

SOUTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
BEEF COWS

	1996-2000 Average	2001
Number of Farms	8	9
Number of Cows in Herd	82	59
Number of Calves Sold	67	50
Average Weight Calves Sold	611	598
Calves Weaned per Cow	0.84	0.79
Calf Selling Price / Cwt	\$71.95	\$87.54
Gross Income / Cow	\$409.26	\$480.92
Feed Cost / Cow	\$236.80	\$300.33
Nonfeed Cost / Cow	\$295.13	\$363.09
Pounds Beef Produced / Cow	560	754

	Head	Total Dollars	\$ / Cwt	\$ / Cow	Head	Total Dollars	\$ / Cwt	\$ / Cow
INCOME:								
Calves Sold	67	29,381.30			50	26,172.72		
Cows Sold	12	5,751.59			14	8,145.07		
Ending Inventory	135	67,818.77			83	47,194.33		
Gross Sales	214	\$102,951.66			147	\$81,512.12		
Cows Purchased	12	5,003.76			2	1,560.56		
Beginning Inventory	136	65,631.03			92	52,086.55		
Gross Purchases	148	\$70,634.80			94	\$53,647.11		
Net Sale Gain	66	\$32,316.86	\$70.16	\$393.15	53	\$27,865.01	\$62.64	\$472.29
Patronage Refunds		325.14				112.60		
Miscellaneous Income		998.76				396.45		
Livestock Futures		-				-		
OTHER INCOME		\$1,323.90	\$2.87	\$16.11		\$509.05	\$1.14	\$8.63
GROSS INCOME		\$33,640.76	\$73.04	\$409.26		\$28,374.06	\$63.78	\$480.92
EXPENSES:								
Labor Hired		\$1,352.88	\$2.94	\$16.46		\$1,248.68	\$2.81	\$21.16
General Machinery Repairs		2,040.98	4.43	24.83		1,422.91	3.20	24.12
Interest Paid		3,450.53	7.49	41.98		503.51	1.13	8.53
Feed Purchased		19,464.71	42.26	236.80		17,719.51	39.83	300.33
Machine Hire - Lease		995.04	2.16	12.11		221.70	0.50	3.76
Farm Org Fees / Travel / Publ		386.64	0.84	4.70		141.81	0.32	2.40
Vet Medicine / Drugs		1,886.55	4.10	22.95		1,872.37	4.21	31.74
Livestock Marketing / Breeding		1,006.04	2.18	12.24		1,557.42	3.50	26.40
Gas / Fuel / Oil		991.42	2.15	12.06		789.85	1.78	13.39
Personal Property Tax		77.59	0.17	0.94		45.66	0.10	0.77
General Farm Insurance		321.98	0.70	3.92		179.43	0.40	3.04
Utilities		532.93	1.16	6.48		762.55	1.71	12.92
Auto Expense		93.78	0.20	1.14		136.41	0.31	2.31
Livestock Futures		-	-	-		-	-	-
TOTAL VARIABLE COSTS		\$32,601.05	\$70.78	\$396.61		\$26,601.81	\$59.80	\$450.88
RETURN ABOVE VARIABLE COSTS		\$1,039.71	\$2.26	\$12.65		\$1,772.25	\$3.98	\$30.04
Depreciation		1,909.29	4.15	23.23		1,264.80	2.84	21.44
Real Estate Tax		223.27	0.48	2.72		427.43	0.96	7.24
Unpaid Operator Labor		4,689.74	10.18	57.05		5,590.56	12.57	94.76
Interest Charge *		4,301.20	9.34	52.33		5,257.07	11.82	89.10
TOTAL FIXED COSTS		\$11,123.49	\$24.15	\$135.32		\$12,539.86	\$28.19	\$212.54
TOTAL EXPENSE		\$43,724.54	\$94.93	\$531.93		\$39,141.67	\$87.98	\$663.42
NET RETURN TO MANAGEMENT		(\$10,083.78)	(\$21.89)	(\$122.67)		(\$10,767.61)	(\$24.20)	(\$182.50)
NET RETURN TO LABOR-MGT		(\$4,041.17)	(\$8.77)	(\$49.16)		(\$3,928.37)	(\$8.83)	(\$66.58)
Factors:								
Feed Costs			\$42.26	\$236.80			\$39.83	\$300.33
Nonfeed Costs			\$52.67	\$295.13			\$48.15	\$363.09

*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.

SOUTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
DAIRY COWS, GRADE A

	1996-2000 Average	2001
Number of Farms	8	11
Number of Dairy Cows	92	100
Pounds of Milk / Cow	22,804	22,161
Milk Receipts / Cow	\$2,956.34	\$3,115.51
Gross Income / Cow	\$3,159.88	\$3,246.61
Feed Cost / Cow	\$1,658.58	\$1,584.40
Non Feed Costs / Cow	\$1,743.22	\$1,687.62
Gross Income / Cwt Milk	\$13.86	\$14.65
Milk Price / Cwt	\$12.96	\$14.06
Feed Costs / Cwt Milk	\$7.27	\$7.15
Non Feed Costs / Cwt Milk	\$7.64	\$7.62

	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow	Head	Total Dollars	\$ / Cwt Milk	\$ / Cow
INCOME:								
Calves Sold	14	2,742.65			13	3,782.50		
Cows Sold	25	14,509.62			19	11,320.70		
Ending Inventory	189	167,280.48			200	220,454.55		
Gross Sales	228	\$184,532.75			232	\$235,557.75		
Cows Purchased	5	5,345.45			-	-		
Beginning Inventory	188	167,160.52			218	229,906.82		
Gross Purchases	194	\$172,505.97			218	\$229,906.82		
Net Sale Gain		\$12,026.78	\$0.57	\$130.73		\$5,650.93	\$0.25	\$56.51
Milk Sales		271,983.57				311,550.95		
Patronage Refunds		3,293.91				4,049.31		
Miscellaneous Income		3,404.59				3,409.33		
OTHER INCOME		\$278,682.07	\$13.28	\$3,029.15		\$319,009.59	\$14.40	\$3,190.10
GROSS INCOME		\$290,708.85	\$13.86	\$3,159.88		\$324,660.52	\$14.65	\$3,246.61
EXPENSES:								
Labor Hired		\$32,601.14	\$1.55	\$354.36		\$14,615.28	\$0.66	\$146.15
General Machinery Repairs		15,435.01	0.74	167.77		15,434.34	0.70	154.34
Interest Paid		8,308.64	0.40	90.31		10,329.12	0.47	103.29
Feed Purchased		152,589.67	7.27	1,658.58		158,439.51	7.15	1,584.40
Machine Hire - Lease		2,063.56	0.10	22.43		597.07	0.03	5.97
Farm Org Fees / Travel / Publ		2,357.36	0.11	25.62		2,568.55	0.12	25.69
Vet Medicine / Drugs		12,906.36	0.62	140.29		15,477.27	0.70	154.77
Dairy Expense		25,276.78	1.20	274.75		26,889.07	1.21	268.89
Livestock Marketing / Breeding		5,944.40	0.28	64.61		9,321.16	0.42	93.21
Gas / Fuel / Oil		1,272.54	0.06	13.83		1,319.22	0.06	13.19
Personal Property Tax		206.04	0.01	2.24		352.22	0.02	3.52
General Farm Insurance		1,540.96	0.07	16.75		2,980.50	0.13	29.81
Utilities		4,885.54	0.23	53.10		9,941.42	0.45	99.41
Auto Expense		578.52	0.03	6.29		762.82	0.03	7.63
TOTAL VARIABLE COSTS		\$265,966.52	\$12.68	\$2,890.94		\$269,027.55	\$12.14	\$2,690.28
RETURN ABOVE VARIABLE COSTS		\$24,742.33	\$1.18	\$268.94		\$55,632.97	\$2.51	\$556.33
Depreciation		7,097.36	0.34	77.15		9,774.22	0.44	97.74
Real Estate Tax		1,247.82	0.06	13.56		2,024.60	0.09	20.25
Unpaid Operator Labor		20,275.55	0.97	220.39		24,422.73	1.10	244.23
Interest Charge *		18,378.31	0.88	199.76		21,952.28	0.99	219.52
TOTAL FIXED COSTS		\$46,999.04	\$2.24	\$510.86		\$58,173.83	\$2.63	\$581.74
TOTAL EXPENSE		\$312,965.56	\$14.92	\$3,401.80		\$327,201.38	\$14.76	\$3,272.01
NET RETURN TO MANAGEMENT		(\$22,256.71)	(\$1.06)	(\$241.92)		(\$2,540.86)	(\$0.11)	(\$25.41)
NET RETURN TO LABOR-MGT		\$30,619.97	\$1.46	\$332.83		\$36,497.15	\$1.65	\$364.97
Factors:								
Feed Costs			\$7.27	\$1,658.58			\$7.15	\$1,584.40
Nonfeed Costs			\$7.64	\$1,743.22			\$7.62	\$1,687.62

*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.

SOUTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2-YEAR AVERAGE & 2001
NONIRRIGATED CORN

	1999-2000 Average	2001
Number of Farms	5	13
Crop Acres	196	253
Acres Owned	62	49
Acres Rented	135	204
Yield / Acre	104.4	43.3
Bushels	14,520	7,750
Operator Percentage	70.97%	70.68%
Gross Income / Acre	\$198.29	\$99.75
Variable Costs / Acre	\$102.75	\$104.38
Total Expense / Acre	\$156.24	\$141.94
Gross Income / Bushel	\$2.68	\$3.26
Total Expense / Bushel	\$2.11	\$4.63

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$27,357.27	\$1.88	\$139.58	\$16,022.19	\$2.07	\$63.33
Patronage Refunds	375.73	0.03	1.92	381.14	0.05	1.51
Government Payments	10,236.91	0.71	52.23	5,830.99	0.75	23.05
Miscellaneous Income	895.88	0.06	4.57	501.71	0.06	1.98
Crop Insurance Proceeds	-	-	-	2,500.08	0.32	9.88
OTHER INCOME	\$11,508.51	\$0.79	\$58.72	\$9,213.92	\$1.19	\$36.42
GROSS INCOME	\$38,865.78	\$2.68	\$198.29	\$25,236.11	\$3.26	\$99.75
EXPENSES:						
Labor Hired	\$696.71	\$0.05	\$3.55	\$743.32	\$0.10	\$2.94
General Machinery Repairs	2,855.00	0.20	14.57	2,039.10	0.26	8.06
Interest Paid	2,522.37	0.17	12.87	1,933.27	0.25	7.64
Seed / Other Crop Expense	3,841.33	0.26	19.60	4,020.83	0.52	15.89
Crop Insurance	476.91	0.03	2.43	713.75	0.09	2.82
Fertilizer / Lime	3,048.23	0.21	15.55	6,748.45	0.87	26.67
Machine Hire - Lease	374.45	0.03	1.91	808.61	0.10	3.20
Farm Org Fees / Travel / Publ	348.55	0.02	1.78	370.93	0.05	1.47
Gas / Fuel / Oil	1,115.18	0.08	5.69	1,453.56	0.19	5.75
Crop Storage & Marketing	-	-	-	48.36	0.01	0.19
Personal Property Tax	55.55	0.00	0.28	129.29	0.02	0.51
General Farm Insurance	273.70	0.02	1.40	386.88	0.05	1.53
Utilities	248.92	0.02	1.27	315.76	0.04	1.25
Cash Farm Rent	801.13	0.06	4.09	1,126.67	0.15	4.45
Herbicide / Insecticide	3,394.13	0.23	17.32	5,483.60	0.71	21.67
Conservation	-	-	-	-	-	-
Auto Expense	85.89	0.01	0.44	85.87	0.01	0.34
TOTAL VARIABLE COSTS	\$20,138.04	\$1.39	\$102.75	\$26,408.25	\$3.41	\$104.38
RETURN ABOVE VARIABLE COSTS	\$18,727.74	\$1.29	\$95.55	(\$1,172.14)	(\$0.15)	(\$4.63)
Depreciation	2,684.26	0.18	13.70	3,343.64	0.43	13.22
Real Estate Tax	404.76	0.03	2.07	484.07	0.06	1.91
Unpaid Operator Labor	3,256.50	0.22	16.61	3,556.15	0.46	14.06
Interest Charge *	228.77	0.02	1.17	721.19	0.09	2.85
TOTAL FIXED COSTS	\$6,574.29	\$0.45	\$33.54	8,105.05	\$1.05	\$32.04
Land Charge **	\$3,911.04	\$0.27	\$19.95	\$1,398.06	\$0.18	\$5.53
TOTAL EXPENSE	\$30,623.36	\$2.11	\$156.24	\$35,911.36	\$4.63	\$141.94
NET RETURN TO MANAGEMENT	\$8,242.42	\$0.57	\$42.05	(\$10,675.25)	(\$1.38)	(\$42.19)
NET RETURN TO LABOR-MGT	\$12,195.63	\$0.84	\$62.22	(\$6,375.78)	(\$0.82)	(\$25.20)

*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.

SOUTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS
NONIRRIGATED ALFALFA

	2001
Number of Farms	6
Crop Acres	316
Acres Owned	81
Acres Rented	234
Yield / Acre	3.2
Tons	831
Operator Percentage	82.70%
Gross Income / Acre	\$254.97
Variable Costs / Acre	\$93.95
Total Expense / Acre	\$165.50
Gross Income / Ton	\$96.95
Total Expense / Ton	\$62.93

