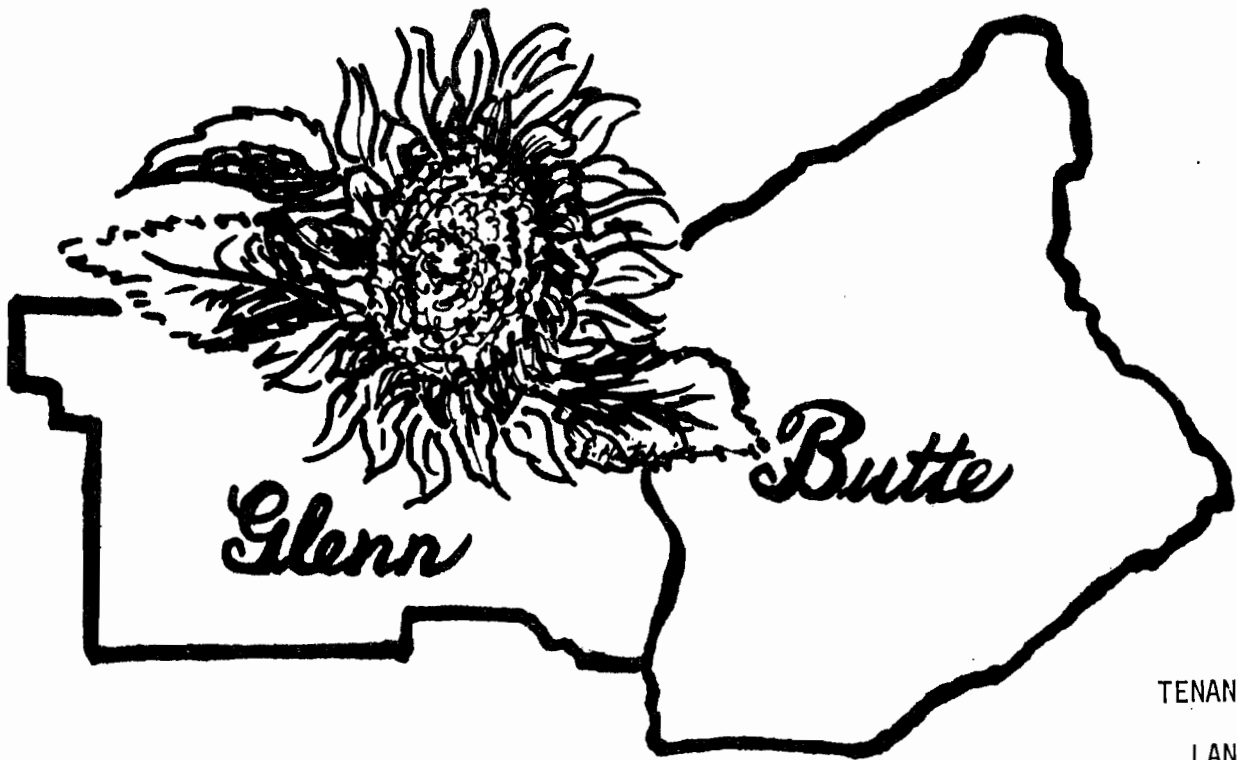


Sunflower Seed Production Costs



TENANT

LANDOWNER

BASIS

Robert L. Sailsbery
Farm Advisor

Karen Klonsky
Farm Management Specialist

University of California
Cooperative Extension
Glenn County

SAMPLE COSTS TO PRODUCE SUNFLOWERS

Glenn and Butte Counties - 1986
 Labor rate \$ 7.25 /hr. tractor operator
 5.00 /hr. irrigators
 Yield 1300 lbs./acre

