

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

	1996-2000 Average	2001
Number of Farms	31	21
Number of Cows in Herd	142	149
Number of Calves Sold	120	110
Average Weight Calves Sold	533	520
Calf Selling Price / Cwt	\$82.09	\$95.28
Gross Income / Cow	\$379.00	\$450.91
Feed Cost / Cow	\$200.53	\$219.71
Nonfeed Cost / Cow	\$205.61	\$232.17
Pounds Beef Produced / Cow	540	550

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	120	52,657.40			110	54,534.29		
Cows Sold	19	8,773.48			21	9,877.38		
Ending Inventory	178	96,239.89			204	124,483.56		
Gross Sales	318	\$157,670.77			335	\$188,895.23		
Cows Purchased	24	15,558.82			28	22,116.48		
Beginning Inventory	166	89,050.04			171	102,935.53		
Gross Purchases	190	\$104,608.87			199	\$125,052.01		
Net Sale Gain	128	\$53,061.91	\$68.95	\$372.63	136	\$63,843.22	\$77.88	\$428.48
Patronage Refunds		200.38				157.19		
Miscellaneous Income		586.00				3,185.41		
Livestock Futures		120.84				-		
OTHER INCOME		\$907.22	\$1.18	\$6.37		\$3,342.60	\$4.08	\$22.43
GROSS INCOME		\$53,969.12	\$70.13	\$379.00		\$67,185.82	\$81.96	\$450.91
EXPENSES:								
Labor Hired		\$1,399.35	\$1.82	\$9.83		\$969.15	\$1.18	\$6.50
General Machinery Repairs		2,993.89	3.89	21.02		3,703.77	4.52	24.86
Interest Paid		3,448.05	4.48	24.21		4,878.56	5.95	32.74
Feed Purchased		28,554.79	37.10	200.53		32,736.82	39.93	219.71
Machine Hire - Lease		394.09	0.51	2.77		168.10	0.21	1.13
Farm Org Fees / Travel / Publ		459.11	0.60	3.22		539.69	0.66	3.62
Vet Medicine / Drugs		2,104.99	2.74	14.78		2,627.42	3.21	17.63
Livestock Marketing / Breeding		1,298.26	1.69	9.12		2,664.53	3.25	17.88
Gas / Fuel / Oil		1,187.68	1.54	8.34		1,537.12	1.88	10.32
Personal Property Tax		102.21	0.13	0.72		134.95	0.16	0.91
General Farm Insurance		588.69	0.76	4.13		1,449.26	1.77	9.73
Utilities		850.23	1.10	5.97		1,086.59	1.33	7.29
Auto Expense		354.35	0.46	2.49		400.63	0.49	2.69
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$43,735.68	\$56.83	\$307.13		\$52,896.59	\$64.53	\$355.01
RETURN ABOVE VARIABLE COSTS		\$10,233.45	\$13.30	\$71.86		\$14,289.23	\$17.43	\$95.90
Depreciation		1,654.22	2.15	11.62		1,620.24	1.98	10.87
Real Estate Tax		484.55	0.63	3.40		629.96	0.77	4.23
Unpaid Operator Labor		4,762.81	6.19	33.45		4,423.21	5.40	29.69
Interest Charge *		7,196.80	9.35	50.54		7,759.94	9.47	52.08
TOTAL FIXED COSTS		\$14,098.38	\$18.32	\$99.01		\$14,433.35	\$17.61	\$96.87
TOTAL EXPENSE		\$57,834.05	\$75.15	\$406.14		\$67,329.94	\$82.13	\$451.88
NET RETURN TO MANAGEMENT		(\$3,864.93)	(\$5.02)	(\$27.14)		(\$144.12)	(\$0.18)	(\$0.97)
NET RETURN TO LABOR-MGT		\$2,297.22	\$2.98	\$16.13		\$5,248.24	\$6.40	\$35.22
Factors:								
Feed Costs			\$37.10	\$200.53			\$39.93	\$219.71
Nonfeed Costs			\$38.04	\$205.61			\$42.20	\$232.17

*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.

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

	1996-2000 Average	2001
Number of Farms	35	26
Number of Cows in Herd	135	119
Number of Calves Sold	106	81
Average Weight Calves Sold	612	568
Calf Selling Price / Cwt	\$77.20	\$92.63
Gross Income / Cow	\$435.65	\$443.81
Feed Cost / Cow	\$232.30	\$343.18
Nonfeed Cost / Cow	\$253.65	\$274.21
Pounds Beef Produced / Cow	608	593

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	106	50,210.58			81	42,624.33		
Cows Sold	24	12,094.93			18	10,328.69		
Ending Inventory	225	122,474.69			205	120,062.63		
Gross Sales	355	\$184,780.21			304	\$173,015.65		
Cows Purchased	13	8,909.33			14	10,065.64		
Beginning Inventory	223	118,210.73			189	112,102.02		
Gross Purchases	236	\$127,120.06			203	\$122,167.66		
Net Sale Gain	119	\$57,660.15	\$70.30	\$427.75	101	\$50,847.99	\$72.04	\$427.29
Patronage Refunds		284.38				119.99		
Miscellaneous Income		780.92				1,846.00		
Livestock Futures		-				-		
OTHER INCOME		\$1,065.30	\$1.30	\$7.90		\$1,965.99	\$2.79	\$16.52
GROSS INCOME		\$58,725.45	\$71.60	\$435.65		\$52,813.98	\$74.82	\$443.81
EXPENSES:								
Labor Hired		\$1,031.18	\$1.26	\$7.65		\$1,313.26	\$1.86	\$11.04
General Machinery Repairs		3,118.14	3.80	23.13		2,705.51	3.83	22.74
Interest Paid		4,199.33	5.12	31.15		4,198.73	5.95	35.28
Feed Purchased		31,314.55	38.18	232.30		40,838.09	57.86	343.18
Machine Hire - Lease		411.46	0.50	3.05		688.35	0.98	5.78
Farm Org Fees / Travel / Publ		528.55	0.64	3.92		395.38	0.56	3.32
Vet Medicine / Drugs		2,622.81	3.20	19.46		2,067.09	2.93	17.37
Livestock Marketing / Breeding		3,284.61	4.00	24.37		1,540.99	2.18	12.95
Gas / Fuel / Oil		1,402.13	1.71	10.40		1,623.76	2.30	13.65
Personal Property Tax		92.59	0.11	0.69		130.41	0.18	1.10
General Farm Insurance		690.99	0.84	5.13		686.99	0.97	5.77
Utilities		1,036.20	1.26	7.69		1,226.24	1.74	10.30
Auto Expense		430.33	0.52	3.19		375.96	0.53	3.16
Livestock Futures		4.38	0.01	0.03		-	-	-
TOTAL VARIABLE COSTS		\$50,167.26	\$61.16	\$372.16		\$57,790.76	\$81.88	\$485.64
RETURN ABOVE VARIABLE COSTS		\$8,558.18	\$10.43	\$63.49		(\$4,976.78)	(\$7.05)	(\$41.82)
Depreciation		1,765.05	2.15	13.09		1,587.53	2.25	13.34
Real Estate Tax		455.23	0.56	3.38		223.70	0.32	1.88
Unpaid Operator Labor		4,550.88	5.55	33.76		5,473.27	7.75	45.99
Interest Charge *		8,568.31	10.45	63.56		8,394.32	11.89	70.54
TOTAL FIXED COSTS		\$15,339.47	\$18.70	\$113.79		\$15,678.82	\$22.21	\$131.75
TOTAL EXPENSE		\$65,506.74	\$79.87	\$485.96		\$73,469.58	\$104.09	\$617.39
NET RETURN TO MANAGEMENT		(\$6,781.29)	(\$8.27)	(\$50.31)		(\$20,655.60)	(\$29.26)	(\$173.58)
NET RETURN TO LABOR-MGT		(\$1,199.23)	(\$1.46)	(\$8.90)		(\$13,869.07)	(\$19.65)	(\$116.55)
Factors:								
Feed Costs			\$38.18	\$232.30			\$57.86	\$343.18
Nonfeed Costs			\$41.69	\$253.65			\$46.23	\$274.21

*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.

NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF BACKGROUNDING / FINISHING

	1996-2000 Average	2001
Number of Farms	18	10
Number of Head	386	694
Weight Produced / Head	538	492
Weight / Head Sold	1,109	1,134
Weight / Head Purchased	573	614
Sale Price / Cwt	\$66.45	\$77.26
Purchase Price / Cwt	\$81.17	\$91.13
Gross Income / Cwt	\$56.42	\$51.40
Feed Costs / Cwt	\$41.55	\$50.90
Nonfeed Costs / Cwt	\$20.09	\$22.83

	Head	Total Dollars	\$ / Cwt	\$ / Head	Head	Total Dollars	\$ / Cwt	\$ / Head
INCOME:								
Steers - Heifers Sold	370	273,040.12			716	627,580.87		
Ending Inventory	316	190,764.19			477	305,716.14		
Gross Sales	687	\$463,804.31			1,193	\$933,297.01		
Steers - Heifers Purchased	395	183,723.03			664	371,833.54		
Beginning Inventory	306	164,478.38			541	388,268.20		
Gross Purchases	701	\$348,201.40			1,205	\$760,101.74		
Net Sale Gain		\$115,602.91	\$55.66	\$299.49		\$173,195.27	\$50.73	\$249.56
Custom Feeding		218.49				226.06		
Patronage Refunds		617.89				997.19		
Miscellaneous Income		750.54				1,065.12		
OTHER INCOME		1,586.92	\$0.76	\$4.11		2,288.37	\$0.67	\$3.30
GROSS INCOME		\$117,189.83	\$56.42	\$303.60		\$175,483.64	\$51.40	\$252.86
EXPENSES:								
Labor Hired		\$1,307.48	\$0.63	\$3.39		\$2,710.37	\$0.79	\$3.91
General Machinery Repairs		4,503.06	2.17	11.67		3,445.39	1.01	4.96
Interest Paid		6,958.64	3.35	18.03		18,329.14	5.37	26.41
Feed Purchased		86,289.81	41.55	223.55		173,785.08	50.90	250.41
Machine Hire - Lease		1,184.51	0.57	3.07		3,280.20	0.96	4.73
Farm Org Fees / Travel / Publ		711.40	0.34	1.84		1,758.06	0.51	2.53
Vet Medicine / Drugs		3,509.42	1.69	9.09		7,025.01	2.06	10.12
Livestock Marketing / Breeding		1,751.21	0.84	4.54		2,882.81	0.84	4.15
Gas / Fuel / Oil		1,065.05	0.51	2.76		991.30	0.29	1.43
Personal Property Tax		163.21	0.08	0.42		155.13	0.05	0.22
General Farm Insurance		962.67	0.46	2.49		3,056.54	0.90	4.40
Utilities		1,073.89	0.52	2.78		2,987.68	0.88	4.31
Auto Expense		365.81	0.18	0.95		528.54	0.15	0.76
TOTAL VARIABLE COSTS		\$109,846.17	\$52.89	\$284.58		\$220,935.25	\$64.71	\$318.35
RETURN ABOVE VARIABLE COSTS		\$7,343.66	\$3.54	\$19.03		(\$45,451.61)	(\$13.31)	(\$65.49)
Depreciation		2,420.52	1.17	6.27		4,948.10	1.45	7.13
Real Estate Tax		639.66	0.31	1.66		511.53	0.15	0.74
Unpaid Operator Labor		2,827.23	1.36	7.32		2,835.00	0.83	4.09
Interest Charge *		12,276.26	5.91	31.80		22,495.73	6.59	32.41
TOTAL FIXED COSTS		\$18,163.67	\$8.75	\$47.06		\$30,790.36	\$9.02	\$44.37
TOTAL EXPENSE		\$128,009.84	\$61.63	\$331.63		\$251,725.61	\$73.73	\$362.72
NET RETURN TO MANAGEMENT		(\$10,820.01)	(\$5.21)	(\$28.03)		(\$76,241.97)	(\$22.33)	(\$109.86)
NET RETURN TO LABOR-MGT		(\$6,685.30)	(\$3.22)	(\$17.32)		(\$70,696.60)	(\$20.71)	(\$101.87)
Factors:								
Feed Costs			\$41.55	\$223.55			\$50.90	\$250.41
Nonfeed Costs			\$20.09	\$108.08			\$22.83	\$112.31

*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.

