

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF COWS, SELL CALVES: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	187	161
Number of Cows in Herd	113	111
Number of Calves Sold	96	89
Average Weight Calves Sold	558	566
Calf Selling Price / Cwt	\$77.08	\$90.90
Gross Income / Cow	\$393.60	\$462.29
Feed Cost / Cow	\$247.54	\$280.84
Nonfeed Cost / Cow	\$238.27	\$272.03
Pounds Beef Produced / Cow	569	596

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	96	41,322.13			89	45,814.85		
Cows Sold	15	6,751.65			15	7,508.91		
Ending Inventory	171	81,878.58			169	87,860.76		
Gross Sales	282	\$129,952.37			273	\$141,184.52		
Cows Purchased	10	6,704.76			8	6,772.90		
Beginning Inventory	169	78,971.67			163	83,812.42		
Gross Purchases	179	\$85,676.44			171	\$90,585.32		
Net Sale Gain	103	\$44,275.93	\$68.65	\$390.44	102	\$50,599.20	\$76.50	\$455.85
Patronage Refunds		169.94				135.63		
Miscellaneous Income		188.73				558.69		
Livestock Futures		-				21.14		
OTHER INCOME		\$358.67	\$0.56	\$3.16		\$715.46	\$1.08	\$6.45
GROSS INCOME		\$44,634.60	\$69.21	\$393.60		\$51,314.66	\$77.58	\$462.29
EXPENSES:								
Labor Hired		\$1,120.38	\$1.74	\$9.88		\$1,159.99	\$1.75	\$10.45
General Machinery Repairs		2,546.09	3.95	22.45		2,898.50	4.38	26.11
Interest Paid		2,451.68	3.80	21.62		2,532.68	3.83	22.82
Feed Purchased		28,071.38	43.52	247.54		31,173.05	47.13	280.84
Machine Hire - Lease		301.22	0.47	2.66		396.40	0.60	3.57
Farm Org Fees / Travel / Publ		421.80	0.65	3.72		453.78	0.69	4.09
Vet Medicine / Drugs		1,601.32	2.48	14.12		1,643.25	2.48	14.80
Livestock Marketing / Breeding		951.59	1.48	8.39		1,205.16	1.82	10.86
Gas / Fuel / Oil		1,089.12	1.69	9.60		1,460.05	2.21	13.15
Personal Property Tax		113.35	0.18	1.00		191.99	0.29	1.73
General Farm Insurance		472.19	0.73	4.16		721.53	1.09	6.50
Utilities		757.82	1.17	6.68		1,004.81	1.52	9.05
Auto Expense		169.29	0.26	1.49		215.95	0.33	1.95
Livestock Futures		1.88	0.00	0.02		5.67	0.01	0.05
TOTAL VARIABLE COSTS		\$40,069.10	\$62.13	\$353.34		\$45,062.81	\$68.13	\$405.97
RETURN ABOVE VARIABLE COSTS		\$4,565.50	\$7.08	\$40.26		\$6,251.85	\$9.45	\$56.32
Depreciation		1,826.44	2.83	16.11		2,258.15	3.41	20.34
Real Estate Tax		369.99	0.57	3.26		346.11	0.52	3.12
Unpaid Operator Labor		6,223.27	9.65	54.88		6,462.44	9.77	58.22
Interest Charge *		6,602.57	10.24	58.22		7,239.27	10.94	65.22
TOTAL FIXED COSTS		\$15,022.27	\$23.29	\$132.47		\$16,305.97	\$24.65	\$146.90
TOTAL EXPENSE		\$55,091.37	\$85.42	\$485.81		\$61,368.78	\$92.78	\$552.87
NET RETURN TO MANAGEMENT		(\$10,456.77)	(\$16.21)	(\$92.21)		(\$10,054.12)	(\$15.20)	(\$90.58)
NET RETURN TO LABOR-MGT		(\$3,113.12)	(\$4.83)	(\$27.45)		(\$2,431.69)	(\$3.68)	(\$21.91)
Factors:								
Feed Costs			\$43.52	\$247.54			\$47.13	\$280.84
Nonfeed Costs			\$41.89	\$238.27			\$45.65	\$272.03

*Interest charge equals: ((8.0% times gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF COWS, SELL FEEDERS: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	145	115
Number of Cows in Herd	110	110
Number of Calves Sold	89	87
Average Weight Calves Sold	717	698
Calf Selling Price / Cwt	\$71.96	\$85.87
Gross Income / Cow	\$479.27	\$521.59
Feed Cost / Cow	\$314.66	\$316.01
Nonfeed Cost / Cow	\$289.21	\$331.95
Pounds Beef Produced / Cow	707	702

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	89	46,016.58			87	52,179.23		
Cows Sold	17	8,223.03			17	9,680.26		
Ending Inventory	208	103,476.29			203	116,188.76		
Gross Sales	314	\$157,715.90			307	\$178,048.25		
Cows Purchased	8	5,846.72			9	7,250.00		
Beginning Inventory	207	99,445.52			201	114,152.45		
Gross Purchases	216	\$105,292.24			210	\$121,402.45		
Net Sale Gain	98	\$52,423.66	\$67.27	\$475.71	97	\$56,645.80	\$73.39	\$514.96
Patronage Refunds		221.82				164.73		
Miscellaneous Income		167.73				563.98		
Livestock Futures		2.05				-		
OTHER INCOME		\$391.61	\$0.50	\$3.55		\$728.71	\$0.94	\$6.62
GROSS INCOME		\$52,815.26	\$67.78	\$479.27		\$57,374.51	\$74.33	\$521.59
EXPENSES:								
Labor Hired		\$1,173.92	\$1.51	\$10.65		\$1,321.10	\$1.71	\$12.01
General Machinery Repairs		3,098.68	3.98	28.12		3,645.08	4.72	33.14
Interest Paid		2,702.40	3.47	24.52		2,836.65	3.67	25.79
Feed Purchased		34,675.58	44.50	314.66		34,760.74	45.03	316.01
Machine Hire - Lease		310.64	0.40	2.82		389.50	0.50	3.54
Farm Org Fees / Travel / Publ		481.78	0.62	4.37		536.62	0.70	4.88
Vet Medicine / Drugs		2,088.55	2.68	18.95		2,312.15	3.00	21.02
Livestock Marketing / Breeding		1,818.43	2.33	16.50		1,466.30	1.90	13.33
Gas / Fuel / Oil		1,111.79	1.43	10.09		1,418.77	1.84	12.90
Personal Property Tax		108.24	0.14	0.98		180.18	0.23	1.64
General Farm Insurance		558.38	0.72	5.07		745.78	0.97	6.78
Utilities		994.51	1.28	9.02		1,324.99	1.72	12.05
Auto Expense		237.76	0.31	2.16		278.99	0.36	2.54
Livestock Futures		2.04	0.00	0.02		11.50	0.01	0.10
TOTAL VARIABLE COSTS		\$49,362.70	\$63.35	\$447.94		\$51,228.35	\$66.37	\$465.71
RETURN ABOVE VARIABLE COSTS		\$3,452.56	\$4.43	\$31.33		\$6,146.16	\$7.96	\$55.87
Depreciation		2,064.95	2.65	18.74		2,913.34	3.77	26.48
Real Estate Tax		331.04	0.42	3.00		320.15	0.41	2.91
Unpaid Operator Labor		6,434.47	8.26	58.39		6,956.67	9.01	63.24
Interest Charge *		8,352.88	10.72	75.80		9,856.49	12.77	89.60
TOTAL FIXED COSTS		\$17,183.34	\$22.05	\$155.93		\$20,046.65	\$25.97	\$182.24
TOTAL EXPENSE		\$66,546.04	\$85.40	\$603.87		\$71,275.00	\$92.34	\$647.95
NET RETURN TO MANAGEMENT		(\$13,730.78)	(\$17.62)	(\$124.60)		(\$13,900.49)	(\$18.01)	(\$126.37)
NET RETURN TO LABOR-MGT		(\$6,122.39)	(\$7.86)	(\$55.56)		(\$5,622.72)	(\$7.28)	(\$51.12)
Factors:								
Feed Costs			\$44.50	\$314.66			\$45.03	\$316.01
Nonfeed Costs			\$40.90	\$289.21			\$47.31	\$331.95

*Interest charge equals: ((8.0% times gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF BACKGROUNDING: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	78	55
Number of Head	405	488
Weight Produced / Head	311	308
Weight / Head Sold	803	803
Weight / Head Purchased	487	488
Sale Price / Cwt	\$70.53	\$83.94
Purchase Price / Cwt	\$81.84	\$99.23
Gross Income / Cwt	\$61.08	\$52.74
Feed Costs / Cwt	\$37.55	\$36.22
Nonfeed Costs / Cwt	\$31.42	\$36.93

