

# 2013 Ohio Farm Business Analysis

## Crop Enterprise Analysis Summary Including Benchmark Reports



**THE OHIO STATE  
UNIVERSITY**

COLLEGE OF FOOD, AGRICULTURAL,  
AND ENVIRONMENTAL SCIENCES

For information on participating in the Ohio Farm Business Analysis program analyzing your farm's 2014 performance, visit our web site at:

<http://farmprofitability.osu.edu/>

This document contains summary information for 41 farms participating in the 2013 Ohio Farm Business Analysis and Benchmarking Program. These farms provided detailed financial and production data in order to complete a whole farm and enterprise analysis for their crop enterprises. Confidentiality of individual farm data is of utmost importance, so data for the "High 20%" (based on net returns) are not generated for enterprises with fewer than 25 farms.

---

#### Our Thanks To:

The professionals who worked with farms and completed the analyses included in this summary:

Chris Bruynis, Extension Educator, Ohio State University Extension  
Emily Adams, Extension Educator, Ohio State University Extension  
Christina Benton, Program Assistant, Ohio State University Extension  
Don Garrett, Ag Data Solutions  
Ann McCleary, CPA, Keeping Tabs, Inc.  
Dianne Shoemaker, Field Specialist, Ohio State University Extension  
Tom Weygandt, Tweyg Consulting, Ltd.  
Tom Ackerman, Farm Benchmarking Project Consultant, Wilmington, Ohio

The Center For Farm Financial Management at the University of Minnesota for some of this summary's text.

This project was supported by National Farm Business Benchmarking Collaboration (GRT00028630), and Farm Business Management Benchmarking Collaboration (GRT00021492) Grants from the USDA National Institute of Food and Agriculture.

---

Dianne Shoemaker, Field Specialist, Dairy Production Economics.  
Ohio State University Extension. [shoemaker.3@osu.edu](mailto:shoemaker.3@osu.edu)

Christina Benton, Program Assistant Farm Business Analysis Program.  
Ohio State University Extension. [benton.132@osu.edu](mailto:benton.132@osu.edu)

This data is the property of The Ohio State University and should not be reproduced without permission.

© The Ohio State University, 2014

CFAES provides research and related education programs to clientele on a nondiscriminatory basis. For more information:  
<http://go.osu.edu/cfaesdiversity>.

*Keith L. Smith, Associate Vice President for Agricultural Administration; Associate Dean, College of Food, Agricultural, and Environmental Sciences; Director, Ohio State University Extension; and Gist Chair in Extension Education and Leadership.*

For Deaf and Hard of Hearing, please contact Ohio State University Extension using your preferred communication (e-mail, relay services, or video relay services). Phone 1-800-750-0750 between 8 a.m. and 5 p.m. EST Monday through Friday. Inform the operator to dial 614-292-6181.

# 2013 Ohio Farm Business Analysis

## Table of Contents

	Pages
Overview.....	4-6
<b>Crop Enterprise Analysis.....</b>	<b>7-26</b>
<b>Corn Harvested as Dry Shell Corn.....</b>	<b>7-10</b>
<b>Corn on Owned Land, Average of all Farms and High 20% Sorted by Net Return .....</b>	<b>7</b>
<b>Corn Benchmark Report on Owned Land.....</b>	<b>8</b>
<b>Corn on Cash Rented Land, Average of all Farms and High 20% sorted by Net Return.....</b>	<b>9</b>
<b>Corn Benchmark Report on Cash Rented Land.....</b>	<b>10</b>
<b>Corn Silage.....</b>	<b>11-14</b>
<b>Corn Silage on Owned Land, Average of all Farms .....</b>	<b>11</b>
<b>Corn Silage Benchmark Report on Owned Land.....</b>	<b>12</b>
<b>Corn Silage on Cash Rented Land, Average of all Farms.....</b>	<b>13</b>
<b>Corn Silage Benchmark Report on Cash Rented Land.....</b>	<b>14</b>
<b>Soybeans.....</b>	<b>15-18</b>
<b>Soybean on Owned Land, Average of all Farms .....</b>	<b>15</b>
<b>Soybean Benchmark Report on Owned Land .....</b>	<b>16</b>
<b>Soybean on Cash Rented Land, Average of all Farms .....</b>	<b>17</b>
<b>Soybean Benchmark Report on Cash Rented Land.....</b>	<b>18</b>
<b>Wheat, Winter.....</b>	<b>19-22</b>
<b>Wheat, Winter on Owned Land, Average of all Farms .....</b>	<b>19</b>
<b>Wheat, Winter Benchmark Report on Owned Land.....</b>	<b>20</b>
<b>Wheat, Winter on Cash Rented Land, Average of all Farms .....</b>	<b>21</b>
<b>Wheat, Winter Benchmark Report on Cash Rented Land.....</b>	<b>22</b>
<b>Hay.....</b>	<b>23-26</b>
<b>Alfalfa Hay Average of all Farms on Owned Land.....</b>	<b>23</b>
<b>Alfalfa Hay Average of all Farms on Cash Rented Land.....</b>	<b>24</b>
<b>Mixed Hay Average of all Farms on Owned Land.....</b>	<b>25</b>
<b>Mixed Hay Average of all Farms on Cash Rented Land.....</b>	<b>26</b>
<b>Appendix 1, Crop Enterprise Analysis Procedures and Measures.....</b>	<b>27-28</b>

# Crop Reports

The Crop Enterprise Analysis reports show the average physical production, gross return, direct costs, overhead costs, and net returns per acre. There are potentially two analyses for each crop depending on the farmer's tenure on the land: owned land and cash rented land. Information is presented for the average of all farms and the high 20% sorted by net return per acre. Not all crop enterprises include a high 20% breakout depending on the total number of farms in the enterprise, The calculation for the high 20% breakout is done separately for each enterprise.

Benchmark Reports follow the enterprise summary when available (data from 12 or more farms). Benchmark Reports include information on 37 income, expense, and efficiency measures from the associated crop enterprise analysis. Information on how to use the reports is included with each benchmark report.

*Gross Return per Acre* includes the value of the crop produced plus any other income directly associated with production of the crop, including hedging gains or losses, LDP payments, 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 sales price for production sold or contracted before year-end and the inventory value for crops still in inventory at year-end.

*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 the *Labor and Management Charge*) so that all farms are on equal footing. Land costs include land rent on the rented land enterprises 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 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 generally allocated evenly per acre across 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.

*Labor and Management* for farms calculation:

Management is calculated at 5% of the Value of Farm Production (VFP)  
Labor is valued at \$13.50 per hour for 3,000 hours annually (dairy or swine)  
2,500 hours annually (crop or livestock)

Example:	Management at 5% * \$900,000 VFP	= \$45,000
	Labor of 2,500 hrs * \$13.50	= <u>\$33,750</u>
		\$78,750

*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 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.

## Benchmark Reports

Benchmark Reports follow the enterprise summary when available (data from 12 or more enterprises). Benchmark Reports include information on 37 income, expense, and efficiency measures from the crop enterprise analysis.

These reports allow farms to compare their performance against other Ohio farms. The farms who completed their analysis receive benchmark reports personalized for their farm. These reports include their farm's numbers in the "My Farm" column and corresponding percentiles highlighted for each of the 37 items. Managers can quickly see where they are doing well and where they have opportunities for improvement.

The Benchmark Reports<sup>(c)</sup> are generated using the RankEm<sup>(c)</sup> software from the University of Minnesota's Center for Farm Financial Management. Benchmark reports include the median value (half of the data points were higher, half of the data points were lower – which will frequently be at least slightly different from the average) for each of the 37 income, expense and efficiency measures. For each measure, the corresponding data

is sorted from lowest to highest. Then the average of for each 10% grouping of the data set is sorted into the 10%, 20%, 30%...100% columns of the table.

Each line is calculated separately. In other words, the 10% column does not represent the bottom 10% of all farms, nor does the 100<sup>th</sup> percentile group include only the top performing farms. An individual farm may be in the 80<sup>th</sup> percentile for Gross Return, but in the 30<sup>th</sup> percentile for seed cost. Typically, a farm's values will be scattered in multiple percentile groups (columns) across the chart.

