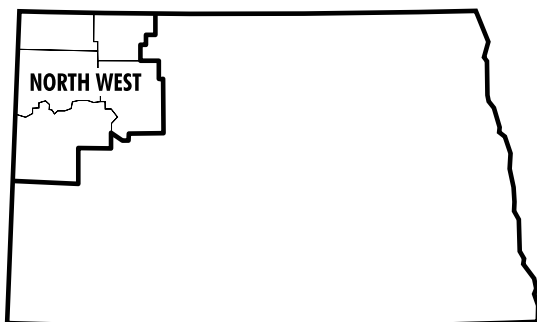




# FARM MANAGEMENT PLANNING GUIDE

January 2021

## Projected 2021 Crop Budgets



# North West North Dakota

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This region consists of five counties:  
Burke, Divide, McKenzie, Mountrail and Williams.

The 2021 crop budgets provide an estimate of revenues and costs for selected crops. Each set of budgets are developed for a multi-county region. There is considerable variation in soil type and productivity, weather conditions, as well as management and production practices within each region. Therefore, **THESE BUDGETS ARE ONLY INTENDED TO BE USED AS A GUIDE. EVERY INDIVIDUAL IS HIGHLY ENCOURAGED TO DEVELOP HIS/HER OWN BUDGETS!**

The profitability budget accounts for full economic opportunity costs for land and machinery investment, regardless of farm operator equity position. The bottom line is the return to labor and management. This is the expected “payment” to the producer for the labor and managerial efforts required by the crop enterprise. Each individual must make the decision whether it is sufficient.

The budget can be changed to conform to the more common definition of accounting profit (return to unpaid labor and management, and owner equity) by

replacing the machinery investment and land charge cost items with your per acre interest and rental expense of machinery and land, and real estate tax if land is owned.

The budget can be used for long run decisions if the revenues and costs are realistic for several years. (Crop prices, direct costs, and the land charge are best estimates for only the 2021 crop year, but crop yields are historic averages and machinery ownership costs are an average for the total length of ownership). If the budget shows a high return to labor and management, and is representative for several years, increased acreage and corresponding investment should be considered. However, if long-run returns to labor and management are unsatisfactory the best decision may be to exit the crop enterprise and employ the machinery and land investment, and labor and management, in a different enterprise or investment.

For short-run planning decisions you can omit the indirect costs if the land and machinery required to produce the different enterprises are in place. Simply compare the crop enterprises by calculating return over direct costs. Labor requirements and risk should also be considered. Insurance is not available for some crops.

**NDSU**

EXTENSION

The budget can be used to estimate cashflow by making a few modifications. Machinery depreciation should be omitted and the machinery investment number replaced with your per acre principal and interest payment on machinery debt. For owned land, the land charge should be replaced with your per acre real estate tax and principal and interest payment on land debt.

The 2018 Farm Bill continues the Price Loss Coverage (PLC) and Agricultural Risk Coverage (ARC) support programs. PLC and ARC payments have been omitted from the budgets because those payments, if any, are tied to historic farm program base acres, not to current crop selection or production.

### Primary Assumptions:

Crops are planted on dryland recrop ground. Costs of moving crop to local market/storage are included.

The budgets for the South West, North West, South Central and North Central regions typically represent production systems where soil disturbance only occurs at seeding.

**Market Price:** Best estimates of NDSU extension economists. The greater of projected market price and marketing loan rate is used.

**Market Yields:** Average yield for the 7 year period 2013-2019, after the low and high yield years are removed. Yields for safflower, yellow mustard, buckwheat, millet, rye and chickpeas are from NDSU extension agronomists and industry sources.

**Fertilizer:** Cost of fertilizer applied, based on soil test, to meet yield goal. N fertilizer can be reduced if previous crop was soybean, dry bean, field peas or lentil.

