









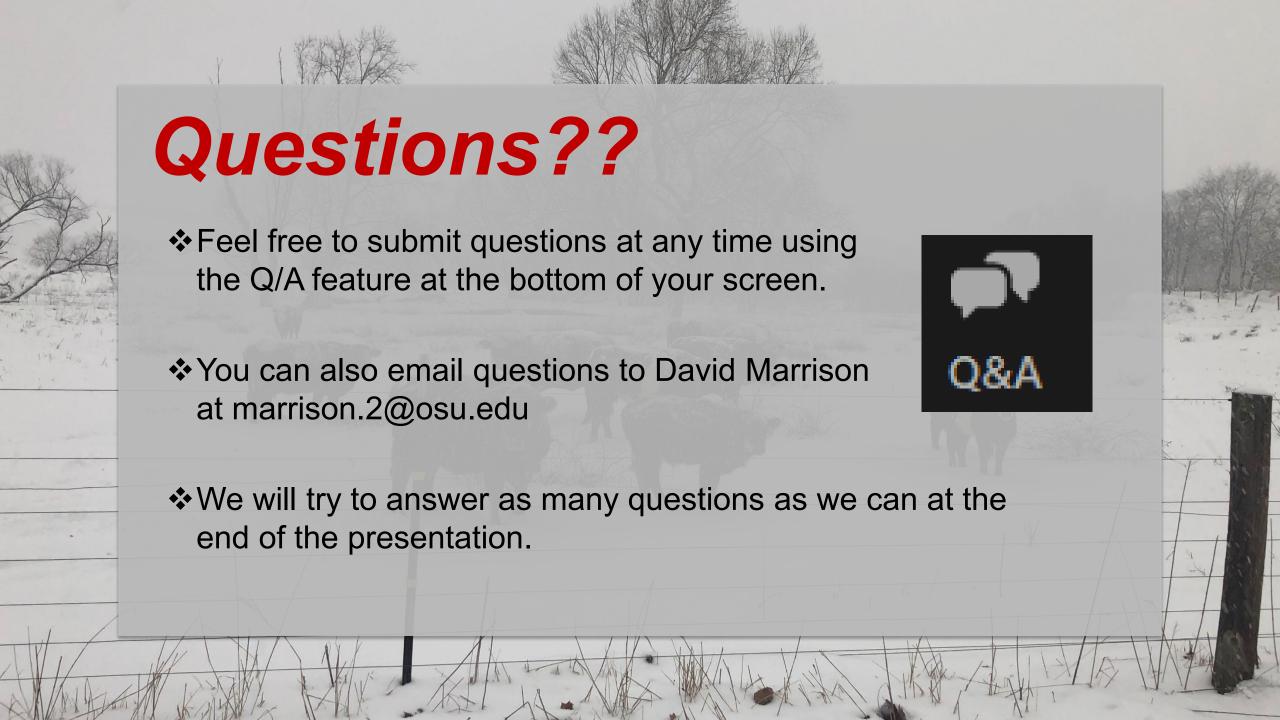
Dianne Shoemaker, OSU Extension Field Specialist, Dairy Production Economics shoemaker.3@osu.edu

Barry Ward
Director of OSU Income Tax
Schools & Leader for
Production Business
Management
ward.8@osu.edu

Peggy Hall
Director of the OSU Agricultural
and Resource Law Program
Hall.673@osu.edu

David Marrison
Agriculture and Natural
Resources Educator
OSU Extension, Coshocton
County
marrison.2@osu.edu





Evaluation

Please help us continue to offer high quality programs by completing our evaluation upon competition of the webinar.

- The internet-based evaluation will start when you exit the zoom.
- Takes roughly 3 minutes
- *Responses will be completely private



Coronavirus Food Assistance Program (CFAP) Update – Additional Assistance



A Quick Review of CFAP

- Coronavirus Aid, Relief, and Economic Security Act (CARES) passed on March 27, 2020 led to:
- CFAP1 (April 2020)
 - \$9.5B of Act funding + \$6.5B Commodity Credit Corporation (CCC) funded CFAP1
 - \$10.55 billion paid to 652,225 applicants
- CFAP2 (July 2020)
 - CCC borrowing authority increased by \$14B
 - \$13.24 billion paid to 887,150 applicant
- CFAP-Additional Assistance or CFAP 2.1 (January 2021)
 - Support estimated at \$2.3 billion

https://nationalaglawcenter.org/cfap-structure-and-status/



Polling Question

How much CFAP money has been received by Ohio applicants?

- □ \$339 million
- □ \$556 million
- **□** \$763 million
- □ \$1 billion

CFAP- AA Expanded Eligibility

- New and modified applications taken from January 19-February 26, 2021
- Expanded eligibility for contract producers, pullets and turfgrass sod
 - Contract producers (broilers, pullets, layers, chicken eggs, turkeys, hogs, or pigs under contract in 2019-2020)
 - Pullet producers (2019 eligible sales * payment rate)
 - Turfgrass sod producers (2019 sales +crop insurance +WHIP+NAP)



CFAP- AA

2019 Sales Range	Percent Payment Factor for the Producer's 2019 Sales of Eligible Commodities Falling in the Range
\$0 to \$49,999	10.6%
\$50,000 to \$99,999	9.9%
\$100,000 to \$499,999	9.7%
\$500,000 to \$999,999	9.0%
Sales over \$1 million	8.8%

CFAP- AA Updated Payment Calculations

- Updated commodities to account for crop insurance indemnities, NAP, and WHIP+ payments to more accurately represent what a producer would have marketed if not for a cause of loss
 - Aquaculture (insurance + NAP)
 - Nursery Crops and Floriculture (insurance + NAP + WHIP+)
 - Specialty Crops (insurance + NAP + WHIP+)
 - Specialty Livestock (insurance)
 - Row Crops (improved support when APH approved yield not available)
 - Swine (top up payments increased from 25% to 50% of TEL)



Coronavirus Food Assistance Program- Additional Assistance

- On 1/15/2021 USDA announced additional assistance building on the \$23.6 billion payments in CFAP1 and CFAP2
- Regulatory Freeze Pending Review memo issued on 1/20/21 suspended the \$2.3 billion of additional assistance.
 - USDA has suspended the processing and payments under the Coronavirus Food Assistance Program-Additional Assistance and has halted implementation until further notice. FSA local offices will continue to accept applications during the evaluation period.

In the coming days, USDA and the Biden Administration intend to take additional steps to bring relief and support to all parts of food and agriculture during the coronavirus pandemic, including by ensuring producers have access to the capital, risk management tools, disaster assistance, and other federal resources.



As a Producer-What do I do?

- Listen for updates here on Farm Office Live
- Maintain contact with local FSA office
- Additional Assistance <u>may or may not</u> be provided after review
- Top-up payments would made be automatically issued
- Consolidated Appropriations Act of 2021 may address top up for beef cattle in CFAP1
- Check out FAQs at: https://www.farmers.gov/cfap/faq



Don't Confuse CFAP Additional Assistance with CFAP 3 in Consolidated Appropriations Act, 2021 and COVID Relief Funding for USDA

 $D_{ECEMBER}$ 21, 2020 RULES COMMITTEE PRINT 116-68 TEXT OF THE HOUSE AMENDMENT TO THE

SENATE AMENDMENT TO H.R. 133

[Showing the text of the Consolidated Appropriations Act,

In lieu of the matter proposed to be inserted by the Senate, insert the following: SECTION 1. SHORT TITLE.

This Act may be cited as the "Consolidated Appro-3 priations Act, 2021".

4 SEC. 2. TABLE OF CONTENTS.

Sec. 1. Short title.

Sec. 2. Table of contents. Sec. 3. References.

Sec. 4. Explanatory statement.

Sec. 5. Statement of appropriations. Sec. 6. Availability of funds.

Sec. 8. Definition.

Sec. 7. Adjustments to compensation.

Sec. 5. Denmuon.
Sec. 9. Office of Management and Budget Reporting Requirement. DIVISION A—AGRICULTURE, RURAL DEVELOPMENT, FOOD AND DEVELOPMENT, ADDROIDED A

DIVISION A—AGMICULTURE, KUKALI DEVELOPMENT, FUOD AND DIVISION ACUR ORDER APPROPRIA-Title I—Agricultural Programs Title II—Farm Production and Conservation Programs

Title III—Rural Development Programs

Title IV—Domestic Food Programs

Title V—Foreign Assistance and Related Programs

Title VI—Related Agency and Food and Drug Administration

CFAES

Emergency Coronavirus Relief Act of 2020

- Third version of CFAP
- \$5 billion for row crops (flat \$20/acre)
- \$3 billion for cattle, dairy and contract growers
- \$1.5 billion for purchase of ag products, grants and loans.
- Unclear of when these provisions will be rolled out.
- Provisions were discussed in January 2021 Farm Office Live. Check out the recording at:
 - https://farmoffice.osu.edu/farmofficelive



President Biden's Executive Orders and Agriculture

Tackling the Climate Crisis – January 27, #14008

- "...to pursue action at home and abroad in order to avoid the most catastrophic impacts of that crisis and to seize the opportunity that tackling climate change presents."
- Directs USDA to collect input from farmers on how to use federal programs to encourage adoption of climate-smart agricultural practices that produce carbon reductions and submit report within 90 days.
- Directs DOI with other agencies to solicit input from agricultural and forest landowners and others to identify strategies to encourage participation in goal of conserving 30% of our lands and waters by 2030 and submit report within 90 days.



