

SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF GRAZING

	1996-2000 Average	2001
Number of Farms	7	5
Number of Head	281	327
Weight Produced / Head	309	285
Weight / Head Sold	802	780
Weight / Head Purchased	483	500
Sale Price / Cwt	\$72.22	\$86.69
Purchase Price / Cwt	\$83.60	\$101.69
Gross Income / Cwt	\$67.51	\$55.07
Feed Costs / Cwt	\$34.75	\$39.43
Nonfeed Costs / Cwt	\$33.01	\$39.87

	Head	Total Dollars	\$/ Cwt	\$/ Head	Head	Total Dollars	\$/ Cwt	\$/ Head
INCOME:								
Steers - Heifers Sold	280	161,926.50			336	227,290.58		
Ending Inventory	202	95,561.58			235	130,571.00		
Gross Sales	481	\$257,488.08			571	\$357,861.58		
Steers - Heifers Purchased	310	124,998.34			310	157,628.86		
Beginning Inventory	177	74,155.84			272	149,193.00		
Gross Purchases	487	\$199,154.18			582	\$306,821.86		
Net Sale Gain		\$58,333.89	\$67.25	\$207.89		\$51,039.72	\$54.67	\$156.08
Patronage Refunds		65.31				172.17		
Miscellaneous Income		118.07				199.98		
Livestock Futures		40.04				-		
OTHER INCOME		\$223.42	\$0.26	\$0.80		\$372.15	\$0.40	\$1.14
GROSS INCOME		\$58,557.31	\$67.51	\$208.69		\$51,411.87	\$55.07	\$157.22
EXPENSES:								
Labor Hired		\$513.12	\$0.59	\$1.83		\$511.10	\$0.55	\$1.56
General Machinery Repairs		2,188.59	2.52	7.80		1,843.15	1.97	5.64
Interest Paid		3,860.14	4.45	13.76		5,632.71	6.03	17.23
Feed Purchased		30,143.10	34.75	107.42		36,810.41	39.43	112.57
Machine Hire - Lease		1,349.91	1.56	4.81		3,382.06	3.62	10.34
Farm Org Fees / Travel / Publ		338.44	0.39	1.21		328.74	0.35	1.01
Vet Medicine / Drugs		3,760.36	4.34	13.40		4,763.06	5.10	14.57
Livestock Marketing / Breeding		1,011.12	1.17	3.60		911.44	0.98	2.79
Gas / Fuel / Oil		965.31	1.11	3.44		1,151.36	1.23	3.52
Personal Property Tax		113.47	0.13	0.40		127.72	0.14	0.39
General Farm Insurance		551.15	0.64	1.96		637.47	0.68	1.95
Utilities		585.63	0.68	2.09		596.40	0.64	1.82
Auto Expense		64.01	0.07	0.23		481.66	0.52	1.47
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$45,444.34	\$52.39	\$161.95		\$57,177.28	\$61.25	\$174.85
RETURN ABOVE VARIABLE COSTS		\$13,112.97	\$15.12	\$46.73		(\$5,765.41)	(\$6.18)	(\$17.63)
Depreciation		1,181.62	1.36	4.21		2,345.99	2.51	7.17
Real Estate Tax		141.61	0.16	0.50		245.15	0.26	0.75
Unpaid Operator Labor		5,737.42	6.61	20.45		4,590.00	4.92	14.04
Interest Charge *		6,272.96	7.23	22.36		9,677.97	10.37	29.60
TOTAL FIXED COSTS		\$13,333.60	\$15.37	\$47.52		\$16,859.11	\$18.06	\$51.56
TOTAL EXPENSE		\$58,777.94	\$67.76	\$209.47		\$74,036.39	\$79.30	\$226.41
NET RETURN TO MANAGEMENT		(\$220.63)	(\$0.25)	(\$0.79)		(\$22,624.52)	(\$24.23)	(\$69.19)
NET RETURN TO LABOR-MGT		\$6,029.91	\$6.95	\$21.49		(\$17,523.42)	(\$18.77)	(\$53.59)
Factors:								
Feed Costs			\$34.75	\$107.42			\$39.43	\$112.57
Nonfeed Costs			\$33.01	\$102.05			\$39.87	\$113.84

*Interest charge equals: ((8.0% times one-half gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.