

SOUTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
BEEF COWS

| | 1997-2001 Average | 2002 |
|----------------------------|-------------------|----------|
| Number of Farms | 8 | 5 |
| Number of Cows in Herd | 81 | 50 |
| Number of Calves Sold | 61 | 39 |
| Average Weight Calves Sold | 640 | 616 |
| Calves Weaned per Cow | 0.88 | 0.67 |
| Calf Selling Price / Cwt | \$77.53 | \$84.45 |
| Gross Income / Cow | \$429.13 | \$338.03 |
| Feed Cost / Cow | \$233.71 | \$285.17 |
| Nonfeed Cost / Cow | \$306.98 | \$506.73 |
| Pounds Beef Produced / Cow | 562 | 510 |

| | Head | Total Dollars | \$ / Cwt | \$ / Cow | Head | Total Dollars | \$ / Cwt | \$ / Cow |
|------------------------------------|------|---------------------|------------------|-------------------|------|----------------------|------------------|-------------------|
| INCOME: | | | | | | | | |
| Calves Sold | 61 | 30,384.62 | | | 39 | 20,283.43 | | |
| Cows Sold | 13 | 6,702.05 | | | 13 | 6,473.56 | | |
| Ending Inventory | 131 | 68,615.93 | | | 88 | 55,609.00 | | |
| Gross Sales | 205 | \$105,702.60 | | | 140 | \$82,365.99 | | |
| Cows Purchased | 10 | 4,753.58 | | | 6 | 4,499.06 | | |
| Beginning Inventory | 133 | 67,482.53 | | | 92 | 61,481.00 | | |
| Gross Purchases | 143 | \$72,236.12 | | | 98 | \$65,980.06 | | |
| Net Sale Gain | 62 | \$33,466.48 | \$73.31 | \$412.15 | 42 | \$16,385.93 | \$64.20 | \$327.72 |
| Patronage Refunds | | 335.86 | | | | 42.43 | | |
| Miscellaneous Income | | 1,042.67 | | | | 110.92 | | |
| Livestock Futures | | - | | | | 362.46 | | |
| OTHER INCOME | | \$1,378.53 | \$3.02 | \$16.98 | | \$515.81 | \$2.02 | \$10.32 |
| GROSS INCOME | | \$34,845.01 | \$76.33 | \$429.13 | | \$16,901.74 | \$66.22 | \$338.03 |
| EXPENSES: | | | | | | | | |
| Labor Hired | | \$1,564.95 | \$3.43 | \$19.27 | | \$1,737.36 | \$6.81 | \$34.75 |
| General Machinery Repairs | | 2,062.71 | 4.52 | 25.40 | | 6,156.30 | 24.12 | 123.13 |
| Interest Paid | | 3,186.57 | 6.98 | 39.24 | | 1,470.51 | 5.76 | 29.41 |
| Feed Purchased | | 18,977.47 | 41.57 | 233.71 | | 14,258.33 | 55.87 | 285.17 |
| Machine Hire - Lease | | 887.68 | 1.94 | 10.93 | | 427.37 | 1.67 | 8.55 |
| Farm Org Fees / Travel / Publ | | 373.30 | 0.82 | 4.60 | | 392.05 | 1.54 | 7.84 |
| Vet Medicine / Drugs | | 2,009.30 | 4.40 | 24.75 | | 792.82 | 3.11 | 15.86 |
| Livestock Marketing / Breeding | | 1,169.02 | 2.56 | 14.40 | | 453.81 | 1.78 | 9.08 |
| Gas / Fuel / Oil | | 949.78 | 2.08 | 11.70 | | 1,028.15 | 4.03 | 20.56 |
| Personal Property Tax | | 76.86 | 0.17 | 0.95 | | 32.50 | 0.13 | 0.65 |
| General Farm Insurance | | 318.00 | 0.70 | 3.92 | | 366.10 | 1.43 | 7.32 |
| Utilities | | 590.67 | 1.29 | 7.27 | | 797.27 | 3.12 | 15.95 |
| Auto Expense | | 109.03 | 0.24 | 1.34 | | 110.15 | 0.43 | 2.20 |
| Livestock Futures | | - | - | - | | - | - | - |
| TOTAL VARIABLE COSTS | | \$32,275.34 | \$70.71 | \$397.48 | | \$28,022.72 | \$109.80 | \$560.45 |
| RETURN ABOVE VARIABLE COSTS | | \$2,569.67 | \$5.63 | \$31.65 | | (\$11,120.98) | (\$43.57) | (\$222.42) |
| Depreciation | | 1,789.83 | 3.92 | 22.04 | | 2,251.49 | 8.82 | 45.03 |
| Real Estate Tax | | 278.81 | 0.61 | 3.43 | | 429.12 | 1.68 | 8.58 |
| Unpaid Operator Labor | | 5,104.21 | 11.18 | 62.86 | | 3,240.00 | 12.69 | 64.80 |
| Interest Charge * | | 4,456.09 | 9.76 | 54.88 | | 5,651.58 | 22.14 | 113.03 |
| TOTAL FIXED COSTS | | \$11,628.94 | \$25.48 | \$143.21 | | \$11,572.19 | \$45.34 | \$231.44 |
| TOTAL EXPENSE | | \$43,904.28 | \$96.18 | \$540.69 | | \$39,594.91 | \$155.14 | \$791.90 |
| NET RETURN TO MANAGEMENT | | (\$9,059.27) | (\$19.85) | (\$111.57) | | (\$22,693.17) | (\$88.92) | (\$453.86) |
| NET RETURN TO LABOR-MGT | | (\$2,390.11) | (\$5.24) | (\$29.43) | | (\$17,715.81) | (\$69.41) | (\$354.32) |
| Factors: | | | | | | | | |
| Feed Costs | | | \$41.57 | \$233.71 | | | \$55.87 | \$285.17 |
| Nonfeed Costs | | | \$54.61 | \$306.98 | | | \$99.27 | \$506.73 |

*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.