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.

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

	1996-2000 Average	2001
Number of Farms	40	31
Crop Acres	173	291
Acres Owned	53	83
Acres Rented	120	207
Yield / Acre	67.9	56.6
Bushels	9,295	13,001
Operator Percentage	79.11%	79.00%
Gross Income / Acre	\$129.92	\$109.92
Variable Costs / Acre	\$84.85	\$76.31
Total Expense / Acre	\$125.10	\$111.57
Gross Income / Bushel	\$2.42	\$2.46
Total Expense / Bushel	\$2.33	\$2.50

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Grain Sorghum (Operator's Share)	\$16,471.58	\$1.77	\$95.21	\$23,400.41	\$1.80	\$80.41
Patronage Refunds	167.39	0.02	0.97	148.12	0.01	0.51
Government Payments	5,006.92	0.54	28.94	6,317.17	0.49	21.71
Miscellaneous Income	161.14	0.02	0.93	208.77	0.02	0.72
Crop Insurance Proceeds	669.17	0.07	3.87	1,910.92	0.15	6.57
OTHER INCOME	\$6,004.62	\$0.65	\$34.71	\$8,584.98	\$0.66	\$29.50
GROSS INCOME	\$22,476.20	\$2.42	\$129.92	\$31,985.39	\$2.46	\$109.92
EXPENSES:						
Labor Hired	\$597.03	\$0.06	\$3.45	\$1,091.03	\$0.08	\$3.75
General Machinery Repairs	1,667.76	0.18	9.64	2,631.39	0.20	9.04
Interest Paid	1,922.66	0.21	11.11	2,146.08	0.17	7.37
Seed / Other Crop Expense	908.90	0.10	5.25	1,725.94	0.13	5.93
Crop Insurance	518.00	0.06	2.99	883.98	0.07	3.04
Fertilizer / Lime	2,270.03	0.24	13.12	2,966.99	0.23	10.20
Machine Hire - Lease	1,787.10	0.19	10.33	2,425.26	0.19	8.33
Farm Org Fees / Travel / Publ	282.63	0.03	1.63	510.15	0.04	1.75
Gas / Fuel / Oil	1,161.75	0.12	6.72	2,271.35	0.17	7.81
Crop Storage & Marketing	105.17	0.01	0.61	76.96	0.01	0.26
Personal Property Tax	67.90	0.01	0.39	64.15	0.00	0.22
General Farm Insurance	307.19	0.03	1.78	419.56	0.03	1.44
Utilities	260.41	0.03	1.51	262.10	0.02	0.90
Cash Farm Rent	386.43	0.04	2.23	277.83	0.02	0.95
Herbicide / Insecticide	2,285.37	0.25	13.21	4,336.29	0.33	14.90
Conservation	10.45	0.00	0.06	6.28	0.00	0.02
Auto Expense	139.57	0.02	0.81	111.78	0.01	0.38
TOTAL VARIABLE COSTS	\$14,678.34	\$1.58	\$84.85	\$22,207.12	\$1.71	\$76.31
RETURN ABOVE VARIABLE COSTS	\$7,797.87	\$0.84	\$45.07	\$9,778.27	\$0.75	\$33.60
Depreciation	1,605.40	0.17	9.28	2,929.22	0.23	10.07
Real Estate Tax	343.63	0.04	1.99	400.18	0.03	1.38
Unpaid Operator Labor	2,896.24	0.31	16.74	3,948.39	0.30	13.57
Interest Charge *	59.22	0.01	0.34	123.70	0.01	0.43
TOTAL FIXED COSTS	\$4,904.48	\$0.53	\$28.35	\$7,401.49	\$0.57	\$25.43
Land Charge **	\$2,059.36	\$0.22	\$11.90	\$2,857.70	\$0.22	\$9.82
TOTAL EXPENSE	\$21,642.17	\$2.33	\$125.10	\$32,466.31	\$2.50	\$111.57
NET RETURN TO MANAGEMENT	\$834.03	\$0.09	\$4.82	(\$480.92)	(\$0.04)	(\$1.65)
NET RETURN TO LABOR-MGT	\$4,327.30	\$0.47	\$25.01	\$4,558.50	\$0.35	\$15.66

*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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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.

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

	1996-2000 Average	2001
Number of Farms	23	14
Crop Acres	95	73
Acres Owned	56	49
Acres Rented	39	24
Yield / Acre	3.6	2.6
Tons	318	173
Operator Percentage	91.82%	89.77%
Gross Income / Acre	\$222.65	\$179.69
Variable Costs / Acre	\$111.47	\$107.33
Total Expense / Acre	\$227.52	\$231.42
Gross Income / Ton	\$66.47	\$75.82
Total Expense / Ton	\$67.93	\$97.65

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Alfalfa (Operator's Share)	\$19,085.32	\$59.98	\$200.90	\$12,099.87	\$69.94	\$165.75
Patronage Refunds	75.72	0.24	0.80	46.10	0.27	0.63
Government Payments	1,784.56	5.61	18.78	920.21	5.32	12.61
Miscellaneous Income	205.90	0.65	2.17	51.49	0.30	0.71
Crop Insurance Proceeds	-	-	-	-	-	-
OTHER INCOME	\$2,066.18	\$6.49	\$21.75	\$1,017.80	\$5.88	\$13.94
GROSS INCOME	\$21,151.50	\$66.47	\$222.65	\$13,117.67	\$75.82	\$179.69
EXPENSES:						
Labor Hired	\$1,137.37	\$3.57	\$11.97	\$1,133.69	\$6.55	\$15.53
General Machinery Repairs	2,734.97	8.60	28.79	1,914.54	11.07	26.23
Interest Paid	1,109.61	3.49	11.68	764.89	4.42	10.48
Seed / Other Crop Expense	651.12	2.05	6.85	363.64	2.10	4.98
Crop Insurance	37.63	0.12	0.40	-	-	-
Fertilizer / Lime	856.43	2.69	9.02	236.71	1.37	3.24
Machine Hire - Lease	914.29	2.87	9.62	805.36	4.66	11.03
Farm Org Fees / Travel / Publ	216.09	0.68	2.27	119.80	0.69	1.64
Gas / Fuel / Oil	963.07	3.03	10.14	721.71	4.17	9.89
Crop Storage & Marketing	11.64	0.04	0.12	6.33	0.04	0.09
Personal Property Tax	39.74	0.12	0.42	29.73	0.17	0.41
General Farm Insurance	245.77	0.77	2.59	570.80	3.30	7.82
Utilities	176.49	0.55	1.86	130.27	0.75	1.78
Cash Farm Rent	699.71	2.20	7.37	407.81	2.36	5.59
Herbicide / Insecticide	693.19	2.18	7.30	557.86	3.22	7.64
Conservation	8.01	0.03	0.08	2.44	0.01	0.03
Auto Expense	94.13	0.30	0.99	69.17	0.40	0.95
TOTAL VARIABLE COSTS	\$10,589.27	\$33.28	\$111.47	\$7,834.75	\$45.29	\$107.33
RETURN ABOVE VARIABLE COSTS	\$10,562.23	\$33.19	\$111.18	\$5,282.92	\$30.54	\$72.37
Depreciation	1,995.14	6.27	21.00	2,594.92	15.00	35.55
Real Estate Tax	254.14	0.80	2.68	278.49	1.61	3.81
Unpaid Operator Labor	4,296.70	13.50	45.23	2,931.43	16.94	40.16
Interest Charge *	251.71	0.79	2.65	535.57	3.10	7.34
TOTAL FIXED COSTS	\$6,797.70	\$21.36	\$71.55	\$6,340.41	\$36.65	\$86.85
Land Charge **	\$4,227.41	\$13.29	\$44.50	\$2,718.49	\$15.71	\$37.24
TOTAL EXPENSE	\$21,614.38	\$67.93	\$227.52	\$16,893.65	\$97.65	\$231.42
NET RETURN TO MANAGEMENT	(\$462.88)	(\$1.45)	(\$4.87)	(\$3,775.98)	(\$21.83)	(\$51.73)
NET RETURN TO LABOR-MGT	\$4,971.20	\$15.62	\$52.33	\$289.14	\$1.67	\$3.96

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

	1996-2000 Average	2001
Number of Farms	29	29
Crop Acres	214	215
Acres Owned	43	55
Acres Rented	171	159
Yield / Acre	14.6	10.4
Cwt	2,456	1,773
Operator Percentage	78.71%	78.99%
Gross Income / Acre	\$139.87	\$108.58
Variable Costs / Acre	\$96.61	\$94.41
Total Expense / Acre	\$133.97	\$128.40
Gross Income / Cwt	\$12.20	\$13.17
Total Expense / Cwt	\$11.68	\$15.57

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
INCOME:						
Sunflowers (Operator's Share)	\$22,461.36	\$9.15	\$104.86	\$14,004.73	\$7.90	\$65.14
Patronage Refunds	254.02	0.10	1.19	197.48	0.11	0.92
Government Payments	6,133.77	2.50	28.64	7,243.91	4.09	33.69
Miscellaneous Income	319.76	0.13	1.49	182.84	0.10	0.85
Crop Insurance Proceeds	791.96	0.32	3.70	1,715.14	0.97	7.98
OTHER INCOME	\$7,499.50	\$3.05	\$35.01	\$9,339.37	\$5.27	\$43.44
GROSS INCOME	\$29,960.86	\$12.20	\$139.87	\$23,344.10	\$13.17	\$108.58
EXPENSES:						
Labor Hired	\$1,267.88	\$0.52	\$5.92	\$1,512.41	\$0.85	\$7.03
General Machinery Repairs	2,325.73	0.95	10.86	2,025.88	1.14	9.42
Interest Paid	1,956.27	0.80	9.13	1,705.86	0.96	7.93
Seed / Other Crop Expense	2,805.77	1.14	13.10	2,539.23	1.43	11.81
Crop Insurance	761.33	0.31	3.55	524.40	0.30	2.44
Fertilizer / Lime	2,516.61	1.02	11.75	3,027.46	1.71	14.08
Machine Hire - Lease	2,414.73	0.98	11.27	1,837.70	1.04	8.55
Farm Org Fees / Travel / Publ	299.81	0.12	1.40	262.79	0.15	1.22
Gas / Fuel / Oil	1,309.10	0.53	6.11	1,282.19	0.72	5.96
Crop Storage & Marketing	175.02	0.07	0.82	93.16	0.05	0.43
Personal Property Tax	55.27	0.02	0.26	111.12	0.06	0.52
General Farm Insurance	412.57	0.17	1.93	388.74	0.22	1.81
Utilities	340.59	0.14	1.59	229.14	0.13	1.07
Cash Farm Rent	827.47	0.34	3.86	524.82	0.30	2.44
Herbicide / Insecticide	2,993.58	1.22	13.98	4,121.63	2.32	19.17
Conservation	16.24	0.01	0.08	0.78	0.00	0.00
Auto Expense	216.77	0.09	1.01	110.40	0.06	0.51
TOTAL VARIABLE COSTS	\$20,694.73	\$8.43	\$96.61	\$20,297.71	\$11.45	\$94.41
RETURN ABOVE VARIABLE COSTS	\$9,266.13	\$3.77	\$43.26	\$3,046.39	\$1.72	\$14.17
Depreciation	2,299.33	0.94	10.73	2,308.91	1.30	10.74
Real Estate Tax	269.40	0.11	1.26	254.05	0.14	1.18
Unpaid Operator Labor	3,167.30	1.29	14.79	2,765.20	1.56	12.86
Interest Charge *	327.46	0.13	1.53	250.85	0.14	1.17
TOTAL FIXED COSTS	\$6,063.48	\$2.47	\$28.31	5,579.01	\$3.15	\$25.95
Land Charge **	\$1,937.45	\$0.79	\$9.05	\$1,729.40	\$0.98	\$8.04
TOTAL EXPENSE	\$28,695.67	\$11.68	\$133.97	\$27,606.12	\$15.57	\$128.40
NET RETURN TO MANAGEMENT	\$1,265.19	\$0.52	\$5.91	(\$4,262.02)	(\$2.40)	(\$19.82)
NET RETURN TO LABOR-MGT	\$5,700.38	\$2.32	\$26.61	\$15.59	\$0.01	\$0.07

