

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

	1996-2000 Average	2001
Number of Farms	158	106
Crop Acres	236	228
Acres Owned	70	72
Acres Rented	166	156
Yield / Acre	81.4	80.5
Bushels	15,456	15,081
Operator Percentage	80.49%	82.22%
Gross Income / Acre	\$152.63	\$150.68
Variable Costs / Acre	\$104.58	\$108.95
Total Expense / Acre	\$156.08	\$163.69
Gross Income / Bushel	\$2.33	\$2.28
Total Expense / Bushel	\$2.38	\$2.47

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Grain Sorghum (Operator's Share)	\$29,222.85	\$1.89	\$123.93	\$27,268.16	\$1.81	\$119.60
Patronage Refunds	280.08	0.02	1.19	249.57	0.02	1.09
Government Payments	5,810.61	0.38	24.64	6,559.30	0.43	28.77
Miscellaneous Income	126.29	0.01	0.54	86.83	0.01	0.38
Crop Insurance Proceeds	551.30	0.04	2.34	191.72	0.01	0.84
OTHER INCOME	\$6,768.29	\$0.44	\$28.70	\$7,087.42	\$0.47	\$31.09
GROSS INCOME	\$35,991.13	\$2.33	\$152.63	\$34,355.58	\$2.28	\$150.68
EXPENSES:						
Labor Hired	\$1,197.78	\$0.08	\$5.08	\$1,181.20	\$0.08	\$5.18
General Machinery Repairs	3,092.09	0.20	13.11	2,809.02	0.19	12.32
Interest Paid	2,519.04	0.16	10.68	2,184.37	0.14	9.58
Seed / Other Crop Expense	1,865.71	0.12	7.91	2,001.94	0.13	8.78
Crop Insurance	765.32	0.05	3.25	662.08	0.04	2.90
Fertilizer / Lime	4,835.10	0.31	20.51	5,585.25	0.37	24.50
Machine Hire - Lease	865.76	0.06	3.67	740.71	0.05	3.25
Farm Org Fees / Travel / Publ	352.25	0.02	1.49	314.43	0.02	1.38
Gas / Fuel / Oil	1,617.17	0.10	6.86	1,827.54	0.12	8.02
Crop Storage & Marketing	115.01	0.01	0.49	122.80	0.01	0.54
Personal Property Tax	116.22	0.01	0.49	207.55	0.01	0.91
General Farm Insurance	535.63	0.03	2.27	585.44	0.04	2.57
Utilities	390.77	0.03	1.66	416.19	0.03	1.83
Cash Farm Rent	1,064.75	0.07	4.52	1,139.62	0.08	5.00
Herbicide / Insecticide	5,066.51	0.33	21.49	4,797.25	0.32	21.04
Conservation	20.51	0.00	0.09	28.91	0.00	0.13
Auto Expense	239.31	0.02	1.01	236.89	0.02	1.04
TOTAL VARIABLE COSTS	\$24,658.92	\$1.60	\$104.58	\$24,841.19	\$1.65	\$108.95
RETURN ABOVE VARIABLE COSTS	\$11,332.21	\$0.73	\$48.06	\$9,514.39	\$0.63	\$41.73
Depreciation	3,011.91	0.19	12.77	3,444.58	0.23	15.11
Real Estate Tax	501.19	0.03	2.13	556.84	0.04	2.44
Unpaid Operator Labor	4,857.47	0.31	20.60	4,790.93	0.32	21.01
Interest Charge *	174.87	0.01	0.74	408.37	0.03	1.79
TOTAL FIXED COSTS	\$8,545.45	\$0.55	\$36.24	\$9,200.72	\$0.61	\$40.35
Land Charge **	\$3,598.72	\$0.23	\$15.26	\$3,280.17	\$0.22	\$14.39
TOTAL EXPENSE	\$36,803.09	\$2.38	\$156.08	\$37,322.08	\$2.47	\$163.69
NET RETURN TO MANAGEMENT	(\$811.95)	(\$0.05)	(\$3.44)	(\$2,966.50)	(\$0.20)	(\$13.01)
NET RETURN TO LABOR-MGT	\$5,243.30	\$0.34	\$22.24	\$3,005.63	\$0.20	\$13.18

*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.