

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
NONIRRIGATED BROME HAY

	1996-2000 Average	2001
Number of Farms	43	48
Crop Acres	63	70
Acres Owned	23	19
Acres Rented	40	50
Yield / Acre	1.85	1.81
Tons	108	115
Operator Percentage	92.62%	90.77%
Gross Income / Acre	\$77.41	\$87.54
Variable Costs / Acre	\$66.15	\$63.38
Total Expense / Acre	\$113.42	\$103.35
Gross Income / Ton	\$45.27	\$53.29
Total Expense / Ton	\$66.33	\$62.91

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Brome Hay (Operator's Share)	\$4,780.45	\$44.10	\$75.40	\$6,019.49	\$52.34	\$85.99
Patronage Refunds	53.31	0.49	0.84	49.87	0.43	0.71
Government Payments	39.09	0.36	0.62	47.35	0.41	0.68
Miscellaneous Income	34.63	0.32	0.55	11.22	0.10	0.16
Crop Insurance Proceeds	0.02	0.00	0.00	-	-	-
OTHER INCOME	\$127.05	\$1.17	\$2.00	\$108.44	\$0.94	\$1.55
GROSS INCOME	\$4,907.51	\$45.27	\$77.41	\$6,127.93	\$53.29	\$87.54
EXPENSES:						
Labor Hired	\$212.77	\$1.96	\$3.36	\$168.86	\$1.47	\$2.41
General Machinery Repairs	849.35	7.84	13.40	744.03	6.47	10.63
Interest Paid	577.48	5.33	9.11	572.08	4.97	8.17
Seed / Other Crop Expense	41.35	0.38	0.65	17.96	0.16	0.26
Fertilizer / Lime	1,150.26	10.61	18.14	1,498.23	13.03	21.40
Machine Hire - Lease	292.46	2.70	4.61	269.64	2.34	3.85
Farm Org Fees / Travel / Publ	81.02	0.75	1.28	63.17	0.55	0.90
Gas / Fuel / Oil	412.55	3.81	6.51	398.57	3.47	5.69
Crop Storage & Marketing	1.55	0.01	0.02	-	-	-
Personal Property Tax	37.86	0.35	0.60	48.83	0.42	0.70
General Farm Insurance	136.30	1.26	2.15	118.06	1.03	1.69
Utilities	110.62	1.02	1.74	139.40	1.21	1.99
Cash Farm Rent	184.65	1.70	2.91	264.14	2.30	3.77
Herbicide / Insecticide	28.66	0.26	0.45	43.24	0.38	0.62
Conservation	1.37	0.01	0.02	0.38	0.00	0.01
Auto Expense	75.38	0.70	1.19	90.06	0.78	1.29
TOTAL VARIABLE COSTS	\$4,193.63	\$38.69	\$66.15	\$4,436.65	\$38.58	\$63.38
RETURN ABOVE VARIABLE COSTS	\$713.88	\$6.59	\$11.26	\$1,691.28	\$14.71	\$24.16
Depreciation	775.39	7.15	12.23	695.20	6.05	9.93
Real Estate Tax	127.39	1.18	2.01	109.31	0.95	1.56
Unpaid Operator Labor	1,422.32	13.12	22.43	1,378.13	11.98	19.69
Interest Charge *	19.33	0.18	0.30	-	-	-
TOTAL FIXED COSTS	\$2,344.45	\$21.63	\$36.98	2,182.64	\$18.98	\$31.18
Land Charge **	\$652.61	\$6.02	\$10.29	\$614.86	\$5.35	\$8.78
TOTAL EXPENSE	\$7,190.69	\$66.33	\$113.42	\$7,234.15	\$62.91	\$103.35
NET RETURN TO MANAGEMENT	(\$2,283.18)	(\$21.06)	(\$36.01)	(\$1,106.22)	(\$9.62)	(\$15.80)
NET RETURN TO LABOR-MGT	(\$648.09)	(\$5.98)	(\$10.22)	\$440.77	\$3.83	\$6.30

*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.