PRODUCTION PLAN

The production plan conveys the type and quantity of commodities to be produced. The production plan pairs information from the resource inventory and financial records to serve as a realistic estimate of current activities and their anticipated financial results. A thorough production plan should detail all enterprises on an operation (crop, livestock, and other) so that scheduling of labor and financial resources can be easily examined.

The production plan should provide a basis for projecting future operational activities and alternative enterprises. While changes will occur, the production plan serves to document historical performance and project the future direction of the business. Crop production plans should include the estimated acreage and yield for each crop. Estimated production levels can then be combined with anticipated prices to generate some of the figures needed for the financial component. The livestock production plan must clearly identify all related production information, including the size of the herd, cull rates, weaning rates, weaning weights, rates of gain, purchase price, sales prices, etc. In addition, details regarding the replacement herd and breeding herd should be described.

Crop Production

For crop farms, the production plan should include the estimated acreage for each crop for each year (crop rotation) and an estimated yield for each crop. Other items that should be documented include: historical yields, government payment information, variable costs of production, insurance coverage, and production practice considerations. Table 1 provides a worksheet to help identify those components that define the crop production plan. This worksheet is organized into six sections: unit information, cost items, crop insurance, other crop information, production history, and hail insurance data. A crop production worksheet should be completed for every unit in the operation. Units may be defined by Farm Service Agency (FSA) farm numbers, fenced pastures, enterprise operations, geographic location, or any other logical manner that enables the operator to account for specific entities.

The basis for estimating costs of production for cropping enterprises begins with an accounting of variable input requirements and prices for items such as seed, fertilizer, herbicide, irrigation fuel, and harvesting. Since land ownership/lease terms differ, land tenure considerations can be defined through the line labeled “Landowner’s Share of Production” or on the line labeled “Cash Lease Rate” in Table 1. In the case of share lease agreements, landowner’s share of variable costs may be indicated by specifying the correct percentage in the column to the right of the relevant cost item. Variable cost estimates under each crop should not reflect a discount for landowner’s share, regardless of the land tenure situation. These considerations are accounted for on an item by item basis according to the figures specified under the column marked, “LL Share %.”

Polk, Wade, Jason Johnson, Bill Thompson, Brenda Duckworth, Stan Bevers, and Blake Bennett. Department of Agricultural Economics, Texas Cooperative Extension, Texas A&M University. September 2005.

Crop insurance is also reported on Table 1 including type of coverage, yield and price election, premium and hail addendum. More detailed hail insurance data can be reported to page 2 of Table 1. To better distinguish local and regional practices, other crop information such as irrigation method, plant gene type, planting pattern, purpose, practice, and environmental considerations can be noted. An important component of this crop production section is the reporting of historical and Average Production History (APH). These histories allow the producer to determine the amount and variation of production risk associated with each crop activity.

Livestock Production

The next aspect of the production plan involves detailing livestock production. The livestock production plan must clearly identify all related production information, including the size of the herd, cull rates, weaning rates, weaning weights, rates of gain, purchase price, sales prices, etc. While it is obvious that a description of livestock production would differentiate between livestock species (cattle, goats, hogs, etc.), it must also detail differences that occur within species (i.e. the differences between the cow-calf enterprise and a stocker enterprise) or within production systems (i.e. commercial vs. registered). For illustration purposes, a cattle operation will be the focus of the remaining discussion. However, similar analysis should be completed for each livestock species enterprise.

Cow-Calf Enterprises

Table 2 provides a worksheet to help identify those components that define a cow-calf component of a livestock production plan. This worksheet contains information detailing inventory numbers, calf crop, sale weights, expected replacement costs and sales prices, costs of production, cattle transfers, feed requirements, and historical production records

Livestock numbers are fluid throughout the year with births, deaths, and transfers into and out of the production system. The first section of Table 2 serves to provide a snapshot of livestock numbers at a given point in time and needed replacements for the anticipated cattle transferred out of the herd. The next section details information pertaining to the expected calf crop. Calving percentage, death loss, and retain/cull inventories are identified.

The third section of Table 2 identifies the expected sale weights for various classes of cattle. Production records and previous year's sales tickets are usually a good source for estimating these numbers. The fourth section identifies the expected purchase costs for replacement livestock. Producers will need to use current estimates for these replacement costs which are based on prices for the type, caliber, and location of the livestock they intend to purchase. As such, these replacement costs may be higher than the average prices reported through traditional livestock sales reports. The fifth section details expected sales prices for various classes of cattle which provide a basis for estimating revenue. These price projections can be gathered from historical sales receipts, recent sales reports, or projections from other marketing entities.

