

Tracy Ellingson

From: Mark Wood <mawood@ksu.edu>
Sent: Saturday, May 27, 2017 8:23 AM
To: Kent Vickre
Subject: 5-5 Mark Wood, KFMA, NW Wheat Plot tour speaking materials
Attachments: 2016 Wheat Plot Tour Handouts HILL CITY 5-23-16.docx

Kent,

Attached is a quick flier that we use at our wheat plot tours to discuss marketing and cost of production. We do these meetings to support our county extension programs and to promote the Association. The cost of production info is from our enterprise analysis.

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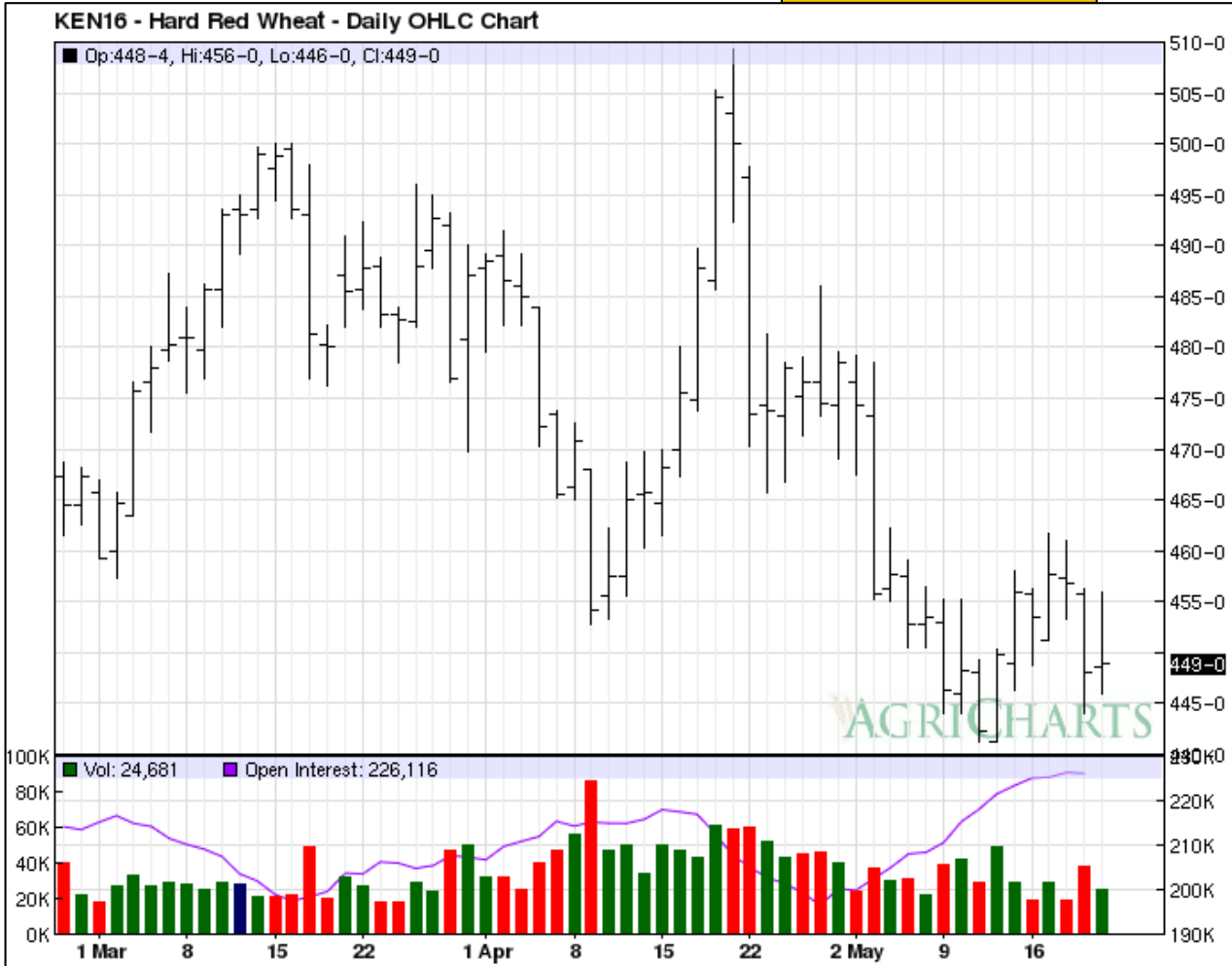
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Wheat Breakeven



