## Projections for Planning Purposes Only -- Not to be Used without Updating 2013 Estimated Costs and Returns per Animal Winter Stocker Calf Budget - 320 Head Texas High Plains

| Number of head                             | 320     |            |         |          |            |                     |
|--|---------|------------|---------|----------|------------|---------------------|
| REVENUE                                    | Head    | Pay Weight | Units   | \$/Unit  | Total      | Enterprise<br>Total |
| Stocker                                    | 0.969   | 5.93       | СМТ     | \$160.00 | \$918.38   | \$293,880.00        |
| Total Revenue                              | 0.505   | 5.55       | CVVI    | φ100.00  | \$918.38   | \$293,880.00        |
|  |         |            |         |          | \$510.50   | Enterprise          |
| VARIABLE COSTS                             |         | Quantity   | Units   | \$/Unit  | Total      | Total               |
| Production Costs                           |         |            |         |          |            |                     |
| Stocker Purchase                           |         | 4.00       | CWT     | \$185.00 | \$740.00   | \$236,800.00        |
| Stocker Delivery                           |         | 1          | Head    | \$7.50   | \$7.50     | \$2,400.00          |
| Preconditioning                            |         | 1          | Head    | \$50.00  | \$50.00    | \$16,000.00         |
| Health                                     |         | 1          | Head    | \$15.00  | \$15.00    | \$4,800.00          |
| Нау  |         | 0.1        | Ton     | \$200.00 | \$20.00    | \$6,400.00          |
| Supplement                                 |         | 15         | Pound   | \$0.40   | \$6.00     | \$1,920.00          |
| Miscellaneous                              |         | 1          | Head    | \$5.00   | \$5.00     | \$1,600.00          |
| Fuel                                       |         | 1          | Head    | \$0.00   | \$0.00     | \$0.00              |
| Lube (As a % of fuel)                      |         | 10.0%      | Percent | \$0.00   | \$0.00     | \$0.00              |
| Utilities                                  |         | 1          | Head    | \$0.00   | \$0.00     | \$0.00              |
| Repairs                                    |         | 1          | Head    | \$0.00   | \$0.00     | \$0.00              |
| Gain Contract                              |         | 192.50     | Pound   | \$0.75   | \$144.38   | \$46,200.00         |
| Marketing                                  |         | 1          | Head    | \$0.00   | \$0.00     | \$0.00              |
| Labor                                      |         | 1.18       | Hours   | \$10.70  | \$12.63    | \$4,040.32          |
| Hourly Labor                               |         | 0          | Hours   | \$0.00   | \$0.00     | \$0.00              |
| Interest on Credit Line                    |         |            |         | 4.75%    | \$12.83    | \$4,105.06          |
| Total Variable Costs                       |         |            |         |          | \$1,013.33 | \$324,265.38        |
| Planned Returns Above Variable Costs:      |         |            |         |          | (\$94.95)  | (\$30,385.38)       |
| Breakeven Price to Cover Variable Costs    | 6       |            |         | \$171.03 | CWT        |                     |
|  |         |            |         |          |            | Enterprise          |
| FIXED COSTS                                |         | Quantity   | Units   | \$/Unit  | Total      | Total               |
| Depreciation                               |         | 1          | Head    | \$0.00   | \$0.00     | \$0.00              |
| Equipment Investment                       |         | \$0.00     | dollars | 5.25%    |            | \$0.00              |
| Full-time Hired Labor                      |         | 1          | Head    | \$0.00   | \$0.00     | \$0.00              |
| Other Fixed Costs                          |         | 1          | Head    | \$0.00   | \$0.00     | \$0.00              |
| Total Fixed Costs                          |         |            |         |          | \$0.00     | \$0.00              |
|  |         |            |         |          | \$0.00     | \$0.00              |
| Total Costs                                |         |            |         |          | \$1,013.33 | \$324,265.38        |
| Planned Returns to Management, Risk, and F | Profit: |            |         |          | (\$94.95)  | (\$30,385.38)       |
| Breakeven Price to Cover Total Costs       |         |            |         | \$171.03 | CWT        |                     |
|  |         |            |         | -        |            |                     |

| Break Even Sensitivity Analysis |                |                               |                            |  |  |  |  |
|---------------------------------|----------------|-------------------------------|----------------------------|--|--|--|--|
|                                 |                | Purchase Weight (Lbs/Hd): 400 |                            |  |  |  |  |
|                                 | Net Pay Weight | Sales Price/Cwt<br>160.00     | Bid Price/Cwt<br>185.00    |  |  |  |  |
| ADG (Lbs/day)                   | with Shrink    | B/E Purchase<br>Price (\$/Lb) | B/E Sales Price<br>(\$/Lb) |  |  |  |  |
| 2.12                            | 633            | \$176.93                      | \$165.27                   |  |  |  |  |
| 1.93                            | 612            | \$168.72                      | \$170.99                   |  |  |  |  |
| 1.75                            | 593            | \$161.26                      | \$176.54                   |  |  |  |  |
| 1.58                            | 573            | \$153.80                      | \$182.47                   |  |  |  |  |
| 1.42                            | 556            | \$147.09                      | \$188.16                   |  |  |  |  |

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Information presented is prepared solely as a general guide and not intended to recognize or predict the costs and returns from any one operation.