

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**BEEF COWS, SELL WEANED CALVES**

	1997-2001 Average	2002
Number of Farms	25	10
Number of Cows in Herd	152	169
Number of Calves Sold	126	149
Average Weight Calves Sold	530	538
Calf Selling Price / Cwt	\$86.73	\$89.32
Gross Income / Cow	\$403.20	\$441.47
Feed Cost / Cow	\$202.73	\$255.70
Nonfeed Cost / Cow	\$211.68	\$250.09
Pounds Beef Produced / Cow	541	522

	Head	Total Dollars	\$/ Cwt	\$/ Cow	Head	Total Dollars	\$/ Cwt	\$/ Cow
<b>INCOME:</b>								
Calves Sold	126	58,126.11			149	71,547.42		
Cows Sold	21	9,635.54			32	13,694.50		
Ending Inventory	192	107,573.10			238	129,581.22		
Gross Sales	339	\$175,334.75			419	\$214,823.14		
Cows Purchased	27	18,332.23			18	12,707.86		
Beginning Inventory	175	97,207.88			243	134,056.27		
Gross Purchases	202	\$115,540.11			261	\$146,764.13		
Net Sale Gain	137	\$59,794.64	\$72.69	\$393.39	158	\$68,059.01	\$77.20	\$402.72
Patronage Refunds		202.08				270.17		
Miscellaneous Income		1,168.32				6,278.93		
Livestock Futures		120.84				-		
OTHER INCOME		\$1,491.24	\$1.81	\$9.81		\$6,549.10	\$7.43	\$38.75
<b>GROSS INCOME</b>		<b>\$61,285.88</b>	<b>\$74.51</b>	<b>\$403.20</b>		<b>\$74,608.11</b>	<b>\$84.63</b>	<b>\$441.47</b>
<b>EXPENSES:</b>								
Labor Hired		\$1,429.73	\$1.74	\$9.41		\$1,492.53	\$1.69	\$8.83
General Machinery Repairs		3,400.58	4.13	22.37		3,042.14	3.45	18.00
Interest Paid		3,975.97	4.83	26.16		4,614.64	5.23	27.31
Feed Purchased		30,815.41	37.46	202.73		43,213.43	49.02	255.70
Machine Hire - Lease		337.36	0.41	2.22		733.90	0.83	4.34
Farm Org Fees / Travel / Publ		508.28	0.62	3.34		720.97	0.82	4.27
Vet Medicine / Drugs		2,357.34	2.87	15.51		2,682.19	3.04	15.87
Livestock Marketing / Breeding		1,675.19	2.04	11.02		1,973.13	2.24	11.68
Gas / Fuel / Oil		1,305.70	1.59	8.59		1,465.47	1.66	8.67
Personal Property Tax		111.43	0.14	0.73		382.46	0.43	2.26
General Farm Insurance		816.14	0.99	5.37		1,167.25	1.32	6.91
Utilities		929.01	1.13	6.11		1,104.54	1.25	6.54
Auto Expense		362.18	0.44	2.38		431.27	0.49	2.55
Livestock Futures		-	-	-		-	-	-
<b>TOTAL VARIABLE COSTS</b>		<b>\$48,024.31</b>	<b>\$58.38</b>	<b>\$315.95</b>		<b>\$63,023.92</b>	<b>\$71.49</b>	<b>\$372.92</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$13,261.57</b>	<b>\$16.12</b>	<b>\$87.25</b>		<b>\$11,584.19</b>	<b>\$13.14</b>	<b>\$68.55</b>
Depreciation		1,729.15	2.10	11.38		4,642.90	5.27	27.47
Real Estate Tax		556.90	0.68	3.66		1,730.49	1.96	10.24
Unpaid Operator Labor		4,938.85	6.00	32.49		4,947.75	5.61	29.28
Interest Charge *		7,741.54	9.41	50.93		11,133.18	12.63	65.88
<b>TOTAL FIXED COSTS</b>		<b>\$14,966.45</b>	<b>\$18.19</b>	<b>\$98.46</b>		<b>\$22,454.32</b>	<b>\$25.47</b>	<b>\$132.87</b>
<b>TOTAL EXPENSE</b>		<b>\$62,990.76</b>	<b>\$76.58</b>	<b>\$414.41</b>		<b>\$85,478.24</b>	<b>\$96.96</b>	<b>\$505.79</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$1,704.88)</b>	<b>(\$2.07)</b>	<b>(\$11.22)</b>		<b>(\$10,870.13)</b>	<b>(\$12.33)</b>	<b>(\$64.32)</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>\$4,663.71</b>	<b>\$5.67</b>	<b>\$30.68</b>		<b>(\$4,429.85)</b>	<b>(\$5.02)</b>	<b>(\$26.21)</b>
<b>Factors:</b>								
<b>Feed Costs</b>			<b>\$37.46</b>	<b>\$202.73</b>			<b>\$49.02</b>	<b>\$255.70</b>
<b>Nonfeed Costs</b>			<b>\$39.12</b>	<b>\$211.68</b>			<b>\$47.94</b>	<b>\$250.09</b>

\*Interest charge equals: ((8.0% times gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**BEEF COWS, SELL RETAINED CALVES**

	1997-2001 Average	2002
Number of Farms	32	25
Number of Cows in Herd	135	138
Number of Calves Sold	103	131
Average Weight Calves Sold	604	586
Calf Selling Price / Cwt	\$82.85	\$85.45
Gross Income / Cow	\$450.82	\$460.03
Feed Cost / Cow	\$256.65	\$278.83
Nonfeed Cost / Cow	\$264.87	\$278.99
Pounds Beef Produced / Cow	590	614

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
<b>INCOME:</b>								
Calves Sold	103	51,703.13			131	65,610.17		
Cows Sold	23	12,566.81			35	18,054.67		
Ending Inventory	229	127,330.01			203	123,500.36		
Gross Sales	355	\$191,599.95			369	\$207,165.20		
Cows Purchased	15	10,174.60			11	8,064.50		
Beginning Inventory	224	122,112.21			230	139,810.68		
Gross Purchases	238	\$132,286.81			241	\$147,875.18		
Net Sale Gain	117	\$59,313.14	\$74.70	\$440.66	128	\$59,290.02	\$69.96	\$429.64
Patronage Refunds		266.98				175.90		
Miscellaneous Income		1,099.76				4,017.89		
Livestock Futures		-				-		
OTHER INCOME		\$1,366.74	\$1.72	\$10.15		\$4,193.79	\$4.95	\$30.39
<b>GROSS INCOME</b>		<b>\$60,679.88</b>	<b>\$76.42</b>	<b>\$450.82</b>		<b>\$63,483.81</b>	<b>\$74.91</b>	<b>\$460.03</b>
<b>EXPENSES:</b>								
Labor Hired		\$1,132.25	\$1.43	\$8.41		\$735.40	\$0.87	\$5.33
General Machinery Repairs		3,227.78	4.06	23.98		3,811.31	4.50	27.62
Interest Paid		4,170.48	5.25	30.98		3,503.60	4.13	25.39
Feed Purchased		34,545.38	43.50	256.65		38,477.99	45.40	278.83
Machine Hire - Lease		505.03	0.64	3.75		301.57	0.36	2.19
Farm Org Fees / Travel / Publ		525.86	0.66	3.91		560.44	0.66	4.06
Vet Medicine / Drugs		2,651.49	3.34	19.70		2,331.87	2.75	16.90
Livestock Marketing / Breeding		3,105.69	3.91	23.07		3,195.51	3.77	23.16
Gas / Fuel / Oil		1,410.49	1.78	10.48		1,604.85	1.89	11.63
Personal Property Tax		112.81	0.14	0.84		159.21	0.19	1.15
General Farm Insurance		713.25	0.90	5.30		872.83	1.03	6.32
Utilities		1,138.34	1.43	8.46		989.91	1.17	7.17
Auto Expense		450.11	0.57	3.34		496.95	0.59	3.60
Livestock Futures		4.38	0.01	0.03		-	-	-
<b>TOTAL VARIABLE COSTS</b>		<b>\$53,693.33</b>	<b>\$67.62</b>	<b>\$398.91</b>		<b>\$57,041.44</b>	<b>\$67.31</b>	<b>\$413.34</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$6,986.55</b>	<b>\$8.80</b>	<b>\$51.91</b>		<b>\$6,442.37</b>	<b>\$7.60</b>	<b>\$46.68</b>
Depreciation		1,873.51	2.36	13.92		2,077.63	2.45	15.06
Real Estate Tax		442.67	0.56	3.29		441.16	0.52	3.20
Unpaid Operator Labor		5,027.27	6.33	37.35		6,144.80	7.25	44.53
Interest Charge *		9,159.72	11.54	68.05		11,272.91	13.30	81.69
<b>TOTAL FIXED COSTS</b>		<b>\$16,503.17</b>	<b>\$20.78</b>	<b>\$122.61</b>		<b>\$19,936.50</b>	<b>\$23.52</b>	<b>\$144.47</b>
<b>TOTAL EXPENSE</b>		<b>\$70,196.50</b>	<b>\$88.40</b>	<b>\$521.52</b>		<b>\$76,977.94</b>	<b>\$90.83</b>	<b>\$557.81</b>
<b>NET RETURN TO MANAGEMENT</b>		(\$9,516.62)	(\$11.98)	(\$70.70)		(\$13,494.13)	(\$15.92)	(\$97.78)
<b>NET RETURN TO LABOR-MGT</b>		(\$3,357.10)	(\$4.23)	(\$24.94)		(\$6,613.93)	(\$7.80)	(\$47.93)
<b>Factors:</b>								
<b>Feed Costs</b>			\$43.50	\$256.65		\$45.40	\$278.83	
<b>Nonfeed Costs</b>			\$44.90	\$264.87		\$45.43	\$278.99	

\*Interest charge equals: ((8.0% times gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**NONIRRIGATED ALFALFA**

	1997-2001 Average	2002
Number of Farms	21	13
Crop Acres	94	59
Acres Owned	57	21
Acres Rented	37	38
Yield / Acre	3.52	1.97
Tons	307	103
Operator Percentage	92.81%	88.62%
Gross Income / Acre	\$218.02	\$145.66
Variable Costs / Acre	\$113.81	\$96.84
Total Expense / Acre	\$231.00	\$241.05
Gross Income / Ton	\$66.66	\$83.44
Total Expense / Ton	\$70.63	\$138.08

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
<b>INCOME:</b>						
Alfalfa (Operator's Share)	\$18,309.71	\$59.68	\$195.20	\$7,877.82	\$76.48	\$133.52
Patronage Refunds	78.21	0.25	0.83	26.30	0.26	0.45
Government Payments	1,873.35	6.11	19.97	670.20	6.51	11.36
Miscellaneous Income	189.31	0.62	2.02	19.55	0.19	0.33
OTHER INCOME	\$2,140.87	\$6.98	\$22.82	\$716.05	\$6.95	\$12.14
<b>GROSS INCOME</b>	<b>\$20,450.58</b>	<b>\$66.66</b>	<b>\$218.02</b>	<b>\$8,593.87</b>	<b>\$83.44</b>	<b>\$145.66</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,245.40	\$4.06	\$13.28	\$1,055.10	\$10.24	\$17.88
General Machinery Repairs	2,690.40	8.77	28.68	1,608.51	15.62	27.26
Interest Paid	1,084.00	3.53	11.56	305.91	2.97	5.18
Seed / Other Crop Expense	596.31	1.94	6.36	181.46	1.76	3.08
Crop Insurance	37.63	0.12	0.40	-	-	-
Fertilizer / Lime	738.50	2.41	7.87	52.85	0.51	0.90
Machine Hire - Lease	1,038.56	3.39	11.07	197.23	1.91	3.34
Farm Org Fees / Travel / Publ	185.45	0.60	1.98	108.52	1.05	1.84
Gas / Fuel / Oil	930.59	3.03	9.92	515.87	5.01	8.74
Crop Storage & Marketing	8.41	0.03	0.09	-	-	-
Personal Property Tax	42.85	0.14	0.46	43.51	0.42	0.74
General Farm Insurance	318.67	1.04	3.40	129.83	1.26	2.20
Utilities	166.83	0.54	1.78	74.98	0.73	1.27
Cash Farm Rent	733.37	2.39	7.82	1,163.22	11.29	19.72
Herbicide / Insecticide	760.74	2.48	8.11	205.54	2.00	3.48
Conservation	4.00	0.01	0.04	19.49	0.19	0.33
Auto Expense	93.51	0.30	1.00	51.56	0.50	0.87
<b>TOTAL VARIABLE COSTS</b>	<b>\$10,675.21</b>	<b>\$34.80</b>	<b>\$113.81</b>	<b>\$5,713.58</b>	<b>\$55.47</b>	<b>\$96.84</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$9,775.37</b>	<b>\$31.86</b>	<b>\$104.22</b>	<b>\$2,880.29</b>	<b>\$27.96</b>	<b>\$48.82</b>
Depreciation	2,181.10	7.11	23.25	2,616.87	25.41	44.35
Real Estate Tax	260.18	0.85	2.77	146.80	1.43	2.49
Unpaid Operator Labor	4,244.86	13.84	45.25	3,141.35	30.50	53.24
Interest Charge *	284.77	0.93	3.04	874.30	8.49	14.82
<b>TOTAL FIXED COSTS</b>	<b>\$6,970.91</b>	<b>\$22.72</b>	<b>\$74.32</b>	<b>\$6,779.32</b>	<b>\$65.82</b>	<b>\$114.90</b>
Land Charge **	\$4,021.71	\$13.11	\$42.88	\$1,729.26	\$16.79	\$29.31
<b>TOTAL EXPENSE</b>	<b>\$21,667.83</b>	<b>\$70.63</b>	<b>\$231.00</b>	<b>\$14,222.16</b>	<b>\$138.08</b>	<b>\$241.05</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$1,217.25)</b>	<b>(\$3.97)</b>	<b>(\$12.98)</b>	<b>(\$5,628.29)</b>	<b>(\$54.64)</b>	<b>(\$95.39)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$4,273.01</b>	<b>\$13.93</b>	<b>\$45.55</b>	<b>(\$1,431.84)</b>	<b>(\$13.90)</b>	<b>(\$24.27)</b>

\*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.

