

Setting up for a Profitable 2021 for Illinois and Midwest Farms

FAST Tools and Financial Planning



ILLINOIS

Agricultural &
Consumer Economics

COLLEGE OF AGRICULTURAL, CONSUMER
& ENVIRONMENTAL SCIENCES



Ryan Batts

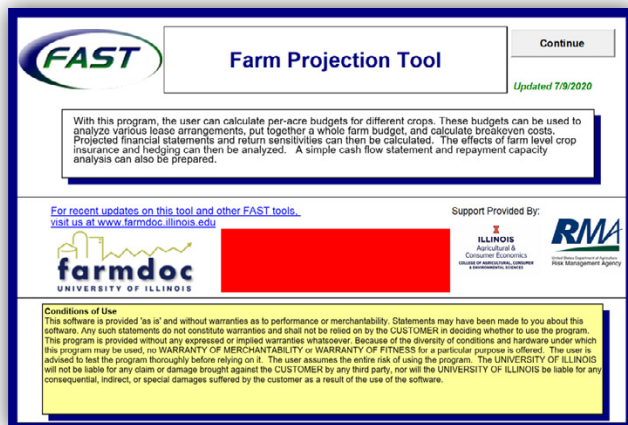


Gary Schnitkey

farmdocDAILY

FAST Tools and Financial Planning

FAST (Farm Analysis Solution Tools) is a set of Microsoft Excel spreadsheets that may be used to evaluate management decisions on farm.

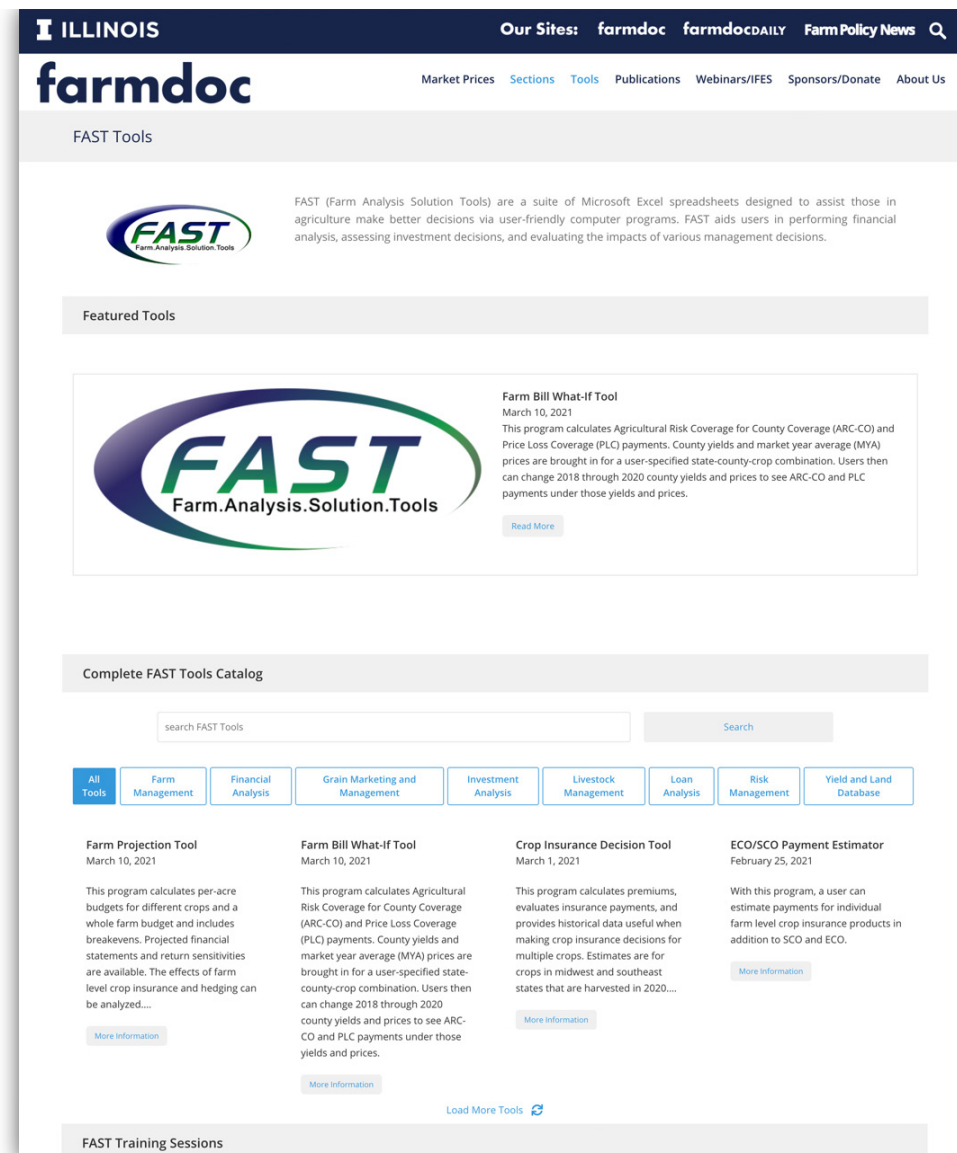


We will demonstrate use of the ***Farm Projections Tool.***

Have you used the downloadable FAST tools?

Yes

No



The screenshot shows the 'farmdoc' website with a dark blue header. The main navigation includes 'Our Sites: farmdoc farmdocDAILY Farm Policy News' and a search icon. Below the header, the 'FAST Tools' section is highlighted. It features a large 'FAST' logo and a description: 'FAST (Farm Analysis Solution Tools) are a suite of Microsoft Excel spreadsheets designed to assist those in agriculture make better decisions via user-friendly computer programs. FAST aids users in performing financial analysis, assessing investment decisions, and evaluating the impacts of various management decisions.'

The 'Featured Tools' section highlights the 'Farm Bill What-If Tool' (March 10, 2021), which calculates Agricultural Risk Coverage for County Coverage (ARC-CO) and Price Loss Coverage (PLC) payments. A 'Read More' button is provided.

The 'Complete FAST Tools Catalog' section includes a search bar and a grid of tool categories: All Tools, Farm Management, Financial Analysis, Grain Marketing and Management, Investment Analysis, Livestock Management, Loan Analysis, Risk Management, and Yield and Land Database.

Four tool cards are displayed:

- Farm Projection Tool** (March 10, 2021): This program calculates per-acre budgets for different crops and a whole farm budget and includes breakevens. Projected financial statements and return sensitivities are available. The effects of farm level crop insurance and hedging can be analyzed....
- Farm Bill What-If Tool** (March 10, 2021): This program calculates Agricultural Risk Coverage for County Coverage (ARC-CO) and Price Loss Coverage (PLC) payments. County yields and market year average (MYA) prices are brought in for a user-specified state-county-crop combination. Users then can change 2018 through 2020 county yields and prices to see ARC-CO and PLC payments under those yields and prices.
- Crop Insurance Decision Tool** (March 1, 2021): This program calculates premiums, evaluates insurance payments, and provides historical data useful when making crop insurance decisions for multiple crops. Estimates are for crops in midwest and southeast states that are harvested in 2020....
- ECO/SCO Payment Estimator** (February 25, 2021): With this program, a user can estimate payments for individual farm level crop insurance products in addition to SCO and ECO.

Each tool card includes a 'More Information' button. A 'Load More Tools' button is located at the bottom of the catalog section. The page footer includes 'FAST Training Sessions'.

