

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

	1996-2000 Average	2001
Number of Farms	35	26
Number of Cows in Herd	135	119
Number of Calves Sold	106	81
Average Weight Calves Sold	612	568
Calf Selling Price / Cwt	\$77.20	\$92.63
Gross Income / Cow	\$435.65	\$443.81
Feed Cost / Cow	\$232.30	\$343.18
Nonfeed Cost / Cow	\$253.65	\$274.21
Pounds Beef Produced / Cow	608	593

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
<b>INCOME:</b>								
Calves Sold	106	50,210.58			81	42,624.33		
Cows Sold	24	12,094.93			18	10,328.69		
Ending Inventory	225	122,474.69			205	120,062.63		
Gross Sales	355	\$184,780.21			304	\$173,015.65		
Cows Purchased	13	8,909.33			14	10,065.64		
Beginning Inventory	223	118,210.73			189	112,102.02		
Gross Purchases	236	\$127,120.06			203	\$122,167.66		
Net Sale Gain	119	\$57,660.15	\$70.30	\$427.75	101	\$50,847.99	\$72.04	\$427.29
Patronage Refunds		284.38				119.99		
Miscellaneous Income		780.92				1,846.00		
Livestock Futures		-				-		
OTHER INCOME		\$1,065.30	\$1.30	\$7.90		\$1,965.99	\$2.79	\$16.52
GROSS INCOME		\$58,725.45	\$71.60	\$435.65		\$52,813.98	\$74.82	\$443.81
<b>EXPENSES:</b>								
Labor Hired		\$1,031.18	\$1.26	\$7.65		\$1,313.26	\$1.86	\$11.04
General Machinery Repairs		3,118.14	3.80	23.13		2,705.51	3.83	22.74
Interest Paid		4,199.33	5.12	31.15		4,198.73	5.95	35.28
Feed Purchased		31,314.55	38.18	232.30		40,838.09	57.86	343.18
Machine Hire - Lease		411.46	0.50	3.05		688.35	0.98	5.78
Farm Org Fees / Travel / Publ		528.55	0.64	3.92		395.38	0.56	3.32
Vet Medicine / Drugs		2,622.81	3.20	19.46		2,067.09	2.93	17.37
Livestock Marketing / Breeding		3,284.61	4.00	24.37		1,540.99	2.18	12.95
Gas / Fuel / Oil		1,402.13	1.71	10.40		1,623.76	2.30	13.65
Personal Property Tax		92.59	0.11	0.69		130.41	0.18	1.10
General Farm Insurance		690.99	0.84	5.13		686.99	0.97	5.77
Utilities		1,036.20	1.26	7.69		1,226.24	1.74	10.30
Auto Expense		430.33	0.52	3.19		375.96	0.53	3.16
Livestock Futures		4.38	0.01	0.03		-	-	-
TOTAL VARIABLE COSTS		\$50,167.26	\$61.16	\$372.16		\$57,790.76	\$81.88	\$485.64
RETURN ABOVE VARIABLE COSTS		\$8,558.18	\$10.43	\$63.49		(\$4,976.78)	(\$7.05)	(\$41.82)
Depreciation		1,765.05	2.15	13.09		1,587.53	2.25	13.34
Real Estate Tax		455.23	0.56	3.38		223.70	0.32	1.88
Unpaid Operator Labor		4,550.88	5.55	33.76		5,473.27	7.75	45.99
Interest Charge *		8,568.31	10.45	63.56		8,394.32	11.89	70.54
TOTAL FIXED COSTS		\$15,339.47	\$18.70	\$113.79		\$15,678.82	\$22.21	\$131.75
TOTAL EXPENSE		\$65,506.74	\$79.87	\$485.96		\$73,469.58	\$104.09	\$617.39
NET RETURN TO MANAGEMENT		(\$6,781.29)	(\$8.27)	(\$50.31)		(\$20,655.60)	(\$29.26)	(\$173.58)
NET RETURN TO LABOR-MGT		(\$1,199.23)	(\$1.46)	(\$8.90)		(\$13,869.07)	(\$19.65)	(\$116.55)
<b>Factors:</b>								
Feed Costs			\$38.18	\$232.30			\$57.86	\$343.18
Nonfeed Costs			\$41.69	\$253.65			\$46.23	\$274.21

\*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.