

Yazzie's Sheep Camp: A Financial Recordkeeping Story

Terrill Yazzie
NSA Specialist

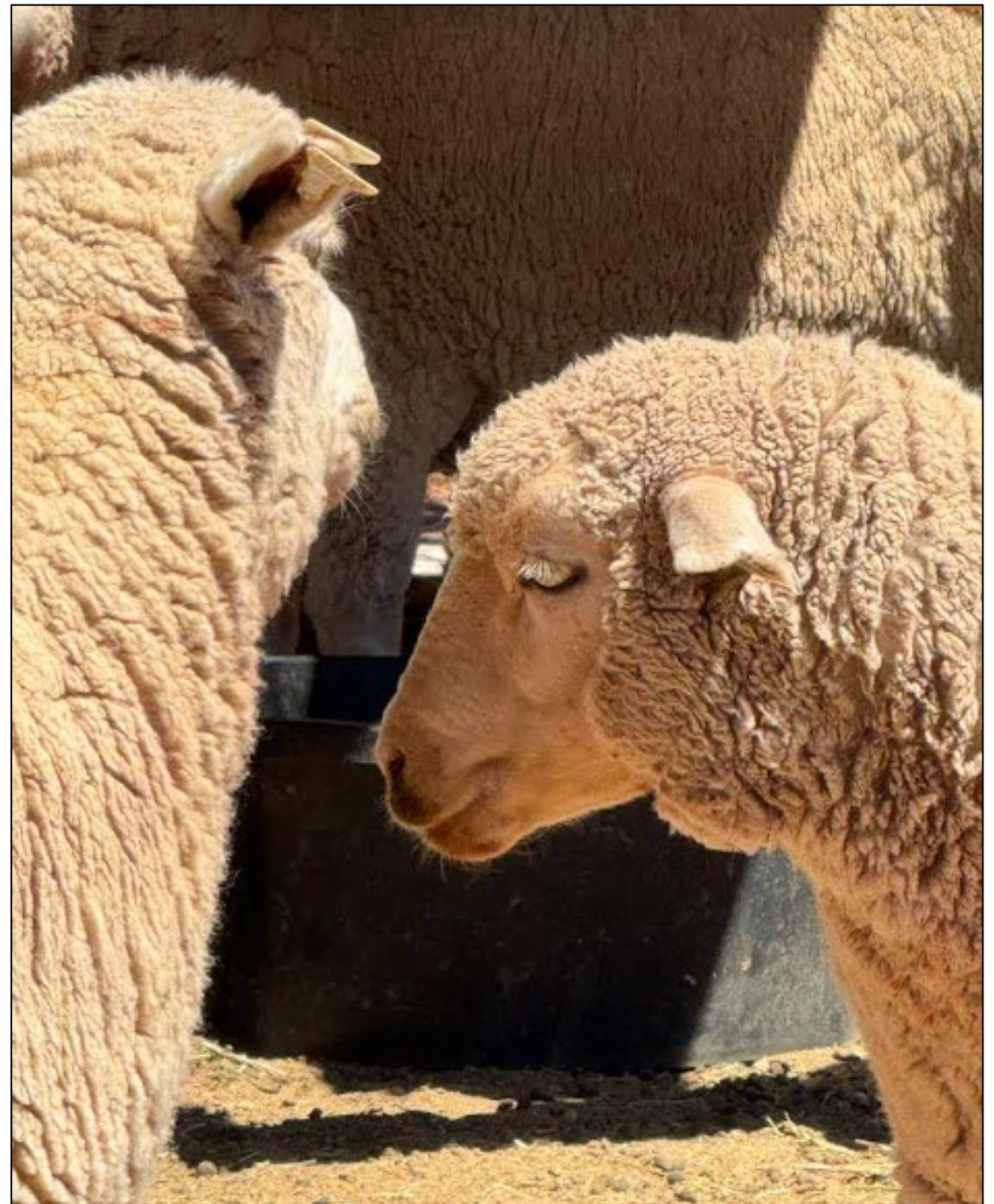




Why keep sheep operation financials?

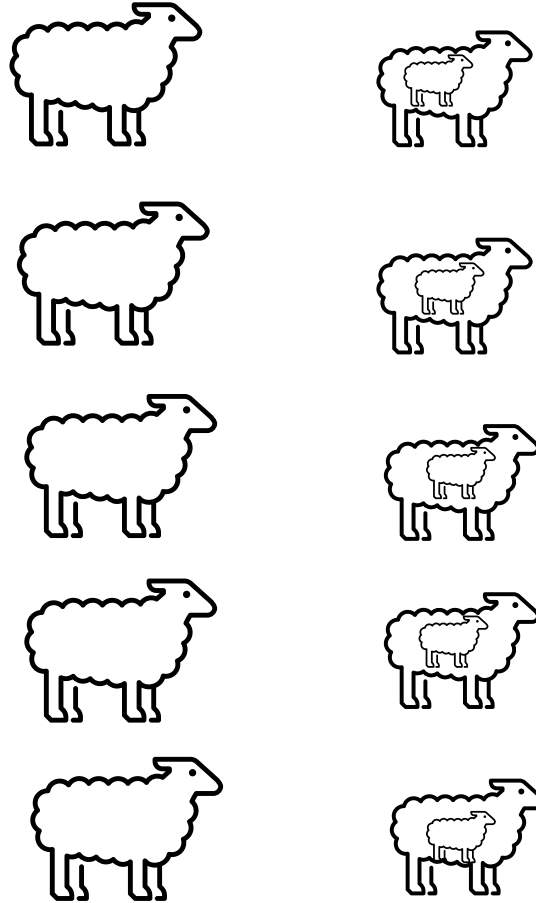
- Keep track of all cost associated with raising sheep
 - Look for areas of cost reduction
 - Look into profitability
 - Make informed management decisions
 - Plan for future investments
- Overall, it provides a clear picture of financial health of the sheep operation and allow possibility of optimization, production, and profitability.

