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1980 OUTLOOK

FOR

**CROP PRODUCTION COSTS
AND RETURNS**

FOR

NEW YORK STATE

Darwin P. Snyder

Department of Agricultural Economics
New York State College of Agriculture and Life Sciences
A Statutory College of the State University
Cornell University, Ithaca, New York 14853

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1980 Outlook
for
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Purpose -

The purpose of this publication is two fold. First, it is an attempt to estimate costs and returns for crops commonly grown in New York State for the year before us. Secondly, it is an attempt to provide a stimulus to encourage producers to analyse their crop enterprises so that better informed decisions can be made in their crop program.

Sources -

Production costs per acre vary greatly from farm to farm. Differences in size of enterprise, cultural practices, capitalization and a multitude of management practices are major reasons for this variation.

For an individual farmer, his own records, practices, information and plans are the best base from which to make cost and return estimates for a new year. However, few producers have either the organized data or the inclination to produce it that would enable them to fully analyse their crop enterprises. Without records of actual experiences as a base, estimating production costs becomes much more subjective than it has to be even with good records.

The major source upon which the estimates made in this publication are based is the New York Farm Cost Account records. These records are obtained from dairy and fruit farmers who cooperate with the College in a closely supervised research project designed to determine farm enterprise costs and/or returns. Figures for 1978 are the most recently published results from that project.* At this writing (May 1980), results for 1979 are being processed.

* Field Crops Costs and Returns from Farm Cost Accounts, D. P. Snyder, A.E. Res. 79-23, Department of Agricultural Economics, Cornell University, Ithaca, New York 14853.

Fruit and Vegetable Crops Costs and Returns from Farm Cost Accounts, D. P. Snyder, A.E. Res. 79-24, Department of Agricultural Economics, Cornell University, Ithaca, New York 14853.

Some crop enterprises are not adequately represented in the Farm Cost Account data to be used as a base for this effort. In those cases, data from special enterprise studies, which supplement the Cost Account data, were used.

Following is a list of crops for which special studies* were used as a base for the 1980 estimates:

Dry beans and processing sweet corn - 1976 Study

Processing snap beans - 1978 Study

Soybeans, processing beets and Long Island potatoes - 1979 Study

Current statistical publications such as Agricultural Prices from USDA and the New York Economic Handbook from Cornell were used to establish yearly indexes of changes in cost factors. Yield and returns for various crops for New York from the USDA Annual Crop Summary publications supplemented current unpublished records from the Cost Account project. Finally, numerous contacts in the field with dealers, lenders and producers in the recent past have helped to provide a feel for trends in production costs for 1980 that hopefully have led to reasonable estimates of 1980 production costs and returns.

Contents and Format -

Data for 15 crops commonly grown in New York are presented. In all cases the first (left) column contains data for the crop developed as the result of the most recently summarized economic research for that crop. Cost estimates are made for 1979 and projected for 1980 with an indication of the percentage change for each input from 1979 to 1980.

Several major crops for New York are not included in this effort because a recent data base is not available. These crops include upstate potatoes, cabbage and peas for processing. Hopefully, data for these crops will be obtained in the near future to provide the industry with current cost and return data.

Yields for 1980 have been left at the 1979 level unless there was reason to believe a change in yield would likely occur. Only in the case of Long Island potatoes was the yield level changed. There, a reduction in average yield is expected because of the withholding of a specific chemical used in insect control.

Estimates of returns per unit have been adjusted to reflect any change expected. For several crops, returns were left at the 1979 level because no clear indication of the 1980 return to the producer was evident.

* Cost of Production Update for 1976 on Muck Onions, Potatoes, Sweet Corn, Dry Beans, Apples, D. P. Snyder, A.E. Res. 77-11, Department of Agricultural Economics, Cornell University, Ithaca, New York 14853.

Cost of Production Update for 1978 on Snap Beans and Beets, D. P. Snyder, A.E. Res. 79-15, Department of Agricultural Economics, Cornell University, Ithaca, New York 14853.

1979 Study of soybeans, processing beets and L.I. potatoes - publication in process.

The right hand column provides the producer an opportunity to enter his best estimate of his own expectations for the current year's costs, yields, returns and profits. Publications to help those seriously interested in estimating their own costs and returns are available from local extension offices or Cornell.*

General Comments -

1. These data and estimates follow the same general format used in the Farm Cost Account project. Production costs include growing and harvesting costs through the obvious harvest activity to the point where the crop is further processed on the farm, placed in farm storage or on a truck if sold at harvest time. Storing and Selling costs include those incurred after harvest. These may include hauling, drying, storing, and handling costs as well as interest on the stored crop or accounts receivable.
2. Labor costs include employer costs for employee benefits, Social Security and other mandated costs as well as wages and an allowance for the operators' labor and management.
3. Tractor, truck and equipment costs are based on actual costs of those items and include both fixed and variable costs.
4. Land costs include a mixture of the cost of rented land and ownership costs of interest, taxes, drains and maintenance costs. For fruit crops, orchard overhead costs includes the normal land ownership costs and any net depreciation cost of improvements.
5. Production costs are increasing from 13 to 23 percent per acre for these crops. Yield changes depend on weather more than any other single factor. Crop returns are influenced by production in other areas as well as in New York, consumption, carryover stocks, governmental policies and the world political scene.
6. Profits for agricultural commodities are influenced by a complex and unpredictable combination of the vagaries of weather, politics and appetites. Only production and marketing practices are within the control of the operator to any great extent to enhance his profits through his managerial ability. Agricultural profits are a challenge worthy of any producer's aspirations.

