

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
NONIRRIGATED OILSEED SUNFLOWERS

	1996-2000 Average	2001
Number of Farms	11	6
Crop Acres	96	57
Acres Owned	26	29
Acres Rented	70	27
Yield / Acre	12.1	12.7
CWT	881	623
Operator Percentage	76.29%	85.99%
Gross Income / Acre	\$108.64	\$128.33
Variable Costs / Acre	\$104.92	\$82.82
Total Expense / Acre	\$137.23	\$146.60
Gross Income / CWT	\$11.79	\$11.74
Total Expense / CWT	\$14.89	\$13.41

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
INCOME:						
Sunflowers (Operator's Share)	\$7,816.85	\$8.87	\$81.77	\$5,740.77	\$9.21	\$100.72
Patronage Refunds	78.75	0.09	0.82	191.92	0.31	3.37
Government Payments	2,233.38	2.53	23.36	1,375.59	2.21	24.13
Miscellaneous Income	60.75	0.07	0.64	6.50	0.01	0.11
Crop Insurance Proceeds	195.84	0.22	2.05	-	-	-
OTHER INCOME	\$2,568.73	\$2.92	\$26.87	\$1,574.01	\$2.53	\$27.61
GROSS INCOME	\$10,385.58	\$11.79	\$108.64	\$7,314.78	\$11.74	\$128.33
EXPENSES:						
Labor Hired	\$384.95	\$0.44	\$4.03	\$266.27	\$0.43	\$4.67
General Machinery Repairs	1,280.18	1.45	13.39	692.03	1.11	12.14
Interest Paid	1,115.00	1.27	11.66	332.19	0.53	5.83
Seed / Other Crop Expense	1,211.23	1.37	12.67	632.17	1.01	11.09
Crop Insurance	227.46	0.26	2.38	23.00	0.04	0.40
Fertilizer / Lime	1,498.76	1.70	15.68	830.83	1.33	14.58
Machine Hire - Lease	462.36	0.52	4.84	68.48	0.11	1.20
Farm Org Fees / Travel / Publ	145.01	0.16	1.52	65.87	0.11	1.16
Gas / Fuel / Oil	601.35	0.68	6.29	373.78	0.60	6.56
Crop Storage & Marketing	2.54	0.00	0.03	-	-	-
Personal Property Tax	55.74	0.06	0.58	26.63	0.04	0.47
General Farm Insurance	212.58	0.24	2.22	126.09	0.20	2.21
Utilities	114.15	0.13	1.19	91.33	0.15	1.60
Cash Farm Rent	364.45	0.41	3.81	-	-	-
Herbicide / Insecticide	2,262.07	2.57	23.66	1,115.59	1.79	19.57
Conservation	4.35	0.00	0.05	3.33	0.01	0.06
Auto Expense	88.44	0.10	0.93	73.05	0.12	1.28
TOTAL VARIABLE COSTS	\$10,030.62	\$11.38	\$104.92	\$4,720.64	\$7.58	\$82.82
RETURN ABOVE VARIABLE COSTS	\$354.96	\$0.40	\$3.71	\$2,594.14	\$4.16	\$45.51
Depreciation	816.02	0.93	8.54	826.82	1.33	14.51
Real Estate Tax	154.23	0.18	1.61	171.31	0.27	3.01
Unpaid Operator Labor	1,399.06	1.59	14.63	1,140.00	1.83	20.00
Interest Charge *	43.62	0.05	0.46	215.63	0.35	3.78
TOTAL FIXED COSTS	\$2,412.93	\$2.74	\$25.24	2,353.76	\$3.78	\$41.29
Land Charge **	\$676.01	\$0.77	\$7.07	\$1,281.67	\$2.06	\$22.49
TOTAL EXPENSE	\$13,119.57	\$14.89	\$137.23	\$8,356.07	\$13.41	\$146.60
NET RETURN TO MANAGEMENT	(\$2,733.98)	(\$3.10)	(\$28.60)	(\$1,041.29)	(\$1.67)	(\$18.27)
NET RETURN TO LABOR-MGT	(\$949.96)	(\$1.08)	(\$9.94)	\$364.98	\$0.59	\$6.40

*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.