



BEEF CATTLE GROSS MARGIN BUDGET

April 2023

Enterprise: Inland store weaners

Enterprise Unit: 100 cows

Pasture: Semi improved pasture

			Standard Budget	Your Budget
INCOME:				
42	steer weaners @	\$1,142 /hd	\$47,952	
21	heifer weaners @	\$799 /hd	\$16,772	
1	CFA Bull @	\$1,806 /hd	\$1,806	
6	CFA cows @	\$1,344 /hd	\$8,063	
0	Dry cows @	\$1,344 /hd	\$0	
13	Other culls @	\$1,344 /hd	\$17,469	
83				
A. Total Income:			\$92,062	
VARIABLE COSTS:				
Replacements	1 Bull @	\$7,000 /hd	\$7,000	
Livestock and vet costs: see section titled beef health costs for details.			\$2,219	
Hay & Grain or silage. Low level supplementary feeding for 3 months			\$5,850	
Drought feeding costs.			\$0	
Pasture maintenance (372 Ha of native pasture)			\$10,075	
Livestock selling cost (see assumptions on next page)			\$6,784	
B. Total Variable Costs:			\$31,928	
GROSS MARGIN (A-B)			\$60,133	
GROSS MARGIN/COW			\$601.33	
GROSS MARGIN/DSE*			\$40.41	
GROSS MARGIN/HA			\$161.65	

Change in gross margin (\$/cow) for change in price &/or the weight of sale stock

(Note: Table assumes that the price and weight of other stock changes in the same proportion as steers. As an example if steer sale price falls to 399c/kg and steer weight to 240 kg, gross margin would fall to \$453 per cow. This assumes that price and weight of all other sale stock falls by the same percentage.

Liveweight (kg's) of Stock sold	Steer sale price cents/kg live					GM \$ per Cow
	359	399	439	479	519	
Steer wt.						
-40 kgs 220	308	386	464	542	620	
-20 kgs 240	373	453	533	612	692	
0 260	439	520	601	683	764	
+20 kgs 280	504	587	670	753	836	
+40 kgs 300	570	654	739	823	908	

An increase of 5% in weaning percentage increases gross margin per cow by \$44.7

Assumptions Inland store weaners

Enterprise unit is 100 cows weighing on average 540 kg

Weaning rate: 84% - conception rate 90%

Sales

Steers sold at 9 months	260 kg	@439c/kg	live weight
Heifers sold at 9 months	230 kg	@347c/kg	live weight
21 heifers retained for replacement.			
Cull cows cast for age at 10 years	250 kg	@538c/kg	dressed weight
100% of preg tested empty cows culled	"	"	"
4% cows culled for other reasons	"	"	"
Bulls run at 3% & sold after 4 years use	420 kg	@430c/kg	dressed weight

Selling costs include: Commission 4%; yard dues \$8.00/hd; MLA levy \$5/hd; average freight cost to saleyards \$12/hd; NLIS tags \$3.60

Cows: age at first calf : 24 months

Mortality rate of adult stock: 2%

The average feed requirement of a cow + followers is rated at 2.21 LSU or 15.25 dse's. This is an average figure and will vary during the year.

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Age structure

Age	Number			
2	21			21 sold
3	18		42 heifers	
4	15			21 retained for breeding
5	13	84 calves		
6	11			
7	9		42 steers	42 sold
8	7			
9	6			
Total Joined	100			
10	6	→	6 sold cfa	

Marketing Information:

Mainly sold to grass back-grounders for growing out.
Steers likely to end up in feedlots after further weight gain on grass.
Following sale, heifers either grown out to become breeders or fattened for the local trade market.

Production Information:

Mixed sex weaners sold from March to June from lighter country or at heavier stocking rates than for vealers. Common on unimproved areas with some supplementary feed in normal years.
This enterprise is the most drought susceptible.