

SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
NONIRRIGATED CORN

	2004-2008 Average	2009
Number of Farms	42	59
Crop Acres	511	585
Acres Owned	159	159
Acres Rented	367	426
Yield / Acre	111	110
Bushels (Operator's Share)	46,590	53,960
Operator Percentage	82.07%	83.69%
Gross Income / Acre	\$321.75	\$355.67
Variable Costs / Acre	\$205.29	\$265.16
Total Expense / Acre	\$285.00	\$352.11
Gross Income / Bushel	\$3.53	\$3.86
Total Expense / Bushel	\$3.12	\$3.82

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
INCOME:						
Corn (Operator's Share)	\$148,172.47	\$3.18	\$290.08	\$195,792.51	\$3.63	\$334.69
Patronage Refunds	\$681.84	\$0.01	\$1.33	\$657.07	\$0.01	\$1.12
Government Payments	11,710.09	0.25	22.93	5,791.81	0.11	9.90
Miscellaneous Income	(13.58)	(0.00)	(0.03)	31.29	0.00	0.05
Crop Insurance Proceeds	3,810.71	0.08	7.46	5,608.46	0.10	9.59
Crop Futures	(10.36)	(0.00)	(0.02)	185.32	0.00	0.32
OTHER INCOME	\$16,178.70	\$0.35	\$31.67	\$12,273.95	\$0.23	\$20.98
GROSS INCOME	\$164,351.18	\$3.53	\$321.75	\$208,066.46	\$3.86	\$355.67
EXPENSES:						
Labor Hired	\$4,713.20	\$0.10	\$9.23	\$6,544.52	\$0.12	\$11.19
General Machinery Repairs	8,725.45	0.19	17.08	10,923.80	0.20	18.67
Interest Paid	6,171.88	0.13	12.08	6,241.32	0.12	10.67
Seed / Other Crop Expense	18,810.90	0.40	36.83	32,516.17	0.60	55.58
Crop Insurance	4,912.42	0.11	9.62	7,233.20	0.13	12.36
Fertilizer / Lime	29,765.08	0.64	58.27	48,653.71	0.90	83.17
Machine Hire - Lease	4,991.44	0.11	9.77	5,607.44	0.10	9.59
Farm Org Fees / Travel / Publ	1,020.99	0.02	2.00	1,187.67	0.02	2.03
Gas / Fuel / Oil	7,370.32	0.16	14.43	7,188.23	0.13	12.29
Crop Storage & Marketing	992.34	0.02	1.94	1,959.97	0.04	3.35
Personal Property Tax	360.68	0.01	0.71	528.46	0.01	0.90
General Farm Insurance	1,453.20	0.03	2.84	1,782.02	0.03	3.05
Utilities	1,068.73	0.02	2.09	1,241.91	0.02	2.12
Cash Farm Rent	3,919.71	0.08	7.67	8,030.67	0.15	13.73
Herbicide / Insecticide	10,261.71	0.22	20.09	15,219.61	0.28	26.02
Conservation	28.03	0.00	0.05	32.56	0.00	0.06
Auto Expense	293.66	0.01	0.57	226.35	0.00	0.39
TOTAL VARIABLE COSTS	\$104,859.73	\$2.25	\$205.29	\$155,117.61	\$2.87	\$265.16
RETURN ABOVE VARIABLE COSTS	\$59,491.44	\$1.28	\$116.47	\$52,948.85	\$0.98	\$90.51
Depreciation	\$11,445.20	\$0.25	\$22.41	\$12,941.35	\$0.24	\$22.12
Real Estate Tax	1,444.97	0.03	2.83	1,566.99	0.03	2.68
Unpaid Operator Labor	8,396.27	0.18	16.44	13,360.64	0.25	22.84
Interest Charge *	3,464.14	0.07	6.78	6,832.49	0.13	11.68
TOTAL FIXED COSTS	\$24,750.58	\$0.53	\$48.45	\$34,701.47	\$0.64	\$59.32
Land Charge **	\$15,966.14	\$0.34	\$31.26	\$16,164.66	\$0.30	\$27.63
TOTAL EXPENSE	\$145,576.45	\$3.12	\$285.00	\$205,983.74	\$3.82	\$352.11
NET RETURN TO MANAGEMENT	\$18,774.72	\$0.40	\$36.76	\$2,082.72	\$0.04	\$3.56
NET RETURN TO LABOR-MGT	\$31,884.19	\$0.68	\$62.42	\$21,987.88	\$0.41	\$37.59

*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.