

**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.