

**SOUTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2005**  
**CONSERVATION RESERVE PROGRAM**

	2000-2004 Average	2005
Number of Farms	41	15
Crop Acres	444	553
Acres Owned	252	241
Acres Rented	193	312
Gross Income / Acre	\$29.45	\$30.65
Variable Costs / Acre	\$3.26	\$5.02
Total Expense / Acre	\$6.83	\$8.41

	Total Dollars	\$ / Acre	Total Dollars	\$ / Acre
<b>INCOME:</b>				
Patronage Refunds	12.20	\$0.03	-	\$0.00
Government Payments	13,043.57	29.38	16,951.31	30.65
Miscellaneous Income	18.59	0.04	-	-
OTHER INCOME	\$13,074.36	\$29.45	\$16,951.31	\$30.65
<b>GROSS INCOME</b>	<b>\$13,074.36</b>	<b>\$29.45</b>	<b>\$16,951.31</b>	<b>\$30.65</b>
<b>EXPENSES:</b>				
Labor Hired	10.68	\$0.02	71.01	\$0.13
General Machinery Repairs	64.89	0.15	73.17	0.13
Interest Paid	467.99	1.05	576.36	1.04
Seed / Other Crop Expense	412.71	0.93	638.39	1.15
Crop Insurance	1.07	0.00	-	-
Fertilizer / Lime	13.30	0.03	-	-
Machine Hire - Lease	91.72	0.21	223.72	0.40
Farm Org Fees / Travel / Publ	73.36	0.17	120.50	0.22
Gas / Fuel / Oil	57.02	0.13	547.36	0.99
Personal Property Tax	63.56	0.14	34.06	0.06
General Farm Insurance	65.54	0.15	173.86	0.31
Utilities	45.64	0.10	91.53	0.17
Cash Farm Rent	29.39	0.07	-	-
Herbicide / Insecticide	2.84	0.01	159.16	0.29
Conservation	5.51	0.01	9.60	0.02
Auto Expense	43.29	0.10	56.74	0.10
<b>TOTAL VARIABLE COSTS</b>	<b>\$1,448.49</b>	<b>\$3.26</b>	<b>\$2,775.46</b>	<b>\$5.02</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$11,625.86</b>	<b>\$26.18</b>	<b>\$14,175.85</b>	<b>\$25.63</b>
Depreciation	167.40	0.38	483.38	0.87
Real Estate Tax	906.23	2.04	1,120.85	2.03
Unpaid Operator Labor	508.58	1.15	270.00	0.49
Interest Charge *	-	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$1,582.21</b>	<b>\$3.56</b>	<b>\$1,874.23</b>	<b>\$3.39</b>
<b>TOTAL EXPENSE</b>	<b>\$3,030.70</b>	<b>\$6.83</b>	<b>\$4,649.69</b>	<b>\$8.41</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$10,043.66</b>	<b>\$22.62</b>	<b>\$12,301.62</b>	<b>\$22.25</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$10,562.91</b>	<b>\$23.79</b>	<b>\$12,642.63</b>	<b>\$22.86</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.