

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

|                            | 1996-2000 Average | 2001     |
|----------------------------|-------------------|----------|
| Number of Farms            | 29                | 20       |
| Number of Cows in Herd     | 126               | 124      |
| Number of Calves Sold      | 95                | 75       |
| Average Weight Calves Sold | 574               | 652      |
| Calves Weaned per Cow      | 0.78              | 0.65     |
| Calf Selling Price / Cwt   | \$78.71           | \$87.26  |
| Gross Income / Cow         | \$387.86          | \$422.76 |
| Feed Cost / Cow            | \$239.50          | \$317.21 |
| Nonfeed Cost / Cow         | \$313.81          | \$409.27 |
| Pounds Beef Produced / Cow | 527               | 623      |

|                                    | Head | Total Dollars | \$ / Cwt  | \$ / Cow   | Head | Total Dollars | \$ / Cwt  | \$ / Cow   |
|------------------------------------|------|---------------|-----------|------------|------|---------------|-----------|------------|
| <b>INCOME:</b>                     |      |               |           |            |      |               |           |            |
| Calves Sold                        | 95   | 43,077.70     |           |            | 75   | 42,641.50     |           |            |
| Cows Sold                          | 18   | 8,509.48      |           |            | 22   | 11,452.55     |           |            |
| Ending Inventory                   | 202  | 104,686.51    |           |            | 228  | 125,471.16    |           |            |
| Gross Sales                        | 316  | \$156,273.69  |           |            | 325  | \$179,565.21  |           |            |
| Cows Purchased                     | 14   | 9,439.48      |           |            | 26   | 17,592.22     |           |            |
| Beginning Inventory                | 197  | 98,566.69     |           |            | 196  | 110,165.03    |           |            |
| Gross Purchases                    | 211  | \$108,006.17  |           |            | 222  | \$127,757.25  |           |            |
| Net Sale Gain                      | 105  | \$48,267.52   | \$72.60   | \$382.47   | 103  | \$51,807.96   | \$67.05   | \$417.81   |
| Patronage Refunds                  |      | 293.19        |           |            |      | 387.75        |           |            |
| Miscellaneous Income               |      | 383.39        |           |            |      | 226.67        |           |            |
| Livestock Futures                  |      | 4.13          |           |            |      | -             |           |            |
| OTHER INCOME                       |      | \$680.70      | \$1.02    | \$5.39     |      | \$614.42      | \$0.80    | \$4.96     |
| <b>GROSS INCOME</b>                |      | \$48,948.23   | \$73.62   | \$387.86   |      | \$52,422.38   | \$67.84   | \$422.76   |
| <b>EXPENSES:</b>                   |      |               |           |            |      |               |           |            |
| Labor Hired                        |      | \$4,535.77    | \$6.82    | \$35.94    |      | \$4,525.01    | \$5.86    | \$36.49    |
| General Machinery Repairs          |      | 4,447.96      | 6.69      | 35.25      |      | 4,385.80      | 5.68      | 35.37      |
| Interest Paid                      |      | 5,508.58      | 8.29      | 43.65      |      | 4,793.81      | 6.20      | 38.66      |
| Feed Purchased                     |      | 30,224.56     | 45.46     | 239.50     |      | 39,333.93     | 50.91     | 317.21     |
| Machine Hire - Lease               |      | 426.44        | 0.64      | 3.38       |      | 2,667.65      | 3.45      | 21.51      |
| Farm Org Fees / Travel / Publ      |      | 519.00        | 0.78      | 4.11       |      | 786.46        | 1.02      | 6.34       |
| Vet Medicine / Drugs               |      | 1,675.90      | 2.52      | 13.28      |      | 1,641.19      | 2.12      | 13.24      |
| Livestock Marketing / Breeding     |      | 1,736.84      | 2.61      | 13.76      |      | 2,426.39      | 3.14      | 19.57      |
| Gas / Fuel / Oil                   |      | 1,930.97      | 2.90      | 15.30      |      | 1,905.20      | 2.47      | 15.36      |
| Personal Property Tax              |      | 175.15        | 0.26      | 1.39       |      | 277.37        | 0.36      | 2.24       |
| General Farm Insurance             |      | 734.74        | 1.11      | 5.82       |      | 738.54        | 0.96      | 5.96       |
| Utilities                          |      | 1,111.08      | 1.67      | 8.80       |      | 1,888.54      | 2.44      | 15.23      |
| Auto Expense                       |      | 340.30        | 0.51      | 2.70       |      | 513.53        | 0.66      | 4.14       |
| Livestock Futures                  |      | 7.06          | 0.01      | 0.06       |      | -             | -         | -          |
| <b>TOTAL VARIABLE COSTS</b>        |      | \$53,374.36   | \$80.28   | \$422.93   |      | \$65,883.42   | \$85.27   | \$531.32   |
| <b>RETURN ABOVE VARIABLE COSTS</b> |      | (\$4,426.13)  | (\$6.66)  | (\$35.07)  |      | (\$13,461.04) | (\$17.42) | (\$108.56) |
| Depreciation                       |      | 2,835.54      | 4.27      | 22.47      |      | 3,925.41      | 5.08      | 31.66      |
| Real Estate Tax                    |      | 922.73        | 1.39      | 7.31       |      | 908.23        | 1.18      | 7.32       |
| Unpaid Operator Labor              |      | 6,519.51      | 9.81      | 51.66      |      | 10,048.50     | 13.00     | 81.04      |
| Interest Charge *                  |      | 6,175.81      | 9.29      | 48.94      |      | 9,318.24      | 12.06     | 75.15      |
| <b>TOTAL FIXED COSTS</b>           |      | \$16,453.60   | \$24.75   | \$130.38   |      | \$24,200.38   | \$31.32   | \$195.16   |
| <b>TOTAL EXPENSE</b>               |      | \$69,827.96   | \$105.03  | \$553.31   |      | \$90,083.80   | \$116.58  | \$726.48   |
| <b>NET RETURN TO MANAGEMENT</b>    |      | (\$20,879.74) | (\$31.41) | (\$165.45) |      | (\$37,661.42) | (\$48.74) | (\$303.72) |
| <b>NET RETURN TO LABOR-MGT</b>     |      | (\$9,824.45)  | (\$14.78) | (\$77.85)  |      | (\$23,087.91) | (\$29.88) | (\$186.19) |
| <b>Factors:</b>                    |      |               |           |            |      |               |           |            |
| <b>Feed Costs</b>                  |      |               | \$45.46   | \$239.50   |      |               | \$50.91   | \$317.21   |
| <b>Nonfeed Costs</b>               |      |               | \$59.57   | \$313.81   |      |               | \$65.68   | \$409.27   |

\*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.