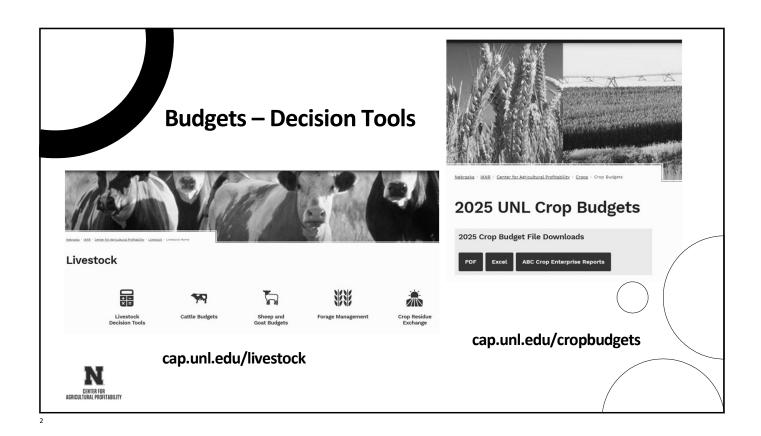
## The ABC's of Enterprise Budgeting



Presented by: Glennis McClure, Extension Educator – Farm & Ranch Management Analyst gmcclure3@unl.edu (402) 472-0661





## **Nebraska Crop Budgets**



#### 83 UNL Crop Budgets Representing 15 crops

cap.unl.edu/cropbudgets cropwatch.unl.edu

An irrigated popcorn budget was added for 2025, Budget #42.

All crop budgets are added to the Ag Budget Calculator (ABC) program for download and use.



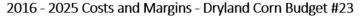
#### Crop Cost of Production Estimates for Corn, Soybeans, Wheat

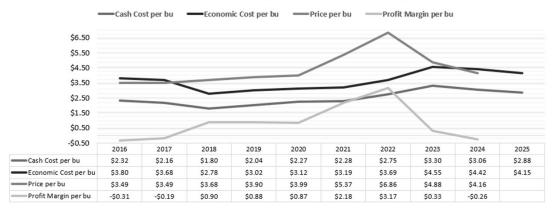
Nebraska Budgets 2024 - 2025

	Hebius	ka Daagets 20	ET - EUES				
Crop	Average Yield Est.	Cash Cost /bu	Economic Cost/bu	Cash Cost/bu	Economic Cost/bu	NFBI 2023 Actual	
		2024	2024	2025	2025	2023 year end	
Dryland Corn	150 bu	\$3.07	\$4.77	\$2.97	\$4.55	\$5.68	111
Irrigated Corn	239 bu	\$3.12	\$4.58	\$3.05	\$4.45	\$4.02	234
Dryland Soybeans	47 bu	\$6.97	\$10.93	\$6.58	\$10.42	\$12.11	35
Irrigated Soybeans	73 bu	\$6.46	\$11.03	\$6.55	\$11.21	\$11.77	66
Dryland Wheat	62 bu	\$4.32	\$6.00	\$3.83	\$5.05		
Irrigated Wheat	98 bu	\$4.87	\$6.68	\$4.40	\$6.14		

From FINBIN - Yield owned ground /acre

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YEARS

Nebraska Corn Budget #23 no till after Soybeans, 145 bu expected yield

Economic cost is total cash costs plus opportunity cost and depreciation. Profit margin per bushel figured from total economic costs.

Price per bushel is crop insurance harvest price guarantee for the crop year (basis not included). Source: https://www.rainhail.com/d/ps/tools/historicalPrices/

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For Producers, Farm Managers, Students, Bankers, and Ag Industry

www.agbudget.unl.edu www.cap.unl.edu/abc



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# ABC Program – What is it about?



Integrated Nebraska Enterprise Budgets

Download and modify university budgets in the program, customizable by farm, field, or livestock.



Calculate Cash & Economic Cost of Production

Determine per-unit, peracre (or head), or total costs. Add estimated revenue to project enterprise net returns.



Custom Budgets and Reports

Utilize breakeven and risk modules, enterprise comparisons, and more, along with projected profit and loss reports.



