

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

	1997-2001 Average	2002
Number of Farms	19	18
Number of Dairy Cows	99	100
Pounds of Milk / Cow	19,098	20,400
Milk Receipts / Cow	\$2,619.59	\$2,558.21
Gross Income / Cow	\$2,897.97	\$3,167.93
Feed Cost / Cow	\$1,416.37	\$1,528.98
Non Feed Costs / Cow	\$1,505.41	\$1,790.80
Gross Income / Cwt Milk	\$15.17	\$15.53
Milk Price / Cwt	\$13.72	\$12.54
Feed Costs / Cwt Milk	\$7.42	\$7.49
Non Feed Costs / Cwt Milk	\$7.88	\$8.78

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	35	8,859.34			38	15,964.93		
Cows Sold	31	17,456.62			24	12,287.28		
Ending Inventory	204	135,566.22			217	155,692.56		
Gross Sales	270	\$161,882.18			279	\$183,944.77		
Cows Purchased	5	4,263.62			4	6,007.11		
Beginning Inventory	210	136,910.12			209	151,326.22		
Gross Purchases	215	\$141,173.74			213	\$157,333.33		
Net Sale Gain	55	\$20,708.45	\$1.10	\$209.60	66	\$26,611.44	\$1.30	\$266.11
Milk Sales		258,815.98	13.72	2,619.59		255,820.76	12.54	2,558.21
Patronage Refunds		2,793.03	0.15	28.27		9,657.37	0.47	96.57
Miscellaneous Income		4,001.64	0.21	40.50		24,703.36	1.21	247.03
Livestock Futures		-	-	-		-	-	-
OTHER INCOME		\$265,610.65	\$14.08	\$2,688.37		\$290,181.49	\$14.22	\$2,901.81
GROSS INCOME		\$286,319.10	\$15.17	\$2,897.97		\$316,792.93	\$15.53	\$3,167.93
EXPENSES:								
Labor Hired		\$19,297.17	\$1.02	\$195.32		\$27,231.95	\$1.33	\$272.32
General Machinery Repairs		14,430.32	0.76	146.06		16,804.08	0.82	168.04
Interest Paid		6,956.02	0.37	70.41		5,450.74	0.27	54.51
Feed Purchased		139,937.77	7.42	1,416.37		152,898.11	7.49	1,528.98
Machine Hire - Lease		1,136.69	0.06	11.50		-	-	-
Farm Org Fees / Travel / Publ		1,669.06	0.09	16.89		2,303.59	0.11	23.04
Vet Medicine / Drugs		9,877.83	0.52	99.98		12,673.13	0.62	126.73
Dairy Expense		19,533.35	1.04	197.71		22,949.72	1.12	229.50
Livestock Marketing / Breeding		9,235.39	0.49	93.48		13,433.53	0.66	134.34
Gas / Fuel / Oil		2,746.84	0.15	27.80		3,095.81	0.15	30.96
Personal Property Tax		219.33	0.01	2.22		356.21	0.02	3.56
General Farm Insurance		2,362.26	0.13	23.91		2,923.66	0.14	29.24
Utilities		9,208.46	0.49	93.20		11,426.75	0.56	114.27
Auto Expense		393.99	0.02	3.99		235.22	0.01	2.35
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$237,004.46	\$12.56	\$2,398.83		\$271,782.50	\$13.32	\$2,717.83
RETURN ABOVE VARIABLE COSTS		\$49,314.63	\$2.61	\$499.14		\$45,010.43	\$2.21	\$450.10
Depreciation		9,573.37	0.51	96.90		10,693.79	0.52	106.94
Real Estate Tax		1,109.36	0.06	11.23		1,312.57	0.06	13.13
Unpaid Operator Labor		24,103.48	1.28	243.96		26,760.42	1.31	267.60
Interest Charge *		16,881.53	0.89	170.87		21,429.24	1.05	214.29
TOTAL FIXED COSTS		\$51,667.75	\$2.74	\$522.95		\$60,196.02	\$2.95	\$601.96
TOTAL EXPENSE		\$288,672.21	\$15.30	\$2,921.78		\$331,978.52	\$16.27	\$3,319.79
NET RETURN TO MANAGEMENT		(\$2,353.11)	(\$0.12)	(\$23.82)		(\$15,185.59)	(\$0.74)	(\$151.86)
NET RETURN TO LABOR-MGT		\$41,047.53	\$2.18	\$415.46		\$38,806.78	\$1.90	\$388.07
Factors:								
Feed Costs			\$7.42	\$1,416.37			\$7.49	\$1,528.98
Nonfeed Costs			\$7.88	\$1,505.41			\$8.78	\$1,790.80

*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.