

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

	<b>1996-2000 Average</b>	<b>2001</b>
Number of Farms	100	91
Crop Acres	768	726
Acres Owned	159	173
Acres Rented	608	553
Yield / Acre	42.9	42.7
Bushels	24,733	23,658
Operator Percentage	75.06%	76.33%
Gross Income / Acre	\$131.35	\$121.34
Variable Costs / Acre	\$76.61	\$81.07
Total Expense / Acre	\$118.67	\$126.82
Gross Income / Bushel	\$4.08	\$3.72
Total Expense / Bushel	\$3.68	\$3.89

	<b>Total Dollars</b>	<b>\$ / Bushel</b>	<b>\$ / Acre</b>	<b>Total Dollars</b>	<b>\$ / Bushel</b>	<b>\$ / Acre</b>
<b>INCOME:</b>						
Wheat (Operator's Share)	\$74,258.74	\$3.00	\$96.72	\$63,219.65	\$2.67	\$87.08
Patronage Refunds	1,340.18	0.05	1.75	1,574.61	0.07	2.17
Government Payments	21,341.62	0.86	27.80	18,746.75	0.79	25.82
Miscellaneous Income	2,031.54	0.08	2.65	2,274.29	0.10	3.13
Crop Insurance Proceeds	1,881.36	0.08	2.45	2,279.31	0.10	3.14
OTHER INCOME	\$26,594.70	\$1.08	\$34.64	\$24,874.96	\$1.05	\$34.26
<b>GROSS INCOME</b>	<b>\$100,853.44</b>	<b>\$4.08</b>	<b>\$131.35</b>	<b>\$88,094.61</b>	<b>\$3.72</b>	<b>\$121.34</b>
<b>EXPENSES:</b>						
Labor Hired	\$3,810.47	\$0.15	\$4.96	\$3,547.05	\$0.15	\$4.89
General Machinery Repairs	10,392.30	0.42	13.54	9,141.10	0.39	12.59
Interest Paid	6,687.00	0.27	8.71	6,211.32	0.26	8.56
Seed / Other Crop Expense	4,040.30	0.16	5.26	4,743.42	0.20	6.53
Crop Insurance	1,919.63	0.08	2.50	1,865.66	0.08	2.57
Fertilizer / Lime	11,199.71	0.45	14.59	12,017.45	0.51	16.55
Machine Hire - Lease	4,271.73	0.17	5.56	3,674.79	0.16	5.06
Farm Org Fees / Travel / Publ	1,144.39	0.05	1.49	850.04	0.04	1.17
Gas / Fuel / Oil	5,161.62	0.21	6.72	5,717.50	0.24	7.88
Crop Storage & Marketing	286.89	0.01	0.37	216.93	0.01	0.30
Personal Property Tax	220.95	0.01	0.29	221.25	0.01	0.30
General Farm Insurance	1,132.28	0.05	1.47	1,261.60	0.05	1.74
Utilities	1,576.08	0.06	2.05	1,599.58	0.07	2.20
Cash Farm Rent	2,691.71	0.11	3.51	3,342.41	0.14	4.60
Herbicide / Insecticide	3,672.51	0.15	4.78	3,999.59	0.17	5.51
Conservation	15.35	0.00	0.02	27.85	0.00	0.04
Auto Expense	601.25	0.02	0.78	419.80	0.02	0.58
<b>TOTAL VARIABLE COSTS</b>	<b>\$58,824.19</b>	<b>\$2.38</b>	<b>\$76.61</b>	<b>\$58,857.34</b>	<b>\$2.49</b>	<b>\$81.07</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$42,029.25</b>	<b>\$1.70</b>	<b>\$54.74</b>	<b>\$29,237.27</b>	<b>\$1.24</b>	<b>\$40.27</b>
Depreciation	8,946.97	0.36	11.65	9,750.19	0.41	13.43
Real Estate Tax	1,325.32	0.05	1.73	1,579.20	0.07	2.18
Unpaid Operator Labor	14,896.31	0.60	19.40	14,610.77	0.62	20.13
Interest Charge *	396.99	0.02	0.52	440.18	0.02	0.61
<b>TOTAL FIXED COSTS</b>	<b>\$25,565.59</b>	<b>\$1.03</b>	<b>\$33.30</b>	<b>26,380.34</b>	<b>\$1.12</b>	<b>\$36.34</b>
Land Charge **	\$6,725.65	\$0.27	\$8.76	\$6,832.83	\$0.29	\$9.41
<b>TOTAL EXPENSE</b>	<b>\$91,115.43</b>	<b>\$3.68</b>	<b>\$118.67</b>	<b>\$92,070.51</b>	<b>\$3.89</b>	<b>\$126.82</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$9,738.01</b>	<b>\$0.39</b>	<b>\$12.68</b>	<b>(\$3,975.90)</b>	<b>(\$0.17)</b>	<b>(\$5.48)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$28,444.79</b>	<b>\$1.15</b>	<b>\$37.05</b>	<b>\$14,181.92</b>	<b>\$0.60</b>	<b>\$19.53</b>

\*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.