The sixth section of Table 2 focuses on costs of production. Typical production expense items such as veterinarian/medicine, marketing, minerals, and transportation are listed. Each of these cost estimates should be provided on a per-head basis. The next section identifies livestock inventory transfers to describe the movement of calves into a stocker or feedlot production system. The last section on page 1 of Table 2 describes the supplemental feed requirements. This should include all purchased feed including hay, grain or protein supplements (range cubes, creep feed, etc.).

Page 2 of Table 2 completes the cow-calf worksheet. These sections document historical calf sale weights and calf crop percentages as well as historical prices received for various classes of cattle. Diligent record-keeping over time will help to complete these sections and also provide refinement of projections for planning in future periods and insight into market price trends.

Stocker Cattle

A worksheet summarizing essential details of a stocker cattle enterprise is shown in Table 3. A stocker cattle enterprise can take many forms: purchased stockers, raised stockers, stockers raised on a pound-of-gain basis or generating a per-head/per-month grazing fee, etc. Each of these arrangements retains a unique risk/return opportunity. When applicable, a separate stocker cattle worksheet should be completed to differentiate each circumstance. This enables the producer to evaluate the profitability of stocker cattle as an enterprise as well as the most favorable structure for a stocker cattle enterprise. Table 3 is organized into five sections: herd information, costs of production, feed requirements, historical gain information, and historical pricing information.

The first section of Table 3 details basic information such as inventory numbers, lease terms (if applicable), purchase/transfer dates, death loss, purchase/sales price, daily gain, and grazing period. The first column specifies current year data, while the second column can be used to document future plans. The second section compiles stocker cattle expense items. These items should be provided on a dollar per head basis. The third section (on page 2 of Table 3) requests information regarding feed requirements for stockers. This should include all purchased feed including hay, grain or protein supplements (range cubes, creep feed, etc.). The fourth section profiles the historical weight gains. This is defined by in-weights, out-weights, and days grazed/fed. The final section chronicles historical purchase and sales prices or contract rates ($/pound-of-gain or $/head/month).

Production Calendar

Another useful component of a production plan is the production calendar. A production calendar can be constructed for any preferred time frame; however a monthly production calendar is usually sufficient to identify key labor and management tasks and periods of critical business activity. One way to begin construction of a production calendar is to print a monthly cash flow report from a previous year. Income items typically have

associated sales (crop or livestock) activities or transactions that required some type of management activity. Likewise, large expense transactions typically reflect either anticipated management activities (such as a seed expense in preparation for planting) or utilization of production inputs that also document some level of activity. As such, a review of these items from the monthly cash flow report can help to identify the underlying management and production activities that were associated.

A production calendar can be constructed with a central focus on describing on-going developments of an enterprise. This type of production calendar identifies critical periods like planting, growing, and harvesting in the case of crops; or breeding and calving for livestock. With enterprise focused production calendars, the critical periods of activity for all enterprises are combined on a monthly calendar so that periods of overlap and inactivity can be easily determined and anticipated. This type of production calendar is useful when land-use considerations and scheduling are major management concerns.

Another type of production calendar focuses on labor activity. A labor focused production calendar is useful when time management or delegation of activities is a major concern. Table 4 illustrates the format of a monthly production calendar focusing on labor activity. Regardless of which type of production calendar is chosen, the primary usefulness of a production calendar is to enable management to efficiently plan and schedule resource (land, labor and capital) requirements for the full year.

Cash Flow Timing

Table 5 depicts a framework for examining the timing of monthly income and direct expense flows as a percentage of total income and direct expenses for the year. Once again, a monthly cash flow report is the basis for putting together a cash flow timing summary. This type of information is useful to examine financial resources available and demands upon those resources for a given production plan during the calendar year. An examination of cash flow timing enables management to prepare for periods when expenses are expected to accrue before revenues are realized. It also allows management to project how alternative enterprises or changes to the production plan might affect the timing of revenues and expenses.

Conclusion

A thorough description of the production plan should clearly define management's scheduling of resources needed for the crop/livestock enterprises that have been chosen. The production plan will include all projected and historical production data needed to ensure that this plan is based on realistic and achievable levels of performance. A production calendar allows for examining the deployment plan for labor, land, or other essential inputs. Finally, a cash flow timing schedule will summarize monthly revenues and expenses to enable planning of financial resources for the projected production plan or alternative enterprises.

Table 1. Crop Production Summary.

