

KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
IRRIGATED (ALL) SOYBEANS: STATE AVERAGES

	1997-2001 Average	2002
Number of Farms	77	73
Crop Acres	172	187
Acres Owned	34	32
Acres Rented	138	155
Yield / Acre	52.4	48.1
Bushels	6,608	6,664
Operator Percentage	73.51%	74.17%
Gross Income / Acre	\$246.87	\$218.38
Variable Costs / Acre	\$170.19	\$174.84
Total Expense / Acre	\$228.99	\$227.66
Gross Income / Bushel	\$6.41	\$6.13
Total Expense / Bushel	\$5.95	\$6.39

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Soybeans (Operator's Share)	\$31,741.64	\$4.80	\$184.97	\$35,437.76	\$5.32	\$189.51
Patronage Refunds	264.89	0.04	1.54	219.66	0.03	1.17
Government Payments	8,913.40	1.35	51.94	3,592.80	0.54	19.21
Miscellaneous Income	723.33	0.11	4.22	553.89	0.08	2.96
Crop Insurance Proceeds	719.68	0.11	4.19	1,032.86	0.15	5.52
OTHER INCOME	\$10,621.29	\$1.61	\$61.90	\$5,399.21	\$0.81	\$28.87
GROSS INCOME	\$42,362.94	\$6.41	\$246.87	\$40,836.97	\$6.13	\$218.38
EXPENSES:						
Labor Hired	\$1,869.27	\$0.28	\$10.89	\$1,739.82	\$0.26	\$9.30
General Machinery Repairs	2,950.47	0.45	17.19	2,694.36	0.40	14.41
Irrigation Equipment Repairs	1,000.70	0.15	5.83	1,079.77	0.16	5.77
Interest Paid	2,477.70	0.37	14.44	2,509.66	0.38	13.42
Seed / Other Crop Expense	4,342.01	0.66	25.30	4,704.21	0.71	25.16
Crop Insurance	930.88	0.14	5.42	1,508.30	0.23	8.07
Fertilizer / Lime	1,896.31	0.29	11.05	1,417.70	0.21	7.58
Machine Hire - Lease	2,152.18	0.33	12.54	2,045.41	0.31	10.94
Farm Org Fees / Travel / Publ	437.13	0.07	2.55	400.05	0.06	2.14
Gas / Fuel / Oil	1,546.78	0.23	9.01	1,501.76	0.23	8.03
Irrigation Fuel - Pumping	2,976.69	0.45	17.35	6,079.19	0.91	32.51
Crop Storage & Marketing	121.81	0.02	0.71	164.44	0.02	0.88
Personal Property Tax	135.90	0.02	0.79	142.74	0.02	0.76
General Farm Insurance	648.30	0.10	3.78	769.88	0.12	4.12
Utilities	518.64	0.08	3.02	626.35	0.09	3.35
Cash Farm Rent	1,284.31	0.19	7.48	729.49	0.11	3.90
Herbicide / Insecticide	3,767.82	0.57	21.96	4,404.10	0.66	23.55
Conservation	20.95	0.00	0.12	6.08	0.00	0.03
Auto Expense	126.10	0.02	0.73	172.61	0.03	0.92
TOTAL VARIABLE COSTS	\$29,203.93	\$4.42	\$170.19	\$32,695.92	\$4.91	\$174.84
RETURN ABOVE VARIABLE COSTS	\$13,159.01	\$1.99	\$76.68	\$8,141.05	\$1.22	\$43.54
Depreciation	3,407.35	0.52	19.86	3,444.26	0.52	18.42
Real Estate Tax	288.74	0.04	1.68	327.50	0.05	1.75
Unpaid Operator Labor	3,246.01	0.49	18.92	3,072.83	0.46	16.43
Interest Charge *	364.89	0.06	2.13	554.26	0.08	2.96
TOTAL FIXED COSTS	\$7,306.98	\$1.11	\$42.58	\$7,398.85	\$1.11	\$39.57
Land Charge **	\$2,784.31	\$0.42	\$16.23	\$2,478.07	\$0.37	\$13.25
TOTAL EXPENSE	\$39,295.23	\$5.95	\$228.99	\$42,572.84	\$6.39	\$227.66
NET RETURN TO MANAGEMENT	\$3,067.71	\$0.46	\$17.88	(\$1,735.87)	(\$0.26)	(\$9.28)
NET RETURN TO LABOR-MGT	\$8,182.99	\$1.24	\$47.69	\$3,076.78	\$0.46	\$16.45

*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.