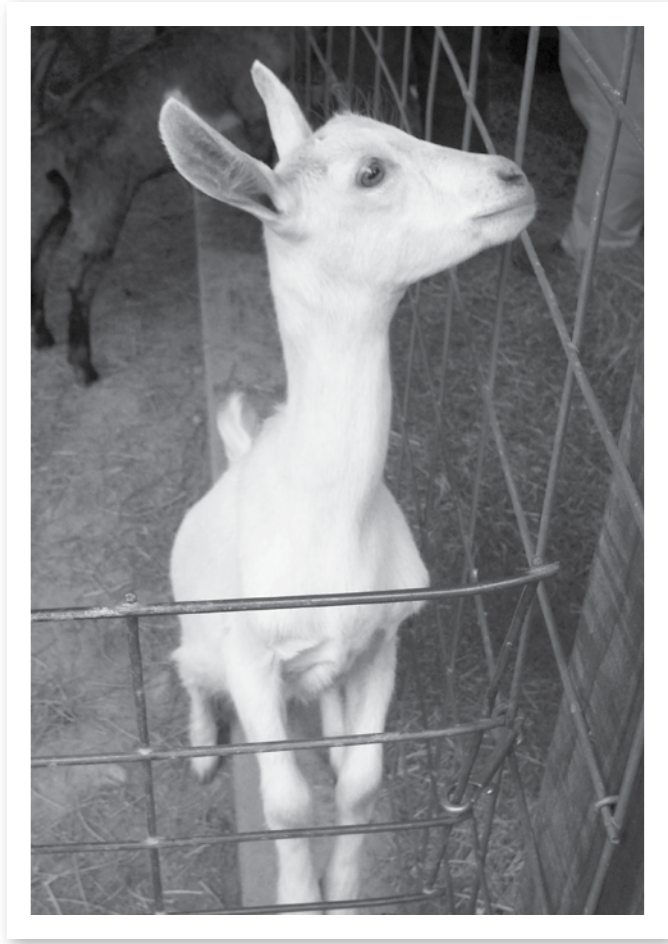


# Budget Considerations for Various Herd Sizes of Meat Goat Enterprises in Tennessee





The development and publishing of this document was funded in part by USDA Rural Development in agreement with the UT Extension Center for Profitable Agriculture.

# Budget Considerations for Various Herd Sizes of Meat Goat Enterprises in Tennessee

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Production budgets are helpful in estimating the economic costs and returns for agricultural enterprises. Budgets are used by producers as the basis for numerous decisions including enterprise expansion, comparisons among various enterprises and new enterprise development. While enterprise budgets are extremely helpful farm business planning and management tools, some farm expenses may not be charged to a specific enterprise and should be accounted for in a whole-farm analysis.

A budget scenario for three different herd sizes is presented here: 50 does, 100 does and 180 does. Variations among the three budgets reflect assumed differences in inputs and management levels among the three budgets. The following table summarizes the variations in inputs across the different herd sizes.

Variations in Inputs across Herd Sizes			
	50 Does	100 Does	180 Does
Pasture Acres	15	50	100
Kids Weaned Per Doe	1.50	1.75	2.10
Kids Selling Weight	62	65	65
Cull Does Selling Weight	70	80	80
Percent Auction Sales	100	80	60
Percent Direct Sales	0	20	40
Auction Average Price Per Cwt.	\$118	\$120	\$122
Assumed Selection 1 Percentage	10	20	30
Assumed Selection 2 Percentage	80	70	60
Assumed Selection 3 Percentage	10	10	10
Lbs. Hay Per Doe Per Day	3.5	3.0	2.0
Number Days Does Fed Hay	120	120	120
Lbs. Hay Per Kid Per Day	0	1	1
Number Days Kids Fed Hay	0	60	60
Lbs. Corn Per Day Per Doe	0.5	0.5	0.5
Number Days Does Fed Corn	90	90	90
Lbs. Purchased Concentrate Per Day Per Kid Pre-weaning	0.25	0.25	0
Number Days Kids Fed Concentrate Pre-weaning	21	21	0
Lbs. Purchased Concentrate Per Day Per Kid Post-weaning	0.75	0.75	0
Number Days Kids Fed Concentrate Post-weaning	60	60	0
Lbs. Corn Per Day Per Kid Pre-weaning	0	0	0.25
Number Days Kids Fed Corn Pre-weaning	0	0	21
Lbs. Corn Per Day Per Kid Post-weaning	0	0	0.75
Number Days Kids Fed Corn Post-weaning	0	0	60
Number De-worming Treatments	3	3	0
Labor Hour Per Doe	3	2.8	2.6
Doe Value Per Head	\$75	\$100	\$100

The budget for each herd size is presented using the same format, containing nine different tables. That is, the same information is presented for each herd-size budget through nine different tables. In this publication, the nine tables for the 50-doe budget are designated as A-1, A-2...A-9. Similarly, the tables of the 100-doe budget are designated as B-1, B-2...B-9 and the same table-numbering system is used for the 180-doe budget. The various parameters and general description of the budgeted scenario are presented in the first table of each herd-size budget. The first table of each herd-size budget is labeled as Table 1. A letter (A, B or C) is used prior to the table number to designate the herd-size system. Table 1 for the 50-doe system is labeled Table A-1, while Table 2 for the 50-doe system is labeled Table A-2. Table 2 provides the overall estimated costs and returns for the particular system. Table 3 shows the annual costs for cool-season pasture, while Table 4 shows the establishment expenses for cool-season pasture. Table 5 shows the annual expenses for warm-season pasture, while Table 6 shows the establishment costs for warm-season pasture. Table 7 contains veterinary and medicine expenses, while Table 8 contains a description of marketing expenses. Table 9 shows the fixed expenses for buildings, equipment, machinery and livestock. Certain items contained in the nine tables are further explained, with a thorough list of footnotes that are presented at the end of each budget.

The meat goat production budgets presented here are intended only as a guide. Producers should use their own information when available and personalized adjustments should be made as needed. The budgets here contain a column labeled "your farm," which should be used to show production costs and price data for specific situations. The budget format presented here includes interest expenses for resources used in the goat enterprise. The underlying assumption of this budget is that existing land resources are used in the enterprise.

**Prices for production inputs, especially fuel, livestock feed and fertilizer, have been extremely volatile in recent years. Often input prices in a printed budget quickly become out-of-date. Therefore, it is extremely important for individuals using this budget for planning purposes to update input prices according to current conditions. Budgets are only guidelines and a starting point for analysis. Adjustments can and should be made for unique resource combinations.**

Budgets for a single enterprise such as meat goat production are a beginning point for whole-farm planning. Once producers have studied and revised enterprise budgets to fit their individual situation, they should develop a whole-farm plan. Whole-farm planning incorporates all crop and livestock enterprises into one plan. The plan also includes items such as taxes, insurance, farm mortgage payments, family living expenses, off-farm income and income taxes.

