

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

	1996-2000 Average	2001
Number of Farms	63	37
Number of Cows in Herd	77	70
Number of Calves Sold	63	61
Average Weight Calves Sold	599	581
Calves Weaned per Cow	0.80	0.88
Calf Selling Price / Cwt	\$74.25	\$92.02
Gross Income / Cow	\$406.03	\$472.15
Feed Cost / Cow	\$268.66	\$306.29
Nonfeed Cost / Cow	\$249.73	\$303.20
Pounds Beef Produced / Cow	595	624

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	63	28,027.60			61	32,600.46		
Cows Sold	10	4,728.43			14	7,397.21		
Ending Inventory	136	68,142.91			121	67,552.38		
Gross Sales	209	\$100,898.94			196	\$107,550.05		
Cows Purchased	7	4,921.42			4	3,231.86		
Beginning Inventory	133	64,885.30			128	71,709.74		
Gross Purchases	140	\$69,806.73			132	\$74,941.60		
Net Sale Gain	69	\$31,092.21	\$67.72	\$402.75	64	\$32,608.45	\$74.67	\$465.84
Patronage Refunds		101.01				20.89		
Miscellaneous Income		130.63				421.30		
Livestock Futures		21.79				-		
OTHER INCOME		\$253.44	\$0.55	\$3.28		\$442.19	\$1.01	\$6.32
GROSS INCOME		\$31,345.64	\$68.27	\$406.03		\$33,050.64	\$75.68	\$472.15
EXPENSES:								
Labor Hired		\$528.79	\$1.15	\$6.85		\$342.68	\$0.78	\$4.90
General Machinery Repairs		1,743.53	3.80	22.58		1,993.75	4.57	28.48
Interest Paid		1,251.67	2.73	16.21		1,867.06	4.28	26.67
Feed Purchased		20,740.85	45.17	268.66		21,440.52	49.10	306.29
Machine Hire - Lease		79.53	0.17	1.03		162.57	0.37	2.32
Farm Org Fees / Travel / Publ		296.22	0.65	3.84		425.24	0.97	6.07
Vet Medicine / Drugs		1,247.02	2.72	16.15		945.65	2.17	13.51
Livestock Marketing / Breeding		659.44	1.44	8.54		649.38	1.49	9.28
Gas / Fuel / Oil		650.46	1.42	8.43		926.00	2.12	13.23
Personal Property Tax		82.61	0.18	1.07		110.13	0.25	1.57
General Farm Insurance		359.45	0.78	4.66		520.59	1.19	7.44
Utilities		509.44	1.11	6.60		906.87	2.08	12.96
Auto Expense		8.65	0.02	0.11		13.46	0.03	0.19
Livestock Futures		19.80	0.04	0.26		-	-	-
TOTAL VARIABLE COSTS		\$28,177.47	\$61.37	\$364.99		\$30,303.90	\$69.39	\$432.91
RETURN ABOVE VARIABLE COSTS		\$3,168.18	\$6.90	\$41.04		\$2,746.74	\$6.29	\$39.24
Depreciation		1,535.15	3.34	19.89		1,386.13	3.17	19.80
Real Estate Tax		223.29	0.49	2.89		484.38	1.11	6.92
Unpaid Operator Labor		4,135.55	9.01	53.57		4,706.42	10.78	67.23
Interest Charge *		5,948.44	12.96	77.05		5,783.99	13.24	82.63
TOTAL FIXED COSTS		\$11,842.43	\$25.79	\$153.40		\$12,360.92	\$28.30	\$176.58
TOTAL EXPENSE		\$40,019.90	\$87.16	\$518.39		\$42,664.82	\$97.70	\$609.50
NET RETURN TO MANAGEMENT		(\$8,674.25)	(\$18.89)	(\$112.36)		(\$9,614.18)	(\$22.02)	(\$137.35)
NET RETURN TO LABOR-MGT		(\$4,009.91)	(\$8.73)	(\$51.94)		(\$4,565.08)	(\$10.45)	(\$65.22)
Factors:								
Feed Costs			\$45.17	\$268.66			\$49.10	\$306.29
Nonfeed Costs			\$41.99	\$249.73			\$48.60	\$303.20

*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.