The cow-calf budget was developed to assist Tennessee cattle producers in estimating the cost of production and net return to land and management. This budget should be considered a template or guide to estimating expenses and revenues, and it should not be considered representative of all circumstances. Users of this budget are encouraged to enter information into the budget that reflects their individual situation and production practices. Using information most closely related to a particular operation will improve the decision-making process.

Disclaimer: Significant variability in inputs, prices and production practices exist across operations and from region to region. The information contained in this spreadsheet relies on estimates and assumptions specific to Tennessee. This budget should not be construed as a reflection of all circumstances across the state, as regional variability does exist. To improve the value of this tool, users are encouraged to use inputs, prices, production practices and management that are employed on their specific operation.
### Estimated Returns and Expenses for Beef Cow-Calf Operation in Tennessee

<table>
<thead>
<tr>
<th>Item</th>
<th>Unit</th>
<th>Quantity</th>
<th>Price</th>
<th>$/Cow</th>
<th>$/Herd</th>
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## Estimated Returns and Expenses for Beef Cow-Calf Operation in Tennessee

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<th>Item</th>
<th>Unit</th>
<th>Quantity</th>
<th>Price</th>
<th>$/Cow</th>
<th>$/Herd</th>
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<td><strong>Net Return to Land and Management</strong></td>
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<td>$ (335.65)</td>
<td>$(16,782.29)</td>
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</table>

### Footnotes:

1. Cull cow revenue ($/cow) = (weight X price X number of cows sold) / total number of cows  
   $109.44 = (1200 lbs X $0.57/lb X 8 cows sold) / 50 cows  
   The same method is used to calculate heifer and steer calf revenue on a $/cow basis.

2. Accounts for bull pasture and hay costs on a yearly basis. Assumes costs are 1.7 times higher than a cow.

3. If artificial insemination is utilized, then users of this budget are encouraged to evaluate the number of breeding bulls.

4. Accounts for annual depreciation and interest on purchased breeding stock (cows and bulls).

5. Miscellaneous overhead is assumed to be 10 percent of total overhead costs to account for unforeseen costs associated with overhead.
Cow-Calf Budget Assumptions

Herd Data:
- 50 cow herd with two breeding herd bulls
- 90 percent calf crop with 2 percent death loss for calves (22 steers & 13 heifers sold)
- 16 percent cull cow rate with 2 percent death loss for cows (eight cows sold)
- 100 percent of replacement heifers are retained from the herd

Supplemental Feed:
- Replacement heifers: 3 lbs/day commercial feed for 150 days (450 pounds)
- Herd bulls: 5 lbs/day commercial feed for 60 days (300 pounds)
- Calves: 2 lbs/day commercial feed for 30 days (60 pounds)

Pasture/Hay:
- Pasture
  - Nitrogen: 60 lbs/ac at $0.40/lb
  - P₂O₅: 30 lbs/ac at $0.30/lb
  - K₂O: 30 lbs/ac at $0.35/lb
  - One application of broadleaf herbicide
  - Stocking rate: 2 ac/cow-calf pair
- Hay
  - Nitrogen: 100 lbs/ac at $0.40/lb
  - P₂O₅: 30 lbs/ac at $0.30/lb
  - K₂O: 30 lbs/ac at $0.35/lb
  - One application of broadleaf herbicide
  - Hay yield: 2.5 tons/ac
  - Feeding: 30 lbs/day of hay for 150 days (2.25 tons/yr)

Veterinary/Medicine:
- Cows: respiratory vaccine (1), clostridial bacterin (1), deworm (1), fly tags (2)
- Replacement heifers: respiratory vaccine (2), clostridial bacterin (2), deworm (1), fly tags (1)
- Herd bulls: respiratory vaccine (1), clostridial bacterin (1), deworm (1), fly tags (2), breeding soundness exam
- Calves: respiratory vaccine (2), clostridial bacterin (2), deworm (1), fly tags (1), implant (1)

Marketing:
- Commission: 2.5 percent on total sale
- Insurance: 0.25 percent on total sale
- Hauling: $3/loaded mile for 30 miles

Buildings/Equipment:
- Buildings: 1,500-ft² hay barn, 800-ft² equipment shed, corral, chute, head gate, fencing
- Equipment: 60-hp tractor, disc mower, hay rake, hay baler, hay wagon, rotary mower, tractor-mounted sprayer, truck

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