

Livestock Enterprise Analysis
North Dakota Farm Business Management Education Program
State Report, 2006
(Farms Sorted By Net Return Per Unit)

Beef, Background Beef -- Average Per Head

| | <u>Avg. Of All Farms</u> | | <u>Low20%</u> | | <u>40 - 60%</u> | | <u>High 20%</u> | |
|-----------------------------------|------------------------------|---------|---------------|---------|-----------------|---------|-----------------|---------|
| Number of farms | 78 | | 15 | | 15 | | 16 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Backgnd Beef sold (lb) | 447.74 | 481.09 | 447.90 | 477.69 | 520.46 | 570.83 | 465.32 | 493.94 |
| Transferred out (lb) | 157.01 | 158.40 | 336.61 | 350.06 | 83.42 | 85.02 | 146.11 | 142.45 |
| Cull sales (lb) | 8.50 | 9.83 | - | - | 4.24 | 4.24 | - | - |
| Butchered (lb) | 2.04 | 1.72 | 1.02 | 0.92 | 1.25 | 0.90 | 0.49 | 0.35 |
| Less purchased (lb) | -32.60 | -38.20 | -113.05 | -133.10 | - | - | -5.29 | -8.42 |
| Less transferred in (lb) | -456.67 | -528.08 | -436.47 | -529.46 | -484.63 | -550.06 | -446.59 | -516.50 |
| Inventory change (lb) | 45.24 | 9.56 | -90.52 | -124.01 | 41.42 | -18.50 | 76.65 | 51.83 |
| Total production (lb) | 171.26 | 94.32 | 145.50 | 42.10 | 166.16 | 92.43 | 236.70 | 163.65 |
| Other income | - | - | - | - | - | - | - | - |
| Gross return | - | 94.32 | - | 42.10 | - | 92.43 | - | 163.65 |
| Direct Expenses | | | | | | | | |
| Barley (bu.) | 2.14 | 3.97 | 0.00 | 0.01 | 1.97 | 3.59 | 5.33 | 8.62 |
| Corn (bu.) | 6.61 | 15.97 | 12.63 | 32.42 | 5.17 | 14.03 | 5.90 | 12.01 |
| Corn Silage (lb.) | 691.68 | 5.76 | 166.18 | 1.80 | 1,093.98 | 9.53 | 772.97 | 5.89 |
| Hay, Alfalfa (lb.) | 87.47 | 2.27 | - | - | 131.39 | 3.45 | - | - |
| Hay, Grass & Other (lb.) | 920.95 | 19.30 | 1,493.82 | 32.81 | 670.68 | 15.12 | 754.07 | 13.63 |
| Oats (bu.) | 1.69 | 2.46 | 2.00 | 3.17 | 1.50 | 2.56 | 1.52 | 1.95 |
| Pasture (aum) | 0.22 | 2.96 | 0.17 | 1.90 | 0.14 | 1.38 | 0.35 | 5.21 |
| Complete Ration (lb.) | 117.57 | 6.16 | 78.23 | 3.49 | 53.58 | 3.97 | 115.40 | 5.44 |
| Creep / Starter (lb.) | 14.22 | 1.17 | 37.58 | 2.23 | 11.31 | 0.93 | 5.53 | 0.38 |
| Protein Vit Minerals (lb.) | 23.68 | 3.72 | 20.83 | 3.44 | 32.91 | 3.60 | 18.15 | 2.64 |
| Corn Distillers Grn (dry) (lb.) | 58.88 | 1.29 | 93.77 | 1.44 | 77.68 | 3.88 | 32.29 | 0.24 |
| Corn Gluten (lb.) | 9.34 | 0.38 | - | - | - | - | 33.44 | 1.34 |
| Other feed stuffs | 124.03 | 1.15 | 102.74 | 0.81 | 220.40 | 1.85 | 5.88 | 0.47 |
| Veterinary | - | 3.39 | - | 3.89 | - | 3.37 | - | 3.37 |
| Supplies | - | 0.90 | - | 0.70 | - | 0.97 | - | 0.99 |
