

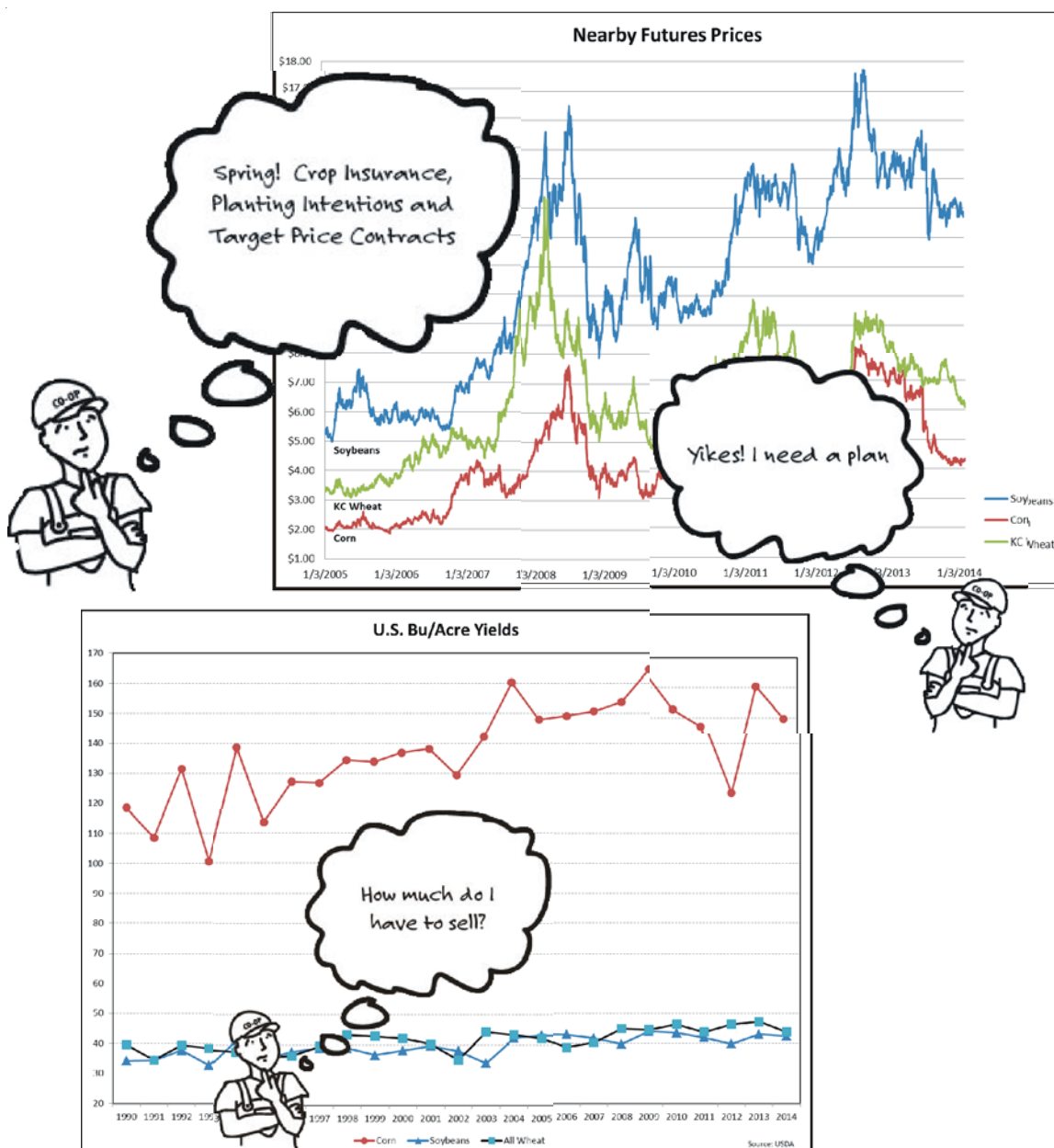
# Farmer's Corner



March/April 2014

Number 2

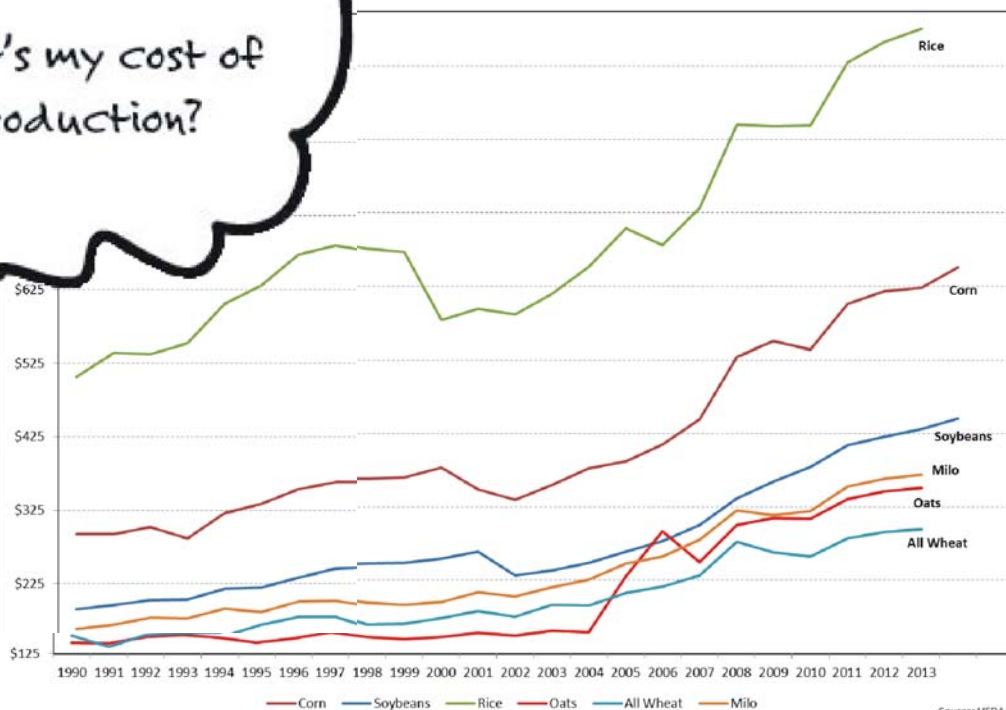
