

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
NONIRRIGATED SOYBEANS: ASSOCIATION AVERAGES

	1997-2001 Average	2002
Number of Farms	290	247
Crop Acres	321	313
Acres Owned	74	75
Acres Rented	247	238
Yield / Acre	30.2	22.3
Bushels	7,480	5,445
Operator Percentage	77.26%	78.01%
Gross Income / Acre	\$159.64	\$119.79
Variable Costs / Acre	\$103.00	\$97.32
Total Expense / Acre	\$156.07	\$147.76
Gross Income / Bushel	\$6.85	\$6.89
Total Expense / Bushel	\$6.69	\$8.49

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Soybeans (Operator's Share)	\$38,215.13	\$5.11	\$119.12	\$29,615.75	\$5.44	\$94.62
Patronage Refunds	298.80	0.04	0.93	136.77	0.03	0.44
Government Payments	10,063.79	1.35	31.37	3,289.49	0.60	10.51
Miscellaneous Income	862.86	0.12	2.69	850.16	0.16	2.72
Crop Insurance Proceeds	1,772.57	0.24	5.53	3,603.23	0.66	11.51
OTHER INCOME	\$12,998.02	\$1.74	\$40.52	\$7,879.65	\$1.45	\$25.17
GROSS INCOME	\$51,213.15	\$6.85	\$159.64	\$37,495.40	\$6.89	\$119.79
EXPENSES:						
Labor Hired	\$1,776.15	\$0.24	\$5.54	\$1,563.94	\$0.29	\$5.00
General Machinery Repairs	4,305.62	0.58	13.42	3,872.06	0.71	12.37
Interest Paid	3,597.41	0.48	11.21	2,755.66	0.51	8.80
Seed / Other Crop Expense	5,597.48	0.75	17.45	6,248.13	1.15	19.96
Crop Insurance	945.57	0.13	2.95	1,164.82	0.21	3.72
Fertilizer / Lime	1,185.47	0.16	3.70	1,154.21	0.21	3.69
Machine Hire - Lease	1,560.83	0.21	4.87	1,320.38	0.24	4.22
Farm Org Fees / Travel / Publ	609.84	0.08	1.90	619.34	0.11	1.98
Gas / Fuel / Oil	2,245.13	0.30	7.00	1,970.42	0.36	6.30
Crop Storage & Marketing	205.40	0.03	0.64	126.03	0.02	0.40
Personal Property Tax	222.04	0.03	0.69	237.84	0.04	0.76
General Farm Insurance	836.27	0.11	2.61	853.21	0.16	2.73
Utilities	632.63	0.08	1.97	544.98	0.10	1.74
Cash Farm Rent	2,761.03	0.37	8.61	2,651.41	0.49	8.47
Herbicide / Insecticide	6,321.78	0.85	19.71	5,083.22	0.93	16.24
Conservation	77.88	0.01	0.24	137.43	0.03	0.44
Auto Expense	160.64	0.02	0.50	158.89	0.03	0.51
TOTAL VARIABLE COSTS	\$33,041.16	\$4.42	\$103.00	\$30,461.97	\$5.59	\$97.32
RETURN ABOVE VARIABLE COSTS	\$18,171.98	\$2.43	\$56.65	\$7,033.43	\$1.29	\$22.47
Depreciation	5,472.71	0.73	17.06	5,176.45	0.95	16.54
Real Estate Tax	616.13	0.08	1.92	752.39	0.14	2.40
Unpaid Operator Labor	6,869.97	0.92	21.42	6,070.82	1.11	19.40
Interest Charge *	163.58	0.02	0.51	728.52	0.13	2.33
TOTAL FIXED COSTS	\$13,122.40	\$1.75	\$40.91	\$12,728.18	\$2.34	\$40.67
Land Charge **	\$3,903.72	\$0.52	\$12.17	\$3,057.60	\$0.56	\$9.77
TOTAL EXPENSE	\$50,067.28	\$6.69	\$156.07	\$46,247.75	\$8.49	\$147.76
NET RETURN TO MANAGEMENT	\$1,145.86	\$0.15	\$3.57	(\$8,752.35)	(\$1.61)	(\$27.96)
NET RETURN TO LABOR-MGT	\$9,791.98	\$1.31	\$30.52	(\$1,117.59)	(\$0.21)	(\$3.57)

*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.