

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

	2004-2008 Average	2009
Number of Farms	21	49
Crop Acres	1,055	1,198
Acres Owned	416	414
Acres Rented	639	784
Yield / Acre	27	53
Bushels (Operator's Share)	23,958	53,603
Operator Percentage	83.73%	85.11%
Gross Income / Acre	\$156.72	\$245.05
Variable Costs / Acre	\$94.26	\$159.26
Total Expense / Acre	\$135.06	\$217.44
Gross Income / Bushel	\$6.90	\$5.48
Total Expense / Bushel	\$5.95	\$4.86

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
INCOME:						
Grain Sorghum (Operator's Share)	\$119,536.50	\$4.99	\$113.33	\$265,782.61	\$4.96	\$221.86
Patronage Refunds	\$1,571.56	\$0.07	\$1.49	\$5,695.34	\$0.11	\$4.75
Government Payments	18,005.63	0.75	17.07	14,339.40	0.27	11.97
Miscellaneous Income	26.83	0.00	0.03	555.33	0.01	0.46
Crop Insurance Proceeds	26,167.53	1.09	24.81	7,000.55	0.13	5.84
Crop Futures	(4,997.91)	(0.21)	(4.74)	192.40	0.00	0.16
OTHER INCOME	\$45,771.55	\$1.91	\$43.39	\$27,783.02	\$0.52	\$23.19
GROSS INCOME	\$165,308.05	\$6.90	\$156.72	\$293,565.63	\$5.48	\$245.05
EXPENSES:						
Labor Hired	\$5,304.17	\$0.22	\$5.03	\$6,094.24	\$0.11	\$5.09
General Machinery Repairs	11,054.97	0.46	10.48	16,702.84	0.31	13.94
Interest Paid	8,325.27	0.35	7.89	13,178.45	0.25	11.00
Seed / Other Crop Expense	7,670.32	0.32	7.27	13,321.78	0.25	11.12
Crop Insurance	10,669.61	0.45	10.12	28,833.96	0.54	24.07
Fertilizer / Lime	18,749.08	0.78	17.78	47,373.14	0.88	39.54
Machine Hire - Lease	7,764.54	0.32	7.36	16,771.73	0.31	14.00
Farm Org Fees / Travel / Publ	1,211.35	0.05	1.15	1,748.47	0.03	1.46
Gas / Fuel / Oil	7,687.46	0.32	7.29	9,032.09	0.17	7.54
Crop Storage & Marketing	176.48	0.01	0.17	385.36	0.01	0.32
Personal Property Tax	285.66	0.01	0.27	538.52	0.01	0.45
General Farm Insurance	1,856.45	0.08	1.76	2,576.84	0.05	2.15
Utilities	284.78	0.01	0.27	290.03	0.01	0.24
Cash Farm Rent	5,275.30	0.22	5.00	8,282.18	0.15	6.91
Herbicide / Insecticide	12,702.94	0.53	12.04	25,164.23	0.47	21.01
Conservation	68.67	0.00	0.07	131.18	0.00	0.11
Auto Expense	337.30	0.01	0.32	\$366.85	0.01	0.31
TOTAL VARIABLE COSTS	\$99,424.35	\$4.15	\$94.26	\$190,791.89	\$3.56	\$159.26
RETURN ABOVE VARIABLE COSTS	\$65,883.69	\$2.75	\$62.46	\$102,773.74	\$1.92	\$85.79
Depreciation	\$14,468.44	\$0.60	\$13.72	\$22,191.78	\$0.41	\$18.52
Real Estate Tax	2,031.28	0.08	1.93	1,615.02	0.03	1.35
Unpaid Operator Labor	7,852.36	0.33	7.44	14,957.74	0.28	12.49
Interest Charge *	2,089.14	0.09	1.98	4,579.73	0.09	3.82
TOTAL FIXED COSTS	\$26,441.23	\$1.10	\$25.07	\$43,344.27	\$0.81	\$36.18
Land Charge **	\$16,597.37	\$0.69	\$15.74	\$26,351.01	\$0.49	\$22.00
TOTAL EXPENSE	\$142,462.95	\$5.95	\$135.06	\$260,487.17	\$4.86	\$217.44
NET RETURN TO MANAGEMENT	\$22,845.10	\$0.95	\$21.66	\$33,078.46	\$0.62	\$27.61
NET RETURN TO LABOR-MGT	\$36,001.63	\$1.50	\$34.13	\$54,130.44	\$1.01	\$45.18

*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.