

NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
IRRIGATED (ALL) SOYBEANS

	1997-2001 Average	2002
Number of Farms	11	7
Crop Acres	294	239
Acres Owned	28	16
Acres Rented	266	223
Yield / Acre	53.8	56.4
Bushels	9,471	7,607
Operator Percentage	59.95%	56.42%
Gross Income / Acre	\$201.55	\$194.50
Variable Costs / Acre	\$126.53	\$111.87
Total Expense / Acre	\$181.43	\$172.01
Gross Income / Bushel	\$6.25	\$6.11
Total Expense / Bushel	\$5.63	\$5.40

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Soybeans (Operator's Share)	\$46,416.56	\$4.90	\$157.99	\$44,293.01	\$5.82	\$185.33
Patronage Refunds	33.03	0.00	0.11	6.28	0.00	0.03
Government Payments	9,582.73	1.01	32.62	1,069.70	0.14	4.48
Miscellaneous Income	2,080.65	0.22	7.08	1,116.41	0.15	4.67
Crop Insurance Proceeds	1,102.44	0.12	3.75	-	-	-
OTHER INCOME	\$12,798.86	\$1.35	\$43.56	2,192.39	\$0.29	\$9.17
GROSS INCOME	\$59,215.41	\$6.25	\$201.55	\$46,485.40	\$6.11	\$194.50
EXPENSES:						
Labor Hired	\$3,995.71	\$0.42	\$13.60	\$2,666.12	\$0.35	\$11.16
General Machinery Repairs	4,608.90	0.49	15.69	4,083.77	0.54	17.09
Irrigation Equipment Repairs	1,448.75	0.15	4.93	1,133.03	0.15	4.74
Interest Paid	3,680.68	0.39	12.53	1,654.11	0.22	6.92
Seed / Other Crop Expense	5,228.37	0.55	17.80	3,215.61	0.42	13.45
Crop Insurance	157.40	0.02	0.54	1,498.95	0.20	6.27
Fertilizer / Lime	830.86	0.09	2.83	500.54	0.07	2.09
Machine Hire - Lease	2,499.69	0.26	8.51	1,270.58	0.17	5.32
Farm Org Fees / Travel / Publ	809.12	0.09	2.75	788.19	0.10	3.30
Gas / Fuel / Oil	2,579.80	0.27	8.78	2,079.73	0.27	8.70
Irrigation Fuel - Pumping	1,062.23	0.11	3.62	1,049.02	0.14	4.39
Crop Storage & Marketing	86.49	0.01	0.29	45.81	0.01	0.19
Personal Property Tax	437.27	0.05	1.49	344.97	0.05	1.44
General Farm Insurance	1,162.30	0.12	3.96	1,368.62	0.18	5.73
Utilities	790.27	0.08	2.69	1,390.28	0.18	5.82
Cash Farm Rent	2,365.79	0.25	8.05	434.42	0.06	1.82
Herbicide / Insecticide	5,380.91	0.57	18.31	3,130.14	0.41	13.10
Conservation	49.69	0.01	0.17	15.39	0.00	0.06
Auto Expense	-	-	-	67.32	0.01	0.28
TOTAL VARIABLE COSTS	\$37,174.24	\$3.93	\$126.53	\$26,736.60	\$3.51	\$111.87
RETURN ABOVE VARIABLE COSTS	\$22,041.17	\$2.33	\$75.02	\$19,748.80	\$2.60	\$82.63
Depreciation	6,546.52	0.69	22.28	5,229.65	0.69	21.88
Real Estate Tax	355.53	0.04	1.21	373.51	0.05	1.56
Unpaid Operator Labor	5,850.92	0.62	19.91	5,824.29	0.77	24.37
Interest Charge *	876.62	0.09	2.98	1,623.57	0.21	6.79
TOTAL FIXED COSTS	\$13,629.58	\$1.44	\$46.39	\$13,051.02	\$1.72	\$54.61
Land Charge **	\$2,500.62	\$0.26	\$8.51	\$1,321.70	\$0.17	\$5.53
TOTAL EXPENSE	\$53,304.44	\$5.63	\$181.43	\$41,109.32	\$5.40	\$172.01
NET RETURN TO MANAGEMENT	\$5,910.97	\$0.62	\$20.12	\$5,376.08	\$0.71	\$22.49
NET RETURN TO LABOR-MGT	\$15,757.60	\$1.66	\$53.63	\$13,866.49	\$1.82	\$58.02

*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.