

Name: **Farm Business Management-Projection for 2020 Valley**

2020 Futures 5.66 9.21 3.93

**2020 PROJECTED FARM CASH FLOW BY CROP/BEP**

<u>Projected Future Prices-Basis</u> <u>Based on historical values</u>	WHEAT	SOYBEANS	CORN	Non JV SugarBeet	Sunflowers	Barley	Edible Beans	Seed/Soy	Hay
	\$ (0.30)	\$ (0.90)	\$ (0.55)						
CROP INCOME	\$150/Acre	\$150/Acre	\$150/Acre	\$150/Acre	\$150/Acre	\$150/Acre	\$150/Acre	\$150/Acre	\$150/Acre
Acres	1	1	1	1	1	1	1	1	1
Yield Per Acre	65.00	43.00	170.00	28.50	22.50	85.00	18.50	39.00	3.00
Price Received per Bushel	\$ 5.36	\$ 8.31	\$ 3.38	\$ 44.00	\$ 18.00	\$ 3.50	\$ 22.00	\$ 11.20	\$ 125.00
Total Product Return per Acre	\$ 348.40	\$ 357.33	\$ 574.60	\$ 1,254.00	\$ 405.00	\$ 297.50	\$ 407.00	\$ 436.80	\$ 375.00
Gross Return per Acre	<b>\$ 348.40</b>	<b>\$ 357.33</b>	<b>\$ 574.60</b>	<b>\$ 1,254.00</b>	<b>\$ 405.00</b>	<b>\$ 297.50</b>	<b>\$ 407.00</b>	<b>\$ 436.80</b>	<b>\$ 375.00</b>

**DIRECT EXPENSES**

Seed	\$ 21.00	\$ 63.00	\$ 92.00	\$ 240.00	\$ 35.00	\$ 16.00	\$ 55.00	\$ 65.00	
Fertilizer	\$ 80.00	\$ 15.00	\$ 105.00	\$ 90.00	\$ 41.00	\$ 56.00	\$ 40.00	\$ 20.00	\$ 20.00
Crop Chemicals	\$ 33.00	\$ 34.00	\$ 25.00	\$ 100.00	\$ 40.00	\$ 30.00	\$ 62.00	\$ 38.00	\$ 5.00
Crop Insurance	\$ 15.00	\$ 20.00	\$ 19.00	\$ 35.00	\$ 14.00	\$ 18.00	\$ 23.00	\$ 19.00	\$ 3.00
Fuel and Oil	\$ 16.00	\$ 15.00	\$ 25.00	\$ 60.00	\$ 20.00	\$ 15.00	\$ 22.00	\$ 20.00	\$ 15.00
Repairs	\$ 25.00	\$ 25.00	\$ 40.00	\$ 100.00	\$ 26.00	\$ 21.00	\$ 33.00	\$ 33.00	\$ 43.00
Custom Hire/Lease	\$ 10.00	\$ 9.00	\$ 13.00	\$ 14.00	\$ 7.00	\$ 7.00	\$ 6.00	\$ 9.00	\$ 17.00
Land Rent/Costs	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00
Drying			\$ 15.00						
Miscellaneous	\$ 11.00	\$ 11.00	\$ 16.00	\$ 31.00	\$ 13.00	\$ 12.00	\$ 12.00	\$ 11.00	\$ 15.00
<b>TOTAL DIRECT EXPENSE</b>	<b>\$ 361.00</b>	<b>\$ 342.00</b>	<b>\$ 500.00</b>	<b>\$ 820.00</b>	<b>\$ 346.00</b>	<b>\$ 325.00</b>	<b>\$ 403.00</b>	<b>\$ 365.00</b>	<b>\$ 268.00</b>

**OVERHEAD EXPENSES**

	No L/M	No L/M	No L/M	No L/M	No L/M	No L/M	No L/M	No L/M	No L/M
Overhead Expenses	\$ 62.00	\$ 62.00	\$ 100.00	\$ 214.00	\$ 100.00	\$ 77.00	\$ 80.00	\$ 62.00	\$ 100.00
<b>TOTAL OVERHEAD EXPENSE</b>	<b>\$ 62.00</b>	<b>\$ 62.00</b>	<b>\$ 100.00</b>	<b>\$ 214.00</b>	<b>\$ 100.00</b>	<b>\$ 77.00</b>	<b>\$ 80.00</b>	<b>\$ 62.00</b>	<b>\$ 100.00</b>

<b>TOTAL EXPENSES/ACRE</b>	<b>\$ 423.00</b>	<b>\$ 404.00</b>	<b>\$ 600.00</b>	<b>\$ 1,034.00</b>	<b>\$ 446.00</b>	<b>\$ 402.00</b>	<b>\$ 483.00</b>	<b>\$ 427.00</b>	<b>\$ 368.00</b>
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<b>NET RETURN/ACRE</b>	<b>\$ (74.60)</b>	<b>\$ (46.67)</b>	<b>\$ (25.40)</b>	<b>\$ 220.00</b>	<b>\$ (41.00)</b>	<b>\$ (104.50)</b>	<b>\$ (76.00)</b>	<b>\$ 9.80</b>	<b>\$ 7.00</b>
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<b>Estimated Income</b>	\$ 348.40	\$ 357.33	\$ 574.60	\$ 1,254.00	\$ 405.00	\$ 297.50	\$ 407.00	\$ 436.80	\$ 375.00
<b>Estimated Expense</b>	\$ 423.00	\$ 404.00	\$ 600.00	\$ 1,034.00	\$ 446.00	\$ 402.00	\$ 483.00	\$ 427.00	\$ 368.00
<b>Profit Per Acre</b>	\$ (74.60)	\$ (46.67)	\$ (25.40)	\$ 220.00	\$ (41.00)	\$ (104.50)	\$ (76.00)	\$ 9.80	\$ 7.00
<b>Profit Margin</b>	-17.64%	-11.55%	-4.23%	21.28%	-9.19%	-26.00%	-15.73%	2.30%	1.90%

<b>BEP</b>	<b>\$ 6.51</b>	<b>\$ 9.40</b>	<b>\$ 3.53</b>	<b>\$ 36.28</b>	<b>\$ 19.82</b>	<b>\$ 4.73</b>	<b>\$ 26.11</b>	<b>\$ 10.95</b>	<b>\$ 122.67</b>
L/M & NR \$50/A	\$ 7.28	\$ 10.56	\$ 3.82	\$ 38.04	\$ 22.04	\$ 5.32	\$ 28.81	\$ 12.23	\$ 139.33
L/M & NR \$100/A	\$ 8.05	\$ 11.72	\$ 4.12	\$ 39.79	\$ 24.27	\$ 5.91	\$ 31.51	\$ 13.51	\$ 156.00
L/M & NR \$150/A	\$ 8.82	\$ 12.88	\$ 4.41	\$ 41.54	\$ 26.49	\$ 6.49	\$ 34.22	\$ 14.79	\$ 172.67
L/M & NR \$200/A	\$ 9.58	\$ 14.05	\$ 4.71	\$ 43.30	\$ 28.71	\$ 7.08	\$ 36.92	\$ 16.08	\$ 189.33

Developed by Randy Zimmerman, NCTC Ulen-Mahnomen  
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