

**SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2005**  
**NONIRRIGATED ALFALFA**

	2000-2004 Average	2005
Number of Farms	12	14
Crop Acres	147	128
Acres Owned	35	25
Acres Rented	112	103
Yield / Acre	3.28	3.70
Tons	409	401
Operator Percentage	84.85%	84.67%
Gross Income / Acre	\$234.20	\$251.33
Variable Costs / Acre	\$148.47	\$190.14
Total Expense / Acre	\$214.95	\$272.55
Gross Income / Ton	\$84.10	\$80.22
Total Expense / Ton	\$77.19	\$87.00

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
<b>INCOME:</b>						
Alfalfa (Operator's Share)	\$31,451.84	\$76.94	\$214.25	\$30,012.37	\$74.84	\$234.47
Patronage Refunds	\$114.62	0.28	0.78	\$219.09	0.55	1.71
Government Payments	\$2,682.45	6.56	18.27	\$1,930.27	4.81	15.08
Miscellaneous Income	\$131.85	0.32	0.90	\$8.48	0.02	0.07
OTHER INCOME	\$2,928.93	\$7.16	\$19.95	\$2,157.84	\$5.38	\$16.86
<b>GROSS INCOME</b>	<b>\$34,380.77</b>	<b>\$84.10</b>	<b>\$234.20</b>	<b>\$32,170.21</b>	<b>\$80.22</b>	<b>\$251.33</b>
<b>EXPENSES:</b>						
Labor Hired	\$2,044.93	\$5.00	\$13.93	\$2,222.11	\$5.54	\$17.36
General Machinery Repairs	\$2,847.80	6.97	19.40	\$3,118.83	7.78	24.37
Interest Paid	\$2,090.79	5.11	14.24	\$2,172.84	5.42	16.98
Seed / Other Crop Expense	\$1,945.83	4.76	13.25	\$1,747.06	4.36	13.65
Crop Insurance	\$297.03	0.73	2.02	\$0.00	-	-
Fertilizer / Lime	\$2,364.52	5.78	16.11	\$2,373.23	5.92	18.54
Machine Hire - Lease	\$3,209.38	7.85	21.86	\$4,398.57	10.97	34.36
Farm Org Fees / Travel / Publ	\$699.89	1.71	4.77	\$436.11	1.09	3.41
Gas / Fuel / Oil	\$1,073.55	2.63	7.31	\$2,240.32	5.59	17.50
Crop Storage & Marketing	\$176.22	0.43	1.20	\$23.12	0.06	0.18
Personal Property Tax	\$177.89	0.44	1.21	\$111.15	0.28	0.87
General Farm Insurance	\$543.48	1.33	3.70	\$462.36	1.15	3.61
Utilities	\$759.99	1.86	5.18	\$769.48	1.92	6.01
Cash Farm Rent	\$1,751.52	4.28	11.93	\$1,723.86	4.30	13.47
Herbicide / Insecticide	\$1,672.13	4.09	11.39	\$2,332.53	5.82	18.22
Conservation	\$42.02	0.10	0.29	\$77.61	0.19	0.61
Auto Expense	\$98.96	0.24	0.67	\$128.62	0.32	1.00
<b>TOTAL VARIABLE COSTS</b>	<b>\$21,795.92</b>	<b>\$53.32</b>	<b>\$148.47</b>	<b>\$24,337.80</b>	<b>\$60.69</b>	<b>\$190.14</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$12,584.84</b>	<b>\$30.78</b>	<b>\$85.73</b>	<b>\$7,832.41</b>	<b>\$19.53</b>	<b>\$61.19</b>
Depreciation	\$2,943.80	7.20	20.05	\$4,112.96	10.26	32.13
Real Estate Tax	\$377.21	0.92	2.57	\$427.22	1.07	3.34
Unpaid Operator Labor	\$3,009.99	7.36	20.50	\$3,375.00	8.42	26.37
Interest Charge *	\$219.52	0.54	1.50	\$473.20	1.18	3.70
<b>TOTAL FIXED COSTS</b>	<b>\$6,550.52</b>	<b>\$16.02</b>	<b>\$44.62</b>	<b>\$8,388.38</b>	<b>\$20.92</b>	<b>\$65.53</b>
Land Charge **	\$3,208.57	7.85	21.86	\$2,160.69	5.39	16.88
<b>TOTAL EXPENSE</b>	<b>\$31,555.01</b>	<b>\$77.19</b>	<b>\$214.95</b>	<b>\$34,886.87</b>	<b>\$87.00</b>	<b>\$272.55</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$2,825.75</b>	<b>\$6.91</b>	<b>\$19.25</b>	<b>(\$2,716.66)</b>	<b>(\$6.77)</b>	<b>(\$21.22)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$7,880.68</b>	<b>\$19.28</b>	<b>\$53.68</b>	<b>\$2,880.45</b>	<b>\$7.18</b>	<b>\$22.50</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.