

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

	1996-2000 Average	2001
Number of Farms	66	70
Crop Acres	477	521
Acres Owned	105	114
Acres Rented	372	406
Yield / Acre	26.0	24.9
Bushels	9,800	10,272
Operator Percentage	78.89%	79.34%
Gross Income / Acre	\$155.62	\$127.64
Variable Costs / Acre	\$95.39	\$91.59
Total Expense / Acre	\$148.75	\$135.82
Gross Income / Bushel	\$7.57	\$6.47
Total Expense / Bushel	\$7.24	\$6.89

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Soybeans (Operator's Share)	\$56,907.13	\$5.81	\$119.30	\$42,361.06	\$4.12	\$81.31
Patronage Refunds	523.40	0.05	1.10	228.97	0.02	0.44
Government Payments	12,660.94	1.29	26.54	22,107.73	2.15	42.43
Miscellaneous Income	7.59	0.00	0.02	24.74	0.00	0.05
Crop Insurance Proceeds	4,132.73	0.42	8.66	1,775.68	0.17	3.41
OTHER INCOME	\$17,324.66	\$1.77	\$36.32	\$24,137.12	\$2.35	\$46.33
GROSS INCOME	\$74,231.78	\$7.57	\$155.62	\$66,498.18	\$6.47	\$127.64
EXPENSES:						
Labor Hired	\$2,141.13	\$0.22	\$4.49	\$2,663.04	\$0.26	\$5.11
General Machinery Repairs	6,385.75	0.65	13.39	6,245.43	0.61	11.99
Interest Paid	5,597.19	0.57	11.73	4,837.49	0.47	9.29
Seed / Other Crop Expense	6,355.14	0.65	13.32	8,918.26	0.87	17.12
Crop Insurance	1,508.43	0.15	3.16	1,602.95	0.16	3.08
Fertilizer / Lime	1,694.05	0.17	3.55	1,847.80	0.18	3.55
Machine Hire - Lease	2,581.80	0.26	5.41	2,019.25	0.20	3.88
Farm Org Fees / Travel / Publ	740.75	0.08	1.55	750.94	0.07	1.44
Gas / Fuel / Oil	3,102.59	0.32	6.50	4,103.36	0.40	7.88
Crop Storage & Marketing	523.62	0.05	1.10	376.33	0.04	0.72
Personal Property Tax	216.30	0.02	0.45	294.90	0.03	0.57
General Farm Insurance	1,104.55	0.11	2.32	1,187.07	0.12	2.28
Utilities	918.51	0.09	1.93	1,185.95	0.12	2.28
Cash Farm Rent	3,366.19	0.34	7.06	3,318.19	0.32	6.37
Herbicide / Insecticide	8,869.31	0.91	18.59	7,949.39	0.77	15.26
Conservation	37.72	0.00	0.08	35.93	0.00	0.07
Auto Expense	359.69	0.04	0.75	383.97	0.04	0.74
TOTAL VARIABLE COSTS	\$45,502.74	\$4.64	\$95.39	\$47,720.25	\$4.65	\$91.59
RETURN ABOVE VARIABLE COSTS	\$28,729.05	\$2.93	\$60.23	\$18,777.93	\$1.83	\$36.04
Depreciation	8,637.74	0.88	18.11	7,993.32	0.78	15.34
Real Estate Tax	769.34	0.08	1.61	989.42	0.10	1.90
Unpaid Operator Labor	9,952.74	1.02	20.87	9,452.71	0.92	18.14
Interest Charge *	365.65	0.04	0.77	583.59	0.06	1.12
TOTAL FIXED COSTS	\$19,725.48	\$2.01	\$41.35	\$19,019.04	\$1.85	\$36.50
Land Charge **	\$5,723.19	\$0.58	\$12.00	\$4,024.55	\$0.39	\$7.72
TOTAL EXPENSE	\$70,951.41	\$7.24	\$148.75	\$70,763.84	\$6.89	\$135.82
NET RETURN TO MANAGEMENT	\$3,280.38	\$0.33	\$6.88	(\$4,265.66)	(\$0.42)	(\$8.19)
NET RETURN TO LABOR-MGT	\$15,374.25	\$1.57	\$32.23	\$7,850.09	\$0.76	\$15.07

*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.