**Ranch Recordkeeping**

Recordkeeping is an essential part of managing a successful livestock operation. You will need to look closely at numbers to understand which components ranch are making money and which may be losing money. Keeping accurate records enables you to know your costs of production, which in turn helps you to set accurate prices. Set up your bookkeeping and sales records to catch as much of this information as possible.

**Cash Overheads**

* Employee wages, benefits, payroll tax
* Owner salary and benefits
* Tractor and equipment fuel
* Farm vehicle fuel
* Gas, electricity, irrigation water
* Internet, phone bill
* Farm business liability insurance
* Vehicle insurance
* Workers compensation insurance
* Payroll, tax prep, accounting, bank
* Office supplies
* Website, PO Box
* Land rent/mortgage, property taxes
* Equipment rental, advertising, storage, loan interest
* Producer certificate fee
* Farmers’ market annual dues, stall fees
* Organic certification, etc., fees
* Scale inspection fee
* Veterinary costs
* Livestock Dog costs

**Non-Cash Overheads**

*\*Non-cash overheads are items that depreciate over time. For each item, you will need to know the total purchase price and an estimate of how long the item will last in years.*

* Farm buildings, cold storage
* Farm vehicles
* Farmers’ market stall materials
* Field infrastructure (fencing, housing, water/feed troughs)
* Feed storage - silos
* Breeding stock
* Tractors & implements
* Processing equipment, hand tools

**Yields and Sales Info**

* Births, deaths, culls
* Units/lbs. sold, price per unit
* Live animal sales

**Farm Parameters**

* Total pasture available, carrying capacity of available land.
* Breeding animals and reproductive potential

**Husbandry Labor Needs – Time**

**\****To record production labor, sample the time it takes to do certain tasks and extrapolate from there.*

Time spent:

* Daily care of animals
* Moving animals
* Building and deconstructing mobile fencing paddocks,
* Seasonal husbandry: lambing/calving, shearing
* Milking, collecting eggs
* Health care
* Pasture management: irrigation, seeding, haying
* Hauling feed / water

**Marketing Costs**

* Slaughter, Cut & Wrap costs (per lb.)
* Hauling
* Cold storage
* Packaging

**Direct Costs**

* Fodder / pasture seed
* Bedding
* Feed