

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 four tables for each crop depending on the farmer's tenure on the land: owned land, cash rented land, share rented land (share-rent returns and costs represent only the producer's share) and land rented out. It is possible for an individual farm to have data in all four 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 contracted before year-end and the inventory value for crops still in inventory at year-end. The local harvest-time 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 With Government Payments is the net return per acre after decoupled government payments such as direct and counter-cyclical government payments have been added. These payments are often allocated evenly to all crops except vegetables and pasture.

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

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. *Less Government and Other Income* is the breakeven price if government payments and any miscellaneous income are used to offset some of the expenses. *With Labor and Management* is the breakeven price to provide a labor and management return for the operator(s).

Machinery Cost Per Acre includes fuel and oil, repairs, custom hire, machinery lease payments, machinery depreciation, and interest on intermediate debt.

Crop Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Crop Tenure Type)

Corn on Owned Land, Cash Rent, Share Rent, Rented Out

	<u>Owned Land</u>	<u>Cash Rent</u>	<u>Share Rent</u>	<u>Rented Out</u>
Number of fields	68	86	76	19
Number of farms	41	40	38	12
Acres	136.45	95.09	121.06	108.38
Yield per acre (bu.)	55.21	48.90	67.33	70.34
Operator's share of yield %	100.00	100.00	38.11	53.53
Value per bu.	6.77	6.83	6.88	7.61
Total product return per acre	373.97	333.90	176.43	286.56
Hedging gains/losses per acre	-0.05	-0.36	-0.03	-
Crop insurance per acre	276.25	376.47	104.68	142.71
Other crop income per acre	2.74	2.58	2.39	0.01
Gross return per acre	652.92	712.59	283.47	429.28
Direct Expenses				
Seed	84.94	93.24	44.28	49.79
Fertilizer	169.98	174.95	86.09	100.12
Crop chemicals	47.27	44.30	21.29	29.01
Crop insurance	20.94	22.40	7.77	8.92
Drying expense	0.76	1.10	0.48	-
Storage	0.11	0.92	0.10	-
Fuel & oil	26.92	27.53	17.83	9.19
Repairs	26.08	24.21	21.91	15.71
Repair, machinery	4.46	3.33	1.69	0.16
Custom hire	16.11	4.96	5.23	7.55
Repair, buildings	1.12	0.64	0.41	0.02
Hired labor	5.95	4.29	2.97	-
Land rent	-	129.02	-	-
Machinery leases	1.79	3.77	0.29	-
Utilities	3.52	1.84	1.48	0.54
Marketing	0.43	1.44	0.10	-
Operating interest	6.24	6.13	3.88	2.94
Miscellaneous	3.27	1.37	0.28	0.14
Total direct expenses per acre	418.59	545.44	216.08	224.08
Return over direct exp per acre	234.32	167.15	67.39	205.20
Overhead Expenses				
Custom hire	1.09	0.76	2.24	14.10
Hired labor	6.39	6.92	2.40	5.51
Machinery leases	0.36	3.53	0.67	-
Building leases	0.03	1.39	0.18	-
RE & pers. property taxes	9.76	0.88	0.40	8.00
Farm insurance	6.60	5.29	3.76	3.59
Utilities	1.16	0.76	1.20	4.42
Dues & professional fees	2.07	1.73	1.14	1.54
Interest	25.21	1.75	0.66	1.98
Mach & bldg depreciation	41.22	30.59	35.35	22.73
Miscellaneous	11.73	9.26	8.64	1.09
Total overhead expenses per acre	105.44	62.86	56.65	62.96
Total dir & ovhd expenses per acre	524.03	608.30	272.73	287.04
Net return per acre	128.88	104.29	10.74	142.24
Government payments	15.95	18.89	6.80	8.19
Net return with govt pmnts	144.84	123.19	17.54	150.43
Labor & management charge	40.65	41.19	32.57	23.19
Net return over lbr & mgt	104.19	82.00	-15.03	127.24
Cost of Production				
Total direct expense per bu.	7.58	11.15	8.42	5.95
Total dir & ovhd exp per bu.	9.49	12.44	10.63	7.62
Less govt & other income	4.15	4.31	6.19	3.62
With labor & management	4.89	5.15	7.46	4.23
Net value per unit	6.77	6.82	6.87	7.61
Machinery cost per acre	117.95	99.44	84.48	65.65
Est. labor hours per acre	2.66	2.19	1.75	1.17

Crop Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Crop Tenure Type)