**2013 Crop Enterprise Analysis  
(Farms Sorted By Net Return)**

**Corn on Owned Land**

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of farms	25	5
Acres	99.73	45.30
Yield per acre (bu.)	155.50	183.74
Operators share of yield %	100.00	100.00
Value per bu.	5.24	5.99
Total product return per acre	815.26	1,101.31
Hedging gains/losses per acre	0.03	-
Crop insurance per acre	0.10	-
Gross return per acre	815.39	1,101.31
<b>Direct Expenses</b>		
Seed	108.07	93.73
Fertilizer	161.80	134.16
Crop chemicals	50.76	59.75
Crop insurance	12.94	5.62
Drying expense	12.90	-
Storage	0.82	-
Fuel & oil	52.31	38.54
Repairs	66.05	52.11
Custom hire	26.54	26.59
Hired labor	13.33	6.38
Machinery leases	1.00	0.59
Utilities	7.85	6.62
Hauling and trucking	3.74	1.34
Marketing	1.21	-
Operating interest	7.65	5.33
Miscellaneous	4.71	3.33
Total direct expenses per acre	531.68	434.09
Return over direct exp per acre	283.71	667.22
<b>Overhead Expenses</b>		
Hired labor	38.54	24.27
Building leases	0.17	1.66
RE & pers. property taxes	20.83	17.41
Farm insurance	6.51	7.68
Utilities	0.53	0.80
Dues & professional fees	2.60	2.11
Interest	51.10	63.70
Mach & bldg depreciation	115.33	78.25
Miscellaneous	14.31	9.29
Total overhead expenses per acre	249.91	205.17
Total dir & ovhd expenses per acre	781.58	639.26
Net return per acre	33.81	462.05
Government payments	8.39	18.09
Net return with govt pmts	42.20	480.14
Labor & management charge	91.58	81.85
Net return over lbr & mgt	-49.38	398.29
<b>Cost of Production</b>		
Total direct expense per bu.	3.42	2.36
Total dir & ovhd exp per bu.	5.03	3.48
Less govt & other income	4.97	3.38
With labor & management	5.56	3.83
Net value per unit	5.24	5.99
Machinery cost per acre	252.27	194.98
Est. labor hours per acre	6.24	3.98

	<b>My Farm</b>	<b>Group Median</b>	<b>10%</b>	<b>20%</b>	<b>30%</b>	<b>40%</b>	<b>50%</b>	<b>60%</b>	<b>70%</b>	<b>80%</b>	<b>90%</b>	<b>100%</b>
Acres		61.00	15.75	23.75	37.00	40.00	50.00	67.70	92.50	148.00	246.00	341.50
Yield Per Acre		156.27	119.58	125.40	135.00	140.00	150.96	163.45	170.00	181.00	188.16	202.49
Crop Value Per Unit		5.74	3.68	4.12	4.50	5.00	5.00	6.00	6.18	6.18	6.18	6.19
Gross Return		851.42	532.05	626.91	641.59	721.91	780.49	865.20	922.41	1,010.12	1,119.35	1,202.00
Seed		108.65	146.73	132.77	118.00	116.57	109.50	105.30	104.00	76.10	66.27	49.65
Fertilizer		152.69	276.38	213.67	169.89	164.55	155.08	147.25	125.43	110.53	96.95	75.81
Crop Chemicals		56.15	139.68	94.17	70.07	62.20	60.55	50.85	42.21	37.59	27.67	18.12
Crop Insurance		15.64	29.73	27.41	23.62	22.87	17.64	13.38	9.94	8.51	6.54	2.02
Fuel & Oil		47.10	92.59	68.34	64.60	56.86	49.60	44.42	37.00	34.10	24.89	16.37
Repairs		47.00	121.71	89.03	85.23	66.30	57.23	46.03	33.77	28.85	21.83	17.09
Utilities		7.51	18.66	13.17	11.33	9.94	8.72	7.13	6.49	3.97	3.17	2.62
Operating Interest		3.74	24.57	14.68	11.43	9.11	6.14	2.17	1.54	0.60	0.33	0.15
Total Direct Expenses		488.88	705.91	621.29	611.27	567.53	531.62	476.59	423.63	389.90	381.61	328.68
Return Over Dir Expenses		358.51	9.71	93.24	143.38	226.14	341.88	375.43	443.88	477.42	596.78	730.74
Ovhd - Hired Labor		28.35	102.32	88.60	60.73	50.84	31.33	22.60	0.00	0.00	0.00	0.00
Ovhd - Rea Estate Taxes		17.47	72.57	39.85	33.62	30.00	20.54	17.21	13.68	10.43	7.82	1.48
Ovhd - Farm Insurance		7.81	19.35	13.54	10.55	8.88	8.00	6.96	4.96	3.92	2.77	1.54
Ovhd - Utilities		0.00	6.41	1.81	1.37	0.01	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Due Profession Fees		2.36	6.62	4.40	3.48	2.94	2.49	2.23	1.65	1.29	1.07	0.61
Ovhd - Int On Interm. Debt		4.77	15.13	10.02	8.36	7.94	5.70	4.70	4.52	3.12	2.70	1.63
Ovhd - Int On Lng Term Debt		58.72	145.33	104.30	70.32	66.71	63.05	46.87	30.86	20.11	13.87	9.86
Ovhd - Machinery Depreciati		66.27	270.02	135.61	116.54	97.83	68.40	63.38	47.50	29.84	21.92	11.96
Ovhd - Building Depreciati		8.31	49.39	26.47	18.46	13.71	10.90	7.56	5.87	2.10	1.67	0.56
Ovhd - Miscellane		13.28	49.16	34.97	30.61	18.43	14.68	9.82	5.59	5.03	3.62	1.43
Total Overhead Expenses		205.86	472.15	347.60	261.54	222.88	208.68	184.64	159.84	150.78	87.37	66.03
Total Dir & Ovhd Expenses		713.90	1,156.63	915.00	818.77	786.47	726.79	682.40	586.16	546.70	521.68	448.21
Net Return		105.48	-283.97	-161.88	-39.95	-7.40	83.30	121.34	271.16	335.20	406.94	487.03
Government Payments		11.46	0.00	0.00	0.00	0.00	0.00	15.50	17.87	19.53	22.88	41.45
Net Return With Govt Payments		120.89	-275.17	-154.57	-35.50	1.17	98.80	140.87	271.16	354.05	434.10	506.02
Labor & Management Charge		84.31	165.57	126.50	111.90	103.95	90.77	83.08	76.30	68.15	56.51	46.42
Net Return Over Lbr & Mgt		38.69	-386.60	-236.42	-109.97	-45.25	13.94	66.19	189.04	243.69	336.74	426.53
Direct Cost of Prod/Unit		3.05	4.59	4.05	3.84	3.73	3.10	3.03	2.80	2.62	2.50	2.04
Dir & Ovhd Cost of Prod/Unit		4.37	6.78	5.79	5.30	5.05	4.55	4.33	4.01	3.74	3.38	2.82
COP Less Govt & Oth Income		4.30	6.78	5.65	5.30	5.05	4.38	4.22	3.98	3.60	3.34	2.67
Cost of Prod With Lbr & Mgt		4.96	7.47	6.40	5.78	5.56	5.24	4.77	4.50	4.40	3.92	3.10
Machinery Cost Per Acre		191.43	473.14	325.49	275.25	253.54	225.67	180.45	164.81	140.72	124.12	89.54
Est. Labor Hours Per Acre		4.45	11.64	9.68	9.06	6.27	4.77	4.27	4.03	3.55	2.47	2.18

**How to use this chart:**

Each row contains data from 26 corn enterprises on 25 Ohio farms. The data is grouped by percentiles. For example, if we look at Yield Per Acre (line 2), the 2 or 3 lowest yields averaged 119.58 bushels per acre. This value is in the 10% column. The next 2 or 3 lowest yields are averaged together, and their average yield of 125.40 bu/acre is in the 20% column. This process is continued up to the 100% column where the 3 enterprises with the highest yield per acre averaged 202.49 bushels per acre. Each row is calculated independently, which is why your farm's values could fall in many different columns. Use this chart to identify strengths, areas of concern and opportunities to improve compared to performance of other Ohio Farms.



**2013 Crop Enterprise Analysis  
(Farms Sorted By Net Return)**

**Corn on Cash Rented Land**

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of farms	28	6
Acres	130.40	111.35
Yield per acre (bu.)	156.28	190.48
Operators share of yield %	100.00	100.00
Value per bu.	5.09	6.10
Total product return per acre	796.03	1,162.19
Hedging gains/losses per acre	0.01	-
Crop insurance per acre	6.37	21.66
Other crop income per acre	1.19	-
Gross return per acre	803.60	1,183.85
<b>Direct Expenses</b>		
Seed	96.98	87.02
Fertilizer	162.35	184.10
Crop chemicals	51.13	54.39
Crop insurance	12.63	7.33
Drying expense	12.40	18.91
Storage	2.65	2.59
Fuel & oil	43.99	33.78
Repairs	48.76	61.19
Repair, machinery	6.01	-
Custom hire	21.89	15.44
Hired labor	18.95	5.57
Land rent	109.32	120.82
Machinery leases	2.90	6.49
Utilities	7.46	4.67
Hauling and trucking	3.75	0.33
Marketing	1.25	-
Operating interest	4.38	2.03
Miscellaneous	5.12	5.00
Total direct expenses per acre	611.91	609.68
Return over direct exp per acre	191.69	574.17
<b>Overhead Expenses</b>		
Hired labor	10.13	5.74
Building leases	1.50	8.15
Farm insurance	7.30	6.23
Utilities	1.00	0.10
Dues & professional fees	2.38	3.33
Interest	5.95	3.63
Mach & bldg depreciation	86.65	61.99
Miscellaneous	15.77	9.90
Total overhead expenses per acre	130.68	99.07
Total dir & ovhd expenses per acre	742.58	708.75
Net return per acre	61.01	475.10
Government payments	12.94	18.77
Net return with govt pmnts	73.96	493.87
Labor & management charge	94.14	134.75
Net return over lbr & mgt	-20.19	359.12
<b>Cost of Production</b>		
Total direct expense per bu.	3.92	3.20
Total dir & ovhd exp per bu.	4.75	3.72
Less govt & other income	4.62	3.51
With labor & management	5.22	4.22
Net value per unit	5.09	6.10
Machinery cost per acre	206.83	178.54
Est. labor hours per acre	4.87	3.80

