

**KANSAS FARM MANAGEMENT ASSOCIATION  
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009  
IRRIGATED GRAIN SORGHUM: STATE AVERAGES**

	2004-2008 Average			2009		
Number of Farms	17			14		
Crop Acres	96			110		
Acres Owned	33			54		
Acres Rented	63			56		
Yield / Acre	100			103		
Bushels (Operator's Share)	7,698			9,985		
Operator Percentage	80.65%			88.41%		
Gross Income / Acre	\$271.63			\$325.65		
Variable Costs / Acre	\$229.55			\$274.46		
Total Expense / Acre	\$315.48			\$365.59		
Gross Income / Bushel	\$3.38			\$3.59		
Total Expense / Bushel	\$3.93			\$4.03		
	<b>Total Dollars</b>	<b>\$/Bushel</b>	<b>\$/Acre</b>	<b>Total Dollars</b>	<b>\$/Bushel</b>	<b>\$/Acre</b>
<b>INCOME:</b>						
Grain Sorghum (Operator's Share)	\$21,978.78	\$2.86	\$229.42	\$31,539.03	\$3.16	\$286.72
Patronage Refunds	\$168.67	\$0.02	\$1.76	\$641.71	\$0.06	\$5.83
Government Payments	3,120.41	0.41	32.57	2,476.40	0.25	22.51
Miscellaneous Income	302.48	0.04	3.16	315.15	0.03	2.87
Crop Insurance Proceeds	451.79	0.06	4.72	849.53	0.09	7.72
Crop Futures	0.00	0.00	0.00	0.00	0.00	0.00
OTHER INCOME	\$4,043.35	\$0.53	\$42.21	\$4,282.79	\$0.43	\$38.93
<b>GROSS INCOME</b>	<b>\$26,022.13</b>	<b>\$3.38</b>	<b>\$271.63</b>	<b>\$35,821.82</b>	<b>\$3.59</b>	<b>\$325.65</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,205.96	\$0.16	\$12.59	\$2,948.32	\$0.30	\$26.80
General Machinery Repairs	1,799.29	0.23	18.78	1,743.40	0.17	15.85
Irrigation Equipment Repairs	965.73	0.13	10.08	1,026.77	0.10	9.33
Interest Paid	1,034.56	0.13	10.80	1,611.58	0.16	14.65
Seed / Other Crop Expense	1,706.28	0.22	17.81	1,598.66	0.16	14.53
Crop Insurance	879.71	0.11	9.18	1,592.55	0.16	14.48
Fertilizer / Lime	3,635.01	0.47	37.94	6,144.95	0.62	55.86
Machine Hire - Lease	1,132.00	0.15	11.82	1,658.64	0.17	15.08
Farm Org Fees / Travel / Publ	209.89	0.03	2.19	258.49	0.03	2.35
Gas / Fuel / Oil	1,737.18	0.23	18.13	1,807.15	0.18	16.43
Irrigation Fuel - Pumping	3,199.78	0.42	33.40	4,570.25	0.46	41.55
Crop Storage & Marketing	50.43	0.01	0.53	133.31	0.01	1.21
Personal Property Tax	66.53	0.01	0.69	101.87	0.01	0.93
General Farm Insurance	368.12	0.05	3.84	370.47	0.04	3.37
Utilities	315.24	0.04	3.29	158.72	0.02	1.44
Cash Farm Rent	635.45	0.08	6.63	671.86	0.07	6.11
Herbicide / Insecticide	2,928.63	0.38	30.57	3,724.89	0.37	33.86
Conservation	5.03	0.00	0.05	1.42	0.00	0.01
Auto Expense	116.18	0.02	1.21	66.93	0.01	0.61
<b>TOTAL VARIABLE COSTS</b>	<b>\$21,990.99</b>	<b>\$2.86</b>	<b>\$229.55</b>	<b>\$30,190.23</b>	<b>\$3.02</b>	<b>\$274.46</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$4,031.14</b>	<b>\$0.52</b>	<b>\$42.08</b>	<b>\$5,631.59</b>	<b>\$0.56</b>	<b>\$51.20</b>
Depreciation	\$1,583.54	\$0.21	\$16.53	\$2,383.77	\$0.24	\$21.67
Real Estate Tax	341.50	0.04	3.56	517.70	0.05	4.71
Unpaid Operator Labor	2,220.36	0.29	23.18	2,765.23	0.28	25.14
Interest Charge *	731.09	0.09	7.63	865.95	0.09	7.87
<b>TOTAL FIXED COSTS</b>	<b>\$4,876.50</b>	<b>\$0.63</b>	<b>\$50.90</b>	<b>\$6,532.65</b>	<b>\$0.65</b>	<b>\$59.39</b>
Land Charge **	\$3,355.39	\$0.44	\$35.02	\$3,491.91	\$0.35	\$31.74
<b>TOTAL EXPENSE</b>	<b>\$30,222.88</b>	<b>\$3.93</b>	<b>\$315.48</b>	<b>\$40,214.79</b>	<b>\$4.03</b>	<b>\$365.59</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$4,200.75)</b>	<b>(\$0.55)</b>	<b>(\$43.85)</b>	<b>(\$4,392.97)</b>	<b>(\$0.44)</b>	<b>(\$39.94)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>(\$774.42)</b>	<b>(\$0.10)</b>	<b>(\$8.08)</b>	<b>\$1,320.58</b>	<b>\$0.13</b>	<b>\$12.01</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.