

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

	1996-2000 Average	2001
Number of Farms	66	39
Number of Cows in Herd	112	126
Number of Calves Sold	88	103
Average Weight Calves Sold	796	771
Calf Selling Price / Cwt	\$70.76	\$83.44
Gross Income / Cow	\$521.80	\$577.93
Feed Cost / Cow	\$368.91	\$389.15
Nonfeed Cost / Cow	\$320.11	\$362.71
Pounds Beef Produced / Cow	772	786

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	88	49,682.90			103	66,276.10		
Cows Sold	17	8,857.32			17	10,163.59		
Ending Inventory	218	112,196.89			250	149,361.05		
Gross Sales	323	\$170,737.10			370	\$225,800.74		
Cows Purchased	8	5,821.82			9	7,594.65		
Beginning Inventory	217	106,721.55			244	146,023.40		
Gross Purchases	225	\$112,543.37			253	\$153,618.05		
Net Sale Gain	99	\$58,193.74	\$67.18	\$518.66	117	\$72,182.69	\$72.89	\$572.88
Patronage Refunds		289.24				439.59		
Miscellaneous Income		59.45				197.11		
Livestock Futures		3.55				-		
OTHER INCOME		\$352.23	\$0.41	\$3.14		\$636.70	\$0.64	\$5.05
GROSS INCOME		\$58,545.97	\$67.58	\$521.80		\$72,819.39	\$73.54	\$577.93
EXPENSES:								
Labor Hired		\$1,602.69	\$1.85	\$14.28		\$1,665.69	\$1.68	\$13.22
General Machinery Repairs		3,610.38	4.17	32.18		4,849.27	4.90	38.49
Interest Paid		2,837.14	3.28	25.29		3,186.77	3.22	25.29
Feed Purchased		41,391.57	47.78	368.91		49,033.49	49.52	389.15
Machine Hire - Lease		409.45	0.47	3.65		359.49	0.36	2.85
Farm Org Fees / Travel / Publ		598.96	0.69	5.34		672.54	0.68	5.34
Vet Medicine / Drugs		2,528.04	2.92	22.53		3,159.23	3.19	25.07
Livestock Marketing / Breeding		1,975.90	2.28	17.61		2,065.71	2.09	16.39
Gas / Fuel / Oil		966.29	1.12	8.61		1,377.68	1.39	10.93
Personal Property Tax		123.99	0.14	1.11		295.74	0.30	2.35
General Farm Insurance		529.88	0.61	4.72		723.49	0.73	5.74
Utilities		1,164.75	1.34	10.38		1,546.80	1.56	12.28
Auto Expense		196.52	0.23	1.75		285.36	0.29	2.26
Livestock Futures		4.41	0.01	0.04		-	-	-
TOTAL VARIABLE COSTS		\$57,939.97	\$66.88	\$516.40		\$69,221.26	\$69.90	\$549.38
RETURN ABOVE VARIABLE COSTS		\$606.00	\$0.70	\$5.40		\$3,598.13	\$3.63	\$28.56
Depreciation		2,345.20	2.71	20.90		3,387.67	3.42	26.89
Real Estate Tax		255.47	0.29	2.28		97.04	0.10	0.77
Unpaid Operator Labor		7,553.07	8.72	67.32		9,073.85	9.16	72.01
Interest Charge *		9,214.25	10.64	82.12		12,955.58	13.08	102.82
TOTAL FIXED COSTS		\$19,367.98	\$22.36	\$172.62		\$25,514.14	\$25.77	\$202.49
TOTAL EXPENSE		\$77,307.95	\$89.24	\$689.02		\$94,735.40	\$95.67	\$751.87
NET RETURN TO MANAGEMENT		(\$18,761.98)	(\$21.66)	(\$167.22)		(\$21,916.01)	(\$22.13)	(\$173.94)
NET RETURN TO LABOR-MGT		(\$9,606.23)	(\$11.09)	(\$85.62)		(\$11,176.47)	(\$11.29)	(\$88.70)
Factors:								
Feed Costs			\$47.78	\$368.91			\$49.52	\$389.15
Nonfeed Costs			\$41.46	\$320.11			\$46.15	\$362.71

*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.