

NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
NONIRRIGATED SUDAN - CANE HAY

	2004-2008 Average			2009		
Number of Farms	19			10		
Crop Acres	83			61		
Acres Owned	31			28		
Acres Rented	52			33		
Yield / Acre	2.76			3.14		
Tons (Operator's Share)	218			161		
Operator Percentage	94.71%			84.06%		
Gross Income / Acre	\$165.29			\$168.34		
Variable Costs / Acre	\$95.49			\$81.99		
Total Expense / Acre	\$163.96			\$168.52		
Gross Income / Ton	\$63.14			\$63.78		
Total Expense / Ton	\$62.63			\$63.85		

	Total Dollars	\$/Ton	\$/Acre	Total Dollars	\$/Ton	\$/Acre
INCOME:						
Sudan-Cane Hay (Operator's Share)	\$12,167.85	\$55.87	\$146.25	\$9,226.55	\$57.31	\$151.25
Patronage Refunds	\$90.69	\$0.42	\$1.09	\$205.17	\$1.27	\$3.36
Government Payments	1,146.09	5.26	13.78	825.34	5.13	13.53
Miscellaneous Income	347.56	1.60	4.18	11.45	0.07	0.19
OTHER INCOME	\$1,584.34	\$7.27	\$19.04	\$1,041.96	\$6.47	\$17.08
GROSS INCOME	\$13,752.19	\$63.14	\$165.29	\$10,268.51	\$63.78	\$168.34
EXPENSES:						
Labor Hired	\$445.55	\$2.05	\$5.36	\$94.71	\$0.59	\$1.55
General Machinery Repairs	2,059.23	9.45	24.75	1,570.86	9.76	25.75
Interest Paid	828.35	3.80	9.96	671.88	4.17	11.01
Seed / Other Crop Expense	838.56	3.85	10.08	366.40	2.28	6.01
Fertilizer / Lime	810.05	3.72	9.74	393.78	2.45	6.46
Machine Hire - Lease	251.29	1.15	3.02	237.07	1.47	3.89
Farm Org Fees / Travel / Publ	117.02	0.54	1.41	78.08	0.48	1.28
Gas / Fuel / Oil	1,330.52	6.11	15.99	869.28	5.40	14.25
Crop Storage & Marketing	7.35	0.03	0.09	0.00	0.00	0.00
Personal Property Tax	31.92	0.15	0.38	23.78	0.15	0.39
General Farm Insurance	265.85	1.22	3.20	196.10	1.22	3.21
Utilities	50.51	0.23	0.61	39.98	0.25	0.66
Cash Farm Rent	612.40	2.81	7.36	0.00	0.00	0.00
Herbicide / Insecticide	258.38	1.19	3.11	442.07	2.75	7.25
Conservation	18.21	0.08	0.22	0.35	0.00	0.01
Auto Expense	19.98	0.09	0.24	17.23	0.11	0.28
TOTAL VARIABLE COSTS	\$7,945.18	\$36.48	\$95.49	\$5,001.57	\$31.07	\$81.99
RETURN ABOVE VARIABLE COSTS	\$5,807.01	\$26.66	\$69.80	\$5,266.94	\$32.71	\$86.34
Depreciation	\$2,043.52	\$9.38	\$24.56	\$1,540.91	\$9.57	\$25.26
Real Estate Tax	209.46	0.96	2.52	172.90	1.07	2.83
Unpaid Operator Labor	1,481.73	6.80	17.81	2,184.83	13.57	35.82
Interest Charge *	263.23	1.21	3.16	80.99	0.50	1.33
TOTAL FIXED COSTS	\$3,997.93	\$18.36	\$48.05	\$3,979.63	\$24.72	\$65.24
Land Charge **	\$1,697.99	\$7.80	\$20.41	\$1,298.58	\$8.07	\$21.29
TOTAL EXPENSE	\$13,641.10	\$62.63	\$163.96	\$10,279.78	\$63.85	\$168.52
NET RETURN TO MANAGEMENT	\$111.09	\$0.51	\$1.34	(\$11.27)	(\$0.07)	(\$0.18)
NET RETURN TO LABOR-MGT	\$2,038.37	\$9.36	\$24.50	\$2,268.27	\$14.09	\$37.18

*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.