

**SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**NONIRRIGATED DOUBLE-CROP SOYBEANS**

	1997-2001 Average	2002
Number of Farms	18	31
Crop Acres	350	398
Acres Owned	73	106
Acres Rented	277	292
Yield / Acre	19.4	20.6
Bushels	4,844	6,593
Operator Percentage	71.37%	80.49%
Gross Income / Acre	\$96.15	\$95.70
Variable Costs / Acre	\$66.60	\$70.90
Total Expense / Acre	\$99.74	\$102.81
Gross Income / Bushel	\$6.95	\$5.78
Total Expense / Bushel	\$7.21	\$6.21

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
<b>INCOME:</b>						
Soybeans (Operator's Share)	\$24,155.44	\$4.99	\$68.98	\$35,902.91	\$5.45	\$90.21
Patronage Refunds	175.62	0.04	0.50	40.66	0.01	0.10
Government Payments	7,540.31	1.56	21.53	1,594.35	0.24	4.01
Miscellaneous Income	84.59	0.02	0.24	20.00	0.00	0.05
Crop Insurance Proceeds	1,716.41	0.35	4.90	528.77	0.08	1.33
OTHER INCOME	\$9,516.93	\$1.96	\$27.18	\$2,183.78	\$0.33	\$5.49
<b>GROSS INCOME</b>	<b>\$33,672.37</b>	<b>\$6.95</b>	<b>\$96.15</b>	<b>\$38,086.69</b>	<b>\$5.78</b>	<b>\$95.70</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,863.76	\$0.38	\$5.32	\$3,097.94	\$0.47	\$7.78
General Machinery Repairs	3,022.52	0.62	8.63	3,227.75	0.49	8.11
Interest Paid	2,085.03	0.43	5.95	2,023.37	0.31	5.08
Seed / Other Crop Expense	3,262.15	0.67	9.32	5,717.59	0.87	14.37
Crop Insurance	628.13	0.13	1.79	463.40	0.07	1.16
Fertilizer / Lime	939.35	0.19	2.68	1,473.65	0.22	3.70
Machine Hire - Lease	1,017.31	0.21	2.90	1,346.18	0.20	3.38
Farm Org Fees / Travel / Publ	333.58	0.07	0.95	333.03	0.05	0.84
Gas / Fuel / Oil	1,797.40	0.37	5.13	1,784.67	0.27	4.48
Crop Storage & Marketing	307.59	0.06	0.88	202.00	0.03	0.51
Personal Property Tax	100.86	0.02	0.29	76.99	0.01	0.19
General Farm Insurance	590.94	0.12	1.69	741.98	0.11	1.86
Utilities	623.86	0.13	1.78	517.33	0.08	1.30
Cash Farm Rent	2,087.09	0.43	5.96	2,218.77	0.34	5.57
Herbicide / Insecticide	4,499.32	0.93	12.85	4,906.13	0.74	12.33
Conservation	1.64	0.00	0.00	15.00	0.00	0.04
Auto Expense	164.22	0.03	0.47	72.44	0.01	0.18
<b>TOTAL VARIABLE COSTS</b>	<b>\$23,324.74</b>	<b>\$4.81</b>	<b>\$66.60</b>	<b>\$28,218.22</b>	<b>\$4.28</b>	<b>\$70.90</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$10,347.63</b>	<b>\$2.14</b>	<b>\$29.55</b>	<b>\$9,868.47</b>	<b>\$1.50</b>	<b>\$24.80</b>
Depreciation	4,704.65	0.97	13.43	4,219.28	0.64	10.60
Real Estate Tax	301.70	0.06	0.86	453.31	0.07	1.14
Unpaid Operator Labor	3,532.93	0.73	10.09	3,311.19	0.50	8.32
Interest Charge *	893.54	0.18	2.55	1,019.89	0.15	2.56
<b>TOTAL FIXED COSTS</b>	<b>\$9,432.83</b>	<b>\$1.95</b>	<b>\$26.94</b>	<b>\$9,003.67</b>	<b>\$1.37</b>	<b>\$22.62</b>
Land Charge **	\$2,171.95	\$0.45	\$6.20	\$3,697.43	\$0.56	\$9.29
<b>TOTAL EXPENSE</b>	<b>\$34,929.52</b>	<b>\$7.21</b>	<b>\$99.74</b>	<b>\$40,919.32</b>	<b>\$6.21</b>	<b>\$102.81</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$1,257.15)</b>	<b>(\$0.26)</b>	<b>(\$3.59)</b>	<b>(\$2,832.63)</b>	<b>(\$0.43)</b>	<b>(\$7.12)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$4,139.54</b>	<b>\$0.85</b>	<b>\$11.82</b>	<b>\$3,576.50</b>	<b>\$0.54</b>	<b>\$8.99</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.