

## 2019 Annual Cow/Calf Production Expense and Income Report

*Prior to answering the questions, please review explanations on the red instruction tab below. The data requested will be from the January 1 through December 31, 2019 production calendar year. Report all income and expenses for the spring calving cow herd or for calves while still nursing on the cow. If you have a fall calving herd, fillout a separate form for that herd and segregate cost and expenses between Spring and Fall herds. Do not include costs associated with the calf after it was weaned off the cow. Preconditioning expenses will be reported on a separate "Preconditioning Expense Form." Include all cattle (Integrity Beef and non-Integrity Beef) in the respective calving season in this report.*

<b>Producer Name:</b>			<b>Herd, fall or spring:</b>	
<b>Production Information:</b>	<b>a</b>	Bull turn out date		
	<b>b</b>	Bull pull date		
	<b>c</b>	Number of cows and heifers exposed		
	<b>d</b>	Number of live calves born to exposed animals		
	<b>e</b>	Number of steers weaned		
	<b>f</b>	Number of heifers weaned		
	<b>g</b>	Weaning date		
	<b>h</b>	Average steer weaning weight		
	<b>i</b>	Average heifer weaning weight		
<b>Expenses:</b>	<b>Cattle purchases</b>			
			<b># hd</b>	<b>Cost per Animal</b>
	<b>j</b>	Replacement bulls		
	<b>k</b>	Replacement females		
	<b>Veterinary and Medical</b>			
	<b>l</b>	Veterinary supplies		
	<b>m</b>	Veterinary services		
	<b>Feed, Hay and Mineral</b>			
	<b>n</b>	Cost of hay produced or purchased		
	<b>o</b>	Number of bales of hay produced or purchased		
	<b>p</b>	Number of bales of hay fed to the specified herd for the year.		
	<b>q</b>	Cost of feed supplied to cows/heifers and bulls. No hay costs.		
	<b>r</b>	Cost of mineral supplied to cows/heifers and bulls		
	<b>Grazing Pasture Expenses (does not include costs for hay production)</b>			
	<b>s</b>	Cost of fertilizer and lime		
	<b>t</b>	Cost of herbicides		
	<b>u</b>	Cost of insecticides		
	<b>v</b>	Pasture lease costs	\$	Number of acres
	<b>w</b>	Property tax	\$	Number of acres
	<b>x</b>	Brush control		
	<b>y</b>	Pasture rainfall insurance		
	<b>Labor Expenses</b>			
	<b>z</b>	Hired labor		
	<b>Other Expenses</b>			
	<b>aa</b>	Shipping/cattle hauling		
	<b>ab</b>	Repairs		
	<b>ac</b>	Other		
	<b>ad</b>	Interest		
<b>Income:</b>			<b>#</b>	<b>Total</b>
	<b>ae</b>	Calf sales		
	<b>af</b>	Cull cows sales		
	<b>ag</b>	Cull bulls sales		
	<b>ah</b>	Hay sales		
	<b>ai</b>	Other income (describe briefly)		