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**NONIRRIGATED GRAIN SORGHUM**

	1997-2001 Average	2002
Number of Farms	35	21
Crop Acres	193	275
Acres Owned	59	114
Acres Rented	134	161
Yield / Acre	65.0	6.18
Bushels	9,836	1,310
Operator Percentage	78.53%	77.08%
Gross Income / Acre	\$123.86	\$72.61
Variable Costs / Acre	\$84.69	\$55.07
Total Expense / Acre	\$124.11	\$81.95
Gross Income / Bushel	\$2.43	\$15.24
Total Expense / Bushel	\$2.43	\$17.20

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Grain Sorghum (Operator's Share)	\$16,724.37	\$1.70	\$86.83	\$3,152.84	\$2.41	\$11.46
Patronage Refunds	171.28	0.02	0.89	61.45	0.05	0.22
Government Payments	5,776.65	0.59	29.99	1,776.97	1.36	6.46
Miscellaneous Income	168.57	0.02	0.88	95.71	0.07	0.35
Crop Insurance Proceeds	1,013.74	0.10	5.26	14,879.65	11.36	54.11
OTHER INCOME	\$7,130.24	\$0.72	\$37.02	\$16,813.78	\$12.83	\$61.14
<b>GROSS INCOME</b>	<b>\$23,854.61</b>	<b>\$2.43</b>	<b>\$123.86</b>	<b>\$19,966.62</b>	<b>\$15.24</b>	<b>\$72.61</b>
<b>EXPENSES:</b>						
Labor Hired	\$700.65	\$0.07	\$3.64	\$857.76	\$0.65	\$3.12
General Machinery Repairs	1,870.57	0.19	9.71	1,984.41	1.51	7.22
Interest Paid	1,911.26	0.19	9.92	2,297.38	1.75	8.35
Seed / Other Crop Expense	1,088.97	0.11	5.65	924.95	0.71	3.36
Crop Insurance	600.97	0.06	3.12	988.16	0.75	3.59
Fertilizer / Lime	2,585.27	0.26	13.42	2,200.52	1.68	8.00
Machine Hire - Lease	1,927.56	0.20	10.01	564.08	0.43	2.05
Farm Org Fees / Travel / Publ	318.67	0.03	1.65	268.77	0.21	0.98
Gas / Fuel / Oil	1,369.32	0.14	7.11	1,761.38	1.34	6.41
Crop Storage & Marketing	109.90	0.01	0.57	-	-	-
Personal Property Tax	64.73	0.01	0.34	138.75	0.11	0.50
General Farm Insurance	328.23	0.03	1.70	452.64	0.35	1.65
Utilities	250.82	0.03	1.30	281.48	0.21	1.02
Cash Farm Rent	366.61	0.04	1.90	371.76	0.28	1.35
Herbicide / Insecticide	2,677.15	0.27	13.90	1,901.62	1.45	6.91
Conservation	5.34	0.00	0.03	42.25	0.03	0.15
Auto Expense	135.52	0.01	0.70	107.27	0.08	0.39
<b>TOTAL VARIABLE COSTS</b>	<b>\$16,311.53</b>	<b>\$1.66</b>	<b>\$84.69</b>	<b>\$15,143.18</b>	<b>\$11.56</b>	<b>\$55.07</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$7,543.08</b>	<b>\$0.77</b>	<b>\$39.16</b>	<b>\$4,823.44</b>	<b>\$3.68</b>	<b>\$17.54</b>
Depreciation	1,900.03	0.19	9.87	2,618.90	2.00	9.52
Real Estate Tax	354.36	0.04	1.84	434.24	0.33	1.58
Unpaid Operator Labor	3,187.80	0.32	16.55	4,023.21	3.07	14.63
Interest Charge *	24.74	0.00	0.13	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$5,466.94</b>	<b>\$0.56</b>	<b>\$28.38</b>	<b>\$7,076.35</b>	<b>\$5.40</b>	<b>\$25.73</b>
Land Charge **	\$2,124.33	\$0.22	\$11.03	\$317.26	\$0.24	\$1.15
<b>TOTAL EXPENSE</b>	<b>\$23,902.79</b>	<b>\$2.43</b>	<b>\$124.11</b>	<b>\$22,536.79</b>	<b>\$17.20</b>	<b>\$81.95</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$48.18)</b>	<b>(\$0.00)</b>	<b>(\$0.25)</b>	<b>(\$2,570.17)</b>	<b>(\$1.96)</b>	<b>(\$9.35)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$3,840.27</b>	<b>\$0.39</b>	<b>\$19.94</b>	<b>\$2,310.80</b>	<b>\$1.76</b>	<b>\$8.40</b>

\*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.

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**NO-TILL NONIRRIGATED CORN**

	1997-2001 Average	2002
Number of Farms	56	35
Crop Acres	301	401
Acres Owned	82	162
Acres Rented	219	239
Yield / Acre	77.1	0.94
Bushels	18,470	297
Operator Percentage	79.60%	78.79%
Gross Income / Acre	\$169.48	\$109.96
Variable Costs / Acre	\$136.99	\$100.86
Total Expense / Acre	\$175.78	\$120.26
Gross Income / Bushel	\$2.76	\$148.47
Total Expense / Bushel	\$2.86	\$162.37

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
<b>INCOME:</b>						
Corn (Operator's Share)	\$36,012.87	\$1.95	\$119.72	\$934.20	\$3.15	\$2.33
Patronage Refunds	439.93	0.02	1.46	200.02	0.67	0.50
Government Payments	11,300.82	0.61	37.57	3,992.74	13.44	9.96
Miscellaneous Income	752.54	0.04	2.50	869.23	2.93	2.17
Crop Insurance Proceeds	2,472.34	0.13	8.22	38,098.74	128.28	95.01
OTHER INCOME	\$14,965.63	\$0.81	\$49.75	\$43,160.73	\$145.32	\$107.63
<b>GROSS INCOME</b>	<b>\$50,978.49</b>	<b>\$2.76</b>	<b>\$169.48</b>	<b>\$44,094.93</b>	<b>\$148.47</b>	<b>\$109.96</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,156.24	\$0.06	\$3.84	\$1,140.22	\$3.84	\$2.84
General Machinery Repairs	3,807.12	0.21	12.66	2,487.46	8.38	6.20
Interest Paid	3,569.32	0.19	11.87	3,470.41	11.68	8.65
Seed / Other Crop Expense	5,695.50	0.31	18.93	7,323.34	24.66	18.26
Crop Insurance	1,621.54	0.09	5.39	2,233.49	7.52	5.57
Fertilizer / Lime	6,467.83	0.35	21.50	6,161.00	20.74	15.36
Machine Hire - Lease	3,448.16	0.19	11.46	734.35	2.47	1.83
Farm Org Fees / Travel / Publ	643.29	0.03	2.14	611.94	2.06	1.53
Gas / Fuel / Oil	1,578.95	0.09	5.25	1,068.68	3.60	2.67
Crop Storage & Marketing	196.79	0.01	0.65	85.44	0.29	0.21
Personal Property Tax	118.28	0.01	0.39	167.82	0.57	0.42
General Farm Insurance	683.80	0.04	2.27	855.65	2.88	2.13
Utilities	527.24	0.03	1.75	600.45	2.02	1.50
Cash Farm Rent	1,188.15	0.06	3.95	2,606.01	8.77	6.50
Herbicide / Insecticide	10,296.87	0.56	34.23	10,713.47	36.07	26.72
Conservation	18.93	0.00	0.06	4.84	0.02	0.01
Auto Expense	188.09	0.01	0.63	178.74	0.60	0.45
<b>TOTAL VARIABLE COSTS</b>	<b>\$41,206.10</b>	<b>\$2.23</b>	<b>\$136.99</b>	<b>\$40,443.31</b>	<b>\$136.17</b>	<b>\$100.86</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$9,772.40</b>	<b>\$0.53</b>	<b>\$32.49</b>	<b>\$3,651.62</b>	<b>\$12.30</b>	<b>\$9.11</b>
Depreciation	3,847.23	0.21	12.79	3,958.20	13.33	9.87
Real Estate Tax	574.13	0.03	1.91	716.44	2.41	1.79
Unpaid Operator Labor	2,543.08	0.14	8.45	2,817.70	9.49	7.03
Interest Charge *	186.63	0.01	0.62	222.81	0.75	0.56
<b>TOTAL FIXED COSTS</b>	<b>\$7,151.08</b>	<b>\$0.39</b>	<b>\$23.77</b>	<b>\$7,715.15</b>	<b>\$25.98</b>	<b>\$19.24</b>
Land Charge **	\$4,518.61	\$0.24	\$15.02	\$65.81	\$0.22	\$0.16
<b>TOTAL EXPENSE</b>	<b>\$52,875.78</b>	<b>\$2.86</b>	<b>\$175.78</b>	<b>\$48,224.27</b>	<b>\$162.37</b>	<b>\$120.26</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$1,897.29)</b>	<b>(\$0.10)</b>	<b>(\$6.31)</b>	<b>(\$4,129.34)</b>	<b>(\$13.90)</b>	<b>(\$10.30)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$1,802.03</b>	<b>\$0.10</b>	<b>\$5.99</b>	<b>(\$171.42)</b>	<b>(\$0.58)</b>	<b>(\$0.43)</b>

\*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.

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**NO-TILL NONIRRIGATED GRAIN SORGHUM**

	1997-2001 Average	2002
Number of Farms	29	42
Crop Acres	296	351
Acres Owned	76	98
Acres Rented	220	254
Yield / Acre	80.4	12.4
Bushels	18,417	3,416
Operator Percentage	77.49%	78.55%
Gross Income / Acre	\$139.42	\$92.61
Variable Costs / Acre	\$99.74	\$75.42
Total Expense / Acre	\$134.01	\$98.56
Gross Income / Bushel	\$2.24	\$9.52
Total Expense / Bushel	\$2.15	\$10.13

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
<b>INCOME:</b>						
Grain Sorghum (Operator's Share)	\$30,861.70	\$1.68	\$104.40	\$9,518.41	\$2.79	\$27.12
Patronage Refunds	296.58	0.02	1.00	144.64	0.04	0.41
Government Payments	8,713.10	0.47	29.48	3,562.52	1.04	10.15
Miscellaneous Income	662.30	0.04	2.24	315.84	0.09	0.90
Crop Insurance Proceeds	679.65	0.04	2.30	18,964.50	5.55	54.03
OTHER INCOME	\$10,351.64	\$0.56	\$35.02	\$22,987.50	\$6.73	\$65.49
<b>GROSS INCOME</b>	<b>\$41,213.35</b>	<b>\$2.24</b>	<b>\$139.42</b>	<b>\$32,505.91</b>	<b>\$9.52</b>	<b>\$92.61</b>
<b>EXPENSES:</b>						
Labor Hired	\$925.14	\$0.05	\$3.13	\$996.27	\$0.29	\$2.84
General Machinery Repairs	2,839.76	0.15	9.61	2,562.17	0.75	7.30
Interest Paid	2,288.17	0.12	7.74	1,966.95	0.58	5.60
Seed / Other Crop Expense	1,565.74	0.09	5.30	1,720.78	0.50	4.90
Crop Insurance	939.42	0.05	3.18	1,272.26	0.37	3.62
Fertilizer / Lime	4,869.75	0.26	16.47	4,269.78	1.25	12.16
Machine Hire - Lease	2,586.25	0.14	8.75	1,523.82	0.45	4.34
Farm Org Fees / Travel / Publ	555.39	0.03	1.88	526.85	0.15	1.50
Gas / Fuel / Oil	1,352.35	0.07	4.57	1,319.63	0.39	3.76
Crop Storage & Marketing	152.39	0.01	0.52	196.10	0.06	0.56
Personal Property Tax	97.29	0.01	0.33	113.15	0.03	0.32
General Farm Insurance	533.80	0.03	1.81	624.59	0.18	1.78
Utilities	453.18	0.02	1.53	443.07	0.13	1.26
Cash Farm Rent	978.20	0.05	3.31	1,678.33	0.49	4.78
Herbicide / Insecticide	9,102.69	0.49	30.79	6,988.05	2.05	19.91
Conservation	24.42	0.00	0.08	65.76	0.02	0.19
Auto Expense	220.43	0.01	0.75	204.31	0.06	0.58
<b>TOTAL VARIABLE COSTS</b>	<b>\$29,484.36</b>	<b>\$1.60</b>	<b>\$99.74</b>	<b>\$26,471.87</b>	<b>\$7.75</b>	<b>\$75.42</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$11,728.99</b>	<b>\$0.64</b>	<b>\$39.68</b>	<b>\$6,034.04</b>	<b>\$1.77</b>	<b>\$17.19</b>
Depreciation	3,077.47	0.17	10.41	3,076.39	0.90	8.76
Real Estate Tax	532.92	0.03	1.80	609.99	0.18	1.74
Unpaid Operator Labor	2,687.06	0.15	9.09	2,738.80	0.80	7.80
Interest Charge *	465.68	0.03	1.58	605.81	0.18	1.73
<b>TOTAL FIXED COSTS</b>	<b>\$6,763.13</b>	<b>\$0.37</b>	<b>\$22.88</b>	<b>\$7,030.99</b>	<b>\$2.06</b>	<b>\$20.03</b>
Land Charge **	\$3,365.67	\$0.18	\$11.39	\$1,092.21	\$0.32	\$3.11
<b>TOTAL EXPENSE</b>	<b>\$39,613.16</b>	<b>\$2.15</b>	<b>\$134.01</b>	<b>\$34,595.07</b>	<b>\$10.13</b>	<b>\$98.56</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$1,600.19</b>	<b>\$0.09</b>	<b>\$5.41</b>	<b>(\$2,089.16)</b>	<b>(\$0.61)</b>	<b>(\$5.95)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$5,212.39</b>	<b>\$0.28</b>	<b>\$17.63</b>	<b>\$1,645.91</b>	<b>\$0.48</b>	<b>\$4.69</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 2001 & 2002**  
**NO-TILL NONIRRIGATED OILSEED SUNFLOWERS**

