

**KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001**  
**NONIRRIGATED CORN: STATE AVERAGES**

	1996-2000 Average	2001
Number of Farms	194	188
Crop Acres	217	272
Acres Owned	62	74
Acres Rented	155	197
Yield / Acre	110.6	107.4
Bushels	18,541	22,911
Operator Percentage	77.25%	78.44%
Gross Income / Acre	\$228.99	\$208.90
Variable Costs / Acre	\$148.70	\$150.30
Total Expense / Acre	\$219.92	\$217.23
Gross Income / Bushel	\$2.68	\$2.48
Total Expense / Bushel	\$2.57	\$2.58

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
<b>INCOME:</b>						
Corn (Operator's Share)	\$41,141.49	\$2.22	\$189.59	\$44,322.40	\$1.93	\$162.95
Patronage Refunds	207.89	0.01	0.96	216.85	0.01	0.80
Government Payments	7,033.64	0.38	32.41	10,222.30	0.45	37.58
Miscellaneous Income	920.72	0.05	4.24	1,219.97	0.05	4.49
Crop Insurance Proceeds	386.24	0.02	1.78	840.23	0.04	3.09
OTHER INCOME	\$8,548.48	\$0.46	\$39.39	\$12,499.35	\$0.55	\$45.95
<b>GROSS INCOME</b>	<b>\$49,689.97</b>	<b>\$2.68</b>	<b>\$228.99</b>	<b>\$56,821.75</b>	<b>\$2.48</b>	<b>\$208.90</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,628.50	\$0.09	\$7.50	\$1,655.88	\$0.07	\$6.09
General Machinery Repairs	3,456.42	0.19	15.93	4,009.11	0.17	14.74
Interest Paid	2,848.13	0.15	13.13	2,948.94	0.13	10.84
Seed / Other Crop Expense	4,938.49	0.27	22.76	6,852.55	0.30	25.19
Crop Insurance	697.91	0.04	3.22	1,030.22	0.04	3.79
Fertilizer / Lime	6,109.92	0.33	28.16	8,860.76	0.39	32.58
Machine Hire - Lease	1,415.18	0.08	6.52	1,887.13	0.08	6.94
Farm Org Fees / Travel / Publ	526.89	0.03	2.43	600.53	0.03	2.21
Gas / Fuel / Oil	1,740.46	0.09	8.02	2,498.53	0.11	9.19
Crop Storage & Marketing	195.92	0.01	0.90	154.43	0.01	0.57
Personal Property Tax	181.94	0.01	0.84	264.50	0.01	0.97
General Farm Insurance	671.99	0.04	3.10	855.82	0.04	3.15
Utilities	527.98	0.03	2.43	654.72	0.03	2.41
Cash Farm Rent	2,418.53	0.13	11.15	2,616.82	0.11	9.62
Herbicide / Insecticide	4,768.10	0.26	21.97	5,726.83	0.25	21.05
Conservation	55.81	0.00	0.26	165.66	0.01	0.61
Auto Expense	86.18	0.00	0.40	98.29	0.00	0.36
<b>TOTAL VARIABLE COSTS</b>	<b>\$32,268.34</b>	<b>\$1.74</b>	<b>\$148.70</b>	<b>\$40,880.72</b>	<b>\$1.78</b>	<b>\$150.30</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$17,421.63</b>	<b>\$0.94</b>	<b>\$80.28</b>	<b>\$15,941.03</b>	<b>\$0.70</b>	<b>\$58.61</b>
Depreciation	4,285.93	0.23	19.75	5,196.24	0.23	19.10
Real Estate Tax	449.66	0.02	2.07	714.62	0.03	2.63
Unpaid Operator Labor	5,234.66	0.28	24.12	5,849.27	0.26	21.50
Interest Charge *	622.17	0.03	2.87	1,166.69	0.05	4.29
<b>TOTAL FIXED COSTS</b>	<b>\$10,592.41</b>	<b>\$0.57</b>	<b>\$48.81</b>	<b>12,926.82</b>	<b>\$0.56</b>	<b>\$47.53</b>
Land Charge **	\$4,860.99	\$0.26	\$22.40	\$5,278.68	\$0.23	\$19.41
<b>TOTAL EXPENSE</b>	<b>\$47,721.75</b>	<b>\$2.57</b>	<b>\$219.92</b>	<b>\$59,086.22</b>	<b>\$2.58</b>	<b>\$217.23</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$1,968.22</b>	<b>\$0.11</b>	<b>\$9.07</b>	<b>(\$2,264.47)</b>	<b>(\$0.10)</b>	<b>(\$8.33)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$8,831.38</b>	<b>\$0.48</b>	<b>\$40.70</b>	<b>\$5,240.68</b>	<b>\$0.23</b>	<b>\$19.27</b>

\*Interest charge equals: ((8.0% times three-fourths the variable costs) 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 33.33%).  
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.