

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

	2004-2008 Average	2009
Number of Farms	44	38
Crop Acres	238	218
Acres Owned	86	86
Acres Rented	152	132
Yield / Acre	48	54
Bushels (Operator's Share)	10,020	9,886
Operator Percentage	86.84%	83.98%
Gross Income / Acre	\$259.42	\$285.60
Variable Costs / Acre	\$182.07	\$236.31
Total Expense / Acre	\$252.24	\$309.96
Gross Income / Bushel	\$6.17	\$6.30
Total Expense / Bushel	\$6.00	\$6.83

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$50,717.49	\$5.06	\$212.92	\$50,035.31	\$5.06	\$229.52
Patronage Refunds	\$453.50	\$0.05	\$1.90	\$1,750.65	\$0.18	\$8.03
Government Payments	7,670.83	0.77	32.20	4,523.23	0.46	20.75
Miscellaneous Income	581.71	0.06	2.44	661.00	0.07	3.03
Crop Insurance Proceeds	2,455.86	0.25	10.31	5,905.99	0.60	27.09
Crop Futures	(85.64)	(0.01)	(0.36)	(614.83)	(0.06)	(2.82)
OTHER INCOME	\$11,076.25	\$1.11	\$46.50	\$12,226.04	\$1.24	\$56.08
<b>GROSS INCOME</b>	<b>\$61,793.74</b>	<b>\$6.17</b>	<b>\$259.42</b>	<b>\$62,261.35</b>	<b>\$6.30</b>	<b>\$285.60</b>
<b>EXPENSES:</b>						
Labor Hired	\$2,544.91	\$0.25	\$10.68	\$5,280.66	\$0.53	\$24.22
General Machinery Repairs	3,614.22	0.36	15.17	3,732.26	0.38	17.12
Irrigation Equipment Repairs	1,877.95	0.19	7.88	2,404.55	0.24	11.03
Interest Paid	3,080.24	0.31	12.93	2,576.94	0.26	11.82
Seed / Other Crop Expense	2,547.36	0.25	10.69	3,514.49	0.36	16.12
Crop Insurance	2,100.80	0.21	8.82	4,116.03	0.42	18.88
Fertilizer / Lime	6,557.43	0.65	27.53	9,739.78	0.99	44.68
Machine Hire - Lease	2,176.53	0.22	9.14	2,856.10	0.29	13.10
Farm Org Fees / Travel / Publ	444.75	0.04	1.87	418.65	0.04	1.92
Gas / Fuel / Oil	4,001.96	0.40	16.80	3,131.90	0.32	14.37
Irrigation Fuel - Pumping	7,488.96	0.75	31.44	5,042.24	0.51	23.13
Crop Storage & Marketing	167.19	0.02	0.70	663.17	0.07	3.04
Personal Property Tax	99.27	0.01	0.42	120.13	0.01	0.55
General Farm Insurance	894.76	0.09	3.76	803.88	0.08	3.69
Utilities	454.07	0.05	1.91	266.36	0.03	1.22
Cash Farm Rent	2,756.16	0.28	11.57	4,037.51	0.41	18.52
Herbicide / Insecticide	2,374.02	0.24	9.97	2,650.42	0.27	12.16
Conservation	35.33	0.00	0.15	6.37	0.00	0.03
Auto Expense	152.20	0.02	0.64	153.06	0.02	0.70
<b>TOTAL VARIABLE COSTS</b>	<b>\$43,368.10</b>	<b>\$4.33</b>	<b>\$182.07</b>	<b>\$51,514.50</b>	<b>\$5.21</b>	<b>\$236.31</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$18,425.64</b>	<b>\$1.84</b>	<b>\$77.35</b>	<b>\$10,746.85</b>	<b>\$1.09</b>	<b>\$49.30</b>
Depreciation	\$5,342.54	\$0.53	\$22.43	\$5,220.85	\$0.53	\$23.95
Real Estate Tax	760.63	0.08	3.19	642.47	0.06	2.95
Unpaid Operator Labor	3,522.12	0.35	14.79	4,150.60	0.42	19.04
Interest Charge *	1,123.25	0.11	4.72	2,029.99	0.21	9.31
<b>TOTAL FIXED COSTS</b>	<b>\$10,748.54</b>	<b>\$1.07</b>	<b>\$45.12</b>	<b>\$12,043.91</b>	<b>\$1.22</b>	<b>\$55.25</b>
Land Charge **	\$5,967.22	\$0.60	\$25.05	\$4,011.84	\$0.41	\$18.40
<b>TOTAL EXPENSE</b>	<b>\$60,083.86</b>	<b>\$6.00</b>	<b>\$252.24</b>	<b>\$67,570.25</b>	<b>\$6.83</b>	<b>\$309.96</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$1,709.88</b>	<b>\$0.17</b>	<b>\$7.18</b>	<b>(\$5,308.90)</b>	<b>(\$0.54)</b>	<b>(\$24.35)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$7,776.91</b>	<b>\$0.78</b>	<b>\$32.65</b>	<b>\$4,122.36</b>	<b>\$0.42</b>	<b>\$18.91</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.