

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

	1997-2001 Average	2002
Number of Farms	55	31
Number of Cows in Herd	75	74
Number of Calves Sold	62	60
Average Weight Calves Sold	593	614
Calves Weaned per Cow	0.80	0.89
Calf Selling Price / Cwt	\$81.07	\$82.51
Gross Income / Cow	\$436.40	\$449.17
Feed Cost / Cow	\$273.29	\$312.51
Nonfeed Cost / Cow	\$261.07	\$355.76
Pounds Beef Produced / Cow	604	601

	Head	Total Dollars	\$/ Cwt	\$/ Cow	Head	Total Dollars	\$/ Cwt	\$/ Cow
<b>INCOME:</b>								
Calves Sold	62	29,611.91			60	30,406.42		
Cows Sold	11	5,422.02			7	3,537.50		
Ending Inventory	132	67,971.54			140	78,025.29		
Gross Sales	205	\$103,005.47			207	\$111,969.21		
Cows Purchased	7	4,900.33			11	8,386.21		
Beginning Inventory	130	65,643.29			135	72,696.99		
Gross Purchases	137	\$70,543.62			146	\$81,083.20		
Net Sale Gain	68	\$32,461.85	\$71.71	\$432.82	61	\$30,886.01	\$69.44	\$417.38
Patronage Refunds		84.65				64.94		
Miscellaneous Income		183.61				2,287.87		
Livestock Futures		-				-		
OTHER INCOME		\$268.26	\$0.59	\$3.58		\$2,352.81	\$5.29	\$31.79
<b>GROSS INCOME</b>		\$32,730.12	\$72.30	\$436.40		\$33,238.82	\$74.73	\$449.17
<b>EXPENSES:</b>								
Labor Hired		\$446.41	\$0.99	\$5.95		\$1,041.34	\$2.34	\$14.07
General Machinery Repairs		1,765.13	3.90	23.54		2,535.84	5.70	34.27
Interest Paid		1,398.06	3.09	18.64		2,230.74	5.02	30.15
Feed Purchased		20,496.70	45.28	273.29		23,125.82	51.99	312.51
Machine Hire - Lease		97.02	0.21	1.29		89.77	0.20	1.21
Farm Org Fees / Travel / Publ		327.88	0.72	4.37		600.43	1.35	8.11
Vet Medicine / Drugs		1,232.64	2.72	16.44		989.81	2.23	13.38
Livestock Marketing / Breeding		612.13	1.35	8.16		819.00	1.84	11.07
Gas / Fuel / Oil		710.38	1.57	9.47		921.43	2.07	12.45
Personal Property Tax		88.62	0.20	1.18		151.02	0.34	2.04
General Farm Insurance		404.47	0.89	5.39		723.75	1.63	9.78
Utilities		602.85	1.33	8.04		1,140.11	2.56	15.41
Auto Expense		10.08	0.02	0.13		33.12	0.07	0.45
Livestock Futures		0.63	0.00	0.01		30.42	0.07	0.41
<b>TOTAL VARIABLE COSTS</b>		\$28,193.01	\$62.28	\$375.91		\$34,432.60	\$77.41	\$465.31
<b>RETURN ABOVE VARIABLE COSTS</b>		\$4,537.11	\$10.02	\$60.49		(\$1,193.78)	(\$2.68)	(\$16.13)
Depreciation		1,479.08	3.27	19.72		1,915.89	4.31	25.89
Real Estate Tax		267.99	0.59	3.57		473.66	1.06	6.40
Unpaid Operator Labor		4,290.48	9.48	57.21		6,383.69	14.35	86.27
Interest Charge *		5,846.46	12.91	77.95		6,246.30	14.04	84.41
<b>TOTAL FIXED COSTS</b>		\$11,884.01	\$26.25	\$158.45		\$15,019.54	\$33.77	\$202.97
<b>TOTAL EXPENSE</b>		\$40,077.02	\$88.53	\$534.36		\$49,452.14	\$111.18	\$668.27
<b>NET RETURN TO MANAGEMENT</b>		(\$7,346.90)	(\$16.23)	(\$97.96)		(\$16,213.32)	(\$36.45)	(\$219.10)
<b>NET RETURN TO LABOR-MGT</b>		(\$2,610.01)	(\$5.77)	(\$34.80)		(\$8,788.29)	(\$19.76)	(\$118.76)
<b>Factors:</b>								
<b>Feed Costs</b>			\$45.28	\$273.29			\$51.99	\$312.51
<b>Nonfeed Costs</b>			\$43.25	\$261.07			\$59.19	\$355.76

\*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.