

|    | A   | B | C           | D           | E            | F           | G              | H | I   | J           | K           | L            | M           | N              | O | P | Q |
|----|---|---|-------------|-------------|--------------|-------------|----------------|---|---|-------------|-------------|--------------|-------------|----------------|---|---|---|
| 1  |   |   |             |             |              |             |                |   |   |             |             |              |             |                |   |   |   |
| 2  | <b>Enterprise Budgets: Dairy Steer Calves</b>   |   |             |             |              |             |                |   |   |             |             |              |             |                |   |   |   |
| 3  |   |   |             |             |              |             |                |   |   |             |             |              |             |                |   |   |   |
| 4  | <b>BCM 36 Dairy Steer Calves: Birth to 550 pounds (~8-9 months).</b>  |   |             |             |              |             |                |   |   |             |             |              |             |                |   |   |   |
| 5  | <b>Assumptions:</b> Dairy bull calves purchased at birth (1-2 days), fed milk replacer for 4-5 weeks, fed in a feedlot on |   |             |             |              |             |                |   |   |             |             |              |             |                |   |   |   |
| 6  | limited grain and free choice forages for 7-8 months, and sold at 550 pounds at 8-9 months.                               |   |             |             |              |             |                |   |   |             |             |              |             |                |   |   |   |
| 7  | The left side of the budget is for one animal while the right side of the budget is for the number of head selected.      |   |             |             |              |             |                |   |   |             |             |              |             |                |   |   |   |
| 8  |   |   |             |             |              |             |                |   |   |             |             |              |             |                |   |   |   |
| 9  | <b>Economic Planning Budget (cash-flow) for one animal.</b>   |   |             |             |              |             |                |   | <b>Cash-flow budget for your head size.</b> |             |             |              |             |                |   |   |   |
| 10 | <b>Receipts</b>   |   | <u>Wt.</u>  | <u>Unit</u> | <u>Price</u> | <u>Unit</u> | <u>Dollars</u> |   | <u>No.</u>                                  | <u>Wt.</u>  | <u>Unit</u> | <u>Price</u> | <u>Unit</u> | <u>Dollars</u> |   |   |   |
| 11 | Steers,   |   | 550         | lbs.        | \$99.20      | cwt.        | \$545.60       |   | 100   | 550.0       | lbs.        | \$99.20      | cwt.        | \$54,560.00    |   |   |   |
| 12 | Total receipts  |   |             |             |              |             | \$545.60       |   |   |             |             |              |             | \$54,560.00    |   |   |   |
| 13 |   |   |             |             |              |             |                |   |   |             |             |              |             |                |   |   |   |
| 14 | <b>Variable Costs</b>   |   | <u>Amt.</u> | <u>Unit</u> | <u>Price</u> | <u>Unit</u> | <u>Dollars</u> |   | <u>No.</u>                                  | <u>Amt.</u> | <u>Unit</u> | <u>Price</u> | <u>Unit</u> | <u>Dollars</u> |   |   |   |
| 15 | <b>Cattle costs</b>   |   |             |             |              |             |                |   | <b>Cattle costs</b>                         |             |             |              |             |                |   |   |   |
| 16 | Pay weight  |   | 95          | lbs.        | \$150.00     | cwt.        | \$142.50       |   | 100   | 95.0        | lbs.        | \$150.00     | cwt.        | \$14,250.00    |   |   |   |
| 17 | Purchase costs  |   |             |             | \$5.00       | hd.         | \$5.00         |   |   |             |             | \$5.00       | hd.         | \$500.00       |   |   |   |
| 18 | Total arrival cost  |   |             |             |              |             | \$147.50       |   |   |             |             |              |             | \$14,750.00    |   |   |   |
| 19 | <b>Feed costs</b>   |   |             |             |              |             |                |   | <b>Feed costs</b>                           |             |             |              |             |                |   |   |   |
| 20 | milk replacer   |   | 38          | lbs.        | \$68.00      | cwt.        | \$25.84        |   | 100   | 38.0        | cwt.        | \$68.00      | cwt.        | \$2,584.00     |   |   |   |
| 21 | calf grain starter  |   | 68          | lbs.        | \$12.00      | cwt.        | \$8.16         |   |   | 68.0        | cwt.        | \$12.00      | cwt.        | \$816.00       |   |   |   |
