

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF COWS, SELL CALVES

	1996-2000 Average	2001
Number of Farms	47	34
Number of Cows in Herd	103	98
Number of Calves Sold	88	74
Average Weight Calves Sold	578	634
Calf Selling Price / Cwt	\$76.67	\$89.41
Gross Income / Cow	\$410.94	\$529.79
Feed Cost / Cow	\$269.40	\$324.59
Nonfeed Cost / Cow	\$277.85	\$315.26
Pounds Beef Produced / Cow	596	688

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	88	38,831.67			74	41,951.41		
Cows Sold	14	6,798.76			15	8,307.48		
Ending Inventory	168	80,611.03			185	97,371.51		
Gross Sales	269	\$126,241.46			274	\$147,630.40		
Cows Purchased	9	5,637.31			5	4,493.06		
Beginning Inventory	168	78,346.52			176	91,512.58		
Gross Purchases	177	\$83,983.83			181	\$96,005.64		
Net Sale Gain	92	\$42,257.63	\$68.60	\$408.68	93	\$51,624.76	\$76.54	\$526.78
Patronage Refunds		200.79				152.29		
Miscellaneous Income		31.80				42.30		
Livestock Futures		0.58				100.09		
OTHER INCOME		\$233.16	\$0.38	\$2.25		\$294.68	\$0.44	\$3.01
GROSS INCOME		\$42,490.79	\$68.98	\$410.94		\$51,919.44	\$76.97	\$529.79
EXPENSES:								
Labor Hired		\$1,065.61	\$1.73	\$10.31		\$1,252.26	\$1.86	\$12.78
General Machinery Repairs		2,725.63	4.42	26.36		3,047.17	4.52	31.09
Interest Paid		2,664.63	4.33	25.77		2,833.32	4.20	28.91
Feed Purchased		27,856.47	45.22	269.40		31,809.58	47.16	324.59
Machine Hire - Lease		532.13	0.86	5.15		189.26	0.28	1.93
Farm Org Fees / Travel / Publ		488.08	0.79	4.72		403.81	0.60	4.12
Vet Medicine / Drugs		1,678.57	2.73	16.23		2,288.94	3.39	23.36
Livestock Marketing / Breeding		1,213.93	1.97	11.74		891.59	1.32	9.10
Gas / Fuel / Oil		1,020.06	1.66	9.87		1,095.04	1.62	11.17
Personal Property Tax		117.29	0.19	1.13		195.34	0.29	1.99
General Farm Insurance		354.87	0.58	3.43		416.40	0.62	4.25
Utilities		1,110.79	1.80	10.74		1,098.10	1.63	11.21
Auto Expense		218.76	0.36	2.12		200.45	0.30	2.05
Livestock Futures		11.54	0.02	0.11		26.84	0.04	0.27
TOTAL VARIABLE COSTS		\$41,058.37	\$66.66	\$397.08		\$45,748.10	\$67.83	\$466.82
RETURN ABOVE VARIABLE COSTS		\$1,432.42	\$2.33	\$13.85		\$6,171.34	\$9.15	\$62.97
Depreciation		1,694.28	2.75	16.39		2,405.76	3.57	24.55
Real Estate Tax		298.11	0.48	2.88		142.02	0.21	1.45
Unpaid Operator Labor		7,238.63	11.75	70.01		6,962.43	10.32	71.05
Interest Charge *		6,296.99	10.22	60.90		7,446.90	11.04	75.99
TOTAL FIXED COSTS		\$15,528.00	\$25.21	\$150.17		\$16,957.11	\$25.14	\$173.03
TOTAL EXPENSE		\$56,586.37	\$91.87	\$547.26		\$62,705.21	\$92.97	\$639.85
NET RETURN TO MANAGEMENT		(\$14,095.58)	(\$22.88)	(\$136.32)		(\$10,785.77)	(\$15.99)	(\$110.06)
NET RETURN TO LABOR-MGT		(\$5,791.34)	(\$9.40)	(\$56.01)		(\$2,571.08)	(\$3.81)	(\$26.24)
Factors:								
Feed Costs			\$45.22	\$269.40			\$47.16	\$324.59
Nonfeed Costs			\$46.64	\$277.85			\$45.81	\$315.26

*Interest charge equals: ((8.0% times gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF COWS, SELL FEEDERS

	1996-2000 Average	2001
Number of Farms	66	39
Number of Cows in Herd	112	126
Number of Calves Sold	88	103
Average Weight Calves Sold	796	771
Calf Selling Price / Cwt	\$70.76	\$83.44
Gross Income / Cow	\$521.80	\$577.93
Feed Cost / Cow	\$368.91	\$389.15
Nonfeed Cost / Cow	\$320.11	\$362.71
Pounds Beef Produced / Cow	772	786

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	88	49,682.90			103	66,276.10		
Cows Sold	17	8,857.32			17	10,163.59		
Ending Inventory	218	112,196.89			250	149,361.05		
Gross Sales	323	\$170,737.10			370	\$225,800.74		
Cows Purchased	8	5,821.82			9	7,594.65		
Beginning Inventory	217	106,721.55			244	146,023.40		
Gross Purchases	225	\$112,543.37			253	\$153,618.05		
Net Sale Gain	99	\$58,193.74	\$67.18	\$518.66	117	\$72,182.69	\$72.89	\$572.88
Patronage Refunds		289.24				439.59		
Miscellaneous Income		59.45				197.11		
Livestock Futures		3.55				-		
OTHER INCOME		\$352.23	\$0.41	\$3.14		\$636.70	\$0.64	\$5.05
GROSS INCOME		\$58,545.97	\$67.58	\$521.80		\$72,819.39	\$73.54	\$577.93
EXPENSES:								
Labor Hired		\$1,602.69	\$1.85	\$14.28		\$1,665.69	\$1.68	\$13.22
General Machinery Repairs		3,610.38	4.17	32.18		4,849.27	4.90	38.49
Interest Paid		2,837.14	3.28	25.29		3,186.77	3.22	25.29
Feed Purchased		41,391.57	47.78	368.91		49,033.49	49.52	389.15
Machine Hire - Lease		409.45	0.47	3.65		359.49	0.36	2.85
Farm Org Fees / Travel / Publ		598.96	0.69	5.34		672.54	0.68	5.34
Vet Medicine / Drugs		2,528.04	2.92	22.53		3,159.23	3.19	25.07
Livestock Marketing / Breeding		1,975.90	2.28	17.61		2,065.71	2.09	16.39
Gas / Fuel / Oil		966.29	1.12	8.61		1,377.68	1.39	10.93
Personal Property Tax		123.99	0.14	1.11		295.74	0.30	2.35
General Farm Insurance		529.88	0.61	4.72		723.49	0.73	5.74
Utilities		1,164.75	1.34	10.38		1,546.80	1.56	12.28
Auto Expense		196.52	0.23	1.75		285.36	0.29	2.26
Livestock Futures		4.41	0.01	0.04		-	-	-
TOTAL VARIABLE COSTS		\$57,939.97	\$66.88	\$516.40		\$69,221.26	\$69.90	\$549.38
RETURN ABOVE VARIABLE COSTS		\$606.00	\$0.70	\$5.40		\$3,598.13	\$3.63	\$28.56
Depreciation		2,345.20	2.71	20.90		3,387.67	3.42	26.89
Real Estate Tax		255.47	0.29	2.28		97.04	0.10	0.77
Unpaid Operator Labor		7,553.07	8.72	67.32		9,073.85	9.16	72.01
Interest Charge *		9,214.25	10.64	82.12		12,955.58	13.08	102.82
TOTAL FIXED COSTS		\$19,367.98	\$22.36	\$172.62		\$25,514.14	\$25.77	\$202.49
TOTAL EXPENSE		\$77,307.95	\$89.24	\$689.02		\$94,735.40	\$95.67	\$751.87
NET RETURN TO MANAGEMENT		(\$18,761.98)	(\$21.66)	(\$167.22)		(\$21,916.01)	(\$22.13)	(\$173.94)
NET RETURN TO LABOR-MGT		(\$9,606.23)	(\$11.09)	(\$85.62)		(\$11,176.47)	(\$11.29)	(\$88.70)
Factors:								
Feed Costs			\$47.78	\$368.91			\$49.52	\$389.15
Nonfeed Costs			\$41.46	\$320.11			\$46.15	\$362.71

*Interest charge equals: ((8.0% times gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF BACKGROUNDING

	<i>1996-2000 Average</i>	<i>2001</i>
Number of Farms	44	31
Number of Head	391	518
Weight Produced / Head	303	291
Weight / Head Sold	817	814
Weight / Head Purchased	501	501
Sale Price / Cwt	\$70.22	\$83.83
Purchase Price / Cwt	\$81.69	\$98.69
Gross Income / Cwt	\$60.88	\$52.94
Feed Costs / Cwt	\$38.95	\$38.47
Nonfeed Costs / Cwt	\$32.20	\$36.42

