

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

	1997-2001 Average	2002
Number of Farms	21	14
Number of Dairy Cows	108	133
Pounds of Milk / Cow	19,787	19,947
Milk Receipts / Cow	\$2,710.31	\$2,395.36
Gross Income / Cow	\$2,962.40	\$2,741.31
Feed Cost / Cow	\$1,430.60	\$1,413.50
Non Feed Costs / Cow	\$1,476.60	\$1,535.93
Gross Income / Cwt Milk	\$14.97	\$13.74
Milk Price / Cwt	\$13.70	\$12.01
Feed Costs / Cwt Milk	\$7.23	\$7.09
Non Feed Costs / Cwt Milk	\$7.46	\$7.70

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
<b>INCOME:</b>								
Calves Sold	33	7,631.39			32	5,821.70		
Cows Sold	40	19,658.09			41	20,832.21		
Ending Inventory	240	194,147.59			251	210,004.29		
Gross Sales	314	\$221,437.07			324	\$236,658.20		
Cows Purchased	11	9,847.95			9	13,743.36		
Beginning Inventory	241	190,661.26			251	212,135.71		
Gross Purchases	253	\$200,509.22			260	\$225,879.07		
Net Sale Gain		\$20,927.86	\$0.98	\$193.78		\$10,779.13	\$0.41	\$81.05
Milk Sales		292,713.10	\$13.70	\$2,710.31		318,583.29	\$12.01	\$2,395.36
Patronage Refunds		2,308.59	\$0.11	\$21.38		11,997.37	\$0.45	\$90.21
Miscellaneous Income		3,990.19	\$0.19	\$36.95		23,234.09	\$0.88	\$174.69
Livestock Futures		-	\$0.00	\$0.00		-	\$0.00	\$0.00
OTHER INCOME		\$299,011.88	\$13.99	\$2,768.63		\$353,814.75	\$13.34	\$2,660.26
<b>GROSS INCOME</b>		<b>\$319,939.74</b>	<b>\$14.97</b>	<b>\$2,962.40</b>		<b>\$364,593.88</b>	<b>\$13.74</b>	<b>\$2,741.31</b>
<b>EXPENSES:</b>								
Labor Hired		\$22,697.61	\$1.06	\$210.16		\$30,951.81	\$1.17	\$232.72
General Machinery Repairs		17,713.44	0.83	164.01		17,719.81	0.67	133.23
Interest Paid		10,088.65	0.47	93.41		13,275.48	0.50	99.82
Feed Purchased		154,504.52	7.23	1,430.60		187,995.48	7.09	1,413.50
Machine Hire - Lease		1,064.15	0.05	9.85		862.52	0.03	6.49
Farm Org Fees / Travel / Publ		1,972.61	0.09	18.26		3,610.33	0.14	27.15
Vet Medicine / Drugs		8,173.23	0.38	75.68		11,369.44	0.43	85.48
Dairy Expense		16,055.66	0.75	148.66		34,874.68	1.31	262.22
Livestock Marketing / Breeding		10,413.15	0.49	96.42		6,661.25	0.25	50.08
Gas / Fuel / Oil		3,748.91	0.18	34.71		4,913.78	0.19	36.95
Personal Property Tax		306.76	0.01	2.84		278.92	0.01	2.10
General Farm Insurance		3,479.00	0.16	32.21		4,959.66	0.19	37.29
Utilities		8,658.22	0.41	80.17		12,542.60	0.47	94.31
Auto Expense		21.83	0.00	0.20		-	-	-
Livestock Futures		28.97	0.00	0.27		-	-	-
<b>TOTAL VARIABLE COSTS</b>		<b>\$258,926.72</b>	<b>\$12.12</b>	<b>\$2,397.47</b>		<b>\$330,015.76</b>	<b>\$12.44</b>	<b>\$2,481.32</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$61,013.01</b>	<b>\$2.86</b>	<b>\$564.94</b>		<b>\$34,578.12</b>	<b>\$1.30</b>	<b>\$259.99</b>
Depreciation		9,535.60	0.45	88.29		12,700.22	0.48	95.49
Real Estate Tax		789.90	0.04	7.31		1,005.43	0.04	7.56
Unpaid Operator Labor		25,366.18	1.19	234.87		26,493.75	1.00	199.20
Interest Charge *		19,359.39	0.91	179.25		22,059.55	0.83	165.86
<b>TOTAL FIXED COSTS</b>		<b>\$55,051.07</b>	<b>\$2.58</b>	<b>\$509.73</b>		<b>\$62,258.95</b>	<b>\$2.35</b>	<b>\$468.11</b>
<b>TOTAL EXPENSE</b>		<b>\$313,977.79</b>	<b>\$14.69</b>	<b>\$2,907.20</b>		<b>\$392,274.71</b>	<b>\$14.79</b>	<b>\$2,949.43</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$5,961.94</b>	<b>\$0.28</b>	<b>\$55.20</b>		<b>(\$27,680.83)</b>	<b>(\$1.04)</b>	<b>(\$208.13)</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>\$54,025.73</b>	<b>\$2.53</b>	<b>\$500.24</b>		<b>\$29,764.73</b>	<b>\$1.12</b>	<b>\$223.79</b>
<b>Factors:</b>								
<b>Feed Costs</b>			<b>\$7.23</b>	<b>\$1,430.60</b>			<b>\$7.09</b>	<b>\$1,413.50</b>
<b>Nonfeed Costs</b>			<b>\$7.46</b>	<b>\$1,476.60</b>			<b>\$7.70</b>	<b>\$1,535.93</b>

\*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.