

2014 Ohio Farm Business Analysis

Crop Enterprise Analysis Summary Including Benchmark Reports



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For information on participating in the Ohio Farm Business Analysis program analyzing your farm's 2015 performance, visit our web site at:

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

This document contains summary information for 43 farms participating in the 2014 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 4 farms.

Our Thanks To:

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2014 Ohio Farm Business Analysis

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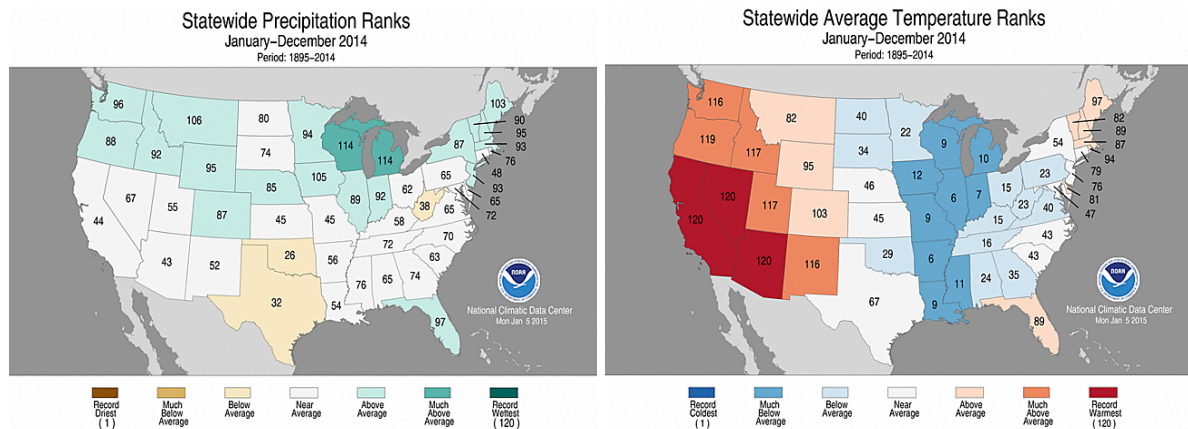
2014 – The Year in Review

Weather - Jim Noel, NOAA/NWS/Ohio River Forecast Center

Even though 2014 had its issues, the burst of warm and drier weather in late summer helped to extend the growing season to make for fairly ideal weather conditions in the end after a challenging start.

The NOAA and the National Weather Service reported that 2014 went down in the record books as a cooler year with near-normal precipitation. Out of 120 years, it ranked as the 15th coolest year on record. Precipitation ranked right in the middle at 62nd out of 120 years. The big news was the cold and snowy winter to start 2014. After a cold start to the spring planting season in the eastern corn and soybean areas including Ohio, temperatures recovered to more normal levels by May. However, that did not last as the summer of 2014 was very cool and wet across the area. For Ohio, the summer of 2014 was the 37th coolest and 29th wettest summer on record over 120 years. While not the coldest or wettest on record, with soil temperatures lagging from the cold winter, it still created challenges stretching into summer.

Good news for 2014 were the very limited hot or dry periods meaning less stress on crops and livestock. Even though it was a cool summer, late warming and drying in August helped extend crop growth which was needed. The cool trend lingered through autumn 2014 with the 25th coolest autumn on record. Even though most of the corn and soybean growing areas were wet, Ohio was an exception, recording the 36th driest autumn.



Source: National Climatic Data Center

Crop Yields and Prices

Ohio Crop Yields and Marketing Year Prices as reported by the USDA National Agricultural Statistics Service in the Ohio Annual Bulletin (September 2015)

	Corn Yield bu/acre	Corn Price \$/bu ¹	Soybean Yield bu/acre	Soybean Price \$/bu ¹	Wheat Yield bu/acre	Wheat Price \$/bu ¹	Alfalfa Hay tons/ac	Alfalfa Hay \$/ton ¹
2010	160	5.45	48	11.50	61	5.21	3.3	160
2011	153	6.44	48	13.00	57	6.73	3.4	183
2012	120	7.09	45	14.60	68	7.94	2.8	231
2013	174	4.41	49.5	13.00	70	6.54	3.5	194
2014	176	3.65	52.5	10.40	74	5.55	3.5	174

¹Marketing year average price

http://www.agri.ohio.gov/divs/Communications/docs/ODA_Comm_AnnRpt_2014.pdf

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 farmers' 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.

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 on page 8 and 9.

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 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^(c) are generated using the RankEm^(c) 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 median value 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 100th percentile group include only the top performing farms. An individual farm may be in the 80th percentile for Gross Return, but in the 30th percentile for seed cost. Typically, a farm's values will be scattered in multiple percentile groups (columns) across the chart.

**2014 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	22	5
Acres	121.81	137.31
Yield per acre (bu.)	178.16	204.71
Operators share of yield %	100.00	100.00
Value per bu.	4.30	4.27
Total product return per acre	766.89	873.53
Hedging gains/losses per acre	7.57	29.54
Crop insurance per acre	2.62	-
Other crop income per acre	1.32	5.15
Gross return per acre	778.40	908.22
Direct Expenses		
Seed	112.00	113.41
Fertilizer	146.88	145.71
Crop chemicals	52.45	27.58
Crop insurance	10.79	17.34
Drying expense	10.10	17.78
Storage	2.36	1.80
Fuel & oil	42.06	27.76
Repairs	70.09	53.34
Custom hire	22.26	6.69
Hired labor	23.43	28.55
Machinery leases	6.80	3.24
Utilities	7.59	3.09
Hauling and trucking	1.93	0.28
Marketing	0.60	-
Operating interest	3.47	0.73
Miscellaneous	8.09	11.73
Total direct expenses per acre	520.89	459.02
Return over direct exp per acre	257.51	449.20
Overhead Expenses		
Hired labor	8.46	0.00
Real estate taxes	26.08	36.39
Farm insurance	10.15	12.08
Dues & professional fees	2.45	3.01
Interest	49.73	52.53
Mach & bldg depreciation	73.87	105.91
Miscellaneous	14.94	5.77
Total overhead expenses per acre	185.67	215.68
Total dir & ovhd expenses per acre	706.56	674.71
Net return per acre	71.84	233.51
Government payments	4.68	-
Net return with govt pmts	76.52	233.51
Labor & management charge	87.41	89.61
Net return over lbr & mgt	-10.89	143.90
Cost of Production		
Total direct expense per bu.	2.92	2.24
Total dir & ovhd exp per bu.	3.97	3.30
Less govt & other income	3.88	3.13
With labor & management	4.37	3.56
Net value per unit	4.35	4.41
Machinery cost per acre	202.07	170.62
Est. labor hours per acre	6.60	3.48