	<b>My Farm</b>	<b>Group Median</b>	<b>10%</b>	<b>20%</b>	<b>30%</b>	<b>40%</b>	<b>50%</b>	<b>60%</b>	<b>70%</b>	<b>80%</b>	<b>90%</b>	<b>100%</b>
Acres		108.00	16.55	32.75	60.00	88.40	102.00	120.00	162.00	183.30	210.00	260.00
Yield Per Acre		151.54	98.15	123.56	130.00	140.00	145.25	163.45	170.91	180.79	189.00	200.00
Crop Value Per Unit		5.00	1.73	4.00	4.50	4.97	5.00	5.50	6.00	6.18	6.18	6.18
Gross Return		780.49	161.40	541.28	641.59	691.29	750.93	850.00	901.77	990.77	1,120.13	1,236.00
Seed		105.00	146.73	127.46	117.11	115.15	108.14	104.98	99.98	89.92	67.94	62.84
Fertilizer		153.28	276.38	214.00	177.01	167.00	157.63	152.09	135.76	120.97	99.79	59.60
Crop Chemicals		56.15	113.77	86.49	69.55	60.98	60.00	54.08	46.00	42.21	37.59	8.48
Crop Insurance		16.42	72.39	26.86	23.11	20.85	17.64	15.64	11.29	9.52	8.57	4.28
Fuel & Oil		47.10	101.00	64.60	58.49	55.53	49.60	44.42	36.37	34.10	23.01	14.49
Repairs		47.00	105.56	87.75	77.85	66.30	49.54	46.03	34.75	28.85	21.56	12.11
Land Rent		95.70	215.69	177.51	141.93	116.77	97.69	95.00	75.20	60.00	46.11	42.90
Utilities		7.44	20.56	15.32	11.33	8.99	7.66	7.13	5.98	3.67	2.90	2.27
Operating Interest		2.59	20.66	11.43	9.11	8.23	3.20	1.90	1.54	0.60	0.33	0.15
Total Direct Expenses		570.82	884.53	754.11	707.93	666.62	595.85	567.70	540.70	496.79	434.64	415.20
Return Over Dir Expenses		225.12	-388.64	-39.94	62.30	93.52	150.94	226.87	322.57	381.71	528.07	605.92
Ovhd - Hired Labor		3.29	84.42	52.89	41.73	29.19	9.61	0.00	0.00	0.00	0.00	0.00
Ovhd - Rea Estate Taxes		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Farm Insurance		7.33	22.32	11.41	10.31	8.52	7.91	6.29	4.96	4.15	3.57	1.54
Ovhd - Utilities		0.00	9.12	2.10	1.44	0.01	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Due Profession Fees		2.28	7.42	5.04	3.19	2.82	2.48	2.23	1.80	1.29	1.07	0.61
Ovhd - Int On Intern. Debt		4.77	24.21	11.13	8.72	7.65	5.55	4.70	4.52	3.08	2.69	1.63
Ovhd - Int On Lng Term Debt		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Machinery Depreciati		66.27	195.84	130.72	101.10	74.69	68.40	63.38	47.50	29.84	21.92	9.98
Ovhd - Building Depreciati		6.98	42.42	18.46	13.71	11.11	7.56	6.58	4.42	2.10	1.67	0.56
Ovhd - Miscellane		10.96	49.16	37.95	32.79	16.98	14.47	7.47	5.03	3.93	1.49	0.25
Total Overhead Expenses		126.82	255.27	188.22	177.10	157.93	127.61	113.72	103.91	90.71	43.78	29.03
Total Dir & Ovhd Expenses		722.23	1,032.14	912.04	867.35	814.19	756.37	709.46	612.18	584.48	541.79	520.01
Net Return		68.94	-507.70	-195.42	-39.94	2.81	24.12	77.11	196.09	255.33	368.65	506.97
Government Payments		15.57	0.00	0.00	0.00	0.00	13.43	16.05	17.87	19.53	23.10	43.19
Net Return With Govt Payments		92.67	-477.61	-181.99	-30.78	19.68	47.26	108.21	196.09	257.76	396.32	523.95
Labor & Management Charge		84.85	213.76	128.82	111.90	103.95	90.77	83.77	81.32	68.15	54.99	20.18
Net Return Over Lbr & Mgt		-30.78	-564.67	-296.78	-119.06	-61.20	-39.95	43.38	94.56	156.09	293.11	430.01
Direct Cost of Prod/Unit		3.71	6.36	4.84	4.44	4.15	3.85	3.55	3.47	3.39	2.97	2.64
Dir & Ovhd Cost of Prod/Unit		4.49	7.77	5.81	5.16	4.88	4.57	4.41	4.34	4.21	3.62	3.27
COP Less Govt & Oth Income		4.34	7.72	5.63	5.05	4.88	4.55	4.34	4.22	3.83	3.52	3.18
Cost of Prod With Lbr & Mgt		5.07	8.59	6.47	5.91	5.46	5.24	4.98	4.73	4.38	3.88	3.48
Machinery Cost Per Acre		180.45	423.63	349.26	275.25	226.13	195.11	177.24	158.73	140.72	124.81	88.01
Est. Labor Hours Per Acre		4.27	11.64	9.23	6.27	4.77	4.61	4.26	3.63	3.22	2.35	0.79

**How to use this chart:**

Each row contains data from 29 corn enterprises on 28 Ohio farms. The data is grouped by percentiles. For example, if we look at Yield Per Acre (line 2), the 3 lowest yields averaged 98.15 bushels per acre. This value is in the 10% column. The next 3 lowest yields are averaged together, and their average yield of 123.56 bu/acre is in the 20% column. This process is continued up to the 100% column where the 3 enterprises with the highest yield per acre averaged 200 bushels per acre. Each row is calculated independently, which is why your farm's values could fall in many different columns. Use this chart to identify strengths, areas of concern and opportunities to improve compared to performance of other Ohio farms.

**2013 Crop Enterprise Analysis  
(Farms Sorted By Net Return)**

**Corn Silage on Owned Land**

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of farms	25	5
Acres	111.32	89.02
Yield per acre (ton)	21.23	24.91
Operators share of yield %	100.00	100.00
Value per ton	54.42	58.00
Total product return per acre	1,155.37	1,444.81
Gross return per acre	1,155.37	1,444.81
<b>Direct Expenses</b>		
Seed	104.41	113.19
Fertilizer	129.58	121.07
Crop chemicals	57.49	49.74
Crop insurance	5.84	6.42
Storage	1.09	0.48
Packaging and supplies	3.12	3.76
Fuel & oil	55.29	69.23
Repairs	73.16	49.80
Custom hire	108.96	16.93
Hired labor	22.22	11.23
Machinery leases	0.71	-
Utilities	2.02	0.79
Hauling and trucking	3.54	5.29
Operating interest	3.78	2.42
Miscellaneous	12.98	13.74
Total direct expenses per acre	584.20	464.11
Return over direct exp per acre	571.17	980.70
<b>Overhead Expenses</b>		
Hired labor	26.91	39.76
RE & pers. property taxes	21.79	14.25
Farm insurance	8.29	7.45
Utilities	0.50	1.56
Dues & professional fees	1.78	1.52
Interest	42.73	50.12
Mach & bldg depreciation	100.08	65.24
Miscellaneous	13.47	7.14
Total overhead expenses per acre	215.56	187.05
Total dir & ovhd expenses per acre	799.76	651.16
Net return per acre	355.61	793.65
Government payments	13.99	14.35
Net return with govt pmts	369.59	808.01
Labor & management charge	91.67	118.25
Net return over lbr & mgt	277.92	689.75
<b>Cost of Production</b>		
Total direct expense per ton	27.52	18.63
Total dir & ovhd exp per ton	37.67	26.14
Less govt & other income	37.01	25.56
With labor & management	41.33	30.31
Net value per unit	54.42	58.00
Machinery cost per acre	331.92	195.52
Est. labor hours per acre	6.93	6.35

