

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

	1996-2000 Average	2001
Number of Farms	11	8
Crop Acres	174	158
Acres Owned	62	49
Acres Rented	112	109
Yield / Acre	71.5	54.9
Bushels	8,120	6,380
Operator Percentage	65.21%	73.52%
Gross Income / Acre	\$138.03	\$127.01
Variable Costs / Acre	\$108.95	\$104.10
Total Expense / Acre	\$152.09	\$142.33
Gross Income / Bushel	\$2.96	\$3.15
Total Expense / Bushel	\$3.26	\$3.52

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$17,739.99	\$2.18	\$101.84	\$13,108.12	\$2.05	\$82.96
Patronage Refunds	111.68	0.01	0.64	22.66	0.00	0.14
Government Payments	4,728.56	0.58	27.14	4,946.49	0.78	31.31
Miscellaneous Income	219.37	0.03	1.26	7.82	0.00	0.05
Crop Insurance Proceeds	1,245.20	0.15	7.15	1,982.90	0.31	12.55
OTHER INCOME	\$6,304.82	\$0.78	\$36.19	\$6,959.87	\$1.09	\$44.05
GROSS INCOME	\$24,044.81	\$2.96	\$138.03	\$20,067.99	\$3.15	\$127.01
EXPENSES:						
Labor Hired	\$1,326.83	\$0.16	\$7.62	\$197.07	\$0.03	\$1.25
General Machinery Repairs	2,108.05	0.26	12.10	1,934.08	0.30	12.24
Interest Paid	1,824.12	0.22	10.47	863.27	0.14	5.46
Seed / Other Crop Expense	3,121.15	0.38	17.92	3,154.61	0.49	19.97
Crop Insurance	734.06	0.09	4.21	535.08	0.08	3.39
Fertilizer / Lime	3,367.10	0.41	19.33	3,660.04	0.57	23.16
Machine Hire - Lease	857.75	0.11	4.92	575.49	0.09	3.64
Farm Org Fees / Travel / Publ	291.22	0.04	1.67	178.23	0.03	1.13
Gas / Fuel / Oil	1,072.42	0.13	6.16	1,268.38	0.20	8.03
Crop Storage & Marketing	71.86	0.01	0.41	-	-	-
Personal Property Tax	32.95	0.00	0.19	102.37	0.02	0.65
General Farm Insurance	372.68	0.05	2.14	233.48	0.04	1.48
Utilities	299.69	0.04	1.72	171.52	0.03	1.09
Cash Farm Rent	198.57	0.02	1.14	35.90	0.01	0.23
Herbicide / Insecticide	3,161.72	0.39	18.15	3,480.70	0.55	22.03
Conservation	-	-	-	9.83	0.00	0.06
Auto Expense	138.13	0.02	0.79	47.38	0.01	0.30
TOTAL VARIABLE COSTS	\$18,978.31	\$2.34	\$108.95	\$16,447.43	\$2.58	\$104.10
RETURN ABOVE VARIABLE COSTS	\$5,066.50	\$0.62	\$29.08	\$3,620.56	\$0.57	\$22.91
Depreciation	1,941.65	0.24	11.15	1,514.39	0.24	9.58
Real Estate Tax	259.37	0.03	1.49	195.07	0.03	1.23
Unpaid Operator Labor	2,430.37	0.30	13.95	2,514.38	0.39	15.91
Interest Charge *	235.25	0.03	1.35	608.18	0.10	3.85
TOTAL FIXED COSTS	\$4,866.65	\$0.60	\$27.94	4,832.02	\$0.76	\$30.58
Land Charge **	\$2,649.60	\$0.33	\$15.21	\$1,208.25	\$0.19	\$7.65
TOTAL EXPENSE	\$26,494.56	\$3.26	\$152.09	\$22,487.70	\$3.52	\$142.33
NET RETURN TO MANAGEMENT	(\$2,449.75)	(\$0.30)	(\$14.06)	(\$2,419.71)	(\$0.38)	(\$15.31)
NET RETURN TO LABOR-MGT	\$1,307.45	\$0.16	\$7.51	\$291.74	\$0.05	\$1.85

*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.