Scenario Analysis With CropZilla

ULTRAMAX

Brian Watkins, Founder <u>CropZilla</u> Software



AUGUST 22-23, MOLINE, ILLINOIS



Cropzilla Scenario Analysis

- Strategic Posture
- Software Deeper Dive
 - Data Input
 - Reports
- Scenario Analysis







Strategic Posture

- 1. Profit is the Key
- 2. High Yield is a Cost Control Strategy
- 3. Manage Margins
- 4. Do not Eliminate Investment Budget
 - 1. Cost Benefit



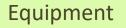


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Speed x width, fill time, machine capacity, market value



Labor & Inputs

Job qualifications, hours per day, seed varieties, chemicals, fertilizer

Fields

Location, size, field efficiency, harvest destination



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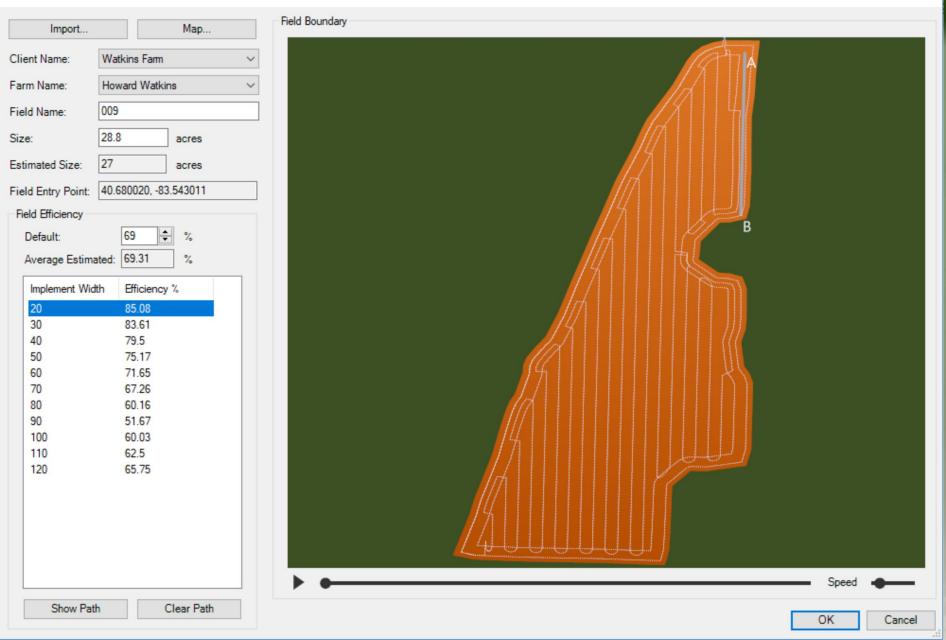
Field Plans

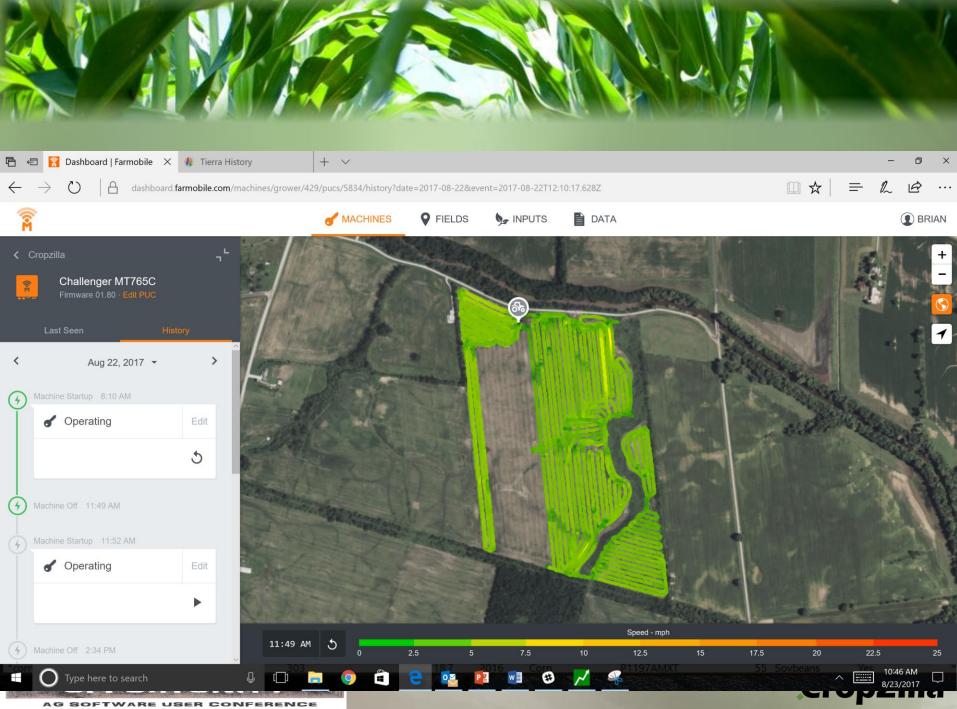
Field passes, harvest moisture, projected yield, travel times, tender labor, crop mix, etc





Edit Field





MOLINE, ILLINOIS AUGUST 22 23Edit Field Plan

Field/Calendar Year: 191 2016 Yearly Data Show all fields Show all fields Crop Yield Template Name: *com - 19 2015: None Actual: 0 Harvest Moisture: 0 * % Acres: 146.3 2016: Com Goal: 162.4 bu/acre Harvest Moisture: 15 * % Input Lat/Long: 40.632101,-83.631682 V Goal: 60 bu/acre Harvest Moisture: 13 * %	Nutrient Data in Ibs per Acre Applied Removed Applied N: 108.808 178.3807 P: 56.84 111.176 K: 40.6 86.28 Exclude this Field Plan from reports	_
New Field Pass Over Delay ▲ Move Up ▲ Move Down ▲ Remove Collapse All Expand All ▲ Field Pass 1 Crop Year: 2016 ∨ Percent of Field Pass accumulated to selected Crop Year: 100 Image: Collapse All	Add to Field Pa	.ss
Dry Fert Strip - Tractor: 775E Applicator: JD Air Cart <u>Dry Fertilizer Blend:</u> Fertilizer: 11-52-0 Pounds per Acre: 150 Fertilizer: 0-0-60 Pounds per Acre: 50 Fertilizer: Urea Pounds per Acre: 160 Fertilizer: zinc: Tender: Dry Fert Trailer	Cutting beans	
Field Pass 2 Crop Year: 2016 Percent of Field Pass accumulated to selected Crop Year: 100 Portion of field covered: 100	Cutting soybeans 2 Combine wheat 14 Claas	
Planting Corn after Strip - Tractor: 765C Planter: JD 2012 24 Row Seed Type: 5073 Seeds per Acre: 34000 Liquid Hopper Contents: None Tender: Seed Tender Powell Field Pass 3 Crop Year: 2016 Percent of Field Pass accumulated to selected Crop Year: 100 Portion of field covered: 100 % Spray Corn Pre-Emerge Applicator: Hagie Liquid Hopper Contents: Tank Mix Recipe: 2016 corn conv. pre w/RU Carrier:Water Gallons per Acre: 7 Tender: Spray Lowboy	Grain Cart Soybean Cart Corn Cart Grain Hauling Volvo/Wilson 05Freightliner/Wilson NoBugShield/Timpte BugShield/HiSide Planting Planting Corn after Strip	
▲ Field Pass 4 Crop Year: 2016 ∨ Percent of Field Pass accumulated to selected Crop Year: 100 ♀ Portion of field covered: 100 % ∨ Late sidedress corn Applicator: Hagie Liquid Hopper Contents: Fertilizer: 28% UAN Gallons per Acre: 27.2	V Corn Plant Conv Till	~
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Watkins Farm

