

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 3-YEAR AVERAGE & 2009**  
**NO-TILL NONIRRIGATED SUDAN - CANE HAY**

	2006-2008	2009
Number of Farms	22	36
Crop Acres	109	83
Acres Owned	42	26
Acres Rented	67	57
Yield / Acre	3.00	3.16
Tons (Operator's Share)	302	250
Operator Percentage	91.97%	95.32%
Gross Income / Acre	\$194.09	\$192.40
Variable Costs / Acre	\$116.93	\$119.76
Total Expense / Acre	\$195.12	\$200.00
Gross Income / Ton	\$70.27	\$63.88
Total Expense / Ton	\$70.64	\$66.40

	Total Dollars	\$/Ton	\$/Acre	Total Dollars	\$/Ton	\$/Acre
<b>INCOME:</b>						
Sudan - Cane Hay (Operator's Share)	\$18,516.18	\$61.31	\$169.36	\$14,419.17	\$57.68	\$173.72
Patronage Refunds	\$204.94	\$0.68	\$1.87	\$273.40	\$1.09	\$3.29
Government Payments	1,387.72	4.60	12.69	1,227.53	4.91	14.79
Miscellaneous Income	1,112.03	3.68	10.17	48.74	0.19	0.59
OTHER INCOME	\$2,704.69	\$8.96	\$24.74	\$1,549.67	\$6.20	\$18.67
<b>GROSS INCOME</b>	<b>\$21,220.87</b>	<b>\$70.27</b>	<b>\$194.09</b>	<b>\$15,968.84</b>	<b>\$63.88</b>	<b>\$192.40</b>
<b>EXPENSES:</b>						
Labor Hired	\$667.84	\$2.21	\$6.11	\$528.82	\$2.12	\$6.37
General Machinery Repairs	3,153.20	10.44	28.84	2,253.98	9.02	27.16
Interest Paid	1,080.82	3.58	9.89	707.74	2.83	8.53
Seed / Other Crop Expense	930.64	3.08	8.51	1,127.43	4.51	13.58
Fertilizer / Lime	1,785.13	5.91	16.33	1,229.79	4.92	14.82
Machine Hire - Lease	949.54	3.14	8.68	698.89	2.80	8.42
Farm Org Fees / Travel / Publ	210.85	0.70	1.93	103.26	0.41	1.24
Gas / Fuel / Oil	1,417.86	4.69	12.97	847.79	3.39	10.21
Crop Storage & Marketing	30.34	0.10	0.28	28.40	0.11	0.34
Personal Property Tax	65.37	0.22	0.60	59.86	0.24	0.72
General Farm Insurance	344.31	1.14	3.15	172.46	0.69	2.08
Utilities	141.80	0.47	1.30	54.20	0.22	0.65
Cash Farm Rent	612.85	2.03	5.61	1,023.91	4.10	12.34
Herbicide / Insecticide	1,340.03	4.44	12.26	1,080.24	4.32	13.01
Conservation	17.79	0.06	0.16	2.02	0.01	0.02
Auto Expense	36.14	0.12	0.33	21.60	0.09	0.26
<b>TOTAL VARIABLE COSTS</b>	<b>\$12,784.51</b>	<b>\$42.33</b>	<b>\$116.93</b>	<b>\$9,940.39</b>	<b>\$39.76</b>	<b>\$119.76</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$8,436.36</b>	<b>\$27.93</b>	<b>\$77.16</b>	<b>\$6,028.45</b>	<b>\$24.11</b>	<b>\$72.63</b>
Depreciation	\$3,288.88	\$10.89	\$30.08	\$2,446.51	\$9.79	\$29.48
Real Estate Tax	212.28	0.70	1.94	123.72	0.49	1.49
Unpaid Operator Labor	1,475.63	4.89	13.50	2,058.47	8.23	24.80
Interest Charge *	674.42	2.23	6.17	629.10	2.52	7.58
<b>TOTAL FIXED COSTS</b>	<b>\$5,651.21</b>	<b>\$18.71</b>	<b>\$51.69</b>	<b>\$5,257.80</b>	<b>\$21.03</b>	<b>\$63.35</b>
Land Charge **	\$2,897.87	\$9.60	\$26.50	\$1,401.82	\$5.61	\$16.89
<b>TOTAL EXPENSE</b>	<b>\$21,333.60</b>	<b>\$70.64</b>	<b>\$195.12</b>	<b>\$16,600.01</b>	<b>\$66.40</b>	<b>\$200.00</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$112.73)</b>	<b>(\$0.37)</b>	<b>(\$1.03)</b>	<b>(\$631.17)</b>	<b>(\$2.52)</b>	<b>(\$7.60)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$2,030.74</b>	<b>\$6.72</b>	<b>\$18.57</b>	<b>\$1,956.12</b>	<b>\$7.82</b>	<b>\$23.57</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.