

SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
DAIRY COWS, GRADE A

	1996-2000 Average	2001
Number of Farms	20	18
Number of Dairy Cows	104	88
Pounds of Milk / Cow	18,735	19,896
Milk Receipts / Cow	\$2,563.85	\$2,920.16
Gross Income / Cow	\$2,804.24	\$3,274.76
Feed Cost / Cow	\$1,446.28	\$1,461.63
Non Feed Costs / Cow	\$1,442.65	\$1,706.31
Gross Income / Cwt Milk	\$14.97	\$16.46
Milk Price / Cwt	\$13.68	\$14.68
Feed Costs / Cwt Milk	\$7.72	\$7.35
Non Feed Costs / Cwt Milk	\$7.70	\$8.58

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	37	7,662.74			30	10,875.07		
Cows Sold	32	16,333.76			27	19,816.49		
Ending Inventory	211	138,094.92			194	136,252.50		
Gross Sales	279	\$162,091.41			251	\$166,944.06		
Cows Purchased	6	4,582.75			4	4,170.35		
Beginning Inventory	217	139,388.03			201	134,948.89		
Gross Purchases	223	\$143,970.78			205	\$139,119.24		
Net Sale Gain		\$18,120.63	\$0.93	\$174.24		\$27,824.82	\$1.59	\$316.19
Milk Sales		266,639.96	13.68	2,563.85		256,973.93	14.68	2,920.16
Patronage Refunds		3,076.73	0.16	29.58		1,909.82	0.11	21.70
Miscellaneous Income		3,739.28	0.19	35.95		1,470.62	0.08	16.71
Livestock Futures		64.23	0.00	0.62		-	-	-
OTHER INCOME		\$273,520.20	\$14.04	\$2,630.00		\$260,354.37	\$14.87	\$2,958.57
GROSS INCOME		\$291,640.83	\$14.97	\$2,804.24		\$288,179.19	\$16.46	\$3,274.76
EXPENSES:								
Labor Hired		\$19,554.35	\$1.00	\$188.02		\$20,946.90	\$1.20	\$238.03
General Machinery Repairs		14,764.21	0.76	141.96		14,387.73	0.82	163.50
Interest Paid		7,769.25	0.40	74.70		4,978.21	0.28	56.57
Feed Purchased		150,413.57	7.72	1,446.28		128,623.02	7.35	1,461.63
Machine Hire - Lease		1,328.99	0.07	12.78		37.73	0.00	0.43
Farm Org Fees / Travel / Publ		1,566.56	0.08	15.06		1,979.51	0.11	22.49
Vet Medicine / Drugs		9,501.03	0.49	91.36		10,547.75	0.60	119.86
Dairy Expense		21,021.45	1.08	202.13		16,529.17	0.94	187.83
Livestock Marketing / Breeding		8,120.00	0.42	78.08		11,512.94	0.66	130.83
Gas / Fuel / Oil		2,682.58	0.14	25.79		3,739.25	0.21	42.49
Personal Property Tax		218.12	0.01	2.10		213.92	0.01	2.43
General Farm Insurance		2,363.72	0.12	22.73		2,381.47	0.14	27.06
Utilities		9,249.04	0.47	88.93		9,655.28	0.55	109.72
Auto Expense		403.62	0.02	3.88		411.90	0.02	4.68
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$248,956.50	\$12.78	\$2,393.81		\$225,944.78	\$12.91	\$2,567.55
RETURN ABOVE VARIABLE COSTS		\$42,684.33	\$2.19	\$410.43		\$62,234.41	\$3.55	\$707.21
Depreciation		9,931.17	0.51	95.49		9,488.89	0.54	107.83
Real Estate Tax		1,131.68	0.06	10.88		1,287.50	0.07	14.63
Unpaid Operator Labor		23,602.24	1.21	226.94		23,831.25	1.36	270.81
Interest Charge *		16,827.95	0.86	161.81		18,225.57	1.04	207.11
TOTAL FIXED COSTS		\$51,493.04	\$2.64	\$495.13		\$52,833.21	\$3.02	\$600.38
TOTAL EXPENSE		\$300,449.54	\$15.42	\$2,888.94		\$278,777.99	\$15.92	\$3,167.93
NET RETURN TO MANAGEMENT		(\$8,808.71)	(\$0.45)	(\$84.70)		\$9,401.20	\$0.54	\$106.83
NET RETURN TO LABOR-MGT		\$34,347.88	\$1.76	\$330.27		\$54,179.35	\$3.09	\$615.67
Factors:								
Feed Costs			\$7.72	\$1,446.28			\$7.35	\$1,461.63
Nonfeed Costs			\$7.70	\$1,442.65			\$8.58	\$1,706.31

*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.