- Yazzie's sheep camp completed a Ranch Conservation plan and found out that the Common Use Area can sustain 15 sheep units.
- Yazzie's Sheep camp has a flock of 10 sheep
- They graze in an open range
- Yazzie sheep camp practices Winter lambing



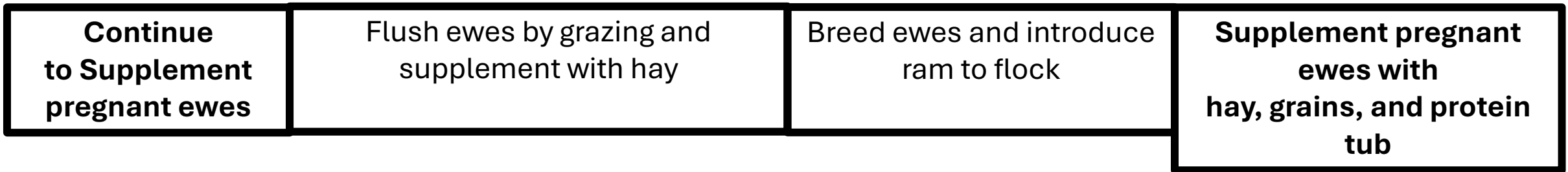
What does our herd look like?

- Consist of 5 ewes (3+ years) and 5 bred yearlings (2 years)
- We have a herd of 10



Winter lambing timeline

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
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Castrate and dock tails
Vaccinate lambs

Vaccinate ewes

Vac
Booster lambs

Vac
Booster ewes

Vaccinate all breeding ewes

Winter lambing timeline

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
-----	-----	-----	-----	-----	-----	-----	-----	------	-----	-----	-----

Continue
to Supplement
ewes

lambing



January 2025

SUNDAY	MONDAY	TUESDAY	WESNESDAY	THURSDAY	FRIDAY	SATURDAY
			1 NAPI: hay, corn, Pro tub IFA: Supple Milk Gas	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

JANUARY

INCOME

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

[illegible]

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

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January

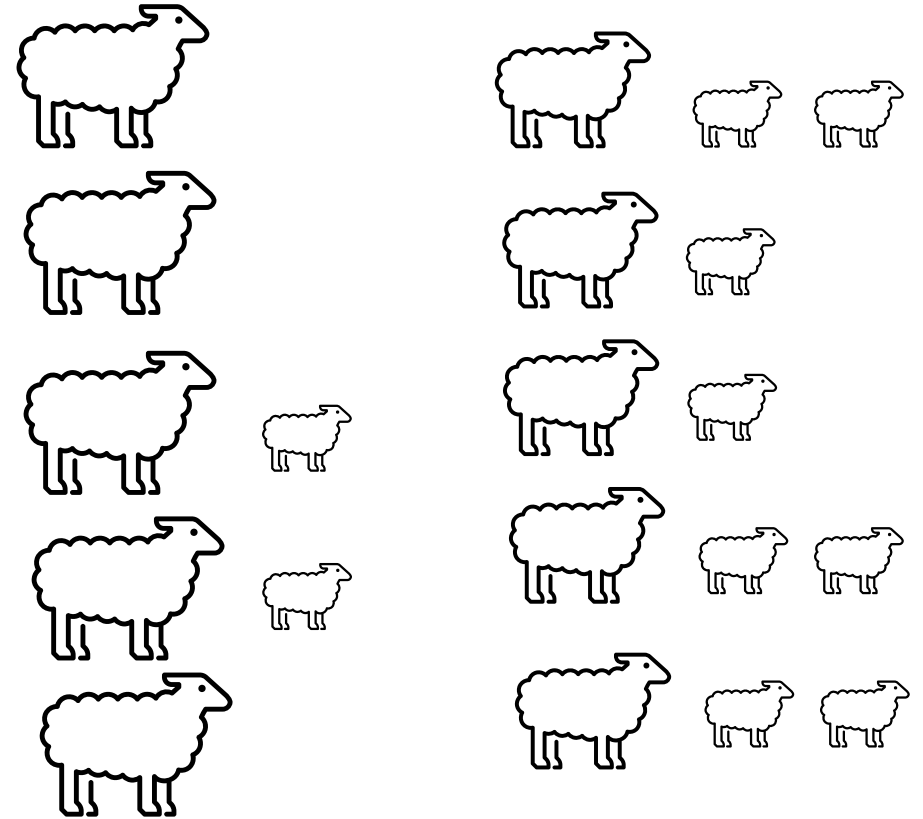
January

EXPENSES		Enter Here All Expenses Except Eqpmnt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
01/01	NAPI hay	30 Bales/\$12	\$360					
01/01	NAPI corn	10 Bags/\$12	\$120					
01/01	NAPI Pro Tub	60 lbs. tub/\$67	\$67					
01/01	IFA Sup Milk	25 lbs. tub/\$72	\$72					
01/01	Gas	\$3.50/15 gal					\$52.50	
Monthly Total		\$671.50	\$619				\$52.50	

