

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

	2004-2008 Average	2009
Number of Farms	52	87
Crop Acres	129	158
Acres Owned	40	31
Acres Rented	89	127
Yield / Acre	2.23	2.31
Tons (Operator's Share)	273	347
Operator Percentage	94.81%	95.07%
Gross Income / Acre	\$120.28	\$117.52
Variable Costs / Acre	\$101.61	\$108.49
Total Expense / Acre	\$153.45	\$168.42
Gross Income / Ton	\$56.84	\$53.51
Total Expense / Ton	\$72.51	\$76.69

	Total Dollars	\$/Ton	\$/Acre	Total Dollars	\$/Ton	\$/Acre
<b>INCOME:</b>						
Brome Hay (Operator's Share)	\$15,137.99	\$55.37	\$117.17	\$18,040.27	\$51.99	\$114.18
Patronage Refunds	\$91.15	\$0.33	\$0.71	\$109.50	\$0.32	\$0.69
Miscellaneous Income	311.30	1.14	2.41	417.91	1.20	2.65
OTHER INCOME	\$402.45	\$1.47	\$3.11	\$527.41	\$1.52	\$3.34
<b>GROSS INCOME</b>	<b>\$15,540.44</b>	<b>\$56.84</b>	<b>\$120.28</b>	<b>\$18,567.68</b>	<b>\$53.51</b>	<b>\$117.52</b>
<b>EXPENSES:</b>						
Labor Hired	\$369.61	\$1.35	\$2.86	\$829.61	\$2.39	\$5.25
General Machinery Repairs	1,850.44	6.77	14.32	3,274.13	9.44	20.72
Interest Paid	1,312.11	4.80	10.16	2,091.59	6.03	13.24
Seed / Other Crop Expense	39.07	0.14	0.30	91.59	0.26	0.58
Fertilizer / Lime	4,195.20	15.34	32.47	4,359.59	12.56	27.59
Machine Hire - Lease	880.71	3.22	6.82	932.68	2.69	5.90
Farm Org Fees / Travel / Publ	216.06	0.79	1.67	260.20	0.75	1.65
Gas / Fuel / Oil	1,511.33	5.53	11.70	1,809.92	5.22	11.46
Crop Storage & Marketing	100.30	0.37	0.78	86.15	0.25	0.55
Personal Property Tax	117.84	0.43	0.91	199.40	0.57	1.26
General Farm Insurance	485.41	1.78	3.76	626.35	1.81	3.96
Utilities	151.79	0.56	1.17	281.16	0.81	1.78
Cash Farm Rent	1,782.05	6.52	13.79	2,051.96	5.91	12.99
Herbicide / Insecticide	24.47	0.09	0.19	127.96	0.37	0.81
Conservation	88.97	0.33	0.69	100.18	0.29	0.63
Auto Expense	2.64	0.01	0.02	19.12	0.06	0.12
<b>TOTAL VARIABLE COSTS</b>	<b>\$13,128.03</b>	<b>\$48.02</b>	<b>\$101.61</b>	<b>\$17,141.59</b>	<b>\$49.40</b>	<b>\$108.49</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$2,412.41</b>	<b>\$8.82</b>	<b>\$18.67</b>	<b>\$1,426.09</b>	<b>\$4.11</b>	<b>\$9.03</b>
Depreciation	\$1,910.99	\$6.99	\$14.79	\$3,293.61	\$9.49	\$20.85
Real Estate Tax	295.02	1.08	2.28	263.87	0.76	1.67
Unpaid Operator Labor	2,815.96	10.30	21.80	4,992.45	14.39	31.60
Interest Charge *	120.83	0.44	0.94	0.00	0.00	0.00
<b>TOTAL FIXED COSTS</b>	<b>\$5,142.80</b>	<b>\$18.81</b>	<b>\$39.80</b>	<b>\$8,549.93</b>	<b>\$24.64</b>	<b>\$54.11</b>
Land Charge **	\$1,554.40	\$5.69	\$12.03	\$919.17	\$2.65	\$5.82
<b>TOTAL EXPENSE</b>	<b>\$19,825.23</b>	<b>\$72.51</b>	<b>\$153.45</b>	<b>\$26,610.69</b>	<b>\$76.69</b>	<b>\$168.42</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$4,284.80)</b>	<b>(\$15.67)</b>	<b>(\$33.16)</b>	<b>(\$8,043.01)</b>	<b>(\$23.18)</b>	<b>(\$50.91)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>(\$1,099.22)</b>	<b>(\$4.02)</b>	<b>(\$8.51)</b>	<b>(\$2,220.95)</b>	<b>(\$6.40)</b>	<b>(\$14.06)</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 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.