# Tables A1-A9

## MEAT GOAT PRODUCTION (50 DOES AND 1 BUCK) FORAGE BASE OF 15 ACRES, AVERAGE MANAGEMENT ESTIMATED COSTS AND RETURNS TO LAND, MANAGEMENT AND RISK

TABLE A1		50 DOES INPUT PARAMETERS <sup>1</sup>	
Herd Size (Does)	50	Percent Weaned Kid Crop	150.0%
Bucks	1		
Kids Sold Auction Market (head)	63.75	Pct. Kids Auction Market	100.0%
Selling Weight Auction Market	62		
Kids Sold Direct (head)	0.00	Pct. Kids Direct Market	0.0%
Selling Weight Direct Market	62		
Number of Cull Stock Sold	6.5	Held for Replacements	15.0%
Selling Weight Cull Does	70		
Number of (Does) Died	1	Doe Mortality Rate	2.0%
Lbs. Corn Doe/Day	0.5	Days on Corn (Does)	90
Lbs. Hay Doe/Day	3.5	Days on Hay (Does)	120
Lbs. Concentrate Kid/Day Pre-weaning	0.25	Days Pre-Weaning (Kids)	21
Lbs. Concentrate Kid/Day Post-weaning	0.75	Days Post-Weaning (Kids)	60
Lbs. Hay Kid/Day	0	Days on Hay (Kids)	0
Oz Mineral/Day	0.33	Acres in Forage	15

TABLE A2		50 DOES ESTIMATED COSTS AND RETURNS					
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	PER DOE	YOUR FARM
<b>REVENUE</b>							
Kids Auction <sup>2</sup>	63.75 Head	cwt	39.53	118.00	4663.95	93.28	
Kids Direct	0.00 Head	cwt	0.00	200.00	0.00	0.00	
Cull Doe	6.50 Head	cwt	4.55	70.00	318.50	6.37	
					-----	-----	-----
<b>TOTAL REVENUE</b>					<b>4982.45</b>	<b>99.65</b>	

<b>VARIABLE EXPENSES</b>							
Hay <sup>3</sup>		ton	12.29	80.00	982.80	19.66	
Corn	Breeding	bushels	47.01	4.00	188.04	3.76	
Purchased Concentrate	Kids	cwt	37.69	14.80	557.78	11.16	
Cool-season Pasture <sup>4</sup>	Table A3	acre	10.50	60.01	630.08	12.60	
Warm-season Pasture <sup>4</sup>	Table A5	acre	4.50	45.96	206.82	4.14	
Mineral Mix		lb	383.93	0.36	138.22	2.76	
Vet & Med	Table A7				323.28	6.47	
Guardian Dogs <sup>5</sup>	Feed & Health	each	1.00	250.00	250.00	5.00	
Water <sup>6</sup>		1,000 gal	34.12	6.60	225.19	4.50	
Marketing	Table A8				456.63	9.13	
Machinery <sup>7</sup>	Fuel	hour	45.00	1.50	67.50	1.35	
Machinery	Repairs				280.00	5.60	

TABLE A2 (cont.) 50 DOES ESTIMATED COSTS AND RETURNS							
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	PER DOE	YOUR FARM
Operating Interest - 6 months			4306.33	5.00%	107.66	2.15	
					-----	-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>4413.98</b>	<b>88.28</b>	
<b>RETURN ABOVE VARIABLE EXPENSES</b>					<b>568.47</b>	<b>11.37</b>	

DEPRECIATION AND REPAIRS (FIXED COST) <sup>8</sup>							
Depreciation	Buildings, equipment	Table A9			101.00	2.02	
Repairs	Buildings, equipment	Table A9			56.93	1.14	
Depreciation	Livestock	Table A9			125.00	2.50	
Depreciation	Fences	Table A9			244.76	4.90	
Repairs	Fences	Table A9			207.08	4.14	
Depreciation	Machinery	Table A9			466.67	9.33	
					-----	-----	
<b>TOTAL FIXED EXPENSES</b>					<b>1201.44</b>	<b>24.03</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>5615.42</b>	<b>112.31</b>	
<b>RETURN TO LAND, LABOR, CAPITAL, MANAGEMENT, RISK</b>					<b>-632.97</b>	<b>-12.66</b>	

INTEREST (FIXED COST) <sup>9</sup>							
Livestock	Table A9				243.13	4.86	
Bldgs. & Equip.	Table A9				19.83	0.40	
Fences	Table A9				103.54	2.07	
Machinery	Table A9				175.00	3.50	
					-----	-----	-----
<b>TOTAL INTEREST EXPENSE</b>					<b>541.49</b>	<b>10.83</b>	
<b>TOTAL VARIABLE, FIXED, INTEREST EXPENSE</b>					<b>6156.91</b>	<b>123.14</b>	
<b>NET RETURN TO LAND, LABOR, MANAGEMENT, RISK</b>					<b>-1174.46</b>	<b>-23.49</b>	

LABOR EXPENSES							
LABOR <sup>10</sup>		hour	150	10.00	1500.00	30.00	
<b>TOTAL ALL EXPENSES</b>					<b>7656.91</b>	<b>153.14</b>	
<b>RETURN TO LAND, MANAGEMENT, RISK</b>					<b>-2674.46</b>	<b>-53.49</b>	

TABLE A3 50 DOES COOL-SEASON PASTURE, ANNUAL EXPENSES PER ACRE							
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM	
<b>VARIABLE EXPENSES</b>							
Seed		lb	0.00	0.00	0.00		
Fertilizer	N	lb	20.00	0.43	8.60		
	P2O5	lb	10.00	0.52	5.20		
	K2O	lb	10.00	0.44	4.40		
	Custom Application	acre	1.00	5.00	5.00		
Lime	Custom Application	ton	0.20	34.50	6.90		

TABLE A3 (cont.) 50 DOES COOL-SEASON PASTURE, ANNUAL EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
Machinery	Fuel	acre	1.00	1.82	1.82	
	Oil & Filter	acre	1.00	0.27	0.27	
	Repairs	acre	1.00	1.80	1.80	
Operating Interest - 6 months			33.99	5.00%	0.85	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>34.84</b>	

DEPRECIATION AND INTEREST (FIXED COST)						
Machinery	Depreciation	acre	1.00	0.46	0.46	
	Interest	acre	1.00	0.71	0.71	
	Housing & Insurance	acre	1.00	0.09	0.09	
Establishment	Pro-rated	acre	1.00	20.51	20.51	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>21.77</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>56.61</b>	

LABOR EXPENSES						
LABOR		hour	0.34	10.00	3.40	
<b>TOTAL ALL ANNUAL EXPENSES</b>					<b>60.01</b>	

TABLE A4 50 DOES COOL-SEASON PASTURE, ESTABLISHMENT EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
<b>VARIABLE EXPENSES</b>						
Seed	Fescue	lb	15.00	1.50	22.50	
		lb	0.00	0.00	0.00	
	Red Clover	lb	5.00	3.25	16.25	
	White Clover	lb	3.00	3.65	10.95	
Fertilizer	N	lb	30.00	0.43	12.90	
	P2O5	lb	30.00	0.52	15.60	
	K2O	lb	30.00	0.44	13.20	
	Custom Application	acre	1.00	5.00	5.00	
Lime	Custom Application	ton	2.00	34.50	69.00	
Machinery	Fuel	acre	1.00	20.24	20.24	
	Oil & Filter	acre	1.00	3.04	3.04	
	Repairs	acre	1.00	13.20	13.20	
Operating Interest - 6 months			201.88	5.00%	5.05	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>206.93</b>	

DEPRECIATION AND INTEREST (FIXED COST)						
Machinery	Depreciation	acre	1.00	6.08	6.08	
	Interest	acre	1.00	9.03	9.03	
	Housing & Insurance	acre	1.00	0.96	0.96	

TABLE A4 (cont.) 50 DOES COOL-SEASON PASTURE, ESTABLISHMENT EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>16.07</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>223.00</b>	

LABOR EXPENSES						
LABOR		hour	2.31	10.00	23.10	
<b>TOTAL ESTABLISHMENT EXPENSES</b>					<b>246.10</b>	
<b>PRO-RATED SHARE ESTABLISHMENT</b>		years	12		<b>20.51</b>	

TABLE A5 50 DOES WARM-SEASON PASTURE, ANNUAL EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
<b>VARIABLE EXPENSES</b>						
Seed		lb	0.00	0.00	0.00	
Fertilizer	N	lb	0.00	0.43	0.00	
	P2O5	lb	10.00	0.52	5.20	
	K2O	lb	10.00	0.44	4.40	
	Custom Application	acre	1.00	5.00	5.00	
Lime	Custom Application	ton	0.00	34.50	0.00	
Machinery	Fuel	acre	1.00	1.82	1.82	
	Oil & Filter	acre	1.00	0.27	0.27	
	Repairs	acre	1.00	1.80	1.80	
Operating Interest - 6 months			18.49	5.00%	0.46	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>18.95</b>	

