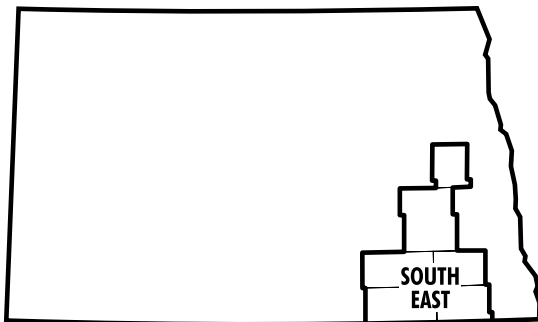




Projected 2013 Crop Budgets



South East North Dakota

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Note: This region consists of six counties:
Barnes, Dickey, LaMoure, Ransom, Sargent
and Steele.

The 2013 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 2013 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.

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.

Currently, a Farm Bill has not been authorized. **Direct and counter-cyclical payments** have been omitted from the budgets because those payments are tied to historic farm program base acres and payment yields, not to current crop selection or production. Direct payments for this region have been \$11.25 per acre when averaged over all crop acreage. No payments from counter-cyclical type programs are expected with the price levels used in the budgets.

Primary Assumptions:

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

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 2005-2011, 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 of 130% of market yield. N fertilizer can be reduced if previous crop was soybean, dry bean, field peas or lentil.

Soil test - recrop:
 Nitrogen - 33 lb
 Phosphorus - 10 ppm
 Potassium - 248 ppm

Fertilizer prices:
 Nitrogen - .58/lb
 Phosphorus - .52/lb
 Potassium - .48/lb

Seed Prices:

Spring Wheat	13.20/bu
Durum	12.25/bu
Barley	11.00/bu
Corn Stacked Trait	3.30/thou.kern
Soybean RR2	.37/thou.kern.
Dry Beans	.88/lb
Oil Sunflower	1.38/thou.kern.
Conf. Sunflower	2.42/thou.kern.
Canola	9.40/lb
Flax	18.00/bu
Field Peas	14.50/bu
Oats	6.50/bu
Buckwheat	.67/lb
Millet	.55/lb
Winter Wheat	11.25/bu

Fuel prices:

Diesel	3.40/gal
Gas	3.20/gal

Lubrication charge: 15% of fuel cost

Crop Insurance: Coverage levels are 70% on all insurable crops. Yield Protection or APH insurance estimates are used, except for Revenue Protection on all wheat, barley, corn, soybeans, corn, canola and sunflowers.

Miscellaneous: soil testing, machinery rent and custom work.

Operating Interest: Direct costs charged 4.60% 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, \$3 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: 4.5% 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	48	_____	39	_____
Market Price	8.92	_____	9.11*	_____
MARKET INCOME	428.16	_____	355.29	_____
DIRECT COSTS				
-Seed	23.10	_____	24.50	_____
-Herbicides	21.00	_____	21.00	_____
-Fungicides**	5.50	_____	5.50	_____
-Insecticides***	0.00	_____	0.00	_____
-Fertilizer	84.35	_____	64.95	_____
-Crop Insurance	14.40	_____	11.10	_____
-Fuel & Lubrication	20.20	_____	19.51	_____
-Repairs	17.46	_____	17.22	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	1.50	_____	1.50	_____
-Operating Interest	4.31	_____	3.80	_____
SUM OF LISTED DIRECT COSTS	191.82	=====	169.09	=====
INDIRECT (FIXED) COSTS				
-Misc. Overhead	7.04	_____	6.88	_____
-Machinery Depreciation	20.54	_____	20.12	_____
-Machinery Investment	11.91	_____	11.69	_____
-Land Charge	88.10	_____	88.10	_____
SUM OF LISTED INDIRECT COSTS	127.59	=====	126.79	=====
SUM OF ALL LISTED COSTS	319.41	_____	295.87	_____
RETURN TO LABOR & MANAGEMENT	108.75	_____	59.42	_____
LISTED COSTS PER BUDGET UNIT	(bu):		(bu):	
-Direct Costs	4.00	_____	4.34	_____
-Indirect Costs	2.66	_____	3.25	_____
-Total Costs	6.65	_____	7.59	_____

Wheat notes:

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

**Includes seed treatment (\$1.50-\$2.00) and early season foliar fungicide (\$2-\$4.50). Late season fungicides are often warranted in this region. For fusarium head blight (scab) control, prothioconazole or metconazole containing products are highly recommended when a more susceptible cultivar is grown and/or when conditions are favorable for infection.

