

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
DAIRY COWS: STATE AVERAGES

	1997-2001 Average	2002
Number of Farms	63	53
Number of Dairy Cows	102	113
Pounds of Milk / Cow	19,747	20,345
Milk Receipts / Cow	\$2,679.92	\$2,482.06
Gross Income / Cow	\$2,940.63	\$2,957.65
Feed Cost / Cow	\$1,428.51	\$1,476.35
Non Feed Costs / Cow	\$1,480.72	\$1,664.47
Gross Income / Cwt Milk	\$14.89	\$14.54
Milk Price / Cwt	\$13.57	\$12.20
Feed Costs / Cwt Milk	\$7.23	\$7.26
Non Feed Costs / Cwt Milk	\$7.50	\$8.18

	Head	Total Dollars	\$/ Cwt Milk	\$/ Cow	Head	Total Dollars	\$/ Cwt Milk	\$/ Cow
INCOME:								
Calves Sold	30	7,652.24			29	9,109.34		
Cows Sold	31	16,430.23			27	14,817.01		
Ending Inventory	212	165,021.57			229	190,350.34		
Gross Sales	274	\$189,104.03			285	\$214,276.69		
Cows Purchased	7	6,619.88			5	7,017.87		
Beginning Inventory	214	162,612.15			220	186,945.60		
Gross Purchases	221	\$169,232.03			225	\$193,963.47		
Net Sale Gain		\$19,872.00	\$0.99	\$195.21		\$20,313.22	\$0.88	\$179.76
Milk Sales		272,816.36	13.57	2,679.92		280,472.32	12.20	2,482.06
Patronage Refunds		2,591.11	0.13	25.45		8,827.38	0.38	78.12
Miscellaneous Income		4,068.29	0.20	39.96		24,470.09	1.06	216.55
Livestock Futures		8.81	0.00	0.09		131.94	0.01	1.17
OTHER INCOME		\$279,484.57	\$13.90	\$2,745.43		\$313,901.73	\$13.65	\$2,777.89
GROSS INCOME		\$299,356.57	\$14.89	\$2,940.63		\$334,214.95	\$14.54	\$2,957.65
EXPENSES:								
Labor Hired		\$20,020.53	\$1.00	\$196.67		\$28,659.71	\$1.25	\$253.63
General Machinery Repairs		14,702.52	0.73	144.43		15,169.88	0.66	134.25
Interest Paid		8,537.73	0.42	83.87		8,976.84	0.39	79.44
Feed Purchased		145,421.97	7.23	1,428.51		166,827.03	7.26	1,476.35
Machine Hire - Lease		1,405.53	0.07	13.81		693.58	0.03	6.14
Farm Org Fees / Travel / Publ		1,780.50	0.09	17.49		2,718.09	0.12	24.05
Vet Medicine / Drugs		9,719.21	0.48	95.47		12,995.63	0.57	115.01
Dairy Expense		21,355.35	1.06	209.78		31,673.32	1.38	280.29
Livestock Marketing / Breeding		8,198.07	0.41	80.53		9,237.25	0.40	81.75
Gas / Fuel / Oil		2,767.15	0.14	27.18		3,159.61	0.14	27.96
Personal Property Tax		242.01	0.01	2.38		332.69	0.01	2.94
General Farm Insurance		2,534.04	0.13	24.89		3,370.95	0.15	29.83
Utilities		7,966.56	0.40	78.26		10,907.09	0.47	96.52
Auto Expense		313.64	0.02	3.08		300.19	0.01	2.66
Livestock Futures		20.09	0.00	0.20		-	-	-
TOTAL VARIABLE COSTS		\$244,984.91	\$12.19	\$2,406.53		\$295,021.86	\$12.83	\$2,610.81
RETURN ABOVE VARIABLE COSTS		\$54,371.66	\$2.70	\$534.10		\$39,193.09	\$1.70	\$346.84
Depreciation		9,559.33	0.48	93.90		11,713.23	0.51	103.66
Real Estate Tax		854.93	0.04	8.40		1,169.08	0.05	10.35
Unpaid Operator Labor		22,900.99	1.14	224.96		24,918.79	1.08	220.52
Interest Charge *		17,859.22	0.89	175.43		22,089.35	0.96	195.48
TOTAL FIXED COSTS		\$51,174.47	\$2.55	\$502.70		\$59,890.45	\$2.61	\$530.00
TOTAL EXPENSE		\$296,159.38	\$14.73	\$2,909.23		\$354,912.31	\$15.44	\$3,140.82
NET RETURN TO MANAGEMENT		\$3,197.18	\$0.16	\$31.41		(\$20,697.36)	(\$0.90)	(\$183.16)
NET RETURN TO LABOR-MGT		\$46,118.70	\$2.29	\$453.03		\$32,881.14	\$1.43	\$290.98
Factors:								
Feed Costs			\$7.23	\$1,428.51			\$7.26	\$1,476.35
Nonfeed Costs			\$7.50	\$1,480.72			\$8.18	\$1,664.47

*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.