## Planning Season





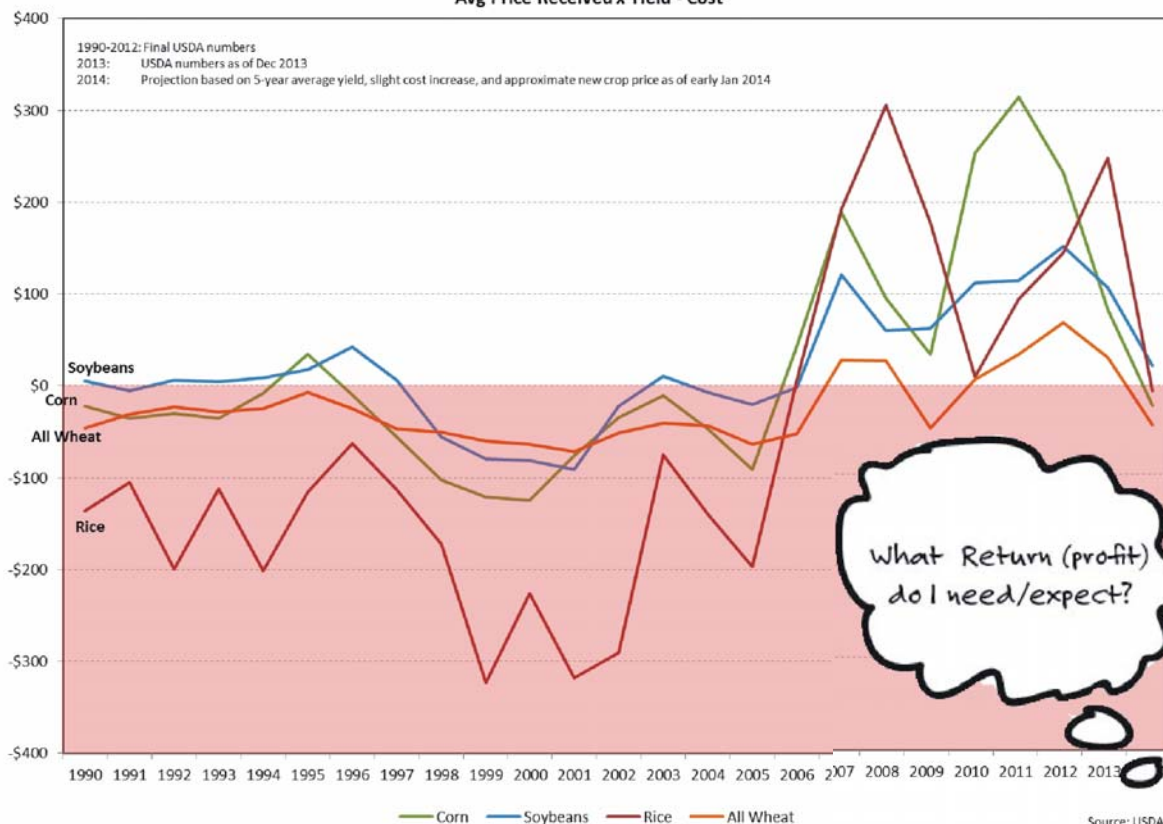
What's my cost of production?