* Enterprise Analysis: A Guide for Determining Field and Vegetable Crop Costs and Returns, A.E. Ext. 76-4, D. P. Snyder, Department of Agricultural Economics, Cornell University, Ithaca, New York 14853.

Enterprise Analysis: A Guide for Determining Fruit Crop Costs and Returns, A.E. Ext. 76-5, D. P. Snyder, Department of Agricultural Economics, Cornell University, Ithaca, New York 14853.

Enterprise Analysis: A Guide for Determining Farm Tractor and Equipment Costs, A.E. Ext. 76-6, D. P. Snyder, Department of Agricultural Economics, Cornell University, Ithaca, New York 14853.

Table 1.

Crop Hay
Estimated Costs and Returns
New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor _____ hr					_____
Tractor _____ hr					_____
Equipment, large truck					_____
Custom work, equipment rent					_____
Land use	34	39	43	10	_____
Manure, lime, cover crop	2	2	3	10	_____
Fertilizer <u>10-15-30 #/ac.</u>	7	8	10	30	_____
Seed _____	7	8	9	15	_____
Chemicals	1	1	1	10	_____
Interest on operating capital	1	1	2	20	_____
All other					_____
Total Growing Costs	\$ 52	\$ 59	\$ 68	+15%	\$ _____
Harvesting Costs:					
Labor <u>5.5</u> hr	26	28	31	10	_____
Tractor <u>2.6</u> hr	11	13	17	30	_____
Truck	1	1	2	30	_____
Equipment	20	22	25	12	_____
Custom work, equipment rent					_____
All other	8	9	10	15	_____
Total Harvesting Costs	\$ 66	\$ 73	\$ 85	+16%	\$ _____
Total Production Costs	\$ 118	\$ 132	\$ 153	+16%	\$ _____
Storing & Selling Costs:					
Labor					_____
Tractor, truck, equipment					_____
Building use	9	10	12	15	_____
Custom work					_____
Interest	4	5	6	20	_____
All other	3	3	4	15	_____
Total Store & Sell Costs	\$ 16	\$ 18	\$ 22	+22%	\$ _____
Total Costs per Acre	\$ 134	\$ 150	\$ 175	+17%	\$ _____
Total Returns per Acre	\$ 123	\$ 124	\$ 133		\$ _____
Profit per Acre	\$ -11	\$ -26	\$ -42		\$ _____
Yield, _____ tons per acre	2.2	2.3	2.3		_____
Costs per _____ ton	\$ 61	\$ 65	\$ 76	+17%	\$ _____
Returns per _____ ton	\$ 57	\$ 54	\$ 58		\$ _____

Table 2.

Crop Hay Crop Silage
 Estimated Costs and Returns
 New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor _____ hr					
Tractor _____ hr					
Equipment, large truck					
Custom work, equipment rent					
Land use	37	43	47	10	
Manure, lime, cover crop	6	7	7	10	
Fertilizer <u>3-11-52 #/ac.</u>	10	11	14	30	
Seed _____	13	15	17	15	
Chemicals	2	2	2	10	
Interest on operating capital	2	2	3	20	
All other _____					
Total Growing Costs	\$ 70	\$ 80	\$ 90	+13 %	\$ _____
Harvesting Costs:					
Labor <u>4.1</u> hr	21	22	25	10	
Tractor <u>2.5</u> hr	12	14	19	30	
Truck	3	4	5	30	
Equipment	24	27	30	12	
Custom work, equipment rent	1	1	1	20	
All other _____	4	5	5	15	
Total Harvesting Costs	\$ 65	\$ 73	\$ 85	+16 %	\$ _____
Total Production Costs	\$ 135	\$ 153	\$ 175	+14 %	\$ _____
Storing & Selling Costs:					
Labor					
Tractor, truck, equipment					
Building use	13	14	16	15	
Custom work					
Interest	4	5	6	20	
All other _____	1	1	1	15	
Total Store & Sell Costs	\$ 18	\$ 20	\$ 23	+15 %	\$ _____
Total Costs per Acre	\$ 153	\$ 173	\$ 198	+14 %	\$ _____
Total Returns per Acre	\$ 117	\$ 156	\$ 163		\$ _____
Profit per Acre	\$ -36	\$ -17	\$ -35		\$ _____
Yield, tons per acre @ 55% m.c.	4.9	6.5	6.5		_____
Costs per _____ ton	\$ 31	\$ 27	\$ 30	+11 %	\$ _____
Returns per ton @ 55% m.c.	\$ 24	\$ 24	\$ 25		\$ _____

Table 3.