#### Fertilizer prices:

Nitrogen	- .39/lb
Phosphorus	- .44/lb
Potassium	- .27/lb

#### Seed Prices:

Spring Wheat	11.50/bu
Durum	13.00/bu
Barley	9.50/bu
Corn GM	2.69/thou.kern.
Soybean GM	.34/thou.kern.
Oil Sunflower	1.55/thou.kern.
Canola	11.30/lb
Flax	18.50/bu
Field Peas	14.00/bu
Oats	6.25/bu
Lentils	.30/lb
Mustard	2.10/lb
Safflower	.45/lb
Buckwheat	.40/lb
Millet	.45/lb
Large Chickpeas	.40/lb
Winter Wheat	9.00/bu
Rye	8.00/bu

#### Fuel prices:

Diesel	2.00/gal
Gas	2.10/gal

**Lubrication charge:** 15% of fuel cost

**Crop Insurance:** Revenue Protection was used for all wheat, barley, soybeans, corn, canola, sunflowers, field peas, dry beans and lentils with a 75% coverage level and enterprise units. APH insurance was used for other crops for which 70% coverage and optional units were assumed.

**Miscellaneous:** soil testing, machinery rent and custom work.

**Operating Interest:** Direct costs charged 4.5% interest for 6 month period.

**Misc. Overhead:** Machinery housing and insurance at .5% and .85%, respectively, of average machinery investment. Also, liability insurance and license fees of trucks. In addition, \$4.00 per acre is assumed for general farm utilities, farm publications, meetings, dues, income tax preparation, legal fees, etc.

**Land charge** = average cash rent.

**Machinery investment:** 4.0% real interest rate, over the years of machine ownership, is charged on average machinery investment. The real, or inflation adjusted, rate is the commercial rate minus the inflation rate. Ave. mach. investment = (Purchase price + Disposal price)/2

**Depreciation** = (Purchase price - disposal price / years ownership)

## Spring Wheat

## Durum

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	39	_____	35	_____
Market Price	5.57	_____	6.27*	_____
<b>MARKET REVENUE</b>	<b>217.23</b>	_____	<b>219.45</b>	_____
<b>DIRECT COSTS</b>				
-Seed	17.25	_____	22.75	_____
-Herbicides	25.80	_____	25.80	_____
-Fungicides**	5.00	_____	5.00	_____
-Insecticides***	0.00	_____	0.00	_____
-Fertilizer	50.18	_____	43.83	_____
-Crop Insurance	5.50	_____	6.00	_____
-Fuel & Lubrication	9.15	_____	8.98	_____
-Repairs	16.36	_____	16.24	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	8.25	_____	8.25	_____
-Operating Interest	3.09	_____	3.08	_____
	=====	=====	=====	=====
<b>SUM OF LISTED DIRECT COSTS</b>	<b>140.58</b>	_____	<b>139.93</b>	_____
<b>INDIRECT (FIXED) COSTS</b>				
-Misc. Overhead	7.52	_____	7.44	_____
-Machinery Depreciation	18.51	_____	18.29	_____
-Machinery Investment	10.37	_____	10.25	_____
-Land Charge	36.00	_____	36.00	_____
	=====	=====	=====	=====
<b>SUM OF LISTED INDIRECT COSTS</b>	<b>72.40</b>	_____	<b>71.98</b>	_____
<b>SUM OF ALL LISTED COSTS</b>	<b>212.98</b>	_____	<b>211.91</b>	_____
<b>RETURN TO LABOR &amp; MANAGEMENT</b>	<b>4.25</b>	_____	<b>7.54</b>	_____
<b>LISTED COSTS PER BUDGET UNIT</b>	(bu):		(bu):	
-Direct Costs	3.60	_____	4.00	_____
-Indirect Costs	1.86	_____	2.06	_____
-Total Costs	5.46	_____	6.05	_____

Wheat notes:

\*Durum price is for milling quality. There is risk of lower quality and lower price.

\*\*Includes seed treatment and early season foliar fungicide. Although late season fungicides are often not common in this region, prothioconazole, metconazole, or pydiflumetofen containing products are recommended for fusarium head blight (scab) control when conditions are favorable for infection.

\*\*\*Cereal grain aphid insecticide would cost about \$4. Wheat midge insecticide would cost about \$6.

