

**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.

\*\*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.