



2017 Per Bushel Cost of Production for Corn & Soybeans



2018 Per Acre Production Cost Estimates

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John McNutt
&
Moe Russell

LH Benchmarks & Comparative – What it is and What it is not

- Is a confidential peer group
- Is not a contest – no bragging rights
- Is managerial accounting
 - Is information that managers can use to make decisions
 - How competitive are we
 - Where do we look to make improvement
 - Is not perfect, often include estimates and allocation assumptions, (90% of the way is better than 100% of nothing achieved)
 - Ties to accrual net income

LH COP Bu. Report Headings

		\$ / Acre				\$/Acre
Acre Range	Farm Code	Total Seed	Total Fertilizer	Total Chemicals	Total Input Cost (a)	Net Land Cost (b)

\$/Acres					\$/Acre			SORTED
Total Labor Costs	Total Fuel Costs	Total Machine Costs	Custom Work (Income) Expense	Total Operations Cost (c)	Total Interest Costs	Total Cost of Production before Storage, G&A & Crop Ins	2014 Average Yield per Acre	Total Cost of Production before Storage, G&A & Ins. / bushel

\$/Acre	\$/Acre	\$/Acre	\$/Acre	\$/Bu
Drying Costs	G&A	Crop Insurance	Total COP per Acre	Total COP per bushel

- (a) Total input costs is the sum of seed, fertilizer, chemicals, crop consulting and other normalization adjustments, including credits for returns and coop dividends (**not all costs are shown**).
- (b) Net Land Costs is the total of cash rents, interest payments for land, landlord crop share operations cost, conservation cost, credits for government program payments and Irrigation Costs
- (c) Total operations cost is the sum of labor, fuel and machine costs as well as other normalization adjustments including credits and costs reducers, such as custom work.
- (d) The reported numbers may not total, the reported metrics are averages and non conforming data points may not be displayed.

2017 LH Corn Cost of Production

Sorted by Cost/Bushel before Storage,G&A & Crop Insurance

Total Planted Acres this Report	36,000
Total Bushels this Report	7,780,000

Not Iowa or Illinois Premium Market

Acres	Farm Code	\$ / Acre				\$/Acre	\$/Acres				\$/Acre	Production before Storage, G&A & Crop Ins	Average Yield per Acre	SORTED Production before Storage, G&A & Ins. / bushel	\$/Acre	\$/Acre	\$/Acre	\$/Acre	\$/Bu
		Total Seed	Total Fertilizer	Total Chemicals	Total Input Cost (a)		Net Land Cost (b)	Total Labor Costs	Total Fuel Costs	Total Machine Costs									
<1,200	29	109	158	67	333	192		153	153	7	686	277	\$ 2.48	61	16	43	806	\$ 2.91	
<1,200	20	141	141	76	358	53	58	20	61	139	-	551	215	\$ 2.56	63	39	28	680	\$ 3.17
>1,000	11	101	112	48	260	92	116	22	123	262	-	614	233	\$ 2.63	45	27	10	695	\$ 2.98
>1,000	6	65	73	86	225	216	34	16	100	144	2	586	217	\$ 2.70	74	14	30	703	\$ 3.24
<1,200	7	149	148	68	366	114				141	58	679	250	\$ 2.71	39	19	23	759	\$ 3.03
<1,200	13	74	105	39	230	233	53	12	80	145	24	632	232	\$ 2.72	4	25	8	668	\$ 2.88
<1,200	19	99	99	57	254	180	51	25	188	224	24	681	244	\$ 2.79	75	8	19	784	\$ 3.21
>1,000	10	102	110	29	230	311	27	19	81	126	8	675	234	\$ 2.88	0	9	43	727	\$ 3.10
>1,000	21	105	91	46	245	309	37		146	104	2	659	227	\$ 2.90	77	6	20	761	\$ 3.35
<1,200	3	126	136	44	307	265	23		126	149		721	238	\$ 3.03	27	16	5	770	\$ 3.23
Average		103	120	57	280	208	57	21	120	176	17	680	220	\$ 3.13	53	21	24	777	\$ 3.59
>1,000	1	99	84	39	222	261	54	17	145	216	15	714	226	\$ 3.16	60	25	49	848	\$ 3.75
<1,200	5	114	93	39	258	223	48	16	114	177		658	208	\$ 3.16	31	17	28	735	\$ 3.53
ISU -17" A1-20"		120	90	32	243	270	33		82	115	10	638	200	\$ 3.19	40	11	11	700	\$ 3.50
U of IL Act 16 north		116	124	60	300	174	18	17	127	162	19	655	200	\$ 3.28	47	9	24	735	\$ 3.68
>1,000	8	61	131	45	238	204	59	23	123	205	16	663	200	\$ 3.31	129	45	12	849	\$ 4.24
>1,000	2	48	108	68	228	177	46	18	110	173	37	615	174	\$ 3.53	12	10	38	675	\$ 3.88
<1,200	27	113	131	25	264	179	94	28	126	247	16	707	198	\$ 3.57	92	11	28	837	\$ 4.24
>1,000	8	79	145	76	301	233	60	23	123	206	18	757	209	\$ 3.62	134	45	9	946	\$ 4.52
>1,000	12	153	124	88	365	233	79	25	117	215	12	824	223	\$ 3.70	15	17	17	873	\$ 3.91
>1,000	25	100	138	67	309	261	64	25	116	196	31	797	206	\$ 3.86	44	25	18	885	\$ 4.29
<1,200	26	112	146	71	329	214			127	127	28	698	165	\$ 4.24	25	26	21	770	\$ 4.68

