

**NORTHWEST KANSAS FARM MANAGEMENT ASSOCIATION  
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2007  
NO-TILL NONIRRIGATED OILSEED SUNFLOWERS**

	2002-2006 Average	2007
Number of Farms	11	8
Crop Acres	377	318
Acres Owned	108	103
Acres Rented	269	216
Yield / Acre	7.38	16.40
Cwt (Operator's Share)	2,488	4,659
Operator Percentage	89.42%	89.34%
Gross Income / Acre	\$126.76	\$269.93
Variable Costs / Acre	\$113.81	\$171.35
Total Expense / Acre	\$144.19	\$225.90
Gross Income / Cwt	\$19.22	\$18.42
Total Expense / Cwt	\$21.86	\$15.42

	Total Dollars	\$/Cwt	\$/Acre	Total Dollars	\$/Cwt	\$/Acre
<b>INCOME:</b>						
Sunflowers (Operator's Share)	\$29,077.67	\$11.69	\$77.09	\$80,620.09	\$17.30	\$253.52
Patronage Refunds	\$219.83	0.09	0.58	\$891.37	0.19	2.80
Government Payments	\$6,600.97	2.65	17.50	\$4,217.58	0.91	13.26
Miscellaneous Income	\$99.27	0.04	0.26	\$109.09	0.02	0.34
Crop Insurance Proceeds	\$11,815.90	4.75	31.33	\$0.00	0.00	0.00
OTHER INCOME	\$18,735.96	\$7.53	\$49.67	\$5,218.04	\$1.12	\$16.41
<b>GROSS INCOME</b>	<b>\$47,813.63</b>	<b>\$19.22</b>	<b>\$126.76</b>	<b>\$85,838.13</b>	<b>\$18.42</b>	<b>\$269.93</b>
<b>EXPENSES:</b>						
Labor Hired	\$1,756.96	\$0.71	\$4.66	\$2,545.21	\$0.55	\$8.00
General Machinery Repairs	\$3,548.87	1.43	9.41	\$3,266.10	0.70	10.27
Interest Paid	\$2,434.34	0.98	6.45	\$4,478.43	0.96	14.08
Seed / Other Crop Expense	\$5,705.59	2.29	15.13	\$6,668.85	1.43	20.97
Crop Insurance	\$3,009.30	1.21	7.98	\$3,245.91	0.70	10.21
Fertilizer / Lime	\$5,843.79	2.35	15.49	\$8,589.55	1.84	27.01
Machine Hire - Lease	\$2,377.69	0.96	6.30	\$6,666.56	1.43	20.96
Farm Org Fees / Travel / Publ	\$399.34	0.16	1.06	\$491.77	0.11	1.55
Gas / Fuel / Oil	\$2,411.97	0.97	6.39	\$2,542.70	0.55	8.00
Crop Storage & Marketing	\$137.05	0.06	0.36	\$0.00	0.00	0.00
Personal Property Tax	\$117.06	0.05	0.31	\$136.10	0.03	0.43
General Farm Insurance	\$525.04	0.21	1.39	\$522.23	0.11	1.64
Utilities	\$326.84	0.13	0.87	\$234.01	0.05	0.74
Cash Farm Rent	\$2,873.03	1.15	7.62	\$966.00	0.21	3.04
Herbicide / Insecticide	\$11,236.60	4.52	29.79	\$13,893.29	2.98	43.69
Conservation	\$39.49	0.02	0.10	\$98.36	0.02	0.31
Auto Expense	\$186.53	0.07	0.49	\$142.79	0.03	0.45
<b>TOTAL VARIABLE COSTS</b>	<b>\$42,929.49</b>	<b>\$17.25</b>	<b>\$113.81</b>	<b>\$54,487.86</b>	<b>\$11.70</b>	<b>\$171.35</b>
<b>RETURN ABOVE VARIABLE COSTS</b>	<b>\$4,884.14</b>	<b>\$1.96</b>	<b>\$12.95</b>	<b>\$31,350.27</b>	<b>\$6.73</b>	<b>\$98.59</b>
Depreciation	\$4,183.95	1.68	11.09	\$3,988.56	0.86	12.54
Real Estate Tax	\$508.20	0.20	1.35	\$553.57	0.12	1.74
Unpaid Operator Labor	\$2,905.37	1.17	7.70	\$2,443.22	0.52	7.68
Interest Charge *	\$1,334.24	0.54	3.54	\$0.00	0.00	0.00
<b>TOTAL FIXED COSTS</b>	<b>\$8,931.76</b>	<b>\$3.59</b>	<b>\$23.68</b>	<b>\$6,985.35</b>	<b>\$1.50</b>	<b>\$21.97</b>
Land Charge **	\$2,526.67	\$1.02	\$6.70	\$10,364.53	\$2.22	\$32.59
<b>TOTAL EXPENSE</b>	<b>\$54,387.92</b>	<b>\$21.86</b>	<b>\$144.19</b>	<b>\$71,837.74</b>	<b>\$15.42</b>	<b>\$225.90</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>(\$6,574.29)</b>	<b>(\$2.64)</b>	<b>(\$17.43)</b>	<b>\$14,000.39</b>	<b>\$3.01</b>	<b>\$44.03</b>
<b>NET RETURN TO LABOR-MGT</b>	<b>(\$1,911.95)</b>	<b>(\$0.77)</b>	<b>(\$5.07)</b>	<b>\$18,988.82</b>	<b>\$4.08</b>	<b>\$59.71</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 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.