## Instructions for 2019 Annual Cow/Calf Production Expense and Income Report

<i>a</i>	Beginning date of the breeding season. Date bulls were turned out to the cow herd.
<i>b</i>	Ending date of the breeding season. Date bulls were pulled out of the cow pastures.
<i>c</i>	Number of heifers and cows exposed the previous year to bulls. Include purchased bred replacements.
<i>d</i>	Total number of live calves that were born.
<i>e</i>	Total number of live steers that were weaned.
<i>f</i>	Total number of live heifers that were weaned.
<i>g</i>	The day calves were separated from the cows. If this occurred over multiple days use the last date the last calf was weaned.
<i>h</i>	Average steer weaning weight. This can be collected individually and then averaged or by a representative trailer load of each sex.
<i>i</i>	Average heifer weaning weight. This can be collected individually and then averaged or by a representative trailer load of each sex.
<i>j</i>	Did you buy any replacement breeding bulls this year? Indicate number and total price paid.
<i>k</i>	Did you buy any replacement breeding females this year? Indicate number and total price paid.
<i>l</i>	Total cost of veterinary related supplies purchased for the cattle enterprise for the above indicated calving season in 2019; i.e.: vaccinations, antibiotics, needles, syringes, bandage materials, disinfectants, etc.
<i>m</i>	Total cost of veterinary related services you paid for the cattle enterprise for the above indicated calving season in 2019: veterinarian charges, trip costs, bull breeding soundness exams, pregnancy determination, PI-BVDV tests, etc.
<i>n</i>	If you produced your own hay, what was the total cost of fertilizer/lime, herbicides/insecticides applied to only for hay production, cutting/swathing, baling, transportation to hay lot? If you purchased the hay what was the cost of the hay and transportation to get it to your ranch?
<i>o</i>	How many bales of hay were produced and/or purchased in 2019?
<i>p</i>	Number of bales of hay that were fed to cows/heifers and bulls for the above specified herd for 2019?
<i>q</i>	What was the cost of purchased feed that was supplied to the cow/heifers and bulls for the above specified herd in 2019? Do not include hay expenses here.
<i>r</i>	What was the cost of mineral that was supplied to the cow/heifers and bulls for the above specified herd in 2019?
<i>s</i>	What was the cost of fertilizer and/or lime that was applied to the grazing pastures for grazing purposes; not for hay production? If a pasture is used for both hay and grazing, then assign the fertilizer/chemical costs that occurred immediately prior to baling hay to the hay production costs.
<i>t</i>	What was the cost of herbicides (weed spray) that was applied to the grazing pastures for grazing purposes; not for hay production?
<i>u</i>	What was the cost of insecticides that was applied to the grazing pastures for grazing purposes; not for hay production?
<i>v</i>	If you lease pasture, what is the cost of the pasture leases you have and how many acres?
<i>w</i>	If you own pasture, what is the property taxes you pay and how many acres? Only include property tax costs for agriculture/pasture land. Do not include income taxes or property taxes on any residences.
<i>x</i>	What was the cost of brush control that was applied to the grazing pastures; not for hay production? (spraying and chemicals, prescribed fire, mechanical control)
<i>y</i>	Types of risk insurance would be Pasture Rainfall Insurance or cattle risk management (hedging, options, puts, etc.). Do not include other insurance forms such as property (automobile/house/implements/barns), liability, workmans compensation, etc.
<i>z</i>	Did you spend money on labor? Do you employ a full-time/part-time employee, or day help? Include all paid costs associated with any paid labor only. Do not value your time if you do not draw a pay check on a daily/weekly or monthly basis from the ranching operation. Do not include benefits paid to labor such as use of company truck, cell phone, freezer beef, housing, workmans compensation or property recreational use (hunting/fishing).
<i>aa</i>	Indicate any costs associated with shipping/transporting cows or calves during the year, shipping cull cows/bulls; hauling of new replacements, etc. <b>Do not include shipping of calves after the preconditioning phase.</b>
<i>ab</i>	Indicate any associated livestock repair costs for infrastructure or ranch related equipment; fences, corrals, machinery, etc (do not include personal house repairs). Do not include repair costs of equipment not directly associated with cattle production, i.e.: hay equipment if the hay is sold rather than used on the ranch.
<i>ac</i>	List any other expenses that are not captured above if they are significant to the ranch budget. This can include equipment and vehicle purchases. If the purchase is not related solely to the ranch, allocate the percent of the cost that is related to the ranch.
<i>ad</i>	Interest that is related to cattle operations only.
<i>ae</i>	How many calves were sold? What was the total revenue of calves sold for the above specified herd for the reporting year? If calves were carried over past the first of the year or retained on wheat, include them as well.
<i>af</i>	How many cull cows were shipped to sale? What was the total revenue received for the cull cows? Indicate for only the above specified herd for 2019.
<i>ag</i>	How many cull bulls were shipped to sale? What was the total revenue received for the cull cows? Indicate for only the above specified herd for 2019.
<i>ah</i>	Did you sell any hay that was produced on the ranch and that you accounted for expenses above? If so how many bales and what was the cost per bale?
<i>ai</i>	Report any other income related to cattle production; i.e.: pasture rainfall insurance paid to the ranch, risk management payments, NRCS contracts money received, etc. <b>Do not report income from oil/gas production, deer leases, investments, off ranch income, etc.</b>