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# Enterprise Budgets

Key Budget References For Producers



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In this session we'll look at some decision tools and materials available from the Oklahoma State University that can help with your budget preparation efforts. We'll also check out a national website that contains commodity budgets from across the country.

## Aids to the Process....

- OSU Fact Sheets – [osufacts.okstate.edu](http://osufacts.okstate.edu)

Budgets: Their Use in Farm Management – AGECE-139  
Using Enterprise Budgets in Farm Financial Planning –  
AGECE-243

- OSU Enterprise Budgets -  
[agecon.okstate.edu/budgets](http://agecon.okstate.edu/budgets)

- National Ag Risk + Farm Mgt. Library -  
[agrisk.umn.edu/Budgets](http://agrisk.umn.edu/Budgets)



More specifically, OSU has several fact sheets on enterprise budgets. Great background information can be found there.

OSU also has tools and materials on budgets available at its enterprise budget website

And finally, the National Ag Risk + Farm Mgt library has a wealth of information on all sorts of commodity budgets.

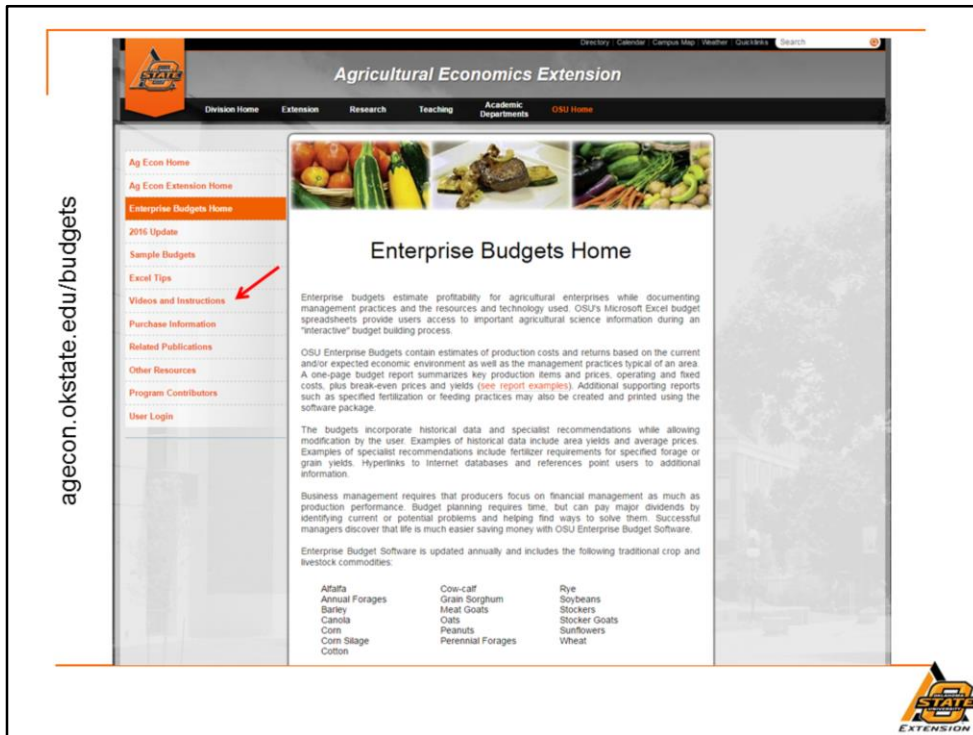
## OSU Enterprise Budget Software

- Excel spreadsheet-based software
- Consists of:
  - 26 crop/livestock commodities
    - \$20 each, 5 for \$75, \$250 entire set
    - Free software upgrades available with the latest data like input costs and projected commodity prices.
- Available online via login and password at:  
*[agecon.okstate.edu/budgets](http://agecon.okstate.edu/budgets)*



OSU has a set of enterprise budgets on Excel spreadsheets that provide users with 26 commodity budgets that are representative of production agriculture in OK. They provide users access to important agricultural references during an “interactive” budget building process. Through links and pop-up menus, the user enters data to customize a budget to fit any particular operation.

An online account with a login and password is assigned to you. You can then download the files from the site.



