# 10 years
## of PCM Data
## What Actually Pays on Your farm

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Gary Schnitkey

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Laura Gentry


P C M
Precision Conservation Management
Practice Standards
• Tillage
• Cover Crops
• Nitrogen Management
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# Tillage

# Tillage Benchmark

**Note:**
*Tillage Benchmark relates to number of tillage pass*

**No-till:** No tillage passes

**Strip tillage:** In-row tillage with a strip-till bar

**One-Pass Light:** One low-disturbance tillage pass

**Two-Pass Light:** Two low-disturbance tillage passes

**2-Pass Moderate:** One low-disturbance and one higher-disturbance tillage pass

**2+ Pass:** More than 2 tillage passes, any kind

# Corn, High SPR, 2024: Bottom 25% vs Top 25%, Net Returns

| | Low 25% | High 25% | High - low |
|---|---|---|---|
| **Yield** | 221 | 259 | 37 |
| **Non-land Costs** | $818 | $703 | -$115 |
| Direct costs | $587 | $476 | -$111 |
| Power costs | $176 | $172 | -$4 |
| Overhead costs | $55 | $55 | 0 |
| **Operator & land Return** | $78 | $366 | $288 |
| **Tillage type** | | | |
| No-till | 18% | 25% | |
| Strip Till | 37% | 21% | |
| One-pass light | 17% | 28% | |
| Two-pass moderate | 7% | 6% | |

# Corn, High SPR, 2024 - Top 25% Most Profitable Fields

| | No-till | Strip-till | One-pass Light | Two-pass Moderate |
|---|---|---|---|---|
| Yield | 260 | 262 | 258 | 257 |
| Non-land Costs | $678 | $744 | 687 | $726 |
| Direct costs | $468 | $515 | $468 | $492 |
| Power costs | $154 | $174 | $164 | $179 |
| Overhead costs | $55 | $55 | $55 | $55 |
| Operator & land Return | $385 | $323 | $375 | $319 |
| Nitrogen rate/ acre | 205 | 198 | 209 | 202 |

| Corn<br>HIGH-SPR \| 2015-24 AVG VALUES | NO-TILL | STRIP-TILL | 1-PASS LIGHT | 2-PASS LIGHT | 2-PASS MODERATE | 2+ TILLAGE PASSES |
|---|---|---|---|---|---|---|
| # of fields | 1,534 | 2,102 | 2,310 | 835 | 986 | 131 |
| Yield per acre | 221 | 224 | 224 | 229 | 229 | 226 |
| **GROSS REVENUE** | **$948** | **$958** | **$956** | **$978** | **$980** | **$971** |
| **TOTAL DIRECT COSTS*** | **$447** | **$467** | **$442** | **$455** | **$463** | **$461** |
| Field work | $0 | $22 | $12 | $26 | $30 | $43 |
| Other power costs** | $113 | $106 | $109 | $108 | $106 | $110 |
| **TOTAL POWER COSTS** | **$113** | **$128** | **$121** | **$134** | **$136** | **$153** |
| **OVERHEAD COSTS** | **$41** | **$41** | **$41** | **$41** | **$41** | **$41** |
| **TOTAL NON-LAND COSTS** | **$601** | **$636** | **$604** | **$630** | **$640** | **$654** |
| **OPERATOR & LAND RETURN** | **$347** | **$322** | **$352** | **$348** | **$340** | **$315** |
| Estimated soil Loss (tons/a) | 0.68 | 0.63 | 1.93 | 1.83 | 1.62 | 2.21 |
| Soil Carbon Index (-1 to 1, higher=better) | 0.72 | 0.81 | 0.55 | 0.59 | 0.57 | 0.49 |
| GHG emissions (metric tons CO2e/a) | 0.69 | | | 0.85 | | 1.00 |

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# Corn, High SPR, 2015-2024 – No-Till vs. 1-Pass Light

| | No-Till | 1-pass |
|---|---|---|
| Yield (bushels) | 221 | 224 |
| Revenue | $948 | $956 |
| Direct costs | $447 | $442 |
| Power costs | $113 | $121 |
| Overhead costs | $41 | $41 |
| Total non-land costs | $601 | $604 |
| Operator and land return | $347 | $352 |

**Direct costs:**
Seed, chemicals, fertilizer, drying, storage, crop insurance

**Power costs:**
All costs related to machinery

**Overhead costs:** Hired labor, general insurance, buildings, interest

Return remaining to pay farmer and land.

# Corn, High SPR, 2015-2024 – Tillage Passes

| | 1-pass | 2-pass Light | 2-pass Moderate | 2+ |
|---|---|---|---|---|
| Yield (bushels) | 224 | 229 | 229 | 226 |
| Revenue | $956 | $978 | $980 | $971 |
| Direct costs | $442 | $455 | $463 | $461 |
| Power costs | $121 | $134 | $136 | $153 |
| Overhead costs | $41 | $41 | $41 | $41 |
| Total non-land costs | $604 | $630 | $640 | $654 |
| Operator and land return | $352 | $348 | $340 | $315 |

**Higher yields with more tillage but**

- Power costs increase
- Direct costs increase

Farmer with more tillage had lower returns

| Corn<br>HIGH-SPR \| 2015-24 AVG VALUES | NO-TILL | STRIP-TILL | 1-PASS LIGHT | 2-PASS LIGHT | 2-PASS MODERATE | 2+ TILLAGE PASSES |
|---|---|---|---|---|---|---|
| # of fields | 1,534 | 2,102 | 2,310 | 835 | 986 | 131 |
| Yield per acre | 221 | 224 | 224 | 229 | 229 | 226 |
| **GROSS REVENUE** | **$948** | **$958** | **$956** | **$978** | **$980** | **$971** |
| **TOTAL DIRECT COSTS*** | **$447** | **$467** | **$442** | **$455** | **$463** | **$461** |
| Field work | $0 | $22 | $12 | $26 | $30 | $43 |
| Other power costs** | $113 | $106 | $109 | $108 | $106 | $110 |
| **TOTAL POWER COSTS** | **$113** | **$128** | **$121** | **$134** | **$136** | **$153** |
| **OVERHEAD COSTS** | **$41** | **$41** | **$41** | **$41** | **$41** | **$41** |
| **TOTAL NON-LAND COSTS** | **$601** | **$636** | **$604** | **$630** | **$640** | **$654** |
| **OPERATOR & LAND RETURN** | **$347** | **$322** | **$352** | **$348** | **$340** | **$315** |
| Estimated soil Loss (tons/a) | 0.68 | 0.63 | 1.93 | 1.83 | 1.62 | 2.21 |
| Soil Carbon Index (-1 to 1, higher=better) | 0.72 | 0.81 | 0.55 | 0.59 | 0.57 | 0.49 |
| GHG emissions (metric tons CO2e/a) | 0.69 | | | 0.85 | | 1.00 |

