

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

	2002-2006 Average					2007				
Number of Farms	107					92				
Number of Cows in Herd	116					111				
Number of Calves Sold	94					89				
Average Weight Calves Sold	734					740				
Calf Selling Price / Cwt	\$94.19					\$100.49				
Gross Income / Cow	\$639.76					\$634.50				
Feed Cost / Cow	\$333.65					\$430.05				
Nonfeed Cost / Cow	\$347.57					\$406.10				
Pounds Beef Produced / Cow	716					696				

  

	Head	Pounds	Total Dollars	\$/Cwt	\$/Cow	Head	Pounds	Total Dollars	\$/Cwt	\$/Cow
<b>INCOME:</b>										
Calves Sold	94	68,995	64,989.52			89	65,843	66,164.69		
Cows Sold	17	20,369	11,423.65			16	20,027	11,233.22		
Ending Inventory	216	197,174	134,508.48			212	197,884	146,576.87		
Gross Sales	327	286,539	\$210,921.65			317	283,754	\$223,974.78		
Cows Purchased	10	9,410	9,459.67			8	7,073	8,085.04		
Beginning Inventory	213	193,888	128,056.60			210	199,407	145,644.50		
Gross Purchases	223	203,299	\$137,516.27			218	206,480	\$153,729.54		
Net Sale Gain	104	83,240	\$73,405.37	\$88.19	\$631.72	99	77,274	\$70,245.24	\$90.90	\$632.84
Patronage Refunds			82.92					102.83		
Miscellaneous Income			932.51					147.81		
Livestock Futures			(81.12)					(65.97)		
OTHER INCOME			\$934.31	\$1.12	\$8.04			\$184.67	\$0.24	\$1.66
<b>GROSS INCOME</b>			<b>\$74,339.68</b>	<b>\$89.31</b>	<b>\$639.76</b>			<b>\$70,429.91</b>	<b>\$91.14</b>	<b>\$634.50</b>
<b>EXPENSES:</b>										
Labor Hired			1,786.37	\$2.15	\$15.37			863.51	\$1.12	\$7.78
General Machinery Repairs			3,833.09	4.60	32.99			4,086.01	5.29	36.81
Interest Paid			2,961.65	3.56	25.49			2,689.56	3.48	24.23
Feed Purchased			38,770.32	46.58	333.65			47,735.01	61.77	430.05
Machine Hire - Lease			308.13	0.37	2.65			272.16	0.35	2.45
Farm Org Fees / Travel / Publ			694.14	0.83	5.97			528.33	0.68	4.76
Vet Medicine / Drugs			2,443.28	2.94	21.03			2,589.21	3.35	23.33
Livestock Marketing / Breeding			1,776.13	2.13	15.29			1,792.76	2.32	16.15
Gas / Fuel / Oil			2,052.91	2.47	17.67			2,801.82	3.63	25.24
Personal Property Tax			154.09	0.19	1.33			217.68	0.28	1.96
General Farm Insurance			874.50	1.05	7.53			743.29	0.96	6.70
Utilities			1,241.57	1.49	10.68			1,166.26	1.51	10.51
Auto Expense			331.61	0.40	2.85			373.01	0.48	3.36
<b>TOTAL VARIABLE COSTS</b>			<b>\$57,227.80</b>	<b>\$68.75</b>	<b>\$492.49</b>			<b>\$65,858.61</b>	<b>\$85.23</b>	<b>\$593.32</b>
<b>RETURN ABOVE VARIABLE COSTS</b>			<b>\$17,111.88</b>	<b>\$20.56</b>	<b>\$147.26</b>			<b>\$4,571.30</b>	<b>\$5.92</b>	<b>\$41.18</b>
Depreciation			3,303.14	3.97	28.43			3,558.11	4.60	32.06
Real Estate Tax			625.14	0.75	5.38			688.58	0.89	6.20
Unpaid Operator Labor			6,665.58	8.01	57.36			9,432.75	12.21	84.98
Interest Charge *			11,336.33	13.62	97.56			13,274.20	17.18	119.59
<b>TOTAL FIXED COSTS</b>			<b>\$21,930.19</b>	<b>\$26.35</b>	<b>\$188.73</b>			<b>\$26,953.64</b>	<b>\$34.88</b>	<b>\$242.83</b>
<b>TOTAL EXPENSE</b>			<b>\$79,157.99</b>	<b>\$95.10</b>	<b>\$681.22</b>			<b>\$92,812.25</b>	<b>\$120.11</b>	<b>\$836.15</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>(\$4,818.31)</b>	<b>(\$5.79)</b>	<b>(\$41.47)</b>			<b>(\$22,382.34)</b>	<b>(\$28.96)</b>	<b>(\$201.64)</b>
<b>NET RETURN TO LABOR-MGT</b>			<b>\$3,633.64</b>	<b>\$4.37</b>	<b>\$31.27</b>			<b>(\$12,086.08)</b>	<b>(\$15.64)</b>	<b>(\$108.88)</b>
<b>Factors:</b>										
				<b>\$46.58</b>	<b>\$333.65</b>				<b>\$61.77</b>	<b>\$430.05</b>
				<b>\$48.52</b>	<b>\$347.57</b>				<b>\$58.33</b>	<b>\$406.10</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.