

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

	1996-2000 Average	2001
Number of Farms	9	-
Crop Acres	63	-
Acres Owned	32	-
Acres Rented	31	-
Yield / Acre	14.3	-
Tons	839	-
Operator Percentage	93.16%	#DIV/0!
Gross Income / Acre	\$210.36	#DIV/0!
Variable Costs / Acre	\$126.46	#DIV/0!
Total Expense / Acre	\$220.07	#DIV/0!
Gross Income / Ton	\$15.80	#DIV/0!
Total Expense / Ton	\$16.53	#DIV/0!

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
<b>INCOME:</b>						
Silage (Operator's Share)	\$11,613.62	\$13.84	\$184.34	\$0.00	#DIV/0!	#DIV/0!
Patronage Refunds	69.54	0.08	1.10	-	#DIV/0!	#DIV/0!
Government Payments	1,462.80	1.74	23.22	-	#DIV/0!	#DIV/0!
Miscellaneous Income	106.44	0.13	1.69	-	#DIV/0!	#DIV/0!
Crop Insurance Proceeds	-	-	-	-	#DIV/0!	#DIV/0!
OTHER INCOME	\$1,638.78	\$1.95	\$26.01	\$0.00	#DIV/0!	#DIV/0!
<b>GROSS INCOME</b>	<b>\$13,252.39</b>	<b>\$15.80</b>	<b>\$210.36</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>
<b>EXPENSES:</b>						
Labor Hired	\$846.18	\$1.01	\$13.43	\$0.00	#DIV/0!	#DIV/0!
General Machinery Repairs	1,300.88	1.55	20.65	-	#DIV/0!	#DIV/0!
Interest Paid	963.74	1.15	15.30	-	#DIV/0!	#DIV/0!
Seed / Other Crop Expense	405.26	0.48	6.43	-	#DIV/0!	#DIV/0!
Crop Insurance	1.27	0.00	0.02	-	#DIV/0!	#DIV/0!
Fertilizer / Lime	854.73	1.02	13.57	-	#DIV/0!	#DIV/0!
Machine Hire - Lease	1,558.49	1.86	24.74	-	#DIV/0!	#DIV/0!
Farm Org Fees / Travel / Publ	102.19	0.12	1.62	-	#DIV/0!	#DIV/0!
Gas / Fuel / Oil	454.98	0.54	7.22	-	#DIV/0!	#DIV/0!
Crop Storage & Marketing	1.10	0.00	0.02	-	#DIV/0!	#DIV/0!
Personal Property Tax	35.32	0.04	0.56	-	#DIV/0!	#DIV/0!
General Farm Insurance	159.46	0.19	2.53	-	#DIV/0!	#DIV/0!
Utilities	116.55	0.14	1.85	-	#DIV/0!	#DIV/0!
Cash Farm Rent	475.79	0.57	7.55	-	#DIV/0!	#DIV/0!
Herbicide / Insecticide	636.58	0.76	10.10	-	#DIV/0!	#DIV/0!
Conservation	5.23	0.01	0.08	-	#DIV/0!	#DIV/0!
Auto Expense	49.44	0.06	0.78	-	#DIV/0!	#DIV/0!
<b>TOTAL VARIABLE COSTS</b>	<b>\$7,967.19</b>	<b>\$9.50</b>	<b>\$126.46</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$5,285.20</b>	<b>\$6.30</b>	<b>\$83.89</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>
Depreciation	826.18	0.98	13.11	-	#DIV/0!	#DIV/0!
Real Estate Tax	113.62	0.14	1.80	-	#DIV/0!	#DIV/0!
Unpaid Operator Labor	2,735.93	3.26	43.43	-	#DIV/0!	#DIV/0!
Interest Charge *	124.30	0.15	1.97	-	#DIV/0!	#DIV/0!
<b>TOTAL FIXED COSTS</b>	<b>\$3,800.03</b>	<b>\$4.53</b>	<b>\$60.32</b>	<b>-</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>
Land Charge **	\$2,097.39	\$2.50	\$33.29	\$0.00	#DIV/0!	#DIV/0!
<b>TOTAL EXPENSE</b>	<b>\$13,864.61</b>	<b>\$16.53</b>	<b>\$220.07</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$612.22)</b>	<b>(\$0.73)</b>	<b>(\$9.72)</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$2,969.89</b>	<b>\$3.54</b>	<b>\$47.14</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>#DIV/0!</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.