

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF COWS, SELL FEEDERS: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	145	115
Number of Cows in Herd	110	110
Number of Calves Sold	89	87
Average Weight Calves Sold	717	698
Calf Selling Price / Cwt	\$71.96	\$85.87
Gross Income / Cow	\$479.27	\$521.59
Feed Cost / Cow	\$314.66	\$316.01
Nonfeed Cost / Cow	\$289.21	\$331.95
Pounds Beef Produced / Cow	707	702

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	89	46,016.58			87	52,179.23		
Cows Sold	17	8,223.03			17	9,680.26		
Ending Inventory	208	103,476.29			203	116,188.76		
Gross Sales	314	\$157,715.90			307	\$178,048.25		
Cows Purchased	8	5,846.72			9	7,250.00		
Beginning Inventory	207	99,445.52			201	114,152.45		
Gross Purchases	216	\$105,292.24			210	\$121,402.45		
Net Sale Gain	98	\$52,423.66	\$67.27	\$475.71	97	\$56,645.80	\$73.39	\$514.96
Patronage Refunds		221.82				164.73		
Miscellaneous Income		167.73				563.98		
Livestock Futures		2.05				-		
OTHER INCOME		\$391.61	\$0.50	\$3.55		\$728.71	\$0.94	\$6.62
GROSS INCOME		\$52,815.26	\$67.78	\$479.27		\$57,374.51	\$74.33	\$521.59
EXPENSES:								
Labor Hired		\$1,173.92	\$1.51	\$10.65		\$1,321.10	\$1.71	\$12.01
General Machinery Repairs		3,098.68	3.98	28.12		3,645.08	4.72	33.14
Interest Paid		2,702.40	3.47	24.52		2,836.65	3.67	25.79
Feed Purchased		34,675.58	44.50	314.66		34,760.74	45.03	316.01
Machine Hire - Lease		310.64	0.40	2.82		389.50	0.50	3.54
Farm Org Fees / Travel / Publ		481.78	0.62	4.37		536.62	0.70	4.88
Vet Medicine / Drugs		2,088.55	2.68	18.95		2,312.15	3.00	21.02
Livestock Marketing / Breeding		1,818.43	2.33	16.50		1,466.30	1.90	13.33
Gas / Fuel / Oil		1,111.79	1.43	10.09		1,418.77	1.84	12.90
Personal Property Tax		108.24	0.14	0.98		180.18	0.23	1.64
General Farm Insurance		558.38	0.72	5.07		745.78	0.97	6.78
Utilities		994.51	1.28	9.02		1,324.99	1.72	12.05
Auto Expense		237.76	0.31	2.16		278.99	0.36	2.54
Livestock Futures		2.04	0.00	0.02		11.50	0.01	0.10
TOTAL VARIABLE COSTS		\$49,362.70	\$63.35	\$447.94		\$51,228.35	\$66.37	\$465.71
RETURN ABOVE VARIABLE COSTS		\$3,452.56	\$4.43	\$31.33		\$6,146.16	\$7.96	\$55.87
Depreciation		2,064.95	2.65	18.74		2,913.34	3.77	26.48
Real Estate Tax		331.04	0.42	3.00		320.15	0.41	2.91
Unpaid Operator Labor		6,434.47	8.26	58.39		6,956.67	9.01	63.24
Interest Charge *		8,352.88	10.72	75.80		9,856.49	12.77	89.60
TOTAL FIXED COSTS		\$17,183.34	\$22.05	\$155.93		\$20,046.65	\$25.97	\$182.24
TOTAL EXPENSE		\$66,546.04	\$85.40	\$603.87		\$71,275.00	\$92.34	\$647.95
NET RETURN TO MANAGEMENT		(\$13,730.78)	(\$17.62)	(\$124.60)		(\$13,900.49)	(\$18.01)	(\$126.37)
NET RETURN TO LABOR-MGT		(\$6,122.39)	(\$7.86)	(\$55.56)		(\$5,622.72)	(\$7.28)	(\$51.12)
Factors:								
Feed Costs			\$44.50	\$314.66			\$45.03	\$316.01
Nonfeed Costs			\$40.90	\$289.21			\$47.31	\$331.95

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