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# What PCM Farmers are Saying…

According to survey responses following the 2025 PCM Report deliveries:

- ✓ 67% of PCM farmers who don't already use reduced tillage practices are likely to reduce or eliminate tillage

# Soybean Tillage

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# Soybean, High SPR, 2024: Bottom 25% vs. Top 25%, Net Return

| | Low 25% | High 25% | High - low |
|---|---|---|---|
| Yield | 65 | 82 | 17 |
| Non-land Costs | $470 | $396 | -$74 |
| Direct costs | $290 | $221 | -$69 |
| Power costs | $132 | $127 | -$4 |
| Overhead costs | $48 | $48 | 0 |
| Operator & land Return | $78 | $366 | $288 |
| Tillage type | | | |
| No-till | 60% | 40% | |
| Strip Till | 9% | 4% | |
| One-pass light | 1% | 25% | |
| Two-pass moderate | 3% | 15% | |

## Soybean
HIGH-SPR | 2015-24 AVG VALUES

| | NO-TILL | STRIP-TILL | 1-PASS LIGHT | 2-PASS LIGHT | 2-PASS MODERATE | 2+ TILLAGE PASSES |
|---|---|---|---|---|---|---|
| # of fields | 3,691 | 263 | 1,146 | 352 | 1,103 | 514 |
| Yield per acre | 68 | 73 | 71 | 71 | 73 | 71 |
| **GROSS REVENUE** | **$728** | **$780** | **$754** | **$758** | **$775** | **$757** |
| **TOTAL DIRECT COSTS*** | **$182** | **$230** | **$178** | **$175** | **$186** | **$166** |
| Field work | $0 | $20 | $13 | $27 | $29 | $50 |
| Other power costs** | $85 | $83 | $84 | $76 | $78 | $75 |
| **TOTAL POWER COSTS** | **$85** | **$103** | **$97** | **$103** | **$107** | **$125** |
| **OVERHEAD COSTS** | **$34** | **$35** | **$34** | **$34** | **$34** | **$34** |
| **TOTAL NON-LAND COSTS** | **$301** | **$367** | **$309** | **$312** | **$327** | **$325** |
| **OPERATOR & LAND RETURN** | **$427** | **$413** | **$444** | **$446** | **$448** | **$432** |
| Estimated soil loss (tons/a) | 1.24 | 0.76 | 1.86 | 2.47 | 2.74 | 4.46 |
| Soil Carbon Index (-1 to 1, higher=better) | 0.48 | 0.62 | 0.42 | 0.35 | 0.22 | 0.00 |
| GHG emissions (metric tons CO2e/a) | -0.10 | | | 0.05 | | 0.17 |

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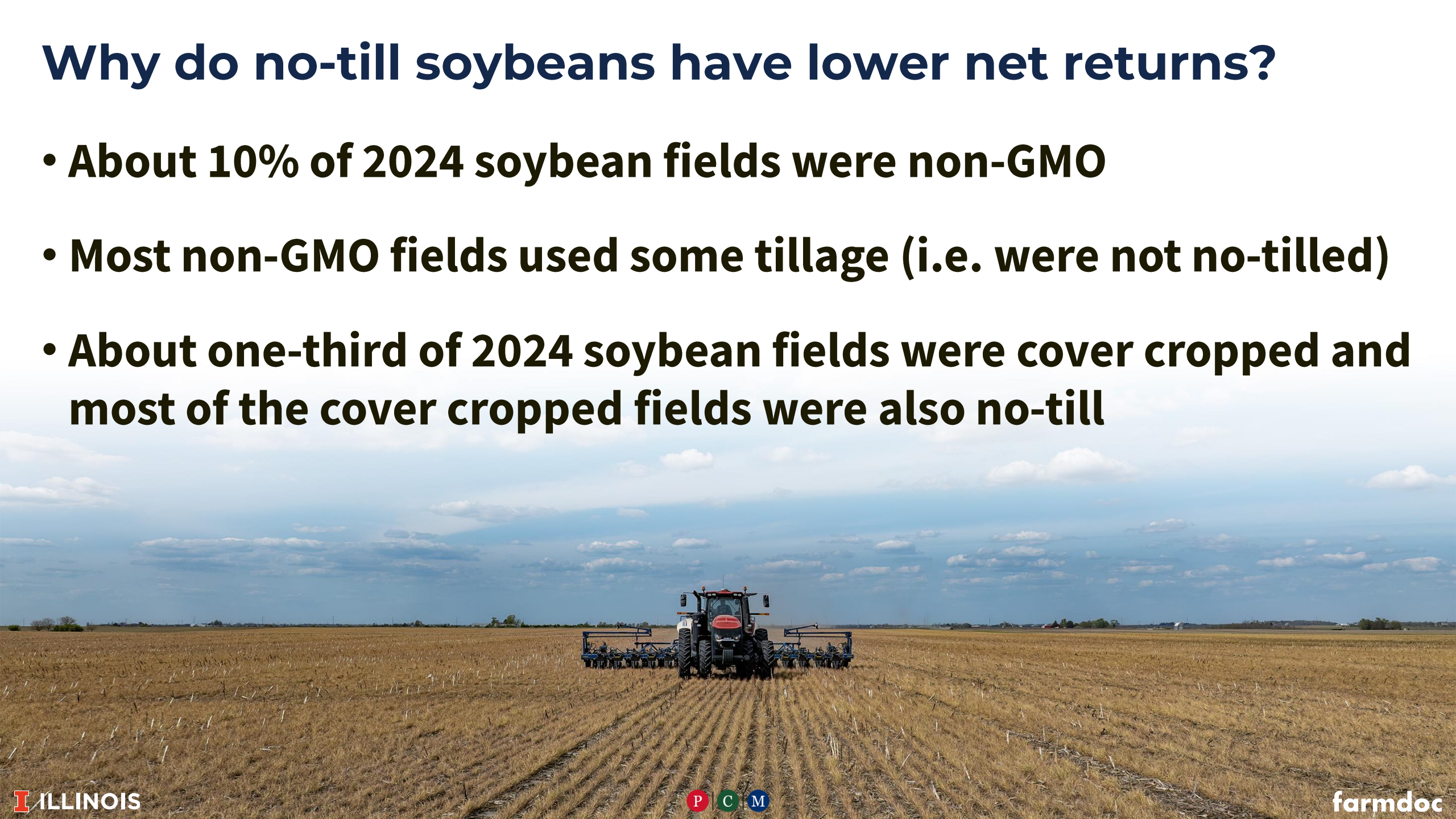
# Why do no-till soybeans have lower net returns?