DEPRECIATION AND INTEREST (FIXED COST)						
Machinery	Depreciation	acre	1.00	0.46	0.46	
	Interest	acre	1.00	0.71	0.71	
	Housing & Insurance	acre	1.00	0.09	0.09	
Establishment	Pro-rated	acre	1.00	22.35	22.35	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>23.61</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>42.56</b>	

LABOR EXPENSES						
LABOR		hour	0.34	10.00	3.40	
<b>TOTAL ALL ANNUAL EXPENSES</b>					<b>45.96</b>	

TABLE A6 50 DOES WARM-SEASON PASTURE ESTABLISHMENT EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
<b>VARIABLE EXPENSES</b>						
Seed	Sericea Lespedeza	lb	15.00	6.25	93.75	
		lb	0.00	0.00	0.00	



**TABLE A6 (cont.) 50 DOES WARM-SEASON PASTURE ESTABLISHMENT EXPENSES PER ACRE**

ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
		lb	0.00	0.00	0.00	
		lb	0.00	0.00	0.00	
Fertilizer	N	lb	0.00	0.43	0.00	
	P2O5	lb	20.00	0.52	10.40	
	K2O	lb	20.00	0.44	8.80	
	Custom Application	acre	1.00	5.00	5.00	
Lime	Custom Application	ton	2.00	34.50	69.00	
Machinery	Fuel	acre	1.00	20.24	20.24	
	Oil & Filter	acre	1.00	3.04	3.04	
	Repairs	acre	1.00	13.20	13.20	
Operating Interest - 6 months			223.43	5.00%	5.59	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>229.02</b>	

**DEPRECIATION AND INTEREST (FIXED COST)**

Machinery	Depreciation	acre	1.00	6.08	6.08	
	Interest	acre	1.00	9.03	9.03	
	Housing & Insurance	acre	1.00	0.96	0.96	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>16.07</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>245.09</b>	

**LABOR EXPENSES**

LABOR		hour	2.31	10.00	23.10	
<b>TOTAL ESTABLISHMENT EXPENSES</b>					<b>268.19</b>	
<b>PRO-RATED SHARE ESTABLISHMENT</b>		<b>years</b>	<b>12</b>		<b>22.35</b>	

**TABLE A7 50 DOES VETERINARY AND MEDICINE EXPENSES**

ITEM	DESCRIPTION	DOSES	HEAD	COST/ DOSE	TOTAL	YOUR FARM
Deworming	Does/Bucks	3	51.00	0.50	76.50	
Clostridium/ Tetanus	Does/Bucks	1	51.00	0.28	14.28	
Lepto	Does/Bucks	1	51.00	0.37	18.87	
Deworming	Replacements	3	7.50	0.50	11.25	
Clostridium/ Tetanus	Replacements	1	7.50	0.28	2.10	
Lepto	Replacements	1	7.50	0.37	2.78	
Clostridium/ Tetanus	Kids	2	75.00	0.28	42.00	
Lepto	Kids	2	75.00	0.37	55.50	
Misc. Medicine	Per Doe		50.00	2.00	100.00	
					-----	-----
<b>TOTAL VETERINARY &amp; MEDICINE EXPENSES</b>					<b>323.28</b>	

TABLE A8 50 DOES MARKETING EXPENSES				
ITEM	HEAD	COST/ HEAD	TOTAL	YOUR FARM
Auction Market Fee	70.25	5.50	386.38	
Auction Market Hauling	70.25	1.00	70.25	
Direct Sales Misc. Cost	0.00	4.00	0.00	
Direct Sales Hauling	0.00	2.00	0.00	
Misc. Marketing			0.00	
			-----	-----
<b>TOTAL MARKETING EXPENSES</b>			<b>456.63</b>	

Table A9 50 DOES BUILDING, EQUIPMENT, MACHINERY AND LIVESTOCK FIXED EXPENSE								
ITEM	QUANTITY	COST UNIT (\$)	LIFE (YEARS)	DEPREC. (\$/YEAR)	INTEREST RATE	INTEREST (\$/YEAR)	REPAIRS (\$/YEAR)	TOTAL (\$/YEAR)
<b>Buildings and Equipment</b>								
Pasture Shelters	2	216	15	28.80	5.00%	10.80	38.88	78.48
Feeders	3	42	5	25.20	5.00%	3.15	6.30	34.65
Mineral Feeders	1	135	5	27.00	5.00%	3.38	6.75	37.13
Waterers	2	50	5	20.00	5.00%	2.50	5.00	27.50
High-Tensile Permanent Fence (feet) <sup>11</sup>	3233	1.14	25	147.42	5.00%	92.14	184.28	423.85
Energizer	1	200	6	33.33	5.00%	5.00	10.00	48.33
Temporary Cross Fence (feet)	1600	0.16	4	64.00	5.00%	6.40	12.80	83.20
				-----	-----	-----	-----	-----
<b>TOTAL BUILDINGS AND EQUIPMENT</b>				<b>345.76</b>		<b>123.37</b>	<b>264.01</b>	<b>733.13</b>

<b>Machinery</b>								
All-Terrain Vehicle	1	6000	15	400.00	5.00%	150.00	240.00	790.00
Utility Trailer	1	1000	15	66.67	5.00%	25.00	40.00	131.67
				-----	-----	-----	-----	-----
<b>TOTAL MACHINERY</b>				<b>466.67</b>		<b>175.00</b>	<b>280.00</b>	<b>921.67</b>

<b>Livestock<sup>12</sup></b>								
Buck	1	150	2	75.00	5.00%	7.50	n. a.	82.50
Does & Replacements <sup>13</sup>	57.5	75		n. a.	5.00%	215.63	n. a.	215.63
Livestock Guardian Dogs	1	400	8	50.00	5.00%	20.00	n. a.	70.00
				-----	-----	-----	-----	-----
<b>TOTAL LIVESTOCK</b>				<b>125.00</b>		<b>243.13</b>		<b>368.13</b>

## Footnotes 50-Doe Budget

1. The input table (Table A1) contains the parameters for which revenue and expenses are estimated.
2. The market price for kids sold at auction is based on auction prices from the Tennessee Livestock Producers graded sale for the years 2005 through 2009, assuming 10 percent were Selection 1, 80 percent Selection 2 and 10 percent Selection 3.
3. Feed hay with minimum 54 percent TDN and 10 percent crude protein. This budget assumes purchased hay.
4. Detailed pasture expenses are contained in Tables A3, A5, A5 and A6. Expenses are based on 70 percent of the pasture acres as perennial cool-season vegetation and 30 percent as perennial warm-season vegetation. For this budget, the cool-season vegetation consists of tall fescue, red clover and white clover. The warm-season vegetation is sericea lespedeza. These plant species were used for this example budget. Other species and combinations can be used, but may require adjustments in pasture production cost. Annual (or yearly) pasture costs (Tables A3 and A5) include cash variable expenses (annual seed, fertilizer, lime, and fuel and repairs for machinery to mow pastures). Fixed expenses include depreciation and interest on the equipment and a pro-rated share of the establishment costs. Establishment costs are outlined in Tables A4 and A6.
5. One livestock guardian dog is budgeted for every 50 does. Feed and health expenses for the livestock guardian dogs are included as variable expenses in Table 2. The purchase price of the dog is depreciated as a fixed cost as shown in Table A9.
6. Purchased utility water usage is based on breeding animals consuming 1.5 gallons per day year-round ,with kids consuming one-half gallon per day after weaning.
7. Variable machinery expenses include fuel and repairs for an all-terrain vehicle and repairs for a utility trailer. Fuel costs are calculated based on a use rate of 0.6 gallons of fuel per hour with a fuel cost of \$2.50 per gallon. Machinery fixed expenses are outlined in Table A9. Machinery expenses for pasture production are included in the pasture budgets.
8. Fixed expenses for depreciation and repairs are outlined in Table A9. Depreciation divides the initial purchase cost over the expected life of the item. Repair costs represent an average repair cost per year over the life of the item.
9. Interest expenses reflect the fact that capital invested in goat production is costly, regardless of its source. Borrowed capital entails a cash interest charge for repayment to lenders. Capital provided by the owner results in a non-cash opportunity cost, due to the fact that the capital could have been invested elsewhere and earned interest instead of being invested in goat production. The foregone interest is a cost to the owner, but it is not a cash expense. Interest expenses are included for buildings and equipment, fences and machinery. Interest expenses are also included for the value of the breeding livestock used in the enterprise. These costs are outlined in Table A9.
10. Labor expenses are also included in the budget to reflect the cost of hired and/or owner labor. Again, labor provided by the owner results in a non-cash opportunity cost, due to the earnings foregone by the owner for employment in other agricultural enterprises or off-farm jobs. Hired labor should be included in the budget as a cash expense.
11. Permanent high-tensile fencing costs were based on the number of feet required for a perimeter fence around the entire pasture, assuming the pasture is in the shape of a square. Temporary fencing costs assumed two runs across width of pasture. Fencing costs will vary with the shape of the pasture and also with the type of fencing material used.
12. Commercial breeding stock: Buck purchase price is \$150 per head. A buck is used for two years. Doe value is \$75 per head.
13. Depreciation expense for the does is not included, since in the long run the doe herd will consist of raised replacements.

