

SAMPLE COSTS TO PRODUCE SUNFLOWER FOR SEED  
Glenn & Butte Counties - January 1983

Operation	Hours Per Acre	Cash and Labor Cost Per Acre			Total	Your Cost Per A
		Labor	Fuel & Repairs	Kind and Quantity Cost		
<b>Cultural Costs</b>						
Stubble Disk	.25	\$ 1.63	\$ 6.73		\$ 8.36	
Disk Offset (2X)	.20	1.30	6.27		7.57	
Chisel	.16	1.04	3.84		4.88	
Landplane every other year (2X)	.25	1.63	4.69		6.32	
Fertilize	.15	.98	2.22	\$2.00/A rental, 110 lbs. N/A @ 20½¢ per lb. = \$22.55	27.75	
Bedding and Starter Fertilizer	.20	1.30	2.82	Complete starter w/48 lbs P <sub>2</sub> O <sub>5</sub> /A, 200 lbs/A @ \$245/ton = \$24.50	28.62	
Plant (sled) and Incorporate Herbicide	.33	2.15	10.14	Herbicide 1½ pints = \$8.26	20.55	
Ditch Prep. (Season)	.20	1.30	3.39		4.69	
Irrigate Up	1.00	5.20		8 ac-in @ \$15.00/AF=\$10.00	15.20	
Cultivate (sled)	.25	1.63	3.20		4.83	
Cultivate (Rolling)	.16	1.04	2.05		3.09	
Irrigate (4X)	2.80	14.56		24 ac-in @ \$15.00/AF=\$30.00	44.56	
Hives (pollination)				2/Acre = \$25.00	25.00	
Moth Control (2X)				Insecticide \$20.56 + Flying \$9.00 = \$29.56	29.56	
Defoliate (½ acreage)				Defoliant ½ = \$6.44 Flying ½ = \$2.25 Total = \$8.69	8.69	
Misc. (downtime, etc)	1.30	8.45	1.50		9.95	
<b>TOTAL CULTURAL COSTS</b>	<b>7.25</b>	<b>\$42.21</b>	<b>\$46.85</b>	<b>\$160.56</b>	<b>\$249.62</b>	
<b>Harvest Costs</b>						
Custom Harvest @ \$35.00/acre					\$ 35.00	
Hauling (1,500 lbs/A from combine @ \$.30/cwt)					4.50	
Scalping (1½¢/lb on 1,500 lbs/A from combine)					22.50	
<b>TOTAL HARVEST COSTS</b>					<b>\$ 62.00</b>	
<b>Cash Overhead</b>						
Misc., Office, etc. (\$311.62 @ 8%)					\$ 24.93	
Interest on Operating Capital					32.72	
Taxes					3.20	
Rent 20% of 1,200 lbs/A clean seed @ 45¢/lb.					108.00	
<b>TOTAL CASH OVERHEAD</b>					<b>\$168.85</b>	
<b>TOTAL CASH COSTS</b>					<b>\$480.47</b>	
<b>Annual Costs</b>						
<b>INVESTMENT</b>	<b>Per Acre</b>	<b>Depreciation</b>		<b>Interest</b>		
Equipment and Buildings	\$320.01	\$27.00		\$24.01	\$ 51.01	
<b>TOTAL COST PER ACRE</b>					<b>\$531.48</b>	
Cost per pound @ 1,200 lbs/A					\$ .44	

## 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 above-mentioned variables 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 Per Acre" used to enter the cost and/or arrangement for the specific grower.
  - c. In most instances, original or new costs are used for equipment and building costs. It is realized every operation varies as to equipment and building inventories. However, using original costs is an identifiable basis. Many growers and loaning agencies may be more specifically interested in the cash cost portion of the sample costs.
  - d. 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 would probably 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.
3. In allocating the equipment costs per acre in the equipment list, the following calculations were made: (a) "Original Cost" of equipment is the estimated new cost; (b) "Cost Per Acre" is the new cost divided by the number of acres the equipment will be used on; (c) "Depreciation" is based on the "Per Acre Cost" divided by the expected life of the equipment; (d) "Interest" on investment is figured on one-half of the new cost per acre multiplied by 15%.
4. Miscellaneous expenses are estimated to be about 8% of the total cultural and harvest costs. They include such costs as preparing roadways, general weed control, office, bookkeeping, etc.
5. Labor costs are based on a \$6.50 hourly rate for skilled labor and \$5.20 hourly rate for irrigators. Included are cash wages, compensation insurance, Social Security, unemployment insurance and other benefits that the employer might pay.
6. Equipment operating costs are listed under fuel and repair. Included is the cost of fuel, maintenance, replacement parts, tires, etc.
7. Since complete payment for the harvest crop may be extended over several months, the 14% interest on operating monies is extended over a nine month period.
8. 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.
9. Grower representation from both 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.

