

**KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2007
DAIRY COWS: STATE AVERAGES**

	2002-2006 Average	2007
Number of Farms	47	40
Number of Dairy Cows	109	109
Pounds of Milk / Cow	20,861	21,077
Milk Receipts / Cow	\$2,858.18	\$3,945.77
Gross Income / Cow	\$3,293.97	\$4,205.14
Feed Cost / Cow	\$1,528.15	\$2,008.47
Non Feed Costs / Cow	\$1,793.27	\$2,131.51
Gross Income / Cwt Milk	\$15.79	\$19.95
Milk Price / Cwt	\$13.70	\$18.72
Feed Costs / Cwt Milk	\$7.33	\$9.53
Non Feed Costs / Cwt Milk	\$8.60	\$10.11

	Head	Pounds	Total Dollars	\$/Cwt Milk	\$/Cow	Head	Pounds	Total Dollars	\$/Cwt Milk	\$/Cow
INCOME:										
Calves Sold	29		9,753.83			29		9,106.25		
Cows Sold	31		22,712.27			27		19,162.85		
Ending Inventory	218		194,182.14			210		219,340.45		
Gross Sales	279		\$226,648.24			266		\$247,609.55		
Cows Purchased	5		7,190.33			4		6,432.27		
Beginning Inventory	217		188,156.64			215		217,259.28		
Gross Purchases	221		\$195,346.97			219		\$223,691.55		
Net Sale Gain			\$31,301.27	\$1.37	\$286.12			\$23,918.00	\$1.04	\$219.43
Milk Sales		2,282,199	312,684.59	13.70	2,858.18		2,297,393	430,088.87	18.72	3,945.77
Patronage Refunds			3,490.84	0.15	31.91			3,050.99	0.13	27.99
Miscellaneous Income			12,876.60	0.56	117.70			2,326.28	0.10	21.34
Livestock Futures			6.75	0.00	0.06			(1,023.37)	(0.04)	(9.39)
OTHER INCOME			\$329,058.79	\$14.42	\$3,007.85			\$434,442.77	\$18.91	\$3,985.71
GROSS INCOME			\$360,360.06	\$15.79	\$3,293.97			\$458,360.77	\$19.95	\$4,205.14
EXPENSES:										
Labor Hired			28,661.15	\$1.26	\$261.98			26,749.30	\$1.16	\$245.41
General Machinery Repairs			16,095.88	0.71	147.13			18,162.13	0.79	166.63
Interest Paid			8,812.63	0.39	80.55			13,054.71	0.57	119.77
Feed Purchased			167,179.07	7.33	1,528.15			218,923.33	9.53	2,008.47
Machine Hire - Lease			1,371.84	0.06	12.54			2,037.95	0.09	18.70
Farm Org Fees / Travel / Publ			2,465.74	0.11	22.54			2,078.57	0.09	19.07
Vet Medicine / Drugs			12,908.03	0.57	117.99			14,194.10	0.62	130.22
Dairy Expense			33,598.57	1.47	307.12			29,618.20	1.29	271.73
Livestock Marketing / Breeding			9,643.64	0.42	88.15			13,280.56	0.58	121.84
Gas / Fuel / Oil			4,942.86	0.22	45.18			7,787.15	0.34	71.44
Personal Property Tax			294.66	0.01	2.69			381.15	0.02	3.50
General Farm Insurance			3,584.75	0.16	32.77			3,423.24	0.15	31.41
Utilities			10,624.98	0.47	97.12			11,644.87	0.51	106.83
Auto Expense			384.29	0.02	3.51			568.95	0.02	5.22
TOTAL VARIABLE COSTS			\$300,568.08	\$13.17	\$2,747.42			\$361,904.21	\$15.75	\$3,320.22
RETURN ABOVE VARIABLE COSTS			\$59,791.98	\$2.62	\$546.54			\$96,456.56	\$4.20	\$884.92
Depreciation			14,400.55	0.63	131.63			18,118.43	0.79	166.22
Real Estate Tax			1,349.02	0.06	12.33			1,723.20	0.08	15.81
Unpaid Operator Labor			23,764.19	1.04	217.22			44,919.44	1.96	412.10
Interest Charge *			23,281.28	1.02	212.81			24,592.49	1.07	225.62
TOTAL FIXED COSTS			\$62,795.03	\$2.75	\$573.99			\$89,353.56	\$3.89	\$819.76
TOTAL EXPENSE			\$363,363.11	\$15.92	\$3,321.42			\$451,257.77	\$19.64	\$4,139.98
NET RETURN TO MANAGEMENT			(\$3,003.05)	(\$0.13)	(\$27.45)			\$7,103.00	\$0.31	\$65.17
NET RETURN TO LABOR-MGT			\$49,422.28	\$2.17	\$451.76			\$78,771.74	\$3.43	\$722.68
Factors:										
Feed Costs				\$7.33	\$1,528.15				\$9.53	\$2,008.47
Nonfeed Costs				\$8.60	\$1,793.27				\$10.11	\$2,131.51

* 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.