

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

	1996-2000 Average	2001
Number of Farms	63	37
Number of Cows in Herd	77	70
Number of Calves Sold	63	61
Average Weight Calves Sold	599	581
Calves Weaned per Cow	0.80	0.88
Calf Selling Price / Cwt	\$74.25	\$92.02
Gross Income / Cow	\$406.03	\$472.15
Feed Cost / Cow	\$268.66	\$306.29
Nonfeed Cost / Cow	\$249.73	\$303.20
Pounds Beef Produced / Cow	595	624

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
<b>INCOME:</b>								
Calves Sold	63	28,027.60			61	32,600.46		
Cows Sold	10	4,728.43			14	7,397.21		
Ending Inventory	136	68,142.91			121	67,552.38		
Gross Sales	209	\$100,898.94			196	\$107,550.05		
Cows Purchased	7	4,921.42			4	3,231.86		
Beginning Inventory	133	64,885.30			128	71,709.74		
Gross Purchases	140	\$69,806.73			132	\$74,941.60		
Net Sale Gain	69	\$31,092.21	\$67.72	\$402.75	64	\$32,608.45	\$74.67	\$465.84
Patronage Refunds		101.01				20.89		
Miscellaneous Income		130.63				421.30		
Livestock Futures		21.79				-		
OTHER INCOME		\$253.44	\$0.55	\$3.28		\$442.19	\$1.01	\$6.32
<b>GROSS INCOME</b>		<b>\$31,345.64</b>	<b>\$68.27</b>	<b>\$406.03</b>		<b>\$33,050.64</b>	<b>\$75.68</b>	<b>\$472.15</b>
<b>EXPENSES:</b>								
Labor Hired		\$528.79	\$1.15	\$6.85		\$342.68	\$0.78	\$4.90
General Machinery Repairs		1,743.53	3.80	22.58		1,993.75	4.57	28.48
Interest Paid		1,251.67	2.73	16.21		1,867.06	4.28	26.67
Feed Purchased		20,740.85	45.17	268.66		21,440.52	49.10	306.29
Machine Hire - Lease		79.53	0.17	1.03		162.57	0.37	2.32
Farm Org Fees / Travel / Publ		296.22	0.65	3.84		425.24	0.97	6.07
Vet Medicine / Drugs		1,247.02	2.72	16.15		945.65	2.17	13.51
Livestock Marketing / Breeding		659.44	1.44	8.54		649.38	1.49	9.28
Gas / Fuel / Oil		650.46	1.42	8.43		926.00	2.12	13.23
Personal Property Tax		82.61	0.18	1.07		110.13	0.25	1.57
General Farm Insurance		359.45	0.78	4.66		520.59	1.19	7.44
Utilities		509.44	1.11	6.60		906.87	2.08	12.96
Auto Expense		8.65	0.02	0.11		13.46	0.03	0.19
Livestock Futures		19.80	0.04	0.26		-	-	-
<b>TOTAL VARIABLE COSTS</b>		<b>\$28,177.47</b>	<b>\$61.37</b>	<b>\$364.99</b>		<b>\$30,303.90</b>	<b>\$69.39</b>	<b>\$432.91</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$3,168.18</b>	<b>\$6.90</b>	<b>\$41.04</b>		<b>\$2,746.74</b>	<b>\$6.29</b>	<b>\$39.24</b>
Depreciation		1,535.15	3.34	19.89		1,386.13	3.17	19.80
Real Estate Tax		223.29	0.49	2.89		484.38	1.11	6.92
Unpaid Operator Labor		4,135.55	9.01	53.57		4,706.42	10.78	67.23
Interest Charge *		5,948.44	12.96	77.05		5,783.99	13.24	82.63
<b>TOTAL FIXED COSTS</b>		<b>\$11,842.43</b>	<b>\$25.79</b>	<b>\$153.40</b>		<b>\$12,360.92</b>	<b>\$28.30</b>	<b>\$176.58</b>
<b>TOTAL EXPENSE</b>		<b>\$40,019.90</b>	<b>\$87.16</b>	<b>\$518.39</b>		<b>\$42,664.82</b>	<b>\$97.70</b>	<b>\$609.50</b>
<b>NET RETURN TO MANAGEMENT</b>		(\$8,674.25)	(\$18.89)	(\$112.36)		(\$9,614.18)	(\$22.02)	(\$137.35)
<b>NET RETURN TO LABOR-MGT</b>		(\$4,009.91)	(\$8.73)	(\$51.94)		(\$4,565.08)	(\$10.45)	(\$65.22)
<b>Factors:</b>								
<b>Feed Costs</b>			\$45.17	\$268.66			\$49.10	\$306.29
<b>Nonfeed Costs</b>			\$41.99	\$249.73			\$48.60	\$303.20

\*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.

**NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 2001**  
**BEEF COWS, SELL FEEDERS**

	<b>2001</b>
Number of Farms	21
Number of Cows in Herd	87
Number of Calves Sold	66
Average Weight Calves Sold	752
Calves Weaned per Cow	0.93
Calf Selling Price / Cwt	\$84.69
Gross Income / Cow	\$515.99
Feed Cost / Cow	\$262.47
Nonfeed Cost / Cow	\$369.77
Pounds Beef Produced / Cow	716

	<b>Head</b>	<b>Total Dollars</b>	<b>\$/ Cwt</b>	<b>\$/ Cow</b>
<b>INCOME:</b>				
Calves Sold	66	42,031.10		
Cows Sold	17	9,608.40		
Ending Inventory	177	101,256.02		
Gross Sales	260	\$152,895.52		
Cows Purchased	12	8,998.70		
Beginning Inventory	172	99,418.35		
Gross Purchases	184	\$108,417.05		
Net Sale Gain	76	\$44,478.47	\$71.38	\$511.25
Patronage Refunds		7.34		
Miscellaneous Income		405.53		
Livestock Futures		-		
OTHER INCOME		\$412.87	\$0.66	\$4.75
<b>GROSS INCOME</b>		<b>\$44,891.34</b>	<b>\$72.04</b>	<b>\$515.99</b>
<b>EXPENSES:</b>				
Labor Hired		\$902.56	\$1.45	\$10.37
General Machinery Repairs		2,559.67	4.11	29.42
Interest Paid		2,818.99	4.52	32.40
Feed Purchased		22,835.29	36.65	262.47
Machine Hire - Lease		724.06	1.16	8.32
Farm Org Fees / Travel / Publ		513.74	0.82	5.91
Vet Medicine / Drugs		2,225.94	3.57	25.59
Livestock Marketing / Breeding		1,072.98	1.72	12.33
Gas / Fuel / Oil		1,134.04	1.82	13.03
Personal Property Tax		176.92	0.28	2.03
General Farm Insurance		878.75	1.41	10.10
Utilities		1,177.42	1.89	13.53
Auto Expense		12.76	0.02	0.15
Livestock Futures		62.99	0.10	0.72
<b>TOTAL VARIABLE COSTS</b>		<b>\$37,096.11</b>	<b>\$59.53</b>	<b>\$426.39</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$7,795.23</b>	<b>\$12.51</b>	<b>\$89.60</b>
Depreciation		3,163.67	5.08	36.36
Real Estate Tax		449.08	0.72	5.16
Unpaid Operator Labor		5,948.57	9.55	68.37
Interest Charge *		8,348.07	13.40	95.95
<b>TOTAL FIXED COSTS</b>		<b>\$17,909.39</b>	<b>\$28.74</b>	<b>\$205.86</b>
<b>TOTAL EXPENSE</b>		<b>\$55,005.50</b>	<b>\$88.27</b>	<b>\$632.25</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$10,114.16)</b>	<b>(\$16.23)</b>	<b>(\$116.25)</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>(\$3,263.03)</b>	<b>(\$5.24)</b>	<b>(\$37.51)</b>
<b>Factors:</b>				
<b>Feed Costs</b>			<b>\$36.65</b>	<b>\$262.47</b>
<b>Nonfeed Costs</b>			<b>\$51.63</b>	<b>\$369.77</b>

\*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.