# Tables B1-B9

**MEAT GOAT PRODUCTION (100 DOES AND 2 BUCKS)  
20% OF KIDS DIRECT-MARKETED  
FORAGE BASE OF 50 ACRES, ABOVE-AVERAGE MANAGEMENT  
ESTIMATED COSTS AND RETURNS TO LAND, MANAGEMENT AND RISK**

TABLE B1 100 DOES INPUT PARAMETERS <sup>1</sup>			
Herd Size (Does)	100	Percent Weaned Kid Crop	175.0%
Bucks	2		
Kids Sold Auction Market (head)	119.00	Pct. Kids Auction Market	80.0%
Selling Weight Auction Market	65		
Kids Sold Direct (head)	29.75	Pct. Kids Direct Market	20.0%
Selling Weight Direct Market	65		
Number of Cull Stock Sold	13	Held for Replacements	15.0%
Selling Weight Cull Does	80		
Number of (Does) Died	2	Doe Mortality Rate	2.0%
Lbs. Corn Doe/Day	0.5	Days on Corn (Does)	90
Lbs. Hay Doe/Day	3	Days on Hay (Does)	120
Lbs. Concentrate Kid/Day Pre-weaning	0.25	Days Pre-Weaning (Kids)	21
Lbs. Concentrate Kid/Day Post-weaning	0.75	Days on Concentrate (Kids)	60
Lbs. Hay Kid/Day	1	Days on Hay (Kids)	60
Oz Mineral/Day	0.33	Acres in Forage	50

TABLE B2 100 DOES ESTIMATED COSTS AND RETURNS							
ITEM	DESCRIPTION	UNIT	QUAN-TITY	PRICE	TOTAL	PER DOE	YOUR FARM
<b>REVENUE</b>							
Kids Auction <sup>2</sup>	119 Head	cwt	77.35	120.00	9282.00	92.82	
Kids Direct <sup>2</sup>	29.75 Head	cwt	19.34	200.00	3867.50	38.68	
Cull Doe	13 Head	cwt	10.40	70.00	728.00	7.28	
					-----	-----	-----
<b>TOTAL REVENUE</b>					<b>13877.50</b>	<b>138.78</b>	

<b>VARIABLE EXPENSES</b>							
Hay <sup>3</sup>		ton	26.31	80.00	2104.80	21.05	
Corn	Breeding	bushels	94.02	4.00	376.07	3.76	
Purchased Concentrate	Kids	cwt	87.94	14.80	1301.48	13.01	
Cool-season Pasture <sup>4</sup>	Table B3	acre	35.00	91.84	3214.25	32.14	
Warm-season Pasture <sup>4</sup>	Table B5	acre	15.00	64.78	971.71	9.72	
Mineral Mix		lb	767.87	0.36	276.43	2.76	
Vet & Med	Table B7				679.05	6.79	
Guardian Dogs <sup>5</sup>	Feed & Health	each	2.00	250.00	500.00	5.00	
Water <sup>6</sup>		1,000 gal	70.50	6.60	465.30	4.65	
Marketing	Table B8				1036.50	10.37	
Machinery <sup>7</sup>	Fuel	hour	75.00	1.50	112.50	1.13	
Machinery	Repairs				280.00	2.80	

TABLE B2 (cont.) 100 DOES ESTIMATED COSTS AND RETURNS							
ITEM	DESCRIPTION	UNIT	QUAN-TITY	PRICE	TOTAL	PER DOE	YOUR FARM
Operating Interest - 6 months			11318.09	5.00%	282.95	2.83	
					-----	-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>11601.04</b>	<b>116.01</b>	
<b>RETURN ABOVE VARIABLE EXPENSES</b>					<b>2276.46</b>	<b>22.76</b>	

DEPRECIATION AND REPAIRS (FIXED COST) <sup>8</sup>							
Depreciation	Buildings, equipment	Table B9			169.20	1.69	
Repairs	Buildings, equipment	Table B9			89.82	0.90	
Depreciation	Livestock	Table B9			275.00	2.75	
Depreciation	Fences	Table B9			420.51	4.21	
Repairs	Fences	Table B9			370.07	3.70	
Depreciation	Machinery	Table B9			466.67	4.67	
					-----	-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>1791.27</b>	<b>17.91</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>13392.31</b>	<b>133.92</b>	
<b>RETURN TO LAND, LABOR, CAPITAL, MANAGEMENT, RISK</b>					<b>485.19</b>	<b>4.85</b>	

INTEREST (FIXED COST) <sup>9</sup>							
Livestock	Table B9				632.50	6.33	
Bldgs. & Equip.	Table B9				31.95	0.32	
Fences	Table B9				185.04	1.85	
Machinery	Table B9				175.00	1.75	
					-----	-----	-----
<b>TOTAL INTEREST EXPENSE</b>					<b>1024.49</b>	<b>10.24</b>	
<b>TOTAL VARIABLE, FIXED, INTEREST EXPENSE</b>					<b>14416.80</b>	<b>144.17</b>	
<b>NET RETURN TO LAND, LABOR, MANAGEMENT, RISK</b>					<b>-539.30</b>	<b>-5.39</b>	

LABOR EXPENSES							
LABOR <sup>10</sup>		hour	280	10.00	2800.00	28.00	
<b>TOTAL ALL EXPENSES</b>					<b>17216.80</b>	<b>172.17</b>	
<b>RETURN TO LAND, MANAGEMENT, RISK</b>					<b>-3339.30</b>	<b>-33.39</b>	

TABLE B3 100 DOES COOL-SEASON PASTURE, ANNUAL EXPENSES PER ACRE							
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM	
<b>VARIABLE EXPENSES</b>							
Seed		lb	0.00	0.00	0.00		
Fertilizer	N	lb	30.00	0.43	12.90		
	P2O5	lb	30.00	0.52	15.60		
	K2O	lb	30.00	0.44	13.20		
	Custom Application	acre	1.00	5.00	5.00		
Lime	Custom Application	ton	0.20	34.50	6.90		
Machinery	Fuel	acre	1.00	1.82	1.82		

TABLE B3 (cont.) 100 DOES COOL-SEASON PASTURE, ANNUAL EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
	Oil & Filter	acre	1.00	0.27	0.27	
	Repairs	acre	1.00	1.80	1.80	
Operating Interest - 6 months			57.49	5.00%	1.44	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>58.93</b>	

DEPRECIATION AND INTEREST (FIXED COST)						
Machinery	Depreciation	acre	1.00	0.46	0.46	
	Interest	acre	1.00	0.71	0.71	
	Housing & Insurance	acre	1.00	0.09	0.09	
Establishment	Pro-rated	acre	1.00	28.25	28.25	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>29.51</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>88.44</b>	

