



GEORGIA'S RURAL CENTER

Powered by Abraham Baldwin Agricultural College

Center for Rural Prosperity and Innovation

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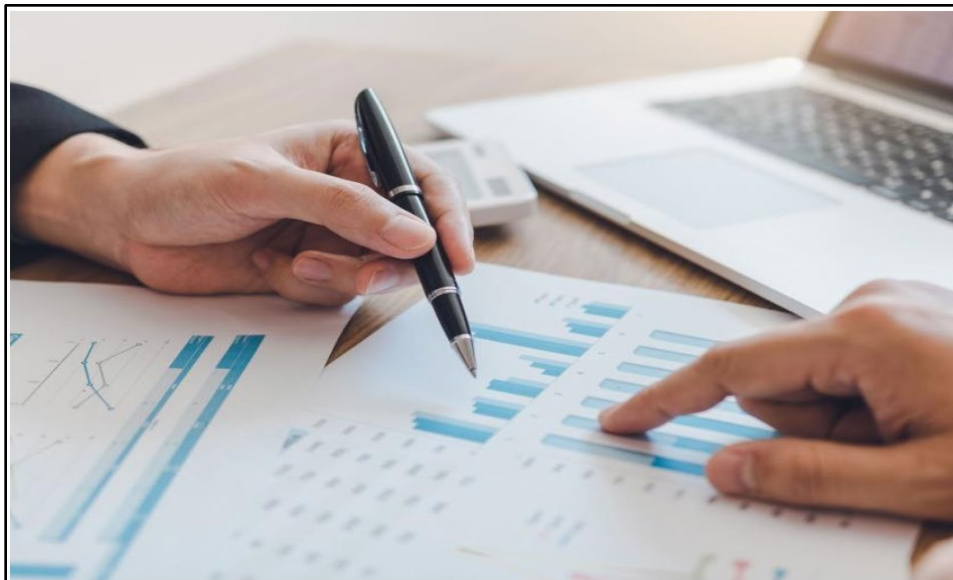
Mobile: 404-277-2319

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Thanks!



Which Budget Model Is Better to Calculate Break-Even?