9800 TR 179 Kenton, Ohio 43326 419-673-9424

Monday, January 4, 2016

Operations Summ	arv bv Cr	go		C	lient: Watk	ins Farm	Number of Fields: 93
Operation Name	Total Acres	Total Hours	Equip/Acre	Labor/Acre	Fuel/Acre	Total/Acr	2
Combine wheat 14 Claas	282.3	24.4	\$20.02	\$2.39	\$2.17	\$24.5).
Cutting beans	3,303.0	276.8	\$19.51	\$2.32	\$2.08	\$23.93	l.
Shelling Corn	3,623.8	323.0	\$21.66	\$2.47	\$2.23	\$26.36	<u>.</u>
Custom Dry Fert	422.4	0.0	\$0.00	\$0.00	\$0.00	\$5.00).
Corn Cart	3,623.8	323.0	\$13.53	\$2.44	\$1.13	\$17.10).
Soybean Cart	3,488.9	290.7	\$11.22	\$2.28	\$1.07	\$14.5	7.
05Freightliner/Wilson	3,906.1	347.4	<mark>\$1.5</mark> 2	\$2.44	\$0.28	\$4.24	1.
BugShield/Timpte	3,549.5	302.2	\$0.93	\$2.33	\$0.28	\$3.5	-).
NoBugShield/HiSide	3,303.0	276.8	\$0.80	\$2.30	\$0.22	\$3.3	l.
Volvo/Wilson	3,906.1	347.4	\$1.57	\$2.44	\$0.28	\$4.28	3.
Planting Corn after Strip	3,623.8	173.9	\$11.32	\$1.60	\$0.86	\$13.78	3.
No-till Soybeans	3,303.0	139.8	\$18.06	\$1.45	\$1.03	\$20.5	- D.
JD 1560 Drill Cover Crops	282.3	26.1	\$15.91	\$2.54	\$0.98	\$19.42	2.
Late sidedress corn	3,395.6	68.9	\$2.73	\$1.12	\$0.34	\$4.20).
Spray Bean Burndown	568.7	13.7	\$3.27	\$1.21	\$0.39	\$4.8	7.
Spray Bean Burndown Rye	2,653.1	36.1	\$1.74	\$0.74	\$0.20	\$2.68	3.
Spray Bean First Post	3,303.0	50.1	<mark>\$1.83</mark>	\$0.71	\$ 0.21	\$2.7	-
Spray Bean Fungicide/Other	845.5	17.0	\$2.88	\$1.12	\$0.39	\$4.38	3.
Spray Bean Second Post	3,282.6	51.1	\$2.00	\$0.44	\$0.23	\$2.6	7.
Spray Corn Pre-Emerge	3,623.8	48.2	\$1.71	\$0.60	\$0.19	\$2.5	I.
Spraving Corn Post	1,973.0	30.2	\$1.97	\$0.76	<mark>\$</mark> 0.23	\$2.96	ō.

ropZilla > Reports > Field Plan Summa	iry					Bas	seline 穼 🇳	- 8
Add 🔿 Edit 🗙 Delete 📄 Copy 🔯 Print	t Preview				Crop Ye	ear: 2016 Farm: V	NFS Field: 007	Crop: Soyb
py Year: 2016 V Client: (All Clients)	 Farms: WFS 	~	Fields: 007	~				
	Covered Acres	Qty per Acre	Total Qty	Price	\$ per Unit	\$/Field Acre	Total \$	
Cost of Goods						¢104.00	¢C_F2F_10	
+ Crop Inputs						\$104.23	\$6,535.18	
Gross Margin						\$414.73	\$26,003.62	
Expenses								
- Operations								
Spreading Fertilizer/cover crops	62.7					\$4.33	\$271.67	
mcfarlane	62.7					\$7.92	\$496.40	
Spray Bean Burndown Rye	62.7					\$2.70	\$169.33	
No-till Soybeans	62.7					\$17.79	\$1,115.73	
Spray Bean First Post	62.7					\$2.63	\$165.01	
Spray Bean Second Post	62.7					\$2.65	\$166.01	
Cutting beans	62.7					\$21.46	\$1,345.48	
NoBugShield/Timpte	62.7					\$2.23	\$140.03	
BugShield/HiSide	62.7					\$2.27	\$142.18	
Soybean Cart	62.7					\$13.60	\$852.45	
Total Equipment and Labor Cost	62.7					\$77.58	\$4,864.29	
+ Drying and Storage Bins					\$0.16	\$7.86	\$492.65	
Total Expenses						\$85.44	\$5,356.94	



CropZilla



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Machine	Depr	Capital	Repairs	Insurance	Fuel	Labor	Total/covered acre	Total/field acre	Total	
Seed Tender	\$0.0804	\$0.0708	\$0.0076	\$0.0040	\$0.00	\$0.00	\$0.16	\$0.16	\$10.21	
2000 Chevy K3500	\$0.0021	\$0.0017	\$0.0030	\$0.0001	\$0.00	\$0.24	\$0.26	\$0.26	\$16.12	
JD 8360RT	\$2.3429	\$0.8051	\$0.1394	\$0.0352	\$0.92	\$0.98	\$5.23	\$5.23	\$327.99	
Kinze Twin Row	\$6.0120	\$5.4036	\$0.4917	\$0.2364	\$0.00	\$0.00	\$12.14	\$12.14	\$761.41	
Total	\$8.4374	\$6.2812	\$0.6417	\$0.2757	\$0.92	\$1.23	\$17.79	\$17.79	\$1,115.73	



