

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF COWS, SELL CALVES

	1996-2000 Average	2001
Number of Farms	47	34
Number of Cows in Herd	103	98
Number of Calves Sold	88	74
Average Weight Calves Sold	578	634
Calf Selling Price / Cwt	\$76.67	\$89.41
Gross Income / Cow	\$410.94	\$529.79
Feed Cost / Cow	\$269.40	\$324.59
Nonfeed Cost / Cow	\$277.85	\$315.26
Pounds Beef Produced / Cow	596	688

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	88	38,831.67			74	41,951.41		
Cows Sold	14	6,798.76			15	8,307.48		
Ending Inventory	168	80,611.03			185	97,371.51		
Gross Sales	269	\$126,241.46			274	\$147,630.40		
Cows Purchased	9	5,637.31			5	4,493.06		
Beginning Inventory	168	78,346.52			176	91,512.58		
Gross Purchases	177	\$83,983.83			181	\$96,005.64		
Net Sale Gain	92	\$42,257.63	\$68.60	\$408.68	93	\$51,624.76	\$76.54	\$526.78
Patronage Refunds		200.79				152.29		
Miscellaneous Income		31.80				42.30		
Livestock Futures		0.58				100.09		
OTHER INCOME		\$233.16	\$0.38	\$2.25		\$294.68	\$0.44	\$3.01
GROSS INCOME		\$42,490.79	\$68.98	\$410.94		\$51,919.44	\$76.97	\$529.79
EXPENSES:								
Labor Hired		\$1,065.61	\$1.73	\$10.31		\$1,252.26	\$1.86	\$12.78
General Machinery Repairs		2,725.63	4.42	26.36		3,047.17	4.52	31.09
Interest Paid		2,664.63	4.33	25.77		2,833.32	4.20	28.91
Feed Purchased		27,856.47	45.22	269.40		31,809.58	47.16	324.59
Machine Hire - Lease		532.13	0.86	5.15		189.26	0.28	1.93
Farm Org Fees / Travel / Publ		488.08	0.79	4.72		403.81	0.60	4.12
Vet Medicine / Drugs		1,678.57	2.73	16.23		2,288.94	3.39	23.36
Livestock Marketing / Breeding		1,213.93	1.97	11.74		891.59	1.32	9.10
Gas / Fuel / Oil		1,020.06	1.66	9.87		1,095.04	1.62	11.17
Personal Property Tax		117.29	0.19	1.13		195.34	0.29	1.99
General Farm Insurance		354.87	0.58	3.43		416.40	0.62	4.25
Utilities		1,110.79	1.80	10.74		1,098.10	1.63	11.21
Auto Expense		218.76	0.36	2.12		200.45	0.30	2.05
Livestock Futures		11.54	0.02	0.11		26.84	0.04	0.27
TOTAL VARIABLE COSTS		\$41,058.37	\$66.66	\$397.08		\$45,748.10	\$67.83	\$466.82
RETURN ABOVE VARIABLE COSTS		\$1,432.42	\$2.33	\$13.85		\$6,171.34	\$9.15	\$62.97
Depreciation		1,694.28	2.75	16.39		2,405.76	3.57	24.55
Real Estate Tax		298.11	0.48	2.88		142.02	0.21	1.45
Unpaid Operator Labor		7,238.63	11.75	70.01		6,962.43	10.32	71.05
Interest Charge *		6,296.99	10.22	60.90		7,446.90	11.04	75.99
TOTAL FIXED COSTS		\$15,528.00	\$25.21	\$150.17		\$16,957.11	\$25.14	\$173.03
TOTAL EXPENSE		\$56,586.37	\$91.87	\$547.26		\$62,705.21	\$92.97	\$639.85
NET RETURN TO MANAGEMENT		(\$14,095.58)	(\$22.88)	(\$136.32)		(\$10,785.77)	(\$15.99)	(\$110.06)
NET RETURN TO LABOR-MGT		(\$5,791.34)	(\$9.40)	(\$56.01)		(\$2,571.08)	(\$3.81)	(\$26.24)
Factors:								
Feed Costs			\$45.22	\$269.40			\$47.16	\$324.59
Nonfeed Costs			\$46.64	\$277.85			\$45.81	\$315.26

*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.