

Cow-Calf Ranch Cattle Sales Data Summary and Net Price Calculations

The purpose of this decision aid is to record and summarize sales data for different categories of cattle for a cow-calf ranch. All sales of income reported are net of deductions or marketing costs. This net sales data is necessary to evaluate different production activities and marketing alternatives' associated costs. The spreadsheet also complements software like QuickBooks™ that does not allow good reporting of weight and price data for sales reporting. See suggested chart of accounts accounting by cattle categories listed below.

A second cattle sales spreadsheet is available for ranches that purchase cattle for resale and retained ownership.

Input Data

This decision aid is designed to record the date, market description, receipt number, then a number code to identify the category of cattle associated with the sale. Head, total payweight and value are recorded. If net values are not entered, then freight and other marketing costs should be entered to calculate net sales value of net costs. Some receipts will have multiple categories of cattle. A calculator provided can be used to facilitate these calculating net income deductions across multiple categories on the same receipt is **based on gross income**. This data then can be used in the sales deductions by category sheet. Sales data are reported by category of cattle with flexibility for the user to define categories that fit their ranch. A separate owner freight cost calculator spreadsheet is included so this cost can be added to the receipt deduction (See source below).

Set up the chart of accounts to record the sales data to meet management and IRS reported needs (See list below).

Sales Report

The report provides a summary by category of cattle and associated average payweight and prices per cwt. or per head. Users are cautioned to carefully save files under the fiscal year data covers. Numbers and values should match accounting data and facilitate communications with the accountant preparing for IRS reporting.

Categories Included and Codes for this decision aid.

Weaned – Steers =1, Heifers =2

Feeder or User Name– Steers =3, Heifers =4

Culls - Cows = 5

Cull Exposed Replacement Heifers =6

Cull Purchased Bulls=7

User Defined = 8

User Defined =9

Prepared by James McGrann, Ranch Management Economist, Professor Emeritus, Texas A&M University, 1-24-2020.

This is a guide to assist in defining which categories to include in reporting.

Weaned – Steers and heifers with consideration if unweaned or preconditioned.

Market cattle – stockers, feeders or yearlings

Finished Cattle – Steers, heifers and culls

Breeding stock culls – including cull cows, bulls and replacement heifers

Breeding stock production – bred or open cows, cow-calf pairs, replacement heifers or bulls for breeding.

IRS Schedule F Profit or Loss From Farming – Accounts to Record Cattle Sales

1a Sales of Livestock and other resale items

Purchased Cattle Sales – Possible Alternatives

Breeding Cows

Repl. Heifer Bred

Repl. Heifer Open

Cull Cows

Cull Herd Bulls – Purchased

Feeder or Finished Steers – Initial calves or feeder purchased for resale.

Feeder or Finished Heifer – Initial calves or feeder purchased for resale.

2 Sales of livestock, produce, grains and other products you raised

Raised Cattle Sales - Possible Alternatives

Cull Cows

Cull Repl. Heifer

Breeding Cows

Repl. Heifer Bred

Repl. Heifer Open

Weaned Steers – Unweaned or Weaned

Weaned Heifers – Unweaned or Weaned

Feeder or Finished Steers

Feeder or Finished Heifer

A sperate decision aid is available for ranches retaining raised or purchasing cattle for resale. Titled “Cow-calf or Retained Market Cattle Sales Record”

Also see freight cost calculator to compare alternatives.

“Owned Pickup and Trailer Cost or Contract Freight Cost Calculator”

Department of Agricultural Economics – Agri-Life Extension – Beef Cattle Decision Aids

<http://agecoext.tamu.edu/resources/decisionaids/beef/>