

Crop Reports

The Crop Enterprise Analysis tables show the average physical production, gross return, direct costs, overhead costs, and net returns per acre. There are potentially three tables for each crop depending on the farmer's tenure on the land: owned land, cash rented land, and share rented land. It is possible for an individual farm to have data in all three tables if all three land tenure categories are represented in that farm business.

Gross Return Per Acre includes the value of the crop produced plus any other income directly associated with production of the crop, including crop insurance proceeds and any disaster payments that might have been received. It does not include direct and counter-cyclical government payments (see Net Return With Government Payments).

The *Value Per Unit* is assigned by the producer. For cash crops, the value is based on the actual price for crops sold or an average sale price during the harvest season. It also includes the per unit value of any LDP payments received before the end of the year. An average value price is used for forages and other feed crops.

Net Return Per Acre is the amount contributed toward operator labor, management, and equity capital. Any wages and benefits paid to the operator are removed from labor costs (and added to *Labor and Management Charge*) so that all farms are on equal footing. **Land costs include land rent on the rented land pages but only actual interest paid and real estate taxes on owned land. For this reason, net returns from owned and rented land should not be compared.**

Net Return Over Labor and Management is the return remaining after compensating the operator for unpaid labor and management. This is the per acre return to equity capital before government payments.

Net Return With Government Payments is the return to equity capital after government payments have been added. These payments are generally allocated evenly per acre across all crops except vegetables and pasture.

Cost of Production shows the average cost per unit produced in each cost category. *Total Direct and Overhead Expense per Unit* is the breakeven price needed to cover cash costs and depreciation. *With Labor and Management* is the breakeven price to provide a labor and management return for the operator. *Total Expense Less Government and Other Income* is the final breakeven price if government payments and any miscellaneous income are used to offset some of the expenses.

Crop Enterprise Analysis
(Farms Sorted By Crop Tenure Type)

Corn on Owned Land, Cash Rent, Share Rent

	<u>Owned Land</u>	<u>Cash Rent</u>	<u>Share Rent</u>
Number of fields	13	19	12
Number of farms	13	14	10
Acres	132.23	113.65	66.63
Yield per acre (bu.)	172.18	162.05	182.10
Operators share of yield %	100.00	100.00	58.90
Value per bu.	1.99	1.96	1.99
Total product return per acre	342.65	317.00	213.85
Miscellaneous income per acre	23.54	15.84	11.70
Gross return per acre	366.19	332.84	225.55
Direct Expenses			
Seed	35.93	37.50	28.15
Fertilizer	65.32	66.48	51.52
Crop chemicals	28.35	25.95	14.84
Crop insurance	12.66	14.47	8.27
Drying fuel	0.40	0.27	0.59
Fuel & oil	9.22	10.38	8.18
Repairs	13.57	14.87	15.16
Custom hire	2.17	0.94	2.65
Land rent	-	79.92	-
Operating interest	3.10	4.17	4.22
Miscellaneous	1.83	1.79	1.89
Total direct expenses per acre	172.57	256.74	135.46
Return over direct exp per acre	193.62	76.10	90.09
Overhead Expenses			
Hired labor	1.79	2.51	0.89
RE & pers. property taxes	6.14	0.27	0.45
Farm insurance	4.26	3.65	3.52
Utilities	3.48	4.19	2.08
Dues & professional fees	1.08	1.29	0.90
Interest	24.71	2.90	2.62
Mach & bldg depreciation	12.54	20.75	21.53
Miscellaneous	4.92	4.57	5.93
Total overhead expenses per acre	58.91	40.12	37.92
Total dir & ovhd expenses per acre	231.48	296.87	173.38
Net return per acre	134.72	35.97	52.17
Lbr & mgt charge per acre	48.26	36.69	27.48
Net return over lbr & mgt	86.46	-0.72	24.69
Government payments	33.48	20.29	20.28
Net return with govt payments	119.94	19.57	44.97
Cost of Production			
Total direct expense per bu.	1.00	1.58	1.26
Total dir & ovhd exp per bu.	1.34	1.83	1.62
With labor & management	1.62	2.06	1.87
Total exp less govt & oth income	1.29	1.84	1.57
Est. labor hours per acre	2.81	2.21	1.55

Crop Enterprise Analysis
(Farms Sorted By Crop Tenure Type)

