

**KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
BEEF BACKGROUNDING: STATE AVERAGES**

	2004-2008 Average	2009
Number of Farms	48	59
Number of Head	464	489
Weight Produced / Head	306	295
Weight / Head Sold	833	836
Weight / Head Purchased	507	515
Sale Price / Cwt	\$99.27	\$90.76
Purchase Price / Cwt	\$118.31	\$103.56
Gross Income / Cwt	\$68.86	\$72.08
Feed Costs / Cwt	\$45.69	\$55.18
Nonfeed Costs / Cwt	\$43.16	\$43.90

	Head	Pounds	Total Dollars	\$/Cwt	\$/Head	Head	Pounds	Total Dollars	\$/Cwt	\$/Head
INCOME:										
Steers - Heifers Sold	456	379,894	377,133.51			460	384,623	349,096.48		
Ending Inventory	271	178,709	188,038.93			239	157,938	150,701.46		
Gross Sales	727	558,602	\$565,172.43			699	542,561	\$499,797.94		
Steers - Heifers Purchased	446	225,956	267,317.57			481	247,761	256,593.51		
Beginning Inventory	291	190,387	198,857.39			228	150,563	142,097.12		
Gross Purchases	737	416,344	\$466,174.96			709	398,324	\$398,690.63		
Net Sale Gain	(11)	142,259	\$98,997.47	\$69.59	\$213.17	(10)	144,237	\$101,107.31	\$70.10	\$206.76
Patronage Refunds			195.42					732.84		
Miscellaneous Income			696.95					407.59		
Livestock Futures			(1,936.61)					1,711.12		
OTHER INCOME			(\$1,044.24)	(\$0.73)	(\$2.25)			\$2,851.55	\$1.98	\$5.83
GROSS INCOME			\$97,953.23	\$68.86	\$210.92			\$103,958.86	\$72.08	\$212.59
EXPENSES:										
Labor Hired			\$2,147.71	\$1.51	\$4.62			\$2,173.76	\$1.51	\$4.45
General Machinery Repairs			4,824.05	3.39	10.39			6,163.31	4.27	12.60
Interest Paid			8,477.82	5.96	18.26			6,650.38	4.61	13.60
Feed Purchased			65,003.67	45.69	139.97			79,590.52	55.18	162.76
Machine Hire - Lease			1,392.30	0.98	3.00			2,198.73	1.52	4.50
Farm Org Fees / Travel / Publ			761.35	0.54	1.64			821.16	0.57	1.68
Vet Medicine / Drugs			7,405.15	5.21	15.95			6,624.19	4.59	13.55
Livestock Marketing / Breeding			4,452.89	3.13	9.59			4,326.62	3.00	8.85
Gas / Fuel / Oil			2,731.55	1.92	5.88			2,596.54	1.80	5.31
Personal Property Tax			112.52	0.08	0.24			187.21	0.13	0.38
General Farm Insurance			757.22	0.53	1.63			1,114.24	0.77	2.28
Utilities			1,215.41	0.85	2.62			1,486.34	1.03	3.04
Auto Expense			198.37	0.14	0.43			203.89	0.14	0.42
TOTAL VARIABLE COSTS			\$99,480.00	\$69.93	\$214.21			\$114,136.89	\$79.13	\$233.41
RETURN ABOVE VARIABLE COSTS			(\$1,526.77)	(\$1.07)	(\$3.29)			(\$10,178.03)	(\$7.06)	(\$20.81)
Depreciation			\$3,750.99	\$2.64	\$8.08			\$4,064.13	\$2.82	\$8.31
Real Estate Tax			470.17	0.33	1.01			531.61	0.37	1.09
Unpaid Operator Labor			7,586.65	5.33	16.34			9,285.84	6.44	18.99
Interest Charge *			15,119.89	10.63	32.56			14,897.23	10.33	30.46
TOTAL FIXED COSTS			\$26,927.71	\$18.93	\$57.98			\$28,778.81	\$19.95	\$58.85
TOTAL EXPENSE			\$126,407.71	\$88.86	\$272.20			\$142,915.70	\$99.08	\$292.26
NET RETURN TO MANAGEMENT			(\$28,454.48)	(\$20.00)	(\$61.27)			(\$38,956.84)	(\$27.01)	(\$79.67)
NET RETURN TO LABOR-MGT			(\$18,720.11)	(\$13.16)	(\$40.31)			(\$27,497.24)	(\$19.06)	(\$56.23)
Factors:										
Feed Costs				\$45.69	\$139.97				\$55.18	\$162.76
Nonfeed Costs				\$43.16	\$132.22				\$43.90	\$129.50

* 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.