

SOUTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
NONIRRIGATED SOYBEANS

	2004-2008 Average	2009
Number of Farms	25	29
Crop Acres	268	375
Acres Owned	63	96
Acres Rented	205	279
Yield / Acre	35.0	45.1
Bushels (Operator's Share)	7,097	13,326
Operator Percentage	75.74%	78.79%
Gross Income / Acre	\$220.73	\$361.10
Variable Costs / Acre	\$118.03	\$158.62
Total Expense / Acre	\$176.43	\$242.92
Gross Income / Bushel	\$8.34	\$10.16
Total Expense / Bushel	\$6.66	\$6.84

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
INCOME:						
Soybeans (Operator's Share)	\$51,745.07	\$7.29	\$193.08	\$126,367.54	\$9.48	\$336.98
Patronage Refunds	\$475.22	\$0.07	\$1.77	\$1,820.31	\$0.14	\$4.85
Government Payments	4,361.89	0.61	16.28	3,569.77	0.27	9.52
Miscellaneous Income	1,382.71	0.19	5.16	2,307.76	0.17	6.15
Crop Insurance Proceeds	1,190.44	0.17	4.44	1,815.85	0.14	4.84
Crop Futures	22.44	0.00	0.08	(468.18)	(0.04)	(1.25)
OTHER INCOME	\$7,410.27	\$1.04	\$27.65	\$9,045.51	\$0.68	\$24.12
GROSS INCOME	\$59,155.34	\$8.34	\$220.73	\$135,413.05	\$10.16	\$361.10
EXPENSES:						
Labor Hired	\$1,927.43	\$0.27	\$7.19	\$2,934.82	\$0.22	\$7.83
General Machinery Repairs	3,584.08	0.51	13.37	6,457.46	0.48	17.22
Interest Paid	2,280.08	0.32	8.51	3,842.04	0.29	10.25
Seed / Other Crop Expense	5,100.17	0.72	19.03	12,243.04	0.92	32.65
Crop Insurance	1,462.64	0.21	5.46	3,549.49	0.27	9.47
Fertilizer / Lime	5,368.14	0.76	20.03	11,011.91	0.83	29.37
Machine Hire - Lease	1,069.66	0.15	3.99	1,374.71	0.10	3.67
Farm Org Fees / Travel / Publ	362.21	0.05	1.35	477.28	0.04	1.27
Gas / Fuel / Oil	3,141.37	0.44	11.72	3,552.01	0.27	9.47
Crop Storage & Marketing	119.19	0.02	0.44	55.10	0.00	0.15
Personal Property Tax	234.14	0.03	0.87	206.13	0.02	0.55
General Farm Insurance	567.64	0.08	2.12	997.18	0.07	2.66
Utilities	476.95	0.07	1.78	726.40	0.05	1.94
Cash Farm Rent	1,855.85	0.26	6.92	3,328.02	0.25	8.87
Herbicide / Insecticide	3,822.62	0.54	14.26	8,524.17	0.64	22.73
Conservation	40.17	0.01	0.15	4.61	0.00	0.01
Auto Expense	218.41	0.03	0.81	199.41	0.01	0.53
TOTAL VARIABLE COSTS	\$31,630.77	\$4.46	\$118.03	\$59,483.78	\$4.46	\$158.62
RETURN ABOVE VARIABLE COSTS	\$27,524.57	\$3.88	\$102.70	\$75,929.27	\$5.70	\$202.48
Depreciation	\$3,963.78	\$0.56	\$14.79	\$8,745.76	\$0.66	\$23.32
Real Estate Tax	667.06	0.09	2.49	970.12	0.07	2.59
Unpaid Operator Labor	5,119.10	0.72	19.10	8,540.24	0.64	22.77
Interest Charge *	772.61	0.11	2.88	2,295.11	0.17	6.12
TOTAL FIXED COSTS	\$10,522.55	\$1.48	\$39.26	\$20,551.23	\$1.54	\$54.80
Land Charge **	\$5,129.25	\$0.72	\$19.14	\$11,061.53	\$0.83	\$29.50
TOTAL EXPENSE	\$47,282.56	\$6.66	\$176.43	\$91,096.54	\$6.84	\$242.92
NET RETURN TO MANAGEMENT	\$11,872.78	\$1.67	\$44.30	\$44,316.51	\$3.33	\$118.18
NET RETURN TO LABOR-MGT	\$18,919.30	\$2.67	\$70.59	\$55,791.57	\$4.19	\$148.78

*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.