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

	1996-2000 Average	2001
Number of Farms	13	6
Number of Head	380	696
Weight Produced / Head	351	276
Weight / Head Sold	799	767
Weight / Head Purchased	464	483
Sale Price / Cwt	\$72.12	\$84.11
Purchase Price / Cwt	\$82.54	\$98.70
Gross Income / Cwt	\$61.51	\$52.61
Feed Costs / Cwt	\$35.48	\$34.74
Nonfeed Costs / Cwt	\$26.46	\$36.99

	Head	Total Dollars	\$ / Cwt	\$ / Head	Head	Total Dollars	\$ / Cwt	\$ / Head
<b>INCOME:</b>								
Steers - Heifers Sold	400	230,162.22			693	446,880.26		
Ending Inventory	236	109,913.03			307	167,608.42		
Gross Sales	635	\$340,075.25			1,000	\$614,488.68		
Steers - Heifers Purchased	409	156,594.30			697	332,474.53		
Beginning Inventory	234	101,777.17			314	184,194.48		
Gross Purchases	643	\$258,371.47			1,011	\$516,669.01		
Net Sale Gain		\$81,703.78	\$61.27	\$215.12		\$97,819.67	\$50.84	\$140.55
Patronage Refunds		169.90				107.61		
Miscellaneous Income		83.81				287.25		
Livestock Futures		62.46				3,017.22		
OTHER INCOME		\$316.17	\$0.24	\$0.83		\$3,412.08	\$1.77	\$4.90
<b>GROSS INCOME</b>		<b>\$82,019.95</b>	<b>\$61.51</b>	<b>\$215.96</b>		<b>\$101,231.75</b>	<b>\$52.61</b>	<b>\$145.45</b>
<b>EXPENSES:</b>								
Labor Hired		\$979.92	\$0.73	\$2.58		\$639.40	\$0.33	\$0.92
General Machinery Repairs		2,959.27	2.22	7.79		5,292.99	2.75	7.60
Interest Paid		6,030.68	4.52	15.88		14,894.75	7.74	21.40
Feed Purchased		47,317.03	35.48	124.58		66,842.29	34.74	96.04
Machine Hire - Lease		141.05	0.11	0.37		3,393.43	1.76	4.88
Farm Org Fees / Travel / Publ		411.31	0.31	1.08		848.58	0.44	1.22
Vet Medicine / Drugs		4,872.30	3.65	12.83		7,333.53	3.81	10.54
Livestock Marketing / Breeding		1,594.83	1.20	4.20		6,767.58	3.52	9.72
Gas / Fuel / Oil		973.07	0.73	2.56		2,059.31	1.07	2.96
Personal Property Tax		116.32	0.09	0.31		337.01	0.18	0.48
General Farm Insurance		484.69	0.36	1.28		993.65	0.52	1.43
Utilities		912.58	0.68	2.40		1,555.31	0.81	2.23
Auto Expense		11.33	0.01	0.03		-	-	-
Livestock Futures		1,100.23	0.83	2.90		-	-	-
<b>TOTAL VARIABLE COSTS</b>		<b>\$67,904.61</b>	<b>\$50.92</b>	<b>\$178.79</b>		<b>\$110,957.83</b>	<b>\$57.67</b>	<b>\$159.42</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$14,115.34</b>	<b>\$10.59</b>	<b>\$37.17</b>		<b>(\$9,726.08)</b>	<b>(\$5.06)</b>	<b>(\$13.97)</b>
Depreciation		1,709.30	1.28	4.50		4,007.74	2.08	5.76
Real Estate Tax		253.93	0.19	0.67		412.06	0.21	0.59
Unpaid Operator Labor		5,160.86	3.87	13.59		11,137.50	5.79	16.00
Interest Charge *		7,567.44	5.67	19.92		11,492.80	5.97	16.51
<b>TOTAL FIXED COSTS</b>		<b>\$14,691.53</b>	<b>\$11.02</b>	<b>\$38.68</b>		<b>\$27,050.10</b>	<b>\$14.06</b>	<b>\$38.87</b>
<b>TOTAL EXPENSE</b>		<b>\$82,596.14</b>	<b>\$61.94</b>	<b>\$217.47</b>		<b>\$138,007.93</b>	<b>\$71.73</b>	<b>\$198.29</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$576.19)</b>	<b>(\$0.43)</b>	<b>(\$1.52)</b>		<b>(\$36,776.18)</b>	<b>(\$19.11)</b>	<b>(\$52.84)</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>\$5,564.59</b>	<b>\$4.17</b>	<b>\$14.65</b>		<b>(\$24,999.28)</b>	<b>(\$12.99)</b>	<b>(\$35.92)</b>
<b>Factors:</b>								
<b>Feed Costs</b>			\$35.48	\$124.58			\$34.74	\$96.04
<b>Nonfeed Costs</b>			\$26.46	\$92.89			\$36.99	\$102.25

\*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.

**NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 2001**  
**BEEF BACKGROUNDING / FINISHING**

	2001
Number of Farms	6
Number of Head	1,013
Weight Produced / Head	841
Weight / Head Sold	1,359
Weight / Head Purchased	551
Sale Price / Cwt	\$62.04
Purchase Price / Cwt	\$93.85
Gross Income / Cwt	\$35.02
Feed Costs / Cwt	\$31.81
Nonfeed Costs / Cwt	\$15.00

	Head	Total Dollars	\$ / Cwt	\$ / Head
<b>INCOME:</b>				
Steers - Heifers Sold	974	821,219.55		
Ending Inventory	794	532,283.64		
Gross Sales	1,768	\$1,353,503.19		
Steers - Heifers Purchased	1,145	592,460.75		
Beginning Inventory	720	463,881.50		
Gross Purchases	1,865	\$1,056,342.25		
Net Sale Gain		\$297,160.94	\$34.86	\$293.35
Patronage Refunds		140.24		
Miscellaneous Income		1,221.25		
Livestock Futures		-		
OTHER INCOME		\$1,361.49	\$0.16	\$1.34
<b>GROSS INCOME</b>		<b>\$298,522.43</b>	<b>\$35.02</b>	<b>\$294.69</b>
<b>EXPENSES:</b>				
Labor Hired		\$6,277.22	\$0.74	\$6.20
General Machinery Repairs		6,994.25	0.82	6.90
Interest Paid		26,002.92	3.05	25.67
Feed Purchased		271,153.67	31.81	267.67
Machine Hire - Lease		264.52	0.03	0.26
Farm Org Fees / Travel / Publ		1,436.48	0.17	1.42
Vet Medicine / Drugs		12,896.56	1.51	12.73
Livestock Marketing / Breeding		13,161.38	1.54	12.99
Gas / Fuel / Oil		3,880.68	0.46	3.83
Personal Property Tax		329.71	0.04	0.33
General Farm Insurance		1,684.45	0.20	1.66
Utilities		2,708.39	0.32	2.67
Auto Expense		94.79	0.01	0.09
Livestock Futures		778.41	0.09	0.77
<b>TOTAL VARIABLE COSTS</b>		<b>\$347,663.43</b>	<b>\$40.79</b>	<b>\$343.20</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>(\$49,141.00)</b>	<b>(\$5.76)</b>	<b>(\$48.51)</b>
Depreciation		4,973.44	0.58	4.91
Real Estate Tax		513.27	0.06	0.51
Unpaid Operator Labor		14,175.00	1.66	13.99
Interest Charge *		31,717.67	3.72	31.31
<b>TOTAL FIXED COSTS</b>		<b>\$51,379.38</b>	<b>\$6.03</b>	<b>\$50.72</b>
<b>TOTAL EXPENSE</b>		<b>\$399,042.81</b>	<b>\$46.81</b>	<b>\$393.92</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$100,520.38)</b>	<b>(\$11.79)</b>	<b>(\$99.23)</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>(\$80,068.16)</b>	<b>(\$9.39)</b>	<b>(\$79.04)</b>
<b>Factors:</b>				
<b>Feed Costs</b>			\$31.81	\$267.67
<b>Nonfeed Costs</b>			\$15.00	\$126.25

