### 2008 Wholesale SWEET CORN PRODUCTION BUDGET

**Machine Harvested**

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Barry Ward - Leader, Production Business Management*
Bob Precheur - Extension Specialist **

#### Updated: 6/17/2008

<table>
<thead>
<tr>
<th>ITEM</th>
<th>EXPLANATION</th>
<th>Your Prod Numbers</th>
<th>PRICE PER UNIT</th>
<th>YIELD (crates/A)</th>
<th>YOUR BUDGET</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>200</td>
<td>260</td>
<td>300</td>
<td>350</td>
</tr>
</tbody>
</table>

#### RECEIPTS

1. Sweet Corn

   - Price: $10.00 / crate
   - Yields: $2,000, $2,600, $3,000, $3,500.00

#### VARIABLE COSTS

**Seed**

- 22000 units
- 24000 units
- 28000 units

- **Per Pound/Acre**
  - 9.90 lb/acre
  - 10.80 lb/acre
  - 12.60 lb/acre

**Fertilizer**

- N (lb.)
  - 100 lb.
  - 120 lb.
  - 150 lb.

- P2O5 (lb.)
  - 50 lb.
  - 70 lb.
  - 100 lb.

- K2O (lb.)
  - 50 lb.
  - 70 lb.
  - 100 lb.

- Lime (ton)
  - 0.25 ton

**Herbicides**

- Pre-Emerg
  - 2.1 qu/A

- Post-Emerg
  - 0.75 oz/A

**Insecticides**

- At Planting
  - 8.7 lb/A

- During Silking
  - 9.6 fl.oz/A

**Fungicides**

- 0 fl.oz/A

**Fuel, Oil, Grease**

- 16.67 $/gal

**Repairs**

- 13.20 $/hr

**Hired Labor**

- 0 hours

**Miscellaneous**

- 8.00 $/hour

**Int. on Oper. Cap.**

- 7 mo.
- 9.0%

**TOTAL VARIABLE COSTS**

- Per Acre: $259, $303, $368, $368
- Per Crate: $1.30, $1.16, $1.23, $1.05

#### FIXED COSTS

**Operator Labor Charge**

- 3.6 hours
- 13.50 $/hr.

**Mach. And Equip. Charge**

- 60.37 $/hr.

**Land Charge**

- Rent
- 94.82 $/mo.

**Management Charge**

- 5% of gross revenue
- 100.00 $/mo.

**TOTAL FIXED COSTS**

- 303.79 $/mo.
- 362.47 $/mo.
- 415.85 $/mo.
- 483.97 $/mo.

#### TOTAL COSTS

- Per Acre: $562.88, $665.32, $784.29, $852.41
- Per Crate: $2.81, $2.56, $2.61, $2.44

#### RETURN ABOVE VARIABLE COSTS

- 1,740.91 $/mo.
- 2,297.15 $/mo.
- 2,631.57 $/mo.
- 3,131.57 $/mo.

#### RETURN ABOVE TOTAL COSTS

- 1,437.12 $/mo.
- 1,934.68 $/mo.
- 2,215.71 $/mo.
- 2,647.59 $/mo.

#### RETURN TO LABOR AND MANAGEMENT

- 1,585.72 $/mo.
- 2,113.28 $/mo.
- 2,414.31 $/mo.
- 2,871.19 $/mo.

#### RETURN TO LAND

- 1,531.94 $/mo.
- 2,058.18 $/mo.
- 2,372.59 $/mo.
- 2,847.59 $/mo.

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Values highlighted in gold may be changed to assist in computing “Your Budget” Column using macros embedded within the spreadsheet.

Values highlighted in light blue are cells embedded with macros and will be calculated for the user based on data entered.

These cells may be input manually, but macros will be overwritten!

Values highlighted in gray are stand alone cells that require direct input from the user.

* Brian Freytag and Barry Ward are part of the Department of Agricultural, Environmental, and Development Economics at OSU

** Bob Precheur is a part of the Department of Horticulture and Crop Science at OSU

1. Price estimated on University Experts’ experience and research
2. Seeding rates based on 30-36” rows with 8-12” in-row (2008 Ohio Vegetable Production Guide pg 247)
Seed prices estimated from 2008 Rupp & Seiger Seed Company catalogs

3 Fertilizer rates provided by Robert Precheur (Ext. Spec) based on recent yield studies
Also consult 2008 Ohio Vegetable Production Guide
Assumes only maintenance application of fertilizer needed
Fertilizer prices vary over time and by area. Check with local sources for current prices.
Assumes UAN(28-0-0): 386/ton MAP(11-52-0): 854/ton Potash(0-0-60): 568/ton

4 Prices based on 2008 Dow Agroscience Prices
Pre-Emergence assumes use of Bicep II Magnum (s-metolachlor + atrazine + atrazine products (26.1%+32%+1.7%)
Post-Emergence assumes the use of Impact 2.8L (topramezone)
See 2008 Ohio Vegetable Production Guide pp 258-260

5 Insecticide prices provided by Gerald Grain Center (Ridgeville Corners, OH - Henry County) - Prices vary. Check with local sources for current prices.
At Planting assumes use of Counter 15G (Terbufos) for seedcorn maggot, seedcorn beetle, rootworms, garden symphylans, flea beatle.
During Silking assumes use of Warrior (Lambda-cyhalothrin) for cutworms, armyworms, flea beatle, aphic, corn earworm, etc…

