

**SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2003**  
**CONTRACT TURKEY PRODUCTION**

	1998-2002 Average				2003			
Number of Farms	16				16			
Average Number of Birds	67,999				67,424			
Ratio of Marketed / Placed *	0.831				0.803			
Weight / Bird Sold	33.49				33.16			
Sale Price / Bird	\$2.18				\$2.06			
Gross Income / Bird	\$2.39				\$2.20			
Total Expense / Bird	\$1.76				\$1.69			

  

	Birds	Total Dollars	\$ / Cwt	\$ / Bird	Birds	Total Dollars	\$ / Cwt	\$ / Bird
<b>INCOME:</b>								
Turkeys Sold	67,999	148,143.30	\$6.50	\$2.18	67,424	139,172.53	\$6.23	\$2.06
Litter		13,784.63				9,195.73		
Patronage Refunds		412.94				-		
Miscellaneous Income		30.19				-		
OTHER INCOME		\$14,227.76	\$0.62	\$0.21		\$9,195.73	\$0.41	\$0.14
<b>GROSS INCOME</b>		<b>\$162,371.07</b>	<b>\$7.13</b>	<b>\$2.39</b>		<b>\$148,368.26</b>	<b>\$6.64</b>	<b>\$2.20</b>
<b>EXPENSES:</b>								
Labor Hired		7,850.57	\$0.34	\$0.12		11,525.60	\$0.52	\$0.17
General Machinery Repairs		8,287.63	0.36	0.12		7,536.24	0.34	0.11
Interest Paid		22,516.62	0.99	0.33		18,896.34	0.85	0.28
Machine Hire - Lease		171.98	0.01	0.00		438.05	0.02	0.01
Farm Org Fees / Travel / Publ		1,658.74	0.07	0.02		1,519.85	0.07	0.02
Vet Medicine / Drugs		18.97	0.00	0.00		15.77	0.00	0.00
Livestock Marketing / Breeding		1,475.25	0.06	0.02		1,214.30	0.05	0.02
Gas / Fuel / Oil		2,150.82	0.09	0.03		2,540.28	0.11	0.04
Personal Property Tax		624.85	0.03	0.01		385.12	0.02	0.01
General Farm Insurance		4,408.67	0.19	0.06		3,948.49	0.18	0.06
Telephone		911.56	0.04	0.01		927.74	0.04	0.01
Electricity		6,577.15	0.29	0.10		7,165.53	0.32	0.11
Water		1,898.51	0.08	0.03		2,826.48	0.13	0.04
Propane		12,572.61	0.55	0.18		13,513.55	0.60	0.20
Undivided Utilities		20.91	0.00	0.00		54.41	0.00	0.00
Auto Expense		880.01	0.04	0.01		763.51	0.03	0.01
<b>TOTAL VARIABLE COSTS</b>		<b>\$72,024.85</b>	<b>\$3.16</b>	<b>\$1.06</b>		<b>\$73,271.26</b>	<b>\$3.28</b>	<b>\$1.09</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$90,346.22</b>	<b>\$3.97</b>	<b>\$1.33</b>		<b>\$75,097.00</b>	<b>\$3.36</b>	<b>\$1.11</b>
Depreciation		30,589.17	1.34	0.45		23,188.44	1.04	0.34
Real Estate Tax		3,270.55	0.14	0.05		3,928.77	0.18	0.06
Unpaid Operator Labor		13,488.28	0.59	0.20		13,770.00	0.62	0.20
Interest Charge **		-	-	-		-	-	-
<b>TOTAL FIXED COSTS</b>		<b>\$47,348.00</b>	<b>\$2.08</b>	<b>\$0.70</b>		<b>\$40,887.21</b>	<b>\$1.83</b>	<b>\$0.61</b>
<b>TOTAL EXPENSE</b>		<b>\$119,372.85</b>	<b>\$5.24</b>	<b>\$1.76</b>		<b>\$114,158.47</b>	<b>\$5.11</b>	<b>\$1.69</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$42,998.22</b>	<b>\$1.89</b>	<b>\$0.63</b>		<b>\$34,209.79</b>	<b>\$1.53</b>	<b>\$0.51</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>\$64,337.08</b>	<b>\$2.82</b>	<b>\$0.95</b>		<b>\$59,505.39</b>	<b>\$2.66</b>	<b>\$0.88</b>
<b>Factors:</b>								
<b>Nonfeed Costs</b>			<b>\$5.24</b>	<b>\$1.76</b>			<b>\$5.11</b>	<b>\$1.69</b>

\* Ratio of Birds Marketed / Placed first reported in 2000.

\*\*Interest charge equals: ((8.0% times one-fourth gross purchases) plus (8.0% times one-fourth the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.