

**Table 17. 2013 Estimated Production Costs and Returns - Dryland Proso Millet.  
Reduced-Till in a Two-Crop in Three-Year Rotation.**

	Unit	Price or Cost/Unit	Quantity	Value or Cost Per Acre	Value or Cost/Unit Production	Your Farm
<b>GROSS RECEIPTS FROM PRODUCTION</b>						
PROSO MILLET	CWT	9.76	22.00	214.72		
CROP INSURANCE INDEMNITY				0.00		
<b>TOTAL RECEIPTS</b>				<b>214.72</b>	<b>9.76</b>	
<b>DIRECT COSTS</b>						
<b>Operating Preharvest</b>						
SEED	DOLS	4.13	1.00	4.13	0.19	
FERTILIZER	DOLS	22.76	1.00	22.76	1.03	
HERBICIDE	DOLS	12.30	1.00	12.30	0.56	
CUSTOM APPLICATION	DOLS	7.00	1.00	7.00	0.32	
CROP INSURANCE	DOLS	11.00	1.00	11.00	0.50	
FUEL	DOLS			8.13	0.37	
REPAIR & MAINTENANCE	DOLS			4.90	0.22	
LABOR	DOLS			2.48	0.11	
INTEREST EXPENSE <sup>2</sup>	DOLS			2.54	0.12	
<b>Total Preharvest</b>	DOLS			<b>75.24</b>	<b>3.42</b>	
<b>Operating Harvest</b>						
FUEL	DOLS			13.51	0.61	
REPAIR & MAINTENANCE	DOLS			7.86	0.36	
LABOR	DOLS			4.11	0.19	
HAULING <sup>1</sup>	DOLS			8.80	0.40	
<b>Total Harvest</b>				<b>34.28</b>	<b>1.56</b>	
<b>Total Operating Costs</b>				<b>109.52</b>	<b>4.98</b>	
<b>Property and Ownership Costs</b>						
MACHINERY OWNERSHIP COSTS	DOLS			43.44	1.97	
GENERAL FARM OVERHEAD	DOLS			10.00	0.45	
REAL ESTATE TAXES	DOLS			2.39	0.11	
<b>Total Property and Ownership Costs</b>	DOLS			<b>55.83</b>	<b>2.54</b>	
<b>TOTAL DIRECT COSTS</b>				<b>165.35</b>	<b>7.52</b>	
<b>NET RECEIPTS BEFORE FACTOR PAYMENTS</b>				<b>49.37</b>	<b>2.24</b>	
<b>FACTOR PAYMENTS</b>						
LAND @ 4.00% <sup>3</sup>	DOLS			32.50	1.48	
<b>RETURN TO MANAGEMENT AND RISK</b>	DOLS			<b>16.87</b>	<b>0.77</b>	

1 Hauling Machinery & Labor Charges = \$0.40/CWT

2 Interest on Operating Capital is calculated on 1/2 of pre-harvest operating costs at 7%

3 Includes allocation of fallow acres in the rotation

**BREAKEVEN ANALYSIS - PER ACRE RETURNS OVER TOTAL DIRECT COSTS (\$/ACRE)**

				<b>ALTERNATIVE PRICES</b>				
				<b>\$/CWT</b>				
				<b>-25%</b>	<b>-10%</b>	<b>9.76</b>	<b>+10%</b>	<b>+25%</b>
				<b>\$ 7.32</b>	<b>\$ 8.78</b>	<b>\$ 9.76</b>	<b>\$ 10.74</b>	<b>\$ 12.20</b>
ALTERNATIVE YIELDS	-25%	16.5	\$	(44.57)	\$ (20.42)	\$ (4.31)	\$ 11.79	\$ 35.95
	-10%	19.8	\$	(20.42)	\$ 8.57	\$ 27.89	\$ 47.22	\$ 76.21
	CWT	22.0	\$	(4.31)	\$ 27.89	\$ 49.37	\$ 70.84	\$ 103.05
	+10%	24.2	\$	11.79	\$ 47.22	\$ 70.84	\$ 94.46	\$ 129.89
	+25%	27.5	\$	35.95	\$ 76.21	\$ 103.05	\$ 129.89	\$ 170.15