

**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.

\*\*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.