

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.

**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.