	Head	Total Dollars	\$/ Cwt	\$/ Head	Head	Total Dollars	\$/ Cwt	\$/ Head
INCOME:								
Steers - Heifers Sold	381	218,519.16			497	339,283.96		
Ending Inventory	269	138,715.81			330	189,007.10		
Gross Sales	650	\$357,234.96			827	\$528,291.06		
Steers - Heifers Purchased	401	164,194.07			525	259,692.27		
Beginning Inventory	260	121,975.28			315	191,222.48		
Gross Purchases	661	\$286,169.35			840	\$450,914.75		
Net Sale Gain		\$71,065.62	\$60.04	\$181.75		\$77,376.31	\$51.41	\$149.38
Patronage Refunds		219.55				248.90		
Miscellaneous Income		471.30				113.00		
Livestock Futures		294.99				1,934.79		
OTHER INCOME		\$985.83	\$0.83	\$2.52		\$2,296.69	\$1.53	\$4.43
GROSS INCOME		\$72,051.45	\$60.88	\$184.27		\$79,673.00	\$52.94	\$153.81
EXPENSES:								
Labor Hired		\$1,438.36	\$1.22	\$3.68		\$1,783.59	\$1.19	\$3.44
General Machinery Repairs		3,116.80	2.63	7.97		4,251.00	2.82	8.21
Interest Paid		6,475.83	5.47	16.56		7,677.50	5.10	14.82
Feed Purchased		46,100.12	38.95	117.90		57,899.06	38.47	111.77
Machine Hire - Lease		592.39	0.50	1.52		553.82	0.37	1.07
Farm Org Fees / Travel / Publ		502.55	0.42	1.29		409.34	0.27	0.79
Vet Medicine / Drugs		4,721.04	3.99	12.07		7,126.48	4.74	13.76
Livestock Marketing / Breeding		2,173.24	1.84	5.56		2,691.43	1.79	5.20
Gas / Fuel / Oil		862.10	0.73	2.20		1,272.10	0.85	2.46
Personal Property Tax		46.85	0.04	0.12		63.02	0.04	0.12
General Farm Insurance		374.12	0.32	0.96		564.51	0.38	1.09
Utilities		1,071.28	0.91	2.74		1,172.92	0.78	2.26
Auto Expense		229.54	0.19	0.59		281.04	0.19	0.54
Livestock Futures		737.53	0.62	1.89		2,187.89	1.45	4.22
TOTAL VARIABLE COSTS		\$68,441.76	\$57.83	\$175.04		\$87,933.70	\$58.43	\$169.76
RETURN ABOVE VARIABLE COSTS		\$3,609.69	\$3.05	\$9.23		(\$8,260.70)	(\$5.49)	(\$15.95)
Depreciation		1,947.38	1.65	4.98		3,361.31	2.23	6.49
Real Estate Tax		71.58	0.06	0.18		56.53	0.04	0.11
Unpaid Operator Labor		5,440.81	4.60	13.92		6,415.40	4.26	12.38
Interest Charge *		8,304.04	7.02	21.24		14,952.06	9.93	28.86
TOTAL FIXED COSTS		\$15,763.80	\$13.32	\$40.32		\$24,785.30	\$16.47	\$47.85
TOTAL EXPENSE		\$84,205.56	\$71.15	\$215.36		\$112,719.00	\$74.89	\$217.60
NET RETURN TO MANAGEMENT		(\$12,154.11)	(\$10.27)	(\$31.08)		(\$33,046.00)	(\$21.96)	(\$63.80)
NET RETURN TO LABOR-MGT		(\$5,274.94)	(\$4.46)	(\$13.49)		(\$24,847.01)	(\$16.51)	(\$47.97)
Factors:								
Feed Costs			\$38.95	\$117.90			\$38.47	\$111.77
Nonfeed Costs			\$32.20	\$97.46			\$36.42	\$105.83

*Interest charge equals: ((8.0% times one-half gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF BACKGROUNDING / FINISH

	1996-2000 Average	2001
Number of Farms	13	10
Number of Head	506	929
Weight Produced / Head	577	645
Weight / Head Sold	1,146	1,160
Weight / Head Purchased	524	496
Sale Price / Cwt	\$67.18	\$74.22
Purchase Price / Cwt	\$83.47	\$98.71
Gross Income / Cwt	\$57.77	\$50.16
Feed Costs / Cwt	\$45.48	\$45.07
Nonfeed Costs / Cwt	\$20.50	\$19.47

	Head	Total Dollars	\$ / Cwt	\$ / Head	Head	Total Dollars	\$ / Cwt	\$ / Head
INCOME:								
Steers - Heifers Sold	461	355,168.20			880	757,876.89		
Ending Inventory	414	239,684.54			870	519,584.07		
Gross Sales	875	\$594,852.74			1,750	\$1,277,460.96		
Steers - Heifers Purchased	492	215,251.28			952	466,478.55		
Beginning Inventory	393	211,931.96			825	515,066.55		
Gross Purchases	885	\$427,183.24			1,777	\$981,545.10		
Net Sale Gain		\$167,669.50	\$57.49	\$331.62		\$295,915.86	\$49.35	\$318.53
Patronage Refunds		429.91				743.81		
Miscellaneous Income		271.45				167.97		
Livestock Futures		111.52				3,917.07		
OTHER INCOME		\$812.88	\$0.28	\$1.61		\$4,828.85	\$0.81	\$5.20
GROSS INCOME		\$168,482.39	\$57.77	\$333.23		\$300,744.71	\$50.16	\$323.73
EXPENSES:								
Labor Hired		\$1,952.29	\$0.67	\$3.86		\$5,203.57	\$0.87	\$5.60
General Machinery Repairs		4,079.81	1.40	8.07		7,862.51	1.31	8.46
Interest Paid		8,987.25	3.08	17.78		24,717.06	4.12	26.61
Feed Purchased		132,642.80	45.48	262.35		270,267.18	45.07	290.92
Machine Hire - Lease		2,219.03	0.76	4.39		6,968.30	1.16	7.50
Farm Org Fees / Travel / Publ		739.60	0.25	1.46		1,719.20	0.29	1.85
Vet Medicine / Drugs		5,294.31	1.82	10.47		12,066.48	2.01	12.99
Livestock Marketing / Breeding		4,666.67	1.60	9.23		3,752.01	0.63	4.04
Gas / Fuel / Oil		1,011.21	0.35	2.00		3,705.33	0.62	3.99
Personal Property Tax		104.24	0.04	0.21		205.73	0.03	0.22
General Farm Insurance		613.94	0.21	1.21		640.31	0.11	0.69
Utilities		1,184.97	0.41	2.34		2,180.29	0.36	2.35
Auto Expense		230.51	0.08	0.46		330.66	0.06	0.36
Livestock Futures		1,010.09	0.35	2.00		4,446.43	0.74	4.79
TOTAL VARIABLE COSTS		\$164,736.72	\$56.49	\$325.82		\$344,065.06	\$57.38	\$370.36
RETURN ABOVE VARIABLE COSTS		\$3,745.66	\$1.28	\$7.41		(\$43,320.35)	(\$7.22)	(\$46.63)
Depreciation		3,994.74	1.37	7.90		4,322.70	0.72	4.65
Real Estate Tax		282.29	0.10	0.56		52.27	0.01	0.06
Unpaid Operator Labor		7,390.11	2.53	14.62		8,874.00	1.48	9.55
Interest Charge *		16,019.69	5.49	31.68		29,690.61	4.95	31.96
TOTAL FIXED COSTS		\$27,686.83	\$9.49	\$54.76		\$42,939.58	\$7.16	\$46.22
TOTAL EXPENSE		\$192,423.55	\$65.98	\$380.58		\$387,004.64	\$64.54	\$416.58
NET RETURN TO MANAGEMENT		(\$23,941.17)	(\$8.21)	(\$47.35)		(\$86,259.93)	(\$14.39)	(\$92.85)
NET RETURN TO LABOR-MGT		(\$14,598.77)	(\$5.01)	(\$28.87)		(\$72,182.36)	(\$12.04)	(\$77.70)
Factors:								
Feed Costs			\$45.48	\$262.35			\$45.07	\$290.92
Nonfeed Costs			\$20.50	\$118.24			\$19.47	\$125.66

*Interest charge equals: ((8.0% times one-half gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
DAIRY COWS, GRADE A

	1996-2000 Average	2001
Number of Farms	17	14
Number of Dairy Cows	96	106
Pounds of Milk / Cow	18,597	18,355
Milk Receipts / Cow	\$2,501.94	\$2,610.57
Gross Income / Cow	\$2,748.96	\$2,856.13
Feed Cost / Cow	\$1,396.11	\$1,350.34
Non Feed Costs / Cow	\$1,284.20	\$1,411.32
Gross Income / Cwt Milk	\$14.78	\$15.56
Milk Price / Cwt	\$13.45	\$14.22
Feed Costs / Cwt Milk	\$7.51	\$7.36
Non Feed Costs / Cwt Milk	\$6.91	\$7.69

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	23	6,967.08			28	9,216.31		
Cows Sold	23	11,616.05			25	13,446.45		
Ending Inventory	176	134,097.07			203	165,603.21		
Gross Sales	222	\$152,680.20			256	\$188,265.97		
Cows Purchased	4	4,016.26			10	11,093.64		
Beginning Inventory	175	131,351.81			194	154,222.64		
Gross Purchases	179	\$135,368.07			204	\$165,316.28		
Net Sale Gain		\$17,312.13	\$0.97	\$180.71		\$22,949.69	\$1.18	\$216.51
Milk Sales		239,685.59	\$13.45	\$2,501.94		276,720.03	\$14.22	\$2,610.57
Patronage Refunds		2,100.64	\$0.12	\$21.93		2,109.15	\$0.11	\$19.90
Miscellaneous Income		4,208.99	\$0.24	\$43.94		721.26	\$0.04	\$6.80
Livestock Futures		43.40	\$0.00	\$0.45		250.00	\$0.01	\$2.36
OTHER INCOME		\$246,038.62	\$13.81	\$2,568.25		\$279,800.44	\$14.38	\$2,639.63
GROSS INCOME		\$263,350.75	\$14.78	\$2,748.96		\$302,750.13	\$15.56	\$2,856.13
EXPENSES:								
Labor Hired		\$12,349.49	\$0.69	\$128.91		\$15,932.38	\$0.82	\$150.31
General Machinery Repairs		9,341.68	0.52	97.51		11,792.51	0.61	111.25
Interest Paid		8,093.43	0.45	84.48		7,157.47	0.37	67.52
Feed Purchased		133,747.33	7.51	1,396.11		143,135.78	7.36	1,350.34
Machine Hire - Lease		1,659.13	0.09	17.32		888.43	0.05	8.38
Farm Org Fees / Travel / Publ		1,231.78	0.07	12.86		1,513.83	0.08	14.28
Vet Medicine / Drugs		8,325.15	0.47	86.90		11,469.83	0.59	108.21
Dairy Expense		25,646.58	1.44	267.71		32,920.06	1.69	310.57
Livestock Marketing / Breeding		4,286.61	0.24	44.75		4,745.61	0.24	44.77
Gas / Fuel / Oil		1,964.67	0.11	20.51		2,393.22	0.12	22.58
Personal Property Tax		189.57	0.01	1.98		159.18	0.01	1.50
General Farm Insurance		1,637.72	0.09	17.10		1,972.45	0.10	18.61
Utilities		6,118.63	0.34	63.87		7,817.13	0.40	73.75
Auto Expense		341.41	0.02	3.56		492.92	0.03	4.65
Livestock Futures		50.00	0.00	0.52		185.71	0.01	1.75
TOTAL VARIABLE COSTS		\$214,983.19	\$12.07	\$2,244.08		\$242,576.51	\$12.47	\$2,288.46
RETURN ABOVE VARIABLE COSTS		\$48,367.56	\$2.71	\$504.88		\$60,173.62	\$3.09	\$567.68
Depreciation		9,486.88	0.53	99.03		11,327.16	0.58	106.86
Real Estate Tax		288.24	0.02	3.01		279.03	0.01	2.63
Unpaid Operator Labor		17,442.94	0.98	182.08		19,157.14	0.98	180.73
Interest Charge *		14,572.76	0.82	152.12		19,395.58	1.00	182.98
TOTAL FIXED COSTS		\$41,790.82	\$2.35	\$436.23		\$50,158.91	\$2.58	\$473.20
TOTAL EXPENSE		\$256,774.01	\$14.41	\$2,680.31		\$292,735.42	\$15.05	\$2,761.65
NET RETURN TO MANAGEMENT		\$6,576.74	\$0.37	\$68.65		\$10,014.71	\$0.51	\$94.48
NET RETURN TO LABOR-MGT		\$36,369.17	\$2.04	\$379.64		\$45,104.23	\$2.32	\$425.51
Factors:								
Feed Costs			\$7.51	\$1,396.11			\$7.36	\$1,350.34
Nonfeed Costs			\$6.91	\$1,284.20			\$7.69	\$1,411.32