| Fuel & oil | - | 1.71 | - | 1.78 | - | 1.58 | - | 1.93 |
| Repairs | - | 2.37 | - | 1.74 | - | 2.12 | - | 3.90 |
| Custom hire | - | 0.64 | - | 0.57 | - | 1.04 | - | 0.56 |
| Hauling and trucking | - | 0.52 | - | 0.43 | - | - | - | 1.04 |
| Marketing | - | 2.96 | - | 2.94 | - | 3.45 | - | 2.61 |
| Bedding | - | 0.38 | - | 0.56 | - | 0.02 | - | 1.02 |
| Operating interest | - | 1.58 | - | 1.90 | - | 1.10 | - | 2.59 |
| Total direct expenses | - | 81.01 | - | 98.00 | - | 77.55 | - | 75.84 |
| Return over direct expense | - | 13.31 | - | -55.90 | - | 14.88 | - | 87.81 |
| Overhead Expenses | | | | | | | | |
| Hired labor | - | 1.18 | - | 0.19 | - | 0.58 | - | 2.04 |
| Farm insurance | - | 0.73 | - | 0.70 | - | 0.58 | - | 0.91 |
| Utilities | - | 0.92 | - | 0.93 | - | 0.89 | - | 0.88 |
| Interest | - | 1.09 | - | 1.28 | - | 1.04 | - | 1.33 |
| Mach & bldg depreciation | - | 1.72 | - | 1.44 | - | 2.06 | - | 2.36 |
| Miscellaneous | - | 0.91 | - | 1.42 | - | 0.67 | - | 0.82 |
| Total overhead expenses | - | 6.55 | - | 5.95 | - | 5.82 | - | 8.35 |
| Total dir & ovhd expenses | - | 87.57 | - | 103.94 | - | 83.37 | - | 84.18 |
| Net return | - | 6.76 | - | -61.85 | - | 9.06 | - | 79.47 |
| Labor & management charge | - | 5.03 | - | 4.59 | - | 4.11 | - | 6.49 |
| Net return over lbr & mgt | - | 1.73 | - | -66.43 | - | 4.94 | - | 72.98 |
| Cost of Production | | | | | | | | |
| Total direct expense per cwt. | - | 103.54 | - | 112.64 | - | 106.14 | - | 89.72 |
| Total dir & ovhd expense per cwt. | - | 104.63 | - | 113.39 | - | 107.11 | - | 91.08 |
| With other revenue adjustments | - | 104.63 | - | 113.39 | - | 107.11 | - | 91.08 |
| With labor and management | - | 105.46 | - | 113.98 | - | 107.79 | - | 92.14 |
| Est. labor hours per unit | - | 0.54 | - | 0.34 | - | 0.49 | - | 0.68 |
| Other Information | | | | | | | | |
| No. purchased or trans in | - | 126 | - | 167 | - | 126 | - | 126 |
| Number sold or trans out | - | 116 | - | 187 | - | 119 | - | 113 |
| Percentage death loss | - | 0.4 | - | 0.8 | - | 0.1 | - | 0.5 |
| Avg. daily gain (lbs) | - | 1.74 | - | 1.36 | - | 1.91 | - | 2.11 |
| Lbs of conc / lb of gain | - | 4.59 | - | 6.89 | - | 3.65 | - | 3.58 |
| Lbs of feed / lb of gain | - | 12.10 | - | 17.95 | - | 11.29 | - | 7.86 |
| Feed cost per cwt of gain | - | 38.86 | - | 57.39 | - | 38.46 | - | 24.43 |
| Feed cost per head | - | 66.56 | - | 83.51 | - | 63.90 | - | 57.83 |
| Average sales weight | - | 712 | - | 722 | - | 694 | - | 747 |
| Avg sales price / cwt | - | 107.45 | - | 106.65 | - | 109.68 | - | 106.15 |