

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
BEEF FINISHING: STATE AVERAGES

	1997-2001 Average	2002
Number of Farms	6	7
Number of Head	458	439
Weight Produced / Head	417	499
Weight / Head Sold	1,196	1,292
Weight / Head Purchased	760	780
Sale Price / Cwt	\$67.73	\$69.83
Purchase Price / Cwt	\$76.81	\$76.49
Gross Income / Cwt	\$52.63	\$65.09
Feed Costs / Cwt	\$46.33	\$50.85
Nonfeed Costs / Cwt	\$17.53	\$26.16

	Head	Total Dollars	\$/ Cwt	\$/ Head	Head	Total Dollars	\$/ Cwt	\$/ Head
INCOME:								
Steers - Heifers Sold	440	355,969.35			484	436,516.87		
Ending Inventory	199	137,632.51			287	207,259.86		
Gross Sales	639	\$493,601.86			771	\$643,776.73		
Steers - Heifers Purchased	434	253,536.23			515	307,114.51		
Beginning Inventory	209	140,130.31			268	199,521.00		
Gross Purchases	644	\$393,666.55			783	\$506,635.51		
Net Sale Gain		\$99,935.32	\$52.28	\$218.10		\$137,141.22	\$62.65	\$312.39
Patronage Refunds		413.04				249.93		
Miscellaneous Income		207.36				2,485.25		
Livestock Futures		46.43				2,609.22		
OTHER INCOME		\$666.84	\$0.35	\$1.46		\$5,344.40	\$2.44	\$12.17
GROSS INCOME		\$100,602.15	\$52.63	\$219.56		\$142,485.62	\$65.09	\$324.57
EXPENSES:								
Labor Hired		\$1,086.25	\$0.57	\$2.37		\$3,559.71	\$1.63	\$8.11
General Machinery Repairs		1,754.72	0.92	3.83		2,507.32	1.15	5.71
Interest Paid		5,927.65	3.10	12.94		8,454.96	3.86	19.26
Feed Purchased		88,576.69	46.33	193.31		111,319.80	50.85	253.58
Machine Hire - Lease		635.86	0.33	1.39		1,085.85	0.50	2.47
Farm Org Fees / Travel / Publ		399.45	0.21	0.87		1,263.17	0.58	2.88
Vet Medicine / Drugs		1,452.73	0.76	3.17		5,679.86	2.59	12.94
Livestock Marketing / Breeding		1,072.43	0.56	2.34		1,584.64	0.72	3.61
Gas / Fuel / Oil		693.00	0.36	1.51		1,329.03	0.61	3.03
Personal Property Tax		54.71	0.03	0.12		17.63	0.01	0.04
General Farm Insurance		463.58	0.24	1.01		1,154.23	0.53	2.63
Utilities		410.45	0.21	0.90		1,581.53	0.72	3.60
Auto Expense		121.45	0.06	0.27		448.51	0.20	1.02
Livestock Futures		494.76	0.26	1.08		3,550.89	1.62	8.09
TOTAL VARIABLE COSTS		\$103,143.73	\$53.95	\$225.11		\$143,537.13	\$65.57	\$326.96
RETURN ABOVE VARIABLE COSTS		(\$2,541.58)	(\$1.33)	(\$5.55)		(\$1,051.51)	(\$0.48)	(\$2.40)
Depreciation		1,533.34	0.80	3.35		2,945.84	1.35	6.71
Real Estate Tax		88.63	0.05	0.19		375.29	0.17	0.85
Unpaid Operator Labor		2,879.48	1.51	6.28		3,227.14	1.47	7.35
Interest Charge *		14,435.43	7.55	31.50		18,494.61	8.45	42.13
TOTAL FIXED COSTS		\$18,936.88	\$9.91	\$41.33		\$25,042.88	\$11.44	\$57.05
TOTAL EXPENSE		\$122,080.60	\$63.86	\$266.44		\$168,580.01	\$77.01	\$384.01
NET RETURN TO MANAGEMENT		(\$21,478.45)	(\$11.24)	(\$46.88)		(\$26,094.39)	(\$11.92)	(\$59.44)
NET RETURN TO LABOR-MGT		(\$17,512.72)	(\$9.16)	(\$38.22)		(\$19,307.54)	(\$8.82)	(\$43.98)
Factors:								
Feed Costs			\$46.33	\$193.31			\$50.85	\$253.58
Nonfeed Costs			\$17.53	\$73.12			\$26.16	\$130.43

*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.