

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

	1999-2003 Average	2004
Number of Farms	39	19
Number of Head	790	869
Weight Produced / Head	611	669
Weight / Head Sold	1,161	1,210
Weight / Head Purchased	550	548
Sale Price / Cwt	\$73.07	\$85.96
Purchase Price / Cwt	\$90.45	\$113.05
Gross Income / Cwt	\$61.85	\$75.28
Feed Costs / Cwt	\$41.73	\$50.46
Nonfeed Costs / Cwt	\$19.08	\$18.99

	Head	Total Dollars	\$/ Cwt	\$/ Head	Head	Total Dollars	\$/ Cwt	\$/ Head
INCOME:								
Steers - Heifers Sold	781	663,097.13			881	916,641.28		
Ending Inventory	636	418,527.59			844	628,513.97		
Gross Sales	1,417	\$1,081,624.71			1,725	\$1,545,155.25		
Steers - Heifers Purchased	830	412,424.68			984	609,603.47		
Beginning Inventory	612	375,110.06			726	503,479.41		
Gross Purchases	1,442	\$787,534.74			1,710	\$1,113,082.88		
Net Sale Gain	(25)	\$294,089.97	\$60.92	\$372.27	15	\$432,072.37	\$74.37	\$497.21
Patronage Refunds		485.78				1,995.39		
Miscellaneous Income		3,082.17				1,313.78		
Livestock Futures		957.49				1,946.68		
OTHER INCOME		\$4,525.44	\$0.94	\$5.73		\$5,255.85	\$0.90	\$6.05
GROSS INCOME		\$298,615.41	\$61.85	\$377.99		\$437,328.22	\$75.28	\$503.25
EXPENSES:								
Labor Hired		2,955.16	\$0.61	\$3.74		3,425.96	\$0.59	\$3.94
General Machinery Repairs		6,031.75	1.25	7.64		6,190.84	1.07	7.12
Interest Paid		14,299.55	2.96	18.10		14,056.90	2.42	16.18
Feed Purchased		201,468.53	41.73	255.02		293,170.96	50.46	337.37
Machine Hire - Lease		2,512.89	0.52	3.18		4,029.67	0.69	4.64
Farm Org Fees / Travel / Publ		1,100.45	0.23	1.39		1,048.85	0.18	1.21
Vet Medicine / Drugs		10,154.11	2.10	12.85		7,677.90	1.32	8.84
Livestock Marketing / Breeding		5,322.79	1.10	6.74		4,461.30	0.77	5.13
Gas / Fuel / Oil		1,889.45	0.39	2.39		2,203.09	0.38	2.54
Personal Property Tax		270.79	0.06	0.34		62.97	0.01	0.07
General Farm Insurance		1,336.79	0.28	1.69		1,143.03	0.20	1.32
Utilities		1,805.84	0.37	2.29		1,723.80	0.30	1.98
Auto Expense		330.11	0.07	0.42		263.70	0.05	0.30
Livestock Futures		853.46	0.18	1.08		193.32	0.03	0.22
TOTAL VARIABLE COSTS		\$250,331.68	\$51.85	\$316.88		\$339,652.29	\$58.46	\$390.85
RETURN ABOVE VARIABLE COSTS		\$48,283.73	\$10.00	\$61.12		\$97,675.93	\$16.81	\$112.40
Depreciation		5,312.04	1.10	6.72		6,954.16	1.20	8.00
Real Estate Tax		755.37	0.16	0.96		1,083.69	0.19	1.25
Unpaid Operator Labor		8,278.02	1.71	10.48		9,504.47	1.64	10.94
Interest Charge *		28,914.97	5.99	36.60		46,277.84	7.97	53.25
TOTAL FIXED COSTS		\$43,260.40	\$8.96	\$54.76		\$63,820.16	\$10.99	\$73.44
TOTAL EXPENSE		\$293,592.08	\$60.81	\$371.64		\$403,472.45	\$69.45	\$464.30
NET RETURN TO MANAGEMENT		\$5,023.33	\$1.04	\$6.36		\$33,855.77	\$5.83	\$38.96
NET RETURN TO LABOR-MGT		\$16,256.51	\$3.37	\$20.58		\$46,786.20	\$8.05	\$53.84
Factors:								
Feed Costs			\$41.73	\$255.02			\$50.46	\$337.37
Nonfeed Costs			\$19.08	\$116.61			\$18.99	\$126.93

*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.