

Livestock Reports

The Livestock Enterprise Analysis tables show the average physical production, gross margin over purchase costs, direct costs, overhead costs, and net returns per budget unit.

Gross Margin is the accrual gross value produced by the enterprise. It includes income from sale of offspring and livestock products, cull income, non-cash transfers to other enterprises, and the value of production used in the home or for feed. It also includes the value of inventory change from beginning to the end of the year. The cost of livestock purchased and the value of animals transferred in are deducted.

Net Return is the amount contributed by a unit of the enterprise toward operator labor, management, and equity capital. Any wages and benefits paid to the operator are removed from labor costs (and added to *Labor and Management Charge*) so that all farms are on equal footing.

Net Return Over Labor and Management is the return remaining after compensating the operator for unpaid labor and management. This is the per unit return to equity capital.

Cost of Production section shows the average cost per unit sold in each cost category. *Total direct and overhead expense per unit* is the breakeven price needed to cover cash costs and depreciation. For grow/finish enterprises, this includes the purchase cost or transfer-in value of the animal. *With other revenue adjustments* is the final breakeven price adjusted for cull sales, other offspring sales, the cost of replacement stock, and other miscellaneous income. *With labor and management* is the breakeven price to provide labor and management return for the operator.

Other Information contains both economic and technical efficiency measures for each enterprise.

Rounding of individual items for the report may have caused minor discrepancies with the calculated totals. If fewer than 5 farms complete analysis on any given livestock enterprise, information for that enterprise is not reported.

Livestock Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Years)

Beef Cow-Calf -- Average Per Cwt. Produced

	<u>2012</u>	
Number of farms	34	
	Quantity	Value
Beef Calves sold (lb)	72.57	101.97
Transferred out (lb)	8.22	11.54
Cull sales (lb)	21.36	19.98
Other income		0.80
Purchased (lb)	-13.23	-19.60
Transferred in (lb)	-1.76	-2.22
Inventory change (lb)	12.17	16.55
Gross margin		129.01
Direct Expenses		
Protein Vit Minerals (lb.)	11.43	6.24
Complete Ration (lb.)	46.00	12.69
Corn (bu.)	1.73	10.91
Corn Silage (lb.)	219.20	4.72
Hay, Grass (lb.)	818.05	25.97
Pasture (aum)	1.14	14.82
Other feed stuffs (lb)	18.65	1.71
Breeding fees		0.97
Veterinary		3.59
Supplies		5.64
Contract production exp.		1.66
Fuel & oil		8.73
Repairs		7.51
Custom hire		1.04
Hired labor		6.72
Utilities		1.94
Operating interest		2.12
Total direct expenses		116.98
Return over direct expense		12.03
Overhead Expenses		
RE & pers. property taxes		1.33
Farm insurance		1.69
Interest		2.40
Mach & bldg depreciation		7.62
Miscellaneous		5.94
Total overhead expenses		18.99
Total dir & ovhd expenses		135.97
Net return		-6.96
Labor & management charge		16.85
Net return over lbr & mgt		-23.81
Cost of Production Per Cwt. Produced		
Total direct expense per unit		116.98
Total dir & ovhd expense per unit		135.97
With other revenue adjustments		122.19
With labor and management		139.04
Est. labor hours per unit		1.65
Other Information		
Number of cows		73.6
Pregnancy percentage		93.7
Pregnancy loss percentage		5.7
Culling percentage		11.5
Calving percentage		88.4
Weaning percentage		84.5
Calves sold per cow		0.75
Calf death loss percent		4.1
Cow death loss percent		1.1
Cows per FTE		287.8
Average weaning weight		496
Lb. weaned/exposed female		419
Feed cost per cow		454.96
Avg wgt/ Beef Calves sold		655
Avg price / cwt.		140.50

**Livestock Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Years)**

Beef Cow-Calf -- Average Per Cow

	<u>2012</u>	
Number of farms		34
	Quantity	Value
Beef Calves sold (lb)	428.4	601.90
Transferred out (lb)	48.5	68.11
Cull sales (lb)	126.1	117.93
Other income		4.70
Purchased (lb)	-78.1	-115.69
Transferred in (lb)	-10.4	-13.11
Inventory change (lb)	71.8	97.71
Gross margin		761.55
Direct Expenses		
Protein Vit Minerals (lb.)	67.5	36.85
Complete Ration (lb.)	271.6	74.93
Corn (bu.)	10.2	64.41
Corn Silage (lb.)	1,293.9	27.86
Hay, Grass (lb.)	4,828.9	153.31
Pasture (aum)	6.7	87.51
Other feed stuffs (lb)	110.1	10.09
Breeding fees		5.72
Veterinary		21.19
Supplies		33.31
Contract production exp.		9.80
Fuel & oil		51.52
Repairs		44.32
Custom hire		6.13
Hired labor		39.68
Utilities		11.43
Operating interest		12.50
Total direct expenses		690.55
Return over direct expense		71.00
Overhead Expenses		
RE & pers. property taxes		7.85
Farm insurance		10.00
Interest		14.15
Mach & bldg depreciation		45.00
Miscellaneous		35.08
Total overhead expenses		112.09
Total dir & ovhd expenses		802.63
Net return		-41.08
Labor & management charge		99.46
Net return over lbr & mgt		-140.54
Cost of Production Per Cwt. Produced		
Total direct expense per unit		116.98
Total dir & ovhd expense per unit		135.97
With other revenue adjustments		122.19
With labor and management		139.04
Est. labor hours per unit		9.73
Other Information		
Number of cows		73.6
Pregnancy percentage		93.7
Pregnancy loss percentage		5.7
Culling percentage		11.5
Calving percentage		88.4
Weaning percentage		84.5
Calves sold per cow		0.75
Calf death loss percent		4.1
Cow death loss percent		1.1
Cows per FTE		287.8
Average weaning weight		496
Lb. weaned/exposed female		419
Feed cost per cow		454.96
Avg wgt/ Beef Calves sold		655
Avg price / cwt.		140.50

