

Table 20.A Estimated costs and returns per Acre  
 Confectionary Sunflowers, Sprinkler Irrigated, Strip-ti  
 2008 Projected Costs and Returns per Acre

| ITEM                                   | UNIT  | PRICE   | QUANTITY | AMOUNT  | YOUR FARM |
|--|-------|---------|----------|---------|-----------|
|  |       | dollars |          | dollars |           |
| INCOME                                 |       |         |          |         |           |
| Conf. Sunflowers                       | cwt   | 23.00   | 18.0000  | 414.00  | _____     |
|  |       |         |          | -----   |           |
| TOTAL INCOME                           |       |         |          | 414.00  | _____     |
| DIRECT EXPENSES                        |       |         |          |         |           |
| SEED                                   |       |         |          |         |           |
| conf. sunflower seed                   | acre  | 23.00   | 1.0000   | 23.00   | _____     |
| INSECTICIDE                            |       |         |          |         |           |
| seed insect.-sunflc                    | acre  | 6.00    | 1.0000   | 6.00    | _____     |
| HERBICIDE                              |       |         |          |         |           |
| glyphosphate                           | acre  | 4.00    | 3.0000   | 12.00   | _____     |
| 2-4D                                   | acre  | 1.53    | 1.0000   | 1.53    | _____     |
| Prowl H <sub>2</sub> O                 | acre  | 7.72    | 1.0000   | 7.72    | _____     |
| FERTILIZER                             |       |         |          |         |           |
| fert(N) - liquid                       | lb.   | 0.57    | 70.0000  | 39.90   | _____     |
| fert(P) - liquid                       | lb.   | 0.54    | 24.0000  | 12.96   | _____     |
| CUSTOM                                 |       |         |          |         |           |
| herb application                       | acre  | 4.50    | 3.0000   | 13.50   | _____     |
| Pesticide appl                         | acre  | 4.50    | 1.0000   | 4.50    | _____     |
| cust harv-sunfl irri                   | acre  | 22.00   | 1.0000   | 22.00   | _____     |
| cust haul-sunfl dry                    | cwt.  | 0.30    | 18.0000  | 5.40    | _____     |
| Pesticide                              |       |         |          |         |           |
| ammo - pest                            | acre  | 3.13    | 1.0000   | 3.13    | _____     |
| OPERATOR LABOR                         |       |         |          |         |           |
| Implements                             | hour  | 9.10    | 0.1440   | 1.31    | _____     |
| Tractors                               | hour  | 9.10    | 0.1772   | 1.61    | _____     |
| HAND LABOR                             |       |         |          |         |           |
| Implements                             | hour  | 9.10    | 0.0572   | 0.52    | _____     |
| IRRIGATION LABOR                       |       |         |          |         |           |
| Center Pivot                           | hour  | 9.10    | 0.4480   | 4.07    | _____     |
| DIESEL FUEL                            |       |         |          |         |           |
| Tractors                               | gal   | 2.65    | 1.5562   | 4.12    | _____     |
| GASOLINE                               |       |         |          |         |           |
| Pickup                                 | gal   | 2.90    | 4.5225   | 13.11   | _____     |
| NATURAL GAS                            |       |         |          |         |           |
| Center Pivot                           | ac-in | 8.25    | 7.0000   | 57.75   | _____     |
| REPAIR & MAINTENANCE                   |       |         |          |         |           |
| Implements                             | Acre  | 2.80    | 1.0000   | 2.80    | _____     |
| Tractors                               | Acre  | 3.28    | 1.0000   | 3.28    | _____     |
| Pickup                                 | Acre  | 0.37    | 1.0000   | 0.37    | _____     |
| Center Pivot                           | ac-in | 2.03    | 7.0000   | 14.21   | _____     |
| INTEREST ON OP. CAP.                   | Acre  | 5.13    | 1.0000   | 5.13    | _____     |
|  |       |         |          | -----   |           |
| TOTAL DIRECT EXPENSES                  |       |         |          | 259.94  | _____     |
| RETURNS ABOVE DIRECT EXPENSES          |       |         |          | 154.05  | _____     |
| FIXED EXPENSES                         |       |         |          |         |           |
| Implements                             | Acre  | 5.02    | 1.0000   | 5.02    | _____     |
| Tractors                               | Acre  | 5.66    | 1.0000   | 5.66    | _____     |
| Pickup                                 | Acre  | 0.63    | 1.0000   | 0.63    | _____     |
| Center Pivot                           | Acre  | 33.60   | 1.0000   | 33.60   | _____     |
|  |       |         |          | -----   |           |
| TOTAL FIXED EXPENSES                   |       |         |          | 44.92   | _____     |
|  |       |         |          | -----   |           |
| TOTAL SPECIFIED EXPENSES               |       |         |          | 304.87  | _____     |
| RETURNS ABOVE TOTAL SPECIFIED EXPENSES |       |         |          | 109.12  | _____     |
| ALLOCATED COST ITEMS                   |       |         |          |         |           |
| cash rent-sunfloweri                   | acre  | 60.00   | 1.0000   | 60.00   | _____     |
| RESIDUAL RETURNS                       |       |         |          | 49.12   | _____     |

Projections for Planning Purposes Only.