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## **Decision Making Analysis**

### **▼** Analysis

Breakeven Analysis

Crop Comparison Breakeven

Input Price Sensitivity

Risk Analysis

Sensitivity Chart



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 $Source: \ \underline{cap.unl.edu/finance/11-key-management-questions-or-decisions-can-be-made-easier-using-agricultural-budget}$ 

## **Current Numbers / Impact**

"I found the tool (ABC) to be very useful. I developed crop budgets on it and used the budgets as my baseline to make future income projections from. I used that (information) to buy 450 acres of farmland last week!"

A Northeast Nebraska Producer

It was incredibly useful in comparing crop performance in each field as well as comparing options when determining how to handle drown out and insurance claim scenarios. I've used it to project our farm's 2025 performance using standard projection numbers for report creation to aid in setting up an operating line of credit and to apply for financing for land purchases.

An Out of State Producer

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#### **Program Accounts & Budgets**

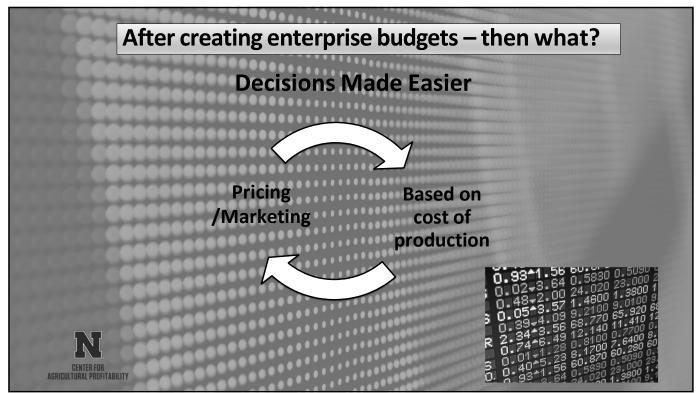
Over 1,750 current ABC user accounts. 3,854 crop enterprise budgets in the system.

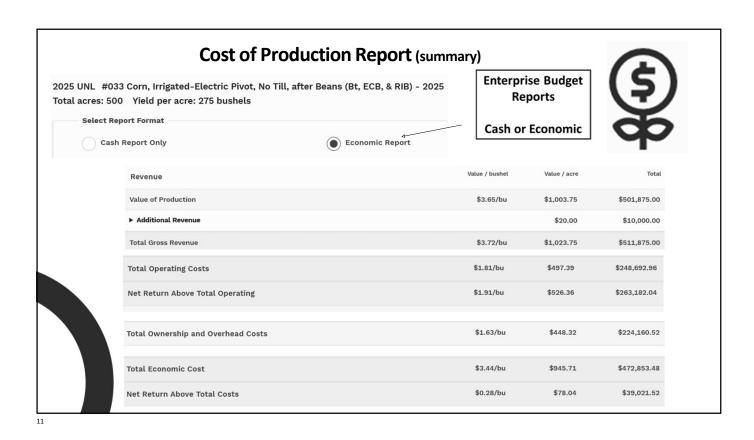
#### Workshops

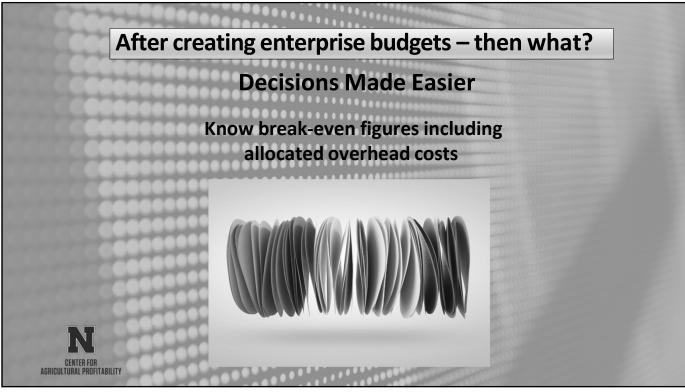
From 2021 to 2024, 148 workshops and presentations on ABC and Cost of Production were provided to over 1,400 participants.