	2001	2002
Number of Farms	7	11
Crop Acres	308	339
Acres Owned	23	137
Acres Rented	285	202
Yield / Acre	14.52	0.29
Cwt	3,594	75
Operator Percentage	80.36%	76.29%
Gross Income / Acre	\$149.73	\$87.36
Variable Costs / Acre	\$114.19	\$84.56
Total Expense / Acre	\$147.53	\$108.24
Gross Income / Cwt	\$12.83	\$394.88
Total Expense / Cwt	\$12.64	\$489.26

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
<b>INCOME:</b>						
Sunflowers (Operator's Share)	\$27,522.15	\$7.66	\$89.36	\$834.85	\$11.13	\$2.46
Patronage Refunds	172.83	0.05	0.56	123.28	1.64	0.36
Government Payments	14,245.09	3.96	46.25	2,921.87	38.96	8.62
Miscellaneous Income	47.24	0.01	0.15	220.33	2.94	0.65
Crop Insurance Proceeds	4,128.57	1.15	13.40	25,515.48	340.21	75.27
OTHER INCOME	\$18,593.73	5.17	60.37	\$28,780.96	\$383.75	\$84.90
<b>GROSS INCOME</b>	<b>\$46,115.88</b>	<b>\$12.83</b>	<b>\$149.73</b>	<b>\$29,615.81</b>	<b>\$394.88</b>	<b>\$87.36</b>
<b>EXPENSES:</b>						
Labor Hired	\$2,698.31	\$0.75	\$8.76	\$2,186.85	\$29.16	\$6.45
General Machinery Repairs	2,750.12	0.77	8.93	2,284.46	30.46	6.74
Interest Paid	510.04	0.14	1.66	2,523.74	33.65	7.44
Seed / Other Crop Expense	3,051.57	0.85	9.91	3,945.45	52.61	11.64
Crop Insurance	1,388.86	0.39	4.51	1,195.32	15.94	3.53
Fertilizer / Lime	6,661.00	1.85	21.63	2,427.55	32.37	7.16
Machine Hire - Lease	1,545.13	0.43	5.02	1,146.54	15.29	3.38
Farm Org Fees / Travel / Publ	311.47	0.09	1.01	490.93	6.55	1.45
Gas / Fuel / Oil	1,890.49	0.53	6.14	1,017.13	13.56	3.00
Crop Storage & Marketing	22.07	0.01	0.07	4.09	0.05	0.01
Personal Property Tax	55.62	0.02	0.18	341.95	4.56	1.01
General Farm Insurance	355.64	0.10	1.15	618.52	8.25	1.82
Utilities	132.55	0.04	0.43	527.19	7.03	1.56
Cash Farm Rent	5,804.20	1.61	18.84	2,799.55	37.33	8.26
Herbicide / Insecticide	7,893.43	2.20	25.63	6,927.82	92.37	20.44
Conservation	38.97	0.01	0.13	50.29	0.67	0.15
Auto Expense	62.44	0.02	0.20	179.21	2.39	0.53
<b>TOTAL VARIABLE COSTS</b>	<b>\$35,171.91</b>	<b>\$9.79</b>	<b>\$114.19</b>	<b>\$28,666.59</b>	<b>\$382.22</b>	<b>\$84.56</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$10,943.97</b>	<b>\$3.05</b>	<b>\$35.53</b>	<b>\$949.22</b>	<b>\$12.66</b>	<b>\$2.80</b>
Depreciation	3,147.34	0.88	10.22	3,129.36	41.72	9.23
Real Estate Tax	87.23	0.02	0.28	466.99	6.23	1.38
Unpaid Operator Labor	3,513.21	0.98	11.41	4,119.28	54.92	12.15
Interest Charge *	2,607.42	0.73	8.47	197.65	2.64	0.58
<b>TOTAL FIXED COSTS</b>	<b>\$9,355.20</b>	<b>2.60</b>	<b>30.37</b>	<b>\$7,913.28</b>	<b>\$105.51</b>	<b>\$23.34</b>
Land Charge **	\$912.16	\$0.25	\$2.96	\$114.89	\$1.53	\$0.34
<b>TOTAL EXPENSE</b>	<b>\$45,439.27</b>	<b>\$12.64</b>	<b>\$147.53</b>	<b>\$36,694.76</b>	<b>\$489.26</b>	<b>\$108.24</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$676.61</b>	<b>\$0.19</b>	<b>\$2.20</b>	<b>(\$7,078.95)</b>	<b>(\$94.39)</b>	<b>(\$20.88)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$6,888.13</b>	<b>\$1.92</b>	<b>\$22.36</b>	<b>(\$772.82)</b>	<b>(\$10.30)</b>	<b>(\$2.28)</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**NONIRRIGATED OILSEED SUNFLOWERS**

	1997-2001 Average	2002
Number of Farms	28	6
Crop Acres	207	215
Acres Owned	44	26
Acres Rented	163	189
Yield / Acre	13.70	2.56
Cwt	2,258	527
Operator Percentage	79.69%	95.75%
Gross Income / Acre	\$134.29	\$99.68
Variable Costs / Acre	\$98.84	\$48.35
Total Expense / Acre	\$136.72	\$80.09
Gross Income / Cwt	\$12.30	\$40.67
Total Expense / Cwt	\$12.52	\$32.67

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
<b>INCOME:</b>						
Sunflowers (Operator's Share)	\$19,197.11	\$8.50	\$92.83	\$6,343.46	\$12.04	\$29.50
Patronage Refunds	250.16	0.11	1.21	69.13	0.13	0.32
Government Payments	7,298.99	3.23	35.29	3,158.48	5.99	14.69
Miscellaneous Income	321.26	0.14	1.55	71.53	0.14	0.33
Crop Insurance Proceeds	704.42	0.31	3.41	11,788.72	22.37	54.83
OTHER INCOME	\$8,574.83	\$3.80	\$41.46	\$15,087.86	\$28.63	\$70.18
<b>GROSS INCOME</b>	<b>\$27,771.94</b>	<b>\$12.30</b>	<b>\$134.29</b>	<b>\$21,431.32</b>	<b>\$40.67</b>	<b>\$99.68</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,414.26	\$0.63	\$6.84	\$1,763.50	\$3.35	\$8.20
General Machinery Repairs	2,300.33	1.02	11.12	985.84	1.87	4.59
Interest Paid	1,836.05	0.81	8.88	444.99	0.84	2.07
Seed / Other Crop Expense	2,664.25	1.18	12.88	2,349.54	4.46	10.93
Crop Insurance	639.51	0.28	3.09	463.67	0.88	2.16
Fertilizer / Lime	2,820.81	1.25	13.64	64.33	0.12	0.30
Machine Hire - Lease	2,087.99	0.92	10.10	1,334.00	2.53	6.20
Farm Org Fees / Travel / Publ	302.66	0.13	1.46	172.70	0.33	0.80
Gas / Fuel / Oil	1,282.33	0.57	6.20	1,128.77	2.14	5.25
Crop Storage & Marketing	116.94	0.05	0.57	-	-	-
Personal Property Tax	71.60	0.03	0.35	40.43	0.08	0.19
General Farm Insurance	412.66	0.18	2.00	253.37	0.48	1.18
Utilities	314.43	0.14	1.52	264.64	0.50	1.23
Cash Farm Rent	876.93	0.39	4.24	-	-	-
Herbicide / Insecticide	3,082.29	1.37	14.90	994.00	1.89	4.62
Conservation	16.39	0.01	0.08	0.59	0.00	0.00
Auto Expense	199.93	0.09	0.97	135.42	0.26	0.63
<b>TOTAL VARIABLE COSTS</b>	<b>\$20,439.36</b>	<b>\$9.05</b>	<b>\$98.84</b>	<b>\$10,395.79</b>	<b>\$19.73</b>	<b>\$48.35</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$7,332.58</b>	<b>\$3.25</b>	<b>\$35.46</b>	<b>\$11,035.53</b>	<b>\$20.94</b>	<b>\$51.33</b>
Depreciation	2,394.74	1.06	11.58	1,832.50	3.48	8.52
Real Estate Tax	249.44	0.11	1.21	197.42	0.37	0.92
Unpaid Operator Labor	3,086.36	1.37	14.92	3,435.00	6.52	15.98
Interest Charge *	300.92	0.13	1.46	765.16	1.45	3.56
<b>TOTAL FIXED COSTS</b>	<b>\$6,031.46</b>	<b>\$2.67</b>	<b>\$29.17</b>	<b>\$6,230.08</b>	<b>\$11.82</b>	<b>\$28.98</b>
Land Charge **	\$1,803.49	\$0.80	\$8.72	\$593.62	\$1.13	\$2.76
<b>TOTAL EXPENSE</b>	<b>\$28,274.31</b>	<b>\$12.52</b>	<b>\$136.72</b>	<b>\$17,219.49</b>	<b>\$32.67</b>	<b>\$80.09</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$502.37)</b>	<b>(\$0.22)</b>	<b>(\$2.43)</b>	<b>\$4,211.83</b>	<b>\$7.99</b>	<b>\$19.59</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$3,998.25</b>	<b>\$1.77</b>	<b>\$19.33</b>	<b>\$9,410.33</b>	<b>\$17.86</b>	<b>\$43.77</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**IRRIGATED (ALL) ALFALFA**

	1997-2001 Average	2002
Number of Farms	14	13
Crop Acres	89	93
Acres Owned	24	67
Acres Rented	65	27
Yield / Acre	5.34	4.10
Tons	382	358
Operator Percentage	80.44%	93.89%
Gross Income / Acre	\$323.80	\$383.26
Variable Costs / Acre	\$187.38	\$225.42
Total Expense / Acre	\$275.65	\$393.45
Gross Income / Ton	\$75.35	\$99.56
Total Expense / Ton	\$64.14	\$102.21