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Baseline (read) 穼 🏟 🔔 🗖 🗙

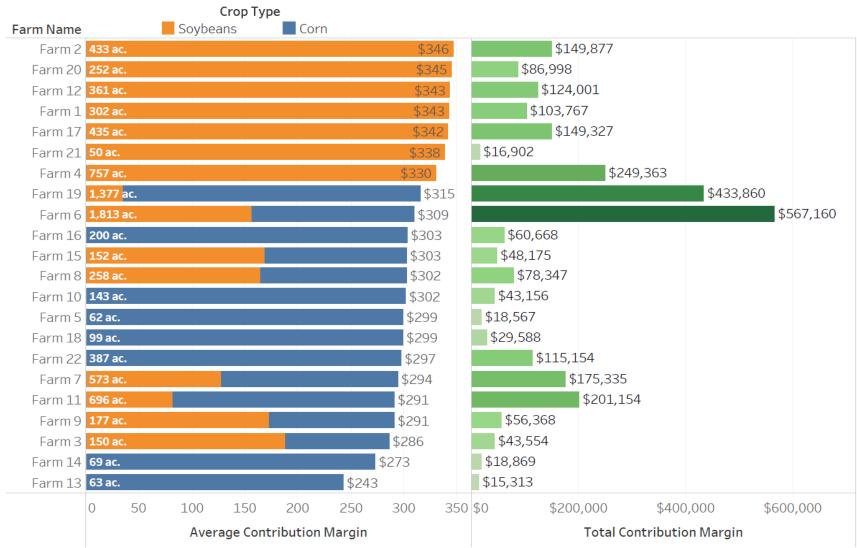
Save Export											
Crop Year: 2017 V Client: (All Clients)	✓ Farm:	(All Farms)	~	•							
	All Crops	Per Acre	Soybeans (Bu.)	Per Acre	Corn (Bu.)	Per Acre	Wheat (Bu.)	Per Acre	Corn on Corn (Bu.)	Per Acre	
Net Cash Flow/unit			\$1.58		\$0.45		\$0.04		\$0.62		· · · · · · · · · · · · · · · · · · ·
Net Cash Breakeven/unit			\$7.92		\$3.15		\$4.21		\$3.18	-	
Accounting Profit and Loss Accounting P&L/unit	\$855,444	\$118.86	\$509,151 \$2.17	\$133.22	\$330,046 \$0.56	\$104.27	\$5,937 \$0.47	\$44.37	\$10,309 \$0.76	\$136.18	
Accounting Breakeven/unit			\$7.33		\$3.04		\$3.78		\$3.04		
Economic Costs - Opportunity											
Owned Land (net of taxes)	\$28,048	\$3.90	\$8,714	\$2.28	\$19,333	\$6.11	\$0	\$0.00	\$0	\$0.00	
Capital Cost on Equipment	\$175,727	\$24.42	\$76,160	\$19.93	\$94,361	\$29.81	\$3,120	\$23.32	\$2,086	\$27.55	
Capital Cost on Drying and Storage	\$39,154	\$5.44	\$11,420	\$2.99	\$26,953	\$8.52	\$0	\$0.00	\$781	\$10.31	
Capital Cost Other Hours/Miles/Bldgs	\$47,294	\$6.57	\$25,116	\$6.57	\$20,801	\$6.57	\$879	\$6.57	\$497	\$6.57	
Less Interest Expense	(\$97,000)	(\$13.48)	(\$51,513)	(\$13.48)	(\$42,663)	(\$13.48)	(\$1,803)	(\$13.48)	(\$1,020)	(\$13.48)	
Capital Cost on Working Capital (6 mos.)											
8% Inputs	\$39,068	\$5.43	\$15,417	\$4.03	\$22,426	\$7.08	\$680	\$5.08	\$546	\$7.21	
8% Other Cash Expenses	\$86,423	\$12.01	\$46,532	\$12.17	\$37,480	\$11.84	\$1,544	\$11.54	\$867	\$11.46	
Unpaid Labor	\$147,500	\$20.49	\$78,332	\$20.49	\$64,875	\$20.49	\$2,742	\$20.49	\$1,551	\$20.49	
Total Economic Costs	\$466,214	\$64.78	\$210,178	\$54.99	\$243,566	\$76.95	\$7,161	\$53.52	\$5,308	\$70.12	
Economic Profit and Loss	\$389,230	\$54.08	\$298,973	\$78.22	\$86,480	\$27.32	(\$1,224)	(\$9.15)	\$5,001	\$66.06	
Economic P&L/unit			\$1.27		\$0.15		(\$0.10)		\$0.37		
Economic Breakeven/unit			\$8.22		\$3.45		\$4.35		\$3.43		
											12:42 PM
Type here to search	U (D)	-			~ %					^ ====	8/23/2017







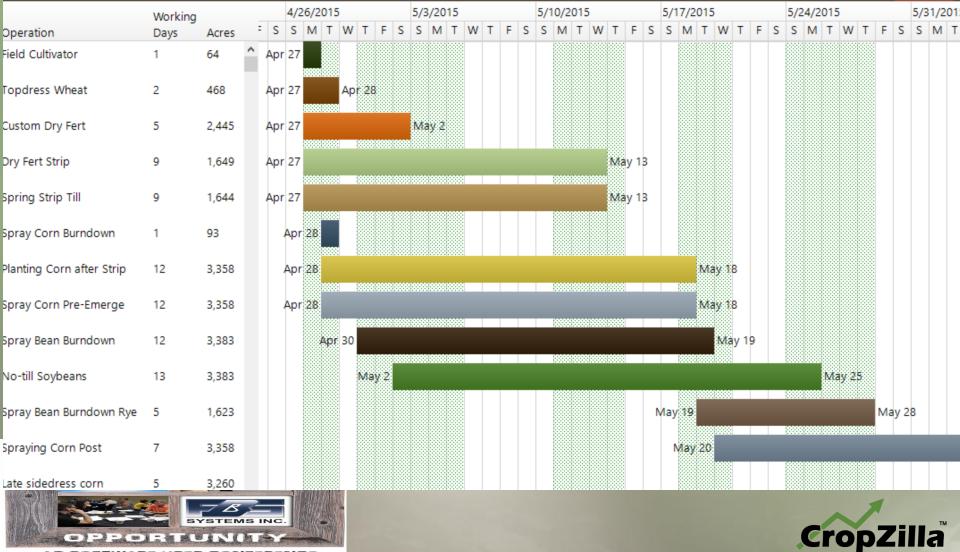
Contribution Margin by Farm





CropZilla Reports Resource Gantt

Baseline



Cropzilla Scenario Analysis

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CAPITAL BUDGETING TOOLS



- Capital Budgeting is Essential
- Assets must Drive Returns
- Impossible Without \$\$ Forecast
- Analysis can Enhance Intuition
- \$100/acre on the Table