Topics

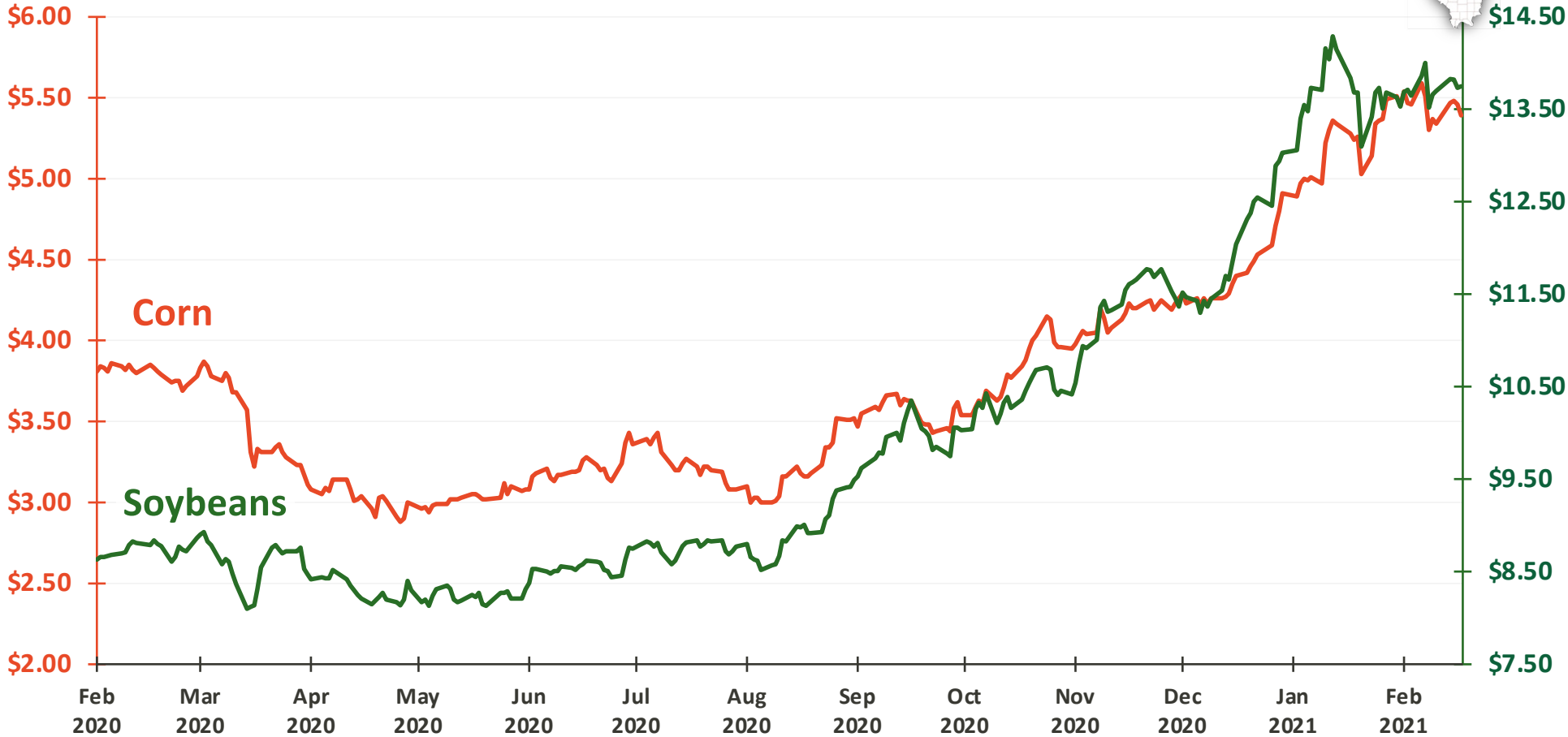
- Current Prices and Cost projections for 2021
- FAST
- Farm Projections Tool
- Other FAST Tools

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Prices and Yields for 2020

Cash Corn and Soybean Prices in Central Illinois



Market Year Average Prices

	Market Year						
	2015	2016	2017	2018	2019	2020P	2021P
Corn	\$3.61	\$3.36	\$3.36	\$3.61	\$3.56	\$4.30	\$4.20
Soybeans	\$8.95	\$9.47	\$9.33	\$8.48	\$8.57	\$11.15	\$11.25
Wheat	\$4.89	\$3.89	\$4.72	\$5.16	\$4.58	\$5.00	\$5.50

Used in setting ARC/PLC payments

2021 estimates were released by USDA at Ag Outlook Conference, note that we expect little/no payments in 2020 and 2021

Corn and Soybeans: Baseline

Central Illinois, High-Productivity	Corn		Soybeans	
	2019	2020P	2019	2020P
Yield per acre	208	228	64	72
Price per bu	\$3.65	\$4.25	\$8.58	\$11.20
Crop revenue	\$759	\$969	\$549	\$806
ARC/PLC	\$10	\$0	\$10	\$0
Ad hoc payments	\$110	\$68	\$94	\$45
Crop insurance	\$14	\$0	\$9	\$0
Gross revenue	\$893	\$1,037	\$662	\$851
Total non-land costs	\$606	\$571	\$372	\$359
Operator & land return	\$287	\$466	\$290	\$492
Cash rent		\$275		\$275
Farmer return	\$12	\$191	\$15	\$217
50% Corn and 50% Soybean Rotation				
Farmer return	\$14	\$204	with ad hoc Federal payments	
	-\$88	\$147	without ad hoc Federal payments	

Corn and Soybeans: Optimistic

Central Illinois, High-Productivity	Corn			Soybeans		
	2019	2020P	2021P	2019	2020P	2021P
Yield per acre	208	228	230	64	72	72
Price per bu	\$3.65	\$4.25	\$4.25	\$8.58	\$11.20	\$11.90
Crop revenue	\$759	\$969	\$978	\$549	\$806	\$857
ARC/PLC	\$10	\$0	\$0	\$10	\$0	\$0
Ad hoc payments	\$110	\$68	\$25	\$94	\$45	\$25
Crop insurance	\$14	\$0	\$0	\$9	\$0	\$0
Gross revenue	\$893	\$1,037	\$1,003	\$662	\$851	\$882
Total non-land costs	\$606	\$571	\$580	\$372	\$359	\$368
Operator & land return	\$287	\$466	\$423	\$290	\$492	\$514
Cash rent	\$275			\$275		
Farmer return	\$12	\$191	\$148	\$15	\$217	\$239
50% Corn and 50% Soybean Rotation						
Farmer return	\$14	\$204	\$194	with ad hoc Federal payments		
	-\$88	\$147	\$169	without ad hoc Federal payments		

FAST Tools



FAST (Farm Analysis Solution Tools) are a suite of Microsoft Excel spreadsheets designed to assist those in agriculture make better decisions via user-friendly computer programs. FAST aids users in performing financial analysis, assessing investment decisions, and evaluating the impacts of various management decisions.

Featured Tools

Found at <https://farmdoc.illinois.edu/fast>



Farm Bill What-If Tool

March 5, 2021

This program calculates Agricultural Risk Coverage for County Coverage (ARC-CO) and Price Loss Coverage (PLC) payments. County yields and market year average (MYA) prices are brought in for a user-specified state-county-crop combination. Users then can change 2018 through 2020 county yields and prices to see ARC-CO and PLC payments under those yields and prices.

[Read More](#)

FAST Tools Introduction

- Microsoft Excel based decision making tools (40+ tools)
- Can be downloaded FREE from the farmdoc website
- Most will run on PC or Mac
 - A few will only work properly on a PC due to the use of macros
 - All of the tools contain macros, some require them to function
- Most can be downloaded as standalone spreadsheet, zip file, or installation file

farmdoc

Market Prices Sections **Tools** Publications Webinars/IFES

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- Crop Insurance Tools
- FAST Spreadsheet Tools**
- Illinois Farm Management Handbook
- ARC/PLC Calculators

- Farm Bill What-If Tool
- Balance Sheet & Historical Financial Statements
- Cash Rent with Bonus Worksheet
- Crop Insurance Decision Tool
- Farm Projection Tool
- Land Purchase Analysis
- Planting Decision Model
- Appraisal of Current Financial Position
- Beef Profitability Model
- Biomass Crop Budget Tool – Corn Stover
- Biomass Crop Budget Tool – Miscanthus and Switchgrass
- Capital Budgeting Analysis
- Carbon Calculator
- Cash to Accrual Income Approximation
- Corn & Soybean Basis Tool
- Cost of Feedstuffs Calculator
- Dairy Profitability Model
- Earned Net Worth Allocation
- Enterprise Allocation Module
- Estimation of Deferred Taxes
- Ethanol Dry Mill Plant Simulator
- Farm Rent Evaluator
- Grain Storage Purchase Analysis
- Grain Inventory Management
- Grain Pricing Tool
- Illinois Soil Productivity and Yield Utilities
- Lease vs Purchase Analysis
- Loan Amortization
- Loan Comparison



Farm Bill What-If Tool
March 10, 2021

This program calculates Agricultural Risk Coverage for County Coverage (ARC-CO) and Price Loss Coverage (PLC) payments. County yields and market year average (MYA) prices are brought in for a user-specified state-county-crop combination. Users then can change 2018 through 2020 county yields and prices to see ARC-CO and PLC payments

[Read More](#)

farmdoc.illinois.edu

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FAST Tools



FAST (Farm Analysis Solution Tools) are a suite of Microsoft Excel spreadsheets designed to assist those in agriculture make better decisions via user-friendly computer programs. FAST aids users in performing financial analysis, assessing investment decisions, and evaluating the impacts of various management decisions.