Crop Corn Silage
Estimated Costs and Returns
New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>2.2</u> hr	11	12	13	10	_____
Tractor <u>1.8</u> hr	9	11	14	30	_____
Equipment, large truck	13	15	16	12	_____
Custom work, equipment rent	1	1	1	20	_____
Land use	37	43	47	10	_____
Manure, lime, cover crop	19	21	23	10	_____
Fertilizer <u>108-61-78 #/ac.</u>	39	42	59	40	_____
Seed	13	14	16	NA	_____
Chemicals	15	15	17	10	_____
Interest on operating capital	1	1	2	20	_____
All other	2	2	3	15	_____
Total Growing Costs	\$ 160	\$ 177	\$ 211	+20 %	\$ _____
Harvesting Costs:					
Labor <u>3.5</u> hr	19	20	22	10	_____
Tractor <u>2.5</u> hr	12	14	19	30	_____
Truck	8	10	12	30	_____
Equipment	21	23	26	12	_____
Custom work, equipment rent					_____
All other	3	3	4	15	_____
Total Harvesting Costs	\$ 63	\$ 70	\$ 83	+18 %	\$ _____
Total Production Costs	\$ 223	\$ 247	\$ 294	+19 %	\$ _____
Storing & Selling Costs:					
Labor					_____
Tractor, truck, equipment					_____
Building use	8	9	10	15	_____
Custom work					_____
Interest	8	10	12	20	_____
All other	1	1	1	15	_____
Total Store & Sell Costs	\$ 17	\$ 20	\$ 23	+15 %	\$ _____
Total Costs per Acre	\$ 240	\$ 267	\$ 317	+19 %	\$ _____
Total Returns per Acre	\$ 231	\$ 247	\$ 260		\$ _____
Profit per Acre	\$ -9	\$ -20	\$ -57		\$ _____
<hr/>					
Yield, <u>tons</u> per acre	12.3	13.0	13.0		_____
<hr/>					
Costs per <u>ton</u>	\$ 20	\$ 21	\$ 24	+14 %	\$ _____
Returns per <u>ton</u>	\$ 19	\$ 19	\$ 20		\$ _____

Table 4.

Crop Corn Grain
 Estimated Costs and Returns
 New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>2.2</u> hr	11	12	13	10	_____
Tractor <u>1.5</u> hr	9	11	14	30	_____
Equipment, large truck	13	15	16	12	_____
Custom work, equipment rent	2	2	3	20	_____
Land use	37	43	47	10	_____
Manure, lime, cover crop	10	11	12	10	_____
Fertilizer <u>120-65-90 #/ac.</u>	42	45	64	40	_____
Seed _____	13	14	16	NA	_____
Chemicals	15	15	17	10	_____
Interest on operating capital	1	1	2	20	_____
All other	<u>3</u>	<u>3</u>	<u>4</u>	15	_____
Total Growing Costs	\$ 156	\$ 172	\$ 208	+21 %	\$ _____
Harvesting Costs:					
Labor <u>.8</u> hr	4	4	5	10	_____
Tractor <u>.2</u> hr	1	1	2	30	_____
Truck	3	4	5	30	_____
Equipment, self propelled	5	6	8	30	_____
Custom work, equipment rent	15	17	20	20	_____
All other	<u>3</u>	<u>3</u>	<u>4</u>	15	_____
Total Harvesting Costs	\$ 31	\$ 35	\$ 44	+25 %	\$ _____
Total Production Costs	\$ 187	\$ 207	\$ 252	+22 %	\$ _____
Storing & Selling Costs:					
Labor <u>.8</u> hr	4	4	5	10	_____
Tractor, truck, equipment	3	3	4	15	_____
Building use	13	14	16	10	_____
Custom work					_____
Interest	2	2	3	20	_____
All other	<u>15</u>	<u>17</u>	<u>20</u>	15	_____
Total Store & Sell Costs	\$ 37	\$ 40	\$ 46	+15 %	\$ _____
Total Costs per Acre	\$ 224	\$ 247	\$ 298	+21 %	\$ _____
Total Returns per Acre	\$ 205	\$ 230	\$ 247		\$ _____
Profit per Acre	\$ -19	\$ -17	\$ -51		\$ _____
<hr/>					
Yield, <u>bushel</u> per acre	92	85	85		_____
<hr/>					
Costs per <u>bushel</u>	\$ 2.43	\$ 2.91	\$ 3.51	+21%	\$ _____
Returns per <u>bushel</u>	\$ 2.22	\$ 2.70	\$ 2.90		\$ _____

Table 5.

