

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

	1996-2000 Average	2001
Number of Farms	59	74
Crop Acres	357	389
Acres Owned	82	81
Acres Rented	275	309
Yield / Acre	41.9	49.6
Bushels	11,801	14,876
Operator Percentage	78.81%	77.07%
Gross Income / Acre	\$128.97	\$131.61
Variable Costs / Acre	\$80.81	\$78.86
Total Expense / Acre	\$126.93	\$118.32
Gross Income / Bushel	\$3.90	\$3.44
Total Expense / Bushel	\$3.84	\$3.09

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Wheat (Operator's Share)	\$36,557.80	\$3.10	\$102.35	\$40,784.87	\$2.74	\$104.85
Patronage Refunds	288.95	0.02	0.81	258.59	0.02	0.66
Government Payments	8,607.61	0.73	24.10	9,988.79	0.67	25.68
Miscellaneous Income	50.06	0.00	0.14	28.01	0.00	0.07
Crop Insurance Proceeds	563.12	0.05	1.58	136.28	0.01	0.35
OTHER INCOME	\$9,509.75	\$0.81	\$26.62	\$10,411.67	\$0.70	\$26.77
GROSS INCOME	\$46,067.54	\$3.90	\$128.97	\$51,196.54	\$3.44	\$131.61
EXPENSES:						
Labor Hired	\$1,419.46	\$0.12	\$3.97	\$1,667.84	\$0.11	\$4.29
General Machinery Repairs	4,403.95	0.37	12.33	4,287.14	0.29	11.02
Interest Paid	2,954.57	0.25	8.27	3,759.07	0.25	9.66
Seed / Other Crop Expense	2,307.58	0.20	6.46	1,930.82	0.13	4.96
Crop Insurance	792.34	0.07	2.22	851.99	0.06	2.19
Fertilizer / Lime	7,985.85	0.68	22.36	9,092.05	0.61	23.37
Machine Hire - Lease	1,375.93	0.12	3.85	1,414.21	0.10	3.64
Farm Org Fees / Travel / Publ	506.53	0.04	1.42	475.35	0.03	1.22
Gas / Fuel / Oil	2,175.09	0.18	6.09	2,652.87	0.18	6.82
Crop Storage & Marketing	303.30	0.03	0.85	238.43	0.02	0.61
Personal Property Tax	150.09	0.01	0.42	195.22	0.01	0.50
General Farm Insurance	736.64	0.06	2.06	794.68	0.05	2.04
Utilities	591.92	0.05	1.66	733.70	0.05	1.89
Cash Farm Rent	2,056.85	0.17	5.76	1,546.58	0.10	3.98
Herbicide / Insecticide	904.42	0.08	2.53	804.29	0.05	2.07
Conservation	5.61	0.00	0.02	39.65	0.00	0.10
Auto Expense	195.15	0.02	0.55	192.59	0.01	0.50
TOTAL VARIABLE COSTS	\$28,865.27	\$2.45	\$80.81	\$30,676.48	\$2.06	\$78.86
RETURN ABOVE VARIABLE COSTS	\$17,202.27	\$1.46	\$48.16	\$20,520.06	\$1.38	\$52.75
Depreciation	5,557.07	0.47	15.56	5,318.83	0.36	13.67
Real Estate Tax	468.72	0.04	1.31	524.84	0.04	1.35
Unpaid Operator Labor	6,096.99	0.52	17.07	5,817.35	0.39	14.95
Interest Charge *	724.47	0.06	2.03	-	-	-
TOTAL FIXED COSTS	\$12,847.25	\$1.09	\$35.97	\$11,661.02	\$0.78	\$29.98
Land Charge **	\$3,627.78	\$0.31	\$10.16	\$3,687.49	\$0.25	\$9.48
TOTAL EXPENSE	\$45,340.30	\$3.84	\$126.93	\$46,024.99	\$3.09	\$118.32
NET RETURN TO MANAGEMENT	\$727.25	\$0.06	\$2.04	\$5,171.55	\$0.35	\$13.29
NET RETURN TO LABOR-MGT	\$8,243.70	\$0.70	\$23.08	\$12,656.74	\$0.85	\$32.54

*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.