

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

	1996-2000 Average	2001
Number of Farms	17	15
Crop Acres	55	64
Acres Owned	20	27
Acres Rented	35	37
Yield / Acre	12.63	11.63
Tons	687	723
Operator Percentage	98.93%	97.14%
Gross Income / Acre	\$288.47	\$266.05
Variable Costs / Acre	\$150.61	\$143.62
Total Expense / Acre	\$230.90	\$220.66
Gross Income / Ton	\$23.09	\$23.55
Total Expense / Ton	\$18.48	\$19.53

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Silage (Operator's Share)	\$13,930.88	\$20.27	\$253.29	\$14,801.42	\$20.47	\$231.27
Patronage Refunds	63.78	0.09	1.16	96.06	0.13	1.50
Government Payments	1,593.44	2.32	28.97	1,688.69	2.34	26.39
Miscellaneous Income	50.51	0.07	0.92	44.59	0.06	0.70
Crop Insurance Proceeds	227.18	0.33	4.13	396.47	0.55	6.19
OTHER INCOME	\$1,934.90	\$2.82	\$35.18	\$2,225.81	\$3.08	\$34.78
GROSS INCOME	\$15,865.79	\$23.09	\$288.47	\$17,027.23	\$23.55	\$266.05
EXPENSES:						
Labor Hired	\$472.06	\$0.69	\$8.58	\$573.06	\$0.79	\$8.95
General Machinery Repairs	854.99	1.24	15.55	814.24	1.13	12.72
Interest Paid	662.64	0.96	12.05	612.78	0.85	9.57
Seed / Other Crop Expense	1,117.41	1.63	20.32	1,461.00	2.02	22.83
Crop Insurance	86.84	0.13	1.58	209.13	0.29	3.27
Fertilizer / Lime	1,302.23	1.89	23.68	1,259.53	1.74	19.68
Machine Hire - Lease	765.06	1.11	13.91	967.69	1.34	15.12
Farm Org Fees / Travel / Publ	76.63	0.11	1.39	105.50	0.15	1.65
Gas / Fuel / Oil	423.80	0.62	7.71	550.96	0.76	8.61
Crop Storage & Marketing	40.63	0.06	0.74	-	-	-
Personal Property Tax	29.66	0.04	0.54	57.67	0.08	0.90
General Farm Insurance	176.56	0.26	3.21	215.31	0.30	3.36
Utilities	112.66	0.16	2.05	193.73	0.27	3.03
Cash Farm Rent	630.41	0.92	11.46	312.05	0.43	4.88
Herbicide / Insecticide	1,409.37	2.05	25.62	1,675.80	2.32	26.18
Conservation	1.85	0.00	0.03	19.51	0.03	0.30
Auto Expense	120.98	0.18	2.20	163.98	0.23	2.56
TOTAL VARIABLE COSTS	\$8,283.78	\$12.05	\$150.61	\$9,191.94	\$12.71	\$143.62
RETURN ABOVE VARIABLE COSTS	\$7,582.01	\$11.03	\$137.85	\$7,835.29	\$10.84	\$122.43
Depreciation	881.87	1.28	16.03	984.79	1.36	15.39
Real Estate Tax	133.36	0.19	2.42	203.81	0.28	3.18
Unpaid Operator Labor	1,489.91	2.17	27.09	1,350.00	1.87	21.09
Interest Charge *	179.32	0.26	3.26	253.87	0.35	3.97
TOTAL FIXED COSTS	\$2,684.46	\$3.91	\$48.81	2,792.47	\$3.86	\$43.63
Land Charge **	\$1,731.17	\$2.52	\$31.48	\$2,137.81	\$2.96	\$33.40
TOTAL EXPENSE	\$12,699.40	\$18.48	\$230.90	\$14,122.22	\$19.53	\$220.66
NET RETURN TO MANAGEMENT	\$3,166.39	\$4.61	\$57.57	\$2,905.01	\$4.02	\$45.39
NET RETURN TO LABOR-MGT	\$5,128.35	\$7.46	\$93.24	\$4,828.07	\$6.68	\$75.44

*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.