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
<b>INCOME:</b>						
Alfalfa (Operator's Share)	\$25,738.42	\$67.45	\$289.85	\$33,817.49	\$94.46	\$363.63
Patronage Refunds	78.93	0.21	0.89	87.80	0.25	0.94
Government Payments	2,735.16	7.17	30.80	1,331.24	3.72	14.31
Miscellaneous Income	200.72	0.53	2.26	406.99	1.14	4.38
OTHER INCOME	\$3,014.80	\$7.90	\$33.95	\$1,826.03	\$5.10	\$19.63
<b>GROSS INCOME</b>	<b>\$28,753.22</b>	<b>\$75.35</b>	<b>\$323.80</b>	<b>\$35,643.52</b>	<b>\$99.56</b>	<b>\$383.26</b>
<b>EXPENSES:</b>						
Labor Hired	\$550.05	\$1.44	\$6.19	\$1,017.67	\$2.84	\$10.94
General Machinery Repairs	3,221.98	8.44	36.28	2,985.61	8.34	32.10
Irrigation Equipment Repairs	902.78	2.37	10.17	2,251.55	6.29	24.21
Interest Paid	2,095.18	5.49	23.59	1,926.34	5.38	20.71
Seed / Other Crop Expense	534.52	1.40	6.02	79.69	0.22	0.86
Crop Insurance	-	-	-	3.08	0.01	0.03
Fertilizer / Lime	1,150.23	3.01	12.95	1,415.40	3.95	15.22
Machine Hire - Lease	1,504.95	3.94	16.95	1,945.11	5.43	20.92
Farm Org Fees / Travel / Publ	520.34	1.36	5.86	373.26	1.04	4.01
Gas / Fuel / Oil	1,147.24	3.01	12.92	1,646.44	4.60	17.70
Irrigation Fuel - Pumping	3,124.34	8.19	35.18	5,011.38	14.00	53.89
Crop Storage & Marketing	1.75	0.00	0.02	3.12	0.01	0.03
Personal Property Tax	82.18	0.22	0.93	258.62	0.72	2.78
General Farm Insurance	319.05	0.84	3.59	530.71	1.48	5.71
Utilities	294.24	0.77	3.31	234.12	0.65	2.52
Cash Farm Rent	189.55	0.50	2.13	570.38	1.59	6.13
Herbicide / Insecticide	804.71	2.11	9.06	608.99	1.70	6.55
Conservation	2.44	0.01	0.03	18.78	0.05	0.20
Auto Expense	193.49	0.51	2.18	84.22	0.24	0.91
<b>TOTAL VARIABLE COSTS</b>	<b>\$16,639.02</b>	<b>\$43.60</b>	<b>\$187.38</b>	<b>\$20,964.47</b>	<b>\$58.56</b>	<b>\$225.42</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$12,114.20</b>	<b>\$31.75</b>	<b>\$136.42</b>	<b>\$14,679.05</b>	<b>\$41.00</b>	<b>\$157.84</b>
Depreciation	2,167.38	5.68	24.41	3,190.94	8.91	34.31
Real Estate Tax	190.19	0.50	2.14	396.91	1.11	4.27
Unpaid Operator Labor	2,663.13	6.98	29.99	2,731.54	7.63	29.37
Interest Charge *	-	-	-	352.63	0.99	3.79
<b>TOTAL FIXED COSTS</b>	<b>\$5,020.70</b>	<b>\$13.16</b>	<b>\$56.54</b>	<b>\$6,672.02</b>	<b>\$18.64</b>	<b>\$71.74</b>
Land Charge **	\$2,817.67	\$7.38	\$31.73	\$8,954.64	\$25.01	\$96.29
<b>TOTAL EXPENSE</b>	<b>\$24,477.39</b>	<b>\$64.14</b>	<b>\$275.65</b>	<b>\$36,591.13</b>	<b>\$102.21</b>	<b>\$393.45</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$4,275.83</b>	<b>\$11.21</b>	<b>\$48.15</b>	<b>(\$947.61)</b>	<b>(\$2.65)</b>	<b>(\$10.19)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$7,489.01</b>	<b>\$19.63</b>	<b>\$84.34</b>	<b>\$2,801.60</b>	<b>\$7.83</b>	<b>\$30.12</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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**NORTHWEST 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	77	56
Crop Acres	421	460
Acres Owned	139	152
Acres Rented	283	308
Yield / Acre	174.5	114.9
Bushels	62,687	46,233
Operator Percentage	85.30%	87.45%
Gross Income / Acre	\$400.49	\$330.75
Variable Costs / Acre	\$296.89	\$308.16
Total Expense / Acre	\$381.79	\$386.23
Gross Income / Bushel	\$2.69	\$3.29
Total Expense / Bushel	\$2.57	\$3.84

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Corn (Operator's Share)	\$128,126.91	\$2.04	\$304.19	\$118,380.21	\$2.56	\$257.35
Patronage Refunds	834.36	0.01	1.98	496.26	0.01	1.08
Government Payments	35,648.15	0.57	84.63	10,036.68	0.22	21.82
Miscellaneous Income	1,515.17	0.02	3.60	735.72	0.02	1.60
Crop Insurance Proceeds	2,562.38	0.04	6.08	22,497.19	0.49	48.91
OTHER INCOME	\$40,560.05	\$0.65	\$96.30	\$33,765.85	\$0.73	\$73.40
<b>GROSS INCOME</b>	<b>\$168,686.97</b>	<b>\$2.69</b>	<b>\$400.49</b>	<b>\$152,146.06</b>	<b>\$3.29</b>	<b>\$330.75</b>
<b>EXPENSES:</b>						
Labor Hired	\$4,049.64	\$0.06	\$9.61	\$5,047.92	\$0.11	\$10.97
General Machinery Repairs	8,853.66	0.14	21.02	8,563.23	0.19	18.62
Irrigation Equipment Repairs	2,809.73	0.04	6.67	2,860.37	0.06	6.22
Interest Paid	11,167.18	0.18	26.51	12,592.74	0.27	27.38
Seed / Other Crop Expense	15,309.18	0.24	36.35	16,513.43	0.36	35.90
Crop Insurance	4,398.78	0.07	10.44	5,146.09	0.11	11.19
Fertilizer / Lime	18,606.59	0.30	44.18	18,126.94	0.39	39.41
Machine Hire - Lease	10,320.15	0.16	24.50	8,173.65	0.18	17.77
Farm Org Fees / Travel / Publ	1,412.89	0.02	3.35	1,636.38	0.04	3.56
Gas / Fuel / Oil	4,748.70	0.08	11.27	5,285.11	0.11	11.49
Irrigation Fuel - Pumping	16,269.40	0.26	38.63	27,232.39	0.59	59.20
Crop Storage & Marketing	1,005.95	0.02	2.39	389.54	0.01	0.85
Personal Property Tax	310.91	0.00	0.74	365.39	0.01	0.79
General Farm Insurance	2,043.53	0.03	4.85	2,437.31	0.05	5.30
Utilities	1,380.81	0.02	3.28	1,399.25	0.03	3.04
Cash Farm Rent	4,955.48	0.08	11.77	6,824.35	0.15	14.84
Herbicide / Insecticide	16,860.75	0.27	40.03	18,719.08	0.40	40.69
Conservation	21.64	0.00	0.05	7.42	0.00	0.02
Auto Expense	524.06	0.01	1.24	433.08	0.01	0.94
<b>TOTAL VARIABLE COSTS</b>	<b>\$125,049.03</b>	<b>\$1.99</b>	<b>\$296.89</b>	<b>\$141,753.67</b>	<b>\$3.07</b>	<b>\$308.16</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$43,637.94</b>	<b>\$0.70</b>	<b>\$103.60</b>	<b>\$10,392.39</b>	<b>\$0.22</b>	<b>\$22.59</b>
Depreciation	10,685.39	0.17	25.37	11,809.17	0.26	25.67
Real Estate Tax	1,082.22	0.02	2.57	1,451.59	0.03	3.16
Unpaid Operator Labor	7,369.50	0.12	17.50	7,491.25	0.16	16.29
Interest Charge *	346.81	0.01	0.82	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$19,483.93</b>	<b>\$0.31</b>	<b>\$46.26</b>	<b>\$20,752.01</b>	<b>\$0.45</b>	<b>\$45.11</b>
Land Charge **	\$16,275.18	\$0.26	\$38.64	\$15,160.17	\$0.33	\$32.96
<b>TOTAL EXPENSE</b>	<b>\$160,808.14</b>	<b>\$2.57</b>	<b>\$381.79</b>	<b>\$177,665.85</b>	<b>\$3.84</b>	<b>\$386.23</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$7,878.83</b>	<b>\$0.13</b>	<b>\$18.71</b>	<b>(\$25,519.79)</b>	<b>(\$0.55)</b>	<b>(\$55.48)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$19,297.97</b>	<b>\$0.31</b>	<b>\$45.82</b>	<b>(\$12,980.62)</b>	<b>(\$0.28)</b>	<b>(\$28.22)</b>

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

	1997-2001 Average	2002
Number of Farms	11	7
Crop Acres	59	109
Acres Owned	32	64
Acres Rented	27	45
Yield / Acre	18.1	10.8
Tons	992	1,135
Operator Percentage	92.63%	96.33%
Gross Income / Acre	\$473.54	\$287.45
Variable Costs / Acre	\$335.34	\$339.22
Total Expense / Acre	\$457.52	\$449.74
Gross Income / Ton	\$28.18	\$27.61
Total Expense / Ton	\$27.22	\$43.19

	Total Dollars	\$/ Ton	\$/ Acre	Total Dollars	\$/ Ton	\$/ Acre
<b>INCOME:</b>						
Silage (Operator's Share)	\$18,958.52	\$19.12	\$321.33	\$20,036.09	\$17.65	\$183.82
Patronage Refunds	149.63	0.15	2.54	259.16	0.23	2.38
Government Payments	5,524.86	5.57	93.64	2,005.24	1.77	18.40
Miscellaneous Income	202.62	0.20	3.43	157.97	0.14	1.45
Crop Insurance Proceeds	3,103.01	3.13	52.59	8,874.01	7.82	81.41
OTHER INCOME	\$8,980.11	\$9.06	\$152.21	\$11,296.38	\$9.95	\$103.64
<b>GROSS INCOME</b>	<b>\$27,938.63</b>	<b>\$28.18</b>	<b>\$473.54</b>	<b>\$31,332.47</b>	<b>\$27.61</b>	<b>\$287.45</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,085.63	\$1.09	\$18.40	\$1,866.87	\$1.64	\$17.13
General Machinery Repairs	1,102.06	1.11	18.68	1,935.87	1.71	17.76
Irrigation Equipment Repairs	345.66	0.35	5.86	771.76	0.68	7.08
Interest Paid	1,269.21	1.28	21.51	1,514.80	1.33	13.90
Seed / Other Crop Expense	1,936.40	1.95	32.82	4,713.00	4.15	43.24
Crop Insurance	461.00	0.46	7.81	716.43	0.63	6.57
Fertilizer / Lime	2,584.25	2.61	43.80	4,968.71	4.38	45.58
Machine Hire - Lease	3,802.16	3.83	64.44	5,225.76	4.60	47.94
Farm Org Fees / Travel / Publ	212.91	0.21	3.61	276.46	0.24	2.54
Gas / Fuel / Oil	599.95	0.61	10.17	1,283.74	1.13	11.78
Irrigation Fuel - Pumping	2,522.74	2.54	42.76	6,924.65	6.10	63.53
Crop Storage & Marketing	23.35	0.02	0.40	-	-	-
Personal Property Tax	24.42	0.02	0.41	60.79	0.05	0.56
General Farm Insurance	261.84	0.26	4.44	527.68	0.46	4.84
Utilities	149.38	0.15	2.53	106.07	0.09	0.97
Cash Farm Rent	1,126.04	1.14	19.09	883.22	0.78	8.10
Herbicide / Insecticide	2,166.68	2.19	36.72	5,138.86	4.53	47.15
Conservation	7.41	0.01	0.13	-	-	-
Auto Expense	103.73	0.10	1.76	60.82	0.05	0.56
<b>TOTAL VARIABLE COSTS</b>	<b>\$19,784.82</b>	<b>\$19.95</b>	<b>\$335.34</b>	<b>\$36,975.49</b>	<b>\$32.58</b>	<b>\$339.22</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$8,153.81</b>	<b>\$8.22</b>	<b>\$138.20</b>	<b>(\$5,643.02)</b>	<b>(\$4.97)</b>	<b>(\$51.77)</b>
Depreciation	1,303.07	1.31	22.09	3,270.64	2.88	30.01
Real Estate Tax	170.04	0.17	2.88	358.42	0.32	3.29
Unpaid Operator Labor	1,622.41	1.64	27.50	2,478.21	2.18	22.74
Interest Charge *	342.06	0.34	5.80	1,750.33	1.54	16.06
<b>TOTAL FIXED COSTS</b>	<b>\$3,437.57</b>	<b>\$3.47</b>	<b>\$58.26</b>	<b>\$7,857.60</b>	<b>\$6.92</b>	<b>\$72.09</b>
Land Charge **	\$3,771.58	\$3.80	\$63.93	\$4,188.81	\$3.69	\$38.43
<b>TOTAL EXPENSE</b>	<b>\$26,993.96</b>	<b>\$27.22</b>	<b>\$457.52</b>	<b>\$49,021.90</b>	<b>\$43.19</b>	<b>\$449.74</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$944.67</b>	<b>\$0.95</b>	<b>\$16.01</b>	<b>(\$17,689.43)</b>	<b>(\$15.59)</b>	<b>(\$162.29)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$3,652.71</b>	<b>\$3.68</b>	<b>\$61.91</b>	<b>(\$13,344.35)</b>	<b>(\$11.76)</b>	<b>(\$122.43)</b>

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**IRRIGATED (ALL) PINTO BEANS**

	1997-2001 Average	2002
Number of Farms	11	10
Crop Acres	208	251
Acres Owned	61	111
Acres Rented	147	140
Yield / Acre	20.82	14.12
Cwt	3,659	2,914
Operator Percentage	84.32%	82.22%
Gross Income / Acre	\$388.43	\$237.70
Variable Costs / Acre	\$260.56	\$259.34
Total Expense / Acre	\$327.73	\$326.81
Gross Income / Cwt	\$22.12	\$20.47
Total Expense / Cwt	\$18.67	\$28.15

