Specialty Crop Enterprise Budgets

A Seward County Community College Specialty Crop Block Grant project

Thanks, team!

- USDA Specialty Crop Block Grant
- Kansas Department of Agriculture
- Kansas State University Research and Extension
- Kansas Rural Center
- Seward County Community College
- And especially, many Kansas grower/collaborators!

Why budgets?

SCBG funding aims to increase production. Budgets are the backbone of sound decision-making for:

- New farmers getting started
- Existing farmers diversifying or switching to specialty crops
- Specialty crop growers scaling up
- Lenders and other support services

Why more budgets?

Specialty crop enterprise budgets available on-line from other states reflect one or more of these limitations:

- Out of date
- Don’t reflect FSMA or GAP costs
- Don’t reflect Kansas conditions
- Problems of scale
- Very general

High-demand target crops

- High Tunnel: Tomatoes, lettuce
- Large scale: Sweet corn, Sweet potatoes
- Market garden: Fall broccoli, green beans
- Niche: Basil, garlic
- Fruits: Strawberries, grapes, apples
- Nuts: Pecans

Project challenges!

Farming is highly seasonal. Therefore, so are projects that involve farmers.

- SCCC is in SW Kansas, but many growers are in NE (remote office)
- Slow response to surveys due to growing season busy-ness (expect to hear from me!) and
- KDA/KSU survey took precedence

Project website

www.KansasSpecialtyCrops.wordpress.com is the project website. It includes links to the project questionnaires, as well as (eventually) to the finished budgets. There's also a blog that will include profiles of our collaborating growers, as well as other helpful information for Kansas specialty crop growers.


KANSAS SPECIALTY CROPS
Kansas Specialty Crops promotes the production of vegetables, fruits, and nuts in Kansas by facilitating the development and
crop-specific enterprise budgets and related information and resources.
Home
About
Resources for Growers
Blog
Contact
For Collaborators
Home
Do you grow, sell, process, buy or eat vegetables, fruits, or nuts in Kansas? If so, you're sure to find something of interest here!
This site is being developed through a Kansas Dept. of Agriculture Specialty Crops Block Grant that was awarded to Seward County Community College (SCCC) to develop enterprise budgets for Kansas specialty crops. Project staff needed a place to
project participants will need to use, so that's one important role
https://wordpress.com/stats/kansasspecialtycrops.wordpress.com

Sneak preview!

Building on David Coltrain's decades of work, a new updated budget template is almost ready to be tested by YOU!

- Draft templates will be sent via email (do I have yours?)
- Fill out with your farm's information
- Return completed spreadsheets with your data, comments or suggestions
- Grower data will be collected through January
- Revised templates based on initial feedback should be available at the Great Plains Growers Conference in early January
- Thank you for your help!

GENERAL BUDGET AND COST-RETURN PROJECTION

COLOR KEY
Main headings
Subheadings, general information, copies of your information
Values calculated from entered data
Our estimated values OR enter your own
Your information

GENERAL INSTRUCTIONS

This system allows you to enter actual or predicted values and units based on your estimate or production data. By changing values, you can easily identify ways to increase your bottom line. For example, changing row spacings or field dimensions may significantly increase efficiency of the same total acreas. Shifting labor from Management to Skilled or Unskilled categories can also make a big difference.

TABLE 1: BACKGROUND AND SUMMARY

Planting System

	Total field length (ft)	Total field width (ft)	Total field area (sq ft)	Field margin width (ft)	Field margin length (ft)	Total margin area (sq ft)	Total field acres	Planted field acres	Margin acres	Crop yield and price unit		Expected price per each
Total field area:	23	75	1,725	0	196	-	0.04	0.04	-	each		$ 1.50
	Plantable field (bed) length (ft)	Plantable field width (ft)	Plantable area (sq ft)	Individual bed width, (ft)	Width between beds (ft)	Plants per linear bed foot	Number of beds	Plants per bed	Plants per field	Expected yield per plant (each)		Expected yield per planted field (each)
Actual planted area:	23	75	1,725	4.00	1.00	13	15	299	4,485	1.00		4,485

	Manager labor, per hour	Skilled labor, per hour	Unskilled labor, per hour			Beds per planted acre	Plants per acre bed	Plants per acre	Yield per planted acre (each)		Gross income per planted acre
Wages and benefits:	$ 15.00	$ 12.00	$ 10.00		Extrapolated per planted acre (208 x 208):	41	2713	111,233	111,233		$ 166,850

	Target annual return, all crops	Total number of crops grown	Importance of this crop (1-10; 1 = most)		Expected gross income	Average adjusted gross return	Target crop return	Manager labor	Difference between target return and manager labor	Net return	Net return plus manager labor
Context of this crop:	$ 50,000	30	3	Summary	$ 6,727.50	$4,964.66	$4,545.45	$ 578.65	$ 3,966.80	$4,307.34	$ 4,885.99

