

SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 4-YEAR AVERAGE & 2001
CONTRACT TURKEY PRODUCTION

	1997-2000 Average				2001			
Number of Farms				17				16
Average Number of Birds				69,269				70,208
Ratio of Marketed / Placed *				0.850				0.857
Weight / Bird Sold				32.74				32.79
Sale Price / Bird				\$2.14				\$2.16
Gross Income / Bird				\$2.36				\$2.33
Nonfeed Costs / Bird				\$1.80				\$1.61
	Birds	Total Dollars	\$ / Cwt	\$ / Bird	Birds	Total Dollars	\$ / Cwt	\$ / Bird
INCOME:								
Turkeys Sold	69,269	\$148,141.28	\$6.53	\$2.14	70,208	\$151,413.76	\$6.58	\$2.16
Litter		14,966.48				12,428.13		
Patronage Refunds		625.88				54.54		
Miscellaneous Income		40.53				-		
OTHER INCOME		\$15,632.89	\$0.69	\$0.23		\$12,482.67	\$0.54	\$0.18
GROSS INCOME		\$163,774.16	\$7.22	\$2.36		\$163,896.43	\$7.12	\$2.33
EXPENSES:								
Labor Hired		\$4,719.94	\$0.21	\$0.07		\$11,142.07	\$0.48	\$0.16
General Machinery Repairs		8,633.13	0.38	0.12		7,173.94	0.31	0.10
Interest Paid		27,036.03	1.19	0.39		16,461.15	0.72	0.23
Machine Hire - Lease		290.27	0.01	0.00		-	-	-
Farm Org Fees / Travel / Publ		1,707.76	0.08	0.02		1,357.55	0.06	0.02
Vet Medicine / Drugs		25.27	0.00	0.00		2.09	0.00	0.00
Livestock Marketing / Breeding		1,815.35	0.08	0.03		875.60	0.04	0.01
Gas / Fuel / Oil		1,807.09	0.08	0.03		2,667.19	0.12	0.04
Personal Property Tax		685.20	0.03	0.01		441.35	0.02	0.01
General Farm Insurance		4,012.05	0.18	0.06		4,253.15	0.18	0.06
Telephone		727.59	0.03	0.01		730.25	0.03	0.01
Electricity		5,833.71	0.26	0.08		6,668.83	0.29	0.09
Water		1,289.56	0.06	0.02		3,279.05	0.14	0.05
Propane		11,956.07	0.53	0.17		15,119.61	0.66	0.22
Undivided Utilities		373.59	0.02	0.01		-	-	-
Auto Expense		860.53	0.04	0.01		506.83	0.02	0.01
TOTAL VARIABLE COSTS		\$71,773.13	\$3.17	\$1.04		\$70,678.66	\$3.07	\$1.01
RETURN ABOVE VARIABLE COSTS		\$92,001.04	\$4.06	\$1.33		\$93,217.77	\$4.05	\$1.33
Depreciation		34,976.45	1.54	0.50		27,327.46	1.19	0.39
Real Estate Tax		2,921.24	0.13	0.04		3,811.87	0.17	0.05
Unpaid Operator Labor		15,031.21	0.66	0.22		10,978.13	0.48	0.16
Interest Charge **		-	-	-		-	-	-
TOTAL FIXED COSTS		\$52,928.90	\$2.33	\$0.76		\$42,117.46	\$1.83	\$0.60
TOTAL EXPENSE		\$124,702.02	\$5.50	\$1.80		\$112,796.12	\$4.90	\$1.61
NET RETURN TO MANAGEMENT		\$39,072.14	\$1.72	\$0.56		\$51,100.31	\$2.22	\$0.73
NET RETURN TO LABOR-MGT		\$58,823.29	\$2.59	\$0.85		\$73,220.51	\$3.18	\$1.04
Factors:								
Nonfeed Costs			\$5.50	\$1.80			\$4.90	\$1.61

* Ratio of Birds Marketed / Placed first reported in 2000.

**Interest charge equals: ((8.0% times one-fourth gross purchases) plus (8.0% times one-fourth the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.