	Total Dollars	\$ / Ton	\$ / Acre
INCOME:			
Alfalfa (Operator's Share)	\$77,283.09	\$93.00	\$244.57
Patronage Refunds	590.00	0.71	1.87
Government Payments	2,124.22	2.56	6.72
Miscellaneous Income	549.82	0.66	1.74
Crop Insurance Proceeds	22.40	0.03	0.07
OTHER INCOME	\$3,286.44	\$3.95	\$10.40
GROSS INCOME	\$80,569.53	\$96.95	\$254.97
EXPENSES:			
Labor Hired	\$1,439.54	\$1.73	\$4.56
General Machinery Repairs	4,294.57	5.17	13.59
Interest Paid	2,013.99	2.42	6.37
Seed / Other Crop Expense	1,700.83	2.05	5.38
Crop Insurance	237.98	0.29	0.75
Fertilizer / Lime	1,370.36	1.65	4.34
Machine Hire - Lease	761.71	0.92	2.41
Farm Org Fees / Travel / Publ	629.15	0.76	1.99
Gas / Fuel / Oil	2,799.17	3.37	8.86
Crop Storage & Marketing	-	-	-
Personal Property Tax	80.93	0.10	0.26
General Farm Insurance	893.45	1.08	2.83
Utilities	1,381.31	1.66	4.37
Cash Farm Rent	5,531.88	6.66	17.51
Herbicide / Insecticide	5,764.57	6.94	18.24
Conservation	-	-	-
Auto Expense	789.88	0.95	2.50
TOTAL VARIABLE COSTS	\$29,689.32	\$35.73	\$93.95
RETURN ABOVE VARIABLE COSTS	\$50,880.21	\$61.23	\$161.01
Depreciation	4,295.02	5.17	13.59
Real Estate Tax	1,067.56	1.28	3.38
Unpaid Operator Labor	9,405.00	11.32	29.76
Interest Charge *	1,141.78	1.37	3.61
TOTAL FIXED COSTS	\$15,909.36	\$19.14	\$50.35
Land Charge **	\$6,700.04	\$8.06	\$21.20
TOTAL EXPENSE	\$52,298.72	\$62.93	\$165.50
NET RETURN TO MANAGEMENT	\$28,270.81	\$34.02	\$89.46
NET RETURN TO LABOR-MGT	\$39,115.35	\$47.07	\$123.78

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

	1996-2000 Average	2001
Number of Farms	82	68
Crop Acres	361	406
Acres Owned	60	59
Acres Rented	301	348
Yield / Acre	79.1	48.6
Bushels	21,316	14,536
Operator Percentage	74.59%	73.65%
Gross Income / Acre	\$146.74	\$105.05
Variable Costs / Acre	\$91.57	\$93.67
Total Expense / Acre	\$132.60	\$131.81
Gross Income / Bushel	\$2.49	\$2.93
Total Expense / Bushel	\$2.25	\$3.68

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$41,143.83	\$1.93	\$113.85	\$26,904.94	\$1.85	\$66.27
Patronage Refunds	639.38	0.03	1.77	815.52	0.06	2.01
Government Payments	9,636.64	0.45	26.66	10,490.64	0.72	25.84
Miscellaneous Income	1,291.95	0.06	3.57	1,312.99	0.09	3.23
Crop Insurance Proceeds	320.42	0.02	0.89	3,124.80	0.21	7.70
OTHER INCOME	\$11,888.39	\$0.56	\$32.90	\$15,743.95	\$1.08	\$38.78
GROSS INCOME	\$53,032.23	\$2.49	\$146.74	\$42,648.89	\$2.93	\$105.05
EXPENSES:						
Labor Hired	\$1,995.97	\$0.09	\$5.52	\$2,155.98	\$0.15	\$5.31
General Machinery Repairs	4,762.31	0.22	13.18	4,575.72	0.31	11.27
Interest Paid	3,330.36	0.16	9.22	4,318.04	0.30	10.64
Seed / Other Crop Expense	2,544.69	0.12	7.04	3,780.89	0.26	9.31
Crop Insurance	868.58	0.04	2.40	981.53	0.07	2.42
Fertilizer / Lime	6,450.25	0.30	17.85	7,735.29	0.53	19.05
Machine Hire - Lease	1,849.86	0.09	5.12	1,244.87	0.09	3.07
Farm Org Fees / Travel / Publ	574.22	0.03	1.59	534.05	0.04	1.32
Gas / Fuel / Oil	2,317.19	0.11	6.41	2,913.02	0.20	7.17
Crop Storage & Marketing	176.91	0.01	0.49	120.29	0.01	0.30
Personal Property Tax	97.21	0.00	0.27	126.86	0.01	0.31
General Farm Insurance	571.85	0.03	1.58	770.00	0.05	1.90
Utilities	770.57	0.04	2.13	891.19	0.06	2.20
Cash Farm Rent	1,457.08	0.07	4.03	1,883.07	0.13	4.64
Herbicide / Insecticide	5,053.57	0.24	13.98	5,733.46	0.39	14.12
Conservation	8.88	0.00	0.02	21.45	0.00	0.05
Auto Expense	264.78	0.01	0.73	244.64	0.02	0.60
TOTAL VARIABLE COSTS	\$33,094.28	\$1.55	\$91.57	\$38,030.35	\$2.62	\$93.67
RETURN ABOVE VARIABLE COSTS	\$19,937.95	\$0.94	\$55.17	\$4,618.54	\$0.32	\$11.38
Depreciation	4,585.24	0.22	12.69	6,007.28	0.41	14.80
Real Estate Tax	581.50	0.03	1.61	755.23	0.05	1.86
Unpaid Operator Labor	6,393.51	0.30	17.69	7,092.65	0.49	17.47
Interest Charge *	433.67	0.02	1.20	-	-	-
TOTAL FIXED COSTS	\$11,993.93	\$0.56	\$33.19	13,855.16	\$0.95	\$34.13
Land Charge **	\$2,834.82	\$0.13	\$7.84	\$1,628.77	\$0.11	\$4.01
TOTAL EXPENSE	\$47,923.03	\$2.25	\$132.60	\$53,514.28	\$3.68	\$131.81
NET RETURN TO MANAGEMENT	\$5,109.20	\$0.24	\$14.14	(\$10,865.39)	(\$0.75)	(\$26.76)
NET RETURN TO LABOR-MGT	\$13,498.68	\$0.63	\$37.35	(\$1,616.76)	(\$0.11)	(\$3.98)

