

SOUTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 4-YEAR AVERAGE & 2001
FLOOD IRRIGATED ALFALFA

	1997-2000 Average	2001
Number of Farms	7	6
Crop Acres	134	138
Acres Owned	26	26
Acres Rented	107	112
Yield / Acre	5.2	5.0
Tons	647	624
Operator Percentage	93.26%	90.62%
Gross Income / Acre	\$382.18	\$467.62
Variable Costs / Acre	\$181.68	\$235.96
Total Expense / Acre	\$311.25	\$324.37
Gross Income / Ton	\$78.92	\$103.42
Total Expense / Ton	\$64.27	\$71.74

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Alfalfa (Operator's Share)	\$43,029.89	\$66.56	\$322.32	\$57,468.31	\$92.10	\$416.44
Patronage Refunds	1,016.39	1.57	7.61	657.34	1.05	4.76
Government Payments	6,838.68	10.58	51.23	6,118.66	9.81	44.34
Miscellaneous Income	135.79	0.21	1.02	287.15	0.46	2.08
Crop Insurance Proceeds	-	-	-	-	-	-
OTHER INCOME	\$7,990.86	\$12.36	\$59.86	7,063.15	\$11.32	\$51.18
GROSS INCOME	\$51,020.75	\$78.92	\$382.18	\$64,531.46	\$103.42	\$467.62
EXPENSES:						
Labor Hired	\$1,924.95	\$2.98	\$14.42	\$3,148.92	\$5.05	\$22.82
General Machinery Repairs	4,983.94	7.71	37.33	6,433.14	10.31	46.62
Irrigation Equipment Repairs	1,205.02	1.86	9.03	1,064.51	1.71	7.71
Interest Paid	1,155.15	1.79	8.65	2,457.27	3.94	17.81
Seed / Other Crop Expense	1,250.78	1.93	9.37	945.72	1.52	6.85
Crop Insurance	10.32	0.02	0.08	125.77	0.20	0.91
Fertilizer / Lime	1,198.59	1.85	8.98	3,320.27	5.32	24.06
Machine Hire - Lease	1,917.29	2.97	14.36	2,030.11	3.25	14.71
Farm Org Fees / Travel / Publ	554.81	0.86	4.16	351.70	0.56	2.55
Gas / Fuel / Oil	1,990.66	3.08	14.91	2,055.94	3.29	14.90
Irrigation Fuel - Pumping	1,309.48	2.03	9.81	2,869.66	4.60	20.79
Crop Storage & Marketing	25.18	0.04	0.19	476.82	0.76	3.46
Personal Property Tax	146.62	0.23	1.10	56.69	0.09	0.41
General Farm Insurance	329.13	0.51	2.47	562.76	0.90	4.08
Utilities	545.26	0.84	4.08	497.95	0.80	3.61
Cash Farm Rent	2,294.32	3.55	17.19	1,080.49	1.73	7.83
Herbicide / Insecticide	3,299.43	5.10	24.71	4,967.57	7.96	36.00
Conservation	-	-	-	-	-	-
Auto Expense	112.75	0.17	0.84	117.67	0.19	0.85
TOTAL VARIABLE COSTS	\$24,253.65	\$37.52	\$181.68	\$32,562.96	\$52.18	\$235.96
RETURN ABOVE VARIABLE COSTS	\$26,767.10	\$41.40	\$200.50	\$31,968.50	\$51.23	\$231.66
Depreciation	6,378.38	9.87	47.78	3,585.31	5.75	25.98
Real Estate Tax	368.86	0.57	2.76	396.91	0.64	2.88
Unpaid Operator Labor	4,793.06	7.41	35.90	3,105.00	4.98	22.50
Interest Charge *	2,341.15	3.62	17.54	643.81	1.03	4.67
TOTAL FIXED COSTS	\$13,881.45	\$21.47	\$103.98	\$7,731.03	\$12.39	\$56.02
Land Charge **	\$3,417.00	\$5.29	\$25.60	\$4,469.52	\$7.16	\$32.39
TOTAL EXPENSE	\$41,552.09	\$64.27	\$311.25	\$44,763.51	\$71.74	\$324.37
NET RETURN TO MANAGEMENT	\$9,468.66	\$14.65	\$70.93	\$19,767.95	\$31.68	\$143.25
NET RETURN TO LABOR-MGT	\$16,186.68	\$25.04	\$121.25	\$26,021.87	\$41.70	\$188.56

*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.