

NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2008 and 2009
NO-TILL NONIRRIGATED CORN SILAGE

	2008	2009
Number of Farms	6	5
Crop Acres	127	52
Acres Owned	38	19
Acres Rented	69	33
Yield / Acre	8.6	11.9
Tons (Operator's Share)	993	591
Operator Percentage	91.34%	95.19%
Gross Income / Acre	\$261.67	\$397.51
Variable Costs / Acre	\$260.26	\$310.14
Total Expense / Acre	\$332.11	\$408.17
Gross Income / Ton	\$33.47	\$34.98
Total Expense / Ton	\$42.48	\$35.91

	Total Dollars	\$/Ton	\$/Acre	Total Dollars	\$/Ton	\$/Acre
INCOME:						
Silage (Operator's Share)	\$28,186.42	\$47.69	\$542.05	\$18,861.19	\$31.91	\$362.72
Patronage Refunds	\$247.49	\$0.42	\$4.76	\$166.51	\$0.28	\$3.20
Government Payments	2,193.16	3.71	42.18	643.26	1.09	12.37
Miscellaneous Income	1,307.17	2.21	25.14	21.50	0.04	0.41
Crop Insurance Proceeds	1,297.67	2.20	24.96	977.97	1.65	18.81
OTHER INCOME	\$5,045.49	\$8.54	\$97.03	\$1,809.24	\$3.06	\$34.79
GROSS INCOME	\$33,231.91	\$56.23	\$639.08	\$20,670.43	\$34.98	\$397.51
EXPENSES:						
Labor Hired	\$610.72	\$1.03	\$11.74	\$495.13	\$0.84	\$9.52
General Machinery Repairs	2,923.01	4.95	56.21	1,508.47	2.55	29.01
Interest Paid	1,246.01	2.11	23.96	1,062.95	1.80	20.44
Seed / Other Crop Expense	4,639.34	7.85	89.22	1,948.78	3.30	37.48
Crop Insurance	2,614.58	4.42	50.28	1,197.23	2.03	23.02
Fertilizer / Lime	5,505.72	9.32	105.88	3,179.49	5.38	61.14
Machine Hire - Lease	6,516.04	11.03	125.31	3,863.50	6.54	74.30
Farm Org Fees / Travel / Publ	160.81	0.27	3.09	69.65	0.12	1.34
Gas / Fuel / Oil	2,075.58	3.51	39.92	577.21	0.98	11.10
Crop Storage & Marketing	0.00	0.00	0.00	0.00	0.00	0.00
Personal Property Tax	91.12	0.15	1.75	7.90	0.01	0.15
General Farm Insurance	369.69	0.63	7.11	186.42	0.32	3.59
Utilities	145.69	0.25	2.80	106.01	0.18	2.04
Cash Farm Rent	1,812.75	3.07	34.86	493.60	0.84	9.49
Herbicide / Insecticide	4,314.80	7.30	82.98	1,418.19	2.40	27.27
Conservation	0.99	0.00	0.02	3.82	0.01	0.07
Auto Expense	26.57	0.04	0.51	8.70	0.01	0.17
TOTAL VARIABLE COSTS	\$33,053.42	\$55.93	\$635.64	\$16,127.05	\$27.29	\$310.14
RETURN ABOVE VARIABLE COSTS	\$178.49	\$0.30	\$3.43	\$4,543.38	\$7.69	\$87.37
Depreciation	\$3,388.42	\$5.73	\$65.16	\$2,056.02	\$3.48	\$39.54
Real Estate Tax	186.63	0.32	3.59	90.43	0.15	1.74
Unpaid Operator Labor	1,520.77	2.57	29.25	764.35	1.29	14.70
Interest Charge *	1,746.73	2.96	33.59	498.82	0.84	9.59
TOTAL FIXED COSTS	\$6,842.55	\$11.58	\$131.59	\$3,409.62	\$5.77	\$65.57
Land Charge **	\$2,282.28	\$3.86	\$43.89	\$1,688.25	\$2.86	\$32.47
TOTAL EXPENSE	\$42,178.25	\$71.37	\$811.12	\$21,224.92	\$35.91	\$408.17
NET RETURN TO MANAGEMENT	(\$8,946.34)	(\$9.01)	(\$70.44)	(\$554.49)	(\$0.94)	(\$10.66)
NET RETURN TO LABOR-MGT	(\$6,814.85)	(\$6.86)	(\$53.66)	\$704.99	\$1.19	\$13.56

*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.