

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

	1997-2001 Average	2002
Number of Farms	17	25
Crop Acres	57	102
Acres Owned	22	36
Acres Rented	35	66
Yield / Acre	12.59	5.52
Tons	706	527
Operator Percentage	98.09%	93.60%
Gross Income / Acre	\$290.96	\$159.51
Variable Costs / Acre	\$151.90	\$131.65
Total Expense / Acre	\$233.08	\$185.01
Gross Income / Ton	\$23.57	\$30.87
Total Expense / Ton	\$18.88	\$35.81

	Total Dollars	\$ / Ton	\$ / Acre	Total Dollars	\$ / Ton	\$ / Acre
INCOME:						
Silage (Operator's Share)	\$14,458.22	\$20.47	\$252.77	\$10,170.02	\$19.30	\$99.71
Patronage Refunds	76.27	0.11	1.33	142.06	0.27	1.39
Government Payments	1,843.48	2.61	32.23	776.13	1.47	7.61
Miscellaneous Income	49.33	0.07	0.86	89.37	0.17	0.88
Crop Insurance Proceeds	215.60	0.31	3.77	5,092.88	9.66	49.93
OTHER INCOME	\$2,184.68	\$3.09	\$38.19	\$6,100.44	\$11.58	\$59.81
GROSS INCOME	\$16,642.91	\$23.57	\$290.96	\$16,270.46	\$30.87	\$159.51
EXPENSES:						
Labor Hired	\$511.69	\$0.72	\$8.95	\$756.24	\$1.43	\$7.41
General Machinery Repairs	847.31	1.20	14.81	1,165.53	2.21	11.43
Interest Paid	623.09	0.88	10.89	877.83	1.67	8.61
Seed / Other Crop Expense	1,220.21	1.73	21.33	2,144.31	4.07	21.02
Crop Insurance	120.71	0.17	2.11	229.04	0.43	2.25
Fertilizer / Lime	1,331.96	1.89	23.29	2,191.12	4.16	21.48
Machine Hire - Lease	837.65	1.19	14.64	1,607.87	3.05	15.76
Farm Org Fees / Travel / Publ	82.87	0.12	1.45	148.21	0.28	1.45
Gas / Fuel / Oil	440.84	0.62	7.71	622.68	1.18	6.10
Crop Storage & Marketing	40.63	0.06	0.71	-	-	-
Personal Property Tax	32.35	0.05	0.57	50.32	0.10	0.49
General Farm Insurance	187.79	0.27	3.28	203.61	0.39	2.00
Utilities	129.57	0.18	2.27	200.93	0.38	1.97
Cash Farm Rent	585.56	0.83	10.24	975.93	1.85	9.57
Herbicide / Insecticide	1,551.47	2.20	27.12	2,146.32	4.07	21.04
Conservation	5.75	0.01	0.10	-	-	-
Auto Expense	139.44	0.20	2.44	108.79	0.21	1.07
TOTAL VARIABLE COSTS	\$8,688.89	\$12.30	\$151.90	\$13,428.73	\$25.48	\$131.65
RETURN ABOVE VARIABLE COSTS	\$7,954.02	\$11.26	\$139.06	\$2,841.73	\$5.39	\$27.86
Depreciation	916.94	1.30	16.03	1,532.95	2.91	15.03
Real Estate Tax	150.55	0.21	2.63	138.92	0.26	1.36
Unpaid Operator Labor	1,506.06	2.13	26.33	1,931.80	3.67	18.94
Interest Charge *	191.66	0.27	3.35	418.44	0.79	4.10
TOTAL FIXED COSTS	\$2,765.21	\$3.92	\$48.34	\$4,022.11	\$7.63	\$39.43
Land Charge **	\$1,878.34	\$2.66	\$32.84	\$1,419.96	\$2.69	\$13.92
TOTAL EXPENSE	\$13,332.44	\$18.88	\$233.08	\$18,870.80	\$35.81	\$185.01
NET RETURN TO MANAGEMENT	\$3,310.47	\$4.69	\$57.88	(\$2,600.34)	(\$4.93)	(\$25.49)
NET RETURN TO LABOR-MGT	\$5,328.23	\$7.54	\$93.15	\$87.70	\$0.17	\$0.86

*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.