

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
BEEF COWS, SELL CALVES: STATE AVERAGES

	1997-2001 Average	2002
Number of Farms	175	109
Number of Cows in Herd	115	117
Number of Calves Sold	96	98
Average Weight Calves Sold	557	592
Calf Selling Price / Cwt	\$83.03	\$84.42
Gross Income / Cow	\$422.70	\$460.30
Feed Cost / Cow	\$251.42	\$284.87
Nonfeed Cost / Cow	\$247.01	\$289.57
Pounds Beef Produced / Cow	571	591

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	96	44,457.29			98	48,936.51		
Cows Sold	15	7,334.05			18	9,491.48		
Ending Inventory	173	85,381.21			178	92,091.28		
Gross Sales	284	\$137,172.55			294	\$150,519.27		
Cows Purchased	10	7,212.20			7	5,472.25		
Beginning Inventory	170	81,791.76			184	94,367.27		
Gross Purchases	180	\$89,003.96			191	\$99,839.52		
Net Sale Gain	104	\$48,168.59	\$73.35	\$418.86	103	\$50,679.75	\$73.35	\$433.16
Patronage Refunds		173.39				166.01		
Miscellaneous Income		264.29				3,009.45		
Livestock Futures		4.23				-		
OTHER INCOME		\$441.91	\$0.67	\$3.84		\$3,175.46	\$4.60	\$27.14
GROSS INCOME		\$48,610.50	\$74.03	\$422.70		\$53,855.21	\$77.95	\$460.30
EXPENSES:								
Labor Hired		\$1,161.07	\$1.77	\$10.10		\$1,543.69	\$2.23	\$13.19
General Machinery Repairs		2,698.43	4.11	23.46		2,864.23	4.15	24.48
Interest Paid		2,555.67	3.89	22.22		2,647.83	3.83	22.63
Feed Purchased		28,913.79	44.03	251.42		33,329.32	48.24	284.87
Machine Hire - Lease		332.77	0.51	2.89		260.77	0.38	2.23
Farm Org Fees / Travel / Publ		441.55	0.67	3.84		585.35	0.85	5.00
Vet Medicine / Drugs		1,653.68	2.52	14.38		1,701.30	2.46	14.54
Livestock Marketing / Breeding		1,029.91	1.57	8.96		1,597.77	2.31	13.66
Gas / Fuel / Oil		1,189.35	1.81	10.34		1,387.31	2.01	11.86
Personal Property Tax		132.32	0.20	1.15		197.96	0.29	1.69
General Farm Insurance		548.37	0.84	4.77		740.52	1.07	6.33
Utilities		822.28	1.25	7.15		1,023.13	1.48	8.74
Auto Expense		176.79	0.27	1.54		241.20	0.35	2.06
Livestock Futures		3.02	0.00	0.03		4.79	0.01	0.04
TOTAL VARIABLE COSTS		\$41,658.99	\$63.44	\$362.25		\$48,125.17	\$69.65	\$411.33
RETURN ABOVE VARIABLE COSTS		\$6,951.51	\$10.59	\$60.45		\$5,730.04	\$8.29	\$48.97
Depreciation		1,975.89	3.01	17.18		2,614.70	3.78	22.35
Real Estate Tax		353.78	0.54	3.08		620.12	0.90	5.30
Unpaid Operator Labor		6,468.22	9.85	56.25		7,748.55	11.21	66.23
Interest Charge *		6,863.29	10.45	59.68		8,101.04	11.73	69.24
TOTAL FIXED COSTS		\$15,661.18	\$23.85	\$136.18		\$19,084.41	\$27.62	\$163.11
TOTAL EXPENSE		\$57,320.17	\$87.29	\$498.44		\$67,209.58	\$97.28	\$574.44
NET RETURN TO MANAGEMENT		(\$8,709.67)	(\$13.26)	(\$75.74)		(\$13,354.37)	(\$19.33)	(\$114.14)
NET RETURN TO LABOR-MGT		(\$1,080.38)	(\$1.65)	(\$9.39)		(\$4,062.13)	(\$5.88)	(\$34.72)
Factors:								
Feed Costs			\$44.03	\$251.42			\$48.24	\$284.87
Nonfeed Costs			\$43.26	\$247.01			\$49.04	\$289.57

*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.