



FARM MANAGEMENT PLANNING GUIDE

February 2026

Projected 2026 Crop Budgets



South Valley North Dakota

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Note: This region consists of three counties: Cass, Richland and Traill.

The 2026 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 THEIR 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 the 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 2026 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.

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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 current farm program 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.

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 2017-2023, after the low and high yield years are removed. Yields for safflower, yellow mustard, buckwheat, millet, rye and chickpea 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 pea or lentil.

Fertilizer Prices:

Nitrogen	- .58/lb
Phosphorus	- .68/lb
Potassium	- .38/lb

Seed Prices:

Spring Wheat	13.00/bu
Barley	10.00/bu
Corn GM	3.00/thou.kern.
Soybean GM	.34/thou.kern.
Dry Bean	1.00/thou.kern.
Oil Sunflower	1.70/thou.kern.
Conf. Sunflower	3.00/thou.kern.
Oat	8.00/bu
Winter Wheat	11.00/bu

Fuel Prices:

Diesel	2.55/gal
Gasoline	2.50/gal

Lubrication Charge: 15% of fuel cost

Crop Insurance: Revenue Protection used for all wheat, barley, soybean, corn, canola, sunflower, field pea, dry bean and lentil 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 7.0% 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, \$5.00 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

Malting Barley

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	63	_____	83	_____
Market Price	5.88	_____	4.99*	_____
MARKET REVENUE	370.44	_____	414.17	_____
DIRECT COSTS				
-Seed	26.00	_____	20.00	_____
-Herbicides	21.70	_____	22.70	_____
-Fungicides	18.50*	_____	18.50**	_____
-Insecticides	0.00**	_____	0.00	_____
-Fertilizer	118.26	_____	92.97	_____
-Crop Insurance	4.70	_____	3.50	_____
-Fuel & Lubrication	19.60	_____	20.58	_____
-Repairs	27.07	_____	27.41	_____
-Drying	0.00	_____	0.00	_____
-Miscellaneous	10.00	_____	10.00	_____
-Operating Interest	8.60	_____	7.55	_____
	=====	=====	=====	=====
SUM OF LISTED DIRECT COSTS	254.43	_____	223.21	_____
INDIRECT (FIXED) COSTS				
-Misc. Overhead	11.30	_____	11.65	_____
-Machinery Depreciation	32.45	_____	33.66	_____
-Machinery Investment	16.70	_____	17.14	_____
-Land Charge	142.00	_____	142.00	_____
	=====	=====	=====	=====
SUM OF LISTED INDIRECT COSTS	202.45	_____	204.45	_____
SUM OF ALL LISTED COSTS	456.88	_____	427.66	_____
RETURN TO LABOR & MANAGEMENT	(86.44)	_____	(13.49)	_____
LISTED COSTS PER BUDGET UNIT	(bu) :		(bu) :	
-Direct Costs	4.04	_____	2.69	_____
-Indirect Costs	3.21	_____	2.46	_____
-Total Costs	7.25	_____	5.15	_____

Spring Wheat notes:

*Includes seed treatment, an early season foliar fungicide, and a late season fungicide which is recommended when conditions are favorable for fusarium head blight (scab).

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

Barley notes:

*There is risk of not making malting barley quality. Use \$3.00 for feed barley.

**Includes seed treatment, an early season foliar fungicide, and a late season fungicide which is recommended when conditions are favorable for fusarium head blight (scab).

Corn Grain

Soybean

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	170	_____	41	_____
Market Price	3.75	_____	9.87	_____
MARKET REVENUE	637.50	_____	404.67	_____
DIRECT COSTS				
-Seed	100.50*	_____	65.80*	_____
-Herbicides	37.50	_____	46.00	_____
-Fungicides	0.00	_____	0.00	_____
-Insecticides	0.00	_____	4.00**	_____
-Fertilizer	168.07	_____	5.23	_____
-Crop Insurance	10.00	_____	5.40	_____
-Fuel & Lubrication	27.95	_____	16.26	_____
-Repairs	36.96	_____	25.04	_____
-Drying	34.00	_____	0.00	_____
-Miscellaneous	10.00	_____	2.00	_____
-Operating Interest	14.87	_____	5.94	_____
	=====	=====	=====	=====
SUM OF LISTED DIRECT COSTS	439.85	_____	175.67	_____
INDIRECT (FIXED) COSTS				
-Misc. Overhead	15.39	_____	10.62	_____
-Machinery Depreciation	52.31	_____	30.26	_____
-Machinery Investment	25.85	_____	15.38	_____
-Land Charge	142.00	_____	142.00	_____
	=====	=====	=====	=====
SUM OF LISTED INDIRECT COSTS	235.55	_____	198.26	_____
SUM OF ALL LISTED COSTS	675.40	_____	373.93	_____
RETURN TO LABOR & MANAGEMENT	(37.90)	_____	30.74	_____
LISTED COSTS PER BUDGET UNIT	(bu) :	_____	(bu) :	_____
-Direct Costs	2.59	_____	4.28	_____
-Indirect Costs	1.39	_____	4.84	_____
-Total Costs	3.97	_____	9.12	_____

Corn notes:

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

Soybean notes:

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

**Insecticide for soybean aphid, spider mite, or foliage-feeding caterpillars.

Drybean

Oil Sunflower

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	1980	_____	2440	_____
Market Price	0.27	_____	0.215	_____
MARKET REVENUE	534.60	_____	524.60	_____
DIRECT COSTS				
-Seed	82.50	_____	40.80	_____
-Herbicides	54.70*	_____	28.60	_____
-Fungicides	20.00**	_____	0.00*	_____
-Insecticides	0.00	_____	5.00**	_____
-Fertilizer	66.51	_____	88.68	_____
-Crop Insurance	15.00	_____	10.20	_____
-Fuel & Lubrication	18.04	_____	19.67	_____
-Repairs	28.42	_____	26.23	_____
-Drying	0.00	_____	9.76	_____
-Miscellaneous	20.00	_____	20.00	_____
-Operating Interest	10.68	_____	8.71	_____
	=====	=====	=====	=====
SUM OF LISTED DIRECT COSTS	315.85	_____	257.65	_____
INDIRECT (FIXED) COSTS				
-Misc. Overhead	11.31	_____	12.18	_____
-Machinery Depreciation	34.65	_____	35.88	_____
-Machinery Investment	17.67	_____	18.90	_____
-Land Charge	142.00	_____	142.00	_____
	=====	=====	=====	=====
SUM OF LISTED INDIRECT COSTS	205.63	_____	208.96	_____
SUM OF ALL LISTED COSTS	521.48	_____	466.61	_____
RETURN TO LABOR & MANAGEMENT	13.12	_____	57.99	_____
LISTED COSTS PER BUDGET UNIT	(lb) :	_____	(lb) :	_____
-Direct Costs	0.160	_____	0.106	_____
-Indirect Costs	0.104	_____	0.086	_____
-Total Costs	0.263	_____	0.191	_____

Drybean notes:

*Includes dessicant prior to straight cutting.

**Fungicide for white mold. A second treatment may be necessary. Fungicide for rust at \$4-\$12 plus application maybe necessary.

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."

Confectionery Sunflower

Oat

	Per Acre	Your Figures	Per Acre	Your Figures
Market Yield	1740	_____	100	_____
Market Price	0.287	_____	2.64	_____
MARKET REVENUE	499.38	_____	264.00	_____
DIRECT COSTS				
-Seed	60.00	_____	16.00	_____
-Herbicides	31.60	_____	6.20	_____
-Fungicides	0.00*	_____	0.00	_____
-Insecticides	10.00**	_____	0.00	_____
-Fertilizer	58.25	_____	96.74	_____
-Crop Insurance	15.00	_____	8.30	_____
-Fuel & Lubrication	18.42	_____	22.76	_____
-Repairs	25.50	_____	28.88	_____
-Drying	6.96	_____	0.00	_____
-Miscellaneous	30.00	_____	10.00	_____
-Operating Interest	8.95	_____	6.61	_____
	=====	=====	=====	=====
SUM OF LISTED DIRECT COSTS	264.68	_____	195.49	_____
INDIRECT (FIXED) COSTS				
-Misc. Overhead	11.72	_____	12.39	_____
-Machinery Depreciation	34.24	_____	36.29	_____
-Machinery Investment	18.22	_____	18.78	_____
-Land Charge	142.00	_____	142.00	_____
	=====	=====	=====	=====
SUM OF LISTED INDIRECT COSTS	206.18	_____	209.46	_____
SUM OF ALL LISTED COSTS	470.86	_____	404.95	_____
RETURN TO LABOR & MANAGEMENT	28.52	_____	(140.95)	_____
LISTED COSTS PER BUDGET UNIT	(lb) :	_____	(bu) :	_____
-Direct Costs	0.152	_____	1.95	_____
-Indirect Costs	0.118	_____	2.09	_____
-Total Costs	0.271	_____	4.05	_____

Confection Sunflower notes:

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

**Two sprayings for head feeding insects (red seed weevil, lygus bug and banded moths) at about \$5 per application. Each custom application cost of \$8 is under "Miscellaneous."

Winter Wheat

	Per Acre	Your Figures
Market Yield	69*	_____
Market Price	5.19	_____
MARKET REVENUE	358.11	_____
DIRECT COSTS		
-Seed	14.30	_____
-Herbicides	26.80	_____
-Fungicides	10.00	_____
-Insecticides	0.00	_____
-Fertilizer	131.18	_____
-Crop Insurance	4.70	_____
-Fuel & Lubrication	18.00	_____
-Repairs	25.28	_____
-Drying	0.00	_____
-Miscellaneous	10.00	_____
-Operating Interest	8.41	_____
	=====	=====
SUM OF LISTED DIRECT COSTS	248.67	_____
INDIRECT (FIXED) COSTS		
-Misc. Overhead	10.94	_____
-Machinery Depreciation	30.96	_____
-Machinery Investment	15.45	_____
-Land Charge	142.00	_____
	=====	=====
SUM OF LISTED INDIRECT COSTS	199.35	_____
SUM OF ALL LISTED COSTS	448.02	_____
RETURN TO LABOR & MANAGEMENT	(89.91)	_____
LISTED COSTS PER BUDGET UNIT	(bu) :	_____
-Direct Costs	3.60	_____
-Indirect Costs	2.89	_____
-Total Costs	6.49	_____

Winter Wheat notes:

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

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