

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF FINISHING: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	7	5
Number of Head	513	323
Weight Produced / Head	416	446
Weight / Head Sold	1,183	1,229
Weight / Head Purchased	751	759
Sale Price / Cwt	\$66.09	\$73.04
Purchase Price / Cwt	\$71.88	\$81.52
Gross Income / Cwt	\$57.91	\$50.92
Feed Costs / Cwt	\$50.61	\$50.94
Nonfeed Costs / Cwt	\$16.31	\$17.67

	Head	Total Dollars	\$/ Cwt	\$/ Head	Head	Total Dollars	\$/ Cwt	\$/ Head
INCOME:								
Steers - Heifers Sold	485	378,836.04			358	321,405.00		
Ending Inventory	226	149,988.28			93	65,919.00		
Gross Sales	711	\$528,824.32			451	\$387,324.00		
Steers - Heifers Purchased	507	273,620.24			265	164,032.41		
Beginning Inventory	214	132,302.44			187	150,252.54		
Gross Purchases	721	\$405,922.68			452	\$314,284.95		
Net Sale Gain		\$122,901.64	\$57.62	\$239.76		\$73,039.05	\$50.67	\$226.13
Patronage Refunds		407.57				69.99		
Miscellaneous Income		199.07				68.83		
Livestock Futures		18.57				225.12		
OTHER INCOME		\$625.21	\$0.29	\$1.22		\$363.94	\$0.25	\$1.13
GROSS INCOME		\$123,526.85	\$57.91	\$240.98		\$73,402.99	\$50.92	\$227.25
EXPENSES:								
Labor Hired		\$1,150.82	\$0.54	\$2.25		\$284.22	\$0.20	\$0.88
General Machinery Repairs		1,835.97	0.86	3.58		597.35	0.41	1.85
Interest Paid		5,824.84	2.73	11.36		6,113.80	4.24	18.93
Feed Purchased		107,958.35	50.61	210.61		73,431.70	50.94	227.34
Machine Hire - Lease		804.71	0.38	1.57		301.97	0.21	0.93
Farm Org Fees / Travel / Publ		379.57	0.18	0.74		371.63	0.26	1.15
Vet Medicine / Drugs		1,434.18	0.67	2.80		1,052.57	0.73	3.26
Livestock Marketing / Breeding		1,058.72	0.50	2.07		569.31	0.39	1.76
Gas / Fuel / Oil		525.77	0.25	1.03		1,256.32	0.87	3.89
Personal Property Tax		57.26	0.03	0.11		24.33	0.02	0.08
General Farm Insurance		352.74	0.17	0.69		670.51	0.47	2.08
Utilities		404.99	0.19	0.79		440.42	0.31	1.36
Auto Expense		133.45	0.06	0.26		7.99	0.01	0.02
Livestock Futures		446.32	0.21	0.87		536.96	0.37	1.66
TOTAL VARIABLE COSTS		\$122,367.70	\$57.37	\$238.72		\$85,659.08	\$59.42	\$265.20
RETURN ABOVE VARIABLE COSTS		\$1,159.15	\$0.54	\$2.26		(\$12,256.09)	(\$8.50)	(\$37.94)
Depreciation		1,601.24	0.75	3.12		1,163.85	0.81	3.60
Real Estate Tax		55.42	0.03	0.11		197.02	0.14	0.61
Unpaid Operator Labor		2,946.45	1.38	5.75		1,624.50	1.13	5.03
Interest Charge *		15,774.37	7.40	30.77		10,256.39	7.12	31.75
TOTAL FIXED COSTS		\$20,377.50	\$9.55	\$39.75		\$13,241.76	\$9.19	\$41.00
TOTAL EXPENSE		\$142,745.20	\$66.92	\$278.47		\$98,900.84	\$68.61	\$306.19
NET RETURN TO MANAGEMENT		(\$19,218.35)	(\$9.01)	(\$37.49)		(\$25,497.85)	(\$17.69)	(\$78.94)
NET RETURN TO LABOR-MGT		(\$15,121.08)	(\$7.09)	(\$29.50)		(\$23,589.13)	(\$16.36)	(\$73.03)
Factors:								
Feed Costs			\$50.61	\$210.61			\$50.94	\$227.34
Nonfeed Costs			\$16.31	\$67.86			\$17.67	\$78.85

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