

**KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
NONIRRIGATED ALFALFA: STATE AVERAGES**

	2004-2008 Average	2009
Number of Farms	88	108
Crop Acres	106	89
Acres Owned	33	31
Acres Rented	72	58
Yield / Acre	3.23	3.80
Tons (Operator's Share)	303	311
Operator Percentage	88.78%	91.96%
Gross Income / Acre	\$256.95	\$338.24
Variable Costs / Acre	\$140.20	\$160.87
Total Expense / Acre	\$228.85	\$272.37
Gross Income / Ton	\$89.55	\$96.79
Total Expense / Ton	\$79.76	\$77.95

	Total Dollars	\$/Ton	\$/Acre	Total Dollars	\$/Ton	\$/Acre
INCOME:						
Alfalfa (Operator's Share)	\$25,644.78	\$84.64	\$242.85	\$28,910.25	\$92.96	\$324.83
Patronage Refunds	\$107.20	\$0.35	1.02	\$236.65	\$0.76	\$2.66
Government Payments	1,238.79	4.09	11.73	904.86	2.91	10.17
Miscellaneous Income	143.49	0.47	1.36	51.34	0.17	0.58
OTHER INCOME	\$1,489.47	\$4.92	\$14.10	\$1,192.85	\$3.84	\$13.40
GROSS INCOME	\$27,134.26	\$89.55	\$256.95	\$30,103.10	\$96.79	\$338.24
EXPENSES:						
Labor Hired	\$1,138.90	\$3.76	\$10.79	\$985.13	\$3.17	\$11.07
General Machinery Repairs	2,490.02	8.22	23.58	2,742.42	8.82	30.81
Interest Paid	1,458.34	4.81	13.81	1,222.26	3.93	13.73
Seed / Other Crop Expense	968.26	3.20	9.17	976.99	3.14	10.98
Fertilizer / Lime	1,259.43	4.16	11.93	1,698.42	5.46	19.08
Machine Hire - Lease	1,627.07	5.37	15.41	1,534.88	4.94	17.25
Farm Org Fees / Travel / Publ	248.39	0.82	2.35	165.34	0.53	1.86
Gas / Fuel / Oil	1,783.91	5.89	16.89	1,196.04	3.85	13.44
Crop Storage & Marketing	72.26	0.24	0.68	87.20	0.28	0.98
Personal Property Tax	98.77	0.33	0.94	100.46	0.32	1.13
General Farm Insurance	399.07	1.32	3.78	376.32	1.21	4.23
Utilities	309.55	1.02	2.93	206.25	0.66	2.32
Cash Farm Rent	1,492.99	4.93	14.14	1,635.92	5.26	18.38
Herbicide / Insecticide	1,328.13	4.38	12.58	1,263.25	4.06	14.19
Conservation	9.67	0.03	0.09	42.11	0.14	0.47
Auto Expense	119.83	0.40	1.13	84.56	0.27	0.95
TOTAL VARIABLE COSTS	\$14,804.60	\$48.86	\$140.20	\$14,317.55	\$46.04	\$160.87
RETURN ABOVE VARIABLE COSTS	\$12,329.66	\$40.69	\$116.76	\$15,785.55	\$50.76	\$177.37
Depreciation	\$2,661.82	\$8.78	\$25.21	\$2,872.54	\$9.24	\$32.28
Real Estate Tax	322.84	1.07	3.06	302.00	0.97	3.39
Unpaid Operator Labor	3,065.48	10.12	29.03	3,370.64	10.84	37.87
Interest Charge *	288.58	0.95	2.73	482.67	1.55	5.42
TOTAL FIXED COSTS	\$6,338.71	\$20.92	\$60.03	\$7,027.85	\$22.60	\$78.96
Land Charge **	\$3,023.12	\$9.98	\$28.63	\$2,895.77	\$9.31	\$32.54
TOTAL EXPENSE	\$24,166.43	\$79.76	\$228.85	\$24,241.17	\$77.95	\$272.37
NET RETURN TO MANAGEMENT	\$2,967.83	\$9.79	\$28.10	\$5,861.93	\$18.85	\$65.86
NET RETURN TO LABOR-MGT	\$7,172.20	\$23.67	\$67.92	\$10,217.70	\$32.85	\$114.81

*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.