Scenario: purchase new planter

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men frezz dans Rechard in Rechard in Re	wrahip Status	Owned ·		Overlap Without Auto Steer	2 %			Ownership Status:	Owned	•	04	ertap Without Auto Steer:	2	5
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ordve beste as dr 3313estrate beste as dr 3	tase Price	\$174.000.00		Liquid Hopper Fill Time:	0 minutes			Purchase Price	\$250.000	00	Liq	auid Hopper Fill Time:	0	
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wij bed Dee Bismeers Guwert Value	lasis:	\$0.00 as of 12/31)	ipast year	Rebuild Interval	0 acres			Tax Basis:	\$0.00	an of 12/31/past	year Re	build interval	0	80
Bernel with Construction Bit in the Construction </td <td>sining Years Depreciat</td> <td>Son: 0 🛕</td> <td></td> <td>Rebuild Cost per Planter Roy</td> <td>r \$55.00</td> <td></td> <td></td> <td>Remaining Years De</td> <td>spreciation: 0</td> <td></td> <td>Re</td> <td>build Cost per Planter Row</td> <td>\$55.00</td> <td></td>	sining Years Depreciat	Son: 0 🛕		Rebuild Cost per Planter Roy	r \$55.00			Remaining Years De	spreciation: 0		Re	build Cost per Planter Row	\$55.00	
Car Hard Good Cardinal Sufficiency by Chart Car Hard Good Cardinal Sufficiency By Chard Sufficiency By Chart Sufficience Image: Combine Com	unty End Date:			Estimated Current Value:	\$80.000.00			Warranty End Date:			Est	timated Current Value:	\$250.000	0.00
Image: Construction of the construction of				Depreciation per Acre:	\$3.00						De	preciation per Acre	\$5.00	
Crop Zilla * Reports + Operations Summary by Crop Suscence ? ? ? ? ? ? ? ? ? ? ? ? ? ? ? ? ? ? ?				Can Plant Cover Crop								Can Plant Cover Crop		
Clipeter Client: Watkins Farm: Crop Type: Scybeans: Number of Fields: 45 Crop Type Operation Type Operation Name Total Acr. Total Hours Equip Cost. Labor Cost. Fuel Cost/Acre Total Cost/Acre Scybeans Combine Cutting beans 1.691.55 178.94 \$30.56 \$2.93 \$3.37 \$14.09 Scybeans Powered Application Spray Bean Burndown 3.383.1 10.91 \$1.96 \$0.75 \$0.28 \$2.56 Scybeans Powered Application Spray Bean Scond Post 3.383.1 50.91 \$1.96 \$0.42 \$0.28 \$2.26 Scybeans Grait Scybeans Composition Type Operation Type Description Nomered Application Scybeans Composition Composition Scybeans Composition <					OK. Cancel								OK:	1
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Soybeans Grain Here O Update Description Print Preview All Clients Crop Type: Soybeans Number of Fields: Soybeans Grain Crop Type Operation Name Total Acres Total Hours Equip Cost/. Labor Cost/ Fuel Cost/Acre Total Cost/Acre Soybeans Grain Crop Type Operation Name Cutting beans 1,691.55 178.94 \$30.56 \$2.93 \$3.37 \$20.92 Soybeans Form Soybeans Cost Monte Cutting beans 1,691.55 178.94 \$30.56 \$2.93 \$3.37 \$20.92 Soybeans Power Soybeans Powered Application Spray Bean Burndown 3,383.1 131.39 \$1.85 \$0.42 \$0.28 \$2.66 Soybeans Grain Cutting Soybeans Grain Cart Soybeans Soybeans Soybeans \$0.42 \$0.28 \$2.29 Soybeans Grain Hauling Volvo/Wilson 3,138.8 165.16 \$0.48 \$1.44 \$0.17 \$2.09 Soybeans Grain Hauling Volvo/Wilson 3,138.8 165.16 \$0.48			Soybeans Soybeans Soybeans	Combine Planting Soybeans Powered Application	Cutting beans No-till Soybeans Spray Bean Burndow	1,691.55 1 3,383.1 1 wn 3,383.1	178.94 1 138.72 1 50.91	\$30.56 \$11.38 \$1.96	\$2.93 \$1.41 \$0.75	\$3.37 \$1.30 \$0.28	Cost/Acre \$36.95 \$14.09 \$2.98			
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	VV/0		Soybeans Soybeans Soybeans Soybeans Soybeans Soybeans Soybeans Soybeans Soybeans Soybeans Soybeans Soybeans Soybeans	Combine Planting Soybeans Powered Application Grain Grain CropZilla Comt Grain CropType Soybeans Powe Soybeans	Cutting beans No-till Soybeans Spray Bean Burndon Spray Bean Second Reports • Open Indet Colore Operation Type Combine Planting Soybeans Powered Application Grain Cart Grain Hauling Combine Grain Hauling Grain Hauling	1,691.55 1 3,383.1 1 Post 3,383.1 rations Summary by O Corr Print Prevew Operation Name Cutting beans No-till Soybeans Spray Bean Burndown Spray Bean Burndown Spray Bean Second Post Soybean Cart Volvo/Wilson Cutting soybeans 2 05Freightliner/Wilson BugShield/Timpte	178.94 3 138.72 5 50.91 5 3,383.1 5 5,383.1 5	\$30.56 \$11.38 \$1.96 \$1.96 Total Hours 178.94 131.39 50.91 178.94 165.16 178.94 165.16 178.94 165.79 166.60	\$2.93 \$1.41 \$0.75 \$0.42 Baselin Equip Cost/ \$30.56 \$18.35 \$1.96 \$1.96 \$9.63 \$0.48 \$24.30 \$0.47 \$0.47	\$3.37 \$1.30 \$0.28 \$0.28 e • New Baurer All Clients Labor Cost/ \$2.93 \$1.33 \$0.75 \$0.42 \$1.45 \$1.44 \$2.93 \$1.43 \$1.43	I Cost/Acre 52000 \$14.09 \$2.98 \$2.66 twin bean plan Crop Type: So Fuel Cost/Ac \$3.2 \$1.2 \$0.2 \$0.2 \$0.2 \$0.4 \$0.2 \$0.4 \$0.2 \$0.4 \$0.2 \$0.4 \$0.	ter 🗢 🏚 cybeans Number of re Total Cost/Acre 37 536.95 23 \$20.92 28 \$2.66 88 \$11.96 17 \$2.09 36 \$30.59 16 \$2.07 16 \$1.86	Fields:	
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1,333.8

\$6.30

\$1.19

\$0.69

\$8.18

AG SOFTWARE USER CONFE AUGUST 22-23, MOLINE, IL

OPPORTUNIT

Totals

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Cropzilla Farms

2017 "Baseline" Summary

8/18/2017

Profitability

	Total/Acre	Soybeans	Corn	Wheat
Acres	7196.9	3822	3165.4	133.8
Average Yield		61.37	186.52	93.95
Price		\$9.51	\$3.60	\$4.25
Contribution Margin	\$359.31	\$383.90	\$332.64	\$280.96

Breakeven Per Sales Unit

	Total/Acre	Soybeans	Corn	Wheat
Net Cash Flow		\$7.91	\$3.21	\$4.18
Accounting P&L		\$7.34	\$3.12	\$3.88
Economic P&L		\$8.26	\$3.52	\$4.34