Here's a screen capture of the enterprise budget homepage.  
If you click on the videos and instruction link....

The screenshot shows the website for Agricultural Economics Extension at Oklahoma State University. The URL 'agecon.okstate.edu/budgets' is visible on the left. The main content area is titled 'Related Videos and Instructions' and contains a table of video topics and their lengths. A red arrow points to the 'Sample Budgets' link in the sidebar.

Topic	Length
<a href="#">OSU Enterprise Budget Software - Getting Started</a>	9:06
<a href="#">OSU Enterprise Budget Software - Changing a Production Item</a>	8:22
<a href="#">OSU Enterprise Budget Software - Changing an Operating Input Item</a>	9:08

**Budget User's Guide Information**

- Basic** - the basic concepts of budget software preparation and maintenance.
- Advanced** - the basic concepts plus a detailed discussion of crop and livestock budget usage.
- Horticulture** - the basic concepts plus a detailed discussion of horticultural budget usage.

You will be able to view videos and instructions that will give you a better feel and flavor of some of the software's features and how to revise a base budget to better fit your operation.

If you click on the Sample budgets link....

agecon.okstate.edu/budgets

Ag Econ Home  
 Ag Econ Extension Home  
 Enterprise Budgets Home  
 2016 Update  
**Sample Budgets**  
 Excel Tips  
 Videos and Instructions  
 Purchase Information  
 Related Publications  
 Other Resources  
 Program Contributors  
 User Login

## Sample Oklahoma Enterprise Budget Summaries

The crop and livestock enterprise budget files listed below are cost and return summaries only. Some are offered in both PDF and editable Excel format. The PDF files were created separately from OSU Enterprise Budget Software. The Excel files are essentially "simple" budget summaries that allow producers to quickly customize for their operations. However, they do not include the advanced interactive budget building features found in the Enterprise Budget Software package (described [here](#)).

Information contained in budget samples reflect expected income and costs based on typical production practices and should only be used as a guide. Individuals should use farm records to identify values specific to their land productive capabilities and farming system when determining the potential costs and returns for their operations.

**Livestock**

Production Activity	PDF	Excel
Cow-Calf - Spring Calving, 210 Day Weaning		
Cow-Calf - Fall Calving, 285 Day Weanin		
Meat Goats		
Stockers - Steers, Small Grains Pasture		
Stocker Goats - Male Kids, Native Pasture		

**Crops**

Production Activity	PDF	Excel
Alfalfa Hay - Large Square Bale		
Annual Forage - Sudan Hay, Large Round Bale		
Barley - Conventional Tillage, Grain & Pasture		
Blackberries		

OSU EXTENSION


You will be able to check out some budgets examples that contain cost and return summaries only. These budget materials are available for free.

You can look at the PDF files created in Adobe that are essentially snapshots of the cost and return summaries created with the enterprise budget software previously discussed.

You can also check out the Excel simple budget summaries where you can make some quick and easy edits to fit your operation. Keep in mind, these particular excel files do not include the advanced interactive budget building features found in the Enterprise Budget Software package.

SAMPLE ONLY  
See www.agecon.okstate.edu/budgets for information on OSU Enterprise Budget Software.

**Dryland Wheat Enterprise Budget - Grain and Graze**  
1000 acres farmed, 160 acres for this budget



2017 harvest price projection  
Pasture valued at \$ 40/lb gain

Low tillage

PRODUCTION		Units	Price	Quantity	Total
					\$/Acre
Wheat	Bu.	\$ 3.50		35.00	\$ 122.50
Small Grain Pasture	Acres	\$ 44.00		1	\$ 44.00
Other Income	Acres	\$ -		0	\$ -
<b>Total Receipts</b>					<b>\$ 166.50</b>