President Biden's Executive Orders and Agriculture

Protecting Public Health and Environment and Restoring Science to Tackle the Climate Crisis—January 20, #13990

- Review of all regulatory actions taken in previous administration that conflict with objectives of protecting public health and environment, etc.
- Revokes Trump's Executive Order on Waters of the United States Rule.
- Revokes Keystone XL pipeline permit.





Update on the Paycheck Protection Program

Paycheck Protection Program (PPP) Loans

- PPP reopened through March 31, 2021
- Allows borrowers to apply for a first draw or second draw loan
- Allocates \$284 billion for this reauthorized program and changes some of the rules retroactively.











Paycheck Protection Program (PPP) Loans - Headlines

 Self-Employed Farmers can apply based on gross Schedule F Income rather than net Schedule F Income.

 Expenses paid for with proceeds from forgiven loans are tax deductible.

Paycheck Protection Program (PPP) Loans - Eligibility

- Farmers are eligible:
 - 1. To apply for a First Draw loan
 - 2. To request an increase (recalc or resize) to a First Draw loan (as long as forgiveness has not been received)
 - 3. To request a Second Draw loan, if eligible.

Good Faith Certification: In operation on Feb. 15, 2020,
 economic uncertainty makes the loan request necessary, etc.



Paycheck Protection Program (PPP) Loans

- Qualified self-employed farmers who did not have employees and had less than \$100,000 of net income in 2019 were not originally eligible for the maximum forgivable PPP loan.
- The new legislation provides a new loan calculation for selfemployed farmers based upon *gross* Schedule F income (Line 9), rather than *net farm profit from* Schedule F.
- Farmers are now able to receive a PPP loan of up to \$20,833 (reduced by any loan already received) based on gross income of at least \$100,000.



Paycheck Protection Program Loans – Recalculation of PPP First Draw

• Borrowers who have not yet received forgiveness may request an increase in their loan amount if they returned all or part of a PPP loan or did not take the full amount of a PPP loan to which they were entitled.

Paycheck Protection Program Loans – Covered Periods

• The legislation allows borrowers to choose a covered period anywhere between 8 and 24-weeks for purposes of loan forgiveness. The covered period must begin on the date the proceeds are disbursed.



Paycheck Protection Program Loans – Covered Periods

- Covered Periods for First Draw and Second Draw PPP Loans cannot overlap.
- Minimum covered period of 8 weeks makes the prospect of someone applying for their first draw and second draw PPP loans between now and the deadline impossible.
- Those applying for a recalculation/resizing of PPP 1 loan may still feasibly apply for PPP 2 if other conditions are met.



Paycheck Protection Program Loans – Covered Expenses Now Deductible

- Previously, the IRS and Treasury indicated that the expenses covered by PPP loans that were forgiven (or would be forgiven) would not be deductible. The new legislation now allows for these expenses to be deducted.
- Under the CAA, forgiven loan funds are excluded from gross income and expenses paid for with proceeds from forgiven loans are tax deductible.

Paycheck Protection Program Loans – PPP Second Draw Loans

- The Economic Aid Act authorizes the SBA to guarantee PPP Second Draw Loans under the same general conditions as PPP1.
- To be eligible for a PPP Second Draw Loan, the borrower must have received a first draw PPP loan, used all of the proceeds of that loan for permitted purposes and applied for and received forgiveness.

Paycheck Protection Program Loans – PPP Second Draw Loans

- The new legislation establishes a PPP Second Draw Loan program that generally applies to businesses:
- With 300 or fewer employees and
- With <u>Gross Receipts</u> during any quarter in 2020 that were reduced by at least 25 percent from the gross receipts of the business during the same quarter in 2019. (Or had gross receipts for all four quarters in 2020 reduced by at least 25 percent compared to 2019.)



Paycheck Protection Program Loans – PPP Second Draw Loans – Gross Receipts

- What are "Gross Receipts"?
- The SBA defines "gross receipts" (13 C.F.R. 121.104) as all revenue in whatever form received or accrued (in accordance with the entity's accounting method) from whatever source....
- Includes: Interest, dividends, gain on sale of equipment and any other farm income
- Does Not Include: PPP loan forgiveness, capital gains & losses, etc.

