

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

	2004-2008 Average	2009
Number of Farms	15	7
Crop Acres	206	864
Acres Owned	64	114
Acres Rented	141	750
Yield / Acre	191	206
Bushels (Operator's Share)	32,082	125,099
Operator Percentage	81.56%	70.34%
Gross Income / Acre	\$570.27	\$620.49
Variable Costs / Acre	\$361.20	\$430.73
Total Expense / Acre	\$487.17	\$499.79
Gross Income / Bushel	\$3.65	\$4.29
Total Expense / Bushel	\$3.12	\$3.45

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
<b>INCOME:</b>						
Corn (Operator's Share)	\$103,019.49	\$3.21	\$501.07	\$476,508.82	\$3.81	\$551.51
Patronage Refunds	\$446.22	\$0.01	\$2.17	\$2,962.69	\$0.02	\$3.43
Government Payments	9,707.27	0.30	47.21	6,105.82	0.05	7.07
Miscellaneous Income	1,345.60	0.04	6.54	2,161.24	0.02	2.50
Crop Insurance Proceeds	1,619.02	0.05	7.87	48,365.10	0.39	55.98
Crop Futures	1,110.80	0.03	5.40	0.00	0.00	0.00
OTHER INCOME	\$14,228.91	\$0.44	\$69.21	\$59,594.85	\$0.48	\$68.98
<b>GROSS INCOME</b>	<b>\$117,248.39</b>	<b>\$3.65</b>	<b>\$570.27</b>	<b>\$536,103.67</b>	<b>\$4.29</b>	<b>\$620.49</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,956.68	\$0.06	\$9.52	\$56,454.73	\$0.45	\$65.34
General Machinery Repairs	3,554.29	0.11	17.29	9,650.67	0.08	11.17
Irrigation Equipment Repairs	2,483.11	0.08	12.08	13,332.92	0.11	15.43
Interest Paid	2,989.91	0.09	14.54	17,825.19	0.14	20.63
Seed / Other Crop Expense	12,097.39	0.38	58.84	68,803.90	0.55	79.63
Crop Insurance	3,214.13	0.10	15.63	9,544.57	0.08	11.05
Fertilizer / Lime	12,696.07	0.40	61.75	52,172.42	0.42	60.38
Machine Hire - Lease	4,113.82	0.13	20.01	5,106.69	0.04	5.91
Farm Org Fees / Travel / Publ	561.96	0.02	2.73	2,676.20	0.02	3.10
Gas / Fuel / Oil	4,884.63	0.15	23.76	15,881.79	0.13	18.38
Irrigation Fuel - Pumping	11,100.12	0.35	53.99	60,331.05	0.48	69.83
Crop Storage & Marketing	198.33	0.01	0.96	1,484.89	0.01	1.72
Personal Property Tax	139.52	0.00	0.68	799.24	0.01	0.93
General Farm Insurance	1,151.78	0.04	5.60	3,225.46	0.03	3.73
Utilities	1,452.94	0.05	7.07	4,465.12	0.04	5.17
Cash Farm Rent	670.11	0.02	3.26	0.00	0.00	0.00
Herbicide / Insecticide	10,573.82	0.33	51.43	50,188.93	0.40	58.09
Conservation	10.90	0.00	0.05	50.76	0.00	0.06
Auto Expense	413.35	0.01	2.01	152.51	0.00	0.18
<b>TOTAL VARIABLE COSTS</b>	<b>\$74,262.84</b>	<b>\$2.31</b>	<b>\$361.20</b>	<b>\$372,147.04</b>	<b>\$2.97</b>	<b>\$430.73</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$42,985.55</b>	<b>\$1.34</b>	<b>\$209.07</b>	<b>\$163,956.63</b>	<b>\$1.31</b>	<b>\$189.76</b>
Depreciation	\$4,145.18	\$0.13	\$20.16	\$20,062.37	\$0.16	\$23.22
Real Estate Tax	738.21	0.02	3.59	\$1,109.93	0.01	1.28
Unpaid Operator Labor	6,568.64	0.20	31.95	\$16,385.19	0.13	18.96
Interest Charge *	2,657.87	0.08	12.93	\$9,854.08	0.08	11.41
<b>TOTAL FIXED COSTS</b>	<b>\$14,109.90</b>	<b>\$0.44</b>	<b>\$68.63</b>	<b>\$47,411.57</b>	<b>\$0.38</b>	<b>\$54.87</b>
Land Charge **	\$11,790.16	\$0.37	\$57.35	\$12,256.17	\$0.10	\$14.19
<b>TOTAL EXPENSE</b>	<b>\$100,162.90</b>	<b>\$3.12</b>	<b>\$487.17</b>	<b>\$431,814.78</b>	<b>\$3.45</b>	<b>\$499.79</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$17,085.49</b>	<b>\$0.53</b>	<b>\$83.10</b>	<b>\$104,288.89</b>	<b>\$0.83</b>	<b>\$120.70</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$25,610.81</b>	<b>\$0.80</b>	<b>\$124.57</b>	<b>\$177,128.81</b>	<b>\$1.42</b>	<b>\$205.01</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.