LABOR EXPENSES						
LABOR		hour	0.34	10.00	3.40	
<b>TOTAL ALL ANNUAL EXPENSES</b>					<b>91.84</b>	

TABLE B4 100 DOES COOL-SEASON PASTURE, ESTABLISHMENT EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
<b>VARIABLE EXPENSES</b>						
Seed	Orchardgrass	lb	10.00	4.00	40.00	
	Chicory	lb	3.00	6.00	18.00	
	Red Clover	lb	5.00	3.25	16.25	
	White Clover	lb	3.00	3.65	10.95	
Fertilizer	N	lb	30.00	0.43	12.90	
	P2O5	lb	30.00	0.52	15.60	
	K2O	lb	30.00	0.44	13.20	
	Custom Application	acre	1.00	5.00	5.00	
Lime	Custom Application	ton	2.00	34.50	69.00	
Machinery	Fuel	acre	1.00	20.24	20.24	
	Oil & Filter	acre	1.00	3.04	3.04	
	Repairs	acre	1.00	13.20	13.20	
Operating Interest - 6 months			237.38	5.00%	5.93	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>243.31</b>	

DEPRECIATION AND INTEREST (FIXED COST)						
Machinery	Depreciation	acre	1.00	6.08	6.08	
	Interest	acre	1.00	9.03	9.03	

TABLE B4 (cont.) 100 DOES COOL-SEASON PASTURE, ESTABLISHMENT EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
	Housing & Insurance	acre	1.00	0.96	0.96	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>16.07</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>259.38</b>	

LABOR EXPENSES						
LABOR		hour	2.31	10.00	23.10	
<b>TOTAL ESTABLISHMENT EXPENSES</b>					<b>282.48</b>	
<b>PRO-RATED SHARE ESTABLISHMENT</b>	<b>years</b>		<b>10</b>		<b>28.25</b>	

TABLE B5 100 DOES WARM-SEASON PASTURE, ANNUAL EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
<b>VARIABLE EXPENSES</b>						
Seed		lb	0.00	0.00	0.00	
Fertilizer	N	lb	0.00	0.43	0.00	
	P2O5	lb	20.00	0.52	10.40	
	K2O	lb	20.00	0.44	8.80	
	Custom Application	acre	1.00	5.00	5.00	
Lime	Custom Application	ton	0.00	34.50	0.00	
Machinery	Fuel	acre	1.00	1.82	1.82	
	Oil & Filter	acre	1.00	0.27	0.27	
	Repairs	acre	1.00	1.80	1.80	
Operating Interest - 6 months			28.09	5.00%	0.70	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>28.79</b>	

DEPRECIATION AND INTEREST (FIXED COST)						
Machinery	Depreciation	acre	1.00	0.46	0.46	
	Interest	acre	1.00	0.71	0.71	
	Housing & Insurance	acre	1.00	0.09	0.09	
Establishment	Pro-rated	acre	1.00	31.33	31.33	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>32.59</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>61.38</b>	

LABOR EXPENSES						
LABOR		hour	0.34	10.00	3.40	
<b>TOTAL ALL ANNUAL EXPENSES</b>					<b>64.78</b>	

TABLE B6 100 DOES WARM-SEASON PASTURE ESTABLISHMENT EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
<b>VARIABLE EXPENSES</b>						
Seed	Sericea Lespedeza	lb	15.00	6.25	93.75	

TABLE B6 (cont.) 100 DOES WARM-SEASON PASTURE ESTABLISHMENT EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
	Big Bluestem	lb	4.00	11.00	44.00	
		lb	0.00	0.00	0.00	
		lb	0.00	0.00	0.00	
Fertilizer	N	lb	0.00	0.43	0.00	
	P2O5	lb	20.00	0.52	10.40	
	K2O	lb	20.00	0.44	8.80	
	Custom Application	acre	1.00	5.00	5.00	
Lime	Custom Application	ton	2.00	34.50	69.00	
Machinery	Fuel	acre	1.00	20.24	20.24	
	Oil & Filter	acre	1.00	3.04	3.04	
	Repairs	acre	1.00	13.20	13.20	
Operating Interest - 6 months			267.43	5.00%	6.69	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>274.12</b>	

DEPRECIATION AND INTEREST (FIXED COST)						
Machinery	Depreciation	acre	1.00	6.08	6.08	
	Interest	acre	1.00	9.03	9.03	
	Housing & Insurance	acre	1.00	0.96	0.96	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>16.07</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>290.19</b>	

LABOR EXPENSES						
LABOR		hour	2.31	10.00	23.10	
<b>TOTAL ESTABLISHMENT EXPENSES</b>					<b>313.29</b>	
<b>PRO-RATED SHARE ESTABLISHMENT</b>	<b>years</b>		<b>10</b>		<b>31.33</b>	

TABLE B7 100 DOES VETERINARY AND MEDICINE EXPENSES						
ITEM	DESCRIPTION	DOSES	HEAD	COST/ DOSE	TOTAL	YOUR FARM
Deworming	Does/Bucks	3	102.00	0.50	153.00	
Clostridium/ Tetanus	Does/Bucks	1	102.00	0.28	28.56	
Lepto	Does/Bucks	1	102.00	0.37	37.74	
Deworming	Replacements	3	15.00	0.50	22.50	
Clostridium/ Tetanus	Replacements	1	15.00	0.28	4.20	
Lepto	Replacements	1	15.00	0.37	5.55	
Clostridium/ Tetanus	Kids	2	175.00	0.28	98.00	
Lepto	Kids	2	175.00	0.37	129.50	
Misc. Medicine	Per Doe		100.00	2.00	200.00	
					-----	-----
<b>TOTAL VETERINARY &amp; MEDICINE EXPENSES</b>					<b>679.05</b>	



TABLE B8 100 DOES MARKETING EXPENSES				
ITEM	HEAD	COST/ HEAD	TOTAL	YOUR FARM
Auction Market Fee	132.00	5.50	726.00	
Auction Market Hauling	132.00	1.00	132.00	
Direct Sales Misc. Cost	29.75	4.00	119.00	
Direct Sales Hauling	29.75	2.00	59.50	
Misc. Marketing			0.00	
			-----	-----
<b>TOTAL MARKETING EXPENSES</b>			<b>1036.50</b>	

**Table B9 100 DOES BUILDING, EQUIPMENT, MACHINERY AND LIVESTOCK FIXED EXPENSES**

ITEM	QUANTITY	COST UNIT (\$)	LIFE (YEARS)	DEPREC. (\$/YEAR)	INTEREST RATE	INTEREST (\$/YEAR)	REPAIRS (\$/YEAR)	TOTAL (\$/YEAR)
<b>Buildings and Equipment</b>								
Pasture Shelters	3	216	15	43.20	5.00%	16.20	58.32	117.72
Feeders	5	42	5	42.00	5.00%	5.25	10.50	57.75
Mineral Feeders	2	135	5	54.00	5.00%	6.75	13.50	74.25
Waterers	3	50	5	30.00	5.00%	3.75	7.50	41.25
High-Tensile Permanent Fence (feet) <sup>11</sup>	5903	1.14	25	269.18	5.00%	168.24	336.47	773.88
Energizer	1	200	6	33.33	5.00%	5.00	10.00	48.33
Temporary Cross Fence (feet)	2950	0.16	4	118.00	5.00%	11.80	23.60	153.40
				-----	-----	-----	-----	-----
<b>TOTAL BUILDINGS AND EQUIPMENT</b>				<b>589.71</b>		<b>216.99</b>	<b>459.89</b>	<b>1266.59</b>

<b>Machinery</b>								
All-Terrain Vehicle	1	6000	15	400.00	5.00%	150.00	240.00	790.00
Utility Trailer	1	1000	15	66.67	5.00%	25.00	40.00	131.67
				-----	-----	-----	-----	-----
<b>TOTAL MACHINERY</b>				<b>466.67</b>		<b>175.00</b>	<b>280.00</b>	<b>921.67</b>

