

**SOUTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
CONSERVATION RESERVE PROGRAM**

	2004-2008 Average	2009
Number of Farms	18	9
Crop Acres	438	313
Acres Owned	217	268
Acres Rented	222	45
Gross Income / Acre	\$31.34	\$35.73
Variable Costs / Acre	\$5.48	\$1.55
Total Expense / Acre	\$10.68	\$7.54

	Total Dollars	\$/Acre	Total Dollars	\$/Acre
INCOME:				
Patronage Refunds	\$18.54	\$0.04	\$0.00	\$0.00
Government Payments	13,695.44	31.24	11,182.79	35.73
Miscellaneous Income	24.28	0.06	0.00	0.00
OTHER INCOME	\$13,738.26	\$31.34	\$11,182.79	\$35.73
GROSS INCOME	\$13,738.26	\$31.34	\$11,182.79	\$35.73
EXPENSES:				
Labor Hired	\$15.81	\$0.04	\$0.00	\$0.00
General Machinery Repairs	77.78	0.18	91.16	0.29
Interest Paid	521.14	1.19	123.18	0.39
Seed / Other Crop Expense	602.83	1.38	0.00	0.00
Fertilizer / Lime	0.00	0.00	0.00	0.00
Machine Hire - Lease	62.20	0.14	0.00	0.00
Farm Org Fees / Travel / Publ	100.80	0.23	49.57	0.16
Gas / Fuel / Oil	275.00	0.63	57.62	0.18
Personal Property Tax	55.27	0.13	8.52	0.03
General Farm Insurance	244.42	0.56	100.38	0.32
Utilities	268.12	0.61	26.09	0.08
Cash Farm Rent	9.98	0.02	0.00	0.00
Herbicide / Insecticide	43.33	0.10	0.00	0.00
Conservation	78.29	0.18	0.00	0.00
Auto Expense	49.34	0.11	28.24	0.09
TOTAL VARIABLE COSTS	\$2,404.32	\$5.48	\$484.76	\$1.55
RETURN ABOVE VARIABLE COSTS	\$11,333.94	\$25.85	\$10,698.03	\$34.18
Depreciation	\$255.43	\$0.58	\$313.45	\$1.00
Real Estate Tax	911.47	2.08	1,006.13	3.21
Unpaid Operator Labor	1,110.64	2.53	555.56	1.77
Interest Charge *	0.00	0.00	0.00	0.00
TOTAL FIXED COSTS	\$2,277.54	\$5.20	\$1,875.14	\$5.99
TOTAL EXPENSE	\$4,681.86	\$10.68	\$2,359.90	\$7.54
NET RETURN TO MANAGEMENT	\$9,056.40	\$20.66	\$8,822.89	\$28.19
NET RETURN TO LABOR-MGT	\$10,182.86	\$23.23	\$9,378.45	\$29.96

*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.

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.