EXPENSES		Enter Here All Expenses Except Eqpmnt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
01/01	NAPI hay	30 Bales/\$12	\$360					
01/01	NAPI corn	10 Bags/\$12	\$120					
01/01	NAPI Pro Tub	60 lbs. tub/\$67	\$67					
01/01	IFA Sup Milk	25 lbs. tub/\$72	\$72					
01/01	Gas	\$3.50/15 gal					\$52.50	
Monthly Total		\$671.50	\$619				\$52.50	

Lambing results

- 3 of the yearlings had twins, while two had a lambs
- Two older ewes had lambs
- We now have a total of 10 lambs



Winter lambing timeline

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
-----	-----	-----	-----	-----	-----	-----	-----	------	-----	-----	-----

Continue to Supplement ewes	Flush ewes by grazing and supplement with hay
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lambing	Wean lambs
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Castrate, dock tails, and Vaccinate lambs

Vaccinate ewes

March 2024						
SUNDAY	MONDAY	TUESDAY	WESNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15 NAPI: hay, IFA: Rings and Vaccine Gas
16	17	18	19	20	21	22
23	24	25	26	27	28	29

March

INCOME

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

[illegible][illegible]

Expenses Input for lambing

March

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
03/15	NAPI	15 Bales/\$12	\$180					
03/15	IFA Rings	100 rings/\$4	\$4					
03/15	IFA Vaccine	100mL Q50	\$50					
03/15	Gas	\$3.50/15 Gal					\$52.50	
Monthly Total		\$286.50	\$234				\$52.50	

March

INCOME

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

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Labor expense

March

[illegible]

Winter lambing time

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
-----	-----	-----	-----	-----	-----	-----	-----	------	-----	-----	-----

Continue
to Supplement
ewes

Flush ewes by grazing and
supplement with hay

lambing	Wean lambs
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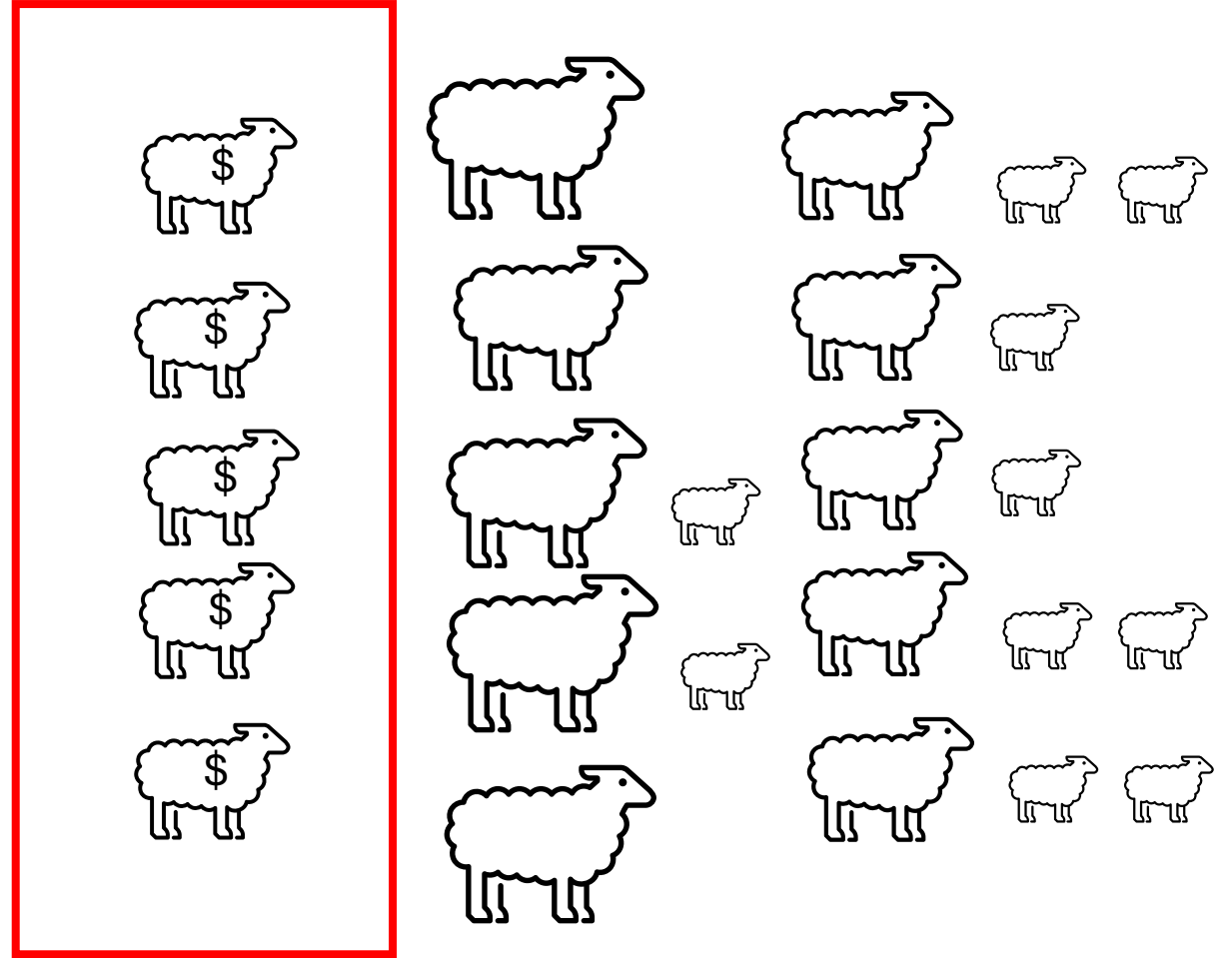