2014 Ohio Farm Business Analysis Program

Corn Benchmark Report, Owned Land; 22 Farms

RankEm

Group	Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	161.34	22	125.53	136.73	150.67	158.28	160.00	167.00	175.14	180.46	185.14	214.38
Value per unit	4.25	22	2.97	3.83	3.97	4.00	4.20	4.50	5.00	5.33	5.50	5.68
Total product value	736.73	22	451.87	601.95	637.21	641.58	697.14	753.16	809.37	854.40	911.13	949.33
Gross return	736.73	22	521.99	601.95	637.21	666.15	701.47	753.16	809.37	854.40	926.35	958.31
Seed	115.82	22	171.29	144.74	127.96	121.27	117.38	114.40	108.79	107.01	87.74	68.19
Fertilizer	142.38	22	291.28	177.51	163.70	156.25	145.46	138.49	128.96	116.05	101.45	77.24
Crop chemicals	52.52	21	87.81	66.54	57.64	55.73	54.57	49.47	42.20	37.48	26.55	16.43
Fuel & oil	40.55	22	73.60	66.70	54.44	49.65	41.95	37.74	31.06	29.54	26.46	19.92
Repairs	67.24	22	137.82	97.56	89.94	85.75	78.45	62.35	42.29	36.59	31.81	21.78
Hired labor	22.81	15	88.65	52.00	43.06	38.51	28.81	20.72	14.57	7.09	2.94	0.03
Utilities	7.42	20	18.25	17.32	14.83	11.81	8.26	6.65	5.66	4.97	2.58	2.04
Operating interest	3.38	18	10.74	7.82	6.47	5.94	4.56	2.79	2.64	2.07	1.46	0.23
Total direct expenses	524.31	22	657.28	596.85	567.48	551.53	530.50	511.17	467.02	447.41	434.97	412.31
Return over direct expenses	244.39	22	3.29	56.83	116.38	142.80	218.26	258.38	297.22	336.07	379.98	459.25
Hired labor	0.00	15	75.67	68.59	67.14	12.23	0.00	0.00	0.00	0.00	0.00	0.00
Real estate taxes	19.10	21	54.92	32.71	32.02	29.45	22.48	17.82	11.97	10.39	7.98	3.78
Farm insurance	9.66	22	19.20	17.05	12.48	12.11	11.19	8.29	6.17	5.04	4.25	1.38
Utilities	0.00	17	1.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dues & professional fees	3.02	18	11.33	6.50	4.85	4.16	3.29	2.98	2.08	1.80	1.42	0.69
Interest on interm. debt	7.06	19	39.53	18.93	11.79	9.92	7.63	6.23	4.68	4.08	3.16	0.95
Interest on lng term debt	40.81	19	199.19	105.04	73.56	60.53	49.21	40.80	39.03	33.66	14.71	6.44
Machinery depreciation	30.20	22	124.07	89.39	55.23	47.43	34.17	26.17	21.47	18.66	13.10	4.75
Building depreciation	10.83	21	88.49	41.04	26.10	13.82	11.74	8.75	5.25	2.47	1.86	0.48
Miscellaneous	14.16	21	37.34	32.43	28.12	20.58	16.93	11.36	8.53	7.16	4.84	2.81
Total overhead expenses	155.91	22	411.14	253.88	241.56	220.65	172.90	138.51	128.86	98.27	76.96	50.23
Total dir & ovhd expenses	703.48	22	923.24	839.17	787.36	743.43	711.28	692.38	638.82	598.63	524.83	485.20
Net return	93.53	22	-374.11	-175.79	-25.13	6.43	61.43	125.47	180.17	196.33	220.06	244.20
Government payments	0.00	22	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	67.78
Net return with govt pymts	93.53	22	-371.04	-175.79	-25.13	6.43	61.43	127.45	191.15	210.48	227.76	254.12
Labor & management charge	101.24	22	193.60	160.88	121.80	117.13	105.41	94.71	82.62	67.31	52.18	27.20
Net return over lbr & mgt	-2.49	22	-485.88	-245.86	-120.87	-77.56	-23.15	32.74	46.62	68.41	124.33	168.04
Direct cost of prod per unit	3.19	22	4.24	3.71	3.33	3.29	3.24	3.13	2.93	2.81	2.69	2.33
Dir & ovhd cost of prod/unit	4.11	22	6.80	4.84	4.60	4.53	4.18	4.00	3.81	3.59	3.36	3.11
COP less govt & other income	4.04	22	6.80	4.74	4.58	4.39	4.17	4.00	3.81	3.58	3.01	2.86
Cost of prod with lbr & mgt	4.67	22	7.71	5.29	5.15	5.07	4.85	4.65	4.56	4.08	3.65	3.28
Machinery cost per acre	176.01	22	313.28	262.75	233.89	205.91	184.65	172.41	166.19	151.73	117.69	94.21
Est. labor hours per acre	4.35	22	23.54	7.38	6.77	6.15	5.21	4.15	3.48	3.11	2.79	2.46

Please see page 8 and 9 for information on how to use the benchmark report.

**2014 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	27	6
Acres	146.19	218.29
Yield per acre (bu.)	170.81	195.65
Operators share of yield %	100.00	100.00
Value per bu.	4.24	4.51
Total product return per acre	723.75	882.30
Hedging gains/losses per acre	6.62	19.97
Crop insurance per acre	5.50	-
Other crop income per acre	2.42	1.87
Gross return per acre	738.30	904.14
Direct Expenses		
Seed	103.96	105.17
Fertilizer	140.23	145.29
Crop chemicals	45.00	36.39
Crop insurance	12.86	19.14
Drying expense	10.71	15.19
Storage	6.27	-
Packaging and supplies	1.22	-
Fuel & oil	38.28	32.65
Repairs	56.01	53.21
Custom hire	21.30	11.16
Hired labor	17.77	22.93
Land rent	116.26	90.84
Machinery leases	5.21	2.19
Utilities	6.24	6.34
Hauling and trucking	3.59	2.32
Marketing	1.19	1.65
Operating interest	1.81	1.03
Miscellaneous	7.75	7.68
Total direct expenses per acre	595.65	553.17
Return over direct exp per acre	142.65	350.97
Overhead Expenses		
Hired labor	5.88	2.44
Building leases	1.14	0.74
Farm insurance	8.94	11.09
Dues & professional fees	3.04	4.32
Interest	5.88	6.14
Mach & bldg depreciation	68.85	87.00
Miscellaneous	14.36	22.70
Total overhead expenses per acre	108.10	134.43
Total dir & ovhd expenses per acre	703.75	687.61
Net return per acre	34.55	216.54
Government payments	1.89	-
Net return with govt pmts	36.43	216.54
Labor & management charge	94.50	98.31
Net return over lbr & mgt	-58.07	118.23
Cost of Production		
Total direct expense per bu.	3.49	2.83
Total dir & ovhd exp per bu.	4.12	3.51
Less govt & other income	4.02	3.40
With labor & management	4.58	3.91
Net value per unit	4.28	4.61
Machinery cost per acre	176.26	164.28
Est. labor hours per acre	5.85	3.73