- About 10% of 2024 soybean fields were non-GMO
- Most non-GMO fields used some tillage (i.e. were not no-tilled)
- About one-third of 2024 soybean fields were cover cropped and most of the cover cropped fields were also no-till



# Soybean, High SPR, 2024 - Conventional Versus Non-GMO

*Top 25% Most Profitable*

| | Conventional | Non-GMO |
|---|---|---|
| **Yield** | **75** | **78** |
| **Revenue** | **$789** | **$991** |
| **Non-land Costs** | **$416** | **$419** |
| Direct costs | $253 | $240 |
| Power costs | $115 | $131 |
| Overhead costs | 48 | $48 |
| **Operator & land Return** | **$373** | **$572** |
| **Tillage type** | | |
| No-till | 48% | 12% |
| Strip Till | 5% | 8% |
| One-pass light | 17% | 12% |
| Two-pass moderate | 18% | 37% |

# Soybean, High SPR, by Year
# GMO vs. Non-GMO, *Excluding cover crops*

| | | Conventional | | |
|---|---|---|---|---|
| Year | Non-GMO | No-Till | One-Pass Light | One-Pass Moderate |
| 2020 | $521 | $384 | $418 | $385 |
| 2021 | $771 | $606 | $604 | $633 |
| 2022 | $719 | $572 | $564 | $594 |
| 2023 | $709 | $526 | $546 | $536 |
| 2024 | $573 | $369 | $389 | $362 |
| Average | $659 | $491 | $504 | $502 |

# Results per acre Soybeans

## *High SPR, 2015 to 2024*

- No-till soybean has slightly reduced yield vs. tilled
- No-till has a slight increase in direct costs vs. tilled
- No-till has slightly lower power costs vs. tilled
- There is a yield **and** profitability advantage to doing some tillage for soybean

# Cover Crops Ahead of Corn

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| Corn<br>HIGH-SPR \| 2015-24 AVG VALUES | OVERWINTERING | WINTER TERMINAL | NO COVER CROP |
|---|---|---|---|
| # of fields | 753 | 334 | 6,892 |
| Yield per acre | 218 | 222 | 226 |
| Soil Productivity Rating (SPR) | 138 | 140 | 140 |
| **GROSS REVENUE** | **$945** | **$952** | **$966** |
| COVER CROP SEED | $16 | $15 | $0 |
| **TOTAL DIRECT COSTS*** | **$459** | **$451** | **$454** |
| COVER CROP PLANTING | $12 | $15 | $0 |
| Other power costs** | $134 | $120 | $124 |
| **TOTAL POWER COSTS** | **$146** | **$135** | **$124** |
| **OVERHEAD COSTS** | **$41** | **$41** | **$41** |
| **TOTAL NON-LAND COSTS** | **$646** | **$627** | **$619** |
| **OPERATOR & LAND RETURN** | **$274-$324** | **$300-$350** | **$347** |
| Estimated soil loss (tons/a) | 0.82 | 1.08 | 1.41 |
| GHG emissions (metric tons CO2e/a) | 0.49 | | 0.80 |

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# Why More Challenging Ahead of Corn?

## Agronomics make cover crops more difficult

- Corn is less tolerant of stress compared to soybeans
- Cover crops sequester nitrogen, needed by corn

## Timing of cover crop planting and termination becomes more difficult

## Costs are more difficult to control

# Cover Crops
## Ahead of Soybeans

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| Soybean<br>HIGH-SPR \| 2015-24 AVG VALUES | OVERWINTERING | WINTER TERMINAL | NO COVER CROP |
|---|---|---|---|
| # of fields | 1,769 | 63 | 5,344 |
| Yield per acre | 68 | 71 | 71 |
| Soil Productivity Rating (SPR) | 139 | 140 | 140 |
| **GROSS REVENUE** | **$727** | **$768** | **$752** |
| COVER CROP SEED | $14 | $17 | $0 |
| **TOTAL DIRECT COSTS*** | **$184** | **$191** | **$181** |
| COVER CROP PLANTING | $11 | $16 | $0 |
| Other power costs** | $99 | $80 | $92 |
| **TOTAL POWER COSTS** | **$110** | **$96** | **$92** |
| **OVERHEAD COSTS** | **$34** | **$35** | **$34** |
| **TOTAL NON-LAND COSTS** | **$329** | **$321** | **$307** |
| **OPERATOR & LAND RETURN** | **$374-$424** | **$422-$472** | **$445** |
| Estimated soil loss (tons/a) | 1.30 | 1.53 | 2.06 |
| GHG emissions (metric tons CO2e/a) | -0.26 | | 0.00 |

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# Planting timing and method

## Plant after corn harvest

## Method varies

- **Broadcast with dry fertilizer**
  *Low cost but poorer establishment*
- **Broadcast and then light tillage pass with vertical tillage**
  *Moderate costs, better establishment*
- **Drill or plant**
  *High costs, but good establishment, more labor/time intensive*
- Attachments to combine
  *Eliminates tillage pass, generally lower costs, slows/complicates harvest*