### U.S. Cost of Production



### U.S. Farm Returns

Avg Price Received x Yield - Cost



What Return (profit) do I need/expect?



## What is the Current Profit Picture?

### WHEAT

Your Cost	\$305.00
Your Yield	45

		1 Acres		\$6.00 per bushel						
		COST PER ACRE								
		\$200	\$225	\$250	\$275	\$300	\$325	\$350	\$375	
YIELD	30	(\$20)	(\$45)	(\$70)	(\$95)	(\$120)	(\$145)	(\$170)	(\$195)	
	35	\$10	(\$15)	(\$40)	(\$65)	(\$90)	(\$115)	(\$140)	(\$165)	
	40	\$40	\$15	(\$10)	(\$35)	(\$60)	(\$85)	(\$110)	(\$135)	
	45	\$70	\$45	\$20	(\$5)	(\$30)	(\$55)	(\$80)	(\$105)	
	50	\$100	\$75	\$50	\$25	\$0	(\$25)	(\$50)	(\$75)	
	55	\$130	\$105	\$80	\$55	\$30	\$5	(\$20)	(\$45)	
	60	\$160	\$135	\$110	\$85	\$60	\$35	\$10	(\$15)	
	65	\$190	\$165	\$140	\$115	\$90	\$65	\$40	\$15	
	70	\$220	\$195	\$170	\$145	\$120	\$95	\$70	\$45	
	75	\$250	\$225	\$200	\$175	\$150	\$125	\$100	\$75	
	80	\$280	\$255	\$230	\$205	\$180	\$155	\$130	\$105	

What Target price  
do I need?



## What Is The Current Profit Picture?

### CORN

Your Cost	\$650.00
Your Yield	160

		1 Acres	\$4.20 per bushel															
		COST PER ACRE																
		\$550	\$560	\$570	\$580	\$590	\$600	\$610	\$620	\$630	\$640	\$650	\$660	\$670	\$680	\$690	\$700	
YIELD	100	(\$130)	(\$140)	(\$150)	(\$160)	(\$170)	(\$180)	(\$190)	(\$200)	(\$210)	(\$220)	(\$230)	(\$240)	(\$250)	(\$260)	(\$270)	(\$280)	
	105	(\$109)	(\$119)	(\$129)	(\$139)	(\$149)	(\$159)	(\$169)	(\$179)	(\$189)	(\$199)	(\$209)	(\$219)	(\$229)	(\$239)	(\$249)	(\$259)	
	110	(\$88)	(\$98)	(\$108)	(\$118)	(\$128)	(\$138)	(\$148)	(\$158)	(\$168)	(\$178)	(\$188)	(\$198)	(\$208)	(\$218)	(\$228)	(\$238)	
	115	(\$67)	(\$77)	(\$87)	(\$97)	(\$107)	(\$117)	(\$127)	(\$137)	(\$147)	(\$157)	(\$167)	(\$177)	(\$187)	(\$197)	(\$207)	(\$217)	
	120	(\$46)	(\$56)	(\$66)	(\$76)	(\$86)	(\$96)	(\$106)	(\$116)	(\$126)	(\$136)	(\$146)	(\$156)	(\$166)	(\$176)	(\$186)	(\$196)	
	125	(\$25)	(\$35)	(\$45)	(\$55)	(\$65)	(\$75)	(\$85)	(\$95)	(\$105)	(\$115)	(\$125)	(\$135)	(\$145)	(\$155)	(\$165)	(\$175)	
	130	(\$4)	(\$14)	(\$24)	(\$34)	(\$44)	(\$54)	(\$64)	(\$74)	(\$84)	(\$94)	(\$104)	(\$114)	(\$124)	(\$134)	(\$144)	(\$154)	
	135	\$17	\$7	(\$3)	(\$13)	(\$23)	(\$33)	(\$43)	(\$53)	(\$63)	(\$73)	(\$83)	(\$93)	(\$103)	(\$113)	(\$123)	(\$133)	
	140	\$38	\$28	\$18	\$8	(\$2)	(\$12)	(\$22)	(\$32)	(\$42)	(\$52)	(\$62)	(\$72)	(\$82)	(\$92)	(\$102)	(\$112)	
	145	\$59	\$49	\$39	\$29	\$19	\$9	(\$1)	(\$11)	(\$21)	(\$31)	(\$41)	(\$51)	(\$61)	(\$71)	(\$81)	(\$91)	
PRICE	150	\$80	\$70	\$60	\$50	\$40	\$30	\$20	\$10	\$0	(\$10)	(\$20)	(\$30)	(\$40)	(\$50)	(\$60)	(\$70)	
	155	\$101	\$91	\$81	\$71	\$61	\$51	\$41	\$31	\$21	\$11	\$1	(\$9)	(\$19)	(\$29)	(\$39)	(\$49)	
	160	\$122	\$112	\$102	\$92	\$82	\$72	\$62	\$52	\$42	\$32	\$22	\$12	\$2	(\$8)	(\$18)	(\$28)	
	165	\$143	\$133	\$123	\$113	\$103	\$93	\$83	\$73	\$63	\$53	\$43	\$33	\$23	\$13	\$3	(\$7)	
	170	\$164	\$154	\$144	\$134	\$124	\$114	\$104	\$94	\$84	\$74	\$64	\$54	\$44	\$34	\$24	\$14	
	175	\$185	\$175	\$165	\$155	\$145	\$135	\$125	\$115	\$105	\$95	\$85	\$75	\$65	\$55	\$45	\$35	
	180	\$206	\$196	\$186	\$176	\$166	\$156	\$146	\$136	\$126	\$116	\$106	\$96	\$86	\$76	\$66	\$56	
	185	\$227	\$217	\$207	\$197	\$187	\$177	\$167	\$157	\$147	\$137	\$127	\$117	\$107	\$97	\$87	\$77	
	190	\$248	\$238	\$228	\$218	\$208	\$198	\$188	\$178	\$168	\$158	\$148	\$138	\$128	\$118	\$108	\$98	
	195	\$269	\$259	\$249	\$239	\$229	\$219	\$209	\$199	\$189	\$179	\$169	\$159	\$149	\$139	\$129	\$119	
200		\$290	\$280	\$270	\$260	\$250	\$240	\$230	\$220	\$210	\$200	\$190	\$180	\$170	\$160	\$150	\$140	
205		\$311	\$301	\$291	\$281	\$271	\$261	\$251	\$241	\$231	\$221	\$211	\$201	\$191	\$181	\$171	\$161	