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
<b>INCOME:</b>						
Pinto Beans (Operator's Share)	\$63,733.54	\$17.42	\$305.82	\$49,228.19	\$16.89	\$196.13
Patronage Refunds	352.96	0.10	1.69	59.59	0.02	0.24
Government Payments	13,909.40	3.80	66.74	3,365.25	1.15	13.41
Miscellaneous Income	648.93	0.18	3.11	482.28	0.17	1.92
Crop Insurance Proceeds	2,304.30	0.63	11.06	6,528.33	2.24	26.01
OTHER INCOME	\$17,215.60	\$4.71	\$82.61	\$10,435.45	\$3.58	\$41.58
<b>GROSS INCOME</b>	<b>\$80,949.13</b>	<b>\$22.12</b>	<b>\$388.43</b>	<b>\$59,663.64</b>	<b>\$20.47</b>	<b>\$237.70</b>
<b>EXPENSES:</b>						
Labor Hired	\$2,705.39	\$0.74	\$12.98	\$2,235.32	\$0.77	\$8.91
General Machinery Repairs	3,567.48	0.97	17.12	3,796.98	1.30	15.13
Irrigation Equipment Repairs	1,243.55	0.34	5.97	2,172.12	0.75	8.65
Interest Paid	5,213.10	1.42	25.01	6,177.67	2.12	24.61
Seed / Other Crop Expense	7,397.49	2.02	35.50	9,026.80	3.10	35.96
Crop Insurance	1,744.79	0.48	8.37	1,324.90	0.45	5.28
Fertilizer / Lime	4,477.64	1.22	21.49	5,239.50	1.80	20.87
Machine Hire - Lease	6,252.17	1.71	30.00	6,598.59	2.26	26.29
Farm Org Fees / Travel / Publ	718.01	0.20	3.45	745.63	0.26	2.97
Gas / Fuel / Oil	2,823.21	0.77	13.55	3,697.13	1.27	14.73
Irrigation Fuel - Pumping	6,992.43	1.91	33.55	14,465.67	4.96	57.63
Crop Storage & Marketing	238.38	0.07	1.14	110.90	0.04	0.44
Personal Property Tax	184.33	0.05	0.88	119.56	0.04	0.48
General Farm Insurance	1,033.59	0.28	4.96	1,078.47	0.37	4.30
Utilities	519.52	0.14	2.49	412.55	0.14	1.64
Cash Farm Rent	1,982.70	0.54	9.51	300.00	0.10	1.20
Herbicide / Insecticide	6,938.90	1.90	33.30	7,403.90	2.54	29.50
Conservation	1.50	0.00	0.01	-	-	-
Auto Expense	266.37	0.07	1.28	187.63	0.06	0.75
<b>TOTAL VARIABLE COSTS</b>	<b>\$54,300.53</b>	<b>\$14.84</b>	<b>\$260.56</b>	<b>\$65,093.32</b>	<b>\$22.34</b>	<b>\$259.34</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$26,648.60</b>	<b>\$7.28</b>	<b>\$127.87</b>	<b>(\$5,429.68)</b>	<b>(\$1.86)</b>	<b>(\$21.63)</b>
Depreciation	4,400.66	1.20	21.12	4,853.62	1.67	19.34
Real Estate Tax	398.82	0.11	1.91	599.64	0.21	2.39
Unpaid Operator Labor	2,694.99	0.74	12.93	3,159.00	1.08	12.59
Interest Charge *	-	-	-	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$7,494.47</b>	<b>\$2.05</b>	<b>\$35.96</b>	<b>\$8,612.26</b>	<b>\$2.96</b>	<b>\$34.31</b>
Land Charge **	\$6,502.95	\$1.78	\$31.20	\$8,324.79	\$2.86	\$33.17
<b>TOTAL EXPENSE</b>	<b>\$68,297.95</b>	<b>\$18.67</b>	<b>\$327.73</b>	<b>\$82,030.37</b>	<b>\$28.15</b>	<b>\$326.81</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$12,651.18</b>	<b>\$3.46</b>	<b>\$60.71</b>	<b>(\$22,366.73)</b>	<b>(\$7.68)</b>	<b>(\$89.11)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$18,051.56</b>	<b>\$4.93</b>	<b>\$86.62</b>	<b>(\$16,972.41)</b>	<b>(\$5.82)</b>	<b>(\$67.62)</b>

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**IRRIGATED (ALL) OILSEED SUNFLOWERS**

	1997-2001 Average	2002
Number of Farms	9	8
Crop Acres	115	134
Acres Owned	34	-
Acres Rented	80	134
Yield / Acre	16.58	3.38
Cwt	1,528	397
Operator Percentage	80.27%	87.65%
Gross Income / Acre	\$176.69	\$102.09
Variable Costs / Acre	\$140.43	\$130.89
Total Expense / Acre	\$189.61	\$174.22
Gross Income / Cwt	\$13.28	\$34.46
Total Expense / Cwt	\$14.25	\$58.81

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
<b>INCOME:</b>						
Sunflowers (Operator's Share)	\$13,280.00	\$8.69	\$115.68	\$4,590.84	\$11.56	\$34.26
Patronage Refunds	106.04	0.07	0.92	37.64	0.09	0.28
Government Payments	6,655.96	4.36	57.98	2,148.78	5.41	16.04
Miscellaneous Income	138.59	0.09	1.21	30.17	0.08	0.23
Crop Insurance Proceeds	103.26	0.07	0.90	6,872.09	17.31	51.28
OTHER INCOME	\$7,003.85	\$4.58	\$61.01	\$9,088.68	\$22.89	\$67.83
<b>GROSS INCOME</b>	<b>\$20,283.85</b>	<b>\$13.28</b>	<b>\$176.69</b>	<b>\$13,679.52</b>	<b>\$34.46</b>	<b>\$102.09</b>
<b>EXPENSES:</b>						
Labor Hired	\$825.77	\$0.54	\$7.19	\$428.96	\$1.08	\$3.20
General Machinery Repairs	1,664.07	1.09	14.50	1,781.95	4.49	13.30
Irrigation Equipment Repairs	650.66	0.43	5.67	1,352.67	3.41	10.09
Interest Paid	1,238.26	0.81	10.79	664.08	1.67	4.96
Seed / Other Crop Expense	1,901.50	1.24	16.56	2,237.00	5.63	16.69
Crop Insurance	269.38	0.18	2.35	450.88	1.14	3.36
Fertilizer / Lime	1,753.16	1.15	15.27	1,137.25	2.86	8.49
Machine Hire - Lease	1,301.45	0.85	11.34	908.09	2.29	6.78
Farm Org Fees / Travel / Publ	261.09	0.17	2.27	204.35	0.51	1.53
Gas / Fuel / Oil	965.04	0.63	8.41	499.03	1.26	3.72
Irrigation Fuel - Pumping	2,366.38	1.55	20.61	2,916.72	7.35	21.77
Crop Storage & Marketing	29.81	0.02	0.26	7.88	0.02	0.06
Personal Property Tax	70.63	0.05	0.62	61.49	0.15	0.46
General Farm Insurance	293.77	0.19	2.56	290.89	0.73	2.17
Utilities	212.26	0.14	1.85	252.88	0.64	1.89
Cash Farm Rent	542.82	0.36	4.73	2,036.00	5.13	15.19
Herbicide / Insecticide	1,645.61	1.08	14.33	2,206.63	5.56	16.47
Conservation	3.72	0.00	0.03	-	-	-
Auto Expense	126.31	0.08	1.10	101.96	0.26	0.76
<b>TOTAL VARIABLE COSTS</b>	<b>\$16,121.69</b>	<b>\$10.55</b>	<b>\$140.43</b>	<b>\$17,538.71</b>	<b>\$44.18</b>	<b>\$130.89</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$4,162.16</b>	<b>\$2.72</b>	<b>\$36.26</b>	<b>(\$3,859.19)</b>	<b>(\$9.72)</b>	<b>(\$28.80)</b>
Depreciation	1,819.36	1.19	15.85	2,744.51	6.91	20.48
Real Estate Tax	197.10	0.13	1.72	-	-	-
Unpaid Operator Labor	1,694.42	1.11	14.76	1,796.27	4.52	13.41
Interest Charge *	330.69	0.22	2.88	1,266.49	3.19	9.45
<b>TOTAL FIXED COSTS</b>	<b>\$4,041.57</b>	<b>\$2.65</b>	<b>\$35.21</b>	<b>\$5,807.27</b>	<b>\$14.63</b>	<b>\$43.34</b>
Land Charge **	\$1,604.20	\$1.05	\$13.97	\$0.00	\$0.00	\$0.00
<b>TOTAL EXPENSE</b>	<b>\$21,767.46</b>	<b>\$14.25</b>	<b>\$189.61</b>	<b>\$23,345.98</b>	<b>\$58.81</b>	<b>\$174.22</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$1,483.61)</b>	<b>(\$0.97)</b>	<b>(\$12.92)</b>	<b>(\$9,666.46)</b>	<b>(\$24.35)</b>	<b>(\$72.14)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$1,036.58</b>	<b>\$0.68</b>	<b>\$9.03</b>	<b>(\$7,441.23)</b>	<b>(\$18.74)</b>	<b>(\$55.53)</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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

	<i>1997-2001 Average</i>	<i>2002</i>
Number of Farms	24	29
Crop Acres	140	212
Acres Owned	40	49
Acres Rented	99	162
Yield / Acre	53.3	41.8
Bushels	5,988	7,595
Operator Percentage	80.37%	85.73%
Gross Income / Acre	\$290.53	\$222.91
Variable Costs / Acre	\$175.05	\$195.33
Total Expense / Acre	\$232.55	\$245.96
Gross Income / Bushel	\$6.78	\$6.22
Total Expense / Bushel	\$5.43	\$6.87

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Soybeans (Operator's Share)	\$27,386.71	\$4.57	\$195.90	\$39,131.58	\$5.15	\$184.58
Patronage Refunds	196.46	0.03	1.41	153.36	0.02	0.72
Government Payments	12,102.84	2.02	86.57	5,929.44	0.78	27.97
Miscellaneous Income	330.88	0.06	2.37	210.96	0.03	1.00
Crop Insurance Proceeds	599.07	0.10	4.29	1,831.73	0.24	8.64
OTHER INCOME	\$13,229.24	\$2.21	\$94.63	\$8,125.49	\$1.07	\$38.33
<b>GROSS INCOME</b>	<b>\$40,615.94</b>	<b>\$6.78</b>	<b>\$290.53</b>	<b>\$47,257.07</b>	<b>\$6.22</b>	<b>\$222.91</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,045.66	\$0.17	\$7.48	\$1,422.64	\$0.19	\$6.71
General Machinery Repairs	2,019.35	0.34	14.44	2,477.31	0.33	11.69
Irrigation Equipment Repairs	753.80	0.13	5.39	1,290.93	0.17	6.09
Interest Paid	2,150.83	0.36	15.39	3,436.76	0.45	16.21
Seed / Other Crop Expense	3,646.14	0.61	26.08	5,833.27	0.77	27.52
Crop Insurance	1,244.48	0.21	8.90	2,391.89	0.31	11.28
Fertilizer / Lime	1,235.73	0.21	8.84	1,118.47	0.15	5.28
Machine Hire - Lease	2,114.48	0.35	15.13	3,238.70	0.43	15.28
Farm Org Fees / Travel / Publ	354.14	0.06	2.53	422.09	0.06	1.99
Gas / Fuel / Oil	1,030.89	0.17	7.37	1,043.11	0.14	4.92
Irrigation Fuel - Pumping	4,107.41	0.69	29.38	10,759.27	1.42	50.75
Crop Storage & Marketing	73.00	0.01	0.52	54.81	0.01	0.26
Personal Property Tax	70.69	0.01	0.51	105.13	0.01	0.50
General Farm Insurance	490.45	0.08	3.51	835.33	0.11	3.94
Utilities	354.62	0.06	2.54	495.40	0.07	2.34
Cash Farm Rent	803.73	0.13	5.75	1,047.64	0.14	4.94
Herbicide / Insecticide	2,802.93	0.47	20.05	5,259.07	0.69	24.81
Conservation	11.02	0.00	0.08	8.00	0.00	0.04
Auto Expense	162.62	0.03	1.16	169.08	0.02	0.80
<b>TOTAL VARIABLE COSTS</b>	<b>\$24,471.97</b>	<b>\$4.09</b>	<b>\$175.05</b>	<b>\$41,408.90</b>	<b>\$5.45</b>	<b>\$195.33</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$16,143.98</b>	<b>\$2.70</b>	<b>\$115.48</b>	<b>\$5,848.17</b>	<b>\$0.77</b>	<b>\$27.59</b>
Depreciation	2,363.88	0.39	16.91	4,238.25	0.56	19.99
Real Estate Tax	277.84	0.05	1.99	388.45	0.05	1.83
Unpaid Operator Labor	1,994.32	0.33	14.27	2,478.18	0.33	11.69
Interest Charge *	177.52	0.03	1.27	404.01	0.05	1.91
<b>TOTAL FIXED COSTS</b>	<b>\$4,813.56</b>	<b>\$0.80</b>	<b>\$34.43</b>	<b>\$7,508.89</b>	<b>\$0.99</b>	<b>\$35.42</b>
Land Charge **	\$3,224.98	\$0.54	\$23.07	\$3,226.27	\$0.42	\$15.22
<b>TOTAL EXPENSE</b>	<b>\$32,510.51</b>	<b>\$5.43</b>	<b>\$232.55</b>	<b>\$52,144.06</b>	<b>\$6.87</b>	<b>\$245.96</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$8,105.43</b>	<b>\$1.35</b>	<b>\$57.98</b>	<b>(\$4,886.99)</b>	<b>(\$0.64)</b>	<b>(\$23.05)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$11,145.42</b>	<b>\$1.86</b>	<b>\$79.72</b>	<b>(\$986.17)</b>	<b>(\$0.13)</b>	<b>(\$4.65)</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: TWO-YEAR AVERAGE & 2002**  
**IRRIGATED (ALL) SUDAN/CANE HAY**

	2000-2001	2002
Number of Farms	12	12
Crop Acres	72	71
Acres Owned	20	41
Acres Rented	52	30
Yield / Acre	4.21	2.86
Tons	260	196
Operator Percentage	86.21%	96.52%
Gross Income / Acre	\$243.70	\$171.38
Variable Costs / Acre	\$159.51	\$153.34
Total Expense / Acre	\$229.97	\$236.89
Gross Income / Ton	\$67.15	\$62.08
Total Expense / Ton	\$63.36	\$85.81