Crop High Moisture Corn
Estimated Costs and Returns
New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>2.2</u> hr	11	12	13	10	_____
Tractor <u>1.9</u> hr	9	11	14	30	_____
Equipment, large truck	13	15	16	12	_____
Custom work, equipment rent	2	2	3	20	_____
Land use	37	43	47	10	_____
Manure, lime, cover crop	10	11	12	10	_____
Fertilizer <u>120-65-90</u> #/ac.	42	45	64	40	_____
Seed _____	13	14	16	NA	_____
Chemicals	15	15	17	10	_____
Interest on operating capital	1	1	2	20	_____
All other	3	3	4	15	_____
Total Growing Costs	\$ 156	\$ 172	\$ 208	+21 %	\$ _____
Harvesting Costs:					
Labor <u>1.8</u> hr	9	10	11	10	_____
Tractor <u>.6</u> hr	3	4	5	30	_____
Truck	4	5	6	30	_____
Equipment, self propelled	14	17	22	30	_____
Custom work, equipment rent	3	3	4	20	_____
All other	1	1	1	15	_____
Total Harvesting Costs	\$ 34	\$ 40	\$ 49	+22 %	\$ _____
Total Production Costs	\$ 190	\$ 212	\$ 257	+21 %	\$ _____
Storing & Selling Costs:					
Labor					_____
Tractor, truck, equipment					_____
Building use	8	9	10	10	_____
Custom work					_____
Interest	4	5	6	20	_____
All other					_____
Total Store & Sell Costs	\$ 12	\$ 14	\$ 16	+14 %	\$ _____
Total Costs per Acre	\$ 202	\$ 226	\$ 273	+21 %	\$ _____
Total Returns per Acre	\$ 208	\$ 259	\$ 280		\$ _____
Profit per Acre	\$ 6	\$ 33	\$ 7		\$ _____
Yield, <u>ton</u> per acre	3.5	3.5	3.5		_____
Costs per <u>ton</u>	\$ 58	\$ 65	\$ 78	+20 %	\$ _____
Returns per <u>ton</u>	\$ 59	\$ 74	\$ 80		\$ _____

Table 6.

Crop Oats
 Estimated Costs and Returns
 New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>2.1</u> hr	10	11	12	10	_____
Tractor <u>1.6</u> hr	8	10	12	30	_____
Equipment, large truck	10	11	13	12	_____
Custom work, equipment rent					_____
Land use	34	39	43	10	_____
Manure, lime, cover crop	3	3	4	10	_____
Fertilizer <u>27-36-31</u> #/ac.	14	15	20	35	_____
Seed <u>80</u> #/ac.	9	9	9	NA	_____
Chemicals	1	1	1	10	_____
Interest on operating capital	1	1	2	20	_____
All other	1	1	1	15	_____
Total Growing Costs	\$ 91	\$ 100	\$ 117	+17%	\$ _____
Harvesting Costs:					
Labor <u>.7</u> hr	3	3	4	10	_____
Tractor _____ hr					_____
Truck					_____
Equipment, self propelled	7	9	11	30	_____
Custom work, equipment rent	3	3	4	20	_____
All other	1	1	1	15	_____
Total Harvesting Costs	\$ 14	\$ 16	\$ 20	+25%	\$ _____
Total Production Costs	\$ 105	\$ 116	\$ 137	+18%	\$ _____
Storing & Selling Costs:					
Labor					_____
Tractor, truck, equipment	1	1	1	12	_____
Building use	1	1	1	10	_____
Custom work					_____
Interest	2	2	3	20	_____
All other	1	1	1	15	_____
Total Store & Sell Costs	\$ 5	\$ 5	\$ 6	+20%	\$ _____
Total Costs per Acre	\$ 110	\$ 121	\$ 143	+18%	\$ _____
Total Returns per Acre	\$ 83	\$ 89	\$ 96		\$ _____
Profit per Acre	\$ -27	\$ -32	\$ -47		\$ _____
Yield, <u>bushel</u> per acre	66	66	66		_____
Costs per <u>bushel</u>	\$1.67	\$ 1.83	\$ 2.17	+18%	\$ _____
Returns per <u>bushel</u>	\$1.25	\$ 1.35	\$ 1.45		\$ _____

Note: Excludes costs and returns for straw.

Table 7.

