

NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
NO-TILL NONIRRIGATED CORN

	1996-2000 Average	2001
Number of Farms	50	64
Crop Acres	266	348
Acres Owned	75	71
Acres Rented	192	277
Yield / Acre	84.1	60.1
Bushels	17,675	16,875
Operator Percentage	78.90%	80.63%
Gross Income / Acre	\$182.65	\$140.13
Variable Costs / Acre	\$140.23	\$123.74
Total Expense / Acre	\$180.96	\$156.49
Gross Income / Bushel	\$2.75	\$2.89
Total Expense / Bushel	\$2.73	\$3.23

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$35,735.09	\$2.02	\$134.14	\$34,144.03	\$2.02	\$98.12
Patronage Refunds	414.49	0.02	1.56	345.23	0.02	0.99
Government Payments	9,955.87	0.56	37.37	9,952.30	0.59	28.60
Miscellaneous Income	718.43	0.04	2.70	466.01	0.03	1.34
Crop Insurance Proceeds	1,834.70	0.10	6.89	3,856.90	0.23	11.08
OTHER INCOME	\$12,923.50	\$0.73	\$48.51	\$14,620.44	\$0.87	\$42.01
GROSS INCOME	\$48,658.59	\$2.75	\$182.65	\$48,764.47	\$2.89	\$140.13
EXPENSES:						
Labor Hired	\$1,031.24	\$0.06	\$3.87	\$1,191.16	\$0.07	\$3.42
General Machinery Repairs	3,450.14	0.20	12.95	4,053.38	0.24	11.65
Interest Paid	3,329.38	0.19	12.50	3,828.92	0.23	11.00
Seed / Other Crop Expense	4,827.08	0.27	18.12	6,938.81	0.41	19.94
Crop Insurance	1,421.13	0.08	5.33	1,890.03	0.11	5.43
Fertilizer / Lime	5,393.16	0.31	20.24	8,046.95	0.48	23.12
Machine Hire - Lease	3,493.74	0.20	13.11	2,092.14	0.12	6.01
Farm Org Fees / Travel / Publ	622.77	0.04	2.34	562.76	0.03	1.62
Gas / Fuel / Oil	1,437.62	0.08	5.40	1,861.24	0.11	5.35
Crop Storage & Marketing	219.10	0.01	0.82	110.98	0.01	0.32
Personal Property Tax	109.01	0.01	0.41	112.76	0.01	0.32
General Farm Insurance	598.89	0.03	2.25	706.19	0.04	2.03
Utilities	506.94	0.03	1.90	436.33	0.03	1.25
Cash Farm Rent	991.29	0.06	3.72	1,582.64	0.09	4.55
Herbicide / Insecticide	9,715.36	0.55	36.47	9,491.56	0.56	27.27
Conservation	14.22	0.00	0.05	23.56	0.00	0.07
Auto Expense	196.20	0.01	0.74	130.92	0.01	0.38
TOTAL VARIABLE COSTS	\$37,357.25	\$2.11	\$140.23	\$43,060.33	\$2.55	\$123.74
RETURN ABOVE VARIABLE COSTS	\$11,301.35	\$0.64	\$42.42	\$5,704.14	\$0.34	\$16.39
Depreciation	3,286.45	0.19	12.34	4,406.63	0.26	12.66
Real Estate Tax	527.01	0.03	1.98	571.35	0.03	1.64
Unpaid Operator Labor	2,384.23	0.13	8.95	2,727.27	0.16	7.84
Interest Charge *	254.57	0.01	0.96	164.82	0.01	0.47
TOTAL FIXED COSTS	\$6,452.26	\$0.37	\$24.22	7,870.07	\$0.47	\$22.62
Land Charge **	\$4,398.45	\$0.25	\$16.51	\$3,526.63	\$0.21	\$10.13
TOTAL EXPENSE	\$48,207.96	\$2.73	\$180.96	\$54,457.03	\$3.23	\$156.49
NET RETURN TO MANAGEMENT	\$450.64	\$0.03	\$1.69	(\$5,692.56)	(\$0.34)	(\$16.36)
NET RETURN TO LABOR-MGT	\$3,866.10	\$0.22	\$14.51	(\$1,774.13)	(\$0.11)	(\$5.10)

*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.