Department of Primary Industries and Regional Development

BEEF CATTLE GROSS MARGIN BUDGET July 2025

Enterprise: Heavy grassfed MSA steers & hfrs sold from self replacing herd on improved pasture

Enterprise Unit: 100 cows

Pasture: Improved

INCOME:				Standard Budget	Your Budget
	33	steers 24 months @	$2,175 /hd	$71,775	
	8	steers 24 months @	$2,030 /hd	$16,240	
	22	heifers24 mths @	$1,879 /hd	$41,327	
	1	CFA Bull @	$2,807 /hd	$2,807	
	7	CFA cows @	$1,538 /hd	$10,766	
	12	Other culls @	$1,538 /hd	$18,455	
Total	83				
		A. Total Income:		**$161,370**	

VARIABLE COSTS:					
Replacements	1	Bull @	$6,500 /hd	$6,500	
Livestock and vet costs: see section titled beef health costs for details.				$3,130	
Fodder crops - summer forage 20 ha per 100 cows				$5,000	
Hay, grain or silage. Low level supplementary feeding for 1 month				$4,000	
Drought feeding costs.				$0	
Pasture maintenence (300ha improved per 100 cows)				$24,188	
Livestock selling cost (see assumptions on next page)				$2,706	
		B. Total Variable Costs:		**$45,523**	

	GM including pasture cost	
GROSS MARGIN (A-B)	$115,847	
GROSS MARGIN/COW	$1,158.47	
GROSS MARGIN/DSE*	$49.61	
GROSS MARGIN/HA	$235.46	

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 705c/kg and steer weight to 290 kg, gross margin would fall to $1,523 per cow. This assumes that price and weight of all other sale stock falls by the same percentage.

Dressed weight (kgs) of Stock sold		Steer sale price cents/kg dressed 685	705	725	745	765
	Steer wt.					
-20 kgs	280	1890	1932	1974	2016	2059
-10 kgs	290	1480	1523	1566	1610	1653
0	300	1069	1114	1158	1203	1247
+10 kgs	310	659	705	751	796	842
+20 kgs	320	249	296	343	390	436

GM $ per Cow

An increase of 5% in weaning percentage increases gross margin per cow by $-529.55

Assumptions — Heavy grassfed MSA steers & hfrs sold from self replacing herd on improved pasture

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

Sales

90% steers sold at 24 to 30 months	300 kg	@725c/kg	dressed weight
10% steers sold at 24-30 months	280 kg	@725c/kg	dressed weight
All sale heifers sold at 24-30 months	260 kg	@723c/kg	dressed 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	250 kg	@615c/kg	dressed weight
4% cows culled for other reasons	250 kg	@615c/kg	dressed weight
Bulls run at 3% & sold after 3 years use	450 kg	@624c/kg	dressed weight

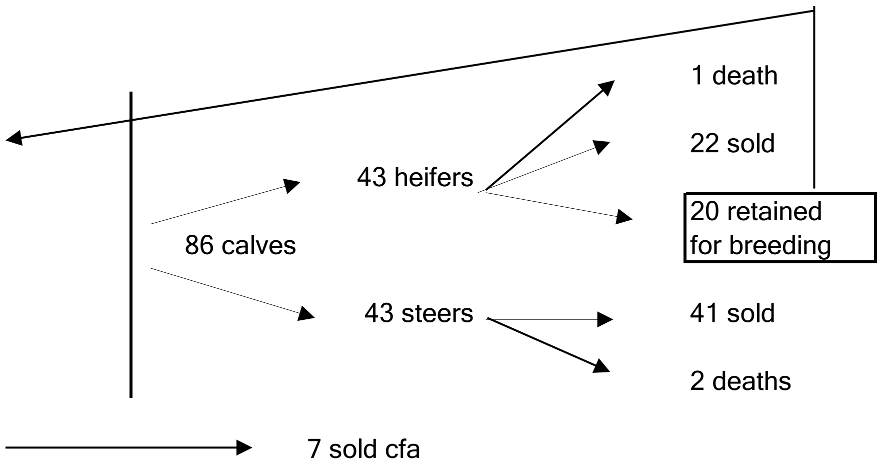
Selling costs include: MLA levy $5/hd, freight to abattoirs $45/hd, NLIS tags @ $3.60 for all sale cattle.

Cows: age at first calf : 24 months
Mortality rate of adult stock: 2%

The average feed requirement of a cow + followers is rated at 3.31 LSU or 22.84 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



Marketing Information:

Young steers and heifers can be have up to 4 teeth. Heifers suited as prime local trade or, alternatively could be joined and sold as breeding stock. If individual cull cow weights drop 'below 200kg dressed then the per kilogram price will be markedly reduced in US manufacturing terms

Production Information:

This enterprise is most profitable with productive cattle kept going all their life so that above average growth rates are achieved and steers can reach minimum weights at a young age, with processors applying incremental price discounts according to dentition.