

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

	1997-2001 Average	2002
Number of Farms	87	74
Crop Acres	295	333
Acres Owned	77	93
Acres Rented	218	240
Yield / Acre	121.2	60.5
Bushels	26,917	15,162
Operator Percentage	75.28%	75.21%
Gross Income / Acre	\$229.09	\$172.36
Variable Costs / Acre	\$159.46	\$156.90
Total Expense / Acre	\$236.33	\$223.05
Gross Income / Bushel	\$2.51	\$3.79
Total Expense / Bushel	\$2.59	\$4.90

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$52,840.71	\$1.96	\$179.12	\$37,215.25	\$2.45	\$111.76
Patronage Refunds	252.69	0.01	0.86	130.02	0.01	0.39
Government Payments	11,707.91	0.43	39.69	4,568.21	0.30	13.72
Miscellaneous Income	2,132.76	0.08	7.23	2,436.58	0.16	7.32
Crop Insurance Proceeds	647.74	0.02	2.20	13,045.81	0.86	39.18
OTHER INCOME	\$14,741.10	\$0.55	\$49.97	\$20,180.62	\$1.33	\$60.60
GROSS INCOME	\$67,581.81	\$2.51	\$229.09	\$57,395.87	\$3.79	\$172.36
EXPENSES:						
Labor Hired	\$1,995.00	0.07	6.76	\$1,550.56	\$0.10	\$4.66
General Machinery Repairs	5,043.46	0.19	17.10	5,044.38	0.33	15.15
Interest Paid	4,143.21	0.15	14.04	3,861.10	0.25	11.59
Seed / Other Crop Expense	7,317.30	0.27	24.80	9,270.20	0.61	27.84
Crop Insurance	977.80	0.04	3.31	1,762.10	0.12	5.29
Fertilizer / Lime	8,769.62	0.33	29.73	10,628.89	0.70	31.92
Machine Hire - Lease	1,893.01	0.07	6.42	1,600.69	0.11	4.81
Farm Org Fees / Travel / Publ	860.36	0.03	2.92	1,070.16	0.07	3.21
Gas / Fuel / Oil	2,696.73	0.10	9.14	2,575.29	0.17	7.73
Crop Storage & Marketing	169.01	0.01	0.57	33.63	0.00	0.10
Personal Property Tax	334.80	0.01	1.13	430.31	0.03	1.29
General Farm Insurance	1,053.79	0.04	3.57	1,265.51	0.08	3.80
Utilities	720.64	0.03	2.44	584.35	0.04	1.75
Cash Farm Rent	3,876.76	0.14	13.14	4,228.65	0.28	12.70
Herbicide / Insecticide	6,987.45	0.26	23.69	7,877.40	0.52	23.66
Conservation	184.28	0.01	0.62	393.31	0.03	1.18
Auto Expense	18.76	0.00	0.06	71.35	0.00	0.21
TOTAL VARIABLE COSTS	\$47,041.96	\$1.75	\$159.46	\$52,247.88	\$3.45	\$156.90
RETURN ABOVE VARIABLE COSTS	\$20,539.85	\$0.76	\$69.63	\$5,147.99	\$0.34	\$15.46
Depreciation	6,487.18	0.24	21.99	6,718.44	0.44	20.18
Real Estate Tax	731.74	0.03	2.48	1,059.77	0.07	3.18
Unpaid Operator Labor	8,583.62	0.32	29.10	8,454.57	0.56	25.39
Interest Charge *	773.79	0.03	2.62	1,423.67	0.09	4.28
TOTAL FIXED COSTS	\$16,576.32	\$0.62	\$56.19	\$17,656.45	\$1.16	\$53.02
Land Charge **	\$6,099.78	\$0.23	\$20.68	\$4,370.49	\$0.29	\$13.12
TOTAL EXPENSE	\$69,718.07	\$2.59	\$236.33	\$74,274.82	\$4.90	\$223.05
NET RETURN TO MANAGEMENT	(\$2,136.26)	(\$0.08)	(\$7.24)	(\$16,878.95)	(\$1.11)	(\$50.69)
NET RETURN TO LABOR-MGT	\$8,442.36	\$0.31	\$28.62	(\$6,873.82)	(\$0.45)	(\$20.64)

*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.