***Cereal grain aphid insecticide would cost about \$6 per acre plus application.

Malting Barley

Corn Grain

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	66		129	
Market Price	6.56*		5.55	
MARKET INCOME	432.96		715.95	
DIRECT COSTS				
-Seed	22.00		103.95*	
-Herbicides	17.80		20.00	
-Fungicides	5.50**		0.00	
-Insecticides	0.00		0.00	
-Fertilizer	68.22		120.25	
-Crop Insurance	17.30		37.50	
-Fuel & Lubrication	23.44		28.85	
-Repairs	19.20		23.85	
-Drying	0.00		25.80	
-Miscellaneous	1.50		1.50	
-Operating Interest	4.02		8.32	
	=====	=====	=====	=====
SUM OF LISTED DIRECT COSTS	178.98		370.02	
INDIRECT (FIXED) COSTS				
-Misc. Overhead	7.77		9.76	
-Machinery Depreciation	23.24		32.76	
-Machinery Investment	13.77		18.63	
-Land Charge	88.10		88.10	
	=====	=====	=====	=====
SUM OF LISTED INDIRECT COSTS	132.88		149.25	
SUM OF ALL LISTED COSTS	311.86		519.26	
RETURN TO LABOR & MANAGEMENT	121.10		196.69	
LISTED COSTS PER BUDGET UNIT	(bu):		(bu):	
-Direct Costs	2.71		2.87	
-Indirect Costs	2.01		1.16	
-Total Costs	4.73		4.03	

Barley notes:

*Use \$4.87 estimate for feed barley price.

**Includes seed treatment (\$1.50-\$2.00) and early season foliar fungicide (\$2-\$4.50).

Corn notes:

*Stacked trait GM corn with herbicide resistance and corn borer and corn rootworm control. Cost includes insecticide seed treatment for wireworm, rootworm, white grub and suppression of cutworm.

Soybeans

Drybeans*

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	34	_____	1590	_____
Market Price	12.58	_____	0.32	_____
MARKET INCOME	427.72	_____	508.80	_____
DIRECT COSTS				
-Seed	64.75*	_____	44.00	_____
-Herbicides	20.00	_____	44.00**	_____
-Fungicides	0.00	_____	20.00***	_____
-Insecticides	7.00**	_____	0.00	_____
-Fertilizer	3.45	_____	50.59	_____
-Crop Insurance	14.90	_____	16.60	_____
-Fuel & Lubrication	17.84	_____	23.06	_____
-Repairs	17.43	_____	21.80	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	7.25	_____	12.25	_____
-Operating Interest	3.51	_____	5.34	_____
SUM OF LISTED DIRECT COSTS	156.13	=====	237.65	=====
INDIRECT (FIXED) COSTS				
-Misc. Overhead	6.92	_____	7.85	_____
-Machinery Depreciation	20.63	_____	26.57	_____
-Machinery Investment	11.96	_____	15.32	_____
-Land Charge	88.10	_____	88.10	_____
SUM OF LISTED INDIRECT COSTS	127.60	=====	137.84	=====
SUM OF ALL LISTED COSTS	283.74	_____	375.49	_____
RETURN TO LABOR & MANAGEMENT	143.98	_____	133.31	_____
LISTED COSTS PER BUDGET UNIT	(bu):		(lb):	
-Direct Costs	4.59	_____	0.15	_____
-Indirect Costs	3.75	_____	0.09	_____
-Total Costs	8.35	_____	0.24	_____

Soybean notes:

*RR2 (glyphosate) resistant soybeans. Insecticide and fungicide seed treatment would cost about \$11 per acre.

**Soybean aphid and/or spider mite insecticide

Drybean notes:

*Acreage limitations existed under the 2008-2012 farm bill with possible forfeiture of government payments on base acres planted to drybeans. Rules for 2013 are unknown as of 12/14/2012.