	Head	Total Dollars	\$ / Cwt	\$ / Head	Head	Total Dollars	\$ / Cwt	\$ / Head
INCOME:								
Steers - Heifers Sold	404	228,829.64			481	324,196.47		
Ending Inventory	279	137,569.65			313	174,206.72		
Gross Sales	683	\$366,399.28			794	\$498,403.19		
Steers - Heifers Purchased	426	169,564.14			503	243,424.74		
Beginning Inventory	269	120,756.57			305	177,481.88		
Gross Purchases	694	\$290,320.71			808	\$420,906.62		
Net Sale Gain		\$76,078.57	\$60.36	\$187.94		\$77,496.57	\$51.51	\$158.80
Patronage Refunds		241.60				257.61		
Miscellaneous Income		351.89				174.45		
Livestock Futures		307.73				1,419.67		
OTHER INCOME		\$901.22	\$0.72	\$2.23		\$1,851.73	\$1.23	\$3.79
GROSS INCOME		\$76,979.79	\$61.08	\$190.17		\$79,348.30	\$52.74	\$162.60
EXPENSES:								
Labor Hired		\$1,634.33	\$1.30	\$4.04		\$1,352.76	\$0.90	\$2.77
General Machinery Repairs		3,347.09	2.66	8.27		4,864.69	3.23	9.97
Interest Paid		7,009.66	5.56	17.32		9,234.51	6.14	18.92
Feed Purchased		47,322.57	37.55	116.90		54,486.67	36.22	111.65
Machine Hire - Lease		844.87	0.67	2.09		1,331.98	0.89	2.73
Farm Org Fees / Travel / Publ		549.62	0.44	1.36		565.37	0.38	1.16
Vet Medicine / Drugs		5,348.06	4.24	13.21		6,910.38	4.59	14.16
Livestock Marketing / Breeding		2,003.06	1.59	4.95		3,434.71	2.28	7.04
Gas / Fuel / Oil		1,035.96	0.82	2.56		1,526.18	1.01	3.13
Personal Property Tax		71.06	0.06	0.18		161.79	0.11	0.33
General Farm Insurance		469.24	0.37	1.16		679.17	0.45	1.39
Utilities		985.25	0.78	2.43		1,127.28	0.75	2.31
Auto Expense		246.99	0.20	0.61		379.00	0.25	0.78
Livestock Futures		626.97	0.50	1.55		1,233.17	0.82	2.53
TOTAL VARIABLE COSTS		\$71,494.74	\$56.73	\$176.62		\$87,287.66	\$58.02	\$178.87
RETURN ABOVE VARIABLE COSTS		\$5,485.05	\$4.35	\$13.55		(\$7,939.36)	(\$5.28)	(\$16.27)
Depreciation		2,003.66	1.59	4.95		3,207.37	2.13	6.57
Real Estate Tax		210.34	0.17	0.52		339.19	0.23	0.70
Unpaid Operator Labor		5,129.62	4.07	12.67		7,095.59	4.72	14.54
Interest Charge *		8,089.75	6.42	19.98		12,119.62	8.06	24.84
TOTAL FIXED COSTS		\$15,433.36	\$12.25	\$38.13		\$22,761.77	\$15.13	\$46.64
TOTAL EXPENSE		\$86,928.10	\$68.97	\$214.74		\$110,049.43	\$73.15	\$225.51
NET RETURN TO MANAGEMENT		(\$9,948.31)	(\$7.89)	(\$24.58)		(\$30,701.13)	(\$20.41)	(\$62.91)
NET RETURN TO LABOR-MGT		(\$3,184.36)	(\$2.53)	(\$7.87)		(\$22,252.78)	(\$14.79)	(\$45.60)
Factors:								
Feed Costs			\$37.55	\$116.90			\$36.22	\$111.65
Nonfeed Costs			\$31.42	\$97.84			\$36.93	\$113.86

*Interest charge equals: ((8.0% times one-half gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF BACKGROUNDING / FINISHING: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	64	30
Number of Head	576	886
Weight Produced / Head	614	585
Weight / Head Sold	1,155	1,137
Weight / Head Purchased	537	537
Sale Price / Cwt	\$65.73	\$74.02
Purchase Price / Cwt	\$79.55	\$94.68
Gross Income / Cwt	\$57.84	\$48.85
Feed Costs / Cwt	\$42.89	\$42.19
Nonfeed Costs / Cwt	\$18.81	\$20.25

	Head	Total Dollars	\$ / Cwt	\$ / Head	Head	Total Dollars	\$ / Cwt	\$ / Head
INCOME:								
Steers - Heifers Sold	572	433,897.06			840	706,711.23		
Ending Inventory	474	272,534.62			722	443,859.98		
Gross Sales	1,046	\$706,431.68			1,562	\$1,150,571.21		
Steers - Heifers Purchased	599	256,227.58			869	441,930.03		
Beginning Inventory	461	246,768.35			714	457,391.52		
Gross Purchases	1,060	\$502,995.93			1,583	\$899,321.55		
Net Sale Gain		\$203,435.75	\$57.54	\$353.06		\$251,249.66	\$48.44	\$283.58
Patronage Refunds		412.15				385.14		
Miscellaneous Income		568.07				592.92		
Livestock Futures		95.72				1,150.01		
OTHER INCOME		\$1,075.94	\$0.30	\$1.87		\$2,128.07	\$0.41	\$2.40
GROSS INCOME		\$204,511.69	\$57.84	\$354.93		\$253,377.73	\$48.85	\$285.98
EXPENSES:								
Labor Hired		\$2,243.25	\$0.63	\$3.89		\$4,106.23	\$0.79	\$4.63
General Machinery Repairs		4,796.39	1.36	8.32		7,205.20	1.39	8.13
Interest Paid		10,323.10	2.92	17.92		17,609.61	3.39	19.88
Feed Purchased		151,652.58	42.89	263.19		218,873.33	42.19	247.04
Machine Hire - Lease		896.69	0.25	1.56		3,466.25	0.67	3.91
Farm Org Fees / Travel / Publ		763.16	0.22	1.32		1,351.04	0.26	1.52
Vet Medicine / Drugs		6,745.63	1.91	11.71		11,980.92	2.31	13.52
Livestock Marketing / Breeding		5,930.85	1.68	10.29		5,812.89	1.12	6.56
Gas / Fuel / Oil		1,389.28	0.39	2.41		2,604.94	0.50	2.94
Personal Property Tax		159.59	0.05	0.28		376.87	0.07	0.43
General Farm Insurance		893.54	0.25	1.55		1,497.40	0.29	1.69
Utilities		1,469.14	0.42	2.55		2,076.83	0.40	2.34
Auto Expense		230.34	0.07	0.40		234.57	0.05	0.26
Livestock Futures		349.51	0.10	0.61		1,482.14	0.29	1.67
TOTAL VARIABLE COSTS		\$187,843.05	\$53.13	\$326.00		\$278,678.22	\$53.72	\$314.54
RETURN ABOVE VARIABLE COSTS		\$16,668.64	\$4.71	\$28.93		(\$25,300.49)	(\$4.88)	(\$28.56)
Depreciation		3,842.94	1.09	6.67		5,133.06	0.99	5.79
Real Estate Tax		592.07	0.17	1.03		353.59	0.07	0.40
Unpaid Operator Labor		7,343.22	2.08	12.74		8,611.50	1.66	9.72
Interest Charge *		18,548.17	5.25	32.19		31,152.96	6.01	35.16
TOTAL FIXED COSTS		\$30,326.39	\$8.58	\$52.63		\$45,251.11	\$8.72	\$51.07
TOTAL EXPENSE		\$218,169.44	\$61.70	\$378.63		\$323,929.33	\$62.45	\$365.61
NET RETURN TO MANAGEMENT		(\$13,657.75)	(\$3.86)	(\$23.70)		(\$70,551.60)	(\$13.60)	(\$79.63)
NET RETURN TO LABOR-MGT		(\$4,071.28)	(\$1.15)	(\$7.07)		(\$57,833.87)	(\$11.15)	(\$65.28)
Factors:								
Feed Costs			\$42.89	\$263.19			\$42.19	\$247.04
Nonfeed Costs			\$18.81	\$115.44			\$20.25	\$118.57

*Interest charge equals: ((8.0% times one-half gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF FINISHING: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	7	5
Number of Head	513	323
Weight Produced / Head	416	446
Weight / Head Sold	1,183	1,229
Weight / Head Purchased	751	759
Sale Price / Cwt	\$66.09	\$73.04
Purchase Price / Cwt	\$71.88	\$81.52
Gross Income / Cwt	\$57.91	\$50.92
Feed Costs / Cwt	\$50.61	\$50.94
Nonfeed Costs / Cwt	\$16.31	\$17.67

