

**SOUTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**NONIRRIGATED WHEAT**

	1997-2001 Average	2002
Number of Farms	99	96
Crop Acres	758	824
Acres Owned	163	155
Acres Rented	595	669
Yield / Acre	46.3	36.9
Bushels	26,462	23,458
Operator Percentage	75.46%	77.23%
Gross Income / Acre	\$132.26	\$122.25
Variable Costs / Acre	\$79.18	\$77.74
Total Expense / Acre	\$122.05	\$118.06
Gross Income / Bushel	\$3.79	\$4.29
Total Expense / Bushel	\$3.50	\$4.15

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$72,569.89	\$2.74	\$95.74	\$83,186.14	\$3.55	\$100.95
Patronage Refunds	1,515.73	0.06	2.00	1,320.37	0.06	1.60
Government Payments	22,662.38	0.86	29.90	8,429.76	0.36	10.23
Miscellaneous Income	2,258.01	0.09	2.98	2,563.27	0.11	3.11
Crop Insurance Proceeds	1,249.47	0.05	1.65	5,238.10	0.22	6.36
OTHER INCOME	\$27,685.60	\$1.05	\$36.52	\$17,551.50	\$0.75	\$21.30
<b>GROSS INCOME</b>	<b>\$100,255.49</b>	<b>\$3.79</b>	<b>\$132.26</b>	<b>\$100,737.64</b>	<b>\$4.29</b>	<b>\$122.25</b>
<b>EXPENSES:</b>						
Labor Hired	\$3,897.44	\$0.15	\$5.14	\$3,771.82	\$0.16	\$4.58
General Machinery Repairs	10,370.06	0.39	13.68	9,218.30	0.39	11.19
Interest Paid	6,656.54	0.25	8.78	6,813.73	0.29	8.27
Seed / Other Crop Expense	4,275.00	0.16	5.64	5,463.13	0.23	6.63
Crop Insurance	1,950.05	0.07	2.57	2,344.23	0.10	2.84
Fertilizer / Lime	11,590.55	0.44	15.29	12,236.98	0.52	14.85
Machine Hire - Lease	4,370.38	0.17	5.77	5,496.50	0.23	6.67
Farm Org Fees / Travel / Publ	1,108.05	0.04	1.46	1,264.92	0.05	1.54
Gas / Fuel / Oil	5,223.14	0.20	6.89	5,548.70	0.24	6.73
Crop Storage & Marketing	330.28	0.01	0.44	235.42	0.01	0.29
Personal Property Tax	215.54	0.01	0.28	263.64	0.01	0.32
General Farm Insurance	1,167.64	0.04	1.54	1,618.07	0.07	1.96
Utilities	1,587.35	0.06	2.09	1,640.41	0.07	1.99
Cash Farm Rent	2,898.18	0.11	3.82	3,724.95	0.16	4.52
Herbicide / Insecticide	3,836.54	0.14	5.06	3,969.10	0.17	4.82
Conservation	20.92	0.00	0.03	22.54	0.00	0.03
Auto Expense	522.82	0.02	0.69	425.94	0.02	0.52
<b>TOTAL VARIABLE COSTS</b>	<b>\$60,020.48</b>	<b>\$2.27</b>	<b>\$79.18</b>	<b>\$64,058.38</b>	<b>\$2.73</b>	<b>\$77.74</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$40,235.01</b>	<b>\$1.52</b>	<b>\$53.08</b>	<b>\$36,679.26</b>	<b>\$1.56</b>	<b>\$44.51</b>
Depreciation	9,304.61	0.35	12.28	10,040.79	0.43	12.19
Real Estate Tax	1,355.59	0.05	1.79	1,769.50	0.08	2.15
Unpaid Operator Labor	14,950.72	0.56	19.72	14,381.95	0.61	17.45
Interest Charge *	144.68	0.01	0.19	242.83	0.01	0.29
<b>TOTAL FIXED COSTS</b>	<b>\$25,755.60</b>	<b>\$0.97</b>	<b>\$33.98</b>	<b>26,435.07</b>	<b>\$1.13</b>	<b>\$32.08</b>
Land Charge **	\$6,737.32	\$0.25	\$8.89	\$6,789.21	\$0.29	\$8.24
<b>TOTAL EXPENSE</b>	<b>\$92,513.39</b>	<b>\$3.50</b>	<b>\$122.05</b>	<b>\$97,282.66</b>	<b>\$4.15</b>	<b>\$118.06</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$7,742.09</b>	<b>\$0.29</b>	<b>\$10.21</b>	<b>\$3,454.98</b>	<b>\$0.15</b>	<b>\$4.19</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$26,590.26</b>	<b>\$1.00</b>	<b>\$35.08</b>	<b>\$21,608.75</b>	<b>\$0.92</b>	<b>\$26.22</b>

\*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.