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
<b>INCOME:</b>						
Sudan/Cane Hay (Operator's Share)	\$13,200.07	\$50.87	\$184.62	\$11,077.78	\$56.52	\$156.03
Patronage Refunds	43.89	0.17	0.61	22.90	0.12	0.32
Government Payments	4,056.95	15.63	56.74	1,016.20	5.18	14.31
Miscellaneous Income	123.66	0.48	1.73	50.84	0.26	0.72
Crop Insurance Proceeds	-	-	-	-	-	-
OTHER INCOME	\$4,224.49	\$16.28	\$59.08	\$1,089.94	\$5.56	\$15.35
<b>GROSS INCOME</b>	<b>\$17,424.56</b>	<b>\$67.15</b>	<b>\$243.70</b>	<b>\$12,167.72</b>	<b>\$62.08</b>	<b>\$171.38</b>
<b>EXPENSES:</b>						
Labor Hired	\$542.12	\$2.09	\$7.58	\$395.63	\$2.02	\$5.57
General Machinery Repairs	1,675.54	6.46	23.43	999.91	5.10	14.08
Irrigation Equipment Repairs	307.47	1.18	4.30	386.84	1.97	5.45
Interest Paid	1,414.44	5.45	19.78	1,063.31	5.43	14.98
Seed / Other Crop Expense	610.29	2.35	8.54	1,025.08	5.23	14.44
Crop Insurance	4.15	0.02	0.06	-	-	-
Fertilizer / Lime	807.66	3.11	11.30	658.17	3.36	9.27
Machine Hire - Lease	1,073.24	4.14	15.01	2,392.16	12.20	33.69
Farm Org Fees / Travel / Publ	211.38	0.81	2.96	129.50	0.66	1.82
Gas / Fuel / Oil	792.26	3.05	11.08	725.02	3.70	10.21
Irrigation Fuel - Pumping	2,674.56	10.31	37.41	1,644.63	8.39	23.16
Crop Storage & Marketing	2.77	0.01	0.04	-	-	-
Personal Property Tax	26.18	0.10	0.37	38.35	0.20	0.54
General Farm Insurance	246.34	0.95	3.45	247.86	1.26	3.49
Utilities	136.02	0.52	1.90	189.67	0.97	2.67
Cash Farm Rent	509.17	1.96	7.12	401.00	2.05	5.65
Herbicide / Insecticide	280.59	1.08	3.92	534.75	2.73	7.53
Conservation	-	-	-	1.63	0.01	0.02
Auto Expense	91.02	0.35	1.27	53.96	0.28	0.76
<b>TOTAL VARIABLE COSTS</b>	<b>\$11,405.16</b>	<b>\$43.95</b>	<b>\$159.51</b>	<b>\$10,887.47</b>	<b>\$55.55</b>	<b>\$153.34</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$6,019.41</b>	<b>\$23.20</b>	<b>\$84.19</b>	<b>\$1,280.25</b>	<b>\$6.53</b>	<b>\$18.03</b>
Depreciation	1,312.32	5.06	18.35	965.93	4.93	13.60
Real Estate Tax	103.78	0.40	1.45	140.92	0.72	1.98
Unpaid Operator Labor	2,189.38	8.44	30.62	2,272.46	11.59	32.01
Interest Charge *	-	-	-	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$3,605.47</b>	<b>\$13.89</b>	<b>\$50.43</b>	<b>\$3,379.31</b>	<b>\$17.24</b>	<b>\$47.60</b>
Land Charge **	\$1,432.51	\$5.52	\$20.04	\$2,552.53	\$13.02	\$35.95
<b>TOTAL EXPENSE</b>	<b>\$16,443.13</b>	<b>\$63.36</b>	<b>\$229.97</b>	<b>\$16,819.31</b>	<b>\$85.81</b>	<b>\$236.89</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$981.43</b>	<b>\$3.78</b>	<b>\$13.73</b>	<b>(\$4,651.59)</b>	<b>(\$23.73)</b>	<b>(\$65.52)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$3,712.92</b>	<b>\$14.31</b>	<b>\$51.93</b>	<b>(\$1,983.50)</b>	<b>(\$10.12)</b>	<b>(\$27.94)</b>

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**IRRIGATED (ALL) WHEAT**

	1997-2001 Average	2002
Number of Farms	29	31
Crop Acres	226	216
Acres Owned	71	77
Acres Rented	154	139
Yield / Acre	53.2	42.0
Bushels	10,009	7,974
Operator Percentage	83.25%	87.81%
Gross Income / Acre	\$159.36	\$166.82
Variable Costs / Acre	\$110.72	\$110.13
Total Expense / Acre	\$155.54	\$165.38
Gross Income / Bushel	\$3.60	\$4.52
Total Expense / Bushel	\$3.51	\$4.48

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$26,525.81	\$2.65	\$117.37	\$29,460.69	\$3.69	\$136.39
Patronage Refunds	145.59	0.01	0.64	68.21	0.01	0.32
Government Payments	8,707.19	0.87	38.53	4,681.80	0.59	21.68
Miscellaneous Income	198.70	0.02	0.88	406.14	0.05	1.88
Crop Insurance Proceeds	438.86	0.04	1.94	1,416.32	0.18	6.56
OTHER INCOME	\$9,490.34	\$0.95	\$41.99	\$6,572.47	\$0.82	\$30.43
<b>GROSS INCOME</b>	<b>\$36,016.15</b>	<b>\$3.60</b>	<b>\$159.36</b>	<b>\$36,033.16</b>	<b>\$4.52</b>	<b>\$166.82</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,975.84	\$0.20	\$8.74	\$1,661.13	\$0.21	\$7.69
General Machinery Repairs	2,816.49	0.28	12.46	2,942.83	0.37	13.62
Irrigation Equipment Repairs	1,016.48	0.10	4.50	1,263.22	0.16	5.85
Interest Paid	2,449.92	0.24	10.84	2,667.46	0.33	12.35
Seed / Other Crop Expense	1,289.46	0.13	5.71	1,439.70	0.18	6.67
Crop Insurance	750.56	0.07	3.32	887.13	0.11	4.11
Fertilizer / Lime	2,634.43	0.26	11.66	1,660.42	0.21	7.69
Machine Hire - Lease	3,041.14	0.30	13.46	2,392.44	0.30	11.08
Farm Org Fees / Travel / Publ	383.11	0.04	1.70	432.44	0.05	2.00
Gas / Fuel / Oil	1,849.77	0.18	8.18	1,925.72	0.24	8.92
Irrigation Fuel - Pumping	3,093.46	0.31	13.69	3,762.87	0.47	17.42
Crop Storage & Marketing	223.48	0.02	0.99	33.58	0.00	0.16
Personal Property Tax	96.95	0.01	0.43	95.03	0.01	0.44
General Farm Insurance	467.20	0.05	2.07	553.71	0.07	2.56
Utilities	241.96	0.02	1.07	448.09	0.06	2.07
Cash Farm Rent	1,266.52	0.13	5.60	1,031.68	0.13	4.78
Herbicide / Insecticide	1,329.85	0.13	5.88	473.77	0.06	2.19
Conservation	1.98	0.00	0.01	1.16	0.00	0.01
Auto Expense	94.06	0.01	0.42	116.07	0.01	0.54
<b>TOTAL VARIABLE COSTS</b>	<b>\$25,022.67</b>	<b>\$2.50</b>	<b>\$110.72</b>	<b>\$23,788.45</b>	<b>\$2.98</b>	<b>\$110.13</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$10,993.49</b>	<b>\$1.10</b>	<b>\$48.64</b>	<b>\$12,244.71</b>	<b>\$1.54</b>	<b>\$56.69</b>
Depreciation	3,784.57	0.38	16.75	4,484.04	0.56	20.76
Real Estate Tax	348.39	0.03	1.54	463.11	0.06	2.14
Unpaid Operator Labor	2,287.26	0.23	10.12	2,080.40	0.26	9.63
Interest Charge *	299.58	0.03	1.33	194.74	0.02	0.90
<b>TOTAL FIXED COSTS</b>	<b>\$6,719.80</b>	<b>\$0.67</b>	<b>\$29.73</b>	<b>\$7,222.29</b>	<b>\$0.91</b>	<b>\$33.44</b>
Land Charge **	\$3,408.69	\$0.34	\$15.08	\$4,710.44	\$0.59	\$21.81
<b>TOTAL EXPENSE</b>	<b>\$35,151.15</b>	<b>\$3.51</b>	<b>\$155.54</b>	<b>\$35,721.18</b>	<b>\$4.48</b>	<b>\$165.38</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$865.00</b>	<b>\$0.09</b>	<b>\$3.83</b>	<b>\$311.98</b>	<b>\$0.04</b>	<b>\$1.44</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$5,128.11</b>	<b>\$0.51</b>	<b>\$22.69</b>	<b>\$4,053.51</b>	<b>\$0.51</b>	<b>\$18.77</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**SPRINKLER IRRIGATED CORN**

	<i>1997-2001 Average</i>	<i>2002</i>
Number of Farms	36	50
Crop Acres	430	454
Acres Owned	160	158
Acres Rented	270	296
Yield / Acre	180.9	118.8
Bushels	66,934	47,240
Operator Percentage	85.96%	87.62%
Gross Income / Acre	\$421.51	\$342.25
Variable Costs / Acre	\$308.55	\$310.91
Total Expense / Acre	\$402.46	\$390.56
Gross Income / Bushel	\$2.71	\$3.29
Total Expense / Bushel	\$2.59	\$3.75

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Corn (Operator's Share)	\$140,420.91	\$2.10	\$326.26	\$121,087.97	\$2.56	\$266.71
Patronage Refunds	822.44	0.01	1.91	528.24	0.01	1.16
Government Payments	36,623.50	0.55	85.09	9,861.42	0.21	21.72
Miscellaneous Income	1,064.54	0.02	2.47	479.22	0.01	1.06
Crop Insurance Proceeds	2,484.87	0.04	5.77	23,423.66	0.50	51.59
OTHER INCOME	\$40,995.35	\$0.61	\$95.25	\$34,292.54	\$0.73	\$75.53
<b>GROSS INCOME</b>	<b>\$181,416.26</b>	<b>\$2.71</b>	<b>\$421.51</b>	<b>\$155,380.51</b>	<b>\$3.29</b>	<b>\$342.25</b>
<b>EXPENSES:</b>						
Labor Hired	\$3,571.55	\$0.05	\$8.30	\$4,721.80	\$0.10	\$10.40
General Machinery Repairs	9,149.90	0.14	21.26	8,218.38	0.17	18.10
Irrigation Equipment Repairs	2,899.97	0.04	6.74	2,844.03	0.06	6.26
Interest Paid	13,629.60	0.20	31.67	12,584.93	0.27	27.72
Seed / Other Crop Expense	15,742.13	0.24	36.58	16,534.84	0.35	36.42
Crop Insurance	6,259.11	0.09	14.54	5,512.38	0.12	12.14
Fertilizer / Lime	17,917.93	0.27	41.63	18,242.37	0.39	40.18
Machine Hire - Lease	11,737.34	0.18	27.27	8,280.63	0.18	18.24
Farm Org Fees / Travel / Publ	1,423.57	0.02	3.31	1,626.91	0.03	3.58
Gas / Fuel / Oil	4,668.13	0.07	10.85	5,286.85	0.11	11.65
Irrigation Fuel - Pumping	16,839.30	0.25	39.12	26,144.02	0.55	57.59
Crop Storage & Marketing	977.28	0.01	2.27	436.29	0.01	0.96
Personal Property Tax	286.18	0.00	0.66	365.81	0.01	0.81
General Farm Insurance	2,200.64	0.03	5.11	2,397.31	0.05	5.28
Utilities	1,515.90	0.02	3.52	1,418.06	0.03	3.12
Cash Farm Rent	5,452.98	0.08	12.67	7,044.37	0.15	15.52
Herbicide / Insecticide	17,976.35	0.27	41.77	19,018.99	0.40	41.89
Conservation	12.27	0.00	0.03	8.31	0.00	0.02
Auto Expense	540.93	0.01	1.26	468.16	0.01	1.03
<b>TOTAL VARIABLE COSTS</b>	<b>\$132,801.07</b>	<b>\$1.98</b>	<b>\$308.55</b>	<b>\$141,154.44</b>	<b>\$2.99</b>	<b>\$310.91</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$48,615.19</b>	<b>\$0.73</b>	<b>\$112.95</b>	<b>\$14,226.07</b>	<b>\$0.30</b>	<b>\$31.33</b>
Depreciation	11,070.50	0.17	25.72	11,372.56	0.24	25.05
Real Estate Tax	1,278.64	0.02	2.97	1,415.21	0.03	3.12
Unpaid Operator Labor	7,384.84	0.11	17.16	7,777.93	0.16	17.13
Interest Charge *	210.87	0.00	0.49	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$19,944.85</b>	<b>\$0.30</b>	<b>\$46.34</b>	<b>\$20,565.70</b>	<b>\$0.44</b>	<b>\$45.30</b>
Land Charge **	\$20,471.10	\$0.31	\$47.56	\$15,595.79	\$0.33	\$34.35
<b>TOTAL EXPENSE</b>	<b>\$173,217.03</b>	<b>\$2.59</b>	<b>\$402.46</b>	<b>\$177,315.93</b>	<b>\$3.75</b>	<b>\$390.56</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$8,199.24</b>	<b>\$0.12</b>	<b>\$19.05</b>	<b>(\$21,935.42)</b>	<b>(\$0.46)</b>	<b>(\$48.32)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$19,155.62</b>	<b>\$0.29</b>	<b>\$44.51</b>	<b>(\$9,435.69)</b>	<b>(\$0.20)</b>	<b>(\$20.78)</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: TWO-YEAR AVERAGE & 2002**  
**SPRINKLER IRRIGATED CORN SILAGE**

