

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

	1996-2000 Average			2001		
Number of Farms	20			33		
Crop Acres	147			159		
Acres Owned	28			20		
Acres Rented	119			139		
Yield / Acre	53.0			46.5		
Bushels	5,862			5,798		
Operator Percentage	75.37%			78.42%		
Gross Income / Acre	\$256.22			\$232.75		
Variable Costs / Acre	\$205.86			\$202.54		
Total Expense / Acre	\$266.55			\$269.30		
Gross Income / Bushel	\$6.42			\$6.38		
Total Expense / Bushel	\$6.68			\$7.39		

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Soybeans (Operator's Share)	\$29,867.10	\$5.10	\$203.45	\$23,492.41	\$4.05	\$147.75
Patronage Refunds	349.60	0.06	2.38	195.44	0.03	1.23
Government Payments	6,736.64	1.15	45.89	8,702.70	1.50	54.73
Miscellaneous Income	542.15	0.09	3.69	1,276.33	0.22	8.03
Crop Insurance Proceeds	118.25	0.02	0.81	3,340.08	0.58	21.01
OTHER INCOME	\$7,746.65	\$1.32	\$52.77	13,514.55	\$2.33	\$85.00
GROSS INCOME	\$37,613.75	\$6.42	\$256.22	\$37,006.96	\$6.38	\$232.75
EXPENSES:						
Labor Hired	\$1,814.07	\$0.31	\$12.36	\$2,171.46	\$0.37	\$13.66
General Machinery Repairs	2,755.98	0.47	18.77	3,016.87	0.52	18.97
Irrigation Equipment Repairs	1,099.63	0.19	7.49	1,468.01	0.25	9.23
Interest Paid	2,005.16	0.34	13.66	1,966.42	0.34	12.37
Seed / Other Crop Expense	4,177.29	0.71	28.46	4,095.35	0.71	25.76
Crop Insurance	1,195.27	0.20	8.14	1,086.29	0.19	6.83
Fertilizer / Lime	2,708.98	0.46	18.45	2,988.61	0.52	18.80
Machine Hire - Lease	3,102.63	0.53	21.14	2,415.45	0.42	15.19
Farm Org Fees / Travel / Publ	361.42	0.06	2.46	289.13	0.05	1.82
Gas / Fuel / Oil	1,489.97	0.25	10.15	1,909.11	0.33	12.01
Irrigation Fuel - Pumping	3,049.96	0.52	20.78	5,248.94	0.91	33.01
Crop Storage & Marketing	123.45	0.02	0.84	35.27	0.01	0.22
Personal Property Tax	109.61	0.02	0.75	143.98	0.02	0.91
General Farm Insurance	617.99	0.11	4.21	871.61	0.15	5.48
Utilities	626.20	0.11	4.27	890.80	0.15	5.60
Cash Farm Rent	1,248.70	0.21	8.51	457.75	0.08	2.88
Herbicide / Insecticide	3,492.85	0.60	23.79	2,954.51	0.51	18.58
Conservation	41.25	0.01	0.28	0.98	0.00	0.01
Auto Expense	199.94	0.03	1.36	193.39	0.03	1.22
TOTAL VARIABLE COSTS	\$30,220.36	\$5.16	\$205.86	\$32,203.93	\$5.55	\$202.54
RETURN ABOVE VARIABLE COSTS	\$7,393.39	\$1.26	\$50.36	\$4,803.03	\$0.83	\$30.21
Depreciation	2,872.71	0.49	19.57	3,954.79	0.68	24.87
Real Estate Tax	180.04	0.03	1.23	245.40	0.04	1.54
Unpaid Operator Labor	2,662.06	0.45	18.13	3,792.27	0.65	23.85
Interest Charge *	812.84	0.14	5.54	1,231.35	0.21	7.74
TOTAL FIXED COSTS	\$6,527.65	\$1.11	\$44.47	\$9,223.81	\$1.59	\$58.01
Land Charge **	\$2,381.14	\$0.41	\$16.22	\$1,391.43	\$0.24	\$8.75
TOTAL EXPENSE	\$39,129.15	\$6.68	\$266.55	\$42,819.17	\$7.39	\$269.30
NET RETURN TO MANAGEMENT	(\$1,515.40)	(\$0.26)	(\$10.32)	(\$5,812.21)	(\$1.00)	(\$36.55)
NET RETURN TO LABOR-MGT	\$2,960.73	\$0.51	\$20.17	\$151.52	\$0.03	\$0.95

*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.