Soybeans on Owned Land, Cash Rent, Share Rent

	<u>Owned Land</u>	<u>Cash Rent</u>	<u>Share Rent</u>
Number of fields	17	18	19
Number of farms	13	17	11
Acres	186.45	163.85	75.04
Yield per acre (bu.)	52.36	47.80	55.06
Operators share of yield %	100.00	100.00	60.46
Value per bu.	5.51	5.38	5.37
Total product return per acre	288.28	257.24	178.58
Miscellaneous income per acre	5.01	6.34	1.61
Gross return per acre	293.29	263.58	180.19
Direct Expenses			
Seed	25.38	24.11	18.87
Fertilizer	8.95	5.41	1.82
Crop chemicals	24.93	27.09	19.11
Crop insurance	7.30	8.49	5.15
Fuel & oil	9.29	7.72	9.04
Repairs	15.62	13.49	18.29
Custom hire	3.29	0.95	3.42
Land rent	-	75.28	-
Utilities	0.46	0.74	0.23
Operating interest	4.07	5.46	4.26
Miscellaneous	1.65	2.22	0.62
Total direct expenses per acre	100.95	170.96	80.81
Return over direct exp per acre	192.33	92.62	99.38
Overhead Expenses			
Hired labor	1.46	1.41	0.55
RE & pers. property taxes	7.30	0.30	0.62
Farm insurance	4.31	3.66	3.65
Utilities	2.56	2.51	2.36
Dues & professional fees	0.88	1.20	0.54
Interest	26.19	3.04	3.24
Mach & bldg depreciation	6.00	24.01	16.64
Miscellaneous	4.74	3.85	5.83
Total overhead expenses per acre	53.45	39.98	33.43
Total dir & ovhd expenses per acre	154.40	210.94	114.24
Net return per acre	138.89	52.63	65.95
Lbr & mgt charge per acre	42.92	31.35	28.04
Net return over lbr & mgt	95.97	21.29	37.91
Government payments	20.86	19.80	10.77
Net return with govt payments	116.83	41.09	48.68
Cost of Production			
Total direct expense per bu.	1.93	3.58	2.43
Total dir & ovhd exp per bu.	2.95	4.41	3.43
With labor & management	3.77	5.07	4.27
Total exp less govt & oth income	3.27	4.52	3.90
Est. labor hours per acre	1.97	1.92	1.59

Crop Enterprise Analysis
(Farms Sorted By Crop Tenure Type)

Wheat, Winter on Owned Land

	Owned Land
Number of fields	7
Number of farms	6
Acres	62.81
Yield per acre (bu.)	58.13
Operators share of yield %	100.00
Value per bu.	3.26
Total product return per acre	189.32
Miscellaneous income per acre	2.92
Gross return per acre	192.24
Direct Expenses	
Seed	5.98
Fertilizer	37.48
Crop insurance	3.73
Drying fuel	0.92
Fuel & oil	6.75
Repairs	11.77
Custom hire	1.64
Hired labor	0.51
Land rent	-
Machinery & bldg leases	0.92
Utilities	1.73
Operating interest	2.76
Miscellaneous	4.51
Total direct expenses per acre	78.70
Return over direct exp per acre	113.54
Overhead Expenses	
Hired labor	0.00
RE & pers. property taxes	5.07
Farm insurance	3.92
Utilities	0.30
Dues & professional fees	0.95
Interest	12.73
Mach & bldg depreciation	11.78
Miscellaneous	1.09
Total overhead expenses per acre	35.85
Total dir & ovhd expenses per acre	114.55
Net return per acre	77.69
Lbr & mgt charge per acre	24.27
Net return over lbr & mgt	53.43
Government payments	22.23
Net return with govt payments	75.66
Cost of Production	
Total direct expense per bu.	1.35
Total dir & ovhd exp per bu.	1.97
With labor & management	2.39
Total exp less govt & oth income	1.96
Est. labor hours per acre	1.72

Crop Enterprise Analysis
(Farms Sorted By Crop Tenure Type)