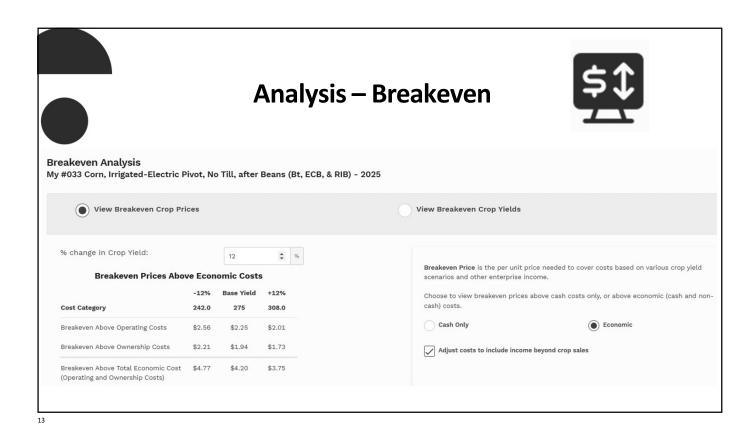
#### **Evaluation**

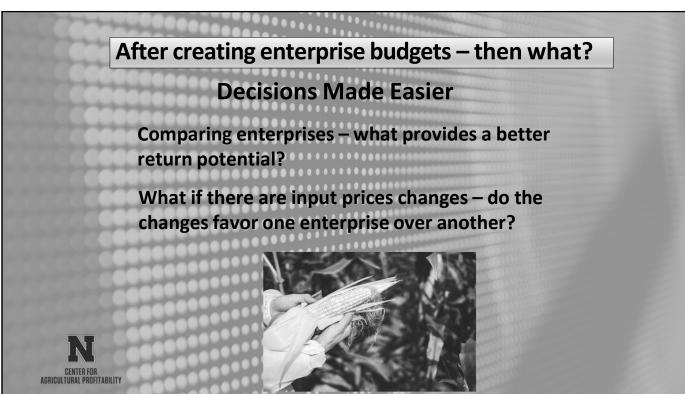
90% of workshop participants and users rate the program high with at least 75 -80% of participants indicating that their knowledge of enterprise budgeting has improved.



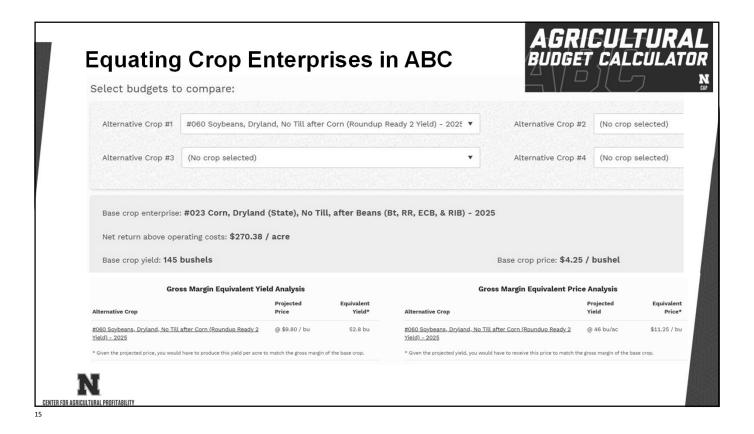








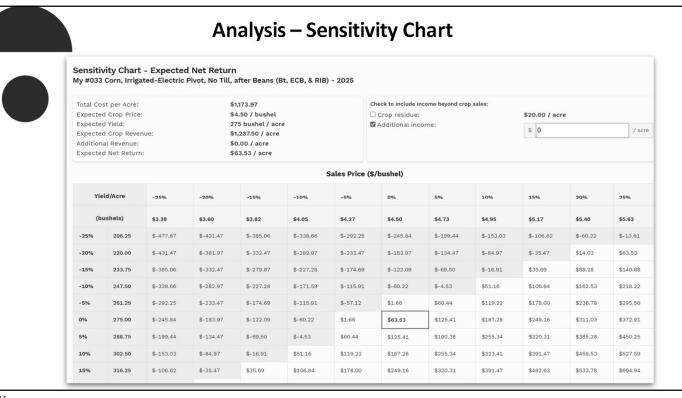
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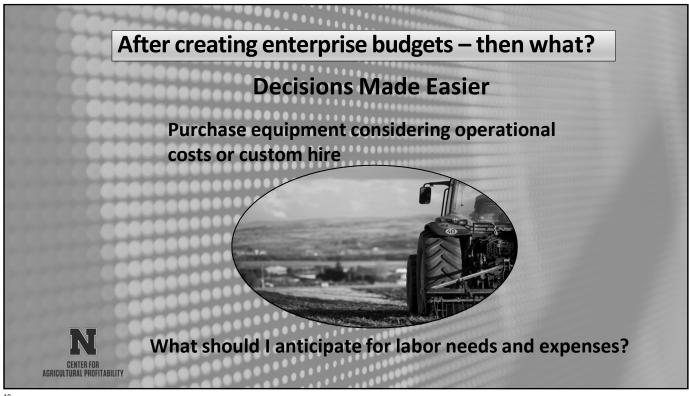