*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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SOUTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2-YEAR AVERAGE & 2001
NONIRRIGATED OILSEED SUNFLOWERS

	1999-2000 Average	2001
Number of Farms	6	6
Crop Acres	346	353
Acres Owned	123	125
Acres Rented	223	228
Yield / Acre	17.6	12.3
CWT	4,883	3,675
Operator Percentage	80.20%	84.57%
Gross Income / Acre	\$137.66	\$119.88
Variable Costs / Acre	\$88.40	\$103.10
Total Expense / Acre	\$121.75	\$147.11
Gross Income / CWT	\$9.74	\$11.52
Total Expense / CWT	\$8.62	\$14.13

	Total Dollars	\$/ CWT	\$/ Acre	Total Dollars	\$/ CWT	\$/ Acre
INCOME:						
Sunflowers (Operator's Share)	\$26,860.73	\$5.50	\$77.74	\$29,487.51	\$8.02	\$83.53
Patronage Refunds	595.54	0.12	1.72	645.28	0.18	1.83
Government Payments	19,258.58	3.94	55.74	9,926.12	2.70	28.12
Miscellaneous Income	832.48	0.17	2.41	992.17	0.27	2.81
Crop Insurance Proceeds	14.32	0.00	0.04	1,266.88	0.34	3.59
OTHER INCOME	\$20,700.91	\$4.24	\$59.92	\$12,830.45	\$3.49	\$36.35
GROSS INCOME	\$47,561.64	\$9.74	\$137.66	\$42,317.96	\$11.52	\$119.88
EXPENSES:						
Labor Hired	\$1,174.69	\$0.24	\$3.40	\$1,527.59	\$0.42	\$4.33
General Machinery Repairs	3,753.81	0.77	10.86	2,831.65	0.77	8.02
Interest Paid	3,510.27	0.72	10.16	3,501.83	0.95	9.92
Seed / Other Crop Expense	2,922.59	0.60	8.46	4,257.62	1.16	12.06
Crop Insurance	426.88	0.09	1.24	495.01	0.13	1.40
Fertilizer / Lime	6,482.48	1.33	18.76	7,286.71	1.98	20.64
Machine Hire - Lease	310.70	0.06	0.90	469.54	0.13	1.33
Farm Org Fees / Travel / Publ	381.91	0.08	1.11	360.09	0.10	1.02
Gas / Fuel / Oil	1,541.21	0.32	4.46	1,707.70	0.46	4.84
Crop Storage & Marketing	-	-	-	74.84	0.02	0.21
Personal Property Tax	150.75	0.03	0.44	166.17	0.05	0.47
General Farm Insurance	510.55	0.10	1.48	448.75	0.12	1.27
Utilities	417.55	0.09	1.21	290.27	0.08	0.82
Cash Farm Rent	999.32	0.20	2.89	1,792.09	0.49	5.08
Herbicide / Insecticide	7,808.67	1.60	22.60	11,017.65	3.00	31.21
Conservation	-	-	-	-	-	-
Auto Expense	149.59	0.03	0.43	167.23	0.05	0.47
TOTAL VARIABLE COSTS	\$30,540.94	\$6.26	\$88.40	\$36,394.74	\$9.90	\$103.10
RETURN ABOVE VARIABLE COSTS	\$17,020.70	\$3.49	\$49.26	\$5,923.22	\$1.61	\$16.78
Depreciation	3,540.66	0.73	10.25	5,481.70	1.49	15.53
Real Estate Tax	860.16	0.18	2.49	1,078.59	0.29	3.06
Unpaid Operator Labor	3,033.00	0.62	8.78	4,557.50	1.24	12.91
Interest Charge *	-	-	-	436.00	0.12	1.24
TOTAL FIXED COSTS	\$7,433.82	\$1.52	\$21.52	\$11,553.79	\$3.14	\$32.73
Land Charge **	\$4,088.18	\$0.84	\$11.83	\$3,980.87	\$1.08	\$11.28
TOTAL EXPENSE	\$42,062.94	\$8.62	\$121.75	\$51,929.40	\$14.13	\$147.11
NET RETURN TO MANAGEMENT	\$5,498.70	\$1.13	\$15.92	(\$9,611.44)	(\$2.62)	(\$27.23)
NET RETURN TO LABOR-MGT	\$9,706.39	\$1.99	\$28.09	(\$3,526.35)	(\$0.96)	(\$9.99)