	<b>My Farm</b>	<b>Group Median</b>	<b>10%</b>	<b>20%</b>	<b>30%</b>	<b>40%</b>	<b>50%</b>	<b>60%</b>	<b>70%</b>	<b>80%</b>	<b>90%</b>	<b>100%</b>
Acres		75.00	16.00	36.00	46.50	60.00	70.00	82.00	161.83	199.00	204.50	222.55
Yield Per Acre		20.90	13.50	16.12	17.82	18.95	20.50	21.00	22.00	23.00	24.94	30.00
Crop Value Per Unit		58.00	42.50	45.00	50.00	50.00	58.00	58.00	58.00	58.00	58.00	58.00
Gross Return		1,189.00	685.50	842.81	906.86	1,035.00	1,100.00	1,189.24	1,218.00	1,334.00	1,432.67	1,594.52
Seed		104.87	224.81	159.10	125.52	111.00	106.51	104.46	91.00	75.53	67.85	62.30
Fertilizer		127.84	216.56	171.92	159.00	155.00	139.51	120.18	113.51	99.79	83.29	49.37
Crop Chemicals		53.54	158.77	93.39	67.28	60.00	55.23	50.11	42.21	34.22	27.70	5.69
Crop Insurance		10.03	76.18	29.73	25.00	16.42	11.53	9.28	9.19	8.82	5.58	1.86
Fuel & Oil		51.94	101.40	84.64	68.96	62.21	58.74	49.93	44.62	39.18	31.54	17.00
Repairs		69.29	167.81	115.16	97.13	92.98	84.92	63.01	50.22	35.27	23.38	7.60
Utilities		3.10	7.14	7.04	5.00	3.96	3.37	2.79	2.57	2.47	1.40	0.75
Operating Interest		3.31	20.28	11.97	8.03	4.14	3.41	3.18	1.86	1.23	0.36	0.15
Total Direct Expenses		534.44	835.37	771.52	736.47	680.10	643.11	532.83	456.82	419.03	404.40	375.29
Return Over Dir Expenses		485.58	197.53	259.05	310.34	378.58	441.90	652.87	685.73	785.62	903.52	1,035.63
Ovhd - Hired Labor		24.65	115.02	104.14	66.25	45.53	31.84	9.19	0.00	0.00	0.00	0.00
Ovhd - Rea Estate Taxes		15.69	126.83	36.71	22.42	20.54	17.47	14.48	11.19	8.49	6.80	1.48
Ovhd - Farm Insurance		8.57	14.78	13.06	12.01	11.25	8.73	8.40	6.66	4.67	4.09	2.08
Ovhd - Utilities		0.00	7.00	1.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Due Profession Fees		2.57	7.01	4.00	3.21	2.92	2.71	2.20	1.83	1.69	1.17	0.85
Ovhd - Int On Interm. Debt		5.16	17.13	10.46	9.03	7.28	5.63	5.06	4.71	3.91	2.63	0.93
Ovhd - Int On Lng Term Debt		38.61	160.56	66.71	63.05	60.23	47.57	30.86	20.11	16.68	11.39	6.91
Ovhd - Machinery Depreciati		72.21	294.57	150.93	144.32	127.13	81.48	65.99	52.75	28.56	23.22	13.05
Ovhd - Building Depreciati		8.47	42.96	28.87	23.49	15.53	9.45	7.65	6.40	3.47	1.82	0.68
Ovhd - Miscellane		9.07	41.40	36.95	32.48	18.52	10.71	6.31	5.59	3.95	3.18	1.18
Total Overhead Expenses		199.13	590.02	371.70	265.74	240.36	223.00	187.82	170.56	142.77	85.11	55.51
Total Dir & Ovhd Expenses		782.00	1,326.72	1,055.64	1,000.29	924.73	848.75	766.69	643.74	580.00	558.00	490.48
Net Return		314.06	-195.38	-4.27	83.96	149.79	237.93	377.21	542.97	572.39	675.08	842.15
Government Payments		14.35	0.00	0.00	0.00	0.00	0.00	14.85	16.67	19.58	23.82	27.92
Net Return With Govt Payments		338.46	-187.96	4.78	99.50	167.87	257.33	393.87	542.97	586.74	675.08	853.48
Labor & Management Charge		91.39	180.62	152.39	132.36	121.02	99.02	89.62	83.24	65.06	60.61	53.95
Net Return Over Lbr & Mgt		249.75	-292.99	-91.08	12.79	59.41	190.68	312.40	420.89	485.27	523.27	758.28
Direct Cost of Prod/Unit		28.18	42.98	39.08	36.17	29.61	28.22	27.98	24.19	21.40	19.83	16.14
Dir & Ovhd Cost of Prod/Unit		34.64	66.49	53.45	51.35	45.78	39.18	33.83	31.94	30.79	26.86	23.02
COP Less Govt & Oth Income		34.05	66.08	53.01	50.53	44.17	37.69	33.37	31.26	30.53	26.39	22.57
Cost of Prod With Lbr & Mgt		39.78	76.00	56.67	54.85	48.44	42.81	38.56	35.84	34.33	32.97	26.81
Machinery Cost Per Acre		287.44	618.67	540.86	460.98	407.83	305.65	282.10	223.00	208.31	161.67	116.31
Est. Labor Hours Per Acre		5.20	22.72	12.13	10.12	8.38	5.88	5.07	4.66	3.94	2.38	0.59

**How to use this chart:**

Each row contains data from 25 corn silage enterprises on 25 Ohio farms. The data is grouped by percentiles. For example, if we look at Yield Per Acre (line 2), the 2 to 3 lowest yields averaged 13.5 tons per acre. This value is in the 10% column. The next 2 or 3 lowest yields are averaged together, and their average yield of 16.12 ton/acre is in the 20% column. This process is continued up to the 100% column where the 2 or 3 enterprises with the highest yield per acre averaged 30 tons per acre. Each row is calculated independently, which is why your farm's values could fall in many different columns. Use this chart to identify strengths, areas of concern and opportunities to improve compared to performance of other Ohio farms.

---

2013 Crop Enterprise Analysis

Corn Silage on Cash Rented Land

---

	<u>Avg. Of All Farms</u>
Number of farms	20
Acres	142.69
Yield per acre (ton)	20.11
Operators share of yield %	100.00
Value per ton	55.55
Total product return per acre	1,117.19
Crop insurance per acre	9.98
Gross return per acre	1,127.17
<b>Direct Expenses</b>	
Seed	107.54
Fertilizer	146.01
Crop chemicals	42.14
Crop insurance	9.96
Packaging and supplies	6.45
Fuel & oil	71.41
Repairs	93.24
Repair, machinery	10.34
Custom hire	109.86
Repair, buildings	0.57
Hired labor	19.05
Land rent	84.67
Machinery leases	5.14
Utilities	3.56
Hauling and trucking	2.10
Operating interest	4.76
Miscellaneous	5.70
Total direct expenses per acre	722.50
Return over direct exp per acre	404.66
<b>Overhead Expenses</b>	
Hired labor	34.78
Farm insurance	9.15
Utilities	0.57
Dues & professional fees	3.18
Interest	6.71
Mach & bldg depreciation	178.29
Miscellaneous	20.98
Total overhead expenses per acre	253.67
Total dir & ovhd expenses per acre	976.17
Net return per acre	151.00
Government payments	8.31
Net return with govt pmts	159.31
Labor & management charge	78.96
Net return over lbr & mgt	80.35
<b>Cost of Production</b>	
Total direct expense per ton	35.92
Total dir & ovhd exp per ton	48.53
Less govt & other income	47.62
With labor & management	51.55
Net value per unit	55.55
Machinery cost per acre	461.68
Est. labor hours per acre	5.94

	My Farm	Group Median	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Acres		84.43	13.50	26.00	38.50	52.50	70.10	95.00	131.00	159.00	300.00	601.59
Yield Per Acre		19.15	9.73	12.91	16.12	18.00	18.95	20.00	22.00	23.00	25.16	27.68
Crop Value Per Unit		58.00	47.50	50.00	50.00	50.00	58.00	58.00	58.00	58.00	58.00	58.00
Gross Return		1,081.55	578.60	700.10	858.16	911.36	1,035.00	1,116.50	1,203.62	1,334.00	1,459.18	1,605.36
Seed		99.98	197.15	140.09	113.79	107.46	104.87	93.33	90.48	81.41	75.19	68.55
Fertilizer		126.43	179.46	163.50	157.50	147.50	128.82	120.97	115.21	78.46	54.00	46.29
Crop Chemicals		45.93	115.28	81.27	59.51	56.91	49.04	45.74	43.91	37.38	26.44	8.90
Crop Insurance		9.36	76.18	18.92	16.42	13.35	10.27	9.28	9.01	7.95	7.95	5.58
Fuel & Oil		59.66	122.29	101.40	86.71	74.36	62.21	54.11	42.83	31.54	20.85	14.95
Repairs		59.11	183.34	134.88	96.96	88.59	81.39	55.79	45.19	37.91	30.18	9.55
Land Rent		73.52	135.63	120.50	106.73	93.58	80.00	73.08	63.69	49.17	45.55	38.95
Utilities		3.75	8.73	7.52	7.14	6.24	4.38	3.58	2.57	2.47	1.40	0.75
Operating Interest		2.07	31.76	9.94	8.98	5.33	3.18	2.07	2.07	1.68	0.94	0.31
Total Direct Expenses		596.79	926.40	860.54	821.15	798.28	735.09	585.28	539.75	515.13	442.96	366.66
Return Over Dir Expenses		304.28	19.07	148.87	176.12	244.62	294.33	361.90	535.72	621.63	944.28	1,026.80
Ovhd - Hired Labor		7.19	115.02	84.61	57.69	31.84	9.33	3.59	0.00	0.00	0.00	0.00
Ovhd - Rea Estate Taxes		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Farm Insurance		7.23	37.70	12.38	11.38	9.72	8.51	6.87	5.30	4.09	2.20	1.44
Ovhd - Utilities		0.00	14.98	3.56	1.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Due Profession Fees		2.53	14.05	8.78	4.13	3.21	2.73	2.49	2.19	1.66	1.07	0.73
Ovhd - Int On Intern. Debt		6.06	34.00	17.13	14.18	9.94	9.06	6.00	5.16	4.69	3.36	2.63
Ovhd - Int On Lng Term Debt		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Machinery Depreciati		75.51	294.57	147.30	119.91	104.31	81.36	69.24	53.51	45.90	38.20	19.70
Ovhd - Building Depreciati		6.61	32.45	25.38	15.39	11.53	7.63	6.11	4.42	3.40	1.82	1.31
Ovhd - Miscellane		7.14	41.38	34.86	26.27	17.27	9.43	5.86	4.95	3.85	0.43	0.27
Total Overhead Expenses		130.18	408.97	215.82	199.23	181.37	156.82	116.89	104.17	90.53	84.79	57.31
Total Dir & Ovhd Expenses		805.47	1,200.81	1,113.60	1,014.62	985.11	915.71	709.60	655.29	572.44	535.18	451.45
Net Return		173.79	-177.90	-15.55	37.19	63.85	157.40	187.08	291.40	493.86	815.28	935.28
Government Payments		0.00	0.00	0.00	0.00	0.00	0.00	9.60	15.81	17.37	19.94	24.25
Net Return With Govt Payments		182.83	-164.05	-7.51	47.85	65.50	157.40	205.97	299.74	501.88	815.28	946.61
Labor & Management Charge		75.29	250.82	143.25	116.47	95.20	83.24	69.12	60.61	51.84	48.66	31.65
Net Return Over Lbr & Mgt		75.98	-344.93	-125.18	-31.45	-9.89	54.34	139.68	214.21	410.42	743.94	873.33
Direct Cost of Prod/Unit		33.26	63.25	46.68	44.40	40.08	34.48	32.66	31.65	27.88	22.70	17.19
Dir & Ovhd Cost of Prod/Unit		42.90	78.78	55.87	54.91	49.31	48.28	39.95	36.55	33.78	27.66	20.83
COP Less Govt & Oth Income		42.54	68.13	55.08	52.81	48.65	47.15	39.95	36.52	33.78	27.28	20.38
Cost of Prod With Lbr & Mgt		49.70	85.29	63.01	56.17	52.01	50.58	46.58	41.57	38.05	29.70	23.33
Machinery Cost Per Acre		355.77	631.25	577.91	499.20	455.38	407.83	223.00	205.00	200.34	164.56	119.51
Est. Labor Hours Per Acre		4.39	17.62	8.34	5.94	5.37	4.66	4.38	3.60	2.87	1.02	0.00