Breakeven Per Acre

	Total/Acre	Soybeans	Corn	Wheat
Net Cash Flow	\$85.16	\$97.77	\$72.57	\$6.33
Accounting P&L	\$112.67	\$133.14	\$90.16	\$46.10
Economic P&L	\$47.69	\$76.39	\$14.96	(\$8.56)

Total Farm Operations Costs (\$/Acre)

	Total/Acre	Soybeans	Corn	Wheat
Labor	\$17.38	\$15.55	\$19.63	\$16.99
Equipment	\$95.98	\$85.28	\$108.74	\$92.74
Total Labor/Equipment	\$113.36	\$100.83	\$128.37	\$109.73
Total Dry/Storage	\$22.01	\$9.49	\$37.98	\$0.00

Key Operations Average Costs (\$/Acre)

	Average/Acre	Soybeans	Corn	Wheat
Planting	\$17.87	\$21.40	\$12.88	\$35.03
Spraying	\$3.91	\$3.74	\$3.78	\$13.04
Combine or Harvester	\$27.13	\$22.39	\$32.75	\$29.51
All Harvester Elements		\$37.21	\$56.88	\$50.98

Capacity Measure

	Total/Acre	Soybeans	Corn	Wheat
Days to Plant		12	14	3
Days to Harvest		30	34	2









Cropzilla Farms

2017 "Baseline" Summary

8/18/2017

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Profitability

	Total/Acre	Soybeans	Corn	Wheat
Acres	7196.9	3822	3165.4	133.8
Average Yield		61.37	186.52	93.95
Price		\$9.51	\$3.60	\$4.25
Contribution Margin	\$359.31	\$383.90	\$332.64	\$280.96

Breakeven Per Sales Unit

	Total/Acre	Soybeans	Corn	Wheat
Net Cash Flow		\$7.91	\$3.21	\$4.18
Accounting P&L		\$7.34	\$3.12	\$3.880
Economic P&L		\$8.26	\$3.52	\$4.34

Breakeven Per Acre

	Total/Acre	Soybeans	Corn	Wheat
Net Cash Flow	\$85.16	\$97.77	\$72.57	\$6.33
Accounting P&L	\$112.67	\$133.14	\$90.16	\$46.10
Economic P&L	\$47.69	\$76.39	\$14.96	(\$8.56)

Total Farm Operations Costs (\$/Acre)

	Total/Acre	Soybeans	Corn	Wheat
Labor	\$17.38	\$15.55	\$19.63	\$16.99
Equipment	\$95.98	\$85.28	\$108.74	\$92.74
Total Labor/Equipment	\$113.36	\$100.83	\$128.37	\$109.73
Total Dry/Storage	\$22.01	\$9.49	\$37.98	\$0.00

Key Operations Average Costs (\$/Acre)

	Average/Acre	Soybeans	Corn	Wheat
Planting	\$17.87	\$21.40	\$12.88	\$35.03
Spraying	\$3.91	\$3.74	\$3.78	\$13.04
Combine or Harvester	\$27.13	\$22.39	\$32.75	\$29.51
All Harvester Elements		\$37.21	\$56.88	\$50.98

Capacity Measure

	Total/Acre	Soybeans	Corn	Wheat
Days to Plant		12	14	3
Days to Harvest		30	34	2

Cropzilla Farms

2017 "Harvest Twin Row Bean Planter" Summary

8/18/2017

Profitability

	Total/Acre	Soybeans	Corn	Wheat
Acres	7196.9	3849	3165.4	106.8
Average Yield		64.28	186.52	100
Price		\$9.50	\$3.60	\$4.25
Contribution Margin	\$375.33	\$415.75	\$328.50	\$309.55

Breakeven Per Sales Unit

	Total/Acre	Soybeans	Corn	Wheat
Net Cash Flow		\$7.60	\$3.24	\$3.87
Accounting P&L		\$7.03	\$3.15	\$3.88
Economic P&L		\$7.93	\$3.56	\$4.06

Breakeven Per Acre

	Total/Acre	Soybeans	Corn	Wheat
Net Cash Flow	\$96.45	\$121.73	\$67.29	\$37.65
Accounting P&L	\$124.53	\$158.54	\$84.53	\$75.23
Economic P&L	\$58.15	\$100.53	\$7.87	\$18.58

Total Farm Operations Costs (\$/Acre)

	Total/Acre	Soybeans	Corn	Wheat
Labor	\$17.12	\$15.17	\$19.57	\$15.38
Equipment	\$95.36	\$82.96	\$110.25	\$89.22
Total Labor/Equipment	\$112.48	\$98.13	\$129.82	\$104.60
Total Dry/Storage	\$22.01	\$9.56	\$37.81	\$0.00

Key Operations Average Costs (\$/Acre)

	Average/Acre	Soybeans	Corn	Wheat
Planting	\$14.85	\$16.00	\$12.89	\$31.17
Spraying	\$3.36	\$3.03	\$3.64	\$13.87
Combine or Harvester	\$20.28	\$22.47	\$17.35	\$27.99
All Harvester Elements		\$37.53	\$41.48	\$49.07

Capacity Measure

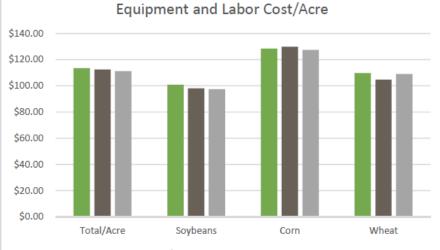
	Total/Acre	Soybeans	Corn	Wheat
Days to Plant		7	14	1
Days to Harvest		30	34	2