Crop Wheat
 Estimated Costs and Returns
 New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>3.1</u> hr	14	15	16	10	_____
Tractor <u>2.4</u> hr	11	13	17	30	_____
Equipment, large truck	12	13	15	12	_____
Custom work, equipment rent	2	2	3	20	_____
Land use	40	46	51	10	_____
Manure, lime, cover crop	4	4	5	10	_____
Fertilizer <u>32-43-49</u> #/ac.	17	18	25	35	_____
Seed <u>111</u> #/ac.	16	16	16	NA	_____
Chemicals	1	1	1	10	_____
Interest on operating capital	3	4	4	20	_____
All other	1	1	1	15	_____
Total Growing Costs	\$ 121	\$ 133	\$ 154	+16%	\$ _____
Harvesting Costs:					
Labor <u>.8</u> hr	4	4	5	10	_____
Tractor _____ hr					_____
Truck	1	1	2	30	_____
Equipment, self propelled	10	12	16	30	_____
Custom work, equipment rent	5	6	7	20	_____
All other	1	1	1	15	_____
Total Harvesting Costs	\$ 21	\$ 24	\$ 31	+27%	\$ _____
Total Production Costs	\$ 142	\$ 157	\$ 185	+18%	\$ _____
Storing & Selling Costs:					
Labor <u>.3</u> hr	2	2	2	10	_____
Tractor, truck, equipment	2	2	3	30	_____
Building use	1	1	1	10	_____
Custom work					_____
Interest	2	2	3	20	_____
All other	3	3	4	15	_____
Total Store & Sell Costs	\$ 10	\$ 10	\$ 13	+26%	\$ _____
Total Costs per Acre	\$ 152	\$ 167	\$ 198	+19%	\$ _____
Total Returns per Acre	\$ 111	\$ 156	\$ 164		\$ _____
Profit per Acre	\$ -41	\$ -11	\$ -34		\$ _____
<hr/>					
Yield, <u>_____</u> bushel per acre	30	41	41		_____
<hr/>					
Costs per <u>_____</u> bushel	\$ 5.07	\$ 4.07	\$ 4.83	+19%	\$ _____
Returns per <u>_____</u> bushel	\$ 3.67	\$ 3.80	\$ 4.00		\$ _____

Note: Excludes costs and returns for straw.

Table 8.

Crop Soybeans
 Estimated Costs and Returns
 New York 1980

Item	Average Per Acre			% Change	Your 1980
	1978	1979	1980	1979-80	Estimate
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>1.3</u> hr		8	8	10	_____
Tractor <u>1.2</u> hr		7	9	30	_____
Equipment, large truck		8	9	12	_____
Custom work, equipment rent		2	2	20	_____
Land use		47	51	10	_____
Manure, lime, cover crop		2	2	10	_____
Fertilizer <u>12-36-50</u> #/ac.		19	25	30	_____
Seed <u>69</u> #/ac.		13	13	NA	_____
Chemicals		18	20	10	_____
Interest on operating capital		1	1	20	_____
All other		3	4	15	_____
Total Growing Costs	\$	\$ 128	\$ 144	+13 %	\$ _____
Harvesting Costs:					
Labor <u>.6</u> hr		3	4	10	_____
Tractor _____ hr					_____
Truck					_____
Equipment, self propelled		12	15	30	_____
Custom work, equipment rent					_____
All other		1	1	15	_____
Total Harvesting Costs	\$	\$ 16	\$ 20	+25 %	\$ _____
Total Production Costs	\$	\$ 144	\$ 164	+14 %	\$ _____
Storing & Selling Costs:					
Labor					_____
Tractor, truck, equipment					_____
Building use					_____
Custom work					_____
Interest					_____
All other					_____
Total Store & Sell Costs	\$	\$	\$	%	\$ _____
Total Production Costs per Acre	\$	\$ 144	\$ 164	+14 %	\$ _____
Total Returns per Acre	\$	\$ 156	\$ 163		\$ _____
Profit per Acre	\$	\$ 12	\$ -1		\$ _____
<hr/>					
Yield, <u>bushels</u> per acre		26	26		_____
<hr/>					
Costs per <u>bushel</u>	\$	\$ 5.54	\$ 6.31	+14 %	\$ _____
Returns per <u>bushel</u>	\$	\$ 6.00	\$ 6.25		\$ _____

Note: The 1979 Study did not include storing and selling costs. Returns are harvest time estimates.

Table 9.

