

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2001**  
**NONIRRIGATED OILSEED SUNFLOWERS**

	<b>1996-2000 Average</b>	<b>2001</b>
Number of Farms	29	29
Crop Acres	214	215
Acres Owned	43	55
Acres Rented	171	159
Yield / Acre	14.6	10.4
Cwt	2,456	1,773
Operator Percentage	78.71%	78.99%
Gross Income / Acre	\$139.87	\$108.58
Variable Costs / Acre	\$96.61	\$94.41
Total Expense / Acre	\$133.97	\$128.40
Gross Income / Cwt	\$12.20	\$13.17
Total Expense / Cwt	\$11.68	\$15.57

	<b>Total Dollars</b>	<b>\$ / Cwt</b>	<b>\$ / Acre</b>	<b>Total Dollars</b>	<b>\$ / Cwt</b>	<b>\$ / Acre</b>
<b>INCOME:</b>						
Sunflowers (Operator's Share)	\$22,461.36	\$9.15	\$104.86	\$14,004.73	\$7.90	\$65.14
Patronage Refunds	254.02	0.10	1.19	197.48	0.11	0.92
Government Payments	6,133.77	2.50	28.64	7,243.91	4.09	33.69
Miscellaneous Income	319.76	0.13	1.49	182.84	0.10	0.85
Crop Insurance Proceeds	791.96	0.32	3.70	1,715.14	0.97	7.98
OTHER INCOME	\$7,499.50	\$3.05	\$35.01	\$9,339.37	\$5.27	\$43.44
<b>GROSS INCOME</b>	<b>\$29,960.86</b>	<b>\$12.20</b>	<b>\$139.87</b>	<b>\$23,344.10</b>	<b>\$13.17</b>	<b>\$108.58</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,267.88	\$0.52	\$5.92	\$1,512.41	\$0.85	\$7.03
General Machinery Repairs	2,325.73	0.95	10.86	2,025.88	1.14	9.42
Interest Paid	1,956.27	0.80	9.13	1,705.86	0.96	7.93
Seed / Other Crop Expense	2,805.77	1.14	13.10	2,539.23	1.43	11.81
Crop Insurance	761.33	0.31	3.55	524.40	0.30	2.44
Fertilizer / Lime	2,516.61	1.02	11.75	3,027.46	1.71	14.08
Machine Hire - Lease	2,414.73	0.98	11.27	1,837.70	1.04	8.55
Farm Org Fees / Travel / Publ	299.81	0.12	1.40	262.79	0.15	1.22
Gas / Fuel / Oil	1,309.10	0.53	6.11	1,282.19	0.72	5.96
Crop Storage & Marketing	175.02	0.07	0.82	93.16	0.05	0.43
Personal Property Tax	55.27	0.02	0.26	111.12	0.06	0.52
General Farm Insurance	412.57	0.17	1.93	388.74	0.22	1.81
Utilities	340.59	0.14	1.59	229.14	0.13	1.07
Cash Farm Rent	827.47	0.34	3.86	524.82	0.30	2.44
Herbicide / Insecticide	2,993.58	1.22	13.98	4,121.63	2.32	19.17
Conservation	16.24	0.01	0.08	0.78	0.00	0.00
Auto Expense	216.77	0.09	1.01	110.40	0.06	0.51
<b>TOTAL VARIABLE COSTS</b>	<b>\$20,694.73</b>	<b>\$8.43</b>	<b>\$96.61</b>	<b>\$20,297.71</b>	<b>\$11.45</b>	<b>\$94.41</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$9,266.13</b>	<b>\$3.77</b>	<b>\$43.26</b>	<b>\$3,046.39</b>	<b>\$1.72</b>	<b>\$14.17</b>
Depreciation	2,299.33	0.94	10.73	2,308.91	1.30	10.74
Real Estate Tax	269.40	0.11	1.26	254.05	0.14	1.18
Unpaid Operator Labor	3,167.30	1.29	14.79	2,765.20	1.56	12.86
Interest Charge *	327.46	0.13	1.53	250.85	0.14	1.17
<b>TOTAL FIXED COSTS</b>	<b>\$6,063.48</b>	<b>\$2.47</b>	<b>\$28.31</b>	<b>5,579.01</b>	<b>\$3.15</b>	<b>\$25.95</b>
Land Charge **	\$1,937.45	\$0.79	\$9.05	\$1,729.40	\$0.98	\$8.04
<b>TOTAL EXPENSE</b>	<b>\$28,695.67</b>	<b>\$11.68</b>	<b>\$133.97</b>	<b>\$27,606.12</b>	<b>\$15.57</b>	<b>\$128.40</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$1,265.19</b>	<b>\$0.52</b>	<b>\$5.91</b>	<b>(\$4,262.02)</b>	<b>(\$2.40)</b>	<b>(\$19.82)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$5,700.38</b>	<b>\$2.32</b>	<b>\$26.61</b>	<b>\$15.59</b>	<b>\$0.01</b>	<b>\$0.07</b>

\*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.