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

	1996-2000 Average	2001
Number of Farms	156	125
Crop Acres	600	575
Acres Owned	175	169
Acres Rented	426	406
Yield / Acre	37.7	34.2
Bushels	18,053	15,449
Operator Percentage	79.66%	78.65%
Gross Income / Acre	\$121.79	\$105.12
Variable Costs / Acre	\$74.07	\$68.84
Total Expense / Acre	\$110.09	\$103.66
Gross Income / Bushel	\$4.05	\$3.91
Total Expense / Bushel	\$3.66	\$3.86

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Wheat (Operator's Share)	\$50,766.63	\$2.81	\$84.55	\$40,783.08	\$2.64	\$70.93
Patronage Refunds	584.43	0.03	0.97	403.52	0.03	0.70
Government Payments	17,300.27	0.96	28.81	12,807.00	0.83	22.27
Miscellaneous Income	773.07	0.04	1.29	321.21	0.02	0.56
Crop Insurance Proceeds	3,700.49	0.20	6.16	6,129.35	0.40	10.66
OTHER INCOME	\$22,358.26	\$1.24	\$37.24	\$19,661.08	\$1.27	\$34.19
GROSS INCOME	\$73,124.89	\$4.05	\$121.79	\$60,444.16	\$3.91	\$105.12
EXPENSES:						
Labor Hired	\$3,008.49	\$0.17	\$5.01	\$2,927.18	\$0.19	\$5.09
General Machinery Repairs	6,328.51	0.35	10.54	5,915.85	0.38	10.29
Interest Paid	5,239.43	0.29	8.73	4,513.96	0.29	7.85
Seed / Other Crop Expense	2,893.10	0.16	4.82	2,068.79	0.13	3.60
Crop Insurance	2,509.11	0.14	4.18	2,664.76	0.17	4.63
Fertilizer / Lime	6,676.30	0.37	11.12	6,079.81	0.39	10.57
Machine Hire - Lease	6,299.54	0.35	10.49	4,629.68	0.30	8.05
Farm Org Fees / Travel / Publ	946.59	0.05	1.58	770.90	0.05	1.34
Gas / Fuel / Oil	3,653.42	0.20	6.08	4,137.25	0.27	7.20
Crop Storage & Marketing	430.01	0.02	0.72	528.11	0.03	0.92
Personal Property Tax	197.79	0.01	0.33	153.19	0.01	0.27
General Farm Insurance	1,067.55	0.06	1.78	1,071.57	0.07	1.86
Utilities	864.60	0.05	1.44	624.71	0.04	1.09
Cash Farm Rent	1,577.65	0.09	2.63	1,203.13	0.08	2.09
Herbicide / Insecticide	2,356.46	0.13	3.92	2,041.02	0.13	3.55
Conservation	39.06	0.00	0.07	25.59	0.00	0.04
Auto Expense	385.25	0.02	0.64	226.78	0.01	0.39
TOTAL VARIABLE COSTS	\$44,472.87	\$2.46	\$74.07	\$39,582.28	\$2.56	\$68.84
RETURN ABOVE VARIABLE COSTS	\$28,652.02	\$1.59	\$47.72	\$20,861.88	\$1.35	\$36.28
Depreciation	6,059.17	0.34	10.09	6,891.53	0.45	11.99
Real Estate Tax	1,034.04	0.06	1.72	1,104.29	0.07	1.92
Unpaid Operator Labor	8,100.07	0.45	13.49	7,180.37	0.46	12.49
Interest Charge *	211.93	0.01	0.35	66.27	0.00	0.12
TOTAL FIXED COSTS	\$15,405.21	\$0.85	\$25.66	\$15,242.46	\$0.99	\$26.51
Land Charge **	\$6,220.67	\$0.34	\$10.36	\$4,781.45	\$0.31	\$8.32
TOTAL EXPENSE	\$66,098.75	\$3.66	\$110.09	\$59,606.19	\$3.86	\$103.66
NET RETURN TO MANAGEMENT	\$7,026.14	\$0.39	\$11.70	\$837.97	\$0.05	\$1.46
NET RETURN TO LABOR-MGT	\$18,134.70	\$1.00	\$30.20	\$10,945.52	\$0.71	\$19.04

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

	1996-2000 Average	2001
Number of Farms	54	35
Crop Acres	69	84
Acres Owned	32	44
Acres Rented	36	40
Yield / Acre	3.3	2.9
Tons	209	223
Operator Percentage	92.86%	91.54%
Gross Income / Acre	\$138.55	\$142.66
Variable Costs / Acre	\$83.80	\$85.58
Total Expense / Acre	\$164.67	\$170.26
Gross Income / Ton	\$45.43	\$53.74
Total Expense / Ton	\$54.00	\$64.13

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Sudan-Cane Hay (Operator's Share)	\$7,883.71	\$37.69	\$114.92	\$9,657.99	\$43.31	\$114.98
Patronage Refunds	62.64	0.30	0.91	72.67	0.33	0.87
Government Payments	1,481.38	7.08	21.59	1,902.50	8.53	22.65
Miscellaneous Income	76.54	0.37	1.12	91.37	0.41	1.09
Crop Insurance Proceeds	-	-	-	258.89	1.16	3.08
OTHER INCOME	\$1,620.56	\$7.75	\$23.62	\$2,325.43	\$10.43	\$27.68
GROSS INCOME	\$9,504.27	\$45.43	\$138.55	\$11,983.42	\$53.74	\$142.66
EXPENSES:						
Labor Hired	\$626.94	\$3.00	\$9.14	\$503.23	\$2.26	\$5.99
General Machinery Repairs	1,426.70	6.82	20.80	1,762.38	7.90	20.98
Interest Paid	725.36	3.47	10.57	892.83	4.00	10.63
Seed / Other Crop Expense	495.32	2.37	7.22	726.89	3.26	8.65
Crop Insurance	2.40	0.01	0.03	6.40	0.03	0.08
Fertilizer / Lime	407.23	1.95	5.94	474.78	2.13	5.65
Machine Hire - Lease	645.46	3.09	9.41	919.45	4.12	10.95
Farm Org Fees / Travel / Publ	106.04	0.51	1.55	151.48	0.68	1.80
Gas / Fuel / Oil	497.14	2.38	7.25	694.46	3.11	8.27
Crop Storage & Marketing	1.97	0.01	0.03	5.06	0.02	0.06
Personal Property Tax	19.65	0.09	0.29	71.91	0.32	0.86
General Farm Insurance	128.86	0.62	1.88	198.97	0.89	2.37
Utilities	104.90	0.50	1.53	110.44	0.50	1.31
Cash Farm Rent	265.61	1.27	3.87	260.44	1.17	3.10
Herbicide / Insecticide	233.01	1.11	3.40	323.08	1.45	3.85
Conservation	8.84	0.04	0.13	10.66	0.05	0.13
Auto Expense	53.50	0.26	0.78	76.19	0.34	0.91
TOTAL VARIABLE COSTS	\$5,748.93	\$27.48	\$83.80	\$7,188.65	\$32.24	\$85.58
RETURN ABOVE VARIABLE COSTS	\$3,755.34	\$17.95	\$54.74	\$4,794.77	\$21.50	\$57.08
Depreciation	885.89	4.23	12.91	1,632.27	7.32	19.43
Real Estate Tax	149.41	0.71	2.18	264.03	1.18	3.14
Unpaid Operator Labor	3,058.44	14.62	44.58	3,299.66	14.80	39.28
Interest Charge *	85.13	0.41	1.24	60.82	0.27	0.72
TOTAL FIXED COSTS	\$4,178.87	\$19.98	\$60.92	\$5,256.78	\$23.57	\$62.58
Land Charge **	\$1,368.37	\$6.54	\$19.95	\$1,856.10	\$8.32	\$22.10
TOTAL EXPENSE	\$11,296.17	\$54.00	\$164.67	\$14,301.53	\$64.13	\$170.26
NET RETURN TO MANAGEMENT	(\$1,791.90)	(\$8.57)	(\$26.12)	(\$2,318.11)	(\$10.40)	(\$27.60)
NET RETURN TO LABOR-MGT	\$1,893.47	\$9.05	\$27.60	\$1,484.78	\$6.66	\$17.68

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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
NO-TILL NONIRRIGATED CORN

	1996-2000 Average	2001
Number of Farms	50	64
Crop Acres	266	348
Acres Owned	75	71
Acres Rented	192	277
Yield / Acre	84.1	60.1
Bushels	17,675	16,875
Operator Percentage	78.90%	80.63%
Gross Income / Acre	\$182.65	\$140.13
Variable Costs / Acre	\$140.23	\$123.74
Total Expense / Acre	\$180.96	\$156.49
Gross Income / Bushel	\$2.75	\$2.89
Total Expense / Bushel	\$2.73	\$3.23

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$35,735.09	\$2.02	\$134.14	\$34,144.03	\$2.02	\$98.12
Patronage Refunds	414.49	0.02	1.56	345.23	0.02	0.99
Government Payments	9,955.87	0.56	37.37	9,952.30	0.59	28.60
Miscellaneous Income	718.43	0.04	2.70	466.01	0.03	1.34
Crop Insurance Proceeds	1,834.70	0.10	6.89	3,856.90	0.23	11.08
OTHER INCOME	\$12,923.50	\$0.73	\$48.51	\$14,620.44	\$0.87	\$42.01
GROSS INCOME	\$48,658.59	\$2.75	\$182.65	\$48,764.47	\$2.89	\$140.13
EXPENSES:						
Labor Hired	\$1,031.24	\$0.06	\$3.87	\$1,191.16	\$0.07	\$3.42
General Machinery Repairs	3,450.14	0.20	12.95	4,053.38	0.24	11.65
Interest Paid	3,329.38	0.19	12.50	3,828.92	0.23	11.00
Seed / Other Crop Expense	4,827.08	0.27	18.12	6,938.81	0.41	19.94
Crop Insurance	1,421.13	0.08	5.33	1,890.03	0.11	5.43
Fertilizer / Lime	5,393.16	0.31	20.24	8,046.95	0.48	23.12
Machine Hire - Lease	3,493.74	0.20	13.11	2,092.14	0.12	6.01
Farm Org Fees / Travel / Publ	622.77	0.04	2.34	562.76	0.03	1.62
Gas / Fuel / Oil	1,437.62	0.08	5.40	1,861.24	0.11	5.35
Crop Storage & Marketing	219.10	0.01	0.82	110.98	0.01	0.32
Personal Property Tax	109.01	0.01	0.41	112.76	0.01	0.32
General Farm Insurance	598.89	0.03	2.25	706.19	0.04	2.03
Utilities	506.94	0.03	1.90	436.33	0.03	1.25
Cash Farm Rent	991.29	0.06	3.72	1,582.64	0.09	4.55
Herbicide / Insecticide	9,715.36	0.55	36.47	9,491.56	0.56	27.27
Conservation	14.22	0.00	0.05	23.56	0.00	0.07
Auto Expense	196.20	0.01	0.74	130.92	0.01	0.38
TOTAL VARIABLE COSTS	\$37,357.25	\$2.11	\$140.23	\$43,060.33	\$2.55	\$123.74
RETURN ABOVE VARIABLE COSTS	\$11,301.35	\$0.64	\$42.42	\$5,704.14	\$0.34	\$16.39
Depreciation	3,286.45	0.19	12.34	4,406.63	0.26	12.66
Real Estate Tax	527.01	0.03	1.98	571.35	0.03	1.64
Unpaid Operator Labor	2,384.23	0.13	8.95	2,727.27	0.16	7.84
Interest Charge *	254.57	0.01	0.96	164.82	0.01	0.47
TOTAL FIXED COSTS	\$6,452.26	\$0.37	\$24.22	7,870.07	\$0.47	\$22.62
Land Charge **	\$4,398.45	\$0.25	\$16.51	\$3,526.63	\$0.21	\$10.13
TOTAL EXPENSE	\$48,207.96	\$2.73	\$180.96	\$54,457.03	\$3.23	\$156.49
NET RETURN TO MANAGEMENT	\$450.64	\$0.03	\$1.69	(\$5,692.56)	(\$0.34)	(\$16.36)
NET RETURN TO LABOR-MGT	\$3,866.10	\$0.22	\$14.51	(\$1,774.13)	(\$0.11)	(\$5.10)

*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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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
NO-TILL NONIRRIGATED GRAIN SORGHUM

