

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

	1996-2000 Average	2001
Number of Farms	11	10
Crop Acres	59	54
Acres Owned	34	33
Acres Rented	25	21
Yield / Acre	18.2	20.0
Tons	991	1,055
Operator Percentage	92.50%	97.64%
Gross Income / Acre	\$471.37	\$475.56
Variable Costs / Acre	\$342.23	\$309.02
Total Expense / Acre	\$473.36	\$445.60
Gross Income / Ton	\$27.96	\$24.34
Total Expense / Ton	\$28.08	\$22.81

	Total Dollars	\$/ Ton	\$/ Acre	Total Dollars	\$/ Ton	\$/ Acre
INCOME:						
Silage (Operator's Share)	\$19,293.01	\$19.46	\$328.11	\$21,616.72	\$20.49	\$400.31
Patronage Refunds	147.48	0.15	2.51	137.06	0.13	2.54
Government Payments	5,003.41	5.05	85.09	3,646.58	3.46	67.53
Miscellaneous Income	200.20	0.20	3.40	92.18	0.09	1.71
Crop Insurance Proceeds	3,072.66	3.10	52.26	187.45	0.18	3.47
OTHER INCOME	\$8,423.74	\$8.50	\$143.26	4,063.27	\$3.85	\$75.25
GROSS INCOME	\$27,716.76	\$27.96	\$471.37	\$25,679.99	\$24.34	\$475.56
EXPENSES:						
Labor Hired	\$960.14	\$0.97	\$16.33	\$931.65	\$0.88	\$17.25
General Machinery Repairs	1,066.50	1.08	18.14	995.32	0.94	18.43
Irrigation Equipment Repairs	404.55	0.41	6.88	204.82	0.19	3.79
Interest Paid	1,373.88	1.39	23.37	1,509.16	1.43	27.95
Seed / Other Crop Expense	2,097.60	2.12	35.67	1,140.40	1.08	21.12
Crop Insurance	459.80	0.46	7.82	384.48	0.36	7.12
Fertilizer / Lime	2,687.04	2.71	45.70	1,843.18	1.75	34.13
Machine Hire - Lease	4,056.74	4.09	68.99	3,424.92	3.25	63.42
Farm Org Fees / Travel / Publ	180.01	0.18	3.06	348.12	0.33	6.45
Gas / Fuel / Oil	543.65	0.55	9.25	803.31	0.76	14.88
Irrigation Fuel - Pumping	2,399.29	2.42	40.80	2,320.32	2.20	42.97
Crop Storage & Marketing	23.35	0.02	0.40	-	-	-
Personal Property Tax	15.41	0.02	0.26	50.02	0.05	0.93
General Farm Insurance	229.11	0.23	3.90	382.11	0.36	7.08
Utilities	170.05	0.17	2.89	93.74	0.09	1.74
Cash Farm Rent	989.03	1.00	16.82	685.08	0.65	12.69
Herbicide / Insecticide	2,353.66	2.37	40.03	1,517.71	1.44	28.11
Conservation	7.41	0.01	0.13	-	-	-
Auto Expense	106.09	0.11	1.80	52.90	0.05	0.98
TOTAL VARIABLE COSTS	\$20,123.31	\$20.30	\$342.23	\$16,687.24	\$15.82	\$309.02
RETURN ABOVE VARIABLE COSTS	\$7,593.45	\$7.66	\$129.14	\$8,992.75	\$8.52	\$166.53
Depreciation	1,249.09	1.26	21.24	1,474.88	1.40	27.31
Real Estate Tax	186.83	0.19	3.18	118.59	0.11	2.20
Unpaid Operator Labor	1,736.79	1.75	29.54	1,044.00	0.99	19.33
Interest Charge *	415.29	0.42	7.06	-	-	-
TOTAL FIXED COSTS	\$3,588.00	\$3.62	\$61.02	\$2,637.47	\$2.50	\$48.84
Land Charge **	\$4,122.17	\$4.16	\$70.10	\$4,737.58	\$4.49	\$87.73
TOTAL EXPENSE	\$27,833.48	\$28.08	\$473.36	\$24,062.29	\$22.81	\$445.60
NET RETURN TO MANAGEMENT	(\$116.72)	(\$0.12)	(\$1.99)	\$1,617.70	\$1.53	\$29.96
NET RETURN TO LABOR-MGT	\$2,580.21	\$2.60	\$43.88	\$3,593.35	\$3.41	\$66.54

*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.