

**NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
NONIRRIGATED CORN SILAGE**

	2004-2008 Average			2009		
Number of Farms		9			7	
Crop Acres		67			67	
Acres Owned		32			50	
Acres Rented		35			17	
Yield / Acre		13.9			15.4	
Tons (Operator's Share)		848			1,028	
Operator Percentage		91.02%			99.96%	
Gross Income / Acre		\$340.70			\$441.18	
Variable Costs / Acre		\$223.72			\$322.24	
Total Expense / Acre		\$326.86			\$477.99	
Gross Income / Ton		\$26.99			\$28.75	
Total Expense / Ton		\$25.89			\$31.15	

	Total Dollars	\$/Ton	\$/Acre	Total Dollars	\$/Ton	\$/Acre
INCOME:						
Silage (Operator's Share)	\$21,271.00	\$25.07	\$316.53	\$28,649.80	\$27.87	\$427.61
Patronage Refunds	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Government Payments	1,477.05	1.74	21.98	909.22	0.88	13.57
Miscellaneous Income	0.00	0.00	0.00	0.00	0.00	0.00
Crop Insurance Proceeds	146.79	0.17	2.18	0.00	0.00	0.00
OTHER INCOME	\$1,623.84	\$1.91	\$24.16	\$909.22	\$0.88	\$13.57
GROSS INCOME	\$22,894.84	\$26.99	\$340.70	\$29,559.02	\$28.75	\$441.18
EXPENSES:						
Labor Hired	\$785.91	\$0.93	\$11.70	\$837.85	\$0.82	\$12.51
General Machinery Repairs	1,114.28	1.31	16.58	1,907.25	1.86	28.47
Interest Paid	739.14	0.87	11.00	549.81	0.53	8.21
Seed / Other Crop Expense	2,247.76	2.65	33.45	3,464.10	3.37	51.70
Crop Insurance	456.98	0.54	6.80	1,106.32	1.08	16.51
Fertilizer / Lime	2,554.03	3.01	38.01	4,082.59	3.97	60.93
Machine Hire - Lease	2,892.86	3.41	43.05	5,139.52	5.00	76.71
Farm Org Fees / Travel / Publ	98.60	0.12	1.47	99.99	0.10	1.49
Gas / Fuel / Oil	1,071.35	1.26	15.94	959.33	0.93	14.32
Crop Storage & Marketing	0.00	0.00	0.00	0.00	0.00	0.00
Personal Property Tax	26.27	0.03	0.39	97.55	0.09	1.46
General Farm Insurance	211.39	0.25	3.15	266.72	0.26	3.98
Utilities	181.14	0.21	2.70	120.59	0.12	1.80
Cash Farm Rent	904.35	1.07	13.46	868.67	0.85	12.97
Herbicide / Insecticide	1,668.62	1.97	24.83	2,005.14	1.95	29.93
Conservation	0.00	0.00	0.00	1.66	0.00	0.02
Auto Expense	81.11	0.10	1.21	82.99	0.08	1.24
TOTAL VARIABLE COSTS	\$15,033.81	\$17.72	\$223.72	\$21,590.08	\$21.00	\$322.24
RETURN ABOVE VARIABLE COSTS	\$7,861.03	\$9.27	\$116.98	\$7,968.94	\$7.75	\$118.94
Depreciation	\$1,140.18	\$1.34	\$16.97	\$1,606.28	\$1.56	\$23.97
Real Estate Tax	204.51	0.24	3.04	195.78	0.19	2.92
Unpaid Operator Labor	1,587.05	1.87	23.62	2,303.57	2.24	34.38
Interest Charge *	488.68	0.58	7.27	1,226.62	1.19	18.31
TOTAL FIXED COSTS	\$3,420.42	\$4.03	\$50.90	\$5,332.25	\$5.19	\$79.59
Land Charge **	\$3,510.57	\$4.14	\$52.24	\$5,102.69	\$4.96	\$76.16
TOTAL EXPENSE	\$21,964.81	\$25.89	\$326.86	\$32,025.02	\$31.15	\$477.99
NET RETURN TO MANAGEMENT	\$930.03	\$1.10	\$13.84	(\$2,466.00)	(\$2.40)	(\$36.81)
NET RETURN TO LABOR-MGT	\$3,303.00	\$3.89	\$49.15	\$675.42	\$0.66	\$10.08

*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.