

NORTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2002
NONIRRIGATED OILSEED SUNFLOWERS

	1997-2001 Average	2002
Number of Farms	10	11
Crop Acres	83	97
Acres Owned	28	36
Acres Rented	55	62
Yield / Acre	12.4	6.7
CWT	787	529
Operator Percentage	76.18%	81.40%
Gross Income / Acre	\$112.17	\$68.55
Variable Costs / Acre	\$104.78	\$100.41
Total Expense / Acre	\$141.69	\$138.89
Gross Income / CWT	\$11.86	\$12.57
Total Expense / CWT	\$14.99	\$25.47

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
INCOME:						
Sunflowers (Operator's Share)	\$6,675.59	\$8.49	\$80.24	\$5,778.60	\$10.92	\$59.57
Patronage Refunds	98.48	0.13	1.18	4.08	0.01	0.04
Government Payments	2,300.77	2.92	27.65	590.22	1.12	6.08
Miscellaneous Income	62.05	0.08	0.75	45.90	0.09	0.47
Crop Insurance Proceeds	195.84	0.25	2.35	230.18	0.44	2.37
OTHER INCOME	\$2,657.15	\$3.38	\$31.94	\$870.38	\$1.65	\$8.97
GROSS INCOME	\$9,332.73	\$11.86	\$112.17	\$6,648.98	\$12.57	\$68.55
EXPENSES:						
Labor Hired	\$339.09	\$0.43	\$4.08	\$446.26	\$0.84	\$4.60
General Machinery Repairs	1,165.35	1.48	14.01	561.50	1.06	5.79
Interest Paid	924.32	1.18	11.11	476.79	0.90	4.92
Seed / Other Crop Expense	1,057.13	1.34	12.71	1,111.26	2.10	11.46
Crop Insurance	202.64	0.26	2.44	105.07	0.20	1.08
Fertilizer / Lime	1,264.21	1.61	15.19	2,084.33	3.94	21.49
Machine Hire - Lease	385.40	0.49	4.63	786.09	1.49	8.10
Farm Org Fees / Travel / Publ	127.41	0.16	1.53	264.10	0.50	2.72
Gas / Fuel / Oil	568.33	0.72	6.83	440.15	0.83	4.54
Crop Storage & Marketing	2.54	0.00	0.03	4.40	0.01	0.05
Personal Property Tax	50.34	0.06	0.61	57.25	0.11	0.59
General Farm Insurance	193.37	0.25	2.32	136.34	0.26	1.41
Utilities	108.98	0.14	1.31	130.89	0.25	1.35
Cash Farm Rent	245.70	0.31	2.95	121.68	0.23	1.25
Herbicide / Insecticide	1,990.18	2.53	23.92	2,836.63	5.36	29.24
Conservation	0.88	0.00	0.01	24.52	0.05	0.25
Auto Expense	92.01	0.12	1.11	152.31	0.29	1.57
TOTAL VARIABLE COSTS	\$8,717.88	\$11.08	\$104.78	\$9,739.57	\$18.41	\$100.41
RETURN ABOVE VARIABLE COSTS	\$614.85	\$0.78	\$7.39	(\$3,090.59)	(\$5.84)	(\$31.86)
Depreciation	790.86	1.01	9.51	785.85	1.49	8.10
Real Estate Tax	157.73	0.20	1.90	145.47	0.27	1.50
Unpaid Operator Labor	1,279.36	1.63	15.38	1,767.27	3.34	18.22
Interest Charge *	65.39	0.08	0.79	359.06	0.68	3.70
TOTAL FIXED COSTS	\$2,293.35	\$2.92	\$27.56	\$3,057.65	\$5.78	\$31.52
Land Charge **	\$777.74	\$0.99	\$9.35	\$674.71	\$1.28	\$6.96
TOTAL EXPENSE	\$11,788.96	\$14.99	\$141.69	\$13,471.93	\$25.47	\$138.89
NET RETURN TO MANAGEMENT	(\$2,456.23)	(\$3.12)	(\$29.52)	(\$6,822.95)	(\$12.90)	(\$70.34)
NET RETURN TO LABOR-MGT	(\$837.78)	(\$1.07)	(\$10.07)	(\$4,609.42)	(\$8.71)	(\$47.52)

*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.