Operation	Hours per Acre	Cash and Labor Costs per Acre			Total Cost	Your Cost
		Labor	Fuel & Repairs	Materials & Application Kind and Quantity		
Cultural costs:						
Stubble disk	.25	1.81	6.88		8.69	
Disk Offset (2x)	.20	1.45	5.57		7.02	
Chisel	.16	1.16	3.63		4.79	
Triplane every year	.30	2.18	8.64		10.82	
Fertilize	.15	1.09	3.83	\$1.50/acre chisel rental, 125 lbs N/acre @ \$.22/lb N-P-K starter - 50 lbs.	29.00	33.92
Bedding and Starter Fertilizer	.20	1.45	2.36	P205/acre = \$26.84	26.84	30.65
Plant (sled) and Incorporate Herbicide	.33	2.39	8.34	Herbicide = \$4.50	4.50	15.23
Irrigate up	1.00	5.00		8 ac-in @ \$10.00/ac-ft	6.67	11.67
Cultivate (sled)	.25	1.81	3.19			5.00
Cultivate (rolling)	.16	1.16	2.46			3.62
Irrigate (5x)	1.50	7.50		24 ac-in @ \$10.00/ac-ft = \$20.00	20.00	27.50
Hives (pollination)				2/acre=\$20.00	20.00	20.00
Moth Control (2x)				Insecticide \$17.96 + Flying \$10.00 = \$27.96	27.96	27.96
Defoliate 1/4 acreage				Defoliant = \$12.32/acre Flying = \$5.00/acre Applied to 1/4 acreage	4.33	4.33
Ditch Prep. (Season)	.20	1.45	4.25			5.70
isc. (downtime, etc.)	.50	3.63	1.50			5.13
Interest on operating capital @ 12.5%						27.75
TOTAL CULTURAL COSTS	5.20	32.08	50.64		139.30	249.77
Harvest costs:						
Harvest: 3 acres/hr						11.16
Hauling (1,750 lbs/acre from combine @ \$.30/cwt)				25% cleanout		5.25
Scalping (\$.02/lb on 1750 lbs/acre from combine)						35.00
TOTAL HARVEST COSTS						51.41
Cash overhead:						
Misc. Office, etc. (@ 8%)						24.09
Taxes						3.03
Rent 20% of 1300 lbs/acre clean seed @ \$.45/lb						117.00
TOTAL CASH OVERHEAD COSTS						144.13
TOTAL CASH COSTS						445.30
Investment						
				Annual Cost		
				Depreciation	Interest @ 12.5%	
Equipment & buildings				26.02	18.94	44.96
TOTAL CASH COSTS PER ACRE						490.26
Cost per pound @ 1300 lbs/acre						.38

EQUIPMENT AND BUILDING LIST

Interest on capital is 12.5%

ITEM	ORIGINAL COST	ANNUAL USE (ACRES)	COST PER ACRE	LIFE (YEARS)	---ANNUAL DEPREC- ATION	COST--- INTEREST AT 12.5%	REPAIR COST/ HOUR	FUEL COST/ HOUR
Tractors								
125HP track diesel	125000	1500	83.33	15	5.56	5.21	9.48	9.38
200 HP 4WD diesel	100000	1500	66.67	10	6.67	4.17	6.20	13.00
120 HP wheel diesel	55000	1500	36.67	10	3.67	2.29	4.72	7.80
100 HP wheel diesel	45000	1500	30.00	10	3.00	1.88	3.85	6.50
Disk, stubble, 12'	18000	1000	18.00	15	1.20	1.13	8.64	
Disk, offset, 21'	18000	1500	12.00	15	.80	.75	8.64	
Chisel (heavy duty) 16'	8000	1500	5.33	15	.36	.33	3.84	
Field cultivator, 32'	10000	1500	6.67	15	.44	.42	4.80	
Spiketooth adjust.-30 ft.	8000	1500	5.33	15	.36	.33	3.84	
Rolling cultivator	6000	1000	6.00	10	.60	.38	2.88	
Ring Roller	4500	1000	4.50	15	.30	.28	2.16	
Planter, sled and incorp. 6 row	18000	1000	18.00	10	1.80	1.13	12.75	
Sled for cultivation	5000	1500	3.33	10	.33	.21	2.40	
Triplane - 16 ft.	16000	1500	10.67	15	.71	.67	9.60	
Bedding tool - 6 row	3000	1000	3.00	15	.20	.19	1.44	
Ditcher - 5 ft.	4000	1500	2.67	20	.13	.17	2.40	
Combine w/header- 16 ft, SP	100000	1000	100.00	10	10.00	6.25	33.47	
Saddle tanks (2 sets)	8000	1000	8.00	10	.80	.50	6.66	
Tool carrier	10000	1500	6.67	20	.33	.42		
Truck - 2 ton	26000	1500	17.33	15	1.16	1.08		
2 pickups	20000	1500	13.33	5	2.67	.83		
Siphons & irrigation equip.	3000	1000	3.00	7	.43	.19		
Shop tools	10000	1500	6.67	15	.44	.42		
Buildings	50000	1500	33.33	30	1.11	2.08		
Fuel tank, equipment, pump	7000	1500	4.67	15	.31	.29		
TOTAL COST	677500		505.17		43.37	31.57		
60% OF NEW COSTS	406500		303.10		26.02	18.94		

