

SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
CONTRACT TURKEY PRODUCTION

	2004-2008 Average	2009
Number of Farms	14	7
Average Number of Birds	66,661	74,498
Ratio of Marketed / Placed	0.81	0.85
Weight / Bird Sold	36.01	39.37
Sale Price / Bird	\$2.34	\$2.39
Gross Income / Bird	\$2.56	\$2.63
Total Expense / Bird	\$2.03	\$1.81

	Birds	Pounds	Total Dollars	\$/Cwt	\$/Bird	Birds	Pounds	Total Dollars	\$/Cwt	\$/Bird
INCOME:										
Turkeys Sold	66,661	2,400,321	\$156,283.53	\$6.51	\$2.34	74,498	2,933,017	\$178,369.91	\$6.08	\$2.39
Litter			13,140.90					17,254.10		
Patronage Refunds			738.14					373.60		
Miscellaneous Income			157.66					0.00		
OTHER INCOME			\$14,036.69	\$0.58	\$0.21			\$17,627.70	\$0.60	\$0.24
GROSS INCOME			\$170,320.22	\$7.10	\$2.56			\$195,997.61	\$6.68	\$2.63
EXPENSES:										
Labor Hired			\$17,493.38	\$0.73	\$0.26			\$13,754.84	\$0.47	\$0.18
General Machinery Repairs			13,089.59	0.55	0.20			13,859.27	0.47	0.19
Interest Paid			12,666.33	0.53	0.19			12,994.07	0.44	0.17
Machine Hire - Lease			393.86	0.02	0.01			653.67	0.02	0.01
Farm Org Fees / Travel / Publ			1,376.29	0.06	0.02			946.95	0.03	0.01
Vet Medicine / Drugs			14.39	0.00	0.00			0.00	0.00	0.00
Livestock Marketing / Breeding			1,255.81	0.05	0.02			2,376.37	0.08	0.03
Gas / Fuel / Oil			3,395.44	0.14	0.05			2,185.32	0.07	0.03
Personal Property Tax			473.86	0.02	0.01			279.86	0.01	0.00
General Farm Insurance			4,653.17	0.19	0.07			6,232.27	0.21	0.08
Telephone			1,279.19	0.05	0.02			1,456.96	0.05	0.02
Electricity			9,358.39	0.39	0.14			11,270.05	0.38	0.15
Water			3,302.43	0.14	0.05			3,601.19	0.12	0.05
Propane			21,390.24	0.89	0.32			17,244.68	0.59	0.23
Undivided Utilities			883.62	0.04	0.01			29.31	0.00	0.00
Auto Expense			859.96	0.04	0.01			546.17	0.02	0.01
TOTAL VARIABLE COSTS			\$91,885.94	\$3.83	\$1.38			\$87,430.98	\$2.98	\$1.17
RETURN ABOVE VARIABLE COSTS			\$78,434.29	\$3.27	\$1.18			\$108,566.63	\$3.70	\$1.46
Depreciation			\$19,306.28	\$0.80	\$0.29			\$15,095.79	\$0.51	\$0.20
Real Estate Tax			4,267.44	0.18	0.06			6,133.36	0.21	0.08
Unpaid Operator Labor			19,672.00	0.82	0.30			25,982.16	0.89	0.35
Interest Charge **			0.00	0.00	0.00			0.00	0.00	0.00
TOTAL FIXED COSTS			\$43,245.72	\$1.80	\$0.65			\$47,211.31	\$1.61	\$0.63
TOTAL EXPENSE			\$135,131.66	\$5.63	\$2.03			\$134,642.29	\$4.59	\$1.81
NET RETURN TO MANAGEMENT			\$35,188.56	\$1.47	\$0.53			\$61,355.32	\$2.09	\$0.82
NET RETURN TO LABOR-MGT			\$72,353.95	\$3.01	\$1.09			\$101,092.32	\$3.45	\$1.36
Factors:										
Nonfeed Costs				\$5.63	\$2.03				\$4.59	\$1.81

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