

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

	1996-2000 Average	2001
Number of Farms	47	40
Number of Cows in Herd	98	102
Number of Calves Sold	80	81
Average Weight Calves Sold	700	670
Calves Weaned per Cow	0.92	0.90
Calf Selling Price / Cwt	\$70.84	\$92.52
Gross Income / Cow	\$462.44	\$507.83
Feed Cost / Cow	\$303.05	\$296.64
Nonfeed Cost / Cow	\$264.11	\$314.44
Pounds Beef Produced / Cow	677	625

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	80	39,794.57			81	50,217.45		
Cows Sold	14	5,945.95			16	9,270.53		
Ending Inventory	194	84,308.24			184	89,256.66		
Gross Sales	288	\$130,048.76			281	\$148,744.64		
Cows Purchased	5	3,415.97			5	4,072.25		
Beginning Inventory	196	81,550.90			194	93,202.40		
Gross Purchases	200	\$84,966.87			199	\$97,274.65		
Net Sale Gain	88	\$45,081.89	\$68.08	\$460.96	82	\$51,469.99	\$80.79	\$504.61
Patronage Refunds		88.72				20.11		
Miscellaneous Income		50.60				308.48		
Livestock Futures		5.12				-		
OTHER INCOME		\$144.44	\$0.22	\$1.48		\$328.59	\$0.52	\$3.22
GROSS INCOME		\$45,226.33	\$68.30	\$462.44		\$51,798.58	\$81.30	\$507.83
EXPENSES:								
Labor Hired		\$331.31	\$0.50	\$3.39		\$492.30	\$0.77	\$4.83
General Machinery Repairs		2,438.70	3.68	24.94		3,573.21	5.61	35.03
Interest Paid		1,603.76	2.42	16.40		2,060.79	3.23	20.20
Feed Purchased		29,638.18	44.76	303.05		30,257.32	47.49	296.64
Machine Hire - Lease		178.59	0.27	1.83		183.52	0.29	1.80
Farm Org Fees / Travel / Publ		344.76	0.52	3.53		498.39	0.78	4.89
Vet Medicine / Drugs		1,303.91	1.97	13.33		1,689.42	2.65	16.56
Livestock Marketing / Breeding		799.36	1.21	8.17		1,125.46	1.77	11.03
Gas / Fuel / Oil		1,096.66	1.66	11.21		1,447.12	2.27	14.19
Personal Property Tax		100.37	0.15	1.03		116.12	0.18	1.14
General Farm Insurance		521.89	0.79	5.34		640.65	1.01	6.28
Utilities		738.46	1.12	7.55		1,108.73	1.74	10.87
Auto Expense		213.95	0.32	2.19		363.31	0.57	3.56
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$39,309.89	\$59.36	\$401.94		\$43,556.34	\$68.37	\$427.02
RETURN ABOVE VARIABLE COSTS		\$5,916.43	\$8.93	\$60.50		\$8,242.24	\$12.94	\$80.81
Depreciation		1,861.91	2.81	19.04		2,851.71	4.48	27.96
Real Estate Tax		362.69	0.55	3.71		428.57	0.67	4.20
Unpaid Operator Labor		6,584.95	9.94	67.33		7,117.73	11.17	69.78
Interest Charge *		7,348.97	11.10	75.14		8,375.98	13.15	82.12
TOTAL FIXED COSTS		\$16,158.52	\$24.40	\$165.22		\$18,773.99	\$29.47	\$184.06
TOTAL EXPENSE		\$55,468.41	\$83.76	\$567.16		\$62,330.33	\$97.84	\$611.08
NET RETURN TO MANAGEMENT		(\$10,242.08)	(\$15.47)	(\$104.72)		(\$10,531.75)	(\$16.53)	(\$103.25)
NET RETURN TO LABOR-MGT		(\$3,325.82)	(\$5.02)	(\$34.01)		(\$2,921.72)	(\$4.59)	(\$28.64)
Factors:								
Feed Costs			\$44.76	\$303.05			\$47.49	\$296.64
Nonfeed Costs			\$39.01	\$264.11			\$50.34	\$314.44

*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.