Livestock Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Years)

Beef Backgrounding -- Average Per Cwt. Produced

	2012	
Number of farms	6	
	Quantity	Value
Backgnd Beef sold (lb)	222.43	303.34
Transferred out (lb)	5.29	5.87
Other income		0.83
Purchased (lb)	-119.07	-204.62
Transferred in (lb)	-28.79	-42.60
Inventory change (lb)	19.42	21.69
Gross margin		84.53
Direct Expenses		
Corn Gluten (lb.)	314.48	17.14
Protein Vit Minerals (lb.)	14.51	16.36
Creep / Starter (lb.)	6.22	1.39
Complete Ration (lb.)	84.32	9.09
Corn (bu.)	0.90	6.19
Corn Silage (lb.)	304.81	3.18
Hay, Grass (lb.)	145.27	5.08
Pasture (aum)	0.16	1.92
Rye Silage (lb.)	465.50	5.30
DDGS, dry (lb.)	9.26	1.28
DDGS, wet (lb.)	21.43	2.08
Veterinary		10.45
Supplies		1.36
Fuel & oil		3.25
Repairs		5.40
Custom hire		1.36
Operating interest		4.64
Total direct expenses		95.47
Return over direct expense		-10.94
Overhead Expenses		
RE & pers. property taxes		0.65
Farm insurance		0.71
Interest		1.09
Mach & bldg depreciation		5.61
Miscellaneous		1.17
Total overhead expenses		9.23
Total dir & ovhd expenses		104.70
Net return		-20.17
Labor & management charge		15.40
Net return over lbr & mgt		-35.57
Cost of Production Per Cwt. Produced		
Total direct expense per unit		140.60
Total dir & ovhd expense per unit		144.65
With other revenue adjustments		144.65
With labor and management		151.41
Est. labor hours per unit		0.78
Other Information		
No. purchased or trans in		159
Number sold or trans out		139
Percentage death loss		2.6
Avg. daily gain (lb.)		1.66
Lb. of conc / lb. of gain		5.01
Lb. of feed / lb. of gain		9.80
Feed cost per cwt. of gain		69.01
Feed cost per head		229.52
Average purchase weight		445
Avg wgt / Backgnd Beef sold		788
Avg purch price / cwt.		171.85
Avg sales price / cwt.		136.38

Livestock Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Years)

Beef Backgrounding -- Average Per Head

	<u>2012</u>	
Number of farms	6	
	Quantity	Value
Backgnd Beef sold (lb)	739.8	1,008.94
Transferred out (lb)	17.6	19.54
Other income		2.76
Purchased (lb)	-396.0	-680.56
Transferred in (lb)	-95.8	-141.68
Inventory change (lb)	64.6	72.16
Gross margin		281.16
Direct Expenses		
Corn Gluten (lb.)	1,046.0	57.00
Protein Vit Minerals (lb.)	48.3	54.41
Creep / Starter (lb.)	20.7	4.63
Complete Ration (lb.)	280.5	30.23
Corn (bu.)	3.0	20.58
Corn Silage (lb.)	1,013.8	10.56
Hay, Grass (lb.)	483.2	16.91
Pasture (aum)	0.5	6.39
Rye Silage (lb.)	1,548.3	17.61
DDGS, dry (lb.)	30.8	4.26
DDGS, wet (lb.)	71.3	6.93
Veterinary		34.77
Supplies		4.53
Fuel & oil		10.82
Repairs		17.95
Custom hire		4.51
Operating interest		15.43
Total direct expenses		317.54
Return over direct expense		-36.38
Overhead Expenses		
RE & pers. property taxes		2.17
Farm insurance		2.37
Interest		3.63
Mach & bldg depreciation		18.64
Miscellaneous		3.89
Total overhead expenses		30.70
Total dir & ovhd expenses		348.24
Net return		-67.09
Labor & management charge		51.23
Net return over lbr & mgt		-118.31
Cost of Production Per Cwt. Produced		
Total direct expense per unit		140.60
Total dir & ovhd expense per unit		144.65
With other revenue adjustments		144.65
With labor and management		151.41
Est. labor hours per unit		2.61
Other Information		
No. purchased or trans in		159
Number sold or trans out		139
Percentage death loss		2.6
Avg. daily gain (lb.)		1.66
Lb. of conc / lb. of gain		5.01
Lb. of feed / lb. of gain		9.80
Feed cost per cwt. of gain		69.01
Feed cost per head		229.52
Average purchase weight		445
Avg wgt / Backgnd Beef sold		788
Avg purch price / cwt.		171.85
Avg sales price / cwt.		136.38

