

**SOUTH CENTRAL KANSAS FARM MANAGEMENT ASSOCIATION**  
**PROFIT CENTER ANALYSIS: 2-YEAR AVERAGE & 2001**  
**NONIRRIGATED OILSEED SUNFLOWERS**

	<b>1999-2000 Average</b>	<b>2001</b>
Number of Farms	6	6
Crop Acres	346	353
Acres Owned	123	125
Acres Rented	223	228
Yield / Acre	17.6	12.3
CWT	4,883	3,675
Operator Percentage	80.20%	84.57%
Gross Income / Acre	\$137.66	\$119.88
Variable Costs / Acre	\$88.40	\$103.10
Total Expense / Acre	\$121.75	\$147.11
Gross Income / CWT	\$9.74	\$11.52
Total Expense / CWT	\$8.62	\$14.13

	<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)	\$26,860.73	\$5.50	\$77.74	\$29,487.51	\$8.02	\$83.53
Patronage Refunds	595.54	0.12	1.72	645.28	0.18	1.83
Government Payments	19,258.58	3.94	55.74	9,926.12	2.70	28.12
Miscellaneous Income	832.48	0.17	2.41	992.17	0.27	2.81
Crop Insurance Proceeds	14.32	0.00	0.04	1,266.88	0.34	3.59
OTHER INCOME	\$20,700.91	\$4.24	\$59.92	\$12,830.45	\$3.49	\$36.35
<b>GROSS INCOME</b>	<b>\$47,561.64</b>	<b>\$9.74</b>	<b>\$137.66</b>	<b>\$42,317.96</b>	<b>\$11.52</b>	<b>\$119.88</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,174.69	\$0.24	\$3.40	\$1,527.59	\$0.42	\$4.33
General Machinery Repairs	3,753.81	0.77	10.86	2,831.65	0.77	8.02
Interest Paid	3,510.27	0.72	10.16	3,501.83	0.95	9.92
Seed / Other Crop Expense	2,922.59	0.60	8.46	4,257.62	1.16	12.06
Crop Insurance	426.88	0.09	1.24	495.01	0.13	1.40
Fertilizer / Lime	6,482.48	1.33	18.76	7,286.71	1.98	20.64
Machine Hire - Lease	310.70	0.06	0.90	469.54	0.13	1.33
Farm Org Fees / Travel / Publ	381.91	0.08	1.11	360.09	0.10	1.02
Gas / Fuel / Oil	1,541.21	0.32	4.46	1,707.70	0.46	4.84
Crop Storage & Marketing	-	-	-	74.84	0.02	0.21
Personal Property Tax	150.75	0.03	0.44	166.17	0.05	0.47
General Farm Insurance	510.55	0.10	1.48	448.75	0.12	1.27
Utilities	417.55	0.09	1.21	290.27	0.08	0.82
Cash Farm Rent	999.32	0.20	2.89	1,792.09	0.49	5.08
Herbicide / Insecticide	7,808.67	1.60	22.60	11,017.65	3.00	31.21
Conservation	-	-	-	-	-	-
Auto Expense	149.59	0.03	0.43	167.23	0.05	0.47
<b>TOTAL VARIABLE COSTS</b>	<b>\$30,540.94</b>	<b>\$6.26</b>	<b>\$88.40</b>	<b>\$36,394.74</b>	<b>\$9.90</b>	<b>\$103.10</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$17,020.70</b>	<b>\$3.49</b>	<b>\$49.26</b>	<b>\$5,923.22</b>	<b>\$1.61</b>	<b>\$16.78</b>
Depreciation	3,540.66	0.73	10.25	5,481.70	1.49	15.53
Real Estate Tax	860.16	0.18	2.49	1,078.59	0.29	3.06
Unpaid Operator Labor	3,033.00	0.62	8.78	4,557.50	1.24	12.91
Interest Charge *	-	-	-	436.00	0.12	1.24
<b>TOTAL FIXED COSTS</b>	<b>\$7,433.82</b>	<b>\$1.52</b>	<b>\$21.52</b>	<b>\$11,553.79</b>	<b>\$3.14</b>	<b>\$32.73</b>
Land Charge **	\$4,088.18	\$0.84	\$11.83	\$3,980.87	\$1.08	\$11.28
<b>TOTAL EXPENSE</b>	<b>\$42,062.94</b>	<b>\$8.62</b>	<b>\$121.75</b>	<b>\$51,929.40</b>	<b>\$14.13</b>	<b>\$147.11</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$5,498.70</b>	<b>\$1.13</b>	<b>\$15.92</b>	<b>(\$9,611.44)</b>	<b>(\$2.62)</b>	<b>(\$27.23)</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>\$9,706.39</b>	<b>\$1.99</b>	<b>\$28.09</b>	<b>(\$3,526.35)</b>	<b>(\$0.96)</b>	<b>(\$9.99)</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.