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SOUTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
NONIRRIGATED SOYBEANS

	1996-2000 Average	2001
Number of Farms	19	24
Crop Acres	274	314
Acres Owned	47	59
Acres Rented	228	254
Yield / Acre	33.1	19.6
Bushels	6,531	4,588
Operator Percentage	71.98%	74.66%
Gross Income / Acre	\$164.18	\$109.97
Variable Costs / Acre	\$94.32	\$95.79
Total Expense / Acre	\$140.09	\$139.98
Gross Income / Bushel	\$6.89	\$7.53
Total Expense / Bushel	\$5.88	\$9.58

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Soybeans (Operator's Share)	\$37,527.65	\$5.75	\$136.86	\$19,848.62	\$4.33	\$63.21
Patronage Refunds	413.82	0.06	1.51	533.23	0.12	1.70
Government Payments	4,994.82	0.76	18.22	9,332.03	2.03	29.72
Miscellaneous Income	1,095.41	0.17	3.99	868.84	0.19	2.77
Crop Insurance Proceeds	986.63	0.15	3.60	3,947.22	0.86	12.57
OTHER INCOME	\$7,490.67	\$1.15	\$27.32	\$14,681.32	\$3.20	\$46.76
GROSS INCOME	\$45,018.32	\$6.89	\$164.18	\$34,529.94	\$7.53	\$109.97
EXPENSES:						
Labor Hired	\$2,370.55	\$0.36	\$8.65	\$2,154.69	\$0.47	\$6.86
General Machinery Repairs	3,525.11	0.54	12.86	3,319.16	0.72	10.57
Interest Paid	2,264.10	0.35	8.26	2,986.45	0.65	9.51
Seed / Other Crop Expense	2,803.61	0.43	10.22	4,309.76	0.94	13.73
Crop Insurance	853.23	0.13	3.11	741.51	0.16	2.36
Fertilizer / Lime	2,483.56	0.38	9.06	3,644.74	0.79	11.61
Machine Hire - Lease	1,527.11	0.23	5.57	742.63	0.16	2.37
Farm Org Fees / Travel / Publ	591.47	0.09	2.16	537.35	0.12	1.71
Gas / Fuel / Oil	1,909.81	0.29	6.97	2,393.04	0.52	7.62
Crop Storage & Marketing	212.20	0.03	0.77	28.04	0.01	0.09
Personal Property Tax	73.47	0.01	0.27	74.91	0.02	0.24
General Farm Insurance	413.55	0.06	1.51	682.71	0.15	2.17
Utilities	542.11	0.08	1.98	593.38	0.13	1.89
Cash Farm Rent	896.23	0.14	3.27	1,006.34	0.22	3.20
Herbicide / Insecticide	5,168.54	0.79	18.85	6,670.95	1.45	21.25
Conservation	0.48	0.00	0.00	2.10	0.00	0.01
Auto Expense	228.34	0.03	0.83	191.80	0.04	0.61
TOTAL VARIABLE COSTS	\$25,863.46	\$3.96	\$94.32	\$30,079.56	\$6.56	\$95.79
RETURN ABOVE VARIABLE COSTS	\$19,154.86	\$2.93	\$69.86	\$4,450.38	\$0.97	\$14.17
Depreciation	4,595.43	0.70	16.76	5,613.35	1.22	17.88
Real Estate Tax	408.17	0.06	1.49	524.68	0.11	1.67
Unpaid Operator Labor	3,465.66	0.53	12.64	4,503.75	0.98	14.34
Interest Charge *	794.69	0.12	2.90	614.60	0.13	1.96
TOTAL FIXED COSTS	\$9,263.95	\$1.42	\$33.79	11,256.38	\$2.45	\$35.85
Land Charge **	\$3,284.24	\$0.50	\$11.98	\$2,618.43	\$0.57	\$8.34
TOTAL EXPENSE	\$38,411.65	\$5.88	\$140.09	\$43,954.37	\$9.58	\$139.98
NET RETURN TO MANAGEMENT	\$6,606.67	\$1.01	\$24.09	(\$9,424.43)	(\$2.05)	(\$30.01)
NET RETURN TO LABOR-MGT	\$12,442.89	\$1.91	\$45.38	(\$2,765.99)	(\$0.60)	(\$8.81)

