

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

	2004-2008 Average	2009
Number of Farms	86	122
Crop Acres	110	135
Acres Owned	35	30
Acres Rented	75	105
Yield / Acre	2.10	2.21
Tons (Operator's Share)	219	284
Operator Percentage	94.62%	95.19%
Gross Income / Acre	\$113.91	\$113.40
Variable Costs / Acre	\$94.39	\$103.42
Total Expense / Acre	\$143.11	\$160.87
Gross Income / Ton	\$57.22	\$53.91
Total Expense / Ton	\$71.88	\$76.47

	Total Dollars	\$/Ton	\$/Acre	Total Dollars	\$/Ton	\$/Acre
INCOME:						
Brome Hay (Operator's Share)	\$12,053.94	\$55.14	\$109.78	\$14,848.62	\$52.28	\$109.99
Patronage Refunds	\$117.83	\$0.54	\$1.07	\$89.31	\$0.31	\$0.66
Miscellaneous Income	335.78	1.54	3.06	371.42	1.31	2.75
OTHER INCOME	\$453.61	\$2.08	\$4.13	\$460.73	\$1.62	\$3.41
GROSS INCOME	\$12,507.55	\$57.22	\$113.91	\$15,309.35	\$53.91	\$113.40
EXPENSES:						
Labor Hired	\$321.94	\$1.47	\$2.93	\$647.03	\$2.28	\$4.79
General Machinery Repairs	1,427.44	6.53	13.00	2,621.65	9.23	19.42
Interest Paid	1,018.71	4.66	9.28	1,642.16	5.78	12.16
Seed / Other Crop Expense	37.04	0.17	0.34	68.66	0.24	0.51
Fertilizer / Lime	3,540.06	16.19	32.24	3,801.09	13.38	28.16
Machine Hire - Lease	618.68	2.83	5.63	763.92	2.69	5.66
Farm Org Fees / Travel / Publ	168.66	0.77	1.54	207.89	0.73	1.54
Gas / Fuel / Oil	1,162.69	5.32	10.59	1,434.78	5.05	10.63
Crop Storage & Marketing	64.24	0.29	0.59	61.37	0.22	0.45
Personal Property Tax	83.17	0.38	0.76	157.52	0.55	1.17
General Farm Insurance	359.97	1.65	3.28	490.17	1.73	3.63
Utilities	156.57	0.72	1.43	224.68	0.79	1.66
Cash Farm Rent	1,274.51	5.83	11.61	1,653.94	5.82	12.25
Herbicide / Insecticide	38.37	0.18	0.35	91.72	0.32	0.68
Conservation	56.40	0.26	0.51	75.08	0.26	0.56
Auto Expense	35.31	0.16	0.32	20.39	0.07	0.15
TOTAL VARIABLE COSTS	\$10,363.72	\$47.41	\$94.39	\$13,962.05	\$49.16	\$103.42
RETURN ABOVE VARIABLE COSTS	\$2,143.83	\$9.81	\$19.52	\$1,347.30	\$4.74	\$9.98
Depreciation	\$1,511.95	\$6.92	\$13.77	\$2,591.55	\$9.13	\$19.20
Real Estate Tax	254.63	1.16	2.32	231.85	0.82	1.72
Unpaid Operator Labor	2,314.80	10.59	21.08	4,079.94	14.37	30.22
Interest Charge *	71.08	0.33	0.65	0.00	0.00	0.00
TOTAL FIXED COSTS	\$4,152.46	\$19.00	\$37.82	\$6,903.34	\$24.31	\$51.14
Land Charge **	\$1,197.41	\$5.48	\$10.91	\$851.97	\$3.00	\$6.31
TOTAL EXPENSE	\$15,713.59	\$71.88	\$143.11	\$21,717.36	\$76.47	\$160.87
NET RETURN TO MANAGEMENT	(\$3,206.04)	(\$14.67)	(\$29.20)	(\$6,408.01)	(\$22.56)	(\$47.47)
NET RETURN TO LABOR-MGT	(\$569.30)	(\$2.60)	(\$5.18)	(\$1,681.04)	(\$5.92)	(\$12.45)

*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.