Producer:_____ Unit:_____

Unit Description:_____

Unit Info	**Crop:**		**Crop:**		**Crop:**		**Crop:**	
Planted Acres								
Budgeted Yield (units/acre)								
Actual Yield (units/acre)								
Crop Price								
LDP								
Base Acres								
CCP Yield								
Direct Payment Yield								
Landowner's Share of Production								
Cost Items	**Cost**	**LL Share %**	**Cost**	**LL Share %**	**Cost**	**LL Share %**	**Cost**	**LL Share %**
Seed Cost ($/acre)								
Fertilizer Cost ($/acre)								
Herbicide Cost ($/acre)								
Insecticide Cost ($/acre)								
Fungicide Cost ($/acre)								
Custom Application Cost ($/acre)								
Scouting & Other Cost ($/acre)								
Irrigation Fuel Cost ($/acre)								
Tillage & Harvest Fuel Cost ($/acre)								
Variable Harvesting Cost ($/unit)								
Variable Harvesting Cost ($/acre)								
Boll Weevil Cost ($/acre)								
Labor Costs ($/acre)								
Cash Lease Rate ($/acre)								
Crop Insurance Information								
Type of Coverage								
Yield Coverage								
Price Coverage								
Premium								
Hail Exclusion (Y/N)								
Hail Insurance (Y/N)								
Other Crop Information								
Irrigation Method								
Gene Type								
Planting Pattern								
Purpose								
Practice								
Environmental								

Notes:
Type of Coverage: CAT, APH/MPCI, CRC, IP
Irrigation Method: dry, pivot, furrow, Lepa, side roll, drip, flood, semi-irrigated
Gene Type: None, Bt, Roundup Ready, Bt + Roundup Ready
Planting Pattern: solid, skip row, ultra narrow row
Purpose: commercial, commercial/graze, graze, feed, seed, food
Practice: common, minimum till, no till
Environmental: conventional, organic

Table 1 (cont.). Crop Production Summary.

Producer:_____ Unit:_____

Unit Description:_____

Historical & APH Yields

Historical & APH Yields	Crop: Wheat		Crop: Wheat		Crop: Sorghum		Crop: Pasture	
Year	Historical Yield	APH Yield	Historical Yield	APH Yield	Historical Yield	APH Yield	Historical Yield	APH Yield
1996								
1997								
1998								
1999								
2000								
2001								
2002								
2003								
2004								
2005								
T-Yield								

Hail Insurance Data

Insurance Data	Crop: Wheat	Crop: Wheat	Crop: Sorghum	Crop: Pasture
Coverage				
Premium				
Frequency				
Severity				
Loss Standard Deviation				
Exclusion				

Table 2. Summary of Cow Calf Enterprise.

Producer:_____ Unit:_____

Unit Description:_____

Summary of Cattle Data		Expected Calf Production	
Mature Cows Jan 1		Calving Percentage	
Cows Culled		Heifer Calves Born	
Cows that Died		Heifer Calves that Died	
Needed Replacements		Replacement Heifers (Jan 1)	
Replacements Raised		Replacements culled	
Replacement Heifers Bought		Bred Replacements	
Mature Bulls Jan 1		Bred Replacements Sold	
Bulls Culled		Bred Replacements that Died	
Bulls that Died		Bull Calves Born	
Needed Bull Replacements		Bull Calves that Died	
Replacement Bulls Raised		Bull Calves Sold	
Herd Bulls Bought		Bull Calves held for Replacement	
		Replacement Bulls (Jan 1)	
Expected Sale Weights For Cattle		Replacement Bulls Sold	
Cull Cows		Replacement Bulls that Died	
Cull Replacement Heifers			
Cull Bulls		**Expected Replacement Cost**	**$/head**
Cull Replacement Bulls		Replacement Heifers	
Weaned Heifers		Bull Yearlings	
Weaned Steers		Mature Cows	
		Mature Bulls	

Expected Sales Price		Costs of Production	$/head
Culled Cows		Veterinarian/Medicine	
Culled Replacement Heifers		Marketing	
Culled Bulls		Check-off	
Culled Replacement Bulls		Salt and Mineral	
Weaned Heifers		Grazing	
Weaned Steers		Hauling	
Bred Replacement Heifers		Other	
Fed Cattle			

Cattle Transferred to Stocker and Feedlot Enterprises		Stocker	Feedlot
Weaned Heifers			
Weaned Steers			

Annual Supplemental Feed Requirements for Cattle		
Name of Feedstuff	**Pounds/Head/Year**	**Price/Unit**

Table 2 (cont.). Summary of Cow Calf Enterprise.

Producer:_____ Unit:_____

Unit Description:_____

Historical Cattle Production

Year	Calf Sale Weight	Calf Crop %
1996		
1997		
1998		
1999		
2000		
2001		
2002		
2003		
2004		
2005		

Historical Prices Received for Cattle

Year	Steer Price	Heifer Price	Cow Price	Bull Price
1996				
1997				
1998				
1999				
2000				
2001				
2002				
2003				
2004				
2005				

Table 3. Summary of Stocker Enterprise.

