

## Ag Management Guide 2014

### Southern CO - Dryland Sunflowers

#### Estimated Production Costs & Returns

##### GROSS RECEIPTS FROM PRODUCTION

GROSS RECEIPTS	Unit	Price	Yield	Per Acre	Per Cwt	YOUR FARM
SUNFLOWERS	CWT	\$20.00	10.0	\$200	\$20.00	
NET GOVT PAYMENTS	ACRE			\$0	\$0.00	
<b>Total Receipts</b>				<b>\$200</b>	<b>\$20.00</b>	<b>\$0</b>

##### DIRECT COSTS

	Unit	Cost/ Unit	Quantity	Cost Per Acre	Cost Per Cwt	YOUR FARM
<i>OPERATING PREHARVEST</i>						
SEED	DOLS	24.50	1.00	24.50	2.45	
FERTILIZER	DOLS	25.00	1.00	25.00	2.50	
HERBICIDE	DOLS	12.00	1.00	12.00	1.20	
CUSTOM APPLICATION	DOLS	6.00	1.00	6.00	0.60	
CROP INSURANCE	DOLS	32.00	1.00	32.00	3.20	
REPAIR & MAINTENANCE	DOLS	2.00	1.00	2.00	0.20	
FUEL & OIL	DOLS	10.00	1.00	10.00	1.00	
LABOR	DOLS	2.00	1.00	2.00	0.20	
INTEREST EXPENSE (6 mths @ 7.5%)	DOLS	4.26	1.00	4.26	0.43	
<b>Total Pre-Harvest Expenses</b>				<b>117.76</b>	<b>11.78</b>	<b>\$0</b>
<i>HARVEST COSTS</i>						
CUSTOM HARVEST	DOLS	25.00	1.00	25.00	2.50	
HAULING	DOLS	4.50	1.00	4.50	0.45	
Total Harvest Costs				29.50	2.95	
<b>Total Operating Costs</b>				<b>147.26</b>	<b>14.73</b>	<b>\$0</b>
<i>PROPERTY &amp; OWNERSHIP COSTS</i>						
GENERAL FARM OVERHEAD	DOLS	10.00	1.00	10.00	1.00	
OWNERSHIP COSTS	DOLS	25.00	1.00	25.00	2.50	
REAL ESTATE TAXES	DOLS	3.00	1.00	3.00	0.30	
Total Property & Ownership Costs				38.00	3.80	\$0
<b>Total Direct Costs</b>				<b>185.26</b>	<b>18.53</b>	<b>\$0</b>
<b>NET RECEIPTS BEFORE FACTOR PAYMENTS</b>				<b>14.74</b>	<b>1.47</b>	<b>\$0</b>
<i>FACTOR PAYMENTS</i>						
Land @ 4%				32.00	3.20	
<b>RETURN TO MANAGEMENT &amp; RISK</b>				<b>(17.26)</b>	<b>(1.73)</b>	<b>\$0</b>

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

ALTERNATIVE YIELDS		ALTERNATIVE PRICES				
		\$/CWT				
		-25%	-10%		+10%	+25%
		\$ 15.00	\$ 18.00	\$ 20.00	\$ 22.00	\$ 25.00
-25%	7.50	-\$72.76	-\$50.26	-\$35.26	-\$20.26	\$2.24
-10%	9.00	-\$50.26	-\$23.26	-\$5.26	\$12.74	\$39.74
CWT	10.00	-\$35.26	-\$5.26	\$14.74	\$34.74	\$64.74
+10%	11.00	-\$20.26	\$12.74	\$34.74	\$56.74	\$89.74
+25%	12.50	\$2.24	\$39.74	\$64.74	\$89.74	\$127.24