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

	1996-2000 Average	2001
Number of Farms	100	91
Crop Acres	768	726
Acres Owned	159	173
Acres Rented	608	553
Yield / Acre	42.9	42.7
Bushels	24,733	23,658
Operator Percentage	75.06%	76.33%
Gross Income / Acre	\$131.35	\$121.34
Variable Costs / Acre	\$76.61	\$81.07
Total Expense / Acre	\$118.67	\$126.82
Gross Income / Bushel	\$4.08	\$3.72
Total Expense / Bushel	\$3.68	\$3.89

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Wheat (Operator's Share)	\$74,258.74	\$3.00	\$96.72	\$63,219.65	\$2.67	\$87.08
Patronage Refunds	1,340.18	0.05	1.75	1,574.61	0.07	2.17
Government Payments	21,341.62	0.86	27.80	18,746.75	0.79	25.82
Miscellaneous Income	2,031.54	0.08	2.65	2,274.29	0.10	3.13
Crop Insurance Proceeds	1,881.36	0.08	2.45	2,279.31	0.10	3.14
OTHER INCOME	\$26,594.70	\$1.08	\$34.64	\$24,874.96	\$1.05	\$34.26
GROSS INCOME	\$100,853.44	\$4.08	\$131.35	\$88,094.61	\$3.72	\$121.34
EXPENSES:						
Labor Hired	\$3,810.47	\$0.15	\$4.96	\$3,547.05	\$0.15	\$4.89
General Machinery Repairs	10,392.30	0.42	13.54	9,141.10	0.39	12.59
Interest Paid	6,687.00	0.27	8.71	6,211.32	0.26	8.56
Seed / Other Crop Expense	4,040.30	0.16	5.26	4,743.42	0.20	6.53
Crop Insurance	1,919.63	0.08	2.50	1,865.66	0.08	2.57
Fertilizer / Lime	11,199.71	0.45	14.59	12,017.45	0.51	16.55
Machine Hire - Lease	4,271.73	0.17	5.56	3,674.79	0.16	5.06
Farm Org Fees / Travel / Publ	1,144.39	0.05	1.49	850.04	0.04	1.17
Gas / Fuel / Oil	5,161.62	0.21	6.72	5,717.50	0.24	7.88
Crop Storage & Marketing	286.89	0.01	0.37	216.93	0.01	0.30
Personal Property Tax	220.95	0.01	0.29	221.25	0.01	0.30
General Farm Insurance	1,132.28	0.05	1.47	1,261.60	0.05	1.74
Utilities	1,576.08	0.06	2.05	1,599.58	0.07	2.20
Cash Farm Rent	2,691.71	0.11	3.51	3,342.41	0.14	4.60
Herbicide / Insecticide	3,672.51	0.15	4.78	3,999.59	0.17	5.51
Conservation	15.35	0.00	0.02	27.85	0.00	0.04
Auto Expense	601.25	0.02	0.78	419.80	0.02	0.58
TOTAL VARIABLE COSTS	\$58,824.19	\$2.38	\$76.61	\$58,857.34	\$2.49	\$81.07
RETURN ABOVE VARIABLE COSTS	\$42,029.25	\$1.70	\$54.74	\$29,237.27	\$1.24	\$40.27
Depreciation	8,946.97	0.36	11.65	9,750.19	0.41	13.43
Real Estate Tax	1,325.32	0.05	1.73	1,579.20	0.07	2.18
Unpaid Operator Labor	14,896.31	0.60	19.40	14,610.77	0.62	20.13
Interest Charge *	396.99	0.02	0.52	440.18	0.02	0.61
TOTAL FIXED COSTS	\$25,565.59	\$1.03	\$33.30	26,380.34	\$1.12	\$36.34
Land Charge **	\$6,725.65	\$0.27	\$8.76	\$6,832.83	\$0.29	\$9.41
TOTAL EXPENSE	\$91,115.43	\$3.68	\$118.67	\$92,070.51	\$3.89	\$126.82
NET RETURN TO MANAGEMENT	\$9,738.01	\$0.39	\$12.68	(\$3,975.90)	(\$0.17)	(\$5.48)
NET RETURN TO LABOR-MGT	\$28,444.79	\$1.15	\$37.05	\$14,181.92	\$0.60	\$19.53

