

## 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 only be compared with that in mind.**

*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 to 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.

Share-Rent returns and costs represent only the producer's share.

**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	32	45	46
Number of farms	27	32	25
Acres	103.60	139.93	116.09
Yield per acre (bu.)	138.74	129.09	146.04
Operators share of yield %	100.00	100.00	50.03
Value per bu.	3.93	3.92	3.86
Total product return per acre	544.82	505.65	282.15
Miscellaneous income per acre	2.44	1.53	1.43
Gross return per acre	547.26	507.18	283.58
<b>Direct Expenses</b>			
Seed	39.43	46.93	27.46
Fertilizer	86.44	83.18	58.72
Crop chemicals	30.03	25.33	17.71
Crop insurance	16.79	20.54	11.17
Drying fuel	1.32	1.70	1.04
Storage	0.58	0.47	0.02
Fuel & oil	14.86	14.16	12.51
Repairs	19.24	18.14	18.84
Custom hire	1.39	1.86	0.86
Hired labor	0.54	3.17	0.35
Land rent	-	87.40	-
Machinery leases	0.18	1.60	0.15
Utilities	0.90	0.91	0.17
Operating interest	10.34	8.57	5.67
Miscellaneous	4.89	2.55	0.27
Total direct expenses per acre	226.94	316.52	154.95
Return over direct exp per acre	320.32	190.66	128.63
<b>Overhead Expenses</b>			
Custom hire	5.72	2.78	4.51
Hired labor	1.78	2.98	2.63
Machinery leases	0.37	1.33	2.34
RE & pers. property taxes	8.38	0.25	0.34
Farm insurance	4.02	3.83	3.88
Utilities	2.48	1.71	1.52
Dues & professional fees	0.59	0.90	0.65
Interest	21.09	2.28	1.37
Mach & bldg depreciation	9.79	4.94	7.98
Miscellaneous	15.11	8.09	7.99
Total overhead expenses per acre	69.32	29.08	33.22
Total dir & ovhd expenses per acre	296.26	345.61	188.17
Net return per acre	250.99	161.57	95.41
Government payments	21.77	22.13	11.02
Net return with govt pmts	272.76	183.70	106.43
Labor & management charge	40.20	30.68	26.93
Net return over lbr & mgt	232.56	153.02	79.50
<b>Cost of Production</b>			
Total direct expense per bu.	1.64	2.45	2.12
Total dir & ovhd exp per bu.	2.14	2.68	2.58
Less govt & other income	1.96	2.49	2.41
With labor & management	2.25	2.73	2.77
Machinery cost per acre	52.04	47.30	47.64
Est. labor hours per acre	2.00	1.81	1.50

**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	33	41	49
Number of farms	24	28	26
Acres	125.36	158.35	162.58
Yield per acre (bu.)	36.43	39.93	42.95
Operators share of yield %	100.00	100.00	35.92
Value per bu.	10.15	10.07	9.72
Total product return per acre	369.74	402.26	149.91
Miscellaneous income per acre	0.30	3.17	5.62
Gross return per acre	370.04	405.43	155.54
<b>Direct Expenses</b>			
Seed	29.69	33.86	13.04
Fertilizer	15.77	13.73	6.24
Crop chemicals	23.00	18.33	7.18
Crop insurance	8.71	9.85	5.88
Fuel & oil	13.71	15.32	8.41
Repairs	18.19	19.69	12.71
Custom hire	2.17	0.88	0.47
Hired labor	1.91	2.12	0.20
Land rent	-	83.28	-
Machinery leases	0.98	1.43	0.13
Utilities	0.92	0.61	0.03
Operating interest	8.01	9.03	3.70
Miscellaneous	2.25	1.42	0.11
Total direct expenses per acre	125.31	209.55	58.10
Return over direct exp per acre	244.73	195.88	97.44
<b>Overhead Expenses</b>			
Custom hire	3.72	3.02	2.76
Hired labor	1.62	2.37	1.88
Machinery leases	0.42	0.60	1.66
RE & pers. property taxes	7.18	0.27	0.34
Farm insurance	4.21	3.99	2.62
Utilities	1.72	2.15	1.05
Dues & professional fees	0.76	0.86	0.48
Interest	26.34	2.19	1.28
Mach & bldg depreciation	7.49	6.80	7.43
Miscellaneous	7.84	8.44	4.57
Total overhead expenses per acre	61.30	30.68	24.07
Total dir & ovhd expenses per acre	186.61	240.24	82.16
Net return per acre	183.43	165.20	73.37
Government payments	26.42	21.23	7.54
Net return with govt pmts	209.85	186.43	80.92
Labor & management charge	33.56	34.88	20.22
Net return over lbr & mgt	176.29	151.55	60.69
<b>Cost of Production</b>			
Total direct expense per bu.	3.44	5.25	3.77
Total dir & ovhd exp per bu.	5.12	6.02	5.33
Less govt & other income	4.39	5.41	4.47
With labor & management	5.31	6.28	5.78
Machinery cost per acre	47.40	49.73	34.10
Est. labor hours per acre	1.76	1.79	1.16