2017 Soybean Cost of Production

Sorted by Cost/Bushel before Storage, G&A & Crop Insurance

Total Planted Acres this Report 19,000

Total Bushels this Report 1,167,000

Not Iowa or Illinois Premium/Rate

Acre Range	Farm Code	\$/Acre				\$/Acre	\$/Acre				\$/Acre	SORTED			\$/Acre	\$/Acre	\$/Acre	\$/Acre	\$/bu	
		Total Seed	Total Fertilizer	Total Chemicals	Total Input Cost (e)		Total Labor Costs	Total Fuel Costs	Total Machine Costs	Total Operations Cost (c)		Total Interest Costs	Total Cost of Production before Storage, G&A & Crop Ins	Average Yield per Acre						Total Cost of Production before Storage, G&A & Crop Insurance
<900	9	61		82	144	74			74	74	-	291	68	\$ 4.26	26	35	24	376	\$ 5.51	
<900	20	36	81	45	162	53	58	20	61	139	-	355	59	\$ 5.97	18	39	19	431	\$ 7.26	
<900	7	64		68	132	114				141	41	428	71	\$ 5.99	1	19	18	466	\$ 6.52	
<900	3	61	13	45	119	237		23		125	148	505	67	\$ 7.54	17	16	3	540	\$ 8.06	
Average		57	36	51	141	194		46	19	113	156	17	505	61	\$ 8.36	12	22	20	559	\$ 9.26
>900	6	60	48	32	140	218		34	16	100	144	2	505	60	\$ 8.46	9	14	30	557	\$ 9.35
<900	5	54	32	34	128	188		43	17	99	158		475	55	\$ 8.61	11	17	20	523	\$ 9.48
<900	29	46	20	54	120	192				159	159	7	478	55	\$ 8.71	-	16	40	533	\$ 9.71
>900	2	62	33	70	168	177		46	18	110	173	37	555	64	\$ 8.74	8	10	28	601	\$ 9.47
>900	19	74	39	54	165	180		51	25	188	224	23	590	64.25	\$ 9.19	20	10	19	639	\$ 9.94
>900	13	76	34	48	170	233		53	12	80	145	24	571	62	\$ 9.24	1	25	8	604	\$ 9.77
	ISU-A1-20	53	45	40	138	270		29		66	95	6	509	55	\$ 9.25	2	11	7	529	\$ 9.62
>900	21	59	40	27	129	309		37		146	182	2	621	65	\$ 9.55	5	6	20	652	\$ 10.02
	U of IL (N)	67	31	35	133	228		43		119	162	45	568	59	\$ 9.63	17	51		636	\$ 10.78
<900	26	52	55	54	162	214				100	100	29	505	52	\$ 9.64	8	24	21	558	\$ 10.66
>900	25	41	10	38	93	261		64	25	116	196	31	581	60	\$ 9.67	8	25	18	633	\$ 10.52
>900	8	55	55	68	178	193		43	23	123	188	12	571	58	\$ 9.93	40	45	4	661	\$ 11.48
>900	1	57	3	44	104	261		54	17	97	168	15	548	55	\$ 9.96	12	25	29	614	\$ 11.17

Russell Estimated Average Price

- Average 2018: \$3.78 corn, \$9.64 soybeans
- Projected sales from planning meeting