Castrate,
dock tails,
and
Vaccinate
lambs

Vaccinate
ewes

What does our herd look like now?

- We decided to purchased 5 yearlings in April
- We now have a herd of 15
- We now have a total of 10 lambs



April 2024						
SUNDAY	MONDAY	TUESDAY	WESNESDAY	THURSDAY	FRIDAY	SATURDAY
		1	2	3	4	5
6	7 Cow House: yearlings Gas	8	9	10	11	12
13	14	15 NAPI: Hay Gas	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

April

INCOME

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

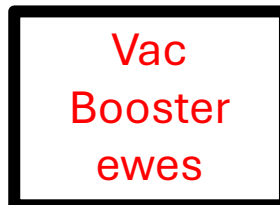
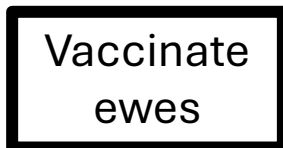
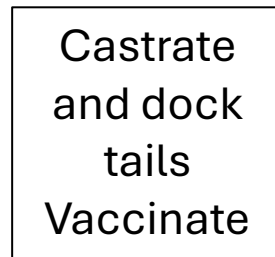
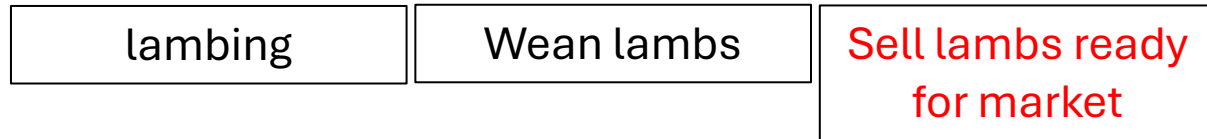
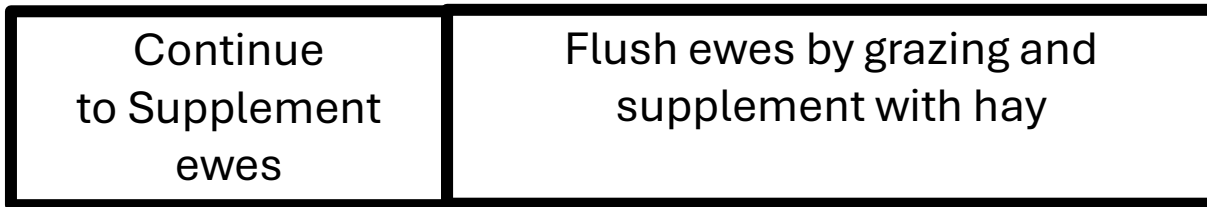
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April

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
04/07	Cowhouse	5 yearlings/\$125	\$625					
04/07	Gas	\$3.50/15 Gal					\$50.50	
04/15	NAPI	10 Bales/\$12	\$120					
04/15	Gas	\$3.50/15 Gal					\$50.50	
Monthly Total		\$846	\$745				\$101.00	

Winter lambing timeline

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
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June 2024						
SUNDAY	MONDAY	TUESDAY	WESNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3 Sell lambs at Cow House Gas	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

INCOME

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

June

[illegible][illegible]

Recording income of sold lambs

June

INCOME

Date	Source	Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
			Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
06/03	Cowhouse	\$4 per lbs	5/ 90lbs	450 lbs	\$1,800				
Monthly Total		\$1,800	5/ 90lbs	450 lbs	\$1,800				

