

**SOUTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2007
CONSERVATION RESERVE PROGRAM**

	2002-2006 Average	2007
Number of Farms	31	16
Crop Acres	449	293
Acres Owned	250	130
Acres Rented	199	163
Gross Income / Acre	\$30.99	\$29.31
Variable Costs / Acre	\$4.18	\$4.78
Total Expense / Acre	\$8.12	\$7.58

	Total Dollars	\$/Acre	Total Dollars	\$/Acre
INCOME:				
Patronage Refunds	17.18	\$0.04	0.00	\$0.00
Government Payments	13,859.23	30.89	8,584.61	29.30
Miscellaneous Income	23.60	0.05	2.05	0.01
OTHER INCOME	\$13,900.01	\$30.99	\$8,586.66	\$29.31
GROSS INCOME	\$13,900.01	\$30.99	\$8,586.66	\$29.31
EXPENSES:				
Labor Hired	21.30	\$0.05	\$0.00	\$0.00
General Machinery Repairs	73.80	0.16	48.20	0.16
Interest Paid	484.53	1.08	510.74	1.74
Seed / Other Crop Expense	580.77	1.29	0.00	0.00
Fertilizer / Lime	0.00	0.00	0.00	0.00
Machine Hire - Lease	67.37	0.15	0.00	0.00
Farm Org Fees / Travel / Publ	79.21	0.18	89.31	0.30
Gas / Fuel / Oil	157.49	0.35	153.85	0.53
Personal Property Tax	40.38	0.09	59.90	0.20
General Farm Insurance	122.75	0.27	200.90	0.69
Utilities	65.06	0.15	262.87	0.90
Cash Farm Rent	21.00	0.05	0.00	0.00
Herbicide / Insecticide	39.79	0.09	14.17	0.05
Conservation	83.35	0.19	0.00	0.00
Auto Expense	39.69	0.09	61.76	0.21
TOTAL VARIABLE COSTS	\$1,876.49	\$4.18	\$1,401.70	\$4.78
RETURN ABOVE VARIABLE COSTS	\$12,023.52	\$26.80	\$7,184.96	\$24.52
Depreciation	244.05	0.54	23.48	0.08
Real Estate Tax	977.96	2.18	652.92	2.23
Unpaid Operator Labor	543.57	1.21	142.97	0.49
Interest Charge *	0.00	0.00	0.00	0.00
TOTAL FIXED COSTS	\$1,765.57	\$3.94	\$819.37	\$2.80
TOTAL EXPENSE	\$3,642.07	\$8.12	\$2,221.07	\$7.58
NET RETURN TO MANAGEMENT	\$10,257.95	\$22.87	\$6,365.59	\$21.73
NET RETURN TO LABOR-MGT	\$10,822.82	\$24.13	\$6,508.56	\$22.21

*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.

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.