

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

	2000-2004 Average	2005
Number of Farms	117	116
Number of Cows in Herd	112	116
Number of Calves Sold	93	91
Average Weight Calves Sold	721	748
Calf Selling Price / Cwt	\$85.98	\$105.03
Gross Income / Cow	\$584.19	\$749.83
Feed Cost / Cow	\$322.85	\$335.08
Nonfeed Cost / Cow	\$323.99	\$372.83
Pounds Beef Produced / Cow	712	731

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	93	57,662.97			91	71,487.25		
Cows Sold	17	10,585.99			15	11,511.46		
Ending Inventory	206	119,589.56			221	153,829.81		
Gross Sales	317	\$187,838.52			327	\$236,828.52		
Cows Purchased	10	8,292.57			10	11,486.80		
Beginning Inventory	207	114,911.77			213	138,835.77		
Gross Purchases	217	\$123,204.35			223	\$150,322.57		
Net Sale Gain	100	\$64,634.17	\$80.78	\$575.04	104	\$86,505.95	\$101.98	\$745.74
Patronage Refunds		119.66				96.25		
Miscellaneous Income		894.70				378.05		
Livestock Futures		14.10				-		
OTHER INCOME		\$1,028.45	\$1.29	\$9.15		\$474.30	\$0.56	\$4.09
GROSS INCOME		\$65,662.62	\$82.06	\$584.19		\$86,980.25	\$102.54	\$749.83
EXPENSES:								
Labor Hired		1,495.10	\$1.87	\$13.30		1,961.99	\$2.31	\$16.91
General Machinery Repairs		3,469.24	4.34	30.87		4,110.87	4.85	35.44
Interest Paid		2,745.16	3.43	24.42		3,256.02	3.84	28.07
Feed Purchased		36,287.84	45.35	322.85		38,868.96	45.82	335.08
Machine Hire - Lease		310.53	0.39	2.76		368.76	0.43	3.18
Farm Org Fees / Travel / Publ		570.86	0.71	5.08		702.19	0.83	6.05
Vet Medicine / Drugs		2,331.77	2.91	20.75		2,615.52	3.08	22.55
Livestock Marketing / Breeding		1,669.29	2.09	14.85		1,766.47	2.08	15.23
Gas / Fuel / Oil		1,504.04	1.88	13.38		2,383.89	2.81	20.55
Personal Property Tax		119.13	0.15	1.06		164.79	0.19	1.42
General Farm Insurance		732.02	0.91	6.51		957.73	1.13	8.26
Utilities		1,115.90	1.39	9.93		1,421.00	1.68	12.25
Auto Expense		309.46	0.39	2.75		348.50	0.41	3.00
Livestock Futures		20.70	0.03	0.18		253.37	0.30	2.18
TOTAL VARIABLE COSTS		\$52,681.04	\$65.84	\$468.69		\$59,180.06	\$69.77	\$510.17
RETURN ABOVE VARIABLE COSTS		\$12,981.58	\$16.22	\$115.49		\$27,800.19	\$32.77	\$239.66
Depreciation		2,783.50	3.48	24.76		3,839.60	4.53	33.10
Real Estate Tax		448.33	0.56	3.99		734.11	0.87	6.33
Unpaid Operator Labor		6,681.75	8.35	59.45		6,128.01	7.22	52.83
Interest Charge *		10,109.23	12.63	89.94		12,235.42	14.42	105.48
TOTAL FIXED COSTS		\$20,022.80	\$25.02	\$178.14		\$22,937.14	\$27.04	\$197.73
TOTAL EXPENSE		\$72,703.84	\$90.86	\$646.83		\$82,117.20	\$96.81	\$707.91
NET RETURN TO MANAGEMENT		(\$7,041.22)	(\$8.80)	(\$62.64)		\$4,863.05	\$5.73	\$41.92
NET RETURN TO LABOR-MGT		\$1,135.63	\$1.42	\$10.10		\$12,953.05	\$15.27	\$111.66
Factors:								
Feed Costs			\$45.35	\$322.85			\$45.82	\$335.08
Nonfeed Costs			\$45.51	\$323.99			\$50.99	\$372.83

*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.