June

INCOME

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

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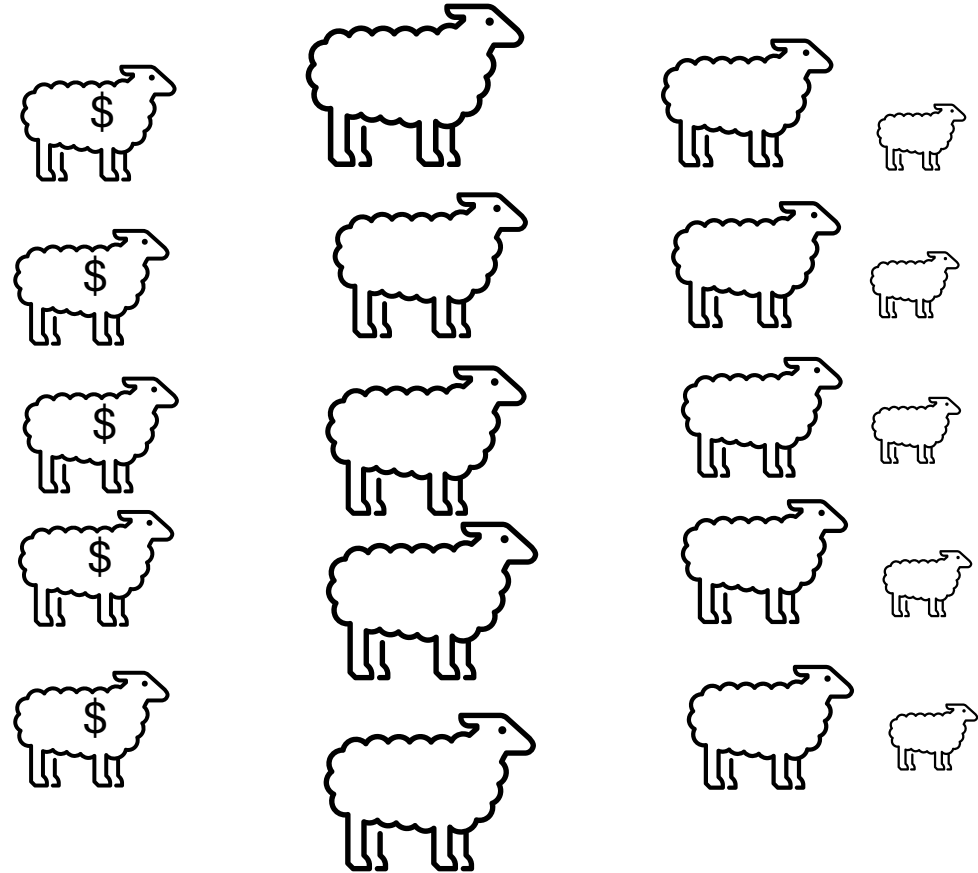
June

June

Monthly Total

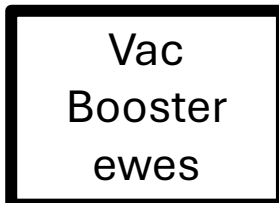
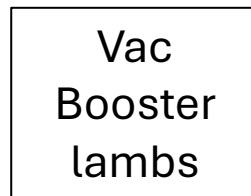
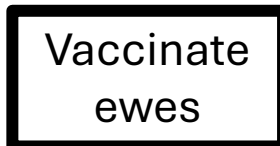
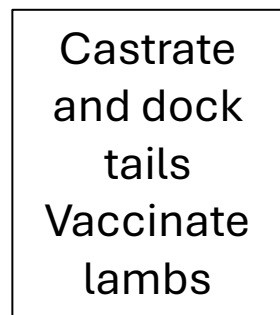
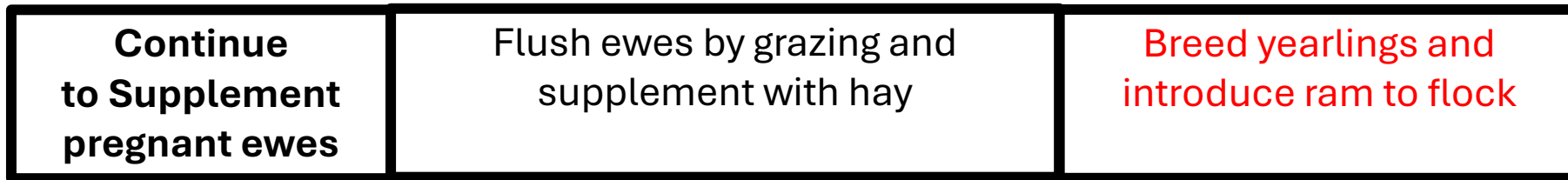
What does our herd look like now?

- We sold 5 lambs
- We now have a herd of 15
- We now have a total of 5 lambs



Winter lambing timeline

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
-----	-----	-----	-----	-----	-----	-----	-----	------	-----	-----	-----



July 2024						
SUNDAY	MONDAY	TUESDAY	WESNESDAY	THURSDAY	FRIDAY	SATURDAY
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20 Rent a ram from cousin Gas
21	22	23	24	25	26	27
28	29	30	31			

July

INCOME

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmnt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

