

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

	1999-2003 Average	2004
Number of Farms	8	5
Number of Head	395	181
Weight Produced / Head	256	292
Weight / Head Sold	846	740
Weight / Head Purchased	464	490
Sale Price / Cwt	\$76.52	\$104.79
Purchase Price / Cwt	\$94.88	\$109.22
Gross Income / Cwt	\$64.23	\$106.57
Feed Costs / Cwt	\$32.74	\$39.76
Nonfeed Costs / Cwt	\$38.21	\$37.55

	Head	Pounds	Total Dollars	\$ / Cwt	\$ / Head	Head	Pounds	Total Dollars	\$ / Cwt	\$ / Head
<b>INCOME:</b>										
Steers - Heifers Sold	309	261,254	199,923.38			182	134,706	141,158.95		
Ending Inventory	213	118,952	111,425.53			41	31,228	31,041.08		
Gross Sales	522	380,206	\$311,348.92			223	165,934	\$172,200.03		
Steers - Heifers Purchased	307	142,714	135,408.35			128	62,660	68,439.41		
Beginning Inventory	223	136,306	115,491.59			104	50,455	47,472.00		
Gross Purchases	531	279,019	\$250,899.94			232	113,115	\$115,911.41		
Net Sale Gain		101,187	\$60,448.98	\$59.74	\$153.19		52,819	\$56,288.62	\$106.57	\$310.99
Patronage Refunds			91.39					-		
Miscellaneous Income			2,961.62					-		
Livestock Futures			1,486.97					-		
OTHER INCOME			\$4,539.98	\$4.49	\$11.51			\$0.00	\$0.00	\$0.00
<b>GROSS INCOME</b>			<b>\$64,988.95</b>	<b>\$64.23</b>	<b>\$164.70</b>			<b>\$56,288.62</b>	<b>\$106.57</b>	<b>\$310.99</b>
<b>EXPENSES:</b>										
Labor Hired			2,556.31	\$2.53	\$6.48			1,811.05	\$3.43	\$10.01
General Machinery Repairs			4,161.66	4.11	10.55			1,554.78	2.94	8.59
Interest Paid			5,489.03	5.42	13.91			2,547.07	4.82	14.07
Feed Purchased			33,127.53	32.74	83.95			20,998.26	39.76	116.01
Machine Hire - Lease			1,379.70	1.36	3.50			-	-	-
Farm Org Fees / Travel / Publ			450.70	0.45	1.14			295.42	0.56	1.63
Vet Medicine / Drugs			4,470.09	4.42	11.33			2,006.77	3.80	11.09
Livestock Marketing / Breeding			2,942.21	2.91	7.46			2,094.60	3.97	11.57
Gas / Fuel / Oil			1,214.43	1.20	3.08			2,231.17	4.22	12.33
Personal Property Tax			167.47	0.17	0.42			22.45	0.04	0.12
General Farm Insurance			863.34	0.85	2.19			507.44	0.96	2.80
Utilities			715.70	0.71	1.81			507.78	0.96	2.81
Auto Expense			107.94	0.11	0.27			195.55	0.37	1.08
Livestock Futures			-	-	-			-	-	-
<b>TOTAL VARIABLE COSTS</b>			<b>\$57,646.10</b>	<b>\$56.97</b>	<b>\$146.09</b>			<b>\$34,772.34</b>	<b>\$65.83</b>	<b>\$192.11</b>
<b>RETURN ABOVE VARIABLE COSTS</b>			<b>\$7,342.85</b>	<b>\$7.26</b>	<b>\$18.61</b>			<b>\$21,516.28</b>	<b>\$40.74</b>	<b>\$118.87</b>
Depreciation			1,766.29	1.75	4.48			1,247.99	2.36	6.89
Real Estate Tax			447.76	0.44	1.13			435.66	0.82	2.41
Unpaid Operator Labor			4,524.89	4.47	11.47			495.00	0.94	2.73
Interest Charge *			7,407.48	7.32	18.77			3,879.64	7.35	21.43
<b>TOTAL FIXED COSTS</b>			<b>\$14,146.42</b>	<b>\$13.98</b>	<b>\$35.85</b>			<b>\$6,058.29</b>	<b>\$11.47</b>	<b>\$33.47</b>
<b>TOTAL EXPENSE</b>			<b>\$71,792.52</b>	<b>\$70.95</b>	<b>\$181.94</b>			<b>\$40,830.63</b>	<b>\$77.30</b>	<b>\$225.58</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>(\$6,803.57)</b>	<b>(\$6.72)</b>	<b>(\$17.24)</b>			<b>\$15,457.99</b>	<b>\$29.27</b>	<b>\$85.40</b>
<b>NET RETURN TO LABOR-MGT</b>			<b>\$277.63</b>	<b>\$0.27</b>	<b>\$0.70</b>			<b>\$17,764.04</b>	<b>\$33.63</b>	<b>\$98.14</b>
<b>Factors:</b>										
<b>Feed Costs</b>				<b>\$32.74</b>	<b>\$83.95</b>				<b>\$39.76</b>	<b>\$116.01</b>
<b>Nonfeed Costs</b>				<b>\$38.21</b>	<b>\$97.99</b>				<b>\$37.55</b>	<b>\$109.57</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.