

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

	1997-2001 Average	2002
Number of Farms	138	120
Number of Cows in Herd	110	115
Number of Calves Sold	90	98
Average Weight Calves Sold	712	735
Calf Selling Price / Cwt	\$77.05	\$78.39
Gross Income / Cow	\$508.24	\$538.09
Feed Cost / Cow	\$315.74	\$323.06
Nonfeed Cost / Cow	\$303.53	\$311.74
Pounds Beef Produced / Cow	706	749

	Head	Total Dollars	\$/ Cwt	\$/ Cow	Head	Total Dollars	\$/ Cwt	\$/ Cow
INCOME:								
Calves Sold	90	49,403.22			98	56,434.72		
Cows Sold	17	8,891.60			18	10,096.72		
Ending Inventory	208	108,190.54			211	117,991.86		
Gross Sales	314	\$166,485.35			327	\$184,523.30		
Cows Purchased	9	6,670.37			10	7,345.59		
Beginning Inventory	207	104,191.05			210	118,217.06		
Gross Purchases	216	\$110,861.42			220	\$125,562.65		
Net Sale Gain	98	\$55,623.93	\$71.34	\$503.84	107	\$58,960.65	\$68.43	\$512.70
Patronage Refunds		222.28				111.41		
Miscellaneous Income		260.94				2,801.32		
Livestock Futures		2.05				6.56		
OTHER INCOME		\$485.27	\$0.62	\$4.40		\$2,919.29	\$3.39	\$25.39
GROSS INCOME		\$56,109.20	\$71.96	\$508.24		\$61,879.94	\$71.82	\$538.09
EXPENSES:								
Labor Hired		\$1,157.02	\$1.48	\$10.48		\$1,060.70	\$1.23	\$9.22
General Machinery Repairs		3,308.19	4.24	29.97		3,267.68	3.79	28.41
Interest Paid		2,716.86	3.48	24.61		2,226.47	2.58	19.36
Feed Purchased		34,857.66	44.71	315.74		37,151.77	43.12	323.06
Machine Hire - Lease		337.77	0.43	3.06		262.44	0.30	2.28
Farm Org Fees / Travel / Publ		496.40	0.64	4.50		575.79	0.67	5.01
Vet Medicine / Drugs		2,197.20	2.82	19.90		2,392.29	2.78	20.80
Livestock Marketing / Breeding		1,827.00	2.34	16.55		1,450.53	1.68	12.61
Gas / Fuel / Oil		1,162.20	1.49	10.53		1,449.58	1.68	12.61
Personal Property Tax		124.89	0.16	1.13		124.21	0.14	1.08
General Farm Insurance		605.45	0.78	5.48		684.35	0.79	5.95
Utilities		1,060.12	1.36	9.60		1,043.41	1.21	9.07
Auto Expense		249.53	0.32	2.26		246.05	0.29	2.14
Livestock Futures		4.34	0.01	0.04		-	-	-
TOTAL VARIABLE COSTS		\$50,104.64	\$64.26	\$453.85		\$51,935.27	\$60.28	\$451.61
RETURN ABOVE VARIABLE COSTS		\$6,004.56	\$7.70	\$54.39		\$9,944.67	\$11.54	\$86.48
Depreciation		2,284.72	2.93	20.69		2,622.73	3.04	22.81
Real Estate Tax		322.35	0.41	2.92		434.71	0.50	3.78
Unpaid Operator Labor		6,768.88	8.68	61.31		7,274.01	8.44	63.25
Interest Charge *		8,887.26	11.40	80.50		10,735.23	12.46	93.35
TOTAL FIXED COSTS		\$18,263.21	\$23.42	\$165.43		\$21,066.68	\$24.45	\$183.19
TOTAL EXPENSE		\$68,367.85	\$87.68	\$619.27		\$73,001.95	\$84.73	\$634.80
NET RETURN TO MANAGEMENT		(\$12,258.65)	(\$15.72)	(\$111.04)		(\$11,122.01)	(\$12.91)	(\$96.71)
NET RETURN TO LABOR-MGT		(\$4,332.75)	(\$5.56)	(\$39.25)		(\$2,787.30)	(\$3.23)	(\$24.24)
Factors:								
Feed Costs			\$44.71	\$315.74			\$43.12	\$323.06
Nonfeed Costs			\$42.98	\$303.53			\$41.61	\$311.74

*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.