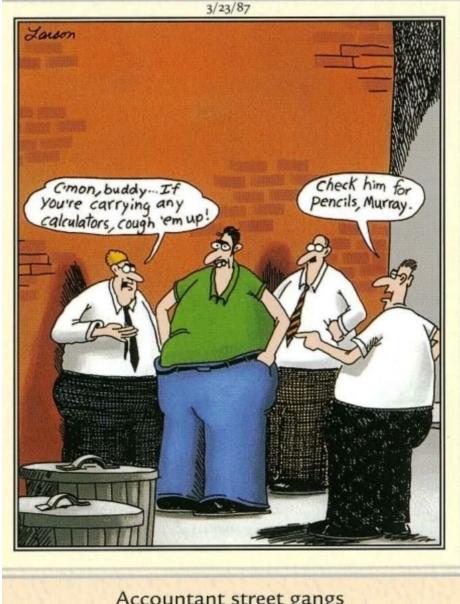


Paycheck Protection Program Loans Forgiveness Application

BORROV					
	Business Legal Name ("B	orrower")		DBA or Traden	ame, if applicable
	Business Address		NAICS Code	Business TIN (EIN, SSN)	Business Phone
				Primary Contact	E-mail Address
] First Dra	w PPP Loan 🗆 Second Draw l	PPP Loan (che	ck one)		
BA PPP Le	oan Number:		Lender PPI	P Loan Number:	
PPP Loan Amount:		PPP Loan Disbursement Date:			
mployees a	at Time of Loan Application:		Employees	at Time of Forgiveness Ap	pplication:
overed Per	riod:	to			
Borrower	(Together with Affiliates, if A	pplicable) Rece	ived First Drav	w PPP Loans of \$2 Million	or More or Second Draw
PP Loans	of \$2 Million or More, Check H	lere:			
mount of I	Loan Spent on Payroll Costs:		Requested	Loan Forgiveness Amoun	t:
	Below, You Make the Following				
ae Autnoriz					
	•			y initialing next to each on	
	he Borrower has complied with a	all requirements	in the Paycheck	Protection Program Rules	(Sections 7(a)(36),
(7	he Borrower has complied with a 7)(a)(37), and 7A of the Small Bu	all requirements usiness Act, the	in the Paycheck	Protection Program Rules	(Sections 7(a)(36),
(7	he Borrower has complied with a 7)(a)(37), and 7A of the Small Bu f this application), including the	all requirements usiness Act, the l rules related to:	in the Paycheck	Protection Program Rules	(Sections 7(a)(36),
(7	he Borrower has complied with a 7)(a)(37), and 7A of the Small Bu f this application), including the eligible uses of PPP loan	all requirements usiness Act, the rules related to: proceeds;	in the Paycheck PPP interim fins	Protection Program Rules al rules, and guidance issued	(Sections 7(a)(36),
(7	the Borrower has complied with a 7)(a)(37), and 7A of the Small Bu f this application), including the eligible uses of PPP loan the amount of PPP loan p	all requirements usiness Act, the rules related to: proceeds; proceeds that mu	in the Paycheck PPP interim fina st be used for pa	r Protection Program Rules al rules, and guidance issued ayroll costs;	(Sections 7(a)(36), d by SBA through the date
(7	he Borrower has complied with a 7)(a)(37), and 7A of the Small But f this application), including the eligible uses of PPP loan the amount of PPP loan p the calculation and docur	all requirements usiness Act, the rules related to: proceeds; proceeds that mu mentation of the	in the Paycheck PPP interim fins st be used for pa Borrower's reve	t Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicable	(Sections 7(a)(36), d by SBA through the date
(7	the Borrower has complied with a 7)(a)(37), and 7A of the Small Bu f this application), including the eligible uses of PPP loan the amount of PPP loan p	all requirements usiness Act, the rules related to: proceeds; proceeds that mu mentation of the prower's Request	in the Paycheck PPP interim fins st be used for pa Borrower's reve ted Loan Forgiv	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicable cness Amount.	(Sections 7(a)(36), If by SBA through the date e); and
(7 of	he Borrower has complied with a p(a)(37), and 7A of the Small Bate is application), including the eligible uses of PPP loan the amount of PPP loan the calculation and door the calculation of the Bot	all requirements usiness Act, the rules related to: proceeds; proceeds that mu mentation of the prower's Request	in the Paycheck PPP interim fins st be used for pa Borrower's reve ted Loan Forgiv	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicable cness Amount.	(Sections 7(a)(36), If by SBA through the date e); and
(7 of	he Borrower has complied with in 1/(a)(37), and 7A of the Small But this application), including the distribution of PPP loan in the calculation and document the calculation of the Bortformation regarding these requiregram Rules.	all requirements asiness Act, the l rules related to: proceeds; proceeds that mu mentation of the trower's Request rements may be	in the Paycheck PPP interim fins st be used for pa Borrower's revited Loan Forgiv found in the For	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicable eness Amount. m 3508S Instructions and t	(Sections 7(a)(36), d by SBA through the date e); and he Paycheck Protection
In Pr	he Borrower has complied with a P(a)(37), and 7A of the Small Bt this application), including the eligible uses of PPP loan the amount of PPP loan the amount of PPP loan pour the calculation and docur the calculation of the Bor nformation regarding these requirer rogram Rules.	all requirements asiness Act, the rules related to: proceeds; proceeds that mu mentation of the proceeds that mu mentation is the proceeds that mu mentation of the proceeds that mu mentation is the proceeds that mu mentation is the procedure of	in the Paycheck PPP interim fins st be used for pa Borrower's revo ted Loan Forgiv found in the For and correct in al	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. m 3508S Instructions and t	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection
In Pr	he Borrower has complied with in 1/(a)(37), and 7A of the Small But this application), including the distribution of PPP loan in the calculation and document the calculation of the Bortformation regarding these requiregram Rules.	all requirements usiness Act, the l rules related to: proceeds; proceeds that mu mentation of the trower's Request rements may be	in the Paycheck PPP interim fina st be used for pr Borrower's reve ted Loan Forgiv found in the For and correct in al guaranteed loan	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. rm 3508S Instructions and the ll material respects. I unders is punishable under the lav	(Sections 7(a)(36), I by SBA through the date e); and the Paycheck Protection stand that knowingly making w, including 18 U.S.C. 1001
In Pr	he Borrower has complied with a f/(a)(37), and 7A of the Small But fit his application), including the including and docure the amount of PPP loan in the calculation and docure the calculation of the Bornformation regarding these require to a supplied to the information provided in this and false statement to obtain forgive and 3571 by imprisoment of normal many increases and including the information provided in this and false statement to obtain forgive and 3571 by imprisoment of normal many increases.	all requirements asiness Act, the large series and the proceeds; proceeds that munentation of the rower's Request rements may be oplication is true ness of an SBA- ot more than fi to years and/or a yea	in the Paycheck PPP interim fina st be used for pr Borrower's revited Loan Forgiv found in the For and correct in al guaranteed loan ve years and/on t fine of not mo	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. m 3508S Instructions and till material respects. I unders a is punishable under the lav a fine of up to \$250,000 re than \$5,000; and, if subs	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making w, including 18 U.S.C. 1001; under 15 U.S.C. 645 bp intet to a Federally insure
In Pr	he Borrower has complied with a 'p(a)(37), and 7A of the Small B this application), including the cligible uses of PPP loan the amount of PPP loan the calculation and docur the calculation of the Bor afformation regarding these required rogram Rules. he information provided in this ap false statement to obtain forgive d 3571 by imprisonment of n	all requirements asiness Act, the large series and the proceeds; proceeds that munentation of the rower's Request rements may be oplication is true ness of an SBA- ot more than fi to years and/or a yea	in the Paycheck PPP interim fina st be used for pr Borrower's revited Loan Forgiv found in the For and correct in al guaranteed loan ve years and/on t fine of not mo	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. m 3508S Instructions and till material respects. I unders a is punishable under the lav a fine of up to \$250,000 re than \$5,000; and, if subs	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making w, including 18 U.S.C. 1001; under 15 U.S.C. 645 bp intet to a Federally insure
In Pr	he Borrower has complied with a V(a)(37), and 7A of the Small B this application), including the eligible uses of PPP loan the amount of PPP loan the amount of PPP loan the calculation and docur the calculation of the Bor and the statement of the Bor and the statement of the Bor and the statement to obtain forgive and 3571 by imprisonment of nuprisonment of nuprisonment of nuprisonment of nuprisonment of nuprisonment of the statement to what the statement of th	all requirements usiness Act, the laurules related to: proceeds; proceeds that munentation of the rower's Requestrements may be opplication is true ness of an SBA-tot more than fivo years and/or a by imprisonment	in the Paycheck PPP interim fina st be used for pa Borrower's reve ted Loan Forgiv found in the For and correct in al guaranteed loan we years and/or if fine of not mor of not more tha	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. m 3508S Instructions and t ll material respects. I unders is punishable under the lar a fine of up to \$250,000 re than \$5,000; and, if subn n thirty years and/or a fine of	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making, including 18 U.S.C. 10010; under 15 U.S.C. 645 by initted to a Federally insure of not more than \$1,000,000
(7 of In Property of In In Property of In	he Borrower has complied with 1 ()(a)(37), and 7A of the Small But of this application), including the eligible uses of PPP loan the amount of PPP loan the amount of PPP loan the calculation and docur the calculation and docur the calculation of the Bor formation regarding these requiregram Rules. The information provided in this affalse statement to obtain forgive and 3571 by imprisonment of myrisonment of not more than two stitution, under 18 U.S.C. 1014 by admission of this forgiveness agreements of the story of the	all requirements usiness Act, the learned series Act, the learned series and the proceeds; proceeds that mu mentation of the crower's Requestrements may be opplication is trueness of an SBA-ot more than fi on years and/or a by imprisonment opplication, the E	in the Paycheck PPP interim fins st be used for pi Borrower's reve ted Loan Forgiv found in the For and correct in al guaranteed loan ve years and/or of not more tha Borrower must i	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. m 3508S Instructions and t Il material respects. I unders is punishable under the lar a fine of up to \$250,000 re than \$5,000; and, if subm in thirty years and/or a fine c retain all records necessary	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making, w, including 18 U.S.C. 1001); under 15 U.S.C. 645 by inted to a Federally insure of not more than \$1,000,000
(7 of	he Borrower has complied with a V(a)(37), and 7A of the Small B this application), including the eligible uses of PPP loan the amount of PPP loan the amount of PPP loan the calculation and docur the calculation of the Bor and the statement of the Bor and the statement of the Bor and the statement to obtain forgive and 3571 by imprisonment of nuprisonment of nuprisonment of nuprisonment of nuprisonment of nuprisonment of the statement to what the statement of th	all requirements usiness Act, the lost siness Act, the lost proceeds; proceeds that munentation of the grower's Requestrements may be opplication is true ness of an SBA for years and/or a by imprisonment by imprisonment because the state of the process of the process of the property of the process of the	in the Paycheck PPP interim fina st be used for pa Borrower's reve ted Loan Forgiv found in the For and correct in al guaranteed loan ve years and/or fine of not mo of not more tha Borrower must i ment records an	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. rm 3508S Instructions and the large is punishable under the large is punishable under the large in 600; and, if subn thirty years and/or a fine of untire the interest of the large in the large	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making, w, including 18 U.S.C. 1001; y, under 15 U.S.C. 645 by pittled to a Federally insured of not more than \$1,000,000 y to prove compliance with r records. SBA may reques
In Pri ari in in in in in in in orrower's f	he Borrower has complied with a 'p(a)(37), and 7A of the Small B this application), including the cligible uses of PPP loan the amount of PPP loan the calculation and docur the calculation and docur the calculation of the Bor normation regarding these requir rogram Rules. he information regarding these requir false statement to obtain forgive do 3571 by imprisonment of no mprisonment of not more than tw testitution, under 18 U.S.C. 1014 abmission of this forgiveness are tection Program Rules for four y formation for the purposes of ev formation for the purposes of ev failure to provide information rea	all requirements usiness Act, the listing and	in the Paycheck PPP interim fins at be used for pi Borrower's reveted Loan Forgiv found in the For and correct in al guaranteed loan we years and/or if fine of not mo of not more tha Borrower must i ment records an rrower's cligible	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. m 3508S Instructions and till material respects. I unders a is punishable under the lav a fine of up to \$250,000 re than \$5,000; and, if subm in thirty years and/or a fine certain all records necessary d for three years for all othe lity for the PPP loan and fe	(Sections 7(a)(36), il by SBA through the date by SBA through the date c); and the Paycheck Protection stand that knowingly making w, including 18 U.S.C. 1001; under 15 U.S.C. 645 by intited to a Federally insure of not more than \$1,000,000 y to prove compliance with r records. SBA may reques or loan forgiveness, and the
In Pri ari in in in ollowing su aycheck Predditional in orrower's f	he Borrower has complied with a P(a)(37), and 7A of the Small But this application), including the including and including and docure the amount of PPP loan in the calculation and docure the calculation of the Bornformation regarding these require rogram Rules. The statement to obtain forgive did 3571 by imprisonment of no prisonment of not more than two stitution, under 18 U.S.C. 1014 by abmission of this forgiveness apotection Program Rules for four y formation for the purposes of ex-	all requirements usiness Act, the listing and	in the Paycheck PPP interim fins at be used for pi Borrower's reveted Loan Forgiv found in the For and correct in al guaranteed loan we years and/or if fine of not mo of not more tha Borrower must i ment records an rrower's cligible	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. m 3508S Instructions and till material respects. I unders a is punishable under the lav a fine of up to \$250,000 re than \$5,000; and, if subm in thirty years and/or a fine certain all records necessary d for three years for all othe lity for the PPP loan and fe	(Sections 7(a)(36), il by SBA through the date by SBA through the date c); and the Paycheck Protection stand that knowingly making w, including 18 U.S.C. 1001; under 15 U.S.C. 645 by intited to a Federally insure of not more than \$1,000,000 y to prove compliance with r records. SBA may reques or loan forgiveness, and the
