

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

	1996-2000 Average	2001
Number of Farms	669	527
Crop Acres	529	522
Acres Owned	140	138
Acres Rented	389	384
Yield / Acre	41.4	39.1
Bushels	17,073	15,984
Operator Percentage	77.88%	78.35%
Gross Income / Acre	\$128.57	\$117.20
Variable Costs / Acre	\$76.19	\$75.73
Total Expense / Acre	\$117.09	\$116.53
Gross Income / Bushel	\$3.99	\$3.83
Total Expense / Bushel	\$3.63	\$3.81

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$49,958.43	\$2.93	\$94.40	\$43,049.66	\$2.69	\$82.47
Patronage Refunds	632.97	0.04	1.20	612.77	0.04	1.17
Government Payments	14,568.51	0.85	27.53	13,090.62	0.82	25.08
Miscellaneous Income	759.23	0.04	1.43	715.94	0.04	1.37
Crop Insurance Proceeds	2,119.29	0.12	4.00	3,707.49	0.23	7.10
OTHER INCOME	\$18,079.99	\$1.06	\$34.16	\$18,126.82	\$1.13	\$34.73
<b>GROSS INCOME</b>	<b>\$68,038.42</b>	<b>\$3.99</b>	<b>\$128.57</b>	<b>\$61,176.48</b>	<b>\$3.83</b>	<b>\$117.20</b>
<b>EXPENSES:</b>						
Labor Hired	\$2,699.10	\$0.16	\$5.10	\$2,599.27	\$0.16	\$4.98
General Machinery Repairs	6,518.56	0.38	12.32	5,977.26	0.37	11.45
Interest Paid	4,664.09	0.27	8.81	4,157.18	0.26	7.96
Seed / Other Crop Expense	2,486.14	0.15	4.70	2,373.24	0.15	4.55
Crop Insurance	1,773.15	0.10	3.35	1,720.39	0.11	3.30
Fertilizer / Lime	7,222.27	0.42	13.65	7,817.66	0.49	14.98
Machine Hire - Lease	3,689.51	0.22	6.97	3,027.47	0.19	5.80
Farm Org Fees / Travel / Publ	790.99	0.05	1.49	671.93	0.04	1.29
Gas / Fuel / Oil	3,460.61	0.20	6.54	3,740.29	0.23	7.17
Crop Storage & Marketing	363.55	0.02	0.69	387.69	0.02	0.74
Personal Property Tax	216.24	0.01	0.41	247.51	0.02	0.47
General Farm Insurance	995.22	0.06	1.88	1,065.17	0.07	2.04
Utilities	949.42	0.06	1.79	980.91	0.06	1.88
Cash Farm Rent	1,827.64	0.11	3.45	1,910.65	0.12	3.66
Herbicide / Insecticide	2,212.18	0.13	4.18	2,471.96	0.15	4.74
Conservation	24.80	0.00	0.05	46.26	0.00	0.09
Auto Expense	425.62	0.02	0.80	338.07	0.02	0.65
<b>TOTAL VARIABLE COSTS</b>	<b>\$40,319.06</b>	<b>\$2.36</b>	<b>\$76.19</b>	<b>\$39,532.91</b>	<b>\$2.47</b>	<b>\$75.73</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$27,719.36</b>	<b>\$1.62</b>	<b>\$52.38</b>	<b>\$21,643.57</b>	<b>\$1.35</b>	<b>\$41.46</b>
Depreciation	6,096.28	0.36	11.52	6,641.48	0.42	12.72
Real Estate Tax	959.68	0.06	1.81	1,046.91	0.07	2.01
Unpaid Operator Labor	8,662.35	0.51	16.37	8,424.48	0.53	16.14
Interest Charge *	235.36	0.01	0.44	340.07	0.02	0.65
<b>TOTAL FIXED COSTS</b>	<b>\$15,953.66</b>	<b>\$0.93</b>	<b>\$30.15</b>	<b>16,452.94</b>	<b>\$1.03</b>	<b>\$31.52</b>
Land Charge **	\$5,690.79	\$0.33	\$10.75	\$4,842.16	\$0.30	\$9.28
<b>TOTAL EXPENSE</b>	<b>\$61,963.52</b>	<b>\$3.63</b>	<b>\$117.09</b>	<b>\$60,828.01</b>	<b>\$3.81</b>	<b>\$116.53</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$6,074.91</b>	<b>\$0.36</b>	<b>\$11.48</b>	<b>\$348.47</b>	<b>\$0.02</b>	<b>\$0.67</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$17,436.35</b>	<b>\$1.02</b>	<b>\$32.95</b>	<b>\$11,372.22</b>	<b>\$0.71</b>	<b>\$21.79</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.