	1996-2000 Average	2001
Number of Farms	30	29
Crop Acres	279	308
Acres Owned	72	88
Acres Rented	207	220
Yield / Acre	82.1	72.0
Bushels	17,735	17,880
Operator Percentage	77.30%	80.62%
Gross Income / Acre	\$142.63	\$134.95
Variable Costs / Acre	\$100.78	\$97.55
Total Expense / Acre	\$137.35	\$130.54
Gross Income / Bushel	\$2.25	\$2.32
Total Expense / Bushel	\$2.16	\$2.25

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Grain Sorghum (Operator's Share)	\$30,328.70	\$1.71	\$108.55	\$32,535.95	\$1.82	\$105.64
Patronage Refunds	297.71	0.02	1.07	223.90	0.01	0.73
Government Payments	8,194.10	0.46	29.33	6,604.88	0.37	21.44
Miscellaneous Income	627.22	0.04	2.24	587.00	0.03	1.91
Crop Insurance Proceeds	403.21	0.02	1.44	1,611.57	0.09	5.23
OTHER INCOME	\$9,522.25	\$0.54	\$34.08	\$9,027.35	\$0.50	\$29.31
GROSS INCOME	\$39,850.95	\$2.25	\$142.63	\$41,563.30	\$2.32	\$134.95
EXPENSES:						
Labor Hired	\$869.40	\$0.05	\$3.11	\$709.94	\$0.04	\$2.31
General Machinery Repairs	2,823.70	0.16	10.11	2,886.22	0.16	9.37
Interest Paid	2,324.38	0.13	8.32	2,595.47	0.15	8.43
Seed / Other Crop Expense	1,445.25	0.08	5.17	1,635.18	0.09	5.31
Crop Insurance	989.23	0.06	3.54	769.43	0.04	2.50
Fertilizer / Lime	4,181.19	0.24	14.96	6,148.59	0.34	19.96
Machine Hire - Lease	2,589.40	0.15	9.27	1,713.07	0.10	5.56
Farm Org Fees / Travel / Publ	526.39	0.03	1.88	559.48	0.03	1.82
Gas / Fuel / Oil	1,315.13	0.07	4.71	1,726.12	0.10	5.60
Crop Storage & Marketing	172.77	0.01	0.62	47.46	0.00	0.15
Personal Property Tax	111.66	0.01	0.40	84.99	0.00	0.28
General Farm Insurance	495.31	0.03	1.77	573.05	0.03	1.86
Utilities	454.80	0.03	1.63	458.84	0.03	1.49
Cash Farm Rent	769.66	0.04	2.75	1,435.67	0.08	4.66
Herbicide / Insecticide	8,822.51	0.50	31.58	8,482.79	0.47	27.54
Conservation	35.90	0.00	0.13	11.38	0.00	0.04
Auto Expense	230.77	0.01	0.83	208.78	0.01	0.68
TOTAL VARIABLE COSTS	\$28,157.45	\$1.59	\$100.78	\$30,046.46	\$1.68	\$97.55
RETURN ABOVE VARIABLE COSTS	\$11,693.50	\$0.66	\$41.85	\$11,516.84	\$0.64	\$37.39
Depreciation	2,995.05	0.17	10.72	3,100.27	0.17	10.07
Real Estate Tax	535.80	0.03	1.92	511.19	0.03	1.66
Unpaid Operator Labor	2,646.87	0.15	9.47	2,648.77	0.15	8.60
Interest Charge *	587.23	0.03	2.10	199.40	0.01	0.65
TOTAL FIXED COSTS	\$6,764.95	\$0.38	\$24.21	6,459.63	\$0.36	\$20.97
Land Charge **	\$3,454.14	\$0.19	\$12.36	\$3,700.07	\$0.21	\$12.01
TOTAL EXPENSE	\$38,376.53	\$2.16	\$137.35	\$40,206.16	\$2.25	\$130.54
NET RETURN TO MANAGEMENT	\$1,474.41	\$0.08	\$5.28	\$1,357.14	\$0.08	\$4.41
NET RETURN TO LABOR-MGT	\$4,990.68	\$0.28	\$17.86	\$4,715.85	\$0.26	\$15.31

*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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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2001
NO-TILL NONIRRIGATED OILSEED SUNFLOWERS

	2001
Number of Farms	7
Crop Acres	308
Acres Owned	23
Acres Rented	285
Yield / Acre	14.5
Cwt	3,594
Operator Percentage	80.36%
Gross Income / Acre	\$149.73
Variable Costs / Acre	\$114.19
Total Expense / Acre	\$147.53
Gross Income / Cwt	\$12.83
Total Expense / Cwt	\$12.64

	Total Dollars	\$ / Cwt	\$ / Acre
INCOME:			
Sunflowers (Operator's Share)	\$27,522.15	\$7.66	\$89.36
Patronage Refunds	172.83	0.05	0.56
Government Payments	14,245.09	3.96	46.25
Miscellaneous Income	47.24	0.01	0.15
Crop Insurance Proceeds	4,128.57	1.15	13.40
OTHER INCOME	\$18,593.73	\$5.17	\$60.37
GROSS INCOME	\$46,115.88	\$12.83	\$149.73
EXPENSES:			
Labor Hired	\$2,698.31	\$0.75	\$8.76
General Machinery Repairs	2,750.12	0.77	8.93
Interest Paid	510.04	0.14	1.66
Seed / Other Crop Expense	3,051.57	0.85	9.91
Crop Insurance	1,388.86	0.39	4.51
Fertilizer / Lime	6,661.00	1.85	21.63
Machine Hire - Lease	1,545.13	0.43	5.02
Farm Org Fees / Travel / Publ	311.47	0.09	1.01
Gas / Fuel / Oil	1,890.49	0.53	6.14
Crop Storage & Marketing	22.07	0.01	0.07
Personal Property Tax	55.62	0.02	0.18
General Farm Insurance	355.64	0.10	1.15
Utilities	132.55	0.04	0.43
Cash Farm Rent	5,804.20	1.61	18.84
Herbicide / Insecticide	7,893.43	2.20	25.63
Conservation	38.97	0.01	0.13
Auto Expense	62.44	0.02	0.20
TOTAL VARIABLE COSTS	\$35,171.91	\$9.79	\$114.19
RETURN ABOVE VARIABLE COSTS	\$10,943.97	\$3.05	\$35.53
Depreciation	3,147.34	0.88	10.22
Real Estate Tax	87.23	0.02	0.28
Unpaid Operator Labor	3,513.21	0.98	11.41
Interest Charge *	2,607.42	0.73	8.47
TOTAL FIXED COSTS	9,355.20	\$2.60	\$30.37
Land Charge **	\$912.16	\$0.25	\$2.96
TOTAL EXPENSE	\$45,439.27	\$12.64	\$147.53
NET RETURN TO MANAGEMENT	\$676.61	\$0.19	\$2.20
NET RETURN TO LABOR-MGT	\$6,888.13	\$1.92	\$22.36

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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
IRRIGATED (ALL) ALFALFA

	1996-2000 Average	2001
Number of Farms	14	17
Crop Acres	86	83
Acres Owned	22	33
Acres Rented	64	50
Yield / Acre	5.3	4.6
Tons	373	325
Operator Percentage	81.93%	84.39%
Gross Income / Acre	\$309.84	\$381.60
Variable Costs / Acre	\$176.91	\$223.01
Total Expense / Acre	\$261.18	\$340.83
Gross Income / Ton	\$71.27	\$97.45
Total Expense / Ton	\$60.08	\$87.04

	Total Dollars	\$/ Ton	\$/ Acre	Total Dollars	\$/ Ton	\$/ Acre
INCOME:						
Alfalfa (Operator's Share)	\$24,221.46	\$64.94	\$282.30	\$27,597.31	\$84.91	\$332.50
Patronage Refunds	71.37	0.19	0.83	95.39	0.29	1.15
Government Payments	2,051.56	5.50	23.91	3,862.95	11.89	46.54
Miscellaneous Income	239.70	0.64	2.79	116.81	0.36	1.41
Crop Insurance Proceeds	-	-	-	-	-	-
OTHER INCOME	\$2,362.62	\$6.33	\$27.54	4,075.15	\$12.54	\$49.10
GROSS INCOME	\$26,584.08	\$71.27	\$309.84	\$31,672.46	\$97.45	\$381.60
EXPENSES:						
Labor Hired	\$505.13	\$1.35	\$5.89	\$581.75	\$1.79	\$7.01
General Machinery Repairs	2,930.64	7.86	34.16	4,078.39	12.55	49.14
Irrigation Equipment Repairs	896.46	2.40	10.45	791.12	2.43	9.53
Interest Paid	1,925.25	5.16	22.44	2,336.18	7.19	28.15
Seed / Other Crop Expense	401.68	1.08	4.68	1,024.71	3.15	12.35
Crop Insurance	-	-	-	-	-	-
Fertilizer / Lime	1,133.92	3.04	13.22	741.28	2.28	8.93
Machine Hire - Lease	1,369.38	3.67	15.96	1,085.36	3.34	13.08
Farm Org Fees / Travel / Publ	468.26	1.26	5.46	476.98	1.47	5.75
Gas / Fuel / Oil	1,088.05	2.92	12.68	1,324.66	4.08	15.96
Irrigation Fuel - Pumping	2,458.42	6.59	28.65	4,564.58	14.04	54.99
Crop Storage & Marketing	0.30	0.00	0.00	7.25	0.02	0.09
Personal Property Tax	72.70	0.19	0.85	63.34	0.19	0.76
General Farm Insurance	296.67	0.80	3.46	418.21	1.29	5.04
Utilities	303.59	0.81	3.54	213.58	0.66	2.57
Cash Farm Rent	419.11	1.12	4.88	47.84	0.15	0.58
Herbicide / Insecticide	722.08	1.94	8.42	606.06	1.86	7.30
Conservation	4.82	0.01	0.06	-	-	-
Auto Expense	182.29	0.49	2.12	148.47	0.46	1.79
TOTAL VARIABLE COSTS	\$15,178.77	\$40.69	\$176.91	\$18,509.76	\$56.95	\$223.01
RETURN ABOVE VARIABLE COSTS	\$11,405.31	\$30.58	\$132.93	\$13,162.70	\$40.50	\$158.59
Depreciation	1,964.04	5.27	22.89	2,638.60	8.12	31.79
Real Estate Tax	201.12	0.54	2.34	205.22	0.63	2.47
Unpaid Operator Labor	2,461.96	6.60	28.69	2,595.44	7.99	31.27
Interest Charge *	42.13	0.11	0.49	-	-	-
TOTAL FIXED COSTS	\$4,669.24	\$12.52	\$54.42	\$5,439.26	\$16.74	\$65.53
Land Charge **	\$2,561.41	\$6.87	\$29.85	\$4,340.03	\$13.35	\$52.29
TOTAL EXPENSE	\$22,409.42	\$60.08	\$261.18	\$28,289.05	\$87.04	\$340.83
NET RETURN TO MANAGEMENT	\$4,174.66	\$11.19	\$48.66	\$3,383.41	\$10.41	\$40.76
NET RETURN TO LABOR-MGT	\$7,141.75	\$19.15	\$83.24	\$6,560.60	\$20.19	\$79.04

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

	1996-2000 Average	2001
Number of Farms	83	73
Crop Acres	413	404
Acres Owned	145	103
Acres Rented	268	301
Yield / Acre	173.9	178.2
Bushels	61,710	60,325
Operator Percentage	85.84%	83.81%
Gross Income / Acre	\$406.92	\$396.58
Variable Costs / Acre	\$292.02	\$312.71
Total Expense / Acre	\$382.79	\$389.68
Gross Income / Bushel	\$2.73	\$2.66
Total Expense / Bushel	\$2.56	\$2.61

