

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
DAIRY COWS: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	66	60
Number of Dairy Cows	102	102
Pounds of Milk / Cow	19,541	19,357
Milk Receipts / Cow	\$2,652.14	\$2,761.62
Gross Income / Cow	\$2,897.42	\$2,990.37
Feed Cost / Cow	\$1,476.04	\$1,389.56
Non Feed Costs / Cow	\$1,423.40	\$1,553.91
Gross Income / Cwt Milk	\$14.83	\$15.45
Milk Price / Cwt	\$13.57	\$14.27
Feed Costs / Cwt Milk	\$7.55	\$7.18
Non Feed Costs / Cwt Milk	\$7.28	\$8.03

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	30	6,949.70			24	7,222.09		
Cows Sold	32	15,792.84			28	16,365.27		
Ending Inventory	213	159,996.25			204	172,895.42		
Gross Sales	275	\$182,738.78			256	\$196,482.78		
Cows Purchased	7	6,144.10			5	6,236.29		
Beginning Inventory	214	158,030.70			207	171,164.70		
Gross Purchases	221	\$164,174.80			212	\$177,400.99		
Net Sale Gain		\$18,563.98	\$0.93	\$181.64		\$19,081.79	\$0.97	\$187.08
Milk Sales		271,048.37	13.73	2,657.34		281,685.21	14.27	2,761.62
Patronage Refunds		2,634.21	0.13	25.83		2,396.74	0.12	23.50
Miscellaneous Income		3,864.63	0.20	37.89		1,836.63	0.09	18.01
Livestock Futures		5.35	0.00	0.05		17.29	0.00	0.17
OTHER INCOME		\$277,552.56	\$13.90	\$2,715.78		\$285,935.87	\$14.48	\$2,803.29
GROSS INCOME		\$296,116.54	\$14.83	\$2,897.42		\$305,017.66	\$15.45	\$2,990.37
EXPENSES:								
Labor Hired		\$19,531.00	\$0.98	\$191.11		\$19,829.40	\$1.00	\$194.41
General Machinery Repairs		14,224.79	0.71	139.19		15,238.00	0.77	149.39
Interest Paid		8,588.69	0.43	84.04		8,111.80	0.41	79.53
Feed Purchased		150,851.57	7.55	1,476.04		141,735.59	7.18	1,389.56
Machine Hire - Lease		1,489.82	0.07	14.58		666.09	0.03	6.53
Farm Org Fees / Travel / Publ		1,653.48	0.08	16.18		2,070.34	0.10	20.30
Vet Medicine / Drugs		8,986.25	0.45	87.93		10,931.71	0.55	107.17
Dairy Expense		20,864.24	1.04	204.15		23,118.28	1.17	226.65
Livestock Marketing / Breeding		7,316.64	0.37	71.59		9,339.49	0.47	91.56
Gas / Fuel / Oil		2,650.54	0.13	25.93		3,367.69	0.17	33.02
Personal Property Tax		247.02	0.01	2.42		213.47	0.01	2.09
General Farm Insurance		2,336.64	0.12	22.86		2,930.83	0.15	28.73
Utilities		7,632.40	0.38	74.68		9,380.15	0.48	91.96
Auto Expense		302.60	0.02	2.96		378.44	0.02	3.71
Livestock Futures		11.43	0.00	0.11		43.33	0.00	0.42
TOTAL VARIABLE COSTS		\$246,687.11	\$12.35	\$2,413.77		\$247,354.61	\$12.53	\$2,425.05
RETURN ABOVE VARIABLE COSTS		\$49,429.43	\$2.48	\$483.65		\$57,663.05	\$2.92	\$565.32
Depreciation		9,265.30	0.46	90.66		10,016.38	0.51	98.20
Real Estate Tax		795.78	0.04	7.79		1,127.18	0.06	11.05
Unpaid Operator Labor		22,180.75	1.11	217.03		22,556.04	1.14	221.14
Interest Charge *		17,393.95	0.87	170.20		19,179.71	0.97	188.04
TOTAL FIXED COSTS		\$49,635.78	\$2.49	\$485.67		\$52,879.31	\$2.68	\$518.42
TOTAL EXPENSE		\$296,322.89	\$14.84	\$2,899.44		\$300,233.92	\$15.21	\$2,943.47
NET RETURN TO MANAGEMENT		(\$206.35)	(\$0.01)	(\$2.02)		\$4,783.74	\$0.24	\$46.90
NET RETURN TO LABOR-MGT		\$41,505.39	\$2.08	\$406.12		\$47,169.18	\$2.39	\$462.44
Factors:								
Feed Costs			\$7.55	\$1,476.04			\$7.18	\$1,389.56
Nonfeed Costs			\$7.28	\$1,423.40			\$8.03	\$1,553.91

*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.