How to use this chart:

Each row contains data from 22 corn silage enterprises on 20 Ohio farms. The data is grouped by percentiles. For example, if we look at Yield Per Acre (line 2), the 2 lowest yields averaged 9.73 tons per acre. This value is in the 10% column. The next 2 lowest yields are averaged together, and their average yield of 12.91 tons/acre is in the 20% column. This process is continued up to the 100% column where the 2 enterprises with the highest yield per acre averaged 27.68 tons per acre. Each row is calculated independently, which is why your farm's values could fall in many different columns. Use this chart to identify strengths, areas of concern and opportunities to improve compared to performance of other Ohio farms.

---

2013 Crop Enterprise Analysis

Soybeans on Owned Land

---

	<u>Avg. Of All Farms</u>
Number of farms	16
Acres	106.60
Yield per acre (bu.)	45.87
Operator's share of yield %	100.00
Value per bu.	13.08
Total product return per acre	599.76
Gross return per acre	599.76
<b>Direct Expenses</b>	
Seed	78.67
Fertilizer	66.44
Crop chemicals	28.04
Crop insurance	11.25
Packaging and supplies	0.06
Fuel & oil	22.30
Repairs	27.33
Custom hire	24.98
Hired labor	15.99
Utilities	2.52
Hauling and trucking	2.46
Marketing	2.52
Operating interest	5.72
Miscellaneous	5.68
Total direct expenses per acre	293.97
Return over direct exp per acre	305.79
<b>Overhead Expenses</b>	
Hired labor	8.63
Building leases	0.09
RE & pers. property taxes	20.75
Farm insurance	3.47
Dues & professional fees	1.01
Interest	50.76
Mach & bldg depreciation	57.24
Miscellaneous	7.31
Total overhead expenses per acre	149.25
Total dir & ovhd expenses per acre	443.23
Net return per acre	156.53
Government payments	5.93
Net return with govt pmts	162.47
Labor & management charge	49.23
Net return over lbr & mgt	113.24
<b>Cost of Production</b>	
Total direct expense per bu.	6.41
Total dir & ovhd exp per bu.	9.66
Less govt & other income	9.53
With labor & management	10.61
Net value per unit	13.08
Machinery cost per acre	122.80
Est. labor hours per acre	3.02

	My Farm	Group Median	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Acres		44.70	16.50	20.00	23.00	29.00	37.15	56.40	97.50	207.50	382.00	386.00
Yield Per Acre		47.35	35.00	35.84	37.25	42.16	46.75	48.98	50.95	52.59	54.15	62.00
Crop Value Per Unit		12.54	11.92	12.10	12.14	12.39	12.51	13.04	13.98	14.19	14.19	14.20
Gross Return		607.88	437.85	451.05	470.78	537.29	583.17	629.76	659.57	736.17	759.14	879.78
Seed		73.17	140.61	93.05	86.58	80.26	76.96	69.34	65.78	52.42	36.96	35.00
Fertilizer		62.09	117.71	100.00	84.09	67.02	63.00	55.29	37.13	26.25	23.44	12.12
Crop Chemicals		27.50	54.53	42.11	37.94	33.50	28.99	26.74	23.56	22.69	13.05	9.36
Crop Insurance		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fuel & Oil		20.82	35.24	33.72	28.72	23.28	21.88	19.88	17.37	14.30	11.45	9.68
Repairs		23.11	49.26	47.86	44.66	38.87	29.36	19.25	15.95	13.40	12.06	11.33
Utilities		2.96	7.14	4.08	3.33	3.16	3.00	2.92	1.50	1.38	1.01	0.37
Operating Interest		1.98	15.32	11.48	6.18	4.76	3.51	1.86	0.70	0.24	0.13	0.08
Total Direct Expenses		235.09	458.34	296.75	286.36	266.17	248.71	225.70	214.98	203.51	189.03	173.92
Return Over Dir Expenses		374.05	120.24	191.81	226.09	261.87	341.20	411.99	451.49	476.25	505.54	597.01
Ovhd - Hired Labor		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Rea Estate Taxes		16.78	41.70	35.50	31.69	19.24	17.34	15.42	10.30	8.28	1.99	0.96
Ovhd - Farm Insurance		4.26	7.31	5.85	5.21	4.73	4.34	4.23	3.25	2.04	1.08	0.78
Ovhd - Utilities		0.00	2.19	0.79	0.71	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Due Profession Fees		1.22	1.98	1.67	1.54	1.54	1.37	1.10	0.90	0.82	0.59	0.18
Ovhd - Int On Interm. Debt		2.76	5.05	4.55	4.49	4.17	3.07	2.48	2.24	1.72	1.31	1.31
Ovhd - Int On Lng Term Debt		53.46	130.65	97.13	68.33	65.10	64.10	47.57	26.18	22.16	15.55	9.13
Ovhd - Machinery Depreciati		36.87	76.64	71.30	66.48	54.93	47.05	29.45	22.75	14.26	11.96	7.75
Ovhd - Building Depreciati		5.26	30.09	16.18	12.14	7.76	6.80	4.23	2.41	1.07	0.75	0.59
Ovhd - Miscellane		7.33	19.08	17.88	16.97	10.12	8.67	6.09	3.48	2.74	2.15	1.81
Total Overhead Expenses		122.41	246.97	194.47	180.28	137.81	136.27	105.76	93.76	61.45	40.24	32.21
Total Dir & Ovhd Expenses		355.95	705.31	477.23	447.17	400.52	365.32	344.26	320.43	290.07	221.24	214.16
Net Return		250.59	-126.73	14.93	113.78	139.45	194.39	298.19	352.78	408.19	445.89	460.18
Government Payments		0.00	0.00	0.00	0.00	0.00	0.00	6.49	15.07	18.90	19.89	22.66
Net Return With Govt Payments		258.62	-126.73	29.03	127.93	146.58	202.41	298.19	359.27	417.29	460.18	465.49
Labor & Management Charge		52.90	96.68	83.94	73.42	60.21	56.50	47.90	44.80	40.19	30.42	29.99
Net Return Over Lbr & Mgt		202.48	-166.39	-11.71	62.06	94.10	153.20	233.82	300.97	358.89	400.85	415.37
Direct Cost of Prod/Unit		5.48	9.90	7.28	6.37	5.77	5.55	5.34	4.65	4.15	3.75	3.36
Dir & Ovhd Cost of Prod/Unit		8.12	15.24	11.73	9.85	9.15	8.66	7.52	6.94	5.76	4.38	4.14
COP Less Govt & Oth Income		7.86	15.24	11.37	9.67	8.79	8.43	7.38	6.81	5.58	4.38	4.14
Cost of Prod With Lbr & Mgt		9.02	16.09	12.39	10.96	10.36	9.79	8.39	8.22	6.65	5.27	5.23
Machinery Cost Per Acre		110.32	162.84	152.82	152.42	143.15	118.61	106.59	100.75	84.94	68.08	48.88
Est. Labor Hours Per Acre		2.33	10.19	6.04	5.25	3.31	2.43	2.29	1.95	1.48	1.19	0.78

How to use this chart:

Each row contains data from 16 soybean enterprises on 16 Ohio farms. The data is grouped by percentiles. For example, if we look at at Yield Per Acre (line 2), the 1 or 2 lowest yields averaged 35 bushels per acre. This value is in the 10% column. The next 2 lowest yields are averaged together, and their average yield of 35.84 bu/acre is in the 20% column. This process is continued up to the 100% column where the 2 enterprises with the highest yield per acre averaged 62 bushels per acre. Each row is calculated independently, which is why your farm's values could fall in many different columns. Use this chart to identify strengths, areas of concern and opportunities to improve compared to performance of other Ohio farms.