## Malting Barley

## Corn Grain

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	60	_____	95	_____
Market Price	5.08*	_____	3.80	_____
<b>MARKET REVENUE</b>	<b>304.80</b>	_____	<b>361.00</b>	_____
<b>DIRECT COSTS</b>				
-Seed	12.83	_____	61.87*	_____
-Herbicides	24.30	_____	21.00	_____
-Fungicides	5.00**	_____	0.00	_____
-Insecticides	0.00	_____	0.00	_____
-Fertilizer	48.18	_____	66.66	_____
-Crop Insurance	5.50	_____	7.50**	_____
-Fuel & Lubrication	10.08	_____	12.89	_____
-Repairs	16.96	_____	20.29	_____
-Drying	0.00	_____	17.10	_____
-Miscellaneous	8.25	_____	8.25	_____
-Operating Interest	2.95	_____	4.85	_____
	=====	=====	=====	=====
<b>SUM OF LISTED DIRECT COSTS</b>	<b>134.05</b>	_____	<b>220.41</b>	_____
<b>INDIRECT (FIXED) COSTS</b>				
-Misc. Overhead	7.92	_____	10.01	_____
-Machinery Depreciation	19.64	_____	30.98	_____
-Machinery Investment	10.96	_____	16.92	_____
-Land Charge	36.00	_____	36.00	_____
	=====	=====	=====	=====
<b>SUM OF LISTED INDIRECT COSTS</b>	<b>74.52</b>	_____	<b>93.91</b>	_____
<b>SUM OF ALL LISTED COSTS</b>	<b>208.57</b>	_____	<b>314.32</b>	_____
<b>RETURN TO LABOR &amp; MANAGEMENT</b>	<b>96.23</b>	_____	<b>46.68</b>	_____
<b>LISTED COSTS PER BUDGET UNIT</b>				
	(bu):		(bu):	
-Direct Costs	2.23	_____	2.32	_____
-Indirect Costs	1.24	_____	0.99	_____
-Total Costs	3.48	_____	3.31	_____

### Barley notes:

\*There is risk of not making malting barley quality. Use \$2.95 for feed barley.

\*\*Includes seed treatment and early season foliar fungicide. Although late season fungicides are often not common in this region, prothioconazole or metconazole containing products are recommended for fusarium head blight (scab) control when conditions are favorable for infection.

### Corn notes:

\*GM corn with herbicide tolerance and above ground insect control traits.

\*\*Crop insurance is only available by written agreement in most counties of region.

## Soybeans

## Oil Sunflower

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	26	_____	1550	_____
Market Price	10.10	_____	0.196	_____
<b>MARKET REVENUE</b>	<b>262.60</b>	_____	<b>303.80</b>	_____
<b>DIRECT COSTS</b>				
-Seed	65.80*	_____	32.55	_____
-Herbicides	18.00	_____	34.00	_____
-Fungicides	0.00	_____	0.00*	_____
-Insecticides	0.00**	_____	5.00**	_____
-Fertilizer	10.15	_____	38.10	_____
-Crop Insurance	6.00	_____	10.00	_____
-Fuel & Lubrication	9.04	_____	9.93	_____
-Repairs	16.65	_____	17.59	_____
-Drying	0.00	_____	4.56	_____
-Miscellaneous	5.00	_____	16.75	_____
-Operating Interest	2.94	_____	3.79	_____
	=====	=====	=====	=====
<b>SUM OF LISTED DIRECT COSTS</b>	<b>133.58</b>	_____	<b>172.27</b>	_____
<b>INDIRECT (FIXED) COSTS</b>				
-Misc. Overhead	7.59	_____	8.19	_____
-Machinery Depreciation	19.57	_____	21.50	_____
-Machinery Investment	11.04	_____	12.27	_____
-Land Charge	36.00	_____	36.00	_____
	=====	=====	=====	=====
<b>SUM OF LISTED INDIRECT COSTS</b>	<b>74.20</b>	_____	<b>77.96</b>	_____
<b>SUM OF ALL LISTED COSTS</b>	<b>207.78</b>	_____	<b>250.23</b>	_____
<b>RETURN TO LABOR &amp; MANAGEMENT</b>	<b>54.82</b>	_____	<b>53.57</b>	_____
<b>LISTED COSTS PER BUDGET UNIT</b>	(bu):		(lb):	
-Direct Costs	5.14	_____	0.111	_____
-Indirect Costs	2.85	_____	0.050	_____
-Total Costs	7.99	_____	0.161	_____

**Soybean notes:**

\*GM soybeans with herbicide tolerance. The cost includes \$8 for inoculant and fungicide treatment in addition to seed expense.

\*\*Crop insurance is only available in McKenzie county by written agreement.

**Oil Sunflower notes:**

\*Fungicide for rust would cost \$4 plus application.