OPERATING INPUTS		Units	Price	Quantity	\$/Acre
Wheat Seed	Bu./acre	\$ 10.00		1.50	\$ 15.00
Fertilizer	Acres	\$ 45.42		1	\$ 45.42
Custom Harvest	Acres	\$ -		0	\$ -
Pesticide	Acres	\$ 18.64		1	\$ 18.64
Crop Insurance	Acres	\$ 7.50		1	\$ 7.50
Annual Operating Capital	Dollars	6.25%		63.56	\$ 3.97
Machinery Labor	Hrs.	\$ 15.00		0.79	\$ 11.85
Custom Hire	Acres	\$ 5.49		1	\$ 5.49
Machinery Fuel, Lube, Repairs	Acres	\$ 36.98		1	\$ 36.98
Other Expense	Acres	\$ -		0	\$ -
<b>Total Operating Costs</b>					<b>\$ 144.85</b>
<b>Returns Above Total Operating Costs</b>					<b>\$ 21.65</b>

FIXED COSTS		Units	Rate	\$/Acre	
Machinery/Irrigation	\$/value				
Interest at	Dollars	6.00%		\$ 7.74	
Taxes at	Dollars	1.00%		\$ 1.98	
Insurance	Dollars	0.85%		\$ 1.08	
Depreciation	Dollars			\$ 13.99	
Land	\$/acre	\$ 1,900			
Interest at	Dollars	3.00%		\$ 57.00	
Taxes at	Dollars	0.40%		\$ 7.60	
<b>Total Fixed Costs</b>					<b>\$ 89.39</b>
<b>Total Costs (Operating + Fixed)</b>					<b>\$ 234.24</b>
<b>Returns Above All Specified Costs</b>					<b>\$ (67.74)</b>

Garfield County - North-Central OK      Owner-Operator  
Owned equipment

Grain Break-Even (B-E) Analysis			
B-E Yield at \$/bu.	3.50	B-E Price at bu./acre	35.00
Above Operating Costs (Bu.)	29	Above Operating Costs \$	2.88
Above Total Costs (Bu.)	54	Above Total Costs \$	5.44



Here is an example of a PDF budget summary that was created by the enterprise budget software and it's there as a quick reference as to the typical costs and returns of various enterprises found in OK.

### 2017 Oklahoma Wheat Budget

SAMPLE BUDGET ONLY - OSU Enterprise Budget Software has more information on the cost and returns for this production activity.

Place the cursor over cells with red triangles to read comments.  
Enter your input values in shaded cells.

