

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2003
BEEF COWS, SELL CALVES: STATE AVERAGES

	1998-2002 Average	2003
Number of Farms	160	114
Number of Cows in Herd	115	115
Number of Calves Sold	97	97
Average Weight Calves Sold	562	587
Calf Selling Price / Cwt	\$84.37	\$92.12
Gross Income / Cow	\$434.96	\$495.11
Feed Cost / Cow	\$258.02	\$273.11
Nonfeed Cost / Cow	\$259.89	\$297.25
Pounds Beef Produced / Cow	575	573

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	97	46,020.87			97	52,416.55		
Cows Sold	16	7,916.97			14	8,275.50		
Ending Inventory	174	87,792.92			152	85,134.45		
Gross Sales	287	\$141,730.76			263	\$145,826.50		
Cows Purchased	9	6,914.58			9	7,497.05		
Beginning Inventory	174	85,642.63			153	81,776.61		
Gross Purchases	183	\$92,557.21			162	\$89,273.66		
Net Sale Gain	104	\$49,173.55	\$74.11	\$426.11	101	\$56,552.84	\$85.78	\$491.76
Patronage Refunds		184.21				53.97		
Miscellaneous Income		832.39				310.92		
Livestock Futures		4.23				20.39		
OTHER INCOME		\$1,020.83	\$1.54	\$8.85		\$385.28	\$0.58	\$3.35
GROSS INCOME		\$50,194.38	\$75.65	\$434.96		\$56,938.12	\$86.36	\$495.11
EXPENSES:								
Labor Hired		1,293.15	\$1.95	\$11.21		1,725.46	\$2.62	\$15.00
General Machinery Repairs		2,785.05	4.20	24.13		3,347.62	5.08	29.11
Interest Paid		2,605.26	3.93	22.58		2,282.10	3.46	19.84
Feed Purchased		29,775.74	44.88	258.02		31,408.00	47.64	273.11
Machine Hire - Lease		325.93	0.49	2.82		213.58	0.32	1.86
Farm Org Fees / Travel / Publ		476.76	0.72	4.13		558.15	0.85	4.85
Vet Medicine / Drugs		1,682.48	2.54	14.58		2,003.25	3.04	17.42
Livestock Marketing / Breeding		1,167.72	1.76	10.12		1,283.92	1.95	11.16
Gas / Fuel / Oil		1,255.54	1.89	10.88		1,553.94	2.36	13.51
Personal Property Tax		152.11	0.23	1.32		167.87	0.25	1.46
General Farm Insurance		608.66	0.92	5.27		827.00	1.25	7.19
Utilities		885.82	1.34	7.68		999.49	1.52	8.69
Auto Expense		195.69	0.29	1.70		231.97	0.35	2.02
Livestock Futures		3.97	0.01	0.03		17.54	0.03	0.15
TOTAL VARIABLE COSTS		\$43,213.89	\$65.13	\$374.47		\$46,619.89	\$70.71	\$405.39
RETURN ABOVE VARIABLE COSTS		\$6,980.49	\$10.52	\$60.49		\$10,318.23	\$15.65	\$89.72
Depreciation		2,166.57	3.27	18.77		3,028.07	4.59	26.33
Real Estate Tax		397.68	0.60	3.45		712.89	1.08	6.20
Unpaid Operator Labor		6,767.54	10.20	58.64		7,537.32	11.43	65.54
Interest Charge *		7,221.17	10.88	62.58		7,693.78	11.67	66.90
TOTAL FIXED COSTS		\$16,552.95	\$24.95	\$143.44		\$18,972.06	\$28.78	\$164.97
TOTAL EXPENSE		\$59,766.84	\$90.08	\$517.91		\$65,591.95	\$99.49	\$570.36
NET RETURN TO MANAGEMENT		(\$9,572.47)	(\$14.43)	(\$82.95)		(\$8,653.83)	(\$13.13)	(\$75.25)
NET RETURN TO LABOR-MGT		(\$1,511.78)	(\$2.28)	(\$13.10)		\$608.95	\$0.92	\$5.30
Factors:								
Feed Costs			\$44.88	\$258.02			\$47.64	\$273.11
Nonfeed Costs			\$45.20	\$259.89			\$51.85	\$297.25

*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.

Kansas Farm Management Association: State Averages
2003 Beef Cow, Sell Calves Enterprise Sorted by Net Return to Management per Cow

	Profit Category			Difference between	
	High 1/3	Mid 1/3	Low 1/3	High 1/3 and Low 1/3	%
Number of Farms	38	38	38		
Number of Cows in Herd	151	108	86	65	76%
Number of Calves Sold	126	94	72	54	75%
Average Weight of Calves Sold	581	588	587	(6)	-1%
Sales Price / Cwt	\$92.27	\$91.24	\$93.01	(\$0.74)	-1%
INCOME PER COW:					
Gross Income	\$525.44	\$494.65	\$442.45	\$82.99	19%
COSTS per Cow:					
Feed	\$235.11	\$284.15	\$325.98	(\$90.87)	-28%
Interest	\$68.39	\$95.55	\$107.92	(\$39.53)	-37%
Vet Medicine / Drugs	\$14.25	\$16.62	\$23.99	(\$9.74)	-41%
Livestock Marketing / Breeding	\$9.07	\$10.81	\$15.28	(\$6.21)	-41%
Depreciation	\$20.80	\$25.91	\$36.57	(\$15.77)	-43%
Machinery	\$28.58	\$47.11	\$69.10	(\$40.52)	-59%
Labor	\$57.22	\$82.03	\$119.63	(\$62.41)	-52%
Other	\$17.47	\$33.16	\$49.67	(\$32.20)	-65%
Total Cost	\$450.89	\$595.34	\$748.14	(\$297.25)	-40%
Net Return to Management / Cow	\$74.55	(\$100.69)	(\$305.69)	\$380.24	

