

**KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2003**  
**DAIRY COWS: STATE AVERAGES**

	1998-2002 Average	2003
Number of Farms	61	50
Number of Dairy Cows	104	106
Pounds of Milk / Cow	19,928	20,292
Milk Receipts / Cow	\$2,661.00	\$2,499.52
Gross Income / Cow	\$2,971.84	\$2,958.72
Feed Cost / Cow	\$1,414.45	\$1,479.00
Non Feed Costs / Cow	\$1,540.72	\$1,671.87
Gross Income / Cwt Milk	\$14.91	\$14.58
Milk Price / Cwt	\$13.35	\$12.32
Feed Costs / Cwt Milk	\$7.10	\$7.29
Non Feed Costs / Cwt Milk	\$7.73	\$8.24

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
<b>INCOME:</b>								
Calves Sold	29	7,980.45			27	9,501.14		
Cows Sold	30	15,901.19			35	27,090.02		
Ending Inventory	215	171,684.40			207	177,835.16		
Gross Sales	273	\$195,566.04			269	\$214,426.32		
Cows Purchased	7	6,663.75			6	8,079.32		
Beginning Inventory	215	169,445.40			216	181,834.32		
Gross Purchases	221	\$176,109.15			222	\$189,913.64		
Net Sale Gain		\$19,456.89	\$0.94	\$187.81		\$24,512.68	\$1.14	\$231.25
Milk Sales		275,679.49	13.35	2,661.00		264,949.24	12.32	2,499.52
Patronage Refunds		3,833.85	0.19	37.01		1,674.70	0.08	15.80
Miscellaneous Income		8,876.74	0.43	85.68		22,500.48	1.05	212.27
Livestock Futures		35.19	0.00	0.34		(12.81)	(0.00)	(0.12)
OTHER INCOME		\$288,425.27	\$13.97	\$2,784.03		\$289,111.61	\$13.44	\$2,727.47
<b>GROSS INCOME</b>		<b>\$307,882.16</b>	<b>\$14.91</b>	<b>\$2,971.84</b>		<b>\$313,624.29</b>	<b>\$14.58</b>	<b>\$2,958.72</b>
<b>EXPENSES:</b>								
Labor Hired		22,156.54	\$1.07	\$213.87		27,398.34	\$1.27	\$258.47
General Machinery Repairs		15,149.03	0.73	146.23		13,154.40	0.61	124.10
Interest Paid		8,607.24	0.42	83.08		6,875.58	0.32	64.86
Feed Purchased		146,536.64	7.10	1,414.45		156,774.41	7.29	1,479.00
Machine Hire - Lease		1,139.48	0.06	11.00		534.11	0.02	5.04
Farm Org Fees / Travel / Publ		2,012.22	0.10	19.42		2,564.04	0.12	24.19
Vet Medicine / Drugs		10,688.14	0.52	103.17		10,830.14	0.50	102.17
Dairy Expense		23,517.82	1.14	227.01		31,587.75	1.47	298.00
Livestock Marketing / Breeding		8,587.16	0.42	82.89		8,574.47	0.40	80.89
Gas / Fuel / Oil		2,865.44	0.14	27.66		3,296.45	0.15	31.10
Personal Property Tax		256.78	0.01	2.48		240.70	0.01	2.27
General Farm Insurance		2,767.54	0.13	26.71		3,364.70	0.16	31.74
Utilities		8,518.50	0.41	82.22		10,240.17	0.48	96.61
Auto Expense		318.60	0.02	3.08		285.05	0.01	2.69
Livestock Futures		20.09	0.00	0.19		-	-	-
<b>TOTAL VARIABLE COSTS</b>		<b>\$253,141.21</b>	<b>\$12.26</b>	<b>\$2,443.45</b>		<b>\$275,720.31</b>	<b>\$12.82</b>	<b>\$2,601.14</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$54,740.95</b>	<b>\$2.65</b>	<b>\$528.39</b>		<b>\$37,903.98</b>	<b>\$1.76</b>	<b>\$357.58</b>
Depreciation		10,066.76	0.49	97.17		13,354.59	0.62	125.99
Real Estate Tax		920.50	0.04	8.89		1,500.88	0.07	14.16
Unpaid Operator Labor		23,198.76	1.12	223.93		19,797.30	0.92	186.77
Interest Charge *		18,828.50	0.91	181.74		23,619.79	1.10	222.83
<b>TOTAL FIXED COSTS</b>		<b>\$53,014.52</b>	<b>\$2.57</b>	<b>\$511.72</b>		<b>\$58,272.56</b>	<b>\$2.71</b>	<b>\$549.74</b>
<b>TOTAL EXPENSE</b>		<b>\$306,155.73</b>	<b>\$14.83</b>	<b>\$2,955.17</b>		<b>\$333,992.87</b>	<b>\$15.53</b>	<b>\$3,150.88</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$1,726.43</b>	<b>\$0.08</b>	<b>\$16.66</b>		<b>(\$20,368.58)</b>	<b>(\$0.95)</b>	<b>(\$192.16)</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>\$47,081.73</b>	<b>\$2.28</b>	<b>\$454.46</b>		<b>\$26,827.06</b>	<b>\$1.25</b>	<b>\$253.09</b>
<b>Factors:</b>								
<b>Feed Costs</b>			\$7.10	\$1,414.45			\$7.29	\$1,479.00
<b>Nonfeed Costs</b>			\$7.73	\$1,540.72			\$8.24	\$1,671.87

\*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.