*Interest charge equals: ((8.0% times gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
SOW AND LITTER, SELL MARKET HOGS

	1996-2000 Average					2001				
Number of Farms	14					6				
Number of Litters	226					200				
Number of Pigs Sold	1,781					1,637				
Average Weight Pigs Sold	247					255				
Pigs Weaned per Litter	8.54					8.80				
Sales Price / Cwt	\$45.15					\$44.23				
Gross Income / Cwt	\$44.48					\$42.80				
Feed Cost / Cwt	\$27.51					\$23.09				
Nonfeed Cost / Cwt	\$15.31					\$12.88				
Pounds Pork Produced / Litter	2,014					2,260				
	Head	Total Dollars	\$/ Cwt	\$/ Pig	\$/ Litter	Head	Total Dollars	\$/ Cwt	\$/ Pig	\$/ Litter
INCOME:										
Pigs Sold	1,781	198,460.25				1,637	184,769.77			
Sows Sold	57	9,447.49				47	7,368.12			
Ending Inventory	1,153	73,453.92				985	57,729.00			
Gross Sales	2,991	\$281,361.66				2,669	\$249,866.89			
Sows-Boars Purchased	17	4,625.28				11	2,693.05			
Beginning Inventory	1,178	76,254.73				923	53,902.33			
Gross Purchases	1,195	\$80,880.01				934	\$56,595.38			
Net Sale Gain	1,796	\$200,481.65	\$43.97	\$112.55	\$885.52	1,735	\$193,271.51	\$42.76	\$118.06	\$966.36
Patronage Refunds		1,301.96					147.20			
Miscellaneous Income		822.52					16.53			
Livestock Futures		213.01					-			
OTHER INCOME		\$2,337.49	\$0.51	\$1.31	\$10.32		\$163.73	\$0.04	\$0.10	\$0.82
GROSS INCOME		\$202,819.14	\$44.48	\$113.87	\$895.84		\$193,435.24	\$42.80	\$118.16	\$967.18
EXPENSES:										
Labor Hired		\$7,485.08	\$1.64	\$4.20	\$33.06		\$6,621.16	\$1.46	\$4.04	\$33.11
General Machinery Repairs		9,914.74	2.17	5.57	43.79		8,631.96	1.91	5.27	43.16
Interest Paid		2,426.10	0.53	1.36	10.72		695.79	0.15	0.43	3.48
Feed Purchased		125,456.98	27.51	70.43	554.14		104,378.44	23.09	63.76	521.89
Machine Hire - Lease		1,833.98	0.40	1.03	8.10		350.00	0.08	0.21	1.75
Farm Org Fees / Travel / Publ		1,023.60	0.22	0.57	4.52		506.18	0.11	0.31	2.53
Vet Medicine / Drugs		4,282.43	0.94	2.40	18.92		5,028.11	1.11	3.07	25.14
Livestock Marketing / Breeding		5,100.44	1.12	2.86	22.53		2,808.17	0.62	1.72	14.04
Gas / Fuel / Oil		1,622.06	0.36	0.91	7.16		1,649.57	0.36	1.01	8.25
Personal Property Tax		353.97	0.08	0.20	1.56		289.14	0.06	0.18	1.45
General Farm Insurance		1,027.38	0.23	0.58	4.54		829.02	0.18	0.51	4.15
Utilities		5,208.25	1.14	2.92	23.00		3,974.62	0.88	2.43	19.87
Auto Expense		334.63	0.07	0.19	1.48		209.62	0.05	0.13	1.05
Livestock Futures		450.53	0.10	0.25	1.99		-	-	-	-
TOTAL VARIABLE COSTS		\$166,520.17	\$36.52	\$93.49	\$735.51		\$135,971.78	\$30.08	\$83.06	\$679.86
RETURN ABOVE VARIABLE COSTS		\$36,298.97	\$7.96	\$20.38	\$160.33		\$57,463.46	\$12.71	\$35.10	\$287.32
Depreciation		9,436.68	2.07	5.30	41.68		8,944.75	1.98	5.46	44.72
Real Estate Tax		313.20	0.07	0.18	1.38		202.15	0.04	0.12	1.01
Unpaid Operator Labor		13,445.60	2.95	7.55	59.39		11,445.00	2.53	6.99	57.23
Interest Charge *		5,559.05	1.22	3.12	24.55		6,017.87	1.33	3.68	30.09
TOTAL FIXED COSTS		\$28,754.52	\$6.31	\$16.14	\$127.01		\$26,609.77	\$5.89	\$16.26	\$133.05
TOTAL EXPENSE		\$195,274.70	\$42.83	\$109.63	\$862.52		\$162,581.55	\$35.97	\$99.32	\$812.91
NET RETURN TO MANAGEMENT		\$7,544.45	\$1.65	\$4.24	\$33.32		\$30,853.69	\$6.83	\$18.85	\$154.27
NET RETURN TO LABOR-MGT		\$28,475.12	\$6.24	\$15.99	\$125.77		\$48,919.85	\$10.82	\$29.88	\$244.60
Factors:										
Feed Costs			\$27.51	\$70.43	\$554.14			\$23.09	\$63.76	\$521.89
Nonfeed Costs			\$15.31	\$39.20	\$308.38			\$12.88	\$35.55	\$291.02

*Interest charge equals: ((8.0% times one-fourth gross purchases) plus (8.0% times one-fourth the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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

	1996-2000 Average			2001		
Number of Farms	99			72		
Crop Acres	87			123		
Acres Owned	27			31		
Acres Rented	60			92		
Yield / Acre	3.66			3.23		
Tons	270			352		
Operator Percentage	85.15%			88.60%		
Gross Income / Acre	\$216.67			\$251.72		
Variable Costs / Acre	\$95.50			\$128.89		
Total Expense / Acre	\$162.76			\$200.30		
Gross Income / Ton	\$69.60			\$87.96		
Total Expense / Ton	\$52.28			\$69.99		
	Total Dollars	\$/ Ton	\$/ Acre	Total Dollars	\$/ Ton	\$/ Acre
INCOME:						
Alfalfa (Operator's Share)	\$17,371.66	\$64.43	\$200.60	\$28,289.55	\$80.37	\$230.00
Patronage Refunds	71.55	0.27	0.83	49.58	0.14	0.40
Government Payments	1,260.29	4.67	14.55	2,541.47	7.22	20.66
Miscellaneous Income	57.82	0.21	0.67	81.06	0.23	0.66
Crop Insurance Proceeds	1.91	0.01	0.02	-	-	-
OTHER INCOME	\$1,391.57	\$5.16	\$16.07	\$2,672.11	\$7.59	\$21.72
GROSS INCOME	\$18,763.23	\$69.60	\$216.67	\$30,961.66	\$87.96	\$251.72
EXPENSES:						
Labor Hired	\$808.39	\$3.00	\$9.33	\$2,374.56	\$6.75	\$19.31
General Machinery Repairs	1,394.92	5.17	16.11	2,601.06	7.39	21.15
Interest Paid	1,081.05	4.01	12.48	1,307.90	3.72	10.63
Seed / Other Crop Expense	529.10	1.96	6.11	1,011.59	2.87	8.22
Crop Insurance	1.17	0.00	0.01	64.75	0.18	0.53
Fertilizer / Lime	780.81	2.90	9.02	1,384.97	3.93	11.26
Machine Hire - Lease	754.19	2.80	8.71	1,350.40	3.84	10.98
Farm Org Fees / Travel / Publ	130.49	0.48	1.51	357.91	1.02	2.91
Gas / Fuel / Oil	669.93	2.48	7.74	1,444.61	4.10	11.74
Crop Storage & Marketing	79.69	0.30	0.92	447.96	1.27	3.64
Personal Property Tax	50.40	0.19	0.58	110.67	0.31	0.90
General Farm Insurance	247.89	0.92	2.86	398.33	1.13	3.24
Utilities	181.70	0.67	2.10	441.62	1.25	3.59
Cash Farm Rent	780.56	2.90	9.01	1,228.27	3.49	9.99
Herbicide / Insecticide	681.85	2.53	7.87	1,168.52	3.32	9.50
Conservation	5.39	0.02	0.06	5.80	0.02	0.05
Auto Expense	93.12	0.35	1.08	154.18	0.44	1.25
TOTAL VARIABLE COSTS	\$8,270.65	\$30.68	\$95.50	\$15,853.10	\$45.04	\$128.89
RETURN ABOVE VARIABLE COSTS	\$10,492.58	\$38.92	\$121.16	\$15,108.56	\$42.92	\$122.83
Depreciation	1,181.14	4.38	13.64	2,361.78	6.71	19.20
Real Estate Tax	216.47	0.80	2.50	280.89	0.80	2.28
Unpaid Operator Labor	2,218.52	8.23	25.62	3,130.31	8.89	25.45
Interest Charge *	34.80	0.13	0.40	399.06	1.13	3.24
TOTAL FIXED COSTS	\$3,650.92	\$13.54	\$42.16	\$6,172.04	\$17.53	\$50.18
Land Charge **	\$2,173.51	\$8.06	\$25.10	\$2,612.35	\$7.42	\$21.24
TOTAL EXPENSE	\$14,095.08	\$52.28	\$162.76	\$24,637.49	\$69.99	\$200.30
NET RETURN TO MANAGEMENT	\$4,668.15	\$17.32	\$53.90	\$6,324.17	\$17.97	\$51.42
NET RETURN TO LABOR-MGT	\$7,695.06	\$28.54	\$88.86	\$11,829.04	\$33.61	\$96.17

*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.