**Includes dessicant prior to straight cutting.

***Fungicide for white mold. A second treatment maybe necessary. Fungicide for rust at \$2-\$4.50 plus application maybe necessary.

Oil Sunflower

Confectionery Sunflower

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	1490		1370	
Market Price	0.244		0.32	
MARKET INCOME	363.56		438.40	
DIRECT COSTS				
-Seed	30.36*		45.98*	
-Herbicides	25.90		28.00	
-Fungicides	0.00**		0.00**	
-Insecticides	7.00***		14.00***	
-Fertilizer	45.59		40.38	
-Crop Insurance	16.20		22.10	
-Fuel & Lubrication	22.70		22.41	
-Repairs	18.75		18.65	
-Drying	2.98		2.74	
-Miscellaneous	9.00		16.50	
-Operating Interest	4.11		4.85	
	=====		=====	
SUM OF LISTED DIRECT COSTS	182.59		215.61	
INDIRECT (FIXED) COSTS				
-Misc. Overhead	7.92		7.86	
-Machinery Depreciation	24.54		24.36	
-Machinery Investment	14.92		14.83	
-Land Charge	88.10		88.10	
	=====		=====	
SUM OF LISTED INDIRECT COSTS	135.49		135.15	
SUM OF ALL LISTED COSTS	318.08		350.76	
RETURN TO LABOR & MANAGEMENT	45.48		87.64	
LISTED COSTS PER BUDGET UNIT	(lb):		(lb):	
-Direct Costs	0.12		0.16	
-Indirect Costs	0.09		0.10	
-Total Costs	0.21		0.26	

Oil Sunflower notes:

*Cost includes seed treatment for control of wireworm and flea beetle.

**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 \$7.50 is under "Miscellaneous."

Confectionery Sunflower notes:

*Cost includes seed treatment for control of wireworm and flea beetle.

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

***Two sprayings for head feeding insects (red seed weevil, lygus bug and banded moths) at about \$7 per application. Each custom application cost of \$7.50 is under "Miscellaneous."

Canola

Flax

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	1480	_____	19	_____
Market Price	0.236	_____	13.24	_____
MARKET INCOME	349.28	_____	251.56	_____
DIRECT COSTS				
-Seed	47.00*	_____	14.40	_____
-Herbicides	19.00	_____	19.00	_____
-Fungicides	0.00**	_____	0.00	_____
-Insecticides	0.00	_____	0.00	_____
-Fertilizer	77.40	_____	29.49	_____
-Crop Insurance	14.10	_____	9.80	_____
-Fuel & Lubrication	20.55	_____	20.13	_____
-Repairs	18.22	_____	18.58	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	1.50	_____	1.50	_____
-Operating Interest	4.55	_____	2.60	_____
SUM OF LISTED DIRECT COSTS	202.32	=====	115.50	=====
INDIRECT (FIXED) COSTS				
-Misc. Overhead	7.12	_____	7.15	_____
-Machinery Depreciation	21.48	_____	21.53	_____
-Machinery Investment	12.83	_____	13.23	_____
-Land Charge	88.10	_____	88.10	_____
SUM OF LISTED INDIRECT COSTS	129.52	=====	130.00	=====
SUM OF ALL LISTED COSTS	331.84	_____	245.50	_____
RETURN TO LABOR & MANAGEMENT	17.44	_____	6.06	_____
LISTED COSTS PER BUDGET UNIT	(lb):		(bu):	
-Direct Costs	0.14	_____	6.08	_____
-Indirect Costs	0.09	_____	6.84	_____
-Total Costs	0.22	_____	12.92	_____

Canola notes:

*Cost includes insecticide seed treatment for flea beetles.