2014 Ohio Farm Business Analysis Program

Corn Benchmark Report, Cash Rented Land; 27 Farms

RankEm

Group	Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	162.67	27	103.88	132.50	145.00	151.33	158.56	164.37	169.00	176.00	183.71	214.38
Value per unit	4.25	27	3.09	3.70	3.80	4.00	4.00	4.25	4.35	4.80	5.40	5.68
Total product value	697.14	27	367.24	499.04	585.56	624.62	643.17	718.25	789.75	836.75	903.75	949.33
Gross return	718.25	27	393.46	524.63	592.50	632.33	697.14	750.00	792.00	836.75	918.50	958.31
Seed	111.82	27	210.91	152.63	124.02	117.38	114.40	111.54	100.77	86.61	78.52	59.16
Fertilizer	133.15	27	272.90	171.47	157.49	146.53	140.00	129.76	125.00	116.72	103.76	57.17
Crop chemicals	51.00	26	87.81	64.48	59.28	56.00	54.13	48.11	39.95	38.14	31.70	25.50
Crop insurance	15.42	19	61.22	29.96	20.77	18.48	16.64	14.92	11.60	10.31	9.30	6.26
Fuel & oil	44.67	27	93.72	68.77	65.65	55.14	48.24	40.80	36.10	30.80	26.63	13.66
Repairs	67.19	27	159.67	108.02	97.57	89.75	78.45	63.19	42.70	39.09	32.90	16.97
Hired labor	23.74	18	88.65	59.33	41.12	28.81	25.08	21.95	14.57	9.17	3.40	0.03
Land rent	98.57	27	281.75	173.55	146.82	129.85	104.66	93.00	73.70	68.10	59.38	32.93
Utilities	6.73	24	35.88	18.18	14.10	11.63	8.00	6.17	5.09	2.71	2.41	2.04
Operating interest	2.94	18	19.88	8.17	6.75	5.54	4.12	2.79	2.64	2.07	1.20	0.23
Total direct expenses	608.89	27	865.02	798.59	707.77	677.12	635.16	604.73	561.71	546.78	517.02	475.97
Return over direct expenses	67.48	27	-188.95	-84.49	-63.22	-23.76	0.87	113.01	140.75	187.27	319.96	363.30
Hired labor	0.00	19	75.67	67.87	18.48	3.00	0.00	0.00	0.00	0.00	0.00	0.00
Farm insurance	10.65	27	22.23	18.00	16.13	12.29	11.65	8.68	7.14	4.85	4.36	1.38
Utilities	0.00	21	6.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dues & professional fees	3.02	22	7.49	6.19	5.83	4.19	3.54	2.89	2.32	1.80	1.50	1.03
Interest on interm. debt	5.39	25	25.43	14.29	11.19	8.90	6.00	5.33	4.46	3.91	1.89	0.34
Machinery depreciation	30.52	27	140.27	102.05	53.26	44.30	34.17	29.72	24.64	21.13	18.17	9.03
Building depreciation	8.75	25	84.85	31.32	19.51	13.84	10.83	8.73	4.15	3.97	1.92	0.48
Miscellaneous	14.16	25	48.74	35.05	26.40	18.37	14.89	14.14	9.14	4.94	3.13	2.21
Total overhead expenses	93.11	27	247.65	181.46	129.84	114.50	97.80	87.83	75.23	62.61	55.58	34.38
Total dir & ovhd expenses	737.82	27	1,032.41	896.63	858.53	767.74	743.86	734.57	710.24	604.83	579.94	555.45
Net return	-16.21	27	-332.14	-256.91	-174.28	-130.58	-75.82	12.82	76.62	105.18	208.29	234.05
Government payments	0.00	27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	64.71
Net return with govt pymts	4.82	27	-332.14	-256.91	-174.28	-130.58	-31.79	12.82	76.62	105.18	208.29	234.05
Labor & management charge	94.71	27	198.00	163.71	118.94	106.47	103.10	93.22	84.12	68.13	44.06	37.01
Net return over lbr & mgt	-86.56	27	-398.00	-363.09	-280.75	-235.89	-131.54	-80.92	-24.16	14.23	90.39	138.79
Direct cost of prod per unit	3.83	27	6.25	4.92	4.45	4.31	4.06	3.71	3.61	3.48	3.21	2.68
Dir & ovhd cost of prod/unit	4.40	27	7.49	6.27	5.12	4.84	4.64	4.37	4.18	3.94	3.67	3.29
COP less govt & other income	4.34	27	6.91	6.09	5.12	4.84	4.40	4.26	4.17	3.78	3.55	3.18
Cost of prod with lbr & mgt	5.02	27	7.64	6.84	5.65	5.38	5.30	4.99	4.74	4.42	4.04	3.66
Machinery cost per acre	184.65	27	402.29	303.37	252.61	223.07	189.23	178.58	169.68	148.57	114.34	85.51
Est. labor hours per acre	4.15	27	26.35	8.65	6.83	5.87	4.36	3.84	3.49	2.99	2.68	1.64

Please see page 8 and 9 for more information on how to use the benchmark reports.

**2014 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	27	6
Acres	117.08	102.71
Yield per acre (ton)	21.72	23.06
Operators share of yield %	100.00	100.00
Value per ton	45.01	47.26
Total product return per acre	977.39	1,089.73
Other crop income per acre	1.66	8.52
Gross return per acre	979.05	1,098.25
Direct Expenses		
Seed	124.77	125.40
Fertilizer	131.00	122.13
Crop chemicals	46.57	42.76
Crop insurance	9.14	3.49
Storage	1.31	3.34
Packaging and supplies	6.24	2.83
Fuel & oil	54.65	60.77
Repairs	97.37	66.87
Custom hire	120.84	21.67
Repair, buildings	0.11	0.56
Hired labor	30.12	14.27
Machinery leases	5.47	1.98
Utilities	3.46	1.82
Hauling and trucking	7.01	-
Operating interest	3.64	4.68
Miscellaneous	15.93	3.87
Total direct expenses per acre	657.65	476.45
Return over direct exp per acre	321.40	621.80
Overhead Expenses		
Hired labor	19.00	27.80
Real estate taxes	20.84	19.54
Farm insurance	8.40	7.55
Utilities	0.44	0.71
Dues & professional fees	2.87	4.57
Interest	59.07	60.10
Mach & bldg depreciation	63.55	50.30
Miscellaneous	13.51	11.54
Total overhead expenses per acre	187.67	182.11
Total dir & ovhd expenses per acre	845.32	658.56
Net return per acre	133.73	439.69
Government payments	-	-
Net return with govt pmts	133.73	439.69
Labor & management charge	103.91	120.52
Net return over lbr & mgt	29.82	319.17
Cost of Production		
Total direct expense per ton	30.29	20.66
Total dir & ovhd exp per ton	38.93	28.56
Less govt & other income	38.85	28.19
With labor & management	43.64	33.42
Net value per unit	45.01	47.26
Machinery cost per acre	330.55	211.50
Est. labor hours per acre	7.60	5.91