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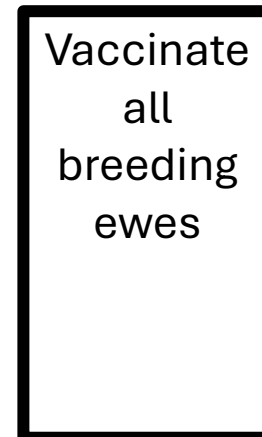
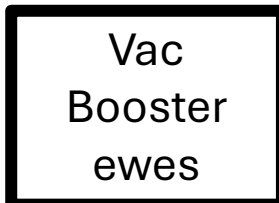
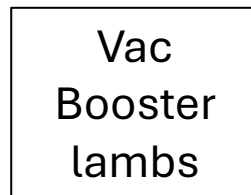
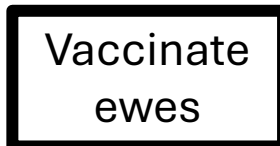
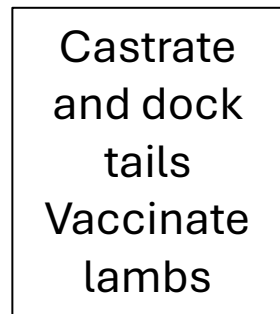
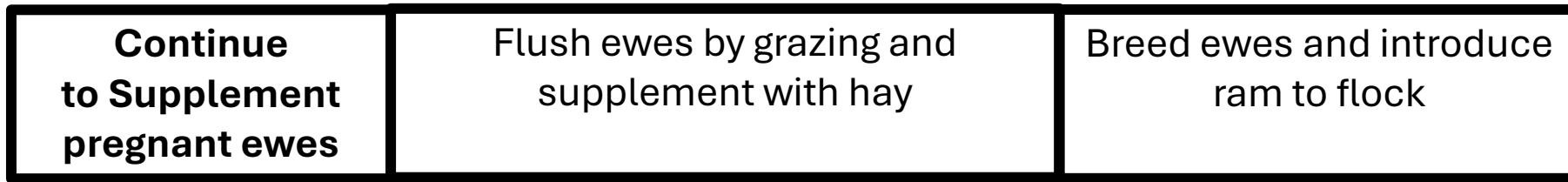
Expenses Input for Breeding

July

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
07/20	Cousin	150 Ram/season	\$50					
07/20	Gas	\$3.50/15 Gal					\$52.50	
Monthly Total		\$102.50	\$50				\$52.50	

Winter lambing timeline

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
-----	-----	-----	-----	-----	-----	-----	-----	------	-----	-----	-----



August 2024						
SUNDAY	MONDAY	TUESDAY	WESNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26 Cow House sold ewes Gas	27 sold ewe To neighbor	28	29	30	31

August

INCOME

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

[illegible][illegible]

Recording income of sold ewes

August

INCOME

Date	Source	Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
			Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
08/26	Cowhouse	\$2 per lbs	3/ 200lbs	600 lbs	\$1,200				
08/27	Neighbor		1	200 lbs	\$150				
Monthly Total		\$1,350	4	800 lbs	\$1,350				

August

INCOME

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmnt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

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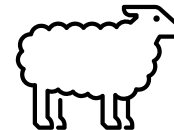
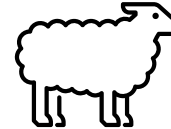
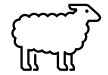
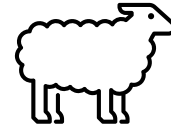
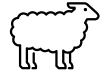
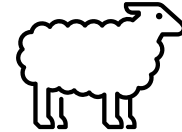
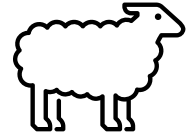
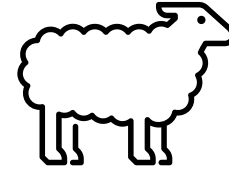
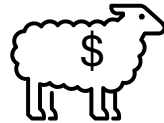
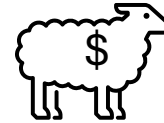
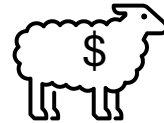
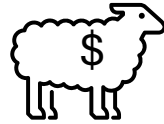
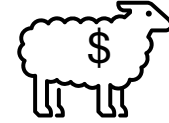
August

EXPENSES

		Enter Here All Expenses Except Eqmnt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
08/26	Gas	\$3.50/15 Gal					\$52.50	
Monthly Total		\$52.50					\$52.50	

What does our herd look like now?

- We sold 4 ewes
- We now have a herd of 11
- We now have a total of 5 lambs



Winter lambing timeline

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
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Continue to Supplement pregnant ewes	Flush ewes by grazing and supplement with hay	Breed ewes and introduce ram to flock
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Lambing	Wean lambs	Sell lambs	Sell older ewes
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Castrate
and dock
tails
Vaccinate
lambs