**Dryland Wheat Enterprise Budget - Grain and Graze**

1000 acres farmed, 160 acres for this budget

2017 harvest price projection

Low till rotation, pasture valued at \$ 40 /bu/acre

Acres **160**

% Charged **50%**

PRODUCTION		Units	Price	Quantity	\$/Acce	\$/Bushel	Total
Wheat	bu	\$ 3.50	35.0	\$	122.50	\$ 3.50	\$ 19,600
Small Grain Pasture	acre	\$ 48.00	1	\$	44.00	\$ 1.26	\$ 7,040
Other Income	acre	\$ -	1	\$	-	-	-
<b>Total Receipts</b>					<b>\$ 166.50</b>	<b>\$ 4.76</b>	<b>\$ 26,640</b>
OPERATING INPUTS							
Seed	bu/acre	\$ 10.00	1.3	\$	15.00	\$ 0.43	\$ 2,400
Fertilizer	acre	\$ 45.40	1	\$	45.40	\$ 1.30	\$ 7,264
Custom Harvest	acre	\$ 23.00	1	\$	23.00	\$ 0.66	\$ 3,680
+ \$/bu for excess of xx bu/acre		\$ 0.23	20.0	\$	3.45	\$ 0.10	\$ 552
Custom Haul	bu	\$ 0.24	35.0	\$	8.40	\$ 0.24	\$ 1,344
+ \$/bu for distance hauling (miles)		\$ 0.20	0	\$	-	-	-
Pesticide	acre	\$ 18.60	1	\$	18.60	\$ 0.53	\$ 2,976
Crop Insurance	acre	\$ 7.50	1	\$	7.50	\$ 0.21	\$ 1,200
Machinery Labor	hours	\$ 15.00	0.00	\$	-	-	-
Irrigation Labor	hours	\$ 15.00	0.00	\$	-	-	-
Custom Hire	acre	\$ 73.60	1	\$	73.60	\$ 2.10	\$ 11,776
Machinery Fuel, Lube, Repairs	acre	\$ -	1	\$	-	-	-
Irrigation Fuel, Lube, Repair	acre	\$ -	1	\$	-	-	-
Cash Rent	acre	\$ -	1	\$	-	-	-
Other Expense	acre	\$ -	1	\$	-	-	-
Annual Operating Capital	dollars	\$ 6.25%	97.48	\$	6.09	\$ 0.17	\$ 974
<b>Total Operating Costs</b>					<b>\$ 201.04</b>	<b>\$ 5.74</b>	<b>\$ 32,168</b>
<b>Returns Above Total Operating Costs</b>					<b>\$ (34.54)</b>	<b>\$ (0.99)</b>	<b>\$ (5,526)</b>
FIXED COSTS		Rate					
Average value of machinery/irrigation		\$ -					
Proportion Charged		0%					
Machinery/irrigation							
Interest at	dollars	6.00%	\$ -	\$ -	\$ -	\$ -	\$ -
Taxes at	dollars	1.00%	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance	dollars	0.95%	\$ -	\$ -	\$ -	\$ -	\$ -
Depreciation	dollars		\$ -	\$ -	\$ -	\$ -	\$ -
Land	\$/acre		\$ 1,900				
Interest at	dollars	3.00%	\$ 28.50	\$ 0.81	\$ 4,560		
Taxes at	dollars	0.40%	\$ 3.80	\$ 0.11	\$ 608		
<b>Total Fixed Costs</b>					<b>\$ 32.30</b>	<b>\$ 0.92</b>	<b>\$ 5,168</b>
<b>Total Costs (Operating + Fixed)</b>					<b>\$ 233.34</b>	<b>\$ 6.67</b>	<b>\$ 37,334</b>
<b>Returns Above All Specified Costs</b>					<b>\$ (66.84)</b>	<b>\$ (1.91)</b>	<b>\$ (10,694)</b>

Garfield County - North-Central OK

Custom operations

Owner Operator

**Grain Break-Even (B-E) Analysis**

B-E Yield at \$/bu:	\$3.50	B-E Price at bu/acre:	35.0
Above Operating Costs (bu.)	45	Above Operating Costs	\$4.49
Above Total Costs (bu.)	54	Above Total Costs	\$5.41

Here's the simple excel budget counterpart to the PDF snapshot file shown in the prior slide. You can make revisions within the budget only with the yellow cells. Once again, these excel files don't have the all bells and whistles that the enterprise budget software has, but you can customize them quickly to fit a particular situation.



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- AgPlan Financial Spreadsheet
- Tips for Managing Margins
- Risk Management Strategies Newsletter
- Should You Sell Your Real Estate?

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### Featured Budget

Clearfield Hybrid Straight Levee Rice, Flood Irrigated (2017)

More

### Featured Collection

Direct Farm Marketing and Tourism Handbook

More

## A Business Plan is Important When Working With a Lender

*As your partner, the lender will want to know as much about your business as ...* [Learn more](#)

The Ag Risk & Farm Management Library collects, categorizes and organizes thousands of Agriculture Risk and Farm Management documents, videos and presentations to help you find the information you need.

The Ag Risk & Farm Management Library is a product of Extension Risk Management Education (ERME).

**EXTENSION RISK MANAGEMENT EDUCATION**

ERME funds innovative programs that generate tangible results for farmers & ranchers in all 50 states. Learn more at [ExtensionRME.org](http://ExtensionRME.org)

CONFRMATE

2017 Extension Risk Management Education National Conference

Submit Presentation

Mapping to Change

2016 National Farm Management Conference

STATE EXTENSION

Finally, the Ag Risk + Farm Management library through the Umin is a national clearinghouse of all sorts of farm and financial management topics . If you would like to check out the commodity budgets, click on the budget link at the top that brings you to ...