<b>Livestock<sup>12</sup></b>								
Buck	2	175	2	175.00	5.00%	17.50	n. a.	192.50
Does & Replacements <sup>13</sup>	115	100		n. a.	5.00%	575.00	n. a.	575.00
Livestock Guardian Dogs	2	400	8	100.00	5.00%	40.00	n. a.	140.00
				-----	-----	-----	-----	-----
<b>TOTAL LIVESTOCK</b>				<b>275.00</b>		<b>632.50</b>		<b>907.50</b>

## Footnotes 100-Doe Budget

1. The input table (Table B1) contains the parameters for which revenue and expenses are estimated.
2. The market price for kids sold at auction is based on auction prices from the Tennessee Livestock Producers graded sale for the years 2005 through 2009, assuming 20 percent were Selection 1, 70 percent Selection 2, and 10 percent Selection 3. For this budget, 20 percent of kids are assumed to be direct-marketed. Direct marketing refers to selling meat goats directly to consumers. Examples of direct sales of meat goats could include (A) animals sold directly to consumers for custom harvesting and processing; (B) animals sold to other meat goat producers for breeding animals; and (C) animals sold to individuals for exhibition at fairs and livestock shows. Additional costs could result from direct marketing. Marketing expenses should be adjusted as needed. Prices received for direct sales can be highly variable.
3. Feed hay with minimum 54 percent TDN and 10 percent crude protein. This budget assumes purchased hay.
4. Detailed pasture expenses are contained in Tables B3, B4, B5 and B6. Expenses are based on 70 percent of the pasture acres as perennial cool-season vegetation and 30 percent as perennial warm-season vegetation. For this budget, the cool-season vegetation includes chicory, orchardgrass, red clover and white clover. The warm-season vegetation is sericea lespedeza and big bluestem. These plant species were used for this example budget. Other species and combinations can be used, but may require adjustments in pasture production cost. Annual (or yearly) pasture costs (Tables B3 and B5) include cash variable expenses (annual seed, fertilizer, lime, and fuel and repairs for machinery to mow pastures). Fixed expenses include depreciation and interest on the equipment and a pro-rated share of the establishment costs. Establishment costs are outlined in Tables B4 and B6.
5. One livestock guardian dog is budgeted for every 50 does. Feed and health expenses for the livestock guardian dogs are included as variable expenses in Table B2. The purchase price of the dog is depreciated as a fixed cost as shown in Table B9.
6. Purchased utility water usage is based on breeding animals consuming 1.5 gallons per day year-round, with kids consuming one-half gallon per day after weaning.
7. Variable machinery expenses include fuel and repairs for an all-terrain vehicle and repairs for a utility trailer. Fuel costs are calculated based on a use rate of 0.6 gallons of fuel per hour with a fuel cost \$2.50 per gallon. Machinery fixed expenses are outlined in Table B9. Machinery expenses for pasture production are included in the pasture budgets.
8. Fixed expenses for depreciation and repairs are outlined in Table B9. Depreciation divides the initial purchase cost over the expected life of the item. Repair costs represent an average repair cost per year over the life of the item.
9. Interest expenses reflect the fact that capital invested in goat production is costly, regardless of its source. Borrowed capital entails a cash interest charge for repayment to lenders. Capital provided by the owner results in a non-cash opportunity cost, due to the fact that the capital could have been invested elsewhere and earned interest instead of being invested in goat production. The foregone interest is a cost to the owner, but it is not a cash expense. Interest expenses are included for buildings and equipment, fences and machinery. Interest expenses are also included for the value of the breeding livestock used in the enterprise. These costs are outlined in Table B9.
10. Labor expenses are also included in the budget to reflect the cost of hired and/or owner labor. Again, labor provided by the owner results in a non-cash opportunity cost, due to the earnings foregone by the owner for employment in other agricultural enterprises or off-farm jobs. Hired labor should be included in the budget as a cash expense.
11. Permanent high-tensile fencing costs were based on the number of feet required for a perimeter fence around the entire pasture assuming the pasture is in the shape of a square. Temporary fencing costs assumed two runs across width of pasture. Fencing costs will vary with the shape of the pasture and also with the type of fencing material used.
12. Commercial breeding stock: Buck purchase price is \$175 per head. A buck is used for two years. Doe value is \$100 per head.
13. Depreciation expense for the does is not included, since in the long run the doe herd will consist of raised replacements.

# Tables C1-C9

**MEAT GOAT PRODUCTION (180 DOES AND 4 BUCKS)  
40% OF KIDS DIRECT-MARKETED  
FORAGE BASE OF 100 ACRES, HIGH-INTENSITY MANAGEMENT  
ESTIMATED COSTS AND RETURNS TO LAND, MANAGEMENT AND RISK**

TABLE C1		180 DOES INPUT PARAMETERS <sup>1</sup>	
Herd Size (Does)	180	Percent Weaned Kid Crop	210.0%
Bucks	4		
Kids Sold Auction Market (head)	192.78	Pct. Kids Auction Market	60.0%
Selling Weight Auction Market	65		
Kids Sold Direct (head)	128.52	Pct. Kids Direct Market	40.0%
Selling Weight Direct Market	65		
Number of Cull Stock Sold	23.4	Held for Replacements	15.0%
Selling Weight Cull Does	80		
Number of (Does) Died	3.6	Doe Mortality Rate	2.0%
Lbs. Corn Doe/Day	0.5	Days on Corn (Does)	90
Lbs. Hay Doe/Day	2	Days on Hay (Does)	120
Lbs. Corn Kid/Day Pre-weaning	0.25	Days Pre-weaning (Kids)	21
Lbs. Corn Kid/Day Post-weaning	0.75	Days Post-weaning (Kids)	60
Lbs. Hay Kid/Day	1	Days on Hay (Kids)	60
Oz Mineral/Day	0.33	Acres in Forage	100

TABLE C2		180 DOES ESTIMATED COSTS AND RETURNS					
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	PER DOE	YOUR FARM
<b>REVENUE</b>							
Kids Auction <sup>2</sup>	192.78 Head	cwt	125.31	122.00	15287.45	84.93	
Kids Direct <sup>2</sup>	128.52 Head	cwt	83.54	200.00	16707.60	92.82	
Cull Doe	23.4 Head	cwt	18.72	70.00	1310.40	7.28	
					-----	-----	-----
<b>TOTAL REVENUE</b>					<b>33305.45</b>	<b>185.03</b>	

<b>VARIABLE EXPENSES</b>							
Hay <sup>3</sup>		ton	36.66	80.00	2932.80	16.29	
Corn	Breeding	bushels	169.55	4.00	678.21	3.77	
Corn	Kids	bushels	339.19	4.00	1356.75	7.54	
Cool-season Pasture <sup>4</sup>	Table C3	acre	70.00	91.84	6428.50	35.71	
Warm-season Pasture <sup>4</sup>	Table C5	acre	30.00	64.78	1943.42	10.80	
Mineral Mix		lb	1385.18	0.36	498.66	2.77	
Vet & Med	Table C7				988.55	5.49	
Guardian Dogs <sup>5</sup>	Feed & Health	each	4.00	250.00	1000.00	5.56	

**TABLE C2 (cont.) 180 DOES ESTIMATED COSTS AND RETURNS**

ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	PER DOE	YOUR FARM
Water <sup>6</sup>		1,000 gal	132.57	6.60	874.96	4.86	
Marketing	Table C8				2176.29	12.09	
Machinery <sup>7</sup>	Fuel	hour	115.00	1.50	172.50	0.96	
Machinery	Repairs				280.00	1.56	
Operating Interest - 6 months			19330.65	5.00%	483.27	2.68	
					-----	-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>19813.92</b>	<b>110.08</b>	
<b>RETURN ABOVE VARIABLE EXPENSES</b>					<b>13491.53</b>	<b>74.95</b>	