Producer : _____ Unit #: _____

Unit Description: _____

Stocker Herd Information		
	Current Year	**Years 2-10**
Stockers on hand Jan 1.		
Average weight per head of stockers Jan 1.		
Crop Stockers are tied too.		
Stocker Lease Terms (Select ONE)		
$/lb of gain		
$/cwt on weight		
$/acre		
$/head		
Group 1. (purchased and sold in different year)		
Stocker Purchase date		
Sale Date		
On weight after shrink for Fall Stockers		
Death loss		
Number Purchased		
Purchase Price		
Sale Price		
Daily gain		
Decision date to final sale		
#transferred in		
#transferred out		
Acres Grazed		
Answer Next two only if using graze out rule		
Normal Pull-off date		
Net Revenue difference to Pull-off cattle		

Stocker Cattle Costs of Production ($/head)	
Vet, Medicine & Supplies	
Marketing/Commission	
Utilities	
Salt and Mineral	
Custom Services	
Hauling, Fuel, Lube Cost	
Labor	

Table 3 (cont.). Summary of Stocker Enterprise.

Producer : _____ Unit #: _____

Unit Description: _____

Annual Feed Requirements for Stockers		
Feed	**Feed/Head/Day**	**Price/Unit**

Historical Gain - Stocker Calf Production			
Year	**In-weight**	**Out-weight**	**Number of Days**
2004			
2003			
2002			
2001			
2000			
1999			
1998			
1997			
1996			
1995			

Optional Pricing Histories			
Year	**Stocker Purchase Price ($/lb)**	**Stocker Sale Price ($/lb)**	**Contract Rates ($/lb of gain or $/head/month)**
2004			N/A
2003			
2002			
2001			
2000			
1999			
1998			
1997			
1996			
1995			

Table 4. Production Calendar for January through June.

	Jan	Feb	Mar	Apr	May	Jun
Activity/ Personnel						
Enterprise/ Input /Rate						

Table 4 (cont.). Production Calendar for July through December.

	Jul	Aug	Sept	Oct	Nov	Dec
Activity/ Personnel						
Enterprise/ Input /Rate						

Table 5. Cash Flow Timing.

	J	F	M	A	M	J	J	A	S	O	N	D	Total
% of Revenue													100%
% of Expenses													100%

PRODUCTION PLAN
TTAP Enterprises

The primary activities of TTAP Enterprises include a commercial cattle herd, stocker operation, wheat production for grazing and grain, and sorghum production. TTAP Enterprises owns 6,000 acres of which 1,000 acres are planted to wheat (200 acres are double cropped grain sorghum) and 5,000 acres are native pasture. Approximately 500 acres of wheat are harvested each year for grain and the remaining 500 acres are grazed out with stocker calves. The operation leases an additional 5,000 acres of native pasture at a cash rental rate of $4.25 per acre.

Table 1 illustrates a summary of TTAP Enterprise's crop activities. Cropping activities are limited to wheat (both grazed and harvested) and grain sorghum production. Because of dryland cropping conditions, TTAP Enterprises expects an average wheat production of 30 bushels per acre and 21 hundred weights of sorghum production. The crop land has a Farm Service Agency base of 500 acres at 30 bushels per acre for direct and counter-cyclical government payments. Total variable cost for harvested wheat averages $41.20 per acre while grazed wheat variable cost is expected to be about $25.50 per acre. Variable cost for sorghum production averages $41.20 per planted acre. TTAP Enterprises insures only the 500 acres of wheat that is expected to be harvested with a Crop Revenue Coverage (CRC) policy. A ten year historical production for wheat ranges from 12 to 39 bushels per acre.

Table 2 summarizes TTAP Enterprise's cow-calf operation. TTAP Enterprises prides itself in the production of quality beef. Currently there are 400 head of cows and 60 head of heifers that are retained for replacement each year. The operation has experienced an above average calving percentage of 88% for the past few years. TTAP Enterprises expects a death loss of 2.5% on cows and another 6% on calves before weaning. Weaning weights average 450 pounds for heifers and 475 for steers. TTAP Enterprises currently has 16 bulls and replaces about four bulls every year.

A summary of TTAP Enterprise's stocker operations is shown in Table 3. TTAP Enterprises preconditions and transfers an average of 272 head of calves to a stocker operation. To enhance the stocker cattle enterprise, TTAP Enterprises purchases 100 stockers when grazing availability permits to maximize utilization of the wheat pasture. TTAP Enterprises expects about a $0.10 to $0.12 rollback on purchased stocker calves. Stockers have historically gained 1.5 to 2.0 pounds per day depending on weather and crop conditions. TTAP Enterprises does little or no forward pricing of their calves. By retaining ownership in their calves, TTAP Enterprises hopes to capitalize on the value that is added to their calves through the sale of heavier animals ready for the feedlot.