Crop Red Kidney Dry Beans
Estimated Costs and Returns
New York 1980

Item	Average Per Acre			% Change	Your 1980
	1976	1979	1980	1979-80	Estimate
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>2.4</u> hr	12	15	16	10	_____
Tractor <u>2.3</u> hr	9	14	18	30	_____
Equipment, large truck	12	17	19	12	_____
Custom work, equipment rent	1	1	2	20	_____
Land use	37	45	50	10	_____
Manure, lime, cover crop	3	4	4	10	_____
Fertilizer <u>29-74-61</u> #/ac.	25	27	38	40	_____
Seed <u>87</u> #/ac.	32	30	42	NA	_____
Chemicals	19	20	22	10	_____
Interest on operating capital	2	2	3	20	_____
All other	2	3	3	15	_____
Total Growing Costs	\$ 154	\$ 178	\$ 217	+22%	\$ _____
Harvesting Costs:					
Labor <u>1.3</u> hr	6	7	8	10	_____
Tractor <u>1.1</u> hr	4	6	8	30	_____
Truck	1	1	2	30	_____
Equipment, self propelled	18	28	35	30	_____
Custom work, equipment rent					_____
All other	1	1	1	15	_____
Total Harvesting Costs	\$ 30	\$ 43	\$ 54	+25%	\$ _____
Total Production Costs	\$ 184	\$ 221	\$ 271	+23%	\$ _____
Storing & Selling Costs:					
Labor					_____
Tractor, truck, equipment					_____
Building use					_____
Custom work					_____
Interest					_____
All other					_____
Total Store & Sell Costs	\$ _____	\$ _____	\$ _____	%	\$ _____
Total Production Cost per Acre	\$ 184	\$ 221	\$ 271	+23%	\$ _____
Total Returns per Acre	\$ 171	\$ 240	\$ 240		\$ _____
Profit per Acre	\$ -13	\$ 19	\$ -31		\$ _____
Yield, <u>pounds</u> per acre	1,070	1,200	1,200		_____
Costs per <u>pound</u>	\$.17	\$.19	\$.23	+23%	\$ _____
Returns per <u>pound</u>	\$.16	\$.20	\$.20		\$ _____

Note: The 1976 Study did not include storing and selling costs. Returns are harvest time estimates.

Table 10.

Crop Snap Beans for Processing
Estimated Costs and Returns
 New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate		
	1978	1979	1980				
	\$	\$	\$	%	\$		
Growing Costs:							
Labor <u>3.0</u> hr	15	16	18	10	_____		
Tractor <u>2.0</u> hr	12	14	19	30	_____		
Equipment, large truck	10	11	13	13	_____		
Custom work, equipment rent	2	2	3	20	_____		
Land use	46	53	59	10	_____		
Manure, lime, cover crop	9	10	11	10	_____		
Fertilizer <u>35-80-42</u> #/ac.	26	28	39	40	_____		
Seed <u>95</u> #/ac.	66	66	71	NA	_____		
Chemicals	20	21	23	10	_____		
Interest on operating capital	2	2	3	20	_____		
All other	7	8	9	15	_____		
Total Growing Costs	\$ 217	\$ 231	\$ 268	+16 %	\$ _____		
Harvesting Costs:							
Labor <u>2.5</u> hr	13	14	15	10	_____		
Tractor	}	40	51	30	_____		
Truck					33	51	_____
Equipment					40	_____	
Custom work, equipment rent	2	2	3	20	_____		
All other	4	5	5	15	_____		
Total Harvesting Costs	\$ 52	\$ 61	\$ 74	+21 %	\$ _____		
Total Production Costs	\$ 269	\$ 292	\$ 342	+17 %	\$ _____		
Storing & Selling Costs:							
Labor <u>.5</u> hr	3	3	4	10	_____		
Tractor, <u>truck</u> , equipment	7	9	11	30	_____		
Building use					_____		
Custom work					_____		
Interest	6	7	9	20	_____		
All other	5	6	7	15	_____		
Total Store & Sell Costs	\$ 21	\$ 25	\$ 31	+22 %	\$ _____		
Total Costs per Acre	\$ 290	\$ 317	\$ 373	+18 %	\$ _____		
Total Returns per Acre	\$ 357	\$ 370	\$ 391		\$ _____		
Profit per Acre	\$ 67	\$ 53	\$ 18		\$ _____		
Yield, <u>tons</u> per acre	2.4	2.3	2.3		_____		
Costs per <u>ton</u>	\$ 121	\$ 138	\$ 162	+17 %	\$ _____		
Returns per <u>ton</u>	\$ 149	\$ 161	\$ 170		\$ _____		

Table 11.