Featured Tools



Farm Bill What-If Tool
March 10, 2021
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[Read More](#)

Complete FAST Tools Catalog

search FAST Tools

- All Tools
- Farm Management
- Financial Analysis
- Grain Marketing and Management
- Investment Analysis
- Livestock Management
- Loan Analysis
- Risk Management
- Yield and Land Database

<p>Farm Projection Tool March 10, 2021</p> <p>This program calculates per-acre budgets for different crops and a whole farm budget and includes breakevens. Projected financial statements and return sensitivities are available. The effects of farm level crop insurance and hedging can be analyzed...</p> <p>More Information</p>	<p>Farm Bill What-If Tool March 10, 2021</p> <p>This program calculates Agricultural Risk Coverage for County Coverage (ARC-CO) and Price Loss Coverage (PLC) payments, County yields and market year average (MYA) prices are brought in for a user-specified state-county-crop combination. Users then can change 2018 through 2020 county yields and prices to see ARC-CO and PLC payments under those yields and prices.</p> <p>More Information</p>	<p>Crop Insurance Decision Tool March 1, 2021</p> <p>This program calculates premiums, evaluates insurance payments, and provides historical data useful when making crop insurance decisions for multiple crops. Estimates are for crops in midwest and southeast states that are harvested in 2020...</p> <p>More Information</p>	<p>ECO/SCO Payment Estimator February 25, 2021</p> <p>With this program, a user can estimate payments for individual farm level crop insurance products in addition to SCO and ECO.</p> <p>More Information</p>
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[Load More Tools](#)

FAST Training Sessions

<p>farmdoc</p> <p>Department of Agricultural and Consumer Economics</p> <p>Mumford Hall 1301 W. Gregory Dr Urbana, IL 61801 Serd U.S. Feed/Busk</p> <p>EDUCATIONAL PARTNERS Dept of ACE FBFM EXTENSION</p> <p>ILLINOIS Copyright Accessibility Privacy</p>	<p>Quicklinks</p> <p>Agricultural Law Agricultural Policy Crop Insurance Management Marketing & Outlook</p> <p>Crop Insurance Tools FAST Tools Illinois Farm Management Handbook</p> <p>Upcoming Webinars Webinar Archive IFES Archive</p> <p>Subscribe farmdoc Sponsorship</p>	<table border="1"> <tr> <td>Corporate Sponsor TIAA Center for Farmland Research</td> <td>Platinum Sponsor COMPEER FINANCIAL</td> </tr> <tr> <td>Platinum Sponsor FARM CREDIT ILLINOIS</td> <td>Platinum Sponsor GROWMARK</td> </tr> <tr> <td>Platinum Sponsor www.ilcorn.org</td> <td>Platinum Sponsor SUNBELT</td> </tr> </table> <p>See all sponsors</p>	Corporate Sponsor TIAA Center for Farmland Research	Platinum Sponsor COMPEER FINANCIAL	Platinum Sponsor FARM CREDIT ILLINOIS	Platinum Sponsor GROWMARK	Platinum Sponsor www.ilcorn.org	Platinum Sponsor SUNBELT
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Platinum Sponsor www.ilcorn.org	Platinum Sponsor SUNBELT							
<p>FAST Tools</p>								

farmdoc.illinois.edu/fast

Featured Tools

Updated regularly with most recent tool update

Tool Categories

- All Tools
- Farm Management
- Financial Analysis
- Grain Marketing and Management
- Investment Analysis
- Livestock Management
- Loan Analysis
- Risk Management
- Yield and Land Database

Farm Projection Tool 

March 10, 2021

This program calculates per-acre budgets for different crops and a whole farm budget and includes breakevens. Projected financial statements and return sensitivities are available. The effects of farm level crop insurance and hedging can be analyzed....

[More Information](#) 

Farm Bill What-If Tool

March 10, 2021

This program calculates Agricultural Risk Coverage for County Coverage (ARC-CO) and Price Loss Coverage (PLC) payments. County yields and market year average (MYA) prices are brought in for a user-specified state-county-crop combination. Users then can change 2018 through 2020 county yields and prices to see ARC-CO and PLC payments under those yields and prices.

[More Information](#)

Crop Insurance Decision Tool

March 1, 2021

This program calculates premiums, evaluates insurance payments, and provides historical data useful when making crop insurance decisions for multiple crops. Estimates are for crops in midwest and southeast states that are harvested in 2020....

[More Information](#)

ECO/SCO Payment Estimator

February 25, 2021

With this program, a user can estimate payments for individual farm level crop insurance products in addition to SCO and ECO.

[More Information](#)

Click on either **Tool Title** or **More Information** for that tool's page

FAST Tools

Farm Projection Tool

About This Tool

🕒 Last Updated : March 10, 2021

This program calculates per-acre budgets for different crops and a whole farm budget and includes breakevens. Projected financial statements and return sensitivities are available. The effects of farm level crop insurance and hedging can be analyzed.

As an alternative to the executable tool you can [download the zip file here.](#)



Download Excel file

 [Download this FAST Tool](#)