	2000-2001	2002
Number of Farms	8	6
Crop Acres	53	117
Acres Owned	22	75
Acres Rented	31	42
Yield / Acre	17.81	9.70
Tons	921	1,085
Operator Percentage	97.55%	95.60%
Gross Income / Acre	\$521.58	\$264.83
Variable Costs / Acre	\$329.31	\$345.80
Total Expense / Acre	\$432.20	\$459.66
Gross Income / Ton	\$30.03	\$28.56
Total Expense / Ton	\$24.88	\$49.57

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
<b>INCOME:</b>						
Silage (Operator's Share)	\$17,766.39	\$19.30	\$335.21	\$18,115.24	\$16.70	\$154.83
Patronage Refunds	240.57	0.26	4.54	256.34	0.24	2.19
Government Payments	7,176.53	7.80	135.41	2,076.11	1.91	17.74
Miscellaneous Income	97.33	0.11	1.84	184.30	0.17	1.58
Crop Insurance Proceeds	2,363.14	2.57	44.59	10,353.02	9.54	88.49
OTHER INCOME	\$9,877.57	\$10.73	\$186.37	\$12,869.77	\$11.86	\$110.00
<b>GROSS INCOME</b>	<b>\$27,643.96</b>	<b>\$30.03</b>	<b>\$521.58</b>	<b>\$30,985.01</b>	<b>\$28.56</b>	<b>\$264.83</b>
<b>EXPENSES:</b>						
Labor Hired	\$783.06	\$0.85	\$14.77	\$2,155.66	\$1.99	\$18.42
General Machinery Repairs	893.43	0.97	16.86	1,936.59	1.78	16.55
Irrigation Equipment Repairs	300.68	0.33	5.67	848.05	0.78	7.25
Interest Paid	1,396.99	1.52	26.36	1,390.01	1.28	11.88
Seed / Other Crop Expense	1,337.11	1.45	25.23	5,455.17	5.03	46.63
Crop Insurance	372.75	0.40	7.03	835.83	0.77	7.14
Fertilizer / Lime	2,034.69	2.21	38.39	5,469.67	5.04	46.75
Machine Hire - Lease	3,120.57	3.39	58.88	6,096.72	5.62	52.11
Farm Org Fees / Travel / Publ	285.82	0.31	5.39	212.83	0.20	1.82
Gas / Fuel / Oil	497.96	0.54	9.40	1,254.36	1.16	10.72
Irrigation Fuel - Pumping	2,816.07	3.06	53.13	7,698.93	7.10	65.80
Crop Storage & Marketing	-	-	-	-	-	-
Personal Property Tax	31.25	0.03	0.59	44.66	0.04	0.38
General Farm Insurance	344.83	0.37	6.51	424.09	0.39	3.62
Utilities	131.84	0.14	2.49	104.31	0.10	0.89
Cash Farm Rent	1,137.75	1.24	21.47	482.09	0.44	4.12
Herbicide / Insecticide	1,879.56	2.04	35.46	5,995.33	5.53	51.24
Conservation	-	-	-	-	-	-
Auto Expense	89.26	0.10	1.68	54.05	0.05	0.46
<b>TOTAL VARIABLE COSTS</b>	<b>\$17,453.59</b>	<b>\$18.96</b>	<b>\$329.31</b>	<b>\$40,458.35</b>	<b>\$37.29</b>	<b>\$345.80</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$10,190.37</b>	<b>\$11.07</b>	<b>\$192.27</b>	<b>(\$9,473.34)</b>	<b>(\$8.73)</b>	<b>(\$80.97)</b>
Depreciation	1,327.46	1.44	25.05	3,502.30	3.23	29.93
Real Estate Tax	144.91	0.16	2.73	418.15	0.39	3.57
Unpaid Operator Labor	1,332.15	1.45	25.13	2,621.25	2.42	22.40
Interest Charge *	75.02	0.08	1.42	2,158.23	1.99	18.45
<b>TOTAL FIXED COSTS</b>	<b>\$2,879.53</b>	<b>\$3.13</b>	<b>\$54.33</b>	<b>\$8,699.93</b>	<b>\$8.02</b>	<b>\$74.36</b>
Land Charge **	\$2,573.48	\$2.80	\$48.56	\$4,622.05	\$4.26	\$39.50
<b>TOTAL EXPENSE</b>	<b>\$22,906.59</b>	<b>\$24.88</b>	<b>\$432.20</b>	<b>\$53,780.33</b>	<b>\$49.57</b>	<b>\$459.66</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$4,737.37</b>	<b>\$5.15</b>	<b>\$89.38</b>	<b>(\$22,795.32)</b>	<b>(\$21.01)</b>	<b>(\$194.83)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$6,852.57</b>	<b>\$7.44</b>	<b>\$129.29</b>	<b>(\$18,018.41)</b>	<b>(\$16.61)</b>	<b>(\$154.00)</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 3-YEAR AVERAGE & 2002**  
**SPRINKLER IRRIGATED SOYBEANS**

	<i>1999-2001 Average</i>	<i>2002</i>
Number of Farms	16	26
Crop Acres	166	224
Acres Owned	38	52
Acres Rented	128	172
Yield / Acre	53.6	41.4
Bushels	7,266	8,013
Operator Percentage	81.68%	86.43%
Gross Income / Acre	\$288.44	\$223.15
Variable Costs / Acre	\$182.19	\$193.21
Total Expense / Acre	\$230.03	\$243.39
Gross Income / Bushel	\$6.59	\$6.24
Total Expense / Bushel	\$5.26	\$6.80

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Soybeans (Operator's Share)	\$29,274.85	\$4.03	\$176.35	\$41,251.69	\$5.15	\$184.16
Patronage Refunds	298.14	0.04	1.80	166.12	0.02	0.74
Government Payments	17,443.21	2.40	105.08	6,291.61	0.79	28.09
Miscellaneous Income	412.78	0.06	2.49	234.21	0.03	1.05
Crop Insurance Proceeds	452.59	0.06	2.73	2,043.08	0.25	9.12
OTHER INCOME	\$18,606.72	\$2.56	\$112.09	\$8,735.02	\$1.09	\$39.00
<b>GROSS INCOME</b>	<b>\$47,881.57</b>	<b>\$6.59</b>	<b>\$288.44</b>	<b>\$49,986.71</b>	<b>\$6.24</b>	<b>\$223.15</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,316.93	\$0.18	\$7.93	\$1,499.06	\$0.19	\$6.69
General Machinery Repairs	2,076.60	0.29	12.51	2,574.49	0.32	11.49
Irrigation Equipment Repairs	884.89	0.12	5.33	1,332.41	0.17	5.95
Interest Paid	2,667.15	0.37	16.07	3,502.23	0.44	15.63
Seed / Other Crop Expense	4,383.26	0.60	26.41	6,013.64	0.75	26.85
Crop Insurance	885.98	0.12	5.34	2,587.72	0.32	11.55
Fertilizer / Lime	1,904.72	0.26	11.47	1,061.72	0.13	4.74
Machine Hire - Lease	2,715.96	0.37	16.36	3,524.82	0.44	15.74
Farm Org Fees / Travel / Publ	431.75	0.06	2.60	438.70	0.05	1.96
Gas / Fuel / Oil	1,309.19	0.18	7.89	1,108.79	0.14	4.95
Irrigation Fuel - Pumping	5,327.91	0.73	32.10	11,531.63	1.44	51.48
Crop Storage & Marketing	8.99	0.00	0.05	61.13	0.01	0.27
Personal Property Tax	113.99	0.02	0.69	115.55	0.01	0.52
General Farm Insurance	523.87	0.07	3.16	797.58	0.10	3.56
Utilities	486.10	0.07	2.93	482.87	0.06	2.16
Cash Farm Rent	1,336.16	0.18	8.05	1,003.14	0.13	4.48
Herbicide / Insecticide	3,669.98	0.51	22.11	5,455.46	0.68	24.35
Conservation	1.86	0.00	0.01	8.92	0.00	0.04
Auto Expense	198.72	0.03	1.20	179.84	0.02	0.80
<b>TOTAL VARIABLE COSTS</b>	<b>\$30,244.01</b>	<b>\$4.16</b>	<b>\$182.19</b>	<b>\$43,279.70</b>	<b>\$5.40</b>	<b>\$193.21</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$17,637.56</b>	<b>\$2.43</b>	<b>\$106.25</b>	<b>\$6,707.01</b>	<b>\$0.84</b>	<b>\$29.94</b>
Depreciation	2,762.75	0.38	16.64	4,371.59	0.55	19.52
Real Estate Tax	290.45	0.04	1.75	417.94	0.05	1.87
Unpaid Operator Labor	2,005.62	0.28	12.08	2,549.51	0.32	11.38
Interest Charge *	291.86	0.04	1.76	493.46	0.06	2.20
<b>TOTAL FIXED COSTS</b>	<b>\$5,350.68</b>	<b>\$0.74</b>	<b>\$32.23</b>	<b>\$7,832.50</b>	<b>\$0.98</b>	<b>\$34.97</b>
Land Charge **	\$2,591.12	\$0.36	\$15.61	\$3,406.21	\$0.43	\$15.21
<b>TOTAL EXPENSE</b>	<b>\$38,185.81</b>	<b>\$5.26</b>	<b>\$230.03</b>	<b>\$54,518.41</b>	<b>\$6.80</b>	<b>\$243.39</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$9,695.76</b>	<b>\$1.33</b>	<b>\$58.41</b>	<b>(\$4,531.70)</b>	<b>(\$0.57)</b>	<b>(\$20.23)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$13,018.31</b>	<b>\$1.79</b>	<b>\$78.42</b>	<b>(\$483.13)</b>	<b>(\$0.06)</b>	<b>(\$2.16)</b>

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 4-YEAR AVERAGE & 2002**  
**SPRINKLER IRRIGATED WHEAT**

	<i>1998-2001 Average</i>	<i>2002</i>
Number of Farms	16	27
Crop Acres	189	187
Acres Owned	65	87
Acres Rented	124	100
Yield / Acre	56.2	45.9
Bushels	8,842	7,765
Operator Percentage	83.45%	90.39%
Gross Income / Acre	\$170.68	\$189.51
Variable Costs / Acre	\$114.45	\$116.67
Total Expense / Acre	\$159.38	\$181.57
Gross Income / Bushel	\$3.64	\$4.56
Total Expense / Bushel	\$3.40	\$4.37

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$22,606.49	\$2.56	\$119.93	\$29,122.68	\$3.75	\$155.74
Patronage Refunds	145.05	0.02	0.77	76.90	0.01	0.41
Government Payments	8,852.46	1.00	46.96	4,267.14	0.55	22.82
Miscellaneous Income	123.21	0.01	0.65	344.88	0.04	1.84
Crop Insurance Proceeds	446.49	0.05	2.37	1,626.14	0.21	8.70
OTHER INCOME	\$9,567.20	\$1.08	\$50.75	\$6,315.06	\$0.81	\$33.77
<b>GROSS INCOME</b>	<b>\$32,173.69</b>	<b>\$3.64</b>	<b>\$170.68</b>	<b>\$35,437.74</b>	<b>\$4.56</b>	<b>\$189.51</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,736.54	\$0.20	\$9.21	\$1,153.87	\$0.15	\$6.17
General Machinery Repairs	2,308.65	0.26	12.25	2,477.28	0.32	13.25
Irrigation Equipment Repairs	806.71	0.09	4.28	1,183.47	0.15	6.33
Interest Paid	2,177.48	0.25	11.55	2,446.90	0.32	13.09
Seed / Other Crop Expense	1,007.22	0.11	5.34	1,398.85	0.18	7.48
Crop Insurance	519.77	0.06	2.76	963.63	0.12	5.15
Fertilizer / Lime	2,362.99	0.27	12.54	1,676.67	0.22	8.97
Machine Hire - Lease	2,080.16	0.24	11.04	2,317.02	0.30	12.39
Farm Org Fees / Travel / Publ	363.66	0.04	1.93	393.52	0.05	2.10
Gas / Fuel / Oil	1,453.81	0.16	7.71	1,582.64	0.20	8.46
Irrigation Fuel - Pumping	2,476.01	0.28	13.14	3,241.39	0.42	17.33
Crop Storage & Marketing	220.81	0.02	1.17	38.56	0.00	0.21
Personal Property Tax	116.97	0.01	0.62	82.65	0.01	0.44
General Farm Insurance	429.39	0.05	2.28	560.26	0.07	3.00
Utilities	198.72	0.02	1.05	487.44	0.06	2.61
Cash Farm Rent	1,793.64	0.20	9.52	1,184.52	0.15	6.33
Herbicide / Insecticide	1,445.27	0.16	7.67	501.74	0.06	2.68
Conservation	2.61	0.00	0.01	1.33	0.00	0.01
Auto Expense	73.44	0.01	0.39	125.22	0.02	0.67
<b>TOTAL VARIABLE COSTS</b>	<b>\$21,573.82</b>	<b>\$2.44</b>	<b>\$114.45</b>	<b>\$21,816.96</b>	<b>\$2.81</b>	<b>\$116.67</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$10,599.88</b>	<b>\$1.20</b>	<b>\$56.23</b>	<b>\$13,620.78</b>	<b>\$1.75</b>	<b>\$72.84</b>
Depreciation	3,318.40	0.38	17.60	4,013.41	0.52	21.46
Real Estate Tax	249.72	0.03	1.32	483.27	0.06	2.58
Unpaid Operator Labor	1,848.50	0.21	9.81	2,073.42	0.27	11.09
Interest Charge *	189.61	0.02	1.01	146.41	0.02	0.78
<b>TOTAL FIXED COSTS</b>	<b>\$5,606.23</b>	<b>\$0.63</b>	<b>\$29.74</b>	<b>\$6,716.51</b>	<b>\$0.86</b>	<b>\$35.92</b>
Land Charge **	\$2,863.25	\$0.32	\$15.19	\$5,419.68	\$0.70	\$28.98
<b>TOTAL EXPENSE</b>	<b>\$30,043.30</b>	<b>\$3.40</b>	<b>\$159.38</b>	<b>\$33,953.15</b>	<b>\$4.37</b>	<b>\$181.57</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$2,130.40</b>	<b>\$0.24</b>	<b>\$11.30</b>	<b>\$1,484.59</b>	<b>\$0.19</b>	<b>\$7.94</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$5,715.44</b>	<b>\$0.65</b>	<b>\$30.32</b>	<b>\$4,711.88</b>	<b>\$0.61</b>	<b>\$25.20</b>