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Corn (Operator's Share)	\$132,219.62	\$2.14	\$319.83	\$123,243.58	\$2.04	\$305.06
Patronage Refunds	878.35	0.01	2.12	601.69	0.01	1.49
Government Payments	30,674.23	0.50	74.20	35,030.64	0.58	86.71
Miscellaneous Income	1,499.20	0.02	3.63	893.22	0.01	2.21
Crop Insurance Proceeds	2,949.86	0.05	7.14	448.17	0.01	1.11
OTHER INCOME	\$36,001.64	\$0.58	\$87.09	36,973.72	\$0.61	\$91.52
GROSS INCOME	\$168,221.27	\$2.73	\$406.92	\$160,217.30	\$2.66	\$396.58
EXPENSES:						
Labor Hired	\$3,740.75	\$0.06	\$9.05	\$4,536.21	\$0.08	\$11.23
General Machinery Repairs	8,836.34	0.14	21.37	8,328.53	0.14	20.62
Irrigation Equipment Repairs	2,936.50	0.05	7.10	2,416.68	0.04	5.98
Interest Paid	11,112.41	0.18	26.88	11,480.69	0.19	28.42
Seed / Other Crop Expense	14,683.92	0.24	35.52	15,171.15	0.25	37.55
Crop Insurance	4,420.12	0.07	10.69	4,202.57	0.07	10.40
Fertilizer / Lime	17,257.27	0.28	41.74	20,823.17	0.35	51.54
Machine Hire - Lease	11,014.12	0.18	26.64	6,625.69	0.11	16.40
Farm Org Fees / Travel / Publ	1,395.80	0.02	3.38	1,384.71	0.02	3.43
Gas / Fuel / Oil	4,696.39	0.08	11.36	4,922.83	0.08	12.19
Irrigation Fuel - Pumping	14,307.20	0.23	34.61	20,033.58	0.33	49.59
Crop Storage & Marketing	952.26	0.02	2.30	870.94	0.01	2.16
Personal Property Tax	286.06	0.00	0.69	319.60	0.01	0.79
General Farm Insurance	1,893.51	0.03	4.58	2,317.16	0.04	5.74
Utilities	1,324.02	0.02	3.20	1,527.28	0.03	3.78
Cash Farm Rent	5,090.91	0.08	12.31	5,162.58	0.09	12.78
Herbicide / Insecticide	16,217.53	0.26	39.23	15,726.50	0.26	38.93
Conservation	20.22	0.00	0.05	7.14	0.00	0.02
Auto Expense	536.49	0.01	1.30	476.62	0.01	1.18
TOTAL VARIABLE COSTS	\$120,721.80	\$1.96	\$292.02	\$126,333.63	\$2.09	\$312.71
RETURN ABOVE VARIABLE COSTS	\$47,499.47	\$0.77	\$114.90	\$33,883.67	\$0.56	\$83.87
Depreciation	10,088.74	0.16	24.40	10,663.79	0.18	26.40
Real Estate Tax	1,164.26	0.02	2.82	951.61	0.02	2.36
Unpaid Operator Labor	7,669.26	0.12	18.55	6,867.25	0.11	17.00
Interest Charge *	720.65	0.01	1.74	-	-	-
TOTAL FIXED COSTS	\$19,642.91	\$0.32	\$47.52	\$18,482.65	\$0.31	\$45.75
Land Charge **	\$17,879.17	\$0.29	\$43.25	\$12,613.21	\$0.21	\$31.22
TOTAL EXPENSE	\$158,243.87	\$2.56	\$382.79	\$157,429.49	\$2.61	\$389.68
NET RETURN TO MANAGEMENT	\$9,977.39	\$0.16	\$24.13	\$2,787.81	\$0.05	\$6.90
NET RETURN TO LABOR-MGT	\$21,387.40	\$0.35	\$51.74	\$14,191.27	\$0.24	\$35.13

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

	1996-2000 Average	2001
Number of Farms	11	10
Crop Acres	59	54
Acres Owned	34	33
Acres Rented	25	21
Yield / Acre	18.2	20.0
Tons	991	1,055
Operator Percentage	92.50%	97.64%
Gross Income / Acre	\$471.37	\$475.56
Variable Costs / Acre	\$342.23	\$309.02
Total Expense / Acre	\$473.36	\$445.60
Gross Income / Ton	\$27.96	\$24.34
Total Expense / Ton	\$28.08	\$22.81

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Silage (Operator's Share)	\$19,293.01	\$19.46	\$328.11	\$21,616.72	\$20.49	\$400.31
Patronage Refunds	147.48	0.15	2.51	137.06	0.13	2.54
Government Payments	5,003.41	5.05	85.09	3,646.58	3.46	67.53
Miscellaneous Income	200.20	0.20	3.40	92.18	0.09	1.71
Crop Insurance Proceeds	3,072.66	3.10	52.26	187.45	0.18	3.47
OTHER INCOME	\$8,423.74	\$8.50	\$143.26	4,063.27	\$3.85	\$75.25
GROSS INCOME	\$27,716.76	\$27.96	\$471.37	\$25,679.99	\$24.34	\$475.56
EXPENSES:						
Labor Hired	\$960.14	\$0.97	\$16.33	\$931.65	\$0.88	\$17.25
General Machinery Repairs	1,066.50	1.08	18.14	995.32	0.94	18.43
Irrigation Equipment Repairs	404.55	0.41	6.88	204.82	0.19	3.79
Interest Paid	1,373.88	1.39	23.37	1,509.16	1.43	27.95
Seed / Other Crop Expense	2,097.60	2.12	35.67	1,140.40	1.08	21.12
Crop Insurance	459.80	0.46	7.82	384.48	0.36	7.12
Fertilizer / Lime	2,687.04	2.71	45.70	1,843.18	1.75	34.13
Machine Hire - Lease	4,056.74	4.09	68.99	3,424.92	3.25	63.42
Farm Org Fees / Travel / Publ	180.01	0.18	3.06	348.12	0.33	6.45
Gas / Fuel / Oil	543.65	0.55	9.25	803.31	0.76	14.88
Irrigation Fuel - Pumping	2,399.29	2.42	40.80	2,320.32	2.20	42.97
Crop Storage & Marketing	23.35	0.02	0.40	-	-	-
Personal Property Tax	15.41	0.02	0.26	50.02	0.05	0.93
General Farm Insurance	229.11	0.23	3.90	382.11	0.36	7.08
Utilities	170.05	0.17	2.89	93.74	0.09	1.74
Cash Farm Rent	989.03	1.00	16.82	685.08	0.65	12.69
Herbicide / Insecticide	2,353.66	2.37	40.03	1,517.71	1.44	28.11
Conservation	7.41	0.01	0.13	-	-	-
Auto Expense	106.09	0.11	1.80	52.90	0.05	0.98
TOTAL VARIABLE COSTS	\$20,123.31	\$20.30	\$342.23	\$16,687.24	\$15.82	\$309.02
RETURN ABOVE VARIABLE COSTS	\$7,593.45	\$7.66	\$129.14	\$8,992.75	\$8.52	\$166.53
Depreciation	1,249.09	1.26	21.24	1,474.88	1.40	27.31
Real Estate Tax	186.83	0.19	3.18	118.59	0.11	2.20
Unpaid Operator Labor	1,736.79	1.75	29.54	1,044.00	0.99	19.33
Interest Charge *	415.29	0.42	7.06	-	-	-
TOTAL FIXED COSTS	\$3,588.00	\$3.62	\$61.02	\$2,637.47	\$2.50	\$48.84
Land Charge **	\$4,122.17	\$4.16	\$70.10	\$4,737.58	\$4.49	\$87.73
TOTAL EXPENSE	\$27,833.48	\$28.08	\$473.36	\$24,062.29	\$22.81	\$445.60
NET RETURN TO MANAGEMENT	(\$116.72)	(\$0.12)	(\$1.99)	\$1,617.70	\$1.53	\$29.96
NET RETURN TO LABOR-MGT	\$2,580.21	\$2.60	\$43.88	\$3,593.35	\$3.41	\$66.54

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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
IRRIGATED (ALL) PINTO BEANS

	1996-2000 Average	2001
Number of Farms	13	9
Crop Acres	190	239
Acres Owned	56	67
Acres Rented	134	172
Yield / Acre	21.3	18.3
Cwt	3,470	3,555
Operator Percentage	85.85%	81.46%
Gross Income / Acre	\$391.91	\$399.62
Variable Costs / Acre	\$271.99	\$227.72
Total Expense / Acre	\$339.47	\$302.98
Gross Income / Cwt	\$21.44	\$26.87
Total Expense / Cwt	\$18.57	\$20.37

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
INCOME:						
Pinto Beans (Operator's Share)	\$59,945.61	\$17.28	\$315.84	\$78,182.04	\$21.99	\$327.12
Patronage Refunds	398.56	0.11	2.10	168.97	0.05	0.71
Government Payments	11,930.61	3.44	62.86	11,706.19	3.29	48.98
Miscellaneous Income	624.49	0.18	3.29	422.02	0.12	1.77
Crop Insurance Proceeds	1,485.95	0.43	7.83	5,030.98	1.42	21.05
OTHER INCOME	\$14,439.60	\$4.16	\$76.08	17,328.16	\$4.87	\$72.50
GROSS INCOME	\$74,385.21	\$21.44	\$391.91	\$95,510.20	\$26.87	\$399.62
EXPENSES:						
Labor Hired	\$2,598.68	\$0.75	\$13.69	\$2,168.01	\$0.61	\$9.07
General Machinery Repairs	3,410.44	0.98	17.97	3,385.01	0.95	14.16
Irrigation Equipment Repairs	1,274.04	0.37	6.71	1,287.08	0.36	5.39
Interest Paid	4,801.87	1.38	25.30	6,428.54	1.81	26.90
Seed / Other Crop Expense	7,187.96	2.07	37.87	6,166.82	1.73	25.80
Crop Insurance	1,952.42	0.56	10.29	1,283.71	0.36	5.37
Fertilizer / Lime	4,108.89	1.18	21.65	4,486.30	1.26	18.77
Machine Hire - Lease	5,958.75	1.72	31.39	6,386.93	1.80	26.72
Farm Org Fees / Travel / Publ	647.08	0.19	3.41	752.69	0.21	3.15
Gas / Fuel / Oil	2,615.84	0.75	13.78	2,942.34	0.83	12.31
Irrigation Fuel - Pumping	5,637.93	1.62	29.70	10,065.10	2.83	42.11
Crop Storage & Marketing	241.32	0.07	1.27	84.25	0.02	0.35
Personal Property Tax	163.22	0.05	0.86	185.76	0.05	0.78
General Farm Insurance	886.72	0.26	4.67	1,332.31	0.37	5.57
Utilities	452.32	0.13	2.38	723.42	0.20	3.03
Cash Farm Rent	2,372.94	0.68	12.50	202.06	0.06	0.85
Herbicide / Insecticide	7,094.72	2.04	37.38	6,141.42	1.73	25.70
Conservation	2.42	0.00	0.01	2.34	0.00	0.01
Auto Expense	215.22	0.06	1.13	400.33	0.11	1.68
TOTAL VARIABLE COSTS	\$51,622.78	\$14.88	\$271.99	\$54,424.42	\$15.31	\$227.72
RETURN ABOVE VARIABLE COSTS	\$22,762.43	\$6.56	\$119.93	\$41,085.78	\$11.56	\$171.91
Depreciation	3,669.19	1.06	19.33	5,555.12	1.56	23.24
Real Estate Tax	390.05	0.11	2.06	386.55	0.11	1.62
Unpaid Operator Labor	2,484.49	0.72	13.09	3,165.00	0.89	13.24
Interest Charge *	132.96	0.04	0.70	-	-	-
TOTAL FIXED COSTS	\$6,676.70	\$1.92	\$35.18	\$9,106.67	\$2.56	\$38.10
Land Charge **	\$6,132.75	\$1.77	\$32.31	\$8,880.80	\$2.50	\$37.16
TOTAL EXPENSE	\$64,432.23	\$18.57	\$339.47	\$72,411.89	\$20.37	\$302.98
NET RETURN TO MANAGEMENT	\$9,952.99	\$2.87	\$52.44	\$23,098.31	\$6.50	\$96.65
NET RETURN TO LABOR-MGT	\$15,036.16	\$4.33	\$79.22	\$28,431.32	\$8.00	\$118.96

*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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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.

NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
IRRIGATED (ALL) OILSEED SUNFLOWERS

	1996-2000 Average	2001
Number of Farms	8	13
Crop Acres	116	144
Acres Owned	36	42
Acres Rented	79	101
Yield / Acre	16.1	17.2
Cwt	1,501	2,086
Operator Percentage	80.47%	84.37%
Gross Income / Acre	\$155.41	\$240.05
Variable Costs / Acre	\$135.46	\$178.10
Total Expense / Acre	\$184.03	\$235.28
Gross Income / Cwt	\$11.99	\$16.57
Total Expense / Cwt	\$14.20	\$16.24

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
INCOME:						
Sunflowers (Operator's Share)	\$13,120.21	\$8.74	\$113.30	\$21,933.62	\$10.51	\$152.32
Patronage Refunds	120.27	0.08	1.04	104.25	0.05	0.72
Government Payments	4,471.61	2.98	38.61	12,161.06	5.83	84.45
Miscellaneous Income	131.84	0.09	1.14	184.57	0.09	1.28
Crop Insurance Proceeds	153.07	0.10	1.32	184.32	0.09	1.28
OTHER INCOME	\$4,876.78	\$3.25	\$42.11	12,634.20	\$6.06	\$87.74
GROSS INCOME	\$17,997.00	\$11.99	\$155.41	\$34,567.82	\$16.57	\$240.05
EXPENSES:						
Labor Hired	\$861.81	\$0.57	\$7.44	\$1,448.24	\$0.69	\$10.06
General Machinery Repairs	1,343.86	0.90	11.61	3,658.00	1.75	25.40
Irrigation Equipment Repairs	731.98	0.49	6.32	610.39	0.29	4.24
Interest Paid	1,409.52	0.94	12.17	2,059.90	0.99	14.30
Seed / Other Crop Expense	1,893.97	1.26	16.36	2,797.03	1.34	19.42
Crop Insurance	237.25	0.16	2.05	504.41	0.24	3.50
Fertilizer / Lime	1,494.96	1.00	12.91	2,900.36	1.39	20.14
Machine Hire - Lease	1,503.09	1.00	12.98	1,450.97	0.70	10.08
Farm Org Fees / Travel / Publ	225.00	0.15	1.94	360.56	0.17	2.50
Gas / Fuel / Oil	780.65	0.52	6.74	1,902.28	0.91	13.21
Irrigation Fuel - Pumping	2,081.81	1.39	17.98	4,062.62	1.95	28.21
Crop Storage & Marketing	26.43	0.02	0.23	16.92	0.01	0.12
Personal Property Tax	60.36	0.04	0.52	77.41	0.04	0.54
General Farm Insurance	242.64	0.16	2.10	541.50	0.26	3.76
Utilities	184.52	0.12	1.59	350.29	0.17	2.43
Cash Farm Rent	590.35	0.39	5.10	1,014.79	0.49	7.05
Herbicide / Insecticide	1,898.62	1.27	16.40	1,785.85	0.86	12.40
Conservation	5.23	0.00	0.05	6.59	0.00	0.05
Auto Expense	113.72	0.08	0.98	98.83	0.05	0.69
TOTAL VARIABLE COSTS	\$15,685.77	\$10.45	\$135.46	\$25,646.94	\$12.29	\$178.10
RETURN ABOVE VARIABLE COSTS	\$2,311.22	\$1.54	\$19.96	\$8,920.88	\$4.28	\$61.95
Depreciation	1,692.23	1.13	14.61	2,499.34	1.20	17.36
Real Estate Tax	179.87	0.12	1.55	371.94	0.18	2.58
Unpaid Operator Labor	1,693.91	1.13	14.63	2,568.41	1.23	17.84
Interest Charge *	351.24	0.23	3.03	278.71	0.13	1.94
TOTAL FIXED COSTS	\$3,917.26	\$2.61	\$33.83	\$5,718.40	\$2.74	\$39.71
Land Charge **	\$1,708.04	\$1.14	\$14.75	\$2,514.69	\$1.21	\$17.46
TOTAL EXPENSE	\$21,311.07	\$14.20	\$184.03	\$33,880.03	\$16.24	\$235.28
NET RETURN TO MANAGEMENT	(\$3,314.07)	(\$2.21)	(\$28.62)	\$687.79	\$0.33	\$4.78
NET RETURN TO LABOR-MGT	(\$758.35)	(\$0.51)	(\$6.55)	\$4,704.44	\$2.26	\$32.67

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

	1996-2000 Average	2001
Number of Farms	18	35
Crop Acres	121	180
Acres Owned	35	62
Acres Rented	86	118
Yield / Acre	53.0	56.5
Bushels	5,059	8,485
Operator Percentage	78.92%	83.42%
Gross Income / Acre	\$290.06	\$300.37
Variable Costs / Acre	\$173.43	\$189.47
Total Expense / Acre	\$234.43	\$245.14
Gross Income / Bushel	\$6.94	\$6.37
Total Expense / Bushel	\$5.61	\$5.20

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Soybeans (Operator's Share)	\$25,942.80	\$5.13	\$214.40	\$32,920.44	\$3.88	\$182.89
Patronage Refunds	192.10	0.04	1.59	174.77	0.02	0.97
Government Payments	8,109.59	1.60	67.02	20,483.44	2.41	113.80
Miscellaneous Income	281.46	0.06	2.33	346.07	0.04	1.92
Crop Insurance Proceeds	570.74	0.11	4.72	141.65	0.02	0.79
OTHER INCOME	\$9,153.88	\$1.81	\$75.65	21,145.93	\$2.49	\$117.48
GROSS INCOME	\$35,096.68	\$6.94	\$290.06	\$54,066.37	\$6.37	\$300.37
EXPENSES:						
Labor Hired	\$941.37	\$0.19	\$7.78	\$1,071.66	\$0.13	\$5.95
General Machinery Repairs	1,816.43	0.36	15.01	2,456.43	0.29	13.65
Irrigation Equipment Repairs	569.10	0.11	4.70	1,261.07	0.15	7.01
Interest Paid	1,991.43	0.39	16.46	3,519.13	0.41	19.55
Seed / Other Crop Expense	3,067.07	0.61	25.35	4,651.41	0.55	25.84
Crop Insurance	1,277.20	0.25	10.56	1,283.78	0.15	7.13
Fertilizer / Lime	831.48	0.16	6.87	2,165.02	0.26	12.03
Machine Hire - Lease	2,257.83	0.45	18.66	2,457.72	0.29	13.65
Farm Org Fees / Travel / Publ	295.85	0.06	2.45	525.59	0.06	2.92
Gas / Fuel / Oil	900.75	0.18	7.44	1,320.14	0.16	7.33
Irrigation Fuel - Pumping	3,041.04	0.60	25.13	6,720.62	0.79	37.34
Crop Storage & Marketing	57.73	0.01	0.48	136.38	0.02	0.76
Personal Property Tax	59.51	0.01	0.49	95.31	0.01	0.53
General Farm Insurance	372.78	0.07	3.08	868.35	0.10	4.82
Utilities	339.16	0.07	2.80	383.73	0.05	2.13
Cash Farm Rent	531.81	0.11	4.40	1,373.30	0.16	7.63
Herbicide / Insecticide	2,460.66	0.49	20.34	3,642.06	0.43	20.23
Conservation	10.07	0.00	0.08	4.72	0.00	0.03
Auto Expense	163.34	0.03	1.35	168.40	0.02	0.94
TOTAL VARIABLE COSTS	\$20,984.61	\$4.15	\$173.43	\$34,104.82	\$4.02	\$189.47
RETURN ABOVE VARIABLE COSTS	\$14,112.06	\$2.79	\$116.63	\$19,961.55	\$2.35	\$110.90
Depreciation	1,960.13	0.39	16.20	3,139.17	0.37	17.44
Real Estate Tax	281.22	0.06	2.32	378.74	0.04	2.10
Unpaid Operator Labor	1,821.51	0.36	15.05	2,094.53	0.25	11.64
Interest Charge *	190.33	0.04	1.57	-	-	-
TOTAL FIXED COSTS	\$4,253.19	\$0.84	\$35.15	\$5,612.44	\$0.66	\$31.18
Land Charge **	\$3,128.25	\$0.62	\$25.85	\$4,407.62	\$0.52	\$24.49
TOTAL EXPENSE	\$28,366.06	\$5.61	\$234.43	\$44,124.88	\$5.20	\$245.14
NET RETURN TO MANAGEMENT	\$6,730.62	\$1.33	\$55.62	\$9,941.49	\$1.17	\$55.23
NET RETURN TO LABOR-MGT	\$9,493.50	\$1.88	\$78.46	\$13,107.68	\$1.54	\$72.82

*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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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2000 & 2001
IRRIGATED (ALL) SUDAN/CANE HAY

	2000	2001
Number of Farms	6	18
Crop Acres	70	73
Acres Owned	14	25
Acres Rented	56	47
Yield / Acre	4.95	3.47
Tons	291	228
Operator Percentage	83.98%	90.01%
Gross Income / Acre	\$282.45	\$206.54
Variable Costs / Acre	\$154.72	\$164.11
Total Expense / Acre	\$226.86	\$232.96
Gross Income / Ton	\$67.94	\$66.13
Total Expense / Ton	\$54.57	\$74.59

	Total Dollars	\$/ Ton	\$/ Acre	Total Dollars	\$/ Ton	\$/ Acre
INCOME:						
Sudan/Cane Hay (Operator's Share)	\$16,073.28	\$55.23	\$229.62	\$10,326.86	\$45.29	\$141.46
Patronage Refunds	38.87	0.13	0.56	48.90	0.21	0.67
Government Payments	3,478.50	11.95	49.69	4,635.39	20.33	63.50
Miscellaneous Income	180.78	0.62	2.58	66.54	0.29	0.91
Crop Insurance Proceeds	-	-	-	-	-	-
OTHER INCOME	\$3,698.15	\$12.71	\$52.83	4,750.83	\$20.84	\$65.08
GROSS INCOME	\$19,771.43	\$67.94	\$282.45	\$15,077.69	\$66.13	\$206.54
EXPENSES:						
Labor Hired	\$471.63	\$1.62	\$6.74	\$612.60	\$2.69	\$8.39
General Machinery Repairs	1,856.55	6.38	26.52	1,494.52	6.55	20.47
Irrigation Equipment Repairs	130.72	0.45	1.87	484.21	2.12	6.63
Interest Paid	1,406.16	4.83	20.09	1,422.71	6.24	19.49
Seed / Other Crop Expense	459.00	1.58	6.56	761.57	3.34	10.43
Crop Insurance	-	-	-	8.30	0.04	0.11
Fertilizer / Lime	1,010.56	3.47	14.44	604.75	2.65	8.28
Machine Hire - Lease	594.83	2.04	8.50	1,551.64	6.81	21.26
Farm Org Fees / Travel / Publ	228.80	0.79	3.27	193.96	0.85	2.66
Gas / Fuel / Oil	737.69	2.54	10.54	846.83	3.71	11.60
Irrigation Fuel - Pumping	2,406.18	8.27	34.37	2,942.94	12.91	40.31
Crop Storage & Marketing	-	-	-	5.54	0.02	0.08
Personal Property Tax	18.87	0.06	0.27	33.48	0.15	0.46
General Farm Insurance	251.79	0.87	3.60	240.89	1.06	3.30
Utilities	162.61	0.56	2.32	109.43	0.48	1.50
Cash Farm Rent	810.00	2.78	11.57	208.33	0.91	2.85
Herbicide / Insecticide	136.58	0.47	1.95	424.60	1.86	5.82
Conservation	-	-	-	-	-	-
Auto Expense	148.15	0.51	2.12	33.89	0.15	0.46
TOTAL VARIABLE COSTS	\$10,830.12	\$37.22	\$154.72	\$11,980.19	\$52.54	\$164.11
RETURN ABOVE VARIABLE COSTS	\$8,941.31	\$30.73	\$127.73	\$3,097.50	\$13.59	\$42.43
Depreciation	1,107.43	3.81	15.82	1,517.20	6.65	20.78
Real Estate Tax	99.23	0.34	1.42	108.32	0.48	1.48
Unpaid Operator Labor	2,171.25	7.46	31.02	2,207.50	9.68	30.24
Interest Charge *	-	-	-	-	-	-
TOTAL FIXED COSTS	\$3,377.91	\$11.61	\$48.26	\$3,833.02	\$16.81	\$52.51
Land Charge **	\$1,672.21	\$5.75	\$23.89	\$1,192.81	\$5.23	\$16.34
TOTAL EXPENSE	\$15,880.24	\$54.57	\$226.86	\$17,006.02	\$74.59	\$232.96
NET RETURN TO MANAGEMENT	\$3,891.19	\$13.37	\$55.59	(\$1,928.33)	(\$8.46)	(\$26.42)
NET RETURN TO LABOR-MGT	\$6,534.07	\$22.45	\$93.34	\$891.77	\$3.91	\$12.22

