

**KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2007
BEEF COWS, SELL CALVES: STATE AVERAGES**

	2002-2006 Average	2007
Number of Farms	109	96
Number of Cows in Herd	121	117
Number of Calves Sold	103	96
Average Weight Calves Sold	583	587
Calf Selling Price / Cwt	\$103.61	\$110.53
Gross Income / Cow	\$556.36	\$540.52
Feed Cost / Cow	\$277.85	\$346.17
Nonfeed Cost / Cow	\$304.37	\$363.34
Pounds Beef Produced / Cow	579	551

	Head	Pounds	Total Dollars	\$/Cwt	\$/Cow	Head	Pounds	Total Dollars	\$/Cwt	\$/Cow
INCOME:										
Calves Sold	103	59,972	62,136.44			96	56,389	62,328.88		
Cows Sold	15	18,638	9,453.46			14	16,864	9,654.51		
Ending Inventory	171	161,232	103,964.25			182	169,340	117,433.09		
Gross Sales	289	239,842	\$175,554.16			292	242,593	\$189,416.48		
Cows Purchased	9	8,531	8,511.64			7	6,491	7,368.02		
Beginning Inventory	173	161,116	100,807.31			184	171,620	119,314.43		
Gross Purchases	182	169,646	\$109,318.95			191	178,111	\$126,682.45		
Net Sale Gain	108	70,196	\$66,235.20	\$94.36	\$546.50	101	64,482	\$62,734.03	\$97.29	\$536.19
Patronage Refunds			146.45					213.10		
Miscellaneous Income			1,039.22					293.37		
Livestock Futures			9.42					0.00		
OTHER INCOME			\$1,195.09	\$1.70	\$9.86			\$506.47	\$0.79	\$4.33
GROSS INCOME			\$67,430.30	\$96.06	\$556.36			\$63,240.50	\$98.07	\$540.52
EXPENSES:										
Labor Hired			1,872.90	\$2.67	\$15.45			1,336.30	\$2.07	\$11.42
General Machinery Repairs			3,603.91	5.13	29.74			3,404.46	5.28	29.10
Interest Paid			2,869.41	4.09	23.68			3,013.76	4.67	25.76
Feed Purchased			33,674.88	47.97	277.85			40,501.74	62.81	346.17
Machine Hire - Lease			285.21	0.41	2.35			244.63	0.38	2.09
Farm Org Fees / Travel / Publ			599.73	0.85	4.95			556.19	0.86	4.75
Vet Medicine / Drugs			1,827.30	2.60	15.08			1,771.75	2.75	15.14
Livestock Marketing / Breeding			1,349.95	1.92	11.14			1,078.60	1.67	9.22
Gas / Fuel / Oil			1,984.68	2.83	16.38			2,557.30	3.97	21.86
Personal Property Tax			192.65	0.27	1.59			213.17	0.33	1.82
General Farm Insurance			910.78	1.30	7.51			940.85	1.46	8.04
Utilities			1,169.82	1.67	9.65			1,398.32	2.17	11.95
Auto Expense			344.47	0.49	2.84			401.25	0.62	3.43
TOTAL VARIABLE COSTS			\$50,685.70	\$72.21	\$418.20			\$57,418.32	\$89.05	\$490.75
RETURN ABOVE VARIABLE COSTS			\$16,744.60	\$23.85	\$138.16			\$5,822.18	\$9.03	\$49.76
Depreciation			3,217.62	4.58	26.55			3,888.57	6.03	33.24
Real Estate Tax			685.55	0.98	5.66			501.13	0.78	4.28
Unpaid Operator Labor			7,092.50	10.10	58.52			10,663.36	16.54	91.14
Interest Charge *			8,883.68	12.66	73.30			10,541.36	16.35	90.10
TOTAL FIXED COSTS			\$19,879.34	\$28.32	\$164.02			\$25,594.42	\$39.69	\$218.76
TOTAL EXPENSE			\$70,565.03	\$100.53	\$582.22			\$83,012.74	\$128.74	\$709.51
NET RETURN TO MANAGEMENT			(\$3,134.74)	(\$4.47)	(\$25.86)			(\$19,772.24)	(\$30.66)	(\$168.99)
NET RETURN TO LABOR-MGT			\$5,830.66	\$8.31	\$48.11			(\$7,772.58)	(\$12.05)	(\$66.43)
Factors:										
				Feed Costs	\$47.97	\$277.85			\$62.81	\$346.17
				Nonfeed Costs	\$52.55	\$304.37			\$65.93	\$363.34

* 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.