	Head	Total Dollars	\$/ Cwt	\$/ Head	Head	Total Dollars	\$/ Cwt	\$/ Head
INCOME:								
Steers - Heifers Sold	485	378,836.04			358	321,405.00		
Ending Inventory	226	149,988.28			93	65,919.00		
Gross Sales	711	\$528,824.32			451	\$387,324.00		
Steers - Heifers Purchased	507	273,620.24			265	164,032.41		
Beginning Inventory	214	132,302.44			187	150,252.54		
Gross Purchases	721	\$405,922.68			452	\$314,284.95		
Net Sale Gain		\$122,901.64	\$57.62	\$239.76		\$73,039.05	\$50.67	\$226.13
Patronage Refunds		407.57				69.99		
Miscellaneous Income		199.07				68.83		
Livestock Futures		18.57				225.12		
OTHER INCOME		\$625.21	\$0.29	\$1.22		\$363.94	\$0.25	\$1.13
GROSS INCOME		\$123,526.85	\$57.91	\$240.98		\$73,402.99	\$50.92	\$227.25
EXPENSES:								
Labor Hired		\$1,150.82	\$0.54	\$2.25		\$284.22	\$0.20	\$0.88
General Machinery Repairs		1,835.97	0.86	3.58		597.35	0.41	1.85
Interest Paid		5,824.84	2.73	11.36		6,113.80	4.24	18.93
Feed Purchased		107,958.35	50.61	210.61		73,431.70	50.94	227.34
Machine Hire - Lease		804.71	0.38	1.57		301.97	0.21	0.93
Farm Org Fees / Travel / Publ		379.57	0.18	0.74		371.63	0.26	1.15
Vet Medicine / Drugs		1,434.18	0.67	2.80		1,052.57	0.73	3.26
Livestock Marketing / Breeding		1,058.72	0.50	2.07		569.31	0.39	1.76
Gas / Fuel / Oil		525.77	0.25	1.03		1,256.32	0.87	3.89
Personal Property Tax		57.26	0.03	0.11		24.33	0.02	0.08
General Farm Insurance		352.74	0.17	0.69		670.51	0.47	2.08
Utilities		404.99	0.19	0.79		440.42	0.31	1.36
Auto Expense		133.45	0.06	0.26		7.99	0.01	0.02
Livestock Futures		446.32	0.21	0.87		536.96	0.37	1.66
TOTAL VARIABLE COSTS		\$122,367.70	\$57.37	\$238.72		\$85,659.08	\$59.42	\$265.20
RETURN ABOVE VARIABLE COSTS		\$1,159.15	\$0.54	\$2.26		(\$12,256.09)	(\$8.50)	(\$37.94)
Depreciation		1,601.24	0.75	3.12		1,163.85	0.81	3.60
Real Estate Tax		55.42	0.03	0.11		197.02	0.14	0.61
Unpaid Operator Labor		2,946.45	1.38	5.75		1,624.50	1.13	5.03
Interest Charge *		15,774.37	7.40	30.77		10,256.39	7.12	31.75
TOTAL FIXED COSTS		\$20,377.50	\$9.55	\$39.75		\$13,241.76	\$9.19	\$41.00
TOTAL EXPENSE		\$142,745.20	\$66.92	\$278.47		\$98,900.84	\$68.61	\$306.19
NET RETURN TO MANAGEMENT		(\$19,218.35)	(\$9.01)	(\$37.49)		(\$25,497.85)	(\$17.69)	(\$78.94)
NET RETURN TO LABOR-MGT		(\$15,121.08)	(\$7.09)	(\$29.50)		(\$23,589.13)	(\$16.36)	(\$73.03)
Factors:								
Feed Costs			\$50.61	\$210.61			\$50.94	\$227.34
Nonfeed Costs			\$16.31	\$67.86			\$17.67	\$78.85

*Interest charge equals: ((8.0% times one-half gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF GRAZE

	1996-2000 Average	2001
Number of Farms	9	7
Number of Head	259	252
Weight Produced / Head	295	283
Weight / Head Sold	795	778
Weight / Head Purchased	486	499
Sale Price / Cwt	\$72.35	\$86.88
Purchase Price / Cwt	\$83.36	\$101.58
Gross Income / Cwt	\$66.95	\$56.34
Feed Costs / Cwt	\$34.35	\$39.46
Nonfeed Costs / Cwt	\$33.16	\$39.68

	Head	Total Dollars	\$/ Cwt	\$/ Head	Head	Total Dollars	\$/ Cwt	\$/ Head
INCOME:								
Steers - Heifers Sold	256	147,226.46			256	173,061.78		
Ending Inventory	161	75,812.32			171	94,907.86		
Gross Sales	417	\$223,038.78			427	\$267,969.64		
Steers - Heifers Purchased	284	115,029.75			240	121,682.65		
Beginning Inventory	140	57,149.72			194	106,566.43		
Gross Purchases	424	\$172,179.47			434	\$228,249.08		
Net Sale Gain		\$50,859.31	\$66.70	\$196.67		\$39,720.56	\$55.63	\$157.62
Patronage Refunds		49.17				122.98		
Miscellaneous Income		127.10				383.60		
Livestock Futures		14.57				-		
OTHER INCOME		\$190.85	\$0.25	\$0.74		\$506.58	\$0.71	\$2.01
GROSS INCOME		\$51,050.16	\$66.95	\$197.41		\$40,227.14	\$56.34	\$159.63
EXPENSES:								
Labor Hired		\$649.44	\$0.85	\$2.51		\$420.58	\$0.59	\$1.67
General Machinery Repairs		2,026.40	2.66	7.84		1,370.13	1.92	5.44
Interest Paid		3,612.63	4.74	13.97		4,089.10	5.73	16.23
Feed Purchased		26,192.68	34.35	101.29		28,176.02	39.46	111.81
Machine Hire - Lease		1,106.82	1.45	4.28		2,415.76	3.38	9.59
Farm Org Fees / Travel / Publ		316.14	0.41	1.22		289.59	0.41	1.15
Vet Medicine / Drugs		3,240.84	4.25	12.53		3,590.91	5.03	14.25
Livestock Marketing / Breeding		939.64	1.23	3.63		787.58	1.10	3.13
Gas / Fuel / Oil		883.10	1.16	3.41		851.77	1.19	3.38
Personal Property Tax		102.65	0.13	0.40		91.23	0.13	0.36
General Farm Insurance		471.91	0.62	1.82		510.72	0.72	2.03
Utilities		506.38	0.66	1.96		445.49	0.62	1.77
Auto Expense		62.44	0.08	0.24		347.00	0.49	1.38
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$40,111.05	\$52.61	\$155.11		\$43,385.88	\$60.76	\$172.17
RETURN ABOVE VARIABLE COSTS		\$10,939.10	\$14.35	\$42.30		(\$3,158.74)	(\$4.42)	(\$12.53)
Depreciation		1,021.39	1.34	3.95		1,800.35	2.52	7.14
Real Estate Tax		120.45	0.16	0.47		175.11	0.25	0.69
Unpaid Operator Labor		5,041.86	6.61	19.50		3,799.29	5.32	15.08
Interest Charge *		5,181.01	6.80	20.03		7,352.41	10.30	29.18
TOTAL FIXED COSTS		\$11,364.72	\$14.91	\$43.95		\$13,127.16	\$18.38	\$52.09
TOTAL EXPENSE		\$51,475.77	\$67.51	\$199.06		\$56,513.04	\$79.14	\$224.26
NET RETURN TO MANAGEMENT		(\$425.61)	(\$0.56)	(\$1.65)		(\$16,285.90)	(\$22.81)	(\$64.63)
NET RETURN TO LABOR-MGT		\$5,265.69	\$6.91	\$20.36		(\$12,066.03)	(\$16.90)	(\$47.88)
Factors:								
Feed Costs			\$34.35	\$101.29			\$39.46	\$111.81
Nonfeed Costs			\$33.16	\$97.77			\$39.68	\$112.45

*Interest charge equals: ((8.0% times one-half gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
DAIRY COWS: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	66	60
Number of Dairy Cows	102	102
Pounds of Milk / Cow	19,541	19,357
Milk Receipts / Cow	\$2,652.14	\$2,761.62
Gross Income / Cow	\$2,897.42	\$2,990.37
Feed Cost / Cow	\$1,476.04	\$1,389.56
Non Feed Costs / Cow	\$1,423.40	\$1,553.91
Gross Income / Cwt Milk	\$14.83	\$15.45
Milk Price / Cwt	\$13.57	\$14.27
Feed Costs / Cwt Milk	\$7.55	\$7.18
Non Feed Costs / Cwt Milk	\$7.28	\$8.03

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	30	6,949.70			24	7,222.09		
Cows Sold	32	15,792.84			28	16,365.27		
Ending Inventory	213	159,996.25			204	172,895.42		
Gross Sales	275	\$182,738.78			256	\$196,482.78		
Cows Purchased	7	6,144.10			5	6,236.29		
Beginning Inventory	214	158,030.70			207	171,164.70		
Gross Purchases	221	\$164,174.80			212	\$177,400.99		
Net Sale Gain		\$18,563.98	\$0.93	\$181.64		\$19,081.79	\$0.97	\$187.08
Milk Sales		271,048.37	13.73	2,657.34		281,685.21	14.27	2,761.62
Patronage Refunds		2,634.21	0.13	25.83		2,396.74	0.12	23.50
Miscellaneous Income		3,864.63	0.20	37.89		1,836.63	0.09	18.01
Livestock Futures		5.35	0.00	0.05		17.29	0.00	0.17
OTHER INCOME		\$277,552.56	\$13.90	\$2,715.78		\$285,935.87	\$14.48	\$2,803.29
GROSS INCOME		\$296,116.54	\$14.83	\$2,897.42		\$305,017.66	\$15.45	\$2,990.37
EXPENSES:								
Labor Hired		\$19,531.00	\$0.98	\$191.11		\$19,829.40	\$1.00	\$194.41
General Machinery Repairs		14,224.79	0.71	139.19		15,238.00	0.77	149.39
Interest Paid		8,588.69	0.43	84.04		8,111.80	0.41	79.53
Feed Purchased		150,851.57	7.55	1,476.04		141,735.59	7.18	1,389.56
Machine Hire - Lease		1,489.82	0.07	14.58		666.09	0.03	6.53
Farm Org Fees / Travel / Publ		1,653.48	0.08	16.18		2,070.34	0.10	20.30
Vet Medicine / Drugs		8,986.25	0.45	87.93		10,931.71	0.55	107.17
Dairy Expense		20,864.24	1.04	204.15		23,118.28	1.17	226.65
Livestock Marketing / Breeding		7,316.64	0.37	71.59		9,339.49	0.47	91.56
Gas / Fuel / Oil		2,650.54	0.13	25.93		3,367.69	0.17	33.02
Personal Property Tax		247.02	0.01	2.42		213.47	0.01	2.09
General Farm Insurance		2,336.64	0.12	22.86		2,930.83	0.15	28.73
Utilities		7,632.40	0.38	74.68		9,380.15	0.48	91.96
Auto Expense		302.60	0.02	2.96		378.44	0.02	3.71
Livestock Futures		11.43	0.00	0.11		43.33	0.00	0.42
TOTAL VARIABLE COSTS		\$246,687.11	\$12.35	\$2,413.77		\$247,354.61	\$12.53	\$2,425.05
RETURN ABOVE VARIABLE COSTS		\$49,429.43	\$2.48	\$483.65		\$57,663.05	\$2.92	\$565.32
Depreciation		9,265.30	0.46	90.66		10,016.38	0.51	98.20
Real Estate Tax		795.78	0.04	7.79		1,127.18	0.06	11.05
Unpaid Operator Labor		22,180.75	1.11	217.03		22,556.04	1.14	221.14
Interest Charge *		17,393.95	0.87	170.20		19,179.71	0.97	188.04
TOTAL FIXED COSTS		\$49,635.78	\$2.49	\$485.67		\$52,879.31	\$2.68	\$518.42
TOTAL EXPENSE		\$296,322.89	\$14.84	\$2,899.44		\$300,233.92	\$15.21	\$2,943.47
NET RETURN TO MANAGEMENT		(\$206.35)	(\$0.01)	(\$2.02)		\$4,783.74	\$0.24	\$46.90
NET RETURN TO LABOR-MGT		\$41,505.39	\$2.08	\$406.12		\$47,169.18	\$2.39	\$462.44
Factors:								
Feed Costs			\$7.55	\$1,476.04			\$7.18	\$1,389.56
Nonfeed Costs			\$7.28	\$1,423.40			\$8.03	\$1,553.91

