

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

	1997-2001 Average	2002
Number of Farms	24	15
Crop Acres	232	169
Acres Owned	32	20
Acres Rented	200	149
Yield / Acre	174.4	169.7
Bushels	31,089	23,899
Operator Percentage	76.91%	83.33%
Gross Income / Acre	\$387.46	\$377.23
Variable Costs / Acre	\$305.30	\$366.77
Total Expense / Acre	\$397.63	\$443.97
Gross Income / Bushel	\$2.89	\$2.67
Total Expense / Bushel	\$2.96	\$3.14

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$69,794.69	\$2.24	\$301.10	\$54,891.64	\$2.30	\$324.80
Patronage Refunds	597.87	0.02	2.58	315.67	0.01	1.87
Government Payments	16,008.93	0.51	69.06	5,353.34	0.22	31.68
Miscellaneous Income	1,976.41	0.06	8.53	2,225.76	0.09	13.17
Crop Insurance Proceeds	1,434.42	0.05	6.19	966.10	0.04	5.72
OTHER INCOME	\$20,017.63	\$0.64	\$86.36	\$8,860.87	\$0.37	\$52.43
GROSS INCOME	\$89,812.32	\$2.89	\$387.46	\$63,752.51	\$2.67	\$377.23
EXPENSES:						
Labor Hired	\$3,972.14	\$0.13	\$17.14	\$3,349.69	\$0.14	\$19.82
General Machinery Repairs	6,113.40	0.20	26.37	5,079.43	0.21	30.06
Irrigation Equipment Repairs	1,781.80	0.06	7.69	3,757.18	0.16	22.23
Interest Paid	3,614.94	0.12	15.60	2,090.11	0.09	12.37
Seed / Other Crop Expense	10,048.15	0.32	43.35	8,001.55	0.33	47.35
Crop Insurance	2,485.47	0.08	10.72	1,430.88	0.06	8.47
Fertilizer / Lime	10,297.15	0.33	44.42	5,951.91	0.25	35.22
Machine Hire - Lease	6,506.76	0.21	28.07	5,358.80	0.22	31.71
Farm Org Fees / Travel / Publ	737.35	0.02	3.18	770.49	0.03	4.56
Gas / Fuel / Oil	2,962.59	0.10	12.78	2,431.57	0.10	14.39
Irrigation Fuel - Pumping	6,456.96	0.21	27.86	9,163.92	0.38	54.22
Crop Storage & Marketing	356.41	0.01	1.54	503.87	0.02	2.98
Personal Property Tax	230.59	0.01	0.99	185.47	0.01	1.10
General Farm Insurance	1,215.79	0.04	5.25	1,520.19	0.06	9.00
Utilities	1,246.78	0.04	5.38	1,748.98	0.07	10.35
Cash Farm Rent	2,490.64	0.08	10.74	2,444.06	0.10	14.46
Herbicide / Insecticide	9,960.90	0.32	42.97	7,868.62	0.33	46.56
Conservation	7.00	0.00	0.03	-	-	-
Auto Expense	284.24	0.01	1.23	327.73	0.01	1.94
TOTAL VARIABLE COSTS	\$70,769.05	\$2.28	\$305.30	\$61,984.45	\$2.59	\$366.77
RETURN ABOVE VARIABLE COSTS	\$19,043.27	\$0.61	\$82.15	\$1,768.06	\$0.07	\$10.46
Depreciation	6,352.61	0.20	27.41	1,667.57	0.07	9.87
Real Estate Tax	374.12	0.01	1.61	441.49	0.02	2.61
Unpaid Operator Labor	7,410.09	0.24	31.97	6,472.02	0.27	38.30
Interest Charge *	2,664.04	0.09	11.49	2,162.58	0.09	12.80
TOTAL FIXED COSTS	\$16,800.86	\$0.54	\$72.48	\$10,743.66	\$0.45	\$63.57
Land Charge **	\$4,599.85	\$0.15	\$19.84	\$2,302.66	\$0.10	\$13.63
TOTAL EXPENSE	\$92,169.76	\$2.96	\$397.63	\$75,030.77	\$3.14	\$443.97
NET RETURN TO MANAGEMENT	(\$2,357.44)	(\$0.08)	(\$10.17)	(\$11,278.26)	(\$0.47)	(\$66.74)
NET RETURN TO LABOR-MGT	\$9,024.79	\$0.29	\$38.93	(\$1,456.55)	(\$0.06)	(\$8.62)

*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.