| 22 | grain (corn)  |   | 1050        | lbs.        | \$2.50       | bu.         | \$46.88        |   |   | 1875.0      | bu.         | \$2.50       | bu.         | \$4,687.50     |   |   |   |
| 23 | grain (oats)  |   | 100         | lbs.        | \$1.80       | bu.         | \$5.63         |   |   | 312.5       | bu.         | \$1.80       | bu.         | \$562.50       |   |   |   |
| 24 | protein supplement #1   |   | 115         | lbs.        | \$300.00     | ton         | \$17.25        |   |   | 5.8         | ton         | \$300.00     | ton         | \$1,725.00     |   |   |   |
| 25 | protein supplement #2   |   | 60          | lbs.        | \$280.00     | ton         | \$8.40         |   |   | 3.0         | ton         | \$280.00     | ton         | \$840.00       |   |   |   |
| 26 | hay/haylage   |   | 1405        | lbs.        | \$75.00      | ton         | \$52.69        |   |   | 70.3        | ton         | \$75.00      | ton         | \$5,268.75     |   |   |   |
| 27 | corn silage   |   | 0           | lbs.        | \$18.00      | ton         | \$0.00         |   |   | 0.0         | ton         | \$18.00      | ton         | \$0.00         |   |   |   |
| 28 | pasture   |   | 0           | acre        | \$75.00      | acre        | \$0.00         |   |   | 0.0         | acre        | \$75.00      | acre        | \$0.00         |   |   |   |
| 29 | limestone   |   | 0           | lbs.        | \$12.00      | cwt.        | \$0.00         |   |   | 0.0         | cwt.        | \$12.00      | cwt.        | \$0.00         |   |   |   |
| 30 | dical. phosphate  |   | 0           | lbs.        | \$20.00      | cwt.        | \$0.00         |   |   | 0.0         | cwt.        | \$20.00      | cwt.        | \$0.00         |   |   |   |
| 31 | t.m. salt   |   | 10          | lbs.        | \$12.00      | cwt.        | \$1.20         |   |   | 10.0        | cwt.        | \$12.00      | cwt.        | \$120.00       |   |   |   |
| 32 | vitamin/mineral premix  |   | 0           | lbs.        | \$35.00      | cwt.        | \$0.00         |   |   | 0.0         | cwt.        | \$35.00      | cwt.        | \$0.00         |   |   |   |
| 33 | mixing & mill costs   |   | 1323        | lbs.        | \$0.50       | cwt.        | \$6.62         |   |   | 1323.0      | cwt.        | \$0.50       | cwt.        | \$661.50       |   |   |   |
| 34 | Total feed costs  |   |             |             |              |             | \$172.65       |   |   |             |             |              |             | \$17,265.25    |   |   |   |

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|----|---|---|---|---|-----------|---|---|-------------|-----------------|------------------------|-----|----------|---|----------------------|-------------|--------------------|---|
| 35 | <b>Livestock costs</b>  |   |   |   |           |   |   |             |                 | <b>Livestock costs</b> |     |          |   |                      |             |                    |   |
| 36 |   |   |   |   | 4.5 %     |   |   |             | \$6.11          |                        | 100 | 5.0 %    |   |                      |             | \$678.90           |   |
| 37 |   |   |   |   | 0 \$      |   | 11.50% APR  |             | \$0.00          |                        |     | 0.0 \$   |   | 11.50% APR           |             | \$0.00             |   |
| 38 |   |   |   |   | 0 \$      |   | 11.50% APR  |             | \$0.00          |                        |     | 0.0 \$   |   | 11.50% APR           |             | \$0.00             |   |
| 39 |   |   |   |   | 1080 lbs. |   | \$40.00 ton                                       |             | \$21.60         |                        |     | 54.0 ton |   | \$40.00 ton          |             | \$2,160.00         |   |
| 40 |   |   |   |   |           |   | \$3.00 hd.  |             | \$3.00          |                        |     |          |   | \$3.00 hd.           |             | \$300.00           |   |
| 41 |   |   |   |   |           |   | \$16.00 hd.                                       |             | \$16.00         |                        |     |          |   | \$16.00 hd.          |             | \$1,600.00         |   |
| 42 |   |   |   |   |           |   | \$6.00 hd.  |             | \$6.00          |                        |     |          |   | \$6.00 hd.           |             | \$600.00           |   |
| 43 |   |   |   |   |           |   | \$2.50 hd.  |             | \$2.50          |                        |     |          |   | \$2.50 hd.           |             | \$250.00           |   |
| 44 |   |   |   |   |           |   | \$0.00 hd.  |             | \$0.00          |                        |     |          |   | \$0.00 hd.           |             | \$0.00             |   |
| 45 |   |   |   |   |           |   | <u>\$48.25</u> hd.                                |             | <u>\$48.25</u>  |                        |     |          |   | <u>\$48.25</u> hd.   |             | <u>\$4,825.00</u>  |   |
