

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2005
BEEF BACKGROUNDING: STATE AVERAGES

	2000-2004 Average	2005
Number of Farms	59	51
Number of Head	460	446
Weight Produced / Head	310	300
Weight / Head Sold	821	812
Weight / Head Purchased	497	498
Sale Price / Cwt	\$83.28	\$104.89
Purchase Price / Cwt	\$100.03	\$127.21
Gross Income / Cwt	\$61.36	\$76.85
Feed Costs / Cwt	\$35.48	\$38.22
Nonfeed Costs / Cwt	\$36.30	\$44.63

	Head	Total Dollars	\$/ Cwt	\$/ Head	Head	Total Dollars	\$/ Cwt	\$/ Head
INCOME:								
Steers - Heifers Sold	459	313,472.70			434	369,435.53		
Ending Inventory	276	163,361.33			314	230,510.71		
Gross Sales	735	\$476,834.03			748	\$599,946.24		
Steers - Heifers Purchased	468	232,291.46			482	305,437.27		
Beginning Inventory	281	158,785.35			279	191,750.67		
Gross Purchases	749	\$391,076.81			761	\$497,187.94		
Net Sale Gain		\$85,757.22	\$60.17	\$186.27		\$102,758.30	\$76.72	\$230.40
Patronage Refunds		162.59				79.41		
Miscellaneous Income		915.20				109.71		
Livestock Futures		615.22				(7.36)		
OTHER INCOME		\$1,693.01	\$1.19	\$3.68		\$181.76	\$0.14	\$0.41
GROSS INCOME		\$87,450.23	\$61.36	\$189.94		\$102,940.06	\$76.85	\$230.81
EXPENSES:								
Labor Hired		1,692.98	\$1.19	\$3.68		2,013.31	\$1.50	\$4.51
General Machinery Repairs		4,002.43	2.81	8.69		3,928.24	2.93	8.81
Interest Paid		7,409.13	5.20	16.09		8,836.49	6.60	19.81
Feed Purchased		50,572.73	35.48	109.85		51,198.65	38.22	114.80
Machine Hire - Lease		1,072.58	0.75	2.33		2,174.27	1.62	4.88
Farm Org Fees / Travel / Publ		563.40	0.40	1.22		871.55	0.65	1.95
Vet Medicine / Drugs		6,701.01	4.70	14.55		6,875.45	5.13	15.42
Livestock Marketing / Breeding		4,058.07	2.85	8.81		3,409.49	2.55	7.64
Gas / Fuel / Oil		1,351.66	0.95	2.94		2,304.29	1.72	5.17
Personal Property Tax		90.43	0.06	0.20		86.91	0.06	0.19
General Farm Insurance		567.00	0.40	1.23		670.52	0.50	1.50
Utilities		1,027.10	0.72	2.23		922.04	0.69	2.07
Auto Expense		249.51	0.18	0.54		163.57	0.12	0.37
Livestock Futures		1,578.54	1.11	3.43		2,368.49	1.77	5.31
TOTAL VARIABLE COSTS		\$80,936.56	\$56.79	\$175.80		\$85,823.27	\$64.08	\$192.43
RETURN ABOVE VARIABLE COSTS		\$6,513.68	\$4.57	\$14.15		\$17,116.79	\$12.78	\$38.38
Depreciation		2,898.43	2.03	6.30		3,384.39	2.53	7.59
Real Estate Tax		254.26	0.18	0.55		746.09	0.56	1.67
Unpaid Operator Labor		5,825.37	4.09	12.65		5,807.00	4.34	13.02
Interest Charge *		12,398.90	8.70	26.93		15,213.50	11.36	34.11
TOTAL FIXED COSTS		\$21,376.96	\$15.00	\$46.43		\$25,150.98	\$18.78	\$56.39
TOTAL EXPENSE		\$102,313.51	\$71.79	\$222.23		\$110,974.25	\$82.85	\$248.82
NET RETURN TO MANAGEMENT		(\$14,863.28)	(\$10.43)	(\$32.28)		(\$8,034.19)	(\$6.00)	(\$18.01)
NET RETURN TO LABOR-MGT		(\$7,344.93)	(\$5.15)	(\$15.95)		(\$213.88)	(\$0.16)	(\$0.48)
Factors:								
Feed Costs			\$35.48	\$109.85			\$38.22	\$114.80
Nonfeed Costs			\$36.30	\$112.38			\$44.63	\$134.03

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