In Price a representation of the price and t	he Borrower has complied with a '()(a)(37), and 7A of the Small B is this application), including the i eligible uses of PPP loan the amount of PPP loan the amount of PPP loan the calculation and docur of the second of the Bor formation regarding these require rogram Rules. he information provided in this a false statement to obtain forgive do 3571 by imprisonment of no more than two stitution, under 18 U.S.C. 1014 to abmission of this forgiveness a protection Program Rules for four y formation for the purposes of eve activation of the purposes of every companies to the purpose of every companies the purpose of every the purpose the transfer the purpose the pur	all requirements assiness Act, the 1 cules related to: proceeds; proceeds that mu mentation of the rower's Requestrements may be oplication is true needs of an SBA-ness of	in the Paycheck PPP interim fins st be used for put Borrower's revited Loan Forgiv found in the For and correct in al guaranteed loan we years and/or fine of not mo of not more that sorrower must it ment records an rrower's e ligible may result in a plication.	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. rm 3508S Instructions and till material respects. I unders is punishable under the lav a fine of up to \$250,000 re than \$5,000; and, if subn thirty years and/or a fine ceretain all records necessary d for three years for all othe lity for the PPP loan and fodetermination that the Bor determination that the Bor	(Sections 7(a)(36), I by SBA through the date e); and the Paycheck Protection stand that knowingly making, w, including 18 U.S.C. 1001; y, under 15 U.S.C. 645 by initted to a Federally insured for thore than \$1,000,000 y to prove compliance wiff r records. SBA may reques or loan forgiveness, and the rower was ineligible for the
In Properties of the Propertie	he Borrower has complied with a P(a)(37), and 7A of the Small B the objection of this application), including the eligible uses of PPP loan the amount of PPP loan the amount of PPP loan the calculation and docur the calculation of the Bor afformation regarding these require rogram Rules. The information provided in this a false statement to obtain forgive and 3571 by imprisonment of murprisonment of not more than tweether stitution, under 18 U.S.C. 1014 by a the statement of the proposes of every a the program Rules for four formation for the purposes of every formation for the formation for the formation for formation f	all requirements usiness Act, the least states and the components of the components	in the Paycheck PPP interim fins st be used for pi Borrower's revited Loan Forgiv found in the For and correct in al guaranteed loan and correct in al guaranteed loan to fine of not mo of not more tha borrower must i ment records an rrower's eligibi may result in a plication. ated in accordar	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. mm 3508S Instructions and the sis punishable under the lar a fine of up to \$250,000 re than \$5,000; and, if subn a thirty years and/or a fine certain all records necessary d for three years for all othe lity for the PPP loan and fidetermination that the Borace with the Paycheck Protection and Section 1 and 1	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making, w, including 18 U.S.C. 10010; ju under 15 U.S.C. 645 by intted to a Federally insured of not more than \$1,000,000 y to prove compliance with r records. SBA may reques or loan forgiveness, and the rower was ineligible for the
In Price of the second of the	he Borrower has complied with a P(a)(37), and 7A of the Small Bt this application), including the cligible uses of PPP loan the amount of PPP loan the calculation and docur the calculation of the Bor nformation regarding these requirer rogram Rules. he information provided in this a false statement to obtain forgive and 3571 by imprisonment of no myrisonment of not more than two stitution, under 18 U.S.C. 1014 by abmission of this forgiveness are steeding from the program Rules for four formation for the purposes of calculation and formation for the purposes of calculation and and and formation for for purpose and and formation for for purpose and formation for for purpose for formation for for formation formation for for	all requirements usiness Act, the least states and the components of the components	in the Paycheck PPP interim fins st be used for pi Borrower's revited Loan Forgiv found in the For and correct in al guaranteed loan and correct in al guaranteed loan to fine of not mo of not more tha borrower must i ment records an rrower's eligibi may result in a plication. ated in accordar	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. mm 3508S Instructions and the sis punishable under the lar a fine of up to \$250,000 re than \$5,000; and, if subn a thirty years and/or a fine certain all records necessary d for three years for all othe lity for the PPP loan and fidetermination that the Borace with the Paycheck Protection and Section 1 and 1	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making, w, including 18 U.S.C. 10010; ju under 15 U.S.C. 645 by intted to a Federally insured of not more than \$1,000,000 y to prove compliance with r records. SBA may reques or loan forgiveness, and the rower was ineligible for the
In Price of the second of the	he Borrower has complied with a P(a)(37), and 7A of the Small Bt this application), including the cligible uses of PPP loan the amount of PPP loan the calculation and docur the calculation of the Bor nformation regarding these requirer rogram Rules. he information provided in this a false statement to obtain forgive and 3571 by imprisonment of no myrisonment of not more than two stitution, under 18 U.S.C. 1014 by abmission of this forgiveness are steeding from the program Rules for four formation for the purposes of calculation and formation for the purposes of calculation and and and formation for for purpose and and formation for for purpose and formation for for purpose for formation for for formation formation for for	all requirements usiness Act, the least states and the components of the components	in the Paycheck PPP interim fins st be used for pi Borrower's revited Loan Forgiv found in the For and correct in al guaranteed loan and correct in al guaranteed loan to fine of not mo of not more tha borrower must i ment records an rrower's eligibi may result in a plication. ated in accordar	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. mm 3508S Instructions and the sis punishable under the lar a fine of up to \$250,000 re than \$5,000; and, if subn a thirty years and/or a fine certain all records necessary d for three years for all othe lity for the PPP loan and fidetermination that the Borace with the Paycheck Protection and Section 1 and 1	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making, w, including 18 U.S.C. 10010; ju under 15 U.S.C. 645 by intted to a Federally insured of not more than \$1,000,000 y to prove compliance with r records. SBA may reques or loan forgiveness, and the rower was ineligible for the
In Price of the state of the st	he Borrower has complied with a P(a)(37), and 7A of the Small Bt this application), including the cligible uses of PPP loan the amount of PPP loan the calculation and docur the calculation of the Bor nformation regarding these requirer rogram Rules. he information provided in this a false statement to obtain forgive and 3571 by imprisonment of no myrisonment of not more than two stitution, under 18 U.S.C. 1014 by abmission of this forgiveness are steeding from the program Rules for four formation for the purposes of calculation and formation for the purposes of calculation and and and formation for for purpose and and formation for for purpose and formation for for purpose for formation for for formation formation for for	all requirements usiness Act, the least states and the components of the components	in the Paycheck PPP interim fins st be used for pi Borrower's revited Loan Forgiv found in the For and correct in al guaranteed loan and correct in al guaranteed loan to fine of not mo of not more tha borrower must i ment records an rrower's eligibi may result in a plication. ated in accordar	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. mm 3508S Instructions and the sis punishable under the lar a fine of up to \$250,000 re than \$5,000; and, if subn a thirty years and/or a fine certain all records necessary d for three years for all othe lity for the PPP loan and fidetermination that the Borace with the Paycheck Protection and Section 1 and 1	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making, w, including 18 U.S.C. 10010; ju under 15 U.S.C. 645 by intted to a Federally insured of not more than \$1,000,000 y to prove compliance with r records. SBA may reques or loan forgiveness, and the rower was ineligible for the
In Principle of the Pri	he Borrower has complied with a P(a)(37), and 7A of the Small Bt this application), including the cligible uses of PPP loan the amount of PPP loan the calculation and docur the calculation of the Bor nformation regarding these requirer rogram Rules. he information provided in this a false statement to obtain forgive and 3571 by imprisonment of no myrisonment of not more than two stitution, under 18 U.S.C. 1014 by abmission of this forgiveness are steeding from the program Rules for four formation for the purposes of calculation and formation for the purposes of calculation and and and formation for for purpose and and formation for for purpose and formation for for purpose for formation for for formation formation for for	all requirements usiness Act, the includes related to: proceeds; proceeds that mu mentation of the rower's Requestrements may be optication is true ness of an SBA-to more than five years and/or a toy imprisonment optication, the Eyears for employ aluating the Bo quested by Squested	in the Paycheck PPP interim fins st be used for pi Borrower's revited Loan Forgiv found in the For and correct in al guaranteed loan and correct in al guaranteed loan to fine of not mo of not more tha borrower must i ment records an rrower's eligibi may result in a plication. ated in accordar	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. mm 3508S Instructions and the sis punishable under the lar a fine of up to \$250,000 re than \$5,000; and, if subn a thirty years and/or a fine certain all records necessary d for three years for all othe lity for the PPP loan and fidetermination that the Borace with the Paycheck Protection and Section 1 and 1	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making, w, including 18 U.S.C. 10010; ju under 15 U.S.C. 645 by intted to a Federally insured of not more than \$1,000,000 y to prove compliance with r records. SBA may reques or loan forgiveness, and the rower was ineligible for the
In Price of the second of the	he Borrower has complied with a '()(a)(37), and 7A of the Small B this application), including the cligible uses of PPP loan the amount of PPP loan the calculation and docur the calculation of the Bor afformation regarding these requirance rogram Rules. The information provided in this apriles false statement to obtain forgive do 3571 by imprisonment of mprisonment of not more than to testitution, under 18 U.S.C. 1014 abmission of this forgiveness ap stection Program Rules for four formation for the purposes of e callure to provide information re in a denial of the Borrower's loan er's eligibility for loan forgivene lender to disapprove the Borrower's control control the statement the statement	all requirements usiness Act, the includes related to: proceeds; proceeds that mu mentation of the rower's Requestrements may be optication is true ness of an SBA-to more than five years and/or a toy imprisonment optication, the Eyears for employ aluating the Bo quested by Squested	in the Paycheck PPP interim fins st be used for pi Borrower's revited Loan Forgiv found in the For and correct in al guaranteed loan and correct in al guaranteed loan to fine of not mo of not more tha borrower must i ment records an rrower's eligibi may result in a plication. ated in accordar	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. mm 3508S Instructions and till material respects. I unders is punishable under the lar a fine of up to \$250,000 re than \$5,000; and, if subn thirty years and/or a fine of up to \$70,000 re than \$10,000 re tha	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making, w, including 18 U.S.C. 10010; ju under 15 U.S.C. 645 by intted to a Federally insured of not more than \$1,000,000 y to prove compliance with r records. SBA may reques or loan forgiveness, and the rower was ineligible for the
In Ph Ti a arriving in	he Borrower has complied with a '()(a)(37), and 7A of the Small B this application), including the cligible uses of PPP loan the amount of PPP loan the calculation and docur the calculation of the Bor afformation regarding these requirance rogram Rules. The information provided in this apriles false statement to obtain forgive do 3571 by imprisonment of mprisonment of not more than to testitution, under 18 U.S.C. 1014 abmission of this forgiveness ap stection Program Rules for four formation for the purposes of e callure to provide information re in a denial of the Borrower's loan er's eligibility for loan forgivene lender to disapprove the Borrower's control control the statement the statement	all requirements usiness Act, the includes related to: proceeds; proceeds that mu mentation of the rower's Requestrements may be optication is true ness of an SBA-to more than five years and/or a toy imprisonment optication, the Eyears for employ aluating the Bo quested by Squested	in the Paycheck PPP interim fins st be used for pi Borrower's revited Loan Forgiv found in the For and correct in al guaranteed loan and correct in al guaranteed loan to fine of not mo of not more tha borrower must i ment records an rrower's eligibi may result in a plication. ated in accordar	Protection Program Rules al rules, and guidance issued ayroll costs; enue reduction (if applicableness Amount. mm 3508S Instructions and till material respects. I unders is punishable under the lar a fine of up to \$250,000 re than \$5,000; and, if subn thirty years and/or a fine of up to \$70,000 re than \$10,000 re tha	(Sections 7(a)(36), I by SBA through the date e); and he Paycheck Protection stand that knowingly making, w, including 18 U.S.C. 10010; ju under 15 U.S.C. 645 by intted to a Federally insured of not more than \$1,000,000 y to prove compliance with r records. SBA may reques or loan forgiveness, and the rower was ineligible for the

