

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

	1996-2000 Average	2001
Number of Farms	31	21
Number of Cows in Herd	142	149
Number of Calves Sold	120	110
Average Weight Calves Sold	533	520
Calf Selling Price / Cwt	\$82.09	\$95.28
Gross Income / Cow	\$379.00	\$450.91
Feed Cost / Cow	\$200.53	\$219.71
Nonfeed Cost / Cow	\$205.61	\$232.17
Pounds Beef Produced / Cow	540	550

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	120	52,657.40			110	54,534.29		
Cows Sold	19	8,773.48			21	9,877.38		
Ending Inventory	178	96,239.89			204	124,483.56		
Gross Sales	318	\$157,670.77			335	\$188,895.23		
Cows Purchased	24	15,558.82			28	22,116.48		
Beginning Inventory	166	89,050.04			171	102,935.53		
Gross Purchases	190	\$104,608.87			199	\$125,052.01		
Net Sale Gain	128	\$53,061.91	\$68.95	\$372.63	136	\$63,843.22	\$77.88	\$428.48
Patronage Refunds		200.38				157.19		
Miscellaneous Income		586.00				3,185.41		
Livestock Futures		120.84				-		
OTHER INCOME		\$907.22	\$1.18	\$6.37		\$3,342.60	\$4.08	\$22.43
GROSS INCOME		\$53,969.12	\$70.13	\$379.00		\$67,185.82	\$81.96	\$450.91
EXPENSES:								
Labor Hired		\$1,399.35	\$1.82	\$9.83		\$969.15	\$1.18	\$6.50
General Machinery Repairs		2,993.89	3.89	21.02		3,703.77	4.52	24.86
Interest Paid		3,448.05	4.48	24.21		4,878.56	5.95	32.74
Feed Purchased		28,554.79	37.10	200.53		32,736.82	39.93	219.71
Machine Hire - Lease		394.09	0.51	2.77		168.10	0.21	1.13
Farm Org Fees / Travel / Publ		459.11	0.60	3.22		539.69	0.66	3.62
Vet Medicine / Drugs		2,104.99	2.74	14.78		2,627.42	3.21	17.63
Livestock Marketing / Breeding		1,298.26	1.69	9.12		2,664.53	3.25	17.88
Gas / Fuel / Oil		1,187.68	1.54	8.34		1,537.12	1.88	10.32
Personal Property Tax		102.21	0.13	0.72		134.95	0.16	0.91
General Farm Insurance		588.69	0.76	4.13		1,449.26	1.77	9.73
Utilities		850.23	1.10	5.97		1,086.59	1.33	7.29
Auto Expense		354.35	0.46	2.49		400.63	0.49	2.69
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$43,735.68	\$56.83	\$307.13		\$52,896.59	\$64.53	\$355.01
RETURN ABOVE VARIABLE COSTS		\$10,233.45	\$13.30	\$71.86		\$14,289.23	\$17.43	\$95.90
Depreciation		1,654.22	2.15	11.62		1,620.24	1.98	10.87
Real Estate Tax		484.55	0.63	3.40		629.96	0.77	4.23
Unpaid Operator Labor		4,762.81	6.19	33.45		4,423.21	5.40	29.69
Interest Charge *		7,196.80	9.35	50.54		7,759.94	9.47	52.08
TOTAL FIXED COSTS		\$14,098.38	\$18.32	\$99.01		\$14,433.35	\$17.61	\$96.87
TOTAL EXPENSE		\$57,834.05	\$75.15	\$406.14		\$67,329.94	\$82.13	\$451.88
NET RETURN TO MANAGEMENT		(\$3,864.93)	(\$5.02)	(\$27.14)		(\$144.12)	(\$0.18)	(\$0.97)
NET RETURN TO LABOR-MGT		\$2,297.22	\$2.98	\$16.13		\$5,248.24	\$6.40	\$35.22
Factors:								
Feed Costs			\$37.10	\$200.53			\$39.93	\$219.71
Nonfeed Costs			\$38.04	\$205.61			\$42.20	\$232.17

*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.