

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2006
BEEF COWS, SELL CALVES: STATE AVERAGES

	2001-2005 Average					2006				
Number of Farms	119					112				
Number of Cows in Herd	119					121				
Number of Calves Sold	100					105				
Average Weight Calves Sold	583					572				
Calf Selling Price / Cwt	\$99.46					\$112.99				
Gross Income / Cow	\$540.17					\$550.30				
Feed Cost / Cow	\$276.58					\$286.85				
Nonfeed Cost / Cow	\$293.73					\$327.66				
Pounds Beef Produced / Cow	578					598				

	Head	Pounds	Total Dollars	\$/Cwt	\$/Cow	Head	Pounds	Total Dollars	\$/Cwt	\$/Cow
INCOME:										
Calves Sold	100	58,050	57,738.45			105	60,010	67,804.83		
Cows Sold	15	17,046	8,760.91			17	24,147	10,971.65		
Ending Inventory	169	156,848	97,543.51			180	175,498	119,964.50		
Gross Sales	284	231,944	\$164,042.87			302	259,655	\$198,740.98		
Cows Purchased	8	7,315	7,230.88			14	12,831	13,176.70		
Beginning Inventory	169	155,684	93,618.91			179	174,429	119,754.43		
Gross Purchases	177	162,999	\$100,849.79			193	187,260	\$132,931.13		
Net Sale Gain	106	68,945	\$63,193.07	\$91.66	\$530.14	109	72,395	\$65,809.85	\$90.90	\$543.88
Patronage Refunds			119.30					271.42		
Miscellaneous Income			1,067.79					415.83		
Livestock Futures			8.31					89.29		
OTHER INCOME			\$1,195.39	\$1.73	\$10.03			\$776.54	\$1.07	\$6.42
GROSS INCOME			\$64,388.46	\$93.39	\$540.17			\$66,586.39	\$91.98	\$550.30
EXPENSES:										
Labor Hired			1,674.57	\$2.43	\$14.05			2,151.61	\$2.97	\$17.78
General Machinery Repairs			3,404.67	4.94	28.56			3,894.74	5.38	32.19
Interest Paid			2,687.68	3.90	22.55			3,441.33	4.75	28.44
Feed Purchased			32,967.83	47.82	276.58			34,708.30	47.94	286.85
Machine Hire - Lease			320.48	0.46	2.69			220.07	0.30	1.82
Farm Org Fees / Travel / Publ			569.45	0.83	4.78			605.18	0.84	5.00
Vet Medicine / Drugs			1,791.64	2.60	15.03			1,821.56	2.52	15.05
Livestock Marketing / Breeding			1,320.18	1.91	11.08			1,354.01	1.87	11.19
Gas / Fuel / Oil			1,762.87	2.56	14.79			2,569.13	3.55	21.23
Personal Property Tax			184.44	0.27	1.55			233.05	0.32	1.93
General Farm Insurance			865.73	1.26	7.26			946.79	1.31	7.82
Utilities			1,081.49	1.57	9.07			1,446.47	2.00	11.95
Auto Expense			292.77	0.42	2.46			474.44	0.66	3.92
Livestock Futures			7.38	0.01	0.06			31.34	0.04	0.26
TOTAL VARIABLE COSTS			\$48,931.17	\$70.97	\$410.50			\$53,898.02	\$74.45	\$445.44
RETURN ABOVE VARIABLE COSTS			\$15,457.30	\$22.42	\$129.68			\$12,688.37	\$17.53	\$104.86
Depreciation			2,950.42	4.28	24.75			3,594.11	4.96	29.70
Real Estate Tax			612.29	0.89	5.14			712.38	0.98	5.89
Unpaid Operator Labor			7,227.27	10.48	60.63			5,788.58	8.00	47.84
Interest Charge *			8,259.22	11.98	69.29			10,361.54	14.31	85.63
TOTAL FIXED COSTS			\$19,049.21	\$27.63	\$159.81			\$20,456.61	\$28.26	\$169.06
TOTAL EXPENSE			\$67,980.38	\$98.60	\$570.31			\$74,354.63	\$102.71	\$614.50
NET RETURN TO MANAGEMENT			(\$3,591.91)	(\$5.21)	(\$30.13)			(\$7,768.24)	(\$10.73)	(\$64.20)
NET RETURN TO LABOR-MGT			\$5,309.93	\$7.70	\$44.55			\$171.95	\$0.24	\$1.42
Factors:										
		Feed Costs		\$47.82	\$276.58			\$47.94	\$286.85	
		Nonfeed Costs		\$50.78	\$293.73			\$54.76	\$327.66	

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