Installation File

FAST Tools

Farm Bill What-If Tool

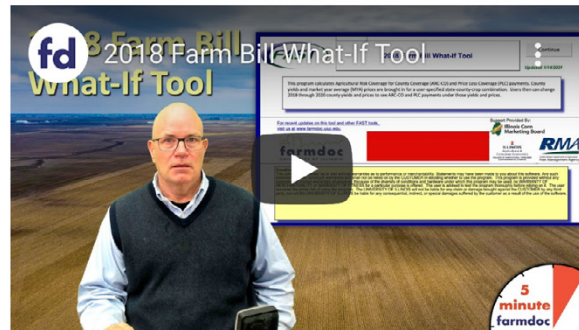
About This Tool

🕒 Last Updated : March 10, 2021

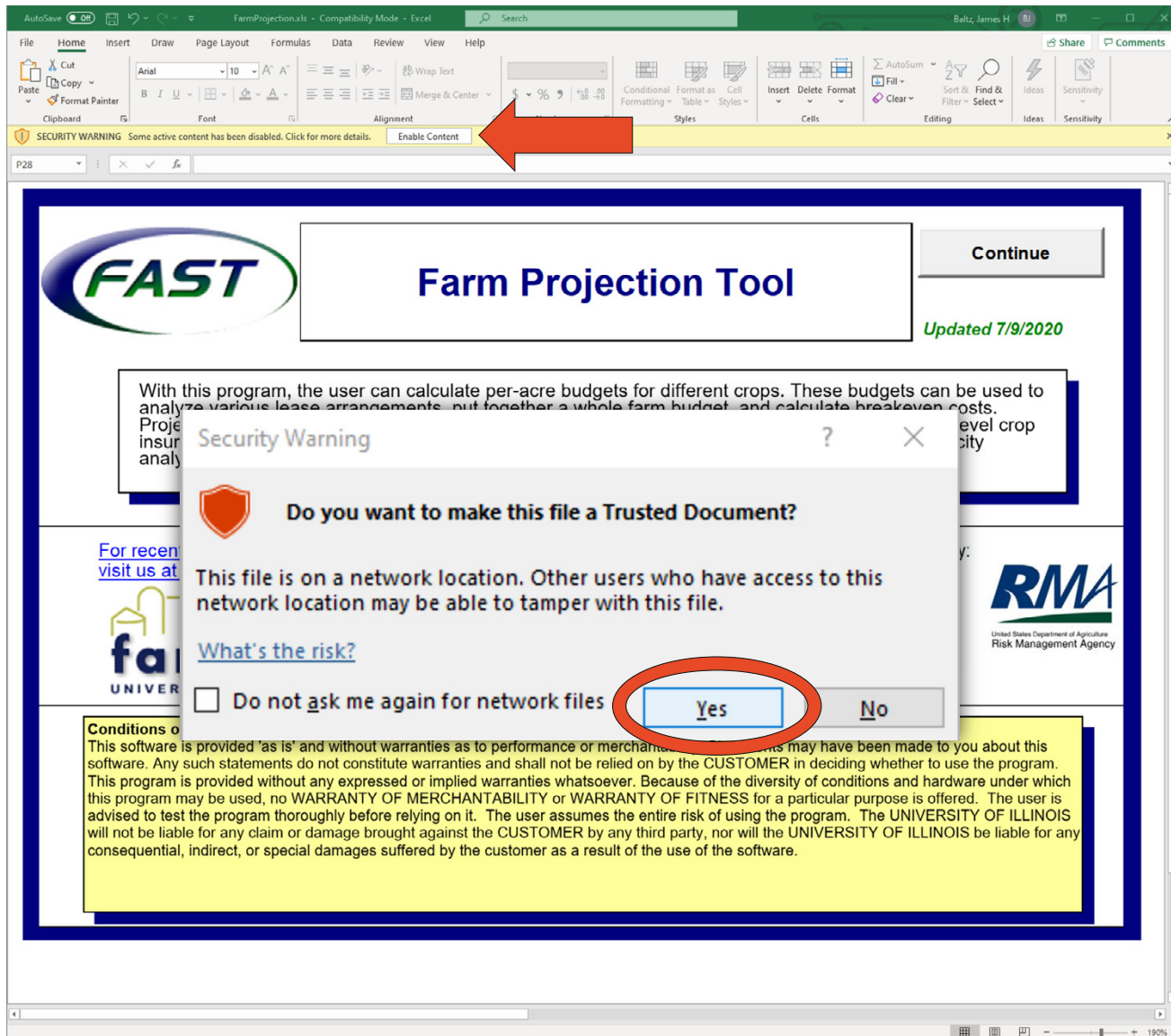
This program calculates Agricultural Risk Coverage for County Coverage (ARC-CO), Price Loss Coverage (PLC) payments, and ARC at the Individual Level (ARC-IC). County yields and market year average (MYA) prices are brought in for a user-specified state-county-crop combination. Users then can change 2018 through 2020 county yields and prices to see ARC-CO and PLC payments under those yields and prices.

[Download this FAST Tool](#)

As an alternative to the executable tool you can [download the spreadsheet here](#).



Demonstration Video



Tools will have Introduction sheet

Need to “Enable Content”

wording varies based on Excel version

Most tools will work without enabling macros

AutoSave FarmProjection.xls - Compatibility Mode - Excel Baltz, James H

File Home Insert Draw Page Layout Formulas Data Review View Help

Clipboard Font Alignment Number Styles Cells Editing Ideas Sensitivity

OSS

Farm Projection Tool

Updated 7/9/2020

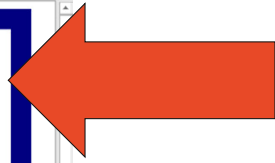
With this program, the user can calculate per-acre budgets for different crops. These budgets can be used to analyze various lease arrangements, put together a whole farm budget, and calculate breakeven costs. Projected financial statements and return sensitivities can then be calculated. The effects of farm level crop insurance and hedging can then be analyzed. A simple cash flow statement and repayment capacity analysis can also be prepared.

[For recent updates on this tool and other FAST tools, visit us at www.farmdoc.illinois.edu](http://www.farmdoc.illinois.edu)

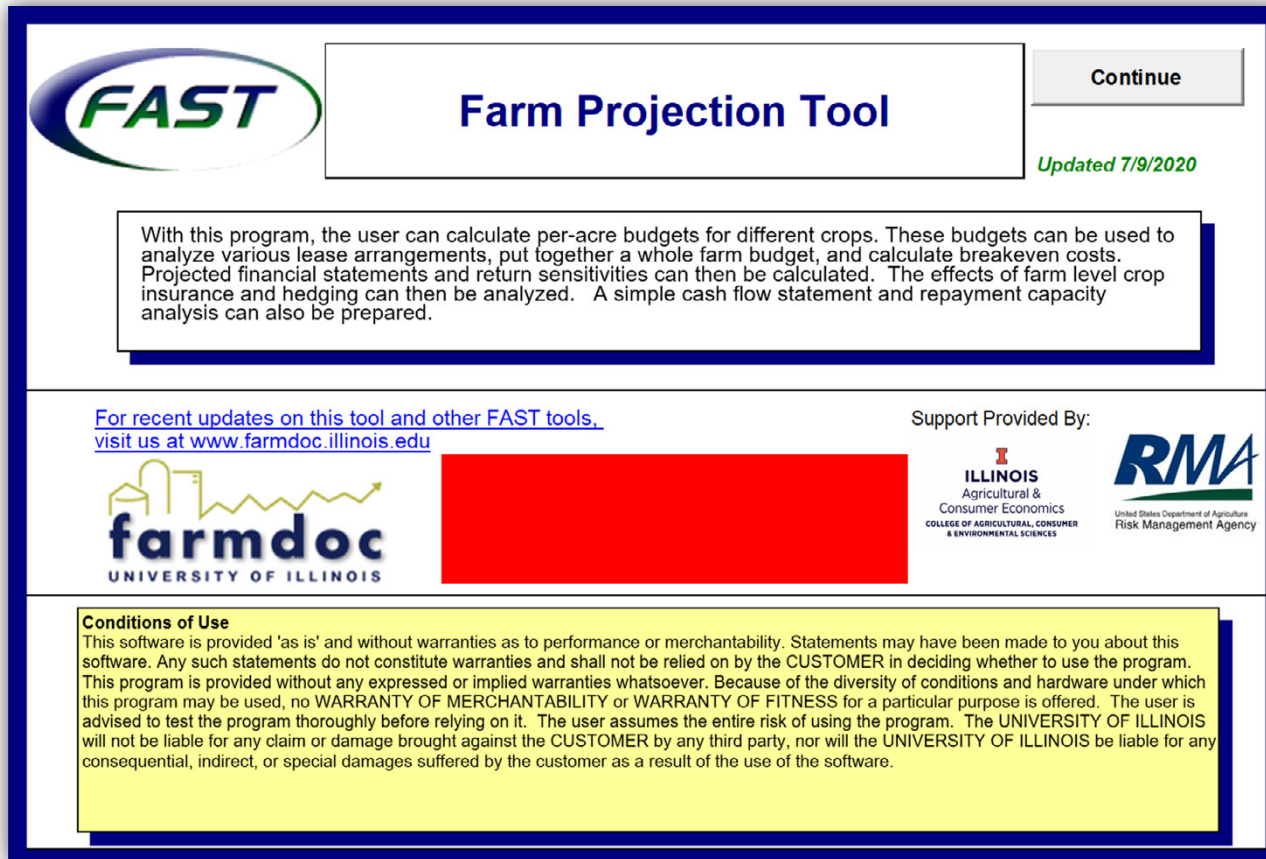
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Farm Projections Tool



The screenshot shows the 'Farm Projection Tool' interface. At the top left is the 'FAST' logo. In the center, the title 'Farm Projection Tool' is displayed in a blue box. To the right is a 'Continue' button. Below the title, a green text update reads 'Updated 7/9/2020'. A large text box contains a description of the tool's capabilities. At the bottom, there are logos for 'farmdoc UNIVERSITY OF ILLINOIS', a red rectangular placeholder, and logos for 'ILLINOIS Agricultural & Consumer Economics COLLEGE OF AGRICULTURAL, CONSUMER & ENVIRONMENTAL SCIENCES' and 'RMA United States Department of Agriculture Risk Management Agency'. A yellow box at the bottom contains the 'Conditions of Use' text.

FAST

Farm Projection Tool

Continue

Updated 7/9/2020

With this program, the user can calculate per-acre budgets for different crops. These budgets can be used to analyze various lease arrangements, put together a whole farm budget, and calculate breakeven costs. Projected financial statements and return sensitivities can then be calculated. The effects of farm level crop insurance and hedging can then be analyzed. A simple cash flow statement and repayment capacity analysis can also be prepared.

