

NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
NO-TILL NONIRRIGATED CORN

	1997-2001 Average	2002
Number of Farms	56	35
Crop Acres	301	401
Acres Owned	82	162
Acres Rented	219	239
Yield / Acre	77.1	0.94
Bushels	18,470	297
Operator Percentage	79.60%	78.79%
Gross Income / Acre	\$169.48	\$109.96
Variable Costs / Acre	\$136.99	\$100.86
Total Expense / Acre	\$175.78	\$120.26
Gross Income / Bushel	\$2.76	\$148.47
Total Expense / Bushel	\$2.86	\$162.37

	Total Dollars	\$ / Bushel	\$ / Acre	Total Dollars	\$ / Bushel	\$ / Acre
INCOME:						
Corn (Operator's Share)	\$36,012.87	\$1.95	\$119.72	\$934.20	\$3.15	\$2.33
Patronage Refunds	439.93	0.02	1.46	200.02	0.67	0.50
Government Payments	11,300.82	0.61	37.57	3,992.74	13.44	9.96
Miscellaneous Income	752.54	0.04	2.50	869.23	2.93	2.17
Crop Insurance Proceeds	2,472.34	0.13	8.22	38,098.74	128.28	95.01
OTHER INCOME	\$14,965.63	\$0.81	\$49.75	\$43,160.73	\$145.32	\$107.63
GROSS INCOME	\$50,978.49	\$2.76	\$169.48	\$44,094.93	\$148.47	\$109.96
EXPENSES:						
Labor Hired	\$1,156.24	\$0.06	\$3.84	\$1,140.22	\$3.84	\$2.84
General Machinery Repairs	3,807.12	0.21	12.66	2,487.46	8.38	6.20
Interest Paid	3,569.32	0.19	11.87	3,470.41	11.68	8.65
Seed / Other Crop Expense	5,695.50	0.31	18.93	7,323.34	24.66	18.26
Crop Insurance	1,621.54	0.09	5.39	2,233.49	7.52	5.57
Fertilizer / Lime	6,467.83	0.35	21.50	6,161.00	20.74	15.36
Machine Hire - Lease	3,448.16	0.19	11.46	734.35	2.47	1.83
Farm Org Fees / Travel / Publ	643.29	0.03	2.14	611.94	2.06	1.53
Gas / Fuel / Oil	1,578.95	0.09	5.25	1,068.68	3.60	2.67
Crop Storage & Marketing	196.79	0.01	0.65	85.44	0.29	0.21
Personal Property Tax	118.28	0.01	0.39	167.82	0.57	0.42
General Farm Insurance	683.80	0.04	2.27	855.65	2.88	2.13
Utilities	527.24	0.03	1.75	600.45	2.02	1.50
Cash Farm Rent	1,188.15	0.06	3.95	2,606.01	8.77	6.50
Herbicide / Insecticide	10,296.87	0.56	34.23	10,713.47	36.07	26.72
Conservation	18.93	0.00	0.06	4.84	0.02	0.01
Auto Expense	188.09	0.01	0.63	178.74	0.60	0.45
TOTAL VARIABLE COSTS	\$41,206.10	\$2.23	\$136.99	\$40,443.31	\$136.17	\$100.86
RETURN ABOVE VARIABLE COSTS	\$9,772.40	\$0.53	\$32.49	\$3,651.62	\$12.30	\$9.11
Depreciation	3,847.23	0.21	12.79	3,958.20	13.33	9.87
Real Estate Tax	574.13	0.03	1.91	716.44	2.41	1.79
Unpaid Operator Labor	2,543.08	0.14	8.45	2,817.70	9.49	7.03
Interest Charge *	186.63	0.01	0.62	222.81	0.75	0.56
TOTAL FIXED COSTS	\$7,151.08	\$0.39	\$23.77	\$7,715.15	\$25.98	\$19.24
Land Charge **	\$4,518.61	\$0.24	\$15.02	\$65.81	\$0.22	\$0.16
TOTAL EXPENSE	\$52,875.78	\$2.86	\$175.78	\$48,224.27	\$162.37	\$120.26
NET RETURN TO MANAGEMENT	(\$1,897.29)	(\$0.10)	(\$6.31)	(\$4,129.34)	(\$13.90)	(\$10.30)
NET RETURN TO LABOR-MGT	\$1,802.03	\$0.10	\$5.99	(\$171.42)	(\$0.58)	(\$0.43)

*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.