# Termination of cover crops

## Plant soybeans early!!

Termination:

- Before planting (Reduces risk of cover crop competing with soybeans, decreases chance of eliminating herbicide passes)
- After planting (Increases risk of cover crop competing with soybeans, increases chance of eliminating herbicide passes)

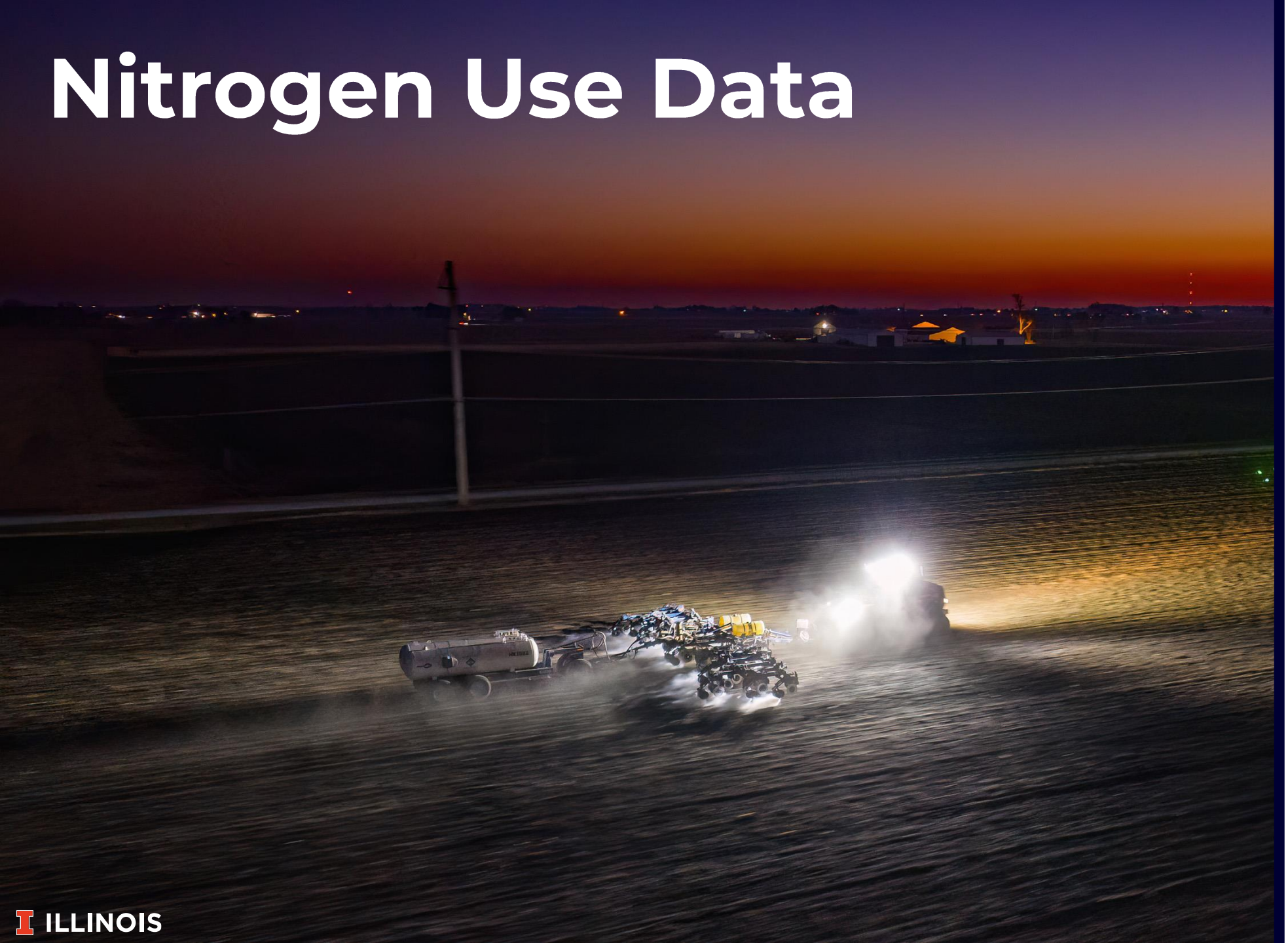
Reduction in herbicide costs and increase in weed control is a benefit of planting cover crops

# What PCM Farmers are Saying…

## According to survey responses following the 2025 PCM Report deliveries:

- ✓ **67% of PCM farmers** who don't already use reduced tillage practices are likely to reduce or eliminate tillage
- ✓ **70% of PCM farmers** who don't already use cover crops on their whole farm are likely to try or expand cover crop use.

# Nitrogen Use Data



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| **Corn** HIGH-SPR, N TIMING I 2015-24 AVG VALUES | >40% FALL | MOSTLY PREPLANT | MOSTLY SIDEDRESS | 50% PRE/ 50% SIDEDRESS | 3-WAY SPLIT |
|---|---|---|---|---|---|
| NUE (lb N/bu grain) | 0.96 | 0.90 | 0.89 | 0.92 | 0.91 |
| # fields | 3,326 | 1,589 | 1,807 | 556 | 701 |
| Yield per acre | 226 | 221 | 225 | 224 | 228 |
| **GROSS REVENUE** | **$968** | **$945** | **$958** | **$957** | **$977** |
| N fertilizer | $104 | $98 | $97 | $110 | $106 |
| Other direct costs | $357 | $330 | $347 | $356 | $380 |
| **TOTAL DIRECT COSTS*** | **$461** | **$428** | **$444** | **$466** | **$486** |
| Field work | $17 | $16 | $18 | $17 | $20 |
| Other power costs** | $110 | $104 | $108 | $108 | $109 |
| **TOTAL POWER COSTS** | **$127** | **$120** | **$126** | **$125** | **$129** |
| **OVERHEAD COSTS** | **$41** | **$41** | **$41** | **$41** | **$41** |
| **TOTAL NON-LAND COSTS** | **$629** | **$589** | **$612** | **$632** | **$656** |
| **OPERATOR & LAND RETURN** | **$338** | **$356** | **$347** | **$325** | **$321** |