Table 4 shows TTAP Enterprise's production calendar. Each major activity that takes place during the year is placed in the month that it occurs. In addition to detailing the activity, the personnel responsible for the action, the associated enterprise, and other technical data is reported on the production calendar. April, May, and June are busy

months for TTAP Enterprises because sorghum is planted, wheat is harvested, and stockers are shipped. Activities during the Fall months are also time constrained as wheat is planted, cows are palpated, and stocker cattle are purchased and vaccinated. TTAP Enterprise's production calendar engages each member of the team to plan and coordinate their efforts.

TTAP Enterprises places a great deal of importance on bookkeeping. Because of diligent efforts put forth by Julie Rancher, TTAP Enterprises is able to develop a table of cash flow timing. Table 5 illustrates the percentage of revenues and expenses by month for TTAP Enterprises. The majority of revenue is received in May and by June over 82% of revenue is realized. Although the stream of expenses for the year is more uniform than incomes, most expenses are realized in the month of June when land and lease payments are due.

Table 1. Crop Production Summary, Owned Land - TTAP Enterprises.

Producer:____TTAP Enterprises_____ Unit:_____1_____

Unit Description:_____Home Place_____

Unit Info	**Crop: Wheat**		**Crop: Wheat**		**Crop: Sorghum**		**Crop: Pasture**	
Planted Acres	500		500		200		5000	
Budgeted Yield (units/acre)	30 bu		30 bu		21 cwt		2000 lb	
Actual Yield (units/acre)	30 bu		30 bu		21 cwt		2000 lb	
Crop Price	3.25		N/A		3.25		N/A	
LDP								
Base Acres	500		500		0		0	
CCP Yield	30		30		0		0	
Direct Payment Yield	30		30		0		0	
Landowner's Share of Production	100		100		100		100	
Cost Items	**Cost**	**LL Share %**	**Cost**	**LL Share %**	**Cost**	**LL Share %**	**Cost**	**LL Share %**
Seed Cost ($/acre)	8.00		8.00		8.00			
Fertilizer Cost ($/acre)	12.50		12.50		12.50			
Herbicide Cost ($/acre)	5.00		5.00		5.00			
Insecticide Cost ($/acre)								
Fungicide Cost ($/acre)								
Custom Application Cost ($/acre)								
Scouting & Other Cost ($/acre)								
Irrigation Fuel Cost ($/acre)								
Tillage & Harvest Fuel Cost ($/acre)								
Variable Harvesting Cost ($/unit)								
Variable Harvesting Cost ($/acre)	2.70				2.70			
Boll Weevil Cost ($/acre)								
Labor Costs ($/acre)	13.00				13.00			
Cash Lease Rate ($/acre)								
Crop Insurance Information								
Type of Coverage	CRC							
Yield Coverage	0.65							
Price Coverage	1							
Premium	4.70							
Hail Exclusion (Y/N)	N							
Hail Insurance (Y/N)	N							
Other Crop Information								
Irrigation Method	Dry		Dry		Dry			
Gene Type	None		None		None			
Planting Pattern	Solid		Solid		Solid			
Purpose	Commercial		Graze		Commercial			
Practice	Common		Common		Common			
Environmental	Conventional		Conventional		Conventional			

Notes:
Type of Coverage: CAT, APH/MPCI, CRC, IP
Irrigation Method: dry, pivot, furrow, Lepa, side roll, drip, flood, semi-irrigated
Gene Type: None, Bt, Roundup Ready, Bt + Roundup Ready
Planting Pattern: solid, skip row, ultra narrow row
Purpose: commercial, commercial/graze, graze, feed, seed, food
Practice: common, minimum till, no till
Environmental: conventional, organic

Table 1 (cont.). Crop Production Summary, Owned Land - TTAP Enterprises.

Producer:____TTAP Enterprises_____ Unit:_____1_____

Unit Description:_____Home Place_____

Historical & APH Yields

Historical & APH Yields	Crop: Wheat		Crop: Wheat		Crop: Sorghum		Crop: Pasture	
Year	Historical Yield	APH Yield	Historical Yield	APH Yield	Historical Yield	APH Yield	Historical Yield	APH Yield
1996	28	28	28	28	27.3	N/A		
1997	12	28	12	28	33.3	N/A		
1998	24	28	24	28	43.33	N/A		
1999	32	N/A	32	N/A	10.09	N/A		
2000	36	N/A	36	N/A	42.0	N/A		
2001	29	N/A	29	N/A	25.33	N/A		
2002	31	N/A	31	N/A	40.33	N/A		
2003	25	N/A	25	N/A	33.75	N/A		
2004	39	N/A	39	N/A	20.34	N/A		
2005	32	N/A	32	N/A	49.06	N/A		
T-Yield	28		28		33			

Hail Insurance Data

Insurance Data	Crop: Wheat	Crop: Wheat	Crop: Sorghum	Crop: Pasture
Coverage	None	None	None	
Premium				
Frequency				
Severity				
Loss Standard Deviation				
Exclusion				

Table 1. Crop Production Summary, Leased Land - TTAP Enterprises.