After creating enterprise budgets – then what?

Decisions Made Easier

How sensitive are my projected returns to projected yield or price changes?





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Field Operation Costs / Acre

Field Operation	Labor	Fuel	Repairs	Deprec.	Opp.	Total / acre
Spring Burndown Spray	Labor	Fuel	Repairs	Deprec.	Opp.	Total / acre
UNL Medium Tractor >80 hp	0.82	0.70	0.51	0.54	0.18	
UNL Boom Sprayer			0.80	0.85	0.44	
* ************************************	\$0.82	\$0.70	\$1.31	\$1.39	\$0.62	\$4.83
No-Till Drill	Labor	Fuel	Repairs	Deprec.	Opp.	Total / acre
UNL Large Tractor >150 hp	2.48	2.93	0.52	12.81	2.54	
UNL Drill - Grain			1.57	3.28	1.00	
	\$2.48	\$2.93	\$2.09	\$16.09	\$3.54	\$27.13
Spray Herbicide	Labor	Fuel	Repairs	Deprec.	Opp.	Total / acre
UNL Medium Tractor >80 hp	0.82	0.70	0.51	0.54	0.18	
UNL Boom Sprayer			0.80	0.85	0.44	
	\$0.82	\$0.70	\$1.31	\$1.39	\$0.62	\$4.83
Combine Irr SB	Labor	Fuel	Repairs	Deprec.	Opp.	Total / acre
UNL Combine 2	2.48	2.93	4.22	18.75	3.91	
UNL Combine Header - Rigid Frame Hydraflex			0.78	5.60	1.60	
	\$2.48	\$2.93	\$5.00	\$24.35	\$5.50	\$40.26
UNL Pivot D 125' Lift	Labor	Fuel	Repairs	Deprec.	Opp.	Total / acre
System	4.40		3.85	21.54	11.54	
Pump			3.08	3.08	0.92	
Power Unit		35.89	1.54	1.54	0.35	
Well			0.77	1.03	0.46	
	\$4.40	\$35.89	\$9.23	\$27.18	\$13.27	\$91.51
Operations Totals:	\$10.98	\$43.16	\$18.93	\$70.41	\$23.55	\$168.56

Machine costs shown in this report do not include taxes, housing, insurance or licensing costs. 'THILM' expenses may be entered in detail for your own enterprises as cash overhead costs and summarized in 'Ownership and Overhead' costs.

**▼** More Reports **Field Operations Report** Materials & Services Report



**Power Units Implements** Materials

#### Labor Table (Pay)

Name	Category	Salary/Wage	Taxes/Hr	Cash Benefits	Non-cash Benefits	Total Cost/Hour*
UNL Labor -\$25/hr	Owner	\$25.00 hourly	\$0.00	\$0.00	\$0.00	\$25.001
UNL Labor -\$27/hr	Owner	\$27.00 hourly	\$0.00	\$0.00	\$0.00	\$27.001
Steve - owner /operator	Owner	\$50,000.00 salary	\$3,825.00	\$0.00	\$0.00	\$28.572

\* - Hourly cost for salaried workers is determined using 'Estimated Labor Hours'

