

**SOUTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002**  
**FLOOD IRRIGATED WHEAT**

	1997-2001 Average	2002
Number of Farms	27	13
Crop Acres	199	220
Acres Owned	24	13
Acres Rented	175	207
Yield / Acre	50.0	36.3
Bushels	7,475	5,911
Operator Percentage	74.98%	73.96%
Gross Income / Acre	\$147.84	\$126.51
Variable Costs / Acre	\$127.32	\$134.38
Total Expense / Acre	\$168.39	\$174.44
Gross Income / Bushel	\$3.94	\$4.71
Total Expense / Bushel	\$4.49	\$6.49

	Total Dollars	\$/ Bushel	\$/ Acre	Total Dollars	\$/ Bushel	\$/ Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$18,931.53	\$2.53	\$94.94	\$20,821.52	\$3.52	\$94.64
Patronage Refunds	525.66	0.07	2.64	284.62	0.05	1.29
Government Payments	8,803.89	1.18	44.15	3,726.88	0.63	16.94
Miscellaneous Income	778.72	0.10	3.91	1,282.29	0.22	5.83
Crop Insurance Proceeds	438.59	0.06	2.20	1,716.85	0.29	7.80
OTHER INCOME	\$10,546.87	\$1.41	\$52.89	\$7,010.64	\$1.19	\$31.87
<b>GROSS INCOME</b>	<b>\$29,478.40</b>	<b>\$3.94</b>	<b>\$147.84</b>	<b>\$27,832.16</b>	<b>\$4.71</b>	<b>\$126.51</b>
<b>EXPENSES:</b>						
Labor Hired	\$2,386.27	\$0.32	\$11.97	\$3,622.03	\$0.61	\$16.46
General Machinery Repairs	3,275.56	0.44	16.43	3,578.30	0.61	16.27
Irrigation Equipment Repairs	1,020.72	0.14	5.12	773.25	0.13	3.51
Interest Paid	2,007.15	0.27	10.07	1,769.61	0.30	8.04
Seed / Other Crop Expense	821.86	0.11	4.12	1,039.38	0.18	4.72
Crop Insurance	980.88	0.13	4.92	989.12	0.17	4.50
Fertilizer / Lime	2,510.53	0.34	12.59	1,880.97	0.32	8.55
Machine Hire - Lease	3,039.93	0.41	15.25	2,211.70	0.37	10.05
Farm Org Fees / Travel / Publ	386.37	0.05	1.94	391.75	0.07	1.78
Gas / Fuel / Oil	1,617.28	0.22	8.11	2,224.92	0.38	10.11
Irrigation Fuel - Pumping	3,165.19	0.42	15.87	5,279.08	0.89	24.00
Crop Storage & Marketing	254.05	0.03	1.27	197.72	0.03	0.90
Personal Property Tax	144.67	0.02	0.73	105.85	0.02	0.48
General Farm Insurance	553.87	0.07	2.78	741.74	0.13	3.37
Utilities	668.79	0.09	3.35	754.61	0.13	3.43
Cash Farm Rent	551.45	0.07	2.77	1,313.65	0.22	5.97
Herbicide / Insecticide	1,763.05	0.24	8.84	2,571.37	0.44	11.69
Conservation	3.25	0.00	0.02	-	-	-
Auto Expense	237.03	0.03	1.19	118.05	0.02	0.54
<b>TOTAL VARIABLE COSTS</b>	<b>\$25,387.89</b>	<b>\$3.40</b>	<b>\$127.32</b>	<b>\$29,563.10</b>	<b>\$5.00</b>	<b>\$134.38</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$4,090.51</b>	<b>\$0.55</b>	<b>\$20.51</b>	<b>(\$1,730.94)</b>	<b>(\$0.29)</b>	<b>(\$7.87)</b>
Depreciation	2,912.53	0.39	14.61	3,275.47	0.55	14.89
Real Estate Tax	248.89	0.03	1.25	201.04	0.03	0.91
Unpaid Operator Labor	3,511.37	0.47	17.61	3,914.56	0.66	17.79
Interest Charge *	452.09	0.06	2.27	1,052.33	0.18	4.78
<b>TOTAL FIXED COSTS</b>	<b>\$7,124.89</b>	<b>\$0.95</b>	<b>\$35.73</b>	<b>\$8,443.40</b>	<b>\$1.43</b>	<b>\$38.38</b>
Land Charge **	\$1,063.60	\$0.14	\$5.33	\$370.10	\$0.06	\$1.68
<b>TOTAL EXPENSE</b>	<b>\$33,576.38</b>	<b>\$4.49</b>	<b>\$168.39</b>	<b>\$38,376.60</b>	<b>\$6.49</b>	<b>\$174.44</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$4,097.98)</b>	<b>(\$0.55)</b>	<b>(\$20.55)</b>	<b>(\$10,544.44)</b>	<b>(\$1.78)</b>	<b>(\$47.93)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$1,799.65</b>	<b>\$0.24</b>	<b>\$9.03</b>	<b>(\$3,007.85)</b>	<b>(\$0.51)</b>	<b>(\$13.67)</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.