2014 Ohio Farm Business Analysis Program

Corn Silage Benchmark Report, Owned Land; 27 Farms

RankEm

	Group	Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (ton)	27	21.16		12.93	16.95	18.00	20.00	20.40	22.00	22.50	23.00	25.00	27.07
Value per unit	27	45.00		30.00	40.00	40.00	40.00	44.00	45.00	45.00	49.00	50.00	60.00
Total product value	27	918.00		491.00	752.00	800.00	816.00	882.00	949.20	997.78	1,026.56	1,188.00	1,363.03
Gross return	27	918.00		491.00	752.00	800.00	841.18	903.46	949.20	997.78	1,026.56	1,188.00	1,363.03
Seed	27	109.89		195.51	153.47	137.27	124.02	115.00	109.40	103.90	90.67	80.00	73.87
Fertilizer	27	136.36		189.11	158.75	154.31	144.77	138.00	132.65	114.29	94.00	78.43	42.58
Crop chemicals	26	46.53		74.90	63.50	60.00	54.17	50.16	43.33	35.03	31.04	26.34	16.32
Fuel & oil	27	50.07		91.19	80.29	71.62	60.15	52.63	48.73	37.85	33.60	29.05	12.91
Repairs	27	81.61		275.79	150.35	106.43	96.03	83.13	73.41	60.50	45.70	25.44	12.78
Custom hire	23	83.33		359.42	310.20	250.30	207.22	176.25	78.67	50.66	23.13	15.63	5.66
Utilities	18	4.94		16.67	12.29	6.95	6.42	5.32	4.48	2.93	2.61	2.48	2.00
Operating interest	19	3.13		20.63	11.31	8.66	7.10	5.08	3.05	2.57	2.21	0.94	0.12
Total direct expenses	27	587.07		966.60	858.99	780.69	647.78	608.53	583.06	544.88	487.42	418.69	291.23
Return over direct expenses	27	373.12		-62.69	138.38	190.98	222.93	315.03	378.94	393.26	452.82	501.05	728.97
Hired labor	21	0.00		106.19	74.04	24.11	4.26	0.00	0.00	0.00	0.00	0.00	0.00
Real estate taxes	26	17.72		65.58	35.80	31.91	25.07	20.38	15.57	12.35	9.90	7.78	3.78
Farm insurance	25	7.82		17.87	13.66	13.21	12.21	9.47	7.79	5.71	4.93	3.28	1.91
Utilities	22	0.00		4.17	0.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dues & professional fees	21	3.27		8.17	6.94	5.91	4.71	3.62	3.23	2.13	1.78	1.41	0.67
Interest on interm. debt	18	5.38		64.24	15.59	12.33	10.82	7.38	4.75	4.40	3.72	2.32	0.33
Interest on lng term debt	21	45.68		145.05	85.31	64.33	60.26	53.96	41.59	34.96	23.78	14.71	7.29
Machinery depreciation	26	27.72		135.35	89.19	55.15	37.27	29.39	25.54	20.52	16.03	7.38	3.52
Building depreciation	25	12.30		85.86	30.66	24.00	18.39	13.08	9.54	4.40	2.55	1.30	0.15
Miscellaneous	25	11.02		50.89	33.57	21.93	16.73	12.40	10.87	9.59	6.22	4.62	2.59
Total overhead expenses	27	141.26		436.95	315.40	250.78	177.03	147.40	138.92	107.70	91.57	73.67	35.24
Total dir & ovhd expenses	27	747.29		1,253.74	1,102.74	1,000.69	857.00	793.76	747.14	685.86	586.82	522.98	390.47
Net return	27	201.91		-448.74	2.63	71.28	118.37	155.32	206.49	239.11	273.60	306.83	551.87
Government payments	27	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	27	201.91		-448.74	2.63	71.28	118.37	155.32	206.49	239.11	273.60	306.83	551.87
Labor & management charge	27	113.27		211.20	175.51	151.55	129.75	116.15	112.47	101.08	72.55	45.39	32.18
Net return over lbr & mgt	27	72.69		-529.86	-96.87	-29.95	34.55	65.79	78.57	92.59	121.63	182.71	471.79
Direct cost of prod per unit	27	29.43		48.44	34.68	34.13	32.62	29.90	28.96	26.11	22.52	20.91	17.15
Dir & ovhd cost of prod/unit	27	34.99		66.48	52.34	41.11	37.92	35.95	33.94	33.07	29.16	26.32	24.76
COP less govt & other income	27	34.99		66.48	52.34	41.11	37.92	35.95	33.94	33.07	29.16	26.32	24.76
Cost of prod with lbr & mgt	27	40.56		70.79	56.92	46.05	42.25	41.14	40.48	38.93	35.68	33.92	27.30
Machinery cost per acre	27	271.51		719.60	522.39	374.36	331.84	295.92	253.47	210.31	199.83	176.92	89.18
Est. labor hours per acre	27	5.68		28.09	12.98	8.58	7.31	6.15	5.40	4.53	3.92	3.19	2.00

Please see page 8 and 9 for more information on how to use the benchmark reports.

**2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Corn Silage on Cash Rented Land

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of farms	20	4
Acres	146.30	87.96
Yield per acre (ton)	21.88	24.86
Operators share of yield %	100.00	100.00
Value per ton	44.26	50.02
Total product return per acre	968.27	1,243.35
Crop insurance per acre	12.81	-
Other crop income per acre	1.20	-
Gross return per acre	982.28	1,243.35
Direct Expenses		
Seed	114.97	108.48
Fertilizer	127.79	119.95
Crop chemicals	40.16	44.69
Crop insurance	7.44	7.42
Drying expense	0.07	0.61
Storage	0.37	2.77
Packaging and supplies	9.71	-
Fuel & oil	70.28	59.45
Repairs	128.45	82.50
Custom hire	112.98	135.45
Hired labor	26.98	22.12
Land rent	81.00	66.22
Machinery leases	5.16	-
Utilities	4.36	2.37
Hauling and trucking	5.23	-
Operating interest	4.91	6.94
Miscellaneous	14.06	9.05
Total direct expenses per acre	753.94	668.04
Return over direct exp per acre	228.34	575.31
Overhead Expenses		
Hired labor	14.44	29.18
Farm insurance	14.79	10.10
Utilities	0.77	1.72
Dues & professional fees	2.57	5.79
Interest	8.08	3.51
Mach & bldg depreciation	89.63	63.73
Miscellaneous	21.31	27.44
Total overhead expenses per acre	151.60	141.46
Total dir & ovhd expenses per acre	905.54	809.50
Net return per acre	76.74	433.85
Government payments	-	-
Net return with govt pmts	76.74	433.85
Labor & management charge	96.92	117.20
Net return over lbr & mgt	-20.18	316.65
Cost of Production		
Total direct expense per ton	34.46	26.88
Total dir & ovhd exp per ton	41.39	32.57
Less govt & other income	40.75	32.57
With labor & management	45.18	37.28
Net value per unit	44.26	50.02
Machinery cost per acre	386.61	335.19
Est. labor hours per acre	7.64	10.50

