

## Stocker Heifers - Spring to Fall

100 HEIFERS

0 DAYS ON FEED                      0.00 AVERAGE DAILY GAIN  
 180 DAYS ON PASTURE              1.50 AVERAGE DAILY GAIN  
 425 PURCHASE WEIGHT              695 END WEIGHT  
 2.0% DEATH LOSS                  2.0% SHRINK                  681 SELLING WEIGHT

| ITEM   | HEAD                | UNIT    | PRICE    | QUANTITY                 | TOTAL              | Your Farm |
|--|---------------------|---------|----------|--------------------------|--------------------|-----------|
| <b>1. GROSS RECEIPTS</b>   |                     |         |          |                          |                    |           |
| Heifers  | 98 Head             | Cwt     | \$105.00 | 667.38                   | \$70,074.90        | _____     |
| <b>2. TOTAL GROSS RECEIPTS</b>   |                     |         |          | <b>\$700.75 Per Head</b> | <b>\$70,074.90</b> | _____     |
| <b>3. VARIABLE COSTS</b>   |                     |         |          |                          |                    |           |
| Heifers  | 100 Head            | Cwt     | \$115.00 | 425.00                   | \$48,875.00        | _____     |
| 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 | 0.00                     | \$0.00             | _____     |
| Grass Hay, Average   | 10.0%               | Ton     | \$100.00 | 0.00                     | \$0.00             | _____     |
| Corn Grain   | 2.0%                | Bushel  | \$5.50   | 0.00                     | \$0.00             | _____     |
| SBOM 48%   | 2.0%                | Ton     | \$395.00 | 0.00                     | \$0.00             | _____     |
| Other Feed   | 5.0%                | Ton     | \$0.00   | 0.00                     | \$0.00             | _____     |
| Grinding & Mixing  |                     | Cwt     | \$1.40   | 0.00                     | \$0.00             | _____     |
| Mineral w/Bov. or w/Rum.   | 28.13 Lbs per Head  | Cwt     | \$26.00  | 28.13                    | \$731.38           | _____     |
| Vet & Medicine   | _____ \$/Head       | Head    | \$11.22  | 100                      | \$1,122.00         | _____     |
| Supplies   |                     | Head    | \$2.00   | 100                      | \$200.00           | _____     |
| Stockpiled Fescue  | 0.00 Acres per Head | Acre    | \$21.00  | 0                        | \$0.00             | _____     |
| Pasture  | 1.35 Acres per Head | Acre    | \$21.00  | 135                      | \$2,835.00         | _____     |
| Haul Calves  |                     | Head    | \$5.00   | 98                       | \$490.00           | _____     |
| Market Calves  | _____ \$/Head       | Head    | \$17.80  | 98                       | \$1,744.50         | _____     |
| Building & Fence Repairs   |                     | Head    | \$7.20   | 100                      | \$720.00           | _____     |
| Utilities  |                     | Head    | \$3.29   | 100                      | \$329.00           | _____     |
| Other,(insurance etc.)   | _____ \$/Head       | Head    | \$7.33   | 100                      | \$733.13           | _____     |
| Machinery (Non-Crop)   |                     | Head    | \$14.91  | 100                      | \$1,491.00         | _____     |
| Labor  | 0.70 Hours per Head | Hours   | \$0.00   | 70                       | \$0.00             | _____     |
| Operating Interest   | 6 Months            | Dollars | 8.00%    | \$57,487.00              | \$2,299.48         | _____     |
| <b>4. TOTAL VARIABLE COSTS</b>   |                     |         |          | <b>\$620.20 Per Head</b> | <b>\$62,020.49</b> | _____     |
| <b>5. ANNUAL DEBT PAYMENTS</b>   |                     |         |          |                          | <b>\$0.00</b>      | _____     |
| <b>6. PROJECTED NET RETURN TO EQUITY, MANAGEMENT, &amp; FAMILY LABOR</b> |                     |         |          | <b>\$80.54 Per Head</b>  | <b>\$8,054.41</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 Stocker --- |            |            |                |           |          |          |
| Percent        | -10% | (\$32.62)   | \$72.49    | \$107.53   | \$142.56       | \$177.60  | \$212.64 | \$317.75 |
| Change in      | -5%  | (\$63.63)   | \$41.48    | \$76.52    | \$111.55       | \$146.59  | \$181.63 | \$286.74 |
| Total Variable | 0%   | (\$94.64)   | \$10.47    | \$45.51    | <b>\$80.54</b> | \$115.58  | \$150.62 | \$255.73 |
| Costs          | 5%   | (\$125.65)  | (\$20.54)  | \$14.50    | \$49.53        | \$84.57   | \$119.61 | \$224.72 |
|                | 10%  | (\$156.66)  | (\$51.55)  | (\$16.51)  | \$18.52        | \$53.56   | \$88.60  | \$193.71 |
|                | 25%  | (\$249.69)  | (\$144.58) | (\$109.54) | (\$74.51)      | (\$39.47) | (\$4.43) | \$100.68 |

5% Table Sensitivity Increment

**8. FEED RATIONS (AS-FED BASIS)**

| Feed                   |                  |      |      |      |      |      | Additional | Total<br>Quantity<br>(Tons) |
|------------------------|------------------|------|------|------|------|------|------------|-----------------------------|
|                        | Number Head =    | 0    | 0    | 0    | 0    | 0    | Head       |                             |
|                        | Average Weight = | 425  | 0    | 0    | 0    | 0    | 0          |                             |
|                        | Days Fed =       | 0    | 0    | 0    | 0    | 0    | 0          |                             |
|                        | Unit             |      |      |      |      |      |            |                             |
| 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     | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00       | 0.00                        |
| Grass Hay, Average     | Lbs/Head/Day     | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00       | 0.00                        |
| Corn Grain             | Lbs/Head/Day 56  | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00       | 0.00                        |
| SBOM 48%               | Lbs/Head/Day     | 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<br>Borrowed | Percent<br>Interest | Length<br>of Loan | Percent<br>to Beef | Annual<br>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 Heifers**

|                              |         |               |                |          |
|------------------------------|---------|---------------|----------------|----------|
| Fly Tags                     |         | 2 Tags @      | 1.35 /Each     | \$2.70   |
| Pour-on De-wormer            | 425 Lbs | 1 ml./100 lbs | 80.00 /Liter   | \$0.34   |
| Pour-on De-wormer            | 600 Lbs | 1 ml./100 lbs | 80.00 /Liter   | \$0.48   |
| Pour-on De-licer             | Lbs     | 0 ml./100 lbs | 37.72 /Liter   | \$0.00   |
| 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 Heifers              |         | 0 Implants @  | 0.84 / Implant | \$0.00   |
| Strategic Antibiotic Use     | 10%     | 1 Dose @      | 8.00 /Dose     | \$8.00   |
| SUB-TOTAL Heifers            |         |               |                | \$872.00 |

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

**TOTAL HEALTH COST =** ..... **\$1,122.00**

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