

## Evaluating Crop Cost of Production

Heidi Johnson, Dane County Crops and Soils Agent, 608-224-3716

### Calculating cost of production

- Cost of Production Crop Budgets – Excel spreadsheets for various cropping systems <https://fyi.uwex.edu/farmteam/field-crop/>  
Custom Rate Guide (updated in 2017)  
[https://www.nass.usda.gov/Statistics\\_by\\_State/Wisconsin/Publications/WI-CRate17.pdf](https://www.nass.usda.gov/Statistics_by_State/Wisconsin/Publications/WI-CRate17.pdf))
- Cash rental rates for Dane County  
<https://fyi.uwex.edu/danecountyag/farm-business-mngmt/leasing-farmland-buildings-machinery/>

### What could/ shouldn't be cut to lower Cost of Production?

Consider for cutting	Shouldn't be cut
<ul style="list-style-type: none"> <li>• Starter fertilizer (especially with manure)</li> <li>• Nitrogen (use MRTN)</li> <li>• Micronutrients (especially with manure)</li> <li>• Prophylactic pesticide applications               <ul style="list-style-type: none"> <li>- Fungicides and insecticides</li> </ul> </li> <li>• Tillage passes</li> </ul>	<ul style="list-style-type: none"> <li>• Soil testing</li> <li>• Potassium fertilizer in low testing fields</li> <li>• Sulfur fertilizer</li> <li>• Lime in low pH fields</li> <li>• Manure nutrient credits</li> <li>• Crop scouting</li> <li>• Multiple herbicide applications (multiple modes of action)</li> <li>• Crop rotation</li> </ul>

### UW-Extension videos: Grain Crop Management in Low Margin Years

<https://tinyurl.com/lowmarginrain>

- Budgets and Marketing Plans
- Corn: Survive and Thrive on Low Price Projections
- Soybean Inputs that Deliver the Highest ROI
- Fundamental Soil Fertility Strategies for success in Corn, Soybeans and Small Grains
- Disease Management in Low Margin Years, Field Crops
- Managing Insects Economically Using Conventional Hybrids and Thresholds
- Practical Weed Management for Low Margin Years
- Tillage Considerations to Reduce Operational Costs
- Precision Ag Technology in Low Margin Years