A green combine harvester and a green tractor are shown in a field. The combine harvester is on the left, and the tractor is on the right. The tractor has a large green auger attached to its front. The background is a clear blue sky.

State of the Farm Report 2022



Introduction

About the 2022 State of the Farm Report

In Winter 2021-22, FarmLogs surveyed nearly 1,000 U.S. farmers to collect data on the current and future state of row crop farms in the U.S. We've been doing this for several years, so you'll find year-over-year trends on some topics, including farming practices, technology, payments, finances, and more.

A large percentage of survey respondents are users of FarmLogs.

About FarmLogs & Bushel

Founded in 2011 and acquired by Bushel in 2021, [FarmLogs](#) is a powerful, easy to use farm management software. It populates, stores, displays, tracks, and shares comprehensive row crop production, expense, and revenue data in a central location. And, it uses that data to automatically calculate cost of production and generate profit and loss statements by commodity, field, or the entire farm.

[Bushel](#) is an independently-owned software company and leading provider of software technology solutions for growers, grain buyers, ag retailers, protein producers, and food companies.

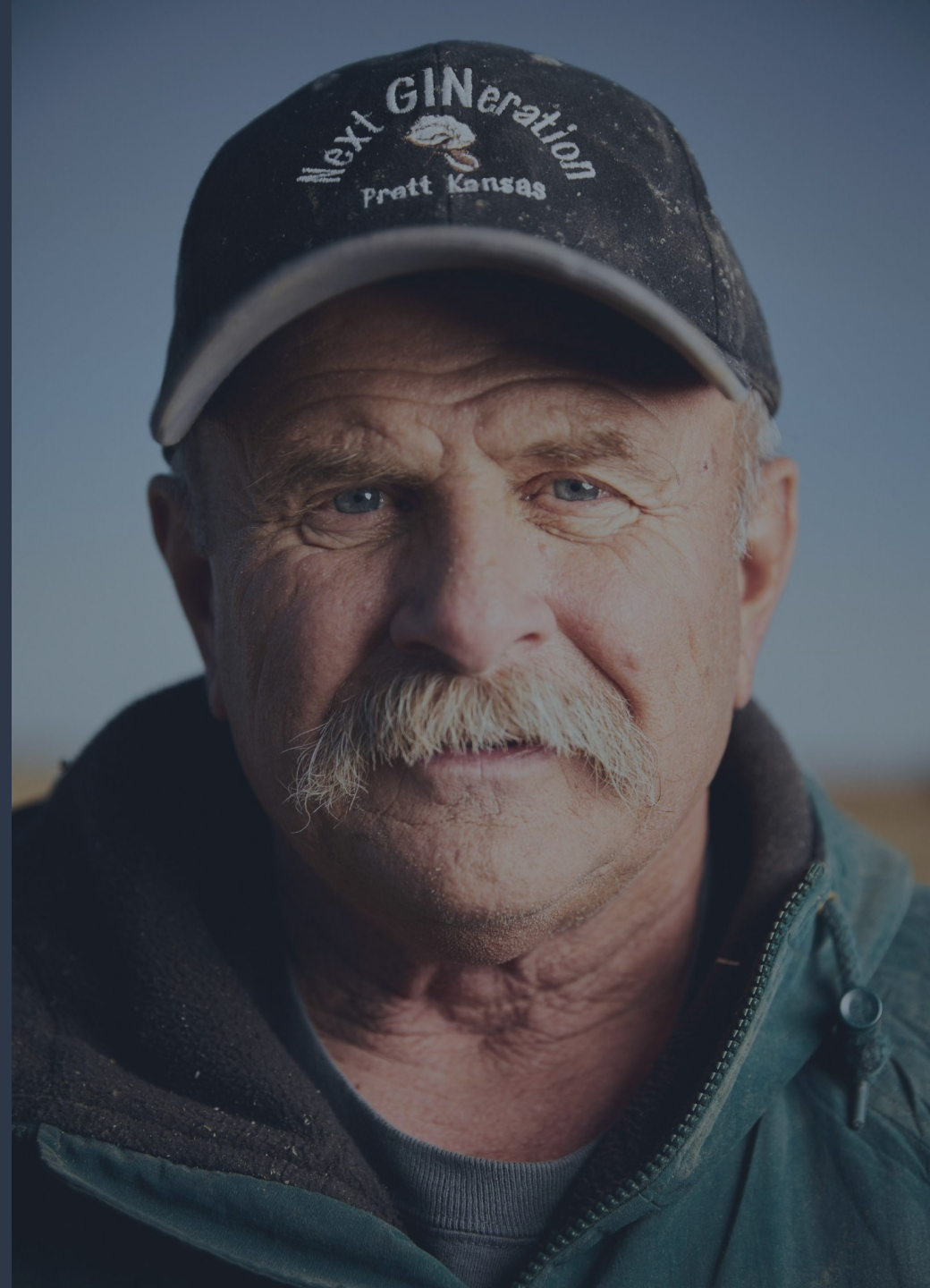
Although efforts have been made to provide complete and accurate information, Bushel does not guarantee, and accepts no legal liability, for the accuracy, reliability, currency or completeness of any material in this report. You should not rely on material in this report.

