

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION  
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009  
IRRIGATED CORN**

	2004-2008 Average	2009
Number of Farms	54	63
Crop Acres	543	592
Acres Owned	159	198
Acres Rented	384	394
Yield / Acre	193	192
Bushels (Operator's Share)	91,156	101,151
Operator Percentage	87.10%	88.82%
Gross Income / Acre	\$573.79	\$667.88
Variable Costs / Acre	\$410.18	\$475.02
Total Expense / Acre	\$519.63	\$602.88
Gross Income / Bushel	\$3.42	\$3.91
Total Expense / Bushel	\$3.10	\$3.53

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
<b>INCOME:</b>						
Corn (Operator's Share)	\$284,016.23	\$3.12	\$522.67	\$372,730.24	\$3.68	\$629.61
Patronage Refunds	\$2,205.16	\$0.02	\$4.06	\$10,763.34	\$0.11	\$18.18
Government Payments	25,495.85	0.28	46.92	14,096.82	0.14	23.81
Miscellaneous Income	441.90	0.00	0.81	2,001.70	0.02	3.38
Crop Insurance Proceeds	4,889.81	0.05	9.00	9,508.74	0.09	16.06
Crop Futures	(5,252.24)	(0.06)	(9.67)	(13,718.54)	(0.14)	(23.17)
OTHER INCOME	\$27,780.49	\$0.30	\$51.12	\$22,652.06	\$0.22	\$38.26
<b>GROSS INCOME</b>	<b>\$311,796.72</b>	<b>\$3.42</b>	<b>\$573.79</b>	<b>\$395,382.30</b>	<b>\$3.91</b>	<b>\$667.88</b>
<b>EXPENSES:</b>						
Labor Hired	\$7,082.44	\$0.08	\$13.03	\$10,658.59	\$0.11	\$18.00
General Machinery Repairs	11,138.29	0.12	20.50	15,811.53	0.16	26.71
Irrigation Equipment Repairs	5,217.87	0.06	9.60	6,842.10	0.07	11.56
Interest Paid	15,417.30	0.17	28.37	15,691.65	0.16	26.51
Seed / Other Crop Expense	29,434.77	0.32	54.17	46,048.03	0.46	77.78
Crop Insurance	9,954.68	0.11	18.32	15,520.75	0.15	26.22
Fertilizer / Lime	38,380.96	0.42	70.63	64,098.53	0.63	108.27
Machine Hire - Lease	9,080.04	0.10	16.71	8,470.02	0.08	14.31
Farm Org Fees / Travel / Publ	1,723.50	0.02	3.17	2,124.73	0.02	3.59
Gas / Fuel / Oil	11,572.25	0.13	21.30	10,314.82	0.10	17.42
Irrigation Fuel - Pumping	42,548.58	0.47	78.30	30,174.48	0.30	50.97
Crop Storage & Marketing	1,446.34	0.02	2.66	1,333.03	0.01	2.25
Personal Property Tax	416.06	0.00	0.77	830.98	0.01	1.40
General Farm Insurance	3,741.90	0.04	6.89	4,732.44	0.05	7.99
Utilities	1,468.68	0.02	2.70	1,820.28	0.02	3.07
Cash Farm Rent	12,081.33	0.13	22.23	16,085.32	0.16	27.17
Herbicide / Insecticide	21,348.78	0.23	39.29	29,648.00	0.29	50.08
Conservation	111.29	0.00	0.20	79.19	0.00	0.13
Auto Expense	724.07	0.01	1.33	927.50	0.01	1.57
<b>TOTAL VARIABLE COSTS</b>	<b>\$222,889.13</b>	<b>\$2.45</b>	<b>\$410.18</b>	<b>\$281,211.97</b>	<b>\$2.78</b>	<b>\$475.02</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$88,907.59</b>	<b>\$0.98</b>	<b>\$163.61</b>	<b>\$114,170.33</b>	<b>\$1.13</b>	<b>\$192.86</b>
Depreciation	\$16,945.39	\$0.19	\$31.18	\$23,728.44	\$0.23	\$40.08
Real Estate Tax	1,657.79	0.02	3.05	1,517.08	0.01	2.56
Unpaid Operator Labor	9,388.17	0.10	17.28	14,930.03	0.15	25.22
Interest Charge *	2,639.79	0.03	4.86	7,832.67	0.08	13.23
<b>TOTAL FIXED COSTS</b>	<b>\$30,631.15</b>	<b>\$0.34</b>	<b>\$56.37</b>	<b>\$48,008.22</b>	<b>\$0.47</b>	<b>\$81.09</b>
Land Charge **	\$28,846.54	\$0.32	\$53.09	\$27,685.10	\$0.27	\$46.77
<b>TOTAL EXPENSE</b>	<b>\$282,366.82</b>	<b>\$3.10</b>	<b>\$519.63</b>	<b>\$356,905.29</b>	<b>\$3.53</b>	<b>\$602.88</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$29,429.89</b>	<b>\$0.32</b>	<b>\$54.16</b>	<b>\$38,477.01</b>	<b>\$0.38</b>	<b>\$64.99</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$45,900.50</b>	<b>\$0.50</b>	<b>\$84.47</b>	<b>\$64,065.63</b>	<b>\$0.63</b>	<b>\$108.22</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs minus interest paid) 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 20%). 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.