*Interest charge equals: ((8.0% times gross purchases) plus (8.0% times one-half the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
SOW AND LITTER, SELL MARKET HOGS (CONFINEMENT): STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	14	9
Number of Litters	752	985
Number of Pigs Sold	5,745	7,240
Average Weight Pigs Sold	243	263
Pigs Weaned per Litter	8.84	8.65
Sales Price / Cwt	\$44.90	\$45.68
Gross Income / Cwt	\$43.50	\$43.82
Feed Cost / Cwt	\$22.04	\$18.09
Nonfeed Cost / Cwt	\$14.93	\$16.77
Pounds Pork Produced / Litter	2,028	2,064

	Head	Total Dollars	\$/ Cwt	\$/ Pig	\$/ Litter	Head	Total Dollars	\$/ Cwt	\$/ Pig	\$/ Litter
INCOME:										
Pigs Sold	5,745	627,600.35				7,240	869,514.96			
Sows Sold	204	28,080.47				284	39,902.61			
Ending Inventory	3,536	247,885.89				4,912	377,499.33			
Gross Sales	9,485	\$903,566.70				12,436	\$1,286,916.90			
Sows-Boars Purchased	40	12,183.03				21	10,384.78			
Beginning Inventory	3,407	228,342.18				4,823	385,838.26			
Gross Purchases	3,447	\$240,525.21				4,844	\$396,223.04			
Net Sale Gain	6,038	\$663,041.49	\$43.45	\$115.41	\$881.24	7,592	\$890,693.86	\$43.81	\$123.02	\$904.26
Patronage Refunds		59.29					-			
Miscellaneous Income		631.96					282.42			
Livestock Futures		-					-			
OTHER INCOME		\$691.25	\$0.05	\$0.12	\$0.92		\$282.42	\$0.01	\$0.04	\$0.29
GROSS INCOME		\$663,732.74	\$43.50	\$115.53	\$882.15		\$890,976.28	\$43.82	\$123.06	\$904.54
EXPENSES:										
Labor Hired		\$53,279.70	\$3.49	\$9.27	\$70.81		\$75,170.27	\$3.70	\$10.38	\$76.31
General Machinery Repairs		28,724.26	1.88	5.00	38.18		54,755.64	2.69	7.56	55.59
Interest Paid		14,314.56	0.94	2.49	19.03		22,479.22	1.11	3.10	22.82
Feed Purchased		336,282.53	22.04	58.53	446.95		367,739.62	18.09	50.79	373.34
Machine Hire - Lease		1,220.11	0.08	0.21	1.62		3,138.84	0.15	0.43	3.19
Farm Org Fees / Travel / Publ		2,443.80	0.16	0.43	3.25		4,548.25	0.22	0.63	4.62
Vet Medicine / Drugs		12,244.38	0.80	2.13	16.27		13,846.63	0.68	1.91	14.06
Livestock Marketing / Breeding		23,456.85	1.54	4.08	31.18		25,778.79	1.27	3.56	26.17
Gas / Fuel / Oil		5,503.71	0.36	0.96	7.31		14,085.43	0.69	1.95	14.30
Personal Property Tax		738.24	0.05	0.13	0.98		1,554.04	0.08	0.21	1.58
General Farm Insurance		5,183.56	0.34	0.90	6.89		9,943.08	0.49	1.37	10.09
Utilities		19,691.64	1.29	3.43	26.17		28,682.00	1.41	3.96	29.12
Auto Expense		289.07	0.02	0.05	0.38		646.07	0.03	0.09	0.66
Livestock Futures		-	-	-	-		-	-	-	-
TOTAL VARIABLE COSTS		\$503,372.42	\$32.99	\$87.62	\$669.02		\$622,367.88	\$30.61	\$85.96	\$631.85
RETURN ABOVE VARIABLE COSTS		\$160,360.32	\$10.51	\$27.91	\$213.13		\$268,608.40	\$13.21	\$37.10	\$272.70
Depreciation		30,800.62	2.02	5.36	40.94		46,840.35	2.30	6.47	47.55
Real Estate Tax		2,763.72	0.18	0.48	3.67		4,504.30	0.22	0.62	4.57
Unpaid Operator Labor		16,604.66	1.09	2.89	22.07		22,085.78	1.09	3.05	22.42
Interest Charge *		10,595.11	0.69	1.84	14.08		12,881.51	0.63	1.78	13.08
TOTAL FIXED COSTS		\$60,764.10	\$3.98	\$10.58	\$80.76		\$86,311.94	\$4.25	\$11.92	\$87.63
TOTAL EXPENSE		\$564,136.52	\$36.97	\$98.19	\$749.78		\$708,679.82	\$34.85	\$97.88	\$719.47
NET RETURN TO MANAGEMENT		\$99,596.22	\$6.53	\$17.34	\$132.37		\$182,296.46	\$8.97	\$25.18	\$185.07
NET RETURN TO LABOR-MGT		\$169,480.58	\$11.11	\$29.50	\$225.25		\$279,552.51	\$13.75	\$38.61	\$283.81
Factors:										
Feed Costs			\$22.04	\$58.53	\$446.95			\$18.09	\$50.79	\$373.34
Nonfeed Costs			\$14.93	\$39.66	\$302.84			\$16.77	\$47.09	\$346.13

*Interest charge equals: ((8.0% times one-fourth gross purchases) plus (8.0% times one-fourth the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
SOW AND LITTER, SELL MARKET HOGS: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	44	22
Number of Litters	388	514
Number of Pigs Sold	2,948	3,781
Average Weight Pigs Sold	246	262
Pigs Weaned per Litter	8.62	8.69
Sales Price / Cwt	\$44.30	\$45.53
Gross Income / Cwt	\$43.14	\$43.69
Feed Cost / Cwt	\$23.09	\$18.87
Nonfeed Cost / Cwt	\$14.99	\$17.13
Pounds Pork Produced / Litter	2,009	2,053