Russell 2018 Projected Cost \$/acre

Total Projected Planted Acres this Report: 60,000

Percent Corn Acres 58.4%

Average of planning S/Bu \$ 3.78 \$ 9.64

Not IA & IL or Organic		Average of planning															SORTED			
Size Range	Farm Code	Seed	Chemicals	Fertilizer	Total Inputs (a)	Land (b)	Labor	Fuel	Equipment	Operations	interest	Total b4 other	Drying costs	Misc	Insurance	Total Crop Expense per Acre	Corn Yield/acre	Soybean Yield/acre	Est. Total Revenue per Acre	Estimated Profit (Loss) / Acre
<1800	301	77	43	62	182	38	12	10	256	278	-	498	11	5	25	539	230.0	75.0	814	275
<1800	196	83	107		190	119	99	28	120	247	9	565	6	25	25	621	220.0	70.0	780	159
>1800	186	87	24	71	182	286	29	18	79	126	1	595	14	12	15	637	224.0	64.0	742	105
>1800	23	94	28	96	218	221	52	20	81	153	25	617	3	22	21	663	210.0	55.0	737	74
>1800	151	110	46	89	245	181	21	21	101	143	-	568	9	101	21	699	185.0	62.0	759	60
>1800	22	71	47	57	175	185	72	11	92	175	21	556	13	24	18	611	210.0	60.0	671	60
<1800	13	94	33	82	209	185	55	35	79	169	3	566	8	12	40	626	190.0	55.0	681	55
<1800	3	93	31	87	211	131	91	12	53	156	10	508	5	18	19	550	185.0	58.0	594	44
<1800	171	92	17	118	226	76	49	28	196	273	8	582	7	56	14	659	175.0	55.0	701	42
<1800	115	56	41	62	159	217	67	12	64	143	27	546	8	10	12	576	183.0	56.0	618	42
<1800	304	112	54	109	275	109	98	16	133	247	9	640	8	7	17	672	200.0	60.0	711	39
>1800	303	96	32	53	181	235	53	13	73	139	5	560	-	10	20	590	180.0	55.0	628	38
>1800	16	75	35	56	166	177	53	4	63	120	2	465	5	10	10	490	185.0	50.0	521	31
<1800	8	65	48	52	165	213	56	4	37	97	17	492	7	48	17	564	190.0	58.0	592	28
<1800	302	96	69	66	231	221	12	15	131	158	30	640	12	9	19	680	210.0	60.0	705	25
<1800	28	82	75	92	249	132	26	35	138	199	5	585	9	18	25	637	200.0	65.0	660	23
>1800	197	73	43	84	200	92	55	19	107	181	24	497		42	17	556	175.0	55.0	579	23
>1800	11	73	40	49	162	218	27	8	70	105	8	493	4	5	11	513	180.0	50.0	532	19
>1800	189	78	36	47	161	232	25	24	85	134	29	556	6	18	26	606	200.0	58.0	622	16
>1800	34	94	52	100	246	294	16	17	57	90	13	643	10	15	24	692	211.0	57.0	702	10
>1800	19	83	39	104	226	275	62	9	82	153	22	676	13	27	24	740	216.0	65.0	749	9
Average		84	49	73	201	201	54	20	112	186	14	602	7	33	22	664	198	59	673	9
>1800	193	46	39	79	164	230	53	10	87	150	1	545	9	78	26	658	178.0	56.0	656	(2)
>1800	165	60	103		163	252	57	28	110	195	10	620	3	42	30	695	185.0	60.0	693	(2)
>1800	300	67	44	24	135	230	87	12	101	200	11	576	11	12	25	624	176.0	55.0	621	(3)
<1800	158	85	35	56	176	178	63	19	111	193	11	559	9	23	28	620	190.0	50.0	615	(5)
<1800	33	71	53	94	218	290	79	47	53	179	12	699	12	27	12	750	220.0	65.0	736	(14)
<1800	31	94	79	93	266	221	61	16	110	187	32	706	8	25	33	772	210.0	60.0	739	(33)
<1800	153	98	70	25	193	119	47	28	287	362	7	681		87	25	793	200.0	60.0	717	(76)
<1800	155	96	33	75	204	294	55	28	88	171	17	686	1	45	32	764	200.0	54.0	668	(96)
<1800	195	81	54	95	230	204	72	29	127	228	58	720	3	88	29	840	212.0	58.0	711	(129)
<1800	14	94	75	87	256	251	25	45	168	238		745	5	37	18	805	215.0	60.0	669	(136)
<1800	170	74	40	67	181	182	101	20	171	292	3	658		94	34	786	175.0	55.0	618	(168)
>1800	198	110	49	30	189	361	54	36	182	272	13	835	3	26	29	893	200.0	60.0	671	(222)



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Thank You