	135	8.05	5.40	8.45
H27	495	330	17.30	13.20	20.80
H28	290	185	10.15	7.40	13.25
H29	680	495	23.80	19.60	35.40
H30	420	295	14.70	11.80	22.55
H31	205	146	7.20	5.85	6.50
H32	260	201	9.10	8.05	12.50
D33	300	420	10.50	16.80	29.00
D34	300	420	10.50	16.80	27.50
D35	300	420	10.50	16.88	26.00
D36	300	420	10.50	16.80	24.00
D37	150	50	5.25	2.00	5.35
DF38	30	22	1.05	0.88	4.40
DF39	70	55	2.45	2.20	4.85
C40	340	150	11.90	6.00	30.00
C41	3800	3200	115.50	120.00	250.00
G42	300	160	7.00	4.00	16.00
T43	350	180	7.00	4.00	18.00

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