

NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2001 & 2002
BEEF COWS, SELL FEEDERS

	2001	2002
Number of Farms	21	23
Number of Cows in Herd	87	104
Number of Calves Sold	66	81
Average Weight Calves Sold	752	857
Calves Weaned per Cow	0.93	0.92
Calf Selling Price / Cwt	\$84.69	\$72.05
Gross Income / Cow	\$515.99	\$568.95
Feed Cost / Cow	\$219.57	\$338.86
Nonfeed Cost / Cow	\$309.33	\$379.39
Pounds Beef Produced / Cow	716	834

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	66	42,031.10			81	50,011.41		
Cows Sold	17	9,608.40			16	9,175.28		
Ending Inventory	177	101,256.02			214	125,399.09		
Gross Sales	260	\$152,895.52			311	\$184,585.78		
Cows Purchased	12	8,998.70			17	11,753.84		
Beginning Inventory	172	99,418.35			201	116,040.43		
Gross Purchases	184	\$108,417.05			218	\$127,794.27		
Net Sale Gain	76	\$44,478.47	\$71.38	\$511.25	93	\$56,791.51	\$65.48	\$546.07
Patronage Refunds		7.34				12.78		
Miscellaneous Income		405.53				2,366.11		
Livestock Futures		-				-		
OTHER INCOME		\$412.87	\$0.66	\$4.75		\$2,378.89	\$2.74	\$22.87
GROSS INCOME		\$44,891.34	\$72.04	\$515.99		\$59,170.40	\$68.22	\$568.95
EXPENSES:								
Labor Hired		\$902.56	\$1.45	\$8.68		\$544.30	\$0.63	\$5.23
General Machinery Repairs		2,559.67	4.11	24.61		2,683.09	3.09	25.80
Interest Paid		2,818.99	4.52	27.11		2,099.57	2.42	20.19
Feed Purchased		22,835.29	36.65	219.57		35,241.16	40.63	338.86
Machine Hire - Lease		724.06	1.16	6.96		188.15	0.22	1.81
Farm Org Fees / Travel / Publ		513.74	0.82	4.94		666.73	0.77	6.41
Vet Medicine / Drugs		2,225.94	3.57	21.40		2,530.43	2.92	24.33
Livestock Marketing / Breeding		1,072.98	1.72	10.32		1,394.60	1.61	13.41
Gas / Fuel / Oil		1,134.04	1.82	10.90		1,631.43	1.88	15.69
Personal Property Tax		176.92	0.28	1.70		162.52	0.19	1.56
General Farm Insurance		878.75	1.41	8.45		900.70	1.04	8.66
Utilities		1,177.42	1.89	11.32		1,060.98	1.22	10.20
Auto Expense		12.76	0.02	0.12		13.14	0.02	0.13
Livestock Futures		62.99	0.10	0.61		-	-	-
TOTAL VARIABLE COSTS		\$37,096.11	\$59.53	\$356.69		\$49,116.80	\$56.63	\$472.28
RETURN ABOVE VARIABLE COSTS		\$7,795.23	\$12.51	\$159.30		\$10,053.60	\$11.59	\$96.67
Depreciation		3,163.67	5.08	30.42		3,811.72	4.39	36.65
Real Estate Tax		449.08	0.72	4.32		944.59	1.09	9.08
Unpaid Operator Labor		5,948.57	9.55	57.20		9,516.13	10.97	91.50
Interest Charge *		8,348.07	13.40	80.27		11,308.39	13.04	108.73
TOTAL FIXED COSTS		\$17,909.39	\$28.74	\$172.21		\$25,580.83	\$29.50	\$245.97
TOTAL EXPENSE		\$55,005.50	\$88.27	\$528.90		\$74,697.63	\$86.13	\$718.25
NET RETURN TO MANAGEMENT		(\$10,114.16)	(\$16.23)	(\$12.91)		(\$15,527.23)	(\$17.90)	(\$149.30)
NET RETURN TO LABOR-MGT		(\$3,263.03)	(\$5.24)	\$52.97		(\$5,466.80)	(\$6.30)	(\$52.57)
Factors:								
Feed Costs			\$36.65	\$219.57			\$40.63	\$338.86
Nonfeed Costs			\$51.63	\$309.33			\$45.49	\$379.39

*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.