

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

	2004-2008 Average	2009
Number of Farms	59	67
Crop Acres	301	302
Acres Owned	94	93
Acres Rented	207	208
Yield / Acre	136	155
Bushels (Operator's Share)	33,170	37,318
Operator Percentage	81.24%	79.85%
Gross Income / Acre	\$351.12	\$464.42
Variable Costs / Acre	\$236.20	\$290.15
Total Expense / Acre	\$341.37	\$425.39
Gross Income / Bushel	\$3.19	\$3.76
Total Expense / Bushel	\$3.10	\$3.44

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
INCOME:						
Corn (Operator's Share)	\$92,759.29	\$2.80	\$307.97	\$132,224.57	\$3.54	\$437.83
Patronage Refunds	\$532.61	\$0.02	\$1.77	\$275.20	\$0.01	\$0.91
Government Payments	9,346.12	0.28	31.03	3,615.38	0.10	11.97
Miscellaneous Income	2,408.43	0.07	8.00	3,333.77	0.09	11.04
Crop Insurance Proceeds	986.29	0.03	3.27	1,557.44	0.04	5.16
Crop Futures	(275.70)	(0.01)	(0.92)	(752.46)	(0.02)	(2.49)
OTHER INCOME	\$12,997.74	\$0.39	\$43.15	\$8,029.33	\$0.22	\$26.59
GROSS INCOME	\$105,757.04	\$3.19	\$351.12	\$140,253.90	\$3.76	\$464.42
EXPENSES:						
Labor Hired	\$1,425.20	\$0.04	\$4.73	\$2,116.23	\$0.06	\$7.01
General Machinery Repairs	6,284.35	0.19	20.86	7,367.76	0.20	24.40
Interest Paid	4,366.39	0.13	14.50	4,817.79	0.13	15.95
Seed / Other Crop Expense	11,418.26	0.34	37.91	16,707.38	0.45	55.32
Crop Insurance	3,721.69	0.11	12.36	4,237.56	0.11	14.03
Fertilizer / Lime	16,748.97	0.50	55.61	24,811.33	0.66	82.16
Machine Hire - Lease	2,983.27	0.09	9.90	3,473.83	0.09	11.50
Farm Org Fees / Travel / Publ	1,030.60	0.03	3.42	892.16	0.02	2.95
Gas / Fuel / Oil	5,422.99	0.16	18.00	4,665.95	0.13	15.45
Crop Storage & Marketing	258.40	0.01	0.86	283.12	0.01	0.94
Personal Property Tax	421.76	0.01	1.40	386.31	0.01	1.28
General Farm Insurance	1,544.54	0.05	5.13	1,518.32	0.04	5.03
Utilities	703.26	0.02	2.33	884.00	0.02	2.93
Cash Farm Rent	6,667.09	0.20	22.14	4,954.78	0.13	16.41
Herbicide / Insecticide	7,654.94	0.23	25.41	10,099.57	0.27	33.44
Conservation	424.04	0.01	1.41	253.20	0.01	0.84
Auto Expense	66.49	0.00	0.22	156.04	0.00	0.52
TOTAL VARIABLE COSTS	\$71,142.24	\$2.14	\$236.20	\$87,625.33	\$2.35	\$290.15
RETURN ABOVE VARIABLE COSTS	\$34,614.80	\$1.04	\$114.92	\$52,628.57	\$1.41	\$174.27
Depreciation	\$7,780.56	\$0.23	\$25.83	\$9,045.57	\$0.24	\$29.95
Real Estate Tax	1,029.07	0.03	3.42	939.78	0.03	3.11
Unpaid Operator Labor	9,776.83	0.29	32.46	14,311.49	0.38	47.39
Interest Charge *	2,169.71	0.07	7.20	3,045.24	0.08	10.08
TOTAL FIXED COSTS	\$20,756.17	\$0.63	\$68.91	\$27,342.08	\$0.73	\$90.54
Land Charge **	\$10,920.91	\$0.33	\$36.26	\$13,501.52	\$0.36	\$44.71
TOTAL EXPENSE	\$102,819.32	\$3.10	\$341.37	\$128,468.93	\$3.44	\$425.39
NET RETURN TO MANAGEMENT	\$2,937.71	\$0.09	\$9.75	\$11,784.97	\$0.32	\$39.02
NET RETURN TO LABOR-MGT	\$14,139.74	\$0.43	\$46.94	\$28,212.69	\$0.76	\$93.42

*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.