

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

	2004-2008 Average	2009
Number of Farms	27	15
Crop Acres	195	183
Acres Owned	35	11
Acres Rented	160	172
Yield / Acre	75	99
Bushels (Operator's Share)	11,413	13,913
Operator Percentage	77.70%	76.61%
Gross Income / Acre	\$186.13	\$256.82
Variable Costs / Acre	\$140.03	\$155.41
Total Expense / Acre	\$198.42	\$214.16
Gross Income / Bushel	\$3.18	\$3.38
Total Expense / Bushel	\$3.39	\$2.82

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
<b>INCOME:</b>						
Grain Sorghum (Operator's Share)	\$29,821.63	\$2.61	\$152.93	\$44,063.46	\$3.17	\$240.78
Patronage Refunds	\$230.45	\$0.02	\$1.18	\$563.55	\$0.04	\$3.08
Government Payments	4,053.38	0.36	20.79	2,355.18	0.17	12.87
Miscellaneous Income	11.31	0.00	0.06	15.72	0.00	0.09
Crop Insurance Proceeds	2,178.85	0.19	11.17	0.00	0.00	0.00
Crop Futures	0.00	0.00	0.00	0.00	0.00	0.00
OTHER INCOME	\$6,473.99	\$0.57	\$33.20	\$2,934.45	\$0.21	\$16.04
<b>GROSS INCOME</b>	<b>\$36,295.62</b>	<b>\$3.18</b>	<b>\$186.13</b>	<b>\$46,997.91</b>	<b>\$3.38</b>	<b>\$256.82</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,015.21	\$0.09	\$5.21	\$248.48	\$0.02	\$1.36
General Machinery Repairs	2,978.71	0.26	15.28	2,803.27	0.20	15.32
Interest Paid	1,868.19	0.16	9.58	1,610.77	0.12	8.80
Seed / Other Crop Expense	2,307.68	0.20	11.83	2,374.16	0.17	12.97
Crop Insurance	1,065.86	0.09	5.47	2,365.07	0.17	12.92
Fertilizer / Lime	7,799.24	0.68	40.00	8,871.45	0.64	48.48
Machine Hire - Lease	698.51	0.06	3.58	446.95	0.03	2.44
Farm Org Fees / Travel / Publ	276.16	0.02	1.42	169.01	0.01	0.92
Gas / Fuel / Oil	2,896.81	0.25	14.86	2,494.45	0.18	13.63
Crop Storage & Marketing	237.12	0.02	1.22	0.00	0.00	0.00
Personal Property Tax	125.00	0.01	0.64	143.09	0.01	0.78
General Farm Insurance	535.26	0.05	2.74	548.39	0.04	3.00
Utilities	346.88	0.03	1.78	292.44	0.02	1.60
Cash Farm Rent	1,272.80	0.11	6.53	1,635.73	0.12	8.94
Herbicide / Insecticide	3,774.11	0.33	19.35	4,373.37	0.31	23.90
Conservation	18.18	0.00	0.09	0.00	0.00	0.00
Auto Expense	89.90	0.01	0.46	63.50	0.00	0.35
<b>TOTAL VARIABLE COSTS</b>	<b>\$27,305.62</b>	<b>\$2.39</b>	<b>\$140.03</b>	<b>\$28,440.13</b>	<b>\$2.04</b>	<b>\$155.41</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$8,990.00</b>	<b>\$0.79</b>	<b>\$46.10</b>	<b>\$18,557.78</b>	<b>\$1.33</b>	<b>\$101.41</b>
Depreciation	\$3,737.46	\$0.33	\$19.17	\$3,406.63	\$0.24	\$18.62
Real Estate Tax	424.98	0.04	2.18	202.36	0.01	1.11
Unpaid Operator Labor	4,088.87	0.36	20.97	5,027.78	0.36	27.47
Interest Charge *	874.63	0.08	4.49	1,089.11	0.08	5.95
<b>TOTAL FIXED COSTS</b>	<b>\$9,125.93</b>	<b>\$0.80</b>	<b>\$46.80</b>	<b>\$9,725.88</b>	<b>\$0.70</b>	<b>\$53.15</b>
Land Charge **	\$2,259.61	\$0.20	\$11.59	\$1,025.71	\$0.07	\$5.60
<b>TOTAL EXPENSE</b>	<b>\$38,691.16</b>	<b>\$3.39</b>	<b>\$198.42</b>	<b>\$39,191.72</b>	<b>\$2.82</b>	<b>\$214.16</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$2,395.54)</b>	<b>(\$0.21)</b>	<b>(\$12.28)</b>	<b>\$7,806.19</b>	<b>\$0.56</b>	<b>\$42.66</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$2,708.53</b>	<b>\$0.24</b>	<b>\$13.89</b>	<b>\$13,082.45</b>	<b>\$0.94</b>	<b>\$71.49</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.