

NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2001 & 2002
NO-TILL NONIRRIGATED OILSEED SUNFLOWERS

	2001	2002
Number of Farms	7	11
Crop Acres	308	339
Acres Owned	23	137
Acres Rented	285	202
Yield / Acre	14.52	0.29
Cwt	3,594	75
Operator Percentage	80.36%	76.29%
Gross Income / Acre	\$149.73	\$87.36
Variable Costs / Acre	\$114.19	\$84.56
Total Expense / Acre	\$147.53	\$108.24
Gross Income / Cwt	\$12.83	\$394.88
Total Expense / Cwt	\$12.64	\$489.26

	Total Dollars	\$ / Cwt	\$ / Acre	Total Dollars	\$ / Cwt	\$ / Acre
INCOME:						
Sunflowers (Operator's Share)	\$27,522.15	\$7.66	\$89.36	\$834.85	\$11.13	\$2.46
Patronage Refunds	172.83	0.05	0.56	123.28	1.64	0.36
Government Payments	14,245.09	3.96	46.25	2,921.87	38.96	8.62
Miscellaneous Income	47.24	0.01	0.15	220.33	2.94	0.65
Crop Insurance Proceeds	4,128.57	1.15	13.40	25,515.48	340.21	75.27
OTHER INCOME	\$18,593.73	5.17	60.37	\$28,780.96	\$383.75	\$84.90
GROSS INCOME	\$46,115.88	\$12.83	\$149.73	\$29,615.81	\$394.88	\$87.36
EXPENSES:						
Labor Hired	\$2,698.31	\$0.75	\$8.76	\$2,186.85	\$29.16	\$6.45
General Machinery Repairs	2,750.12	0.77	8.93	2,284.46	30.46	6.74
Interest Paid	510.04	0.14	1.66	2,523.74	33.65	7.44
Seed / Other Crop Expense	3,051.57	0.85	9.91	3,945.45	52.61	11.64
Crop Insurance	1,388.86	0.39	4.51	1,195.32	15.94	3.53
Fertilizer / Lime	6,661.00	1.85	21.63	2,427.55	32.37	7.16
Machine Hire - Lease	1,545.13	0.43	5.02	1,146.54	15.29	3.38
Farm Org Fees / Travel / Publ	311.47	0.09	1.01	490.93	6.55	1.45
Gas / Fuel / Oil	1,890.49	0.53	6.14	1,017.13	13.56	3.00
Crop Storage & Marketing	22.07	0.01	0.07	4.09	0.05	0.01
Personal Property Tax	55.62	0.02	0.18	341.95	4.56	1.01
General Farm Insurance	355.64	0.10	1.15	618.52	8.25	1.82
Utilities	132.55	0.04	0.43	527.19	7.03	1.56
Cash Farm Rent	5,804.20	1.61	18.84	2,799.55	37.33	8.26
Herbicide / Insecticide	7,893.43	2.20	25.63	6,927.82	92.37	20.44
Conservation	38.97	0.01	0.13	50.29	0.67	0.15
Auto Expense	62.44	0.02	0.20	179.21	2.39	0.53
TOTAL VARIABLE COSTS	\$35,171.91	\$9.79	\$114.19	\$28,666.59	\$382.22	\$84.56
RETURN ABOVE VARIABLE COSTS	\$10,943.97	\$3.05	\$35.53	\$949.22	\$12.66	\$2.80
Depreciation	3,147.34	0.88	10.22	3,129.36	41.72	9.23
Real Estate Tax	87.23	0.02	0.28	466.99	6.23	1.38
Unpaid Operator Labor	3,513.21	0.98	11.41	4,119.28	54.92	12.15
Interest Charge *	2,607.42	0.73	8.47	197.65	2.64	0.58
TOTAL FIXED COSTS	\$9,355.20	2.60	30.37	\$7,913.28	\$105.51	\$23.34
Land Charge **	\$912.16	\$0.25	\$2.96	\$114.89	\$1.53	\$0.34
TOTAL EXPENSE	\$45,439.27	\$12.64	\$147.53	\$36,694.76	\$489.26	\$108.24
NET RETURN TO MANAGEMENT	\$676.61	\$0.19	\$2.20	(\$7,078.95)	(\$94.39)	(\$20.88)
NET RETURN TO LABOR-MGT	\$6,888.13	\$1.92	\$22.36	(\$772.82)	(\$10.30)	(\$2.28)

*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.