\*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.

**NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 2000 & 2001**  
**SWINE FATTENING, PURCHASED FEEDER PIGS**

	2000	2001
Number of Farms	5	9
Number of Pigs Sold	1,779	2,097
Weight / Head Sold	243	239
Weight / Head Purchased	25	22
Cwt Produced	4,159	4,775
Sale Price / Cwt	\$44.24	\$44.47
Purchase Price / Head	\$37.67	\$36.47
Gross Income / Cwt	\$31.94	\$29.61
Feed Costs / Cwt	\$17.42	\$17.31
Nonfeed Costs / Cwt	\$11.80	\$12.67

	Head	Total Dollars	\$ / Cwt	\$ / Pig	Head	Total Dollars	\$ / Cwt	\$ / Pig
<b>INCOME:</b>								
Pigs Sold	1,692	191,577.99			2,018	222,718.53		
Ending Inventory	796	60,011.03			1,095	69,322.22		
Gross Sales	2,488	\$251,589.02			3,113	\$292,040.75		
Pigs Purchased	1,963	73,942.77			2,477	90,339.24		
Beginning Inventory	652	44,996.80			846	60,855.24		
Gross Purchases	2,615	\$118,939.57			3,323	\$151,194.48		
Net Sale Gain		\$132,649.45	\$31.90	\$74.56		\$140,846.27	\$29.50	\$67.17
Patronage Refunds		131.69				279.82		
Miscellaneous Income		43.34				256.03		
Livestock Futures		-				-		
OTHER INCOME		\$175.03	\$0.04	\$0.10		\$535.85	\$0.11	\$0.26
<b>GROSS INCOME</b>		<b>\$132,824.48</b>	<b>\$31.94</b>	<b>\$74.66</b>		<b>\$141,382.12</b>	<b>\$29.61</b>	<b>\$67.42</b>
<b>EXPENSES:</b>								
Labor Hired		\$4,218.55	\$1.01	\$2.37		\$7,059.58	\$1.48	\$3.37
General Machinery Repairs		7,733.85	1.86	4.35		5,370.77	1.12	2.56
Interest Paid		929.76	0.22	0.52		5,086.20	1.07	2.43
Feed Purchased		72,439.79	17.42	40.72		82,667.12	17.31	39.42
Machine Hire - Lease		144.60	0.03	0.08		275.12	0.06	0.13
Farm Org Fees / Travel / Publ		1,946.04	0.47	1.09		1,815.09	0.38	0.87
Vet Medicine / Drugs		1,493.97	0.36	0.84		2,830.41	0.59	1.35
Livestock Marketing / Breeding		187.32	0.05	0.11		121.32	0.03	0.06
Gas / Fuel / Oil		2,546.05	0.61	1.43		3,540.86	0.74	1.69
Personal Property Tax		347.57	0.08	0.20		234.63	0.05	0.11
General Farm Insurance		1,695.25	0.41	0.95		2,226.15	0.47	1.06
Utilities		2,009.35	0.48	1.13		5,196.49	1.09	2.48
Auto Expense		-	-	-		-	-	-
Livestock Futures		-	-	-		-	-	-
<b>TOTAL VARIABLE COSTS</b>		<b>\$95,692.10</b>	<b>\$23.01</b>	<b>\$53.79</b>		<b>\$116,423.74</b>	<b>\$24.38</b>	<b>\$55.52</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$37,132.38</b>	<b>\$8.93</b>	<b>\$20.87</b>		<b>\$24,958.38</b>	<b>\$5.23</b>	<b>\$11.90</b>
Depreciation		6,350.69	1.53	3.57		6,756.43	1.42	3.22
Real Estate Tax		789.58	0.19	0.44		573.24	0.12	0.27
Unpaid Operator Labor		8,977.50	2.16	5.05		11,637.50	2.44	5.55
Interest Charge *		9,687.73	2.33	5.45		7,780.59	1.63	3.71
<b>TOTAL FIXED COSTS</b>		<b>\$25,805.50</b>	<b>\$6.21</b>	<b>\$14.51</b>		<b>\$26,747.76</b>	<b>\$5.60</b>	<b>\$12.76</b>
<b>TOTAL EXPENSE</b>		<b>\$121,497.60</b>	<b>\$29.22</b>	<b>\$68.30</b>		<b>\$143,171.50</b>	<b>\$29.99</b>	<b>\$68.27</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$11,326.88</b>	<b>\$2.72</b>	<b>\$6.37</b>		<b>(\$1,789.38)</b>	<b>(\$0.37)</b>	<b>(\$0.85)</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>\$24,522.93</b>	<b>\$5.90</b>	<b>\$13.78</b>		<b>\$16,907.70</b>	<b>\$3.54</b>	<b>\$8.06</b>
<b>Factors:</b>								
<b>Feed Costs</b>			\$17.42	\$40.72			\$17.31	\$39.42
<b>Nonfeed Costs</b>			\$11.80	\$27.58			\$12.67	\$28.85

\*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.

**NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001**  
**DAIRY COWS, GRADE A**

	1996-2000 Average	2001
Number of Farms	22	17
Number of Dairy Cows	105	113
Pounds of Milk / Cow	19,886	18,392
Milk Receipts / Cow	\$2,734.82	\$2,589.51
Gross Income / Cow	\$2,989.54	\$2,762.38
Feed Cost / Cow	\$1,506.56	\$1,271.31
Non Feed Costs / Cow	\$1,428.51	\$1,488.18
Gross Income / Cwt Milk	\$15.03	\$15.02
Milk Price / Cwt	\$13.75	\$14.08
Feed Costs / Cwt Milk	\$7.58	\$6.91
Non Feed Costs / Cwt Milk	\$7.18	\$8.09

