

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

	1996-2000 Average	2001
Number of Farms	466	362
Crop Acres	260	277
Acres Owned	63	62
Acres Rented	197	215
Yield / Acre	78.0	63.3
Bushels	15,833	13,621
Operator Percentage	77.98%	77.66%
Gross Income / Acre	\$148.14	\$124.35
Variable Costs / Acre	\$97.54	\$97.21
Total Expense / Acre	\$144.33	\$141.82
Gross Income / Bushel	\$2.44	\$2.53
Total Expense / Bushel	\$2.37	\$2.88

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Grain Sorghum (Operator's Share)	\$30,287.49	\$1.91	\$116.31	\$24,743.79	\$1.82	\$89.33
Patronage Refunds	353.44	0.02	1.36	354.66	0.03	1.28
Government Payments	7,039.84	0.44	27.03	7,687.61	0.56	27.75
Miscellaneous Income	459.85	0.03	1.77	507.44	0.04	1.83
Crop Insurance Proceeds	434.20	0.03	1.67	1,151.00	0.08	4.16
OTHER INCOME	\$8,287.33	\$0.52	\$31.83	\$9,700.71	\$0.71	\$35.02
GROSS INCOME	\$38,574.82	\$2.44	\$148.14	\$34,444.50	\$2.53	\$124.35
EXPENSES:						
Labor Hired	\$1,316.04	\$0.08	\$5.05	\$1,380.40	\$0.10	\$4.98
General Machinery Repairs	3,374.39	0.21	12.96	3,286.10	0.24	11.86
Interest Paid	2,442.56	0.15	9.38	2,414.43	0.18	8.72
Seed / Other Crop Expense	1,882.01	0.12	7.23	2,133.61	0.16	7.70
Crop Insurance	699.51	0.04	2.69	791.08	0.06	2.86
Fertilizer / Lime	4,828.14	0.30	18.54	5,507.95	0.40	19.88
Machine Hire - Lease	1,567.25	0.10	6.02	1,385.44	0.10	5.00
Farm Org Fees / Travel / Publ	399.74	0.03	1.54	398.36	0.03	1.44
Gas / Fuel / Oil	1,742.83	0.11	6.69	2,134.46	0.16	7.71
Crop Storage & Marketing	157.38	0.01	0.60	206.32	0.02	0.74
Personal Property Tax	114.42	0.01	0.44	161.50	0.01	0.58
General Farm Insurance	516.47	0.03	1.98	595.15	0.04	2.15
Utilities	497.39	0.03	1.91	592.81	0.04	2.14
Cash Farm Rent	1,182.97	0.07	4.54	1,111.88	0.08	4.01
Herbicide / Insecticide	4,451.51	0.28	17.09	4,585.63	0.34	16.55
Conservation	13.57	0.00	0.05	30.55	0.00	0.11
Auto Expense	213.49	0.01	0.82	210.31	0.02	0.76
TOTAL VARIABLE COSTS	\$25,399.68	\$1.60	\$97.54	\$26,925.98	\$1.98	\$97.21
RETURN ABOVE VARIABLE COSTS	\$13,175.14	\$0.83	\$50.60	\$7,518.52	\$0.55	\$27.14
Depreciation	3,430.18	0.22	13.17	4,036.50	0.30	14.57
Real Estate Tax	462.06	0.03	1.77	537.77	0.04	1.94
Unpaid Operator Labor	4,740.73	0.30	18.21	4,830.63	0.35	17.44
Interest Charge *	358.02	0.02	1.37	492.81	0.04	1.78
TOTAL FIXED COSTS	\$8,990.99	\$0.57	\$34.53	9,897.71	\$0.73	\$35.73
Land Charge **	\$3,191.81	\$0.20	\$12.26	\$2,461.78	\$0.18	\$8.89
TOTAL EXPENSE	\$37,582.47	\$2.37	\$144.33	\$39,285.47	\$2.88	\$141.82
NET RETURN TO MANAGEMENT	\$992.35	\$0.06	\$3.81	(\$4,840.97)	(\$0.36)	(\$17.48)
NET RETURN TO LABOR-MGT	\$7,049.12	\$0.45	\$27.07	\$1,370.06	\$0.10	\$4.95

*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.