

**SOUTHWEST KANSAS FARM MANAGEMENT ASSOCIATION  
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2007  
NONIRRIGATED WHEAT**

	2002-2006 Average	2007
Number of Farms	54	25
Crop Acres	601	615
Acres Owned	184	264
Acres Rented	417	351
Yield / Acre	28	48
Bushels	13,565	25,084
Operator Percentage	79.29%	84.62%
Gross Income / Acre	\$114.49	\$303.44
Variable Costs / Acre	\$80.71	\$121.18
Total Expense / Acre	\$124.98	\$214.08
Gross Income / Bushel	\$5.07	\$7.44
Total Expense / Bushel	\$5.54	\$5.25

	Total Dollars	\$/Bushel	\$/Acre	Total Dollars	\$/Bushel	\$/Acre
<b>INCOME:</b>						
Wheat (Operator's Share)	\$46,602.22	\$3.44	\$77.54	\$166,778.24	\$6.65	\$271.18
Patronage Refunds	\$284.54	0.02	0.47	\$1,073.14	0.04	1.74
Government Payments	\$14,506.37	1.07	24.14	\$13,534.85	0.54	22.01
Miscellaneous Income	\$967.06	0.07	1.61	\$1,166.13	0.05	1.90
Crop Insurance Proceeds	\$6,449.91	0.48	10.73	\$3,854.48	0.15	6.27
Crop Futures	-	-	-	\$209.92	0.01	0.34
OTHER INCOME	\$22,207.87	\$1.64	\$36.95	\$19,838.52	\$0.79	\$32.26
<b>GROSS INCOME</b>	<b>\$68,810.09</b>	<b>\$5.07</b>	<b>\$114.49</b>	<b>\$186,616.76</b>	<b>\$7.44</b>	<b>\$303.44</b>
<b>EXPENSES:</b>						
Labor Hired	\$3,347.95	\$0.25	\$5.57	\$4,577.35	\$0.18	\$7.44
General Machinery Repairs	\$6,739.15	0.50	11.21	\$8,541.16	0.34	13.89
Interest Paid	\$3,542.14	0.26	5.89	\$4,716.84	0.19	7.67
Seed / Other Crop Expense	\$1,691.31	0.12	2.81	\$2,092.05	0.08	3.40
Crop Insurance	\$2,636.35	0.19	4.39	\$5,557.89	0.22	9.04
Fertilizer / Lime	\$6,786.94	0.50	11.29	\$14,002.92	0.56	22.77
Machine Hire - Lease	\$4,920.09	0.36	8.19	\$5,859.31	0.23	9.53
Farm Org Fees / Travel / Publ	\$1,005.76	0.07	1.67	\$1,054.81	0.04	1.72
Gas / Fuel / Oil	\$6,484.69	0.48	10.79	\$9,876.92	0.39	16.06
Crop Storage & Marketing	\$305.36	0.02	0.51	\$97.92	0.00	0.16
Personal Property Tax	\$284.43	0.02	0.47	\$314.42	0.01	0.51
General Farm Insurance	\$1,614.70	0.12	2.69	\$2,277.28	0.09	3.70
Utilities	\$1,901.33	0.14	3.16	\$3,389.30	0.14	5.51
Cash Farm Rent	\$1,047.92	0.08	1.74	\$0.00	0.00	0.00
Herbicide / Insecticide	\$5,521.65	0.41	9.19	\$11,620.86	0.46	18.90
Conservation	\$95.03	0.01	0.16	\$0.00	0.00	0.00
Auto Expense	\$581.06	0.04	0.97	\$546.88	0.02	0.89
<b>TOTAL VARIABLE COSTS</b>	<b>\$48,505.86</b>	<b>\$3.58</b>	<b>\$80.71</b>	<b>\$74,525.91</b>	<b>\$2.97</b>	<b>\$121.18</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$20,304.24</b>	<b>\$1.50</b>	<b>\$33.78</b>	<b>\$112,090.85</b>	<b>\$4.47</b>	<b>\$182.26</b>
Depreciation	\$6,998.82	0.52	11.65	\$8,925.12	0.36	14.51
Real Estate Tax	\$1,710.11	0.13	2.85	\$2,438.64	0.10	3.97
Unpaid Operator Labor	\$9,981.47	0.74	16.61	\$16,582.85	0.66	26.96
Interest Charge *	\$1,499.73	0.11	2.50	\$2,327.74	0.09	3.78
<b>TOTAL FIXED COSTS</b>	<b>\$20,190.13</b>	<b>\$1.49</b>	<b>\$33.59</b>	<b>\$30,274.35</b>	<b>\$1.21</b>	<b>\$49.23</b>
Land Charge **	\$6,418.73	\$0.47	\$10.68	\$26,858.64	\$1.07	\$43.67
<b>TOTAL EXPENSE</b>	<b>\$75,114.72</b>	<b>\$5.54</b>	<b>\$124.98</b>	<b>\$131,658.90</b>	<b>\$5.25</b>	<b>\$214.08</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$6,304.62)</b>	<b>(\$0.46)</b>	<b>(\$10.49)</b>	<b>\$54,957.86</b>	<b>\$2.19</b>	<b>\$89.36</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$7,024.80</b>	<b>\$0.52</b>	<b>\$11.69</b>	<b>\$76,118.06</b>	<b>\$3.03</b>	<b>\$123.77</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.