

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
NONIRRIGATED BROME HAY

	1997-2001 Average	2002
Number of Farms	47	40
Crop Acres	63	69
Acres Owned	21	19
Acres Rented	42	50
Yield / Acre	1.87	1.52
Tons	109	96
Operator Percentage	92.35%	91.53%
Gross Income / Acre	\$80.58	\$83.50
Variable Costs / Acre	\$64.51	\$56.53
Total Expense / Acre	\$110.55	\$93.61
Gross Income / Ton	\$46.66	\$60.02
Total Expense / Ton	\$64.01	\$67.28

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Brome Hay (Operator's Share)	\$4,956.72	\$45.56	\$78.68	\$5,541.98	\$57.73	\$80.32
Patronage Refunds	58.23	0.54	0.92	26.95	0.28	0.39
Government Payments	48.56	0.45	0.77	169.42	1.76	2.46
Miscellaneous Income	12.92	0.12	0.21	23.13	0.24	0.34
Crop Insurance Proceeds	0.02	0.00	0.00	-	-	-
OTHER INCOME	\$119.73	\$1.10	\$1.90	\$219.50	\$2.29	\$3.18
GROSS INCOME	\$5,076.45	\$46.66	\$80.58	\$5,761.48	\$60.02	\$83.50
EXPENSES:						
Labor Hired	\$216.57	\$1.99	\$3.44	\$209.91	\$2.19	\$3.04
General Machinery Repairs	792.02	7.28	12.57	568.83	5.93	8.24
Interest Paid	534.15	4.91	8.48	508.61	5.30	7.37
Seed / Other Crop Expense	15.50	0.14	0.25	9.04	0.09	0.13
Fertilizer / Lime	1,147.93	10.55	18.22	1,327.35	13.83	19.24
Machine Hire - Lease	289.55	2.66	4.60	196.12	2.04	2.84
Farm Org Fees / Travel / Publ	69.84	0.64	1.11	65.18	0.68	0.94
Gas / Fuel / Oil	391.08	3.59	6.21	333.11	3.47	4.83
Crop Storage & Marketing	1.55	0.01	0.02	-	-	-
Personal Property Tax	40.54	0.37	0.64	29.56	0.31	0.43
General Farm Insurance	131.79	1.21	2.09	109.60	1.14	1.59
Utilities	114.82	1.06	1.82	120.03	1.25	1.74
Cash Farm Rent	215.10	1.98	3.41	349.42	3.64	5.06
Herbicide / Insecticide	37.31	0.34	0.59	0.30	0.00	0.00
Conservation	0.46	0.00	0.01	0.50	0.01	0.01
Auto Expense	65.93	0.61	1.05	73.11	0.76	1.06
TOTAL VARIABLE COSTS	\$4,064.14	\$37.35	\$64.51	\$3,900.67	\$40.63	\$56.53
RETURN ABOVE VARIABLE COSTS	\$1,012.31	\$9.30	\$16.07	\$1,860.81	\$19.38	\$26.97
Depreciation	761.78	7.00	12.09	637.91	6.64	9.25
Real Estate Tax	119.70	1.10	1.90	123.90	1.29	1.80
Unpaid Operator Labor	1,406.56	12.93	22.33	1,213.88	12.64	17.59
Interest Charge *	0.35	0.00	0.01	-	-	-
TOTAL FIXED COSTS	\$2,288.39	\$21.03	\$36.32	1,975.69	\$20.58	\$28.63
Land Charge **	\$611.81	\$5.62	\$9.71	\$582.45	\$6.07	\$8.44
TOTAL EXPENSE	\$6,964.34	\$64.01	\$110.55	\$6,458.81	\$67.28	\$93.61
NET RETURN TO MANAGEMENT	(\$1,887.89)	(\$17.35)	(\$29.97)	(\$697.33)	(\$7.26)	(\$10.11)
NET RETURN TO LABOR-MGT	(\$264.76)	(\$2.43)	(\$4.20)	\$726.46	\$7.57	\$10.53

*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.