

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

	2004-2008 Average	2009
Number of Farms	31	23
Crop Acres	568	614
Acres Owned	218	213
Acres Rented	350	401
Yield / Acre	35	43
Bushels (Operator's Share)	15,885	20,075
Operator Percentage	80.64%	76.55%
Gross Income / Acre	\$179.84	\$208.37
Variable Costs / Acre	\$103.24	\$147.90
Total Expense / Acre	\$169.32	\$225.00
Gross Income / Bushel	\$6.44	\$6.37
Total Expense / Bushel	\$6.06	\$6.88

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
INCOME:						
Wheat (Operator's Share)	\$79,359.39	\$5.00	\$139.62	\$93,877.64	\$4.68	\$152.90
Patronage Refunds	\$688.27	\$0.04	\$1.21	\$2,568.63	\$0.13	\$4.18
Government Payments	14,957.09	0.94	26.31	12,072.10	0.60	19.66
Miscellaneous Income	1,095.72	0.07	1.93	1,408.81	0.07	2.29
Crop Insurance Proceeds	6,079.47	0.38	10.70	18,014.46	0.90	29.34
Crop Futures	\$41.98	0.00	0.07	\$0.00	0.00	0.00
OTHER INCOME	\$22,862.53	\$1.44	\$40.22	\$34,064.00	\$1.70	\$55.48
GROSS INCOME	\$102,221.92	\$6.44	\$179.84	\$127,941.64	\$6.37	\$208.37
EXPENSES:						
Labor Hired	\$3,217.57	\$0.20	\$5.66	\$4,770.78	\$0.24	\$7.77
General Machinery Repairs	7,480.55	0.47	13.16	14,281.11	0.71	23.26
Interest Paid	4,029.27	0.25	7.09	5,526.36	0.28	9.00
Seed / Other Crop Expense	2,404.36	0.15	4.23	2,425.82	0.12	3.95
Crop Insurance	3,599.09	0.23	6.33	10,107.42	0.50	16.46
Fertilizer / Lime	10,275.22	0.65	18.08	18,088.45	0.90	29.46
Machine Hire - Lease	5,113.60	0.32	9.00	6,509.91	0.32	10.60
Farm Org Fees / Travel / Publ	1,015.21	0.06	1.79	1,419.58	0.07	2.31
Gas / Fuel / Oil	8,736.35	0.55	15.37	9,327.58	0.46	15.19
Crop Storage & Marketing	190.38	0.01	0.33	0.00	0.00	0.00
Personal Property Tax	311.14	0.02	0.55	484.05	0.02	0.79
General Farm Insurance	1,739.56	0.11	3.06	2,299.03	0.11	3.74
Utilities	2,219.41	0.14	3.90	1,945.19	0.10	3.17
Cash Farm Rent	325.41	0.02	0.57	1,688.29	0.08	2.75
Herbicide / Insecticide	7,276.77	0.46	12.80	10,960.40	0.55	17.85
Conservation	59.05	0.00	0.10	257.31	0.01	0.42
Auto Expense	686.49	0.04	1.21	716.82	0.04	1.17
TOTAL VARIABLE COSTS	\$58,679.43	\$3.69	\$103.24	\$90,808.10	\$4.52	\$147.90
RETURN ABOVE VARIABLE COSTS	\$43,542.49	\$2.74	\$76.61	\$37,133.54	\$1.85	\$60.48
Depreciation	\$7,782.83	\$0.49	\$13.69	\$10,774.40	\$0.54	\$17.55
Real Estate Tax	2,017.51	0.13	3.55	2,272.04	0.11	3.70
Unpaid Operator Labor	14,055.00	0.88	24.73	20,357.75	1.01	33.16
Interest Charge *	1,771.95	0.11	3.12	3,038.35	0.15	4.95
TOTAL FIXED COSTS	\$25,627.29	\$1.61	\$45.09	\$36,442.54	\$1.82	\$59.35
Land Charge **	\$11,931.93	\$0.75	\$20.99	\$10,901.20	\$0.54	\$17.75
TOTAL EXPENSE	\$96,238.65	\$6.06	\$169.32	\$138,151.84	\$6.88	\$225.00
NET RETURN TO MANAGEMENT	\$5,983.27	\$0.38	\$10.53	(\$10,210.20)	(\$0.51)	(\$16.63)
NET RETURN TO LABOR-MGT	\$23,255.84	\$1.46	\$40.91	\$14,918.33	\$0.74	\$24.30

*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.