Soybeans on Owned Land, Cash Rent, Share Rent, Rented Out

	<u>Owned Land</u>	<u>Cash Rent</u>	<u>Share Rent</u>	<u>Rented Out</u>
Number of fields	93	99	106	24
Number of farms	43	40	38	14
Acres	129.85	109.18	108.98	114.74
Yield per acre (bu.)	31.75	29.11	30.50	33.16
Operators share of yield %	100.00	100.00	42.59	52.19
Value per bu.	13.57	13.71	13.42	12.92
Total product return per acre	430.95	399.20	174.27	223.62
Hedging gains/losses per acre	-0.06	-0.29	-0.02	-
Crop insurance per acre	73.13	89.22	46.90	44.87
Other crop income per acre	2.99	3.12	3.71	0.02
Gross return per acre	507.01	491.26	224.84	268.51
Direct Expenses				
Seed	62.12	61.24	33.32	33.41
Fertilizer	57.16	53.72	31.43	31.18
Crop chemicals	46.25	41.65	25.71	16.70
Crop insurance	12.25	13.66	6.01	5.83
Fuel & oil	17.98	21.53	16.19	5.84
Repairs	16.16	19.08	20.33	9.91
Repair, machinery	4.30	1.60	1.45	0.15
Custom hire	17.08	7.19	3.80	5.41
Repair, buildings	1.00	0.30	0.36	0.06
Hired labor	3.97	4.36	4.72	-
Land rent	-	117.95	-	-
Machinery leases	0.93	4.13	0.45	-
Utilities	2.49	1.93	1.23	0.34
Marketing	0.18	0.85	0.11	-
Operating interest	3.30	4.64	4.21	1.82
Miscellaneous	3.87	2.38	0.31	0.18
Total direct expenses per acre	249.04	356.19	149.62	110.82
Return over direct exp per acre	257.97	135.06	75.22	157.69
Overhead Expenses				
Custom hire	2.36	1.00	2.08	7.62
Hired labor	10.09	3.75	1.93	2.10
Machinery leases	0.19	1.40	0.52	0.00
Building leases	0.01	0.56	0.15	-
RE & pers. property taxes	7.21	0.63	0.51	6.53
Farm insurance	5.86	4.29	3.96	2.56
Utilities	1.12	0.47	0.83	3.61
Dues & professional fees	1.34	1.23	1.48	2.01
Interest	18.11	1.58	0.69	1.92
Mach & bldg depreciation	29.66	22.37	27.90	12.96
Miscellaneous	9.93	9.01	7.12	1.32
Total overhead expenses per acre	85.91	46.29	47.18	40.64
Total dir & ovhd expenses per acre	334.95	402.49	196.80	151.46
Net return per acre	172.06	88.77	28.04	117.05
Government payments	15.69	17.72	7.63	10.82
Net return with govt pmts	187.75	106.49	35.67	127.87
Labor & management charge	31.57	34.21	29.30	19.80
Net return over lbr & mgt	156.18	72.28	6.37	108.07
Cost of Production				
Total direct expense per bu.	7.84	12.24	11.52	6.40
Total dir & ovhd exp per bu.	10.55	13.83	15.15	8.75
Less govt & other income	7.66	10.06	10.67	5.53
With labor & management	8.65	11.23	12.93	6.68
Net value per unit	13.57	13.70	13.42	12.92
Machinery cost per acre	89.84	78.91	72.85	39.06
Est. labor hours per acre	2.12	1.92	1.58	0.81

Crop Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Crop Tenure Type)