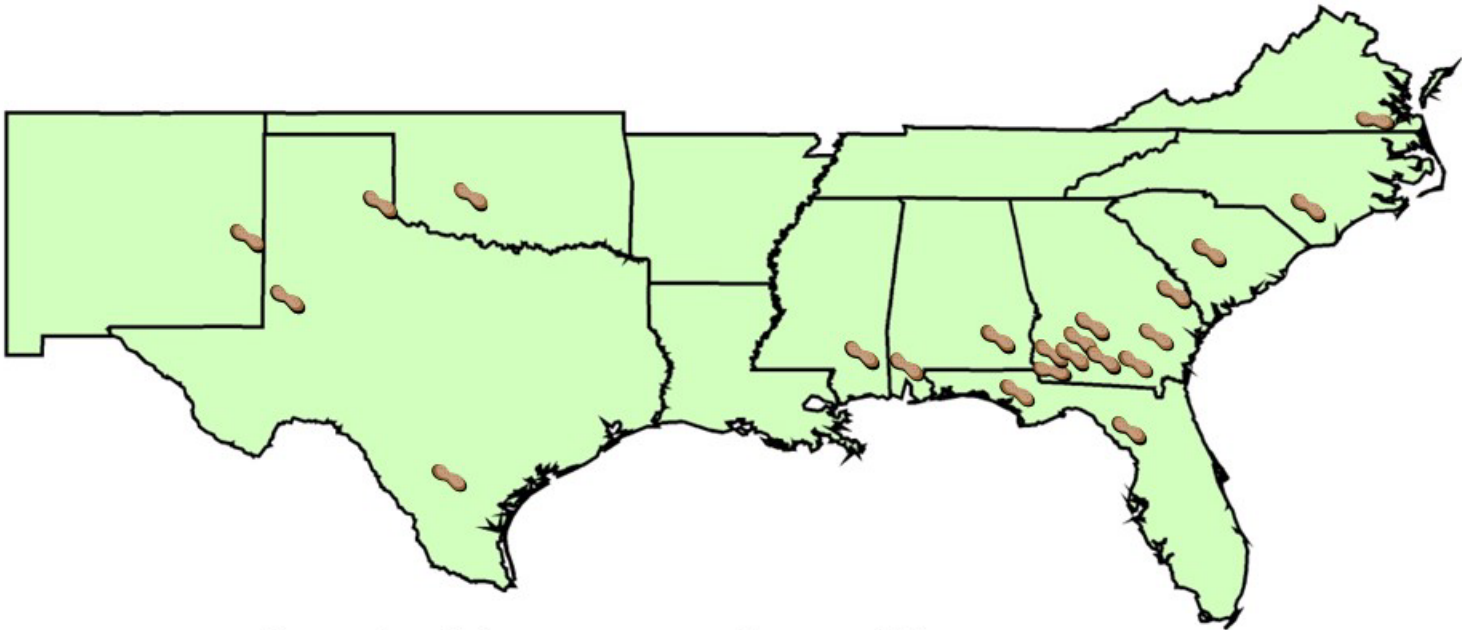
**“Be sure
you know
your true
cost.”**

“Cost of Production versus Cost of Doing Business”

Cost of Doing Business = Cash Flow

| Representative Farm Survey Timeline Updated | Area Coverage |
|--|----------------------|
| 2001 | SE |
| 2005 | National |
| 2009 | National |
| 2013 | National |
| 2017 | National |
| 2021 | National |
| 2025 ? | National |