1 - Indicates a paid laborer as a cash expense

2 - Indicates an unpaid laborer as an ownership expense

#### Labor Table (Hours)

Name	Cost/Hour*	Est. Annual Hours	Calc. Annual Hours	Calc. Annual Cost
UNL Labor -\$25/hr	\$25.00	2,000	128.7	\$3,217.93
UNL Labor -\$27/hr	\$27.00	2,000	52.9	\$1,428.55
Steve - owner /operator	\$28.57	1,750	18.3	\$522.37
			Annual Labor Total:	\$5,168.85

Risk Yield / Acre: 185 bu Risk Price / Bushel: \$3.45

Insurance Premium / Acre: \$5.00 Insurance Indemnity / Acre: \$261.41

	Projected Disaster Outcomes		Original Projections	
	Per Acre	Total	Per Acre	Total
Total Gross Revenue	\$919.66	\$459,830.00	\$968.75	\$484,375.00
Total Operating Costs	\$495.69	\$247,842.96	\$497.39	\$248,692.96
Net Return Above Total Operating	\$423.97	\$211,987.04	\$471.36	\$235,682.04
Total Economic Costs	\$944.01	\$472,003.48	\$945.71	\$472,853.48
Net Return Above Total Costs	\$-24.35	\$-12,173.48	\$23.04	\$11,521.52

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Please note: In addition to crop insurance premiums entered in this disaster budget, there may be other changes to costs associated with a disaster event which are not accounted f here, e.g. harvest and hauling costs.

## **Decisions Made Easier**

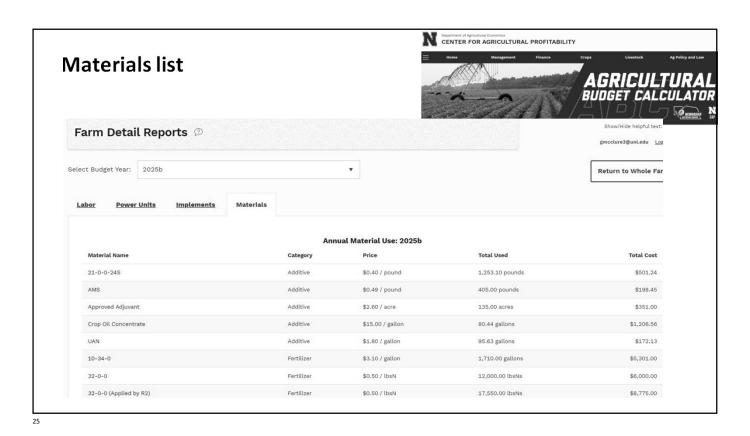
Creating a list of inputs and cash needs for the production season

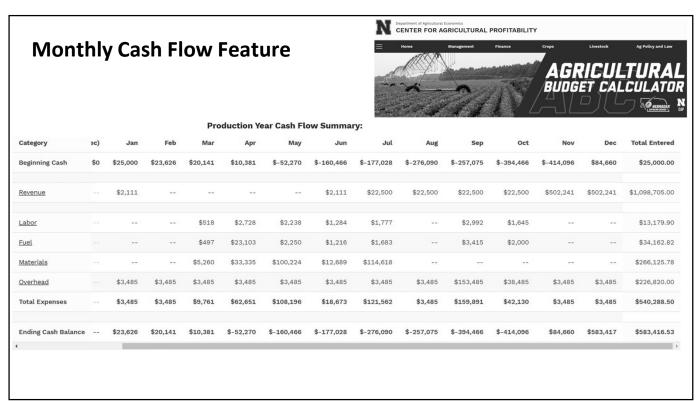
How does the ABC program help with creating a cash flow statement?

