

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

	<i>1997-2001 Average</i>	<i>2002</i>
Number of Farms	12	8
Crop Acres	304	323
Acres Owned	33	30
Acres Rented	271	293
Yield / Acre	172.5	151.9
Bushels	31,580	28,790
Operator Percentage	60.29%	58.67%
Gross Income / Acre	\$265.45	\$254.22
Variable Costs / Acre	\$158.75	\$158.83
Total Expense / Acre	\$231.53	\$229.84
Gross Income / Bushel	\$2.55	\$2.85
Total Expense / Bushel	\$2.23	\$2.58

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$62,630.09	\$1.98	\$206.29	\$75,216.23	\$2.61	\$232.87
Patronage Refunds	47.74	0.00	0.16	7.52	0.00	0.02
Government Payments	13,562.75	0.43	44.67	3,386.18	0.12	10.48
Miscellaneous Income	3,109.17	0.10	10.24	2,213.77	0.08	6.85
Crop Insurance Proceeds	1,241.00	0.04	4.09	1,288.85	0.04	3.99
OTHER INCOME	\$17,960.66	\$0.57	\$59.16	\$6,896.32	\$0.24	\$21.35
GROSS INCOME	\$80,590.74	\$2.55	\$265.45	\$82,112.55	\$2.85	\$254.22
EXPENSES:						
Labor Hired	\$5,038.01	\$0.16	\$16.59	\$4,278.48	\$0.15	\$13.25
General Machinery Repairs	5,912.32	0.19	19.47	6,003.90	0.21	18.59
Irrigation Equipment Repairs	1,143.63	0.04	3.77	1,078.54	0.04	3.34
Interest Paid	3,933.61	0.12	12.96	3,321.60	0.12	10.28
Seed / Other Crop Expense	7,606.27	0.24	25.05	7,214.53	0.25	22.34
Crop Insurance	131.14	0.00	0.43	2,215.57	0.08	6.86
Fertilizer / Lime	7,315.59	0.23	24.10	6,727.81	0.23	20.83
Machine Hire - Lease	2,226.21	0.07	7.33	4,280.79	0.15	13.25
Farm Org Fees / Travel / Publ	1,060.91	0.03	3.49	1,178.61	0.04	3.65
Gas / Fuel / Oil	3,295.00	0.10	10.85	3,171.90	0.11	9.82
Irrigation Fuel - Pumping	1,025.43	0.03	3.38	1,264.88	0.04	3.92
Crop Storage & Marketing	136.38	0.00	0.45	124.98	0.00	0.39
Personal Property Tax	584.72	0.02	1.93	478.24	0.02	1.48
General Farm Insurance	1,516.61	0.05	5.00	1,922.73	0.07	5.95
Utilities	882.86	0.03	2.91	1,879.56	0.07	5.82
Cash Farm Rent	878.61	0.03	2.89	1,118.78	0.04	3.46
Herbicide / Insecticide	5,481.24	0.17	18.05	4,877.14	0.17	15.10
Conservation	29.25	0.00	0.10	21.86	0.00	0.07
Auto Expense	-	-	-	143.03	0.00	0.44
TOTAL VARIABLE COSTS	\$48,197.79	\$1.53	\$158.75	\$51,302.93	\$1.78	\$158.83
RETURN ABOVE VARIABLE COSTS	\$32,392.96	\$1.03	\$106.70	\$30,809.62	\$1.07	\$95.39
Depreciation	8,220.17	0.26	27.08	7,480.83	0.26	23.16
Real Estate Tax	467.37	0.01	1.54	597.73	0.02	1.85
Unpaid Operator Labor	8,095.81	0.26	26.67	8,808.75	0.31	27.27
Interest Charge *	1,588.72	0.05	5.23	2,150.44	0.07	6.66
TOTAL FIXED COSTS	\$18,372.07	\$0.58	\$60.51	\$19,037.75	\$0.66	\$58.94
Land Charge **	\$3,722.01	\$0.12	\$12.26	\$3,897.42	\$0.14	\$12.07
TOTAL EXPENSE	\$70,291.87	\$2.23	\$231.53	\$74,238.10	\$2.58	\$229.84
NET RETURN TO MANAGEMENT	\$10,298.87	\$0.33	\$33.92	\$7,874.45	\$0.27	\$24.38
NET RETURN TO LABOR-MGT	\$23,432.69	\$0.74	\$77.18	\$20,961.68	\$0.73	\$64.90

*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.