

## MEADOWLARK EXTENT DISTRICT WEEKLY NEWS FROM AGENTS

**David Hallauer**  
**Meadowlark Extension District Agent**  
**Crops & Soils/Horticulture**

### **KSU Ag Economics Tools**

Economics is seldom a one size fits all topic. Everyone has a little different budget – a little different rate that they are willing to pay for rent or other inputs. Purchasing a sprayer for one operation may not be as valuable as it for another. A ‘one size fits all’ answer isn’t going to cut it when making those types of decisions! That’s kind of the purpose of the tools available at our KSU Agricultural Economics website: [www.agmanager.info](http://www.agmanager.info) .

For example: while we do offer a publication that can provide custom rates information, you may want to evaluate your custom rates fees to determine if they are economical for your information. A spreadsheet is available for that very purpose, and many others as well, including evaluating everything from owning your own sprayer to the economics of seeding a cover crop. All of them allow you to put in your numbers to get a number for you instead of a general average.

Rental rates are another huge discussion point between tenants and landlords. AgManager provides USDA-NASS information, as well as calculated averages from inputs used in their KSU Lease spreadsheet – as well as the spreadsheet itself! It might take you a little time to determine the appropriate inputs, but it can also help you better understand how to come to an equitable crop share or cash lease agreement.

Marketing newsletters, projected ARC or PLC farm program price levels, as well as many other budget and price tools are also available. Not comfortable with spreadsheets? Instructions are included with most spreadsheets to help. Don’t even want to mess with the computer – or can’t find something you are in need of? – don’t hesitate to contact your District Office for assistance.

The near term commodity price projections aren’t all that great. With tighter margins, an economic evaluation of varying production facets of your operation is never a bad idea. Take a look at these resources and see whether they might be of value to you!