



PUEBLO OF LAGUNA, COW-CALF PRODUCTION COSTS AND RETURNS, 43 HEAD

Description	Weight Per Animal	Unit of Measure	Total Units	Price/Cost Per Unit	Total Value	Value/Cost Per Head Sold
GROSS INCOME						
Cull Cows	900.00	Pounds	6.00	\$0.84	\$4,536.00	\$756.00
Cull Bulls	1200.00	Pounds	1.00	\$0.89	\$1,068.00	\$1,068.00
Replacement Heifers	485.00	Pounds	-6.00	\$1.81	\$(5,267.10)	\$877.85
Heifer Calves	495.00	Pounds	17.00	\$1.81	\$15,231.15	\$895.95
Steer Calves	515.00	Pounds	20.00	\$2.08	\$21,424.00	\$1,071.20
TOTAL INCOME					\$36,992.05	\$860.28
OPERATING COSTS						
Alfalfa Hay		Ton	25.00	\$310.00	\$7,750.00	\$180.23
Grass/Straw		Ton	25.00	\$150.00	\$3,750.00	\$87.21
Private Pasture		AUM	0.00			
Federal Range		AUM	412.00	\$1.35	\$556.20	\$12.93
State Range		AUM	0.00			
Protein, Vitamins, and Minerals		Head	43.00	\$16.00	\$688.00	\$16.00
Veterinary/Medical					\$726.00	\$16.88
Livestock Hauling					\$203.00	\$4.72
Hired Labor					\$1,360.00	\$31.63
Operating - Equipment					\$954.00	\$22.19
Operating - Vehicle					\$1,823.00	\$42.40
Marketing					\$1,032.00	\$24.00
Interest on Operating Costs			0.05	\$18,842.20	\$942.11	\$21.91
TOTAL OPERATING COSTS					\$19,784.31	\$460.10
INCOME ABOVE OPERATING COSTS					\$17,207.74	\$400.18
OWNERSHIP COSTS						
Capital Recovery (Depreciation):						
Buildings, Improvements, & Equipment		Annual	1.00	\$1,307.00	\$1,307.00	\$30.40
Machinery & Vehicles		Annual	1.00	\$4,526.00	\$4,526.00	\$105.26
Purchased Livestock		Annual	1.00	\$1,395.00	\$1,395.00	\$32.44
Cash Overhead:						
Office & Travel		Annual	1.00	\$1,180.00	\$1,180.00	\$27.44
Accounting & Legal Fees		Annual	1.00	\$590.00	\$590.00	\$13.72
Interest on Retained Livestock		Annual	1.00	\$645.00	\$645.00	\$15.00
Annual Insurance/Taxes		Annual	1.00	\$1,180.00	\$1,180.00	\$27.44
Management/Operational Labor (6% of Income)				\$2,219.52	\$2,219.52	\$51.62
TOTAL OWNERSHIP COSTS					\$13,042.52	\$303.31
TOTAL COSTS					\$32,826.83	\$763.41
NET PROJECTED RETURNS					\$4,165.22	\$96.87

The Pueblo of Laguna is located in Central New Mexico.