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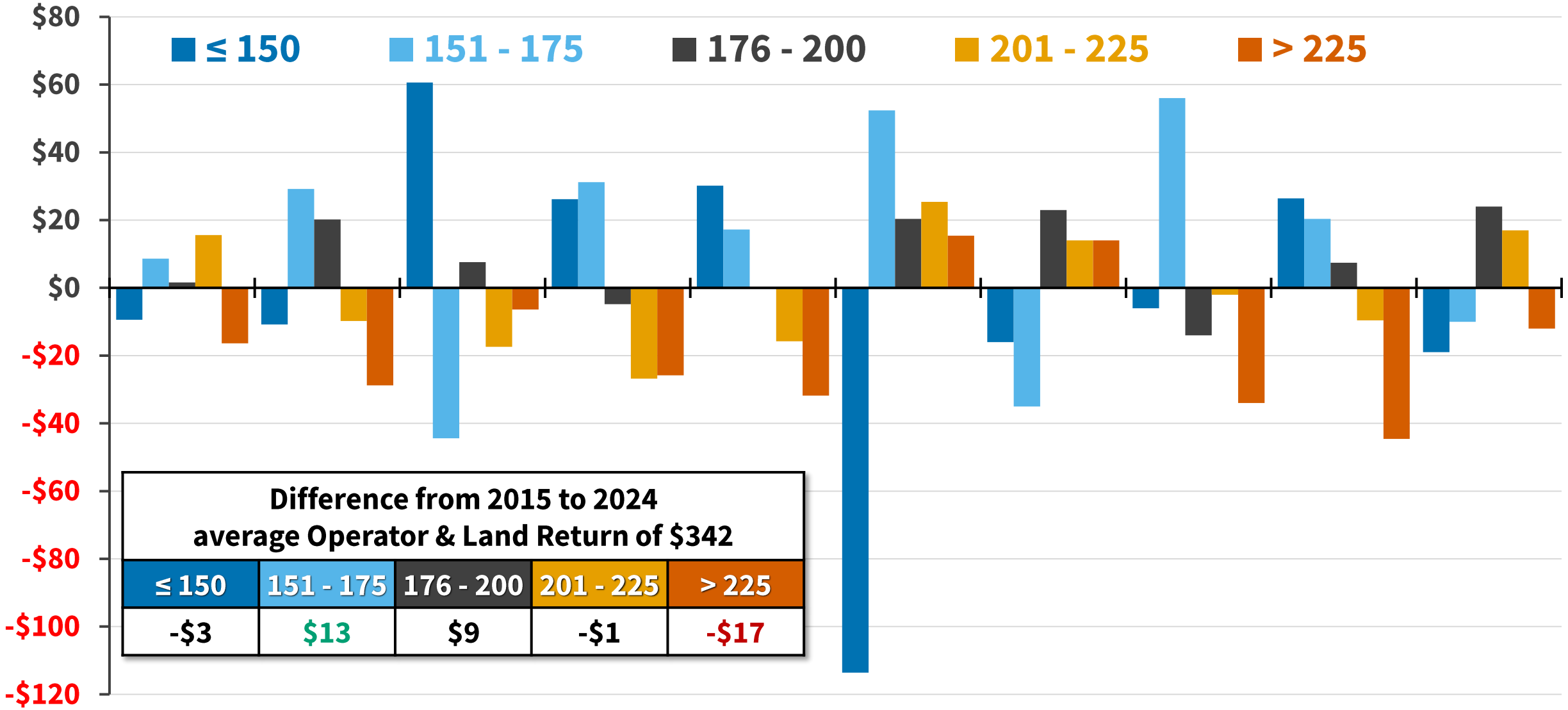
# Returns for different N Rate

| **Corn** N RATE, HIGH SPR, LBS PER ACRE I 2015-23 AVG VALUES | <150 | 151-175 | 176-200 | 201-225 | >225 |
|---|---|---|---|---|---|
| # fields | 181 | 599 | 1,854 | 2,558 | 1,430 |
| **AVG Corn Yield (bu/a) 2015-23** | 208 | 218 | 220 | 223 | 229 |
| **OPERATOR & LAND RETURN** | $361 | $371 | $365 | $354 | $346 |
| GHG emissions (metric tons CO2e/a) | 0.38 | 0.61 | 0.66 | 0.74 | 0.9 |

# Operator and Land Return by Nitrogen Rate Application Class

| Year | ≤ 150 | 151 - 175 | 176 - 200 | 201 - 225 | > 225 | Average |
|---|---|---|---|---|---|---|
| 2015 | $197 | $215 | $208 | $222 | $190 | $206 |
| 2016 | $246 | $286 | $277 | $247 | $228 | $257 |
| 2017 | $272 | $167 | $219 | $194 | $205 | $211 |
| 2018 | $360 | $365 | $329 | $307 | $308 | $334 |
| 2019 | $297 | $284 | $267 | $251 | $235 | $267 |
| 2020 | $174 | $340 | $308 | $313 | $303 | $288 |
| 2021 | $559 | $540 | $598 | $589 | $589 | $575 |
| 2022 | $761 | $823 | $753 | $765 | $733 | $767 |
| 2023 | $316 | $310 | $297 | $280 | $245 | $290 |
| 2024 | $210 | $219 | $253 | $246 | $217 | $229 |
| Average | $339 | $355 | $351 | $341 | $325 | $342 |

# Operator and Land Return by Difference of Yearly Average Nitrogen Rate Application Class (pounds of N per acre)




| Difference from 2015 to 2024 average Operator & Land Return of $342 | | | | |
|---|---|---|---|---|
| ≤ 150 | 151 - 175 | 176 - 200 | 201 - 225 | > 225 |
| -$3 | $13 | $9 | -$1 | -$17 |

