

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
NO-TILL NONIRRIGATED SOYBEANS**

	2004-2008 Average	2009
Number of Farms	7	15
Crop Acres	198	208
Acres Owned	50	57
Acres Rented	148	151
Yield / Acre	19.0	45.0
Bushels (Operator's Share)	2,827	8,371
Operator Percentage	75.46%	89.41%
Gross Income / Acre	\$135.72	\$399.56
Variable Costs / Acre	\$103.65	\$196.76
Total Expense / Acre	\$146.71	\$274.69
Gross Income / Bushel	\$9.49	\$9.93
Total Expense / Bushel	\$10.25	\$6.83

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
INCOME:						
Grain Sorghum (Operator's Share)	\$20,176.87	\$7.14	\$102.11	\$75,246.79	\$8.99	\$361.76
Patronage Refunds	\$166.60	\$0.06	\$0.84	\$2,274.39	\$0.27	\$10.93
Government Payments	2,869.38	1.01	14.52	3,927.47	0.47	18.88
Miscellaneous Income	(331.53)	(0.12)	(1.68)	506.48	0.06	2.44
Crop Insurance Proceeds	3,937.60	1.39	19.93	1,532.27	0.18	7.37
Crop Futures	(83.77)	(0.03)	(0.42)	(378.24)	(0.05)	(1.82)
OTHER INCOME	\$6,642.05	\$2.35	\$33.61	\$7,862.37	\$0.94	\$37.80
GROSS INCOME	\$26,818.93	\$9.49	\$135.72	\$83,109.16	\$9.93	\$399.56
EXPENSES:						
Labor Hired	\$656.51	\$0.23	\$3.32	\$2,220.56	\$0.27	\$10.68
General Machinery Repairs	2,086.69	0.74	10.56	3,396.17	0.41	16.33
Interest Paid	1,139.96	0.40	5.77	3,859.91	0.46	18.56
Seed / Other Crop Expense	4,385.54	1.55	22.19	10,240.26	1.22	49.23
Crop Insurance	2,273.09	0.80	11.50	4,428.08	0.53	21.29
Fertilizer / Lime	1,286.25	0.45	6.51	2,778.97	0.33	13.36
Machine Hire - Lease	2,108.59	0.75	10.67	4,661.43	0.56	22.41
Farm Org Fees / Travel / Publ	288.68	0.10	1.46	557.05	0.07	2.68
Gas / Fuel / Oil	2,065.90	0.73	10.45	2,660.04	0.32	12.79
Crop Storage & Marketing	31.50	0.01	0.16	23.58	0.00	0.11
Personal Property Tax	67.77	0.02	0.34	286.49	0.03	1.38
General Farm Insurance	450.03	0.16	2.28	757.87	0.09	3.64
Utilities	113.83	0.04	0.58	122.55	0.01	0.59
Cash Farm Rent	751.25	0.27	3.80	1,671.54	0.20	8.04
Herbicide / Insecticide	2,687.75	0.95	13.60	3,089.00	0.37	14.85
Conservation	9.66	0.00	0.05	86.16	0.01	0.41
Auto Expense	78.61	0.03	0.40	87.25	0.01	0.42
TOTAL VARIABLE COSTS	\$20,481.62	\$7.24	\$103.65	\$40,926.91	\$4.89	\$196.76
RETURN ABOVE VARIABLE COSTS	\$6,337.31	\$2.24	\$32.07	\$42,182.25	\$5.04	\$202.80
Depreciation	\$3,053.07	\$1.08	\$15.45	\$4,859.05	\$0.58	\$23.36
Real Estate Tax	320.68	0.11	1.62	200.06	0.02	0.96
Unpaid Operator Labor	2,443.68	0.86	12.37	5,744.69	0.69	27.62
Interest Charge *	1,056.52	0.37	5.35	0.00	0.00	0.00
TOTAL FIXED COSTS	\$6,873.95	\$2.43	\$34.79	\$10,803.80	\$1.29	\$51.94
Land Charge **	\$1,633.73	\$0.58	\$8.27	\$5,405.71	\$0.65	\$25.99
TOTAL EXPENSE	\$28,989.29	\$10.25	\$146.71	\$57,136.42	\$6.83	\$274.69
NET RETURN TO MANAGEMENT	(\$2,170.37)	(\$0.77)	(\$10.98)	\$25,972.74	\$3.10	\$124.87
NET RETURN TO LABOR-MGT	\$929.82	\$0.33	\$4.71	\$33,937.99	\$4.05	\$163.16

*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.