---

2013 Crop Enterprise Analysis

Soybeans on Cash Rented Land

---

	<u>Avg. Of All Farms</u>
Number of farms	19
Acres	190.60
Yield per acre (bu.)	45.93
Operator's share of yield %	100.00
Value per bu.	12.94
Total product return per acre	594.29
Hedging gains/losses per acre	0.03
Crop insurance per acre	0.05
Gross return per acre	594.38
<b>Direct Expenses</b>	
Seed	68.62
Fertilizer	47.85
Crop chemicals	34.42
Crop insurance	5.67
Storage	1.67
Fuel & oil	22.22
Repairs	23.60
Custom hire	20.69
Hired labor	7.62
Land rent	123.03
Machinery leases	3.50
Utilities	2.01
Hauling and trucking	2.29
Marketing	1.40
Operating interest	1.80
Miscellaneous	4.83
Total direct expenses per acre	371.20
Return over direct exp per acre	223.18
<b>Overhead Expenses</b>	
Hired labor	8.49
Building leases	0.87
Farm insurance	4.16
Utilities	0.56
Dues & professional fees	1.66
Interest	3.33
Mach & bldg depreciation	38.76
Miscellaneous	6.68
Total overhead expenses per acre	64.53
Total dir & ovhd expenses per acre	435.73
Net return per acre	158.65
Government payments	13.68
Net return with govt pmts	172.33
Labor & management charge	55.75
Net return over lbr & mgt	116.58
<b>Cost of Production</b>	
Total direct expense per bu.	8.08
Total dir & ovhd exp per bu.	9.49
Less govt & other income	9.19
With labor & management	10.40
Net value per unit	12.94
Machinery cost per acre	108.49
Est. labor hours per acre	2.17

	My Farm	Group Median	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Acres		183.00	10.00	79.50	95.00	106.25	132.50	186.50	207.75	259.00	316.20	423.00
Yield Per Acre		47.48	35.00	36.51	40.40	43.98	46.24	48.48	50.60	51.44	52.59	57.90
Crop Value Per Unit		12.51	10.37	11.96	12.10	12.14	12.42	12.72	13.72	14.19	14.19	14.20
Gross Return		601.23	437.85	466.41	506.96	530.26	572.27	614.61	635.44	668.29	742.91	821.61
Seed		69.77	140.61	98.51	85.83	79.05	73.57	69.22	64.71	52.42	45.77	35.98
Fertilizer		51.61	117.71	83.51	63.91	62.55	57.37	47.25	28.76	24.38	15.70	12.12
Crop Chemicals		35.00	141.57	60.79	49.15	40.84	36.91	32.50	27.74	24.55	20.98	9.36
Crop Insurance		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fuel & Oil		21.46	38.30	33.13	28.67	25.69	23.69	20.82	19.37	16.60	12.00	9.54
Repairs		25.11	49.26	46.70	41.58	29.80	25.64	24.38	19.52	16.27	12.37	11.54
Land Rent		104.69	250.00	193.88	144.04	133.88	121.00	102.35	83.28	63.69	50.00	45.55
Utilities		2.50	10.53	8.73	7.14	7.00	2.88	1.83	1.38	1.01	0.91	0.37
Operating Interest		1.11	6.28	6.18	4.97	3.51	1.47	1.01	0.64	0.19	0.13	0.08
Total Direct Expenses		353.59	543.47	517.98	399.76	389.56	362.76	348.18	340.37	322.26	277.49	263.38
Return Over Dir Expenses		228.22	32.98	71.93	112.40	140.70	209.98	230.23	290.23	345.80	395.18	471.28
Ovhd - Hired Labor		0.00	29.96	27.73	17.80	16.38	9.53	0.00	0.00	0.00	0.00	0.00
Ovhd - Rea Estate Taxes		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Farm Insurance		4.20	13.08	10.55	6.95	5.42	4.59	4.00	3.07	2.33	1.51	0.84
Ovhd - Utilities		0.00	7.49	2.19	0.79	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Due Profession Fees		1.35	6.79	3.52	1.82	1.58	1.37	1.29	1.16	1.03	0.82	0.59
Ovhd - Int On Intern. Debt		3.07	9.41	6.07	4.76	4.33	3.21	3.01	2.79	2.48	1.67	1.31
Ovhd - Int On Lng Term Debt		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Machinery Depreciati		34.57	76.64	64.95	54.93	47.05	39.44	33.78	23.81	17.69	13.09	6.66
Ovhd - Building Depreciati		3.59	16.18	7.99	7.53	6.80	5.03	3.45	2.29	1.15	0.75	0.59
Ovhd - Miscellane		5.59	30.64	22.99	18.48	10.12	8.63	5.47	3.48	2.48	1.77	0.18
Total Overhead Expenses		62.03	104.86	99.62	86.06	82.49	69.25	61.44	57.56	49.52	32.96	22.46
Total Dir & Ovhd Expenses		426.82	631.32	589.40	492.70	442.08	434.51	417.04	394.11	372.34	349.38	300.06
Net Return		165.85	-51.30	-12.53	30.72	90.45	135.58	182.11	217.63	297.67	345.56	408.87
Government Payments		15.56	0.00	0.00	0.00	0.00	13.54	15.80	16.70	18.41	19.22	21.27
Net Return With Govt Payments		181.41	-31.41	-5.48	48.23	90.45	146.91	194.04	230.94	304.17	355.36	426.47
Labor & Management Charge		49.51	117.71	92.88	66.39	60.77	58.10	47.90	45.05	40.19	30.21	22.68
Net Return Over Lbr & Mgt		116.93	-77.70	-45.67	-9.56	43.50	85.73	139.41	181.65	263.89	278.24	354.01
Direct Cost of Prod/Unit		7.42	11.57	10.79	10.23	8.52	7.67	7.27	6.87	6.67	6.40	5.37
Dir & Ovhd Cost of Prod/Unit		8.45	13.98	12.60	12.04	10.42	9.49	8.37	8.11	7.55	7.25	6.38
COP Less Govt & Oth Income		8.45	13.41	12.42	11.68	10.42	9.10	8.18	7.68	7.46	7.01	6.24
Cost of Prod With Lbr & Mgt		10.06	14.73	13.44	12.74	11.54	10.51	9.54	8.96	8.69	8.08	7.26
Machinery Cost Per Acre		106.42	162.85	157.55	144.07	129.76	111.12	104.24	93.77	88.24	79.90	58.48
Est. Labor Hours Per Acre		2.26	6.04	4.02	2.77	2.52	2.32	2.23	1.95	1.58	1.19	0.61

How to use this chart:

Each row contains data from 19 soybean enterprises on 19 Ohio farms. The data is grouped by percentiles. For example, if we look at Yield Per Acre (line 2), the 2 lowest yields averaged 35 bushels per acre. This value is in the 10% column. The next 2 lowest yields are averaged together, and their average yield of 36.51 bu/acre is in the 20% column. This process is continued up to the 100% column where the 2 enterprises with the highest yield per acre averaged 57.90 bushels per acre. Each row is calculated independently, which is why your farm's values could fall in many different columns. Use this chart to identify strengths, areas of concern and opportunities to improve compared to performance of other Ohio farms.

---

2013 Crop Enterprise Analysis

Wheat, Winter on Owned Land

---

	<u>Avg. Of All Farms</u>
Number of farms	12
Acres	35.56
Yield per acre (bu.)	58.94
Operator's share of yield %	100.00
Value per bu.	6.83
Total product return per acre	402.73
Other crop income per acre	79.37
Gross return per acre	482.09
<b>Direct Expenses</b>	
Seed	52.95
Fertilizer	38.67
Crop chemicals	11.79
Crop insurance	2.82
Fuel & oil	29.09
Repairs	30.62
Custom hire	16.45
Hired labor	8.05
Utilities	1.10
Hauling and trucking	1.04
Marketing	1.30
Operating interest	2.17
Miscellaneous	4.68
Total direct expenses per acre	200.73
Return over direct exp per acre	281.36
<b>Overhead Expenses</b>	
Hired labor	19.68
Building leases	0.15
RE & pers. property taxes	20.70
Farm insurance	3.26
Dues & professional fees	1.03
Interest	50.77
Mach & bldg depreciation	44.35
Miscellaneous	6.91
Total overhead expenses per acre	146.86
Total dir & ovhd expenses per acre	347.60
Net return per acre	134.50
Government payments	1.78
Net return with govt pmts	136.28
Labor & management charge	55.48
Net return over lbr & mgt	80.79
<b>Cost of Production</b>	
Total direct expense per bu.	3.41
Total dir & ovhd exp per bu.	5.90
Less govt & other income	4.52
With labor & management	5.46
Net value per unit	6.83
Machinery cost per acre	118.33
Est. labor hours per acre	3.09