Crop Beets for Processing
Estimated Costs and Returns
New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>8.8 hr</u>	41	43	47	10	_____
Tractor <u>4.5 hr</u>	22	22	29	30	_____
Equipment, large truck	17	21	24	13	_____
Custom work, equipment rent	2	3	4	20	_____
Land use	55	62	68	10	_____
Manure, lime, cover crop	9	11	12	10	_____
Fertilizer <u>165-135-155 #/ac.</u>	64	67	97	45	_____
Seed <u>23 #/ac.</u>	53	48	54	NA	_____
Chemicals	23	23	25	10	_____
Interest on operating capital	3	4	5	20	_____
All other	17	18	21	15	_____
Total Growing Costs	\$ 306	\$ 322	\$ 386	+20 %	\$ _____
Harvesting Costs:					
Labor <u>5.8 hr</u>	32	39	43	10	_____
Tractor <u>.6 hr</u>	3	11	14	30	_____
Truck	8	6	8	30	_____
Equipment, self propelled	50	44	57	30	_____
Custom work, equipment rent	3	4	5	20	_____
All other	8	10	12	15	_____
Total Harvesting Costs	\$ 104	\$ 114	\$ 139	+22 %	\$ _____
Total Production Costs	\$ 410	\$ 436	\$ 525	+20 %	\$ _____
Storing & Selling Costs:					
Labor <u>2.8 hr</u>	14	14	15	10	_____
Tractor, truck, equipment	26	36	47	30	_____
Building use					_____
Custom work	7	18	22	25	_____
Interest	10	12	14	20	_____
All other	2	2	2	15	_____
Total Store & Sell Costs	\$ 59	\$ 82	\$ 100	+21 %	\$ _____
Total Costs per Acre	\$ 469	\$ 518	\$ 625	+21 %	\$ _____
Total Returns per Acre	\$ 614	\$ 629	\$ 629		\$ _____
Profit per Acre	\$ 145	\$ 111	\$ 4		\$ _____
Yield, <u>tons</u> per acre	14.9	16.5	16.5		_____
Costs per <u>ton</u>	\$ 31	\$ 31	\$ 38	+22 %	\$ _____
Returns per <u>ton</u>	\$ 41	\$ 38	\$ 38		\$ _____

Table 12.

Crop Long Island Potatoes
Estimated Costs and Returns
New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>11.7</u> hr		58	64	10	_____
Tractor <u>4.0</u> hr		20	26	30	_____
Equipment, large truck		62	70	12	_____
Custom work, equipment rent		18	22	20	_____
Land use		117	129	10	_____
Manure, lime, cover crop		21	23	10	_____
Fertilizer <u>192-346-173 #/ac.</u>		154	200	30	_____
Seed <u>22 cwt./ac.</u>		153	139	NA	_____
Chemicals		183	229	25	_____
Interest on operating capital		12	14	20	_____
All other		31	36	15	_____
Total Growing Costs	\$	\$ 829	\$ 952	+15 %	\$ _____
Harvesting Costs:					
Labor <u>8.1</u> hr		41	45	10	_____
Tractor <u>1.8</u> hr		9	12	30	_____
Truck		7	9	30	_____
Equipment		42	47	12	_____
Custom work, equipment rent					_____
All other		19	22	15	_____
Total Harvesting Costs	\$	\$ 118	\$ 135	+14 %	\$ _____
Total Production Costs	\$	\$ 947	\$ 1087	+15 %	\$ _____
Storing & Selling Costs:					
Labor					_____
Tractor, truck, equipment					_____
Building use					_____
Custom work					_____
Interest					_____
All other					_____
Total Store & Sell Costs	\$	\$	\$	%	\$ _____
Total Production Cost per Acre	\$	\$ 947	\$ 1087	+15 %	\$ _____
Total Returns per Acre	\$	\$ 1003	\$ 875		\$ _____
Profit per Acre	\$	\$ 56	\$ -212		\$ _____
<hr/>					
Yield, <u> </u> cwt. per acre		287	250		_____
<hr/>					
Costs per <u> </u> cwt.	\$	\$ 3.30	\$ 4.35	+32 %	\$ _____
Returns per <u> </u> cwt.	\$	\$ 3.50	\$ 3.50		\$ _____

Note: The 1979 Study did not include storing and selling costs. Returns are harvest time estimates.

Table 13.

Crop Sweet Corn for Processing
Estimated Costs and Returns
New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1976	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>2.6</u> hr	13	16	18	10	
Tractor <u>2.1</u> hr	9	14	18	30	
Equipment, large truck	8	12	13	12	
Custom work, equipment rent	2	3	3	20	
Land use	37	50	55	10	
Manure, lime, cover crop	7	9	10	10	
Fertilizer <u>105-78-79</u> #/ac.	38	41	58	40	
Seed <u>8</u> #/ac.	11	11	12	NA	
Chemicals	8	8	9	10	
Interest on operating capital	1	1	1	20	
All other	3	5	6	15	
Total Growing Costs	\$ 137	\$ 170	\$ 203	+19 %	\$
Harvesting Costs:					
Labor <u>.6</u> hr	4	5	5	10	
Tractor <u>.5</u> hr	2	3	4	30	
Truck					
Equipment	7	10	11	12	
Custom work, equipment rent	5	7	8	20	
All other	1	1	2	15	
Total Harvesting Costs	\$ 19	\$ 26	\$ 30	+15 %	\$
Total Production Costs	\$ 156	\$ 196	\$ 233	+19 %	\$
Storing & Selling Costs:					
Labor <u>.6</u> hr	3	4	4	10	
Tractor, <u>truck</u> , equipment	8	12	15	30	
Building use					
Custom work	8	11	13	15	
Interest	2	2	3	20	
All other					
Total Store & Sell Costs	\$ 21	\$ 29	\$ 35	+20 %	\$
Total Costs per Acre	\$ 177	\$ 225	\$ 268	+19 %	\$
Total Returns per Acre	\$ 198	\$ 249	\$ 249		\$
Profit per Acre	\$ 21	\$ 24	\$ -19		\$
Yield, <u>tons</u> per acre	4.2	5.3	5.3		
Costs per <u>ton</u>	\$ 42	\$ 42	\$ 51	+21 %	\$
Returns per <u>ton green wgt.</u>	\$ 47	\$ 47	\$ 47		\$

Table 14.