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

	<i>1996-2000 Average</i>	<i>2001</i>
Number of Farms	187	118
Crop Acres	467	472
Acres Owned	134	147
Acres Rented	332	325
Yield / Acre	47.5	45.5
Bushels	17,592	17,585
Operator Percentage	79.37%	81.81%
Gross Income / Acre	\$144.26	\$130.38
Variable Costs / Acre	\$81.61	\$84.38
Total Expense / Acre	\$131.47	\$136.20
Gross Income / Bushel	\$3.83	\$3.50
Total Expense / Bushel	\$3.49	\$3.66

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Wheat (Operator's Share)	\$53,681.84	\$3.05	\$115.05	\$48,818.67	\$2.78	\$103.43
Patronage Refunds	551.52	0.03	1.18	510.68	0.03	1.08
Government Payments	11,714.58	0.67	25.11	11,889.62	0.68	25.19
Miscellaneous Income	225.90	0.01	0.48	163.49	0.01	0.35
Crop Insurance Proceeds	1,140.14	0.06	2.44	155.44	0.01	0.33
OTHER INCOME	\$13,632.15	\$0.77	\$29.22	\$12,719.23	\$0.72	\$26.95
GROSS INCOME	\$67,313.99	\$3.83	\$144.26	\$61,537.90	\$3.50	\$130.38
EXPENSES:						
Labor Hired	\$2,459.09	\$0.14	\$5.27	\$2,363.68	\$0.13	\$5.01
General Machinery Repairs	6,369.55	0.36	13.65	5,975.44	0.34	12.66
Interest Paid	4,890.54	0.28	10.48	4,342.92	0.25	9.20
Seed / Other Crop Expense	2,155.64	0.12	4.62	2,384.36	0.14	5.05
Crop Insurance	1,735.98	0.10	3.72	1,403.63	0.08	2.97
Fertilizer / Lime	8,352.41	0.47	17.90	9,483.41	0.54	20.09
Machine Hire - Lease	1,781.07	0.10	3.82	1,765.82	0.10	3.74
Farm Org Fees / Travel / Publ	704.14	0.04	1.51	666.45	0.04	1.41
Gas / Fuel / Oil	3,319.06	0.19	7.11	3,633.24	0.21	7.70
Crop Storage & Marketing	297.42	0.02	0.64	307.28	0.02	0.65
Personal Property Tax	247.78	0.01	0.53	416.43	0.02	0.88
General Farm Insurance	1,135.36	0.06	2.43	1,215.13	0.07	2.57
Utilities	759.97	0.04	1.63	931.39	0.05	1.97
Cash Farm Rent	1,959.91	0.11	4.20	2,559.64	0.15	5.42
Herbicide / Insecticide	1,417.83	0.08	3.04	1,837.56	0.10	3.89
Conservation	30.93	0.00	0.07	29.60	0.00	0.06
Auto Expense	461.29	0.03	0.99	511.09	0.03	1.08
TOTAL VARIABLE COSTS	\$38,077.98	\$2.16	\$81.61	\$39,827.07	\$2.26	\$84.38
RETURN ABOVE VARIABLE COSTS	\$29,236.01	\$1.66	\$62.66	\$21,710.83	\$1.23	\$46.00
Depreciation	5,978.09	0.34	12.81	6,669.15	0.38	14.13
Real Estate Tax	1,003.81	0.06	2.15	1,129.82	0.06	2.39
Unpaid Operator Labor	9,568.33	0.54	20.51	10,334.36	0.59	21.89
Interest Charge *	179.42	0.01	0.38	180.83	0.01	0.38
TOTAL FIXED COSTS	\$16,729.65	\$0.95	\$35.85	18,314.16	\$1.04	\$38.80
Land Charge **	\$6,535.33	\$0.37	\$14.01	\$6,142.94	\$0.35	\$13.01
TOTAL EXPENSE	\$61,342.95	\$3.49	\$131.47	\$64,284.17	\$3.66	\$136.20
NET RETURN TO MANAGEMENT	\$5,971.03	\$0.34	\$12.80	(\$2,746.27)	(\$0.16)	(\$5.82)
NET RETURN TO LABOR-MGT	\$17,998.45	\$1.02	\$38.57	\$9,951.77	\$0.57	\$21.08

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

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Crop production paid to the landlord on rented land (already removed above), or cash rent is the charge on rented land.

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

	1996-2000 Average			2001		
Number of Farms	97			82		
Crop Acres	158			183		
Acres Owned	36			46		
Acres Rented	126			137		
Yield / Acre	32.5			29.7		
Bushels	3,828			4,336		
Operator Percentage	74.47%			79.80%		
Gross Income / Acre	\$163.93			\$149.37		
Variable Costs / Acre	\$100.54			\$101.28		
Total Expense / Acre	\$148.63			\$146.73		
Gross Income / Bushel	\$6.78			\$6.30		
Total Expense / Bushel	\$6.14			\$6.19		
	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Soybeans (Operator's Share)	\$21,152.48	\$5.53	\$133.71	\$17,694.78	\$4.08	\$96.69
Patronage Refunds	172.09	0.04	1.09	226.05	0.05	1.24
Government Payments	3,755.90	0.98	23.74	9,116.88	2.10	49.82
Miscellaneous Income	123.36	0.03	0.78	117.14	0.03	0.64
Crop Insurance Proceeds	730.66	0.19	4.62	180.27	0.04	0.99
OTHER INCOME	\$4,782.02	\$1.25	\$30.23	\$9,640.34	\$2.22	\$52.68
GROSS INCOME	\$25,934.49	\$6.78	\$163.93	\$27,335.12	\$6.30	\$149.37
EXPENSES:						
Labor Hired	\$809.70	\$0.21	\$5.12	\$861.75	\$0.20	\$4.71
General Machinery Repairs	1,998.90	0.52	12.64	2,245.17	0.52	12.27
Interest Paid	1,742.91	0.46	11.02	2,187.57	0.50	11.95
Seed / Other Crop Expense	2,860.34	0.75	18.08	3,898.24	0.90	21.30
Crop Insurance	533.09	0.14	3.37	666.42	0.15	3.64
Fertilizer / Lime	741.36	0.19	4.69	677.25	0.16	3.70
Machine Hire - Lease	673.42	0.18	4.26	944.52	0.22	5.16
Farm Org Fees / Travel / Publ	262.16	0.07	1.66	230.53	0.05	1.26
Gas / Fuel / Oil	1,040.98	0.27	6.58	1,402.55	0.32	7.66
Crop Storage & Marketing	37.37	0.01	0.24	125.16	0.03	0.68
Personal Property Tax	83.89	0.02	0.53	181.86	0.04	0.99
General Farm Insurance	349.06	0.09	2.21	468.38	0.11	2.56
Utilities	264.54	0.07	1.67	359.85	0.08	1.97
Cash Farm Rent	859.78	0.22	5.43	957.25	0.22	5.23
Herbicide / Insecticide	3,501.00	0.91	22.13	3,096.35	0.71	16.92
Conservation	19.54	0.01	0.12	62.50	0.01	0.34
Auto Expense	126.62	0.03	0.80	168.81	0.04	0.92
TOTAL VARIABLE COSTS	\$15,904.66	\$4.16	\$100.54	\$18,534.16	\$4.27	\$101.28
RETURN ABOVE VARIABLE COSTS	\$10,029.83	\$2.62	\$63.40	\$8,800.96	\$2.03	\$48.09
Depreciation	2,093.12	0.55	13.23	2,623.13	0.60	14.33
Real Estate Tax	308.81	0.08	1.95	373.49	0.09	2.04
Unpaid Operator Labor	3,087.69	0.81	19.52	3,496.28	0.81	19.11
Interest Charge *	75.98	0.02	0.48	-	-	-
TOTAL FIXED COSTS	\$5,565.60	\$1.45	\$35.18	\$6,492.90	\$1.50	\$35.48
Land Charge **	\$2,043.02	\$0.53	\$12.91	\$1,823.72	\$0.42	\$9.97
TOTAL EXPENSE	\$23,513.28	\$6.14	\$148.63	\$26,850.78	\$6.19	\$146.73
NET RETURN TO MANAGEMENT	\$2,421.21	\$0.63	\$15.30	\$484.34	\$0.11	\$2.65
NET RETURN TO LABOR-MGT	\$6,318.60	\$1.65	\$39.94	\$4,842.37	\$1.12	\$26.46

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

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

	<i>1996-2000 Average</i>	<i>2001</i>
Number of Farms	36	26
Crop Acres	108	128
Acres Owned	31	36
Acres Rented	78	92
Yield / Acre	91.6	93.1
Bushels	8,572	9,913
Operator Percentage	86.34%	83.21%
Gross Income / Acre	\$204.77	\$178.76
Variable Costs / Acre	\$141.67	\$147.30
Total Expense / Acre	\$197.18	\$202.89
Gross Income / Bushel	\$2.59	\$2.31
Total Expense / Bushel	\$2.49	\$2.62