2014 Ohio Farm Business Analysis Program

Corn Silage Benchmark Report, Cash Rented Land; 20 Farms

RankEm

Group	Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (ton)	22.32	20	13.85	16.38	18.98	20.20	21.27	22.65	23.23	25.25	26.21	27.07
Value per unit	45.00	20	36.50	39.50	40.00	45.00	45.00	45.00	47.00	50.00	55.00	60.00
Total product value	976.48	20	637.50	813.00	866.67	912.00	937.26	997.11	1,020.85	1,094.49	1,246.27	1,363.03
Gross return	997.11	20	637.50	825.59	897.81	912.00	957.21	1,006.46	1,045.27	1,131.33	1,246.27	1,363.03
Seed	110.47	20	181.61	152.75	130.58	119.46	112.01	107.20	102.34	92.98	88.65	77.93
Fertilizer	127.76	20	156.25	154.66	141.34	134.76	132.50	122.85	115.48	102.80	88.43	49.75
Crop chemicals	38.96	19	74.80	59.64	54.15	51.55	45.37	38.53	36.15	32.29	29.99	22.57
Fuel & oil	62.50	20	115.11	91.19	80.29	72.77	66.03	60.48	55.39	42.21	33.81	21.20
Repairs	85.67	20	275.79	174.19	141.30	102.17	92.18	78.22	69.19	53.18	43.22	24.78
Custom hire	177.97	17	395.25	323.60	298.16	213.77	197.68	148.17	93.26	58.48	43.50	21.25
Hired labor	31.46	12	88.65	65.71	55.55	47.89	39.86	28.79	25.00	13.41	8.47	1.57
Land rent	85.98	20	164.72	130.16	106.42	92.31	87.31	81.21	65.44	60.66	49.58	34.95
Utilities	6.17	13	14.76	9.83	7.81	7.14	7.03	5.86	2.88	2.73	2.50	2.00
Operating interest	5.70	15	32.30	20.63	9.13	8.31	6.04	4.49	2.25	0.62	0.17	0.07
Total direct expenses	696.04	20	1,101.89	941.79	848.03	770.40	704.84	688.67	665.92	619.21	564.80	541.68
Return over direct expenses	272.42	20	-276.40	99.41	169.76	215.19	252.83	300.29	343.49	367.36	436.45	666.86
Hired labor	1.98	17	120.97	82.55	74.04	24.12	13.35	0.99	0.00	0.00	0.00	0.00
Farm insurance	10.08	20	30.81	18.05	14.26	13.61	12.55	7.87	6.39	5.14	4.18	2.42
Utilities	0.00	18	11.68	4.17	0.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dues & professional fees	3.16	15	10.02	8.65	7.69	6.36	3.56	3.09	2.44	1.64	0.75	0.60
Interest on interm. debt	5.66	15	32.11	13.24	12.17	8.11	5.85	5.50	4.75	4.26	3.18	0.33
Machinery depreciation	36.00	20	153.02	113.73	65.08	55.74	43.96	32.12	27.13	22.18	18.26	9.85
Building depreciation	11.02	19	132.45	27.65	16.10	12.88	12.21	10.28	5.95	4.52	3.58	1.32
Miscellaneous	13.15	20	50.89	31.44	23.21	18.39	15.84	10.84	9.95	7.68	4.72	3.42
Total overhead expenses	111.27	20	270.16	215.82	178.53	133.28	118.80	106.94	93.81	90.69	67.06	36.88
Total dir & ovhd expenses	832.58	20	1,249.99	1,077.55	1,031.23	910.30	860.80	813.11	797.93	722.03	694.60	601.68
Net return	156.98	20	-448.84	-84.52	50.02	69.40	130.10	184.44	228.82	284.21	315.63	533.98
Government payments	0.00	20	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	156.98	20	-448.84	-84.52	50.02	69.40	130.10	184.44	228.82	284.21	315.63	533.98
Labor & management charge	101.38	20	216.00	141.46	128.91	114.71	102.51	96.42	86.82	63.82	47.60	40.37
Net return over lbr & mgt	36.46	20	-557.72	-148.34	-35.84	-4.77	19.80	54.47	83.96	162.63	196.54	453.91
Direct cost of prod per unit	32.91	20	59.48	48.38	40.99	38.75	35.03	30.66	29.45	27.99	27.63	21.71
Dir & ovhd cost of prod/unit	39.48	20	71.85	61.12	46.72	44.79	41.64	36.71	33.11	32.04	29.88	27.74
COP less govt & other income	39.48	20	70.55	56.73	46.72	44.79	41.64	36.71	33.11	32.04	29.88	25.59
Cost of prod with lbr & mgt	45.94	20	78.17	59.45	51.90	48.53	46.52	44.21	39.28	36.07	32.02	30.88
Machinery cost per acre	357.36	20	719.60	582.09	469.13	410.90	376.52	334.80	293.73	262.67	205.07	126.74
Est. labor hours per acre	6.27	20	28.09	12.50	8.12	7.38	6.71	5.44	4.36	3.93	3.22	1.84

Please see page 8 and 9 for more information on how to use the benchmark report.

**2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Hay, Alfalfa on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	9
Acres	73.88
Yield per acre (ton)	6.30
Operators share of yield %	100.00
Value per ton	123.76
Total product return per acre	779.61
Gross return per acre	779.61
Direct Expenses	
Seed	20.06
Fertilizer	70.25
Crop chemicals	25.28
Fuel & oil	46.73
Repairs	72.36
Custom hire	91.67
Hired labor	45.34
Machinery leases	2.35
Utilities	3.67
Hauling and trucking	4.21
Operating interest	3.91
Miscellaneous	12.37
Total direct expenses per acre	398.20
Return over direct exp per acre	381.41
Overhead Expenses	
Hired labor	1.42
Real estate taxes	19.09
Farm insurance	9.71
Dues & professional fees	3.45
Interest	54.47
Mach & bldg depreciation	40.56
Miscellaneous	14.26
Total overhead expenses per acre	142.96
Total dir & ovhd expenses per acre	541.16
Net return per acre	238.44
Government payments	-
Net return with govt pmts	238.44
Labor & management charge	135.64
Net return over lbr & mgt	102.81
Cost of Production	
Total direct expense per ton	63.21
Total dir & ovhd exp per ton	85.91
Less govt & other income	85.91
With labor & management	107.44
Net value per unit	123.76
Machinery cost per acre	246.62
Est. labor hours per acre	6.22

**2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Hay, Alfalfa on Cash Rented Land

	<u>Avg. Of All Farms</u>
Number of farms	11
Acres	126.00
Yield per acre (ton)	6.49
Operators share of yield %	100.00
Value per ton	129.19
Total product return per acre	837.95
Gross return per acre	837.95
Direct Expenses	
Seed	15.18
Fertilizer	102.25
Crop chemicals	22.25
Packaging and supplies	5.33
Fuel & oil	62.72
Repairs	112.30
Custom hire	76.17
Hired labor	39.26
Land rent	98.54
Machinery leases	9.02
Utilities	5.48
Hauling and trucking	1.44
Operating interest	4.55
Miscellaneous	20.61
Total direct expenses per acre	575.10
Return over direct exp per acre	262.85
Overhead Expenses	
Hired labor	7.58
Building leases	0.66
Farm insurance	13.45
Dues & professional fees	2.46
Interest	9.06
Mach & bldg depreciation	41.43
Miscellaneous	28.89
Total overhead expenses per acre	103.51
Total dir & ovhd expenses per acre	678.61
Net return per acre	159.34
Government payments	-
Net return with govt pmts	159.34
Labor & management charge	104.38
Net return over lbr & mgt	54.96
Cost of Production	
Total direct expense per ton	88.67
Total dir & ovhd exp per ton	104.63
Less govt & other income	104.63
With labor & management	120.72
Net value per unit	129.19
Machinery cost per acre	298.11
Est. labor hours per acre	5.19

**2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Hay, Mixed on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	10
Acres	74.00
Yield per acre (ton)	4.57
Operators share of yield %	100.00
Value per ton	112.24
Total product return per acre	513.44
Gross return per acre	513.44
Direct Expenses	
Seed	18.41
Fertilizer	27.69
Crop chemicals	15.84
Packaging and supplies	0.60
Fuel & oil	30.59
Repairs	59.90
Repair, machinery	1.21
Custom hire	65.28
Hired labor	27.78
Machinery leases	4.87
Utilities	3.93
Operating interest	2.10
Miscellaneous	24.08
Total direct expenses per acre	282.28
Return over direct exp per acre	231.15
Overhead Expenses	
Hired labor	9.95
Real estate taxes	14.23
Farm insurance	2.99
Dues & professional fees	2.41
Interest	22.81
Mach & bldg depreciation	33.38
Miscellaneous	8.55
Total overhead expenses per acre	94.33
Total dir & ovhd expenses per acre	376.61
Net return per acre	136.83
Government payments	-
Net return with govt pmts	136.83
Labor & management charge	77.84
Net return over lbr & mgt	58.99
Cost of Production	
Total direct expense per ton	61.71
Total dir & ovhd exp per ton	82.33
Less govt & other income	82.33
With labor & management	99.35
Net value per unit	112.24
Machinery cost per acre	191.10
Est. labor hours per acre	4.25

