

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

	1997-2001 Average	2002
Number of Farms	25	10
Number of Cows in Herd	152	169
Number of Calves Sold	126	149
Average Weight Calves Sold	530	538
Calf Selling Price / Cwt	\$86.73	\$89.32
Gross Income / Cow	\$403.20	\$441.47
Feed Cost / Cow	\$202.73	\$255.70
Nonfeed Cost / Cow	\$211.68	\$250.09
Pounds Beef Produced / Cow	541	522

	Head	Total Dollars	\$/ Cwt	\$/ Cow	Head	Total Dollars	\$/ Cwt	\$/ Cow
INCOME:								
Calves Sold	126	58,126.11			149	71,547.42		
Cows Sold	21	9,635.54			32	13,694.50		
Ending Inventory	192	107,573.10			238	129,581.22		
Gross Sales	339	\$175,334.75			419	\$214,823.14		
Cows Purchased	27	18,332.23			18	12,707.86		
Beginning Inventory	175	97,207.88			243	134,056.27		
Gross Purchases	202	\$115,540.11			261	\$146,764.13		
Net Sale Gain	137	\$59,794.64	\$72.69	\$393.39	158	\$68,059.01	\$77.20	\$402.72
Patronage Refunds		202.08				270.17		
Miscellaneous Income		1,168.32				6,278.93		
Livestock Futures		120.84				-		
OTHER INCOME		\$1,491.24	\$1.81	\$9.81		\$6,549.10	\$7.43	\$38.75
GROSS INCOME		\$61,285.88	\$74.51	\$403.20		\$74,608.11	\$84.63	\$441.47
EXPENSES:								
Labor Hired		\$1,429.73	\$1.74	\$9.41		\$1,492.53	\$1.69	\$8.83
General Machinery Repairs		3,400.58	4.13	22.37		3,042.14	3.45	18.00
Interest Paid		3,975.97	4.83	26.16		4,614.64	5.23	27.31
Feed Purchased		30,815.41	37.46	202.73		43,213.43	49.02	255.70
Machine Hire - Lease		337.36	0.41	2.22		733.90	0.83	4.34
Farm Org Fees / Travel / Publ		508.28	0.62	3.34		720.97	0.82	4.27
Vet Medicine / Drugs		2,357.34	2.87	15.51		2,682.19	3.04	15.87
Livestock Marketing / Breeding		1,675.19	2.04	11.02		1,973.13	2.24	11.68
Gas / Fuel / Oil		1,305.70	1.59	8.59		1,465.47	1.66	8.67
Personal Property Tax		111.43	0.14	0.73		382.46	0.43	2.26
General Farm Insurance		816.14	0.99	5.37		1,167.25	1.32	6.91
Utilities		929.01	1.13	6.11		1,104.54	1.25	6.54
Auto Expense		362.18	0.44	2.38		431.27	0.49	2.55
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$48,024.31	\$58.38	\$315.95		\$63,023.92	\$71.49	\$372.92
RETURN ABOVE VARIABLE COSTS		\$13,261.57	\$16.12	\$87.25		\$11,584.19	\$13.14	\$68.55
Depreciation		1,729.15	2.10	11.38		4,642.90	5.27	27.47
Real Estate Tax		556.90	0.68	3.66		1,730.49	1.96	10.24
Unpaid Operator Labor		4,938.85	6.00	32.49		4,947.75	5.61	29.28
Interest Charge *		7,741.54	9.41	50.93		11,133.18	12.63	65.88
TOTAL FIXED COSTS		\$14,966.45	\$18.19	\$98.46		\$22,454.32	\$25.47	\$132.87
TOTAL EXPENSE		\$62,990.76	\$76.58	\$414.41		\$85,478.24	\$96.96	\$505.79
NET RETURN TO MANAGEMENT		(\$1,704.88)	(\$2.07)	(\$11.22)		(\$10,870.13)	(\$12.33)	(\$64.32)
NET RETURN TO LABOR-MGT		\$4,663.71	\$5.67	\$30.68		(\$4,429.85)	(\$5.02)	(\$26.21)
Factors:								
Feed Costs			\$37.46	\$202.73			\$49.02	\$255.70
Nonfeed Costs			\$39.12	\$211.68			\$47.94	\$250.09

*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.