Sorghum, Grain on Owned Land

	Owned Land
Number of fields	5
Number of farms	5
Acres	46.32
Yield per acre (bu.)	127.17
Operators share of yield %	100.00
Value per bu.	1.84
Total product return per acre	233.99
Miscellaneous income per acre	12.94
Gross return per acre	246.93
Direct Expenses	
Seed	12.27
Fertilizer	47.10
Crop chemicals	17.16
Crop insurance	5.57
Fuel & oil	7.82
Repairs	17.26
Custom hire	3.19
Land rent	-
Utilities	0.60
Operating interest	2.90
Miscellaneous	2.64
Total direct expenses per acre	116.51
Return over direct exp per acre	130.42
Overhead Expenses	
RE & pers. property taxes	4.86
Farm insurance	3.79
Utilities	1.68
Dues & professional fees	0.91
Interest	16.03
Mach & bldg depreciation	11.41
Miscellaneous	5.30
Total overhead expenses per acre	43.99
Total dir & ovhd expenses per acre	160.50
Net return per acre	86.44
Lbr & mgt charge per acre	40.97
Net return over lbr & mgt	45.46
Government payments	26.52
Net return with govt payments	71.99
Cost of Production	
Total direct expense per bu.	0.92
Total dir & ovhd exp per bu.	1.26
With labor & management	1.58
Total exp less govt & oth income	1.27
Est. labor hours per acre	3.18

Crop Enterprise Analysis
(Farms Sorted By Crop Tenure Type)

Hay, Mixed on Owned Land, Cash Rent

	<u>Owned Land</u>	<u>Cash Rent</u>
Number of fields	8	5
Number of farms	8	5
Acres	39.38	106.00
Yield per acre (ton)	2.03	2.27
Operators share of yield %	100.00	100.00
Value per ton	36.38	34.72
Total product return per acre	74.01	78.76
Miscellaneous income per acre	-	-
Gross return per acre	74.01	78.76
Direct Expenses		
Seed	1.02	0.19
Fertilizer	26.98	29.95
Crop chemicals	1.33	1.79
Fuel & oil	6.39	7.48
Repairs	8.21	8.37
Custom hire	6.04	11.40
Land rent	-	22.82
Operating interest	0.74	1.65
Miscellaneous	0.17	0.25
Total direct expenses per acre	50.89	83.89
Return over direct exp per acre	23.11	-5.13
Overhead Expenses		
Hired labor	8.03	0.35
RE & pers. property taxes	2.02	0.04
Farm insurance	2.22	1.38
Utilities	1.96	0.37
Dues & professional fees	0.88	0.58
Interest	2.98	-
Mach & bldg depreciation	7.15	11.58
Miscellaneous	3.08	13.05
Total overhead expenses per acre	28.32	27.36
Total dir & ovhd expenses per acre	79.21	111.25
Net return per acre	-5.21	-32.49
Lbr & mgt charge per acre	33.26	24.21
Net return over lbr & mgt	-38.47	-56.70
Government payments	1.01	-
Net return with govt payments	-37.46	-56.70
Cost of Production		
Total direct expense per ton	25.02	36.98
Total dir & ovhd exp per ton	38.94	49.05
With labor & management	55.29	59.72
Total exp less govt & oth income	54.79	59.72
Est. labor hours per acre	3.82	1.89

Crop Enterprise Analysis
(Farms Sorted By Crop Tenure Type)

Pasture on Owned Land, Cash Rent

	Owned Land	Cash Rent
Number of fields	9	5
Number of farms	8	5
Acres	198.22	391.00
Yield per acre (aum)	3.25	3.77
Operators share of yield %	100.00	100.00
Value per aum	6.00	6.00
Total product return per acre	19.52	22.60
Miscellaneous income per acre	-	-
Gross return per acre	19.52	22.60
Direct Expenses		
Fertilizer	3.54	3.82
Fuel & oil	1.08	0.44
Repairs	2.61	0.45
Land rent	-	12.40
Operating interest	0.14	0.69
Miscellaneous	0.19	-
Total direct expenses per acre	7.55	17.81
Return over direct exp per acre	11.97	4.79
Overhead Expenses		
RE & pers. property taxes	1.99	-
Farm insurance	0.80	0.84
Utilities	0.22	0.10
Dues & professional fees	0.18	0.32
Interest	8.60	0.00
Mach & bldg depreciation	0.90	0.22
Miscellaneous	0.46	0.19
Total overhead expenses per acre	13.15	1.67
Total dir & ovhd expenses per acre	20.71	19.49
Net return per acre	-1.19	3.12
Lbr & mgt charge per acre	10.51	7.40
Net return over lbr & mgt	-11.70	-4.28
Government payments	3.24	-
Net return with govt payments	-8.46	-4.28
Cost of Production		
Total direct expense per aum	2.32	4.73
Total dir & ovhd exp per aum	6.36	5.17
With labor & management	9.60	7.14
Total exp less govt & oth income	8.60	7.14
Est. labor hours per acre	1.54	0.68