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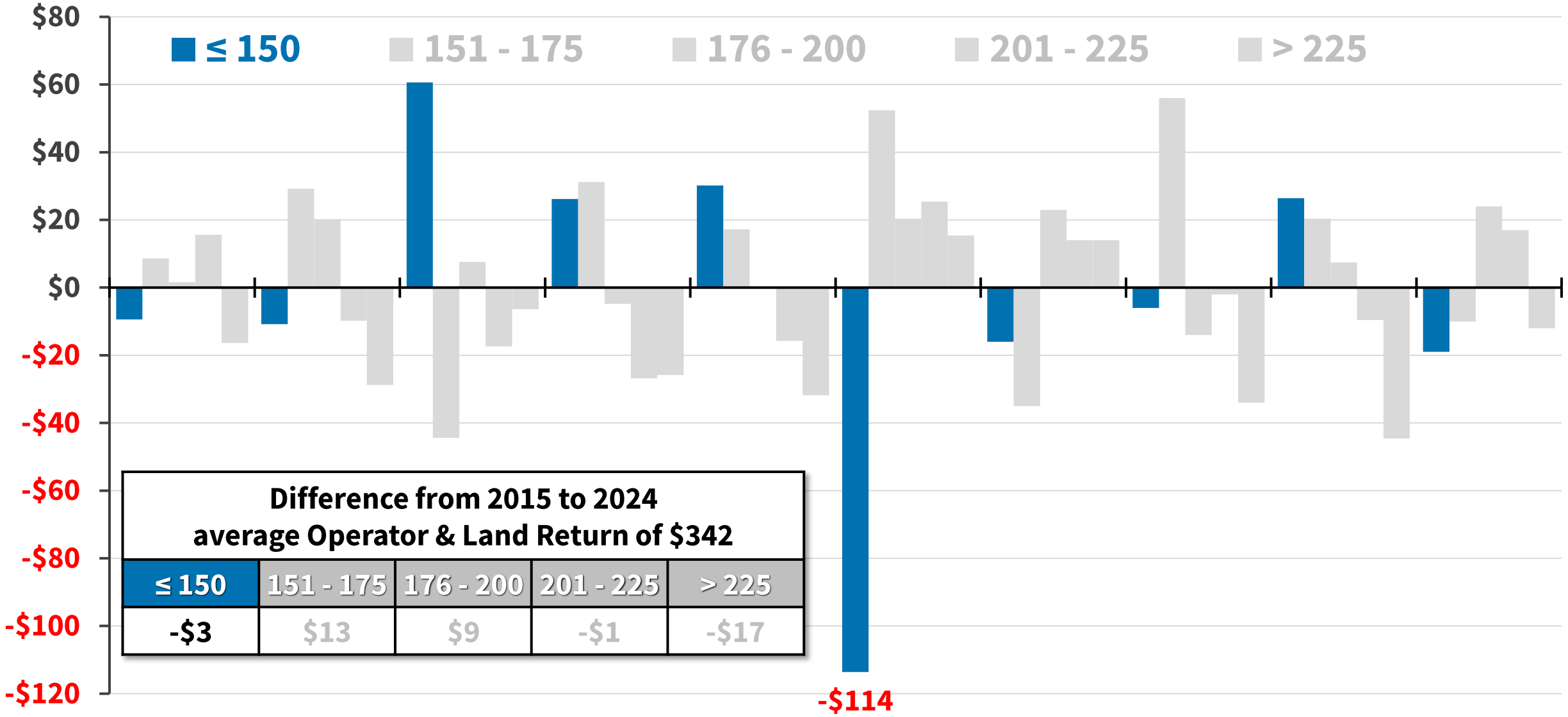


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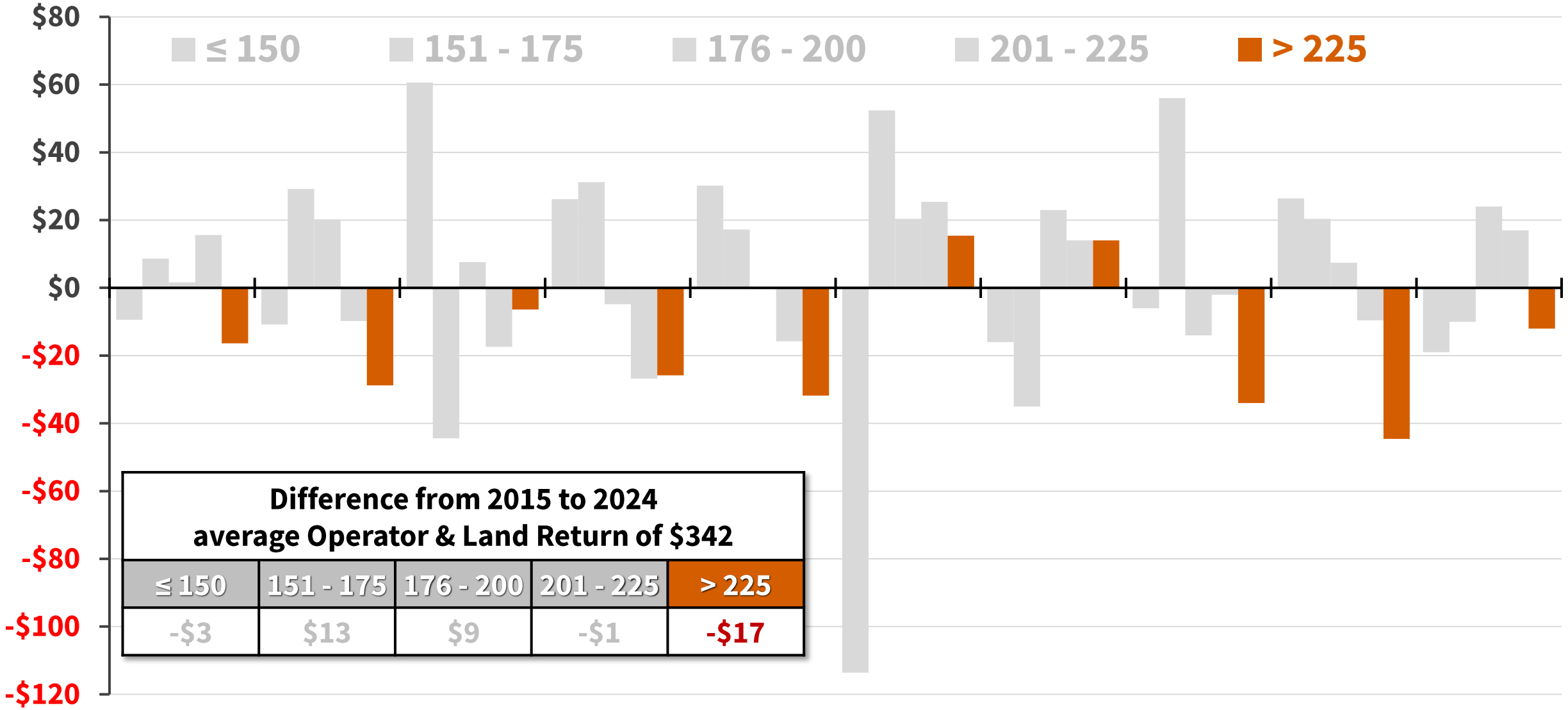