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

	1996-2000 Average	2001
Number of Farms	29	32
Crop Acres	217	251
Acres Owned	74	64
Acres Rented	143	186
Yield / Acre	51.0	47.9
Bushels	9,352	9,891
Operator Percentage	84.59%	82.20%
Gross Income / Acre	\$160.65	\$157.11
Variable Costs / Acre	\$113.97	\$102.78
Total Expense / Acre	\$160.78	\$141.69
Gross Income / Bushel	\$3.72	\$3.99
Total Expense / Bushel	\$3.73	\$3.60

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Wheat (Operator's Share)	\$26,770.19	\$2.86	\$123.48	\$26,602.35	\$2.69	\$105.99
Patronage Refunds	170.38	0.02	0.79	107.85	0.01	0.43
Government Payments	7,066.76	0.76	32.60	11,725.93	1.19	46.72
Miscellaneous Income	197.92	0.02	0.91	230.42	0.02	0.92
Crop Insurance Proceeds	624.40	0.07	2.88	768.90	0.08	3.06
OTHER INCOME	\$8,059.46	\$0.86	\$37.17	12,833.10	\$1.30	\$51.13
GROSS INCOME	\$34,829.65	\$3.72	\$160.65	\$39,435.45	\$3.99	\$157.11
EXPENSES:						
Labor Hired	\$2,118.65	\$0.23	\$9.77	\$1,284.90	\$0.13	\$5.12
General Machinery Repairs	2,783.65	0.30	12.84	2,347.31	0.24	9.35
Irrigation Equipment Repairs	962.49	0.10	4.44	1,168.79	0.12	4.66
Interest Paid	2,319.57	0.25	10.70	2,710.51	0.27	10.80
Seed / Other Crop Expense	1,328.48	0.14	6.13	1,163.20	0.12	4.63
Crop Insurance	823.49	0.09	3.80	450.52	0.05	1.79
Fertilizer / Lime	2,698.75	0.29	12.45	2,513.72	0.25	10.01
Machine Hire - Lease	3,000.76	0.32	13.84	2,832.93	0.29	11.29
Farm Org Fees / Travel / Publ	348.70	0.04	1.61	405.85	0.04	1.62
Gas / Fuel / Oil	1,798.24	0.19	8.29	2,002.00	0.20	7.98
Irrigation Fuel - Pumping	2,759.09	0.30	12.73	3,902.76	0.39	15.55
Crop Storage & Marketing	208.80	0.02	0.96	172.28	0.02	0.69
Personal Property Tax	84.98	0.01	0.39	105.92	0.01	0.42
General Farm Insurance	441.44	0.05	2.04	562.40	0.06	2.24
Utilities	244.69	0.03	1.13	213.34	0.02	0.85
Cash Farm Rent	1,569.01	0.17	7.24	1,622.60	0.16	6.46
Herbicide / Insecticide	1,126.52	0.12	5.20	2,247.83	0.23	8.96
Conservation	1.30	0.00	0.01	3.38	0.00	0.01
Auto Expense	90.01	0.01	0.42	87.43	0.01	0.35
TOTAL VARIABLE COSTS	\$24,708.62	\$2.64	\$113.97	\$25,797.67	\$2.61	\$102.78
RETURN ABOVE VARIABLE COSTS	\$10,121.03	\$1.08	\$46.68	\$13,637.78	\$1.38	\$54.33
Depreciation	3,450.93	0.37	15.92	4,116.13	0.42	16.40
Real Estate Tax	355.92	0.04	1.64	316.79	0.03	1.26
Unpaid Operator Labor	2,383.50	0.25	10.99	2,272.55	0.23	9.05
Interest Charge *	420.83	0.05	1.94	154.51	0.02	0.62
TOTAL FIXED COSTS	\$6,611.18	\$0.71	\$30.49	\$6,859.98	\$0.69	\$27.33
Land Charge **	\$3,537.37	\$0.38	\$16.32	\$2,905.82	\$0.29	\$11.58
TOTAL EXPENSE	\$34,857.17	\$3.73	\$160.78	\$35,563.47	\$3.60	\$141.69
NET RETURN TO MANAGEMENT	(\$27.52)	(\$0.00)	(\$0.13)	\$3,871.98	\$0.39	\$15.43
NET RETURN TO LABOR-MGT	\$4,474.63	\$0.48	\$20.64	\$7,429.43	\$0.75	\$29.60

*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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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 4-YEAR AVERAGE & 2001
SPRINKLER IRRIGATED CORN

	1997-2000 Average	2001
Number of Farms	33	48
Crop Acres	435	413
Acres Owned	173	108
Acres Rented	262	305
Yield / Acre	182.4	174.8
Bushels	68,597	60,285
Operator Percentage	86.49%	83.49%
Gross Income / Acre	\$429.23	\$388.98
Variable Costs / Acre	\$309.97	\$302.58
Total Expense / Acre	\$407.83	\$379.84
Gross Income / Bushel	\$2.72	\$2.66
Total Expense / Bushel	\$2.58	\$2.60

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Corn (Operator's Share)	\$144,335.98	\$2.10	\$332.00	\$124,760.63	\$2.07	\$302.08
Patronage Refunds	828.45	0.01	1.91	798.41	0.01	1.93
Government Payments	37,212.29	0.54	85.59	34,268.36	0.57	82.97
Miscellaneous Income	1,228.15	0.02	2.82	410.13	0.01	0.99
Crop Insurance Proceeds	3,003.04	0.04	6.91	412.16	0.01	1.00
OTHER INCOME	\$42,271.93	\$0.62	\$97.23	35,889.06	\$0.60	\$86.90
GROSS INCOME	\$186,607.91	\$2.72	\$429.23	\$160,649.69	\$2.66	\$388.98
EXPENSES:						
Labor Hired	\$3,190.43	\$0.05	\$7.34	\$5,096.03	\$0.08	\$12.34
General Machinery Repairs	9,655.65	0.14	22.21	7,126.92	0.12	17.26
Irrigation Equipment Repairs	3,089.23	0.05	7.11	2,142.94	0.04	5.19
Interest Paid	14,190.49	0.21	32.64	11,386.06	0.19	27.57
Seed / Other Crop Expense	15,725.94	0.23	36.17	15,806.90	0.26	38.27
Crop Insurance	6,927.67	0.10	15.93	3,584.88	0.06	8.68
Fertilizer / Lime	17,162.83	0.25	39.48	20,938.33	0.35	50.70
Machine Hire - Lease	13,256.91	0.19	30.49	5,659.07	0.09	13.70
Farm Org Fees / Travel / Publ	1,443.45	0.02	3.32	1,344.07	0.02	3.25
Gas / Fuel / Oil	4,545.59	0.07	10.46	5,158.29	0.09	12.49
Irrigation Fuel - Pumping	15,799.05	0.23	36.34	21,000.29	0.35	50.85
Crop Storage & Marketing	1,020.47	0.01	2.35	804.54	0.01	1.95
Personal Property Tax	254.03	0.00	0.58	414.82	0.01	1.00
General Farm Insurance	2,157.89	0.03	4.96	2,371.64	0.04	5.74
Utilities	1,498.62	0.02	3.45	1,584.99	0.03	3.84
Cash Farm Rent	5,959.51	0.09	13.71	3,426.90	0.06	8.30
Herbicide / Insecticide	18,315.35	0.27	42.13	16,620.38	0.28	40.24
Conservation	13.31	0.00	0.03	8.11	0.00	0.02
Auto Expense	553.81	0.01	1.27	489.40	0.01	1.18
TOTAL VARIABLE COSTS	\$134,760.20	\$1.96	\$309.97	\$124,964.56	\$2.07	\$302.58
RETURN ABOVE VARIABLE COSTS	\$51,847.71	\$0.76	\$119.26	\$35,685.13	\$0.59	\$86.40
Depreciation	11,053.83	0.16	25.43	11,137.20	0.18	26.97
Real Estate Tax	1,374.05	0.02	3.16	897.02	0.01	2.17
Unpaid Operator Labor	7,525.45	0.11	17.31	6,822.37	0.11	16.52
Interest Charge *	263.59	0.00	0.61	-	-	-
TOTAL FIXED COSTS	\$20,216.92	\$0.29	\$46.50	\$18,856.59	\$0.31	\$45.66
Land Charge **	\$22,325.88	\$0.33	\$51.35	\$13,051.99	\$0.22	\$31.60
TOTAL EXPENSE	\$177,303.00	\$2.58	\$407.83	\$156,873.14	\$2.60	\$379.84
NET RETURN TO MANAGEMENT	\$9,304.91	\$0.14	\$21.40	\$3,776.55	\$0.06	\$9.14
NET RETURN TO LABOR-MGT	\$20,020.79	\$0.29	\$46.05	\$15,694.95	\$0.26	\$38.00

*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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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2000 & 2001
SPRINKLER IRRIGATED CORN SILAGE

	2000	2001
Number of Farms	7	9
Crop Acres	55	51
Acres Owned	16	28
Acres Rented	39	23
Yield / Acre	15.3	20.3
Tons	835	1,006
Operator Percentage	98.97%	97.31%
Gross Income / Acre	\$559.57	\$480.62
Variable Costs / Acre	\$320.27	\$339.06
Total Expense / Acre	\$395.99	\$471.25
Gross Income / Ton	\$36.86	\$24.37
Total Expense / Ton	\$26.08	\$23.89

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Silage (Operator's Share)	\$15,180.87	\$18.18	\$276.02	\$20,351.91	\$20.23	\$399.06
Patronage Refunds	328.86	0.39	5.98	152.28	0.15	2.99
Government Payments	10,656.13	12.76	193.75	3,696.92	3.67	72.49
Miscellaneous Income	92.23	0.11	1.68	102.43	0.10	2.01
Crop Insurance Proceeds	4,518.00	5.41	82.15	208.28	0.21	4.08
OTHER INCOME	\$15,595.22	\$18.68	\$283.55	4,159.91	\$4.14	\$81.57
GROSS INCOME	\$30,776.09	\$36.86	\$559.57	\$24,511.82	\$24.37	\$480.62
EXPENSES:						
Labor Hired	\$530.95	\$0.64	\$9.65	\$1,035.17	\$1.03	\$20.30
General Machinery Repairs	860.49	1.03	15.65	926.37	0.92	18.16
Irrigation Equipment Repairs	389.30	0.47	7.08	212.05	0.21	4.16
Interest Paid	1,359.42	1.63	24.72	1,434.56	1.43	28.13
Seed / Other Crop Expense	1,407.11	1.69	25.58	1,267.11	1.26	24.85
Crop Insurance	318.29	0.38	5.79	427.20	0.42	8.38
Fertilizer / Lime	2,021.40	2.42	36.75	2,047.98	2.04	40.16
Machine Hire - Lease	2,708.44	3.24	49.24	3,532.69	3.51	69.27
Farm Org Fees / Travel / Publ	233.34	0.28	4.24	338.29	0.34	6.63
Gas / Fuel / Oil	351.69	0.42	6.39	644.23	0.64	12.63
Irrigation Fuel - Pumping	3,236.90	3.88	58.85	2,395.24	2.38	46.97
Crop Storage & Marketing	-	-	-	-	-	-
Personal Property Tax	6.93	0.01	0.13	55.57	0.06	1.09
General Farm Insurance	286.39	0.34	5.21	403.26	0.40	7.91
Utilities	173.43	0.21	3.15	90.24	0.09	1.77
Cash Farm Rent	1,514.29	1.81	27.53	761.20	0.76	14.93
Herbicide / Insecticide	2,072.78	2.48	37.69	1,686.34	1.68	33.07
Conservation	-	-	-	-	-	-
Auto Expense	143.88	0.17	2.62	34.64	0.03	0.68
TOTAL VARIABLE COSTS	\$17,615.03	\$21.10	\$320.27	\$17,292.14	\$17.19	\$339.06
RETURN ABOVE VARIABLE COSTS	\$13,161.06	\$15.76	\$239.29	\$7,219.68	\$7.18	\$141.56
Depreciation	1,220.49	1.46	22.19	1,434.43	1.43	28.13
Real Estate Tax	187.96	0.23	3.42	101.86	0.10	2.00
Unpaid Operator Labor	1,594.29	1.91	28.99	1,070.00	1.06	20.98
Interest Charge *	88.04	0.11	1.60	61.99	0.06	1.22
TOTAL FIXED COSTS	\$3,090.78	\$3.70	\$56.20	\$2,668.28	\$2.65	\$52.32
Land Charge **	\$1,073.38	\$1.29	\$19.52	\$4,073.57	\$4.05	\$79.87
TOTAL EXPENSE	\$21,779.19	\$26.08	\$395.99	\$24,033.99	\$23.89	\$471.25
NET RETURN TO MANAGEMENT	\$8,996.90	\$10.77	\$163.58	\$477.83	\$0.47	\$9.37
NET RETURN TO LABOR-MGT	\$11,122.14	\$13.32	\$202.22	\$2,583.00	\$2.57	\$50.65

