

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

	2004-2008 Average	2009
Number of Farms	84	69
Crop Acres	874	874
Acres Owned	173	180
Acres Rented	701	694
Yield / Acre	38	41
Bushels (Operator's Share)	24,240	28,070
Operator Percentage	73.75%	78.35%
Gross Income / Acre	\$173.78	\$210.00
Variable Costs / Acre	\$117.94	\$157.99
Total Expense / Acre	\$170.78	\$230.54
Gross Income / Bushel	\$6.26	\$6.54
Total Expense / Bushel	\$6.16	\$7.18

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$114,110.47	\$4.71	\$130.59	\$144,070.97	\$5.13	\$164.84
Patronage Refunds	\$1,756.83	\$0.07	\$2.01	\$4,486.12	\$0.16	\$5.13
Government Payments	18,523.25	0.76	21.20	10,465.41	0.37	11.97
Miscellaneous Income	5,119.15	0.21	5.86	6,500.15	0.23	7.44
Crop Insurance Proceeds	12,707.95	0.52	14.54	18,589.88	0.66	21.27
Crop Futures	(\$364.96)	(0.02)	(0.42)	(\$568.35)	(0.02)	(0.65)
OTHER INCOME	\$37,742.23	\$1.56	\$43.19	\$39,473.21	\$1.41	\$45.16
<b>GROSS INCOME</b>	<b>\$151,852.70</b>	<b>\$6.26</b>	<b>\$173.78</b>	<b>\$183,544.18</b>	<b>\$6.54</b>	<b>\$210.00</b>
<b>EXPENSES:</b>						
Labor Hired	\$4,827.70	\$0.20	\$5.52	\$6,324.20	\$0.23	\$7.24
General Machinery Repairs	12,293.49	0.51	14.07	16,895.19	0.60	19.33
Interest Paid	7,225.44	0.30	8.27	7,506.19	0.27	8.59
Seed / Other Crop Expense	9,324.76	0.38	10.67	16,471.32	0.59	18.85
Crop Insurance	4,520.75	0.19	5.17	11,408.02	0.41	13.05
Fertilizer / Lime	26,471.93	1.09	30.30	30,293.00	1.08	34.66
Machine Hire - Lease	5,274.34	0.22	6.04	6,427.20	0.23	7.35
Farm Org Fees / Travel / Publ	1,512.51	0.06	1.73	1,456.19	0.05	1.67
Gas / Fuel / Oil	12,348.54	0.51	14.13	11,353.75	0.40	12.99
Crop Storage & Marketing	554.90	0.02	0.64	440.93	0.02	0.50
Personal Property Tax	551.85	0.02	0.63	841.62	0.03	0.96
General Farm Insurance	1,833.85	0.08	2.10	2,610.19	0.09	2.99
Utilities	1,959.92	0.08	2.24	2,235.10	0.08	2.56
Cash Farm Rent	5,683.70	0.23	6.50	9,558.09	0.34	10.94
Herbicide / Insecticide	7,850.27	0.32	8.98	13,530.06	0.48	15.48
Conservation	97.42	0.00	0.11	5.63	0.00	0.01
Auto Expense	728.65	0.03	0.83	727.30	0.03	0.83
<b>TOTAL VARIABLE COSTS</b>	<b>\$103,060.02</b>	<b>\$4.25</b>	<b>\$117.94</b>	<b>\$138,083.98</b>	<b>\$4.92</b>	<b>\$157.99</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$48,792.68</b>	<b>\$2.01</b>	<b>\$55.84</b>	<b>\$45,460.20</b>	<b>\$1.62</b>	<b>\$52.01</b>
Depreciation	\$13,045.22	\$0.54	\$14.93	\$19,901.20	\$0.71	\$22.77
Real Estate Tax	2,116.07	0.09	2.42	2,092.10	0.07	2.39
Unpaid Operator Labor	19,287.54	0.80	22.07	24,968.62	0.89	28.57
Interest Charge *	2,771.02	0.11	3.17	6,696.96	0.24	7.66
<b>TOTAL FIXED COSTS</b>	<b>\$37,219.85</b>	<b>\$1.54</b>	<b>\$42.60</b>	<b>\$53,658.88</b>	<b>\$1.91</b>	<b>\$61.39</b>
Land Charge **	\$8,948.26	\$0.37	\$10.24	\$9,752.61	\$0.35	\$11.16
<b>TOTAL EXPENSE</b>	<b>\$149,228.12</b>	<b>\$6.16</b>	<b>\$170.78</b>	<b>\$201,495.47</b>	<b>\$7.18</b>	<b>\$230.54</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$2,624.57</b>	<b>\$0.11</b>	<b>\$3.00</b>	<b>(\$17,951.29)</b>	<b>(\$0.64)</b>	<b>(\$20.54)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$26,739.82</b>	<b>\$1.10</b>	<b>\$30.60</b>	<b>\$13,341.53</b>	<b>\$0.48</b>	<b>\$15.26</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.