

NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001
IRRIGATED (ALL) OILSEED SUNFLOWERS

	1996-2000 Average	2001
Number of Farms	8	13
Crop Acres	116	144
Acres Owned	36	42
Acres Rented	79	101
Yield / Acre	16.1	17.2
Cwt	1,501	2,086
Operator Percentage	80.47%	84.37%
Gross Income / Acre	\$155.41	\$240.05
Variable Costs / Acre	\$135.46	\$178.10
Total Expense / Acre	\$184.03	\$235.28
Gross Income / Cwt	\$11.99	\$16.57
Total Expense / Cwt	\$14.20	\$16.24

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
INCOME:						
Sunflowers (Operator's Share)	\$13,120.21	\$8.74	\$113.30	\$21,933.62	\$10.51	\$152.32
Patronage Refunds	120.27	0.08	1.04	104.25	0.05	0.72
Government Payments	4,471.61	2.98	38.61	12,161.06	5.83	84.45
Miscellaneous Income	131.84	0.09	1.14	184.57	0.09	1.28
Crop Insurance Proceeds	153.07	0.10	1.32	184.32	0.09	1.28
OTHER INCOME	\$4,876.78	\$3.25	\$42.11	12,634.20	\$6.06	\$87.74
GROSS INCOME	\$17,997.00	\$11.99	\$155.41	\$34,567.82	\$16.57	\$240.05
EXPENSES:						
Labor Hired	\$861.81	\$0.57	\$7.44	\$1,448.24	\$0.69	\$10.06
General Machinery Repairs	1,343.86	0.90	11.61	3,658.00	1.75	25.40
Irrigation Equipment Repairs	731.98	0.49	6.32	610.39	0.29	4.24
Interest Paid	1,409.52	0.94	12.17	2,059.90	0.99	14.30
Seed / Other Crop Expense	1,893.97	1.26	16.36	2,797.03	1.34	19.42
Crop Insurance	237.25	0.16	2.05	504.41	0.24	3.50
Fertilizer / Lime	1,494.96	1.00	12.91	2,900.36	1.39	20.14
Machine Hire - Lease	1,503.09	1.00	12.98	1,450.97	0.70	10.08
Farm Org Fees / Travel / Publ	225.00	0.15	1.94	360.56	0.17	2.50
Gas / Fuel / Oil	780.65	0.52	6.74	1,902.28	0.91	13.21
Irrigation Fuel - Pumping	2,081.81	1.39	17.98	4,062.62	1.95	28.21
Crop Storage & Marketing	26.43	0.02	0.23	16.92	0.01	0.12
Personal Property Tax	60.36	0.04	0.52	77.41	0.04	0.54
General Farm Insurance	242.64	0.16	2.10	541.50	0.26	3.76
Utilities	184.52	0.12	1.59	350.29	0.17	2.43
Cash Farm Rent	590.35	0.39	5.10	1,014.79	0.49	7.05
Herbicide / Insecticide	1,898.62	1.27	16.40	1,785.85	0.86	12.40
Conservation	5.23	0.00	0.05	6.59	0.00	0.05
Auto Expense	113.72	0.08	0.98	98.83	0.05	0.69
TOTAL VARIABLE COSTS	\$15,685.77	\$10.45	\$135.46	\$25,646.94	\$12.29	\$178.10
RETURN ABOVE VARIABLE COSTS	\$2,311.22	\$1.54	\$19.96	\$8,920.88	\$4.28	\$61.95
Depreciation	1,692.23	1.13	14.61	2,499.34	1.20	17.36
Real Estate Tax	179.87	0.12	1.55	371.94	0.18	2.58
Unpaid Operator Labor	1,693.91	1.13	14.63	2,568.41	1.23	17.84
Interest Charge *	351.24	0.23	3.03	278.71	0.13	1.94
TOTAL FIXED COSTS	\$3,917.26	\$2.61	\$33.83	\$5,718.40	\$2.74	\$39.71
Land Charge **	\$1,708.04	\$1.14	\$14.75	\$2,514.69	\$1.21	\$17.46
TOTAL EXPENSE	\$21,311.07	\$14.20	\$184.03	\$33,880.03	\$16.24	\$235.28
NET RETURN TO MANAGEMENT	(\$3,314.07)	(\$2.21)	(\$28.62)	\$687.79	\$0.33	\$4.78
NET RETURN TO LABOR-MGT	(\$758.35)	(\$0.51)	(\$6.55)	\$4,704.44	\$2.26	\$32.67

*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.