

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

	1997-2001 Average	2002
Number of Farms	8	10
Number of Dairy Cows	94	106
Pounds of Milk / Cow	23,152	22,316
Milk Receipts / Cow	\$3,011.23	\$2,702.22
Gross Income / Cow	\$3,200.82	\$3,152.68
Feed Cost / Cow	\$1,567.58	\$1,682.62
Non Feed Costs / Cow	\$1,819.17	\$1,940.67
Gross Income / Cwt Milk	\$13.83	\$14.13
Milk Price / Cwt	\$13.01	\$12.11
Feed Costs / Cwt Milk	\$6.77	\$7.54
Non Feed Costs / Cwt Milk	\$7.86	\$8.70

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	13	3,116.07			15	2,816.45		
Cows Sold	25	15,168.52			16	12,167.56		
Ending Inventory	193	182,597.00			224	229,867.20		
Gross Sales	230	\$200,881.59			255	\$244,851.21		
Cows Purchased	5	5,211.78			-	667.20		
Beginning Inventory	196	185,064.72			206	228,946.50		
Gross Purchases	201	\$190,276.50			206	\$229,613.70		
Net Sale Gain		\$10,605.09	\$0.49	\$113.30		\$15,237.51	\$0.64	\$143.75
Milk Sales		281,851.41	13.01	3,011.23		286,435.10	12.11	2,702.22
Patronage Refunds		3,387.11	0.16	36.19		6,728.22	0.28	63.47
Miscellaneous Income		3,753.44	0.17	40.10		25,783.64	1.09	243.24
OTHER INCOME		\$288,991.95	\$13.34	\$3,087.52		\$318,946.96	\$13.48	\$3,008.93
GROSS INCOME		\$299,597.04	\$13.83	\$3,200.82		\$334,184.47	\$14.13	\$3,152.68
EXPENSES:								
Labor Hired		\$31,688.96	\$1.46	\$338.56		\$37,606.40	\$1.59	\$354.78
General Machinery Repairs		16,343.48	0.75	174.61		13,236.18	0.56	124.87
Interest Paid		8,827.94	0.41	94.32		10,739.50	0.45	101.32
Feed Purchased		146,725.14	6.77	1,567.58		178,357.24	7.54	1,682.62
Machine Hire - Lease		1,833.06	0.08	19.58		635.23	0.03	5.99
Farm Org Fees / Travel / Publ		2,575.33	0.12	27.51		3,446.99	0.15	32.52
Vet Medicine / Drugs		14,101.16	0.65	150.65		16,458.62	0.70	155.27
Dairy Expense		27,258.08	1.26	291.22		34,882.63	1.47	329.08
Livestock Marketing / Breeding		7,073.61	0.33	75.57		9,778.97	0.41	92.25
Gas / Fuel / Oil		1,215.31	0.06	12.98		2,227.36	0.09	21.01
Personal Property Tax		246.59	0.01	2.63		396.20	0.02	3.74
General Farm Insurance		1,981.61	0.09	21.17		3,376.23	0.14	31.85
Utilities		5,786.86	0.27	61.83		10,713.70	0.45	101.07
Auto Expense		638.10	0.03	6.82		810.74	0.03	7.65
TOTAL VARIABLE COSTS		\$266,295.24	\$12.29	\$2,845.03		\$322,665.99	\$13.64	\$3,044.02
RETURN ABOVE VARIABLE COSTS		\$33,301.80	\$1.54	\$355.79		\$11,518.48	\$0.49	\$108.66
Depreciation		8,391.21	0.39	89.65		10,283.60	0.43	97.02
Real Estate Tax		1,421.83	0.07	15.19		2,425.89	0.10	22.89
Unpaid Operator Labor		21,160.09	0.98	226.07		24,865.59	1.05	234.58
Interest Charge *		19,731.18	0.91	210.80		23,826.99	1.01	224.78
TOTAL FIXED COSTS		\$50,704.32	\$2.34	\$541.71		\$61,402.07	\$2.60	\$579.26
TOTAL EXPENSE		\$316,999.56	\$14.63	\$3,386.75		\$384,068.06	\$16.24	\$3,623.28
NET RETURN TO MANAGEMENT		(\$17,402.52)	(\$0.80)	(\$185.92)		(\$49,883.59)	(\$2.11)	(\$470.60)
NET RETURN TO LABOR-MGT		\$35,446.54	\$1.64	\$378.70		\$12,588.40	\$0.53	\$118.76
Factors:								
Feed Costs			\$6.77	\$1,567.58			\$7.54	\$1,682.62
Nonfeed Costs			\$7.86	\$1,819.17			\$8.70	\$1,940.67

*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.