- Simplified forgiveness procedure for PPP loans up to \$150,000.
 - Retain records to prove compliance if audited by the SBA (4 years - employment records; 3 yearsother records)

• The legislation repeals the provision in the CARES Act requiring the SBA to reduce a borrower's PPP forgiveness by the amount of an EIDL Advance.



- Barry Ward
- https://farmoffice.osu.edu/
- **(614)** 688-3959
- ward.8@osu.edu

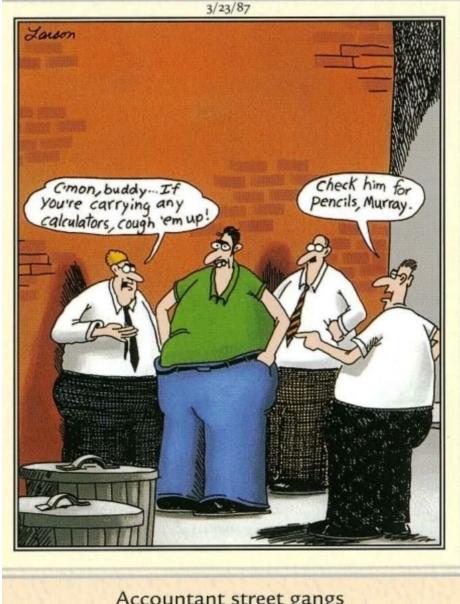
Accountant street gangs

Employee Retention Credit (ERC)

- The legislation extends and expands the employee retention credit, allowing employers to remain eligible up until July 1, 2021.
- Previously, employers who received a PPP loan were ineligible to claim the ERC. The new legislation retroactively allows employers who receive PPP loans to claim the ERC and to treat payroll costs paid during the loan-covered period as qualified wages to the extent the wages are not paid for with forgiven PPP loan proceeds.

Employee Retention Credit (ERC)

- For the period January 1, 2021 & prior to July 1, 2021 the ERC percentage increases from 50 percent of qualified wages to 70 percent.
- Employers can count qualified wages up to \$10,000 per employee per quarter (instead of for all quarters) in calculating the credit.
- Employers qualify for the credit if their gross receipts for a calendar quarter are less than 80 percent of the gross receipts (previous rules <50%) of the corresponding calendar quarter in calendar year 2019.



- Barry Ward
- https://farmoffice.osu.edu/
- **(614)** 688-3959
- ward.8@osu.edu

Accountant street gangs

Proposed Legislation - Ohio

- Tax Conformity Bill S.B. 18 (passed today) and H.B. 48
 - Conforms state tax code with recent changes to Internal Revenue
 Code in the Consolidated Appropriations Act.
 - Exempts forgiven Paycheck Protection Program second draw loan proceeds from Commercial Activity Tax.
 - Exempts Bureau of Workers Compensation dividend rebates from Commercial Activity Tax, beginning in 2020.
 - Will be effective immediately upon passage.



Proposed Legislation - Ohio

Minimum wage

- S.B. 51: \$12/hr in 2022 and \$1/hr increases up to \$15 in 2025
- H.B. 69: \$10/hr in 2022 and \$1/hr increases up to \$15 in 2027

• **Beginning farmers** – H.B. 95

- Income tax credits for business that sell or rent land, animals,
 facilities or equipment to beginning farmers (5% for sales; 10%
 of gross rental income; 15% of gross rental income for share rent)
- Income tax credits to beginning farmers for cost of participating in a certified financial management program.



Proposed Legislation - Ohio

- Wind and solar facilities S.B. 52
 - safety specifications in wind farm certificates, modified wind turbine setbacks, township referendum process for large wind and solar facility certificates.
- Broadband services H.B. 2 and S.B. 8 (passed Senate today)
 - Grant program for broadband providers, use of electric cooperative easements and poles.
- Eminent domain H.B. 63
 - Allows municipality or township to veto the use of eminent domain for recreational trails upon landowner request.
 - Removes 10 day requirement for landowner object to a taking.



Proposed Legislation - Federal

- Renewable Fuel Infrastructure Investment and Market
 Expansion Act Klobuchar (D-Minn.) & Ernst (R-Iowa)
 - \$500 million grant program over 5 years.
 - Infrastructure grants for fuel retailers.
 - EPA to finalize a proposed rule to repeal required language of potential impacts on cars from E15 labeling.
 - EPA must also finalize rule provisions to allow certain
 Underground Storage Tanks to store higher blends of ethanol.



Proposed Legislation - Federal

FY2021 Budget Reconciliation Bill -- \$16.112 billion

- \$100 million in overtime fee relief to small meat and poultry processors currently grappling with COVID-19-related backlogs.
- \$3.6 billion for USDA to continue to help food and ag sector supply chains.
- + \$300 million to USDA to expand surveillance of COVID in animals.
- \$1 billion for organizations and institutions to work with socially disadvantaged farmers on land access, financial training, heirs property, training the next generation and access to education.
- Farm Loan Assistance for socially disadvantaged farmers.



Proposed Legislation - Federal

FY2021 Budget Reconciliation Bill -- \$16.112 billion

- \$37 million to the Commodity Supplemental Food Program to address food scarcity for senior citizens due to COVID.
- \$800 million for the Food for Peace program, including for purchases of U.S.-grown crops used in international humanitarian aid.
- Extending the 15% SNAP benefit increase to September 30, 2021.
- \$25 million for SNAP online program improvements and technology assistance to retailers.
- \$500 million in Community Facility Program funds for rural hospitals and local communities to broaden access to COVID-19 vaccines and food assistance.



Ohio Farm Business Analysis and Benchmarking Program

Helping Ohio's farm families achieve financial success















This Photo by Unknown Author is licensed under CC BY-SA

Whole Farm Analysis

Farm Financial Standards

farmprofitability.osu.edu

Enterprise Analysis

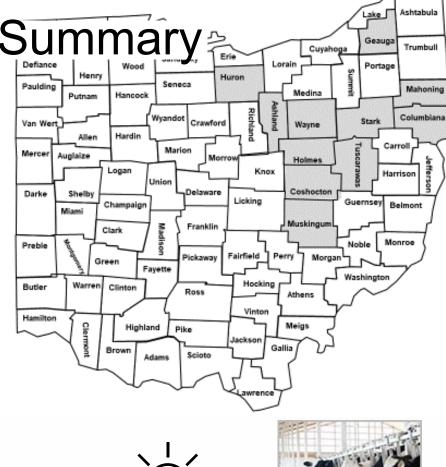
Costs of Production per acre, bushel, ton, head, and/or cwt.

Personalized Benchmark Reports

Annual Summaries

2019 Ohio Dairy Farm Business Summary

	2019	2020
Class III Price	16.96	18.16
Producer		
Price	0.26	-2.31
Differential		
Uniform Price	17.21	15.85
Ohio All Milk	18.72	18.18
Price		
US All Milk	18.60	18.30
Price		







2019 Ohio Dairy Farm Summary – 17 Conventional Herds

	Average of all Farms	Range	Average of High 20%
Number of Cows	406	60 – 1,100+	282
Milk Sold per cow	25,010	13,763 – 32,320	28,319
Feed Cost per cwt.	\$10.47	\$7.48 – \$14.50	\$8.94
Total Cost per cwt.	\$19.30	\$15.51 – \$26.71	\$17.24
Milk Price per cwt.	\$18.62	\$17.73 – \$25.14	\$18.90
Net Return per cow	\$249	(\$870) — \$1,413	\$897

2019 Ohio Dairy Farm Summary – 17 Conventional Herds

Financial Measure	Average of all Farms	Benchmark
Current Ratio	1.53 beginning 1.49 ending	> 2.0/ >3.0
Working Capital	Declined \$24,473	Positive and enough
Working Capital to Gross Income	10.7%	>30%/ >25%
Debt to Asset (market value)	36%	<30%/<30%

Northwest



Mary Wilhelm.137 419.782.4771



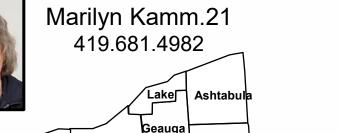
Clint Schroeder.307 419.722.0606

Southwest



David Jenner.12 937.631.5160

North Central



Harrisoh





Pike

Scioto

Highland

Adams

Brown



Hamilton

Northeast



Haley Shoemaker.306 234.575.9815



Christina Pfaff.58 330.581.1420

Central/Southeast



Trish Levering.43 740.815.2401

Dianne Shoemaker.3

awrence

Jackson

_Gallia•

Meigs

For More Information about Farm Business Analysis:

Visit:

http://farmprofitability.osu.edu/

https://farmoffice.osu.edu

Contact:

A Farm Business Analysis Technician near you or shoemaker.3@osu.edu





This work is supported by the USDA National Institute of Food and Agriculture "Northern Plains Regional Farm Business Management and Benchmarking" project 2020/21.



