

**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.

\*\*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.