

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

	2004-2008	2009
Number of Farms	7	6
Crop Acres	58	30
Acres Owned	31	10
Acres Rented	27	19
Yield / Acre	11.7	19.0
Tons (Operator's Share)	590	570
Operator Percentage	87.48%	100.00%
Gross Income / Acre	\$242.91	\$441.30
Variable Costs / Acre	\$149.80	\$266.01
Total Expense / Acre	\$247.07	\$415.30
Gross Income / Ton	\$23.81	\$23.23
Total Expense / Ton	\$24.22	\$21.86

	Total Dollars	\$/Ton	\$/Acre	Total Dollars	\$/Ton	\$/Acre
INCOME:						
Silage (Operator's Share)	\$12,695.88	\$21.53	\$219.65	\$12,834.58	\$22.52	\$427.82
Patronage Refunds	\$19.80	\$0.03	\$0.34	\$0.19	\$0.00	\$0.01
Government Payments	928.17	1.57	16.06	383.36	0.67	\$12.78
Miscellaneous Income	44.68	0.08	0.77	20.82	0.04	\$0.69
Crop Insurance Proceeds	351.42	0.60	6.08	0.00	0.00	\$0.00
OTHER INCOME	\$1,344.07	\$2.28	\$23.25	\$404.37	\$0.71	\$13.48
GROSS INCOME	\$14,039.95	\$23.81	\$242.91	\$13,238.95	\$23.23	\$441.30
EXPENSES:						
Labor Hired	\$286.64	\$0.49	\$4.96	\$426.27	\$0.75	\$14.21
General Machinery Repairs	793.81	1.35	13.73	533.30	0.94	17.78
Interest Paid	311.16	0.53	5.38	136.44	0.24	4.55
Seed / Other Crop Expense	603.17	1.02	10.44	247.30	0.43	8.24
Crop Insurance	86.39	0.15	1.49	95.37	0.17	3.18
Fertilizer / Lime	1,446.26	2.45	25.02	2,014.73	3.53	67.16
Machine Hire - Lease	2,622.70	4.45	45.38	3,134.21	5.50	104.47
Farm Org Fees / Travel / Publ	55.99	0.09	0.97	29.28	0.05	0.98
Gas / Fuel / Oil	677.14	1.15	11.72	330.05	0.58	11.00
Crop Storage & Marketing	0.23	0.00	0.00	0.00	0.00	0.00
Personal Property Tax	17.14	0.03	0.30	18.20	0.03	0.61
General Farm Insurance	139.37	0.24	2.41	76.61	0.13	2.55
Utilities	86.51	0.15	1.50	43.05	0.08	1.44
Cash Farm Rent	703.78	1.19	12.18	429.04	0.75	14.30
Herbicide / Insecticide	813.19	1.38	14.07	446.92	0.78	14.90
Conservation	0.00	0.00	0.00	0.00	0.00	0.00
Auto Expense	15.08	0.03	0.26	19.56	0.03	0.65
TOTAL VARIABLE COSTS	\$8,658.55	\$14.69	\$149.80	\$7,980.33	\$14.00	\$266.01
RETURN ABOVE VARIABLE COSTS	\$5,381.40	\$9.13	\$93.10	\$5,258.62	\$9.23	\$175.29
Depreciation	\$1,381.72	\$2.34	\$23.91	\$609.39	\$1.07	\$20.31
Real Estate Tax	236.96	0.40	4.10	56.49	0.10	\$1.88
Unpaid Operator Labor	1,244.55	2.11	21.53	1,660.56	2.91	\$55.35
Interest Charge *	635.62	1.08	11.00	529.20	0.93	\$17.64
TOTAL FIXED COSTS	\$3,498.85	\$5.93	\$60.53	\$2,855.64	\$5.01	\$95.19
Land Charge **	\$2,123.53	\$3.60	\$36.74	\$1,623.09	\$2.85	\$54.10
TOTAL EXPENSE	\$14,280.93	\$24.22	\$247.07	\$12,459.06	\$21.86	\$415.30
NET RETURN TO MANAGEMENT	(\$240.98)	(\$0.41)	(\$4.17)	\$779.89	\$1.37	\$26.00
NET RETURN TO LABOR-MGT	\$1,290.22	\$2.19	\$22.32	\$2,866.72	\$5.03	\$95.56

*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.