DIRECTIONS FOR CALCULATING HERBICIDE AND INSECTICIDE COSTS:
Insert application rate (2.1) in the GOLD box. Use the drop down menu to select a unit (qu/A).
This automatically changes the “per unit” (if originally qu/A, and changed to lb/A, /gal will change to /lb), and conversion calculation.
Insert the cost per unit in the GOLD box. This will automatically calculate your cost per acre.
Note: DO NOT TYPE IN ANY OF THE BOXES HIGHLIGHTED IN GREEN - THIS WILL OVERWRITE THE MACROS, CAUSING ERRORS.
See 2008 Ohio Vegetable Production Guide pp 250-257

6 Fungicides assumes usage of Tilt for Rust
See 2008 Ohio Vegetable Production Guide pp. 249 for application rates and other possible fungicides

7 See table below for specific calculations. Lubrications costs are assumed to be 10% of fuel costs
8 See table below for specific calculations.
9 Hired Labor assumes 12.5 hours worked at $6.55 per hour (minimum wage). Hours and pay rates may vary depending on size of farm and location.
Includes supplies, utilities, soil tests, small tools, software/hardware, transport of supplies and equipment, etc…
10 Interest on all variable costs for 7 months at 9% interest rate.
11 Labor rate includes cash wages plus benefits.
12 Reflects 1500 total acres, 750 acres of sweet corn and 750 acres of Soybeans. See table below for specific calculations.
13 Average based on 2007-2008 data. View website below for information:
14 Land charges vary throughout the state, check your local rates

15 Management Charge is calculated as 5% of Total Receipts.
16 Return to labor and management is the revenue less total expenses except operator labor and management.
It is a measure of the returns to the operator’s labor and management.

Machinery Inventory

<table>
<thead>
<tr>
<th>Number times used</th>
<th>Machinery Cost</th>
<th>Acres per Year</th>
<th>Cost per Acre</th>
<th>Acres/ Hr</th>
<th>Fuel* (gal/A)</th>
<th>Repairs ($/A)</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 ft. Chisel Plow 1</td>
<td>$15,800</td>
<td>750</td>
<td>$2.86</td>
<td>8.5</td>
<td>0.60</td>
<td>88.24</td>
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<tr>
<td>23 ft. Field Cultivator 1</td>
<td>$29,400</td>
<td>750</td>
<td>$5.33</td>
<td>16.6</td>
<td>0.32</td>
<td>45.21</td>
</tr>
<tr>
<td>50 ft. Boom Sprayer 3</td>
<td>$18,900</td>
<td>1,500</td>
<td>$1.71</td>
<td>25.6</td>
<td>0.30</td>
<td>175.71</td>
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<tr>
<td>8 Row Planter 1</td>
<td>$28,400</td>
<td>750</td>
<td>$4.79</td>
<td>9.3</td>
<td>0.34</td>
<td>80.39</td>
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<tr>
<td>Combine 275 HP 1</td>
<td>$207,000</td>
<td>1,500</td>
<td>$19.38</td>
<td>-----</td>
<td>-----</td>
<td>147.35</td>
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<tr>
<td>Sweet Corn Head 20' 1</td>
<td>$45,200</td>
<td>750</td>
<td>$8.46</td>
<td>5.1</td>
<td>2.41</td>
<td>147.35</td>
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<tr>
<td>Fertilizer Spreader 1</td>
<td>$11,550</td>
<td>1,500</td>
<td>$1.05</td>
<td>25.6</td>
<td>0.12</td>
<td>58.59</td>
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<tr>
<td>200 HP Tractor 4</td>
<td>$142,000</td>
<td>1,500</td>
<td>$12.69</td>
<td>-----</td>
<td>-----</td>
<td>272.42</td>
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<tr>
<td>75 HP Tractor 3</td>
<td>$32,000</td>
<td>1,500</td>
<td>$2.76</td>
<td>-----</td>
<td>-----</td>
<td>175.71</td>
</tr>
<tr>
<td>Pickup Truck (1/2)**</td>
<td>$15,000</td>
<td>1,500</td>
<td>$1.34</td>
<td>-----</td>
<td>0.20</td>
<td>0.05</td>
</tr>
</tbody>
</table>

Fuel 15.16

Machinery and Equipment Charge per Acre

| $60.37 | F&L 16.67 | Repairs 13.20 |

Price of Diesel Fuel = $3.50

Machinery cost estimates, fuel estimates and cost calculations based on information from the “Farm Machinery Cost Estimates For 2007”. See the reference online at:
Machinery and Equipment charge = Cost per Acre = Machinery Cost (New Cost) Assumes 8 Year Useful Life using Straight Line Depreciation,
6.0% Interest on Average Value, 0.5% Insurance Cost on Average Value and 1.0% Housing Cost on Average Value.
Salvage Values are based on ASAE formulas.
Machines are all assumed to be new and in the first year of use (Except for Pickup Truck).
View next worksheet (Machinery Costs below) for details on calculations for Cost per Acre
*Fuel calculations are based on the implement plus tractor.
***Semi Tractor Trailer and Pickup Truck are assumed to be used equipment.
****Fuel for Semi is included in Budget as Trucking - Fuel Only