

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
DAIRY COWS, GRADE A

	1996-2000 Average	2001
Number of Farms	17	14
Number of Dairy Cows	96	106
Pounds of Milk / Cow	18,597	18,355
Milk Receipts / Cow	\$2,501.94	\$2,610.57
Gross Income / Cow	\$2,748.96	\$2,856.13
Feed Cost / Cow	\$1,396.11	\$1,350.34
Non Feed Costs / Cow	\$1,284.20	\$1,411.32
Gross Income / Cwt Milk	\$14.78	\$15.56
Milk Price / Cwt	\$13.45	\$14.22
Feed Costs / Cwt Milk	\$7.51	\$7.36
Non Feed Costs / Cwt Milk	\$6.91	\$7.69

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	23	6,967.08			28	9,216.31		
Cows Sold	23	11,616.05			25	13,446.45		
Ending Inventory	176	134,097.07			203	165,603.21		
Gross Sales	222	\$152,680.20			256	\$188,265.97		
Cows Purchased	4	4,016.26			10	11,093.64		
Beginning Inventory	175	131,351.81			194	154,222.64		
Gross Purchases	179	\$135,368.07			204	\$165,316.28		
Net Sale Gain		\$17,312.13	\$0.97	\$180.71		\$22,949.69	\$1.18	\$216.51
Milk Sales		239,685.59	\$13.45	\$2,501.94		276,720.03	\$14.22	\$2,610.57
Patronage Refunds		2,100.64	\$0.12	\$21.93		2,109.15	\$0.11	\$19.90
Miscellaneous Income		4,208.99	\$0.24	\$43.94		721.26	\$0.04	\$6.80
Livestock Futures		43.40	\$0.00	\$0.45		250.00	\$0.01	\$2.36
OTHER INCOME		\$246,038.62	\$13.81	\$2,568.25		\$279,800.44	\$14.38	\$2,639.63
GROSS INCOME		\$263,350.75	\$14.78	\$2,748.96		\$302,750.13	\$15.56	\$2,856.13
EXPENSES:								
Labor Hired		\$12,349.49	\$0.69	\$128.91		\$15,932.38	\$0.82	\$150.31
General Machinery Repairs		9,341.68	0.52	97.51		11,792.51	0.61	111.25
Interest Paid		8,093.43	0.45	84.48		7,157.47	0.37	67.52
Feed Purchased		133,747.33	7.51	1,396.11		143,135.78	7.36	1,350.34
Machine Hire - Lease		1,659.13	0.09	17.32		888.43	0.05	8.38
Farm Org Fees / Travel / Publ		1,231.78	0.07	12.86		1,513.83	0.08	14.28
Vet Medicine / Drugs		8,325.15	0.47	86.90		11,469.83	0.59	108.21
Dairy Expense		25,646.58	1.44	267.71		32,920.06	1.69	310.57
Livestock Marketing / Breeding		4,286.61	0.24	44.75		4,745.61	0.24	44.77
Gas / Fuel / Oil		1,964.67	0.11	20.51		2,393.22	0.12	22.58
Personal Property Tax		189.57	0.01	1.98		159.18	0.01	1.50
General Farm Insurance		1,637.72	0.09	17.10		1,972.45	0.10	18.61
Utilities		6,118.63	0.34	63.87		7,817.13	0.40	73.75
Auto Expense		341.41	0.02	3.56		492.92	0.03	4.65
Livestock Futures		50.00	0.00	0.52		185.71	0.01	1.75
TOTAL VARIABLE COSTS		\$214,983.19	\$12.07	\$2,244.08		\$242,576.51	\$12.47	\$2,288.46
RETURN ABOVE VARIABLE COSTS		\$48,367.56	\$2.71	\$504.88		\$60,173.62	\$3.09	\$567.68
Depreciation		9,486.88	0.53	99.03		11,327.16	0.58	106.86
Real Estate Tax		288.24	0.02	3.01		279.03	0.01	2.63
Unpaid Operator Labor		17,442.94	0.98	182.08		19,157.14	0.98	180.73
Interest Charge *		14,572.76	0.82	152.12		19,395.58	1.00	182.98
TOTAL FIXED COSTS		\$41,790.82	\$2.35	\$436.23		\$50,158.91	\$2.58	\$473.20
TOTAL EXPENSE		\$256,774.01	\$14.41	\$2,680.31		\$292,735.42	\$15.05	\$2,761.65
NET RETURN TO MANAGEMENT		\$6,576.74	\$0.37	\$68.65		\$10,014.71	\$0.51	\$94.48
NET RETURN TO LABOR-MGT		\$36,369.17	\$2.04	\$379.64		\$45,104.23	\$2.32	\$425.51
Factors:								
Feed Costs			\$7.51	\$1,396.11			\$7.36	\$1,350.34
Nonfeed Costs			\$6.91	\$1,284.20			\$7.69	\$1,411.32

*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.