

NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 3-YEAR AVERAGE & 2009
NO-TILL NONIRRIGATED SOYBEANS

	2006-2008	2009
Number of Farms	22	60
Crop Acres	349	554
Acres Owned	102	126
Acres Rented	248	428
Yield / Acre	39.2	57.1
Bushels (Operator's Share)	11,470	26,043
Operator Percentage	83.73%	82.34%
Gross Income / Acre	\$304.28	\$470.08
Variable Costs / Acre	\$181.70	\$230.00
Total Expense / Acre	\$269.94	\$332.76
Gross Income / Bushel	\$9.27	\$10.00
Total Expense / Bushel	\$8.22	\$7.08

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
INCOME:						
Soybeans (Operator's Share)	\$95,153.75	\$8.30	\$272.39	\$249,665.84	\$9.59	\$450.66
Patronage Refunds	\$1,066.90	\$0.09	\$3.05	\$1,433.82	\$0.06	\$2.59
Government Payments	5,624.91	0.49	16.10	7,016.30	0.27	12.66
Miscellaneous Income	1,775.24	0.15	5.08	2,438.48	0.09	4.40
Crop Insurance Proceeds	2,989.19	0.26	8.56	78.62	0.00	0.14
Crop Futures	(313.24)	(0.03)	(0.90)	(209.60)	(0.01)	(0.38)
OTHER INCOME	\$11,142.99	\$0.97	\$31.90	\$10,757.62	\$0.41	\$19.42
GROSS INCOME	\$106,296.73	\$9.27	\$304.28	\$260,423.46	\$10.00	\$470.08
EXPENSES:						
Labor Hired	\$630.20	\$0.05	\$1.80	\$2,712.61	\$0.10	\$4.90
General Machinery Repairs	6,289.85	0.55	18.01	11,304.49	0.43	20.41
Interest Paid	4,525.33	0.39	12.95	8,290.66	0.32	14.97
Seed / Other Crop Expense	13,027.52	1.14	37.29	27,286.43	1.05	49.25
Crop Insurance	4,499.72	0.39	12.88	6,566.43	0.25	11.85
Fertilizer / Lime	3,406.62	0.30	9.75	7,909.95	0.30	14.28
Machine Hire - Lease	1,873.77	0.16	5.36	4,974.74	0.19	8.98
Farm Org Fees / Travel / Publ	949.90	0.08	2.72	1,664.16	0.06	3.00
Gas / Fuel / Oil	5,459.22	0.48	15.63	7,740.77	0.30	13.97
Crop Storage & Marketing	312.02	0.03	0.89	471.40	0.02	0.85
Personal Property Tax	375.43	0.03	1.07	861.45	0.03	1.55
General Farm Insurance	1,554.45	0.14	4.45	2,760.80	0.11	4.98
Utilities	832.15	0.07	2.38	1,947.28	0.07	3.51
Cash Farm Rent	10,825.51	0.94	30.99	22,743.59	0.87	41.05
Herbicide / Insecticide	8,122.51	0.71	23.25	18,459.89	0.71	33.32
Conservation	785.67	0.07	2.25	1,703.20	0.07	3.07
Auto Expense	3.03	0.00	0.01	20.23	0.00	0.04
TOTAL VARIABLE COSTS	\$63,472.90	\$5.53	\$181.70	\$127,418.08	\$4.89	\$230.00
RETURN ABOVE VARIABLE COSTS	\$42,823.83	\$3.73	\$122.59	\$133,005.38	\$5.11	\$240.08
Depreciation	\$7,182.66	\$0.63	\$20.56	\$15,465.22	\$0.59	\$27.92
Real Estate Tax	1,326.53	0.12	3.80	1,786.80	0.07	3.23
Unpaid Operator Labor	11,061.16	0.96	31.66	18,995.78	0.73	34.29
Interest Charge *	1,480.29	0.13	4.24	3,805.86	0.15	6.87
TOTAL FIXED COSTS	\$21,050.64	\$1.84	\$60.26	\$40,053.66	\$1.54	\$72.30
Land Charge **	\$9,776.53	\$0.85	\$27.99	\$16,878.70	\$0.65	\$30.47
TOTAL EXPENSE	\$94,300.07	\$8.22	\$269.94	\$184,350.44	\$7.08	\$332.76
NET RETURN TO MANAGEMENT	\$11,996.66	\$1.05	\$34.34	\$76,073.02	\$2.92	\$137.32
NET RETURN TO LABOR-MGT	\$23,688.02	\$2.07	\$67.81	\$97,781.41	\$3.75	\$176.50

*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.