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Provides
projected cash
flow, break-even,
and sensitivity
for grain farms



CROP BUDGET SETUP

2021P
Central-High Productivity Budget
Default Direct Expenses

Name:	Corn after beans	Soybeans	Per Acre
Budget default:			Total Per Acre
Acres	1.00	1.00	2.00
Yield per acre	220	68	
Futures Price (\$/bu.)	\$4.55	\$11.55	
Basis (\$/bu.)	-\$0.30	-\$0.30	
Cash Price (\$/bu.)	\$4.25	\$11.25	
Revenue	----- \$ per acre -----		\$/acre
Crop revenue	\$935	\$765	\$850
Other Revenue 1	0	0	\$0
Other Revenue 2	0	0	\$0
Government payments	0	0	\$0
Total revenue	\$935	\$765	\$850
Expenses	----- \$ per acre -----		\$/acre
Fertilizer	\$135	\$44	\$90
Pesticide	76	45	61
Seed	116	74	95
Drying	15	0	8
Storage	15	8	12
Crop insurance	24	16	20
Other Direct Expense	0	0	0
Total direct expense	\$381	\$187	\$284
Machine hire/lease	\$16	\$14	\$15
Utilities	5	5	5
Machine repair	24	21	23

Data Entry

Blue text indicates cells that can be changed

Some tools also use a yellow cell background with the blue text

Rest of sheet locked to protect formulas



CROP BUDGET SETUP

2021P
Central-High Productivity Budget
Default Direct Expenses

Print Budget

Budget Setup

<- The "Budget Setup" menu allows you to change crops/budgets

Help

Continue

Name:

Budget default:

Corn after beans Soybeans

Per Acre

Total or << per acre

Acres 1.00 1.00 2.00

<- This Will Be Used as the Rotation in the Lease Analysis Section

Yield per acre
Futures Price (Basis (\$/bu.)
Cash Price (\$/bu.)

Revenue
Crop revenue
Other Revenue
Government payments
Total revenue

Expenses
Fertilizer
Pesticide
Seed
Drying
Storage
Crop insurance
Other Direct Expenses
Total direct expenses

Machine hire/lease
Utilities
Machine repair
Fuel and oil
Light Vehicle
Mach. Depreciation
Other Power Expenses
Total power expenses

Hired labor
Building repair
Building depreciation
Insurance
Misc.
Interest
Other Overhead
Total overhead
Total expenses

Revenue less Operator's retention
Total expense
Rev. less expenses ¹

\$630 \$418 \$524

\$305 \$347 \$326

Property Taxes 30 30 30

Budget Setup

Default Budgets

Replace budget values with defaults for following region:

- Northern
- Central (High Productivity Farmland)
- Central (Low Productivity Farmland)
- Southern

Select the crop year for the budget that you would like to load:

2021P

Edit Default Budgets

Download Default Budgets From farmdoc

Direct Expense Calculations

Used to calculate direct expenses

- Budget
- User Entered

Direct Expenses consist of: Fertilizer, Pesticides, Seed, Drying and Storage, Crop Insurance. The User Entered Direct Expenses allow the user to enter specific details for these items and calculate totals for each item.

Edit User Entered Direct Expenses

Display the Following Budgets

- Corn after beans
- Soybeans after corn-corn
- Corn after corn
- Wheat
- Soybeans
- Dbl. crop soybeans

Replace All Budget Values with Selection

Replace Only Direct Expenses

Exit, Display Selected Budgets, But Do Not Change Budget Values

Help

Select the crop year for the budget that you would like to load:

2021P

- 2001
- 2002
- 2003
- 2004
- 2005
- 2006
- 2007
- 2008

¹ Revenue available to cover cash rent & property taxes



CROP BUDGET SETUP

2021P
Central-High Productivity Budget
Default Direct Expenses

Print Budget

Budget Setup

<- The "Budget Setup" menu allows you to change crops/budgets

Help

Continue

Total or << per acre

Name:	Budget default:		Per Acre
	Corn after beans	Soybeans	
Acres	1.00	1.00	2.00
Yield per acre	220	68	
Futures Price (\$/bu.)	\$4.55	\$11.55	
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Expenses	----- \$ per acre -----		\$/acre
Fertilizer	\$135	\$44	\$90
Pesticide	76	45	61
Seed	116	74	95
Drying	15	0	8
Storage	15	8	12
Crop insurance	24	16	20
Other Direct Expense	0	0	0
Total direct expense	\$381	\$187	\$284
Machine hire/lease	\$16	\$14	\$15
Utilities	5	5	5
Machine repair	24	21	23
Fuel and oil	14	12	13
Light Vehicle	1	1	1
Mach. Depreciation	63	55	59
Other Power Expense	0	0	0
Total power expense	\$123	\$108	\$116
Hired labor	\$18	\$17	\$18
Building repair and rent	6	5	6
Building depreciation	11	10	11
Insurance	9	11	10
Misc.	9	9	9
Interest	23	21	22
Other Overhead Expense	0	0	0
Total overhead	\$76	\$73	\$75
Total expenses	\$580	\$388	\$474
Revenue less expense:	\$355	\$397	\$376
Operator's return	50	50	50
Total expense	\$630	\$418	\$524
Rev. less expenses ¹	\$305	\$347	\$326
Property Taxes	30	30	30

<- This Will Be Used as the Rotation in the Lease Analysis Section

Return to Land & Operator	
\$376	1/2 Corn - 1/2 Soybeans (1/2 corn after soybeans - 1/2 soybeans)

Initial Tool Setup

What type of analysis would you like to perform? Lease Analysis or Farm Financial Projections?

Lease Analysis Farm Financial Projections

Main Menu

*** Must Complete "Input Section" first.**

Input Section	Analysis Section
Crop Budget Setup	Lease Analysis Results
Lease Setup	Per Acre Income Analysis
Change Setup	Sensitivity Analysis
Save	Print Selection
Save & Close Program	Exit Menu

Main Menu

*** Must Complete "Input Section" first.**

Input	Reports	Additional Analysis
Crop Budget Setup	Crop Totals	Sensitivity Analysis
Crop Insurance Setup & County Selection	Expense Breakdown	Cash Flow Statement
Lease Setup	Breakeven Yields & Prices	Repayment Capacity
Farm Setup	Projected Financial Statements	Scenario Analysis
Revenue & Expense Adjustments		Ratio Analysis
		Hedging & Sales Setup
Change Setup	Save	Clear Inputs (not programmed yet)
Print Selection	Save & Close Program	Exit Menu

¹ Revenue available to cover cash rent & property taxes

Inputs

Budgets
(Illinois Crop Budget defaults)

Crop Insurance Choices

Farmland Leases

Acres, Loans,
Other Cash Flows

Adjustments

The screenshot shows a 'Main Menu' window with a yellow warning banner at the top: '* Must Complete "Input Section" first.' The menu is organized into three columns: 'Input', 'Reports', and 'Additional Analysis'. The 'Input' column contains: Crop Budget Setup, Crop Insurance Setup & County Selection, Lease Setup, Farm Setup, and Revenue & Expense Adjustments. The 'Reports' column contains: Crop Totals, Expense Breakdown, Breakeven Yields & Prices, and Projected Financial Statements. The 'Additional Analysis' column contains: Sensitivity Analysis, Cash Flow Statement, Repayment Capacity, Scenario Analysis, Ratio Analysis, and Hedging & Sales Setup. At the bottom, there are three rows of buttons: 'Change Setup', 'Save', and 'Clear Inputs (not programmed yet)'; 'Print Selection', 'Save & Close Program', and 'Exit Menu'.