Wheat, Winter on Owned Land, Cash Rent, Share Rent, Rented Out

	<u>Owned Land</u>	<u>Cash Rent</u>	<u>Share Rent</u>
Number of fields	19	10	25
Number of farms	15	10	13
Acres	51.58	119.34	66.04
Yield per acre (bu.)	62.31	62.59	64.14
Operators share of yield %	100.00	100.00	48.97
Value per bu.	7.31	6.79	6.97
Total product return per acre	455.39	424.72	218.95
Crop insurance per acre	-	0.16	-
Other crop income per acre	-	4.45	4.95
Gross return per acre	455.39	429.33	223.90
Direct Expenses			
Seed	33.12	32.36	15.27
Fertilizer	141.14	125.99	72.60
Crop chemicals	11.01	10.61	6.25
Crop insurance	13.98	10.82	8.01
Drying expense	-	0.62	0.04
Fuel & oil	18.88	20.93	12.45
Repairs	11.20	21.51	12.48
Repair, machinery	6.89	1.28	5.52
Custom hire	7.77	6.09	2.65
Repair, buildings	1.04	0.25	0.80
Hired labor	2.50	10.88	2.51
Land rent	-	104.69	-
Machinery leases	3.92	11.69	0.30
Utilities	0.75	2.96	0.83
Operating interest	4.26	3.58	3.56
Miscellaneous	0.26	3.48	0.45
Total direct expenses per acre	256.71	367.73	138.83
Return over direct exp per acre	198.68	61.60	85.07
Overhead Expenses			
Custom hire	5.42	0.00	5.54
Hired labor	6.98	0.59	5.58
RE & pers. property taxes	4.42	0.44	0.44
Farm insurance	5.02	4.56	4.33
Utilities	1.48	0.13	1.24
Dues & professional fees	1.18	0.46	0.87
Interest	23.95	2.08	1.50
Mach & bldg depreciation	26.71	23.29	33.92
Miscellaneous	2.05	8.83	1.98
Total overhead expenses per acre	77.21	40.38	54.30
Total dir & ovhd expenses per acre	333.92	408.11	193.13
Net return per acre	121.46	21.21	30.77
Government payments	13.12	16.74	6.97
Net return with govt pmts	134.58	37.96	37.74
Labor & management charge	26.08	19.89	24.98
Net return over lbr & mgt	108.50	18.07	12.76
Cost of Production			
Total direct expense per bu.	4.12	5.88	4.42
Total dir & ovhd exp per bu.	5.36	6.52	6.15
Less govt & other income	5.15	6.18	5.77
With labor & management	5.57	6.50	6.57
Net value per unit	7.31	6.79	6.97
Machinery cost per acre	82.47	85.03	72.21
Est. labor hours per acre	1.96	1.26	1.38

Crop Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Crop Tenure Type)

Hay, Mixed on Owned Land, Cash Rent, Share Rent, Rented Out

	<u>Owned Land</u>	<u>Cash Rent</u>	<u>Share Rent</u>
Number of fields	31	10	15
Number of farms	20	9	13
Acres	57.10	87.00	97.53
Yield per acre (ton)	1.38	1.62	1.58
Operators share of yield %	100.00	100.00	54.85
Value per ton	69.24	86.45	100.93
Total product return per acre	95.28	139.91	87.46
Crop insurance per acre	0.58	-	2.53
Other crop income per acre	-	0.69	-
Gross return per acre	95.87	140.59	90.00
Direct Expenses			
Seed	0.15	2.10	0.01
Fertilizer	11.05	52.74	6.04
Crop insurance	0.68	-	0.94
Fuel & oil	9.13	13.95	8.36
Repairs	8.47	14.24	8.11
Repair, machinery	3.20	0.39	0.06
Custom hire	3.92	7.01	3.29
Repair, buildings	1.22	0.24	0.06
Hired labor	1.71	3.16	0.66
Land rent	-	80.58	-
Machinery leases	-	3.05	-
Utilities	1.69	3.53	2.40
Operating interest	0.95	1.07	1.45
Miscellaneous	7.82	4.29	-
Total direct expenses per acre	49.97	186.34	31.25
Return over direct exp per acre	45.90	-45.75	58.75
Overhead Expenses			
Custom hire	2.38	1.36	0.38
Hired labor	10.69	0.01	0.43
RE & pers. property taxes	5.12	0.39	0.69
Farm insurance	1.83	3.23	2.41
Utilities	1.19	0.42	0.08
Dues & professional fees	0.58	0.28	0.31
Interest	9.95	0.22	0.22
Mach & bldg depreciation	8.89	10.27	4.92
Miscellaneous	1.84	5.80	3.01
Total overhead expenses per acre	42.48	21.98	12.39
Total dir & ovhd expenses per acre	92.44	208.32	43.64
Net return per acre	3.42	-67.72	46.36
Government payments	0.34	0.60	-
Net return with govt pmts	3.76	-67.12	46.36
Labor & management charge	16.31	58.53	14.30
Net return over lbr & mgt	-12.55	-125.65	32.06
Cost of Production			
Total direct expense per ton	36.31	115.13	36.06
Total dir & ovhd exp per ton	67.17	128.71	50.36
Less govt & other income	66.50	127.92	47.43
With labor & management	78.35	164.08	63.93
Net value per unit	69.24	86.45	100.93
Machinery cost per acre	36.89	49.81	24.79
Est. labor hours per acre	1.41	1.37	0.78

Crop Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Crop Tenure Type)

