

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

	2004-2008 Average	2009
Number of Farms	10	6
Crop Acres	139	170
Acres Owned	38	25
Acres Rented	101	146
Yield / Acre	95	111
Bushels (Operator's Share)	11,815	15,908
Operator Percentage	89.33%	84.43%
Gross Income / Acre	\$317.67	\$333.78
Variable Costs / Acre	\$216.32	\$234.06
Total Expense / Acre	\$307.43	\$334.81
Gross Income / Bushel	\$3.73	\$3.57
Total Expense / Bushel	\$3.61	\$3.58

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
<b>INCOME:</b>						
Grain Sorghum (Operator's Share)	\$37,472.86	\$3.17	\$269.98	\$50,515.96	\$3.18	\$297.15
Patronage Refunds	\$201.73	\$0.02	\$1.45	\$562.15	\$0.04	\$3.31
Government Payments	3,632.27	0.31	26.17	2,247.33	0.14	13.22
Miscellaneous Income	2,716.46	0.23	19.57	4,196.43	0.26	24.68
Crop Insurance Proceeds	69.26	0.01	0.50	48.18	0.00	0.28
Crop Futures	0.00	0.00	0.00	(828.14)	(0.05)	(4.87)
OTHER INCOME	\$6,619.72	\$0.56	\$47.69	\$6,225.95	\$0.39	\$36.62
<b>GROSS INCOME</b>	<b>\$44,092.58</b>	<b>\$3.73</b>	<b>\$317.67</b>	<b>\$56,741.91</b>	<b>\$3.57</b>	<b>\$333.78</b>
<b>EXPENSES:</b>						
Labor hired	\$735.27	\$0.06	\$5.30	\$657.03	\$0.04	\$3.86
General Machinery Repairs	2,756.09	0.23	19.86	3,440.53	0.22	20.24
Interest Paid	1,169.72	0.10	8.43	938.44	0.06	5.52
Seed / Other Crop Expense	1,544.88	0.13	11.13	2,027.80	0.13	11.93
Crop Insurance	1,018.13	0.09	7.34	1,733.03	0.11	10.19
Fertilizer / Lime	6,293.84	0.53	45.34	11,561.59	0.73	68.01
Machine hire - Lease	1,874.45	0.16	13.50	1,939.73	0.12	11.41
Farm Org Fees / Travel / Publications	288.80	0.02	2.08	466.96	0.03	2.75
Gas / Fuel / Oil	2,474.60	0.21	17.83	2,332.66	0.15	13.72
Crop Storage & Marketing	56.18	0.00	0.40	0.00	0.00	0.00
Personal Property Tax	100.09	0.01	0.72	172.04	0.01	1.01
General Farm Insurance	713.08	0.06	5.14	670.47	0.04	3.94
Utilities	328.50	0.03	2.37	478.15	0.03	2.81
Cash Farm Rent	7,293.41	0.62	52.55	8,086.69	0.51	47.57
Herbicide / Insecticide	3,215.41	0.27	23.17	5,198.56	0.33	30.58
Conservation	156.52	0.01	1.13	22.80	0.00	0.13
Auto Expense	6.71	0.00	0.05	63.32	0.00	0.37
<b>TOTAL VARIABLE COSTS</b>	<b>\$30,025.69</b>	<b>\$2.54</b>	<b>\$216.32</b>	<b>\$39,789.80</b>	<b>\$2.50</b>	<b>\$234.06</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$14,066.89</b>	<b>\$1.19</b>	<b>\$101.35</b>	<b>\$16,952.11</b>	<b>\$1.07</b>	<b>\$99.72</b>
Depreciation	\$2,735.97	\$0.23	\$19.71	\$4,679.91	\$0.29	\$27.53
Real Estate Tax	703.97	0.06	5.07	422.86	0.03	2.49
Unpaid Operator Labor	4,746.18	0.40	34.19	6,710.84	0.42	39.48
Interest Charge *	1,522.77	0.13	10.97	2,890.20	0.18	17.00
<b>TOTAL FIXED COSTS</b>	<b>\$9,708.89</b>	<b>\$0.82</b>	<b>\$69.95</b>	<b>\$14,703.81</b>	<b>\$0.92</b>	<b>\$86.49</b>
Land Charge **	\$2,936.47	\$0.25	\$21.16	\$2,423.97	\$0.15	\$14.26
<b>TOTAL EXPENSE</b>	<b>\$42,671.05</b>	<b>\$3.61</b>	<b>\$307.43</b>	<b>\$56,917.58</b>	<b>\$3.58</b>	<b>\$334.81</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$1,421.52</b>	<b>\$0.12</b>	<b>\$10.24</b>	<b>(\$175.67)</b>	<b>(\$0.01)</b>	<b>(\$1.03)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$6,902.98</b>	<b>\$0.58</b>	<b>\$49.73</b>	<b>\$7,192.20</b>	<b>\$0.45</b>	<b>\$42.31</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.