

**KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2003**  
**BEEF GRAZING**

	1998-2002 Average	2003
Number of Farms	8	8
Number of Head	301	782
Weight Produced / Head	311	124
Weight / Head Sold	841	759
Weight / Head Purchased	480	435
Sale Price / Cwt	\$73.51	\$84.69
Purchase Price / Cwt	\$91.28	\$98.06
Gross Income / Cwt	\$58.80	\$68.48
Feed Costs / Cwt	\$31.92	\$35.57
Nonfeed Costs / Cwt	\$36.19	\$45.14

	Head	Pounds	Total Dollars	\$ / Cwt	\$ / Head	Head	Pounds	Total Dollars	\$ / Cwt	\$ / Head
<b>INCOME:</b>										
Steers - Heifers Sold	302	253,933	186,678.59			337	255,808	216,642.53		
Ending Inventory	196	109,331	102,215.41			152	83,834	73,260.00		
Gross Sales	498	363,264	\$288,894.00			489	339,642	\$289,902.53		
Steers - Heifers Purchased	312	149,813	136,748.31			300	130,390	127,863.80		
Beginning Inventory	195	119,765	101,213.12			198	112,208	96,088.60		
Gross Purchases	508	269,578	\$237,961.43			498	242,598	\$223,952.40		
Net Sale Gain		93,686	\$50,932.58	\$54.37	\$169.32		97,044	\$65,950.13	\$67.96	\$84.34
Patronage Refunds			60.32					181.06		
Miscellaneous Income			2,909.10					320.78		
Livestock Futures			1,189.57					-		
OTHER INCOME			\$4,158.99	\$4.44	\$13.83			\$501.84	\$0.52	\$0.64
<b>GROSS INCOME</b>			<b>\$55,091.57</b>	<b>\$58.80</b>	<b>\$183.15</b>			<b>\$66,451.97</b>	<b>\$68.48</b>	<b>\$84.98</b>
<b>EXPENSES:</b>										
Labor Hired			1,509.68	\$1.61	\$5.02			6,037.58	\$6.22	\$7.72
General Machinery Repairs			3,272.10	3.49	10.88			5,694.31	5.87	7.28
Interest Paid			4,881.03	5.21	16.23			5,769.47	5.95	7.38
Feed Purchased			29,906.31	31.92	99.42			34,515.11	35.57	44.14
Machine Hire - Lease			1,398.88	1.49	4.65			-	-	-
Farm Org Fees / Travel / Publ			400.03	0.43	1.33			611.14	0.63	0.78
Vet Medicine / Drugs			3,887.20	4.15	12.92			5,492.63	5.66	7.02
Livestock Marketing / Breeding			2,841.13	3.03	9.45			1,276.36	1.32	1.63
Gas / Fuel / Oil			932.17	0.99	3.10			1,917.87	1.98	2.45
Personal Property Tax			147.25	0.16	0.49			219.80	0.23	0.28
General Farm Insurance			617.30	0.66	2.05			1,682.09	1.73	2.15
Utilities			549.45	0.59	1.83			1,162.74	1.20	1.49
Auto Expense			97.92	0.10	0.33			50.10	0.05	0.06
Livestock Futures			-	-	-			-	-	-
<b>TOTAL VARIABLE COSTS</b>			<b>\$50,440.44</b>	<b>\$53.84</b>	<b>\$167.69</b>			<b>\$64,429.20</b>	<b>\$66.39</b>	<b>\$82.39</b>
<b>RETURN ABOVE VARIABLE COSTS</b>			<b>\$4,651.13</b>	<b>\$4.96</b>	<b>\$15.46</b>			<b>\$2,022.77</b>	<b>\$2.08</b>	<b>\$2.59</b>
Depreciation			1,523.11	1.63	5.06			2,072.63	2.14	2.65
Real Estate Tax			174.85	0.19	0.58			1,414.43	1.46	1.81
Unpaid Operator Labor			4,529.87	4.84	15.06			3,974.06	4.10	5.08
Interest Charge *			7,142.84	7.62	23.75			6,429.54	6.63	8.22
<b>TOTAL FIXED COSTS</b>			<b>\$13,370.68</b>	<b>\$14.27</b>	<b>\$44.45</b>			<b>\$13,890.66</b>	<b>\$14.31</b>	<b>\$17.76</b>
<b>TOTAL EXPENSE</b>			<b>\$63,811.12</b>	<b>\$68.11</b>	<b>\$212.14</b>			<b>\$78,319.86</b>	<b>\$80.71</b>	<b>\$100.15</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>(\$8,719.55)</b>	<b>(\$9.31)</b>	<b>(\$28.99)</b>			<b>(\$11,867.89)</b>	<b>(\$12.23)</b>	<b>(\$15.18)</b>
<b>NET RETURN TO LABOR-MGT</b>			<b>(\$2,679.99)</b>	<b>(\$2.86)</b>	<b>(\$8.91)</b>			<b>(\$1,856.25)</b>	<b>(\$1.91)</b>	<b>(\$2.37)</b>
<b>Factors:</b>										
<b>Feed Costs</b>				<b>\$31.92</b>	<b>\$99.42</b>				<b>\$35.57</b>	<b>\$44.14</b>
<b>Nonfeed Costs</b>				<b>\$36.19</b>	<b>\$112.72</b>				<b>\$45.14</b>	<b>\$56.02</b>

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