2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)
Hay, Mixed on Cash Rented Land

	Avg. Of All Farms
Number of farms	6
Acres	143.22
Yield per acre (ton)	3.76
Operators share of yield %	100.00
Value per ton	118.52
Total product return per acre	445.05
Gross return per acre	445.05
Direct Expenses	
Seed	15.32
Fertilizer	19.41
Crop chemicals	8.29
Packaging and supplies	1.31
Fuel & oil	26.85
Repairs	45.25
Custom hire	61.10
Hired labor	27.03
Land rent	48.59
Machinery leases	0.50
Utilities	2.49
Operating interest	0.74
Miscellaneous	16.18
Total direct expenses per acre	273.07
Return over direct exp per acre	171.98
Overhead Expenses	
Hired labor	1.87
Farm insurance	4.51
Dues & professional fees	1.86
Interest	2.15
Mach & bldg depreciation	38.60
Miscellaneous	9.56
Total overhead expenses per acre	58.55
Total dir & ovhd expenses per acre	331.62
Net return per acre	113.43
Government payments	-
Net return with govt pmts	113.43
Labor & management charge	55.74
Net return over lbr & mgt	57.69
Cost of Production	
Total direct expense per ton	72.72
Total dir & ovhd exp per ton	88.31
Less govt & other income	88.31
With labor & management	103.15
Net value per unit	118.52
Machinery cost per acre	171.01
Est. labor hours per acre	5.02

**2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Haylage, Mixed on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	4
Acres	124.95
Yield per acre (ton)	9.57
Operators share of yield %	100.00
Value per ton	123.05
Total product return per acre	1,178.00
Gross return per acre	1,178.00
Direct Expenses	
Seed	35.98
Fertilizer	34.80
Crop chemicals	4.34
Packaging and supplies	18.97
Fuel & oil	53.32
Repairs	72.20
Custom hire	4.10
Repair, buildings	1.15
Hired labor	25.53
Machinery leases	25.02
Utilities	6.95
Operating interest	6.68
Total direct expenses per acre	289.03
Return over direct exp per acre	888.97
Overhead Expenses	
Hired labor	24.95
Real estate taxes	24.32
Farm insurance	5.68
Dues & professional fees	1.93
Interest	84.11
Mach & bldg depreciation	82.08
Miscellaneous	6.88
Total overhead expenses per acre	229.95
Total dir & ovhd expenses per acre	518.98
Net return per acre	659.02
Government payments	-
Net return with govt pmts	659.02
Labor & management charge	57.51
Net return over lbr & mgt	601.52
Cost of Production	
Total direct expense per ton	30.19
Total dir & ovhd exp per ton	54.21
Less govt & other income	54.21
With labor & management	60.22
Net value per unit	123.05
Machinery cost per acre	237.96
Est. labor hours per acre	4.51

**2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Haylage, Mixed on Cash Rented Land

	<u>Avg. Of All Farms</u>
Number of farms	5
Acres	93.07
Yield per acre (ton)	6.03
Operators share of yield %	100.00
Value per ton	85.11
Total product return per acre	512.82
Gross return per acre	512.82
Direct Expenses	
Seed	38.61
Fertilizer	15.82
Crop chemicals	0.72
Storage	1.34
Packaging and supplies	5.89
Fuel & oil	58.68
Repairs	70.24
Repair, machinery	1.72
Custom hire	4.16
Hired labor	18.00
Land rent	58.57
Machinery leases	10.92
Utilities	5.64
Hauling and trucking	3.32
Operating interest	8.07
Miscellaneous	1.14
Total direct expenses per acre	302.86
Return over direct exp per acre	209.96
Overhead Expenses	
Hired labor	23.13
Machinery leases	0.79
Farm insurance	11.75
Dues & professional fees	4.61
Interest	3.68
Mach & bldg depreciation	90.11
Miscellaneous	7.94
Total overhead expenses per acre	142.02
Total dir & ovhd expenses per acre	444.88
Net return per acre	67.94
Government payments	-
Net return with govt pmts	67.94
Labor & management charge	82.85
Net return over lbr & mgt	-14.91
Cost of Production	
Total direct expense per ton	50.26
Total dir & ovhd exp per ton	73.83
Less govt & other income	73.83
With labor & management	87.58
Net value per unit	85.11
Machinery cost per acre	212.88
Est. labor hours per acre	5.45

**2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Soybeans on Owned Land

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of farms	18	4
Acres	142.39	209.88
Yield per acre (bu.)	52.77	64.40
Operators share of yield %	100.00	100.00
Value per bu.	10.07	10.29
Total product return per acre	531.20	662.64
Hedging gains/losses per acre	11.85	36.19
Crop insurance per acre	3.60	-
Other crop income per acre	1.80	3.40
Gross return per acre	548.46	702.22
Direct Expenses		
Seed	73.16	56.25
Fertilizer	30.66	11.26
Crop chemicals	45.35	37.20
Crop insurance	7.77	9.50
Storage	0.96	2.04
Fuel & oil	23.89	18.59
Repairs	33.57	28.15
Custom hire	27.41	1.79
Hired labor	28.47	24.92
Machinery leases	5.82	3.97
Utilities	4.50	2.04
Hauling and trucking	3.64	2.38
Marketing	1.04	-
Operating interest	2.00	0.37
Miscellaneous	8.07	11.64
Total direct expenses per acre	296.31	210.08
Return over direct exp per acre	252.15	492.14
Overhead Expenses		
Hired labor	3.84	0.31
Real estate taxes	32.79	41.15
Farm insurance	5.97	7.75
Dues & professional fees	1.95	2.16
Interest	46.06	42.59
Mach & bldg depreciation	51.89	83.30
Miscellaneous	7.25	3.14
Total overhead expenses per acre	149.76	180.39
Total dir & ovhd expenses per acre	446.07	390.47
Net return per acre	102.38	311.75
Government payments	0.18	-
Net return with govt pmts	102.57	311.75
Labor & management charge	52.67	56.00
Net return over lbr & mgt	49.90	255.75
Cost of Production		
Total direct expense per bu.	5.62	3.26
Total dir & ovhd exp per bu.	8.45	6.06
Less govt & other income	8.12	5.45
With labor & management	9.12	6.32
Net value per unit	10.29	10.85
Machinery cost per acre	129.91	112.92
Est. labor hours per acre	5.08	2.15