| 46 |   |   |   |   |           |   |   |             | \$103.46        |                        |     |          |   |                      |             | \$10,413.90        |   |
| 47 | <b>Fixed costs</b>  |   |   |   |           |   |   |             |                 | <b>Fixed costs</b>     |     |          |   |                      |             |                    |   |
| 48 |   |   |   |   |           |   | \$500.00  | 5.0%        | \$16.44         |                        | 100 |          |   | \$40,000             | 5.0%        | \$1,315.07         |   |
| 49 |   |   |   |   |           |   | \$200.00  | 12.0%       | \$15.78         |                        |     |          |   | \$20,000             | 10.0%       | \$1,315.07         |   |
| 50 |   |   |   |   |           |   | <u>\$147.50</u>                                   | <u>0.5%</u> | <u>\$0.48</u>   |                        |     |          |   | <u>\$14,750</u>      | <u>0.5%</u> | <u>\$48.49</u>     |   |
| 51 |   |   |   |   |           |   |   |             | \$32.70         |                        |     |          |   |                      |             | \$2,678.63         |   |
| 52 |   |   |   |   |           |   |   |             |                 |                        |     |          |   |                      |             |                    |   |
| 53 | <b>Returns on resources</b>   |   |   |   |           |   |   |             |                 | <b>For one head.</b>   |     |          |   | <b>For 100 head.</b> |             |                    |   |
| 54 |   |   |   |   |           |   |   |             | \$545.60        |                        |     |          |   |                      |             | \$54,560.00        |   |
| 55 |   |   |   |   |           |   |   |             | <u>\$456.32</u> |                        |     |          |   |                      |             | <u>\$42,461.86</u> |   |
| 56 |   |   |   |   |           |   | <b>Returns to labor, management &amp; capital</b> |             | <b>\$/hd.</b>   |                        |     |          |   | <b>\$/hd.</b>        |             | <b>\$12,098.14</b> |   |
| 57 |   |   |   |   |           |   |   |             |                 |                        |     |          |   |                      |             |                    |   |
| 58 |   |   |   |   |           |   |   |             | <u>\$32.70</u>  |                        |     |          |   |                      |             | <u>\$2,678.63</u>  |   |
| 59 |   |   |   |   |           |   | <b>Returns to labor &amp; management</b>          |             | <b>\$/hd.</b>   |                        |     |          |   | <b>\$/hd.</b>        |             | <b>\$12,016.13</b> |   |
| 60 |   |   |   |   |           |   |   |             |                 |                        |     |          |   |                      |             |                    |   |
| 61 |   |   |   |   |           |   |   |             | \$82.97         |                        |     |          |   | \$/cwt.              |             | \$82.01            |   |
| 62 |   |   |   |   |           |   |   |             | \$74.19         |                        |     |          |   | \$/cwt.              |             | \$68.43            |   |
| 63 |   |   |   |   |           |   |   |             | 5.75            |                        |     |          |   |                      |             |                    |   |
| 64 |   |   |   |   |           |   |   |             |                 |                        |     |          |   |                      |             |                    |   |
| 65 | <b>Capital Investment</b>   |   |   |   |           |   |   |             |                 |                        |     |          |   |                      |             |                    |   |
| 66 |   |   |   |   |           |   | \$500.00  | 12%         | \$39.45         |                        |     |          |   |                      |             |                    |   |
| 67 |   |   |   |   |           |   | \$200.00  | 20%         | \$60.83         |                        |     |          |   |                      |             |                    |   |
| 68 |   |   |   |   |           |   | \$147.50  | 1%          | \$2.24          |                        |     |          |   |                      |             |                    |   |
| 69 |   |   |   |   |           |   |   |             | \$63.08         |                        |     |          |   |                      |             |                    |   |
| 70 |   |   |   |   |           |   |   |             |                 |                        |     |          |   |                      |             |                    |   |
| 71 | Annual capital investment costs are included as depreciation (D), interest (I), repairs (R), taxes (T) and insurance (I). |   |   |   |           |   |   |             |                 |                        |     |          |   |                      |             |                    |   |