

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

	2004-2008 Average	2009
Number of Farms	17	25
Crop Acres	52	50
Acres Owned	27	24
Acres Rented	24	26
Yield / Acre	16.3	18.3
Tons (Operator's Share)	834	913
Operator Percentage	99%	100%
Gross Income / Acre	\$470.65	\$669.95
Variable Costs / Acre	\$339.67	\$359.30
Total Expense / Acre	\$514.66	\$553.84
Gross Income / Ton	\$29.13	\$36.69
Total Expense / Ton	\$31.85	\$30.33

	Total Dollars	\$/Ton	\$/Acre	Total Dollars	\$/Ton	\$/Acre
<b>INCOME:</b>						
Silage (Operator's Share)	\$21,978.32	\$26.36	\$425.94	\$32,345.15	\$35.43	\$646.90
Patronage Refunds	\$69.30	\$0.08	\$1.34	\$101.81	\$0.11	\$2.04
Government Payments	1,818.67	2.18	35.25	631.72	0.69	12.63
Miscellaneous Income	73.09	0.09	1.42	360.25	0.39	7.21
Crop Insurance Proceeds	346.10	0.42	6.71	58.52	0.06	1.17
OTHER INCOME	\$2,307.16	\$2.77	\$44.71	\$1,152.30	\$1.26	\$23.05
<b>GROSS INCOME</b>	<b>\$24,285.48</b>	<b>\$29.13</b>	<b>\$470.65</b>	<b>\$33,497.45</b>	<b>\$36.69</b>	<b>\$669.95</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,080.66	\$1.30	\$20.94	\$472.57	\$0.52	\$9.45
General Machinery Repairs	1,945.28	2.33	37.70	1,354.11	1.48	27.08
Interest Paid	1,113.24	1.34	21.57	1,099.44	1.20	21.99
Seed / Other Crop Expense	2,301.74	2.76	44.61	3,064.15	3.36	61.28
Crop Insurance	577.30	0.69	11.19	956.27	1.05	19.13
Fertilizer / Lime	3,592.86	4.31	69.63	4,468.65	4.89	89.37
Machine Hire - Lease	1,157.84	1.39	22.44	1,041.73	1.14	20.83
Farm Org Fees / Travel / Publ	281.32	0.34	5.45	111.32	0.12	2.23
Gas / Fuel / Oil	1,330.98	1.60	25.79	824.47	0.90	16.49
Crop Storage & Marketing	62.77	0.08	1.22	0.87	0.00	0.02
Personal Property Tax	113.77	0.14	2.20	101.86	0.11	2.04
General Farm Insurance	468.11	0.56	9.07	278.57	0.31	5.57
Utilities	106.58	0.13	2.07	114.04	0.12	2.28
Cash Farm Rent	1,455.11	1.75	28.20	2,005.50	2.20	40.11
Herbicide / Insecticide	1,801.55	2.16	34.91	1,745.16	1.91	34.90
Conservation	122.48	0.15	2.37	324.16	0.36	6.48
Auto Expense	15.37	0.02	0.30	2.28	0.00	0.05
<b>TOTAL VARIABLE COSTS</b>	<b>\$17,526.97</b>	<b>\$21.02</b>	<b>\$339.67</b>	<b>\$17,965.15</b>	<b>\$19.68</b>	<b>\$359.30</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$6,758.51</b>	<b>\$8.11</b>	<b>\$130.98</b>	<b>\$15,532.30</b>	<b>\$17.01</b>	<b>\$310.65</b>
Depreciation	\$2,306.83	\$2.77	\$44.71	\$1,894.71	\$2.08	\$37.89
Real Estate Tax	254.66	0.31	4.94	217.15	0.24	4.34
Unpaid Operator Labor	2,436.63	2.92	47.22	2,953.10	3.23	59.06
Interest Charge *	615.55	0.74	11.93	518.81	0.57	10.38
<b>TOTAL FIXED COSTS</b>	<b>\$5,613.67</b>	<b>\$6.73</b>	<b>\$108.79</b>	<b>\$5,583.77</b>	<b>\$6.12</b>	<b>\$111.68</b>
Land Charge **	\$3,416.05	\$4.10	\$66.20	\$4,142.97	\$4.54	\$82.86
<b>TOTAL EXPENSE</b>	<b>\$26,556.70</b>	<b>\$31.85</b>	<b>\$514.66</b>	<b>\$27,691.89</b>	<b>\$30.33</b>	<b>\$553.84</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$2,271.22)</b>	<b>(\$2.72)</b>	<b>(\$44.02)</b>	<b>\$5,805.56</b>	<b>\$6.36</b>	<b>\$116.11</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$1,246.08</b>	<b>\$1.49</b>	<b>\$24.15</b>	<b>\$9,231.23</b>	<b>\$10.11</b>	<b>\$184.62</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.