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Corn (Operator's Share)	\$17,921.91	\$2.09	\$165.33	\$18,640.14	\$1.88	\$145.63
Patronage Refunds	108.78	0.01	1.00	146.16	0.01	1.14
Government Payments	3,607.34	0.42	33.28	3,692.00	0.37	28.84
Miscellaneous Income	102.01	0.01	0.94	181.77	0.02	1.42
Crop Insurance Proceeds	457.00	0.05	4.22	221.42	0.02	1.73
OTHER INCOME	\$4,275.13	\$0.50	\$39.44	\$4,241.35	\$0.43	\$33.14
GROSS INCOME	\$22,197.03	\$2.59	\$204.77	\$22,881.49	\$2.31	\$178.76
EXPENSES:						
Labor Hired	\$519.63	\$0.06	\$4.79	\$711.97	\$0.07	\$5.56
General Machinery Repairs	1,390.45	0.16	12.83	1,449.53	0.15	11.32
Interest Paid	1,332.56	0.16	12.29	1,526.81	0.15	11.93
Seed / Other Crop Expense	2,461.30	0.29	22.71	3,238.71	0.33	25.30
Crop Insurance	430.19	0.05	3.97	604.90	0.06	4.73
Fertilizer / Lime	2,724.02	0.32	25.13	3,907.96	0.39	30.53
Machine Hire - Lease	649.96	0.08	6.00	844.68	0.09	6.60
Farm Org Fees / Travel / Publ	199.06	0.02	1.84	231.83	0.02	1.81
Gas / Fuel / Oil	748.22	0.09	6.90	1,035.68	0.10	8.09
Crop Storage & Marketing	75.03	0.01	0.69	232.29	0.02	1.81
Personal Property Tax	61.43	0.01	0.57	161.89	0.02	1.26
General Farm Insurance	308.65	0.04	2.85	348.50	0.04	2.72
Utilities	208.68	0.02	1.93	301.82	0.03	2.36
Cash Farm Rent	1,127.57	0.13	10.40	937.29	0.09	7.32
Herbicide / Insecticide	3,028.71	0.35	27.94	3,135.95	0.32	24.50
Conservation	7.27	0.00	0.07	47.65	0.00	0.37
Auto Expense	83.88	0.01	0.77	137.55	0.01	1.07
TOTAL VARIABLE COSTS	\$15,356.61	\$1.79	\$141.67	\$18,855.01	\$1.90	\$147.30
RETURN ABOVE VARIABLE COSTS	\$6,840.43	\$0.80	\$63.10	\$4,026.48	\$0.41	\$31.46
Depreciation	1,410.60	0.16	13.01	1,886.02	0.19	14.73
Real Estate Tax	215.28	0.03	1.99	268.06	0.03	2.09
Unpaid Operator Labor	2,210.94	0.26	20.40	2,772.69	0.28	21.66
Interest Charge *	169.76	0.02	1.57	208.02	0.02	1.63
TOTAL FIXED COSTS	\$4,006.58	\$0.47	\$36.96	\$5,134.79	\$0.52	\$40.12
Land Charge **	\$2,010.79	\$0.23	\$18.55	\$1,980.73	\$0.20	\$15.47
TOTAL EXPENSE	\$21,373.97	\$2.49	\$197.18	\$25,970.53	\$2.62	\$202.89
NET RETURN TO MANAGEMENT	\$823.06	\$0.10	\$7.59	(\$3,089.04)	(\$0.31)	(\$24.13)
NET RETURN TO LABOR-MGT	\$3,553.63	\$0.41	\$32.78	\$395.62	\$0.04	\$3.09

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

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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

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

	1996-2000 Average	2001
Number of Farms	158	106
Crop Acres	236	228
Acres Owned	70	72
Acres Rented	166	156
Yield / Acre	81.4	80.5
Bushels	15,456	15,081
Operator Percentage	80.49%	82.22%
Gross Income / Acre	\$152.63	\$150.68
Variable Costs / Acre	\$104.58	\$108.95
Total Expense / Acre	\$156.08	\$163.69
Gross Income / Bushel	\$2.33	\$2.28
Total Expense / Bushel	\$2.38	\$2.47

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Grain Sorghum (Operator's Share)	\$29,222.85	\$1.89	\$123.93	\$27,268.16	\$1.81	\$119.60
Patronage Refunds	280.08	0.02	1.19	249.57	0.02	1.09
Government Payments	5,810.61	0.38	24.64	6,559.30	0.43	28.77
Miscellaneous Income	126.29	0.01	0.54	86.83	0.01	0.38
Crop Insurance Proceeds	551.30	0.04	2.34	191.72	0.01	0.84
OTHER INCOME	\$6,768.29	\$0.44	\$28.70	\$7,087.42	\$0.47	\$31.09
GROSS INCOME	\$35,991.13	\$2.33	\$152.63	\$34,355.58	\$2.28	\$150.68
EXPENSES:						
Labor Hired	\$1,197.78	\$0.08	\$5.08	\$1,181.20	\$0.08	\$5.18
General Machinery Repairs	3,092.09	0.20	13.11	2,809.02	0.19	12.32
Interest Paid	2,519.04	0.16	10.68	2,184.37	0.14	9.58
Seed / Other Crop Expense	1,865.71	0.12	7.91	2,001.94	0.13	8.78
Crop Insurance	765.32	0.05	3.25	662.08	0.04	2.90
Fertilizer / Lime	4,835.10	0.31	20.51	5,585.25	0.37	24.50
Machine Hire - Lease	865.76	0.06	3.67	740.71	0.05	3.25
Farm Org Fees / Travel / Publ	352.25	0.02	1.49	314.43	0.02	1.38
Gas / Fuel / Oil	1,617.17	0.10	6.86	1,827.54	0.12	8.02
Crop Storage & Marketing	115.01	0.01	0.49	122.80	0.01	0.54
Personal Property Tax	116.22	0.01	0.49	207.55	0.01	0.91
General Farm Insurance	535.63	0.03	2.27	585.44	0.04	2.57
Utilities	390.77	0.03	1.66	416.19	0.03	1.83
Cash Farm Rent	1,064.75	0.07	4.52	1,139.62	0.08	5.00
Herbicide / Insecticide	5,066.51	0.33	21.49	4,797.25	0.32	21.04
Conservation	20.51	0.00	0.09	28.91	0.00	0.13
Auto Expense	239.31	0.02	1.01	236.89	0.02	1.04
TOTAL VARIABLE COSTS	\$24,658.92	\$1.60	\$104.58	\$24,841.19	\$1.65	\$108.95
RETURN ABOVE VARIABLE COSTS	\$11,332.21	\$0.73	\$48.06	\$9,514.39	\$0.63	\$41.73
Depreciation	3,011.91	0.19	12.77	3,444.58	0.23	15.11
Real Estate Tax	501.19	0.03	2.13	556.84	0.04	2.44
Unpaid Operator Labor	4,857.47	0.31	20.60	4,790.93	0.32	21.01
Interest Charge *	174.87	0.01	0.74	408.37	0.03	1.79
TOTAL FIXED COSTS	\$8,545.45	\$0.55	\$36.24	\$9,200.72	\$0.61	\$40.35
Land Charge **	\$3,598.72	\$0.23	\$15.26	\$3,280.17	\$0.22	\$14.39
TOTAL EXPENSE	\$36,803.09	\$2.38	\$156.08	\$37,322.08	\$2.47	\$163.69
NET RETURN TO MANAGEMENT	(\$811.95)	(\$0.05)	(\$3.44)	(\$2,966.50)	(\$0.20)	(\$13.01)
NET RETURN TO LABOR-MGT	\$5,243.30	\$0.34	\$22.24	\$3,005.63	\$0.20	\$13.18

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

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

	1996-2000 Average	2001
Number of Farms	22	8
Crop Acres	38	46
Acres Owned	17	21
Acres Rented	21	25
Yield / Acre	16.02	16.09
Tons	565	740
Operator Percentage	93.27%	99.98%
Gross Income / Acre	\$238.61	\$289.18
Variable Costs / Acre	\$131.17	\$159.12
Total Expense / Acre	\$202.13	\$230.96
Gross Income / Ton	\$15.97	\$17.98
Total Expense / Ton	\$13.53	\$14.36

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Silage (Operator's Share)	\$8,113.35	\$14.36	\$214.64	\$12,399.22	\$16.76	\$269.55
Patronage Refunds	35.16	0.06	0.93	29.33	0.04	0.64
Government Payments	813.96	1.44	21.53	838.63	1.13	18.23
Miscellaneous Income	20.32	0.04	0.54	5.28	0.01	0.11
Crop Insurance Proceeds	36.66	0.06	0.97	29.75	0.04	0.65
OTHER INCOME	\$906.10	\$1.60	\$23.97	\$902.99	\$1.22	\$19.63
GROSS INCOME	\$9,019.45	\$15.97	\$238.61	\$13,302.21	\$17.98	\$289.18
EXPENSES:						
Labor Hired	\$194.05	\$0.34	\$5.13	\$173.76	\$0.23	\$3.78
General Machinery Repairs	632.73	1.12	16.74	657.25	0.89	14.29
Interest Paid	612.79	1.08	16.21	428.91	0.58	9.32
Seed / Other Crop Expense	284.88	0.50	7.54	557.63	0.75	12.12
Crop Insurance	46.05	0.08	1.22	7.13	0.01	0.16
Fertilizer / Lime	668.86	1.18	17.69	1,229.50	1.66	26.73
Machine Hire - Lease	1,183.79	2.10	31.32	2,597.42	3.51	56.47
Farm Org Fees / Travel / Publ	60.97	0.11	1.61	72.89	0.10	1.58
Gas / Fuel / Oil	307.89	0.55	8.15	347.20	0.47	7.55
Crop Storage & Marketing	7.02	0.01	0.19	-	-	-
Personal Property Tax	14.04	0.02	0.37	37.48	0.05	0.81
General Farm Insurance	108.23	0.19	2.86	126.53	0.17	2.75
Utilities	68.59	0.12	1.81	164.91	0.22	3.59
Cash Farm Rent	222.37	0.39	5.88	147.81	0.20	3.21
Herbicide / Insecticide	495.11	0.88	13.10	722.38	0.98	15.70
Conservation	6.62	0.01	0.18	-	-	-
Auto Expense	44.17	0.08	1.17	48.94	0.07	1.06
TOTAL VARIABLE COSTS	\$4,958.18	\$8.78	\$131.17	\$7,319.74	\$9.89	\$159.12
RETURN ABOVE VARIABLE COSTS	\$4,061.27	\$7.19	\$107.44	\$5,982.47	\$8.08	\$130.05
Depreciation	432.37	0.77	11.44	480.56	0.65	10.45
Real Estate Tax	117.36	0.21	3.10	55.43	0.07	1.21
Unpaid Operator Labor	840.77	1.49	22.24	1,113.75	1.51	24.21
Interest Charge *	19.82	0.04	0.52	164.05	0.22	3.57
TOTAL FIXED COSTS	\$1,410.32	\$2.50	\$37.31	1,813.79	\$2.45	\$39.43
Land Charge **	\$1,272.17	\$2.25	\$33.66	\$1,490.45	\$2.01	\$32.40
TOTAL EXPENSE	\$7,640.67	\$13.53	\$202.13	\$10,623.98	\$14.36	\$230.96
NET RETURN TO MANAGEMENT	\$1,378.78	\$2.44	\$36.48	\$2,678.23	\$3.62	\$58.22
NET RETURN TO LABOR-MGT	\$2,413.60	\$4.27	\$63.85	\$3,965.74	\$5.36	\$86.21