2014 Ohio Farm Business Analysis Program

Soybean Benchmark Report, Owned Land; 18 Farms

RankEm

Group	Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	51.41	18	30.92	32.27	39.58	46.72	50.64	52.46	54.32	55.10	55.48	67.03
Value per unit	9.73	18	8.36	9.32	9.50	9.50	9.64	9.80	10.00	10.18	11.50	12.50
Total product value	499.97	18	313.99	340.20	406.96	443.43	479.75	516.36	521.68	528.88	586.24	683.73
Gross return	511.29	18	347.07	361.40	406.96	443.43	495.83	516.36	521.68	528.88	586.24	732.14
Seed	74.50	18	119.60	100.89	90.23	80.00	75.24	68.78	59.59	54.90	39.37	17.12
Fertilizer	57.10	14	83.33	71.43	64.00	61.39	57.94	55.95	50.36	43.41	36.00	31.40
Crop chemicals	33.79	18	89.35	48.61	46.16	39.21	34.50	32.06	29.85	27.06	23.25	1.41
Fuel & oil	21.22	18	42.33	39.26	31.95	25.22	22.37	20.14	17.27	16.54	15.30	8.47
Repairs	38.34	18	63.87	58.99	51.09	46.09	41.38	36.68	24.67	20.72	14.74	11.04
Hired labor	27.31	11	88.65	46.15	36.98	35.71	30.32	22.96	17.30	4.00	3.91	0.02
Utilities	2.14	14	17.43	16.09	9.30	5.69	2.31	2.03	1.84	1.12	1.10	0.77
Operating interest	2.21	14	6.14	5.86	4.56	3.70	3.13	1.52	1.29	1.11	1.10	0.12
Total direct expenses	265.46	18	401.66	370.83	333.37	310.45	280.61	259.75	232.37	220.01	208.16	199.51
Return over direct expenses	193.33	18	2.21	29.12	115.45	160.80	188.36	204.42	251.88	300.32	370.41	524.78
Hired labor	0.00	11	37.42	36.62	10.08	3.27	0.00	0.00	0.00	0.00	0.00	0.00
Real estate taxes	22.48	18	63.22	48.12	34.94	31.17	26.53	19.10	11.23	7.98	6.73	1.10
Farm insurance	5.84	18	13.04	9.04	7.57	6.46	5.98	5.27	4.21	3.19	2.57	0.54
Utilities	0.00	13	0.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dues & professional fees	2.03	15	8.90	5.33	3.85	2.90	2.35	1.98	1.63	1.07	0.97	0.75
Interest on interm. debt	3.63	16	8.97	6.24	6.04	4.80	4.15	3.18	2.38	1.86	0.87	0.16
Interest on lng term debt	41.20	16	108.11	90.91	73.56	60.53	49.21	40.80	30.19	14.71	11.22	1.66
Machinery depreciation	20.98	18	65.38	60.62	30.13	27.09	23.48	18.89	15.09	11.68	5.80	1.61
Building depreciation	5.65	16	43.66	32.20	17.08	13.26	7.04	3.51	1.35	1.02	0.48	0.04
Miscellaneous	7.99	16	23.21	19.23	15.46	10.97	8.62	6.96	4.82	2.64	1.90	1.43
Total overhead expenses	117.53	18	217.48	201.58	189.03	165.26	136.73	100.49	86.47	68.55	52.34	22.16
Total dir & ovhd expenses	409.74	18	576.18	509.84	452.93	447.43	416.72	403.67	360.58	320.65	293.79	285.46
Net return	114.27	18	-215.27	-86.31	-44.17	47.69	110.70	118.50	136.17	169.40	252.19	334.89
Government payments	0.00	18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.17
Net return with govt pymts	117.36	18	-215.27	-86.31	-44.17	47.69	113.54	118.75	136.17	169.40	252.19	334.89
Labor & management charge	57.78	18	117.00	95.49	87.75	65.28	60.49	56.87	52.92	47.98	27.04	18.37
Net return over lbr & mgt	40.63	18	-233.64	-143.46	-85.99	-10.43	21.87	62.01	89.71	91.73	158.07	277.72
Direct cost of prod per unit	5.60	18	10.97	9.20	7.95	7.12	6.09	5.38	4.55	3.99	3.94	3.09
Dir & ovhd cost of prod/unit	7.67	18	17.89	12.95	11.26	8.84	8.06	7.40	6.93	6.54	5.97	5.18
COP less govt & other income	7.62	18	16.85	12.26	11.26	8.84	8.06	7.35	6.93	6.22	5.61	5.18
Cost of prod with lbr & mgt	9.07	18	17.43	13.92	12.13	10.30	9.29	8.79	8.09	7.76	7.13	6.06
Machinery cost per acre	103.89	18	210.52	174.58	143.17	114.22	105.86	101.94	100.85	88.54	62.75	46.16
Est. labor hours per acre	2.32	18	20.66	4.81	4.01	3.06	2.61	2.25	2.03	1.82	1.69	1.58

Please see page 8 and 9 for more information on how to use the benchmark reports.

**2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Soybeans on Cash Rented Land

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of farms	18	4
Acres	207.31	227.24
Yield per acre (bu.)	47.68	60.05
Operators share of yield %	100.00	100.00
Value per bu.	10.29	10.48
Total product return per acre	490.50	629.52
Hedging gains/losses per acre	5.53	22.68
Crop insurance per acre	4.29	-
Other crop income per acre	2.52	2.69
Gross return per acre	502.84	654.89
Direct Expenses		
Seed	72.58	54.34
Fertilizer	32.43	14.14
Crop chemicals	38.48	36.50
Crop insurance	4.92	7.91
Storage	4.35	5.64
Packaging and supplies	0.67	1.43
Fuel & oil	21.07	17.09
Repairs	28.68	23.44
Custom hire	13.72	15.48
Hired labor	13.14	15.94
Land rent	118.51	114.43
Machinery leases	4.97	5.46
Utilities	2.00	2.13
Hauling and trucking	2.73	3.35
Operating interest	1.26	-
Miscellaneous	7.09	7.82
Total direct expenses per acre	366.59	325.08
Return over direct exp per acre	136.25	329.81
Overhead Expenses		
Hired labor	7.63	0.23
Building leases	0.38	1.01
Farm insurance	5.07	6.11
Dues & professional fees	1.46	1.69
Interest	3.92	2.48
Mach & bldg depreciation	32.81	58.14
Miscellaneous	5.55	3.95
Total overhead expenses per acre	56.83	73.62
Total dir & ovhd expenses per acre	423.42	398.70
Net return per acre	79.42	256.19
Government payments	-	-
Net return with govt pmts	79.42	256.19
Labor & management charge	49.57	47.83
Net return over lbr & mgt	29.86	208.36
Cost of Production		
Total direct expense per bu.	7.69	5.41
Total dir & ovhd exp per bu.	8.88	6.64
Less govt & other income	8.62	6.22
With labor & management	9.66	7.01
Net value per unit	10.40	10.86
Machinery cost per acre	98.29	104.20
Est. labor hours per acre	2.37	1.77