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
<b>INCOME:</b>								
Calves Sold	32	7,365.24			23	3,937.55		
Cows Sold	40	18,858.92			37	18,378.88		
Ending Inventory	243	190,377.18			216	186,925.59		
Gross Sales	316	\$216,601.33			276	\$209,242.02		
Cows Purchased	11	9,040.01			6	8,458.82		
Beginning Inventory	243	186,832.77			218	185,453.53		
Gross Purchases	254	\$195,872.78			224	\$193,912.35		
Net Sale Gain		\$20,728.55	\$0.99	\$196.67		\$15,329.67	\$0.74	\$135.66
Milk Sales		288,249.89				292,614.18		
Patronage Refunds		2,270.92				2,079.84		
Miscellaneous Income		3,848.49				2,125.09		
Livestock Futures		-				-		
OTHER INCOME		\$294,369.30	\$14.04	\$2,792.88		\$296,819.11	\$14.28	\$2,626.72
<b>GROSS INCOME</b>		<b>\$315,097.86</b>	<b>\$15.03</b>	<b>\$2,989.54</b>		<b>\$312,148.78</b>	<b>\$15.02</b>	<b>\$2,762.38</b>
<b>EXPENSES:</b>								
Labor Hired		\$20,583.83	\$0.98	\$195.29		\$25,229.32	\$1.21	\$223.27
General Machinery Repairs		16,449.48	0.78	156.07		18,848.72	0.91	166.80
Interest Paid		9,561.63	0.46	90.72		10,780.89	0.52	95.41
Feed Purchased		158,791.67	7.58	1,506.56		143,657.98	6.91	1,271.31
Machine Hire - Lease		1,022.87	0.05	9.70		1,192.95	0.06	10.56
Farm Org Fees / Travel / Publ		1,794.39	0.09	17.02		2,302.46	0.11	20.38
Vet Medicine / Drugs		7,639.46	0.36	72.48		7,953.85	0.38	70.39
Dairy Expense		15,291.44	0.73	145.08		19,582.99	0.94	173.30
Livestock Marketing / Breeding		9,345.98	0.45	88.67		10,833.25	0.52	95.87
Gas / Fuel / Oil		3,433.30	0.16	32.57		5,102.27	0.25	45.15
Personal Property Tax		340.50	0.02	3.23		167.93	0.01	1.49
General Farm Insurance		3,052.96	0.15	28.97		4,269.63	0.21	37.78
Utilities		8,093.25	0.39	76.79		10,012.84	0.48	88.61
Auto Expense		24.42	0.00	0.23		-	-	-
Livestock Futures		-	-	-		144.86	0.01	1.28
<b>TOTAL VARIABLE COSTS</b>		<b>\$255,425.18</b>	<b>\$12.19</b>	<b>\$2,423.39</b>		<b>\$260,079.94</b>	<b>\$12.51</b>	<b>\$2,301.59</b>
<b>RETURN ABOVE VARIABLE COSTS</b>		<b>\$59,672.68</b>	<b>\$2.85</b>	<b>\$566.15</b>		<b>\$52,068.84</b>	<b>\$2.51</b>	<b>\$460.79</b>
Depreciation		9,244.79	0.44	87.71		9,652.12	0.46	85.42
Real Estate Tax		698.55	0.03	6.63		1,075.23	0.05	9.52
Unpaid Operator Labor		24,754.82	1.18	234.87		22,797.06	1.10	201.74
Interest Charge *		19,232.87	0.92	182.48		18,218.18	0.88	161.22
<b>TOTAL FIXED COSTS</b>		<b>\$53,931.04</b>	<b>\$2.57</b>	<b>\$511.68</b>		<b>\$51,742.59</b>	<b>\$2.49</b>	<b>\$457.90</b>
<b>TOTAL EXPENSE</b>		<b>\$309,356.22</b>	<b>\$14.76</b>	<b>\$2,935.07</b>		<b>\$311,822.53</b>	<b>\$15.00</b>	<b>\$2,759.49</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$5,741.64</b>	<b>\$0.27</b>	<b>\$54.47</b>		<b>\$326.25</b>	<b>\$0.02</b>	<b>\$2.89</b>
<b>NET RETURN TO LABOR-MGT</b>		<b>\$51,080.29</b>	<b>\$2.44</b>	<b>\$484.63</b>		<b>\$48,352.63</b>	<b>\$2.33</b>	<b>\$427.90</b>
<b>Factors:</b>								
<b>Feed Costs</b>			\$7.58	\$1,506.56			\$6.91	\$1,271.31
<b>Nonfeed Costs</b>			\$7.18	\$1,428.51			\$8.09	\$1,488.18

\*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.

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

	<i>1996-2000 Average</i>	<i>2001</i>
Number of Farms	84	77
Crop Acres	291	308
Acres Owned	72	93
Acres Rented	219	215
Yield / Acre	123.0	130.9
Bushels	26,518	30,913
Operator Percentage	74.02%	76.70%
Gross Income / Acre	\$239.21	\$248.35
Variable Costs / Acre	\$153.07	\$176.68
Total Expense / Acre	\$229.09	\$262.88
Gross Income / Bushel	\$2.63	\$2.47
Total Expense / Bushel	\$2.52	\$2.62

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Corn (Operator's Share)	\$57,519.79	\$2.17	\$197.53	\$57,509.78	\$1.86	\$186.72
Patronage Refunds	239.00	0.01	0.82	264.55	0.01	0.86
Government Payments	9,614.28	0.36	33.02	14,762.66	0.48	47.93
Miscellaneous Income	1,868.06	0.07	6.42	2,744.33	0.09	8.91
Crop Insurance Proceeds	417.77	0.02	1.43	1,211.39	0.04	3.93
OTHER INCOME	\$12,139.11	\$0.46	\$41.69	\$18,982.93	\$0.61	\$61.63
<b>GROSS INCOME</b>	<b>\$69,658.90</b>	<b>\$2.63</b>	<b>\$239.21</b>	<b>\$76,492.71</b>	<b>\$2.47</b>	<b>\$248.35</b>
<b>EXPENSES:</b>						
Labor Hired	\$2,112.05	0.08	7.25	\$1,667.84	\$0.05	\$5.42
General Machinery Repairs	4,921.42	0.19	16.90	5,599.13	0.18	18.18
Interest Paid	3,967.97	0.15	13.63	4,453.92	0.14	14.46
Seed / Other Crop Expense	6,772.41	0.26	23.26	8,818.17	0.29	28.63
Crop Insurance	823.52	0.03	2.83	1,431.48	0.05	4.65
Fertilizer / Lime	8,096.98	0.31	27.81	10,556.44	0.34	34.27
Machine Hire - Lease	1,766.21	0.07	6.07	2,484.26	0.08	8.07
Farm Org Fees / Travel / Publ	816.32	0.03	2.80	947.56	0.03	3.08
Gas / Fuel / Oil	2,489.10	0.09	8.55	3,407.66	0.11	11.06
Crop Storage & Marketing	156.88	0.01	0.54	60.65	0.00	0.20
Personal Property Tax	323.26	0.01	1.11	427.27	0.01	1.39
General Farm Insurance	984.97	0.04	3.38	1,210.70	0.04	3.93
Utilities	728.75	0.03	2.50	866.44	0.03	2.81
Cash Farm Rent	3,759.36	0.14	12.91	4,300.89	0.14	13.96
Herbicide / Insecticide	6,692.54	0.25	22.98	7,795.13	0.25	25.31
Conservation	133.69	0.01	0.46	375.73	0.01	1.22
Auto Expense	29.79	0.00	0.10	14.25	0.00	0.05
<b>TOTAL VARIABLE COSTS</b>	<b>\$44,575.23</b>	<b>\$1.68</b>	<b>\$153.07</b>	<b>\$54,417.52</b>	<b>\$1.76</b>	<b>\$176.68</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$25,083.68</b>	<b>\$0.95</b>	<b>\$86.14</b>	<b>\$22,075.19</b>	<b>\$0.71</b>	<b>\$71.67</b>
Depreciation	6,098.97	0.23	20.94	7,185.75	0.23	23.33
Real Estate Tax	640.36	0.02	2.20	1,059.04	0.03	3.44
Unpaid Operator Labor	8,203.75	0.31	28.17	9,305.84	0.30	30.21
Interest Charge *	870.95	0.03	2.99	1,110.57	0.04	3.61
<b>TOTAL FIXED COSTS</b>	<b>\$15,814.03</b>	<b>\$0.60</b>	<b>\$54.31</b>	<b>\$18,661.20</b>	<b>\$0.60</b>	<b>\$60.59</b>
Land Charge **	\$6,321.68	\$0.24	\$21.71	\$7,889.72	\$0.26	\$25.62
<b>TOTAL EXPENSE</b>	<b>\$66,710.94</b>	<b>\$2.52</b>	<b>\$229.09</b>	<b>\$80,968.44</b>	<b>\$2.62</b>	<b>\$262.88</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$2,947.96</b>	<b>\$0.11</b>	<b>\$10.12</b>	<b>(\$4,475.73)</b>	<b>(\$0.14)</b>	<b>(\$14.53)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$13,263.77</b>	<b>\$0.50</b>	<b>\$45.55</b>	<b>\$6,497.95</b>	<b>\$0.21</b>	<b>\$21.10</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.

**NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 2001**  
**NONIRRIGATED CORN SILAGE**

	<b>2001</b>
Number of Farms	5
Crop Acres	40
Acres Owned	36
Acres Rented	4
Yield / Acre	13.85
Tons	535
Operator Percentage	96.57%
Gross Income / Acre	\$281.25
Variable Costs / Acre	\$213.18
Total Expense / Acre	\$341.31
Gross Income / Ton	\$21.03
Total Expense / Ton	\$25.52

	<b>Total Dollars</b>	<b>\$ / Ton</b>	<b>\$ / Acre</b>
<b>INCOME:</b>			
Silage (Operator's Share)	\$9,478.56	\$17.72	\$236.96
Patronage Refunds	25.35	0.05	0.63
Government Payments	1,575.73	2.95	39.39
Miscellaneous Income	170.50	0.32	4.26
Crop Insurance Proceeds	-	-	-
OTHER INCOME	\$1,771.58	\$3.31	\$44.29
<b>GROSS INCOME</b>	<b>\$11,250.14</b>	<b>\$21.03</b>	<b>\$281.25</b>
<b>EXPENSES:</b>			
Labor Hired	\$141.77	\$0.26	\$3.54
General Machinery Repairs	919.56	1.72	22.99
Interest Paid	830.47	1.55	20.76
Seed / Other Crop Expense	1,218.90	2.28	30.47
Crop Insurance	146.76	0.27	3.67
Fertilizer / Lime	2,070.68	3.87	51.77
Machine Hire - Lease	482.48	0.90	12.06
Farm Org Fees / Travel / Publ	60.49	0.11	1.51
Gas / Fuel / Oil	475.99	0.89	11.90
Crop Storage & Marketing	-	-	-
Personal Property Tax	180.18	0.34	4.50
General Farm Insurance	207.27	0.39	5.18
Utilities	69.09	0.13	1.73
Cash Farm Rent	137.40	0.26	3.44
Herbicide / Insecticide	1,586.33	2.97	39.66
Conservation	-	-	-
Auto Expense	-	-	-
<b>TOTAL VARIABLE COSTS</b>	<b>\$8,527.37</b>	<b>\$15.94</b>	<b>\$213.18</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$2,722.77</b>	<b>\$5.09</b>	<b>\$68.07</b>
Depreciation	832.63	1.56	20.82
Real Estate Tax	143.51	0.27	3.59
Unpaid Operator Labor	1,228.50	2.30	30.71
Interest Charge *	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>2,204.64</b>	<b>\$4.12</b>	<b>\$55.12</b>
Land Charge **	\$2,920.29	\$5.46	\$73.01
<b>TOTAL EXPENSE</b>	<b>\$13,652.30</b>	<b>\$25.52</b>	<b>\$341.31</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$2,402.16)</b>	<b>(\$4.49)</b>	<b>(\$60.05)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>(\$1,031.89)</b>	<b>(\$1.93)</b>	<b>(\$25.80)</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.

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

	1996-2000 Average	2001
Number of Farms	50	37
Crop Acres	143	112
Acres Owned	41	30
Acres Rented	102	82
Yield / Acre	43.7	45.2
Bushels	5,033	4,199
Operator Percentage	80.70%	82.87%
Gross Income / Acre	\$146.55	\$150.02
Variable Costs / Acre	\$92.91	\$110.45
Total Expense / Acre	\$147.08	\$165.89
Gross Income / Bushel	\$4.15	\$4.00
Total Expense / Bushel	\$4.17	\$4.42

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$15,901.60	\$3.16	\$111.51	\$11,557.35	\$2.75	\$103.19
Patronage Refunds	138.55	0.03	0.97	66.47	0.02	0.59
Government Payments	4,212.26	0.84	29.54	4,073.07	0.97	36.37
Miscellaneous Income	489.03	0.10	3.43	595.29	0.14	5.32
Crop Insurance Proceeds	157.20	0.03	1.10	510.04	0.12	4.55
OTHER INCOME	\$4,997.04	\$0.99	\$35.04	5,244.87	\$1.25	\$46.83
<b>GROSS INCOME</b>	<b>\$20,898.65</b>	<b>\$4.15</b>	<b>\$146.55</b>	<b>\$16,802.22</b>	<b>\$4.00</b>	<b>\$150.02</b>
<b>EXPENSES:</b>						
Labor Hired	\$692.83	\$0.14	\$4.86	\$219.50	\$0.05	\$1.96
General Machinery Repairs	1,944.64	0.39	13.64	1,734.23	0.41	15.48
Interest Paid	1,197.68	0.24	8.40	914.81	0.22	8.17
Seed / Other Crop Expense	1,463.19	0.29	10.26	1,024.73	0.24	9.15
Crop Insurance	327.74	0.07	2.30	281.77	0.07	2.52
Fertilizer / Lime	2,562.42	0.51	17.97	3,330.71	0.79	29.74
Machine Hire - Lease	593.62	0.12	4.16	579.00	0.14	5.17
Farm Org Fees / Travel / Publ	325.40	0.06	2.28	206.62	0.05	1.84
Gas / Fuel / Oil	904.40	0.18	6.34	906.24	0.22	8.09
Crop Storage & Marketing	38.41	0.01	0.27	30.44	0.01	0.27
Personal Property Tax	103.32	0.02	0.72	81.78	0.02	0.73
General Farm Insurance	367.63	0.07	2.58	292.17	0.07	2.61
Utilities	280.38	0.06	1.97	163.58	0.04	1.46
Cash Farm Rent	1,677.68	0.33	11.76	2,068.10	0.49	18.47
Herbicide / Insecticide	735.11	0.15	5.16	388.12	0.09	3.47
Conservation	16.72	0.00	0.12	139.25	0.03	1.24
Auto Expense	17.63	0.00	0.12	9.12	0.00	0.08
<b>TOTAL VARIABLE COSTS</b>	<b>\$13,248.78</b>	<b>\$2.63</b>	<b>\$92.91</b>	<b>\$12,370.17</b>	<b>\$2.95</b>	<b>\$110.45</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$7,649.87</b>	<b>\$1.52</b>	<b>\$53.65</b>	<b>\$4,432.05</b>	<b>\$1.06</b>	<b>\$39.57</b>
Depreciation	2,090.24	0.42	14.66	1,761.72	0.42	15.73
Real Estate Tax	299.63	0.06	2.10	255.57	0.06	2.28
Unpaid Operator Labor	3,021.97	0.60	21.19	2,590.54	0.62	23.13
Interest Charge *	405.67	0.08	2.84	391.15	0.09	3.49
<b>TOTAL FIXED COSTS</b>	<b>\$5,817.51</b>	<b>\$1.16</b>	<b>\$40.80</b>	<b>\$4,998.98</b>	<b>\$1.19</b>	<b>\$44.63</b>
Land Charge **	\$1,907.66	\$0.38	\$13.38	\$1,210.08	\$0.29	\$10.80
<b>TOTAL EXPENSE</b>	<b>\$20,973.95</b>	<b>\$4.17</b>	<b>\$147.08</b>	<b>\$18,579.23</b>	<b>\$4.42</b>	<b>\$165.89</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$75.30)</b>	<b>(\$0.01)</b>	<b>(\$0.53)</b>	<b>(\$1,777.01)</b>	<b>(\$0.42)</b>	<b>(\$15.87)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$3,639.50</b>	<b>\$0.72</b>	<b>\$25.52</b>	<b>\$1,033.03</b>	<b>\$0.25</b>	<b>\$9.22</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.