Budgets

University of Illinois budget defaults

Name:				
Budget default:	Corn after beans	Soybeans	Per Acre	
Acres	1.00	1.00	2.00	
Yield per acre	220	68		
Futures Price (\$/bu.)	\$4.55	\$11.55		
Basis (\$/bu.)	-\$0.30	-\$0.30		
Cash Price (\$/bu.)	\$4.25	\$11.25		
Revenue	----- \$ per acre -----		\$/acre	
Crop revenue	\$935	\$765	\$850	
Other Revenue 1	0	0	\$0	
Other Revenue 2	0	0	\$0	
Government payments	0	0	\$0	
Total revenue	\$935	\$765	\$850	
Expenses	----- \$ per acre -----		\$/acre	
Fertilizer	\$135	\$44	\$90	
Pesticide	76	45	61	
Seed	116	74	95	
Drying	15	0	8	
Storage	15	8	12	
Crop insurance	24	16	20	
Other Direct Expense	0	0	0	
Total direct expense	\$381	\$187	\$284	

Budgets

University of Illinois budget defaults

Machine hire/lease	\$16	\$14	\$15
Utilities	5	5	5
Machine repair	24	21	23
Fuel and oil	14	12	13
Light Vehicle	1	1	1
Mach. Depreciation	63	55	59
Other Power Expense	0	0	0
Total power expense	\$123	\$108	\$116
Hired labor	\$18	\$17	\$18
Building repair and rent	6	5	6
Building depreciation	11	10	11
Insurance	9	11	10
Misc.	9	9	9
Interest	23	21	22
Other Overhead Expense	0	0	0
Total overhead	\$76	\$73	\$75
Total expenses	\$580	\$368	\$474
Revenue less expenses	\$355	\$397	\$376
Operator's return	50	50	50
Total expense	\$630	\$418	\$524
Rev. less expenses ¹	\$305	\$347	\$326
Property Taxes	30	30	30

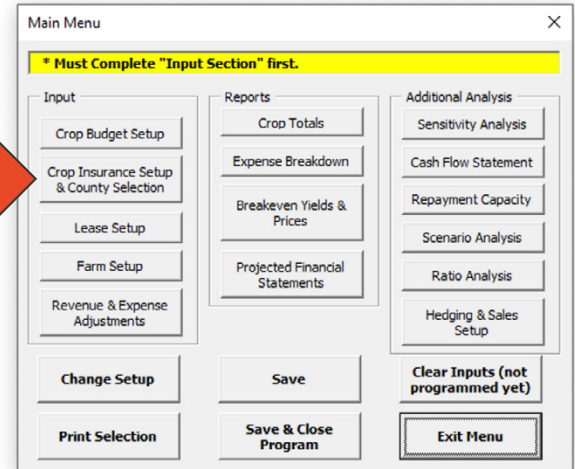
Crop Insurance

CROP INSURANCE SETUP

Farm Projections Menu

Help

Calculator AP



The County Selection is Used to Load Price & Yield Information

Illinois		
CHAMPAIGN		
	Corn	Soybeans
Product	RP / 85%	RP / 85%
APH	210	65
Coverage Level	85%	85%
Yield Guarantee	178.5	55.3

Only farm level products apply to

Base Price	\$4.50	\$11.00
Harvest Price	\$803.25	\$607.75

<- Base (Projected) Price

<- Harvest price

Price Will Be Used in Analysis for Harvest Price Until Harvest Price

Max. Protection Level		
Expected County Yield	192.6	60.9
Landlord Uses Insurance	Yes	Yes

Farm Level Products

CAT = Catastrophic Risk Protection
 YP = Yield Protection
 RP-HPE = Revenue Protection with Harvest Price Exclusion
 RP = Revenue Protection

County Level Products

GRP = Group Risk Plan
 GRIP = Group Risk Income Protection
 GRIP-HRO = Group Risk Income Protection with Harvest Revenue Option

Lease Setup



LEASE SETUP

View Splits
Help

Lease Selection Lease Analysis Farm Projections Menu

	EXPLANATION:
Share Rent (Split 1)	Tenant and landlord share in revenue and costs.
Fixed Cash Rent Per acre cash rent: \$275	Tenant pays landlord a fixed cash rent. The cash rent does not vary with yields

Lease Selection

Select Lease Options to Display in Results

- Share Rent (Split 1)
- Share Rent (Split 2)
- Fixed Cash Rent
- Share Rent with Supplemental Rent
- Yield-Based Cash Rent
- Variable Cash Rent based on Gross Income
- Variable Cash Rent based on Net Income
- Dry Bushel Lease
- Custom Farming

Make Selections Cancel

Main Menu

*** Must Complete "Input Section" first.**

Input	Reports	Additional Analysis
Crop Budget Setup	Crop Totals	Sensitivity Analysis
Crop Insurance Setup & County Selection	Expense Breakdown	Cash Flow Statement
Lease Setup	Breakeven Yields & Prices	Repayment Capacity
Farm Setup	Projected Financial Statements	Scenario Analysis
Revenue & Expense Adjustments		Ratio Analysis
		Hedging & Sales Setup
Change Setup	Save	Clear Inputs (not programmed yet)
Print Selection	Save & Close Program	Exit Menu

Nine different leases allowed with different input for each

Farm Setup



Clear Input

Help

Farm Projections Menu

FARM

X

* Must Complete "Input Section" first.

<p>Input</p> <p>Crop Budget Setup</p> <p>Crop Insurance Setup & County Selection</p> <p>Lease Setup</p> <p>Farm Setup</p> <p>Revenue & Expense Adjustments</p>	<p>Reports</p> <p>Crop Totals</p> <p>Expense Breakdown</p> <p>Breakeven Yields & Prices</p> <p>Projected Financial Statements</p>	<p>Additional Analysis</p> <p>Sensitivity Analysis</p> <p>Cash Flow Statement</p> <p>Repayment Capacity</p> <p>Scenario Analysis</p> <p>Ratio Analysis</p> <p>Hedging & Sales Setup</p>
<p>Change Setup</p> <p>Print Selection</p>	<p>Save</p> <p>Save & Close Program</p>	<p>Clear Inputs (not programmed yet)</p> <p>Exit Menu</p>

FARM ACREAGE

Rental Type

	Corn after beans		
Owned	100		
Share Rent (Split 1)	200	200	400
Fixed Cash Rent	600	600	1,200
Total Acres	900	900	1,800

Operator Acres

800 800 1,600

*Operator Acres = tillable acres x operator's share of the crop revenue for that lease type

Bushels

Rental Type

	Corn after beans	Soybeans	
Owned	22,000	6,800	
Share Rent (Split 1)	22,000	6,800	
Fixed Cash Rent	132,000	40,800	
Total Operator Bushels	176,000	54,400	

Farm Setup

LOAN INFORMATION				Budgeted Interest		\$39,600
	Years	Interest Rate	Beginning Loan Balance	Total Payment	Principal	Interest
Direct entry of Term principal and interest payment					\$0	\$0
Real Estate Loan	15.00	3.80%	\$800,000	\$70,950	\$40,550	\$30,400
Equipment Loan	5.00	3.50%	\$250,000	\$55,370	\$46,620	\$8,750
Loan	0.00	0.00%	\$0	\$0	\$0	\$0
Loan	0.00	0.00%	\$0	\$0	\$0	\$0
Loan	0.00	0.00%	\$0	\$0	\$0	\$0
Operating Loan	xxxxx	3.25%	\$350,000			\$11,375
			\$1,400,000	\$126,321	\$87,171	\$50,525

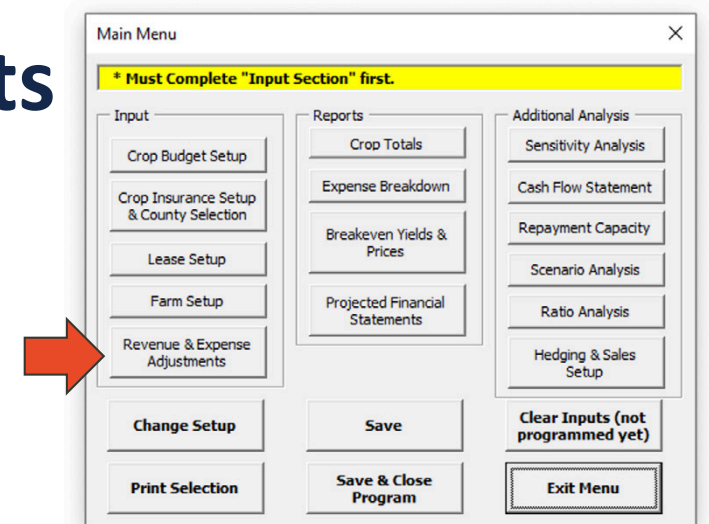
*Budgeted interest comes from the per acre budgets, if the user enters any loan information, it is used to calculate interest expenses instead of the budget

