

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

	1996-2000 Average	2001
Number of Farms	19	24
Crop Acres	274	314
Acres Owned	47	59
Acres Rented	228	254
Yield / Acre	33.1	19.6
Bushels	6,531	4,588
Operator Percentage	71.98%	74.66%
Gross Income / Acre	\$164.18	\$109.97
Variable Costs / Acre	\$94.32	\$95.79
Total Expense / Acre	\$140.09	\$139.98
Gross Income / Bushel	\$6.89	\$7.53
Total Expense / Bushel	\$5.88	\$9.58

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Soybeans (Operator's Share)	\$37,527.65	\$5.75	\$136.86	\$19,848.62	\$4.33	\$63.21
Patronage Refunds	413.82	0.06	1.51	533.23	0.12	1.70
Government Payments	4,994.82	0.76	18.22	9,332.03	2.03	29.72
Miscellaneous Income	1,095.41	0.17	3.99	868.84	0.19	2.77
Crop Insurance Proceeds	986.63	0.15	3.60	3,947.22	0.86	12.57
OTHER INCOME	\$7,490.67	\$1.15	\$27.32	\$14,681.32	\$3.20	\$46.76
GROSS INCOME	\$45,018.32	\$6.89	\$164.18	\$34,529.94	\$7.53	\$109.97
EXPENSES:						
Labor Hired	\$2,370.55	\$0.36	\$8.65	\$2,154.69	\$0.47	\$6.86
General Machinery Repairs	3,525.11	0.54	12.86	3,319.16	0.72	10.57
Interest Paid	2,264.10	0.35	8.26	2,986.45	0.65	9.51
Seed / Other Crop Expense	2,803.61	0.43	10.22	4,309.76	0.94	13.73
Crop Insurance	853.23	0.13	3.11	741.51	0.16	2.36
Fertilizer / Lime	2,483.56	0.38	9.06	3,644.74	0.79	11.61
Machine Hire - Lease	1,527.11	0.23	5.57	742.63	0.16	2.37
Farm Org Fees / Travel / Publ	591.47	0.09	2.16	537.35	0.12	1.71
Gas / Fuel / Oil	1,909.81	0.29	6.97	2,393.04	0.52	7.62
Crop Storage & Marketing	212.20	0.03	0.77	28.04	0.01	0.09
Personal Property Tax	73.47	0.01	0.27	74.91	0.02	0.24
General Farm Insurance	413.55	0.06	1.51	682.71	0.15	2.17
Utilities	542.11	0.08	1.98	593.38	0.13	1.89
Cash Farm Rent	896.23	0.14	3.27	1,006.34	0.22	3.20
Herbicide / Insecticide	5,168.54	0.79	18.85	6,670.95	1.45	21.25
Conservation	0.48	0.00	0.00	2.10	0.00	0.01
Auto Expense	228.34	0.03	0.83	191.80	0.04	0.61
TOTAL VARIABLE COSTS	\$25,863.46	\$3.96	\$94.32	\$30,079.56	\$6.56	\$95.79
RETURN ABOVE VARIABLE COSTS	\$19,154.86	\$2.93	\$69.86	\$4,450.38	\$0.97	\$14.17
Depreciation	4,595.43	0.70	16.76	5,613.35	1.22	17.88
Real Estate Tax	408.17	0.06	1.49	524.68	0.11	1.67
Unpaid Operator Labor	3,465.66	0.53	12.64	4,503.75	0.98	14.34
Interest Charge *	794.69	0.12	2.90	614.60	0.13	1.96
TOTAL FIXED COSTS	\$9,263.95	\$1.42	\$33.79	11,256.38	\$2.45	\$35.85
Land Charge **	\$3,284.24	\$0.50	\$11.98	\$2,618.43	\$0.57	\$8.34
TOTAL EXPENSE	\$38,411.65	\$5.88	\$140.09	\$43,954.37	\$9.58	\$139.98
NET RETURN TO MANAGEMENT	\$6,606.67	\$1.01	\$24.09	(\$9,424.43)	(\$2.05)	(\$30.01)
NET RETURN TO LABOR-MGT	\$12,442.89	\$1.91	\$45.38	(\$2,765.99)	(\$0.60)	(\$8.81)

*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.