



## NAVAJO NATION, COW-CALF PRODUCTION COSTS AND RETURNS, 100 HEAD

Description	Weight Per Animal		Unit of Measure	Total Units	Price/Cost Per Unit	Total Value	Value/Cost Per Head Sold
<b>GROSS INCOME</b>							
Steer Calves	550		Pounds	45	\$2.06	\$50,419.00	\$1,133.00
Heifer Calves	500		Pounds	42	\$1.80	\$37,800.00	\$900.00
Replacement Heifers	500		Pounds	-10	\$1.80	\$(9,000.00)	\$900.00
Cull Cows	1100		Pounds	10	\$0.92	\$10,120.00	\$1,012.00
Cull Bulls	1400		Pounds	1	\$0.92	\$1,347.00	\$1,288.00
<b>TOTAL INCOME</b>						<b>\$90,685.00</b>	<b>\$5,233.00</b>
<b>OPERATING COSTS</b>							
Alfalfa Hay (Good Feeder)			Ton	60.00	\$280.00	\$16,800.00	\$168.00
Grass Hay/Straw			Ton	60.00	\$150.00	\$9,000.00	\$90.00
Private Meadow Pasture			AUM	0.00			
State Range			AUM	0.00			
Federal Range			AUM	960	\$1.35	\$1,296.00	\$12.96
Non Fee Grazing Cost			AUM	0.00			
Protein, Vitamins, and Minerals			Head	100.00	\$16.00	\$1,600.00	\$16.00
Grain Supplements			Lb	0.00			
Other Feed			Lb	0.00			
Veterinary Medicine			Head	100	\$20.00	\$2,000.00	\$20.00
Breeding Fees			Head	100	\$30.00	\$3,000.00	\$30.00
Transportation to and from the Pasture			Head	100	\$12.50	\$1,250.00	\$12.50
Hired Labor			Head	100	\$32.00	\$3,200.00	\$32.00
Supplies			Head	100	\$20.00	\$2,000.00	\$20.00
Other Variable and Misc. Costs			Head	100	\$20.00	\$2,000.00	\$20.00
Marketing Costs			Head	100	\$24.00	\$2,400.00	\$24.00
Liability Insurance			Year	1	\$1,500.00	\$1,500.00	\$15.00
Office, Acct, Legal, and Investment Insurance			Year	1	\$1,000.00	\$1,000.00	\$10.00
Interest on Operating Capital				0.05	\$47,046.00	\$2,352.00	\$23.52
<b>TOTAL OPERATING COSTS</b>						<b>\$49,398.00</b>	<b>\$493.98</b>
<b>INCOME ABOVE OPERATING COSTS</b>						<b>\$41,287.00</b>	<b>\$412.87</b>
<b>OWNERSHIP COSTS</b>							
Capital Recovery (Depreciation):							
Labor (General & Management) 6% of income				\$90,685	\$0.06	\$5,441.10	\$54.41
Machinery, Buildings, and Improvements			Head	100	\$25.00	\$2,500.00	\$25.00
Taxes and Insurance			Head	100	\$4.50	\$450.00	\$4.50
General Overhead			Head	100	\$10.00	\$1,000.00	\$10.00
Interest on Retained Livestock			Head	100	\$15.00	\$1,500.00	\$15.00
<b>TOTAL OWNERSHIP COSTS</b>						<b>\$10,891.10</b>	<b>\$108.91</b>
<b>TOTAL COSTS</b>						<b>\$60,289.00</b>	<b>\$602.89</b>
<b>NET PROJECTED RETURNS</b>						<b>\$30,396.00</b>	<b>\$303.96</b>

The Navajo Nation is in SE Utah, NE Arizona, and NW New Mexico.