Hay, Grass on Owned Land, Cash Rent, Share Rent, Rented Out

	Owned Land
Number of fields	7
Number of farms	6
Acres	75.03
Yield per acre (ton)	1.01
Operators share of yield %	100.00
Value per ton	61.12
Total product return per acre	61.47
Gross return per acre	61.47
Direct Expenses	
Seed	2.97
Fertilizer	15.35
Crop chemicals	2.38
Fuel & oil	12.11
Repairs	23.37
Custom hire	7.75
Hired labor	1.36
Land rent	-
Utilities	0.58
Operating interest	5.77
Total direct expenses per acre	72.06
Return over direct exp per acre	-10.59
Overhead Expenses	
Custom hire	0.01
Hired labor	0.03
RE & pers. property taxes	6.13
Farm insurance	2.57
Utilities	0.58
Dues & professional fees	0.42
Interest	1.89
Mach & bldg depreciation	25.22
Miscellaneous	5.15
Total overhead expenses per acre	42.00
Total dir & ovhd expenses per acre	114.05
Net return per acre	-52.58
Government payments	1.87
Net return with govt pmts	-50.71
Labor & management charge	25.62
Net return over lbr & mgt	-76.33
Cost of Production	
Total direct expense per ton	71.65
Total dir & ovhd exp per ton	113.40
Less govt & other income	111.54
With labor & management	137.01
Net value per unit	61.12
Machinery cost per acre	67.88
Est. labor hours per acre	0.99

Crop Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Crop Tenure Type)

Pasture on Owned Land, Cash Rent, Share Rent, Rented Out

	<u>Owned Land</u>	<u>Cash Rent</u>
Number of fields	48	20
Number of farms	32	20
Acres	87.44	107.53
Yield per acre (aum)	3.40	2.33
Operators share of yield %	100.00	100.00
Value per aum	12.73	11.55
Total product return per acre	43.33	26.93
Crop insurance per acre	0.70	-
Other crop income per acre	0.78	1.39
Gross return per acre	44.81	28.32
Direct Expenses		
Seed	1.62	0.73
Fertilizer	22.98	15.83
Crop chemicals	1.01	0.56
Crop insurance	-	-
Fuel & oil	3.10	3.61
Repairs	3.15	5.34
Repair, machinery	0.74	0.08
Custom hire	3.63	1.37
Hired labor	0.92	1.86
Land rent	-	40.88
Machinery leases	0.20	0.91
Utilities	0.69	1.62
Operating interest	0.44	0.70
Miscellaneous	5.13	0.43
Total direct expenses per acre	43.60	73.92
Return over direct exp per acre	1.21	-45.60
Overhead Expenses		
Custom hire	1.18	0.30
Hired labor	2.28	0.06
RE & pers. property taxes	4.02	0.40
Farm insurance	0.68	0.69
Dues & professional fees	0.26	0.29
Interest	4.16	0.60
Mach & bldg depreciation	3.72	4.86
Miscellaneous	1.04	0.85
Total overhead expenses per acre	17.34	8.04
Total dir & ovhd expenses per acre	60.94	81.96
Net return per acre	-16.13	-53.64
Government payments	-	1.21
Net return with govt pmts	-16.13	-52.43
Labor & management charge	5.59	6.42
Net return over lbr & mgt	-21.72	-58.85
Cost of Production		
Total direct expense per aum	12.81	31.71
Total dir & ovhd exp per aum	17.90	35.16
Less govt & other income	17.47	34.04
With labor & management	19.11	36.80
Net value per unit	12.73	11.55
Machinery cost per acre	16.09	17.06
Est. labor hours per acre	0.42	0.33

Crop Enterprise Analysis
2012 Missouri FBMA Farm Summary
(Farms Sorted By Crop Tenure Type)

CRP on Owned Land, Cash Rent, Share Rent, Rented Out

	Owned Land
Number of fields	21
Number of farms	10
Acres	82.91
Yield per acre (\$)	69.30
Operators share of yield %	100.00
Value per \$	1.03
Total product return per acre	71.38
Hedging gains/losses per acre	0.00
Other crop income per acre	-1.32
Gross return per acre	70.06
Direct Expenses	
Seed	4.54
Fertilizer	8.98
Crop chemicals	0.91
Fuel & oil	4.42
Repair, machinery	2.70
Custom hire	6.83
Repair, buildings	1.09
Total direct expenses per acre	30.18
Return over direct exp per acre	39.88
Overhead Expenses	
Custom hire	2.80
Hired labor	1.28
RE & pers. property taxes	5.00
Farm insurance	1.78
Utilities	1.32
Dues & professional fees	0.85
Interest	5.06
Mach & bldg depreciation	18.50
Miscellaneous	0.42
Total overhead expenses per acre	37.02
Total dir & ovhd expenses per acre	67.21
Net return per acre	2.85
Government payments	3.38
Net return with govt pmts	6.24
Labor & management charge	15.45
Net return over lbr & mgt	-9.21
Cost of Production	
Total direct expense per \$	0.44
Total dir & ovhd exp per \$	0.97
Less govt & other income	0.94
With labor & management	1.16
Net value per unit	1.03
Machinery cost per acre	35.50
Est. labor hours per acre	1.03