**Crop Enterprise Analysis**  
**(Farms Sorted By Crop Tenure Type)**

**Wheat, Winter on Owned Land, Cash Rent, Share Rent.**

	<u>Owned Land</u>	<u>Cash Rent</u>	<u>Share Rent</u>
Number of fields	14	13	15
Number of farms	14	11	12
Acres	64.33	98.68	65.59
Yield per acre (bu.)	45.94	42.76	56.67
Operators share of yield %	100.00	100.00	50.00
Value per bu.	5.49	5.05	5.39
Total product return per acre	252.38	215.73	152.71
Miscellaneous income per acre	17.92	12.91	2.02
Gross return per acre	270.31	228.64	154.73
<b>Direct Expenses</b>			
Seed	11.11	15.48	9.62
Fertilizer	65.49	65.40	31.88
Crop chemicals	2.22	2.37	2.60
Crop insurance	6.91	5.45	4.05
Drying fuel	0.11	0.71	-
Fuel & oil	13.12	14.74	12.23
Repairs	18.16	12.33	21.61
Custom hire	0.65	0.61	0.09
Hired labor	0.73	3.67	0.07
Land rent	-	51.74	-
Machinery leases	0.67	4.44	-
Utilities	1.07	1.04	0.06
Operating interest	6.03	5.61	5.01
Miscellaneous	1.06	0.76	0.19
Total direct expenses per acre	127.34	184.35	87.41
Return over direct exp per acre	142.97	44.29	67.33
<b>Overhead Expenses</b>			
Custom hire	5.21	3.03	8.44
Hired labor	0.70	2.81	0.07
RE & pers. property taxes	5.38	0.24	0.10
Farm insurance	3.09	2.95	2.88
Utilities	1.60	1.38	1.69
Dues & professional fees	0.67	0.33	0.82
Interest	24.51	3.23	0.32
Mach & bldg depreciation	6.64	7.27	6.11
Miscellaneous	10.54	3.86	14.76
Total overhead expenses per acre	58.34	25.09	35.19
Total dir & ovhd expenses per acre	185.68	209.44	122.60
Net return per acre	84.63	19.20	32.14
Government payments	24.88	19.79	8.94
Net return with govt pmts	109.50	38.99	41.08
Labor & management charge	28.43	19.16	28.86
Net return over lbr & mgt	81.07	19.83	12.22
<b>Cost of Production</b>			
Total direct expense per bu.	2.77	4.31	3.08
Total dir & ovhd exp per bu.	4.04	4.90	4.33
Less govt & other income	3.11	4.13	3.94
With labor & management	3.73	4.58	4.96
Machinery cost per acre	44.74	46.30	47.70
Est. labor hours per acre	1.65	1.67	1.37

