

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2005
BEEF GRAZING

	2000-2004 Average	2005
Number of Farms	6	9
Number of Head	372	509
Weight Produced / Head	255	395
Weight / Head Sold	839	847
Weight / Head Purchased	468	460
Sale Price / Cwt	\$80.52	\$105.16
Purchase Price / Cwt	\$98.61	\$134.92
Gross Income / Cwt	\$66.23	\$68.35
Feed Costs / Cwt	\$33.06	\$26.66
Nonfeed Costs / Cwt	\$38.89	\$36.53

	Head	Total Dollars	\$ / Cwt	\$ / Head	Head	Total Dollars	\$ / Cwt	\$ / Head
INCOME:								
Steers - Heifers Sold	287	193,823.44			501	446,025.66		
Ending Inventory	181	97,506.32			191	130,121.03		
Gross Sales	468	\$291,329.76			692	\$576,146.69		
Steers - Heifers Purchased	268	123,664.08			495	307,026.82		
Beginning Inventory	207	109,914.74			212	137,822.42		
Gross Purchases	475	\$233,578.81			707	\$444,849.24		
Net Sale Gain		\$57,750.95	\$61.02	\$155.33		\$131,297.45	\$65.35	\$257.95
Patronage Refunds		76.09				42.13		
Miscellaneous Income		2,899.41				-		
Livestock Futures		1,958.33				5,978.47		
OTHER INCOME		\$4,933.84	\$5.21	\$13.27		\$6,020.60	\$3.00	\$11.83
GROSS INCOME		\$62,684.79	\$66.23	\$168.60		\$137,318.05	\$68.35	\$269.78
EXPENSES:								
Labor Hired		2,877.81	\$3.04	\$7.74		5,879.16	\$2.93	\$11.55
General Machinery Repairs		3,824.16	4.04	10.29		6,537.93	3.25	12.84
Interest Paid		5,200.51	5.49	13.99		6,522.41	3.25	12.81
Feed Purchased		31,294.87	33.06	84.17		53,563.57	26.66	105.23
Machine Hire - Lease		1,418.07	1.50	3.81		309.94	0.15	0.61
Farm Org Fees / Travel / Publ		430.18	0.45	1.16		1,036.66	0.52	2.04
Vet Medicine / Drugs		3,985.81	4.21	10.72		9,704.36	4.83	19.07
Livestock Marketing / Breeding		3,069.52	3.24	8.26		4,056.08	2.02	7.97
Gas / Fuel / Oil		1,448.67	1.53	3.90		2,554.69	1.27	5.02
Personal Property Tax		150.62	0.16	0.41		457.58	0.23	0.90
General Farm Insurance		842.72	0.89	2.27		1,583.22	0.79	3.11
Utilities		679.38	0.72	1.83		1,707.49	0.85	3.35
Auto Expense		125.14	0.13	0.34		474.54	0.24	0.93
Livestock Futures		-	-	-		9,385.28	4.67	18.44
TOTAL VARIABLE COSTS		\$55,347.46	\$58.48	\$148.86		\$103,772.91	\$51.65	\$203.88
RETURN ABOVE VARIABLE COSTS		\$7,337.33	\$7.75	\$19.73		\$33,545.14	\$16.70	\$65.90
Depreciation		1,774.08	1.87	4.77		4,075.64	2.03	8.01
Real Estate Tax		510.11	0.54	1.37		356.58	0.18	0.70
Unpaid Operator Labor		3,571.93	3.77	9.61		2,288.69	1.14	4.50
Interest Charge *		6,902.06	7.29	18.56		16,465.78	8.20	32.35
TOTAL FIXED COSTS		\$12,758.17	\$13.48	\$34.31		\$23,186.69	\$11.54	\$45.55
TOTAL EXPENSE		\$68,105.63	\$71.96	\$183.18		\$126,959.60	\$63.19	\$249.43
NET RETURN TO MANAGEMENT		(\$5,420.85)	(\$5.73)	(\$14.58)		\$10,358.45	\$5.16	\$20.35
NET RETURN TO LABOR-MGT		\$1,028.89	\$1.09	\$2.77		\$18,526.30	\$9.22	\$36.40
Factors:								
Feed Costs			\$33.06	\$84.17			\$26.66	\$105.23
Nonfeed Costs			\$38.89	\$99.01			\$36.53	\$144.20

*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.