	Head	Total Dollars	\$/ Cwt	\$/ Pig	\$/ Litter	Head	Total Dollars	\$/ Cwt	\$/ Pig	\$/ Litter
INCOME:										
Pigs Sold	2,948	321,040.59				3,781	451,274.46			
Sows Sold	103	14,828.49				141	20,513.25			
Ending Inventory	1,849	126,471.62				2,510	190,409.68			
Gross Sales	4,900	\$462,340.70				6,432	\$662,197.39			
Sows-Boars Purchased	24	6,627.41				18	6,296.27			
Beginning Inventory	1,816	120,970.24				2,514	195,168.56			
Gross Purchases	1,840	\$127,597.65				2,532	\$201,464.83			
Net Sale Gain	3,060	\$334,743.04	\$42.96	\$113.53	\$863.18	3,900	\$460,732.56	\$43.65	\$121.85	\$896.37
Patronage Refunds		607.84					213.73			
Miscellaneous Income		769.87					136.64			
Livestock Futures		-					-			
OTHER INCOME		\$1,377.71	\$0.18	\$0.47	\$3.55		\$350.37	\$0.03	\$0.09	\$0.68
GROSS INCOME		\$336,120.75	\$43.14	\$114.00	\$866.74		\$461,082.93	\$43.69	\$121.95	\$897.05
EXPENSES:										
Labor Hired		\$22,205.03	\$2.85	\$7.53	\$57.26		\$35,729.11	\$3.39	\$9.45	\$69.51
General Machinery Repairs		15,144.73	1.94	5.14	39.05		27,209.92	2.58	7.20	52.94
Interest Paid		7,187.78	0.92	2.44	18.53		11,965.67	1.13	3.16	23.28
Feed Purchased		179,921.04	23.09	61.02	463.95		199,187.36	18.87	52.68	387.52
Machine Hire - Lease		1,237.84	0.16	0.42	3.19		2,275.01	0.22	0.60	4.43
Farm Org Fees / Travel / Publ		1,554.32	0.20	0.53	4.01		2,449.62	0.23	0.65	4.77
Vet Medicine / Drugs		6,602.32	0.85	2.24	17.03		7,827.30	0.74	2.07	15.23
Livestock Marketing / Breeding		10,474.33	1.34	3.55	27.01		12,274.72	1.16	3.25	23.88
Gas / Fuel / Oil		2,932.48	0.38	0.99	7.56		7,252.33	0.69	1.92	14.11
Personal Property Tax		418.47	0.05	0.14	1.08		844.81	0.08	0.22	1.64
General Farm Insurance		2,556.06	0.33	0.87	6.59		4,918.36	0.47	1.30	9.57
Utilities		9,691.83	1.24	3.29	24.99		14,629.16	1.39	3.87	28.46
Auto Expense		249.53	0.03	0.08	0.64		458.08	0.04	0.12	0.89
Livestock Futures		20.27	0.00	0.01	0.05		2,086.36	0.20	0.55	4.06
TOTAL VARIABLE COSTS		\$260,196.03	\$33.39	\$88.25	\$670.95		\$329,107.81	\$31.18	\$87.04	\$640.29
RETURN ABOVE VARIABLE COSTS		\$75,924.73	\$9.74	\$25.75	\$195.78		\$131,975.12	\$12.50	\$34.90	\$256.76
Depreciation		15,679.22	2.01	5.32	40.43		24,905.26	2.36	6.59	48.45
Real Estate Tax		1,272.43	0.16	0.43	3.28		2,033.16	0.19	0.54	3.96
Unpaid Operator Labor		13,800.50	1.77	4.68	35.59		17,331.45	1.64	4.58	33.72
Interest Charge *		5,771.34	0.74	1.96	14.88		6,615.47	0.63	1.75	12.87
TOTAL FIXED COSTS		\$36,523.49	\$4.69	\$12.39	\$94.18		\$50,885.34	\$4.82	\$13.46	\$99.00
TOTAL EXPENSE		\$296,719.52	\$38.08	\$100.64	\$765.14		\$379,993.15	\$36.00	\$100.50	\$739.29
NET RETURN TO MANAGEMENT		\$39,401.24	\$5.06	\$13.36	\$101.60		\$81,089.78	\$7.68	\$21.45	\$157.76
NET RETURN TO LABOR-MGT		\$75,406.77	\$9.68	\$25.58	\$194.45		\$134,150.34	\$12.71	\$35.48	\$260.99
Factors:										
Feed Costs			\$23.09	\$61.02	\$463.95			\$18.87	\$52.68	\$387.52
Nonfeed Costs			\$14.99	\$39.61	\$301.18			\$17.13	\$47.82	\$351.76

*Interest charge equals: ((8.0% times one-fourth gross purchases) plus (8.0% times one-fourth the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
SWINE FATTENING, PURCHASE FEEDER PIGS: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	12	15
Number of Pigs Sold	1,152	1,847
Weight / Head Sold	246	245
Weight / Head Purchased	27	25
Cwt Produced	2,510	4,202
Sale Price / Cwt	\$42.12	\$45.05
Purchase Price / Head	\$35.50	\$38.47
Gross Income / Cwt	\$31.02	\$30.59
Feed Costs / Cwt	\$20.27	\$17.30
Nonfeed Costs / Cwt	\$10.73	\$11.77

	Head	Total Dollars	\$ / Cwt	\$ / Pig	Head	Total Dollars	\$ / Cwt	\$ / Pig
INCOME:								
Pigs Sold	1,128	119,565.26			1,799	204,002.52		
Ending Inventory	418	27,199.94			851	51,502.00		
Gross Sales	1,546	\$146,765.20			2,650	\$255,504.52		
Pigs Purchased	1,263	44,849.98			2,123	81,676.80		
Beginning Inventory	440	25,214.06			689	45,761.48		
Gross Purchases	1,704	\$70,064.05			2,812	\$127,438.28		
Net Sale Gain		\$76,701.15	\$30.55	\$66.60		\$128,066.24	\$30.48	\$69.34
Patronage Refunds		274.18				175.85		
Miscellaneous Income		839.16				296.65		
Livestock Futures		64.23				-		
OTHER INCOME		\$1,177.57	\$0.47	\$1.02		\$472.50	\$0.11	\$0.26
GROSS INCOME		\$77,878.72	\$31.02	\$67.63		\$128,538.74	\$30.59	\$69.59
EXPENSES:								
Labor Hired		\$1,268.06	\$0.51	\$1.10		\$5,310.88	\$1.26	\$2.88
General Machinery Repairs		3,579.75	1.43	3.11		4,796.91	1.14	2.60
Interest Paid		1,865.18	0.74	1.62		4,247.42	1.01	2.30
Feed Purchased		50,891.84	20.27	44.19		72,707.73	17.30	39.37
Machine Hire - Lease		74.13	0.03	0.06		178.07	0.04	0.10
Farm Org Fees / Travel / Publ		703.39	0.28	0.61		1,184.61	0.28	0.64
Vet Medicine / Drugs		890.26	0.35	0.77		1,862.09	0.44	1.01
Livestock Marketing / Breeding		358.85	0.14	0.31		950.81	0.23	0.51
Gas / Fuel / Oil		1,089.80	0.43	0.95		2,591.53	0.62	1.40
Personal Property Tax		131.59	0.05	0.11		151.63	0.04	0.08
General Farm Insurance		703.51	0.28	0.61		1,807.85	0.43	0.98
Utilities		1,812.21	0.72	1.57		4,016.00	0.96	2.17
Auto Expense		59.99	0.02	0.05		33.70	0.01	0.02
Livestock Futures		250.00	0.10	0.22		-	-	-
TOTAL VARIABLE COSTS		\$63,678.57	\$25.37	\$55.30		\$99,839.23	\$23.76	\$54.05
RETURN ABOVE VARIABLE COSTS		\$14,200.15	\$5.66	\$12.33		\$28,699.51	\$6.83	\$15.54
Depreciation		3,719.18	1.48	3.23		5,576.60	1.33	3.02
Real Estate Tax		339.20	0.14	0.29		491.25	0.12	0.27
Unpaid Operator Labor		5,676.09	2.26	4.93		9,628.50	2.29	5.21
Interest Charge *		4,419.26	1.76	3.84		6,628.19	1.58	3.59
TOTAL FIXED COSTS		\$14,153.74	\$5.64	\$12.29		\$22,324.54	\$5.31	\$12.09
TOTAL EXPENSE		\$77,832.31	\$31.00	\$67.59		\$122,163.77	\$29.07	\$66.14
NET RETURN TO MANAGEMENT		\$46.41	\$0.02	\$0.04		\$6,374.97	\$1.52	\$3.45
NET RETURN TO LABOR-MGT		\$6,990.56	\$2.78	\$6.07		\$21,314.35	\$5.07	\$11.54
Factors:								
Feed Costs			\$20.27	\$44.19			\$17.30	\$39.37
Nonfeed Costs			\$10.73	\$23.39			\$11.77	\$26.78

*Interest charge equals: ((8.0% times one-fourth gross purchases) plus (8.0% times one-fourth the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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

	1996-2000 Average	2001
Number of Farms	141	105
Crop Acres	106	127
Acres Owned	36	36
Acres Rented	70	91
Yield / Acre	3.68	3.10
Tons	334	345
Operator Percentage	85.67%	87.63%
Gross Income / Acre	\$219.09	\$245.21
Variable Costs / Acre	\$103.07	\$124.42
Total Expense / Acre	\$177.91	\$198.32
Gross Income / Ton	\$69.53	\$90.27
Total Expense / Ton	\$56.46	\$73.00

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Soybeans (Operator's Share)	\$21,455.18	\$64.24	\$202.41	\$28,564.68	\$82.80	\$224.92
Patronage Refunds	88.66	0.27	0.84	89.94	0.26	0.71
Government Payments	1,476.25	4.42	13.93	2,328.58	6.75	18.34
Miscellaneous Income	199.98	0.60	1.89	156.96	0.45	1.24
Crop Insurance Proceeds	3.12	0.01	0.03	1.28	0.00	0.01
OTHER INCOME	\$1,768.01	\$5.29	\$16.68	\$2,576.76	\$7.47	\$20.29
GROSS INCOME	\$23,223.19	\$69.53	\$219.09	\$31,141.44	\$90.27	\$245.21
EXPENSES:						
Labor Hired	\$1,031.09	\$3.09	\$9.73	\$2,066.03	\$5.99	\$16.27
General Machinery Repairs	2,022.52	6.06	19.08	2,580.44	7.48	20.32
Interest Paid	1,343.80	4.02	12.68	1,347.27	3.91	10.61
Seed / Other Crop Expense	656.80	1.97	6.20	986.95	2.86	7.77
Crop Insurance	9.69	0.03	0.09	58.00	0.17	0.46
Fertilizer / Lime	951.15	2.85	8.97	1,219.13	3.53	9.60
Machine Hire - Lease	950.99	2.85	8.97	1,545.94	4.48	12.17
Farm Org Fees / Travel / Publ	208.37	0.62	1.97	336.44	0.98	2.65
Gas / Fuel / Oil	881.58	2.64	8.32	1,374.24	3.98	10.82
Crop Storage & Marketing	62.14	0.19	0.59	351.27	1.02	2.77
Personal Property Tax	52.93	0.16	0.50	95.35	0.28	0.75
General Farm Insurance	297.91	0.89	2.81	457.48	1.33	3.60
Utilities	256.99	0.77	2.42	448.98	1.30	3.54
Cash Farm Rent	1,021.04	3.06	9.63	1,344.07	3.90	10.58
Herbicide / Insecticide	1,054.60	3.16	9.95	1,412.73	4.09	11.12
Conservation	5.85	0.02	0.06	6.16	0.02	0.05
Auto Expense	117.81	0.35	1.11	170.49	0.49	1.34
TOTAL VARIABLE COSTS	\$10,925.26	\$32.71	\$103.07	\$15,800.97	\$45.80	\$124.42
RETURN ABOVE VARIABLE COSTS	\$12,297.93	\$36.82	\$116.02	\$15,340.47	\$44.47	\$120.79
Depreciation	1,631.69	4.89	15.39	2,420.88	7.02	19.06
Real Estate Tax	277.70	0.83	2.62	339.05	0.98	2.67
Unpaid Operator Labor	2,984.92	8.94	28.16	3,311.79	9.60	26.08
Interest Charge *	48.33	0.14	0.46	375.47	1.09	2.96
TOTAL FIXED COSTS	\$4,942.64	\$14.80	\$46.63	6,447.19	\$18.69	\$50.77
Land Charge **	\$2,990.82	\$8.95	\$28.22	\$2,938.45	\$8.52	\$23.14
TOTAL EXPENSE	\$18,858.72	\$56.46	\$177.91	\$25,186.61	\$73.00	\$198.32
NET RETURN TO MANAGEMENT	\$4,364.47	\$13.07	\$41.17	\$5,954.83	\$17.26	\$46.89
NET RETURN TO LABOR-MGT	\$8,380.48	\$25.09	\$79.06	\$11,332.65	\$32.85	\$89.23

