

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2004
BEEF COWS, SELL FEEDERS: STATE AVERAGES

	1999-2003 Average	2004
Number of Farms	124	98
Number of Cows in Herd	112	115
Number of Calves Sold	93	93
Average Weight Calves Sold	715	755
Calf Selling Price / Cwt	\$81.12	\$96.63
Gross Income / Cow	\$547.71	\$722.07
Feed Cost / Cow	\$315.94	\$351.04
Nonfeed Cost / Cow	\$311.39	\$356.72
Pounds Beef Produced / Cow	710	714

	Head	Pounds	Total Dollars	\$ / Cwt	\$ / Cow	Head	Pounds	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:										
Calves Sold	93	66,171	53,675.40			93	70,187	67,821.83		
Cows Sold	17	20,559	9,882.10			16	19,651	12,025.83		
Ending Inventory	206	184,217	114,639.64			216	198,409	137,698.51		
Gross Sales	316	270,948	\$178,197.14			325	288,247	\$217,546.17		
Cows Purchased	10	8,831	7,374.08			10	9,164	9,457.12		
Beginning Inventory	206	182,702	110,597.05			217	196,940	125,637.08		
Gross Purchases	216	191,533	\$117,971.14			227	206,104	\$135,094.20		
Net Sale Gain	100	79,415	\$60,226.01	\$75.84	\$538.69	98	82,143	\$82,451.97	\$100.38	\$716.97
Patronage Refunds			156.52					73.63		
Miscellaneous Income			847.37					449.90		
Livestock Futures			3.55					62.99		
OTHER INCOME			\$1,007.44	\$1.27	\$9.01			\$586.52	\$0.71	\$5.10
GROSS INCOME			\$61,233.45	\$77.11	\$547.71			\$83,038.49	\$101.09	\$722.07
EXPENSES:										
Labor Hired			1,317.83	\$1.66	\$11.79			1,941.27	\$2.36	\$16.88
General Machinery Repairs			3,273.71	4.12	29.28			4,313.53	5.25	37.51
Interest Paid			2,623.60	3.30	23.47			3,203.60	3.90	27.86
Feed Purchased			35,322.25	44.48	315.94			40,369.75	49.15	351.04
Machine Hire - Lease			294.97	0.37	2.64			395.16	0.48	3.44
Farm Org Fees / Travel / Publ			531.32	0.67	4.75			696.71	0.85	6.06
Vet Medicine / Drugs			2,328.00	2.93	20.82			2,344.47	2.85	20.39
Livestock Marketing / Breeding			1,589.71	2.00	14.22			1,851.95	2.25	16.10
Gas / Fuel / Oil			1,332.95	1.68	11.92			1,850.56	2.25	16.09
Personal Property Tax			123.65	0.16	1.11			94.65	0.12	0.82
General Farm Insurance			660.87	0.83	5.91			961.99	1.17	8.37
Utilities			1,086.41	1.37	9.72			1,080.05	1.31	9.39
Auto Expense			276.01	0.35	2.47			361.39	0.44	3.14
Livestock Futures			7.31	0.01	0.07			77.17	0.09	0.67
TOTAL VARIABLE COSTS			\$50,768.61	\$63.93	\$454.10			\$59,542.25	\$72.49	\$517.76
RETURN ABOVE VARIABLE COSTS			\$10,464.84	\$13.18	\$93.60			\$23,496.24	\$28.60	\$204.32
Depreciation			2,536.72	3.19	22.69			3,505.33	4.27	30.48
Real Estate Tax			358.35	0.45	3.21			788.59	0.96	6.86
Unpaid Operator Labor			6,815.33	8.58	60.96			6,449.23	7.85	56.08
Interest Charge *			9,656.65	12.16	86.37			11,107.41	13.52	96.59
TOTAL FIXED COSTS			\$19,367.03	\$24.39	\$173.23			\$21,850.56	\$26.60	\$190.00
TOTAL EXPENSE			\$70,135.64	\$88.32	\$627.33			\$81,392.81	\$99.09	\$707.76
NET RETURN TO MANAGEMENT			(\$8,902.19)	(\$11.21)	(\$79.63)			\$1,645.68	\$2.00	\$14.31
NET RETURN TO LABOR-MGT			(\$769.04)	(\$0.97)	(\$6.88)			\$10,036.18	\$12.22	\$87.27
Factors:										
Feed Costs				\$44.48	\$315.94				\$49.15	\$351.04
Nonfeed Costs				\$43.84	\$311.39				\$49.94	\$356.72

*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.

Kansas Farm Management Association: State Averages
2004 Beef Cow, Sell Feeders Enterprise Sorted by Net Return to Management per Cow

	Profit Category			Difference between	
	High 1/3	Mid 1/3	Low 1/3	High 1/3 and Low 1/3	%
Number of Farms	33	33	32		
Number of Cows in Herd	118	127	100	18	18%
Number of Calves Sold	97	103	79	18	23%
Average Weight of Calves Sold	763	743	756	7	1%
Sales Price / Cwt	\$101.69	\$96.18	\$90.75	\$10.94	12%
INCOME PER COW:					
Gross Income	\$822.13	\$700.85	\$624.73	\$197.40	32%
COSTS per Cow:					
Feed	\$315.18	\$327.28	\$424.16	(\$108.98)	-26%
Interest	\$121.40	\$122.05	\$130.70	(\$9.30)	-7%
Vet Medicine / Drugs	\$16.58	\$20.52	\$24.74	(\$8.16)	-33%
Livestock Marketing / Breeding	\$15.03	\$10.43	\$24.77	(\$9.74)	-39%
Depreciation	\$26.69	\$26.75	\$39.84	(\$13.15)	-33%
Machinery	\$46.33	\$49.55	\$79.60	(\$33.27)	-42%
Labor	\$51.40	\$84.66	\$83.54	(\$32.14)	-38%
Other	\$27.00	\$37.65	\$39.82	(\$12.82)	-32%
Total Cost	\$619.61	\$678.89	\$847.17	(\$227.56)	-27%
Net Return to Management / Cow	\$202.52	\$21.96	(\$222.44)	\$424.96	

