

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

	<i>1997-2001 Average</i>	<i>2002</i>
Number of Farms	77	56
Crop Acres	421	460
Acres Owned	139	152
Acres Rented	283	308
Yield / Acre	174.5	114.9
Bushels	62,687	46,233
Operator Percentage	85.30%	87.45%
Gross Income / Acre	\$400.49	\$330.75
Variable Costs / Acre	\$296.89	\$308.16
Total Expense / Acre	\$381.79	\$386.23
Gross Income / Bushel	\$2.69	\$3.29
Total Expense / Bushel	\$2.57	\$3.84

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
INCOME:						
Corn (Operator's Share)	\$128,126.91	\$2.04	\$304.19	\$118,380.21	\$2.56	\$257.35
Patronage Refunds	834.36	0.01	1.98	496.26	0.01	1.08
Government Payments	35,648.15	0.57	84.63	10,036.68	0.22	21.82
Miscellaneous Income	1,515.17	0.02	3.60	735.72	0.02	1.60
Crop Insurance Proceeds	2,562.38	0.04	6.08	22,497.19	0.49	48.91
OTHER INCOME	\$40,560.05	\$0.65	\$96.30	\$33,765.85	\$0.73	\$73.40
GROSS INCOME	\$168,686.97	\$2.69	\$400.49	\$152,146.06	\$3.29	\$330.75
EXPENSES:						
Labor Hired	\$4,049.64	\$0.06	\$9.61	\$5,047.92	\$0.11	\$10.97
General Machinery Repairs	8,853.66	0.14	21.02	8,563.23	0.19	18.62
Irrigation Equipment Repairs	2,809.73	0.04	6.67	2,860.37	0.06	6.22
Interest Paid	11,167.18	0.18	26.51	12,592.74	0.27	27.38
Seed / Other Crop Expense	15,309.18	0.24	36.35	16,513.43	0.36	35.90
Crop Insurance	4,398.78	0.07	10.44	5,146.09	0.11	11.19
Fertilizer / Lime	18,606.59	0.30	44.18	18,126.94	0.39	39.41
Machine Hire - Lease	10,320.15	0.16	24.50	8,173.65	0.18	17.77
Farm Org Fees / Travel / Publ	1,412.89	0.02	3.35	1,636.38	0.04	3.56
Gas / Fuel / Oil	4,748.70	0.08	11.27	5,285.11	0.11	11.49
Irrigation Fuel - Pumping	16,269.40	0.26	38.63	27,232.39	0.59	59.20
Crop Storage & Marketing	1,005.95	0.02	2.39	389.54	0.01	0.85
Personal Property Tax	310.91	0.00	0.74	365.39	0.01	0.79
General Farm Insurance	2,043.53	0.03	4.85	2,437.31	0.05	5.30
Utilities	1,380.81	0.02	3.28	1,399.25	0.03	3.04
Cash Farm Rent	4,955.48	0.08	11.77	6,824.35	0.15	14.84
Herbicide / Insecticide	16,860.75	0.27	40.03	18,719.08	0.40	40.69
Conservation	21.64	0.00	0.05	7.42	0.00	0.02
Auto Expense	524.06	0.01	1.24	433.08	0.01	0.94
TOTAL VARIABLE COSTS	\$125,049.03	\$1.99	\$296.89	\$141,753.67	\$3.07	\$308.16
RETURN ABOVE VARIABLE COSTS	\$43,637.94	\$0.70	\$103.60	\$10,392.39	\$0.22	\$22.59
Depreciation	10,685.39	0.17	25.37	11,809.17	0.26	25.67
Real Estate Tax	1,082.22	0.02	2.57	1,451.59	0.03	3.16
Unpaid Operator Labor	7,369.50	0.12	17.50	7,491.25	0.16	16.29
Interest Charge *	346.81	0.01	0.82	-	-	-
TOTAL FIXED COSTS	\$19,483.93	\$0.31	\$46.26	\$20,752.01	\$0.45	\$45.11
Land Charge **	\$16,275.18	\$0.26	\$38.64	\$15,160.17	\$0.33	\$32.96
TOTAL EXPENSE	\$160,808.14	\$2.57	\$381.79	\$177,665.85	\$3.84	\$386.23
NET RETURN TO MANAGEMENT	\$7,878.83	\$0.13	\$18.71	(\$25,519.79)	(\$0.55)	(\$55.48)
NET RETURN TO LABOR-MGT	\$19,297.97	\$0.31	\$45.82	(\$12,980.62)	(\$0.28)	(\$28.22)

*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.