

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

	2002-2006 Average			2007		
Number of Farms	28			9		
Crop Acres	104			114		
Acres Owned	28			51		
Acres Rented	76			63		
Yield / Acre	92			112		
Bushels	7,433			10,476		
Operator Percentage	77.44%			81.79%		
Gross Income / Acre	\$212.31			\$404.13		
Variable Costs / Acre	\$196.48			\$278.41		
Total Expense / Acre	\$265.86			\$399.69		
Gross Income / Bushel	\$2.98			\$4.40		
Total Expense / Bushel	\$3.73			\$4.35		
	<b>Total Dollars</b>	<b>\$/Bushel</b>	<b>\$/Acre</b>	<b>Total Dollars</b>	<b>\$/Bushel</b>	<b>\$/Acre</b>
<b>INCOME:</b>						
Grain Sorghum (Operator's Share)	\$16,707.57	\$2.25	\$160.03	\$42,763.60	\$4.08	\$375.12
Patronage Refunds	\$93.87	0.01	0.90	\$262.93	0.03	2.31
Government Payments	\$3,532.88	0.48	33.84	\$2,511.50	0.24	22.03
Miscellaneous Income	\$277.06	0.04	2.65	\$454.72	0.04	3.99
Crop Insurance Proceeds	\$1,554.12	0.21	14.89	\$78.60	0.01	0.69
Crop Futures	-	-	-	\$0.00	0.00	0.00
OTHER INCOME	\$5,457.93	\$0.73	\$52.28	\$3,307.75	\$0.32	\$29.02
<b>GROSS INCOME</b>	<b>\$22,165.49</b>	<b>\$2.98</b>	<b>\$212.31</b>	<b>\$46,071.35</b>	<b>\$4.40</b>	<b>\$404.13</b>
<b>EXPENSES:</b>						
Labor Hired	\$956.86	\$0.13	\$9.17	\$1,760.08	\$0.17	\$15.44
General Machinery Repairs	\$2,043.98	0.27	19.58	\$1,499.28	0.14	13.15
Irrigation Equipment Repairs	\$850.00	0.11	8.14	\$1,706.31	0.16	14.97
Interest Paid	\$1,025.46	0.14	9.82	\$1,857.56	0.18	16.29
Seed / Other Crop Expense	\$1,468.00	0.20	14.06	\$3,100.10	0.30	27.19
Crop Insurance	\$701.74	0.09	6.72	\$1,237.08	0.12	10.85
Fertilizer / Lime	\$2,987.65	0.40	28.62	\$5,459.37	0.52	47.89
Machine Hire - Lease	\$1,234.16	0.17	11.82	\$744.25	0.07	6.53
Farm Org Fees / Travel / Publ	\$224.64	0.03	2.15	\$240.67	0.02	2.11
Gas / Fuel / Oil	\$1,510.78	0.20	14.47	\$2,390.14	0.23	20.97
Irrigation Fuel - Pumping	\$3,311.72	0.45	31.72	\$6,187.61	0.59	54.28
Crop Storage & Marketing	\$58.38	0.01	0.56	\$63.93	0.01	0.56
Personal Property Tax	\$75.88	0.01	0.73	\$24.66	0.00	0.22
General Farm Insurance	\$456.85	0.06	4.38	\$333.91	0.03	2.93
Utilities	\$474.35	0.06	4.54	\$247.36	0.02	2.17
Cash Farm Rent	\$446.32	0.06	4.28	\$87.83	0.01	0.77
Herbicide / Insecticide	\$2,523.34	0.34	24.17	\$4,716.36	0.45	41.37
Conservation	\$5.09	0.00	0.05	\$0.00	0.00	0.00
Auto Expense	\$156.85	0.02	1.50	\$82.64	0.01	0.72
<b>TOTAL VARIABLE COSTS</b>	<b>\$20,512.04</b>	<b>\$2.76</b>	<b>\$196.48</b>	<b>\$31,739.14</b>	<b>\$3.03</b>	<b>\$278.41</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$1,653.45</b>	<b>\$0.22</b>	<b>\$15.84</b>	<b>\$14,332.21</b>	<b>\$1.37</b>	<b>\$125.72</b>
Depreciation	\$1,942.70	0.26	18.61	\$2,109.31	0.20	18.50
Real Estate Tax	\$296.56	0.04	2.84	\$440.51	0.04	3.86
Unpaid Operator Labor	\$2,322.53	0.31	22.25	\$1,829.37	0.17	16.05
Interest Charge *	\$766.94	0.10	7.35	\$610.31	0.06	5.35
<b>TOTAL FIXED COSTS</b>	<b>\$5,328.72</b>	<b>\$0.72</b>	<b>\$51.04</b>	<b>\$4,989.50</b>	<b>\$0.48</b>	<b>\$43.77</b>
Land Charge **	\$1,914.74	\$0.26	\$18.34	\$8,835.73	\$0.84	\$77.51
<b>TOTAL EXPENSE</b>	<b>\$27,755.50</b>	<b>\$3.73</b>	<b>\$265.86</b>	<b>\$45,564.37</b>	<b>\$4.35</b>	<b>\$399.69</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$5,590.01)</b>	<b>(\$0.75)</b>	<b>(\$53.54)</b>	<b>\$506.98</b>	<b>\$0.05</b>	<b>\$4.45</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>(\$2,310.62)</b>	<b>(\$0.31)</b>	<b>(\$22.13)</b>	<b>\$4,096.43</b>	<b>\$0.39</b>	<b>\$35.93</b>

\*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.