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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2-YEAR AVERAGE & 2001
SPRINKLER IRRIGATED SOYBEANS

	1999-2000 Average	2001
Number of Farms	13	22
Crop Acres	157	185
Acres Owned	33	47
Acres Rented	124	138
Yield / Acre	51.9	56.9
Bushels	6,539	8,719
Operator Percentage	80.49%	82.79%
Gross Income / Acre	\$287.59	\$289.89
Variable Costs / Acre	\$175.60	\$193.35
Total Expense / Acre	\$224.14	\$240.02
Gross Income / Bushel	\$6.88	\$6.15
Total Expense / Bushel	\$5.36	\$5.09

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Soybeans (Operator's Share)	\$27,462.31	\$4.20	\$175.48	\$32,899.93	\$3.77	\$177.84
Patronage Refunds	323.32	0.05	2.07	247.78	0.03	1.34
Government Payments	16,142.39	2.47	103.15	20,044.86	2.30	108.35
Miscellaneous Income	513.40	0.08	3.28	211.54	0.02	1.14
Crop Insurance Proceeds	566.22	0.09	3.62	225.35	0.03	1.22
OTHER INCOME	\$17,545.32	\$2.68	\$112.11	20,729.53	\$2.38	\$112.05
GROSS INCOME	\$45,007.63	\$6.88	\$287.59	\$53,629.46	\$6.15	\$289.89
EXPENSES:						
Labor Hired	\$1,387.88	\$0.21	\$8.87	\$1,175.03	\$0.13	\$6.35
General Machinery Repairs	2,080.41	0.32	13.29	2,068.98	0.24	11.18
Irrigation Equipment Repairs	874.52	0.13	5.59	905.65	0.10	4.90
Interest Paid	2,022.14	0.31	12.92	3,957.17	0.45	21.39
Seed / Other Crop Expense	4,118.31	0.63	26.32	4,913.17	0.56	26.56
Crop Insurance	769.67	0.12	4.92	1,118.60	0.13	6.05
Fertilizer / Lime	1,507.97	0.23	9.64	2,698.22	0.31	14.58
Machine Hire - Lease	2,655.88	0.41	16.97	2,836.13	0.33	15.33
Farm Org Fees / Travel / Publ	437.08	0.07	2.79	421.09	0.05	2.28
Gas / Fuel / Oil	1,204.14	0.18	7.69	1,519.28	0.17	8.21
Irrigation Fuel - Pumping	4,764.27	0.73	30.44	6,455.19	0.74	34.89
Crop Storage & Marketing	6.77	0.00	0.04	13.45	0.00	0.07
Personal Property Tax	110.18	0.02	0.70	121.62	0.01	0.66
General Farm Insurance	407.57	0.06	2.60	756.48	0.09	4.09
Utilities	560.09	0.09	3.58	338.13	0.04	1.83
Cash Farm Rent	977.19	0.15	6.24	2,054.09	0.24	11.10
Herbicide / Insecticide	3,390.84	0.52	21.67	4,228.25	0.48	22.86
Conservation	0.55	0.00	0.00	4.48	0.00	0.02
Auto Expense	205.67	0.03	1.31	184.83	0.02	1.00
TOTAL VARIABLE COSTS	\$27,481.09	\$4.20	\$175.60	\$35,769.84	\$4.10	\$193.35
RETURN ABOVE VARIABLE COSTS	\$17,526.54	\$2.68	\$111.99	\$17,859.62	\$2.05	\$96.54
Depreciation	2,534.56	0.39	16.20	3,219.13	0.37	17.40
Real Estate Tax	252.06	0.04	1.61	367.23	0.04	1.99
Unpaid Operator Labor	2,041.88	0.31	13.05	1,933.11	0.22	10.45
Interest Charge *	437.79	0.07	2.80	-	-	-
TOTAL FIXED COSTS	\$5,266.29	\$0.81	\$33.65	\$5,519.47	\$0.63	\$29.83
Land Charge **	\$2,329.85	\$0.36	\$14.89	\$3,113.66	\$0.36	\$16.83
TOTAL EXPENSE	\$35,077.23	\$5.36	\$224.14	\$44,402.97	\$5.09	\$240.02
NET RETURN TO MANAGEMENT	\$9,930.40	\$1.52	\$63.45	\$9,226.49	\$1.06	\$49.87
NET RETURN TO LABOR-MGT	\$13,360.15	\$2.04	\$85.37	\$12,334.63	\$1.41	\$66.67

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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 3-YEAR AVERAGE & 2001
SPRINKLER IRRIGATED WHEAT

	1998-2000 Average	2001
Number of Farms	14	22
Crop Acres	169	247
Acres Owned	60	77
Acres Rented	109	170
Yield / Acre	58.6	49.1
Bushels	8,381	10,224
Operator Percentage	84.68%	84.23%
Gross Income / Acre	\$174.90	\$162.02
Variable Costs / Acre	\$118.58	\$105.98
Total Expense / Acre	\$165.96	\$145.88
Gross Income / Bushel	\$3.53	\$3.91
Total Expense / Bushel	\$3.35	\$3.52

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Wheat (Operator's Share)	\$20,836.20	\$2.49	\$123.29	\$27,917.37	\$2.73	\$113.03
Patronage Refunds	145.44	0.02	0.86	143.87	0.01	0.58
Government Payments	8,090.98	0.97	47.88	11,136.88	1.09	45.09
Miscellaneous Income	112.35	0.01	0.66	155.77	0.02	0.63
Crop Insurance Proceeds	373.49	0.04	2.21	665.47	0.07	2.69
OTHER INCOME	\$8,722.27	\$1.04	\$51.61	12,101.99	\$1.18	\$49.00
GROSS INCOME	\$29,558.47	\$3.53	\$174.90	\$40,019.36	\$3.91	\$162.02
EXPENSES:						
Labor Hired	\$1,889.16	\$0.23	\$11.18	\$1,278.68	\$0.13	\$5.18
General Machinery Repairs	2,392.46	0.29	14.16	2,057.21	0.20	8.33
Irrigation Equipment Repairs	762.73	0.09	4.51	938.66	0.09	3.80
Interest Paid	2,025.87	0.24	11.99	2,632.29	0.26	10.66
Seed / Other Crop Expense	924.26	0.11	5.47	1,256.09	0.12	5.09
Crop Insurance	572.96	0.07	3.39	360.21	0.04	1.46
Fertilizer / Lime	2,204.12	0.26	13.04	2,839.61	0.28	11.50
Machine Hire - Lease	1,873.77	0.22	11.09	2,699.33	0.26	10.93
Farm Org Fees / Travel / Publ	358.03	0.04	2.12	380.55	0.04	1.54
Gas / Fuel / Oil	1,336.10	0.16	7.91	1,806.93	0.18	7.32
Irrigation Fuel - Pumping	2,202.49	0.26	13.03	3,296.55	0.32	13.35
Crop Storage & Marketing	219.19	0.03	1.30	225.65	0.02	0.91
Personal Property Tax	116.35	0.01	0.69	118.80	0.01	0.48
General Farm Insurance	408.01	0.05	2.41	493.53	0.05	2.00
Utilities	196.88	0.02	1.16	204.24	0.02	0.83
Cash Farm Rent	1,613.51	0.19	9.55	2,334.03	0.23	9.45
Herbicide / Insecticide	874.83	0.10	5.18	3,156.56	0.31	12.78
Conservation	2.93	0.00	0.02	1.63	0.00	0.01
Auto Expense	66.07	0.01	0.39	95.55	0.01	0.39
TOTAL VARIABLE COSTS	\$20,039.72	\$2.39	\$118.58	\$26,176.10	\$2.56	\$105.98
RETURN ABOVE VARIABLE COSTS	\$9,518.75	\$1.14	\$56.32	\$13,843.26	\$1.35	\$56.05
Depreciation	3,154.86	0.38	18.67	3,809.01	0.37	15.42
Real Estate Tax	258.31	0.03	1.53	223.94	0.02	0.91
Unpaid Operator Labor	1,757.94	0.21	10.40	2,120.18	0.21	8.58
Interest Charge *	200.43	0.02	1.19	157.16	0.02	0.64
TOTAL FIXED COSTS	\$5,371.54	\$0.64	\$31.78	\$6,310.29	\$0.62	\$25.55
Land Charge **	\$2,635.58	\$0.31	\$15.60	\$3,546.24	\$0.35	\$14.36
TOTAL EXPENSE	\$28,046.85	\$3.35	\$165.96	\$36,032.63	\$3.52	\$145.88
NET RETURN TO MANAGEMENT	\$1,511.62	\$0.18	\$8.94	\$3,986.73	\$0.39	\$16.14
NET RETURN TO LABOR-MGT	\$5,158.72	\$0.62	\$30.52	\$7,385.59	\$0.72	\$29.90

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NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
CONSERVATION RESERVE PROGRAM

	1996-2000 Average	2001
Number of Farms	24	5
Crop Acres	340	197
Acres Owned	227	162
Acres Rented	114	35
Gross Income / Acre	\$35.56	\$29.17
Variable Costs / Acre	\$6.32	\$4.94
Total Expense / Acre	\$9.50	\$7.79

	Total Dollars	\$ / Acre	Total Dollars	\$ / Acre
INCOME:				
Patronage Refunds	\$15.17	\$0.04	\$15.33	\$0.08
Government Payments	11,997.78	35.27	5,727.65	29.07
Miscellaneous Income	83.52	0.25	4.28	0.02
OTHER INCOME	\$12,096.48	\$35.56	\$5,747.26	\$29.17
GROSS INCOME	\$12,096.48	\$35.56	\$5,747.26	\$29.17
EXPENSES:				
Labor Hired	\$47.26	\$0.14	\$0.00	\$0.00
General Machinery Repairs	101.15	0.30	-	-
Interest Paid	536.27	1.58	604.44	3.07
Seed / Other Crop Expense	457.43	1.34	-	-
Machine Hire - Lease	76.60	0.23	206.00	1.05
Farm Org Fees / Travel / Publ	133.33	0.39	53.44	0.27
Gas / Fuel / Oil	89.10	0.26	-	-
Crop Storage & Marketing	0.62	0.00	-	-
Personal Property Tax	36.71	0.11	7.97	0.04
General Farm Insurance	101.75	0.30	66.11	0.34
Utilities	99.37	0.29	25.27	0.13
Cash Farm Rent	24.42	0.07	-	-
Herbicide / Insecticide	17.51	0.05	-	-
Conservation	387.58	1.14	-	-
Auto Expense	42.63	0.13	10.19	0.05
TOTAL VARIABLE COSTS	\$2,151.73	\$6.32	\$973.42	\$4.94
RETURN ABOVE VARIABLE COSTS	\$9,944.75	\$29.23	\$4,773.84	\$24.23
Depreciation	125.20	0.37	-	-
Real Estate Tax	672.86	1.98	539.61	2.74
Unpaid Operator Labor	275.66	0.81	22.50	0.11
Interest Charge *	7.06	0.02	-	-
TOTAL FIXED COSTS	\$1,080.77	\$3.18	\$562.11	\$2.85
TOTAL EXPENSE	\$3,232.50	\$9.50	\$1,535.53	\$7.79
NET RETURN TO MANAGEMENT	\$8,863.98	\$26.06	\$4,211.73	\$21.38
NET RETURN TO LABOR-MGT	\$9,186.90	\$27.00	\$4,234.23	\$21.49

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