\*\*One spraying for head feeding insects (red seed weevil, lygus bug and banded moths). Custom application cost of \$8 is under "Miscellaneous." Foliar applied insecticide for cutworms would cost about \$5 per acre plus application (usually tank mixed with herbicide).

## Canola

## Flax

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	1850	_____	21	_____
Market Price	0.191	_____	10.47	_____
<b>MARKET REVENUE</b>	<b>353.35</b>	_____	<b>219.87</b>	_____
<b>DIRECT COSTS</b>				
-Seed	56.50	_____	14.80	_____
-Herbicides	23.10	_____	29.20	_____
-Fungicides	0.00	_____	0.00	_____
-Insecticides	0.00	_____	0.00	_____
-Fertilizer	77.12	_____	27.47	_____
-Crop Insurance	10.00	_____	12.00	_____
-Fuel & Lubrication	9.95	_____	9.64	_____
-Repairs	17.72	_____	18.43	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	8.26	_____	1.50	_____
-Operating Interest	4.56	_____	2.54	_____
	=====	=====	=====	=====
<b>SUM OF LISTED DIRECT COSTS</b>	<b>207.21</b>	_____	<b>115.58</b>	_____
<b>INDIRECT (FIXED) COSTS</b>				
-Misc. Overhead	7.83	_____	7.85	_____
-Machinery Depreciation	21.00	_____	21.09	_____
-Machinery Investment	11.55	_____	12.11	_____
-Land Charge	36.00	_____	36.00	_____
	=====	=====	=====	=====
<b>SUM OF LISTED INDIRECT COSTS</b>	<b>76.38</b>	_____	<b>77.05</b>	_____
<b>SUM OF ALL LISTED COSTS</b>	<b>283.59</b>	_____	<b>192.63</b>	_____
<b>RETURN TO LABOR &amp; MANAGEMENT</b>	<b>69.76</b>	_____	<b>27.24</b>	_____
<b>LISTED COSTS PER BUDGET UNIT</b>	<b>(lb):</b>		<b>(bu):</b>	
-Direct Costs	0.112	_____	5.50	_____
-Indirect Costs	0.041	_____	3.67	_____
-Total Costs	0.153	_____	9.17	_____

## Field Peas

## Oats

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	33	_____	71	_____
Market Price	6.48	_____	2.62	_____
<b>MARKET REVENUE</b>	<b>213.84</b>	_____	<b>186.02</b>	_____
<b>DIRECT COSTS</b>				
-Seed	42.00	_____	12.50	_____
-Herbicides	35.90	_____	10.60	_____
-Fungicides	1.50	_____	0.00	_____
-Insecticides	6.00*	_____	0.00	_____
-Fertilizer	11.43	_____	48.84	_____
-Crop Insurance	7.50	_____	12.00	_____
-Fuel & Lubrication	10.17	_____	11.75	_____
-Repairs	19.01	_____	18.86	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	9.50	_____	8.25	_____
-Operating Interest	3.22	_____	2.76	_____
	=====	=====	=====	=====
<b>SUM OF LISTED DIRECT COSTS</b>	<b>146.23</b>	_____	<b>125.56</b>	_____
<b>INDIRECT (FIXED) COSTS</b>				
-Misc. Overhead	8.07	_____	8.69	_____
-Machinery Depreciation	22.39	_____	22.55	_____
-Machinery Investment	12.43	_____	13.16	_____
-Land Charge	36.00	_____	36.00	_____
	=====	=====	=====	=====
<b>SUM OF LISTED INDIRECT COSTS</b>	<b>78.89</b>	_____	<b>80.40</b>	_____
<b>SUM OF ALL LISTED COSTS</b>	<b>225.12</b>	_____	<b>205.96</b>	_____
<b>RETURN TO LABOR &amp; MANAGEMENT</b>	<b>(11.28)</b>	_____	<b>(19.94)</b>	_____
<b>LISTED COSTS PER BUDGET UNIT</b>	<b>(bu):</b>		<b>(bu):</b>	
-Direct Costs	4.43	_____	1.77	_____
-Indirect Costs	2.39	_____	1.13	_____
-Total Costs	6.82	_____	2.90	_____

Field Pea notes:

\*Seed treatment for pea leaf weevil. Foliar insecticide for cutworms and/or pea aphids would cost about \$4 per acre plus application.