July Wheat Contracts (5-20-16)	Cargill, Wakeeney	Midland Marketing P, Z, P, N	Frontier Ag Hill City	Ag Valley Norton
Location:				
Futures:	\$4.55	\$4.55	\$4.55	\$4.55
Basis:	(\$0.70)	(\$0.80)	(\$0.70)	(\$0.75)
Cash Bid	\$3.85	\$3.75	\$3.85	\$3.80

PROJECTED 2016 BREAKEVEN (\$/BUSHEL) FOR WHEAT OVER VARIABLE & TOTAL COSTS										
	VARIABLE COSTS (\$/ACRE)					TOTAL COSTS (\$/ACRE)				
	\$149	\$168	\$186	\$205	\$246	\$202	\$228	\$253	\$278	\$303
YIELD 23	\$6.48	\$7.29	\$8.10	\$8.91	\$10.69	\$8.79	\$9.89	\$10.99	\$12.09	\$13.19
33	\$4.52	\$5.08	\$5.65	\$6.21	\$7.45	\$6.13	\$6.90	\$7.66	\$8.43	\$9.19
43	\$3.47	\$3.90	\$4.33	\$4.77	\$5.72	\$4.70	\$5.29	\$5.88	\$6.47	\$7.06
53	\$2.81	\$3.16	\$3.51	\$3.87	\$4.64	\$3.82	\$4.29	\$4.77	\$5.25	\$5.72
63	\$2.37	\$2.66	\$2.96	\$3.25	\$3.90	\$3.21	\$3.61	\$4.01	\$4.41	\$4.82
73	\$2.04	\$2.30	\$2.55	\$2.81	\$3.37	\$2.77	\$3.12	\$3.46	\$3.81	\$4.16
83	\$1.80	\$2.02	\$2.24	\$2.47	\$2.96	\$2.44	\$2.74	\$3.05	\$3.35	\$3.66
93	\$1.60	\$1.80	\$2.00	\$2.20	\$2.64	\$2.17	\$2.45	\$2.72	\$2.99	\$3.26

