

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

	1996-2000 Average	2001
Number of Farms	22	17
Number of Dairy Cows	105	113
Pounds of Milk / Cow	19,886	18,392
Milk Receipts / Cow	\$2,734.82	\$2,589.51
Gross Income / Cow	\$2,989.54	\$2,762.38
Feed Cost / Cow	\$1,506.56	\$1,271.31
Non Feed Costs / Cow	\$1,428.51	\$1,488.18
Gross Income / Cwt Milk	\$15.03	\$15.02
Milk Price / Cwt	\$13.75	\$14.08
Feed Costs / Cwt Milk	\$7.58	\$6.91
Non Feed Costs / Cwt Milk	\$7.18	\$8.09

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
<b>INCOME:</b>								
Calves Sold	32	7,365.24			23	3,937.55		
Cows Sold	40	18,858.92			37	18,378.88		
Ending Inventory	243	190,377.18			216	186,925.59		
Gross Sales	316	\$216,601.33			276	\$209,242.02		
Cows Purchased	11	9,040.01			6	8,458.82		
Beginning Inventory	243	186,832.77			218	185,453.53		
Gross Purchases	254	\$195,872.78			224	\$193,912.35		
Net Sale Gain		\$20,728.55	\$0.99	\$196.67		\$15,329.67	\$0.74	\$135.66
Milk Sales		288,249.89				292,614.18		
Patronage Refunds		2,270.92				2,079.84		
Miscellaneous Income		3,848.49				2,125.09		
Livestock Futures		-				-		
OTHER INCOME		\$294,369.30	\$14.04	\$2,792.88		\$296,819.11	\$14.28	\$2,626.72
<b>GROSS INCOME</b>		<b>\$315,097.86</b>	<b>\$15.03</b>	<b>\$2,989.54</b>		<b>\$312,148.78</b>	<b>\$15.02</b>	<b>\$2,762.38</b>
<b>EXPENSES:</b>								
Labor Hired		\$20,583.83	\$0.98	\$195.29		\$25,229.32	\$1.21	\$223.27
General Machinery Repairs		16,449.48	0.78	156.07		18,848.72	0.91	166.80
Interest Paid		9,561.63	0.46	90.72		10,780.89	0.52	95.41
Feed Purchased		158,791.67	7.58	1,506.56		143,657.98	6.91	1,271.31
Machine Hire - Lease		1,022.87	0.05	9.70		1,192.95	0.06	10.56
Farm Org Fees / Travel / Publ		1,794.39	0.09	17.02		2,302.46	0.11	20.38
Vet Medicine / Drugs		7,639.46	0.36	72.48		7,953.85	0.38	70.39
Dairy Expense		15,291.44	0.73	145.08		19,582.99	0.94	173.30
Livestock Marketing / Breeding		9,345.98	0.45	88.67		10,833.25	0.52	95.87
Gas / Fuel / Oil		3,433.30	0.16	32.57		5,102.27	0.25	45.15
Personal Property Tax		340.50	0.02	3.23		167.93	0.01	1.49
General Farm Insurance		3,052.96	0.15	28.97		4,269.63	0.21	37.78
Utilities		8,093.25	0.39	76.79		10,012.84	0.48	88.61
Auto Expense		24.42	0.00	0.23		-	-	-
Livestock Futures		-	-	-		144.86	0.01	1.28
<b>TOTAL VARIABLE COSTS</b>		<b>\$255,425.18</b>	<b>\$12.19</b>	<b>\$2,423.39</b>		<b>\$260,079.94</b>	<b>\$12.51</b>	<b>\$2,301.59</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$59,672.68</b>	<b>\$2.85</b>	<b>\$566.15</b>		<b>\$52,068.84</b>	<b>\$2.51</b>	<b>\$460.79</b>
Depreciation		9,244.79	0.44	87.71		9,652.12	0.46	85.42
Real Estate Tax		698.55	0.03	6.63		1,075.23	0.05	9.52
Unpaid Operator Labor		24,754.82	1.18	234.87		22,797.06	1.10	201.74
Interest Charge *		19,232.87	0.92	182.48		18,218.18	0.88	161.22
<b>TOTAL FIXED COSTS</b>		<b>\$53,931.04</b>	<b>\$2.57</b>	<b>\$511.68</b>		<b>\$51,742.59</b>	<b>\$2.49</b>	<b>\$457.90</b>
<b>TOTAL EXPENSE</b>		<b>\$309,356.22</b>	<b>\$14.76</b>	<b>\$2,935.07</b>		<b>\$311,822.53</b>	<b>\$15.00</b>	<b>\$2,759.49</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$5,741.64</b>	<b>\$0.27</b>	<b>\$54.47</b>		<b>\$326.25</b>	<b>\$0.02</b>	<b>\$2.89</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>\$51,080.29</b>	<b>\$2.44</b>	<b>\$484.63</b>		<b>\$48,352.63</b>	<b>\$2.33</b>	<b>\$427.90</b>
<b>Factors:</b>								
<b>Feed Costs</b>			\$7.58	\$1,506.56			\$6.91	\$1,271.31
<b>Nonfeed Costs</b>			\$7.18	\$1,428.51			\$8.09	\$1,488.18

\*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.