

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

	2004-2008 Average	2009
Number of Farms	39	40
Crop Acres	212	203
Acres Owned	53	55
Acres Rented	159	147
Yield / Acre	55.5	62.1
Bushels (Operator's Share)	9,054	9,857
Operator Percentage	76.85%	78.23%
Gross Income / Acre	\$363.47	\$486.52
Variable Costs / Acre	\$231.89	\$278.41
Total Expense / Acre	\$318.85	\$377.03
Gross Income / Bushel	\$8.52	\$10.02
Total Expense / Bushel	\$7.47	\$7.76

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$66,911.16	\$7.39	\$315.32	\$90,036.80	\$9.13	\$443.53
Patronage Refunds	\$415.72	\$0.05	\$1.96	\$1,235.01	\$0.13	\$6.08
Government Payments	5,660.45	0.63	26.68	3,031.85	0.31	14.94
Miscellaneous Income	2,024.16	0.22	9.54	3,030.09	0.31	14.93
Crop Insurance Proceeds	2,597.78	0.29	12.24	935.48	0.09	4.61
Crop Futures	(481.72)	(0.05)	(2.27)	494.57	0.05	2.44
OTHER INCOME	\$10,216.39	\$1.13	\$48.15	\$8,727.00	\$0.89	\$42.99
<b>GROSS INCOME</b>	<b>\$77,127.55</b>	<b>\$8.52</b>	<b>\$363.47</b>	<b>\$98,763.80</b>	<b>\$10.02</b>	<b>\$486.52</b>
<b>EXPENSES:</b>						
Labor Hired	\$2,213.71	\$0.24	\$10.43	\$3,791.87	\$0.38	\$18.68
General Machinery Repairs	3,566.99	0.39	16.81	4,351.31	0.44	21.44
Irrigation Equipment Repairs	1,220.91	0.13	5.75	1,402.77	0.14	6.91
Interest Paid	3,321.89	0.37	15.65	2,840.88	0.29	13.99
Seed / Other Crop Expense	7,440.13	0.82	35.06	10,320.70	1.05	50.84
Crop Insurance	2,606.34	0.29	12.28	3,698.15	0.38	18.22
Fertilizer / Lime	5,169.33	0.57	24.36	6,873.16	0.70	33.86
Machine Hire - Lease	1,899.36	0.21	8.95	1,658.72	0.17	8.17
Farm Org Fees / Travel / Publ	774.54	0.09	3.65	488.78	0.05	2.41
Gas / Fuel / Oil	3,895.79	0.43	18.36	4,195.54	0.43	20.67
Irrigation Fuel - Pumping	6,521.76	0.72	30.73	5,471.87	0.56	26.96
Crop Storage & Marketing	130.94	0.01	0.62	106.31	0.01	0.52
Personal Property Tax	186.34	0.02	0.88	201.38	0.02	0.99
General Farm Insurance	1,049.54	0.12	4.95	1,167.20	0.12	5.75
Utilities	616.07	0.07	2.90	436.27	0.04	2.15
Cash Farm Rent	3,095.12	0.34	14.59	3,076.72	0.31	15.16
Herbicide / Insecticide	5,285.00	0.58	24.91	6,336.04	0.64	31.21
Conservation	24.69	0.00	0.12	19.91	0.00	0.10
Auto Expense	187.95	0.02	0.89	79.87	0.01	0.39
<b>TOTAL VARIABLE COSTS</b>	<b>\$49,206.39</b>	<b>\$5.43</b>	<b>\$231.89</b>	<b>\$56,517.45</b>	<b>\$5.73</b>	<b>\$278.41</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$27,921.16</b>	<b>\$3.08</b>	<b>\$131.58</b>	<b>\$42,246.35</b>	<b>\$4.29</b>	<b>\$208.11</b>
Depreciation	\$5,663.35	\$0.63	\$26.69	\$6,278.84	\$0.64	\$30.93
Real Estate Tax	568.03	0.06	2.68	679.60	0.07	3.35
Unpaid Operator Labor	4,547.40	0.50	21.43	4,758.87	0.48	23.44
Interest Charge *	1,281.31	0.14	6.04	2,388.94	0.24	11.77
<b>TOTAL FIXED COSTS</b>	<b>\$12,060.09</b>	<b>\$1.33</b>	<b>\$56.83</b>	<b>\$14,106.25</b>	<b>\$1.43</b>	<b>\$69.49</b>
Land Charge **	\$6,394.33	\$0.71	\$30.13	\$5,913.38	\$0.60	\$29.13
<b>TOTAL EXPENSE</b>	<b>\$67,660.80</b>	<b>\$7.47</b>	<b>\$318.85</b>	<b>\$76,537.08</b>	<b>\$7.76</b>	<b>\$377.03</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$9,466.75</b>	<b>\$1.05</b>	<b>\$44.61</b>	<b>\$22,226.72</b>	<b>\$2.25</b>	<b>\$109.49</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$16,227.85</b>	<b>\$1.79</b>	<b>\$76.47</b>	<b>\$30,777.46</b>	<b>\$3.12</b>	<b>\$151.61</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.