

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
NONIRRIGATED CORN

	1997-2001 Average	2002
Number of Farms	36	17
Crop Acres	116	141
Acres Owned	31	43
Acres Rented	85	97
Yield / Acre	91.1	28.5
Bushels	9,046	3,361
Operator Percentage	85.50%	83.52%
Gross Income / Acre	\$193.53	\$123.72
Variable Costs / Acre	\$148.12	\$131.87
Total Expense / Acre	\$201.60	\$176.86
Gross Income / Bushel	\$2.49	\$5.19
Total Expense / Bushel	\$2.59	\$7.42

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$17,647.99	\$1.95	\$151.88	\$8,088.83	\$2.41	\$57.37
Patronage Refunds	138.01	0.02	1.19	290.44	0.09	2.06
Government Payments	4,076.11	0.45	35.08	1,070.35	0.32	7.59
Miscellaneous Income	128.49	0.01	1.11	161.57	0.05	1.15
Crop Insurance Proceeds	497.22	0.05	4.28	7,833.19	2.33	55.55
OTHER INCOME	\$4,839.84	\$0.54	\$41.65	\$9,355.55	\$2.78	\$66.35
GROSS INCOME	\$22,487.83	\$2.49	\$193.53	\$17,444.38	\$5.19	\$123.72
EXPENSES:						
Labor Hired	\$616.16	\$0.07	\$5.30	\$1,478.79	\$0.44	\$10.49
General Machinery Repairs	1,436.00	0.16	12.36	1,326.26	0.39	9.41
Interest Paid	1,469.45	0.16	12.65	1,617.20	0.48	11.47
Seed / Other Crop Expense	2,821.21	0.31	24.28	3,555.41	1.06	25.22
Crop Insurance	506.84	0.06	4.36	592.38	0.18	4.20
Fertilizer / Lime	3,143.01	0.35	27.05	2,924.92	0.87	20.74
Machine Hire - Lease	747.54	0.08	6.43	539.51	0.16	3.83
Farm Org Fees / Travel / Publ	210.77	0.02	1.81	164.69	0.05	1.17
Gas / Fuel / Oil	811.94	0.09	6.99	977.14	0.29	6.93
Crop Storage & Marketing	106.48	0.01	0.92	79.29	0.02	0.56
Personal Property Tax	87.84	0.01	0.76	104.75	0.03	0.74
General Farm Insurance	337.73	0.04	2.91	478.62	0.14	3.39
Utilities	238.57	0.03	2.05	383.59	0.11	2.72
Cash Farm Rent	1,228.40	0.14	10.57	1,540.27	0.46	10.92
Herbicide / Insecticide	3,338.98	0.37	28.73	2,766.28	0.82	19.62
Conservation	13.55	0.00	0.12	-	-	-
Auto Expense	97.46	0.01	0.84	64.06	0.02	0.45
TOTAL VARIABLE COSTS	\$17,211.92	\$1.90	\$148.12	\$18,593.16	\$5.53	\$131.87
RETURN ABOVE VARIABLE COSTS	\$5,275.91	\$0.58	\$45.40	(\$1,148.78)	(\$0.34)	(\$8.15)
Depreciation	1,602.71	0.18	13.79	2,354.54	0.70	16.70
Real Estate Tax	237.60	0.03	2.04	300.44	0.09	2.13
Unpaid Operator Labor	2,447.67	0.27	21.06	2,616.62	0.78	18.56
Interest Charge *	154.27	0.02	1.33	251.84	0.07	1.79
TOTAL FIXED COSTS	\$4,442.25	\$0.49	\$38.23	\$5,523.44	\$1.64	\$39.17
Land Charge **	\$1,771.85	\$0.20	\$15.25	\$820.24	\$0.24	\$5.82
TOTAL EXPENSE	\$23,426.02	\$2.59	\$201.60	\$24,936.84	\$7.42	\$176.86
NET RETURN TO MANAGEMENT	(\$938.19)	(\$0.10)	(\$8.07)	(\$7,492.46)	(\$2.23)	(\$53.14)
NET RETURN TO LABOR-MGT	\$2,125.63	\$0.23	\$18.29	(\$3,397.05)	(\$1.01)	(\$24.09)

*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.