

SOUTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
NONIRRIGATED CORN

	1996-2000 Average	2001
Number of Farms	21	18
Crop Acres	136	228
Acres Owned	57	69
Acres Rented	80	158
Yield / Acre	74.9	56.8
Bushels	8,469	11,270
Operator Percentage	82.85%	87.04%
Gross Income / Acre	\$182.99	\$151.55
Variable Costs / Acre	\$141.53	\$125.13
Total Expense / Acre	\$200.71	\$174.21
Gross Income / Bushel	\$2.95	\$3.07
Total Expense / Bushel	\$3.23	\$3.52

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$19,637.38	\$2.32	\$143.97	\$25,217.02	\$2.24	\$110.60
Patronage Refunds	226.31	0.03	1.66	310.95	0.03	1.36
Government Payments	4,662.06	0.55	34.18	7,911.66	0.70	34.70
Miscellaneous Income	238.45	0.03	1.75	836.95	0.07	3.67
Crop Insurance Proceeds	195.51	0.02	1.43	276.80	0.02	1.21
OTHER INCOME	\$5,322.33	\$0.63	\$39.02	\$9,336.36	\$0.83	\$40.95
GROSS INCOME	\$24,959.71	\$2.95	\$182.99	\$34,553.38	\$3.07	\$151.55
EXPENSES:						
Labor Hired	\$1,231.42	\$0.15	\$9.03	\$2,054.32	\$0.18	\$9.01
General Machinery Repairs	2,344.15	0.28	17.19	2,940.42	0.26	12.90
Interest Paid	1,523.90	0.18	11.17	1,446.54	0.13	6.34
Seed / Other Crop Expense	2,753.88	0.33	20.19	4,311.73	0.38	18.91
Crop Insurance	350.09	0.04	2.57	569.42	0.05	2.50
Fertilizer / Lime	2,687.14	0.32	19.70	5,120.12	0.45	22.46
Machine Hire - Lease	1,384.41	0.16	10.15	2,475.76	0.22	10.86
Farm Org Fees / Travel / Publ	258.95	0.03	1.90	326.40	0.03	1.43
Gas / Fuel / Oil	1,053.31	0.12	7.72	1,706.09	0.15	7.48
Crop Storage & Marketing	81.83	0.01	0.60	156.73	0.01	0.69
Personal Property Tax	88.26	0.01	0.65	66.67	0.01	0.29
General Farm Insurance	414.13	0.05	3.04	897.95	0.08	3.94
Utilities	371.43	0.04	2.72	671.08	0.06	2.94
Cash Farm Rent	1,448.30	0.17	10.62	1,160.19	0.10	5.09
Herbicide / Insecticide	3,146.82	0.37	23.07	4,484.17	0.40	19.67
Conservation	29.31	0.00	0.21	36.77	0.00	0.16
Auto Expense	138.04	0.02	1.01	104.39	0.01	0.46
TOTAL VARIABLE COSTS	\$19,305.36	\$2.28	\$141.53	\$28,528.75	\$2.53	\$125.13
RETURN ABOVE VARIABLE COSTS	\$5,654.35	\$0.67	\$41.45	\$6,024.63	\$0.53	\$26.42
Depreciation	2,518.43	0.30	18.46	3,694.02	0.33	16.20
Real Estate Tax	294.26	0.03	2.16	505.96	0.04	2.22
Unpaid Operator Labor	1,694.17	0.20	12.42	2,215.00	0.20	9.71
Interest Charge *	529.44	0.06	3.88	1,447.27	0.13	6.35
TOTAL FIXED COSTS	\$5,036.30	\$0.59	\$36.92	7,862.25	\$0.70	\$34.48
Land Charge **	\$3,034.85	\$0.36	\$22.25	\$3,328.73	\$0.30	\$14.60
TOTAL EXPENSE	\$27,376.51	\$3.23	\$200.71	\$39,719.73	\$3.52	\$174.21
NET RETURN TO MANAGEMENT	(\$2,416.80)	(\$0.29)	(\$17.72)	(\$5,166.35)	(\$0.46)	(\$22.66)
NET RETURN TO LABOR-MGT	\$508.79	\$0.06	\$3.73	(\$897.03)	(\$0.08)	(\$3.93)

*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.