	My Farm	Group Median	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Acres		24.63	5.70	11.00	12.00	14.80	22.13	26.50	30.00	45.00	72.00	138.90
Yield Per Acre		55.14	15.49	36.84	46.65	50.64	52.91	57.48	62.67	67.89	87.96	101.74
Crop Value Per Unit		6.39	4.32	4.90	5.08	6.08	6.22	6.75	7.03	7.13	7.76	7.80
Gross Return		395.97	223.99	263.91	286.90	307.07	369.62	437.10	536.61	626.91	627.14	661.30
Seed		44.38	82.38	76.01	62.50	48.05	45.00	43.75	32.18	32.14	32.00	17.24
Fertilizer		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Crop Chemicals		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Crop Insurance		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fuel & Oil		25.69	36.25	35.24	33.72	30.00	27.89	24.60	18.60	16.04	12.55	11.45
Repairs		32.93	56.52	49.26	46.49	42.82	38.55	28.68	25.11	20.08	18.42	14.11
Utilities		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating Interest		3.33	8.80	7.21	6.18	4.76	4.68	1.98	1.74	0.87	0.42	0.24
Total Direct Expenses		181.64	293.82	276.73	209.60	194.99	186.59	171.90	152.34	152.14	106.90	95.30
Return Over Dir Expenses		226.78	68.92	103.10	118.39	128.68	175.41	265.04	327.01	350.41	474.77	496.28
Ovhd - Hired Labor		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Rea Estate Taxes		16.78	85.31	31.73	21.31	20.54	17.34	15.42	13.68	11.19	10.43	8.07
Ovhd - Farm Insurance		4.23	7.46	5.76	5.63	4.37	4.29	4.00	2.26	2.14	1.95	1.08
Ovhd - Utilities		0.00	4.54	0.79	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Due Profession Fees		1.35	2.62	1.82	1.67	1.54	1.38	1.29	0.93	0.82	0.59	0.59
Ovhd - Int On Interm. Debt		2.53	5.88	4.55	4.49	3.03	2.60	2.46	1.72	1.31	1.31	0.47
Ovhd - Int On Lng Term Debt		56.09	97.13	68.33	65.10	64.10	58.72	53.46	35.54	26.18	15.55	12.19
Ovhd - Machinery Depreciati		34.55	137.00	71.30	63.57	53.36	38.42	30.07	25.01	20.49	18.27	11.96
Ovhd - Building Depreciati		4.43	23.79	12.14	7.99	7.53	4.73	4.13	2.81	1.07	0.75	0.59
Ovhd - Miscellane		5.35	19.08	19.06	17.88	16.97	6.60	4.72	3.15	2.74	2.15	1.48
Total Overhead Expenses		137.81	286.07	194.47	183.67	176.89	141.20	130.62	109.33	102.20	84.32	40.24
Total Dir & Ovhd Expenses		314.34	453.61	438.21	437.87	359.49	331.99	301.61	286.71	261.67	235.24	179.62
Net Return		66.32	-40.95	-5.58	25.23	28.68	49.00	126.26	188.67	188.71	190.57	301.81
Government Payments		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15.20	19.81	51.99
Net Return With Govt Payments		79.83	-25.75	-5.58	25.23	44.37	66.32	127.10	188.67	188.71	190.57	321.62
Labor & Management Charge		58.10	96.68	82.21	67.73	61.04	60.21	52.90	40.74	32.53	31.23	30.42
Net Return Over Lbr & Mgt		23.79	-73.31	-56.99	-56.97	-17.68	3.27	77.52	132.79	139.16	156.18	261.11
Direct Cost of Prod/Unit		3.08	18.97	4.11	3.53	3.51	3.21	2.86	2.59	2.56	1.95	1.62
Dir & Ovhd Cost of Prod/Unit		5.23	28.27	7.37	6.82	6.24	5.46	5.07	4.88	4.24	4.22	3.53
COP Less Govt & Oth Income		4.93	6.74	6.24	5.61	5.30	5.07	4.73	4.22	3.34	3.29	2.86
Cost of Prod With Lbr & Mgt		5.74	8.76	8.15	7.37	6.53	5.96	5.38	5.11	4.26	3.93	3.88
Machinery Cost Per Acre		110.75	197.58	170.99	167.77	163.94	136.56	107.02	102.62	79.81	68.08	48.88
Est. Labor Hours Per Acre		2.68	6.66	5.04	4.94	4.19	3.31	2.47	1.97	1.93	1.76	1.20

How to use this chart:

Each row contains data from 12 wheat enterprises on 12 Ohio farms. The data is grouped by percentiles. For example, if we look at Yield Per Acre (line 2), the 1 or 2 lowest yields averaged 15.49 bushels per acre. This value is in the 10% column. The next 1 or 2 lowest yields are averaged together, and their average yield of 36.84 bu/acre is in the 20% column. This process is continued up to the 100% column where the 1 or 2 enterprises with the highest yield per acre averaged 101.74 bushels per acre. Each row is calculated independently, which is why your farm's values could fall in many different columns. Use this chart to identify strengths, areas of concern and opportunities to improve compared to performance of other Ohio farms.

**2013 Crop Enterprise Analysis**

**Wheat, Winter on Cash Rented Land**

	<u>Avg. Of All Farms</u>
Number of farms	14
Acres	52.39
Yield per acre (bu.)	64.76
Operators share of yield %	100.00
Value per bu.	6.68
Total product return per acre	432.53
Crop insurance per acre	7.15
Other crop income per acre	66.21
Gross return per acre	505.89
<b>Direct Expenses</b>	
Seed	55.66
Fertilizer	62.43
Crop chemicals	6.65
Crop insurance	7.09
Fuel & oil	24.11
Repairs	23.00
Repair, machinery	7.24
Custom hire	18.42
Hired labor	8.89
Land rent	79.13
Machinery leases	1.80
Utilities	2.84
Hauling and trucking	3.74
Operating interest	1.39
Miscellaneous	5.13
Total direct expenses per acre	307.52
Return over direct exp per acre	198.37
<b>Overhead Expenses</b>	
Hired labor	5.48
Building leases	0.69
Farm insurance	4.34
Utilities	0.90
Dues & professional fees	1.66
Interest	3.48
Mach & bldg depreciation	43.72
Miscellaneous	5.40
Total overhead expenses per acre	65.67
Total dir & ovhd expenses per acre	373.19
Net return per acre	132.69
Government payments	6.26
Net return with govt pmts	138.95
Labor & management charge	47.92
Net return over lbr & mgt	91.03
<b>Cost of Production</b>	
Total direct expense per bu.	4.75
Total dir & ovhd exp per bu.	5.76
Less govt & other income	4.53
With labor & management	5.27
Net value per unit	6.68
Machinery cost per acre	119.12
Est. labor hours per acre	2.28

	My Farm	Group Median	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Acres		46.00	15.00	20.40	30.00	35.00	43.50	47.50	67.87	77.00	101.40	102.00
Yield Per Acre		61.71	41.50	51.02	54.81	55.72	59.74	65.15	75.79	80.35	85.12	101.74
Crop Value Per Unit		6.42	4.32	6.08	6.15	6.29	6.32	6.61	6.99	6.99	6.99	7.76
Gross Return		501.41	255.21	263.91	344.21	385.97	470.95	514.94	544.68	626.91	661.30	785.46
Seed		48.05	263.00	135.04	86.57	82.38	60.67	43.30	34.55	32.00	21.61	17.24
Fertilizer		65.17	146.86	128.62	116.28	102.50	72.90	57.44	57.14	48.01	25.86	16.10
Crop Chemicals		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Crop Insurance		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fuel & Oil		20.01	57.56	36.03	35.24	29.83	23.62	19.49	15.58	11.45	9.42	9.40
Repairs		19.52	49.26	45.11	40.70	35.12	23.55	18.69	12.94	11.33	9.27	5.90
Land Rent		72.09	141.93	137.35	120.00	89.87	74.04	69.26	57.76	50.83	46.11	45.00
Utilities		3.35	12.30	8.73	7.13	6.25	3.78	2.91	2.85	2.16	1.72	0.71
Operating Interest		0.78	6.18	5.18	4.68	4.30	1.04	0.52	0.42	0.24	0.15	0.08
Total Direct Expenses		310.39	441.92	423.99	404.93	386.67	319.83	300.34	252.36	226.90	202.97	197.04
Return Over Dir Expenses		136.09	-186.71	-26.82	92.58	113.38	132.02	146.20	237.47	380.53	412.28	423.94
Ovhd - Hired Labor		0.00	27.73	15.46	6.89	3.59	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Rea Estate Taxes		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Farm Insurance		4.08	13.08	8.05	5.85	5.32	4.59	3.62	2.92	2.14	1.08	0.90
Ovhd - Utilities		0.00	7.49	2.19	1.09	0.79	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Due Profession Fees		1.38	6.79	1.94	1.67	1.62	1.54	1.32	1.10	1.07	0.59	0.59
Ovhd - Int On Intern. Debt		2.97	17.00	7.09	4.97	4.49	2.98	2.74	2.46	1.72	1.62	1.31
Ovhd - Int On Lng Term Debt		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Machinery Depreciati		29.55	137.00	66.34	63.57	48.54	39.44	20.69	16.67	11.96	7.75	5.58
Ovhd - Building Depreciati		2.41	16.22	16.18	4.13	3.30	2.81	2.29	1.22	1.07	0.75	0.59
Ovhd - Miscellane		4.17	19.06	17.88	10.76	9.26	6.80	2.48	2.15	1.39	0.24	0.18
Total Overhead Expenses		55.69	165.21	97.64	86.14	76.74	58.76	52.13	45.76	23.88	23.37	21.55
Total Dir & Ovhd Expenses		364.29	508.15	502.77	457.90	420.23	382.13	355.38	330.64	305.18	296.23	253.72
Net Return		90.29	-247.56	-50.70	23.31	41.24	66.85	96.83	201.95	258.73	314.63	357.16
Government Payments		0.00	0.00	0.00	0.00	0.00	0.00	0.83	16.32	18.85	19.81	51.99
Net Return With Govt Payments		91.12	-231.89	1.30	23.31	42.94	75.41	96.83	201.95	258.73	334.44	374.15
Labor & Management Charge		47.15	117.71	115.49	68.15	62.57	52.90	38.66	28.77	24.71	20.64	11.01
Net Return Over Lbr & Mgt		46.44	-347.38	-55.00	-4.71	11.54	20.15	74.15	154.80	226.20	256.44	273.93
Direct Cost of Prod/Unit		4.88	10.65	6.34	5.24	5.18	5.08	4.68	4.19	3.52	3.41	2.45
Dir & Ovhd Cost of Prod/Unit		5.60	12.12	7.60	6.60	6.09	5.76	5.46	5.08	4.91	4.53	3.41
COP Less Govt & Oth Income		4.71	11.74	6.60	6.04	5.63	5.01	4.41	3.70	3.21	2.59	2.45
Cost of Prod With Lbr & Mgt		5.37	14.52	7.06	6.78	6.08	5.60	5.10	4.34	3.96	3.81	3.42
Machinery Cost Per Acre		97.62	291.97	197.58	192.70	147.98	109.06	91.63	83.03	70.30	68.08	48.88
Est. Labor Hours Per Acre		2.08	4.19	4.15	3.00	2.42	2.23	1.96	1.72	1.20	1.17	0.43

How to use this chart:

Each row contains data from 14 wheat enterprises on 14 Ohio farms. The data is grouped by percentiles. For example, if we look at Yield Per Acre (line 2), the 1 or 2 lowest yields averaged 41.50 bushels per acre. This value is in the 10% column. The next 1 or 2 lowest yields are averaged together, and their average yield of 51.02 bu/acre is in the 20% column. This process is continued up to the 100% column where the 1 or 2 enterprises with the highest yield per acre averaged 101.74 bushels per acre. Each row is calculated independently, which is why your farm's values could fall in many different columns. Use this chart to identify strengths, areas of concern and opportunities to improve compared to performance of other Ohio farms.