*** Variation in cost is 10% above or below the 2015 KFMA, NW Enterprise Analysis Average (rounded).

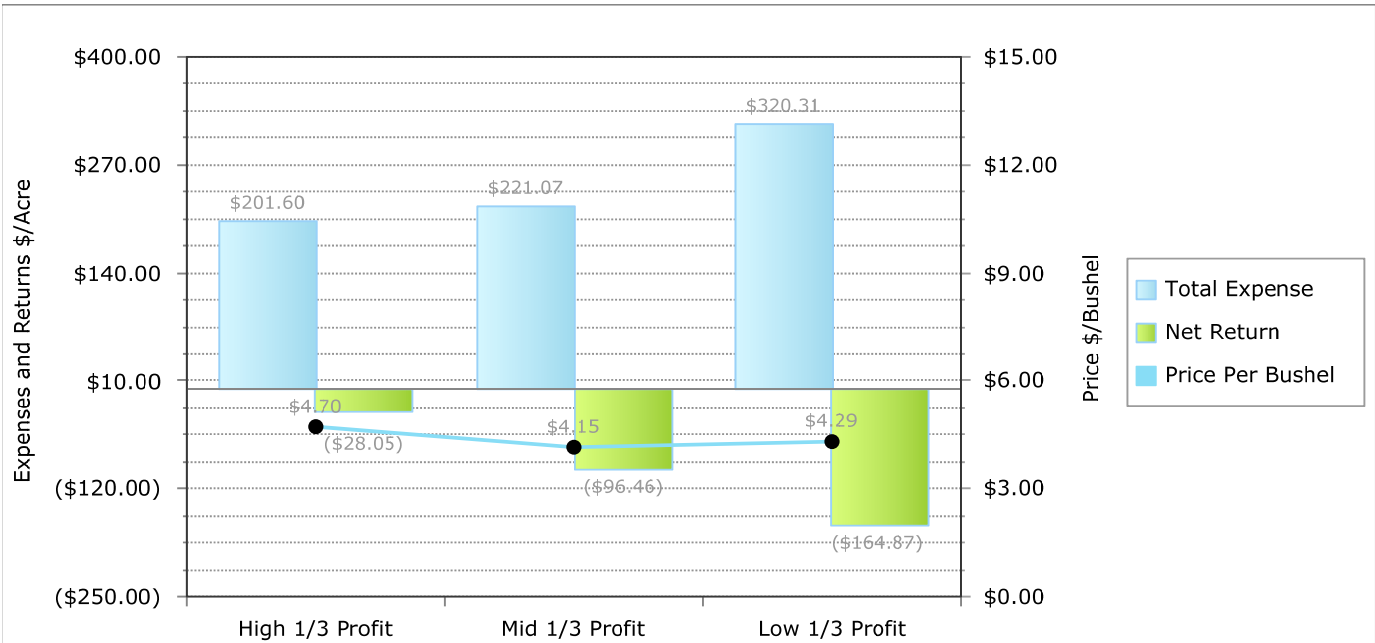


2015 Data - Northwest Kansas
 Enterprise Summary

Kansas Farm Management Association
 Annual ProfitLink Summary

NON-IRRIGATED WHEAT
 PROFIT CATEGORY (per Acre)

	PROFIT CATEGORY (per Acre)			Difference between High and Low	
	High 1/3	Mid 1/3	Low 1/3	\$	%
Number of Farms	13	13	13		
Enterprise Acres	652	451	627	25	4%
Acres Owned	298	79	245	53	22%
Acres Rented	354	372	382	-28	-7%
Yield/Acre	28.30	27.11	36.69	-8.39	-23%
Operator Percentage	90.83 %	78.68 %	86.36 %	4.47 %	5%
Price/Bushel	\$4.70	\$4.15	\$4.29	\$0.41	10%
INCOME					
Wheat (Oper Shr)	121.28	88.05	133.97	-12.69	-9%
Crop Insurance Proceeds	50.57	33.32	17.44	33.13	190%
Other Income	1.70	3.24	4.03	-2.33	-58%
GROSS INCOME	\$173.55	\$124.61	\$155.45	\$18.10	12%
EXPENSE					
Labor Hired	6.18	14.83	14.28	-8.10	-57%
General Machinery Repairs	13.96	13.34	25.83	-11.88	-46%
Interest Paid	4.80	4.08	6.45	-1.65	-26%
Seed/Other Crop Expense	11.39	9.51	10.45	0.94	9%
Crop Insurance	12.10	9.34	22.65	-10.55	-47%
Fertilizer/Lime	31.83	34.74	36.13	-4.30	-12%
Machine Hire - Lease	11.25	16.92	15.09	-3.84	-25%
Fees, Publications, Travel	2.50	2.00	2.42	0.08	3%
Gas, Fuel, Oil	9.45	10.62	14.19	-4.74	-33%
Misc Crop Expense	0.13	0.00	1.11	-0.98	-88%
Personal Property Tax	1.11	1.45	2.50	-1.40	-56%
General Farm Insurance	3.64	3.94	6.18	-2.54	-41%
Utilities	1.07	0.99	0.97	0.10	10%
Cash Farm Rent	2.23	0.42	20.40	-18.17	-89%
Herbicide, Insecticide	14.63	32.47	42.10	-27.47	-65%
Auto Expense	0.45	0.69	0.62	-0.18	-28%
Depreciation	21.10	21.62	44.61	-23.51	-53%
Real Estate Tax	4.12	1.99	2.81	1.32	47%
Unpaid Operator Labor	25.78	28.09	18.56	7.22	39%
Interest Charge	7.82	10.03	18.13	-10.31	-57%
Land Charge	16.07	4.00	14.83	1.24	8%
TOTAL EXPENSE	\$201.60	\$221.07	\$320.31	(\$118.71)	-37%
NET RETURN TO MANAGEMENT	(\$28.05)	(\$96.46)	(\$164.87)	\$136.82	-83%
NET RETURN TO LABOR-MGMT	\$3.91	(\$53.54)	(\$132.03)	\$135.94	-103%





**Corn/Milo
Breakeven**



Dec Corn Contracts (5-20-16)	Cargill, Wakeeney	Midland Marketing P, Z, P, N	Frontier Ag Hill City	Ag Valley Norton
Location:				
Corn Futures:	\$3.98	\$3.98	\$3.98	\$3.98
Corn Basis:	(\$0.40)	(\$0.48)	(\$0.50)	(\$0.40)
Corn Cash Bid	\$3.58	\$3.50	\$3.48	\$3.58
Milo Basis:	(\$0.60)	(\$0.80)	(\$0.75)	(\$0.95)
Milo Cash Bid	\$3.38	\$3.18	\$3.23	\$3.03

