

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

	1997-2001 Average	2002
Number of Farms	65	63
Crop Acres	499	468
Acres Owned	106	106
Acres Rented	393	361
Yield / Acre	24.0	23.8
Bushels	9,500	9,051
Operator Percentage	79.24%	81.26%
Gross Income / Acre	\$141.15	\$119.59
Variable Costs / Acre	\$94.85	\$89.99
Total Expense / Acre	\$144.82	\$139.56
Gross Income / Bushel	\$7.41	\$6.18
Total Expense / Bushel	\$7.60	\$7.22

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Soybeans (Operator's Share)	\$48,993.16	\$5.16	\$98.26	\$49,217.46	\$5.44	\$105.17
Patronage Refunds	492.69	0.05	0.99	126.84	0.01	0.27
Government Payments	16,414.46	1.73	32.92	4,183.19	0.46	8.94
Miscellaneous Income	12.54	0.00	0.03	22.56	0.00	0.05
Crop Insurance Proceeds	4,464.55	0.47	8.95	2,416.63	0.27	5.16
OTHER INCOME	\$21,384.23	\$2.25	\$42.89	\$6,749.22	\$0.75	\$14.42
GROSS INCOME	\$70,377.38	\$7.41	\$141.15	\$55,966.68	\$6.18	\$119.59
EXPENSES:						
Labor Hired	\$2,468.37	\$0.26	\$4.95	\$2,607.67	\$0.29	\$5.57
General Machinery Repairs	6,509.82	0.69	13.06	5,666.28	0.63	12.11
Interest Paid	5,422.89	0.57	10.88	3,775.07	0.42	8.07
Seed / Other Crop Expense	7,286.90	0.77	14.61	7,874.95	0.87	16.83
Crop Insurance	1,524.55	0.16	3.06	1,517.32	0.17	3.24
Fertilizer / Lime	1,807.62	0.19	3.63	1,850.85	0.20	3.95
Machine Hire - Lease	2,541.45	0.27	5.10	2,122.14	0.23	4.53
Farm Org Fees / Travel / Publ	757.18	0.08	1.52	567.79	0.06	1.21
Gas / Fuel / Oil	3,350.05	0.35	6.72	2,957.06	0.33	6.32
Crop Storage & Marketing	536.63	0.06	1.08	312.77	0.03	0.67
Personal Property Tax	242.48	0.03	0.49	224.27	0.02	0.48
General Farm Insurance	1,177.08	0.12	2.36	1,088.93	0.12	2.33
Utilities	1,017.47	0.11	2.04	822.70	0.09	1.76
Cash Farm Rent	3,445.11	0.36	6.91	3,638.19	0.40	7.77
Herbicide / Insecticide	8,781.55	0.92	17.61	6,689.34	0.74	14.29
Conservation	44.91	0.00	0.09	44.81	0.00	0.10
Auto Expense	377.31	0.04	0.76	353.14	0.04	0.75
TOTAL VARIABLE COSTS	\$47,291.36	\$4.98	\$94.85	\$42,113.28	\$4.65	\$89.99
RETURN ABOVE VARIABLE COSTS	\$23,086.02	\$2.43	\$46.30	\$13,853.40	\$1.53	\$29.60
Depreciation	8,962.21	0.94	17.97	7,870.86	0.87	16.82
Real Estate Tax	819.34	0.09	1.64	1,087.13	0.12	2.32
Unpaid Operator Labor	10,180.20	1.07	20.42	8,133.95	0.90	17.38
Interest Charge *	307.18	0.03	0.62	1,270.40	0.14	2.71
TOTAL FIXED COSTS	\$20,268.92	\$2.13	\$40.65	\$18,362.34	\$2.03	\$39.24
Land Charge **	\$4,647.49	\$0.49	\$9.32	\$4,840.22	\$0.53	\$10.34
TOTAL EXPENSE	\$72,207.77	\$7.60	\$144.82	\$65,315.84	\$7.22	\$139.56
NET RETURN TO MANAGEMENT	(\$1,830.39)	(\$0.19)	(\$3.67)	(\$9,349.16)	(\$1.03)	(\$19.98)
NET RETURN TO LABOR-MGT	\$10,818.18	\$1.14	\$21.70	\$1,392.46	\$0.15	\$2.98

*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.