

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
DAIRY COWS, GRADE A

	1997-2001 Average	2002
Number of Farms	16	11
Number of Dairy Cows	96	116
Pounds of Milk / Cow	18,785	19,069
Milk Receipts / Cow	\$2,534.32	\$2,300.74
Gross Income / Cow	\$2,809.86	\$2,788.38
Feed Cost / Cow	\$1,356.64	\$1,312.04
Non Feed Costs / Cow	\$1,336.90	\$1,432.65
Gross Income / Cwt Milk	\$14.96	\$14.62
Milk Price / Cwt	\$13.49	\$12.07
Feed Costs / Cwt Milk	\$7.22	\$6.88
Non Feed Costs / Cwt Milk	\$7.12	\$7.51

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	26	7,912.84			22	7,796.18		
Cows Sold	23	11,732.04			24	13,709.44		
Ending Inventory	183	142,195.41			226	186,124.55		
Gross Sales	231	\$161,840.29			272	\$207,630.17		
Cows Purchased	5	5,713.17			4	5,885.45		
Beginning Inventory	180	136,105.88			214	174,989.09		
Gross Purchases	186	\$141,819.05			218	\$180,874.54		
Net Sale Gain	46	\$20,021.24	\$1.11	\$208.12	54	\$26,755.63	\$1.21	\$230.65
Milk Sales		243,801.47	13.49	2,534.32		266,885.67	12.07	2,300.74
Patronage Refunds		2,071.39	0.11	21.53		5,343.01	0.24	46.06
Miscellaneous Income		4,321.42	0.24	44.92		24,467.38	1.11	210.93
Livestock Futures		93.40	0.01	0.97		-	-	-
OTHER INCOME		\$250,287.68	\$13.85	\$2,601.74		\$296,696.06	\$13.41	\$2,557.72
GROSS INCOME		\$270,308.92	\$14.96	\$2,809.86		\$323,451.69	\$14.62	\$2,788.38
EXPENSES:								
Labor Hired		\$12,441.15	\$0.69	\$129.33		\$19,945.45	\$0.90	\$171.94
General Machinery Repairs		9,608.30	0.53	99.88		11,008.28	0.50	94.90
Interest Paid		7,812.24	0.43	81.21		7,673.39	0.35	66.15
Feed Purchased		130,508.42	7.22	1,356.64		152,196.13	6.88	1,312.04
Machine Hire - Lease		1,737.01	0.10	18.06		1,666.55	0.08	14.37
Farm Org Fees / Travel / Publ		1,265.33	0.07	13.15		1,598.17	0.07	13.78
Vet Medicine / Drugs		9,194.44	0.51	95.58		12,444.89	0.56	107.28
Dairy Expense		27,143.68	1.50	282.16		38,956.31	1.76	335.83
Livestock Marketing / Breeding		4,539.75	0.25	47.19		5,156.66	0.23	44.45
Gas / Fuel / Oil		2,143.33	0.12	22.28		1,878.94	0.08	16.20
Personal Property Tax		179.54	0.01	1.87		304.91	0.01	2.63
General Farm Insurance		1,660.75	0.09	17.26		2,076.11	0.09	17.90
Utilities		6,282.36	0.35	65.31		8,150.98	0.37	70.27
Auto Expense		357.23	0.02	3.71		324.42	0.01	2.80
Livestock Futures		87.14	0.00	0.91		-	-	-
TOTAL VARIABLE COSTS		\$214,960.66	\$11.90	\$2,234.52		\$263,381.19	\$11.91	\$2,270.53
RETURN ABOVE VARIABLE COSTS		\$55,348.26	\$3.06	\$575.35		\$60,070.50	\$2.72	\$517.85
Depreciation		10,141.53	0.56	105.42		13,424.91	0.61	115.73
Real Estate Tax		300.70	0.02	3.13		-	-	-
Unpaid Operator Labor		18,338.12	1.01	190.62		19,949.09	0.90	171.97
Interest Charge *		15,377.00	0.85	159.84		21,627.79	0.98	186.45
TOTAL FIXED COSTS		\$44,157.35	\$2.44	\$459.02		\$55,001.79	\$2.49	\$474.15
TOTAL EXPENSE		\$259,118.01	\$14.34	\$2,693.53		\$318,382.98	\$14.39	\$2,744.68
NET RETURN TO MANAGEMENT		\$11,190.91	\$0.62	\$116.33		\$5,068.71	\$0.23	\$43.70
NET RETURN TO LABOR-MGT		\$41,970.17	\$2.32	\$436.28		\$44,963.25	\$2.03	\$387.61
Factors:								
Feed Costs			\$7.22	\$1,356.64			\$6.88	\$1,312.04
Nonfeed Costs			\$7.12	\$1,336.90			\$7.51	\$1,432.65

*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.