## Lentils

## Yellow Mustard

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	1230	_____	850	_____
Market Price	0.18	_____	0.27	_____
<b>MARKET REVENUE</b>	<b>221.40</b>	_____	<b>229.50</b>	_____
<b>DIRECT COSTS</b>				
-Seed	21.00	_____	21.00	_____
-Herbicides	35.50*	_____	20.20	_____
-Fungicides	16.00**	_____	0.00	_____
-Insecticides	0.00***	_____	0.00	_____
-Fertilizer	7.10	_____	25.89	_____
-Crop Insurance	9.00	_____	13.00*	_____
-Fuel & Lubrication	11.31	_____	9.53	_____
-Repairs	21.61	_____	17.97	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	9.50	_____	8.25	_____
-Operating Interest	2.95	_____	2.61	_____
	=====	=====	=====	=====
<b>SUM OF LISTED DIRECT COSTS</b>	<b>133.97</b>	_____	<b>118.45</b>	_____
<b>INDIRECT (FIXED) COSTS</b>				
-Misc. Overhead	8.41	_____	7.86	_____
-Machinery Depreciation	25.52	_____	20.14	_____
-Machinery Investment	13.99	_____	12.32	_____
-Land Charge	36.00	_____	36.00	_____
	=====	=====	=====	=====
<b>SUM OF LISTED INDIRECT COSTS</b>	<b>83.92</b>	_____	<b>76.32</b>	_____
<b>SUM OF ALL LISTED COSTS</b>	<b>217.89</b>	_____	<b>194.77</b>	_____
<b>RETURN TO LABOR &amp; MANAGEMENT</b>	<b>3.51</b>	_____	<b>34.73</b>	_____
<b>LISTED COSTS PER BUDGET UNIT</b>	<b>(lb):</b>		<b>(lb):</b>	
-Direct Costs	0.109	_____	0.139	_____
-Indirect Costs	0.068	_____	0.090	_____
-Total Costs	0.177	_____	0.229	_____

Lentil notes:

\*Includes pre-harvest dessicant.

\*\*Fungicide treatment for ascochyta/anthracnose.

\*\*\*Foliar insecticide for cutworms, pea aphids and/or grasshoppers would cost about \$4 per acre plus application.

Yellow Mustard notes:

\*\*Crop insurance is only available in McKenzie county by written agreement.



## Safflower

## Buckwheat

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	1050	_____	850	_____
Market Price	0.20	_____	0.221	_____
<b>MARKET REVENUE</b>	<b>210.00</b>	_____	<b>187.85</b>	_____
<b>DIRECT COSTS</b>				
-Seed	8.10	_____	20.00	_____
-Herbicides	22.10	_____	18.00	_____
-Fungicides	18.00*	_____	0.00	_____
-Insecticides	0.00	_____	0.00	_____
-Fertilizer	23.60	_____	15.30	_____
-Crop Insurance	17.00	_____	6.50*	_____
-Fuel & Lubrication	8.58	_____	9.18	_____
-Repairs	16.69	_____	17.22	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	8.25	_____	1.50	_____
-Operating Interest	2.75	_____	1.97	_____
	=====	=====	=====	=====
<b>SUM OF LISTED DIRECT COSTS</b>	<b>125.07</b>	_____	<b>89.67</b>	_____
<b>INDIRECT (FIXED) COSTS</b>				
-Misc. Overhead	7.39	_____	7.66	_____
-Machinery Depreciation	18.25	_____	19.50	_____
-Machinery Investment	10.35	_____	11.54	_____
-Land Charge	36.00	_____	36.00	_____
	=====	=====	=====	=====
<b>SUM OF LISTED INDIRECT COSTS</b>	<b>71.99</b>	_____	<b>74.70</b>	_____
<b>SUM OF ALL LISTED COSTS</b>	<b>197.06</b>	_____	<b>164.37</b>	_____
<b>RETURN TO LABOR &amp; MANAGEMENT</b>	<b>12.94</b>	_____	<b>23.48</b>	_____
<b>LISTED COSTS PER BUDGET UNIT</b>	<b>(lb):</b>		<b>(lb):</b>	
-Direct Costs	0.119	_____	0.105	_____
-Indirect Costs	0.069	_____	0.088	_____
-Total Costs	0.188	_____	0.193	_____

Safflower notes:

\*Fungicide for alternaria leaf spot.

