

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

	1997-2001 Average	2002
Number of Farms	45	36
Number of Cows in Herd	99	96
Number of Calves Sold	80	79
Average Weight Calves Sold	686	720
Calves Weaned per Cow	0.92	0.93
Calf Selling Price / Cwt	\$78.25	\$78.06
Gross Income / Cow	\$491.89	\$507.38
Feed Cost / Cow	\$294.51	\$302.94
Nonfeed Cost / Cow	\$277.55	\$271.55
Pounds Beef Produced / Cow	664	705

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
<b>INCOME:</b>								
Calves Sold	80	43,060.45			79	44,404.15		
Cows Sold	14	6,765.21			10	5,326.23		
Ending Inventory	191	86,518.71			175	83,376.68		
Gross Sales	285	\$136,344.37			264	\$133,107.06		
Cows Purchased	5	3,729.38			4	3,612.56		
Beginning Inventory	193	84,195.77			174	83,193.46		
Gross Purchases	198	\$87,925.16			178	\$86,806.02		
Net Sale Gain	87	\$48,419.21	\$73.78	\$490.07	86	\$46,301.04	\$68.38	\$482.30
Patronage Refunds		71.67				55.19		
Miscellaneous Income		103.17				2,352.19		
Livestock Futures		5.12				-		
OTHER INCOME		\$179.96	\$0.27	\$1.82		\$2,407.38	\$3.56	\$25.08
<b>GROSS INCOME</b>		<b>\$48,599.17</b>	<b>\$74.05</b>	<b>\$491.89</b>		<b>\$48,708.42</b>	<b>\$71.94</b>	<b>\$507.38</b>
<b>EXPENSES:</b>								
Labor Hired		\$401.65	\$0.61	\$4.07		\$293.72	\$0.43	\$3.06
General Machinery Repairs		2,757.50	4.20	27.91		2,490.27	3.68	25.94
Interest Paid		1,695.16	2.58	17.16		1,157.81	1.71	12.06
Feed Purchased		29,097.80	44.34	294.51		29,082.16	42.95	302.94
Machine Hire - Lease		165.76	0.25	1.68		177.00	0.26	1.84
Farm Org Fees / Travel / Publ		379.23	0.58	3.84		348.64	0.51	3.63
Vet Medicine / Drugs		1,409.99	2.15	14.27		1,602.87	2.37	16.70
Livestock Marketing / Breeding		876.31	1.34	8.87		660.60	0.98	6.88
Gas / Fuel / Oil		1,162.10	1.77	11.76		1,236.31	1.83	12.88
Personal Property Tax		104.84	0.16	1.06		113.61	0.17	1.18
General Farm Insurance		561.58	0.86	5.68		551.78	0.81	5.75
Utilities		807.49	1.23	8.17		898.31	1.33	9.36
Auto Expense		245.03	0.37	2.48		239.18	0.35	2.49
Livestock Futures		-	-	-		-	-	-
<b>TOTAL VARIABLE COSTS</b>		<b>\$39,664.45</b>	<b>\$60.44</b>	<b>\$401.46</b>		<b>\$38,852.26</b>	<b>\$57.38</b>	<b>\$404.71</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$8,934.72</b>	<b>\$13.61</b>	<b>\$90.43</b>		<b>\$9,856.16</b>	<b>\$14.56</b>	<b>\$102.67</b>
Depreciation		2,092.78	3.19	21.18		2,124.70	3.14	22.13
Real Estate Tax		380.98	0.58	3.86		462.38	0.68	4.82
Unpaid Operator Labor		6,786.67	10.34	68.69		5,690.71	8.40	59.28
Interest Charge *		7,595.12	11.57	76.87		8,020.67	11.85	83.55
<b>TOTAL FIXED COSTS</b>		<b>\$16,855.54</b>	<b>\$25.68</b>	<b>\$170.60</b>		<b>\$16,298.46</b>	<b>\$24.07</b>	<b>\$169.78</b>
<b>TOTAL EXPENSE</b>		<b>\$56,520.00</b>	<b>\$86.12</b>	<b>\$572.06</b>		<b>\$55,150.72</b>	<b>\$81.45</b>	<b>\$574.49</b>
<b>NET RETURN TO MANAGEMENT</b>		(\$7,920.82)	(\$12.07)	(\$80.17)		(\$6,442.30)	(\$9.51)	(\$67.11)
<b>NET RETURN TO LABOR-MGT</b>		(\$732.51)	(\$1.12)	(\$7.41)		(\$457.87)	(\$0.68)	(\$4.77)
<b>Factors:</b>								
<b>Feed Costs</b>			\$44.34	\$294.51			\$42.95	\$302.94
<b>Nonfeed Costs</b>			\$41.78	\$277.55			\$38.50	\$271.55

\*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.