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

	1996-2000 Average	2001
Number of Farms	11	6
Crop Acres	96	57
Acres Owned	26	29
Acres Rented	70	27
Yield / Acre	12.1	12.7
CWT	881	623
Operator Percentage	76.29%	85.99%
Gross Income / Acre	\$108.64	\$128.33
Variable Costs / Acre	\$104.92	\$82.82
Total Expense / Acre	\$137.23	\$146.60
Gross Income / CWT	\$11.79	\$11.74
Total Expense / CWT	\$14.89	\$13.41

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
INCOME:						
Sunflowers (Operator's Share)	\$7,816.85	\$8.87	\$81.77	\$5,740.77	\$9.21	\$100.72
Patronage Refunds	78.75	0.09	0.82	191.92	0.31	3.37
Government Payments	2,233.38	2.53	23.36	1,375.59	2.21	24.13
Miscellaneous Income	60.75	0.07	0.64	6.50	0.01	0.11
Crop Insurance Proceeds	195.84	0.22	2.05	-	-	-
OTHER INCOME	\$2,568.73	\$2.92	\$26.87	\$1,574.01	\$2.53	\$27.61
GROSS INCOME	\$10,385.58	\$11.79	\$108.64	\$7,314.78	\$11.74	\$128.33
EXPENSES:						
Labor Hired	\$384.95	\$0.44	\$4.03	\$266.27	\$0.43	\$4.67
General Machinery Repairs	1,280.18	1.45	13.39	692.03	1.11	12.14
Interest Paid	1,115.00	1.27	11.66	332.19	0.53	5.83
Seed / Other Crop Expense	1,211.23	1.37	12.67	632.17	1.01	11.09
Crop Insurance	227.46	0.26	2.38	23.00	0.04	0.40
Fertilizer / Lime	1,498.76	1.70	15.68	830.83	1.33	14.58
Machine Hire - Lease	462.36	0.52	4.84	68.48	0.11	1.20
Farm Org Fees / Travel / Publ	145.01	0.16	1.52	65.87	0.11	1.16
Gas / Fuel / Oil	601.35	0.68	6.29	373.78	0.60	6.56
Crop Storage & Marketing	2.54	0.00	0.03	-	-	-
Personal Property Tax	55.74	0.06	0.58	26.63	0.04	0.47
General Farm Insurance	212.58	0.24	2.22	126.09	0.20	2.21
Utilities	114.15	0.13	1.19	91.33	0.15	1.60
Cash Farm Rent	364.45	0.41	3.81	-	-	-
Herbicide / Insecticide	2,262.07	2.57	23.66	1,115.59	1.79	19.57
Conservation	4.35	0.00	0.05	3.33	0.01	0.06
Auto Expense	88.44	0.10	0.93	73.05	0.12	1.28
TOTAL VARIABLE COSTS	\$10,030.62	\$11.38	\$104.92	\$4,720.64	\$7.58	\$82.82
RETURN ABOVE VARIABLE COSTS	\$354.96	\$0.40	\$3.71	\$2,594.14	\$4.16	\$45.51
Depreciation	816.02	0.93	8.54	826.82	1.33	14.51
Real Estate Tax	154.23	0.18	1.61	171.31	0.27	3.01
Unpaid Operator Labor	1,399.06	1.59	14.63	1,140.00	1.83	20.00
Interest Charge *	43.62	0.05	0.46	215.63	0.35	3.78
TOTAL FIXED COSTS	\$2,412.93	\$2.74	\$25.24	2,353.76	\$3.78	\$41.29
Land Charge **	\$676.01	\$0.77	\$7.07	\$1,281.67	\$2.06	\$22.49
TOTAL EXPENSE	\$13,119.57	\$14.89	\$137.23	\$8,356.07	\$13.41	\$146.60
NET RETURN TO MANAGEMENT	(\$2,733.98)	(\$3.10)	(\$28.60)	(\$1,041.29)	(\$1.67)	(\$18.27)
NET RETURN TO LABOR-MGT	(\$949.96)	(\$1.08)	(\$9.94)	\$364.98	\$0.59	\$6.40

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NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS : 2000 & 2001
NO-TILL NONIRRIGATED WHEAT

	2000	2001
Number of Farms	24	20
Crop Acres	391	397
Acres Owned	85	114
Acres Rented	306	282
Yield / Acre	40.8	51.2
Bushels	12,959	16,776
Operator Percentage	81.25%	82.55%
Gross Income / Acre	\$129.71	\$145.78
Variable Costs / Acre	\$95.85	\$101.45
Total Expense / Acre	\$135.85	\$148.07
Gross Income / Bushel	\$3.91	\$3.45
Total Expense / Bushel	\$4.10	\$3.50

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Wheat (Operator's Share)	\$35,730.89	\$2.76	\$91.38	\$47,370.05	\$2.82	\$119.32
Patronage Refunds	493.50	0.04	1.26	468.61	0.03	1.18
Government Payments	13,265.40	1.02	33.93	9,746.51	0.58	24.55
Miscellaneous Income	317.27	0.02	0.81	287.88	0.02	0.73
Crop Insurance Proceeds	909.06	0.07	2.32	-	-	-
OTHER INCOME	\$14,985.23	\$1.16	\$38.33	\$10,503.00	\$0.63	\$26.46
GROSS INCOME	\$50,716.12	\$3.91	\$129.71	\$57,873.05	\$3.45	\$145.78
EXPENSES:						
Labor Hired	\$2,260.48	\$0.17	\$5.78	\$2,710.94	\$0.16	\$6.83
General Machinery Repairs	4,537.27	0.35	11.60	4,233.97	0.25	10.66
Interest Paid	5,664.56	0.44	14.49	6,759.49	0.40	17.03
Seed / Other Crop Expense	2,468.93	0.19	6.31	2,528.42	0.15	6.37
Crop Insurance	1,308.55	0.10	3.35	1,127.39	0.07	2.84
Fertilizer / Lime	8,209.14	0.63	21.00	7,903.54	0.47	19.91
Machine Hire - Lease	1,345.53	0.10	3.44	2,206.98	0.13	5.56
Farm Org Fees / Travel / Publ	650.65	0.05	1.66	590.29	0.04	1.49
Gas / Fuel / Oil	2,188.66	0.17	5.60	2,634.04	0.16	6.63
Crop Storage & Marketing	138.67	0.01	0.35	275.29	0.02	0.69
Personal Property Tax	133.77	0.01	0.34	218.16	0.01	0.55
General Farm Insurance	781.40	0.06	2.00	941.77	0.06	2.37
Utilities	703.55	0.05	1.80	668.00	0.04	1.68
Cash Farm Rent	4,579.89	0.35	11.71	4,717.49	0.28	11.88
Herbicide / Insecticide	2,212.48	0.17	5.66	2,472.61	0.15	6.23
Conservation	22.44	0.00	0.06	15.72	0.00	0.04
Auto Expense	271.42	0.02	0.69	270.36	0.02	0.68
TOTAL VARIABLE COSTS	\$37,477.39	\$2.89	\$95.85	\$40,274.46	\$2.40	\$101.45
RETURN ABOVE VARIABLE COSTS	\$13,238.73	\$1.02	\$33.86	\$17,598.59	\$1.05	\$44.33
Depreciation	5,310.14	0.41	13.58	5,257.36	0.31	13.24
Real Estate Tax	477.81	0.04	1.22	735.37	0.04	1.85
Unpaid Operator Labor	6,636.56	0.51	16.97	7,094.25	0.42	17.87
Interest Charge *	-	-	-	-	-	-
TOTAL FIXED COSTS	\$12,424.51	\$0.96	\$31.78	13,086.98	\$0.78	\$32.96
Land Charge **	\$3,216.62	\$0.25	\$8.23	\$5,421.73	\$0.32	\$13.66
TOTAL EXPENSE	\$53,118.52	\$4.10	\$135.85	\$58,783.17	\$3.50	\$148.07
NET RETURN TO MANAGEMENT	(\$2,402.40)	(\$0.19)	(\$6.14)	(\$910.12)	(\$0.05)	(\$2.29)
NET RETURN TO LABOR-MGT	\$6,494.64	\$0.50	\$16.61	\$8,895.07	\$0.53	\$22.41

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

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NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS : 2000 & 2001
NO-TILL NONIRRIGATED SOYBEANS

	2000	2001
Number of Farms	24	20
Crop Acres	308	362
Acres Owned	65	72
Acres Rented	243	290
Yield / Acre	13.8	28.0
Bushels	3,383	7,956
Operator Percentage	79.53%	78.41%
Gross Income / Acre	\$118.52	\$148.29
Variable Costs / Acre	\$107.59	\$113.98
Total Expense / Acre	\$144.78	\$154.80
Gross Income / Bushel	\$10.79	\$6.75
Total Expense / Bushel	\$13.18	\$7.04