Buckwheat notes:

\*Crop insurance is not available in most counties of the region.

## Millet

## Large Chickpea

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	1300	_____	1400	_____
Market Price	0.14	_____	0.20	_____
<b>MARKET REVENUE</b>	<b>182.00</b>	_____	<b>280.00</b>	_____
<b>DIRECT COSTS</b>				
-Seed	11.25	_____	56.00	_____
-Herbicides	9.60	_____	36.30	_____
-Fungicides	0.00	_____	36.00*	_____
-Insecticides	0.00	_____	0.00	_____
-Fertilizer	17.99	_____	16.81	_____
-Crop Insurance	0.00	_____	9.50	_____
-Fuel & Lubrication	9.77	_____	11.73	_____
-Repairs	17.56	_____	22.53	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	8.25	_____	8.50	_____
-Operating Interest	1.67	_____	4.44	_____
	=====	=====	=====	=====
<b>SUM OF LISTED DIRECT COSTS</b>	<b>76.09</b>	_____	<b>201.81</b>	_____
<b>INDIRECT (FIXED) COSTS</b>				
-Misc. Overhead	7.84	_____	8.62	_____
-Machinery Depreciation	20.12	_____	26.33	_____
-Machinery Investment	11.89	_____	14.57	_____
-Land Charge	36.00	_____	36.00	_____
	=====	=====	=====	=====
<b>SUM OF LISTED INDIRECT COSTS</b>	<b>75.85</b>	_____	<b>85.52</b>	_____
<b>SUM OF ALL LISTED COSTS</b>	<b>151.94</b>	_____	<b>287.33</b>	_____
<b>RETURN TO LABOR &amp; MANAGEMENT</b>	<b>30.06</b>	_____	<b>(7.33)</b>	_____
<b>LISTED COSTS PER BUDGET UNIT</b>	<b>(lb):</b>		<b>(lb):</b>	
-Direct Costs	0.059	_____	0.144	_____
-Indirect Costs	0.058	_____	0.061	_____
-Total Costs	0.117	_____	0.205	_____

Large Chickpea notes:

\*Two fungicide treatments for ascochyta blight. Additional treatments may be necessary.

## Winter Wheat

## Rye

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	42*	_____	40	_____
Market Price	4.74	_____	3.79	_____
<b>MARKET REVENUE</b>	<b>199.08</b>	_____	<b>151.60</b>	_____
<b>DIRECT COSTS</b>				
-Seed	9.00	_____	9.60	_____
-Herbicides	23.00	_____	6.50	_____
-Fungicides	9.00	_____	0.00	_____
-Insecticides	0.00	_____	0.00	_____
-Fertilizer	54.94	_____	51.77	_____
-Crop Insurance	5.50	_____	8.00	_____
-Fuel & Lubrication	9.13	_____	8.86	_____
-Repairs	16.46	_____	15.53	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	8.25	_____	8.25	_____
-Operating Interest	3.04	_____	2.44	_____
	=====	=====	=====	=====
<b>SUM OF LISTED DIRECT COSTS</b>	<b>138.32</b>	_____	<b>110.95</b>	_____
<b>INDIRECT (FIXED) COSTS</b>				
-Misc. Overhead	7.48	_____	7.38	_____
-Machinery Depreciation	18.41	_____	17.86	_____
-Machinery Investment	10.14	_____	9.87	_____
-Land Charge	36.00	_____	36.00	_____
	=====	=====	=====	=====
<b>SUM OF LISTED INDIRECT COSTS</b>	<b>72.03</b>	_____	<b>71.11</b>	_____
<b>SUM OF ALL LISTED COSTS</b>	<b>210.35</b>	_____	<b>182.06</b>	_____
<b>RETURN TO LABOR &amp; MANAGEMENT</b>	<b>(11.27)</b>	_____	<b>(30.46)</b>	_____
<b>LISTED COSTS PER BUDGET UNIT</b>	<b>(bu):</b>		<b>(bu):</b>	
-Direct Costs	3.29	_____	2.77	_____
-Indirect Costs	1.72	_____	1.78	_____
-Total Costs	5.01	_____	4.55	_____

Winter Wheat notes:

\*Yield is per harvested acre. There is some risk of acreage abandonment in spring.

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