TABLE 2: PRODUCTION EXPENSES

	Procedure or Product				Manager Labor		Hired Labor				% for this crop	Total Costs
	Unit Purchased	Price/Unit	Quantity	Cost	Hours	Cost	Hours	Cost	Hours	Cost		
SOIL PREPARATION												
Soil test	each	$ 10.00	1.00	$ 10.00	0.1	$ 1.50		$ -		$ -	10%	$ 1.15
Organic material #1	cubic yard	$ 30.95	2.00	$ 61.90		$ -		$ -	4.0	$ 40.00	75%	$ 76.43
Organic material #2	ton		1.00	$ -		$ -		$ -	4.0	$ 40.00	100%	$ 40.00
Fertilizer & Lime	bag	$ 10.00	0.10	$ 1.00	0.5	$ 7.50		$ -		$ -	100%	$ 8.50

Sample budget

- Color coding highlights data to be entered
- Background and Summary helps plan field layout
- Also provides useful conversions such as plants per acre

Fine-tuning Field Layout

4’ bed, 1’ space

Total field length (ft)	Total field width (ft)	Total field area (sq ft)	Field margin width (ft)	Field margin length (ft)	Total margin area (sq ft)	Total field acres
23	75	1,725	0	196	-	0.04
Plantable field (bed) length (ft)	**Plantable field width (ft)**	**Plantable area (sq ft)**	**Individual bed width, (ft)**	**Width between beds (ft)**	**Plants per linear bed foot**	**Number of beds**
23	75	1,725	4.00	1.00	13	15
Manager labor, per hour	**Skilled labor, per hour**	**Unskilled labor, per hour**		**Extrapolated per planted acre (208 x 208):**		**Beds per planted acre**
$ 15.00	$ 12.00	$ 10.00				41
Target annual return, all crops	**Total number of crops grown**	**Importance of this crop (1-10; 1 = most)**		**Summary**	**Expected gross income**	**Average adjusted gross return**
$ 50,000	30	3			$ 6,727.50	$4,964.66

3’ beds, 2’ space

Total field length (ft)	Total field width (ft)	Total field area (sq ft)	Field margin width (ft)	Field margin length (ft)	Total margin area (sq ft)	Total field acres
23	75	1,725	0	196	-	0.04
Plantable field (bed) length (ft)	**Plantable field width (ft)**	**Plantable area (sq ft)**	**Individual bed width, (ft)**	**Width between beds (ft)**	**Plants per linear bed foot**	**Number of beds**
23	75	1,725	3.00	2.00	10	15
Manager labor, per hour	**Skilled labor, per hour**	**Unskilled labor, per hour**		**Extrapolated per planted acre (208 x 208):**		**Beds per planted acre**
$ 15.00	$ 12.00	$ 10.00				41
Target annual return, all crops	**Total number of crops grown**	**Importance of this crop (1-10; 1 = most)**		**Summary**	**Expected gross income**	**Average adjusted gross return**
$ 50,000	30	3			$ 5,175.00	$3,818.97

Fine-tuning Prices

If you sell different ways, you get different prices. What's the average?

TABLE 3: PRICE, INCOME, AND YIELD SCENARIOS					
This section refines the expected price per each to reflect market type(s), seasonal price fluctuations, and quality					
Main market prices per each	**Normal**	**Wholesale**	**Poor**	**Good**	**Excellent**
Regular market price for #1 quality	$ 1.50	$ 0.75	$ 1.13	$ 1.88	$ 2.25
Regular market factor (% of normal)	100%	50%	75%	125%	150%
% sold at each regular market price	75%	0%	0%	15%	10%
Special market prices per each	**Normal**	**Low Price**	**High**	**Very High**	
Special market price	$ 1.50	$ 1.13	$ 2.25	$ 3.00	
Special market factor (% of normal)	100%	75%	150%	200%	
% sold at each special market price	68%	15%	14%	3%	
Seasonal prices per each	**Normal**	**Low Price**	**Good**	**Very good**	
Seasonal market price	$ 1.50	$ 1.13	$ 2.25	$ 3.00	
Season market factor	100%	75%	150%	200%	
% sold at each seasonal price	95%	0%	5%	0%	
Adjusted market price (AMP) per each (market and seasonal price adjustments)					$ 1.36
Grade	**#1**	**#2**	**#3**	**Cull**	**Waste**
Grade price (based on AMP)	$ 1.36	$ 0.95	$ 0.68	$ 0.14	$ -
Grade factor (% of AMP)	100%	70%	50%	10%	0%
% of harvest sold at each grade	60%	25%	5%	10%	0%
Adjusted price per each (adjusted for markets, seasonal prices, and grade)					$ 1.11

Yield and return scenarios	**Low**	**Normal**	**High**
Yield (each)	2,070	4,140	6,210.00
Percent of normal yield	50%	100%	150%
Gross return, adjusted for markets, season, grade and yield	$ 2,291.38	$ 4,582.77	$ 6,874.15
Adjusted return over total production costs (materials, labor, fixed	$ 1,634.06	$ 3,925.44	$ 6,216.83

Please help by providing your farm's data for these crops. Templates will be emailed the week after Thanksgiving.

Collaborators will get a profile article on the project website. Link to it for easy content for your own website, blog or social media.

Thank You!