

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2005
BEEF COWS, SELL CALVES: STATE AVERAGES

	2000-2004 Average	2005
Number of Farms	135	100
Number of Cows in Herd	118	126
Number of Calves Sold	98	110
Average Weight Calves Sold	577	587
Calf Selling Price / Cwt	\$94.12	\$116.41
Gross Income / Cow	\$502.56	\$650.42
Feed Cost / Cow	\$267.92	\$284.29
Nonfeed Cost / Cow	\$279.31	\$322.95
Pounds Beef Produced / Cow	577	579

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Pounds	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:									
Calves Sold	98	53,182.36			110	64,535	75,125.27		
Cows Sold	15	8,473.99			13	15,626	9,586.41		
Ending Inventory	168	91,845.60			181	172,064	119,337.47		
Gross Sales	281	\$153,501.95			304	252,225	\$204,049.15		
Cows Purchased	8	6,996.15			8	7,481	8,778.71		
Beginning Inventory	168	88,388.37			183	171,851	114,266.96		
Gross Purchases	176	\$95,384.52			191	179,332	\$123,045.67		
Net Sale Gain	105	\$58,117.43	\$85.56	\$493.36	113	72,893	\$81,003.48	\$111.13	\$642.88
Patronage Refunds		133.32					134.06		
Miscellaneous Income		942.48					815.16		
Livestock Futures		8.31					-		
OTHER INCOME		\$1,084.11	\$1.60	\$9.20			\$949.22	\$1.30	\$7.53
GROSS INCOME		\$59,201.54	\$87.15	\$502.56			\$81,952.70	\$112.43	\$650.42
EXPENSES:									
Labor Hired		1,589.60	\$2.34	\$13.49			1,839.68	\$2.52	\$14.60
General Machinery Repairs		3,135.41	4.62	26.62			4,238.50	5.81	33.64
Interest Paid		2,637.55	3.88	22.39			2,818.10	3.87	22.37
Feed Purchased		31,561.29	46.46	267.92			35,820.65	49.14	284.29
Machine Hire - Lease		283.09	0.42	2.40			473.15	0.65	3.76
Farm Org Fees / Travel / Publ		520.98	0.77	4.42			698.87	0.96	5.55
Vet Medicine / Drugs		1,765.39	2.60	14.99			1,890.40	2.59	15.00
Livestock Marketing / Breeding		1,282.55	1.89	10.89			1,272.49	1.75	10.10
Gas / Fuel / Oil		1,532.57	2.26	13.01			2,572.33	3.53	20.42
Personal Property Tax		169.39	0.25	1.44			203.77	0.28	1.62
General Farm Insurance		753.61	1.11	6.40			1,157.85	1.59	9.19
Utilities		1,002.95	1.48	8.51			1,264.49	1.73	10.04
Auto Expense		237.38	0.35	2.02			471.74	0.65	3.74
Livestock Futures		8.40	0.01	0.07			-	-	-
TOTAL VARIABLE COSTS		\$46,480.16	\$68.43	\$394.57			\$54,722.02	\$75.07	\$434.30
RETURN ABOVE VARIABLE COSTS		\$12,721.38	\$18.73	\$107.99			\$27,230.68	\$37.36	\$216.12
Depreciation		2,675.13	3.94	22.71			3,574.17	4.90	28.37
Real Estate Tax		542.63	0.80	4.61			679.31	0.93	5.39
Unpaid Operator Labor		7,057.38	10.39	59.91			7,291.81	10.00	57.87
Interest Charge *		7,708.52	11.35	65.44			10,245.55	14.06	81.31
TOTAL FIXED COSTS		\$17,983.67	\$26.48	\$152.66			\$21,790.84	\$29.89	\$172.94
TOTAL EXPENSE		\$64,463.83	\$94.90	\$547.23			\$76,512.86	\$104.97	\$607.24
NET RETURN TO MANAGEMENT		(\$5,262.29)	(\$7.75)	(\$44.67)			\$5,439.84	\$7.46	\$43.17
NET RETURN TO LABOR-MGT		\$3,384.69	\$4.98	\$28.73			\$14,571.33	\$19.99	\$115.65
Factors:									
Feed Costs			\$46.46	\$267.92				\$49.14	\$284.29
Nonfeed Costs			\$48.44	\$279.31				\$55.82	\$322.95

*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

2005 Beef Cow, Sell Calves 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	34	33	33		
Number of Cows in Herd	158	141	78	80	103%
Number of Calves Sold	144	116	69	75	109%
Average Weight of Calves Sold	585	591	582	3	1%
Sales Price / Cwt	\$116.82	\$117.61	\$113.48	\$3.34	3%
INCOME PER COW:					
Gross Income	\$688.79	\$656.68	\$559.29	\$129.50	23%
COSTS per Cow:					
Feed	\$246.62	\$282.42	\$366.41	(\$119.79)	-33%
Interest	\$88.27	\$103.36	\$136.47	(\$48.20)	-35%
Vet Medicine / Drugs	\$11.89	\$16.16	\$19.42	(\$7.53)	-39%
Livestock Marketing / Breeding	\$7.62	\$9.22	\$16.88	(\$9.26)	-55%
Depreciation	\$20.78	\$30.16	\$40.97	(\$20.19)	-49%
Machinery	\$40.27	\$65.32	\$80.85	(\$40.58)	-50%
Labor	\$60.83	\$76.24	\$89.98	(\$29.15)	-32%
Other	\$31.28	\$32.95	\$49.05	(\$17.77)	-36%
Total Cost	\$507.56	\$615.83	\$800.03	(\$292.47)	-37%
Net Return to Management / Cow	\$181.23	\$40.85	(\$240.74)	\$421.97	

