

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

	1996-2000 Average	2001
Number of Farms	63	48
Crop Acres	207	218
Acres Owned	32	26
Acres Rented	174	192
Yield / Acre	48.5	50.5
Bushels	7,608	7,497
Operator Percentage	75.91%	68.15%
Gross Income / Acre	\$156.76	\$134.36
Variable Costs / Acre	\$132.97	\$129.39
Total Expense / Acre	\$177.71	\$169.99
Gross Income / Bushel	\$4.26	\$3.91
Total Expense / Bushel	\$4.83	\$4.94

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Wheat (Operator's Share)	\$21,438.46	\$2.82	\$103.67	\$18,788.48	\$2.51	\$86.19
Patronage Refunds	452.77	0.06	2.19	337.18	0.04	1.55
Government Payments	8,655.15	1.14	41.85	8,361.03	1.12	38.35
Miscellaneous Income	899.51	0.12	4.35	701.04	0.09	3.22
Crop Insurance Proceeds	973.00	0.13	4.71	1,103.60	0.15	5.06
OTHER INCOME	\$10,980.44	\$1.44	\$53.10	10,502.85	\$1.40	\$48.18
GROSS INCOME	\$32,418.90	\$4.26	\$156.76	\$29,291.33	\$3.91	\$134.36
EXPENSES:						
Labor Hired	\$2,156.95	\$0.28	\$10.43	\$2,470.44	\$0.33	\$11.33
General Machinery Repairs	3,318.74	0.44	16.05	2,909.13	0.39	13.34
Irrigation Equipment Repairs	1,266.00	0.17	6.12	1,075.20	0.14	4.93
Interest Paid	2,139.59	0.28	10.35	1,952.41	0.26	8.96
Seed / Other Crop Expense	1,125.71	0.15	5.44	1,204.18	0.16	5.52
Crop Insurance	1,099.02	0.14	5.31	1,124.13	0.15	5.16
Fertilizer / Lime	2,854.86	0.38	13.80	3,640.26	0.49	16.70
Machine Hire - Lease	3,001.76	0.39	14.52	2,595.97	0.35	11.91
Farm Org Fees / Travel / Publ	395.19	0.05	1.91	322.54	0.04	1.48
Gas / Fuel / Oil	1,714.90	0.23	8.29	1,755.54	0.23	8.05
Irrigation Fuel - Pumping	3,569.65	0.47	17.26	3,916.99	0.52	17.97
Crop Storage & Marketing	197.75	0.03	0.96	166.95	0.02	0.77
Personal Property Tax	149.46	0.02	0.72	175.94	0.02	0.81
General Farm Insurance	590.28	0.08	2.85	689.34	0.09	3.16
Utilities	722.75	0.09	3.49	646.61	0.09	2.97
Cash Farm Rent	1,030.44	0.14	4.98	909.31	0.12	4.17
Herbicide / Insecticide	1,915.63	0.25	9.26	2,463.68	0.33	11.30
Conservation	2.13	0.00	0.01	0.47	0.00	0.00
Auto Expense	248.37	0.03	1.20	187.35	0.02	0.86
TOTAL VARIABLE COSTS	\$27,499.17	\$3.61	\$132.97	\$28,206.44	\$3.76	\$129.39
RETURN ABOVE VARIABLE COSTS	\$4,919.73	\$0.65	\$23.79	\$1,084.89	\$0.14	\$4.98
Depreciation	3,238.88	0.43	15.66	3,731.36	0.50	17.12
Real Estate Tax	285.35	0.04	1.38	212.89	0.03	0.98
Unpaid Operator Labor	3,430.09	0.45	16.59	3,013.13	0.40	13.82
Interest Charge *	645.24	0.08	3.12	934.01	0.12	4.28
TOTAL FIXED COSTS	\$7,599.56	\$1.00	\$36.75	\$7,891.39	\$1.05	\$36.20
Land Charge **	\$1,651.57	\$0.22	\$7.99	\$959.83	\$0.13	\$4.40
TOTAL EXPENSE	\$36,750.30	\$4.83	\$177.71	\$37,057.66	\$4.94	\$169.99
NET RETURN TO MANAGEMENT	(\$4,331.40)	(\$0.57)	(\$20.94)	(\$7,766.33)	(\$1.04)	(\$35.63)
NET RETURN TO LABOR-MGT	\$1,255.64	\$0.17	\$6.07	(\$2,282.76)	(\$0.30)	(\$10.47)

*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.