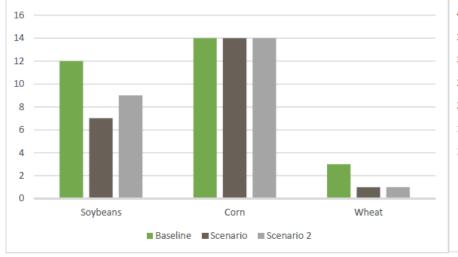
Contribution Margin/Acre

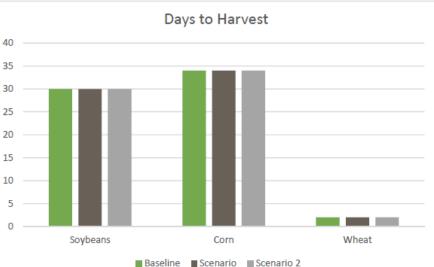
Baseline Scenario Scenario 2



■ Baseline ■ Scenario ■ Scenario 2

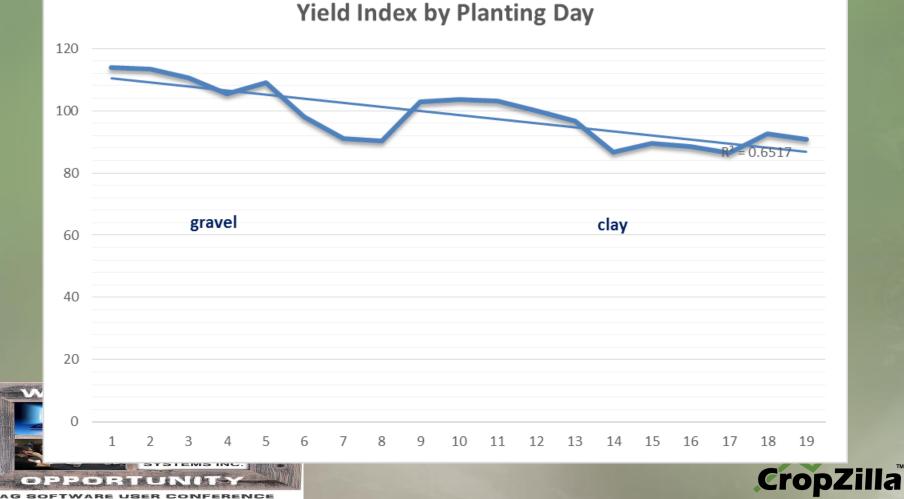




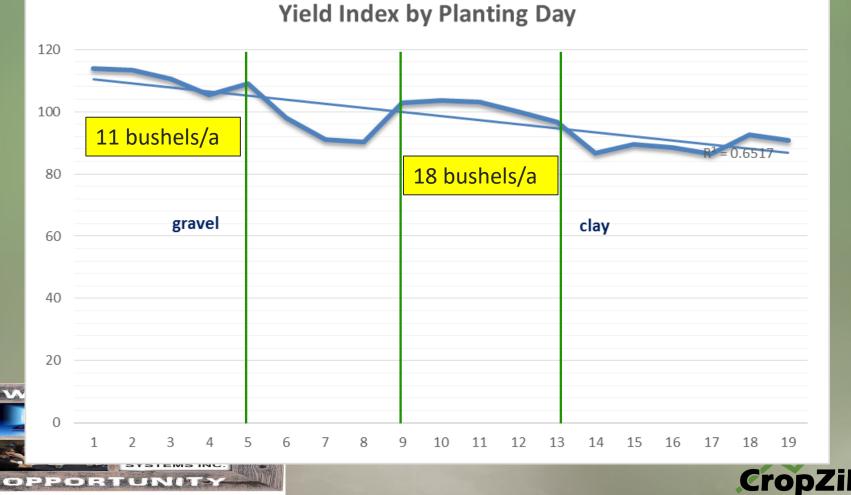




Corn Yield – First to Last Day



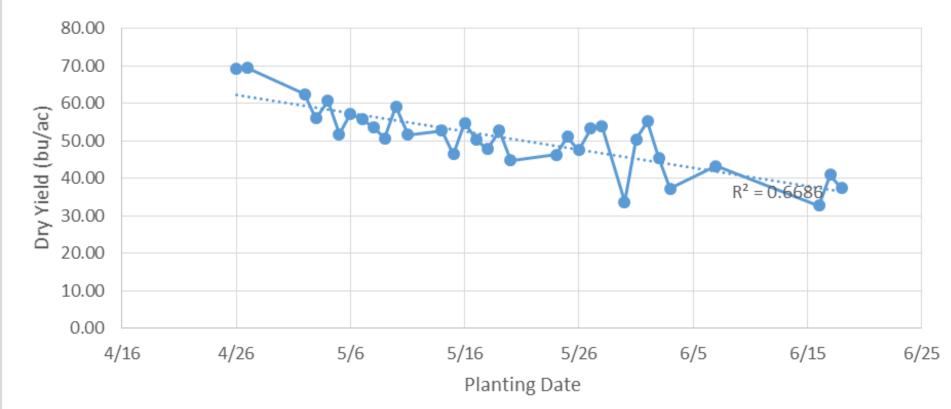
Corn Yield – First to Last Day



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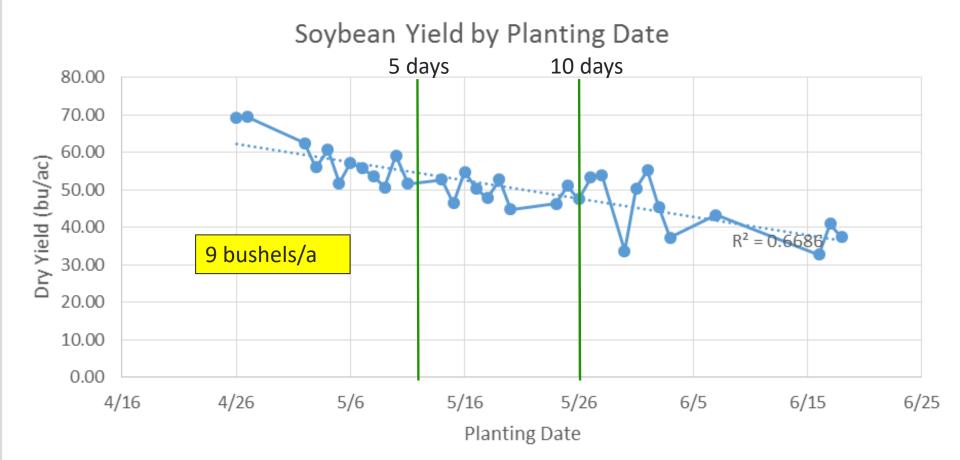
Soybean Yield by Planting Date















Scenario: rcrease planting hours per day

Apr 18

Apr 18

Jun 4

Jun 9

- We input into CZ an analog weather year to project the effect of planting longer hours on planting date
- We look at historical yield by planting date chart ٠
- Applying the planting date difference to this chart shows a ٠ 5 bu per acres overall yield increase by increasing planting hours

Spray Corn Burndown

Topdress Wheat

Custom Dry Fert

2

2

93

468

2,445

Jpdate Work Date Anril 2015 May 2015 June 2015 Pri Saf Wed Thu 12 3 4 9 10 II 11 12: 13 10 10 10 20 18 17 18 15 18 23 24 25 22 23 15 . 25 21 25 25 22 23 25 25 2 28 29 30 CropZilla > Reports > Resource Gantt On this farm, that is over \$170K increase y/y 4/19/2015 4/26/2015 5/24/2015 5/3/2015 5/10/2015 5/17/2015 Working F S S M T W T FSSMTWTFSSMTWTF SSMTWTESSMTWT ESSMTWT Operation Days Acres Field Cultivator 64

