

SOUTHWEST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 2002
NONIRRIGATED OILSEED SUNFLOWERS

	2002
Number of Farms	9
Crop Acres	129
Acres Owned	17
Acres Rented	112
Yield / Acre	6.64
Cwt	612
Operator Percentage	71.45%
Gross Income / Acre	\$70.34
Variable Costs / Acre	\$112.47
Total Expense / Acre	\$137.53
Gross Income / Cwt	\$14.83
Total Expense / Cwt	\$28.99

	Total Dollars	\$ / Cwt	\$ / Acre
INCOME:			
Sunflowers (Operator's Share)	\$5,968.16	\$9.75	\$46.26
Patronage Refunds	94.30	0.15	0.73
Government Payments	1,439.46	2.35	11.16
Miscellaneous Income	603.66	0.99	4.68
Crop Insurance Proceeds	968.83	1.58	7.51
OTHER INCOME	\$3,106.25	\$5.08	\$24.08
GROSS INCOME	\$9,074.41	\$14.83	\$70.34
EXPENSES:			
Labor Hired	\$567.91	\$0.93	\$4.40
General Machinery Repairs	1,648.22	2.69	12.78
Interest Paid	769.74	1.26	5.97
Seed / Other Crop Expense	1,554.97	2.54	12.05
Crop Insurance	212.96	0.35	1.65
Fertilizer / Lime	767.19	1.25	5.95
Machine Hire - Lease	2,243.85	3.67	17.39
Farm Org Fees / Travel / Publ	161.28	0.26	1.25
Gas / Fuel / Oil	2,738.85	4.48	21.23
Crop Storage & Marketing	14.84	0.02	0.12
Personal Property Tax	44.66	0.07	0.35
General Farm Insurance	382.67	0.63	2.97
Utilities	1,046.31	1.71	8.11
Cash Farm Rent	513.78	0.84	3.98
Herbicide / Insecticide	1,786.34	2.92	13.85
Conservation	-	-	-
Auto Expense	55.34	0.09	0.43
TOTAL VARIABLE COSTS	\$14,508.91	\$23.71	\$112.47
RETURN ABOVE VARIABLE COSTS	(\$5,434.50)	(\$8.88)	(\$42.13)
Depreciation	476.39	0.78	3.69
Real Estate Tax	172.23	0.28	1.34
Unpaid Operator Labor	2,016.72	3.30	15.63
Interest Charge *	253.24	0.41	1.96
TOTAL FIXED COSTS	\$2,918.58	\$4.77	\$22.62
Land Charge **	\$313.96	\$0.51	\$2.43
TOTAL EXPENSE	\$17,741.45	\$28.99	\$137.53
NET RETURN TO MANAGEMENT	(\$8,667.04)	(\$14.16)	(\$67.19)
NET RETURN TO LABOR-MGT	(\$6,082.41)	(\$9.94)	(\$47.15)

*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.