

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF GRAZE

	1996-2000 Average	2001
Number of Farms	9	7
Number of Head	259	252
Weight Produced / Head	295	283
Weight / Head Sold	795	778
Weight / Head Purchased	486	499
Sale Price / Cwt	\$72.35	\$86.88
Purchase Price / Cwt	\$83.36	\$101.58
Gross Income / Cwt	\$66.95	\$56.34
Feed Costs / Cwt	\$34.35	\$39.46
Nonfeed Costs / Cwt	\$33.16	\$39.68

	Head	Total Dollars	\$/ Cwt	\$/ Head	Head	Total Dollars	\$/ Cwt	\$/ Head
INCOME:								
Steers - Heifers Sold	256	147,226.46			256	173,061.78		
Ending Inventory	161	75,812.32			171	94,907.86		
Gross Sales	417	\$223,038.78			427	\$267,969.64		
Steers - Heifers Purchased	284	115,029.75			240	121,682.65		
Beginning Inventory	140	57,149.72			194	106,566.43		
Gross Purchases	424	\$172,179.47			434	\$228,249.08		
Net Sale Gain		\$50,859.31	\$66.70	\$196.67		\$39,720.56	\$55.63	\$157.62
Patronage Refunds		49.17				122.98		
Miscellaneous Income		127.10				383.60		
Livestock Futures		14.57				-		
OTHER INCOME		\$190.85	\$0.25	\$0.74		\$506.58	\$0.71	\$2.01
GROSS INCOME		\$51,050.16	\$66.95	\$197.41		\$40,227.14	\$56.34	\$159.63
EXPENSES:								
Labor Hired		\$649.44	\$0.85	\$2.51		\$420.58	\$0.59	\$1.67
General Machinery Repairs		2,026.40	2.66	7.84		1,370.13	1.92	5.44
Interest Paid		3,612.63	4.74	13.97		4,089.10	5.73	16.23
Feed Purchased		26,192.68	34.35	101.29		28,176.02	39.46	111.81
Machine Hire - Lease		1,106.82	1.45	4.28		2,415.76	3.38	9.59
Farm Org Fees / Travel / Publ		316.14	0.41	1.22		289.59	0.41	1.15
Vet Medicine / Drugs		3,240.84	4.25	12.53		3,590.91	5.03	14.25
Livestock Marketing / Breeding		939.64	1.23	3.63		787.58	1.10	3.13
Gas / Fuel / Oil		883.10	1.16	3.41		851.77	1.19	3.38
Personal Property Tax		102.65	0.13	0.40		91.23	0.13	0.36
General Farm Insurance		471.91	0.62	1.82		510.72	0.72	2.03
Utilities		506.38	0.66	1.96		445.49	0.62	1.77
Auto Expense		62.44	0.08	0.24		347.00	0.49	1.38
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$40,111.05	\$52.61	\$155.11		\$43,385.88	\$60.76	\$172.17
RETURN ABOVE VARIABLE COSTS		\$10,939.10	\$14.35	\$42.30		(\$3,158.74)	(\$4.42)	(\$12.53)
Depreciation		1,021.39	1.34	3.95		1,800.35	2.52	7.14
Real Estate Tax		120.45	0.16	0.47		175.11	0.25	0.69
Unpaid Operator Labor		5,041.86	6.61	19.50		3,799.29	5.32	15.08
Interest Charge *		5,181.01	6.80	20.03		7,352.41	10.30	29.18
TOTAL FIXED COSTS		\$11,364.72	\$14.91	\$43.95		\$13,127.16	\$18.38	\$52.09
TOTAL EXPENSE		\$51,475.77	\$67.51	\$199.06		\$56,513.04	\$79.14	\$224.26
NET RETURN TO MANAGEMENT		(\$425.61)	(\$0.56)	(\$1.65)		(\$16,285.90)	(\$22.81)	(\$64.63)
NET RETURN TO LABOR-MGT		\$5,265.69	\$6.91	\$20.36		(\$12,066.03)	(\$16.90)	(\$47.88)
Factors:								
Feed Costs			\$34.35	\$101.29			\$39.46	\$111.81
Nonfeed Costs			\$33.16	\$97.77			\$39.68	\$112.45

*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.