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

	1996-2000 Average	2001
Number of Farms	52	28
Crop Acres	170	128
Acres Owned	47	27
Acres Rented	123	101
Yield / Acre	92.7	87.0
Bushels	12,643	8,707
Operator Percentage	80.22%	78.23%
Gross Income / Acre	\$179.49	\$171.94
Variable Costs / Acre	\$116.90	\$119.07
Total Expense / Acre	\$185.72	\$184.90
Gross Income / Bushel	\$2.41	\$2.53
Total Expense / Bushel	\$2.50	\$2.72

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Grain Sorghum (Operator's Share)	\$24,795.35	\$1.96	\$145.85	\$15,895.84	\$1.83	\$124.19
Patronage Refunds	209.14	0.02	1.23	73.08	0.01	0.57
Government Payments	4,913.00	0.39	28.90	4,860.78	0.56	37.97
Miscellaneous Income	541.26	0.04	3.18	831.26	0.10	6.49
Crop Insurance Proceeds	54.34	0.00	0.32	347.46	0.04	2.71
OTHER INCOME	\$5,717.75	\$0.45	\$33.63	\$6,112.58	\$0.70	\$47.75
<b>GROSS INCOME</b>	<b>\$30,513.10</b>	<b>\$2.41</b>	<b>\$179.49</b>	<b>\$22,008.42</b>	<b>\$2.53</b>	<b>\$171.94</b>
<b>EXPENSES:</b>						
Labor Hired	\$955.40	\$0.08	\$5.62	\$307.29	\$0.04	\$2.40
General Machinery Repairs	2,619.95	0.21	15.41	1,878.70	0.22	14.68
Interest Paid	1,260.68	0.10	7.42	817.89	0.09	6.39
Seed / Other Crop Expense	1,847.46	0.15	10.87	1,514.52	0.17	11.83
Crop Insurance	291.97	0.02	1.72	339.67	0.04	2.65
Fertilizer / Lime	4,335.81	0.34	25.50	3,395.45	0.39	26.53
Machine Hire - Lease	705.20	0.06	4.15	473.60	0.05	3.70
Farm Org Fees / Travel / Publ	329.62	0.03	1.94	217.22	0.02	1.70
Gas / Fuel / Oil	1,324.13	0.10	7.79	1,069.21	0.12	8.35
Crop Storage & Marketing	61.38	0.00	0.36	79.74	0.01	0.62
Personal Property Tax	90.31	0.01	0.53	123.41	0.01	0.96
General Farm Insurance	416.82	0.03	2.45	362.31	0.04	2.83
Utilities	306.24	0.02	1.80	185.75	0.02	1.45
Cash Farm Rent	2,173.33	0.17	12.78	1,847.48	0.21	14.43
Herbicide / Insecticide	3,110.88	0.25	18.30	2,536.71	0.29	19.82
Conservation	22.87	0.00	0.13	80.11	0.01	0.63
Auto Expense	21.77	0.00	0.13	11.79	0.00	0.09
<b>TOTAL VARIABLE COSTS</b>	<b>\$19,873.83</b>	<b>\$1.57</b>	<b>\$116.90</b>	<b>\$15,240.85</b>	<b>\$1.75</b>	<b>\$119.07</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$10,639.27</b>	<b>\$0.84</b>	<b>\$62.58</b>	<b>\$6,767.57</b>	<b>\$0.78</b>	<b>\$52.87</b>
Depreciation	2,972.03	0.24	17.48	2,357.04	0.27	18.41
Real Estate Tax	347.99	0.03	2.05	362.65	0.04	2.83
Unpaid Operator Labor	4,541.89	0.36	26.72	3,475.45	0.40	27.15
Interest Charge *	947.09	0.07	5.57	850.81	0.10	6.65
<b>TOTAL FIXED COSTS</b>	<b>\$8,809.01</b>	<b>\$0.70</b>	<b>\$51.82</b>	<b>\$7,045.95</b>	<b>\$0.81</b>	<b>\$55.05</b>
Land Charge **	\$2,889.13	\$0.23	\$16.99	\$1,380.44	\$0.16	\$10.78
<b>TOTAL EXPENSE</b>	<b>\$31,571.96</b>	<b>\$2.50</b>	<b>\$185.72</b>	<b>\$23,667.24</b>	<b>\$2.72</b>	<b>\$184.90</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$1,058.87)</b>	<b>(\$0.08)</b>	<b>(\$6.23)</b>	<b>(\$1,658.82)</b>	<b>(\$0.19)</b>	<b>(\$12.96)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$4,438.43</b>	<b>\$0.35</b>	<b>\$26.11</b>	<b>\$2,123.92</b>	<b>\$0.24</b>	<b>\$16.59</b>

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

	1996-2000 Average	2001
Number of Farms	103	84
Crop Acres	362	398
Acres Owned	83	110
Acres Rented	278	288
Yield / Acre	37.2	41.4
Bushels	9,869	12,651
Operator Percentage	73.40%	76.87%
Gross Income / Acre	\$187.27	\$193.49
Variable Costs / Acre	\$109.21	\$117.79
Total Expense / Acre	\$169.24	\$182.51
Gross Income / Bushel	\$6.86	\$6.09
Total Expense / Bushel	\$6.20	\$5.74

