

SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2007
CONTRACT TURKEY PRODUCTION

	2002-2006 Average					2007				
Number of Farms	15					13				
Average Number of Birds	65,237					68,762				
Ratio of Marketed / Placed	0.80					0.80				
Weight / Bird Sold	34.84					35.87				
Sale Price / Bird	\$2.21					\$2.30				
Gross Income / Bird	\$2.40					\$2.49				
Total Expense / Bird	\$1.84					\$2.09				

	Birds	Pounds	Total Dollars	\$/Cwt	\$/Bird	Birds	Pounds	Total Dollars	\$/Cwt	\$/Bird
INCOME:										
Turkeys Sold	65,237	2,273,029	144,148.29	\$6.34	\$2.21	68,762	2,466,548	158,449.08	\$6.42	\$2.30
Litter			12,131.18					12,664.25		
Patronage Refunds			454.09					438.75		
Miscellaneous Income			157.66					0.00		
OTHER INCOME			\$12,742.93	\$0.56	\$0.20			\$13,103.00	\$0.53	\$0.19
GROSS INCOME			\$156,891.22	\$6.90	\$2.40			\$171,552.08	\$6.96	\$2.49
EXPENSES:										
Labor Hired			14,712.42	\$0.65	\$0.23			21,874.47	\$0.89	\$0.32
General Machinery Repairs			9,707.15	0.43	0.15			13,706.05	0.56	0.20
Interest Paid			14,956.98	0.66	0.23			11,850.00	0.48	0.17
Machine Hire - Lease			391.88	0.02	0.01			187.01	0.01	0.00
Farm Org Fees / Travel / Publ			1,298.13	0.06	0.02			1,636.31	0.07	0.02
Vet Medicine / Drugs			17.55	0.00	0.00			0.00	0.00	0.00
Livestock Marketing / Breeding			1,403.07	0.06	0.02			653.55	0.03	0.01
Gas / Fuel / Oil			3,095.40	0.14	0.05			5,143.20	0.21	0.07
Personal Property Tax			322.58	0.01	0.00			203.12	0.01	0.00
General Farm Insurance			4,340.39	0.19	0.07			4,950.75	0.20	0.07
Telephone			1,241.17	0.05	0.02			1,055.99	0.04	0.02
Electricity			8,364.04	0.37	0.13			9,813.44	0.40	0.14
Water			2,834.56	0.12	0.04			3,720.46	0.15	0.05
Propane			16,189.82	0.71	0.25			20,873.14	0.85	0.30
Undivided Utilities			512.44	0.02	0.01			624.68	0.03	0.01
Auto Expense			639.10	0.03	0.01			518.50	0.02	0.01
TOTAL VARIABLE COSTS			\$80,026.68	\$3.52	\$1.23			\$96,810.67	\$3.92	\$1.41
RETURN ABOVE VARIABLE COSTS			\$76,864.55	\$3.38	\$1.18			\$74,741.41	\$3.03	\$1.09
Depreciation			22,277.06	0.98	0.34			15,177.20	0.62	0.22
Real Estate Tax			4,124.89	0.18	0.06			4,347.43	0.18	0.06
Unpaid Operator Labor			13,687.76	0.60	0.21			27,200.72	1.10	0.40
Interest Charge **			0.00	0.00	0.00			0.00	0.00	0.00
TOTAL FIXED COSTS			\$40,089.71	\$1.76	\$0.61			\$46,725.35	\$1.89	\$0.68
TOTAL EXPENSE			\$120,116.39	\$5.28	\$1.84			\$143,536.02	\$5.82	\$2.09
NET RETURN TO MANAGEMENT			\$36,774.83	\$1.62	\$0.56			\$28,016.06	\$1.14	\$0.41
NET RETURN TO LABOR-MGT			\$65,175.01	\$2.87	\$1.00			\$77,091.25	\$3.13	\$1.12
Factors:										
Nonfeed Costs				\$5.28	\$1.84				\$5.82	\$2.09

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