Projections for Planning Purposes Only  
 Not to be Used without Updating after November 1, 2007

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Table 20.B Estimated resource use and costs for field operations, per Acre  
 Confectionary Sunflowers, Sprinkler Irrigated, Strip-ti  
 2008 Projected Costs and Returns per Acre

| OPERATION/<br>OPERATING INPUT | SIZE/<br>UNIT | TRACTOR<br>SIZE | PERF TIMES |       |     | TRACTOR COST      |       | EQUIP COST |       | ALLOC LABOR |      | OPERATING INPUT   |       |        | TOTAL<br>COST |
|-------------------------------|---------------|-----------------|------------|-------|-----|-------------------|-------|------------|-------|-------------|------|-------------------|-------|--------|---------------|
|                               |               |                 | RATE       | OVER  | MTH | DIRECT            | FIXED | DIRECT     | FIXED | HOURS       | COST | AMOUNT            | PRICE | COST   |               |
|                               |               |                 |            |       |     | -----dollars----- |       |            |       | dollars     |      | -----dollars----- |       |        |               |
| herb application              | acre          |                 |            | 1.00  | Aug |                   |       |            |       |             |      | 1.0000            | 4.50  | 4.50   | 4.50          |
| glyphosphate                  | acre          |                 |            |       |     |                   |       |            |       |             |      | 1.0000            | 4.00  | 4.00   | 4.00          |
| Strip Plow                    | 35-40 ft      | 175             | 0.120      | 1.00  | Oct | 5.48              | 4.09  | 0.78       | 1.39  | 0.264       | 2.40 |                   |       |        | 14.16         |
| fert(N) - liquid              | lb.           |                 |            |       |     |                   |       |            |       |             |      | 20.0000           | 0.57  | 11.40  | 11.40         |
| fert(P) - liquid              | lb.           |                 |            |       |     |                   |       |            |       |             |      | 24.0000           | 0.54  | 12.96  | 12.96         |
| herb application              | acre          |                 |            | 1.00  | Apr |                   |       |            |       |             |      | 1.0000            | 4.50  | 4.50   | 4.50          |
| glyphosphate                  | acre          |                 |            |       |     |                   |       |            |       |             |      | 1.0000            | 4.00  | 4.00   | 4.00          |
| 2-4D                          | acre          |                 |            |       |     |                   |       |            |       |             |      | 1.0000            | 1.53  | 1.53   | 1.53          |
| Center Pivot                  | ac-in         |                 |            | 1.00  | Apr |                   |       | 20.56      | 33.60 | 0.128       | 1.16 | 2.0000            |       |        | 55.32         |
| Pickup Truck                  | 3/4 ton       |                 | 0.006      | 45.00 | May |                   |       | 13.48      | 0.63  |             |      |                   |       |        | 14.12         |
| herb application              | acre          |                 |            | 1.00  | Jun |                   |       |            |       |             |      | 1.0000            | 4.50  | 4.50   | 4.50          |
| glyphosphate                  | acre          |                 |            |       |     |                   |       |            |       |             |      | 1.0000            | 4.00  | 4.00   | 4.00          |
| Prowl H <sub>2</sub> O        | acre          |                 |            |       |     |                   |       |            |       |             |      | 1.0000            | 7.72  | 7.72   | 7.72          |
| Center Pivot                  | ac-in         |                 |            | 1.00  | Jun |                   |       | 20.56      |       | 0.128       | 1.16 | 2.0000            |       |        | 21.72         |
| bed planter                   |               | 125             | 0.057      | 1.00  | Jun | 1.92              | 1.57  | 2.02       | 3.62  | 0.114       | 1.04 |                   |       |        | 10.18         |
| conf. sunflower seed          | acre          |                 |            |       |     |                   |       |            |       |             |      | 1.0000            | 23.00 | 23.00  | 23.00         |
| seed insect.-sunflc           | acre          |                 |            |       |     |                   |       |            |       |             |      | 1.0000            | 6.00  | 6.00   | 6.00          |
| fert(N) - liquid              | lb.           |                 |            |       |     |                   |       |            |       |             |      | 50.0000           | 0.57  | 28.50  | 28.50         |
| Center Pivot                  | ac-in         |                 |            | 1.00  | Jul |                   |       | 15.42      |       | 0.096       | 0.87 | 1.5000            |       |        | 16.29         |
| Center Pivot                  | ac-in         |                 |            | 1.00  | Jul |                   |       | 15.42      |       | 0.096       | 0.87 | 1.5000            |       |        | 16.29         |
| Pesticide appl                | acre          |                 |            | 1.00  | Aug |                   |       |            |       |             |      | 1.0000            | 4.50  | 4.50   | 4.50          |
| ammo - pest                   | acre          |                 |            |       |     |                   |       |            |       |             |      | 1.0000            | 3.13  | 3.13   | 3.13          |
| cust harv-sunfl irri          | acre          |                 |            | 1.00  | Oct |                   |       |            |       |             |      | 1.0000            | 22.00 | 22.00  | 22.00         |
| cust haul-sunfl dry           | cwt.          |                 |            |       |     |                   |       |            |       |             |      | 18.0000           | 0.30  | 5.40   | 5.40          |
| TOTALS                        |               |                 |            |       |     | 7.40              | 5.66  | 88.24      | 39.26 | 0.826       | 7.52 |                   |       | 151.64 | 299.74        |
| INTEREST ON OPERATING CAPITAL |               |                 |            |       |     |                   |       |            |       |             |      |                   |       |        | 5.13          |
| UNALLOCATED LABOR             |               |                 |            |       |     |                   |       |            |       |             |      |                   |       |        | 0.00          |
| TOTAL SPECIFIED COST          |               |                 |            |       |     |                   |       |            |       |             |      |                   |       |        | 304.87        |

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