

NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
BEEF COWS, SELL RETAINED CALVES

	1997-2001 Average	2002
Number of Farms	32	25
Number of Cows in Herd	135	138
Number of Calves Sold	103	131
Average Weight Calves Sold	604	586
Calf Selling Price / Cwt	\$82.85	\$85.45
Gross Income / Cow	\$450.82	\$460.03
Feed Cost / Cow	\$256.65	\$278.83
Nonfeed Cost / Cow	\$264.87	\$278.99
Pounds Beef Produced / Cow	590	614

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	103	51,703.13			131	65,610.17		
Cows Sold	23	12,566.81			35	18,054.67		
Ending Inventory	229	127,330.01			203	123,500.36		
Gross Sales	355	\$191,599.95			369	\$207,165.20		
Cows Purchased	15	10,174.60			11	8,064.50		
Beginning Inventory	224	122,112.21			230	139,810.68		
Gross Purchases	238	\$132,286.81			241	\$147,875.18		
Net Sale Gain	117	\$59,313.14	\$74.70	\$440.66	128	\$59,290.02	\$69.96	\$429.64
Patronage Refunds		266.98				175.90		
Miscellaneous Income		1,099.76				4,017.89		
Livestock Futures		-				-		
OTHER INCOME		\$1,366.74	\$1.72	\$10.15		\$4,193.79	\$4.95	\$30.39
GROSS INCOME		\$60,679.88	\$76.42	\$450.82		\$63,483.81	\$74.91	\$460.03
EXPENSES:								
Labor Hired		\$1,132.25	\$1.43	\$8.41		\$735.40	\$0.87	\$5.33
General Machinery Repairs		3,227.78	4.06	23.98		3,811.31	4.50	27.62
Interest Paid		4,170.48	5.25	30.98		3,503.60	4.13	25.39
Feed Purchased		34,545.38	43.50	256.65		38,477.99	45.40	278.83
Machine Hire - Lease		505.03	0.64	3.75		301.57	0.36	2.19
Farm Org Fees / Travel / Publ		525.86	0.66	3.91		560.44	0.66	4.06
Vet Medicine / Drugs		2,651.49	3.34	19.70		2,331.87	2.75	16.90
Livestock Marketing / Breeding		3,105.69	3.91	23.07		3,195.51	3.77	23.16
Gas / Fuel / Oil		1,410.49	1.78	10.48		1,604.85	1.89	11.63
Personal Property Tax		112.81	0.14	0.84		159.21	0.19	1.15
General Farm Insurance		713.25	0.90	5.30		872.83	1.03	6.32
Utilities		1,138.34	1.43	8.46		989.91	1.17	7.17
Auto Expense		450.11	0.57	3.34		496.95	0.59	3.60
Livestock Futures		4.38	0.01	0.03		-	-	-
TOTAL VARIABLE COSTS		\$53,693.33	\$67.62	\$398.91		\$57,041.44	\$67.31	\$413.34
RETURN ABOVE VARIABLE COSTS		\$6,986.55	\$8.80	\$51.91		\$6,442.37	\$7.60	\$46.68
Depreciation		1,873.51	2.36	13.92		2,077.63	2.45	15.06
Real Estate Tax		442.67	0.56	3.29		441.16	0.52	3.20
Unpaid Operator Labor		5,027.27	6.33	37.35		6,144.80	7.25	44.53
Interest Charge *		9,159.72	11.54	68.05		11,272.91	13.30	81.69
TOTAL FIXED COSTS		\$16,503.17	\$20.78	\$122.61		\$19,936.50	\$23.52	\$144.47
TOTAL EXPENSE		\$70,196.50	\$88.40	\$521.52		\$76,977.94	\$90.83	\$557.81
NET RETURN TO MANAGEMENT		(\$9,516.62)	(\$11.98)	(\$70.70)		(\$13,494.13)	(\$15.92)	(\$97.78)
NET RETURN TO LABOR-MGT		(\$3,357.10)	(\$4.23)	(\$24.94)		(\$6,613.93)	(\$7.80)	(\$47.93)
Factors:								
Feed Costs			\$43.50	\$256.65			\$45.40	\$278.83
Nonfeed Costs			\$44.90	\$264.87			\$45.43	\$278.99

*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.