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**NONIRRIGATED SUDAN - CANE HAY**

	1997-2001 Average	2002
Number of Farms	44	21
Crop Acres	68	90
Acres Owned	33	26
Acres Rented	35	64
Yield / Acre	3.07	0.95
Tons	192	85
Operator Percentage	91.83%	99.42%
Gross Income / Acre	\$139.04	\$65.22
Variable Costs / Acre	\$86.02	\$64.01
Total Expense / Acre	\$169.78	\$123.97
Gross Income / Ton	\$49.29	\$69.05
Total Expense / Ton	\$60.18	\$131.26

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
<b>INCOME:</b>						
Sudan-Cane Hay (Operator's Share)	\$7,599.43	\$39.50	\$111.43	\$4,230.94	\$49.78	\$47.01
Patronage Refunds	66.81	0.35	0.98	20.11	0.24	0.22
Government Payments	1,686.12	8.76	24.72	1,610.35	18.95	17.89
Miscellaneous Income	78.31	0.41	1.15	8.08	0.10	0.09
Crop Insurance Proceeds	51.78	0.27	0.76	-	-	-
OTHER INCOME	\$1,883.02	\$9.79	\$27.61	\$1,638.54	\$19.28	\$18.21
<b>GROSS INCOME</b>	<b>\$9,482.45</b>	<b>\$49.29</b>	<b>\$139.04</b>	<b>\$5,869.48</b>	<b>\$69.05</b>	<b>\$65.22</b>
<b>EXPENSES:</b>						
Labor Hired	\$605.89	\$3.15	\$8.88	\$583.85	\$6.87	\$6.49
General Machinery Repairs	1,432.80	7.45	21.01	1,222.91	14.39	13.59
Interest Paid	713.63	3.71	10.46	633.71	7.46	7.04
Seed / Other Crop Expense	546.25	2.84	8.01	741.52	8.72	8.24
Crop Insurance	3.68	0.02	0.05	21.43	0.25	0.24
Fertilizer / Lime	437.98	2.28	6.42	511.14	6.01	5.68
Machine Hire - Lease	624.27	3.24	9.15	320.84	3.77	3.56
Farm Org Fees / Travel / Publ	111.13	0.58	1.63	80.20	0.94	0.89
Gas / Fuel / Oil	517.45	2.69	7.59	546.19	6.43	6.07
Crop Storage & Marketing	1.01	0.01	0.01	-	-	-
Personal Property Tax	29.04	0.15	0.43	22.52	0.26	0.25
General Farm Insurance	139.98	0.73	2.05	102.76	1.21	1.14
Utilities	95.82	0.50	1.40	66.49	0.78	0.74
Cash Farm Rent	286.73	1.49	4.20	385.10	4.53	4.28
Herbicide / Insecticide	259.23	1.35	3.80	483.67	5.69	5.37
Conservation	7.80	0.04	0.11	1.36	0.02	0.02
Auto Expense	53.65	0.28	0.79	37.07	0.44	0.41
<b>TOTAL VARIABLE COSTS</b>	<b>\$5,866.34</b>	<b>\$30.49</b>	<b>\$86.02</b>	<b>\$5,760.76</b>	<b>\$67.77</b>	<b>\$64.01</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$3,616.11</b>	<b>\$18.79</b>	<b>\$53.02</b>	<b>\$108.72</b>	<b>\$1.28</b>	<b>\$1.21</b>
Depreciation	1,021.10	5.31	14.97	885.97	10.42	9.84
Real Estate Tax	168.36	0.88	2.47	171.49	2.02	1.91
Unpaid Operator Labor	3,133.68	16.29	45.95	3,626.79	42.67	40.30
Interest Charge *	65.34	0.34	0.96	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$4,388.48</b>	<b>\$22.81</b>	<b>\$64.35</b>	<b>\$4,684.25</b>	<b>\$55.11</b>	<b>\$52.05</b>
Land Charge **	\$1,324.19	\$6.88	\$19.42	\$712.26	\$8.38	\$7.91
<b>TOTAL EXPENSE</b>	<b>\$11,579.01</b>	<b>\$60.18</b>	<b>\$169.78</b>	<b>\$11,157.27</b>	<b>\$131.26</b>	<b>\$123.97</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$2,096.56)</b>	<b>(\$10.90)</b>	<b>(\$30.74)</b>	<b>(\$5,287.79)</b>	<b>(\$62.21)</b>	<b>(\$58.75)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$1,643.01</b>	<b>\$8.54</b>	<b>\$24.09</b>	<b>(\$1,077.15)</b>	<b>(\$12.67)</b>	<b>(\$11.97)</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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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.

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**NONIRRIGATED WHEAT**

	1997-2001 Average	2002
Number of Farms	144	119
Crop Acres	604	670
Acres Owned	173	217
Acres Rented	432	454
Yield / Acre	39.9	25.7
Bushels	19,075	13,413
Operator Percentage	79.14%	77.93%
Gross Income / Acre	\$119.20	\$96.66
Variable Costs / Acre	\$74.07	\$62.85
Total Expense / Acre	\$110.01	\$98.89
Gross Income / Bushel	\$3.78	\$4.83
Total Expense / Bushel	\$3.48	\$4.94

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$50,034.10	\$2.62	\$82.81	\$47,248.89	\$3.52	\$70.52
Patronage Refunds	593.17	0.03	0.98	349.42	0.03	0.52
Government Payments	17,728.25	0.93	29.34	7,035.11	0.52	10.50
Miscellaneous Income	729.68	0.04	1.21	340.07	0.03	0.51
Crop Insurance Proceeds	2,936.49	0.15	4.86	9,788.90	0.73	14.61
OTHER INCOME	\$21,987.59	\$1.15	\$36.39	\$17,513.50	\$1.31	\$26.14
<b>GROSS INCOME</b>	<b>\$72,021.69</b>	<b>\$3.78</b>	<b>\$119.20</b>	<b>\$64,762.39</b>	<b>\$4.83</b>	<b>\$96.66</b>
<b>EXPENSES:</b>						
Labor Hired	\$3,183.82	\$0.17	\$5.27	\$3,093.20	\$0.23	\$4.62
General Machinery Repairs	6,510.47	0.34	10.78	6,651.56	0.50	9.93
Interest Paid	5,205.01	0.27	8.61	4,952.88	0.37	7.39
Seed / Other Crop Expense	2,698.12	0.14	4.47	2,928.84	0.22	4.37
Crop Insurance	2,614.17	0.14	4.33	2,910.44	0.22	4.34
Fertilizer / Lime	6,677.36	0.35	11.05	5,431.67	0.40	8.11
Machine Hire - Lease	6,222.85	0.33	10.30	5,147.09	0.38	7.68
Farm Org Fees / Travel / Publ	955.92	0.05	1.58	931.49	0.07	1.39
Gas / Fuel / Oil	3,813.27	0.20	6.31	3,735.18	0.28	5.57
Crop Storage & Marketing	497.73	0.03	0.82	206.76	0.02	0.31
Personal Property Tax	198.69	0.01	0.33	230.29	0.02	0.34
General Farm Insurance	1,111.08	0.06	1.84	1,315.00	0.10	1.96
Utilities	826.51	0.04	1.37	728.94	0.05	1.09
Cash Farm Rent	1,578.96	0.08	2.61	1,809.41	0.13	2.70
Herbicide / Insecticide	2,274.53	0.12	3.76	1,639.22	0.12	2.45
Conservation	27.71	0.00	0.05	96.04	0.01	0.14
Auto Expense	359.56	0.02	0.60	298.98	0.02	0.45
<b>TOTAL VARIABLE COSTS</b>	<b>\$44,755.76</b>	<b>\$2.35</b>	<b>\$74.07</b>	<b>\$42,106.99</b>	<b>\$3.14</b>	<b>\$62.85</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$27,265.93</b>	<b>\$1.43</b>	<b>\$45.13</b>	<b>\$22,655.40</b>	<b>\$1.69</b>	<b>\$33.81</b>
Depreciation	6,500.80	0.34	10.76	8,241.42	0.61	12.30
Real Estate Tax	1,048.68	0.05	1.74	1,285.01	0.10	1.92
Unpaid Operator Labor	8,187.00	0.43	13.55	8,513.17	0.63	12.71
Interest Charge *	13.25	0.00	0.02	210.79	0.02	0.31
<b>TOTAL FIXED COSTS</b>	<b>\$15,749.73</b>	<b>\$0.83</b>	<b>\$26.07</b>	<b>\$18,250.39</b>	<b>\$1.36</b>	<b>\$27.24</b>
Land Charge **	\$5,960.44	\$0.31	\$9.87	\$5,900.35	\$0.44	\$8.81
<b>TOTAL EXPENSE</b>	<b>\$66,465.93</b>	<b>\$3.48</b>	<b>\$110.01</b>	<b>\$66,257.73</b>	<b>\$4.94</b>	<b>\$98.89</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$5,555.75</b>	<b>\$0.29</b>	<b>\$9.20</b>	<b>(\$1,495.34)</b>	<b>(\$0.11)</b>	<b>(\$2.23)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$16,926.57</b>	<b>\$0.89</b>	<b>\$28.01</b>	<b>\$10,111.03</b>	<b>\$0.75</b>	<b>\$15.09</b>

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**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**CONSERVATION RESERVE PROGRAM**

	<b>1997-2001 Average</b>	<b>2002</b>
Number of Farms	18	8
Crop Acres	313	149
Acres Owned	220	149
Acres Rented	94	-
Gross Income / Acre	\$31.94	\$35.58
Variable Costs / Acre	\$6.35	\$4.02
Total Expense / Acre	\$9.39	\$8.75

	<b>Total Dollars</b>	<b>\$ / Acre</b>	<b>Total Dollars</b>	<b>\$ / Acre</b>
<b>INCOME:</b>				
Patronage Refunds	18.24	\$0.06	35.03	\$0.24
Government Payments	9,963.54	31.79	5,263.36	35.32
Miscellaneous Income	28.64	0.09	3.41	0.02
OTHER INCOME	\$10,010.42	\$31.94	\$5,301.80	\$35.58
<b>GROSS INCOME</b>	<b>\$10,010.42</b>	<b>\$31.94</b>	<b>\$5,301.80</b>	<b>\$35.58</b>
<b>EXPENSES:</b>				
Labor Hired	\$46.61	\$0.15	\$0.00	\$0.00
General Machinery Repairs	72.01	0.23	10.58	0.07
Interest Paid	494.61	1.58	182.98	1.23
Seed / Other Crop Expense	457.43	1.46	-	-
Fertilizer / Lime	-	-	11.44	0.08
Machine Hire - Lease	114.27	0.36	49.38	0.33
Farm Org Fees / Travel / Publ	113.50	0.36	134.96	0.91
Gas / Fuel / Oil	69.72	0.22	-	-
Crop Storage & Marketing	0.62	0.00	-	-
Personal Property Tax	36.02	0.11	5.86	0.04
General Farm Insurance	77.89	0.25	44.69	0.30
Utilities	63.83	0.20	21.85	0.15
Cash Farm Rent	22.14	0.07	-	-
Herbicide / Insecticide	12.62	0.04	-	-
Conservation	379.74	1.21	132.34	0.89
Auto Expense	29.76	0.09	5.16	0.03
<b>TOTAL VARIABLE COSTS</b>	<b>\$1,990.75</b>	<b>\$6.35</b>	<b>\$599.24</b>	<b>\$4.02</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$8,019.67</b>	<b>\$25.59</b>	<b>\$4,702.56</b>	<b>\$31.56</b>
Depreciation	89.16	0.28	2.86	0.02
Real Estate Tax	638.24	2.04	644.68	4.33
Unpaid Operator Labor	225.94	0.72	56.25	0.38
Interest Charge *	-	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$953.34</b>	<b>\$3.04</b>	<b>\$703.79</b>	<b>\$4.72</b>
<b>TOTAL EXPENSE</b>	<b>\$2,944.08</b>	<b>\$9.39</b>	<b>\$1,303.03</b>	<b>\$8.75</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$7,066.34</b>	<b>\$22.55</b>	<b>\$3,998.77</b>	<b>\$26.84</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$7,338.88</b>	<b>\$23.42</b>	<b>\$4,055.02</b>	<b>\$27.21</b>

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