

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)

*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.