**DEPRECIATION AND REPAIRS (FIXED COST)<sup>8</sup>**

Depreciation	Buildings, equipment	Table C9			293.00	1.63	
Repairs	Buildings, equipment	Table C9			168.29	0.93	
Depreciation	Livestock	Table C9			550.00	3.06	
Depreciation	Fences	Table C9			747.92	4.16	
Repairs	Fences	Table C9			552.62	3.07	
Depreciation	Machinery	Table C9			466.67	2.59	
					-----	-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>2778.50</b>	<b>15.44</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>22592.42</b>	<b>125.51</b>	
<b>RETURN TO LAND, LABOR, CAPITAL, MANAGEMENT, RISK</b>					<b>10713.04</b>	<b>59.52</b>	

**INTEREST (FIXED COST)<sup>9</sup>**

Livestock	Table C9				1150.00	6.39	
Bldgs. & Equipment	Table C9				58.23	0.32	
Fences	Table C9				276.31	1.54	
Machinery	Table C9				175.00	0.97	
					-----	-----	-----
<b>TOTAL INTEREST EXPENSE</b>					<b>1659.54</b>	<b>9.22</b>	
<b>TOTAL VARIABLE, FIXED, INTEREST EXPENSE</b>					<b>24251.95</b>	<b>134.73</b>	
<b>NET RETURN TO LAND, LABOR, MANAGEMENT, RISK</b>					<b>9053.50</b>	<b>50.30</b>	

**LABOR EXPENSES**

LABOR <sup>10</sup>		hour	470	10.00	4700.00	26.11	
<b>TOTAL ALL EXPENSES</b>					<b>28951.95</b>	<b>160.84</b>	
<b>RETURN TO LAND, MANAGEMENT, RISK</b>					<b>4353.50</b>	<b>24.19</b>	

**TABLE C3 180 DOES COOL-SEASON PASTURE, ANNUAL EXPENSES PER ACRE**

ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
<b>VARIABLE EXPENSES</b>						
Seed		lb	0.00	0.00	0.00	
Fertilizer	N	lb	30.00	0.43	12.90	
	P2O5	lb	30.00	0.52	15.60	
	K2O	lb	30.00	0.44	13.20	

TABLE C3 (cont.) 180 DOES COOL-SEASON PASTURE, ANNUAL EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
	Custom Application	acre	1.00	5.00	5.00	
Lime	Custom Application	ton	0.20	34.50	6.90	
Machinery	Fuel	acre	1.00	1.82	1.82	
	Oil & Filter	acre	1.00	0.27	0.27	
	Repairs	acre	1.00	1.80	1.80	
Operating Interest - 6 months			57.49	5.00%	1.44	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>58.93</b>	

DEPRECIATION AND INTEREST (FIXED COST)						
Machinery	Depreciation	acre	1.00	0.46	0.46	
	Interest	acre	1.00	0.71	0.71	
	Housing & Insurance	acre	1.00	0.09	0.09	
Establishment	Pro-rated	acre	1.00	28.25	28.25	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>29.51</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>88.44</b>	

LABOR EXPENSES						
LABOR		hour	0.34	10.00	3.40	
<b>TOTAL ALL ANNUAL EXPENSES</b>					<b>91.84</b>	

TABLE C4 180 DOES COOL-SEASON PASTURE, ESTABLISHMENT EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
<b>VARIABLE EXPENSES</b>						
Seed	Orchardgrass	lb	10.00	4.00	40.00	
	Chicory	lb	3.00	6.00	18.00	
	Red Clover	lb	5.00	3.25	16.25	
	White Clover	lb	3.00	3.65	10.95	
Fertilizer	N	lb	30.00	0.43	12.90	
	P2O5	lb	30.00	0.52	15.60	
	K2O	lb	30.00	0.44	13.20	
	Custom Application	acre	1.00	5.00	5.00	
Lime	Custom Application	ton	2.00	34.50	69.00	
Machinery	Fuel	acre	1.00	20.24	20.24	
	Oil & Filter	acre	1.00	3.04	3.04	
	Repairs	acre	1.00	13.20	13.20	
Operating Interest - 6 months			237.38	5.00%	5.93	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>243.31</b>	

DEPRECIATION AND INTEREST (FIXED COST)						
Machinery	Depreciation	acre	1.00	6.08	6.08	

**TABLE C4 (cont.) 180 DOES COOL-SEASON PASTURE, ESTABLISHMENT EXPENSES PER ACRE**

ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
	Interest	acre	1.00	9.03	9.03	
	Housing & Insurance	acre	1.00	0.96	0.96	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>16.07</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>259.38</b>	

<b>LABOR EXPENSES</b>						
LABOR		hour	2.31	10.00	23.10	
<b>TOTAL ESTABLISHMENT EXPENSES</b>					<b>282.48</b>	
<b>PRO-RATED SHARE ESTABLISHMENT</b>	<b>years</b>		<b>10</b>		<b>28.25</b>	

**TABLE C5 180 DOES WARM-SEASON PASTURE, ANNUAL EXPENSES PER ACRE**

ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
<b>VARIABLE EXPENSES</b>						
Seed		lb	0.00	0.00	0.00	
Fertilizer	N	lb	0.00	0.43	0.00	
	P2O5	lb	20.00	0.52	10.40	
	K2O	lb	20.00	0.44	8.80	
	Custom Application	acre	1.00	5.00	5.00	
Lime	Custom Application	ton	0.00	34.50	0.00	
Machinery	Fuel	acre	1.00	1.82	1.82	
	Oil & Filter	acre	1.00	0.27	0.27	
	Repairs	acre	1.00	1.80	1.80	
Operating Interest - 6 months			28.09	5.00%	0.70	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>28.79</b>	

**DEPRECIATION AND INTEREST (FIXED COST)**

Machinery	Depreciation	acre	1.00	0.46	0.46	
	Interest	acre	1.00	0.71	0.71	
	Housing & Insurance	acre	1.00	0.09	0.09	
Establishment	Pro-rated	acre	1.00	31.33	31.33	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>32.59</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>61.38</b>	

**LABOR EXPENSES**

LABOR		hour	0.34	10.00	3.40	
<b>TOTAL ALL ANNUAL EXPENSES</b>					<b>64.78</b>	

TABLE C6 180 DOES WARM-SEASON PASTURE ESTABLISHMENT EXPENSES PER ACRE						
ITEM	DESCRIPTION	UNIT	QUANTITY	PRICE	TOTAL	YOUR FARM
<b>VARIABLE EXPENSES</b>						
Seed	Sericea Lespedeza	lb	15.00	6.25	93.75	
	Big Bluestem	lb	4.00	11.00	44.00	
		lb	0.00	0.00	0.00	
		lb	0.00	0.00	0.00	
Fertilizer	N	lb	0.00	0.43	0.00	
	P2O5	lb	20.00	0.52	10.40	
	K2O	lb	20.00	0.44	8.80	
	Custom Application	acre	1.00	5.00	5.00	
Lime	Custom Application	ton	2.00	34.50	69.00	
Machinery	Fuel	acre	1.00	20.24	20.24	
	Oil & Filter	acre	1.00	3.04	3.04	
	Repairs	acre	1.00	13.20	13.20	
Operating Interest - 6 months			267.43	5.00%	6.69	
					-----	-----
<b>TOTAL VARIABLE EXPENSES</b>					<b>274.12</b>	

DEPRECIATION AND INTEREST (FIXED COST)						
Machinery	Depreciation	acre	1.00	6.08	6.08	
	Interest	acre	1.00	9.03	9.03	
	Housing & Insurance	acre	1.00	0.96	0.96	
					-----	-----
<b>TOTAL FIXED EXPENSES</b>					<b>16.07</b>	
<b>TOTAL VARIABLE &amp; FIXED EXPENSES</b>					<b>290.19</b>	

LABOR EXPENSES						
LABOR		hour	2.31	10.00	23.10	
<b>TOTAL ESTABLISHMENT EXPENSES</b>					<b>313.29</b>	
<b>PRO-RATED SHARE ESTABLISHMENT</b>	<b>years</b>		<b>10</b>		<b>31.33</b>	