---

2013 Crop Enterprise Analysis

Hay, Alfalfa on Owned Land

---

	<u>Avg. Of All Farms</u>
Number of farms	9
Acres	68.56
Yield per acre (ton)	5.22
Operators share of yield %	100.00
Value per ton	192.81
Total product return per acre	1,006.46
Gross return per acre	1,006.46
<b>Direct Expenses</b>	
Seed	14.37
Fertilizer	67.62
Crop chemicals	39.51
Fuel & oil	46.29
Repairs	64.10
Custom hire	90.92
Hired labor	36.17
Machinery leases	6.94
Utilities	3.89
Hauling and trucking	7.82
Operating interest	7.57
Miscellaneous	31.39
Total direct expenses per acre	416.60
Return over direct exp per acre	589.86
<b>Overhead Expenses</b>	
Hired labor	27.50
Building leases	0.41
RE & pers. property taxes	16.40
Farm insurance	8.36
Dues & professional fees	2.13
Interest	52.38
Mach & bldg depreciation	102.93
Miscellaneous	11.58
Total overhead expenses per acre	221.70
Total dir & ovhd expenses per acre	638.30
Net return per acre	368.16
Government payments	2.32
Net return with govt pmts	370.47
Labor & management charge	112.62
Net return over lbr & mgt	257.85
<b>Cost of Production</b>	
Total direct expense per ton	79.81
Total dir & ovhd exp per ton	122.28
Less govt & other income	121.83
With labor & management	143.41
Net value per unit	192.81
Machinery cost per acre	301.50
Est. labor hours per acre	5.35

---

2013 Crop Enterprise Analysis

Hay, Alfalfa on Cash Rented Land

---

	<u>Avg. Of All Farms</u>
Number of farms	12
Acres	114.18
Yield per acre (ton)	5.55
Operators share of yield %	100.00
Value per ton	188.70
Total product return per acre	1,047.19
Gross return per acre	1,047.19
<b>Direct Expenses</b>	
Seed	35.10
Fertilizer	64.08
Crop chemicals	31.74
Packaging and supplies	10.50
Fuel & oil	71.97
Repairs	96.50
Repair, machinery	14.64
Custom hire	105.60
Repair, buildings	0.68
Hired labor	35.71
Land rent	99.23
Machinery leases	10.22
Utilities	8.84
Hauling and trucking	3.28
Operating interest	4.72
Miscellaneous	8.18
Total direct expenses per acre	600.99
Return over direct exp per acre	446.19
<b>Overhead Expenses</b>	
Hired labor	36.40
Building leases	0.64
Farm insurance	7.30
Dues & professional fees	3.75
Interest	7.42
Mach & bldg depreciation	176.56
Miscellaneous	24.97
Total overhead expenses per acre	257.04
Total dir & ovhd expenses per acre	858.03
Net return per acre	189.15
Government payments	1.10
Net return with govt pmts	190.25
Labor & management charge	85.11
Net return over lbr & mgt	105.14
<b>Cost of Production</b>	
Total direct expense per ton	108.30
Total dir & ovhd exp per ton	154.62
Less govt & other income	154.42
With labor & management	169.76
Net value per unit	188.70
Machinery cost per acre	464.57
Est. labor hours per acre	5.51



---

2013 Crop Enterprise Analysis

Hay, Mixed on Owned Land

---

	<u>Avg. Of All Farms</u>
Number of farms	8
Acres	70.79
Yield per acre (ton)	4.36
Operators share of yield %	100.00
Value per ton	164.94
Total product return per acre	719.79
Gross return per acre	719.79
<b>Direct Expenses</b>	
Seed	3.82
Fertilizer	10.28
Crop chemicals	8.03
Fuel & oil	34.72
Repairs	49.35
Custom hire	30.34
Hired labor	25.06
Utilities	2.59
Operating interest	0.82
Miscellaneous	12.95
Total direct expenses per acre	177.98
Return over direct exp per acre	541.82
<b>Overhead Expenses</b>	
Hired labor	7.44
RE & pers. property taxes	14.50
Farm insurance	5.15
Utilities	0.29
Dues & professional fees	0.92
Interest	18.00
Mach & bldg depreciation	48.03
Miscellaneous	8.88
Total overhead expenses per acre	103.20
Total dir & ovhd expenses per acre	281.17
Net return per acre	438.62
Government payments	1.06
Net return with govt pmts	439.68
Labor & management charge	59.21
Net return over lbr & mgt	380.47
<b>Cost of Production</b>	
Total direct expense per ton	40.78
Total dir & ovhd exp per ton	64.43
Less govt & other income	64.19
With labor & management	77.75
Net value per unit	164.94
Machinery cost per acre	163.32
Est. labor hours per acre	4.16

---

2013 Crop Enterprise Analysis

Hay, Mixed on Cash Rented Land

---

	<u>Avg. Of All Farms</u>
Number of farms	7
Acres	152.96
Yield per acre (ton)	2.97
Operators share of yield %	100.00
Value per ton	172.12
Total product return per acre	510.33
Gross return per acre	510.33
<b>Direct Expenses</b>	
Seed	3.80
Fertilizer	12.37
Crop chemicals	2.55
Packaging and supplies	1.32
Fuel & oil	33.04
Repairs	53.88
Custom hire	15.04
Hired labor	39.84
Land rent	60.69
Machinery leases	2.11
Utilities	5.12
Operating interest	1.87
Miscellaneous	10.70
Total direct expenses per acre	242.35
Return over direct exp per acre	267.99
<b>Overhead Expenses</b>	
Hired labor	0.51
Farm insurance	6.25
Dues & professional fees	1.66
Interest	3.45
Mach & bldg depreciation	86.17
Miscellaneous	10.06
Total overhead expenses per acre	108.10
Total dir & ovhd expenses per acre	350.45
Net return per acre	159.88
Government payments	1.87
Net return with govt pmts	161.75
Labor & management charge	60.25
Net return over lbr & mgt	101.50
<b>Cost of Production</b>	
Total direct expense per ton	81.73
Total dir & ovhd exp per ton	118.19
Less govt & other income	117.56
With labor & management	137.88
Net value per unit	172.12
Machinery cost per acre	188.85
Est. labor hours per acre	4.57

## Appendix I

# Crop Enterprise Analysis Procedures and Measures

The Crop Enterprise Analyses show the profitability of each crop enterprise produced by five or more farms.

*Gross Return* is the average Yield multiplied by the Value per Unit plus any other production or income related to the crop. Value per Unit for cash crops is the average sales price for crops sold before the end of the year and the average ending inventory value for crops remaining unsold. For feed crops, it is the estimated value reported by each farm. LDP payments and other commodity-specific income are added to estimate the total value received for crop production.

*Direct Expenses* include expenses that are directly related to the production of the specific crop. Most direct expenses are directly assigned to production of the crop and simply divided by acres. Some, such as Fuel and Oil and Repairs, which are difficult to assign directly to specific fields or crops, are determined by allocating the total annual expense across all enterprises using allocation factors entered for each crop.

*Overhead Expenses* are also determined by allocating the total annual expense across all enterprises using allocation factors entered for each crop.

*Net Return per Acre* is the Gross Return per Acre minus Total Direct and Overhead Expenses.

*Net return with government payments* is Net Return per Acre plus Government Payments per acre. Government Payments includes only direct payments and counter-cyclical payments. Payments that are directly attached to production of the crop, such as LDP and disaster payments are included in Gross Return. Because direct government payments have been decoupled from actual production, these payments are generally allocated to all crops excluding vegetables and pasture. This is done for each farm by allocating the direct payments from the whole farm to these crops.

*Net Return over Labor and Management* is calculated by allocating the farmer's charge for unpaid labor and management across all enterprises and subtracting it from Net Return with Government Payments.

*Cost of Production* is calculated by dividing the total expense for each category by the yield per acre.

*Total Expense Less Government and Other Income* is total expense minus government payments, income from secondary products, and other income, divided by yield per acre.

*Machinery Cost per Acre* is the sum of fuel and oil, repairs, custom hire expense, machinery lease payments, machinery depreciation, and interest on intermediate debt

divided by acres.

*Estimated Labor Hours per Acre* is calculated by allocating the farmer's estimate of total operator and hired labor hours for the year across all enterprises.

Rounding of individual items for the report may have caused minor discrepancies with the calculated totals. If fewer than 5 farms have a certain crop enterprise, that information is not reported. If there are fewer than 25 farms, the high groups are not reported.