

NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
NONIRRIGATED SOYBEANS

	1997-2001 Average	2002
Number of Farms	101	85
Crop Acres	378	335
Acres Owned	92	97
Acres Rented	286	238
Yield / Acre	35.8	24.0
Bushels	10,225	6,034
Operator Percentage	75.46%	75.02%
Gross Income / Acre	\$179.42	\$131.54
Variable Costs / Acre	\$112.30	\$107.95
Total Expense / Acre	\$172.53	\$165.33
Gross Income / Bushel	\$6.63	\$7.30
Total Expense / Bushel	\$6.38	\$9.18

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Soybeans (Operator's Share)	\$51,559.01	\$5.04	\$136.40	\$32,986.19	\$5.47	\$98.47
Patronage Refunds	248.76	0.02	0.66	97.34	0.02	0.29
Government Payments	12,324.93	1.21	32.61	4,342.59	0.72	12.96
Miscellaneous Income	2,087.63	0.20	5.52	2,054.34	0.34	6.13
Crop Insurance Proceeds	1,601.41	0.16	4.24	4,586.50	0.76	13.69
OTHER INCOME	\$16,262.73	\$1.59	\$43.02	\$11,080.77	\$1.84	\$33.08
GROSS INCOME	\$67,821.74	\$6.63	\$179.42	\$44,066.96	\$7.30	\$131.54
EXPENSES:						
Labor Hired	\$2,148.49	\$0.21	\$5.68	\$1,462.19	\$0.24	\$4.36
General Machinery Repairs	5,433.02	0.53	14.37	4,562.68	0.76	13.62
Interest Paid	4,601.18	0.45	12.17	3,255.52	0.54	9.72
Seed / Other Crop Expense	7,513.24	0.73	19.88	8,026.97	1.33	23.96
Crop Insurance	1,030.59	0.10	2.73	1,394.77	0.23	4.16
Fertilizer / Lime	819.15	0.08	2.17	677.75	0.11	2.02
Machine Hire - Lease	1,877.72	0.18	4.97	1,479.97	0.25	4.42
Farm Org Fees / Travel / Publ	881.92	0.09	2.33	1,035.40	0.17	3.09
Gas / Fuel / Oil	2,813.05	0.28	7.44	2,222.95	0.37	6.64
Crop Storage & Marketing	163.12	0.02	0.43	42.90	0.01	0.13
Personal Property Tax	364.79	0.04	0.97	395.12	0.07	1.18
General Farm Insurance	1,180.82	0.12	3.12	1,113.35	0.18	3.32
Utilities	746.66	0.07	1.98	550.56	0.09	1.64
Cash Farm Rent	4,845.49	0.47	12.82	3,611.27	0.60	10.78
Herbicide / Insecticide	7,817.25	0.76	20.68	5,921.78	0.98	17.68
Conservation	178.49	0.02	0.47	347.26	0.06	1.04
Auto Expense	35.74	0.00	0.09	61.56	0.01	0.18
TOTAL VARIABLE COSTS	\$42,450.74	\$4.15	\$112.30	\$36,162.00	\$5.99	\$107.95
RETURN ABOVE VARIABLE COSTS	\$25,371.01	\$2.48	\$67.12	\$7,904.96	\$1.31	\$23.60
Depreciation	6,866.01	0.67	18.16	5,780.02	0.96	17.25
Real Estate Tax	826.19	0.08	2.19	1,014.72	0.17	3.03
Unpaid Operator Labor	9,278.66	0.91	24.55	7,638.42	1.27	22.80
Interest Charge *	288.38	0.03	0.76	763.83	0.13	2.28
TOTAL FIXED COSTS	\$17,259.24	\$1.69	\$45.66	\$15,196.99	\$2.52	\$45.36
Land Charge **	\$5,506.90	\$0.54	\$14.57	\$4,025.13	\$0.67	\$12.02
TOTAL EXPENSE	\$65,216.88	\$6.38	\$172.53	\$55,384.12	\$9.18	\$165.33
NET RETURN TO MANAGEMENT	\$2,604.87	\$0.25	\$6.89	(\$11,317.16)	(\$1.88)	(\$33.78)
NET RETURN TO LABOR-MGT	\$14,032.01	\$1.37	\$37.12	(\$2,216.55)	(\$0.37)	(\$6.62)

*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.