

**Fertilizer and seed:** For farms that grow their own feed, (this is the total farm cost divided by the number of head marketed). Also for pastures that are seeded or fertilized.

**Animal purchase:** This value is only for purchased animals.

**For example:** If the farm purchases 10 feeder calves each year and markets 8 feeder calves each year, then the total cost of animal purchases for the year (let's say  $10 \times \$500 = \$5,000$ ) is divided by the number marketed (8) that year, so the "animal purchase" cost, per head marketed, is \$625.

**Feed:** For purchased feeds including hay, grains, and other feeds including minerals and supplements.

**Fuel and oil:** This is the cost of fueling and lubricating equipment used for daily operations of the livestock feeding and finishing operation.

**Utilities:** This is the annual cost of utilities devoted to the farm, on a per head marketed basis. Includes water.

**Maintenance & Repairs:** The cost maintaining the farm facilities and operations, on a per head marketed basis.

**Hired Labor:** The cost of the labor to tend to livestock in the finishing and feeding operation, on a per head marketed basis. Though the Census of Agriculture reported values are said to contain the cost of marketing, our team suspects that the true value is under-estimated. We recommend estimating the cost of ALL the labor associated with production activities here. The labor associated with marketing is accounted separately in the Meat Price Calculator.

**Own Labor:** While the Census of Ag data did not include values for farmer labor, it is important to place a value on the cost of your labor. To formulate your estimate, consider what it would cost, were you unavailable to perform the related tasks on your own, to pay a hired hand to do what you do.

**Land Cost:** The cost of owning or renting land including rent, lease payments, and grazing fees for non-owned land and property taxes for owned land, on a per head marketed basis.

**Interest:** Interest paid on real estate and non-real estate debt to operate the production functions of the farm, on a per head marketed basis. This includes interest on mortgages, equipment loans, and lines of credit.

**Other:** This field is a "catch all" field for other significant costs associated with production and not described above. For example, veterinarian costs and insurances are included here.