

**Projections for Planning Purposes Only -- Not to be Used without Updating**  
**2013 Estimated Costs and Returns per Animal**  
**Stockers on Native Pasture - 320 Head**  
**North Texas Extension District - 4**

| REVENUE  | Head     | Pay Weight | Units    | \$/Unit        | Total              | Enterprise Total    |
|--|----------|------------|----------|----------------|--------------------|---------------------|
| Stocker  | 0.981    | 7.50       | CWT      | \$155.00       | \$1,140.70         | \$365,025.00        |
| <b>Total Revenue</b>                             |          |            |          |                | <b>\$1,140.70</b>  | <b>\$365,025.00</b> |
| VARIABLE COSTS                                   | Quantity | Units      | \$/Unit  | Total          | Enterprise Total   |                     |
| Production Costs                                 |          |            |          |                |                    |                     |
| Stocker Purchase                                 | 4.50     | CWT        | \$200.00 | \$900.00       | \$288,000.00       |                     |
| Health   | 1        | Head       | \$30.00  | \$30.00        | \$9,600.00         |                     |
| Hay  | 0.25     | Roll       | \$75.00  | \$18.75        | \$6,000.00         |                     |
| Supplement                                       | 1        | Bag        | \$10.00  | \$10.00        | \$3,200.00         |                     |
| Miscellaneous                                    | 1        | Head       | \$10.00  | \$10.00        | \$3,200.00         |                     |
| Fuel   | 1        | Head       | \$1.01   | \$1.01         | \$323.00           |                     |
| Lube (As a % of fuel)                            | 10.0%    | Percent    | \$1.01   | \$0.10         | \$32.30            |                     |
| Utilities  | 1        | Head       | \$0.00   | \$0.00         | \$0.00             |                     |
| Repairs  | 1        | Head       | \$0.30   | \$0.30         | \$96.40            |                     |
| Marketing  | 1        | Head       | \$11.00  | \$11.00        | \$3,520.00         |                     |
| Labor  | 0.28     | Hours      | \$6.25   | \$1.75         | \$560.27           |                     |
| Hourly Labor                                     | 4        | Hours      | \$5.00   | \$20.00        | \$6,400.00         |                     |
| Interest on Credit Line                          |          |            | 4.75%    | \$30.23        | \$9,674.74         |                     |
| <b>Total Variable Costs</b>                      |          |            |          |                | <b>\$1,033.15</b>  | <b>\$330,606.71</b> |
| Planned Returns Above Variable Costs:            |          |            |          |                | \$107.56           | \$34,418.29         |
| Breakeven Price to Cover Variable Costs          |          |            |          | \$137.75       | CWT                |                     |
| FIXED COSTS                                      | Quantity | Units      | \$/Unit  | Total          | Enterprise Total   |                     |
| Depreciation                                     | 1        | Head       | \$9.19   | \$9.19         | \$2,941.33         |                     |
| Equipment Investment                             | \$80.53  | dollars    | 6.00%    | \$4.83         | \$1,546.08         |                     |
| Insurance  | 1        | Head       | \$0.00   | \$0.00         | \$0.00             |                     |
| Native Pasture Rent                              | 2        | Acre       | \$10.00  | \$20.00        | \$6,400.00         |                     |
| Full-time Hired Labor                            | 1        | Head       | \$0.00   | \$0.00         | \$0.00             |                     |
| Other Fixed Costs                                | 1        | Head       | \$0.00   | \$0.00         | \$0.00             |                     |
| <b>Total Fixed Costs</b>                         |          |            |          | <b>\$34.02</b> | <b>\$10,887.41</b> |                     |
| <b>Total Costs</b>                               |          |            |          |                | <b>\$1,067.17</b>  | <b>\$341,494.12</b> |
| Planned Returns to Management, Risk, and Profit: |          |            |          |                | \$73.53            | \$23,530.88         |
| Breakeven Price to Cover Total Costs             |          |            |          | \$142.29       | CWT                |                     |

| Break Even Sensitivity Analysis |                               |                               |                         |
|---------------------------------|-------------------------------|-------------------------------|-------------------------|
| ADG (Lbs/day)                   | Net Pay Weight<br>with Shrink | Purchase Weight (Lbs/Hd): 450 |                         |
|                                 |                               | Sales Price/Cwt<br>155.00     | Bid Price/Cwt<br>200.00 |
|                                 |                               | B/E Purchase Price (\$/Lb)    | B/E Sales Price (\$/Lb) |
| 1.98                            | 813                           | \$237.63                      | \$133.77                |
| 1.80                            | 780                           | \$226.48                      | \$139.43                |
| 1.64                            | 750                           | \$216.34                      | \$145.01                |
| 1.48                            | 720                           | \$206.20                      | \$151.05                |
| 1.33                            | 693                           | \$197.08                      | \$156.94                |

Developed by Blake Bennet, Assistant Professor and Extension Economist, Texas A&M AgriLife Extension Service.

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