Other Revenues & Expenses	
Settlements	\$0
Other farm revenue	\$10,000
Non-farm income	\$36,000
Family living expenditures	\$75,000
Capital expenditures	\$0
Income and SS tax	\$73,847
	Estimate Tax

Revenue & Expense Adjustments

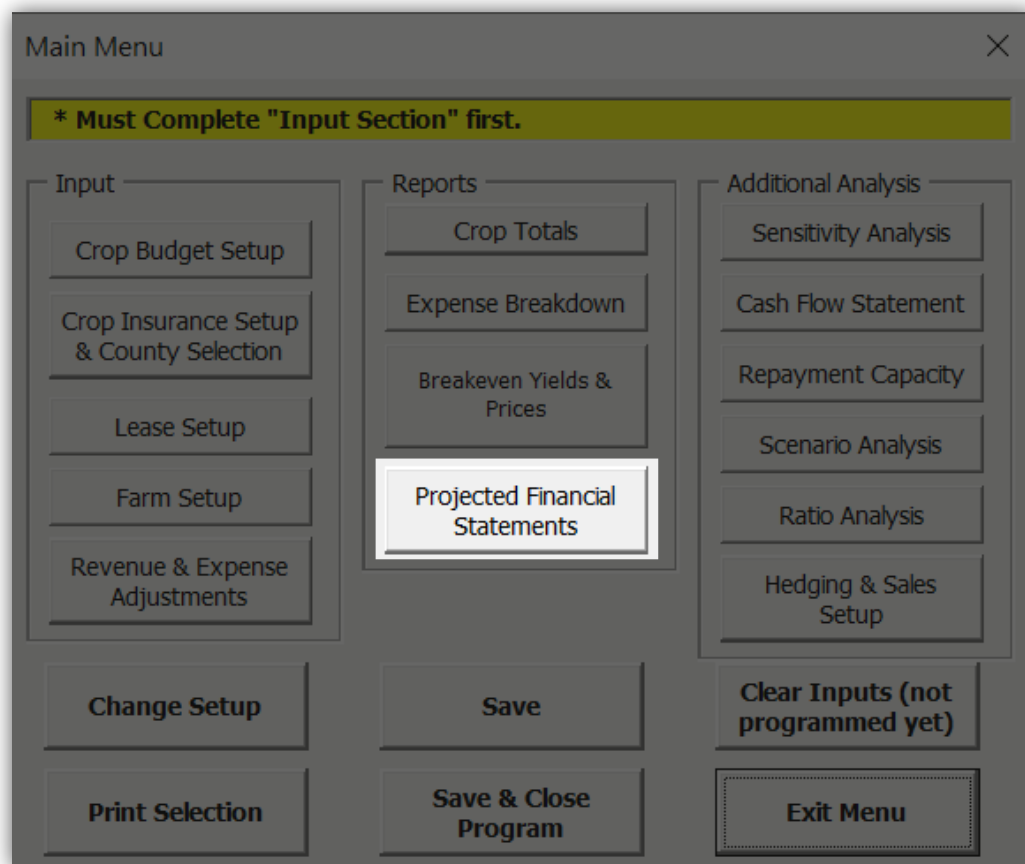
Revenue	Calculated Total
Crop revenue	\$1,360,000
Other Revenue 1	\$0
Other Revenue 2	\$0
Government payments	\$0
Total revenue	\$1,360,000

Variable costs	
Fertilizer	\$143,200
Pesticide	\$96,800
Seed	\$152,000
Drying	\$12,000
Storage	\$18,400
Crop insurance	\$32,000
Other Direct Expense	\$0
Machine hire/lease	\$27,000
Machine repair	\$40,500
Fuel and oil	\$23,400
Light Vehicle	\$1,800
Other Power Expense	\$0
Total Variable Costs	\$547,100



	\$0	\$152,000
	\$0	\$12,000
	\$0	\$18,400
	\$0	\$32,000
	\$0	\$0
	\$0	\$27,000
	\$0	\$40,500
	\$0	\$23,400
	\$0	\$1,800
	\$0	\$0
	\$0	\$547,100

Reports: Projected Financial Statements



How optimistic are you about 2021 farm incomes?

- Very optimistic, chance to have a good year
- Cautiously optimistic, been here before, could be trust
- Going to crash & burn before fall, then back to low incomes

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Projected Net Farm Income

\$226,675

Corn

220 bushel per acre

\$4.25 per bushel

Soybean

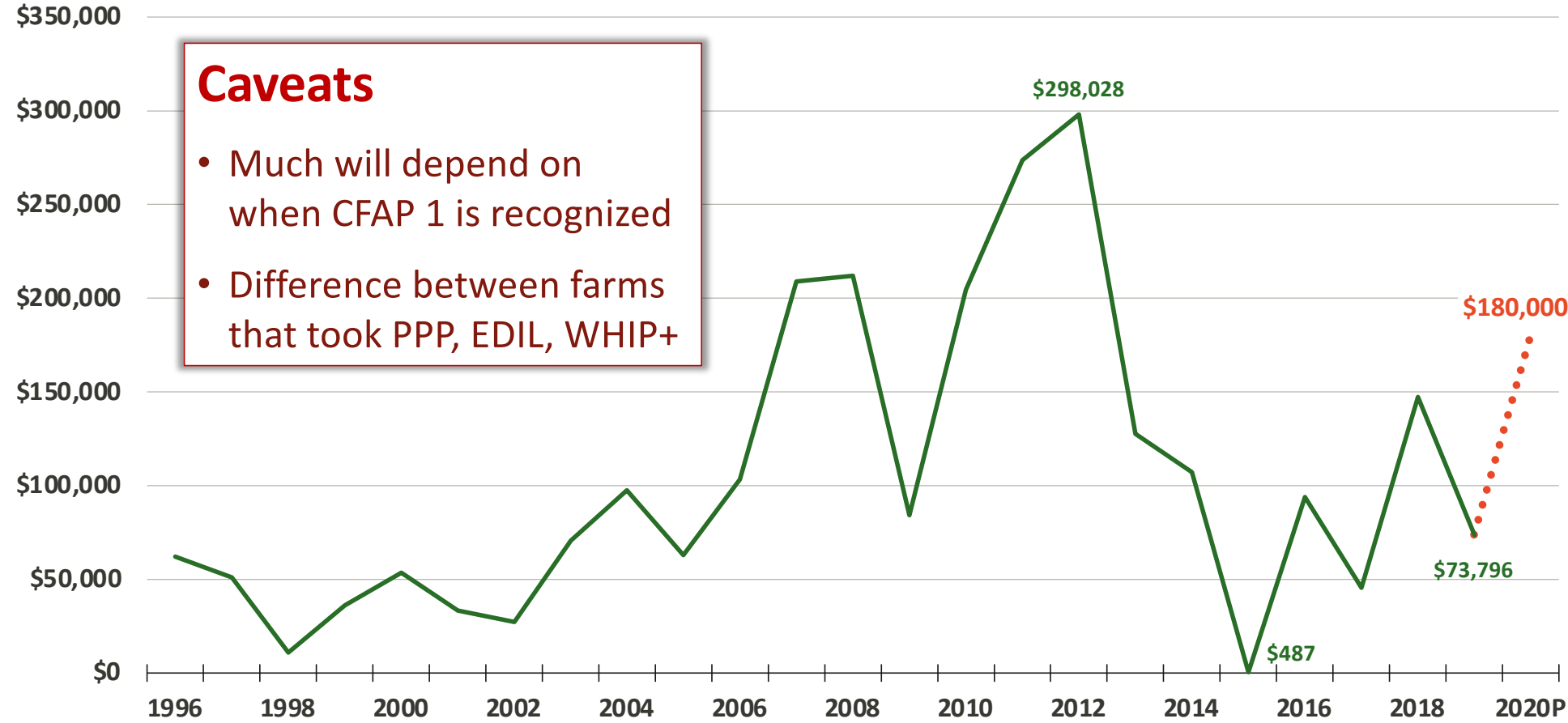
68 bushel per acre

\$11.25 per bushel

PROJECTED NET FARM INCOME

	Total Farm	Operator Acre	Tillable Acre
Crop revenue *	\$1,360,000	\$850	\$756
Other Revenue 1	\$0	\$0	\$0
Other Revenue 2	\$0	\$0	\$0
Crop Insurance Payments	\$0	\$0	\$0
Government payments	\$0	\$0	\$0
Other farm revenue	\$10,000	\$6	\$6
Total revenue	\$1,370,000	\$856	\$761
Variable costs	\$547,100	\$342	\$304
Other costs	\$420,600	\$263	\$234
Total operating costs	\$967,700	\$605	\$538
Income before interest expense	\$402,300	\$251	\$224
Interest costs	\$50,525	\$32	\$28
Income before depreciation	\$351,775	\$220	\$195
Depreciation	\$125,100	\$78	\$70
Net farm income	\$226,675	\$142	\$126

