

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

	1997-2001 Average	2002
Number of Farms	14	11
Crop Acres	269	230
Acres Owned	60	16
Acres Rented	209	214
Yield / Acre	169.5	173.9
Bushels	32,889	29,089
Operator Percentage	72.19%	72.74%
Gross Income / Acre	\$326.13	\$355.18
Variable Costs / Acre	\$231.22	\$284.14
Total Expense / Acre	\$318.47	\$375.18
Gross Income / Bushel	\$2.67	\$2.81
Total Expense / Bushel	\$2.60	\$2.97

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$66,481.40	\$2.02	\$247.33	\$71,646.12	\$2.46	\$311.50
Patronage Refunds	1,266.71	0.04	4.71	643.85	0.02	2.80
Government Payments	16,751.75	0.51	62.32	4,851.31	0.17	21.09
Miscellaneous Income	2,722.51	0.08	10.13	3,453.21	0.12	15.01
Crop Insurance Proceeds	442.47	0.01	1.65	1,097.21	0.04	4.77
OTHER INCOME	\$21,183.44	\$0.64	\$78.81	10,045.58	\$0.35	\$43.68
GROSS INCOME	\$87,664.83	\$2.67	\$326.13	\$81,691.70	\$2.81	\$355.18
EXPENSES:						
Labor Hired	\$4,089.60	\$0.12	\$15.21	\$3,727.04	\$0.13	\$16.20
General Machinery Repairs	6,224.65	0.19	23.16	6,644.83	0.23	28.89
Irrigation Equipment Repairs	2,097.90	0.06	7.80	940.32	0.03	4.09
Interest Paid	4,124.68	0.13	15.34	3,834.63	0.13	16.67
Seed / Other Crop Expense	8,924.98	0.27	33.20	10,728.27	0.37	46.64
Crop Insurance	972.77	0.03	3.62	1,339.58	0.05	5.82
Fertilizer / Lime	12,243.83	0.37	45.55	12,676.26	0.44	55.11
Machine Hire - Lease	2,154.52	0.07	8.02	1,551.40	0.05	6.75
Farm Org Fees / Travel / Publ	760.16	0.02	2.83	1,205.71	0.04	5.24
Gas / Fuel / Oil	3,155.26	0.10	11.74	4,207.59	0.14	18.29
Irrigation Fuel - Pumping	2,646.13	0.08	9.84	3,190.25	0.11	13.87
Crop Storage & Marketing	719.40	0.02	2.68	-	-	-
Personal Property Tax	157.26	0.00	0.59	238.48	0.01	1.04
General Farm Insurance	916.07	0.03	3.41	1,146.57	0.04	4.99
Utilities	1,017.09	0.03	3.78	1,501.17	0.05	6.53
Cash Farm Rent	1,830.34	0.06	6.81	2,360.59	0.08	10.26
Herbicide / Insecticide	9,715.94	0.30	36.15	9,608.74	0.33	41.78
Conservation	38.46	0.00	0.14	5.28	0.00	0.02
Auto Expense	363.83	0.01	1.35	445.83	0.02	1.94
TOTAL VARIABLE COSTS	\$62,152.86	\$1.89	\$231.22	\$65,352.54	\$2.25	\$284.14
RETURN ABOVE VARIABLE COSTS	\$25,511.97	\$0.78	\$94.91	\$16,339.16	\$0.56	\$71.04
Depreciation	7,188.62	0.22	26.74	8,966.75	0.31	38.99
Real Estate Tax	970.69	0.03	3.61	1,027.45	0.04	4.47
Unpaid Operator Labor	5,911.09	0.18	21.99	5,705.00	0.20	24.80
Interest Charge *	1,915.68	0.06	7.13	2,955.89	0.10	12.85
TOTAL FIXED COSTS	\$15,986.08	\$0.49	\$59.47	\$18,655.09	\$0.64	\$81.11
Land Charge **	\$7,466.89	\$0.23	\$27.78	\$2,284.32	\$0.08	\$9.93
TOTAL EXPENSE	\$85,605.83	\$2.60	\$318.47	\$86,291.95	\$2.97	\$375.18
NET RETURN TO MANAGEMENT	\$2,059.01	\$0.06	\$7.66	(\$4,600.25)	(\$0.16)	(\$20.00)
NET RETURN TO LABOR-MGT	\$12,059.69	\$0.37	\$44.86	\$4,831.79	\$0.17	\$21.01

*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.