Areas Represented by the 22 United States Representative Peanut Farms



Georgia—9 farms

Florida—2 farms

Alabama—2 farms

South Carolina—1 farm

Mississippi — 1 farm

Texas—3 farms

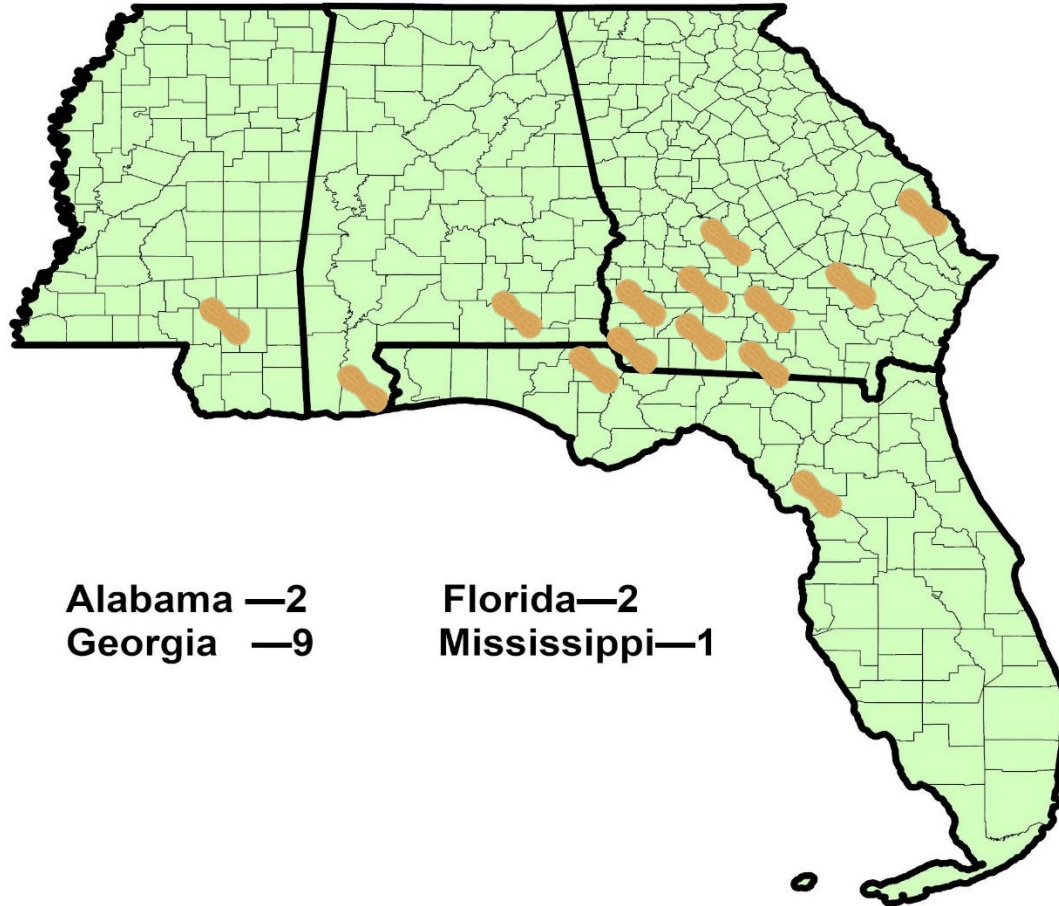
New Mexico—1 farm

Virginia—1 farm

North Carolina — 1 farms

Oklahoma — 1 farm

Areas Represented By the 14 SPFF Representative Peanut Farms



Farmer Panel

Mr. Carl Sanders – Alabama

Mr. Ken Barton – Florida

Mr. Tim McMillan – Georgia

Mr. Dan Ward – North Carolina



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SPFF Rep Whole Farms Basic Information

| Items | 2021 | % of Total Farm Size |
|------------------------|-------|----------------------|
| Total Farm Size(acres) | 2,278 | 100% |
| Row Crop(acres) | 1,946 | 85% |
| Pasture(acres) | 108 | 5% |
| Other Land(acres) | 224 | 10% |

SPFF Rep Farms Row Crops Land Mix

| Items | 2021 | % of Row Crop Land |
|-----------------------|-------|--------------------|
| Total Row Crop(acres) | 1,946 | 100% |
| Owned(acres) | 804 | 41% |
| Rent(acres) | 1,142 | 59% |
| Irrigated(acres) | 1,102 | 57% |
| Dryland(acres) | 844 | 43% |

SPFF Rep Whole Farms Row Crop Mix

| Items | 2021 | % of Total Farm Size |
|-----------------------|-------|----------------------|
| Total Row Crop(acres) | 1,946 | 100.0% |
| Peanuts(acres) | 682 | 35.1% |
| Cotton(acres) | 996 | 51.2% |
| Corn Grain(acres) | 205 | 10.5% |
| Other Crops(acres) | 63 | 3.2% |

SPFF Rep Whole Farms 2021 & 2024 Loan Information

| Items | Interest Rate(%) | | Loan Term (year) | % of Loan Borrow |
|-------------------|------------------|----------------|------------------|------------------|
| | 2021 | 2024 consensus | | |
| Land | 5.24 | 6.62 | 20 | 53.5% |
| Equipment | 4.83 | 4.83 | 6 | 79.1% |
| Operating Capital | 4.90 | 8.50 | 0.53 | 85.8% |

SPFF Rep Whole Farms Quasi-VIC Costs(1)

| Items | Per Acre Average | | |
|----------------------------|------------------|----------------|----------------|
| | 2021 Updated | 2024 Projected | 2024 Consensus |
| Real Estate Taxes | 7.99 | 8.12 | 11.50 |
| Personal Property Taxes | 0.10 | 0.14 | 0.16 |
| Accounting/Legal | 3.51 | 3.57 | 10.50 |
| Repairs Mainte. & Supplies | 132.21 | 137.00 | 181.00 |
| Liability Insurance | 19.60 | 21.35 | 37.00 |

