

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
NONIRRIGATED BROME HAY

	2004-2008 Average	2009
Number of Farms	33	37
Crop Acres	83	76
Acres Owned	29	29
Acres Rented	54	48
Yield / Acre	1.77	1.76
Tons (Operator's Share)	137	126
Operator Percentage	93.02%	94.20%
Gross Income / Acre	\$94.30	\$94.48
Variable Costs / Acre	\$77.53	\$78.69
Total Expense / Acre	\$122.77	\$129.23
Gross Income / Ton	\$57.40	\$56.99
Total Expense / Ton	\$74.74	\$77.95

	Total Dollars	\$/Ton	\$/Acre	Total Dollars	\$/Ton	\$/Acre
INCOME:						
Brome Hay (Operator's Share)	\$7,495.97	\$54.72	\$89.88	\$6,932.38	\$55.02	\$91.22
Patronage Refunds	\$5.27	\$0.04	\$0.06	\$33.66	\$0.27	\$0.44
Miscellaneous Income	363.08	2.65	4.35	214.08	1.70	2.82
OTHER INCOME	\$368.35	\$2.69	\$4.42	\$247.74	\$1.97	\$3.26
GROSS INCOME	\$7,864.32	\$57.40	\$94.30	\$7,180.12	\$56.99	\$94.48
EXPENSES:						
Labor Hired	\$267.62	\$1.95	\$3.21	\$197.32	\$1.57	\$2.60
General Machinery Repairs	848.00	6.19	10.17	1,019.73	8.09	13.42
Interest Paid	637.35	4.65	7.64	510.80	4.05	6.72
Seed / Other Crop Expense	37.15	0.27	0.45	23.50	0.19	0.31
Fertilizer / Lime	2,630.09	19.20	31.54	2,360.88	18.74	31.06
Machine Hire - Lease	234.01	1.71	2.81	321.18	2.55	4.23
Farm Org Fees / Travel / Publ	105.55	0.77	1.27	76.74	0.61	1.01
Gas / Fuel / Oil	678.99	4.96	8.14	500.43	3.97	6.58
Crop Storage & Marketing	9.74	0.07	0.12	0.00	0.00	0.00
Personal Property Tax	32.46	0.24	0.39	51.67	0.41	0.68
General Farm Insurance	184.77	1.35	2.22	154.81	1.23	2.04
Utilities	172.09	1.26	2.06	83.23	0.66	1.10
Cash Farm Rent	462.35	3.37	5.54	614.05	4.87	8.08
Herbicide / Insecticide	65.14	0.48	0.78	1.54	0.01	0.02
Conservation	9.90	0.07	0.12	11.99	0.10	0.16
Auto Expense	90.82	0.66	1.09	52.80	0.42	0.69
TOTAL VARIABLE COSTS	\$6,466.05	\$47.20	\$77.53	\$5,980.67	\$47.47	\$78.69
RETURN ABOVE VARIABLE COSTS	\$1,398.27	\$10.21	\$16.77	\$1,199.45	\$9.52	\$15.78
Depreciation	\$933.73	\$6.82	\$11.20	\$846.32	\$6.72	\$11.14
Real Estate Tax	201.77	1.47	2.42	157.76	1.25	2.08
Unpaid Operator Labor	1,672.81	12.21	20.06	2,032.66	16.13	26.75
Interest Charge *	83.13	0.61	1.00	88.21	0.70	1.16
TOTAL FIXED COSTS	\$2,891.44	\$21.11	\$34.67	\$3,124.95	\$24.80	\$41.12
Land Charge **	\$881.22	\$6.43	\$10.57	\$716.10	\$5.68	\$9.42
TOTAL EXPENSE	\$10,238.71	\$74.74	\$122.77	\$9,821.72	\$77.95	\$129.23
NET RETURN TO MANAGEMENT	(\$2,374.40)	(\$17.33)	(\$28.47)	(\$2,641.60)	(\$20.97)	(\$34.76)
NET RETURN TO LABOR-MGT	(\$433.97)	(\$3.17)	(\$5.20)	(\$411.62)	(\$3.27)	(\$5.42)

*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 25%). 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.