

**KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2004**  
**BEEF BACKGROUNDING: STATE AVERAGES**

	1999-2003 Average	2004
Number of Farms	62	56
Number of Head	456	462
Weight Produced / Head	313	282
Weight / Head Sold	816	819
Weight / Head Purchased	491	515
Sale Price / Cwt	\$78.66	\$94.93
Purchase Price / Cwt	\$94.67	\$112.63
Gross Income / Cwt	\$58.52	\$83.82
Feed Costs / Cwt	\$34.72	\$39.34
Nonfeed Costs / Cwt	\$34.20	\$43.76

	Head	Total Dollars	\$ / Cwt	\$ / Head	Head	Total Dollars	\$ / Cwt	\$ / Head
<b>INCOME:</b>								
Steers - Heifers Sold	454	291,757.80			465	361,618.60		
Ending Inventory	281	159,197.29			254	176,498.58		
Gross Sales	736	\$450,955.09			719	\$538,117.18		
Steers - Heifers Purchased	470	218,451.79			465	269,642.06		
Beginning Inventory	279	150,554.87			271	159,836.54		
Gross Purchases	749	\$369,006.65			736	\$429,478.60		
Net Sale Gain		\$81,948.44	\$57.30	\$179.55		\$108,638.58	\$83.40	\$235.15
Patronage Refunds		195.61				81.82		
Miscellaneous Income		913.18				231.22		
Livestock Futures		636.90				232.50		
OTHER INCOME		\$1,745.69	\$1.22	\$3.82		\$545.54	\$0.42	\$1.18
<b>GROSS INCOME</b>		<b>\$83,694.13</b>	<b>\$58.52</b>	<b>\$183.38</b>		<b>\$109,184.12</b>	<b>\$83.82</b>	<b>\$236.33</b>
<b>EXPENSES:</b>								
Labor Hired		1,596.08	\$1.12	\$3.50		2,288.19	\$1.76	\$4.95
General Machinery Repairs		3,760.78	2.63	8.24		4,525.94	3.47	9.80
Interest Paid		7,385.89	5.16	16.18		8,106.83	6.22	17.55
Feed Purchased		49,662.20	34.72	108.81		51,244.48	39.34	110.92
Machine Hire - Lease		922.02	0.64	2.02		1,326.03	1.02	2.87
Farm Org Fees / Travel / Publ		525.64	0.37	1.15		638.19	0.49	1.38
Vet Medicine / Drugs		6,682.29	4.67	14.64		6,773.19	5.20	14.66
Livestock Marketing / Breeding		3,732.53	2.61	8.18		3,974.90	3.05	8.60
Gas / Fuel / Oil		1,212.24	0.85	2.66		1,632.33	1.25	3.53
Personal Property Tax		86.67	0.06	0.19		85.81	0.07	0.19
General Farm Insurance		543.22	0.38	1.19		635.94	0.49	1.38
Utilities		997.77	0.70	2.19		1,014.31	0.78	2.20
Auto Expense		257.03	0.18	0.56		196.80	0.15	0.43
Livestock Futures		1,235.23	0.86	2.71		2,760.26	2.12	5.97
<b>TOTAL VARIABLE COSTS</b>		<b>\$78,599.58</b>	<b>\$54.96</b>	<b>\$172.22</b>		<b>\$85,203.20</b>	<b>\$65.41</b>	<b>\$184.42</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$5,094.55</b>	<b>\$3.56</b>	<b>\$11.16</b>		<b>\$23,980.92</b>	<b>\$18.41</b>	<b>\$51.91</b>
Depreciation		2,602.07	1.82	5.70		3,379.17	2.59	7.31
Real Estate Tax		226.36	0.16	0.50		340.83	0.26	0.74
Unpaid Operator Labor		5,789.19	4.05	12.68		5,766.03	4.43	12.48
Interest Charge *		11,351.03	7.94	24.87		13,561.78	10.41	29.35
<b>TOTAL FIXED COSTS</b>		<b>\$19,968.65</b>	<b>\$13.96</b>	<b>\$43.75</b>		<b>\$23,047.81</b>	<b>\$17.69</b>	<b>\$49.89</b>
<b>TOTAL EXPENSE</b>		<b>\$98,568.23</b>	<b>\$68.92</b>	<b>\$215.97</b>		<b>\$108,251.01</b>	<b>\$83.10</b>	<b>\$234.31</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$14,874.10)</b>	<b>(\$10.40)</b>	<b>(\$32.59)</b>		<b>\$933.11</b>	<b>\$0.72</b>	<b>\$2.02</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>(\$7,488.83)</b>	<b>(\$5.24)</b>	<b>(\$16.41)</b>		<b>\$8,987.33</b>	<b>\$6.90</b>	<b>\$19.45</b>
<b>Factors:</b>								
<b>Feed Costs</b>			\$34.72	\$108.81			\$39.34	\$110.92
<b>Nonfeed Costs</b>			\$34.20	\$107.16			\$43.76	\$123.39

\*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.