2014 Ohio Farm Business Analysis Program

Soybean Benchmark Report, Cash Rented Land; 18 Farms

RankEm

Group	Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	50.14	18	30.92	32.27	42.92	45.07	49.26	50.64	54.09	54.94	58.21	67.03
Value per unit	9.90	18	9.30	9.50	9.50	9.61	9.74	10.07	10.15	10.50	12.09	12.50
Total product value	499.97	18	313.99	359.78	419.82	446.52	479.75	516.36	535.77	562.47	625.30	683.73
Gross return	511.29	18	347.07	380.98	419.82	446.52	495.83	516.36	535.77	563.68	625.30	732.14
Seed	75.24	18	119.60	100.89	89.79	81.33	76.20	69.07	59.93	55.80	48.34	46.64
Fertilizer	50.36	14	61.54	61.25	58.57	57.02	53.64	45.93	36.87	31.40	18.08	17.19
Crop chemicals	35.85	18	72.65	52.36	47.46	45.85	39.55	34.50	32.02	30.42	27.68	1.41
Fuel & oil	21.74	18	42.33	36.38	30.71	27.08	22.06	21.10	16.61	16.12	11.60	8.47
Repairs	32.18	18	53.22	49.06	46.09	38.34	35.56	27.97	23.07	20.46	14.99	11.04
Custom hire	28.98	10	49.92	37.21	36.35	30.32	30.14	27.82	21.50	21.47	17.93	11.43
Hired labor	17.96	10	88.65	46.15	30.32	27.31	18.62	17.30	16.13	9.49	2.10	0.02
Land rent	108.65	18	300.00	220.19	148.03	138.73	115.71	100.85	77.92	66.30	50.81	42.07
Utilities	2.22	13	9.35	7.99	6.17	2.70	2.41	2.14	1.84	1.12	1.10	0.77
Operating interest	1.50	12	4.56	3.97	3.40	2.91	2.21	1.44	1.14	1.11	0.49	0.12
Total direct expenses	362.70	18	593.41	513.74	461.96	382.79	366.84	357.95	338.43	316.62	287.08	184.53
Return over direct expenses	103.68	18	-137.74	5.28	36.86	62.92	81.16	115.41	156.80	206.29	308.32	410.60
Hired labor	0.00	11	41.27	37.42	36.62	10.08	3.27	0.00	0.00	0.00	0.00	0.00
Farm insurance	5.27	18	10.10	9.17	8.49	6.98	5.96	4.31	3.19	2.57	1.67	0.54
Utilities	0.00	13	5.84	0.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dues & professional fees	2.12	14	3.85	3.25	3.11	2.44	2.23	1.98	1.57	1.13	0.97	0.75
Interest on interm. debt	2.91	17	11.68	8.97	6.04	4.80	3.40	2.87	2.55	2.22	0.90	0.16
Machinery depreciation	16.84	18	65.38	44.81	27.83	23.48	17.83	16.43	15.09	12.94	9.13	3.58
Building depreciation	4.76	17	32.20	15.74	10.14	6.30	5.71	4.11	2.18	1.35	0.65	0.04
Miscellaneous	6.58	16	21.51	19.23	11.22	9.32	7.92	4.82	2.64	1.71	1.43	1.24
Total overhead expenses	48.96	18	114.22	93.30	69.63	58.02	53.06	44.46	38.87	32.23	27.11	19.40
Total dir & ovhd expenses	414.03	18	661.85	580.78	492.33	441.04	423.61	406.24	396.84	369.37	329.09	255.35
Net return	52.88	18	-242.24	-47.35	-21.24	25.45	49.57	63.71	103.61	155.72	260.83	313.60
Government payments	0.00	18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	52.88	18	-242.24	-47.35	-21.24	25.45	49.57	63.71	103.61	155.72	260.83	313.60
Labor & management charge	52.92	18	117.00	96.60	65.28	58.95	55.85	51.08	46.32	39.39	22.78	18.37
Net return over lbr & mgt	-5.77	18	-260.61	-101.66	-81.66	-42.86	-13.32	5.02	47.37	114.02	199.94	250.96
Direct cost of prod per unit	7.65	18	15.43	10.52	10.00	8.93	8.11	7.23	6.88	6.34	5.00	4.35
Dir & ovhd cost of prod/unit	8.71	18	18.75	12.23	11.00	9.45	9.09	8.34	7.77	6.92	6.38	6.02
COP less govt & other income	8.47	18	17.71	11.56	10.97	9.45	8.77	8.34	7.77	6.89	6.14	5.78
Cost of prod with lbr & mgt	9.76	18	18.29	13.29	11.87	11.07	10.00	9.41	9.00	8.18	7.03	6.46
Machinery cost per acre	102.02	18	210.52	127.19	113.53	108.33	103.97	101.13	96.74	80.76	59.49	46.16
Est. labor hours per acre	2.16	18	8.09	4.72	3.62	2.79	2.30	2.03	1.82	1.69	1.51	0.64

Please see page 8 and 9 for information on how to use the benchmark reports.

**2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Wheat, Winter on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	11
Acres	35.55
Yield per acre (bu.)	61.50
Operators share of yield %	100.00
Value per bu.	4.92
Total product return per acre	302.53
Crop insurance per acre	5.14
Other crop income per acre	40.01
Gross return per acre	347.68
Direct Expenses	
Seed	50.77
Fertilizer	41.98
Crop chemicals	3.75
Crop insurance	1.13
Packaging and supplies	3.54
Fuel & oil	25.64
Repairs	37.24
Custom hire	13.89
Hired labor	29.51
Machinery leases	10.91
Utilities	5.25
Operating interest	1.96
Miscellaneous	5.69
Total direct expenses per acre	231.26
Return over direct exp per acre	116.42
Overhead Expenses	
Hired labor	7.98
Real estate taxes	21.11
Farm insurance	3.36
Dues & professional fees	1.34
Interest	54.51
Mach & bldg depreciation	39.44
Miscellaneous	6.37
Total overhead expenses per acre	134.12
Total dir & ovhd expenses per acre	365.37
Net return per acre	-17.69
Government payments	-
Net return with govt pmts	-17.69
Labor & management charge	51.72
Net return over lbr & mgt	-69.42
Cost of Production	
Total direct expense per bu.	3.76
Total dir & ovhd exp per bu.	5.94
Less govt & other income	5.21
With labor & management	6.05
Net value per unit	4.92
Machinery cost per acre	117.65
Est. labor hours per acre	2.57

**2014 Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Wheat, Winter on Cash Rented Land

	<u>Avg. Of All Farms</u>
Number of farms	13
Acres	61.59
Yield per acre (bu.)	65.38
Operators share of yield %	100.00
Value per bu.	4.99
Total product return per acre	326.46
Crop insurance per acre	13.95
Other crop income per acre	49.59
Gross return per acre	390.00
Direct Expenses	
Seed	57.03
Fertilizer	57.15
Crop chemicals	8.06
Crop insurance	6.18
Drying expense	0.94
Storage	1.65
Packaging and supplies	4.01
Fuel & oil	28.76
Repairs	33.08
Custom hire	27.15
Hired labor	11.56
Land rent	97.93
Machinery leases	4.08
Utilities	3.48
Hauling and trucking	3.08
Marketing	0.73
Operating interest	1.24
Miscellaneous	4.22
Total direct expenses per acre	350.34
Return over direct exp per acre	39.65
Overhead Expenses	
Hired labor	14.28
Building leases	0.30
Farm insurance	5.29
Utilities	0.51
Dues & professional fees	1.74
Interest	2.66
Mach & bldg depreciation	40.05
Miscellaneous	5.80
Total overhead expenses per acre	70.63
Total dir & ovhd expenses per acre	420.97
Net return per acre	-30.98
Government payments	-
Net return with govt pmts	-30.98
Labor & management charge	48.64
Net return over lbr & mgt	-79.61
Cost of Production	
Total direct expense per bu.	5.36
Total dir & ovhd exp per bu.	6.44
Less govt & other income	5.47
With labor & management	6.21
Net value per unit	4.99
Machinery cost per acre	124.58
Est. labor hours per acre	3.22

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 4 farms have a certain crop enterprise, that information is not reported. If there are fewer than 18 farms, the high groups are not reported.