

SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
CONTRACT TURKEY PRODUCTION

	1997-2001 Average				2002			
Number of Farms	17				13			
Average Number of Birds	69,457				61,528			
Ratio of Marketed / Placed *	0.854				0.786			
Weight / Bird Sold	32.75				35.13			
Sale Price / Bird	\$2.14				\$2.17			
Gross Income / Bird	\$2.36				\$2.36			
Total Expense / Bird	\$1.76				\$1.82			

	Birds	Total Dollars	\$ / Cwt	\$ / Bird	Birds	Total Dollars	\$ / Cwt	\$ / Bird
INCOME:								
Turkeys Sold	69,457	148,795.77	\$6.54	\$2.14	61,528	133,760.51	\$6.19	\$2.17
Litter		14,458.81				11,342.46		
Patronage Refunds		511.61				95.44		
Miscellaneous Income		32.42				-		
OTHER INCOME		\$15,002.84	\$0.66	\$0.22		\$11,437.90	\$0.53	\$0.19
GROSS INCOME		\$163,798.62	\$7.20	\$2.36		\$145,198.41	\$6.72	\$2.36
EXPENSES:								
Labor Hired		\$6,004.37	\$0.26	\$0.09		\$12,263.52	\$0.57	\$0.20
General Machinery Repairs		8,341.29	0.37	0.12		8,347.76	0.39	0.14
Interest Paid		24,921.05	1.10	0.36		15,585.11	0.72	0.25
Machine Hire - Lease		232.22	0.01	0.00		52.88	0.00	0.00
Farm Org Fees / Travel / Publ		1,637.72	0.07	0.02		1,305.95	0.06	0.02
Vet Medicine / Drugs		20.63	0.00	0.00		-	-	-
Livestock Marketing / Breeding		1,627.40	0.07	0.02		1,713.29	0.08	0.03
Gas / Fuel / Oil		1,979.11	0.09	0.03		2,247.52	0.10	0.04
Personal Property Tax		636.43	0.03	0.01		331.96	0.02	0.01
General Farm Insurance		4,060.27	0.18	0.06		4,759.31	0.22	0.08
Telephone		728.12	0.03	0.01		1,561.21	0.07	0.03
Electricity		6,000.73	0.26	0.09		7,350.53	0.34	0.12
Water		1,687.46	0.07	0.02		1,938.37	0.09	0.03
Propane		12,588.78	0.55	0.18		12,673.26	0.59	0.21
Undivided Utilities		298.87	0.01	0.00		11.00	0.00	0.00
Auto Expense		789.79	0.03	0.01		520.51	0.02	0.01
TOTAL VARIABLE COSTS		\$71,554.23	\$3.15	\$1.03		\$70,662.18	\$3.27	\$1.15
RETURN ABOVE VARIABLE COSTS		\$92,244.38	\$4.06	\$1.33		\$74,536.23	\$3.45	\$1.21
Depreciation		33,446.65	1.47	0.48		24,789.47	1.15	0.40
Real Estate Tax		3,099.37	0.14	0.04		4,272.44	0.20	0.07
Unpaid Operator Labor		14,220.59	0.63	0.20		12,163.46	0.56	0.20
Interest Charge **		-	-	-		-	-	-
TOTAL FIXED COSTS		\$50,766.61	\$2.23	\$0.73		\$41,225.37	\$1.91	\$0.67
TOTAL EXPENSE		\$122,320.84	\$5.38	\$1.76		\$111,887.55	\$5.18	\$1.82
NET RETURN TO MANAGEMENT		\$41,477.78	\$1.82	\$0.60		\$33,310.86	\$1.54	\$0.54
NET RETURN TO LABOR-MGT		\$61,702.74	\$2.71	\$0.89		\$57,737.84	\$2.67	\$0.94
Factors:								
Nonfeed Costs			\$5.38	\$1.76			\$5.18	\$1.82

* Ratio of Birds Marketed / Placed first reported in 2000.

**Interest charge equals: ((8.0% times one-fourth gross purchases) plus (8.0% times one-fourth the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.