Cost of Producing Sunflowers at Varying Yields

	POUNDS PER ACRE				
	700	1000	1300	1600	1900
Cultural costs	249.77	249.77	249.77	249.77	249.77
Harvest cost	32.83	42.12	51.41	60.68	69.99
Cash overhead	88.64	116.38	144.12	171.87	199.61
Total cash cost	371.23	408.27	445.30	482.31	519.38
Investment cost	44.96	44.96	44.96	44.96	44.96
Total cost	416.19	453.23	490.26	527.27	564.34

Income Above Cash Costs at Varying Yields & Prices

Cents/lb.	POUNDS PER ACRE				
	700	1000	1300	1600	1900
40	-91.23	-8.27	74.70	157.69	240.62
45	-56.23	41.73	139.70	237.69	335.62
50	-21.23	91.73	204.70	317.69	430.62
55	13.77	141.73	269.70	397.69	525.62
60	48.77	191.73	334.70	477.69	620.62

Income Above Total Costs at Varying Yields & Prices

Cents/lb.	POUNDS PER ACRE				
	700	1000	1300	1600	1900
40	-136.19	-53.23	29.74	112.73	195.66
45	-101.19	-3.23	94.74	192.73	290.66
50	-66.19	46.77	159.74	272.73	385.66
55	-31.19	96.77	224.74	352.73	480.66
60	3.81	146.77	289.74	432.73	575.66

BASIS OF SUNFLOWER SEED PRODUCTION COST STUDY

1. In attempting to formulate, interpret and use a production cost study for sunflower seed, the following are some of the factors which should be considered.
 - a. Hybrid sunflower seed is grown as a row crop on a limited acreage in Glenn and Butte Counties. The crop is grown under contract. Contract prices vary with the variety involved, potential yield of the variety, etc. Various female-male row combination ratios are used depending on the variety involved, pollination potentials, etc.
 - b. The companies purchasing or contracting sunflower seed have various arrangements as to the price, basis of grading for purchase of seed, roguing, seed costs, hauling costs and/or reimbursements, cleaning and bagging costs, etc. Hence, the information as to some of the variables mentioned above may or may not be the same for a specific grower and/or a seed purchasing outlet. The individual use of the cost study should be used as a guide and the column "Your Cost" used to enter the cost and/or arrangement for the specific grower.
 - c. Every piece of equipment listed may not be used every year for sunflower seed production but is available for use when needed. The cultural and land preparation used will vary from year to year. For this study it is assumed the crop will be irrigated up, however, if planting sunflower seed on lighter or silty soils, pre-irrigation might be preferred.
2. This cost study is based on a 1,500 acre field crop operation with 150 acres of sunflower seed. Other crops grown on the ranch could include one or more of the following crops: grain crops, alfalfa hay, legume seed, grain sorghum, field corn, beans, safflower, rice, etc. Much of the equipment listed will be used on the entire acreage sometime during the year. This tenant-landowner basis cost study assumes the tenant pays all of the cash costs and the landlord receives 20% of the gross income. Yield is based on 1,300 pounds of clean seed per acre.
3. In allocating the equipment cost per acre the following calculations were made: (a) "Original Cost" of equipment is the new cost including sales tax. (b) "Depreciation" is the new cost per acre divided by the years of life. The new cost per acre is figured as the new cost per acre divided by the acres the equipment will be used on. (c) "Interest" on investment is figured as one-half of the new cost per acre multiplied by 13 1/2%. One-half of the new cost is the average value of the equipment during its useful life. (d) The investment per acre used in the cost study is calculated at 60% of the depreciation and interest costs for all new equipment to reflect a mix of new and used equipment.
4. Miscellaneous expenses are estimated to be about 8% of the total cultural and harvest costs. They include such costs as preparing and maintaining roadways, general weed control, office,

- bookkeeping, liability insurance, operation of pickup, etc.
5. Labor costs are based on a \$7.25 hourly rate for skilled labor and \$5.00 hourly rate for irrigators. Included are cash wages, compensation insurance, Social Security, unemployment insurance and other benefits that the employer might pay.
 6. Since complete payment for the crop is extended over several months, 11.5% interest on operating monies is extended over a nine month period.
 7. Every operation of every grower in Glenn and Butte Counties is not necessarily the same. Therefore, the cost study is an effort to provide a basis rather than an absolute program of the cost of growing sunflower for seed.
 8. Grower representation from Glenn and Butte Counties participated in furnishing information for compiling the basic information for this study. Appreciation is expressed to these growers and to seed purchasing companies furnishing additional information.

Farm Advisor's Office
Glenn County
January 1986
400 copies