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

	1996-2000 Average	2001
Number of Farms	13	12
Crop Acres	253	288
Acres Owned	60	60
Acres Rented	193	229
Yield / Acre	169.7	170.1
Bushels	31,618	33,032
Operator Percentage	73.58%	67.42%
Gross Income / Acre	\$352.84	\$303.99
Variable Costs / Acre	\$227.17	\$233.65
Total Expense / Acre	\$318.68	\$319.58
Gross Income / Bushel	\$2.83	\$2.65
Total Expense / Bushel	\$2.55	\$2.79

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Corn (Operator's Share)	\$70,214.26	\$2.22	\$277.31	\$66,485.59	\$2.01	\$230.85
Patronage Refunds	1,110.51	0.04	4.39	1,237.74	0.04	4.30
Government Payments	15,248.86	0.48	60.22	15,219.04	0.46	52.84
Miscellaneous Income	2,201.61	0.07	8.70	4,270.90	0.13	14.83
Crop Insurance Proceeds	563.45	0.02	2.23	335.06	0.01	1.16
OTHER INCOME	\$19,124.44	\$0.60	\$75.53	21,062.74	\$0.64	\$73.13
GROSS INCOME	\$89,338.70	\$2.83	\$352.84	\$87,548.33	\$2.65	\$303.99
EXPENSES:						
Labor Hired	\$3,896.40	\$0.12	\$15.39	\$4,464.96	\$0.14	\$15.50
General Machinery Repairs	5,791.76	0.18	22.87	5,438.06	0.16	18.88
Irrigation Equipment Repairs	1,878.61	0.06	7.42	2,191.69	0.07	7.61
Interest Paid	4,012.18	0.13	15.85	3,893.56	0.12	13.52
Seed / Other Crop Expense	8,108.31	0.26	32.02	9,450.49	0.29	32.81
Crop Insurance	805.95	0.03	3.18	1,071.20	0.03	3.72
Fertilizer / Lime	11,288.80	0.36	44.58	14,525.67	0.44	50.44
Machine Hire - Lease	2,220.30	0.07	8.77	1,109.19	0.03	3.85
Farm Org Fees / Travel / Publ	773.24	0.02	3.05	680.66	0.02	2.36
Gas / Fuel / Oil	2,801.44	0.09	11.06	4,187.34	0.13	14.54
Irrigation Fuel - Pumping	2,332.03	0.07	9.21	3,613.82	0.11	12.55
Crop Storage & Marketing	609.78	0.02	2.41	548.08	0.02	1.90
Personal Property Tax	133.71	0.00	0.53	281.31	0.01	0.98
General Farm Insurance	814.31	0.03	3.22	1,063.78	0.03	3.69
Utilities	977.59	0.03	3.86	994.07	0.03	3.45
Cash Farm Rent	1,624.34	0.05	6.42	2,698.48	0.08	9.37
Herbicide / Insecticide	9,078.49	0.29	35.86	10,600.03	0.32	36.81
Conservation	23.98	0.00	0.09	72.40	0.00	0.25
Auto Expense	348.50	0.01	1.38	406.84	0.01	1.41
TOTAL VARIABLE COSTS	\$57,519.71	\$1.82	\$227.17	\$67,291.63	\$2.04	\$233.65
RETURN ABOVE VARIABLE COSTS	\$31,818.99	\$1.01	\$125.67	\$20,256.70	\$0.61	\$70.34
Depreciation	6,431.04	0.20	25.40	8,847.48	0.27	30.72
Real Estate Tax	837.03	0.03	3.31	1,441.04	0.04	5.00
Unpaid Operator Labor	5,969.59	0.19	23.58	4,005.00	0.12	13.91
Interest Charge *	1,666.99	0.05	6.58	2,975.13	0.09	10.33
TOTAL FIXED COSTS	\$14,904.65	\$0.47	\$58.87	\$17,268.65	\$0.52	\$59.96
Land Charge **	\$8,266.24	\$0.26	\$32.65	\$7,480.02	\$0.23	\$25.97
TOTAL EXPENSE	\$80,690.60	\$2.55	\$318.68	\$92,040.30	\$2.79	\$319.58
NET RETURN TO MANAGEMENT	\$8,648.10	\$0.27	\$34.16	(\$4,491.97)	(\$0.14)	(\$15.60)
NET RETURN TO LABOR-MGT	\$18,514.09	\$0.59	\$73.12	\$3,977.99	\$0.12	\$13.81

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