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Soybeans (Operator's Share)	\$15,591.79	\$4.61	\$50.62	\$31,792.54	\$4.00	\$87.82
Patronage Refunds	350.02	0.10	1.14	459.83	0.06	1.27
Government Payments	13,223.02	3.91	42.93	19,039.38	2.39	52.59
Miscellaneous Income	1,030.36	0.30	3.35	373.72	0.05	1.03
Crop Insurance Proceeds	6,308.38	1.86	20.48	2,016.10	0.25	5.57
OTHER INCOME	\$20,911.78	\$6.18	\$67.90	\$21,889.03	\$2.75	\$60.47
GROSS INCOME	\$36,503.57	\$10.79	\$118.52	\$53,681.57	\$6.75	\$148.29
EXPENSES:						
Labor Hired	\$1,599.34	\$0.47	\$5.19	\$2,678.74	\$0.34	\$7.40
General Machinery Repairs	3,760.72	1.11	12.21	4,022.34	0.51	11.11
Interest Paid	3,928.63	1.16	12.76	5,961.79	0.75	16.47
Seed / Other Crop Expense	6,946.29	2.05	22.55	7,935.75	1.00	21.92
Crop Insurance	1,196.51	0.35	3.88	1,376.42	0.17	3.80
Fertilizer / Lime	1,779.84	0.53	5.78	1,340.75	0.17	3.70
Machine Hire - Lease	268.83	0.08	0.87	1,717.51	0.22	4.74
Farm Org Fees / Travel / Publ	687.98	0.20	2.23	551.12	0.07	1.52
Gas / Fuel / Oil	1,700.54	0.50	5.52	2,206.23	0.28	6.09
Crop Storage & Marketing	278.51	0.08	0.90	109.96	0.01	0.30
Personal Property Tax	129.00	0.04	0.42	237.35	0.03	0.66
General Farm Insurance	626.39	0.19	2.03	824.93	0.10	2.28
Utilities	531.32	0.16	1.73	633.29	0.08	1.75
Cash Farm Rent	2,912.51	0.86	9.46	4,440.89	0.56	12.27
Herbicide / Insecticide	6,555.45	1.94	21.28	6,937.40	0.87	19.16
Conservation	15.64	0.00	0.05	18.45	0.00	0.05
Auto Expense	220.19	0.07	0.71	268.66	0.03	0.74
TOTAL VARIABLE COSTS	\$33,137.69	\$9.80	\$107.59	\$41,261.58	\$5.19	\$113.98
RETURN ABOVE VARIABLE COSTS	\$3,365.88	\$0.99	\$10.93	\$12,419.99	\$1.56	\$34.31
Depreciation	4,179.02	1.24	13.57	4,655.91	0.59	12.86
Real Estate Tax	325.01	0.10	1.06	545.74	0.07	1.51
Unpaid Operator Labor	5,492.81	1.62	17.83	6,701.63	0.84	18.51
Interest Charge *	-	-	-	-	-	-
TOTAL FIXED COSTS	\$9,996.84	\$2.96	\$32.46	11,903.28	\$1.50	\$32.88
Land Charge **	\$1,458.00	\$0.43	\$4.73	\$2,874.19	\$0.36	\$7.94
TOTAL EXPENSE	\$44,592.53	\$13.18	\$144.78	\$56,039.05	\$7.04	\$154.80
NET RETURN TO MANAGEMENT	(\$8,088.96)	(\$2.39)	(\$26.26)	(\$2,357.48)	(\$0.30)	(\$6.51)
NET RETURN TO LABOR-MGT	(\$996.81)	(\$0.29)	(\$3.24)	\$7,022.89	\$0.88	\$19.40

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

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NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2000 & 2001
NO-TILL NONIRRIGATED GRAIN SORGHUM

	2000	2001
Number of Farms	23	20
Crop Acres	354	302
Acres Owned	113	71
Acres Rented	241	231
Yield / Acre	65.3	77.3
Bushels	19,587	18,515
Operator Percentage	84.76%	79.33%
Gross Income / Acre	\$152.55	\$142.00
Variable Costs / Acre	\$120.03	\$128.15
Total Expense / Acre	\$166.25	\$170.68
Gross Income / Bushel	\$2.76	\$2.32
Total Expense / Bushel	\$3.00	\$2.78

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Grain Sorghum (Operator's Share)	\$36,331.68	\$1.85	\$102.63	\$33,885.60	\$1.83	\$112.20
Patronage Refunds	538.17	0.03	1.52	444.56	0.02	1.47
Government Payments	14,815.20	0.76	41.85	6,992.85	0.38	23.16
Miscellaneous Income	342.83	0.02	0.97	332.83	0.02	1.10
Crop Insurance Proceeds	1,973.09	0.10	5.57	1,227.25	0.07	4.06
OTHER INCOME	\$17,669.29	\$0.90	\$49.91	\$8,997.49	\$0.49	\$29.79
GROSS INCOME	\$54,000.97	\$2.76	\$152.55	\$42,883.09	\$2.32	\$142.00
EXPENSES:						
Labor Hired	\$1,251.70	\$0.06	\$3.54	\$2,100.18	\$0.11	\$6.95
General Machinery Repairs	3,578.91	0.18	10.11	3,346.30	0.18	11.08
Interest Paid	4,293.85	0.22	12.13	4,904.15	0.26	16.24
Seed / Other Crop Expense	3,961.25	0.20	11.19	2,821.88	0.15	9.34
Crop Insurance	1,370.89	0.07	3.87	873.95	0.05	2.89
Fertilizer / Lime	8,762.93	0.45	24.75	8,425.66	0.46	27.90
Machine Hire - Lease	688.94	0.04	1.95	1,126.76	0.06	3.73
Farm Org Fees / Travel / Publ	629.86	0.03	1.78	455.10	0.02	1.51
Gas / Fuel / Oil	1,672.14	0.09	4.72	1,844.56	0.10	6.11
Crop Storage & Marketing	219.93	0.01	0.62	319.94	0.02	1.06
Personal Property Tax	147.20	0.01	0.42	178.63	0.01	0.59
General Farm Insurance	619.94	0.03	1.75	632.60	0.03	2.09
Utilities	441.05	0.02	1.25	448.94	0.02	1.49
Cash Farm Rent	3,728.17	0.19	10.53	3,274.90	0.18	10.84
Herbicide / Insecticide	10,837.65	0.55	30.61	7,722.56	0.42	25.57
Conservation	19.16	0.00	0.05	13.90	0.00	0.05
Auto Expense	268.07	0.01	0.76	210.41	0.01	0.70
TOTAL VARIABLE COSTS	\$42,491.64	\$2.17	\$120.03	\$38,700.42	\$2.09	\$128.15
RETURN ABOVE VARIABLE COSTS	\$11,509.33	\$0.59	\$32.51	\$4,182.67	\$0.23	\$13.85
Depreciation	4,415.93	0.23	12.47	3,804.19	0.21	12.60
Real Estate Tax	386.95	0.02	1.09	548.30	0.03	1.82
Unpaid Operator Labor	6,519.13	0.33	18.42	5,283.00	0.29	17.49
Interest Charge *	-	-	-	-	-	-
TOTAL FIXED COSTS	\$11,322.01	\$0.58	\$31.98	9,635.49	\$0.52	\$31.91
Land Charge **	\$5,038.01	\$0.26	\$14.23	\$3,210.67	\$0.17	\$10.63
TOTAL EXPENSE	\$58,851.66	\$3.00	\$166.25	\$51,546.58	\$2.78	\$170.68
NET RETURN TO MANAGEMENT	(\$4,850.69)	(\$0.25)	(\$13.70)	(\$8,663.49)	(\$0.47)	(\$28.69)
NET RETURN TO LABOR-MGT	\$2,920.14	\$0.15	\$8.25	(\$1,280.31)	(\$0.07)	(\$4.24)

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NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2000 & 2001
NO-TILL NONIRRIGATED CORN

	2000	2001
Number of Farms	16	9
Crop Acres	143	163
Acres Owned	22	31
Acres Rented	121	132
Yield / Acre	87.7	77.6
Bushels	11,798	11,388
Operator Percentage	94.04%	90.00%
Gross Income / Acre	\$230.05	\$171.71
Variable Costs / Acre	\$200.01	\$160.81
Total Expense / Acre	\$242.82	\$207.56
Gross Income / Bushel	\$2.79	\$2.46
Total Expense / Bushel	\$2.94	\$2.97

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$22,900.29	\$1.94	\$160.14	\$22,457.05	\$1.97	\$137.77
Patronage Refunds	164.56	0.01	1.15	214.03	0.02	1.31
Government Payments	8,647.30	0.73	60.47	4,642.21	0.41	28.48
Miscellaneous Income	91.08	0.01	0.64	32.02	0.00	0.20
Crop Insurance Proceeds	1,093.63	0.09	7.65	643.69	0.06	3.95
OTHER INCOME	\$9,996.57	\$0.85	\$69.91	\$5,531.95	\$0.49	\$33.94
GROSS INCOME	\$32,896.86	\$2.79	\$230.05	\$27,989.00	\$2.46	\$171.71
EXPENSES:						
Labor Hired	\$1,402.38	\$0.12	\$9.81	\$1,670.76	\$0.15	\$10.25
General Machinery Repairs	2,141.34	0.18	14.97	1,865.62	0.16	11.45
Interest Paid	2,403.60	0.20	16.81	3,003.30	0.26	18.43
Seed / Other Crop Expense	3,997.10	0.34	27.95	3,544.89	0.31	21.75
Crop Insurance	648.31	0.05	4.53	862.33	0.08	5.29
Fertilizer / Lime	6,669.55	0.57	46.64	5,069.33	0.45	31.10
Machine Hire - Lease	395.56	0.03	2.77	1,517.12	0.13	9.31
Farm Org Fees / Travel / Publ	263.18	0.02	1.84	304.08	0.03	1.87
Gas / Fuel / Oil	964.98	0.08	6.75	1,063.17	0.09	6.52
Crop Storage & Marketing	29.35	0.00	0.21	186.27	0.02	1.14
Personal Property Tax	71.54	0.01	0.50	92.15	0.01	0.57
General Farm Insurance	407.59	0.03	2.85	472.43	0.04	2.90
Utilities	416.43	0.04	2.91	432.21	0.04	2.65
Cash Farm Rent	3,453.34	0.29	24.15	2,787.12	0.24	17.10
Herbicide / Insecticide	5,287.07	0.45	36.97	3,205.89	0.28	19.67
Conservation	5.10	0.00	0.04	14.54	0.00	0.09
Auto Expense	45.58	0.00	0.32	120.23	0.01	0.74
TOTAL VARIABLE COSTS	\$28,602.00	\$2.42	\$200.01	\$26,211.44	\$2.30	\$160.81
RETURN ABOVE VARIABLE COSTS	\$4,294.86	\$0.36	\$30.03	\$1,777.56	\$0.16	\$10.91
Depreciation	2,400.80	0.20	16.79	2,530.17	0.22	15.52
Real Estate Tax	136.20	0.01	0.95	181.91	0.02	1.12
Unpaid Operator Labor	2,660.63	0.23	18.61	3,108.11	0.27	19.07
Interest Charge *	80.78	0.01	0.56	-	-	-
TOTAL FIXED COSTS	\$5,278.41	\$0.45	\$36.91	5,820.19	\$0.51	\$35.71
Land Charge **	\$842.88	\$0.07	\$5.89	\$1,800.73	\$0.16	\$11.05
TOTAL EXPENSE	\$34,723.29	\$2.94	\$242.82	\$33,832.36	\$2.97	\$207.56
NET RETURN TO MANAGEMENT	(\$1,826.43)	(\$0.15)	(\$12.77)	(\$5,843.36)	(\$0.51)	(\$35.85)
NET RETURN TO LABOR-MGT	\$2,236.58	\$0.19	\$15.64	(\$1,064.49)	(\$0.09)	(\$6.53)

