

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2005
DAIRY COWS: STATE AVERAGES

	2000-2004 Average	2005
Number of Farms	53	46
Number of Dairy Cows	106	110
Pounds of Milk / Cow	20,317	21,098
Milk Receipts / Cow	\$2,690.66	\$3,168.25
Gross Income / Cow	\$3,095.31	\$3,499.94
Feed Cost / Cow	\$1,465.42	\$1,460.50
Non Feed Costs / Cow	\$1,648.59	\$1,869.20
Gross Income / Cwt Milk	\$15.24	\$16.59
Milk Price / Cwt	\$13.24	\$15.02
Feed Costs / Cwt Milk	\$7.21	\$6.92
Non Feed Costs / Cwt Milk	\$8.11	\$8.86

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	29	9,252.64			30	10,016.22		
Cows Sold	31	20,413.24			28	20,588.74		
Ending Inventory	211	177,766.27			217	204,961.74		
Gross Sales	271	\$207,432.15			275	\$235,566.70		
Cows Purchased	5	6,105.49			3	4,138.36		
Beginning Inventory	213	175,587.55			217	197,932.50		
Gross Purchases	218	\$181,693.04			220	\$202,070.86		
Net Sale Gain		\$25,739.11	\$1.20	\$243.74		\$33,495.84	\$1.44	\$304.51
Milk Sales		284,134.12	13.24	2,690.66		348,507.32	15.02	3,168.25
Patronage Refunds		3,452.84	0.16	32.70		2,642.95	0.11	24.03
Miscellaneous Income		13,547.75	0.63	128.29		312.80	0.01	2.84
Livestock Futures		(8.97)	(0.00)	(0.08)		34.08	0.00	0.31
OTHER INCOME		\$301,125.74	\$14.04	\$2,851.57		\$351,497.15	\$15.15	\$3,195.43
GROSS INCOME		\$326,864.85	\$15.24	\$3,095.31		\$384,992.99	\$16.59	\$3,499.94
EXPENSES:								
Labor Hired		25,499.74	\$1.19	\$241.47		27,161.23	\$1.17	\$246.92
General Machinery Repairs		14,760.70	0.69	139.78		17,839.52	0.77	162.18
Interest Paid		8,132.32	0.38	77.01		8,706.88	0.38	79.15
Feed Purchased		154,748.35	7.21	1,465.42		160,654.72	6.92	1,460.50
Machine Hire - Lease		912.76	0.04	8.64		2,380.79	0.10	21.64
Farm Org Fees / Travel / Publ		2,220.09	0.10	21.02		2,584.15	0.11	23.49
Vet Medicine / Drugs		11,491.08	0.54	108.82		13,378.04	0.58	121.62
Dairy Expense		28,247.78	1.32	267.50		35,700.12	1.54	324.55
Livestock Marketing / Breeding		8,991.05	0.42	85.14		10,669.23	0.46	96.99
Gas / Fuel / Oil		3,472.58	0.16	32.88		6,484.55	0.28	58.95
Personal Property Tax		262.61	0.01	2.49		252.01	0.01	2.29
General Farm Insurance		3,101.43	0.14	29.37		3,298.85	0.14	29.99
Utilities		9,627.84	0.45	91.17		10,933.50	0.47	99.40
Auto Expense		323.96	0.02	3.07		465.74	0.02	4.23
Livestock Futures		8.67	0.00	0.08		-	-	-
TOTAL VARIABLE COSTS		\$271,800.96	\$12.67	\$2,573.87		\$300,509.33	\$12.95	\$2,731.90
RETURN ABOVE VARIABLE COSTS		\$55,063.89	\$2.57	\$521.44		\$84,483.66	\$3.64	\$768.03
Depreciation		11,950.90	0.56	113.17		15,245.83	0.66	138.60
Real Estate Tax		1,175.66	0.05	11.13		1,300.25	0.06	11.82
Unpaid Operator Labor		22,812.34	1.06	216.03		25,201.74	1.09	229.11
Interest Charge *		21,099.45	0.98	199.81		24,009.55	1.03	218.27
TOTAL FIXED COSTS		\$57,038.35	\$2.66	\$540.14		\$65,757.37	\$2.83	\$597.79
TOTAL EXPENSE		\$328,839.31	\$15.33	\$3,114.01		\$366,266.70	\$15.78	\$3,329.70
NET RETURN TO MANAGEMENT		(\$1,974.46)	(\$0.09)	(\$18.70)		\$18,726.29	\$0.81	\$170.24
NET RETURN TO LABOR-MGT		\$46,337.62	\$2.16	\$438.80		\$71,089.26	\$3.06	\$646.27
Factors:								
Feed Costs			\$7.21	\$1,465.42			\$6.92	\$1,460.50
Nonfeed Costs			\$8.11	\$1,648.59			\$8.86	\$1,869.20

*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.