

NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
IRRIGATED OILSEED SUNFLOWERS

	2004-2008 Average	2009
Number of Farms	18	12
Crop Acres	178	178
Acres Owned	71	67
Acres Rented	108	112
Yield / Acre	20.3	24.5
Cwt (Operator's Share)	3,038	3,968
Operator Percentage	84.03%	91.17%
Gross Income / Acre	\$297.54	\$452.22
Variable Costs / Acre	\$232.22	\$295.15
Total Expense / Acre	\$310.39	\$381.87
Gross Income / Cwt	\$17.47	\$20.29
Total Expense / Cwt	\$18.23	\$17.13

	Total Dollars	\$/Cwt	\$/Acre	Total Dollars	\$/Cwt	\$/Acre
INCOME:						
Sunflowers (Operator's Share)	\$45,594.18	\$15.01	\$255.57	\$74,908.75	\$18.88	\$420.84
Patronage Refunds	\$404.79	\$0.13	\$2.27	\$1,201.39	\$0.30	\$6.75
Government Payments	6,022.79	1.98	33.76	3,951.93	1.00	22.20
Miscellaneous Income	82.39	0.03	0.46	44.77	0.01	0.25
Crop Insurance Proceeds	977.51	0.32	5.48	387.75	0.10	2.18
OTHER INCOME	\$7,487.48	\$2.46	\$41.97	\$5,585.84	\$1.41	\$31.38
GROSS INCOME	\$53,081.67	\$17.47	\$297.54	\$80,494.59	\$20.29	\$452.22
EXPENSES:						
Labor Hired	\$1,737.89	\$0.57	\$9.74	\$3,815.97	\$0.96	\$21.44
General Machinery Repairs	2,743.47	0.90	15.38	3,761.63	0.95	21.13
Irrigation Equipment Repairs	1,588.84	0.52	8.91	1,808.31	0.46	10.16
Interest Paid	2,763.89	0.91	15.49	3,093.65	0.78	17.38
Seed / Other Crop Expense	4,119.61	1.36	23.09	6,147.49	1.55	34.54
Crop Insurance	1,893.93	0.62	10.62	2,574.57	0.65	14.46
Fertilizer / Lime	4,172.49	1.37	23.39	7,430.18	1.87	41.74
Machine Hire - Lease	2,657.50	0.87	14.90	2,748.68	0.69	15.44
Farm Org Fees / Travel / Publ	332.60	0.11	1.86	268.86	0.07	1.51
Gas / Fuel / Oil	2,475.56	0.81	13.88	1,859.47	0.47	10.45
Irrigation Fuel - Pumping	6,046.21	1.99	33.89	3,460.97	0.87	19.44
Crop Storage & Marketing	45.44	0.01	0.25	49.64	0.01	0.28
Personal Property Tax	82.03	0.03	0.46	210.68	0.05	1.18
General Farm Insurance	749.97	0.25	4.20	1,015.08	0.26	5.70
Utilities	255.40	0.08	1.43	561.34	0.14	3.15
Cash Farm Rent	3,313.76	1.09	18.57	5,839.57	1.47	32.81
Herbicide / Insecticide	6,252.61	2.06	35.05	7,754.49	1.95	43.56
Conservation	38.22	0.01	0.21	10.51	0.00	0.06
Auto Expense	159.31	0.05	0.89	125.62	0.03	0.71
TOTAL VARIABLE COSTS	\$41,428.74	\$13.64	\$232.22	\$52,536.71	\$13.24	\$295.15
RETURN ABOVE VARIABLE COSTS	\$11,652.92	\$3.84	\$65.32	\$27,957.88	\$7.05	\$157.07
Depreciation	\$4,064.29	\$1.34	\$22.78	\$4,372.29	\$1.10	\$24.56
Real Estate Tax	477.36	0.16	2.68	648.72	0.16	3.64
Unpaid Operator Labor	2,472.95	0.81	13.86	2,909.94	0.73	16.35
Interest Charge *	972.11	0.32	5.45	1,272.07	0.32	7.15
TOTAL FIXED COSTS	\$7,986.70	\$2.63	\$44.77	\$9,203.02	\$2.32	\$51.70
Land Charge **	\$5,957.68	\$1.96	\$33.40	\$6,233.97	\$1.57	\$35.02
TOTAL EXPENSE	\$55,373.13	\$18.23	\$310.39	\$67,973.70	\$17.13	\$381.87
NET RETURN TO MANAGEMENT	(\$2,291.46)	(\$0.75)	(\$12.84)	\$12,520.89	\$3.16	\$70.34
NET RETURN TO LABOR-MGT	\$1,919.37	\$0.63	\$10.76	\$19,246.80	\$4.85	\$108.13

*Interest charge equals: ((8.0% times three-fourths the variable costs minus interest paid) 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 20%). 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.