SPFF Rep Whole Farms Quasi-VIC Costs(2)

| Items | Per Acre Average | | |
|------------------------------|------------------|----------------|----------------|
| | 2021 Updated | 2024 Projected | 2024 Consensus |
| Truck Fuel & Lube | 18.35 | 36.02 | 42.00 |
| Phone Utilities DTN Internet | 13.01 | 14.20 | 37.00 |
| Labor Costs | 90.15 | 87.01 | 96.00 |
| Land Rent | 122.36 | 212.88 | 123.54 |
| Interest On Quasi-VIC | 8.99 | 16.57 | 20.64 |
| Total Quasi-VIC/acre | 416.28 | 536.86 | 560.23 |

SPFF Rep Whole Farms Variable Input Costs(1)

| Items | Per Acre Average | | |
|--------------------------------|------------------|----------------|----------------|
| | 2021 Updated | 2024 Projected | 2024 Consensus |
| Expected Yields(lbs./acre) | 4,820.32 | 4,820.32 | 4,835.00 |
| Seed | 129.35 | 168.80 | 133.50 |
| Fertilizer N | 2.42 | 4.60 | 4.60 |
| Fertilizer P, K Micronutrients | 39.37 | 65.65 | 61.80 |
| Snake Oil | 2.94 | 3.64 | 3.64 |
| Lime & Gypsum | 36.41 | 50.27 | 50.27 |

SPFF Rep Whole Farms Variable Input Costs(2)

| Items | Per Acre Average | | |
|------------------------------|------------------|----------------|----------------|
| | 2021 Updated | 2024 Projected | 2024 Consensus |
| Inoculants | 7.49 | 7.85 | 3.00 |
| Herbicides(chemical + labor) | 69.76 | 104.86 | 75.00 |
| Insecticides | 45.84 | 64.99 | 50.00 |
| Fungicides | 113.27 | 155.74 | 125.00 |
| Growth Regulators | 6.92 | 7.61 | 10.00 |
| Cover Crops | 22.21 | 24.43 | 24.43 |

SPFF Rep Whole Farms Variable Input Costs(3)

| Items | Per Acre Average | | |
|--------------------------------------|------------------|----------------|----------------|
| | 2021 Updated | 2024 Projected | 2024 Consensus |
| Deer/Wild Hog Control | 10.57 | 10.57 | 10.57 |
| Custom Application | 20.98 | 21.77 | 24.00 |
| Consultants | 14.26 | 14.80 | 14.26 |
| Irrigation Fuel | 33.38 | 32.78 | 34.51 |
| Tractor & Combine Fuel: Gas & Diesel | 44.67 | 65.49 | 65.49 |
| Drying | 35.24 | 40.23 | 29.01 |

SPFF Rep Whole Farms Variable Input Costs(4)

| Items | Per Acre Average | | |
|-------------------------------|------------------|----------------|----------------|
| | 2021 Updated | 2024 Projected | 2024 Consensus |
| Cleaning | 10.30 | 11.76 | 5.62 |
| Hauling | 2.47 | 2.82 | 2.82 |
| Checkoff | 13.94 | 13.94 | 14.51 |
| Crop Insurance | 16.59 | 18.25 | 45.00 |
| Interest on Operating Capital | 13.61 | 26.18 | 28.14 |
| TVIC / acre | 691.99 | 917.03 | 815.17 |

SPFF Rep Whole Farms Cash Flow

| Items | 2021 Updated | 2024 Projected | Team Consensus |
|---|--------------------|-----------------|-----------------|
| Expected Yields(Lbs/acre) | 4,820.32 | 4,820.32 | 4,835.00 |
| | \$ per Acre | | |
| Total Variable Input Costs | 691.99 | 917.03 | 815.17 |
| Total Quasi-Variable Input Costs | 416.28 | 536.86 | 560.23 |
| Total Variable Costs | 1,108.27 | 1,453.89 | 1,375.40 |
| Loan Payment For Land | 90.60 | 163.10 | 118.54 |
| Loan Payment For Equipment | 129.24 | 129.24 | 129.24 |
| Total Cash Flow Per Acre | 1,328.11 | 1,746.23 | 1,623.18 |
| | \$ per Ton | | |
| Total Cash Flow Per Ton | 551.05 | 724.53 | 671.43 |



***Thank You
for Your Attention.***