

**KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2007
IRRIGATED CORN: STATE AVERAGES**

	2002-2006 Average			2007		
Number of Farms	105			94		
Crop Acres	400			473		
Acres Owned	103			141		
Acres Rented	297			333		
Yield / Acre	183			200		
Bushels	60,247			81,147		
Operator Percentage	82.18%			85.63%		
Gross Income / Acre	\$437.42			\$696.25		
Variable Costs / Acre	\$327.82			\$385.51		
Total Expense / Acre	\$420.99			\$518.23		
Gross Income / Bushel	\$2.90			\$4.06		
Total Expense / Bushel	\$2.79			\$3.02		
	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
INCOME:						
Corn (Operator's Share)	\$149,082.34	\$2.47	\$372.89	\$313,562.02	\$3.86	\$662.92
Patronage Refunds	\$509.45	0.01	1.27	\$1,595.71	0.02	3.37
Government Payments	\$19,211.76	0.32	48.05	\$12,547.08	0.15	26.53
Miscellaneous Income	\$2,262.61	0.04	5.66	\$2,108.33	0.03	4.46
Crop Insurance Proceeds	\$3,814.83	0.06	9.54	\$1,540.01	0.02	3.26
Crop Futures	-	-	-	(\$2,028.44)	(0.02)	(4.29)
OTHER INCOME	\$25,798.66	\$0.43	\$64.53	\$15,762.69	\$0.19	\$33.32
GROSS INCOME	\$174,881.00	\$2.90	\$437.42	\$329,324.71	\$4.06	\$696.25
EXPENSES:						
Labor Hired	\$4,482.68	\$0.07	\$11.21	\$7,826.91	\$0.10	\$16.55
General Machinery Repairs	\$7,705.01	0.13	19.27	\$9,955.67	0.12	21.05
Irrigation Equipment Repairs	\$3,148.59	0.05	7.88	\$4,657.67	0.06	9.85
Interest Paid	\$8,806.95	0.15	22.03	\$13,592.28	0.17	28.74
Seed / Other Crop Expense	\$18,009.85	0.30	45.05	\$25,935.54	0.32	54.83
Crop Insurance	\$4,769.40	0.08	11.93	\$7,493.82	0.09	15.84
Fertilizer / Lime	\$19,736.68	0.33	49.37	\$36,285.42	0.45	76.71
Machine Hire - Lease	\$6,682.67	0.11	16.72	\$6,649.71	0.08	14.06
Farm Org Fees / Travel / Publ	\$1,277.78	0.02	3.20	\$1,553.26	0.02	3.28
Gas / Fuel / Oil	\$6,751.20	0.11	16.89	\$9,983.28	0.12	21.11
Irrigation Fuel - Pumping	\$23,776.70	0.39	59.47	\$27,463.64	0.34	58.06
Crop Storage & Marketing	\$802.14	0.01	2.01	\$446.77	0.01	0.94
Personal Property Tax	\$289.97	0.00	0.73	\$434.27	0.01	0.92
General Farm Insurance	\$2,430.76	0.04	6.08	\$2,928.67	0.04	6.19
Utilities	\$1,523.81	0.03	3.81	\$1,826.95	0.02	3.86
Cash Farm Rent	\$6,081.07	0.10	15.21	\$7,713.59	0.10	16.31
Herbicide / Insecticide	\$14,189.34	0.24	35.49	\$16,814.58	0.21	35.55
Conservation	\$31.83	0.00	0.08	\$142.56	0.00	0.30
Auto Expense	\$565.72	0.01	1.42	\$642.82	0.01	1.36
TOTAL VARIABLE COSTS	\$131,062.14	\$2.18	\$327.82	\$182,347.41	\$2.25	\$385.51
RETURN ABOVE VARIABLE COSTS	\$43,818.86	\$0.73	\$109.60	\$146,977.30	\$1.81	\$310.73
Depreciation	\$11,540.01	0.19	28.86	\$13,546.20	0.17	28.64
Real Estate Tax	\$1,190.29	0.02	2.98	\$1,316.67	0.02	2.78
Unpaid Operator Labor	\$7,022.10	0.12	17.56	\$10,531.23	0.13	22.26
Interest Charge *	\$2,502.77	0.04	6.26	\$867.81	0.01	1.83
TOTAL FIXED COSTS	\$22,255.16	\$0.37	\$55.67	\$26,261.91	\$0.32	\$55.52
Land Charge **	\$14,995.26	\$0.25	\$37.51	\$36,514.90	\$0.45	\$77.20
TOTAL EXPENSE	\$168,312.56	\$2.79	\$420.99	\$245,124.22	\$3.02	\$518.23
NET RETURN TO MANAGEMENT	\$6,568.44	\$0.11	\$16.43	\$84,200.49	\$1.04	\$178.01
NET RETURN TO LABOR-MGT	\$18,073.22	\$0.30	\$45.21	\$102,558.63	\$1.26	\$216.83

*Interest charge equals: ((8.0% times three-fourths the variable costs minus interest paid) 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.