

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

	1996-2000 Average	2001
Number of Farms	8	11
Number of Dairy Cows	92	100
Pounds of Milk / Cow	22,804	22,161
Milk Receipts / Cow	\$2,956.34	\$3,115.51
Gross Income / Cow	\$3,159.88	\$3,246.61
Feed Cost / Cow	\$1,658.58	\$1,584.40
Non Feed Costs / Cow	\$1,743.22	\$1,687.62
Gross Income / Cwt Milk	\$13.86	\$14.65
Milk Price / Cwt	\$12.96	\$14.06
Feed Costs / Cwt Milk	\$7.27	\$7.15
Non Feed Costs / Cwt Milk	\$7.64	\$7.62

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	14	2,742.65			13	3,782.50		
Cows Sold	25	14,509.62			19	11,320.70		
Ending Inventory	189	167,280.48			200	220,454.55		
Gross Sales	228	\$184,532.75			232	\$235,557.75		
Cows Purchased	5	5,345.45			-	-		
Beginning Inventory	188	167,160.52			218	229,906.82		
Gross Purchases	194	\$172,505.97			218	\$229,906.82		
Net Sale Gain		\$12,026.78	\$0.57	\$130.73		\$5,650.93	\$0.25	\$56.51
Milk Sales		271,983.57				311,550.95		
Patronage Refunds		3,293.91				4,049.31		
Miscellaneous Income		3,404.59				3,409.33		
OTHER INCOME		\$278,682.07	\$13.28	\$3,029.15		\$319,009.59	\$14.40	\$3,190.10
GROSS INCOME		\$290,708.85	\$13.86	\$3,159.88		\$324,660.52	\$14.65	\$3,246.61
EXPENSES:								
Labor Hired		\$32,601.14	\$1.55	\$354.36		\$14,615.28	\$0.66	\$146.15
General Machinery Repairs		15,435.01	0.74	167.77		15,434.34	0.70	154.34
Interest Paid		8,308.64	0.40	90.31		10,329.12	0.47	103.29
Feed Purchased		152,589.67	7.27	1,658.58		158,439.51	7.15	1,584.40
Machine Hire - Lease		2,063.56	0.10	22.43		597.07	0.03	5.97
Farm Org Fees / Travel / Publ		2,357.36	0.11	25.62		2,568.55	0.12	25.69
Vet Medicine / Drugs		12,906.36	0.62	140.29		15,477.27	0.70	154.77
Dairy Expense		25,276.78	1.20	274.75		26,889.07	1.21	268.89
Livestock Marketing / Breeding		5,944.40	0.28	64.61		9,321.16	0.42	93.21
Gas / Fuel / Oil		1,272.54	0.06	13.83		1,319.22	0.06	13.19
Personal Property Tax		206.04	0.01	2.24		352.22	0.02	3.52
General Farm Insurance		1,540.96	0.07	16.75		2,980.50	0.13	29.81
Utilities		4,885.54	0.23	53.10		9,941.42	0.45	99.41
Auto Expense		578.52	0.03	6.29		762.82	0.03	7.63
TOTAL VARIABLE COSTS		\$265,966.52	\$12.68	\$2,890.94		\$269,027.55	\$12.14	\$2,690.28
RETURN ABOVE VARIABLE COSTS		\$24,742.33	\$1.18	\$268.94		\$55,632.97	\$2.51	\$556.33
Depreciation		7,097.36	0.34	77.15		9,774.22	0.44	97.74
Real Estate Tax		1,247.82	0.06	13.56		2,024.60	0.09	20.25
Unpaid Operator Labor		20,275.55	0.97	220.39		24,422.73	1.10	244.23
Interest Charge *		18,378.31	0.88	199.76		21,952.28	0.99	219.52
TOTAL FIXED COSTS		\$46,999.04	\$2.24	\$510.86		\$58,173.83	\$2.63	\$581.74
TOTAL EXPENSE		\$312,965.56	\$14.92	\$3,401.80		\$327,201.38	\$14.76	\$3,272.01
NET RETURN TO MANAGEMENT		(\$22,256.71)	(\$1.06)	(\$241.92)		(\$2,540.86)	(\$0.11)	(\$25.41)
NET RETURN TO LABOR-MGT		\$30,619.97	\$1.46	\$332.83		\$36,497.15	\$1.65	\$364.97
Factors:								
Feed Costs			\$7.27	\$1,658.58			\$7.15	\$1,584.40
Nonfeed Costs			\$7.64	\$1,743.22			\$7.62	\$1,687.62

*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.