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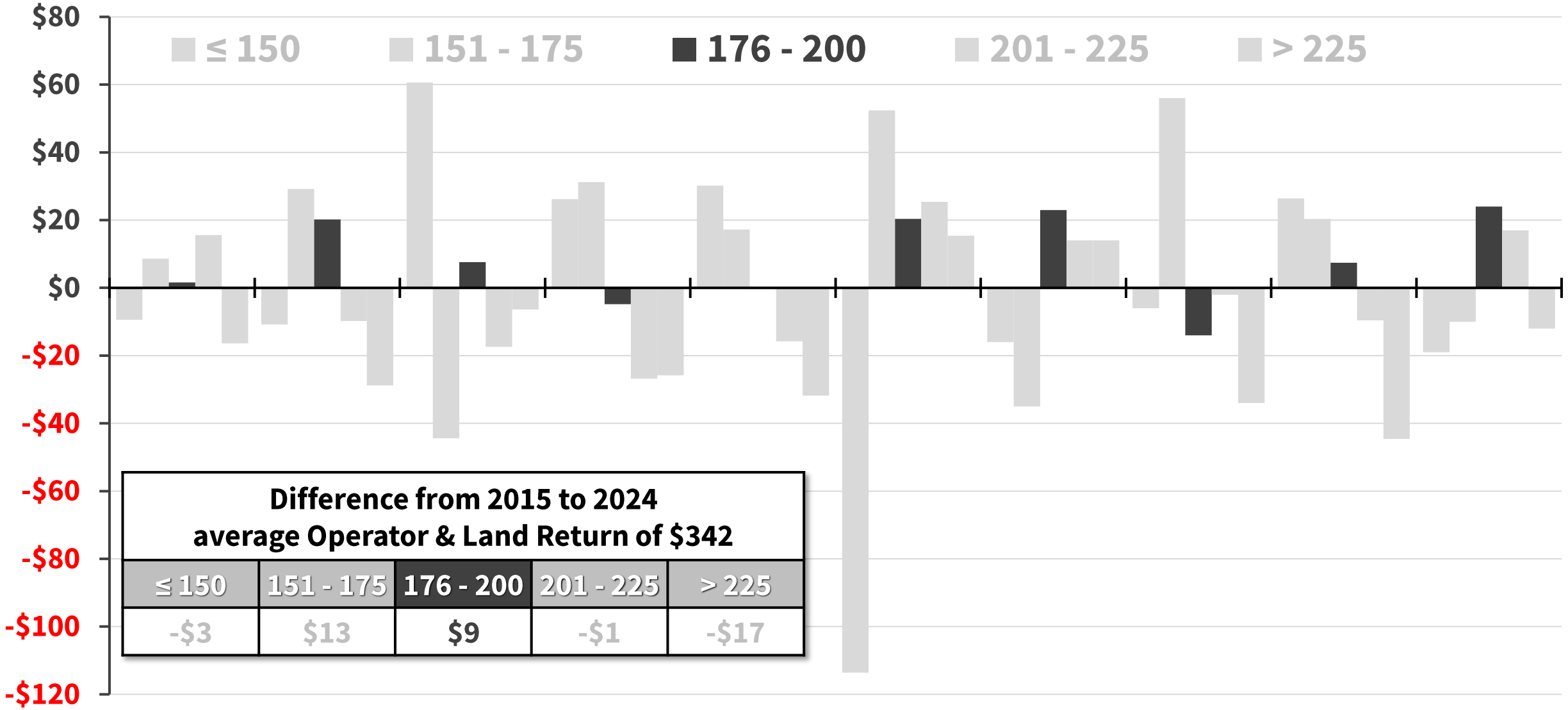