Producer:____TTAP Enterprises_____ Unit:_____2_____

Unit Description:_____Leased Property_____

Unit Info	Crop: Pasture		Crop:		Crop:		Crop:	
Planted Acres	5,000							
Budgeted Yield (units/acre)	2,000 lb							
Actual Yield (units/acre)	2,000 lb							
Crop Price	N/A							
LDP								
Base Acres	0							
CCP Yield	0							
Direct Payment Yield	0							
Landowner's Share of Production	100							
Cost Items	**Cost**	**LL Share %**	**Cost**	**LL Share %**	**Cost**	**LL Share %**	**Cost**	**LL Share %**
Seed Cost ($/acre)								
Fertilizer Cost ($/acre)								
Herbicide Cost ($/acre)								
Insecticide Cost ($/acre)								
Fungicide Cost ($/acre)								
Custom Application Cost ($/acre)								
Scouting & Other Cost ($/acre)								
Irrigation Fuel Cost ($/acre)								
Tillage & Harvest Fuel Cost ($/acre)								
Variable Harvesting Cost ($/unit)								
Variable Harvesting Cost ($/acre)								
Boll Weevil Cost ($/acre)								
Labor Costs ($/acre)								
Cash Lease Rate ($/acre)	$4.25							
Crop Insurance Information								
Type of Coverage								
Yield Coverage								
Price Coverage								
Premium								
Hail Exclusion (Y/N)								
Hail Insurance (Y/N)								
Other Crop Information								
Irrigation Method								
Gene Type								
Planting Pattern								
Purpose								
Practice								
Environmental								

Notes:
Type of Coverage: CAT, APH/MPCI, CRC, IP
Irrigation Method: dry, pivot, furrow, Lepa, side roll, drip, flood, semi-irrigated
Gene Type: None, Bt, Roundup Ready, Bt + Roundup Ready
Planting Pattern: solid, skip row, ultra narrow row
Purpose: commercial, commercial/graze, graze, feed, seed, food
Practice: common, minimum till, no till
Environmental: conventional, organic

Table 1 (cont.). Crop Production Summary, Leased Land - TTAP Enterprises.

Producer:____TTAP Enterprises_____ Unit:_____2_____

Unit Description:_____Leased Property_____

Historical & APH Yields

Historical & APH Yields	Crop: Pasture		Crop:		Crop:		Crop:	
Year	Historical Yield	APH Yield	Historical Yield	APH Yield	Historical Yield	APH Yield	Historical Yield	APH Yield
1996		N/A						
1997								
1998								
1999								
2000								
2001								
2002								
2003								
2004								
2005								
T-Yield								

Hail Insurance Data

Insurance Data	Crop: Pasture	Crop:	Crop:	Crop:
Coverage	None			
Premium				
Frequency				
Severity				
Loss Standard Deviation				
Exclusion				

Table 2. Summary of Cow Calf Enterprise – TTAP Enterprises.

Producer: TTAP Enterprises Unit: 1

Unit Description: Home Place

Summary of Cattle Data	
Mature Cows Jan 1	400
Cows Culled	59
Cows that Died	1
Needed Replacements	60
Replacements Raised	60
Replacement Heifers Bought	0
Mature Bulls Jan 1	16
Bulls Culled	4
Bulls that Died	0
Needed Bull Replacements	4
Replacement Bulls Raised	0
Herd Bulls Bought	4

Expected Calf Production	
Calving Percentage	88
Heifer Calves Born	176
Heifer Calves that Died	10
Replacement Heifers (Jan 1)	60
Replacements culled	60
Bred Replacements	0
Bred Replacements Sold	0
Bred Replacements that Died	0
Bull Calves Born	176
Bull Calves that Died	10
Bull Calves Sold	0
Bull Calves held for Replacement	0
Replacement Bulls (Jan 1)	0
Replacement Bulls Sold	0
Replacement Bulls that Died	0

Expected Sale Weights For Cattle	
Cull Cows	1,000
Cull Replacement Heifers	750
Cull Bulls	1,500
Cull Replacement Bulls	1,000
Weaned Heifers	450
Weaned Steers	475

Expected Replacement Cost	$/head
Replacement Heifers	N/A
Bull Yearlings	N/A
Mature Cows	N/A
Mature Bulls	2,000

Expected Sales Price	
Culled Cows	0.65
Culled Replacement Heifers	N/A
Culled Bulls	N/A
Culled Replacement Bulls	N/A
Weaned Heifers	1.02
Weaned Steers	1.12
Bred Replacement Heifers	N/A
Fed Cattle	N/A

Costs of Production	$/head
Vet, Medicine & Supplies	$ 7.80
Marketing	$15.00
Check-off	$ 1.00
Salt and Mineral	$ 8.25
Grazing	$44.64
Hauling	
Other	

Cattle Transferred to Stocker and Feedlot Enterprises		Stocker	Feedlot
Weaned Heifers	106	X	
Weaned Steers	166	X	

Annual Supplemental Feed Requirements for Cattle		
Name of Feedstuff	**Pounds/Head/Year**	**Price/Unit**
Range Cubes	315	$201/ton
Hay	360	$45 / 1,500 lb. roll

Table 2 (cont.). Summary of Cow Calf Enterprise – TTAP Enterprises.