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
<b>INCOME:</b>						
Soybeans (Operator's Share)	\$55,973.20	\$5.67	\$154.79	\$52,433.78	\$4.14	\$131.74
Patronage Refunds	243.22	0.02	0.67	224.15	0.02	0.56
Government Payments	8,245.22	0.84	22.80	21,051.56	1.66	52.89
Miscellaneous Income	1,757.37	0.18	4.86	2,708.99	0.21	6.81
Crop Insurance Proceeds	1,497.98	0.15	4.14	590.53	0.05	1.48
OTHER INCOME	\$11,743.79	\$1.19	\$32.48	\$24,575.23	\$1.94	\$61.75
<b>GROSS INCOME</b>	<b>\$67,716.99</b>	<b>\$6.86</b>	<b>\$187.27</b>	<b>\$77,009.01</b>	<b>\$6.09</b>	<b>\$193.49</b>
<b>EXPENSES:</b>						
Labor Hired	\$2,262.47	\$0.23	\$6.26	\$1,669.73	\$0.13	\$4.20
General Machinery Repairs	5,182.00	0.53	14.33	5,856.24	0.46	14.71
Interest Paid	4,181.47	0.42	11.56	5,311.51	0.42	13.35
Seed / Other Crop Expense	6,558.08	0.66	18.14	9,475.96	0.75	23.81
Crop Insurance	841.78	0.09	2.33	1,332.65	0.11	3.35
Fertilizer / Lime	801.42	0.08	2.22	879.06	0.07	2.21
Machine Hire - Lease	1,697.15	0.17	4.69	2,245.90	0.18	5.64
Farm Org Fees / Travel / Publ	809.81	0.08	2.24	980.11	0.08	2.46
Gas / Fuel / Oil	2,537.85	0.26	7.02	3,532.10	0.28	8.87
Crop Storage & Marketing	166.53	0.02	0.46	50.05	0.00	0.13
Personal Property Tax	328.02	0.03	0.91	457.53	0.04	1.15
General Farm Insurance	1,064.68	0.11	2.94	1,373.75	0.11	3.45
Utilities	722.11	0.07	2.00	863.92	0.07	2.17
Cash Farm Rent	4,408.94	0.45	12.19	5,047.46	0.40	12.68
Herbicide / Insecticide	7,761.89	0.79	21.47	7,421.15	0.59	18.65
Conservation	122.01	0.01	0.34	364.45	0.03	0.92
Auto Expense	45.51	0.00	0.13	19.33	0.00	0.05
<b>TOTAL VARIABLE COSTS</b>	<b>\$39,491.72</b>	<b>\$4.00</b>	<b>\$109.21</b>	<b>\$46,880.90</b>	<b>\$3.71</b>	<b>\$117.79</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$28,225.27</b>	<b>\$2.86</b>	<b>\$78.06</b>	<b>\$30,128.11</b>	<b>\$2.38</b>	<b>\$75.70</b>
Depreciation	6,288.21	0.64	17.39	7,609.37	0.60	19.12
Real Estate Tax	705.64	0.07	1.95	1,138.65	0.09	2.86
Unpaid Operator Labor	8,554.38	0.87	23.66	10,485.10	0.83	26.34
Interest Charge *	534.22	0.05	1.48	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$16,082.44</b>	<b>\$1.63</b>	<b>\$44.48</b>	<b>\$19,233.12</b>	<b>\$1.52</b>	<b>\$48.32</b>
Land Charge **	\$5,621.52	\$0.57	\$15.55	\$6,526.49	\$0.52	\$16.40
<b>TOTAL EXPENSE</b>	<b>\$61,195.69</b>	<b>\$6.20</b>	<b>\$169.24</b>	<b>\$72,640.51</b>	<b>\$5.74</b>	<b>\$182.51</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$6,521.30</b>	<b>\$0.66</b>	<b>\$18.03</b>	<b>\$4,368.50</b>	<b>\$0.35</b>	<b>\$10.98</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$17,338.15</b>	<b>\$1.76</b>	<b>\$47.95</b>	<b>\$16,523.33</b>	<b>\$1.31</b>	<b>\$41.52</b>

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

	<b>1996-2000 Average</b>	<b>2001</b>
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

	<b>Total Dollars</b>	<b>\$ / Ton</b>	<b>\$ / Acre</b>	<b>Total Dollars</b>	<b>\$ / Ton</b>	<b>\$ / Acre</b>
<b>INCOME:</b>						
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
<b>GROSS INCOME</b>	<b>\$11,494.81</b>	<b>\$55.85</b>	<b>\$104.31</b>	<b>\$14,899.18</b>	<b>\$57.30</b>	<b>\$135.45</b>
<b>EXPENSES:</b>						
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
<b>TOTAL VARIABLE COSTS</b>	<b>\$8,011.21</b>	<b>\$38.93</b>	<b>\$72.70</b>	<b>\$8,712.07</b>	<b>\$33.51</b>	<b>\$79.20</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$3,483.59</b>	<b>\$16.93</b>	<b>\$31.61</b>	<b>\$6,187.11</b>	<b>\$23.80</b>	<b>\$56.25</b>
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	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$4,737.92</b>	<b>\$23.02</b>	<b>\$42.99</b>	<b>3,288.85</b>	<b>\$12.65</b>	<b>\$29.90</b>
Land Charge **	\$756.66	\$3.68	\$6.87	\$966.01	\$3.72	\$8.78
<b>TOTAL EXPENSE</b>	<b>\$13,505.80</b>	<b>\$65.63</b>	<b>\$122.56</b>	<b>\$12,966.93</b>	<b>\$49.87</b>	<b>\$117.88</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$2,010.99)</b>	<b>(\$9.77)</b>	<b>(\$18.25)</b>	<b>\$1,932.25</b>	<b>\$7.43</b>	<b>\$17.57</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$510.84</b>	<b>\$2.48</b>	<b>\$4.64</b>	<b>\$3,840.17</b>	<b>\$14.77</b>	<b>\$34.91</b>

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

	1996-2000 Average	2001
Number of Farms	14	8
Crop Acres	310	270
Acres Owned	38	14
Acres Rented	272	256
Yield / Acre	169.8	184.4
Bushels	32,056	28,608
Operator Percentage	60.82%	57.48%
Gross Income / Acre	\$276.48	\$264.51
Variable Costs / Acre	\$155.76	\$174.69
Total Expense / Acre	\$229.93	\$240.07
Gross Income / Bushel	\$2.68	\$2.50
Total Expense / Bushel	\$2.23	\$2.27

