

Summary of Cow-Calf and Retained Production, Sales and Transfers for the Fiscal Year

A summary of the fiscal year cow-calf and retained ownership production, sales and transfers is not only valuable to management but for providing data for compliance with IRS.

The spreadsheet report combines calf weaned production and valuation of retained calves and sales or transfers to replacement. Retained calves are valued at expected net payweight if the calves were sold.

The key measures of reproduction follow the Standardized Performance Analysis (SPA) measures defined as follows:

1. **Total females exposed at the beginning of the breeding season** is the number of females in the beginning inventory that are exposed either to bulls or in an artificial insemination (AI) program. The number should correspond to the number on the **beginning date** of the breeding season.
2. **Adjusted exposed females including sales, transfers, purchases of pairs and exposed and pregnant females** is an inventory of exposed females that results from the beginning inventory plus all the adjustments. This is the most critical number that must be generated by the inventory in the reproduction and production performance measures of the cow-calf enterprise. The accuracy of this value will determine the overall accuracy of the productivity analysis. The key is to carefully monitor monthly inventory maintenance and consistency between operating cycles. This number begins with the beginning inventory on day one of the breeding season, subtracts culls not intended to be bred, as well as sales or transfers out of the breeding herd and adds purchases or transfers in. The net result is used to determine the weaned calf percentage and other production measures of performance.
3. **A pound weaned per exposed female** is a very important measure of performance for producers selling weaned calves. It is calculated by multiplying weaning percent by average weight. Combining weaning weight and reproduction truly measures production.

The sales data requires separating raised from purchased breeding stock. This is important for calculation of capital gains (loss) for IRS and to measure ranch profit. Death loss data is important for monitoring production performance as well as identifying the loss for IRS reporting for capital loss and correcting the depreciation schedule for purchased breeding stock. Recording the capital expenditures for purchased breeding stock provides data for updating the asset on the balance sheet and depreciation schedule.

Purchased retained ownership cattle for resale sales revenue needs to be separate from raised retained cattle and the cost of these purchased cattle needs to be recorded for IRS compliance. Having a monthly reconciled cattle inventory by category certainly facilitates reporting requirements,

All the reporting is time consuming but it is very cost effective both in keeping management informed as well as for generating correct IRS reports. Plus, a happy informed CPA is good for business.