

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
CONSERVATION RESERVE PROGRAM**

	2004-2008 Average	2009
Number of Farms	14	26
Crop Acres	339	296
Acres Owned	277	274
Acres Rented	62	22
Gross Income / Acre	\$29.56	\$36.02
Variable Costs / Acre	\$8.59	\$9.65
Total Expense / Acre	\$15.89	\$18.34

	Total Dollars	\$ / Acre	Total Dollars	\$ / Acre
INCOME:				
Patronage Refunds	\$47.07	\$0.14	\$91.51	\$0.31
Government Payments	9,939.22	29.32	10,587.19	35.77
Miscellaneous Income	35.49	0.10	(18.12)	(0.06)
OTHER INCOME	\$10,021.77	\$29.56	\$10,660.58	\$36.02
GROSS INCOME	\$10,021.77	\$29.56	\$10,660.58	\$36.02
EXPENSES:				
Labor Hired	\$34.35	\$0.10	\$20.54	\$0.07
General Machinery Repairs	291.35	0.86	1,332.82	4.50
Interest Paid	405.31	1.20	340.70	1.15
Seed / Other Crop Expense	689.70	2.03	0.00	0.00
Fertilizer / Lime	0.00	0.00	0.00	0.00
Machine Hire - Lease	280.74	0.83	11.54	0.04
Farm Org Fees / Travel / Publ	114.48	0.34	109.02	0.37
Gas / Fuel / Oil	434.15	1.28	587.91	1.99
Crop Storage & Marketing	0.00	0.00	0.00	0.00
Personal Property Tax	16.77	0.05	60.73	0.21
General Farm Insurance	154.97	0.46	174.66	0.59
Utilities	57.54	0.17	168.97	0.57
Cash Farm Rent	304.65	0.90	0.00	0.00
Herbicide / Insecticide	11.41	0.03	12.85	0.04
Conservation	89.15	0.26	0.00	0.00
Auto Expense	25.97	0.08	38.05	0.13
TOTAL VARIABLE COSTS	\$2,910.53	\$8.59	\$2,857.79	\$9.65
RETURN ABOVE VARIABLE COSTS	\$7,111.25	\$20.98	\$7,802.79	\$26.36
Depreciation	\$812.08	\$2.40	\$722.80	\$2.44
Real Estate Tax	1,366.85	4.03	1,723.85	5.82
Unpaid Operator Labor	147.83	0.44	82.50	0.28
Interest Charge *	150.24	0.44	41.62	0.14
TOTAL FIXED COSTS	\$2,476.99	\$7.31	\$2,570.77	\$8.69
TOTAL EXPENSE	\$5,387.52	\$15.89	\$5,428.56	\$18.34
NET RETURN TO MANAGEMENT	\$4,634.25	\$13.67	\$5,232.02	\$17.68
NET RETURN TO LABOR-MGT	\$4,816.44	\$14.21	\$5,335.06	\$18.02

*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.

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.