

**Brood Mare Marketing Yearlings**

**10 Mares**

**75% Annual Foal Crop**

**15% Annual Foal Death Loss**

ITEM	UNIT	PRICE	QUANTITY	TOTAL	Your Estimate
<b>1. GROSS RECEIPTS</b>					
Yearlings	Head	\$2,500.00	6	\$15,000.00	_____
				\$0.00	_____
<b>2. TOTAL GROSS RECEIPTS</b>				<b>\$1,500.00 Per Mare</b>	<b>\$15,000.00</b>
<b>3. VARIABLE COSTS</b>					
	Feed Loss				
Alfalfa Hay	5.0% Ton	\$225.00	14.27	\$3,210.64	_____
Timothy Hay	5.0% Ton	\$180.00	0.00	\$0.00	_____
Mixed Hay	5.0% Ton	\$175.00	0.00	\$0.00	_____
Grass Hay	5.0% Ton	\$150.00	10.40	\$1,559.25	_____
Mixed Feed	2.0% Ton	\$480.00	8.72	\$4,186.08	_____
Rolled Oats	2.0% Cwt	\$24.00	0.00	\$0.00	_____
Other Feed	5.0% Ton	\$0.00	0.00	\$0.00	_____
Grinding & Mixing	Cwt	\$1.40	0.00	\$0.00	_____
Salt & Mineral	91.00 Lbs per Mare Cwt	\$30.00	9.10	\$273.00	_____
Vet & Medicine	\$/Mare Head	\$252.00	10	\$2,520.00	_____
Farrier	1 Trips Trip	\$60.00	10	\$600.00	_____
Supplies	Head	\$15.00	10	\$150.00	_____
Replacement Tack	15.0% Annually Head	\$45.00	10	\$450.00	_____
Pasture Rent	Acres per Mare Acre	\$21.00	0	\$0.00	_____
Pasture Clipping	3.00 Acres per Mare Acre	\$17.50	30	\$525.00	_____
Fertilizer & Lime	Acres per Mare Acre	\$32.00	0	\$0.00	_____
Building & Fence Repairs	5.0% of Facility Value Head	\$92.50	10	\$925.00	_____
Haul to Breed	200 Miles Roundtrip Miles	\$0.48	10	\$960.00	_____
Breeding Fees	Head	\$750.00	10	\$7,500.00	_____
Utilities	Head	\$75.00	10	\$750.00	_____
Insurance	2.0% of Value Head	\$157.00	10	\$1,570.00	_____
Bedding	Head	\$50.00	10	\$500.00	_____
Labor	95 Hours per Mare Hours	\$0.00	950	\$0.00	_____
Sales Fees					
Advertising	3.0% Head	\$75.00	6	\$450.00	_____
Consignment Fees	10.0% Head	\$250.00	6	\$1,500.00	_____
Fitting Charges	Head	\$0.00	6	\$0.00	_____
Registration	Head	\$50.00	6	\$300.00	_____
Operating Interest	6 Months Dollars	8.00%	\$25,679.00	\$1,027.16	_____
<b>4. TOTAL VARIABLE COSTS</b>				<b>\$2,895.61 Per Mare</b>	<b>\$28,956.13</b>
<b>5. ANNUAL DEBT PAYMENTS</b>					<b>\$21,259.91</b>
<b>6. PROJECTED NET RETURN TO EQUITY, MANAGEMENT, &amp; FAMILY LABOR</b>				<b>(\$3,521.60) Per Mare</b>	<b>(\$35,216.04)</b>

**7. Price Sensitivity Analysis**

		Percent Change in Total Gross Receipts						
		-25%	-10%	-5%	0%	5%	10%	25%
		--- Net Cash Return over Total Variable Costs per Yearling ---						
	-10%	(\$2,468.42)	(\$2,093.42)	(\$1,968.42)	(\$1,843.42)	(\$1,718.42)	(\$1,593.42)	(\$1,218.42)
Percent	-5%	(\$2,709.72)	(\$2,334.72)	(\$2,209.72)	(\$2,084.72)	(\$1,959.72)	(\$1,834.72)	(\$1,459.72)
Change in	0%	(\$2,951.02)	(\$2,576.02)	(\$2,451.02)	(\$2,326.02)	(\$2,201.02)	(\$2,076.02)	(\$1,701.02)
Total Variable	5%	(\$3,192.32)	(\$2,817.32)	(\$2,692.32)	(\$2,567.32)	(\$2,442.32)	(\$2,317.32)	(\$1,942.32)
Costs	10%	(\$3,433.62)	(\$3,058.62)	(\$2,933.62)	(\$2,808.62)	(\$2,683.62)	(\$2,558.62)	(\$2,183.62)
	25%	(\$4,157.53)	(\$3,782.53)	(\$3,657.53)	(\$3,532.53)	(\$3,407.53)	(\$3,282.53)	(\$2,907.53)

