

NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
NONIRRIGATED BROME HAY

	1996-2000 Average	2001
Number of Farms	11	22
Crop Acres	110	110
Acres Owned	19	19
Acres Rented	91	91
Yield / Acre	1.94	2.55
Tons	206	260
Operator Percentage	96.07%	92.69%
Gross Income / Acre	\$104.31	\$135.45
Variable Costs / Acre	\$72.70	\$79.20
Total Expense / Acre	\$122.56	\$117.88
Gross Income / Ton	\$55.85	\$57.30
Total Expense / Ton	\$65.63	\$49.87

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Brome Hay (Operator's Share)	\$10,241.32	\$49.76	\$92.93	\$14,115.79	\$54.29	\$128.33
Patronage Refunds	74.61	0.36	0.68	12.80	0.05	0.12
Government Payments	735.28	3.57	6.67	-	-	-
Miscellaneous Income	443.59	2.16	4.03	770.59	2.96	7.01
Crop Insurance Proceeds	-	-	-	-	-	-
OTHER INCOME	\$1,253.49	\$6.09	\$11.37	\$783.39	\$3.01	\$7.12
GROSS INCOME	\$11,494.81	\$55.85	\$104.31	\$14,899.18	\$57.30	\$135.45
EXPENSES:						
Labor Hired	\$387.89	\$1.88	\$3.52	\$291.19	\$1.12	\$2.65
General Machinery Repairs	1,004.03	4.88	9.11	901.64	3.47	8.20
Interest Paid	736.61	3.58	6.68	1,125.48	4.33	10.23
Seed / Other Crop Expense	313.32	1.52	2.84	200.69	0.77	1.82
Crop Insurance	2.36	0.01	0.02	4.76	0.02	0.04
Fertilizer / Lime	2,021.73	9.82	18.35	2,140.29	8.23	19.46
Machine Hire - Lease	448.16	2.18	4.07	602.61	2.32	5.48
Farm Org Fees / Travel / Publ	229.20	1.11	2.08	153.25	0.59	1.39
Gas / Fuel / Oil	455.03	2.21	4.13	581.70	2.24	5.29
Crop Storage & Marketing	3.41	0.02	0.03	0.51	0.00	0.00
Personal Property Tax	121.42	0.59	1.10	118.07	0.45	1.07
General Farm Insurance	320.94	1.56	2.91	253.62	0.98	2.31
Utilities	147.88	0.72	1.34	109.14	0.42	0.99
Cash Farm Rent	1,506.44	7.32	13.67	1,600.66	6.16	14.55
Herbicide / Insecticide	295.90	1.44	2.69	627.11	2.41	5.70
Conservation	0.83	0.00	0.01	1.23	0.00	0.01
Auto Expense	16.06	0.08	0.15	0.12	0.00	0.00
TOTAL VARIABLE COSTS	\$8,011.21	\$38.93	\$72.70	\$8,712.07	\$33.51	\$79.20
RETURN ABOVE VARIABLE COSTS	\$3,483.59	\$16.93	\$31.61	\$6,187.11	\$23.80	\$56.25
Depreciation	1,866.65	9.07	16.94	1,487.70	5.72	13.52
Real Estate Tax	245.35	1.19	2.23	184.42	0.71	1.68
Unpaid Operator Labor	2,133.93	10.37	19.36	1,616.73	6.22	14.70
Interest Charge *	491.99	2.39	4.46	-	-	-
TOTAL FIXED COSTS	\$4,737.92	\$23.02	\$42.99	3,288.85	\$12.65	\$29.90
Land Charge **	\$756.66	\$3.68	\$6.87	\$966.01	\$3.72	\$8.78
TOTAL EXPENSE	\$13,505.80	\$65.63	\$122.56	\$12,966.93	\$49.87	\$117.88
NET RETURN TO MANAGEMENT	(\$2,010.99)	(\$9.77)	(\$18.25)	\$1,932.25	\$7.43	\$17.57
NET RETURN TO LABOR-MGT	\$510.84	\$2.48	\$4.64	\$3,840.17	\$14.77	\$34.91

*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.