*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.

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
INCOME:						
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
GROSS INCOME	\$49,689.97	\$2.68	\$228.99	\$56,821.75	\$2.48	\$208.90
EXPENSES:						
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
TOTAL VARIABLE COSTS	\$32,268.34	\$1.74	\$148.70	\$40,880.72	\$1.78	\$150.30
RETURN ABOVE VARIABLE COSTS	\$17,421.63	\$0.94	\$80.28	\$15,941.03	\$0.70	\$58.61
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
TOTAL FIXED COSTS	\$10,592.41	\$0.57	\$48.81	12,926.82	\$0.56	\$47.53
Land Charge **	\$4,860.99	\$0.26	\$22.40	\$5,278.68	\$0.23	\$19.41
TOTAL EXPENSE	\$47,721.75	\$2.57	\$219.92	\$59,086.22	\$2.58	\$217.23
NET RETURN TO MANAGEMENT	\$1,968.22	\$0.11	\$9.07	(\$2,264.47)	(\$0.10)	(\$8.33)
NET RETURN TO LABOR-MGT	\$8,831.38	\$0.48	\$40.70	\$5,240.68	\$0.23	\$19.27

*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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Crop production paid to the landlord on rented land (already removed above), or cash rent is the charge on rented land.

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

	1996-2000 Average	2001
Number of Farms	466	362
Crop Acres	260	277
Acres Owned	63	62
Acres Rented	197	215
Yield / Acre	78.0	63.3
Bushels	15,833	13,621
Operator Percentage	77.98%	77.66%
Gross Income / Acre	\$148.14	\$124.35
Variable Costs / Acre	\$97.54	\$97.21
Total Expense / Acre	\$144.33	\$141.82
Gross Income / Bushel	\$2.44	\$2.53
Total Expense / Bushel	\$2.37	\$2.88

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Grain Sorghum (Operator's Share)	\$30,287.49	\$1.91	\$116.31	\$24,743.79	\$1.82	\$89.33
Patronage Refunds	353.44	0.02	1.36	354.66	0.03	1.28
Government Payments	7,039.84	0.44	27.03	7,687.61	0.56	27.75
Miscellaneous Income	459.85	0.03	1.77	507.44	0.04	1.83
Crop Insurance Proceeds	434.20	0.03	1.67	1,151.00	0.08	4.16
OTHER INCOME	\$8,287.33	\$0.52	\$31.83	\$9,700.71	\$0.71	\$35.02
GROSS INCOME	\$38,574.82	\$2.44	\$148.14	\$34,444.50	\$2.53	\$124.35
EXPENSES:						
Labor Hired	\$1,316.04	\$0.08	\$5.05	\$1,380.40	\$0.10	\$4.98
General Machinery Repairs	3,374.39	0.21	12.96	3,286.10	0.24	11.86
Interest Paid	2,442.56	0.15	9.38	2,414.43	0.18	8.72
Seed / Other Crop Expense	1,882.01	0.12	7.23	2,133.61	0.16	7.70
Crop Insurance	699.51	0.04	2.69	791.08	0.06	2.86
Fertilizer / Lime	4,828.14	0.30	18.54	5,507.95	0.40	19.88
Machine Hire - Lease	1,567.25	0.10	6.02	1,385.44	0.10	5.00
Farm Org Fees / Travel / Publ	399.74	0.03	1.54	398.36	0.03	1.44
Gas / Fuel / Oil	1,742.83	0.11	6.69	2,134.46	0.16	7.71
Crop Storage & Marketing	157.38	0.01	0.60	206.32	0.02	0.74
Personal Property Tax	114.42	0.01	0.44	161.50	0.01	0.58
General Farm Insurance	516.47	0.03	1.98	595.15	0.04	2.15
Utilities	497.39	0.03	1.91	592.81	0.04	2.14
Cash Farm Rent	1,182.97	0.07	4.54	1,111.88	0.08	4.01
Herbicide / Insecticide	4,451.51	0.28	17.09	4,585.63	0.34	16.55
Conservation	13.57	0.00	0.05	30.55	0.00	0.11
Auto Expense	213.49	0.01	0.82	210.31	0.02	0.76
TOTAL VARIABLE COSTS	\$25,399.68	\$1.60	\$97.54	\$26,925.98	\$1.98	\$97.21
RETURN ABOVE VARIABLE COSTS	\$13,175.14	\$0.83	\$50.60	\$7,518.52	\$0.55	\$27.14
Depreciation	3,430.18	0.22	13.17	4,036.50	0.30	14.57
Real Estate Tax	462.06	0.03	1.77	537.77	0.04	1.94
Unpaid Operator Labor	4,740.73	0.30	18.21	4,830.63	0.35	17.44
Interest Charge *	358.02	0.02	1.37	492.81	0.04	1.78
TOTAL FIXED COSTS	\$8,990.99	\$0.57	\$34.53	9,897.71	\$0.73	\$35.73
Land Charge **	\$3,191.81	\$0.20	\$12.26	\$2,461.78	\$0.18	\$8.89
TOTAL EXPENSE	\$37,582.47	\$2.37	\$144.33	\$39,285.47	\$2.88	\$141.82
NET RETURN TO MANAGEMENT	\$992.35	\$0.06	\$3.81	(\$4,840.97)	(\$0.36)	(\$17.48)
NET RETURN TO LABOR-MGT	\$7,049.12	\$0.45	\$27.07	\$1,370.06	\$0.10	\$4.95

*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.

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

	1996-2000 Average	2001
Number of Farms	287	266
Crop Acres	308	350
Acres Owned	70	86
Acres Rented	238	264
Yield / Acre	32.2	31.1
Bushels	7,578	8,486
Operator Percentage	76.31%	78.04%
Gross Income / Acre	\$172.81	\$153.25
Variable Costs / Acre	\$101.85	\$102.94
Total Expense / Acre	\$156.83	\$154.37
Gross Income / Bushel	\$7.03	\$6.32
Total Expense / Bushel	\$6.38	\$6.37

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Soybeans (Operator's Share)	\$43,550.52	\$5.75	\$141.31	\$35,107.63	\$4.14	\$100.31
Patronage Refunds	291.44	0.04	0.95	253.10	0.03	0.72
Government Payments	7,094.89	0.94	23.02	16,244.15	1.91	46.41
Miscellaneous Income	744.91	0.10	2.42	983.86	0.12	2.81
Crop Insurance Proceeds	1,578.21	0.21	5.12	1,049.94	0.12	3.00
OTHER INCOME	\$9,709.45	\$1.28	\$31.50	\$18,531.05	\$2.18	\$52.95
GROSS INCOME	\$53,259.97	\$7.03	\$172.81	\$53,638.68	\$6.32	\$153.25
EXPENSES:						
Labor Hired	\$1,700.17	\$0.22	\$5.52	\$1,706.30	\$0.20	\$4.88
General Machinery Repairs	4,203.94	0.55	13.64	4,498.15	0.53	12.85
Interest Paid	3,493.24	0.46	11.33	3,911.29	0.46	11.18
Seed / Other Crop Expense	4,919.38	0.65	15.96	6,980.77	0.82	19.95
Crop Insurance	878.38	0.12	2.85	1,123.38	0.13	3.21
Fertilizer / Lime	1,092.64	0.14	3.55	1,300.72	0.15	3.72
Machine Hire - Lease	1,517.59	0.20	4.92	1,622.27	0.19	4.64
Farm Org Fees / Travel / Publ	590.08	0.08	1.91	628.63	0.07	1.80
Gas / Fuel / Oil	2,073.36	0.27	6.73	2,862.27	0.34	8.18
Crop Storage & Marketing	199.98	0.03	0.65	158.24	0.02	0.45
Personal Property Tax	197.73	0.03	0.64	285.66	0.03	0.82
General Farm Insurance	768.83	0.10	2.49	958.01	0.11	2.74
Utilities	589.72	0.08	1.91	758.10	0.09	2.17
Cash Farm Rent	2,618.60	0.35	8.50	2,858.32	0.34	8.17
Herbicide / Insecticide	6,343.23	0.84	20.58	6,054.57	0.71	17.30
Conservation	48.99	0.01	0.16	144.46	0.02	0.41
Auto Expense	155.70	0.02	0.51	179.38	0.02	0.51
TOTAL VARIABLE COSTS	\$31,391.56	\$4.14	\$101.85	\$36,030.52	\$4.25	\$102.94
RETURN ABOVE VARIABLE COSTS	\$21,868.41	\$2.89	\$70.96	\$17,608.16	\$2.07	\$50.31
Depreciation	5,151.32	0.68	16.71	5,838.26	0.69	16.68
Real Estate Tax	559.21	0.07	1.81	790.95	0.09	2.26
Unpaid Operator Labor	6,565.67	0.87	21.30	7,304.36	0.86	20.87
Interest Charge *	303.55	0.04	0.98	118.78	0.01	0.34
TOTAL FIXED COSTS	\$12,579.75	\$1.66	\$40.82	14,052.35	\$1.66	\$40.15
Land Charge **	\$4,362.58	\$0.58	\$14.16	\$3,947.74	\$0.47	\$11.28
TOTAL EXPENSE	\$48,333.89	\$6.38	\$156.83	\$54,030.61	\$6.37	\$154.37
NET RETURN TO MANAGEMENT	\$4,926.08	\$0.65	\$15.98	(\$391.93)	(\$0.05)	(\$1.12)
NET RETURN TO LABOR-MGT	\$13,191.91	\$1.74	\$42.80	\$8,618.73	\$1.02	\$24.62