5% Table Sensitivity

**NOTE: This budget is for the mare owner.**

8. FEED RATIONS

Feed	Number Head = Days Fed =	Horse 10	Mare 10	Stallion 0	Foal 8	Yearling 6		Total Quantity (Tons)
	Unit		180	0	270	120	0	
Alfalfa Hay	Lbs/Head/Day	0.00	5.50	0.00	4.00	12.00	0.00	13.59
Timothy Hay	Lbs/Head/Day	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Mixed Hay	Lbs/Head/Day	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Grass Hay	Lbs/Head/Day	16.50	11.00	0.00	0.00	0.00	0.00	9.90
Mixed Feed	Lbs/Head/Day	5.50	5.50	0.00	2.00	4.00	0.00	8.55
Rolled Oats	Lbs/Head/Day 100	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Feed	Lbs/Head/Day	0.00	0.00	0.00	0.00	0.00	0.00	0.00

9. ANNUAL DEBT SERVICE

Item	Amount Borrowed	Percent Interest	Length of Loan	Percent to Horse	Annual Payment
Mares	30,000	8.00%	5	100%	\$7,513.69
Tack	3,000	8.00%	0	100%	\$0.00
Barn	12,500	8.00%	20	100%	\$1,273.15
Land	30,000	8.00%	20	100%	\$3,055.57
Fencing	6,000	8.00%	7	100%	\$1,152.43
Truck	25,000	8.00%	5	100%	\$6,261.41
Trailer	8,000	8.00%	5	100%	\$2,003.65
<b>TOTAL DEBT</b>	<b>114,500</b>				<b>\$21,259.91</b>

10. ANIMAL HEALTH PROGRAM

10 Mares

Fly Spray	2 Qts @	15.00 /Qt.		\$30.00
Deworming	6 Dose @	9.00 /Dose		\$54.00
E/W, Tet, Flu, Rabies	2 Dose @	12.00 /Dose		\$24.00
West Nile Vaccine	1 Dose @	30.00 /Dose		\$30.00
Pre-breeding Exam	1 Exam @	75.00 /Exam		\$75.00
EIA/Coggins	1 Test @	15.00 /Test		\$15.00
<b>SUB-TOTAL MARES</b>				<b>\$2,280.00</b>

8 Foals

Fly Spray	3 Qts @	15.00 /Qt.		\$45.00
Deworming	4 Dose @	9.00 /Dose		\$36.00
E/W, Tet, Flu, Rabies	2 Dose @	12.00 /Dose		\$24.00
West Nile Vaccine	0 Dose @	30.00 /Dose		\$0.00
	0 Dose @	0.00 /Dose		\$0.00
EIA/Coggins	0 Test @	15.00 /Test		\$0.00
<b>SUB-TOTAL FOALS</b>				<b>\$105.00</b>

6 Yearlings

Fly Spray	1 Qts @	15.00 /Qt.		\$15.00
Deworming	2 Dose @	9.00 /Dose		\$18.00
E/W, Tet, Flu, Rabies	1 Dose @	12.00 /Dose		\$12.00
West Nile Vaccine	2 Dose @	30.00 /Dose		\$60.00
	0 Dose @	0.00 /Dose		\$0.00
EIA/Coggins	2 Test @	15.00 /Test		\$30.00
<b>SUB-TOTAL YEARLINGS</b>				<b>\$135.00</b>

Your Farm Veterinarian 0 Trip(s) @ \$250 Per Trip ..... \$0.00

**TOTAL HEALTH COST FOR HERD =** ..... **\$2,520.00**

Trade and brand names are used only for the purpose of providing information. Virginia Cooperative Extension does not guarantee or warrant the standard of any product named to the exclusion of others which also may be suitable.