

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

	2000-2004 Average	2005
Number of Farms	31	21
Number of Head	851	1,185
Weight Produced / Head	627	643
Weight / Head Sold	1,172	1,182
Weight / Head Purchased	548	542
Sale Price / Cwt	\$76.80	\$90.27
Purchase Price / Cwt	\$96.48	\$120.05
Gross Income / Cwt	\$64.52	\$70.78
Feed Costs / Cwt	\$44.06	\$45.13
Nonfeed Costs / Cwt	\$19.17	\$22.96

	Head	Pounds	Total Dollars	\$ / Cwt	\$ / Head	Head	Pounds	Total Dollars	\$ / Cwt	\$ / Head
INCOME:										
Steers - Heifers Sold	845	990,819	760,985.48			1,161	1,372,699	1,239,128.61		
Ending Inventory	712	559,561	492,367.98			1,111	910,302	959,245.81		
Gross Sales	1,557	1,550,379	\$1,253,353.46			2,272	2,283,001	\$2,198,374.42		
Steers - Heifers Purchased	911	499,300	481,748.78			1,274	690,687	829,181.70		
Beginning Inventory	673	517,129	432,465.50			1,050	829,916	832,832.07		
Gross Purchases	1,584	1,016,429	\$914,214.28			2,324	1,520,603	\$1,662,013.77		
Net Sale Gain	(28)	533,951	\$339,139.18	\$63.52	\$398.33	(52)	762,398	\$536,360.65	\$70.35	\$452.63
Patronage Refunds			781.13					761.05		
Miscellaneous Income			3,251.96					2,287.53		
Livestock Futures			1,307.59					215.24		
OTHER INCOME			\$5,340.67	\$1.00	\$6.27			\$3,263.82	\$0.43	\$2.75
GROSS INCOME			\$344,479.85	\$64.52	\$404.60			\$539,624.47	\$70.78	\$455.38
EXPENSES:										
Labor Hired			3,335.37	\$0.62	\$3.92			6,791.79	\$0.89	\$5.73
General Machinery Repairs			6,389.73	1.20	7.50			8,558.49	1.12	7.22
Interest Paid			15,146.90	2.84	17.79			22,413.48	2.94	18.91
Feed Purchased			235,245.97	44.06	276.30			344,094.00	45.13	290.37
Machine Hire - Lease			3,119.48	0.58	3.66			1,592.70	0.21	1.34
Farm Org Fees / Travel / Publ			1,190.94	0.22	1.40			1,410.56	0.19	1.19
Vet Medicine / Drugs			10,468.93	1.96	12.30			20,392.96	2.67	17.21
Livestock Marketing / Breeding			5,371.27	1.01	6.31			12,042.63	1.58	10.16
Gas / Fuel / Oil			2,112.29	0.40	2.48			3,863.05	0.51	3.26
Personal Property Tax			249.27	0.05	0.29			425.61	0.06	0.36
General Farm Insurance			1,373.75	0.26	1.61			1,837.50	0.24	1.55
Utilities			1,904.29	0.36	2.24			2,048.11	0.27	1.73
Auto Expense			335.60	0.06	0.39			324.33	0.04	0.27
Livestock Futures			808.66	0.15	0.95			1,386.67	0.18	1.17
TOTAL VARIABLE COSTS			\$287,052.43	\$53.76	\$337.15			\$427,181.88	\$56.03	\$360.49
RETURN ABOVE VARIABLE COSTS			\$57,427.42	\$10.76	\$67.45			\$112,442.59	\$14.75	\$94.89
Depreciation			5,962.97	1.12	7.00			14,270.09	1.87	12.04
Real Estate Tax			851.22	0.16	1.00			1,635.18	0.21	1.38
Unpaid Operator Labor			8,930.73	1.67	10.49			11,243.54	1.47	9.49
Interest Charge *			34,811.94	6.52	40.89			64,824.24	8.50	54.70
TOTAL FIXED COSTS			\$50,556.85	\$9.47	\$59.38			\$91,973.05	\$12.06	\$77.61
TOTAL EXPENSE			\$337,609.28	\$63.23	\$396.53			\$519,154.93	\$68.10	\$438.11
NET RETURN TO MANAGEMENT			\$6,870.57	\$1.29	\$8.07			\$20,469.54	\$2.68	\$17.27
NET RETURN TO LABOR-MGT			\$19,136.66	\$3.58	\$22.48			\$38,504.87	\$5.05	\$32.49
Factors:										
Feed Costs				\$44.06	\$276.30				\$45.13	\$290.37
Nonfeed Costs				\$19.17	\$120.23				\$22.96	\$147.73

*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.