*(This cost study refers to sunflower seed production where male and female planting stock is planted to produce the planting seed source for sunflower ultimately grown for sunflower oil and confectionary production.)*

## EQUIPMENT AND BUILDING LIST

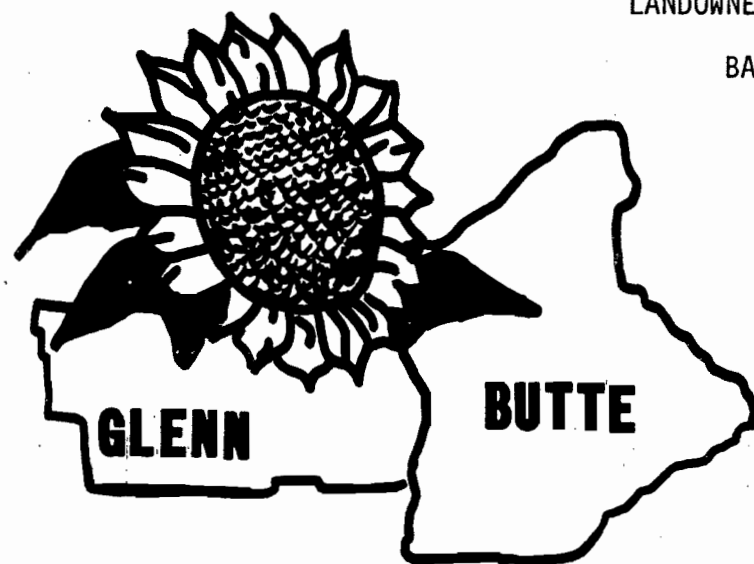
Item	Original Cost	Annual Use (Acres)	Cost Per Acre	Life (Years)	Non-Cash Overhead	
					Depreciation	Interest @ 15%
Tractor, 125-130 HP Tr. Diesel	\$100,000	1,500	\$ 66.67	15	\$ 4.44	\$ 5.00
Tr., 180-200 HP, 4 Wh. Diesel	72,000	1,500	48.00	10	4.80	3.60
Tractor, 120 HP Wheel Diesel	40,000	1,500	26.67	10	2.67	2.00
Tractor, 100 HP Wheel Diesel	33,000	1,500	22.00	10	2.20	1.65
Disk, stubble, 12 ft.	14,000	1,000	14.00	15	.93	1.05
Disk, offset, 21 ft.	23,000	1,500	15.33	15	1.02	1.15
Chisel (heavy duty) 16 ft.	8,000	1,500	5.33	15	.36	.40
Sp, tooth or field cult., 32 ft.	7,500	1,500	5.00	10	.50	.38
Spiketooth Adjust. - 30 feet	6,000	1,500	4.00	10	.40	.30
Rolling Cultivator - 6 row	6,000	1,000	6.00	10	.60	.45
Planter, w/sled & incorp. - 6 row	18,000	1,000	18.00	10	1.80	1.35
Cultivator sled & equipment	6,000	1,000	6.00	10	.60	.45
Triplane - 16 feet	10,000	1,500	6.67	15	.44	.50
Landplane - 60 feet (used)	7,000	1,500	4.67	10	.47	.35
Bedding Tools - 6 row	3,000	1,000	3.00	15	.20	.23
Ditcher - 5 feet	4,000	1,500	2.67	20	.13	.20
Saddle Tanks (1 set)	4,000	1,000	4.00	10	.40	.30
Tool Carrier (used)	4,000	1,500	2.67	20	.13	.20
Truck (used)	6,000	1,500	4.00	10	.40	.30
Pickup	8,000	1,500	5.33	5	1.07	.40
2 Pickups (used)	6,000	1,500	4.00	3	1.33	.30
Siphons	3,000	1,500	2.00	7	.29	.15
Shop Tools	10,000	1,500	6.67	15	.44	.50
Buildings	50,000	1,500	33.33	30	1.11	2.50
Misc. Equip. (fuel tank, etc.)	6,000	1,500	4.00	15	.27	.30
TOTALS	\$ 454,500		\$ 320.01		\$ 27.00	\$ 24.01

# SAMPLE COSTS TO PRODUCE SUNFLOWER FOR SEED

TENANT

LANDOWNER

BASIS



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## NET INCOME/A AT 1,200 LBS/A AND VARYING PRICES/LB.

Price/Lb.	\$ 0.40	\$ 0.45	\$ 0.50	\$ 0.55	\$ 0.60
Gross Income/A	\$480.00	\$540.00	\$600.00	\$660.00	\$720.00
Total Cost/A	\$519.48	\$531.48	\$543.48	\$555.48	\$567.48
Net Income/A	-\$39.48	+\$ 8.52	+\$ 56.52	+\$104.52	+\$152.52
Net Income/Lb.	-\$ .03	+\$ .01	+\$ .05	+\$ .09	+\$ .13

## NET INCOME/A AND COST/LB. AT \$0.45/LB. AND VARYING YIELDS

Lbs./A	600	900	1,200	1,500	1,800
Gross Income/A	\$270.00	\$405.00	\$540.00	\$675.00	\$810.00
Total Costs/A	\$461.48	\$496.49	\$531.48	\$566.49	\$601.48
Net Income per acre	-\$191.48	-\$ 91.49	+\$ 8.52	+\$108.51	+\$208.52
Cost/Lb.	\$ 0.77	\$ 0.55	\$ 0.44	\$ 0.38	\$ 0.33

Consult your farm advisor if you have questions regarding this sample cost of production study for sunflower seed.

Farm Advisor's Office  
Glenn County

January 1983  
400 copies

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