

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION  
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2006  
CONSERVATION RESERVE PROGRAM**

	2001-2005 Average	2006
Number of Farms	8	23
Crop Acres	214	315
Acres Owned	196	246
Acres Rented	18	69
Gross Income / Acre	\$28.71	\$32.40
Variable Costs / Acre	\$4.69	\$20.06
Total Expense / Acre	\$12.29	\$25.78

	Total Dollars	\$ / Acre	Total Dollars	\$ / Acre
<b>INCOME:</b>				
Patronage Refunds	18.93	\$0.09	47.99	\$0.15
Government Payments	6,110.30	28.58	10,032.60	31.85
Miscellaneous Income	9.37	0.04	124.21	0.39
OTHER INCOME	6,138.60	\$28.71	\$10,204.80	\$32.40
<b>GROSS INCOME</b>	<b>\$6,138.60</b>	<b>\$28.71</b>	<b>\$10,204.80</b>	<b>\$32.40</b>
<b>EXPENSES:</b>				
Labor Hired	23.00	\$0.11	42.87	\$0.14
General Machinery Repairs	110.45	0.52	212.98	0.68
Interest Paid	283.41	1.33	769.60	2.44
Seed / Other Crop Expense	95.65	0.45	2,394.91	7.60
Crop Insurance	0.00	0.00	0.00	
Fertilizer / Lime	2.29	0.01	0.00	0.00
Machine Hire - Lease	79.84	0.37	863.86	2.74
Farm Org Fees / Travel / Publ	97.61	0.46	147.25	0.47
Gas / Fuel / Oil	111.53	0.52	482.15	1.53
Crop Storage & Marketing	0.00	0.00	0.00	0.00
Personal Property Tax	3.43	0.02	32.08	0.10
General Farm Insurance	111.26	0.52	160.86	0.51
Utilities	33.13	0.15	68.13	0.22
Cash Farm Rent	0.00	0.00	703.23	2.23
Herbicide / Insecticide	11.41	0.05	0.00	0.00
Conservation	28.14	0.13	418.34	1.33
Auto Expense	10.58	0.05	23.11	0.07
<b>TOTAL VARIABLE COSTS</b>	<b>\$1,001.73</b>	<b>\$4.69</b>	<b>\$6,319.37</b>	<b>\$20.06</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$5,136.87</b>	<b>\$24.03</b>	<b>\$3,885.43</b>	<b>\$12.33</b>
Depreciation	560.38	2.62	324.19	1.03
Real Estate Tax	798.07	3.73	1,309.66	4.16
Unpaid Operator Labor	117.27	0.55	168.17	0.53
Interest Charge *	150.24	0.70	0.00	0.00
<b>TOTAL FIXED COSTS</b>	<b>\$1,625.95</b>	<b>\$7.60</b>	<b>\$1,802.02</b>	<b>\$5.72</b>
<b>TOTAL EXPENSE</b>	<b>\$2,627.67</b>	<b>\$12.29</b>	<b>\$8,121.39</b>	<b>\$25.78</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$3,510.92</b>	<b>\$16.42</b>	<b>\$2,083.41</b>	<b>\$6.61</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$3,651.20</b>	<b>\$17.08</b>	<b>\$2,294.45</b>	<b>\$7.28</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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.