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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

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NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
IRRIGATED (ALL) CORN

	1996-2000 Average	2001
Number of Farms	10	7
Crop Acres	128	132
Acres Owned	32	40
Acres Rented	96	91
Yield / Acre	153.0	166.0
Bushels	15,884	18,740
Operator Percentage	80.86%	85.52%
Gross Income / Acre	\$311.87	\$318.00
Variable Costs / Acre	\$187.40	\$176.73
Total Expense / Acre	\$255.19	\$250.94
Gross Income / Bushel	\$2.52	\$2.24
Total Expense / Bushel	\$2.06	\$1.77

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Corn (Operator's Share)	\$34,438.47	\$2.17	\$268.21	\$36,361.82	\$1.94	\$275.47
Patronage Refunds	130.41	0.01	1.02	69.15	0.00	0.52
Government Payments	5,063.35	0.32	39.43	5,167.12	0.28	39.14
Miscellaneous Income	286.43	0.02	2.23	378.23	0.02	2.87
Crop Insurance Proceeds	125.49	0.01	0.98	-	-	-
OTHER INCOME	\$5,605.68	\$0.35	\$43.66	5,614.50	\$0.30	\$42.53
GROSS INCOME	\$40,044.15	\$2.52	\$311.87	\$41,976.32	\$2.24	\$318.00
EXPENSES:						
Labor Hired	\$762.19	\$0.05	\$5.94	\$707.66	\$0.04	\$5.36
General Machinery Repairs	1,657.74	0.10	12.91	1,449.73	0.08	10.98
Irrigation Equipment Repairs	639.30	0.04	4.98	217.23	0.01	1.65
Interest Paid	1,226.30	0.08	9.55	1,301.89	0.07	9.86
Seed / Other Crop Expense	4,348.34	0.27	33.87	4,824.11	0.26	36.55
Crop Insurance	486.61	0.03	3.79	497.94	0.03	3.77
Fertilizer / Lime	4,638.00	0.29	36.12	4,439.02	0.24	33.63
Machine Hire - Lease	1,403.92	0.09	10.93	1,781.69	0.10	13.50
Farm Org Fees / Travel / Publ	309.76	0.02	2.41	228.87	0.01	1.73
Gas / Fuel / Oil	1,063.59	0.07	8.28	1,147.78	0.06	8.70
Irrigation Fuel - Pumping	978.42	0.06	7.62	1,432.77	0.08	10.85
Crop Storage & Marketing	150.86	0.01	1.17	254.71	0.01	1.93
Personal Property Tax	70.67	0.00	0.55	102.27	0.01	0.77
General Farm Insurance	353.37	0.02	2.75	401.45	0.02	3.04
Utilities	277.67	0.02	2.16	317.72	0.02	2.41
Cash Farm Rent	1,074.63	0.07	8.37	618.01	0.03	4.68
Herbicide / Insecticide	4,532.08	0.29	35.30	3,538.40	0.19	26.81
Conservation	11.45	0.00	0.09	-	-	-
Auto Expense	77.86	0.00	0.61	67.15	0.00	0.51
TOTAL VARIABLE COSTS	\$24,062.75	\$1.51	\$187.40	\$23,328.40	\$1.24	\$176.73
RETURN ABOVE VARIABLE COSTS	\$15,981.40	\$1.01	\$124.47	\$18,647.92	\$1.00	\$141.27
Depreciation	1,415.57	0.09	11.02	1,758.31	0.09	13.32
Real Estate Tax	269.74	0.02	2.10	324.53	0.02	2.46
Unpaid Operator Labor	2,665.60	0.17	20.76	2,777.14	0.15	21.04
Interest Charge *	735.39	0.05	5.73	660.47	0.04	5.00
TOTAL FIXED COSTS	\$5,086.30	\$0.32	\$39.61	\$5,520.45	\$0.29	\$41.82
Land Charge **	\$3,617.36	\$0.23	\$28.17	\$4,275.34	\$0.23	\$32.39
TOTAL EXPENSE	\$32,766.41	\$2.06	\$255.19	\$33,124.19	\$1.77	\$250.94
NET RETURN TO MANAGEMENT	\$7,277.74	\$0.46	\$56.68	\$8,852.13	\$0.47	\$67.06
NET RETURN TO LABOR-MGT	\$10,705.53	\$0.67	\$83.38	\$12,336.93	\$0.66	\$93.46

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

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NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 4-YEAR AVERAGE & 2001
IRRIGATED (ALL) SOYBEANS

	1997-2000 Average	2001
Number of Farms	10	7
Crop Acres	98	120
Acres Owned	25	31
Acres Rented	73	89
Yield / Acre	49.8	48.9
Bushels	3,708	4,402
Operator Percentage	75.80%	75.05%
Gross Income / Acre	\$231.78	\$242.83
Variable Costs / Acre	\$141.69	\$160.62
Total Expense / Acre	\$194.32	\$212.97
Gross Income / Bushel	\$6.14	\$6.62
Total Expense / Bushel	\$5.15	\$5.81

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Soybeans (Operator's Share)	\$17,726.95	\$4.78	\$180.43	\$19,782.29	\$4.49	\$164.85
Patronage Refunds	128.83	0.03	1.31	83.47	0.02	0.70
Government Payments	4,296.91	1.16	43.73	9,190.61	2.09	76.59
Miscellaneous Income	258.17	0.07	2.63	83.77	0.02	0.70
Crop Insurance Proceeds	361.96	0.10	3.68	-	-	-
OTHER INCOME	\$5,045.86	\$1.36	\$51.36	9,357.85	\$2.13	\$77.98
GROSS INCOME	\$22,772.81	\$6.14	\$231.78	\$29,140.14	\$6.62	\$242.83
EXPENSES:						
Labor Hired	\$777.06	\$0.21	\$7.91	\$1,108.15	\$0.25	\$9.23
General Machinery Repairs	1,395.07	0.38	14.20	1,814.99	0.41	15.12
Irrigation Equipment Repairs	380.04	0.10	3.87	1,469.49	0.33	12.25
Interest Paid	1,062.00	0.29	10.81	1,210.66	0.28	10.09
Seed / Other Crop Expense	2,505.16	0.68	25.50	4,391.68	1.00	36.60
Crop Insurance	474.41	0.13	4.83	599.32	0.14	4.99
Fertilizer / Lime	884.46	0.24	9.00	180.23	0.04	1.50
Machine Hire - Lease	1,226.46	0.33	12.48	1,540.30	0.35	12.84
Farm Org Fees / Travel / Publ	246.09	0.07	2.50	265.20	0.06	2.21
Gas / Fuel / Oil	650.59	0.18	6.62	1,113.91	0.25	9.28
Irrigation Fuel - Pumping	963.33	0.26	9.80	1,654.82	0.38	13.79
Crop Storage & Marketing	50.03	0.01	0.51	463.00	0.11	3.86
Personal Property Tax	59.78	0.02	0.61	53.95	0.01	0.45
General Farm Insurance	218.08	0.06	2.22	306.18	0.07	2.55
Utilities	198.19	0.05	2.02	286.65	0.07	2.39
Cash Farm Rent	714.70	0.19	7.27	490.29	0.11	4.09
Herbicide / Insecticide	2,032.73	0.55	20.69	2,183.96	0.50	18.20
Conservation	3.46	0.00	0.04	-	-	-
Auto Expense	79.76	0.02	0.81	141.37	0.03	1.18
TOTAL VARIABLE COSTS	\$13,921.40	\$3.75	\$141.69	\$19,274.15	\$4.38	\$160.62
RETURN ABOVE VARIABLE COSTS	\$8,851.41	\$2.39	\$90.09	\$9,865.99	\$2.24	\$82.22
Depreciation	1,005.56	0.27	10.23	1,263.27	0.29	10.53
Real Estate Tax	164.46	0.04	1.67	252.85	0.06	2.11
Unpaid Operator Labor	1,769.78	0.48	18.01	2,044.29	0.46	17.04
Interest Charge *	107.64	0.03	1.10	350.04	0.08	2.92
TOTAL FIXED COSTS	\$3,047.44	\$0.82	\$31.02	\$3,910.45	\$0.89	\$32.59
Land Charge **	\$2,123.54	\$0.57	\$21.61	\$2,371.58	\$0.54	\$19.76
TOTAL EXPENSE	\$19,092.38	\$5.15	\$194.32	\$25,556.18	\$5.81	\$212.97
NET RETURN TO MANAGEMENT	\$3,680.43	\$0.99	\$37.46	\$3,583.96	\$0.81	\$29.87
NET RETURN TO LABOR-MGT	\$6,227.28	\$1.68	\$63.38	\$6,736.40	\$1.53	\$56.14

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

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