

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
DAIRY COWS: STATE AVERAGES

	2004-2008 Average	2009
Number of Farms	41	46
Number of Dairy Cows	111	131
Pounds of Milk / Cow	21,033	20,635
Milk Receipts / Cow	\$3,465.43	\$2,827.10
Gross Income / Cow	\$3,819.90	\$3,375.23
Feed Cost / Cow	\$1,798.44	\$2,043.88
Non Feed Costs / Cow	\$2,008.14	\$2,149.14
Gross Income / Cwt Milk	\$18.16	\$16.36
Milk Price / Cwt	\$16.48	\$13.70
Feed Costs / Cwt Milk	\$8.55	\$9.90
Non Feed Costs / Cwt Milk	\$9.55	\$10.42

	Head	Pounds	Total Dollars	\$/Cwt Milk	\$/Cow	Head	Pounds	Total Dollars	\$/Cwt Milk	\$/Cow
INCOME:										
Calves Sold	31		10,286.63			36		11,997.56		
Cows Sold	31		22,536.80			36		21,085.61		
Ending Inventory	223		212,464.85			281		261,254.69		
Gross Sales	284		\$245,288.27			353		\$294,337.86		
Cows Purchased	4		6,437.28			3		3,879.10		
Beginning Inventory	221		206,058.69			269		255,509.41		
Gross Purchases	225		\$212,495.97			272		\$259,388.51		
Net Sale Gain			\$32,792.30	\$1.40	\$294.37			\$34,949.35	\$1.29	\$266.79
Milk Sales		2,343,080	386,049.38	16.48	3,465.43		2,703,185	370,350.11	13.70	2,827.10
Patronage Refunds			2,420.96	0.10	21.73			3,979.49	0.15	30.38
Miscellaneous Income			4,332.46	0.18	38.89			33,576.64	1.24	256.31
Livestock Futures			(57.96)	(0.00)	(0.52)			(699.94)	(0.03)	(5.34)
OTHER INCOME			\$392,744.84	\$16.76	\$3,525.54			\$407,206.30	\$15.06	\$3,108.45
GROSS INCOME			\$425,537.14	\$18.16	\$3,819.90			\$442,155.65	\$16.36	\$3,375.23
EXPENSES:										
Labor Hired			\$29,795.73	\$1.27	\$267.47			\$40,934.20	\$1.51	\$312.47
General Machinery Repairs			19,020.34	0.81	170.74			22,977.62	0.85	175.40
Interest Paid			10,866.40	0.46	97.54			11,756.19	0.43	89.74
Feed Purchased			200,346.13	8.55	1,798.44			267,748.26	9.90	2,043.88
Machine Hire - Lease			2,136.29	0.09	19.18			2,343.06	0.09	17.89
Farm Org Fees / Travel / Publ			2,454.02	0.10	22.03			2,946.45	0.11	22.49
Vet Medicine / Drugs			13,903.72	0.59	124.81			17,160.13	0.63	130.99
Dairy Expense			33,773.17	1.44	303.17			41,160.07	1.52	314.20
Livestock Marketing / Breeding			11,126.97	0.47	99.88			12,473.37	0.46	95.22
Gas / Fuel / Oil			7,547.62	0.32	67.75			8,493.29	0.31	64.83
Personal Property Tax			346.47	0.01	3.11			503.48	0.02	3.84
General Farm Insurance			3,794.46	0.16	34.06			3,900.29	0.14	29.77
Utilities			11,508.25	0.49	103.31			14,674.80	0.54	112.02
Auto Expense			430.10	0.02	3.86			202.81	0.01	1.55
TOTAL VARIABLE COSTS			\$347,049.66	\$14.81	\$3,115.35			\$447,274.02	\$16.55	\$3,414.31
RETURN ABOVE VARIABLE COSTS			\$78,487.47	\$3.35	\$704.56			(\$5,118.37)	(\$0.19)	(\$39.07)
Depreciation			\$17,038.42	\$0.73	\$152.95			\$20,563.78	\$0.76	\$156.98
Real Estate Tax			1,436.15	0.06	12.89			1,350.01	0.05	10.31
Unpaid Operator Labor			33,434.55	1.43	300.13			47,101.50	1.74	359.55
Interest Charge *			25,093.84	1.07	225.26			32,996.01	1.22	251.88
TOTAL FIXED COSTS			\$77,002.96	\$3.29	\$691.23			\$102,011.30	\$3.77	\$778.71
TOTAL EXPENSE			\$424,052.62	\$18.10	\$3,806.58			\$549,285.32	\$20.32	\$4,193.02
NET RETURN TO MANAGEMENT			\$1,484.52	\$0.06	\$13.33			(\$107,129.67)	(\$3.96)	(\$817.78)
NET RETURN TO LABOR-MGT			\$64,714.80	\$2.76	\$580.92			(\$19,093.97)	(\$0.71)	(\$145.76)
Factors:										
Feed Costs				\$8.55	\$1,798.44				\$9.90	\$2,043.88
Nonfeed Costs				\$9.55	\$2,008.14				\$10.42	\$2,149.14

* 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.