

## Light Stocker Steers - Fall to Spring - Hay Ration

100 STEERS

14 DAYS ON HAY & PASTURE      0.25 AVERAGE DAILY GAIN  
 166 DAYS ON FEED      1.50 AVERAGE DAILY GAIN  
 350 PURCHASE WEIGHT      603 END WEIGHT  
 3.0% DEATH LOSS      2.0% SHRINK      590 SELLING WEIGHT

ITEM	HEAD	UNIT	PRICE	QUANTITY	TOTAL	Your Farm
<b>1. GROSS RECEIPTS</b>						
Steers	97 Head	Cwt	\$124.00	572.30	\$70,965.20	_____
<b>2. TOTAL GROSS RECEIPTS</b>				<b>\$709.65 Per Head</b>	<b>\$70,965.20</b>	_____
<b>3. VARIABLE COSTS</b>						
Steers	100 Head	Cwt	\$133.00	350.00	\$46,550.00	_____
Procurement		Head	\$4.50	100.00	\$450.00	_____
	Feed Loss					
Corn Silage	5.0%	Ton	\$45.00	0.00	\$0.00	_____
Alfalfa Hay, Bloom	5.0%	Ton	\$180.00	0.00	\$0.00	_____
Mixed Hay, 2nd Cutting	5.0%	Ton	\$150.00	7.35	\$1,102.50	_____
Grass Hay, Average	10.0%	Ton	\$100.00	82.42	\$8,242.27	_____
Corn Grain	2.0%	Bushel	\$5.50	1060.04	\$5,830.19	_____
SBOM 48%	2.0%	Ton	\$395.00	3.94	\$1,557.51	_____
Other Feed	5.0%	Ton	\$0.00	0.00	\$0.00	_____
Grinding & Mixing		Cwt	\$1.40	0.00	\$0.00	_____
Mineral w/Bov. or w/Rum.	22.50 Lbs per Head	Cwt	\$26.00	22.50	\$585.00	_____
Vet & Medicine	_____/Head	Head	\$9.69	100	\$969.00	_____
Supplies		Head	\$2.00	100	\$200.00	_____
Stockpiled Fescue	_____/Acres per Head	Acre	\$51.00	0	\$0.00	_____
Pasture	0.10 Acres per Head	Acre	\$21.00	10	\$210.00	_____
Haul Calves		Head	\$4.00	97	\$388.00	_____
Market Calves	_____/Head	Head	\$18.13	97	\$1,758.80	_____
Building & Fence Repairs		Head	\$7.20	100	\$720.00	_____
Utilities		Head	\$3.29	100	\$329.00	_____
Other,(insurance etc.)	_____/Head	Head	\$6.98	100	\$698.25	_____
Machinery (Non-Crop)		Head	\$14.91	100	\$1,491.00	_____
Labor	3.50 Hours per Head	Hours	\$0.00	350	\$0.00	_____
Operating Interest	6 Months	Dollars	8.00%		\$68,935.00	\$2,757.40
<b>4. TOTAL VARIABLE COSTS</b>				<b>\$738.39 Per Head</b>	<b>\$73,838.93</b>	_____
<b>5. ANNUAL DEBT PAYMENTS</b>					<b>\$0.00</b>	_____
<b>6. PROJECTED NET RETURN TO EQUITY, MANAGEMENT, &amp; FAMILY LABOR</b>				<b>(\$28.74) Per Head</b>	<b>(\$2,873.73)</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 Cow ---						
Percent	-10%	(\$132.31)	(\$25.86)	\$9.62	\$45.10	\$80.58	\$116.07	\$222.51
	-5%	(\$169.23)	(\$62.78)	(\$27.30)	\$8.18	\$43.66	\$79.15	\$185.60
Change in	0%	(\$206.15)	(\$99.70)	(\$64.22)	(\$28.74)	\$6.75	\$42.23	\$148.68
Total Variable	5%	(\$243.07)	(\$136.62)	(\$101.14)	(\$65.66)	(\$30.17)	\$5.31	\$111.76
Costs	10%	(\$279.99)	(\$173.54)	(\$138.06)	(\$102.58)	(\$67.09)	(\$31.61)	\$74.84
	25%	(\$390.75)	(\$284.30)	(\$248.82)	(\$213.33)	(\$177.85)	(\$142.37)	(\$35.92)

5% Table Sensitivity Increment

8. FEED RATIOS (AS-FED BASIS)

Feed	Unit	Number Head =						Additional	Total Quantity (Tons)
		100	99	98	98	0	Head		
		100	99	98	98	0	0		
		354	411	531	591	0	0		
		14	77	80	9	0	0		
		14	77	80	9	0	0		
Corn Silage	Lbs/Head/Day	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Alfalfa Hay, Bloom	Lbs/Head/Day	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Mixed Hay, 2nd Cutting	Lbs/Head/Day	10.00	0.00	0.00	0.00	0.00	0.00	7.00	
Grass Hay, Average	Lbs/Head/Day	0.00	8.50	9.50	12.00	0.00	0.00	74.93	
Corn Grain	Lbs/Head/Day 56	0.00	3.00	4.00	4.50	0.00	0.00	29.10	
SBOM 48%	Lbs/Head/Day	0.00	0.50	0.50	0.00	0.00	0.00	3.87	
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 Beef	Annual Payment
Item Name	0	10.00%	0	100%	\$0.00
Item Name	0	0.00%	0	100%	\$0.00
Item Name	0	0.00%	0	100%	\$0.00

TOTAL ANNUAL DEBT PAYMENTS

\$0.00

10. ANIMAL HEALTH PROGRAM

100 Steers

Fly Tags		0 Tags @	1.35 /Each	\$0.00
Pour-on De-wormer	350 Lbs	1 ml./100 lbs	80.00 /Liter	\$0.28
Pour-on De-wormer	500 Lbs	0 ml./100 lbs	80.00 /Liter	\$0.00
Pour-on De-licer	450 Lbs	3 ml./100 lbs	37.72 /Liter	\$0.03
7-way clostridial		1 Dose @	0.49 /Dose	\$0.49
IBR PI3 BVD BRSV		1 Dose @	1.72 /Dose	\$1.72
Pasteurella with leukotoxoid		1 Dose @	1.81 /Dose	\$1.81
Selenium		1 Dose @	0.38 /Dose	\$0.38
Implant Steers		2 Implants @	0.84 / Implant	\$1.68
Strategic Antibiotic Use	10%	1 Dose @	8.00 /Dose	\$8.00
SUB-TOTAL STEERS				\$719.00

Your Farm Veterinarian 1 Trip(s) @ \$250 Per Trip ..... \$250.00

TOTAL HEALTH COST = ..... **\$969.00**

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.