**Vaccinate
ewes**

Vac
Booster
lambs

**Vac
Booster
ewes**

**Vaccinate
all
breeding
ewes**

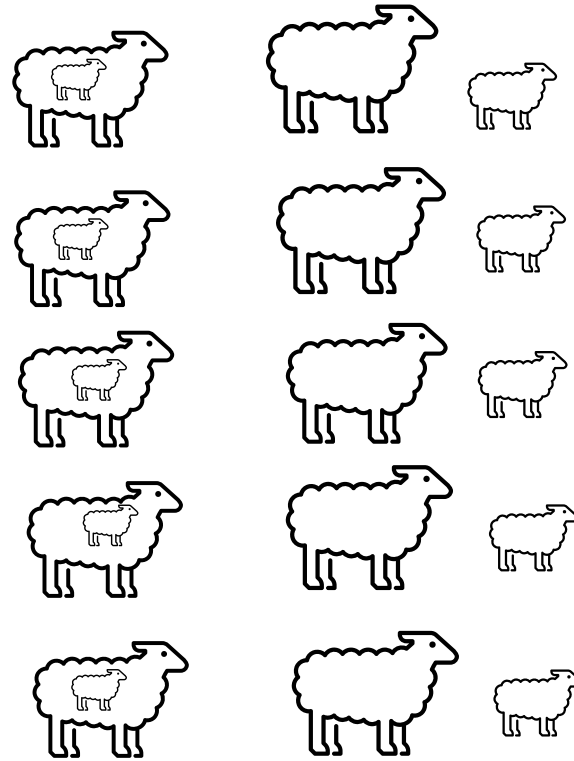
Recording self consumption

October

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What does our herd look like now?

- We have a herd of 10
- Pregnant yearlings
- We now have a total of 5 lambs



Winter lambing timeline

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
-----	-----	-----	-----	-----	-----	-----	-----	------	-----	-----	-----

Continue to Supplement pregnant ewes	Flush ewes by grazing and supplement with hay	Breed ewes and introduce ram to flock	Supplement pregnant ewes with hay, grains, and protein tub
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Lambing	Wean lambs	Sell lambs	Sell older ewes
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Castrate and dock tails
Vaccinate lambs

Vaccinate ewes

Vac
Booster lambs

Vac
Booster ewes

Vaccinate all breeding ewes

October 2024						
SUNDAY	MONDAY	TUESDAY	WESNESDAY	THURSDAY	FRIDAY	SATURDAY
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25 NAPI: Hay, corn, Pro tub Gas	26
27	28	29	30	31		

October

INCOME

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

[illegible]

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

[illegible]

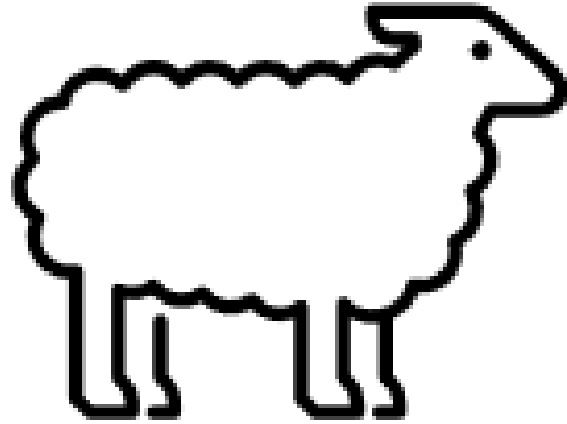
Expenses Input for lambing

October

EXPENSES

EXPENSES		Enter Here All Expenses Except Eqpmt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
10/25	NAPI hay	30 Bales/\$12	\$360					
10/25	NAPI corn	10 Bags/\$12	\$120					
10/25	NAPI Pro Tub	60 lbs. tub/\$67	\$67					
10/25	Gas	\$3.50/15 gal					\$52.50	
Monthly Total		\$599.5	\$547				\$52.50	

Now what?



Do you think we made money or lost?

Let's review our Expenses and Incomes?

January

January

EXPENSES		Enter Here All Expenses Except Eqpmnt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
01/01	NAPI hay	30 Bales/\$12	\$360					
01/01	NAPI corn	10 Bags/\$12	\$120					
01/01	NAPI Pro Tub	60 lbs. tub/\$67	\$67					
01/01	IFA Sup Milk	25 lbs. tub/\$72	\$72					
01/01	Gas	\$3.50/15 gal					\$52.50	
Monthly Total		\$671.5	\$619				\$52.50	

EXPENSES		Enter Here All Expenses Except Eqpmnt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
01/01	NAPI hay	30 Bales/\$12	\$360					
01/01	NAPI corn	10 Bags/\$12	\$120					
01/01	NAPI Pro Tub	60 lbs. tub/\$67	\$67					
01/01	IFA Sup Milk	25 lbs. tub/\$72	\$72					
01/01	Gas	\$3.50/15 gal					\$52.50	
Monthly Total		\$671.5	\$619				\$52.50	

YEAR END
SUMMARY:

EXPENSES

2024

	Enter Here All Expenses Excpt. Equip. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes, & Interest	Labor & Machine Hire	Other	Enter Here Equip. & Building Only
MONTHLY TOTALS										
January	\$671.50	\$619				\$52.50				
February										
March	\$506.50	\$354				\$52.50		\$100		
April	\$726	\$625				\$101				
May										
June	\$126					\$126				
July	\$102.5	\$50				\$52.50				
August										
September										
October	\$599.50	\$547				\$52.50				
November										
December										
Year End Total	\$2,732	\$2,195				\$437		\$100		
								All Feeds		

		Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
Date	Source		Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
Monthly Total									

EXPENSES		Enter Here All Expenses Except Eqmnt. & Building	Livestock Expenses	Crop Expenses	Repairs	Supplies	Gas, Fuel, Oil & Utilities	Cash, Rent, Taxes & Interest
Date	Source							
Monthly Total								

[illegible][illegible]

