

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

	<b>1996-2000 Average</b>	<b>2001</b>
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

	<b>Total Dollars</b>	<b>\$ / Bushel</b>	<b>\$ / Acre</b>	<b>Total Dollars</b>	<b>\$ / Bushel</b>	<b>\$ / Acre</b>
<b>INCOME:</b>						
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
<b>GROSS INCOME</b>	<b>\$53,032.23</b>	<b>\$2.49</b>	<b>\$146.74</b>	<b>\$42,648.89</b>	<b>\$2.93</b>	<b>\$105.05</b>
<b>EXPENSES:</b>						
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
<b>TOTAL VARIABLE COSTS</b>	<b>\$33,094.28</b>	<b>\$1.55</b>	<b>\$91.57</b>	<b>\$38,030.35</b>	<b>\$2.62</b>	<b>\$93.67</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$19,937.95</b>	<b>\$0.94</b>	<b>\$55.17</b>	<b>\$4,618.54</b>	<b>\$0.32</b>	<b>\$11.38</b>
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	-	-	-
<b>TOTAL FIXED COSTS</b>	<b>\$11,993.93</b>	<b>\$0.56</b>	<b>\$33.19</b>	<b>13,855.16</b>	<b>\$0.95</b>	<b>\$34.13</b>
Land Charge **	\$2,834.82	\$0.13	\$7.84	\$1,628.77	\$0.11	\$4.01
<b>TOTAL EXPENSE</b>	<b>\$47,923.03</b>	<b>\$2.25</b>	<b>\$132.60</b>	<b>\$53,514.28</b>	<b>\$3.68</b>	<b>\$131.81</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$5,109.20</b>	<b>\$0.24</b>	<b>\$14.14</b>	<b>(\$10,865.39)</b>	<b>(\$0.75)</b>	<b>(\$26.76)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$13,498.68</b>	<b>\$0.63</b>	<b>\$37.35</b>	<b>(\$1,616.76)</b>	<b>(\$0.11)</b>	<b>(\$3.98)</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.