**Fungicide for white mold would cost about \$18 plus application.

Field Peas

Oats

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	37	_____	71	_____
Market Price	8.52*	_____	3.48	_____
MARKET INCOME	315.24	_____	247.08	_____
DIRECT COSTS				
-Seed	43.50**	_____	13.00	_____
-Herbicides	27.00	_____	5.00	_____
-Fungicides	0.00	_____	0.00	_____
-Insecticides	0.00	_____	0.00	_____
-Fertilizer	9.15	_____	61.69	_____
-Crop Insurance	12.00	_____	15.00	_____
-Fuel & Lubrication	21.04	_____	23.82	_____
-Repairs	19.32	_____	19.33	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	9.25	_____	1.50	_____
-Operating Interest	3.25	_____	3.20	_____
	=====	=====	=====	=====
SUM OF LISTED DIRECT COSTS	144.51	_____	142.54	_____
INDIRECT (FIXED) COSTS				
-Misc. Overhead	7.31	_____	7.85	_____
-Machinery Depreciation	23.09	_____	23.47	_____
-Machinery Investment	13.18	_____	13.90	_____
-Land Charge	88.10	_____	88.10	_____
	=====	=====	=====	=====
SUM OF LISTED INDIRECT COSTS	131.69	_____	133.32	_____
SUM OF ALL LISTED COSTS	276.20	_____	275.86	_____
RETURN TO LABOR & MANAGEMENT	39.04	_____	(28.78)	_____
LISTED COSTS PER BUDGET UNIT	(bu):		(bu):	
-Direct Costs	3.91	_____	2.01	_____
-Indirect Costs	3.56	_____	1.88	_____
-Total Costs	7.46	_____	3.89	_____

Field Pea notes:

*Yellow pea food quality price. Use \$10 for green pea food quality and about \$6.50 for feed quality peas.

**Yellow pea seed cost, use \$54 cost per acre for green pea seed.

Buckwheat

Millet

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	950		1800	
Market Price	0.285		0.185	
MARKET INCOME	270.75		333.00	
DIRECT COSTS				
-Seed	33.50		13.75	
-Herbicides	11.00		3.00	
-Fungicides	0.00		0.00	
-Insecticides	0.00		0.00	
-Fertilizer	20.25		35.78	
-Crop Insurance	15.00*		0.00	
-Fuel & Lubrication	17.63		21.15	
-Repairs	17.05		18.42	
-Drying	0.00		0.00	
-Miscellaneous	1.50		1.50	
-Operating Interest	2.67		2.15	
	=====	=====	=====	=====
SUM OF LISTED DIRECT COSTS	118.60		95.76	
INDIRECT (FIXED) COSTS				
-Misc. Overhead	6.66		7.25	
-Machinery Depreciation	19.59		21.83	
-Machinery Investment	11.51		13.02	
-Land Charge	88.10		88.10	
	=====	=====	=====	=====
SUM OF LISTED INDIRECT COSTS	125.86		130.21	
SUM OF ALL LISTED COSTS	244.46		225.97	
RETURN TO LABOR & MANAGEMENT	26.29		107.03	
LISTED COSTS PER BUDGET UNIT	(lb):		(lb):	
-Direct Costs	0.12		0.05	
-Indirect Costs	0.13		0.07	
-Total Costs	0.26		0.13	

Buckwheat notes:

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

Winter Wheat

	Per Acre	Your Figures
Market Yield	54*	_____
Market Price	8.25	_____
MARKET INCOME	445.50	_____
DIRECT COSTS		
-Seed	13.50	_____
-Herbicides	22.00	_____
-Fungicides	9.00	_____
-Insecticides	0.00	_____
-Fertilizer	97.29	_____
-Crop Insurance	14.40	_____
-Fuel & Lubrication	18.14	_____
-Repairs	16.33	_____
-Drying	0.00	_____
-Miscellaneous	7.00	_____
-Operating Interest	4.55	_____
	=====	=====
SUM OF LISTED DIRECT COSTS	202.21	_____
INDIRECT (FIXED) COSTS		
-Misc. Overhead	6.74	_____
-Machinery Depreciation	19.31	_____
-Machinery Investment	10.73	_____
-Land Charge	88.10	_____
	=====	=====
SUM OF LISTED INDIRECT COSTS	124.88	_____
SUM OF ALL LISTED COSTS	327.09	_____
RETURN TO LABOR & MANAGEMENT	118.41	_____
LISTED COSTS PER BUDGET UNIT	(bu):	
-Direct Costs	3.74	_____
-Indirect Costs	2.31	_____
-Total Costs	6.06	_____