Producer:____TTAP Enterprises_____ Unit:_____1_____

Unit Description:_____Home Place_____

Historical Cattle Production

Year	Calf Sale Weight	Calf Crop %
1996	N/A	N/A
1997	N/A	N/A
1998	N/A	N/A
1999	N/A	N/A
2000	425	87
2001	440	89
2002	450	83
2003	460	82
2004	470	89
2005	462.5	88

Historical Prices Received for Cattle

Year	Steer Price	Heifer Price	Cow Price	Bull Price
1996	N/A	N/A	N/A	N/A
1997	N/A	N/A	N/A	N/A
1998	N/A	N/A	N/A	N/A
1999	N/A	N/A	N/A	N/A
2000	$0.87	$0.79	$0.46	$0.56
2001	$0.88	$0.81	$0.47	$0.58
2002	$0.93	$0.86	$0.49	$0.60
2003	$0.98	$0.92	$0.52	$0.61
2004	$1.02	$0.95	$0.58	$0.69
2005	$1.12	$1.02	$0.65	$0.75

Table 3. Summary of Stocker Enterprise, Retained – TTAP Enterprises.

Producer : ___TTAP Enterprises_____ Unit #: _____1_____

Unit Description: ____Retained Stockers_____

Stocker Herd Information		
	Current Year	**Years 2-10**
Stockers on hand Jan 1.	272	272
Average weight per head of stockers Jan 1.	550	550
Crop Stockers are tied too.	Graze Wheat	Graze Wheat
Stocker Lease Terms (Select ONE)		
$/lb of gain	N/A	N/A
$/cwt on weight		
$/acre		
$/head		
Group 1. (purchased and sold in different year)		
Stocker Purchase date	N/A	N/A
Sale Date	May 3	May 3
On weight after shrink for Fall Stockers	463	463
Death loss	0	0
Number Purchased	0	0
Purchase Price	N/A	N/A
Sale Price	1.04 H : 1.09 S	
Daily gain	1.93	
Decision date to final sale	N/A	N/A
#transferred in	272	272
#transferred out	0	0
Acres Grazed	500	500
Answer Next two only if using graze out rule		
Normal Pull-off date	N/A	N/A
Net Revenue difference to Pull-off cattle	N/A	N/A

Stocker Cattle Costs of Production ($/head)	
Vet, Medicine & Supplies	22.37
Marketing/Commission	0
Utilities	0
Salt and Mineral	0
Custom Services	0
Hauling, Fuel, Lube Cost	0
Labor	0

Table 3 (cont.). Summary of Stocker Enterprise, Retained – TTAP Enterprises.

Producer : ___TTAP Enterprises_____ Unit #: _____1_____

Unit Description: _____Retained Stockers_____

Annual Feed Requirements for Stockers		
Feed	**Feed/Head/Day**	**Price/Unit**
None		

Historical Gain - Stocker Calf Production			
Year	**In-weight**	**Out-weight**	**Number of Days**
2004	495	795	181
2003	501	801	178
2002	505	803	180
2001	510	814	185
2000	486	788	177
1999	484	791	175
1998	493	796	182
1997	497	799	186
1996	482	810	193
1995	499	808	188

Optional Pricing Histories			
Year	**Stocker Purchase Price ($/lb)**	**Stocker Sale Price ($/lb)**	**Contract Rates ($/lb of gain or $/head/month)**
2004	N/A	1.03	
2003		0.99	
2002		0.97	
2001		0.95	
2000		0.93	
1999		0.91	
1998		0.89	
1997		0.87	
1996		0.85	
1995		0.83	

Table 3. Summary of Stocker Enterprise, Purchased – TTAP Enterprises.

