

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

	1996-2000 Average	2001
Number of Farms	46	57
Number of Cows in Herd	144	137
Number of Calves Sold	119	116
Average Weight Calves Sold	538	539
Calves Weaned per Cow	0.88	0.90
Calf Selling Price / Cwt	\$76.71	\$91.75
Gross Income / Cow	\$387.15	\$435.62
Feed Cost / Cow	\$257.73	\$269.08
Nonfeed Cost / Cow	\$215.14	\$233.45
Pounds Beef Produced / Cow	549	531

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	119	49,312.21			116	57,324.72		
Cows Sold	23	7,250.97			16	7,768.73		
Ending Inventory	209	87,090.74			178	79,606.04		
Gross Sales	351	\$143,653.93			310	\$144,699.49		
Cows Purchased	7	4,432.41			3	2,699.49		
Beginning Inventory	206	83,659.41			184	82,543.83		
Gross Purchases	213	\$88,091.82			187	\$85,243.32		
Net Sale Gain	138	\$55,562.11	\$70.14	\$385.31	123	\$59,456.17	\$81.70	\$433.99
Patronage Refunds		126.84				135.72		
Miscellaneous Income		137.92				88.32		
Livestock Futures		-				-		
OTHER INCOME		\$264.77	\$0.33	\$1.84		\$224.04	\$0.31	\$1.64
GROSS INCOME		\$55,826.87	\$70.47	\$387.15		\$59,680.21	\$82.01	\$435.62
EXPENSES:								
Labor Hired		\$1,081.42	\$1.37	\$7.50		\$1,151.61	\$1.58	\$8.41
General Machinery Repairs		2,798.02	3.53	19.40		3,087.31	4.24	22.54
Interest Paid		2,496.29	3.15	17.31		2,071.81	2.85	15.12
Feed Purchased		37,164.04	46.91	257.73		36,864.56	50.66	269.08
Machine Hire - Lease		251.15	0.32	1.74		267.22	0.37	1.95
Farm Org Fees / Travel / Publ		452.49	0.57	3.14		517.96	0.71	3.78
Vet Medicine / Drugs		1,586.48	2.00	11.00		1,567.93	2.15	11.44
Livestock Marketing / Breeding		881.20	1.11	6.11		930.47	1.28	6.79
Gas / Fuel / Oil		1,467.55	1.85	10.18		1,847.06	2.54	13.48
Personal Property Tax		147.24	0.19	1.02		240.98	0.33	1.76
General Farm Insurance		627.80	0.79	4.35		816.61	1.12	5.96
Utilities		664.39	0.84	4.61		900.83	1.24	6.58
Auto Expense		163.25	0.21	1.13		200.62	0.28	1.46
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$49,781.32	\$62.84	\$345.22		\$50,464.97	\$69.34	\$368.36
RETURN ABOVE VARIABLE COSTS		\$6,045.55	\$7.63	\$41.92		\$9,215.24	\$12.66	\$67.26
Depreciation		2,147.31	2.71	14.89		2,976.78	4.09	21.73
Real Estate Tax		381.82	0.48	2.65		234.69	0.32	1.71
Unpaid Operator Labor		8,612.69	10.87	59.73		7,452.24	10.24	54.40
Interest Charge *		7,263.72	9.17	50.37		7,718.94	10.61	56.34
TOTAL FIXED COSTS		\$18,405.53	\$23.23	\$127.64		\$18,382.65	\$25.26	\$134.18
TOTAL EXPENSE		\$68,186.85	\$86.08	\$472.86		\$68,847.62	\$94.60	\$502.54
NET RETURN TO MANAGEMENT		(\$12,359.98)	(\$15.60)	(\$85.71)		(\$9,167.41)	(\$12.60)	(\$66.92)
NET RETURN TO LABOR-MGT		(\$2,665.87)	(\$3.37)	(\$18.49)		(\$563.56)	(\$0.77)	(\$4.11)
Factors:								
Feed Costs			\$46.91	\$257.73			\$50.66	\$269.08
Nonfeed Costs			\$39.16	\$215.14			\$43.95	\$233.45

*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.