

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
INCOME:						
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
GROSS INCOME	\$62,536.33	\$6.69	\$221.13	\$55,535.31	\$5.27	\$174.64
EXPENSES:						
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	-	-	-
TOTAL VARIABLE COSTS	\$36,208.46	\$3.87	\$128.04	\$40,317.08	\$3.83	\$126.78
RETURN ABOVE VARIABLE COSTS	\$26,327.87	\$2.82	\$93.10	\$15,218.23	\$1.44	\$47.86
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
TOTAL FIXED COSTS	\$12,934.60	\$1.38	\$45.74	\$15,398.71	\$1.46	\$48.42
Land Charge **	\$2,403.92	\$0.26	\$8.50	\$2,027.77	\$0.19	\$6.38
TOTAL EXPENSE	\$51,546.98	\$5.52	\$182.27	\$57,743.56	\$5.48	\$181.58
NET RETURN TO MANAGEMENT	\$10,989.35	\$1.18	\$38.86	(\$2,208.25)	(\$0.21)	(\$6.94)
NET RETURN TO LABOR-MGT	\$20,000.00	\$2.14	\$70.72	\$9,395.49	\$0.89	\$29.55

*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.