United States
Department of
Agriculture

National Institute of Food and Agriculture

Small Refinery Exemptions--Renewable Fuel Standards

SRE exemptions

 Refineries blending less than 75,000 b/d of crude can petition for RFS exemption from blending mandates if would cause severe economic harm.

Increased exemptions during Trump administration

- Have resulted in several legal challenges.
- U.S. Court of Appeals 10th Circuit EPA "grossly exceeded" its authority
 - U.S. Supreme Court will review this case this Spring.

U.S. Court of Appeals, Jan. 21, 2021

 Stayed EPA's granting of three small refinery exemptions in response to emergency petition from the Renewable Fuels Association.

Letter to EPA from ag senators last week

 Requesting EPA to reverse waivers and issue renewable volume obligations to the RFS for 2021.

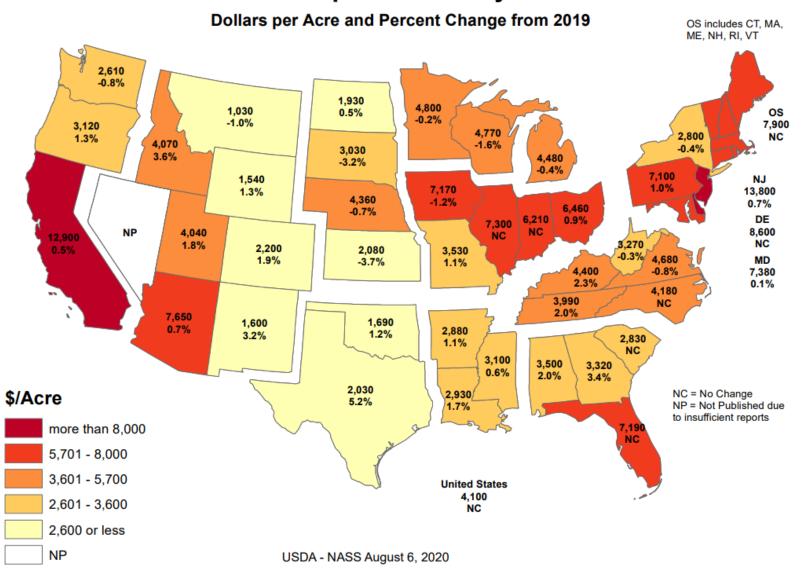


Ohio Cropland Values/Cash Rents

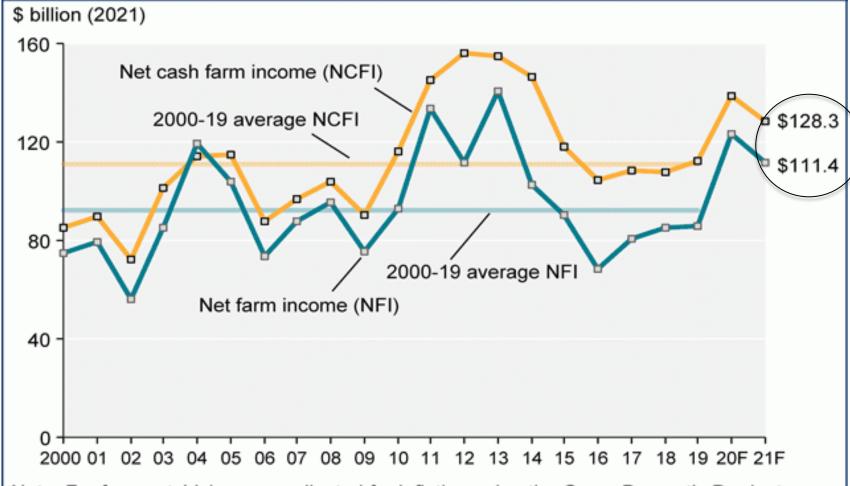
Farm Office Live

Barry Ward
Leader, Production Business Management
Director, OSU Income Tax Schools

2020 Cropland Value by State



U.S. net farm income and net cash farm income, 2000-21F

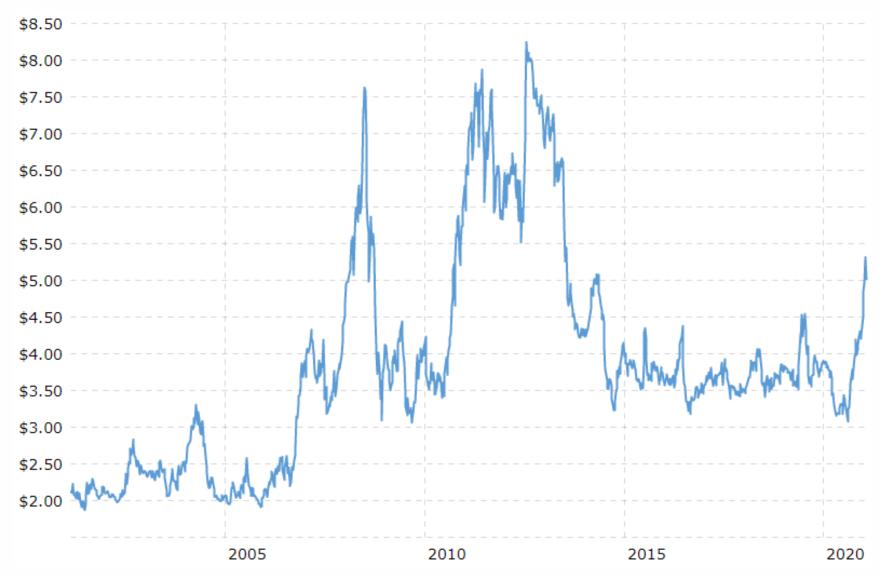


Note: F = forecast. Values are adjusted for inflation using the Gross Domestic Product chain-type price index, 2021=100.

Source: USDA, Economic Research Service, Farm Income and Wealth Statistics.

Data as of February 5, 2021.

Corn Price



	Crop	Enterprise	Budgets	2021
--	------	------------	---------	------

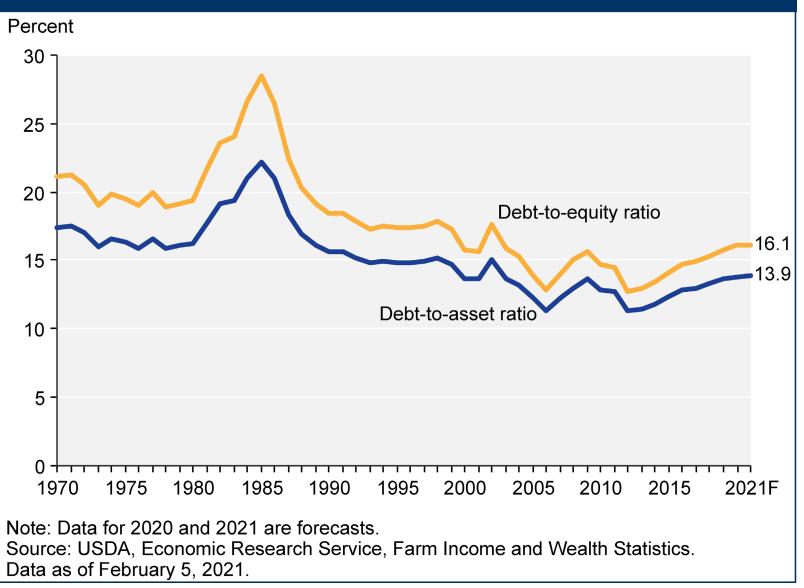
		Corn	Soybeans	Wheat
Receipts	bu/A Price	175 4.20	54 11.30	72 6.05
Crop Revenue	е	\$735.42	\$612.46	\$435.00
ARC/PLC + A	d Hoc	\$0.00	\$0.00	\$0.00

Variable Costs	\$417.52	\$220.48	\$179.26
Tariable Cotte	Ψ · · · · · · · · · · · · · ·	Ψ 0110	Ψ · · · σ · Ξ σ

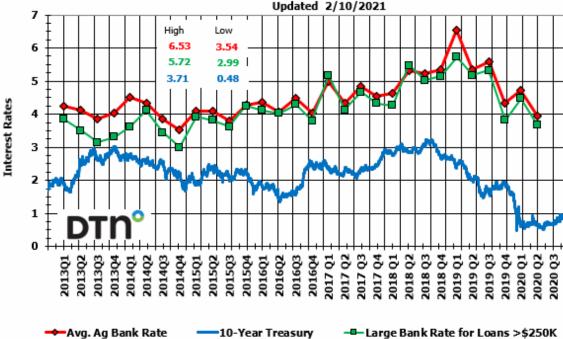
Returns

Return to Variable Costs	\$317.90	\$391.98	\$255.73
Return to Land	\$147.15	\$270.06	\$166.55

Farm sector solvency ratios, 1970–2021F



Farm Real Estate Rates Updated 2/10/2021

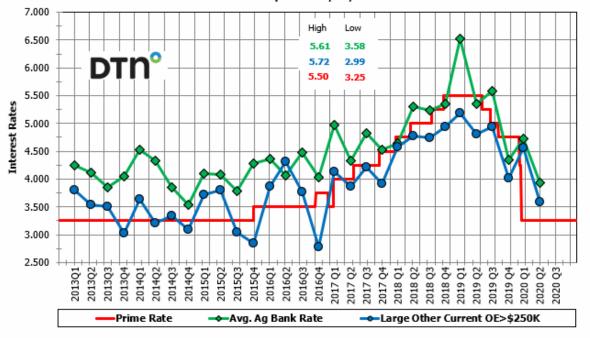


Interest rates on 10-year Treasuries and related mortgages have dived to new lows as world financial markets worry about recessions in Europe and elsewhere.

