

SOUTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
FLOOD IRRIGATED SOYBEANS

	1996-2000 Average	2001
Number of Farms	8	10
Crop Acres	137	185
Acres Owned	21	41
Acres Rented	116	144
Yield / Acre	49.1	35.8
Bushels	5,423	5,960
Operator Percentage	80.58%	90.04%
Gross Income / Acre	\$245.23	\$260.19
Variable Costs / Acre	\$200.37	\$212.42
Total Expense / Acre	\$267.23	\$294.55
Gross Income / Bushel	\$6.20	\$8.08
Total Expense / Bushel	\$6.75	\$9.14

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Soybeans (Operator's Share)	\$26,540.81	\$4.89	\$193.73	\$25,359.77	\$4.25	\$137.08
Patronage Refunds	353.52	0.07	2.58	199.82	0.03	1.08
Government Payments	6,362.02	1.17	46.44	11,250.96	1.89	60.82
Miscellaneous Income	339.79	0.06	2.48	1,327.14	0.22	7.17
Crop Insurance Proceeds	-	-	-	9,996.57	1.68	54.04
OTHER INCOME	\$7,055.33	\$1.30	\$51.50	22,774.49	\$3.82	\$123.11
GROSS INCOME	\$33,596.14	\$6.20	\$245.23	\$48,134.26	\$8.08	\$260.19
EXPENSES:						
Labor Hired	\$1,793.75	\$0.33	\$13.09	\$3,331.46	\$0.56	\$18.01
General Machinery Repairs	2,439.80	0.45	17.81	4,066.17	0.68	21.98
Irrigation Equipment Repairs	646.64	0.12	4.72	687.22	0.12	3.71
Interest Paid	1,109.85	0.20	8.10	1,611.32	0.27	8.71
Seed / Other Crop Expense	3,529.43	0.65	25.76	4,260.22	0.71	23.03
Crop Insurance	1,323.92	0.24	9.66	1,714.69	0.29	9.27
Fertilizer / Lime	2,268.88	0.42	16.56	5,128.50	0.86	27.72
Machine Hire - Lease	3,112.16	0.57	22.72	3,218.95	0.54	17.40
Farm Org Fees / Travel / Publ	380.10	0.07	2.77	289.16	0.05	1.56
Gas / Fuel / Oil	1,067.04	0.20	7.79	2,547.43	0.43	13.77
Irrigation Fuel - Pumping	2,563.97	0.47	18.72	4,982.84	0.84	26.93
Crop Storage & Marketing	48.93	0.01	0.36	67.28	0.01	0.36
Personal Property Tax	90.28	0.02	0.66	138.55	0.02	0.75
General Farm Insurance	530.06	0.10	3.87	1,313.03	0.22	7.10
Utilities	562.60	0.10	4.11	1,226.34	0.21	6.63
Cash Farm Rent	2,206.17	0.41	16.10	1,189.92	0.20	6.43
Herbicide / Insecticide	3,626.37	0.67	26.47	3,223.67	0.54	17.43
Conservation	6.56	0.00	0.05	3.23	0.00	0.02
Auto Expense	144.05	0.03	1.05	297.34	0.05	1.61
TOTAL VARIABLE COSTS	\$27,450.57	\$5.06	\$200.37	\$39,297.32	\$6.59	\$212.42
RETURN ABOVE VARIABLE COSTS	\$6,145.57	\$1.13	\$44.86	\$8,836.94	\$1.48	\$47.77
Depreciation	2,652.30	0.49	19.36	4,946.93	0.83	26.74
Real Estate Tax	147.32	0.03	1.08	370.97	0.06	2.01
Unpaid Operator Labor	2,938.06	0.54	21.45	4,734.00	0.79	25.59
Interest Charge *	1,379.24	0.25	10.07	2,329.54	0.39	12.59
TOTAL FIXED COSTS	\$7,116.92	\$1.31	\$51.95	\$12,381.44	\$2.08	\$66.93
Land Charge **	\$2,042.52	\$0.38	\$14.91	\$2,812.39	\$0.47	\$15.20
TOTAL EXPENSE	\$36,610.01	\$6.75	\$267.23	\$54,491.15	\$9.14	\$294.55
NET RETURN TO MANAGEMENT	(\$3,013.86)	(\$0.56)	(\$22.00)	(\$6,356.89)	(\$1.07)	(\$34.36)
NET RETURN TO LABOR-MGT	\$1,717.95	\$0.32	\$12.54	\$1,708.57	\$0.29	\$9.24

*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.