

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

	1997-2001 Average	2002
Number of Farms	11	7
Crop Acres	59	109
Acres Owned	32	64
Acres Rented	27	45
Yield / Acre	18.1	10.8
Tons	992	1,135
Operator Percentage	92.63%	96.33%
Gross Income / Acre	\$473.54	\$287.45
Variable Costs / Acre	\$335.34	\$339.22
Total Expense / Acre	\$457.52	\$449.74
Gross Income / Ton	\$28.18	\$27.61
Total Expense / Ton	\$27.22	\$43.19

	Total Dollars	\$/ Ton	\$/ Acre	Total Dollars	\$/ Ton	\$/ Acre
INCOME:						
Silage (Operator's Share)	\$18,958.52	\$19.12	\$321.33	\$20,036.09	\$17.65	\$183.82
Patronage Refunds	149.63	0.15	2.54	259.16	0.23	2.38
Government Payments	5,524.86	5.57	93.64	2,005.24	1.77	18.40
Miscellaneous Income	202.62	0.20	3.43	157.97	0.14	1.45
Crop Insurance Proceeds	3,103.01	3.13	52.59	8,874.01	7.82	81.41
OTHER INCOME	\$8,980.11	\$9.06	\$152.21	\$11,296.38	\$9.95	\$103.64
GROSS INCOME	\$27,938.63	\$28.18	\$473.54	\$31,332.47	\$27.61	\$287.45
EXPENSES:						
Labor Hired	\$1,085.63	\$1.09	\$18.40	\$1,866.87	\$1.64	\$17.13
General Machinery Repairs	1,102.06	1.11	18.68	1,935.87	1.71	17.76
Irrigation Equipment Repairs	345.66	0.35	5.86	771.76	0.68	7.08
Interest Paid	1,269.21	1.28	21.51	1,514.80	1.33	13.90
Seed / Other Crop Expense	1,936.40	1.95	32.82	4,713.00	4.15	43.24
Crop Insurance	461.00	0.46	7.81	716.43	0.63	6.57
Fertilizer / Lime	2,584.25	2.61	43.80	4,968.71	4.38	45.58
Machine Hire - Lease	3,802.16	3.83	64.44	5,225.76	4.60	47.94
Farm Org Fees / Travel / Publ	212.91	0.21	3.61	276.46	0.24	2.54
Gas / Fuel / Oil	599.95	0.61	10.17	1,283.74	1.13	11.78
Irrigation Fuel - Pumping	2,522.74	2.54	42.76	6,924.65	6.10	63.53
Crop Storage & Marketing	23.35	0.02	0.40	-	-	-
Personal Property Tax	24.42	0.02	0.41	60.79	0.05	0.56
General Farm Insurance	261.84	0.26	4.44	527.68	0.46	4.84
Utilities	149.38	0.15	2.53	106.07	0.09	0.97
Cash Farm Rent	1,126.04	1.14	19.09	883.22	0.78	8.10
Herbicide / Insecticide	2,166.68	2.19	36.72	5,138.86	4.53	47.15
Conservation	7.41	0.01	0.13	-	-	-
Auto Expense	103.73	0.10	1.76	60.82	0.05	0.56
TOTAL VARIABLE COSTS	\$19,784.82	\$19.95	\$335.34	\$36,975.49	\$32.58	\$339.22
RETURN ABOVE VARIABLE COSTS	\$8,153.81	\$8.22	\$138.20	(\$5,643.02)	(\$4.97)	(\$51.77)
Depreciation	1,303.07	1.31	22.09	3,270.64	2.88	30.01
Real Estate Tax	170.04	0.17	2.88	358.42	0.32	3.29
Unpaid Operator Labor	1,622.41	1.64	27.50	2,478.21	2.18	22.74
Interest Charge *	342.06	0.34	5.80	1,750.33	1.54	16.06
TOTAL FIXED COSTS	\$3,437.57	\$3.47	\$58.26	\$7,857.60	\$6.92	\$72.09
Land Charge **	\$3,771.58	\$3.80	\$63.93	\$4,188.81	\$3.69	\$38.43
TOTAL EXPENSE	\$26,993.96	\$27.22	\$457.52	\$49,021.90	\$43.19	\$449.74
NET RETURN TO MANAGEMENT	\$944.67	\$0.95	\$16.01	(\$17,689.43)	(\$15.59)	(\$162.29)
NET RETURN TO LABOR-MGT	\$3,652.71	\$3.68	\$61.91	(\$13,344.35)	(\$11.76)	(\$122.43)

*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.