Department of Primary Industries and Regional Development

BEEF CATTLE GROSS MARGIN BUDGET July 2025

Enterprise: Feeder steers, weaner heifers sold from self replacing herd on semi-improved pasture

Enterprise Unit: 100 cows

Pasture: Semi improved pasture

INCOME:				Standard Budget	Your Budget
	38	steers 20 months @	$2,104 /hd	$79,943	
	4	steers 20 months @	$2,057 /hd	$8,228	
	22	heifers 9 months @	$785 /hd	$17,280	
	1	CFA Bull @	$2,807 /hd	$2,807	
	7	CFA cows @	$1,538 /hd	$10,766	
	11	Other culls @	$1,538 /hd	$16,917	
Total	83				
		A. Total Income:		$135,940	

VARIABLE COSTS:				Standard Budget	Your Budget
Replacements	1	Bull @	$10,500 /hd	$10,500	
Livestock and vet costs: see section titled beef health costs for details.				$2,765	
Ear tags @				$0	
Fodder crops / hay / grain / silage				$0	
Drought feeding costs.				$0	
Pasture maintenence 424 Ha native pasture				$11,395	
Livestock selling cost (see assumptions on next page)				$11,744	
		B. Total Variable Costs:		$36,404	

	Standard Budget	Your Budget
GROSS MARGIN (A-B)	$99,537	
GROSS MARGIN/COW	$995.37	
GROSS MARGIN/DSE*	$58.76	
GROSS MARGIN/HA	$234.76	

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 458c/kg and steer weight to 430 kg, gross margin would fall to $912 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 448	458	468	478	488
	Steer wt.					
-40 kgs	410	830	855	881	906	931
-20 kgs	430	885	912	938	964	991
0	450	940	968	**995**	1023	1051
+20 kgs	470	995	1024	1053	1082	1110
+40 kgs	490	1050	1080	1110	1140	1170

GM $ per Cow

An increase of 5% in weaning percentage increases gross margin per cow by $97.08

Assumptions **Young cattle (0-2 teeth)**

Enterprise unit is 100 cows weighing on average 540 kg
Weaning rate: 86%, conception rate 92%.

Sales

90% steers sold at 18 months	450 kg	@468c/kg	live weight
10% steers sold at 20 months	440 kg	@468c/kg	live weight
sale heifers sold at 9 months	230 kg	@342c/kg	live weight
20 heifers retained for replacement.			
Cull cows cast for age at 10 years	250 kg	@615c/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	450 kg	@624c/kg	"

Selling costs include: Commission 5%, yard dues $8.00/hd, MLA levy $5/hd, average freight cost to saleyards $30/hd; NLIS tags @ $3.60 for all sale cattle

Cows: age at first calf : 24 months

Mortality rate of adult stock: 2%

The average feed requirement of a cow + followers is rated at 2.49 LSU or 17.16 dse's*. This is an average figure and will vary during the year.

Age structure

Age	Number
2	20
3	17
4	15
5	13
6	11
7	9
8	8
9	7
Total Joined	**100**
10	7

86 calves

43 heifers: 1 death; 22 sold; 20 retained for breeding

43 steers: 42 sold; 1 death

10 year old cows: 7 sold cfa

Marketing Information:
Steers suit export feedlots , 150-200 days on grain at 400kg-500kg entry weight

Traditionally British breed types eg Angus sourced for this market.
Cull heifer portion turned off as weaners into saleyards

Production Information: Relevant to more inland areas with some pasture improvement and fertiliser use. Note that herd structure table assumes a high culling rate in early years due to the culling of cows that are tested as empty (100% culling assumed on pregnancy test results), poor performers and off types.

NSW Department of Primary Industries Farm Enterprise Budget Series