

SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
NONIRRIGATED DOUBLE-CROP SOYBEANS

	1996-2000 Average	2001
Number of Farms	20	23
Crop Acres	322	403
Acres Owned	70	87
Acres Rented	252	316
Yield / Acre	19.1	23.8
Bushels	4,323	7,317
Operator Percentage	70.35%	76.16%
Gross Income / Acre	\$99.28	\$103.91
Variable Costs / Acre	\$67.74	\$63.34
Total Expense / Acre	\$102.70	\$91.73
Gross Income / Bushel	\$7.39	\$5.72
Total Expense / Bushel	\$7.64	\$5.05

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Soybeans (Operator's Share)	\$24,501.45	\$5.67	\$76.14	\$30,765.10	\$4.20	\$76.34
Patronage Refunds	185.88	0.04	0.58	36.02	0.00	0.09
Government Payments	5,466.32	1.26	16.99	10,957.26	1.50	27.19
Miscellaneous Income	84.59	0.02	0.26	-	-	-
Crop Insurance Proceeds	1,710.62	0.40	5.32	119.13	0.02	0.30
OTHER INCOME	\$7,447.42	\$1.72	\$23.14	\$11,112.41	\$1.52	\$27.57
GROSS INCOME	\$31,948.87	\$7.39	\$99.28	\$41,877.51	\$5.72	\$103.91
EXPENSES:						
Labor Hired	\$1,859.76	\$0.43	\$5.78	\$1,131.12	\$0.15	\$2.81
General Machinery Repairs	3,020.66	0.70	9.39	2,983.46	0.41	7.40
Interest Paid	2,045.51	0.47	6.36	2,329.14	0.32	5.78
Seed / Other Crop Expense	2,481.08	0.57	7.71	5,729.85	0.78	14.22
Crop Insurance	565.83	0.13	1.76	674.27	0.09	1.67
Fertilizer / Lime	921.53	0.21	2.86	732.04	0.10	1.82
Machine Hire - Lease	974.91	0.23	3.03	1,337.57	0.18	3.32
Farm Org Fees / Travel / Publ	323.14	0.07	1.00	296.00	0.04	0.73
Gas / Fuel / Oil	1,645.61	0.38	5.11	2,029.43	0.28	5.04
Crop Storage & Marketing	297.97	0.07	0.93	204.74	0.03	0.51
Personal Property Tax	75.26	0.02	0.23	167.94	0.02	0.42
General Farm Insurance	541.29	0.13	1.68	575.85	0.08	1.43
Utilities	566.53	0.13	1.76	679.13	0.09	1.69
Cash Farm Rent	2,056.79	0.48	6.39	1,776.37	0.24	4.41
Herbicide / Insecticide	4,257.10	0.98	13.23	4,701.12	0.64	11.67
Conservation	0.49	0.00	0.00	5.79	0.00	0.01
Auto Expense	164.76	0.04	0.51	173.71	0.02	0.43
TOTAL VARIABLE COSTS	\$21,798.21	\$5.04	\$67.74	\$25,527.53	\$3.49	\$63.34
RETURN ABOVE VARIABLE COSTS	\$10,150.66	\$2.35	\$31.54	\$16,349.98	\$2.23	\$40.57
Depreciation	4,421.46	1.02	13.74	4,245.23	0.58	10.53
Real Estate Tax	275.81	0.06	0.86	349.76	0.05	0.87
Unpaid Operator Labor	3,290.27	0.76	10.22	3,606.96	0.49	8.95
Interest Charge *	898.93	0.21	2.79	560.99	0.08	1.39
TOTAL FIXED COSTS	\$8,886.48	\$2.06	\$27.61	\$8,762.94	\$1.20	\$21.74
Land Charge **	\$2,363.66	\$0.55	\$7.35	\$2,678.57	\$0.37	\$6.65
TOTAL EXPENSE	\$33,048.34	\$7.64	\$102.70	\$36,969.04	\$5.05	\$91.73
NET RETURN TO MANAGEMENT	(\$1,099.47)	(\$0.25)	(\$3.42)	\$4,908.47	\$0.67	\$12.18
NET RETURN TO LABOR-MGT	\$4,050.56	\$0.94	\$12.59	\$9,646.55	\$1.32	\$23.94

*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.