

**KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001**  
**NONIRRIGATED ALFALFA: STATE AVERAGES**

	1996-2000 Average	2001
Number of Farms	141	105
Crop Acres	106	127
Acres Owned	36	36
Acres Rented	70	91
Yield / Acre	3.68	3.10
Tons	334	345
Operator Percentage	85.67%	87.63%
Gross Income / Acre	\$219.09	\$245.21
Variable Costs / Acre	\$103.07	\$124.42
Total Expense / Acre	\$177.91	\$198.32
Gross Income / Ton	\$69.53	\$90.27
Total Expense / Ton	\$56.46	\$73.00

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
<b>INCOME:</b>						
Soybeans (Operator's Share)	\$21,455.18	\$64.24	\$202.41	\$28,564.68	\$82.80	\$224.92
Patronage Refunds	88.66	0.27	0.84	89.94	0.26	0.71
Government Payments	1,476.25	4.42	13.93	2,328.58	6.75	18.34
Miscellaneous Income	199.98	0.60	1.89	156.96	0.45	1.24
Crop Insurance Proceeds	3.12	0.01	0.03	1.28	0.00	0.01
OTHER INCOME	\$1,768.01	\$5.29	\$16.68	\$2,576.76	\$7.47	\$20.29
<b>GROSS INCOME</b>	<b>\$23,223.19</b>	<b>\$69.53</b>	<b>\$219.09</b>	<b>\$31,141.44</b>	<b>\$90.27</b>	<b>\$245.21</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,031.09	\$3.09	\$9.73	\$2,066.03	\$5.99	\$16.27
General Machinery Repairs	2,022.52	6.06	19.08	2,580.44	7.48	20.32
Interest Paid	1,343.80	4.02	12.68	1,347.27	3.91	10.61
Seed / Other Crop Expense	656.80	1.97	6.20	986.95	2.86	7.77
Crop Insurance	9.69	0.03	0.09	58.00	0.17	0.46
Fertilizer / Lime	951.15	2.85	8.97	1,219.13	3.53	9.60
Machine Hire - Lease	950.99	2.85	8.97	1,545.94	4.48	12.17
Farm Org Fees / Travel / Publ	208.37	0.62	1.97	336.44	0.98	2.65
Gas / Fuel / Oil	881.58	2.64	8.32	1,374.24	3.98	10.82
Crop Storage & Marketing	62.14	0.19	0.59	351.27	1.02	2.77
Personal Property Tax	52.93	0.16	0.50	95.35	0.28	0.75
General Farm Insurance	297.91	0.89	2.81	457.48	1.33	3.60
Utilities	256.99	0.77	2.42	448.98	1.30	3.54
Cash Farm Rent	1,021.04	3.06	9.63	1,344.07	3.90	10.58
Herbicide / Insecticide	1,054.60	3.16	9.95	1,412.73	4.09	11.12
Conservation	5.85	0.02	0.06	6.16	0.02	0.05
Auto Expense	117.81	0.35	1.11	170.49	0.49	1.34
<b>TOTAL VARIABLE COSTS</b>	<b>\$10,925.26</b>	<b>\$32.71</b>	<b>\$103.07</b>	<b>\$15,800.97</b>	<b>\$45.80</b>	<b>\$124.42</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$12,297.93</b>	<b>\$36.82</b>	<b>\$116.02</b>	<b>\$15,340.47</b>	<b>\$44.47</b>	<b>\$120.79</b>
Depreciation	1,631.69	4.89	15.39	2,420.88	7.02	19.06
Real Estate Tax	277.70	0.83	2.62	339.05	0.98	2.67
Unpaid Operator Labor	2,984.92	8.94	28.16	3,311.79	9.60	26.08
Interest Charge *	48.33	0.14	0.46	375.47	1.09	2.96
<b>TOTAL FIXED COSTS</b>	<b>\$4,942.64</b>	<b>\$14.80</b>	<b>\$46.63</b>	<b>6,447.19</b>	<b>\$18.69</b>	<b>\$50.77</b>
Land Charge **	\$2,990.82	\$8.95	\$28.22	\$2,938.45	\$8.52	\$23.14
<b>TOTAL EXPENSE</b>	<b>\$18,858.72</b>	<b>\$56.46</b>	<b>\$177.91</b>	<b>\$25,186.61</b>	<b>\$73.00</b>	<b>\$198.32</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$4,364.47</b>	<b>\$13.07</b>	<b>\$41.17</b>	<b>\$5,954.83</b>	<b>\$17.26</b>	<b>\$46.89</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$8,380.48</b>	<b>\$25.09</b>	<b>\$79.06</b>	<b>\$11,332.65</b>	<b>\$32.85</b>	<b>\$89.23</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

\*\*Land charge represents a charge (equal to landlord's share) on owned land and equals (production from owned acres X price / unit X 33.33%). Crop production paid to the landlord on rented land (already removed above), or cash rent is the charge on rented land.

This crop enterprise is based on the operator's share of production, and thus includes only production expenses paid by the operator. A charge for management is not included in the expenses.