Recording income of sold lambs

June

INCOME

Date	Source	Enter Here All Receipts	Sale of Livestock			Sale of Crops			Other
			Number	Total Weight	Total Value	Amount	Total Weight	Total Value (\$)	Total Value (\$)
06/05	Cowhouse	\$1,800	5/ 90lbs	450 lbs	\$1,800				
Monthly Total		\$1,800	5/ 90lbs	450 lbs	\$1,800				

YEAR END
SUMMARY:

INCOME

2024

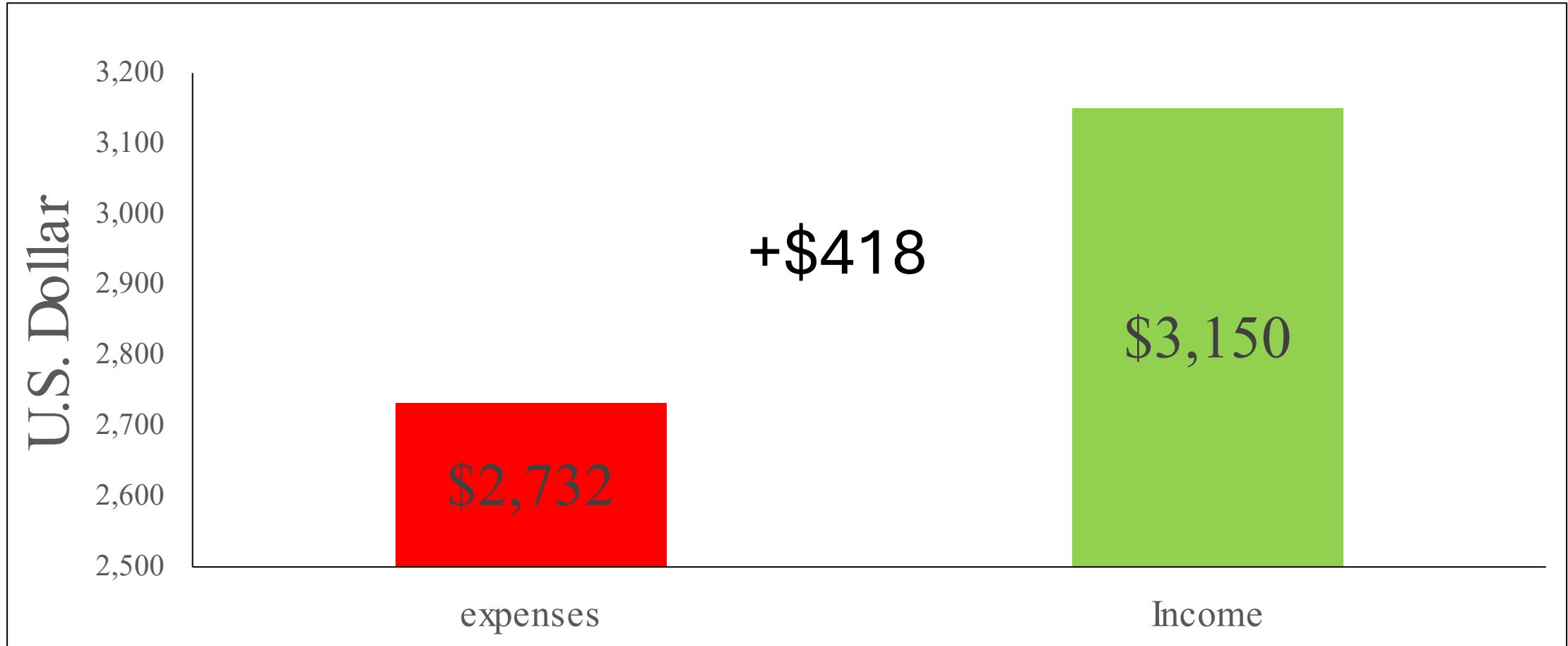
CASH SALES

	Enter Here All Sales	Sale of Livestock			Sale of Crops			Other
		Number	Total Weight	Total Value	Number	Total Weight	Total Value	Total Value
MONTHLY TOTALS								
January								
February								
March								
April								
May								
June	\$1,800	5/ 90lbs	450 lbs	\$4 per lbs				
July								
August	\$1,350	4/200lbs	800 lbs	\$2 per lbs				
September								
October								
November								
December								
Year Total	\$3,150	9	1250 lb	\$6 per lbs				

HOME CONSUMPTION

Consumption		
Number	Total Weight	Estimated Value
1	200 lbs	200
1	200 lbs	200

Expenses Vs Income for Year



Thank you!



- each sheep weighs approximately 125 pounds x 10 sheep = 1250 pounds
- Now multiply this number by how many days you will feed hay.
- -1250 pounds (weight of all sheep combined) x 210 days to feed hay = 262,500 pounds
- In order to meet their nutritional needs, sheep eat, on average, about 4% of their body weight in dry matter each day. We feed only leafy second cut hay, which has a higher protein level than the first cutting from the field. So now you need to multiply by .04.
- -262,500 pounds x .04 = 10,500 pounds of hay/winter
- 10,500 pounds of hay/winter X 210 days /winter = 50 pounds/day