



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

			Standard Budget	Your Budget
INCOME:				
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:				
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 maintenance 424 Ha native pasture			\$11,395	
Livestock selling cost (see assumptions on next page)			\$11,744	
B. Total Variable Costs:			\$36,404	
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	"

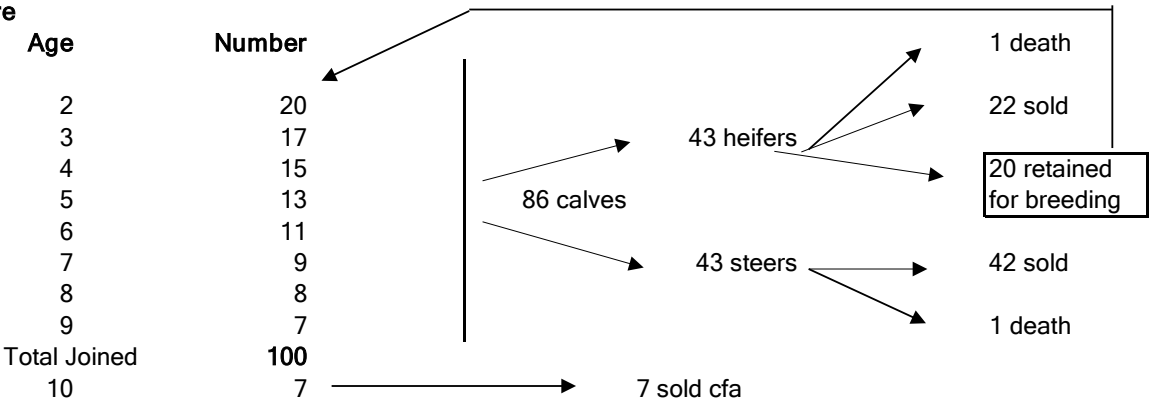
Selling costs include: Commission 5%, yard dues \$8.00/hd, MLA levy \$5/hd, average freight cost to
saleyards \$30/hd; NLIS tags @ \$3.60 for all sale cattle

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



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.