



PUEBLO OF ZUNI, COW-CALF PRODUCTION COSTS AND RETURNS, 90 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	13.00	\$0.84	\$9,828.00	\$756.00
Cull Bulls	1200.00	Pounds	1.00	\$0.89	\$1,068.00	\$1,068.00
Replacement Heifers	485.00	Pounds	-13.00	\$1.81	\$(11,412.05)	\$877.85
Heifer Calves	485.00	Pounds	35.00	\$1.81	\$30,724.75	\$877.85
Steer Calves	515.00	Pounds	40.00	\$2.08	\$42,432.00	\$1,060.80
TOTAL INCOME					\$72,640.70	\$807.12
OPERATING COSTS						
Alfalfa Hay		Ton	55.00	\$310.00	\$17,050.00	\$189.44
Grass/Straw Hay		Ton	55.00	\$150.00	\$8,250.00	\$91.67
Private Pasture		AUM	0.00			
Federal Range		AUM	860.00	\$1.35	\$1,161.00	\$12.90
State Range		AUM	0.00			
Protein, Vitamins, and Minerals		Head	90.00	\$16.00	\$1,440.00	\$16.00
Veterinary/Medical					\$1,672.65	\$18.59
Livestock Hauling					\$421.50	\$4.68
Hired Labor					\$2,950.00	\$32.78
Operating - Equipment					\$2,655.00	\$29.50
Operating - Vehicle					\$2,655.00	\$29.50
Marketing					\$1,080.00	\$12.00
Interest on Operating Costs			0.05	\$39,335.15	\$1,966.76	\$21.85
TOTAL OPERATING COSTS					\$41,301.91	\$458.91
INCOME ABOVE OPERATING COSTS					\$31,338.79	\$348.21
OWNERSHIP COSTS						
Capital Recovery (Depreciation):						
Buildings, Improvements, & Equipment		Annual	1.00	\$978.81	\$978.81	\$10.88
Machinery & Vehicles		Annual	1.00	\$3,682.19	\$3,682.19	\$40.91
Purchased Livestock		Annual	1.00	\$3,482.18	\$3,482.18	\$38.69
Cash Overhead:						
Office & Travel		Annual	1.00	\$1,180.00	\$1,180.00	\$13.11
Accounting & Legal Fees		Annual	1.00	\$590.00	\$590.00	\$6.56
Interest on Retained Livestock		Annual	1.00	\$1,350.00	\$1,350.00	\$15.00
Annual Insurance/Taxes		Annual	1.00	\$1,180.00	\$1,180.00	\$13.11
Management/Operational Labor (6% of Income)				\$4,358.44	\$4,358.44	\$48.43
TOTAL OWNERSHIP COSTS					\$16,801.62	\$186.68
TOTAL COSTS					\$58,103.53	\$645.59
NET PROJECTED RETURNS					\$14,537.17	\$161.52

The Pueblo of Zuni is located in Western New Mexico.

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