

DRYLAND SUNFLOWERS (No-Till, mono-unsaturated)

Farm Enterprise Budget Series - North East NSW

Summer 2009-2010

1. GROSS MARGIN BUDGET:

INCOME:

1.60 tonnes/ha at \$520.00 /tonne (on farm).....

Sample Budget \$/ha	Your Budget \$/ha
\$832.00	

Cartage costs will vary with distance, so have not been included. The on-farm price is after cartage.

Crop prices were correct at the time of writing (Aug 2009), world market volatility makes estimation of future pricing impractical.

A. TOTAL INCOME \$/ha:

\$832.00	
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VARIABLE COSTS:

see following page(s) for details

Sowing.....	\$58.74	
Fertiliser & application.....	\$149.40	
Herbicide & application.....	\$70.75	
Insecticide & application.....	\$40.40	
Harvesting.....	\$64.94	
Levies and insurance.....	\$43.51	

B. TOTAL VARIABLE COSTS \$/ha:

\$427.74	
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C. GROSS MARGIN (A-B) \$/ha:

\$404.26	
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2. EFFECT OF YIELD AND PRICE ON GROSS MARGIN PER HECTARE:

(A) SENSITIVITY TABLE

YIELD tonnes/ha	On Farm Price						
	\$460 /t	\$480 /t	\$500 /t	\$520 /t	\$550 /t	\$580 /t	\$610 /t
0.70	-\$101	-\$87	-\$73	-\$59	-\$38	-\$17	\$3
1.00	\$36	\$56	\$76	\$95	\$125	\$155	\$185
1.30	\$173	\$198	\$224	\$250	\$288	\$327	\$366
1.60	\$309	\$341	\$373	\$404	\$452	\$499	\$547
1.85	\$423	\$460	\$496	\$533	\$588	\$643	\$698
2.10	\$537	\$578	\$620	\$662	\$724	\$786	\$849
2.35	\$651	\$697	\$744	\$790	\$860	\$930	\$1,000

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CALENDAR OF OPERATIONS:		Machinery			Inputs			Total
Operation	Month	hrs /ha	Cost	Total	Rate/ha	Cost	Total	Total Cost \$/ha
			\$/hour	\$/ha		\$	\$/ha	
Herbicide - glyphosate CT	Jan	0.05	47.19	2.36	1.5 L	5.21	7.82	10.17
Wetter - non-ionic surfactant	Jan	with above			0.2 L	6.86	1.37	1.37
Herbicide - glyphosate CT	Mar	0.05	47.19	2.36	1.2 L	5.21	6.25	8.61
Wetter - non-ionic surfactant	Mar	with above			0.2 L	6.86	1.37	1.37
Herbicide - glyphosate CT	Jun	0.05	47.19	2.36	1.2 L	5.21	6.25	8.61
Herbicide - 2,4-D i.p.a. 300g/L	Jun	with above			0.66 L	4.18	2.76	2.76
Wetter - non-ionic surfactant	Jun	with above			0.2 L	6.86	1.37	1.37
Herbicide - glyphosate CT	Sep	0.05	47.19	2.36	1.5 L	5.21	7.82	10.17
Wetter - non-ionic surfactant	Sep	with above			0.2 L	6.86	1.37	1.37
Sowing - sunflower seed, treated	Sep	0.18	66.67	12.00	2.7 kg	17.31	46.74	58.74
Fertiliser - Urea (bulk)	Sep	with above			160 kg	0.59	94.40	94.40
Fertiliser - Starter Z	Sep	with above			50 kg	1.10	55.00	55.00
Herbicide - Stomp Xtra, pre-emerg 1 yr in 5	Sep	0.05	47.19	2.36	3.30 L	11.10	36.63	7.80
Crop uptake oil 0.5%	Sep	with above			0.02 L	4.09	0.07	0.01
Herbicide - haloxyfop-R 520g	Oct	0.05	47.19	2.36	0.1 L	147.59	14.76	17.12
Insecticide - alpha-cypermethrin 100g/L EC	Dec	aerial spray		17.00	0.4 L	8.00	3.20	20.20
Insecticide - alpha-cypermethrin 100g/L EC	Jan	aerial spray		17.00	0.4 L	8.00	3.20	20.20
Crop insurance **	Jan			4.21%				35.03
Harvest (contract) #	Mar	contract		64.94	per ha incl fuel			64.94
Grains Research Levy				1.02%	of farm gate value			8.49

AGRONOMIC NOTES:

Sowing: Early spring sowings allow crops to flower before high temperatures produce heat stress.

Do not sow polyunsaturated sunflowers in spring as low quality oil is unacceptable to margarine manufacturers.

Sow poly-unsaturated sunflowers later, in December-January to allow grain fill and oil laydown under cooler autumn temperatures to produce good quality oil (higher linoleic acid levels).

Seed price is assumed to include appropriate treatments.

Insects: Alpha-cypermethrin used to control Rutherglen bugs or heliothis.

Weeds: To reduce the likelihood of herbicide resistance, rotate herbicide groups and weed management techniques.

Fertiliser: Fertiliser requirements should be based on paddock records and soil tests. Any rates given are examples only.

Harvest: In a limited number of years sunflowers may need to be desiccated before harvest. Check labels and permits are current. # Harvest costs based on \$60/ha for a crop up to 2.5 t/ha with estimated increments of \$1.00 per extra 100 kg/ha above 2.5 t/ha.

Insurance: ** Varies with local government area and postcode, check with your insurer.

Marketing Issues: Sunflowers are recommended to be grown under a contract. Price deductions will occur if quality standards are not met. Three sunflowers markets are available, mono-unsaturated, poly-unsaturated and confectionery. Check with buyers prior to planting to ensure awareness of contract specifications.

For further information refer to NSW Department of Primary Industries Agfact "Sunflower" P5.2.3 & "Summer Crop Production Guide 2009-10".

Use of a particular brand name does NOT imply recommendation of that brand by I&I NSW.

Always read chemical labels and follow directions, as it is your legal responsibility to do so.

LABOUR REQUIREMENTS:

- labour is not costed in this budget. If labour costs \$20.00 /hr, total labour cost would be \$12.00, reducing the gross margin to \$392 /ha.

MACHINERY ASSUMPTIONS:

Tractor: 130-140 KW PTO (173-180 HP)

Machinery costs refer to variable costs of: fuel, oil, filters, tyres, batteries and repairs.

You may need to add overhead costs as well, please refer to the Tractor and Implement Costs Guide

This budget should be used as a GUIDE ONLY and should be changed by the grower to take account of movements in crop and input prices, changes in seasonal conditions and individual farm characteristics. Estimated prices are GST-exclusive.