**Crop Enterprise Analysis**  
**(Farms Sorted By Crop Tenure Type)**

**Hay, Mixed on Owned Land, Cash Rent, Share Rent**

	<u>Owned Land</u>	<u>Cash Rent</u>	<u>Share Rent</u>
Number of fields	10	7	6
Number of farms	9	7	6
Acres	55.10	99.57	132.50
Yield per acre (ton)	2.29	2.43	2.20
Operators share of yield %	100.00	100.00	33.49
Value per ton	48.12	52.44	48.24
Total product return per acre	110.35	127.33	35.57
Miscellaneous income per acre	-	-	-
Gross return per acre	110.35	127.33	35.57
<b>Direct Expenses</b>			
Seed	2.09	7.32	4.01
Fertilizer	38.49	27.42	12.79
Crop chemicals	-	0.71	-
Fuel & oil	11.81	11.14	5.42
Repairs	18.44	8.48	8.16
Custom hire	2.74	-	3.20
Hired labor	1.05	-	-
Land rent	-	49.31	-
Operating interest	2.91	2.37	0.26
Miscellaneous	0.04	0.04	0.30
Total direct expenses per acre	77.57	106.78	34.16
Return over direct exp per acre	32.77	20.54	1.41
<b>Overhead Expenses</b>			
Custom hire	3.41	1.00	0.80
Hired labor	1.58	0.08	0.13
RE & pers. property taxes	3.81	0.06	0.45
Farm insurance	3.10	0.64	0.57
Utilities	2.41	0.95	0.59
Dues & professional fees	1.37	0.36	0.68
Interest	15.88	0.11	1.05
Mach & bldg depreciation	17.42	25.57	6.24
Miscellaneous	3.02	5.01	3.35
Total overhead expenses per acre	52.00	33.77	13.86
Total dir & ovhd expenses per acre	129.58	140.55	48.02
Net return per acre	-19.23	-13.23	-12.45
Government payments	-	1.31	-
Net return with govt pmts	-19.23	-11.92	-12.45
Labor & management charge	27.46	21.76	12.57
Net return over lbr & mgt	-46.69	-33.68	-25.03
<b>Cost of Production</b>			
Total direct expense per ton	33.83	43.98	46.33
Total dir & ovhd exp per ton	56.51	57.89	65.14
Less govt & other income	56.51	57.35	65.14
With labor & management	68.48	66.31	82.19
Machinery cost per acre	53.91	46.09	24.66
Est. labor hours per acre	2.75	1.52	0.95

**Crop Enterprise Analysis**  
**(Farms Sorted By Crop Tenure Type)**

**Pasture on Owned Land, Cash Rent, Share Rent.**

	<u>Owned Land</u>	<u>Cash Rent</u>	<u>Share Rent</u>
Number of fields	14	9	5
Number of farms	13	9	5
Acres	159.14	314.67	291.80
Yield per acre (aum)	3.16	3.65	4.58
Operators share of yield %	100.00	100.00	23.29
Value per aum	9.64	10.17	9.82
Total product return per acre	30.42	37.14	10.48
Miscellaneous income per acre	-	-	-
Gross return per acre	30.42	37.14	10.48
<b>Direct Expenses</b>			
Seed	0.45	0.60	0.23
Fertilizer	18.63	6.14	4.64
Crop chemicals	0.95	-	0.08
Fuel & oil	2.87	0.85	0.10
Repairs	3.05	0.74	1.44
Land rent	-	21.30	-
Operating interest	1.50	0.53	0.01
Miscellaneous	0.09	-	-
Total direct expenses per acre	27.54	30.16	6.50
Return over direct exp per acre	2.88	6.98	3.98
<b>Overhead Expenses</b>			
Custom hire	1.24	0.63	-
RE & pers. property taxes	3.21	0.01	0.20
Farm insurance	0.79	0.49	0.16
Utilities	0.77	0.12	0.14
Interest	29.48	0.06	0.55
Mach & bldg depreciation	4.83	1.08	1.09
Miscellaneous	1.67	0.27	1.33
Total overhead expenses per acre	41.98	2.66	3.48
Total dir & ovhd expenses per acre	69.52	32.82	9.97
Net return per acre	-39.10	4.32	0.50
Government payments	-	-	-
Net return with govt pmts	-39.10	4.32	0.50
Labor & management charge	9.20	5.65	2.30
Net return over lbr & mgt	-48.30	-1.33	-1.80
<b>Cost of Production</b>			
Total direct expense per aum	8.72	8.26	6.09
Total dir & ovhd exp per aum	22.02	8.99	9.35
Less govt & other income	22.02	8.99	9.35
With labor & management	24.94	10.54	11.51
Machinery cost per acre	11.96	3.28	3.14
Est. labor hours per acre	0.57	0.47	0.17