**Projecting overall profit & loss** 

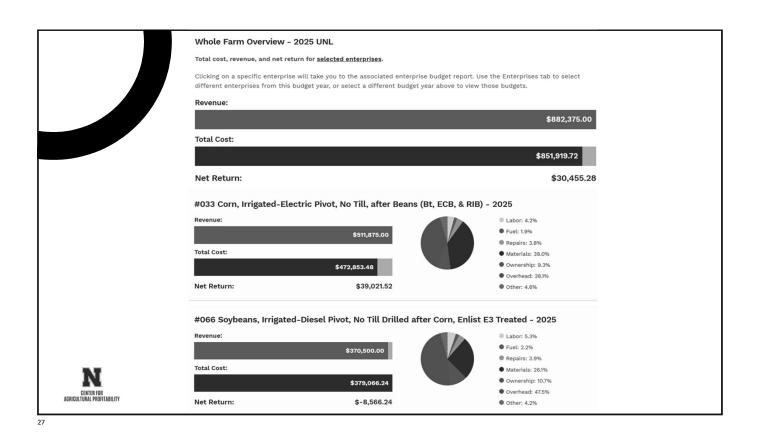


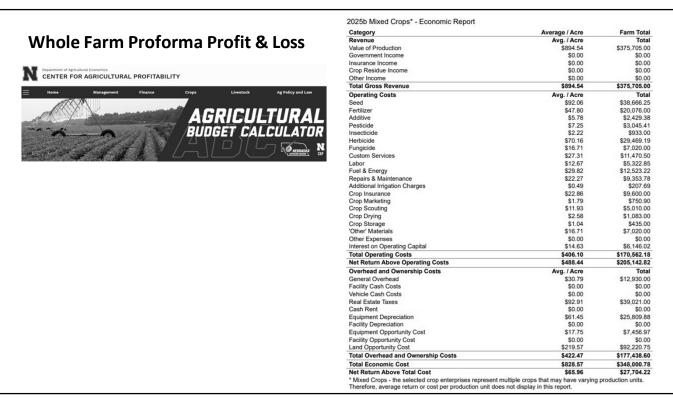
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## **Livestock Enterprise Budget - Backgrounding**

2025 Jan - Mar Background 137 calves (from 300 cow herd)

Nonbreeding enterprise - Economic budget Category



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Revenue	Herd Total	Per Head
► Animal Sales	\$258,117.50	\$1,884.07
► Animal Transfers Out (non-cash)	\$0.00	\$0.00
► Additional Revenue	\$0.00	\$0.00
Total Gross Revenue	\$258,117.50	\$1,884.07
Animal Purchases / Transfers In	Herd Total	Per Head
► Animal Purchases	\$0.00	\$0.00
► Animal Transfers In (non-cash)	\$224,538.75	\$1,638.97
Total Animal Purchases / Transfers In	\$224,538.75	\$1,638.97
Net Return Above Animal Purchases / Transfers	\$33,578.75	\$245.10
Operating Costs	Herd Total	Per Head
► Feed	\$14,369.91	\$104.89
► Veterinary and Health	\$2,740.00	\$20.00
► Labor	\$6,000.00	\$43.80
► Fuel and Energy	\$400.00	\$2.92
► Repairs and Maintenance	\$1,600.00	\$11.68
► Other Materials	\$1,370.00	\$10.00
► Custom Services	\$0.00	\$0.00
► Marketing	\$10,324.70	\$75.36
Operating Costs Subtotal	\$36,804.61	\$268.65
Interest on Operating Capital	\$529.60	\$3.87
Total Operating and Animal Costs	\$261,872.96	\$1,911.48
Net Return Above Operating and Animal Costs	\$-3,755.46	\$-27.41
Ownership and Overhead Costs	Herd Total	Per Head
General Overhead	\$1200.00	\$8.76
Facility Cash Costs	\$0.00	\$0.00
Ranch Vehicle Cash Costs	\$0.00	\$0.00
Equipment Depreciation	\$3,000.00	\$21.90
Facility Depreciation	\$0.00	\$0.00
Equipment Opportunity Cost	\$0.00	\$0.00
Facility Opportunity Cost	\$0.00	\$0.00
► Animal Opportunity Cost	\$6,736.16	\$49.17
Total Ownership Costs	\$9,736.16	\$71.07
Total Economic Cost	\$272,809.12	\$1,991.31
Net Return Above Total Costs	\$-14,691.62	\$-107.24

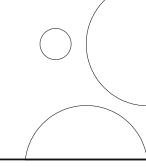




### Specialty Crop Module in ABC - Under Development







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 $Source: \underline{cap.unl.edu/finance/11-key-management-questions-or-decisions-can-be-made-easier-using-agricultural-budget}\\$ 

The ABC program and materials are based upon work supported by USDA/NIFA under Award Number 2018-70027-28586, 2021-70027-34694 and 2023-70027-40444.









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