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Corn (Operator's Share)	\$70,090.25	\$2.19	\$225.81	\$53,065.88	\$1.85	\$196.54
Patronage Refunds	52.94	0.00	0.17	19.77	0.00	0.07
Government Payments	11,391.98	0.36	36.70	15,706.74	0.55	58.17
Miscellaneous Income	3,105.45	0.10	10.00	2,311.17	0.08	8.56
Crop Insurance Proceeds	1,178.18	0.04	3.80	314.07	0.01	1.16
OTHER INCOME	\$15,728.55	\$0.49	\$50.67	18,351.75	\$0.64	\$67.97
<b>GROSS INCOME</b>	<b>\$85,818.79</b>	<b>\$2.68</b>	<b>\$276.48</b>	<b>\$71,417.63</b>	<b>\$2.50</b>	<b>\$264.51</b>
<b>EXPENSES:</b>						
Labor Hired	\$4,955.23	\$0.15	\$15.96	\$4,725.86	\$0.17	\$17.50
General Machinery Repairs	5,987.66	0.19	19.29	5,434.38	0.19	20.13
Irrigation Equipment Repairs	1,107.40	0.03	3.57	1,325.42	0.05	4.91
Interest Paid	4,197.60	0.13	13.52	3,560.92	0.12	13.19
Seed / Other Crop Expense	7,550.23	0.24	24.32	7,482.11	0.26	27.71
Crop Insurance	142.77	0.00	0.46	-	-	-
Fertilizer / Lime	7,250.66	0.23	23.36	8,195.94	0.29	30.36
Machine Hire - Lease	1,960.73	0.06	6.32	2,663.18	0.09	9.86
Farm Org Fees / Travel / Publ	1,003.63	0.03	3.23	1,004.40	0.04	3.72
Gas / Fuel / Oil	3,259.12	0.10	10.50	3,573.09	0.12	13.23
Irrigation Fuel - Pumping	1,115.16	0.03	3.59	1,057.00	0.04	3.91
Crop Storage & Marketing	164.55	0.01	0.53	32.74	0.00	0.12
Personal Property Tax	543.96	0.02	1.75	510.00	0.02	1.89
General Farm Insurance	1,463.98	0.05	4.72	1,370.65	0.05	5.08
Utilities	919.59	0.03	2.96	763.25	0.03	2.83
Cash Farm Rent	946.38	0.03	3.05	1,068.45	0.04	3.96
Herbicide / Insecticide	5,747.39	0.18	18.52	4,348.43	0.15	16.11
Conservation	19.35	0.00	0.06	49.49	0.00	0.18
Auto Expense	13.80	0.00	0.04	-	-	-
<b>TOTAL VARIABLE COSTS</b>	<b>\$48,349.18</b>	<b>\$1.51</b>	<b>\$155.76</b>	<b>\$47,165.31</b>	<b>\$1.65</b>	<b>\$174.69</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$37,469.62</b>	<b>\$1.17</b>	<b>\$120.71</b>	<b>\$24,252.32</b>	<b>\$0.85</b>	<b>\$89.82</b>
Depreciation	8,230.60	0.26	26.52	6,777.17	0.24	25.10
Real Estate Tax	463.31	0.01	1.49	443.24	0.02	1.64
Unpaid Operator Labor	7,933.06	0.25	25.56	7,661.25	0.27	28.38
Interest Charge *	1,545.14	0.05	4.98	1,437.69	0.05	5.32
<b>TOTAL FIXED COSTS</b>	<b>\$18,172.11</b>	<b>\$0.57</b>	<b>\$58.54</b>	<b>\$16,319.35</b>	<b>\$0.57</b>	<b>\$60.44</b>
Land Charge **	\$4,849.63	\$0.15	\$15.62	\$1,334.41	\$0.05	\$4.94
<b>TOTAL EXPENSE</b>	<b>\$71,370.91</b>	<b>\$2.23</b>	<b>\$229.93</b>	<b>\$64,819.07</b>	<b>\$2.27</b>	<b>\$240.07</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$14,447.88</b>	<b>\$0.45</b>	<b>\$46.55</b>	<b>\$6,598.56</b>	<b>\$0.23</b>	<b>\$24.44</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$27,336.17</b>	<b>\$0.85</b>	<b>\$88.07</b>	<b>\$18,985.67</b>	<b>\$0.66</b>	<b>\$70.32</b>

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**NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001**  
**IRRIGATED (ALL) SOYBEANS**

	1996-2000 Average	2001
Number of Farms	13	7
Crop Acres	283	318
Acres Owned	23	34
Acres Rented	259	284
Yield / Acre	54.4	57.7
Bushels	9,345	10,533
Operator Percentage	60.74%	57.40%
Gross Income / Acre	\$221.13	\$174.64
Variable Costs / Acre	\$128.04	\$126.78
Total Expense / Acre	\$182.27	\$181.58
Gross Income / Bushel	\$6.69	\$5.27
Total Expense / Bushel	\$5.52	\$5.48

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Soybeans (Operator's Share)	\$53,170.73	\$5.69	\$188.02	\$35,779.94	\$3.40	\$112.52
Patronage Refunds	38.75	0.00	0.14	-	-	-
Government Payments	6,385.74	0.68	22.58	16,383.90	1.56	51.52
Miscellaneous Income	1,897.97	0.20	6.71	3,074.96	0.29	9.67
Crop Insurance Proceeds	1,043.14	0.11	3.69	296.51	0.03	0.93
OTHER INCOME	\$9,365.60	\$1.00	\$33.12	19,755.37	\$1.88	\$62.12
<b>GROSS INCOME</b>	<b>\$62,536.33</b>	<b>\$6.69</b>	<b>\$221.13</b>	<b>\$55,535.31</b>	<b>\$5.27</b>	<b>\$174.64</b>
<b>EXPENSES:</b>						
Labor Hired	\$3,333.95	\$0.36	\$11.79	\$5,316.60	\$0.50	\$16.72
General Machinery Repairs	4,486.99	0.48	15.87	4,838.66	0.46	15.22
Irrigation Equipment Repairs	1,276.48	0.14	4.51	2,080.71	0.20	6.54
Interest Paid	3,941.58	0.42	13.94	3,136.28	0.30	9.86
Seed / Other Crop Expense	5,108.37	0.55	18.06	5,565.35	0.53	17.50
Crop Insurance	161.26	0.02	0.57	-	-	-
Fertilizer / Lime	587.67	0.06	2.08	1,630.29	0.15	5.13
Machine Hire - Lease	1,999.61	0.21	7.07	4,256.99	0.40	13.39
Farm Org Fees / Travel / Publ	759.58	0.08	2.69	919.95	0.09	2.89
Gas / Fuel / Oil	2,341.63	0.25	8.28	3,292.90	0.31	10.36
Irrigation Fuel - Pumping	943.98	0.10	3.34	1,485.06	0.14	4.67
Crop Storage & Marketing	99.82	0.01	0.35	73.59	0.01	0.23
Personal Property Tax	399.70	0.04	1.41	451.95	0.04	1.42
General Farm Insurance	1,100.29	0.12	3.89	1,204.71	0.11	3.79
Utilities	740.50	0.08	2.62	906.10	0.09	2.85
Cash Farm Rent	3,305.88	0.35	11.69	59.51	0.01	0.19
Herbicide / Insecticide	5,587.22	0.60	19.76	4,906.55	0.47	15.43
Conservation	11.31	0.00	0.04	191.88	0.02	0.60
Auto Expense	22.62	0.00	0.08	-	-	-
<b>TOTAL VARIABLE COSTS</b>	<b>\$36,208.46</b>	<b>\$3.87</b>	<b>\$128.04</b>	<b>\$40,317.08</b>	<b>\$3.83</b>	<b>\$126.78</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$26,327.87</b>	<b>\$2.82</b>	<b>\$93.10</b>	<b>\$15,218.23</b>	<b>\$1.44</b>	<b>\$47.86</b>
Depreciation	6,269.53	0.67	22.17	7,052.47	0.67	22.18
Real Estate Tax	293.57	0.03	1.04	519.56	0.05	1.63
Unpaid Operator Labor	5,676.70	0.61	20.07	6,287.14	0.60	19.77
Interest Charge *	694.81	0.07	2.46	1,539.54	0.15	4.84
<b>TOTAL FIXED COSTS</b>	<b>\$12,934.60</b>	<b>\$1.38</b>	<b>\$45.74</b>	<b>\$15,398.71</b>	<b>\$1.46</b>	<b>\$48.42</b>
Land Charge **	\$2,403.92	\$0.26	\$8.50	\$2,027.77	\$0.19	\$6.38
<b>TOTAL EXPENSE</b>	<b>\$51,546.98</b>	<b>\$5.52</b>	<b>\$182.27</b>	<b>\$57,743.56</b>	<b>\$5.48</b>	<b>\$181.58</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$10,989.35</b>	<b>\$1.18</b>	<b>\$38.86</b>	<b>(\$2,208.25)</b>	<b>(\$0.21)</b>	<b>(\$6.94)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$20,000.00</b>	<b>\$2.14</b>	<b>\$70.72</b>	<b>\$9,395.49</b>	<b>\$0.89</b>	<b>\$29.55</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.