

**SOUTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2003**  
**NONIRRIGATED GRAIN SORGHUM**

	<i>1998-2002 Average</i>	<i>2003</i>
Number of Farms	69	48
Crop Acres	295	323
Acres Owned	67	77
Acres Rented	228	247
Yield / Acre	53	34
Bushels	12,200	8,513
Operator Percentage	77.88%	76.51%
Gross Income / Acre	\$116.58	\$115.49
Variable Costs / Acre	\$85.63	\$82.17
Total Expense / Acre	\$122.50	\$115.27
Gross Income / Bushel	\$2.82	\$4.38
Total Expense / Bushel	\$2.96	\$4.37

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Grain Sorghum (Operator's Share)	\$21,437.59	\$1.76	\$72.72	\$20,357.95	\$2.39	\$63.03
Patronage Refunds	\$440.09	0.04	1.49	\$59.28	0.01	0.18
Government Payments	\$9,857.51	0.81	33.44	\$7,720.04	0.91	23.90
Miscellaneous Income	\$561.69	0.05	1.91	\$838.70	0.10	2.60
Crop Insurance Proceeds	\$2,071.69	0.17	7.03	\$8,328.59	0.98	25.79
OTHER INCOME	\$12,930.96	\$1.06	\$43.86	\$16,946.61	\$1.99	\$52.47
<b>GROSS INCOME</b>	<b>\$34,368.56</b>	<b>\$2.82</b>	<b>\$116.58</b>	<b>\$37,304.56</b>	<b>\$4.38</b>	<b>\$115.49</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,608.48	\$0.13	\$5.46	\$1,754.44	\$0.21	\$5.43
General Machinery Repairs	\$3,645.87	0.30	12.37	\$3,087.24	0.36	9.56
Interest Paid	\$1,992.28	0.16	6.76	\$1,674.32	0.20	5.18
Seed / Other Crop Expense	\$1,456.95	0.12	4.94	\$2,117.60	0.25	6.56
Crop Insurance	\$934.38	0.08	3.17	\$1,469.67	0.17	4.55
Fertilizer / Lime	\$3,326.43	0.27	11.28	\$3,623.02	0.43	11.22
Machine Hire - Lease	\$2,817.33	0.23	9.56	\$1,912.52	0.22	5.92
Farm Org Fees / Travel / Publ	\$414.81	0.03	1.41	\$384.55	0.05	1.19
Gas / Fuel / Oil	\$1,925.88	0.16	6.53	\$2,256.09	0.27	6.98
Crop Storage & Marketing	\$289.97	0.02	0.98	\$197.35	0.02	0.61
Personal Property Tax	\$140.15	0.01	0.48	\$111.19	0.01	0.34
General Farm Insurance	\$590.35	0.05	2.00	\$614.23	0.07	1.90
Utilities	\$800.42	0.07	2.72	\$878.21	0.10	2.72
Cash Farm Rent	\$756.11	0.06	2.56	\$847.06	0.10	2.62
Herbicide / Insecticide	\$4,225.08	0.35	14.33	\$5,392.26	0.63	16.69
Conservation	\$22.81	0.00	0.08	\$27.27	0.00	0.08
Auto Expense	\$296.62	0.02	1.01	\$194.89	0.02	0.60
<b>TOTAL VARIABLE COSTS</b>	<b>\$25,243.90</b>	<b>\$2.07</b>	<b>\$85.63</b>	<b>\$26,541.91</b>	<b>\$3.12</b>	<b>\$82.17</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$9,124.66</b>	<b>\$0.75</b>	<b>\$30.95</b>	<b>\$10,762.65</b>	<b>\$1.26</b>	<b>\$33.32</b>
Depreciation	\$3,661.35	0.30	12.42	\$3,100.21	0.36	9.60
Real Estate Tax	\$473.43	0.04	1.61	\$424.35	0.05	1.31
Unpaid Operator Labor	\$3,740.48	0.31	12.69	\$4,265.63	0.50	13.21
Interest Charge *	\$693.99	0.06	2.35	\$910.26	0.11	2.82
<b>TOTAL FIXED COSTS</b>	<b>\$8,569.24</b>	<b>\$0.70</b>	<b>\$29.07</b>	<b>\$8,700.45</b>	<b>\$1.02</b>	<b>\$26.94</b>
Land Charge **	\$2,298.53	\$0.19	\$7.80	\$1,990.40	\$0.23	\$6.16
<b>TOTAL EXPENSE</b>	<b>\$36,111.67</b>	<b>\$2.96</b>	<b>\$122.50</b>	<b>\$37,232.76</b>	<b>\$4.37</b>	<b>\$115.27</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$1,743.11)</b>	<b>(\$0.14)</b>	<b>(\$5.91)</b>	<b>\$71.80</b>	<b>\$0.01</b>	<b>\$0.22</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$3,605.85</b>	<b>\$0.30</b>	<b>\$12.23</b>	<b>\$6,091.87</b>	<b>\$0.72</b>	<b>\$18.86</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.