Apr 30

80.00 70.00

60.00

50.00 40.00

30.00

10.00

0.00

4/16

4/26

5/6

Å 20.00

May 2

May 2

May 12

May 12

Soybean Yield by Planting Date

War war

5/16

May 14

May 14

May 18

5/26

Planting Date

6/5

6/15

6/25

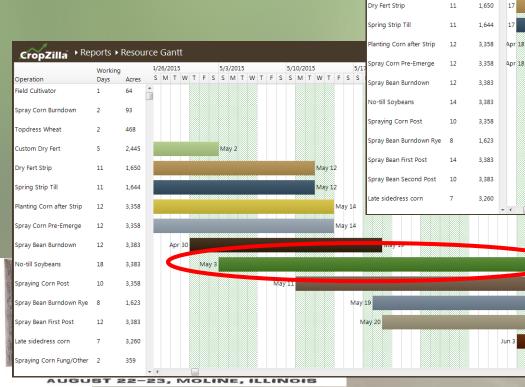
May 20

May 25

May 27

CropZilla • Data Input • Processes





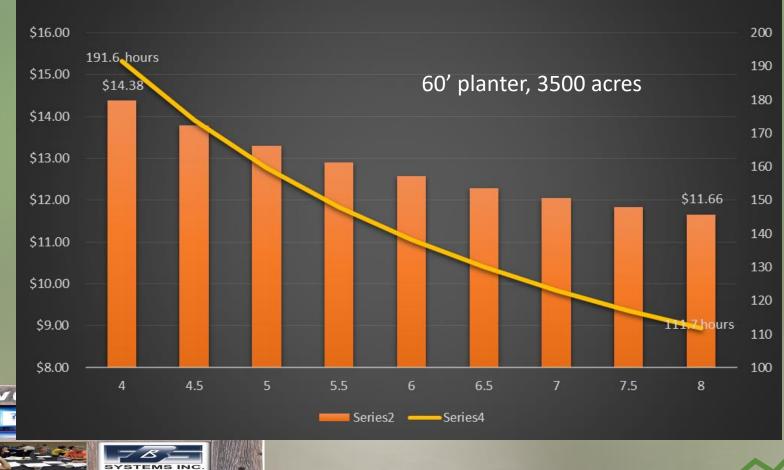
Nutrient Placement System	No-Till	NT NPK W/Planter	Strip Till	Conservation Tillage
 Total Machinery Inv. Total Machinery Cost Total Labor Cost Peak Spring Labor Days to Plant Corn Days to Plant Soybeans 	 \$389/acre \$75.24/acre \$13.64/acre 48.6 hours 13 days 10 days 	 \$429/acre \$78.44/acre \$14.30/acre 65.6 hours 9 days 10 days 	 \$415/acre \$82.89/acre \$14.99/acre 69.7 hours 11 days 10 days 	 \$470/acre \$109.25/acre \$17.52/acre 94.3 hours 10 days 10 days



