

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

	1997-2001 Average			2002		
Number of Farms		202			147	
Crop Acres		348			353	
Acres Owned		86			84	
Acres Rented		262			269	
Yield / Acre		178.8			146.2	
Bushels		49,545			41,260	
Operator Percentage		79.52%			79.95%	
Gross Income / Acre		\$385.18			\$350.70	
Variable Costs / Acre		\$289.96			\$306.44	
Total Expense / Acre		\$378.60			\$389.88	
Gross Income / Bushel		\$2.71			\$3.00	
Total Expense / Bushel		\$2.66			\$3.34	
	<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)	\$103,707.00	\$2.09	\$297.67	\$103,029.50	\$2.50	\$291.87
Patronage Refunds	726.64	0.01	2.09	449.14	0.01	1.27
Government Payments	26,077.69	0.53	74.85	7,975.33	0.19	22.59
Miscellaneous Income	2,118.50	0.04	6.08	2,675.56	0.06	7.58
Crop Insurance Proceeds	1,568.55	0.03	4.50	9,666.68	0.23	27.38
OTHER INCOME	\$30,491.39	\$0.62	\$87.52	\$20,766.71	\$0.50	\$58.83
<b>GROSS INCOME</b>	<b>\$134,198.39</b>	<b>\$2.71</b>	<b>\$385.18</b>	<b>\$123,796.21</b>	<b>\$3.00</b>	<b>\$350.70</b>
<b>EXPENSES:</b>						
Labor Hired	\$4,128.99	\$0.08	\$11.85	\$4,341.98	\$0.11	\$12.30
General Machinery Repairs	8,045.52	0.16	23.09	7,961.09	0.19	22.55
Irrigation Equipment Repairs	2,957.67	0.06	8.49	3,229.09	0.08	9.15
Interest Paid	7,224.20	0.15	20.74	7,484.08	0.18	21.20
Seed / Other Crop Expense	13,524.90	0.27	38.82	14,157.17	0.34	40.11
Crop Insurance	3,261.33	0.07	9.36	3,735.23	0.09	10.58
Fertilizer / Lime	15,090.42	0.30	43.31	13,805.54	0.33	39.11
Machine Hire - Lease	8,540.50	0.17	24.51	6,296.69	0.15	17.84
Farm Org Fees / Travel / Publ	1,075.96	0.02	3.09	1,234.40	0.03	3.50
Gas / Fuel / Oil	4,177.86	0.08	11.99	4,534.91	0.11	12.85
Irrigation Fuel - Pumping	11,527.01	0.23	33.09	17,724.90	0.43	50.21
Crop Storage & Marketing	696.89	0.01	2.00	436.23	0.01	1.24
Personal Property Tax	335.06	0.01	0.96	316.03	0.01	0.90
General Farm Insurance	1,656.50	0.03	4.75	2,037.38	0.05	5.77
Utilities	1,472.38	0.03	4.23	2,151.93	0.05	6.10
Cash Farm Rent	3,079.86	0.06	8.84	3,707.49	0.09	10.50
Herbicide / Insecticide	13,674.66	0.28	39.25	14,448.05	0.35	40.93
Conservation	19.20	0.00	0.06	10.26	0.00	0.03
Auto Expense	534.48	0.01	1.53	560.61	0.01	1.59
<b>TOTAL VARIABLE COSTS</b>	<b>\$101,023.41</b>	<b>\$2.04</b>	<b>\$289.96</b>	<b>\$108,173.06</b>	<b>\$2.62</b>	<b>\$306.44</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$33,174.98</b>	<b>\$0.67</b>	<b>\$95.22</b>	<b>\$15,623.15</b>	<b>\$0.38</b>	<b>\$44.26</b>
Depreciation	9,744.03	0.20	27.97	8,956.79	0.22	25.37
Real Estate Tax	793.26	0.02	2.28	947.23	0.02	2.68
Unpaid Operator Labor	7,730.55	0.16	22.19	8,258.14	0.20	23.39
Interest Charge *	1,955.29	0.04	5.61	1,872.48	0.05	5.30
<b>TOTAL FIXED COSTS</b>	<b>\$20,223.12</b>	<b>\$0.41</b>	<b>\$58.05</b>	<b>\$20,034.64</b>	<b>\$0.49</b>	<b>\$56.76</b>
Land Charge **	\$10,657.67	\$0.22	\$30.59	\$9,418.92	\$0.23	\$26.68
<b>TOTAL EXPENSE</b>	<b>\$131,904.20</b>	<b>\$2.66</b>	<b>\$378.60</b>	<b>\$137,626.62</b>	<b>\$3.34</b>	<b>\$389.88</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$2,294.19</b>	<b>\$0.05</b>	<b>\$6.58</b>	<b>(\$13,830.41)</b>	<b>(\$0.34)</b>	<b>(\$39.18)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$14,153.72</b>	<b>\$0.29</b>	<b>\$40.62</b>	<b>(\$1,230.29)</b>	<b>(\$0.03)</b>	<b>(\$3.49)</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.