Crop Apples
 Estimated Costs and Returns
 New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>25.8 hr</u>	123	132	145	10	_____
Tractor <u>6.1 hr</u>	29	35	45	30	_____
Equipment, large truck	44	49	55	12	_____
Custom work, equipment rent	5	6	7	20	_____
Orchard overhead	100	116	128	10	_____
Manure, lime, cover crop					_____
Fertilizer _____	25	27	38	40	_____
Seed _____					_____
Chemicals	85	88	96	10	_____
Interest on operating capital	11	13	16	20	_____
All other	41	47	54	15	_____
Total Growing Costs	\$ 463	\$ 513	\$ 584	14%	\$ _____
Harvesting Costs:					
Labor <u>61.6 hr</u>	351	376	413	10	_____
Tractor <u>5.4 hr</u>	23	28	36	30	_____
Truck	12	14	19	30	_____
Equipment	70	78	88	12	_____
Custom work, equipment rent	6	7	8	20	_____
All other	44	50	58	15	_____
Total Harvesting Costs	\$ 506	\$ 553	\$ 622	12%	\$ _____
Total Production Costs	\$ 969	\$ 1066	\$ 1206	13%	\$ _____
Storing & Selling Costs:					
Labor <u>3.0 hr</u>	14	15	16	10	_____
Tractor, truck, equipment	25	29	34	18	_____
Building use	1	1	1	10	_____
Custom work	31	34	39	15	_____
Interest } All other }	20	23	26	15	_____
Total Store & Sell Costs	\$ 91	\$ 102	\$ 116	14%	\$ _____
Total Costs per Acre	\$ 1060	\$ 1168	\$ 1322	13%	\$ _____
Total Returns per Acre	\$ 1262	\$ 1378	\$ 1378		\$ _____
Profit per Acre	\$ 202	\$ 210	\$ 56		\$ _____
Yield, <u>bushel</u> per acre	529	530	530		_____
Costs per <u>bushel</u>	\$ 2.00	\$ 2.20	\$ 2.49	13%	\$ _____
Returns per <u>bushel</u>	\$ 2.39	\$ 2.60	\$ 2.60		\$ _____

Table 15.

Crop Red Tart Cherries
Estimated Costs and Returns
New York 1980

Item	Average Per Acre			% Change 1979-80	Your 1980 Estimate
	1978	1979	1980		
	\$	\$	\$	%	\$
Growing Costs:					
Labor <u>12.0</u> hr	56	60	66	10	_____
Tractor <u>4.2</u> hr	20	24	31	30	_____
Equipment, large truck	34	38	43	13	_____
Custom work, equipment rent	6	7	8	20	_____
Orchard overhead	112	130	143	10	_____
Manure, lime, cover crop					_____
Fertilizer _____	28	30	42	40	_____
Seed _____					_____
Chemicals	69	71	78	10	_____
Interest on operating capital	8	10	12	20	_____
All other	29	33	38	15	_____
Total Growing Costs	\$ 362	\$ 403	\$ 461	14 %	\$ _____
Harvesting Costs:					
Labor <u>35.7</u> hr	161	172	189	10	_____
Tractor <u>1.5</u> hr	5	6	8	30	_____
Truck	6	7	9	30	_____
Equipment	95	106	119	12	_____
Custom work, equipment rent	24	27	33	20	_____
All other	31	35	41	15	_____
Total Harvesting Costs	\$ 322	\$ 353	\$ 399	13 %	\$ _____
Total Production Costs	\$ 684	\$ 756	\$ 860	14 %	\$ _____
Storing & Selling Costs:					
Labor <u>1.5</u> hr	7	7	8	10	_____
Tractor, truck, equipment	10	11	13	18	_____
Building use					_____
Custom work	4	4	5	20	_____
Interest } _____					_____
All other } _____	79	90	103	15	_____
Total Store & Sell Costs	\$ 100	\$ 112	\$ 129	15 %	\$ _____
Total Costs per Acre	\$ 784	\$ 868	\$ 989	14 %	\$ _____
Total Returns per Acre	\$2686	\$2790	\$1860		\$ _____
Profit per Acre	\$1902	\$1922	\$ 871		\$ _____
Yield, <u>pounds</u> per acre	5715	6200	6200		_____
Costs per <u>pound</u>	\$.14	\$.14	\$.16	14 %	\$ _____
Returns per <u>pound</u>	\$.47	\$.45	\$.30		\$ _____