PROJECTED 2016 BREAKEVEN (\$/BU) FOR NT CORN OVER VARIABLE & TOTAL COSTS**										
YIELD	VARIABLE COSTS (\$/ACRE)					TOTAL COSTS (\$/ACRE)				
	\$206	\$231	\$257	\$283	\$309	\$273	\$307	\$341	\$375	\$409
49	\$4.20	\$4.72	\$5.25	\$5.77	\$6.30	\$5.57	\$6.26	\$6.96	\$7.66	\$8.35
59	\$3.49	\$3.92	\$4.36	\$4.79	\$5.23	\$4.62	\$5.20	\$5.78	\$6.36	\$6.94
69	\$2.98	\$3.35	\$3.73	\$4.10	\$4.47	\$3.95	\$4.45	\$4.94	\$5.44	\$5.93
79	\$2.60	\$2.93	\$3.25	\$3.58	\$3.91	\$3.45	\$3.88	\$4.32	\$4.75	\$5.18
89	\$2.31	\$2.60	\$2.89	\$3.18	\$3.47	\$3.07	\$3.45	\$3.83	\$4.21	\$4.60
99	\$2.08	\$2.34	\$2.60	\$2.86	\$3.12	\$2.76	\$3.10	\$3.44	\$3.79	\$4.13
109	\$1.89	\$2.12	\$2.36	\$2.59	\$2.83	\$2.50	\$2.82	\$3.13	\$3.44	\$3.75
119	\$1.73	\$1.94	\$2.16	\$2.38	\$2.59	\$2.29	\$2.58	\$2.87	\$3.15	\$3.44
129	\$1.59	\$1.79	\$1.99	\$2.19	\$2.39	\$2.11	\$2.38	\$2.64	\$2.91	\$3.17
139	\$1.48	\$1.66	\$1.85	\$2.03	\$2.22	\$1.96	\$2.21	\$2.45	\$2.70	\$2.94
149	\$1.38	\$1.55	\$1.73	\$1.90	\$2.07	\$1.83	\$2.06	\$2.29	\$2.52	\$2.75

*** Variation in cost is 10% above or below the 2015 KFMA, NW Analysis Average (rounded).

PROJECTED 2016 BREAKEVEN (\$/BUSHEL) FOR NT MILO OVER VARIABLE & TOTAL COSTS**										
YIELD	VARIABLE COSTS (\$/ACRE)					TOTAL COSTS (\$/ACRE)				
	\$148	\$167	\$185	\$204	\$222	\$208	\$234	\$260	\$286	\$312
42	\$3.52	\$3.96	\$4.40	\$4.85	\$5.29	\$4.95	\$5.57	\$6.19	\$6.81	\$7.43
52	\$2.85	\$3.20	\$3.56	\$3.91	\$4.27	\$4.00	\$4.50	\$5.00	\$5.50	\$6.00
62	\$2.39	\$2.69	\$2.98	\$3.28	\$3.58	\$3.35	\$3.77	\$4.19	\$4.61	\$5.03
72	\$2.06	\$2.31	\$2.57	\$2.83	\$3.08	\$2.89	\$3.25	\$3.61	\$3.97	\$4.33
82	\$1.80	\$2.03	\$2.26	\$2.48	\$2.71	\$2.54	\$2.85	\$3.17	\$3.49	\$3.80
92	\$1.61	\$1.81	\$2.01	\$2.21	\$2.41	\$2.26	\$2.54	\$2.83	\$3.11	\$3.39
102	\$1.45	\$1.63	\$1.81	\$2.00	\$2.18	\$2.04	\$2.29	\$2.55	\$2.80	\$3.06
112	\$1.32	\$1.49	\$1.65	\$1.82	\$1.98	\$1.86	\$2.09	\$2.32	\$2.55	\$2.79
122	\$1.21	\$1.36	\$1.52	\$1.67	\$1.82	\$1.70	\$1.92	\$2.13	\$2.34	\$2.56

*** Variation in cost is 10% above or below the 2015 KFMA, NW Eastern County Analysis Average (rounded).