

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

	1997-2001 Average	2002
Number of Farms	47	40
Number of Cows in Herd	144	127
Number of Calves Sold	120	110
Average Weight Calves Sold	534	575
Calves Weaned per Cow	0.88	0.90
Calf Selling Price / Cwt	\$83.19	\$83.65
Gross Income / Cow	\$414.34	\$444.41
Feed Cost / Cow	\$257.99	\$259.65
Nonfeed Cost / Cow	\$220.76	\$231.59
Pounds Beef Produced / Cow	544	559

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
<b>INCOME:</b>								
Calves Sold	120	53,357.26			110	52,949.07		
Cows Sold	23	7,728.56			12	5,862.26		
Ending Inventory	204	87,607.99			162	74,785.26		
Gross Sales	347	\$148,693.80			284	\$133,596.59		
Cows Purchased	5	4,001.21			4	3,622.98		
Beginning Inventory	203	85,221.12			165	76,481.05		
Gross Purchases	209	\$89,222.33			169	\$80,104.03		
Net Sale Gain	138	\$59,471.47	\$75.82	\$412.42	115	\$53,492.56	\$75.36	\$421.20
Patronage Refunds		138.73				205.31		
Miscellaneous Income		137.28				2,742.04		
Livestock Futures		-				-		
OTHER INCOME		\$276.01	\$0.35	\$1.91		\$2,947.35	\$4.15	\$23.21
<b>GROSS INCOME</b>		<b>\$59,747.48</b>	<b>\$76.17</b>	<b>\$414.34</b>		<b>\$56,439.91</b>	<b>\$79.51</b>	<b>\$444.41</b>
<b>EXPENSES:</b>								
Labor Hired		\$1,109.43	\$1.41	\$7.69		\$895.46	\$1.26	\$7.05
General Machinery Repairs		2,950.34	3.76	20.46		2,537.65	3.57	19.98
Interest Paid		2,347.56	2.99	16.28		1,579.34	2.22	12.44
Feed Purchased		37,201.65	47.43	257.99		32,976.01	46.45	259.65
Machine Hire - Lease		261.89	0.33	1.82		271.19	0.38	2.14
Farm Org Fees / Travel / Publ		489.59	0.62	3.40		482.04	0.68	3.80
Vet Medicine / Drugs		1,575.99	2.01	10.93		1,477.30	2.08	11.63
Livestock Marketing / Breeding		917.19	1.17	6.36		1,481.99	2.09	11.67
Gas / Fuel / Oil		1,567.11	2.00	10.87		1,446.22	2.04	11.39
Personal Property Tax		164.42	0.21	1.14		178.78	0.25	1.41
General Farm Insurance		702.66	0.90	4.87		685.04	0.97	5.39
Utilities		717.88	0.92	4.98		695.54	0.98	5.48
Auto Expense		161.73	0.21	1.12		148.80	0.21	1.17
Livestock Futures		-	-	-		-	-	-
<b>TOTAL VARIABLE COSTS</b>		<b>\$50,167.44</b>	<b>\$63.96</b>	<b>\$347.90</b>		<b>\$44,855.36</b>	<b>\$63.19</b>	<b>\$353.19</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$9,580.04</b>	<b>\$12.21</b>	<b>\$66.44</b>		<b>\$11,584.55</b>	<b>\$16.32</b>	<b>\$91.22</b>
Depreciation		2,381.31	3.04	16.51		2,470.33	3.48	19.45
Real Estate Tax		329.25	0.42	2.28		331.67	0.47	2.61
Unpaid Operator Labor		8,597.88	10.96	59.62		7,316.75	10.31	57.61
Interest Charge *		7,558.97	9.64	52.42		7,413.70	10.44	58.38
<b>TOTAL FIXED COSTS</b>		<b>\$18,867.40</b>	<b>\$24.05</b>	<b>\$130.84</b>		<b>\$17,532.45</b>	<b>\$24.70</b>	<b>\$138.05</b>
<b>TOTAL EXPENSE</b>		<b>\$69,034.84</b>	<b>\$88.01</b>	<b>\$478.74</b>		<b>\$62,387.81</b>	<b>\$87.89</b>	<b>\$491.24</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$9,287.36)</b>	<b>(\$11.84)</b>	<b>(\$64.41)</b>		<b>(\$5,947.90)</b>	<b>(\$8.38)</b>	<b>(\$46.83)</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>\$419.95</b>	<b>\$0.54</b>	<b>\$2.91</b>		<b>\$2,264.31</b>	<b>\$3.19</b>	<b>\$17.83</b>
<b>Factors:</b>								
<b>Feed Costs</b>			\$47.43	\$257.99			\$46.45	\$259.65
<b>Nonfeed Costs</b>			\$40.58	\$220.76			\$41.43	\$231.59

\*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.