KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2006
DAIRY COWS: STATE AVERAGES

	2001-2005 Average	2006
Number of Farms	51	40
Number of Dairy Cows	107	115
Pounds of Milk / Cow	20,367	21,821
Milk Receipts / Cow	$2,835.98	$2,875.61
Gross Income / Cow	$3,234.60	$3,302.08
Feed Cost / Cow	$1,478.23	$1,637.02
Non Feed Costs / Cow	$1,717.73	$1,933.45
Gross Income / Cwt Milk	$15.88	$15.13
Milk Price / Cwt	$13.92	$13.18
Feed Costs / Cwt Milk	$7.26	$7.50
Non Feed Costs / Cwt Milk	$8.43	$8.86

	2001-2005 Average					2006				
	Head	Pounds	Total Dollars	$/Cwt Milk	$/Cow	Head	Pounds	Total Dollars	$/Cwt Milk	$/Cow
INCOME:										
Calves Sold	28		9,273.73			29		9,622.60		
Cows Sold	30		21,124.88			34		24,302.21		
Ending Inventory	213		184,738.32			232		220,114.53		
Gross Sales	271		$215,136.93			295		$254,039.34		
Cows Purchased	5		6,109.69			6		11,639.49		
Beginning Inventory	213		180,980.08			225		207,047.50		
Gross Purchases	218		$187,089.77			231		$218,686.99		
Net Sale Gain			$28,047.15	$1.29	$262.61			$35,352.35	$1.41	$307.41
Milk Sales		2,175,191	302,882.61	13.92	2,835.98		2,509,415	330,695.13	13.18	2,875.61
Patronage Refunds			3,606.34	0.17	33.77			1,819.26	0.07	15.82
Miscellaneous Income			10,882.39	0.50	101.90			11,807.68	0.47	102.68
Livestock Futures			36.66	0.00	0.34			64.24	0.00	0.56
OTHER INCOME			$317,408.00	$14.59	$2,971.99			$344,386.31	$13.72	$2,994.66
GROSS INCOME			$345,455.16	$15.88	$3,234.60			$379,738.66	$15.13	$3,302.08
EXPENSES:										
Labor Hired			26,338.87	$1.21	$246.62			31,440.78	$1.25	$273.40
General Machinery Repairs			15,604.65	0.72	146.11			17,694.14	0.71	153.86
Interest Paid			8,057.23	0.37	75.44			11,888.80	0.47	103.38
Feed Purchased			157,874.62	7.26	1,478.23			188,257.81	7.50	1,637.02
Machine Hire - Lease			1,131.47	0.05	10.59			1,867.96	0.07	16.24
Farm Org Fees / Travel / Publ			2,372.59	0.11	22.22			2,536.09	0.10	22.05
Vet Medicine / Drugs			11,983.81	0.55	112.21			15,552.81	0.62	135.24
Dairy Expense			30,523.25	1.40	285.80			38,494.87	1.53	334.74
Livestock Marketing / Breeding			9,639.59	0.44	90.26			9,359.73	0.37	81.39
Gas / Fuel / Oil			4,141.78	0.19	38.78			7,373.10	0.29	64.11
Personal Property Tax			256.76	0.01	2.40			402.95	0.02	3.50
General Farm Insurance			3,229.38	0.15	30.24			4,707.67	0.19	40.94
Utilities			10,204.83	0.47	95.55			11,480.90	0.46	99.83
Auto Expense			361.64	0.02	3.39			491.71	0.02	4.28
Livestock Futures			47.48	0.00	0.44			2.41	0.00	0.02
TOTAL VARIABLE COSTS			$281,767.96	$12.95	$2,638.28			$341,551.73	$13.61	$2,970.02
RETURN ABOVE VARIABLE COSTS			$63,687.20	$2.93	$596.32			$38,186.93	$1.52	$332.06
Depreciation			12,832.45	0.59	120.15			17,856.86	0.71	155.28
Real Estate Tax			1,283.95	0.06	12.02			1,452.50	0.06	12.63
Unpaid Operator Labor			23,228.08	1.07	217.49			25,236.56	1.01	219.45
Interest Charge *			22,215.84	1.02	208.01			24,506.87	0.98	213.10
TOTAL FIXED COSTS			$59,560.33	$2.74	$557.68			$69,052.79	$2.75	$600.46
TOTAL EXPENSE			$341,328.29	$15.69	$3,195.96			$410,604.52	$16.36	$3,570.47
NET RETURN TO MANAGEMENT			$4,126.87	$0.19	$38.64			($30,865.86)	($1.23)	($268.40)
NET RETURN TO LABOR-MGT			$53,693.82	$2.47	$502.75			$25,811.48	$1.03	$224.45
Factors:										
Feed Costs				$7.26	$1,478.23				$7.50	$1,637.02
Nonfeed Costs				$8.43	$1,717.73				$8.86	$1,933.45

* 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.