Winter Wheat notes:

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

2013 Machinery List

Machine	Purch. Price	Annual Use	Years to trade	Trade in	Deprec.	Invest.	Repairs	Ac/hr
FWA 120HP Tractor	122500	400hr	20	37244	10.66 /hr	8.99 /hr	11.76 /hr	
FWA 180HP Tractor	166000	500hr	15	46377	15.95 /hr	9.56 /hr	15.96 /hr	
4WD 330HP Tractor	218800	500hr	15	61022	21.04 /hr	12.59 /hr	12.00 /hr	
SP Combine (base unit)	268400	250hr	12	62943	68.49 /hr	29.82 /hr	41.08 /hr	
Tandem Truck (used)	36600	150hr	15	11700	11.07 /hr	7.25 /hr	7.33 /hr	
Semi & Trailer (used)	41000	150hr	10	11800	19.47 /hr	7.92 /hr	8.93 /hr	
Pick-up Truck	28900	300hr	10	5700	7.47 /hr	2.60 /hr	3.30 /hr	
Swather 25 ft	23100	1000ac	20	5460	0.88 /ac	0.64 /ac	0.40 /ac	12.1
Sprayer 90 ft	36600	5000ac	10	18179	0.37 /ac	0.25 /ac	0.47 /ac	42.5
Chisel Plow 38 ft	40800	3000ac	15	23839	0.38 /ac	0.48 /ac	0.90 /ac	19.6
Field Cultivator 48 ft	46800	3000ac	15	27316	0.43 /ac	0.56 /ac	0.82 /ac	24.7
Tandem Disk 28 ft	32300	800ac	20	9247	1.44 /ac	1.17 /ac	0.91 /ac	12.2
Heavy Harrow 70 ft	29200	2000ac	20	17060	0.30 /ac	0.52 /ac	0.33 /ac	39.7
Air Seeder 40 ft	170400	2400ac	12	80295	3.12 /ac	2.35 /ac	5.89 /ac	17.0
Planter 24-22	127500	1600ac	15	53013	3.10 /ac	2.54 /ac	4.81 /ac	15.6
Corn head 12R w/chopper	110500	1000ac	15	21156	5.96 /ac	2.96 /ac	2.33 /ac	7.5
Grain head w/pu	14000	1200ac	10	4965	0.75 /ac	0.36 /ac	0.27 /ac	8.5
Grain str. cut 30 ft	24500	1000ac	15	4979	1.30 /ac	0.66 /ac	0.38 /ac	10.2
Head w/sunf pans 30 ft	29500	600ac	20	3018	2.20 /ac	1.22 /ac	0.46 /ac	10.2
Soybeans str. cut 30 ft	36300	1000ac	20	3330	1.65 /ac	0.89 /ac	0.56 /ac	10.2
Rock picker	21000	50hr	20	6712	0.48 /ac	0.42 /ac	0.31 /ac	29.1
Grain Cart	28700	100hr	20	4900	11.90 /hr	7.56 /hr	7.20 /hr	
Grain auger	12000	50hr	20	700	11.30 /hr	5.72 /hr	4.50 /hr	

Example Sequence of Operations

Field operations sequence for spring wheat and durum.

OP. NO.	DESCRIPTION	(FEET) WIDTH	(MPH) SPEED	(AC/HR) Fld Cap	(\$/AC) FUEL & LUBE	(\$/AC) EST. REPAIRS
1	Field Cultivate	48	5.0	24.7	\$ 2.30	\$ 1.31
2	Pick Rocks				0.71	0.72
3	Plant	40	5.0	17.0	3.35	6.61
4	Spray (130%)	90	6.0	42.5	0.63	0.97
5	Combine	30	4.0	10.2	4.56	4.41
6	Chisel Plow	38	5.0	19.6	2.90	1.52
	Grain Cart				1.26	0.33
	Trucks*				2.41	0.91
	Grain auger (pto)				0.23	0.09
	Pickup truck allocation				1.86	0.56
				Total	20.20	17.46

* Truck costs will vary between crops.

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