CropZilla

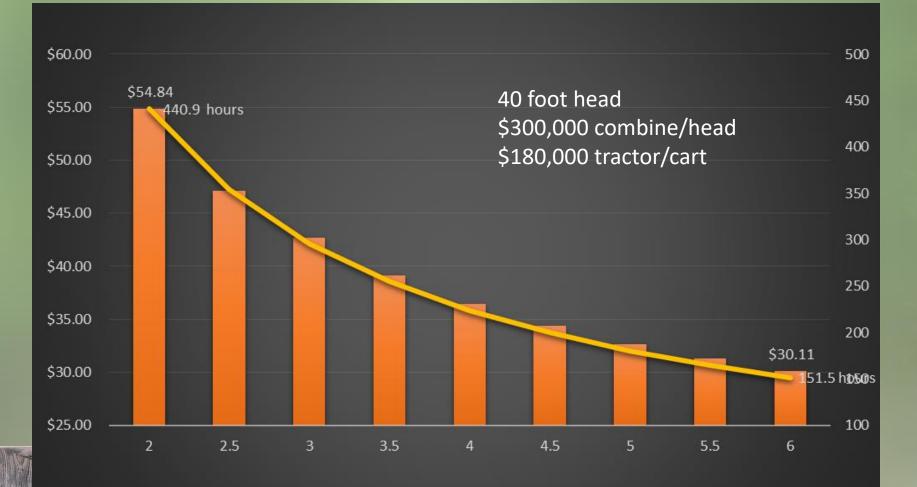


The Need for Speed







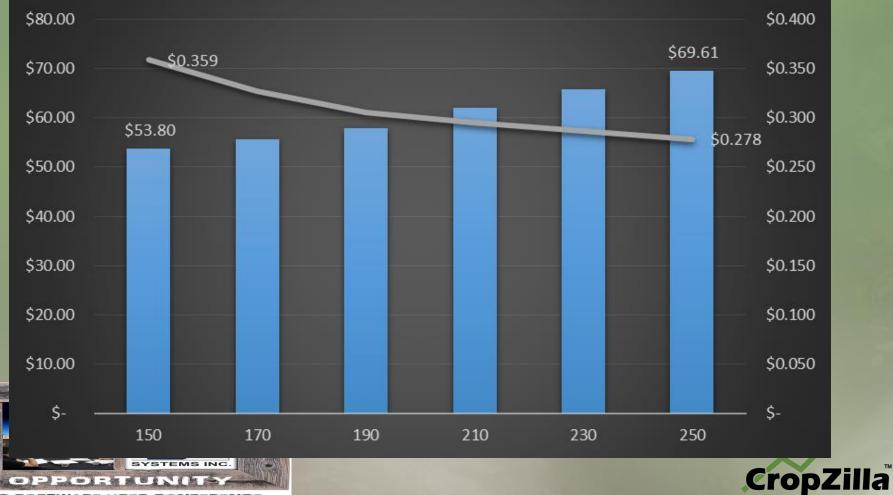




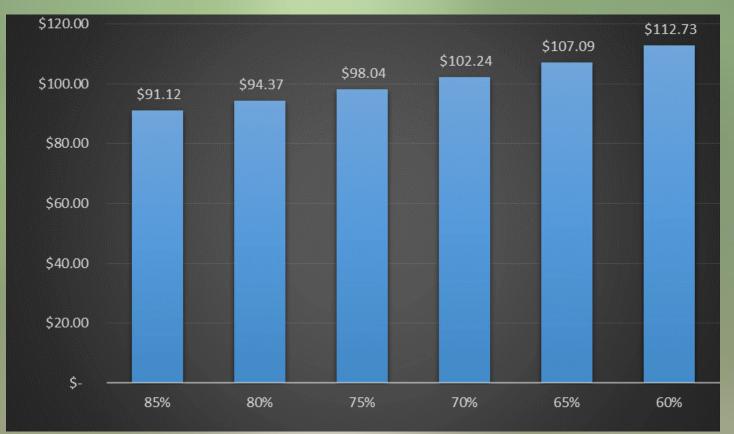




Harvest Costs by Yield, Acre and Bushel



Field-Efficienc







Telematics







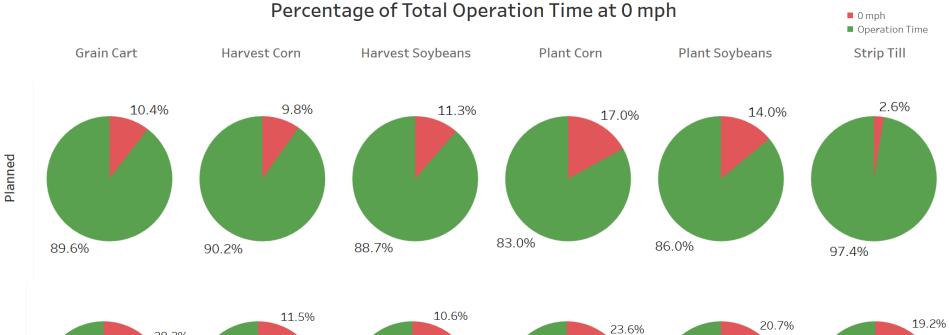


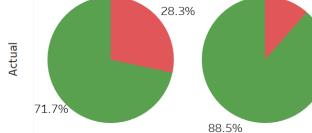
		Ma A.								
CropZi	illa 🔸 Reports 🕨 Telema	atics					Ba	seline 穼 🦸	× _ □ >	K
Save	Export				F	Report Generated	d: 8/17/2017 5:0	4 AM Field: S	Stans Size: 78.6	ac
Report Yea	r: 2016 V Client: (All C	lients) ~ Far	ms: (All Farms) V F	ields: Stans	~ (Legend				
CropZilla C	peration Characteristics:									
Short Device ID	Operation Name	Power Source	Implement	Average Engine Load (%)	Average Engine Load at 0 mph (%)	Equip/Acre (\$)	Labor/Acre (\$)	Fuel/Acre (\$)	Total/Acre (\$)	
7165	Strip Till	JD Tractor	Blu-Jet AT 6010 Strip-Till 24 Row	79.2	-	\$13.10	\$0.68	\$0.98	\$14.77	^
6545	Spray Pre - corn	JD 4930 Sprayer	JD 4930 Sprayer	40	-	\$2.69	\$0.29	\$0.10	\$3.08	
7165	JD Planter - corn	JD Tractor	JD Planter	80	-	\$21.96	\$0.48	\$0.81	\$23.25	
6545	Spray Post - corn	JD 4930 Sprayer	JD 4930 Sprayer	40	-	\$2.69	\$0.29	\$0.10	\$3.08	
6545	V8 Spray Fert/Fung - corn	JD 4930 Sprayer	JD 4930 Sprayer	40	-	\$2.56	\$0.28	\$0.10	\$2.94	
6545	Combine corn	Lexion 750 Combine	Drago Corn Head - 12R	90	-	\$23.50	\$0.00	\$2.14	\$25.64	
-	Brent 1282 Grain Cart	JD Tractor	Brent 1282 Grain Cart	75	-	\$22.63	\$0.00	\$2.72	\$25.35	
-	Jetco Trailer - 05 D	Volvo 420 Semi - 00	Jetco Trailer - 05 D	0	-	\$0.19	\$0.00	\$0.10	\$0.29	
-	Jetco Trailer - 05 K	Volvo 630 Semi - 07	Jetco Trailer - 05 K	<		¢0.45	\$0.00	¢0.10	CO 55	
Actual Ope	ration Characteristics:									
Short Device ID	Operation Name	Power Source	Implement	Average Engine Load (%)	Average Engine Load at 0 mph (%)	Equip/Acre (\$)	Labor/Acre (\$)	Fuel/Acre (\$)	Total/Acre (\$)	
7165	Strip Till	JD Tractor	Blu-Jet AT 6010 Strip-Till 24 Row	63.52	21.53	\$17.03	\$0.92	\$0.51	\$18.47	^
7166	-	2014 AGCO MT645D	-	54.58	20.15	\$0.00	\$0.00	\$0.00	\$0.00	
7165	JD Planter - corn	JD Tractor	JD Planter	59.44	38.93	\$31.20	\$0.81	\$0.55	\$32.55	
6545	Spray Pre - corn	JD 4930 Sprayer	JD 4930 Sprayer	51.64	14.15	\$2.63	\$0.28	\$0.12	\$3.03	
7166	-	2014 AGCO MT645D	-	36.78	17.72	\$0.00	\$0.00	\$0.00	\$0.00	
7166	-	2014 AGCO MT645D	÷	35.72	17.11	\$0.00	\$0.00	\$0.00	\$0.00	
6545	Spray Post - corn	JD 4930 Sprayer	JD 4930 Sprayer	42.58	16.6	\$2.73	\$0.29	\$0.11	\$3.13	
6545	V8 Spray Fert/Fung - corn	JD 4930 Sprayer	JD 4930 Sprayer	38.08	13.62	\$4.84	\$0.52	\$0.14	\$5.51	
6545	Combine corn	Lexion 750 Combine	Drago Corn Head - 12R	< 61.11	16 20	\$27.04	\$2.04	¢171	\$20.70	

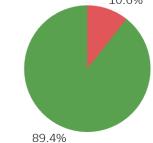


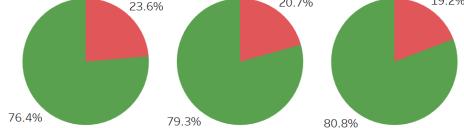


Actionable Informatio





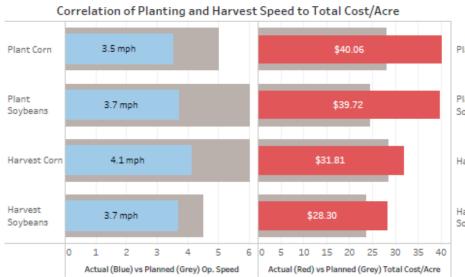




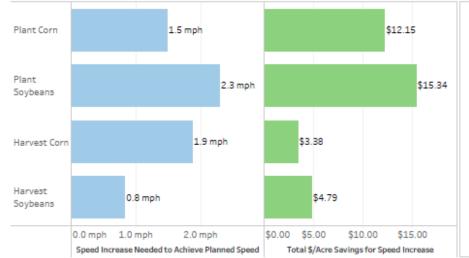




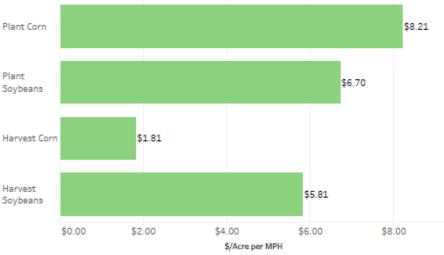
Actionable Insights







\$/Acre Savings per MPH Increase



Potential Total Savings in Planting and Havest Costs



Thank You!

www.CropZilla.com