## What is the Current Profit Picture?

### SOYBEANS

Your Cost	\$445.00
Your Yield	45

		1 Acres	\$11.00 per bushel											
YIELD		COST PER ACRE												
		\$350	\$360	\$370	\$380	\$390	\$400	\$410	\$420	\$430	\$440	\$450	\$460	
EFFECTIVE DATES	20	(\$130)	(\$140)	(\$150)	(\$160)	(\$170)	(\$180)	(\$190)	(\$200)	(\$210)	(\$220)	(\$230)	(\$240)	
	25	(\$75)	(\$85)	(\$95)	(\$105)	(\$115)	(\$125)	(\$135)	(\$145)	(\$155)	(\$165)	(\$175)	(\$185)	
	30	(\$20)	(\$30)	(\$40)	(\$50)	(\$60)	(\$70)	(\$80)	(\$90)	(\$100)	(\$110)	(\$120)	(\$130)	
	35	\$35	\$25	\$15	\$5	(\$5)	(\$15)	(\$25)	(\$35)	(\$45)	(\$55)	(\$65)	(\$75)	
PRICE PER BUSHEL	40	\$90	\$80	\$70	\$60	\$50	\$40	\$30	\$20	\$10	\$0	(\$10)	(\$20)	
	45	\$145	\$135	\$125	\$115	\$105	\$95	\$85	\$75	\$65	\$55	\$45	\$35	
	50	\$200	\$190	\$180	\$170	\$160	\$150	\$140	\$130	\$120	\$110	\$100	\$90	
	55	\$255	\$245	\$235	\$225	\$215	\$205	\$195	\$185	\$175	\$165	\$155	\$145	
PRICE PER BUSHEL	60	\$310	\$300	\$290	\$280	\$270	\$260	\$250	\$240	\$230	\$220	\$210	\$200	
	65	\$365	\$355	\$345	\$335	\$325	\$315	\$305	\$295	\$285	\$275	\$265	\$255	



## National Farm Survey

- On Average, most corn growers like to have 50% of their Avg. yield priced before harvest.
- Producers typically price 20% of their expected production 6 months or more before harvest.
- Most growers plan to sell another 15-20% of their crop by early July, when weather for pollination is known.

### TARGET CONTRACT

I, \_\_\_\_\_ offer to sell  
 \_\_\_\_\_ the following:  
 \_\_\_\_\_ bushels of \_\_\_\_\_ at a price of \$ \_\_\_\_\_ /  
 per bushel.

DELIVERED TO: \_\_\_\_\_

DELIVERY PERIOD: \_\_\_\_\_

☐ This offer is good until cancelled by producer.

\_\_\_\_\_  
 (Producer) Date \_\_\_\_\_

\_\_\_\_\_  
 (Elevator) Date \_\_\_\_\_



**At the elevator, we can provide you with the  
 tools you need to build your marketing plan.**

**Stop by or call us today!**