Grain Farm Net Incomes, Illinois FBFM



Scenarios

Price in \$ per bushel		Yield in Bushels per Acres		Net Farm Income
Corn	Soybean	Corn	Soybean	
\$4.25	\$11.25	220	68	\$227,000
\$3.90	\$10.50			\$124,000
\$3.50	\$10.00			\$53,000
\$4.00	\$10.50	235	72	\$223,475
\$3.50	\$10.00			\$129,475
\$5.20	\$12.20	150	60	\$202,000

Other FAST Tools



Would you watch short webinars/videos on FAST tools?

- Yes, I think this is a good idea
- Yes, but I am being nice and will most likely not watch
- I like the idea of video documentation
- Only if I have problems using the tools
- No

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FAST Tools

 FAST (Farm Analysis Solution Tools) are a suite of Microsoft Excel spreadsheets designed to assist those in agriculture make better decisions via user-friendly computer programs. FAST aids users in performing financial analysis, assessing investment decisions, and evaluating the impacts of various management decisions.

Featured Tools



Farm Bill What-If Tool
March 10, 2021
This program calculates Agricultural Risk Coverage for County Coverage (ARC-CO) and Price Loss Coverage (PLC) payments. County yields and market year average (MYA) prices are brought in for a user-specified state-county-crop combination. Users then can change 2018 through 2020 county yields and prices to see ARC-CO and PLC payments under those yields and prices.

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All Tools	Farm Management	Financial Analysis	Grain Marketing and Management	Investment Analysis	Livestock Management	Loan Analysis	Risk Management	Yield and Land Database
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Farm Projection Tool March 10, 2021	Farm Bill What-If Tool March 10, 2021	Crop Insurance Decision Tool March 1, 2021	ECO/SCO Payment Estimator February 25, 2021
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Farm
Management

Financial
Analysis

Grain Marketing and
Management

Investment
Analysis

Livestock
Management

Loan
Analysis

Risk
Management

Yield and Land
Database

- Cash Rent with Bonus Worksheet
- Enterprise Allocation Module
- Farm Projection Tool
- Farm Rent Evaluator
- Machinery Economics
- Planting Decision Model
- Specialty Commodity Breakeven Analysis



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Grain Marketing and
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Yield and Land
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- Appraisal of Current Financial Position
- Balance Sheet Program
- Cash to Accrual Income Approximation
- Earned Net Worth Allocation
- Estimation of Deferred Taxes
- Monthly Cash Flow Planning
- Personal Financial Statements
- Quick Cash Flow Projection
- Repayment Capacity Analysis



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Yield and Land
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- Basis Tool
- Grain Inventory Management
- Grain Pricing Tool



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- Capital Budgeting Analysis
- Grain Storage Purchase Analysis
- Land Purchase Analysis
- Lease vs Purchase Analysis
- Machinery Financing
- MACRS Calculator
- Savings Calculator
- Time Value Tools



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- Beef Profitability Model
- Cost of Feedstuffs Calculator
- Dairy Profitability Model



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- Loan Amortization
- Loan Comparison
- Revolving Loan Calculator



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Investment
Analysis

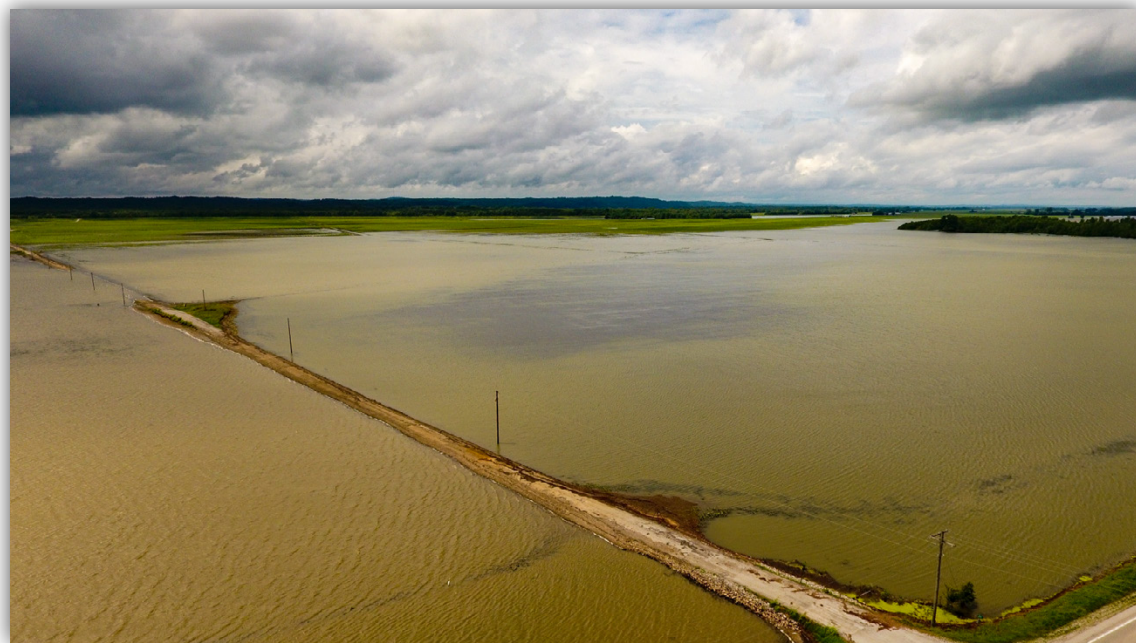
Livestock
Management

Loan
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Risk
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Yield and Land
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- 2018 Farm Bill What-If Tool
- Crop Insurance Decision Tool
- ECO/SCO
Payment Estimator
- Marketing and
Crop Insurance
Risk Model



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- IL Soil Productivity and Yield Utilities
- Yield Risk Evaluator

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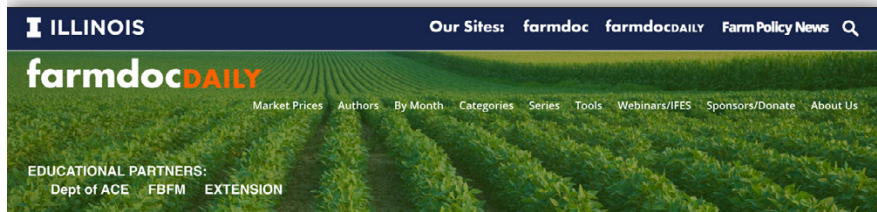
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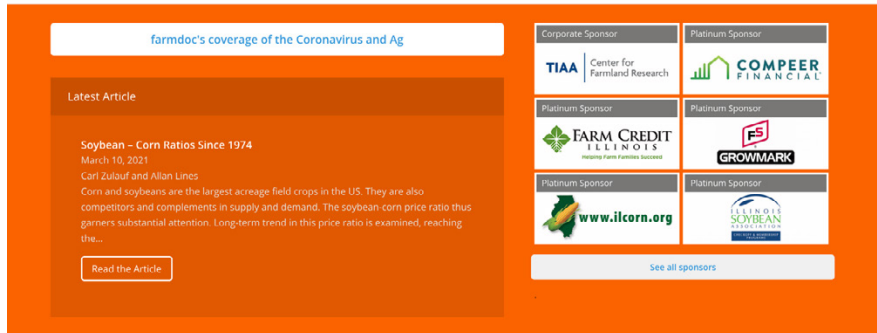
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