

Table 18. 2012 Estimated Production Costs and Returns - Dryland Oil Sunflowers in Northeastern Colorado. Reduced-Till in a Two-Crop in Three-Year Rotation.

	Unit	Price or Cost/Unit	Quantity	Value or Cost Per Acre	Value or Cost/Unit Production	Your Farm
GROSS RECEIPTS FROM PRODUCTION						
SUNFLOWERS	CWT	21.50	7.80	167.70		
CROP INSURANCE INDEMNITY				64.40		
TOTAL RECEIPTS				232.10	21.50	
DIRECT COSTS						
Operating Preharvest						
SEED	DOLS	26.37	1.00	26.37	3.38	
FERTILIZER	DOLS	42.46	1.00	42.46	5.44	
HERBICIDE	DOLS	42.72	1.00	42.72	5.48	
CUSTOM APPLICATION	DOLS	7.00	2.00	14.00	1.79	
INSECTICIDE	DOLS	10.59	1.00	10.59	1.36	
CROP INSURANCE	DOLS	42.00	1.00	42.00	5.38	
CUSTOM AERIAL APPLICATION	DOLS	8.00	1.00	8.00	1.03	
FUEL	DOLS			3.65	0.47	
REPAIR & MAINTENANCE	DOLS			2.07	0.27	
LABOR	DOLS			1.20	0.15	
INTEREST EXPENSE ²	DOLS			6.76	0.87	
Total Preharvest				199.82	25.62	
Operating Harvest						
FUEL	DOLS			8.89	1.14	
REPAIR & MAINTENANCE	DOLS			5.06	0.65	
LABOR	DOLS			1.57	0.20	
HAULING ¹	DOLS			1.95	0.25	
Total Harvest				17.47	2.24	
Total Operating Costs				217.29	27.86	
Property and Ownership Costs						
MACHINERY OWNERSHIP COSTS	DOLS			22.49	2.88	
GENERAL FARM OVERHEAD	DOLS			10.00	1.28	
REAL ESTATE TAXES	DOLS			2.73	0.35	
Total Property and Ownership Costs	DOLS			35.22	4.52	
TOTAL DIRECT COSTS				252.51	32.37	
NET RECEIPTS BEFORE FACTOR PAYMENTS				-20.41	-10.87	
FACTOR PAYMENTS						
LAND @ 4.00% ³	DOLS			32.50	4.17	
RETURN TO MANAGEMENT AND RISK	DOLS			-52.91	-15.04	

1 Hauling Machinery & Labor Charges = \$0.25/Cwt

2 Interest on Operating Capital is calculated on 1/2 of pre-harvest operating costs at 7%

3 Includes allocation of fallow acres in the rotation

BREAKEVEN ANALYSIS - PER ACRE RETURNS OVER TOTAL DIRECT COSTS (\$/ACRE)

				ALTERNATIVE PRICES				
				\$/CWT				
				-25%	-10%	21.50	+10%	+25%
				\$ 16.13	\$ 19.35	\$ 21.50	\$ 23.65	\$ 26.88
ALTERNATIVE YIELDS	-25%	5.9		\$ (158.18)	\$ (139.31)	\$ (126.73)	\$ (114.15)	\$ (95.29)
	-10%	7.0		\$ (139.31)	\$ (116.67)	\$ (101.58)	\$ (86.48)	\$ (63.84)
	CWT	7.8		\$ (126.73)	\$ (101.58)	\$ (84.81)	\$ (68.04)	\$ (42.88)
	+10%	8.6		\$ (114.15)	\$ (86.48)	\$ (68.04)	\$ (49.59)	\$ (21.92)
	+25%	9.8		\$ (95.29)	\$ (63.84)	\$ (42.88)	\$ (21.92)	\$ 9.52