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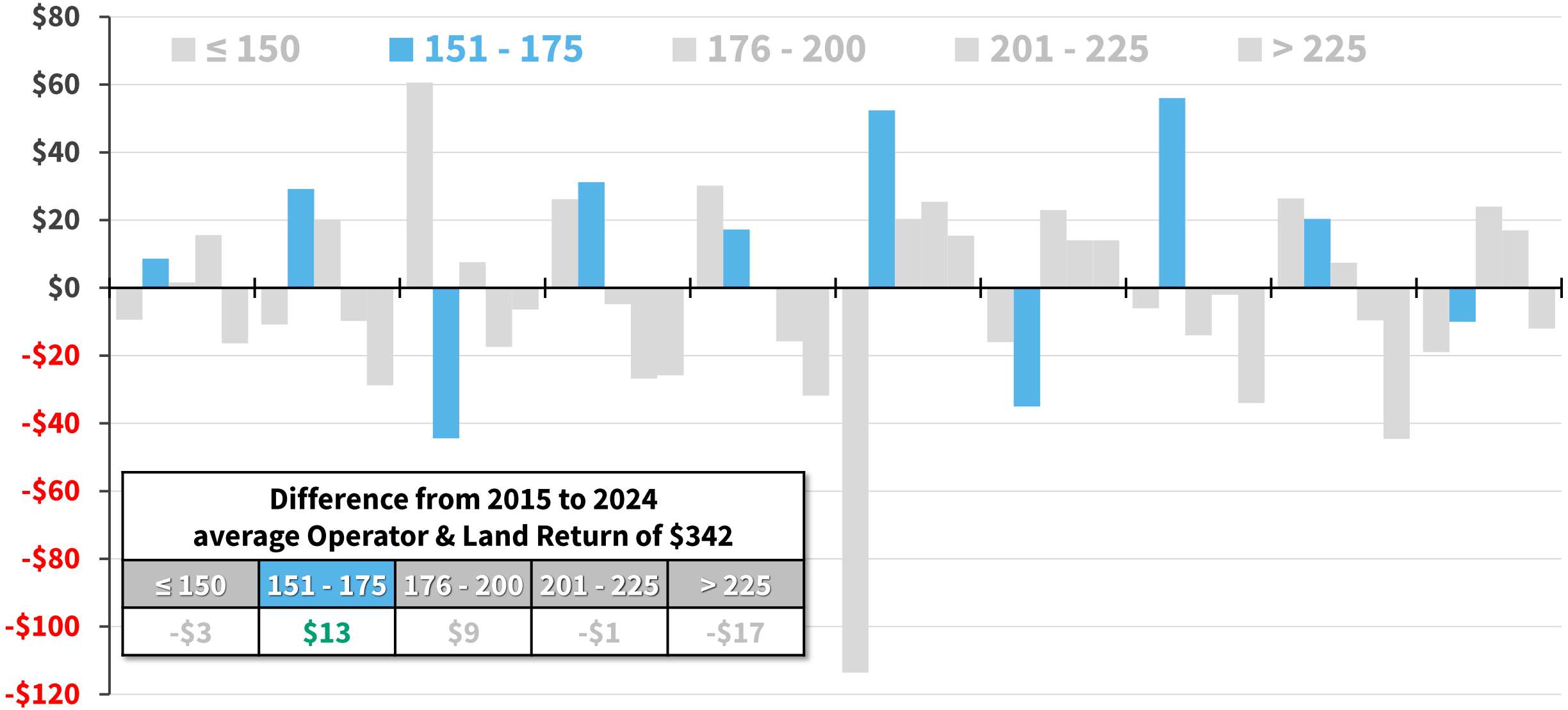


| Difference from 2015 to 2024 average Operator & Land Return of $342 | | | | |
|---|---|---|---|---|
| ≤ 150 | 151 - 175 | 176 - 200 | 201 - 225 | > 225 |
| -$3 | $13 | $9 | -$1 | -$17 |

# What PCM Farmers are Saying…

## According to survey responses following the 2025 PCM Report deliveries:

- ✓ **67% of PCM farmers** who don't already use reduced tillage practices are likely to reduce or eliminate tillage
- ✓ **70% of PCM** who don't already use cover crops on their whole farm are likely to try or expand cover crop use.
- ✓ **68% of PCM farmers** who don't already use MRTN rates are likely to apply nitrogen using the MRTN recommendation
- ✓ **66% of PCM farmers** who don't already apply nitrogen in-season are likely to apply in-season

# Position farmers to benefit from positive environmental outcomes with soil health incentive programs.

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## Farmers for Soil Health

FARMERS FOR SOIL HEALTH

| | |
|---|---|
| Year 1 | $25 |
| Year 2 | $15 |
| Year 3 | $10 |

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## Soil Health Incentives

| | |
|---|---|
| Cover Crops | $15/acre (year 1&2)<br>$10/acre (year 3+) |
| Tillage Reductions | $10/acre (year 1&2)<br>$5/acre (year 3+) |
| 10% N reduction | $10/acre 1st year |

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### TECHNICAL ASSISTANCE

PCM Farmers recieve ongoing one-on-one support from their regional Specialist including data collection, agronomic recommendations, and data review.

### COST-SHARE OPPORTUNITIES

PCM Supply Chain Partnerships create a financial advantage for farmers who use reduced tillage, nitrogen management, and/or cover crops.

### DATA ANALYSIS

Secure personal data analysis PLUS aggregated, anonymized data demonstrating financial and environmental impact of practices.

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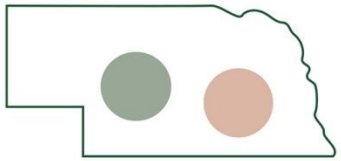
# PCM Specialist

## Nebraska



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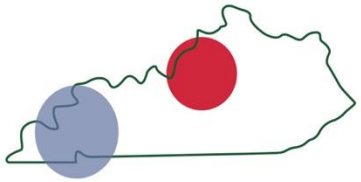

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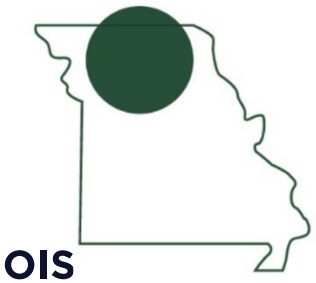

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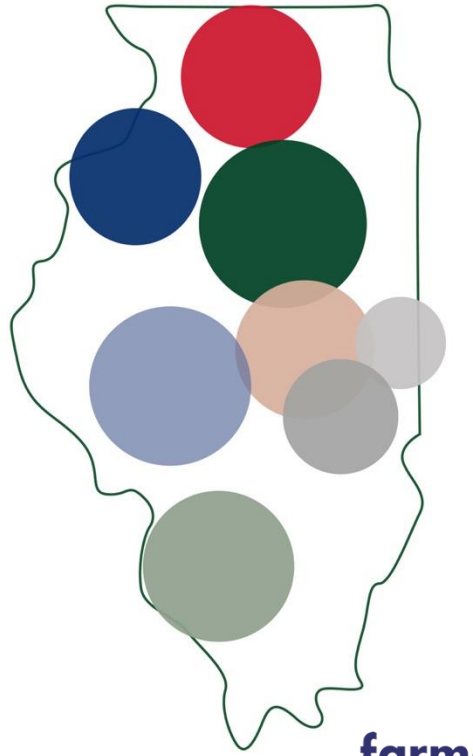


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