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## Budgets


State Websites  
Budget Contacts

Sort Budgets By ▾

1 - 20 of 1241 items

Commodity	Title	Year	State	Contact
Alfalfa	Alfalfa Hay, Establishment and Production, 50 Acres, 125lb Bales - San Joaquin Valley Enterprise Budget	2016	California - San Joaquin Valley	Stewart, Donald
Alfalfa	Alfalfa Hay, Establishment and Production, 300 Acres, 1300lb Bales - San Joaquin Valley Enterprise Budget	2016	California - San Joaquin Valley	Stewart, Donald
Alfalfa	Center-Pivot-Irrigated Alfalfa Cost-Return Budget in Western Kansas	2015	Kansas - Western	Dumler, Troy
Alfalfa	Alfalfa Hay - Annual Production Costs	2016	Iowa	Plastina, Alejandro
Alfalfa	Alfalfa Hay Production - Seeding Year Costs	2016	Iowa	Plastina, Alejandro
Alfalfa	Organic Alfalfa Hay - Enterprise Budget	2015	Iowa	Chase, Craig
Alfalfa	Northwest Minnesota - Non Red River Valley Budgets	2016	Minnesota - Northwest	Van Norder, Pauline
Alfalfa	Central Minnesota Budgets	2016	Minnesota - Central	Van Norder, Pauline
Alfalfa	Alfalfa Hay - Enterprise Budget	2016	Missouri	Massey, Ray
Alfalfa	Pivot Irrigated Alfalfa, Large and Small Square Bale, 6.6 ton Yield - Budget Summary	2016	Nebraska	Klein, Robert
Alfalfa	All 2016 Alfalfa Production Budgets	2016	Nebraska	Klein,

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The budget screen shown here. You can sort the budgets by commodity, year, location, and production system.

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## Budgets

[State Websites](#)  
[Budget Contacts](#)

[Reset All Filters](#)

Sort Budgets By ▾

1 - 20 of 65 items

Commodity	Title	Year	State	Contact
Alfalfa	Alfalfa, Dryland, Large Square Bales - Enterprise Budget	2016	Oklahoma - North-Central	Sahs, Roger
Barley	Barley, Dryland, Grain and Graze - Southeast Oklahoma Enterprise Budget	2016	Oklahoma	Sahs, Roger
Barley	Irrigated Malting Barley, Low Tillage, Grain Only	2017	Oklahoma - Panhandle	Sahs, Roger
Bermuda Grass	Bermuda Grass, Dryland, Large Round Bale - Northeast Oklahoma Enterprise Budget	2016	Oklahoma - Northeast	Sahs, Roger
Bermuda Grass	Bermuda Grass, Dryland, Graze Only - Northeast Oklahoma Enterprise Budget	2016	Oklahoma	Sahs, Roger
Blackberries	Irrigated Blackberry - Southeast Oklahoma Enterprise Budget	2016	Oklahoma - Southeast	Sahs, Roger
Blueberries (Cultivated)	Irrigated Blueberry - Southeast Oklahoma Enterprise Budget	2016	Oklahoma - Southeast	Sahs, Roger
Canola	Canola, Dryland, Roundup Ready - Enterprise Budget	2016	Oklahoma - North-Central	Sahs, Roger
Canola	Dryland Canola - Conventional Seed	2017	Oklahoma - North-Central	Sahs, Roger
Canola	Dryland Canola - Roundup Ready Seed	2017	Oklahoma - North-Central	Sahs, Roger
Corn (Yellow)	Corn, Dryland, Conventional Tillage, Continuous - Enterprise Budget	2016	Oklahoma - Northeast	Sahs, Roger
Corn (Yellow)	Corn, Irrigated, Conventional Tillage, Continuous - Panhandle	2016	Oklahoma -	Sahs,

Commodities
 

- Field Crops
- Fruits & Nuts
- Livestock

Budget Year
 

- 2017 (11)
- 2016 (54)

Production Types
 


- Irrigation (23)

Location
 

- Oklahoma (55)

Local Region
 

- North-Central (23)
- Southeast (3)
- (3)



For example, the Oklahoma budgets are shown here. If there's a commodity that we don't have for OK, maybe its on this website. Then it's up to you to customize it to better fit your managementl practices, soil types, yield expectations, and the like.

Don't have a bad day! Use those enterprise budgets!



Check out the budget resources that OSU has as well as at the national level. They will help you find some realistic and factual information to use in developing your own budgets.

And remember when you do your homework, good budgets can help you make the right decisions at the right time.