Producer : ___TTAP Enterprises_____ Unit #: _____2_____

Unit Description: _____Purchased Stockers___

Stocker Herd Information		
	Current Year	**Years 2-10**
Stockers on hand Jan 1.	100	100
Average weight per head of stockers Jan 1.	575	575
Crop Stockers are tied too.	Graze Wheat	Graze Wheat
Stocker Lease Terms (Select ONE)		
$/lb of gain	N/A	N/A
$/cwt on weight		
$/acre		
$/head		
Group 1. (purchased and sold in different year)		
Stocker Purchase date	Dec 5	Dec 5
Sale Date	May 3	May 3
On weight after shrink for Fall Stockers	450	450
Death loss	0	0
Number Purchased	100	100
Purchase Price	1.25	
Sale Price	1.12	
Daily gain	1.67	
Decision date to final sale	N/A	N/A
#transferred in	0	0
#transferred out	0	0
Acres Grazed	500	500
Answer Next two only if using graze out rule		
Normal Pull-off date	N/A	N/A
Net Revenue difference to Pull-off cattle	N/A	N/A

Stocker Cattle Costs of Production ($/head)	
Vet, Medicine & Supplies	34.50
Marketing/Commission	0
Utilities	0
Salt and Mineral	0
Custom Services	0
Hauling, Fuel, Lube Cost	0
Labor	0

Table 3 (cont.). Summary of Stocker Enterprise, Purchased – TTAP Enterprises.

Producer : ___TTAP Enterprises_____ Unit #: _____2_____

Unit Description: _____Purchased Stockers_____

Annual Feed Requirements for Stockers		
Feed	**Feed/Head/Day**	**Price/Unit**
None		

Historical Gain - Stocker Calf Production			
Year	**In-weight**	**Out-weight**	**Number of Days**
2004	445	753	184
2003	462	748	172
2002	438	762	186
2001	449	755	180
2000	471	739	171
1999	475	744	178
1998	443	751	184
1997	447	748	186
1996	432	768	196
1995	450	750	189

Optional Pricing Histories			
Year	**Stocker Purchase Price ($/lb)**	**Stocker Sale Price ($/lb)**	**Contract Rates ($/lb of gain or $/head/month)**
2004	1.18	1.09	N/A
2003	1.12	1.01	
2002	1.02	0.91	
2001	1.00	0.89	
2000	0.98	0.87	
1999	0.96	0.85	
1998	0.94	0.83	
1997	0.92	0.81	
1996	0.89	0.78	
1995	0.86	0.75	

Table 4. Production Calendar for January through June for TTAP Enterprises.

	Jan	Feb	Mar	Apr	May	Jun
Activity/ Personnel	Vaccinate Stockers/T. Rancher, Jr., J. Rancher, & C. Maverick	Spray wheat/T. Rancher, Jr. & C. Maverick	Report Acreage to FSA/T. Rancher, Jr.	1) Spray Wheat/T. Rancher, Jr. & C. Maverick 2) Equipment Repair (harvest)/C. Maverick	1) Sell Stockers/ T. Rancher, Jr. & C. Maverick 2) Custom wheat harvest/ T. Rancher, Jr. & C. Maverick 3) Plant Sorghum/T. Rancher, Jr. & C. Maverick	1) Sell cull bulls/T. Rancher, Jr. 2) Buy Replacement Bulls/ T. Rancher, Jr. 3) Harvest & Sell Wheat/T. Rancher, Jr. & C. Maverick 4) Make land and lease payments/ T. Rancher, Jr. and J. Rancher
Enterprise/ Input /Rate	Stockers/Triange9/ 5cc per head	Wheat/KernelMax/3 oz per gallon	All Acreage	1) Wheat/ KernelMax/3oz per gallon 2) Wheat	1) Stockers 2) Wheat 3) Sorghum/Grow All Seed/ 60lbs per acre	1) Cow-calf 2) Cow-calf 3) Wheat 4) All

Table 4 (cont.). Production Calendar for July through December for TTAP Enterprises.

	Jul	Aug	Sept	Oct	Nov	Dec
Activity/ Personnel	Herbicide application for brush control/C. Maverick	Renew insurance policies/J. Rancher	1) Custom harvest Sorghum/T. Rancher, Jr. & C. Maverick 2) Plant Wheat/T. Rancher, Jr. & C. Maverick	1) Palpate cows/T. Rancher, Jr., & C. Maverick 2) Vaccinate Raised Stockers/T. Rancher, Jr., J. Rancher & C. Maverick	Sell Cull Cows/T. Rancher, Jr. & C. Maverick	1) Purchase stockers/T. Rancher, Jr. 2) Vaccinate purchased stockers/T. Rancher, Jr., J. Rancher & C. Maverick
Enterprise/ Input /Rate	Cow-calf	All	1) Sorghum 2) Wheat/Grow Great Wheat Seed/60 lbs per acre	1) Cow-calf 2) Raised Stockers/ Triangle9/5 cc per head	Cow-calf	1) Purchased Stockers 2) Purchased Stockers/ Triangle9/5 cc per head

Table 5. Cash Flow Timing – TTAP Enterprises.

	J	F	M	A	M	J	J	A	S	O	N	D	Total
% of Revenue	0	0	0	0	67	15	0	0	7	3	8	0	100%
% of Expenses	3	5	2	5	5	39	4	13	3	16	2	3	100%