

**NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**BEEF COWS, SELL CALVES**

	1997-2001 Average	2002
Number of Farms	46	31
Number of Cows in Herd	102	98
Number of Calves Sold	85	85
Calves Weaned per Cow	0.87	0.89
Average Weight Calves Sold	590	620
Calf Selling Price / Cwt	\$82.29	\$83.89
Gross Income / Cow	\$453.21	\$503.50
Feed Cost / Cow	\$279.36	\$318.18
Nonfeed Cost / Cow	\$289.11	\$306.35
Pounds Beef Produced / Cow	613	683

	Head	Total Dollars	\$/ Cwt	\$/ Cow	Head	Total Dollars	\$/ Cwt	\$/ Cow
<b>INCOME:</b>								
Calves Sold	85	41,144.14			85	44,232.01		
Cows Sold	15	7,538.85			16	9,196.64		
Ending Inventory	171	85,472.85			170	89,122.95		
Gross Sales	270	\$134,155.84			271	\$142,551.60		
Cows Purchased	8	5,877.91			4	3,373.11		
Beginning Inventory	170	82,135.01			174	92,200.45		
Gross Purchases	178	\$88,012.92			178	\$95,573.56		
Net Sale Gain	92	\$46,142.93	\$73.56	\$450.61	93	\$46,978.04	\$70.20	\$479.37
Patronage Refunds		205.26				41.28		
Miscellaneous Income		40.26				2,323.91		
Livestock Futures		20.60				-		
OTHER INCOME		\$266.11	\$0.42	\$2.60		\$2,365.19	\$3.53	\$24.13
<b>GROSS INCOME</b>		\$46,409.03	\$73.99	\$453.21		\$49,343.23	\$73.73	\$503.50
<b>EXPENSES:</b>								
Labor Hired		\$1,123.31	\$1.79	\$10.97		\$908.82	\$1.36	\$9.27
General Machinery Repairs		2,794.74	4.46	27.29		2,812.49	4.20	28.70
Interest Paid		2,669.70	4.26	26.07		2,269.25	3.39	23.16
Feed Purchased		28,606.28	45.61	279.36		31,181.36	46.59	318.18
Machine Hire - Lease		537.44	0.86	5.25		121.03	0.18	1.24
Farm Org Fees / Travel / Publ		477.23	0.76	4.66		374.44	0.56	3.82
Vet Medicine / Drugs		1,858.33	2.96	18.15		2,107.05	3.15	21.50
Livestock Marketing / Breeding		1,147.08	1.83	11.20		1,254.02	1.87	12.80
Gas / Fuel / Oil		1,054.88	1.68	10.30		935.30	1.40	9.54
Personal Property Tax		140.74	0.22	1.37		154.56	0.23	1.58
General Farm Insurance		372.53	0.59	3.64		420.98	0.63	4.30
Utilities		1,083.11	1.73	10.58		824.21	1.23	8.41
Auto Expense		220.65	0.35	2.15		217.13	0.32	2.22
Livestock Futures		16.91	0.03	0.17		16.86	0.03	0.17
<b>TOTAL VARIABLE COSTS</b>		\$42,102.92	\$67.12	\$411.16		\$43,597.50	\$65.14	\$444.87
<b>RETURN ABOVE VARIABLE COSTS</b>		\$4,306.11	\$6.87	\$42.05		\$5,745.73	\$8.59	\$58.63
Depreciation		1,905.23	3.04	18.61		2,024.00	3.02	20.65
Real Estate Tax		242.79	0.39	2.37		35.72	0.05	0.36
Unpaid Operator Labor		7,294.93	11.63	71.24		7,778.47	11.62	79.37
Interest Charge *		6,665.12	10.63	65.09		7,768.21	11.61	79.27
<b>TOTAL FIXED COSTS</b>		\$16,108.06	\$25.68	\$157.31		\$17,606.40	\$26.31	\$179.66
<b>TOTAL EXPENSE</b>		\$58,210.98	\$92.80	\$568.47		\$61,203.90	\$91.45	\$624.53
<b>NET RETURN TO MANAGEMENT</b>		(\$11,801.95)	(\$18.82)	(\$115.25)		(\$11,860.67)	(\$17.72)	(\$121.03)
<b>NET RETURN TO LABOR-MGT</b>		(\$3,383.71)	(\$5.39)	(\$33.04)		(\$3,173.38)	(\$4.74)	(\$32.38)
<b>Factors:</b>								
<b>Feed Costs</b>			\$45.61	\$279.36			\$46.59	\$318.18
<b>Nonfeed Costs</b>			\$47.20	\$289.11			\$44.86	\$306.35

\*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.