

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

*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.