

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

	1996-2000 Average	2001
Number of Farms	83	73
Crop Acres	413	404
Acres Owned	145	103
Acres Rented	268	301
Yield / Acre	173.9	178.2
Bushels	61,710	60,325
Operator Percentage	85.84%	83.81%
Gross Income / Acre	\$406.92	\$396.58
Variable Costs / Acre	\$292.02	\$312.71
Total Expense / Acre	\$382.79	\$389.68
Gross Income / Bushel	\$2.73	\$2.66
Total Expense / Bushel	\$2.56	\$2.61

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Corn (Operator's Share)	\$132,219.62	\$2.14	\$319.83	\$123,243.58	\$2.04	\$305.06
Patronage Refunds	878.35	0.01	2.12	601.69	0.01	1.49
Government Payments	30,674.23	0.50	74.20	35,030.64	0.58	86.71
Miscellaneous Income	1,499.20	0.02	3.63	893.22	0.01	2.21
Crop Insurance Proceeds	2,949.86	0.05	7.14	448.17	0.01	1.11
OTHER INCOME	\$36,001.64	\$0.58	\$87.09	36,973.72	\$0.61	\$91.52
GROSS INCOME	\$168,221.27	\$2.73	\$406.92	\$160,217.30	\$2.66	\$396.58
EXPENSES:						
Labor Hired	\$3,740.75	\$0.06	\$9.05	\$4,536.21	\$0.08	\$11.23
General Machinery Repairs	8,836.34	0.14	21.37	8,328.53	0.14	20.62
Irrigation Equipment Repairs	2,936.50	0.05	7.10	2,416.68	0.04	5.98
Interest Paid	11,112.41	0.18	26.88	11,480.69	0.19	28.42
Seed / Other Crop Expense	14,683.92	0.24	35.52	15,171.15	0.25	37.55
Crop Insurance	4,420.12	0.07	10.69	4,202.57	0.07	10.40
Fertilizer / Lime	17,257.27	0.28	41.74	20,823.17	0.35	51.54
Machine Hire - Lease	11,014.12	0.18	26.64	6,625.69	0.11	16.40
Farm Org Fees / Travel / Publ	1,395.80	0.02	3.38	1,384.71	0.02	3.43
Gas / Fuel / Oil	4,696.39	0.08	11.36	4,922.83	0.08	12.19
Irrigation Fuel - Pumping	14,307.20	0.23	34.61	20,033.58	0.33	49.59
Crop Storage & Marketing	952.26	0.02	2.30	870.94	0.01	2.16
Personal Property Tax	286.06	0.00	0.69	319.60	0.01	0.79
General Farm Insurance	1,893.51	0.03	4.58	2,317.16	0.04	5.74
Utilities	1,324.02	0.02	3.20	1,527.28	0.03	3.78
Cash Farm Rent	5,090.91	0.08	12.31	5,162.58	0.09	12.78
Herbicide / Insecticide	16,217.53	0.26	39.23	15,726.50	0.26	38.93
Conservation	20.22	0.00	0.05	7.14	0.00	0.02
Auto Expense	536.49	0.01	1.30	476.62	0.01	1.18
TOTAL VARIABLE COSTS	\$120,721.80	\$1.96	\$292.02	\$126,333.63	\$2.09	\$312.71
RETURN ABOVE VARIABLE COSTS	\$47,499.47	\$0.77	\$114.90	\$33,883.67	\$0.56	\$83.87
Depreciation	10,088.74	0.16	24.40	10,663.79	0.18	26.40
Real Estate Tax	1,164.26	0.02	2.82	951.61	0.02	2.36
Unpaid Operator Labor	7,669.26	0.12	18.55	6,867.25	0.11	17.00
Interest Charge *	720.65	0.01	1.74	-	-	-
TOTAL FIXED COSTS	\$19,642.91	\$0.32	\$47.52	\$18,482.65	\$0.31	\$45.75
Land Charge **	\$17,879.17	\$0.29	\$43.25	\$12,613.21	\$0.21	\$31.22
TOTAL EXPENSE	\$158,243.87	\$2.56	\$382.79	\$157,429.49	\$2.61	\$389.68
NET RETURN TO MANAGEMENT	\$9,977.39	\$0.16	\$24.13	\$2,787.81	\$0.05	\$6.90
NET RETURN TO LABOR-MGT	\$21,387.40	\$0.35	\$51.74	\$14,191.27	\$0.24	\$35.13

*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.