

**KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2006**  
**BEEF COWS, SELL FEEDERS: STATE AVERAGES**

	2001-2005 Average					2006				
Number of Farms	110					100				
Number of Cows in Herd	112					129				
Number of Calves Sold	91					101				
Average Weight Calves Sold	731					715				
Calf Selling Price / Cwt	\$90.18					\$105.73				
Gross Income / Cow	\$624.20					\$610.58				
Feed Cost / Cow	\$330.12					\$333.99				
Nonfeed Cost / Cow	\$337.90					\$380.07				
Pounds Beef Produced / Cow	718					698				

  

	Head	Pounds	Total Dollars	\$/Cwt	\$/Cow	Head	Pounds	Total Dollars	\$/Cwt	\$/Cow
<b>INCOME:</b>										
Calves Sold	91	66,708	60,157.65			101	72,202	76,338.57		
Cows Sold	16	19,723	10,669.43			19	23,044	13,451.32		
Ending Inventory	208	189,742	127,082.48			242	221,260	153,318.74		
Gross Sales	316	276,173	\$197,909.57			362	316,506	\$243,108.63		
Cows Purchased	10	9,448	8,935.48			9	7,733	9,870.94		
Beginning Inventory	206	186,061	119,858.96			236	218,706	155,140.65		
Gross Purchases	216	195,509	\$128,794.45			245	226,439	\$165,011.59		
Net Sale Gain	100	80,664	\$69,115.12	\$85.68	\$614.90	117	90,067	\$78,097.04	\$86.71	\$605.40
Patronage Refunds			92.41					117.26		
Miscellaneous Income			935.29					550.11		
Livestock Futures			17.62					0.00		
OTHER INCOME			\$1,045.32	\$1.30	\$9.30			\$667.37	\$0.74	\$5.17
<b>GROSS INCOME</b>			<b>\$70,160.44</b>	<b>\$86.98</b>	<b>\$624.20</b>			<b>\$78,764.41</b>	<b>\$87.45</b>	<b>\$610.58</b>
<b>EXPENSES:</b>										
Labor Hired			1,600.67	\$1.98	\$14.24			2,249.61	\$2.50	\$17.44
General Machinery Repairs			3,625.20	4.49	32.25			4,684.55	5.20	36.31
Interest Paid			2,812.21	3.49	25.02			3,583.85	3.98	27.78
Feed Purchased			37,105.46	46.00	330.12			43,085.02	47.84	333.99
Machine Hire - Lease			336.27	0.42	2.99			248.82	0.28	1.93
Farm Org Fees / Travel / Publ			603.99	0.75	5.37			987.39	1.10	7.65
Vet Medicine / Drugs			2,357.87	2.92	20.98			2,739.20	3.04	21.23
Livestock Marketing / Breeding			1,576.28	1.95	14.02			2,465.58	2.74	19.11
Gas / Fuel / Oil			1,691.88	2.10	15.05			3,223.92	3.58	24.99
Personal Property Tax			129.08	0.16	1.15			305.23	0.34	2.37
General Farm Insurance			798.44	0.99	7.10			1,126.08	1.25	8.73
Utilities			1,196.07	1.48	10.64			1,552.50	1.72	12.03
Auto Expense			322.56	0.40	2.87			324.21	0.36	2.51
Livestock Futures			71.38	0.09	0.64			130.70	0.15	1.01
<b>TOTAL VARIABLE COSTS</b>			<b>\$54,227.36</b>	<b>\$67.23</b>	<b>\$482.45</b>			<b>\$66,706.66</b>	<b>\$74.06</b>	<b>\$517.11</b>
<b>RETURN ABOVE VARIABLE COSTS</b>			<b>\$15,933.09</b>	<b>\$19.75</b>	<b>\$141.75</b>			<b>\$12,057.75</b>	<b>\$13.39</b>	<b>\$93.47</b>
Depreciation			3,102.06	3.85	27.60			3,918.74	4.35	30.38
Real Estate Tax			547.30	0.68	4.87			709.38	0.79	5.50
Unpaid Operator Labor			6,581.63	8.16	58.56			7,376.39	8.19	57.18
Interest Charge *			10,627.13	13.17	94.55			13,402.53	14.88	103.90
<b>TOTAL FIXED COSTS</b>			<b>\$20,858.11</b>	<b>\$25.86</b>	<b>\$185.57</b>			<b>\$25,407.04</b>	<b>\$28.21</b>	<b>\$196.95</b>
<b>TOTAL EXPENSE</b>			<b>\$75,085.47</b>	<b>\$93.08</b>	<b>\$668.02</b>			<b>\$92,113.70</b>	<b>\$102.27</b>	<b>\$714.06</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>(\$4,925.03)</b>	<b>(\$6.11)</b>	<b>(\$43.82)</b>			<b>(\$13,349.29)</b>	<b>(\$14.82)</b>	<b>(\$103.48)</b>
<b>NET RETURN TO LABOR-MGT</b>			<b>\$3,257.28</b>	<b>\$4.04</b>	<b>\$28.98</b>			<b>(\$3,723.29)</b>	<b>(\$4.13)</b>	<b>(\$28.86)</b>
<b>Factors:</b>										
		<b>Feed Costs</b>		<b>\$46.00</b>	<b>\$330.12</b>				<b>\$47.84</b>	<b>\$333.99</b>
		<b>Nonfeed Costs</b>		<b>\$47.08</b>	<b>\$337.90</b>				<b>\$54.44</b>	<b>\$380.07</b>

\* Interest charge equals: ((8.0% times gross purchases) plus (8.0% times one-half the variable costs except cash interest paid) plus (4.0% times depreciation times 8)) minus cash interest paid.