

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

	2004-2008 Average	2009
Number of Farms	134	178
Crop Acres	328	370
Acres Owned	98	103
Acres Rented	231	267
Yield / Acre	119	126
Bushels (Operator's Share)	31,933	38,405
Operator Percentage	81.98%	82.31%
Gross Income / Acre	\$319.93	\$392.37
Variable Costs / Acre	\$207.66	\$267.39
Total Expense / Acre	\$295.78	\$370.59
Gross Income / Bushel	\$3.29	\$3.78
Total Expense / Bushel	\$3.04	\$3.57

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
INCOME:						
Corn (Operator's Share)	\$92,743.31	\$2.90	\$282.41	\$136,642.94	\$3.56	\$369.31
Patronage Refunds	\$480.05	\$0.02	\$1.46	\$477.71	\$0.01	\$1.29
Government Payments	8,763.79	0.27	26.69	\$4,049.44	0.11	10.94
Miscellaneous Income	1,204.16	0.04	3.67	\$1,453.80	0.04	3.93
Crop Insurance Proceeds	2,013.49	0.06	6.13	\$2,806.67	0.07	7.59
Crop Futures	(138.56)	(0.00)	(0.42)	(\$254.52)	(0.01)	(0.69)
OTHER INCOME	\$12,322.94	\$0.39	\$37.52	\$8,533.10	\$0.22	\$23.06
GROSS INCOME	\$105,066.25	\$3.29	\$319.93	\$145,176.04	\$3.78	\$392.37
EXPENSES:						
Labor Hired	\$2,273.86	\$0.07	\$6.92	\$3,459.30	\$0.09	\$9.35
General Machinery Repairs	5,883.83	0.18	17.92	7,691.13	0.20	20.79
Interest Paid	4,099.02	0.13	12.48	4,585.55	0.12	12.39
Seed / Other Crop Expense	11,600.01	0.36	35.32	19,842.28	0.52	53.63
Crop Insurance	3,336.61	0.10	10.16	4,810.49	0.13	13.00
Fertilizer / Lime	17,519.98	0.55	53.35	28,849.56	0.75	77.97
Machine Hire - Lease	2,817.65	0.09	8.58	3,728.76	0.10	10.08
Farm Org Fees / Travel / Publ	810.99	0.03	2.47	868.08	0.02	2.35
Gas / Fuel / Oil	5,130.76	0.16	15.62	4,909.47	0.13	13.27
Crop Storage & Marketing	387.86	0.01	1.18	800.11	0.02	2.16
Personal Property Tax	330.10	0.01	1.01	401.26	0.01	1.08
General Farm Insurance	1,215.87	0.04	3.70	1,394.72	0.04	3.77
Utilities	721.80	0.02	2.20	959.71	0.02	2.59
Cash Farm Rent	4,429.37	0.14	13.49	5,710.10	0.15	15.43
Herbicide / Insecticide	7,301.28	0.23	22.23	10,637.08	0.28	28.75
Conservation	201.16	0.01	0.61	116.16	0.00	0.31
Auto Expense	136.83	0.00	0.42	172.20	0.00	0.47
TOTAL VARIABLE COSTS	\$68,196.96	\$2.14	\$207.66	\$98,935.96	\$2.58	\$267.39
RETURN ABOVE VARIABLE COSTS	\$36,869.28	\$1.15	\$112.27	\$46,240.08	\$1.20	\$124.97
Depreciation	\$7,471.23	\$0.23	\$22.75	\$9,251.72	\$0.24	\$25.00
Real Estate Tax	1,008.15	0.03	3.07	1,108.32	0.03	3.00
Unpaid Operator Labor	7,665.22	0.24	23.34	11,666.63	0.30	31.53
Interest Charge *	2,180.52	0.07	6.64	4,036.03	0.11	10.91
TOTAL FIXED COSTS	\$18,325.11	\$0.57	\$55.80	\$26,062.70	\$0.68	\$70.44
Land Charge **	\$10,612.69	\$0.33	\$32.32	\$12,119.07	\$0.32	\$32.75
TOTAL EXPENSE	\$97,134.77	\$3.04	\$295.78	\$137,117.73	\$3.57	\$370.59
NET RETURN TO MANAGEMENT	\$7,931.48	\$0.25	\$24.15	\$8,058.31	\$0.21	\$21.78
NET RETURN TO LABOR-MGT	\$17,870.56	\$0.56	\$54.42	\$23,184.24	\$0.60	\$62.66

*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.