

Brood Mare Marketing Yearlings

10 Mares

75% Annual Foal Crop

15% Annual Foal Death Loss

ITEM	UNIT	PRICE	QUANTITY	TOTAL	Your Estimate
1. GROSS RECEIPTS					
Yearlings	Head	\$5,000.00	6	\$30,000.00	_____
				\$0.00	_____
2. TOTAL GROSS RECEIPTS				\$5,000.00 Per Mare	\$30,000.00
3. VARIABLE COSTS					
	Feed Loss				
Alfalfa Hay	5.0%	Ton	\$225.00	14.52	\$3,267.34
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	8.84	\$4,244.83
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	\$268.58	10	\$2,685.79
Farrier	8 Trips	Trip	\$875.00	10	\$7,000.00
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	\$167.50	10	\$1,675.00
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	\$239.00	10	\$2,390.00
Bedding		Head	\$50.00	10	\$500.00
Labor	95 Hours per Mare	Hours	\$0.00	950	\$0.00
Sales Fees					
Advertising	3.0%	Head	\$150.00	6	\$900.00
Consignment Fees	10.0%	Head	\$500.00	6	\$3,000.00
Fitting Charges		Head	\$0.00	6	\$0.00
Registration		Head	\$50.00	6	\$300.00
Operating Interest	6 Months	Dollars	6.00%	\$33,930.00	\$1,017.90
4. TOTAL VARIABLE COSTS				\$3,914.81 Per Mare	\$39,148.11
5. ANNUAL DEBT PAYMENTS					\$29,299.56
6. PROJECTED NET RETURN TO EQUITY, MANAGEMENT, & FAMILY LABOR				(\$3,844.77) Per Mare	(\$38,447.67)

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%	(\$2,122.22)	(\$1,372.22)	(\$1,122.22)	(\$872.22)	(\$622.22)	(\$372.22)	\$377.78
Percent	-5%	(\$2,448.45)	(\$1,698.45)	(\$1,448.45)	(\$1,198.45)	(\$948.45)	(\$698.45)	\$51.55
Change in	0%	(\$2,774.68)	(\$2,024.68)	(\$1,774.68)	(\$1,524.68)	(\$1,274.68)	(\$1,024.68)	(\$274.68)
Total Variable	5%	(\$3,100.92)	(\$2,350.92)	(\$2,100.92)	(\$1,850.92)	(\$1,600.92)	(\$1,350.92)	(\$600.92)
Costs	10%	(\$3,427.15)	(\$2,677.15)	(\$2,427.15)	(\$2,177.15)	(\$1,927.15)	(\$1,677.15)	(\$927.15)
	25%	(\$4,405.86)	(\$3,655.86)	(\$3,405.86)	(\$3,155.86)	(\$2,905.86)	(\$2,655.86)	(\$1,905.86)

5% Table Sensitivity

NOTE: This budget is for the mare owner.

8. FEED RATIONS

Feed	Number Head = Days Fed =	Horse	Mare 10	Stallion	Foal 8	Weanling 6	Yearling 6	Total Quantity (Tons)
	Unit		180	0	150	120	120	
Alfalfa Hay	Lbs/Head/Day	0.00	5.50	0.00	4.00	6.00	12.00	13.83
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	3.00	4.00	8.67
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	50,000	8.00%	5	100%	\$12,522.82
Tack	3,000	8.00%	0	100%	\$0.00
Barn	27,500	8.00%	20	100%	\$2,800.94
Land	30,000	8.00%	20	100%	\$3,055.57
Fencing	6,000	8.00%	7	100%	\$1,152.43
Truck	30,000	8.00%	5	100%	\$7,513.69
Trailer	9,000	8.00%	5	100%	\$2,254.11
TOTAL DEBT	155,500				\$29,299.56

10. ANIMAL HEALTH PROGRAM

10 Mares

Fly Spray		4 Pts @	18.95 /Pt.		\$75.80
Deworming	1200 Lbs	4 Dose @	10.17 /Dose		\$40.70
E/W Flu tetanus		1 Dose @	20.41 /Dose		\$20.41
West Nile Vaccine		1 Dose @	18.63 /Dose		\$18.63
Pre-breeding Exam		1 Exam @	75.00 /Exam		\$75.00
Rabies Vaccination		1 Dose @	2.38 /Dose		\$2.38
EIA/Coggins		1 Test @	15.00 /Test		\$15.00
SUB-TOTAL MARES					\$2,479.20

8 Foals

Fly Spray		0 Pts @	18.95 /Pt.		\$0.00
Deworming	450 Lbs	2 Dose @	3.82 /Dose		\$7.63
E/W Flu tetanus		2 Dose @	20.41 /Dose		\$40.82
West Nile Vaccine		0 Dose @	18.63 /Dose		\$0.00
Rabies Vaccination	2ml	1 Dose @	4.76 /Dose		\$4.76
EIA/Coggins		0 Test @	15.00 /Test		\$0.00
SUB-TOTAL FOALS					\$53.21

6 Yearlings

Fly Spray		2 Pts @	18.95 /Pt.		\$37.90
Deworming	750 Lbs	4 Dose @	6.36 /Dose		\$25.43
E/W Flu tetanus		1 Dose @	20.41 /Dose		\$20.41
West Nile Vaccine		2 Dose @	18.63 /Dose		\$37.26
Rabies Vaccination		1 Dose @	2.38 /Dose		\$2.38
EIA/Coggins		2 Test @	15.00 /Test		\$30.00
SUB-TOTAL YEARLINGS					\$153.38

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

TOTAL HEALTH COST FOR HERD = \$2,685.79