Source: DTN and Federal Reserve Data

Farm Operating Rates

Updated 2/10/2021



Farm operating rates remain near 60-year lows. Farm lenders with >\$25 million farm portfolios discount rates even further for loans >\$250K.

Source: DTN and Federal Reserve Data

CFAES



U.S. Treasuries – 10 Year Treasury Yields

Source: CNBC



Farmland Values: Outlook

Supportive Fundamentals:

- Farm Income Up 43% in 2020
- Farmer equity positions remain relatively healthy (US D/A Ratio ~13.9)
- Prices/margin outlook for 2021 improved
- Interest rates low
- CFAP 1.0 & 2.0 in '20, CFAP 2.1 in '21
- Land Supply Relatively Low
- Estate taxes mostly inconsequential
- Phosphorous regulations*
- Development pressure housing*

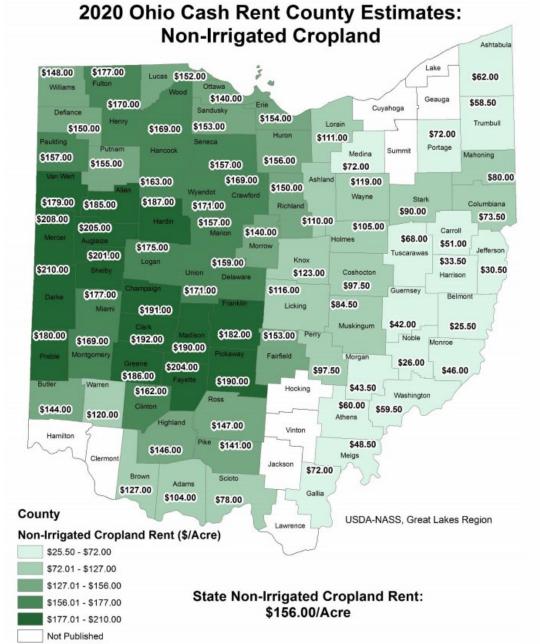
Non-Supportive Fundamentals:

- Farm Income Likely Lower in 2021
- Lower/No ARC/PLC payments likely
- No ad-hoc payments?
- Farmer equity positions are healthy but weakening
- Livestock/Dairy income mixed

Mixed Fundamentals:

- Mixed yields/margins in '20
- ARC/PLC Payments in '20





Ohio State University Extension Agriculture & Natural Resources http://farmoffice.osu.edu

Western Ohio Cropland Values and Cash Rents 2019-20

Barry Ward, Leader, Production Business Management Director, OSU Income Tax Schools OSU Extension, Agriculture & Natural Resources

According to the Western Ohio Cropland Values and Cash Rents Survey, cropland values in western Ohio are expected to decline slightly in 2020 by 1.5 to 2.6 percent depending on the region and land class. Cash rents are expected to be flat to slightly lower decreasing from 0.7 to 2.0 percent depending on the region and land class.



Table 2: Ohio Cropland Values and Cash Rents Northwest Ohio Results

Land Class			Average	Std	Rang	ge*
Average		Avg Corn Yield (b/a)	176.9	11.5	188.4	165.4
		Avg Soybean Yield (b/a)	53.6	5.3	58.9	48.3
Mai	ket Value per Acre	2019	\$6,791	\$800	\$7,590	\$5,991
		2020	\$6,615	\$840	\$7,455	\$5,775
Ren	nt per Acre	2019	\$184	\$12	\$196	\$172
		2020	\$182	\$16	\$198	\$166
Тор		Avg Corn Yield (b/a)	215.5	20.7	236.3	194.8
		Avg Soybean Yield (b/a)	65.9	5.1	71.0	60.8
Mai	ket Value per Acre	2019	\$8,453	\$1,200	\$9,653	\$7,253
		2020	\$8,262	\$1,223	\$9,485	\$7,038
Ren	nt per Acre	2019	\$235	\$30	\$265	\$206
		2020	\$232	\$30	\$263	\$202
Poor		Avg Corn Yield (b/a)	142.0	16.9	158.9	125.1
		Avg Soybean Yield (b/a)	41.2	5.2	46.3	36.0
Mai	ket Value per Acre	2019	\$5,328	\$944	\$6,272	\$4,385
		2020	\$5,196	\$1,094	\$6,290	\$4,102
Ren	nt per Acre	2019	\$141	\$19	\$159	\$122
		2020	\$140	\$21	\$161	\$118



https://farmoffice.osu.edu/

Ohio State University Extension Agriculture & Natural Resources http://farmoffice.osu.edu

Table 3: Ohio Cropland Values and Cash Rents

Southwest Ohio Results

western Onio	Cropiand	values	and	Casn	Rents	2019-20

Barry Ward, Leader, Production Business Management **Director, OSU Income Tax Schools OSU Extension, Agriculture & Natural Resources**

According to the Western Ohio Cropland Values and Cash Rents Survey, cropland values in western Ohio are expected to decline slightly in 2020 by 1.5 to 2.6 percent depending on the region and land class. Cash rents are expected to be flat to slightly lower decreasing from 0.7 to 2.0 percent depending on the region and land class.



Land Class		Average	Std	Rang	је*	
Average		Avg Corn Yield (bu/a)	181.7	18.1	199.8	163.7
		Avg Soybean Yield (bu/a)	54.9	6.4	61.4	48.5
	Market Value per Acre	2019	\$7,701	\$1,662	\$9,363	\$6,039
		2020	\$7,589	\$1,613	\$9,202	\$5,976
	Rent per Acre	2019	\$205	\$32	\$237	\$173
		2020	\$203	\$30	\$233	\$173
Тор		Avg Corn Yield (bu/a)	216.1	21.8	237.9	194.3
		Avg Soybean Yield (bu/a)	67.1	7.4	74.5	59.7
	Market Value per Acre	2019	\$9,510	\$2,313	\$11,823	\$7,198
		2020	\$9,363	\$2,224	\$11,587	\$7,140
	Rent per Acre	2019	\$253	\$42	\$295	\$212
		2020	\$249	\$40	\$288	\$209
Poor		Avg Corn Yield (bu/a)	153.0	19.5	172.5	133.5
		Avg Soybean Yield (bu/a)	43.4	6.9	50.3	36.5
	Market Value per Acre	2019	\$6,203	\$1,469	\$7,672	\$4,734
		2020	\$6,104	\$1,463	\$7,567	\$4,641
	Rent per Acre	2019	\$166	\$31	\$197	\$135
		2020	\$164	\$29	\$193	\$136



https://farmoffice.osu.edu/

Land Class

Rental Rates: Outlook

Supportive Fundamentals:

- Farm Income Up 43% in 2020
- Farmer equity positions remain relatively healthy (US D/A Ratio ~13.9)
- Prices/margin outlook for 2021 improved
- CFAP 1.0 & 2.0 in '20, CFAP 2.1 in '21
- CAUV/Property Taxes still on landowner minds

Non-Supportive Fundamentals:

- Farm Income Likely Lower in 2021
- Lower/No ARC/PLC payments likely
- No ad-hoc payments?
- Farmer equity positions are healthy but weakening
- Livestock/Dairy income mixed
- CAUV/Property Taxes lower in many counties

Mixed Fundamentals:

- Mixed yields/margins in '20
- ARC/PLC Payments in '20





- Barry Ward
- https://farmoffice.osu.edu/
- **(614)** 688-3959
- ward.8@osu.edu



Region 4: Ohio Cropland Values and Cash Rents North Central Ohio Results

Land Clas	SS		Average	Std	Rang	ge*
Average		Avg Corn Yield (bu/a)	174.1	7.4	181.4	166.7
		Avg Soybean Yield (bu/a)	52.1	3.0	55.1	49.1
	Market Value per Acre	2019	\$6,317	\$2,231	\$8,547	\$4,086
		2020	\$6,362	\$2,199	\$8,561	\$4,163
	Rent per Acre	2019	\$134	\$37	\$171	\$97
		2020	\$136	\$41	\$177	\$95
Тор		Avg Corn Yield (bu/a)	210.6	14.7	225.2	195.9
		Avg Soybean Yield (bu/a)	65.8	5.6	71.4	60.1
	Market Value per Acre	2019	\$8,510	\$2,563	\$11,073	\$5,947
		2020	\$8,577	\$2,471	\$11,048	\$6,106
	Rent per Acre	2019	\$196	\$36	\$233	\$160
		2020	\$198	\$36	\$234	\$162
Poor		Avg Corn Yield (bu/a)	135.0	20.0	155.0	115.0
		Avg Soybean Yield (bu/a)	39.6	5.4	45.1	34.2
	Market Value per Acre	2019	\$4,490	\$1,993	\$6,483	\$2,497
		2020	\$4,477	\$1,992	\$6,468	\$2,485
	Rent per Acre	2019	\$92	\$38	\$130	\$54
		2020	\$92	\$38	\$130	\$54



