

**NORTHEAST KANSAS FARM MANAGEMENT ASSOCIATION  
PROFIT CENTER ANALYSIS: 3-YEAR AVERAGE & 2009  
NONIRRIGATED DOUBLE CROP SUNFLOWERS**

	2006-2008	2009
Number of Farms	5	6
Crop Acres	96	152
Acres Owned	9	6
Acres Rented	88	146
Yield / Acre	12.41	8.06
Cwt (Operator's Share)	1,110	989
Operator Percentage	92.85%	100.00%
Gross Income / Acre	\$208.03	\$113.81
Variable Costs / Acre	\$161.51	\$115.40
Total Expense / Acre	\$226.93	\$159.33
Gross Income / Cwt	\$18.05	\$17.49
Total Expense / Cwt	\$19.69	\$24.49

	Total Dollars	\$/Cwt	\$/Acre	Total Dollars	\$/Cwt	\$/Acre
<b>INCOME:</b>						
Sunflowers (Operator's Share)	\$18,674.07	\$16.82	\$193.85	\$15,941.94	\$16.12	\$104.88
Patronage Refunds	\$83.19	\$0.07	\$0.86	\$124.80	\$0.13	\$0.82
Government Payments	1,011.81	0.91	10.50	605.26	0.61	3.98
Miscellaneous Income	270.95	0.24	2.81	626.82	0.63	4.12
Crop Insurance Proceeds	0.00	0.00	0.00	0.00	0.00	0.00
OTHER INCOME	\$1,365.95	\$1.23	\$14.18	\$1,356.88	\$1.37	\$8.93
<b>GROSS INCOME</b>	<b>\$20,040.02</b>	<b>\$18.05</b>	<b>\$208.03</b>	<b>\$17,298.82</b>	<b>\$17.49</b>	<b>\$113.81</b>
<b>EXPENSES:</b>						
Labor Hired	\$198.98	\$0.18	\$2.07	\$158.33	\$0.16	\$1.04
General Machinery Repairs	1,441.63	1.30	14.97	1,898.87	1.92	12.49
Interest Paid	603.11	0.54	6.26	1,280.29	1.29	8.42
Seed / Other Crop Expense	1,821.75	1.64	18.91	2,832.41	2.86	18.63
Crop Insurance	0.00	0.00	0.00	20.17	0.02	0.13
Fertilizer / Lime	3,266.12	2.94	33.90	3,715.43	3.76	24.44
Machine Hire - Lease	762.69	0.69	7.92	296.74	0.30	1.95
Farm Org Fees / Travel / Publ	216.76	0.20	2.25	182.01	0.18	1.20
Gas / Fuel / Oil	1,392.82	1.25	14.46	1,516.82	1.53	9.98
Crop Storage & Marketing	0.00	0.00	0.00	50.40	0.05	0.33
Personal Property Tax	34.17	0.03	0.35	47.70	0.05	0.31
General Farm Insurance	278.06	0.25	2.89	434.27	0.44	2.86
Utilities	81.55	0.07	0.85	292.50	0.30	1.92
Cash Farm Rent	2,923.17	2.63	30.34	1,614.87	1.63	10.62
Herbicide / Insecticide	2,364.08	2.13	24.54	3,199.91	3.24	21.05
Conservation	173.62	0.16	1.80	0.00	0.00	0.00
Auto Expense	0.00	0.00	0.00	0.00	0.00	0.00
<b>TOTAL VARIABLE COSTS</b>	<b>\$15,558.50</b>	<b>\$14.01</b>	<b>\$161.51</b>	<b>\$17,540.72</b>	<b>\$17.74</b>	<b>\$115.40</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$4,481.52</b>	<b>\$4.04</b>	<b>\$46.52</b>	<b>(\$241.90)</b>	<b>(\$0.24)</b>	<b>(\$1.59)</b>
Depreciation	\$2,064.49	\$1.86	\$21.43	\$2,983.03	\$3.02	\$19.63
Real Estate Tax	149.11	0.13	1.55	93.79	0.09	0.62
Unpaid Operator Labor	2,516.56	2.27	26.12	2,706.95	2.74	17.81
Interest Charge *	954.85	0.86	9.91	649.91	0.66	4.28
<b>TOTAL FIXED COSTS</b>	<b>\$5,685.01</b>	<b>\$5.12</b>	<b>\$59.01</b>	<b>\$6,433.68</b>	<b>\$6.51</b>	<b>\$42.33</b>
Land Charge **	\$617.24	\$0.56	\$6.41	\$244.21	\$0.25	\$1.61
<b>TOTAL EXPENSE</b>	<b>\$21,860.75</b>	<b>\$19.69</b>	<b>\$226.93</b>	<b>\$24,218.61</b>	<b>\$24.49</b>	<b>\$159.33</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$1,820.73)</b>	<b>(\$1.64)</b>	<b>(\$18.90)</b>	<b>(\$6,919.79)</b>	<b>(\$7.00)</b>	<b>(\$45.52)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$894.80</b>	<b>\$0.81</b>	<b>\$9.29</b>	<b>(\$4,054.51)</b>	<b>(\$4.10)</b>	<b>(\$26.67)</b>

\*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 25%). 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.