*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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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.

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

	1996-2000 Average	2001
Number of Farms	669	527
Crop Acres	529	522
Acres Owned	140	138
Acres Rented	389	384
Yield / Acre	41.4	39.1
Bushels	17,073	15,984
Operator Percentage	77.88%	78.35%
Gross Income / Acre	\$128.57	\$117.20
Variable Costs / Acre	\$76.19	\$75.73
Total Expense / Acre	\$117.09	\$116.53
Gross Income / Bushel	\$3.99	\$3.83
Total Expense / Bushel	\$3.63	\$3.81

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Wheat (Operator's Share)	\$49,958.43	\$2.93	\$94.40	\$43,049.66	\$2.69	\$82.47
Patronage Refunds	632.97	0.04	1.20	612.77	0.04	1.17
Government Payments	14,568.51	0.85	27.53	13,090.62	0.82	25.08
Miscellaneous Income	759.23	0.04	1.43	715.94	0.04	1.37
Crop Insurance Proceeds	2,119.29	0.12	4.00	3,707.49	0.23	7.10
OTHER INCOME	\$18,079.99	\$1.06	\$34.16	\$18,126.82	\$1.13	\$34.73
GROSS INCOME	\$68,038.42	\$3.99	\$128.57	\$61,176.48	\$3.83	\$117.20
EXPENSES:						
Labor Hired	\$2,699.10	\$0.16	\$5.10	\$2,599.27	\$0.16	\$4.98
General Machinery Repairs	6,518.56	0.38	12.32	5,977.26	0.37	11.45
Interest Paid	4,664.09	0.27	8.81	4,157.18	0.26	7.96
Seed / Other Crop Expense	2,486.14	0.15	4.70	2,373.24	0.15	4.55
Crop Insurance	1,773.15	0.10	3.35	1,720.39	0.11	3.30
Fertilizer / Lime	7,222.27	0.42	13.65	7,817.66	0.49	14.98
Machine Hire - Lease	3,689.51	0.22	6.97	3,027.47	0.19	5.80
Farm Org Fees / Travel / Publ	790.99	0.05	1.49	671.93	0.04	1.29
Gas / Fuel / Oil	3,460.61	0.20	6.54	3,740.29	0.23	7.17
Crop Storage & Marketing	363.55	0.02	0.69	387.69	0.02	0.74
Personal Property Tax	216.24	0.01	0.41	247.51	0.02	0.47
General Farm Insurance	995.22	0.06	1.88	1,065.17	0.07	2.04
Utilities	949.42	0.06	1.79	980.91	0.06	1.88
Cash Farm Rent	1,827.64	0.11	3.45	1,910.65	0.12	3.66
Herbicide / Insecticide	2,212.18	0.13	4.18	2,471.96	0.15	4.74
Conservation	24.80	0.00	0.05	46.26	0.00	0.09
Auto Expense	425.62	0.02	0.80	338.07	0.02	0.65
TOTAL VARIABLE COSTS	\$40,319.06	\$2.36	\$76.19	\$39,532.91	\$2.47	\$75.73
RETURN ABOVE VARIABLE COSTS	\$27,719.36	\$1.62	\$52.38	\$21,643.57	\$1.35	\$41.46
Depreciation	6,096.28	0.36	11.52	6,641.48	0.42	12.72
Real Estate Tax	959.68	0.06	1.81	1,046.91	0.07	2.01
Unpaid Operator Labor	8,662.35	0.51	16.37	8,424.48	0.53	16.14
Interest Charge *	235.36	0.01	0.44	340.07	0.02	0.65
TOTAL FIXED COSTS	\$15,953.66	\$0.93	\$30.15	16,452.94	\$1.03	\$31.52
Land Charge **	\$5,690.79	\$0.33	\$10.75	\$4,842.16	\$0.30	\$9.28
TOTAL EXPENSE	\$61,963.52	\$3.63	\$117.09	\$60,828.01	\$3.81	\$116.53
NET RETURN TO MANAGEMENT	\$6,074.91	\$0.36	\$11.48	\$348.47	\$0.02	\$0.67
NET RETURN TO LABOR-MGT	\$17,436.35	\$1.02	\$32.95	\$11,372.22	\$0.71	\$21.79

*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%).
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KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
IRRIGATED (ALL) CORN: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	196	173
Crop Acres	353	348
Acres Owned	96	73
Acres Rented	257	274
Yield / Acre	178.6	178.5
Bushels	50,530	49,171
Operator Percentage	80.20%	79.14%
Gross Income / Acre	\$394.73	\$379.15
Variable Costs / Acre	\$282.62	\$305.12
Total Expense / Acre	\$374.76	\$390.51
Gross Income / Bushel	\$2.76	\$2.68
Total Expense / Bushel	\$2.62	\$2.76

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Corn (Operator's Share)	\$111,888.96	\$2.21	\$317.15	\$101,957.93	\$2.07	\$292.98
Patronage Refunds	749.79	0.01	2.13	569.08	0.01	1.64
Government Payments	22,950.38	0.45	65.05	25,713.12	0.52	73.89
Miscellaneous Income	1,837.17	0.04	5.21	2,705.62	0.06	7.77
Crop Insurance Proceeds	1,835.03	0.04	5.20	998.66	0.02	2.87
OTHER INCOME	\$27,372.37	\$0.54	\$77.59	29,986.48	\$0.61	\$86.17
GROSS INCOME	\$139,261.33	\$2.76	\$394.73	\$131,944.41	\$2.68	\$379.15
EXPENSES:						
Labor Hired	\$3,958.57	\$0.08	\$11.22	\$4,731.33	\$0.10	\$13.60
General Machinery Repairs	8,059.07	0.16	22.84	7,910.51	0.16	22.73
Irrigation Equipment Repairs	3,056.33	0.06	8.66	2,783.13	0.06	8.00
Interest Paid	7,546.92	0.15	21.39	7,668.00	0.16	22.03
Seed / Other Crop Expense	13,267.86	0.26	37.61	13,946.53	0.28	40.08
Crop Insurance	3,302.12	0.07	9.36	3,288.58	0.07	9.45
Fertilizer / Lime	14,382.87	0.28	40.77	17,422.70	0.35	50.07
Machine Hire - Lease	9,025.40	0.18	25.58	6,505.26	0.13	18.69
Farm Org Fees / Travel / Publ	1,078.83	0.02	3.06	1,094.23	0.02	3.14
Gas / Fuel / Oil	4,203.12	0.08	11.91	4,694.80	0.10	13.49
Irrigation Fuel - Pumping	10,311.89	0.20	29.23	14,881.23	0.30	42.76
Crop Storage & Marketing	677.62	0.01	1.92	676.95	0.01	1.95
Personal Property Tax	310.19	0.01	0.88	348.37	0.01	1.00
General Farm Insurance	1,536.09	0.03	4.35	1,992.54	0.04	5.73
Utilities	1,446.23	0.03	4.10	1,595.13	0.03	4.58
Cash Farm Rent	3,378.88	0.07	9.58	2,891.13	0.06	8.31
Herbicide / Insecticide	13,631.90	0.27	38.64	13,179.93	0.27	37.87
Conservation	16.58	0.00	0.05	13.11	0.00	0.04
Auto Expense	517.33	0.01	1.47	559.52	0.01	1.61
TOTAL VARIABLE COSTS	\$99,707.80	\$1.97	\$282.62	\$106,182.98	\$2.16	\$305.12
RETURN ABOVE VARIABLE COSTS	\$39,553.53	\$0.78	\$112.11	\$25,761.43	\$0.52	\$74.03
Depreciation	9,288.53	0.18	26.33	10,383.35	0.21	29.84
Real Estate Tax	863.23	0.02	2.45	823.92	0.02	2.37
Unpaid Operator Labor	7,715.29	0.15	21.87	7,287.19	0.15	20.94
Interest Charge *	2,008.90	0.04	5.69	2,025.65	0.04	5.82
TOTAL FIXED COSTS	\$19,875.95	\$0.39	\$56.34	\$20,520.11	\$0.42	\$58.97
Land Charge **	\$12,632.12	\$0.25	\$35.81	\$9,194.62	\$0.19	\$26.42
TOTAL EXPENSE	\$132,215.87	\$2.62	\$374.76	\$135,897.71	\$2.76	\$390.51
NET RETURN TO MANAGEMENT	\$7,045.45	\$0.14	\$19.97	(\$3,953.30)	(\$0.08)	(\$11.36)
NET RETURN TO LABOR-MGT	\$18,719.31	\$0.37	\$53.06	\$8,065.22	\$0.16	\$23.18

*Interest charge equals: ((8.0% times three-fourths the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.

