

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF COWS, SELL CALVES: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	187	161
Number of Cows in Herd	113	111
Number of Calves Sold	96	89
Average Weight Calves Sold	558	566
Calf Selling Price / Cwt	\$77.08	\$90.90
Gross Income / Cow	\$393.60	\$462.29
Feed Cost / Cow	\$247.54	\$280.84
Nonfeed Cost / Cow	\$238.27	\$272.03
Pounds Beef Produced / Cow	569	596

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	96	41,322.13			89	45,814.85		
Cows Sold	15	6,751.65			15	7,508.91		
Ending Inventory	171	81,878.58			169	87,860.76		
Gross Sales	282	\$129,952.37			273	\$141,184.52		
Cows Purchased	10	6,704.76			8	6,772.90		
Beginning Inventory	169	78,971.67			163	83,812.42		
Gross Purchases	179	\$85,676.44			171	\$90,585.32		
Net Sale Gain	103	\$44,275.93	\$68.65	\$390.44	102	\$50,599.20	\$76.50	\$455.85
Patronage Refunds		169.94				135.63		
Miscellaneous Income		188.73				558.69		
Livestock Futures		-				21.14		
OTHER INCOME		\$358.67	\$0.56	\$3.16		\$715.46	\$1.08	\$6.45
GROSS INCOME		\$44,634.60	\$69.21	\$393.60		\$51,314.66	\$77.58	\$462.29
EXPENSES:								
Labor Hired		\$1,120.38	\$1.74	\$9.88		\$1,159.99	\$1.75	\$10.45
General Machinery Repairs		2,546.09	3.95	22.45		2,898.50	4.38	26.11
Interest Paid		2,451.68	3.80	21.62		2,532.68	3.83	22.82
Feed Purchased		28,071.38	43.52	247.54		31,173.05	47.13	280.84
Machine Hire - Lease		301.22	0.47	2.66		396.40	0.60	3.57
Farm Org Fees / Travel / Publ		421.80	0.65	3.72		453.78	0.69	4.09
Vet Medicine / Drugs		1,601.32	2.48	14.12		1,643.25	2.48	14.80
Livestock Marketing / Breeding		951.59	1.48	8.39		1,205.16	1.82	10.86
Gas / Fuel / Oil		1,089.12	1.69	9.60		1,460.05	2.21	13.15
Personal Property Tax		113.35	0.18	1.00		191.99	0.29	1.73
General Farm Insurance		472.19	0.73	4.16		721.53	1.09	6.50
Utilities		757.82	1.17	6.68		1,004.81	1.52	9.05
Auto Expense		169.29	0.26	1.49		215.95	0.33	1.95
Livestock Futures		1.88	0.00	0.02		5.67	0.01	0.05
TOTAL VARIABLE COSTS		\$40,069.10	\$62.13	\$353.34		\$45,062.81	\$68.13	\$405.97
RETURN ABOVE VARIABLE COSTS		\$4,565.50	\$7.08	\$40.26		\$6,251.85	\$9.45	\$56.32
Depreciation		1,826.44	2.83	16.11		2,258.15	3.41	20.34
Real Estate Tax		369.99	0.57	3.26		346.11	0.52	3.12
Unpaid Operator Labor		6,223.27	9.65	54.88		6,462.44	9.77	58.22
Interest Charge *		6,602.57	10.24	58.22		7,239.27	10.94	65.22
TOTAL FIXED COSTS		\$15,022.27	\$23.29	\$132.47		\$16,305.97	\$24.65	\$146.90
TOTAL EXPENSE		\$55,091.37	\$85.42	\$485.81		\$61,368.78	\$92.78	\$552.87
NET RETURN TO MANAGEMENT		(\$10,456.77)	(\$16.21)	(\$92.21)		(\$10,054.12)	(\$15.20)	(\$90.58)
NET RETURN TO LABOR-MGT		(\$3,113.12)	(\$4.83)	(\$27.45)		(\$2,431.69)	(\$3.68)	(\$21.91)
Factors:								
Feed Costs			\$43.52	\$247.54			\$47.13	\$280.84
Nonfeed Costs			\$41.89	\$238.27			\$45.65	\$272.03

*Interest charge equals: ((8.0% times gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.