Region 3: Ohio Cropland Values and Cash Rents Southern Ohio Results

Land Class		Average	Std	Ran	ge*
Average	Avg Corn Yield (bu/a)	177.5	12.9	190.4	164.6
	Avg Soybean Yield (bu/a)	50.1	3.9	54.0	46.2
Market Value pe	er Acre 2019	\$6,371	\$4,266	\$10,636	\$2,105
	2020	\$6,396	\$4,253	\$10,648	\$2,143
Rent per Acre	2019	\$147	\$51	\$198	\$96
	2020	\$141	\$40	\$181	\$100
Тор	Avg Corn Yield (bu/a)	210.3	16.6	226.9	193.7
	Avg Soybean Yield (bu/a)	60.8	6.5	67.3	54.3
Market Value pe	er Acre 2019	\$7,591	\$4,283	\$11,874	\$3,308
	2020	\$7,591	\$4,283	\$11,874	\$3,308
Rent per Acre	2019	\$188	\$59	\$247	\$129
	2020	\$187	\$58	\$245	\$128
Poor	Avg Corn Yield (bu/a)	140.7	27.6	168.3	113.1
	Avg Soybean Yield (bu/a)	35.8	6.3	42.1	29.5
Market Value pe	er Acre 2019	\$3,867	\$1,293	\$5,160	\$2,573
	2020	\$3,889	\$1,294	\$5,183	\$2,595
Rent per Acre	2019	\$99	\$25	\$123	\$74
	2020	\$98	\$23	\$121	\$75



Region 5: Ohio Cropland Values and Cash Rents Far Northeast Ohio Results

Land Class			Average	Std Range*) *
Average		Avg Corn Yield (bu/a)	147.8	16.7	164.5	131.0
		Avg Soybean Yield (bu/a)	47.1	4.8	51.9	42.3
	Market Value per Acre	2019	\$3,093	\$677	\$3,770	\$2,416
		2020	\$3,121	\$692	\$3,813	\$2,430
	Rent per Acre	2019	\$65	\$28	\$94	\$37
		2020	\$68	\$31	\$98	\$37
Тор		Avg Corn Yield (bu/a)	185.0	16.8	201.8	168.2
		Avg Soybean Yield (bu/a)	59.8	1.6	61.3	58.2
	Market Value per Acre	2019	\$3,925	\$915	\$4,840	\$3,010
		2020	\$4,075	\$985	\$5,060	\$3,090
	Rent per Acre	2019	\$82	\$28	\$110	\$54
		2020	\$84	\$35	\$119	\$49
Poor		Avg Corn Yield (bu/a)	116.4	23.6	140.0	92.8
		Avg Soybean Yield (bu/a)	33.6	6.9	40.5	26.7
	Market Value per Acre	2019	\$2,083	\$1,021	\$3,104	\$1,063
		2020	\$2,117	\$1,059	\$3,176	\$1,058
	Rent per Acre	2019	\$37	\$29	\$66	\$8
		2020	\$38	\$31	\$68	\$7



Region 6: Ohio Cropland Values and Cash Rents
East North Ohio Results

Average Avg Corn Yield (bu/a) 160.0 23.7 183.7 136.3 Avg Soybean Yield (bu/a) 52.8 5.9 58.8 46.9 Market Value per Acre 2019 \$4,143 \$1,492 \$5,635 \$2,651 Rent per Acre 2019 \$79 \$23 \$102 \$56 Rent per Acre 2019 \$79 \$23 \$102 \$56 Top Avg Corn Yield (bu/a) 201.3 22.5 223.8 178.8 Avg Soybean Yield (bu/a) 63.8 4.8 68.5 59.0 Market Value per Acre 2019 \$5,417 \$2,333 \$7,749 \$3,084 2020 \$5,417 \$2,333 \$7,749 \$3,084 Rent per Acre 2019 \$116 \$31 \$147 \$84 2020 \$116 \$31 \$147 \$85
Market Value per Acre 2019 \$4,143 \$1,492 \$5,635 \$2,651 2020 \$3,629 \$2,061 \$5,690 \$1,567 Rent per Acre 2019 \$79 \$23 \$102 \$56 2020 \$79 \$23 \$102 \$56 Top Avg Corn Yield (bu/a) 201.3 22.5 223.8 178.8 Avg Soybean Yield (bu/a) 63.8 4.8 68.5 59.0 Market Value per Acre 2019 \$5,417 \$2,333 \$7,749 \$3,084 2020 \$5,417 \$2,333 \$7,749 \$3,084 Rent per Acre 2019 \$116 \$31 \$147 \$84
2020 \$3,629 \$2,061 \$5,690 \$1,567 Rent per Acre 2019 \$79 \$23 \$102 \$56 2020 \$79 \$23 \$102 \$56 Top Avg Corn Yield (bu/a) 201.3 22.5 223.8 178.8 Avg Soybean Yield (bu/a) 63.8 4.8 68.5 59.0 Market Value per Acre 2019 \$5,417 \$2,333 \$7,749 \$3,084 Rent per Acre 2019 \$116 \$31 \$147 \$84
Rent per Acre 2019 \$79 \$23 \$102 \$56 2020 \$79 \$23 \$102 \$56 Top Avg Corn Yield (bu/a) 201.3 22.5 223.8 178.8 Avg Soybean Yield (bu/a) 63.8 4.8 68.5 59.0 Market Value per Acre 2019 \$5,417 \$2,333 \$7,749 \$3,084 Rent per Acre 2019 \$116 \$31 \$147 \$84
Top Avg Corn Yield (bu/a) 201.3 22.5 223.8 178.8 Avg Soybean Yield (bu/a) 63.8 4.8 68.5 59.0 Market Value per Acre 2019 \$5,417 \$2,333 \$7,749 \$3,084 Rent per Acre 2019 \$116 \$31 \$147 \$84
Top Avg Corn Yield (bu/a) 201.3 22.5 223.8 178.8 Avg Soybean Yield (bu/a) 63.8 4.8 68.5 59.0 Market Value per Acre 2019 \$5,417 \$2,333 \$7,749 \$3,084 2020 \$5,417 \$2,333 \$7,749 \$3,084 Rent per Acre 2019 \$116 \$31 \$147 \$84
Avg Soybean Yield (bu/a) 63.8 4.8 68.5 59.0 Market Value per Acre 2019 \$5,417 \$2,333 \$7,749 \$3,084 2020 \$5,417 \$2,333 \$7,749 \$3,084 Rent per Acre 2019 \$116 \$31 \$147 \$84
Avg Soybean Yield (bu/a) 63.8 4.8 68.5 59.0 Market Value per Acre 2019 \$5,417 \$2,333 \$7,749 \$3,084 2020 \$5,417 \$2,333 \$7,749 \$3,084 Rent per Acre 2019 \$116 \$31 \$147 \$84
Market Value per Acre 2019 \$5,417 \$2,333 \$7,749 \$3,084 2020 \$5,417 \$2,333 \$7,749 \$3,084 Rent per Acre 2019 \$116 \$31 \$147 \$84
2020 \$5,417 \$2,333 \$7,749 \$3,084 Rent per Acre 2019 \$116 \$31 \$147 \$84
Rent per Acre 2019 \$116 \$31 \$147 \$84
2020 \$116 \$31 \$147 \$85
Poor Avg Corn Yield (bu/a) 114.0 30.3 144.3 83.7
Avg Soybean Yield (bu/a) 35.6 7.4 43.0 28.2
Market Value per Acre 2019 \$3,517 \$1,177 \$4,694 \$2,340
2020 \$3,517 \$1,177 \$4,694 \$2,340
Rent per Acre 2019 \$44 \$30 \$74 \$14
2020 \$45 \$30 \$75 \$15



Region 7: Ohio Cropland Values and Cash Rents Southeast Ohio Results

Land Class		Average	Std	Ran	ge*	
Average		Avg Corn Yield (bu/a)	155.5	12.3	167.8	143.1
		Avg Soybean Yield (bu/a)	51.0	6.1	57.1	44.9
	Market Value per Acre	2019	\$5,400	\$1,782	\$7,182	\$3,618
		2020	\$5,440	\$1,773	\$7,213	\$3,667
	Rent per Acre	2019	\$60	\$24	\$84	\$35
		2020	\$61	\$24	\$84	\$37
Тор		Avg Corn Yield (bu/a)	185.3	19.2	204.4	166.1
		Avg Soybean Yield (bu/a)	61.6	6.8	68.5	54.8
	Market Value per Acre	2019	\$7,300	\$1,440	\$8,740	\$5,860
		2020	\$7,340	\$1,397	\$8,737	\$5,943
	Rent per Acre	2019	\$99	\$30	\$129	\$69
		2020	\$95	\$25	\$120	\$71
Poor		Avg Corn Yield (bu/a)	117.7	23.7	141.4	94.0
		Avg Soybean Yield (bu/a)	39.0	7.0	46.0	32.0
	Market Value per Acre	2019	\$4,180	\$2,277	\$6,457	\$1,903
		2020	\$4,220	\$2,275	\$6,495	\$1,945
	Rent per Acre	2019	\$36	\$12	\$48	\$23
		2020	\$36	\$12	\$48	\$25



AEDE and OSU Extension Winter Outlook Meetings

Climate and Grain Market Outlook, Ben Brown and Aaron Wilson

- Friday, January 22, 2021, 10:00-11:30
- Friday, February 19, 2021, 10:00-11:30
- March 11, 2021, 10:00-11:30

Register:

aede.osu.edu/programs/202021-agricultural-policy-and-outlooks





OSU Extension

February 15, 22 & March 1, 2021 6:30 to 8:30 p.m. via Zoom



March 10, 2021 from 7:00 to 8:30 p.m. or

March 12, 2021 from 10:00 to 11:30 a.m.

Register at: https://go.osu.edu/farmofficelive

CFAES

