

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2009
NO-TILL NONIRRIGATED OILSEED SUNFLOWERS**

	2004-2008 Average	2009
Number of Farms	11	9
Crop Acres	354	221
Acres Owned	87	70
Acres Rented	268	151
Yield / Acre	11.7	18.6
Cwt (Operator's Share)	3,427	3,131
Operator Percentage	82.32%	76.29%
Gross Income / Acre	\$180.25	\$249.20
Variable Costs / Acre	\$141.96	\$178.72
Total Expense / Acre	\$185.84	\$241.94
Gross Income / Cwt	\$18.64	\$17.59
Total Expense / Cwt	\$19.22	\$17.08

	Total Dollars	\$/Cwt	\$/Acre	Total Dollars	\$/Cwt	\$/Acre
INCOME:						
Sunflowers (Operator's Share)	\$49,346.42	\$14.40	\$139.24	\$50,494.60	\$16.13	\$228.48
Patronage Refunds	\$757.97	\$0.22	\$2.14	\$1,503.79	\$0.48	\$6.80
Government Payments	6,285.81	1.83	17.74	2,505.41	0.80	11.34
Miscellaneous Income	74.78	0.02	0.21	94.83	0.03	0.43
Crop Insurance Proceeds	7,415.17	2.16	20.92	473.56	0.15	2.14
OTHER INCOME	\$14,533.73	\$4.24	\$41.01	\$4,577.59	\$1.46	\$20.71
GROSS INCOME	\$63,880.15	\$18.64	\$180.25	\$55,072.19	\$17.59	\$249.20
EXPENSES:						
Labor Hired	\$1,828.32	\$0.53	\$5.16	\$678.17	\$0.22	\$3.07
General Machinery Repairs	3,904.10	1.14	11.02	2,390.14	0.76	10.82
Interest Paid	2,809.10	0.82	7.93	1,983.35	0.63	8.97
Seed / Other Crop Expense	6,574.02	1.92	18.55	6,264.97	2.00	28.35
Crop Insurance	3,901.50	1.14	11.01	3,446.57	1.10	15.60
Fertilizer / Lime	7,754.49	2.26	21.88	8,503.27	2.72	38.48
Machine Hire - Lease	3,906.65	1.14	11.02	4,817.64	1.54	21.80
Farm Org Fees / Travel / Publ	418.96	0.12	1.18	289.83	0.09	1.31
Gas / Fuel / Oil	3,006.79	0.88	8.48	1,487.57	0.48	6.73
Crop Storage & Marketing	136.23	0.04	0.38	0.00	0.00	0.00
Personal Property Tax	90.35	0.03	0.25	103.66	0.03	0.47
General Farm Insurance	511.99	0.15	1.44	336.79	0.11	1.52
Utilities	259.12	0.08	0.73	184.95	0.06	0.84
Cash Farm Rent	2,289.43	0.67	6.46	1,353.78	0.43	6.13
Herbicide / Insecticide	12,693.97	3.70	35.82	7,484.96	2.39	33.87
Conservation	52.41	0.02	0.15	21.27	0.01	0.10
Auto Expense	174.52	0.05	0.49	149.63	0.05	0.68
TOTAL VARIABLE COSTS	\$50,311.93	\$14.68	\$141.96	\$39,496.55	\$12.61	\$178.72
RETURN ABOVE VARIABLE COSTS	\$13,568.22	\$3.96	\$38.29	\$15,575.64	\$4.97	\$70.48
Depreciation	\$4,320.29	\$1.26	\$12.19	\$3,769.71	\$1.20	\$17.06
Real Estate Tax	451.28	0.13	1.27	134.25	0.04	0.61
Unpaid Operator Labor	2,429.54	0.71	6.86	4,267.32	1.36	19.31
Interest Charge *	1,463.87	0.43	4.13	1,473.75	0.47	6.67
TOTAL FIXED COSTS	\$8,664.98	\$2.53	\$24.45	\$9,645.03	\$3.08	\$43.64
Land Charge **	\$6,885.92	\$2.01	\$19.43	\$4,328.17	\$1.38	\$19.58
TOTAL EXPENSE	\$65,862.83	\$19.22	\$185.84	\$53,469.75	\$17.08	\$241.94
NET RETURN TO MANAGEMENT	(\$1,982.68)	(\$0.58)	(\$5.59)	\$1,602.44	\$0.51	\$7.25
NET RETURN TO LABOR-MGT	\$2,275.18	\$0.66	\$6.42	\$6,547.93	\$2.09	\$29.63

*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.