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KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 4-YEAR AVERAGE & 2001
IRRIGATED (ALL) SOYBEANS: STATE AVERAGES

	1997-2000 Average	2001
Number of Farms	75	86
Crop Acres	169	181
Acres Owned	33	38
Acres Rented	137	143
Yield / Acre	52.2	53.1
Bushels	6,425	7,341
Operator Percentage	72.72%	76.34%
Gross Income / Acre	\$245.25	\$252.92
Variable Costs / Acre	\$167.20	\$181.35
Total Expense / Acre	\$226.23	\$239.34
Gross Income / Bushel	\$6.46	\$6.24
Total Expense / Bushel	\$5.96	\$5.90

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Soybeans (Operator's Share)	\$32,424.98	\$5.05	\$191.58	\$29,008.32	\$3.95	\$160.27
Patronage Refunds	284.40	0.04	1.68	186.87	0.03	1.03
Government Payments	7,573.80	1.18	44.75	14,271.80	1.94	78.85
Miscellaneous Income	671.50	0.10	3.97	930.63	0.13	5.14
Crop Insurance Proceeds	554.50	0.09	3.28	1,380.41	0.19	7.63
OTHER INCOME	\$9,084.19	\$1.41	\$53.67	16,769.71	\$2.28	\$92.65
GROSS INCOME	\$41,509.17	\$6.46	\$245.25	\$45,778.03	\$6.24	\$252.92
EXPENSES:						
Labor Hired	\$1,846.75	\$0.29	\$10.91	\$1,959.35	\$0.27	\$10.83
General Machinery Repairs	2,965.87	0.46	17.52	2,888.91	0.39	15.96
Irrigation Equipment Repairs	892.35	0.14	5.27	1,434.07	0.20	7.92
Interest Paid	2,443.77	0.38	14.44	2,613.40	0.36	14.44
Seed / Other Crop Expense	4,285.78	0.67	25.32	4,566.91	0.62	25.23
Crop Insurance	907.08	0.14	5.36	1,026.08	0.14	5.67
Fertilizer / Lime	1,786.10	0.28	10.55	2,337.18	0.32	12.91
Machine Hire - Lease	2,084.46	0.32	12.32	2,423.08	0.33	13.39
Farm Org Fees / Travel / Publ	438.35	0.07	2.59	432.24	0.06	2.39
Gas / Fuel / Oil	1,496.16	0.23	8.84	1,749.24	0.24	9.66
Irrigation Fuel - Pumping	2,414.18	0.38	14.26	5,226.70	0.71	28.88
Crop Storage & Marketing	123.45	0.02	0.73	115.22	0.02	0.64
Personal Property Tax	135.36	0.02	0.80	138.07	0.02	0.76
General Farm Insurance	599.79	0.09	3.54	842.31	0.11	4.65
Utilities	495.24	0.08	2.93	612.26	0.08	3.38
Cash Farm Rent	1,384.29	0.22	8.18	884.38	0.12	4.89
Herbicide / Insecticide	3,860.83	0.60	22.81	3,395.79	0.46	18.76
Conservation	21.34	0.00	0.13	19.43	0.00	0.11
Auto Expense	117.53	0.02	0.69	160.41	0.02	0.89
TOTAL VARIABLE COSTS	\$28,298.66	\$4.40	\$167.20	\$32,825.03	\$4.47	\$181.35
RETURN ABOVE VARIABLE COSTS	\$13,210.51	\$2.06	\$78.05	\$12,953.00	\$1.76	\$71.56
Depreciation	3,320.10	0.52	19.62	3,756.37	0.51	20.75
Real Estate Tax	277.35	0.04	1.64	334.31	0.05	1.85
Unpaid Operator Labor	3,273.20	0.51	19.34	3,137.22	0.43	17.33
Interest Charge *	316.58	0.05	1.87	558.14	0.08	3.08
TOTAL FIXED COSTS	\$7,187.22	\$1.12	\$42.47	\$7,786.04	\$1.06	\$43.02
Land Charge **	\$2,803.04	\$0.44	\$16.56	\$2,709.39	\$0.37	\$14.97
TOTAL EXPENSE	\$38,288.92	\$5.96	\$226.23	\$43,320.46	\$5.90	\$239.34
NET RETURN TO MANAGEMENT	\$3,220.25	\$0.50	\$19.03	\$2,457.57	\$0.33	\$13.58
NET RETURN TO LABOR-MGT	\$8,340.20	\$1.30	\$49.28	\$7,554.14	\$1.03	\$41.74

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KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
IRRIGATED (ALL) WHEAT: STATE AVERAGES

	1996-2000 Average	2001
Number of Farms	78	78
Crop Acres	204	223
Acres Owned	49	39
Acres Rented	155	185
Yield / Acre	50.9	48.8
Bushels	8,327	8,455
Operator Percentage	80.17%	77.63%
Gross Income / Acre	\$160.43	\$148.24
Variable Costs / Acre	\$124.24	\$121.82
Total Expense / Acre	\$169.93	\$162.32
Gross Income / Bushel	\$3.93	\$3.91
Total Expense / Bushel	\$4.16	\$4.28

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Wheat (Operator's Share)	\$23,534.97	\$2.83	\$115.37	\$21,945.87	\$2.60	\$98.41
Patronage Refunds	344.82	0.04	1.69	245.38	0.03	1.10
Government Payments	7,705.52	0.93	37.77	9,508.06	1.12	42.64
Miscellaneous Income	601.57	0.07	2.95	516.17	0.06	2.31
Crop Insurance Proceeds	540.62	0.06	2.65	841.07	0.10	3.77
OTHER INCOME	\$9,192.53	\$1.10	\$45.06	11,110.68	\$1.31	\$49.82
GROSS INCOME	\$32,727.50	\$3.93	\$160.43	\$33,056.55	\$3.91	\$148.24
EXPENSES:						
Labor Hired	\$2,063.83	\$0.25	\$10.12	\$2,040.23	\$0.24	\$9.15
General Machinery Repairs	3,013.06	0.36	14.77	2,729.29	0.32	12.24
Irrigation Equipment Repairs	1,117.09	0.13	5.48	1,066.47	0.13	4.78
Interest Paid	2,102.74	0.25	10.31	2,285.83	0.27	10.25
Seed / Other Crop Expense	1,113.31	0.13	5.46	1,211.06	0.14	5.43
Crop Insurance	922.98	0.11	4.52	858.70	0.10	3.85
Fertilizer / Lime	2,723.89	0.33	13.35	3,158.14	0.37	14.16
Machine Hire - Lease	2,944.75	0.35	14.44	2,650.42	0.31	11.89
Farm Org Fees / Travel / Publ	353.93	0.04	1.73	360.86	0.04	1.62
Gas / Fuel / Oil	1,701.28	0.20	8.34	1,858.62	0.22	8.33
Irrigation Fuel - Pumping	3,010.93	0.36	14.76	3,835.40	0.45	17.20
Crop Storage & Marketing	203.96	0.02	1.00	171.34	0.02	0.77
Personal Property Tax	119.13	0.01	0.58	145.92	0.02	0.65
General Farm Insurance	501.61	0.06	2.46	631.35	0.07	2.83
Utilities	524.80	0.06	2.57	462.63	0.05	2.07
Cash Farm Rent	1,199.22	0.14	5.88	1,225.25	0.14	5.49
Herbicide / Insecticide	1,544.62	0.19	7.57	2,321.57	0.27	10.41
Conservation	2.45	0.00	0.01	1.68	0.00	0.01
Auto Expense	181.04	0.02	0.89	150.04	0.02	0.67
TOTAL VARIABLE COSTS	\$25,344.62	\$3.04	\$124.24	\$27,164.80	\$3.21	\$121.82
RETURN ABOVE VARIABLE COSTS	\$7,382.88	\$0.89	\$36.19	\$5,891.75	\$0.70	\$26.42
Depreciation	3,120.54	0.37	15.30	3,862.16	0.46	17.32
Real Estate Tax	314.02	0.04	1.54	235.59	0.03	1.06
Unpaid Operator Labor	2,921.48	0.35	14.32	2,808.48	0.33	12.59
Interest Charge *	535.04	0.06	2.62	579.95	0.07	2.60
TOTAL FIXED COSTS	\$6,891.09	\$0.83	\$33.78	\$7,486.18	\$0.89	\$33.57
Land Charge **	\$2,430.91	\$0.29	\$11.92	\$1,546.90	\$0.18	\$6.94
TOTAL EXPENSE	\$34,666.61	\$4.16	\$169.93	\$36,197.88	\$4.28	\$162.32
NET RETURN TO MANAGEMENT	(\$1,939.12)	(\$0.23)	(\$9.51)	(\$3,141.33)	(\$0.37)	(\$14.09)
NET RETURN TO LABOR-MGT	\$3,046.19	\$0.37	\$14.93	\$1,707.38	\$0.20	\$7.66

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