TABLE C7 180 DOES VETERINARY AND MEDICINE EXPENSES						
ITEM	DESCRIPTION	DOSES	HEAD	COST/ DOSE	TOTAL	YOUR FARM
Deworming	Does/Bucks	0	184.00	0.50	0.00	
Clostridium/ Tetanus	Does/Bucks	1	184.00	0.28	51.52	
Lepto	Does/Bucks	1	184.00	0.37	68.08	
Deworming	Replacements	0	27.00	0.50	0.00	
Clostridium/ Tetanus	Replacements	1	27.00	0.28	7.56	
Lepto	Replacements	1	27.00	0.37	9.99	
Clostridium/ Tetanus	Kids	2	378.00	0.28	211.68	
Lepto	Kids	2	378.00	0.37	279.72	

**TABLE C7 (cont.) 180 DOES VETERINARY AND MEDICINE EXPENSES**

ITEM	DESCRIPTION	DOSES	HEAD	COST/ DOSE	TOTAL	YOUR FARM
Misc. Medicine	Per Doe		180.00	2.00	360.00	
					-----	-----
<b>TOTAL VETERINARY &amp; MEDICINE EXPENSES</b>					<b>988.55</b>	

**TABLE C8 180 DOES MARKETING EXPENSES**

ITEM	HEAD	COST/ HEAD	TOTAL	YOUR FARM
Auction Market Fee	216.18	5.50	1188.99	
Auction Market Hauling	216.18	1.00	216.18	
Direct Sales Misc. Cost	128.52	4.00	514.08	
Direct Sales Hauling	128.52	2.00	257.04	
Misc. Marketing			0.00	
			-----	-----
<b>TOTAL MARKETING EXPENSES</b>			<b>2176.29</b>	

**Table C9 180 DOES BUILDING, EQUIPMENT, MACHINERY, AND LIVESTOCK FIXED EXPENSES**

ITEM	QUANTITY	COST UNIT (\$)	LIFE (YEARS)	DEPREC. (\$/YEAR)	INTEREST RATE	INTEREST (\$/YEAR)	REPAIRS (\$/YEAR)	TOTAL (\$/YEAR)
<b>Buildings and Equipment</b>								
Pasture Shelters	6	216	15	86.40	5.00%	32.40	116.64	235.44
Feeders	9	42	5	75.60	5.00%	9.45	18.90	103.95
Mineral Feeders	3	135	5	81.00	5.00%	10.13	20.25	111.38
Waterers	5	50	5	50.00	5.00%	6.25	12.50	68.75
High-Tensile Permanent Fence (feet) <sup>11</sup>	8348	1.14	25	380.67	5.00%	237.92	475.84	1094.42
Energizer	1	200	6	33.33	5.00%	5.00	10.00	48.33
Temporary Cross Fence (feet)	8348	0.16	4	333.92	5.00%	33.39	66.78	434.10
				-----	-----	-----	-----	-----
<b>TOTAL BUILDINGS AND EQUIPMENT</b>				<b>1040.92</b>		<b>334.54</b>	<b>720.91</b>	<b>2096.37</b>

<b>Machinery</b>								
All-Terrain Vehicle	1	6000	15	400.00	5.00%	150.00	240.00	790.00
Utility Trailer	1	1000	15	66.67	5.00%	25.00	40.00	131.67
				-----	-----	-----	-----	-----
<b>TOTAL MACHINERY</b>				<b>466.67</b>		<b>175.00</b>	<b>280.00</b>	<b>921.67</b>

<b>Livestock<sup>12</sup></b>								
Buck	4	175	2	350.00	5.00%	35.00	n. a.	385.00
Does & Replacements <sup>13</sup>	207	100		n. a.	5.00%	1035.00	n. a.	1035.00
Livestock Guardian Dogs	4	400	8	200.00	5.00%	80.00	n. a.	280.00
				-----	-----	-----	-----	-----
<b>TOTAL LIVESTOCK</b>				<b>550.00</b>		<b>1150.00</b>		<b>1700.00</b>



## Footnotes 180-Doe Budget

1. The input table (Table C1) contains the parameters for which revenue and expenses are estimated.
2. The market price for kids sold at auction is based on auction prices from the Tennessee Livestock Producers graded sale for the years 2005 through 2009, assuming 30 percent were Selection 1, 60 percent Selection 2, and 10 percent Selection 3. For this budget, 40 percent of kids are assumed to be direct-marketed. Direct marketing refers to selling meat goats directly to consumers. Examples of direct sales of meat goats could include (A) animals sold directly to consumers for custom harvesting and processing; (B) animals sold to other meat goat producers for breeding animals; and (C) animals sold to individuals for exhibition at fairs and livestock shows. Additional costs could result from direct marketing. Marketing expenses should be adjusted as needed. Prices received for direct sales can be highly variable.
3. Feed hay with minimum 54 percent TDN and 10 percent crude protein. This budget assumes purchased hay.
4. Detailed pasture expenses are contained in Tables C3, C4, C5 and C6. Expenses are based on 70 percent of the pasture acres as perennial cool-season vegetation and 30 percent as perennial warm-season vegetation. For this budget, the cool-season vegetation consists of chicory, orchardgrass, red clover and white clover. The warm-season vegetation is sericea lespedeza and big bluestem. These plant species were used for this example budget. Other species and combinations can be used, but may require adjustments in pasture production cost. Annual (or yearly) pasture costs (Tables C3 and C5) include cash variable expenses (annual seed, fertilizer, lime, and fuel and repairs for machinery to mow pastures). Fixed expenses include depreciation and interest on the equipment and a pro-rated share of the establishment costs. Establishment costs are outlined in Tables C4 and C6.
5. One livestock guardian dog is budgeted for every 50 does. Feed and health expenses for the livestock guardian dogs are included as variable expenses in Table C2. The purchase price of the dog is depreciated as a fixed cost as shown in Table C9.
6. Purchased utility water usage is based on breeding animals consuming 1.5 gallons per day year-round, with kids consuming one-half gallon per day after weaning.
7. Variable machinery expenses include fuel and repairs for a utility vehicle and repairs for a utility trailer. Fuel costs are calculated based on a use rate of 0.6 gallons of fuel per hour with fuel cost \$2.50 per gallon. Machinery fixed expenses are outlined in Table C9. Machinery expenses for pasture production are included in the pasture budgets.
8. Fixed expenses for depreciation and repairs are outlined in Table C9. Depreciation divides the initial purchase cost over the expected life of the item. Repair costs represent an average repair cost per year over the life of the item.
9. Interest expenses reflect the fact that capital invested in goat production is costly, regardless of its source. Borrowed capital entails a cash interest charge for repayment to lenders. Capital provided by the owner results in a non-cash opportunity cost, due to the fact that the capital could have been invested elsewhere and earned interest instead of being invested in goat production. The foregone interest is a cost to the owner, but it is not a cash expense. Interest expenses are included for buildings and equipment, fences and machinery. Interest expenses are also included for the value of the breeding livestock used in the enterprise. These costs are outlined in Table C9.
10. Labor expenses are also included in the budget to reflect the cost of hired and/or owner labor. Again, labor provided by the owner results in a non-cash opportunity cost, due to the earnings foregone by the owner for employment in other agricultural enterprises or off-farm jobs. Hired labor should be included in the budget as a cash expense.
11. Permanent high-tensile fencing costs were based on the number of feet required for a perimeter fence around the entire pasture, assuming the pasture is in the shape of a square. Temporary fencing costs assumed four runs across width of pasture. Fencing costs will vary with the shape of the pasture and also with the type of fencing material used.
12. Commercial breeding stock: Buck purchase price is \$175 per head. A buck is used for two years. Doe value is \$100 per head.
13. Depreciation expense for the does is not included, since in the long run the doe herd will consist of raised replacements



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R12-4010-035-003-11 900-10/10 11-0027

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