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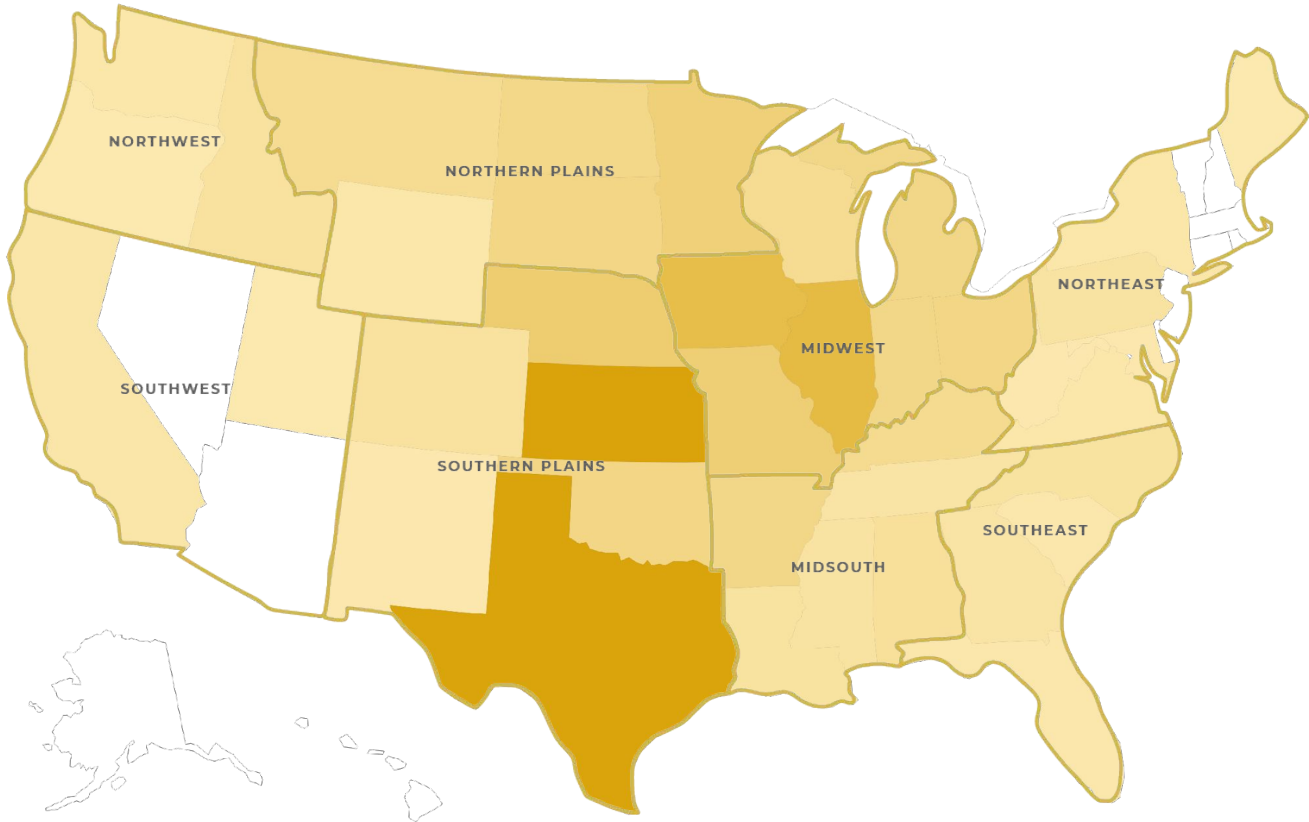


Demographics



Location

State	# of Respondents	State	# of Respondents
KS	91	LA	9
TX	90	NC	9
IL	60	MS	8
IA	56	PA	8
NE	36	GA	7
MO	33	TN	7
MN	31	CA	5
OH	24	NY	4
OK	24	VA	4
SD	24	WA	4
AR	23	WY	4
IN	23	FL	3
MI	23	SC	3
ND	22	MD	2
KY	18	NM	2
MT	17	WV	2
WI	17	ME	1
AL	12	OR	1
CO	10	UT	1
ID	10		



Farm Role

81%

More than 81% of respondents are farm owner/operators

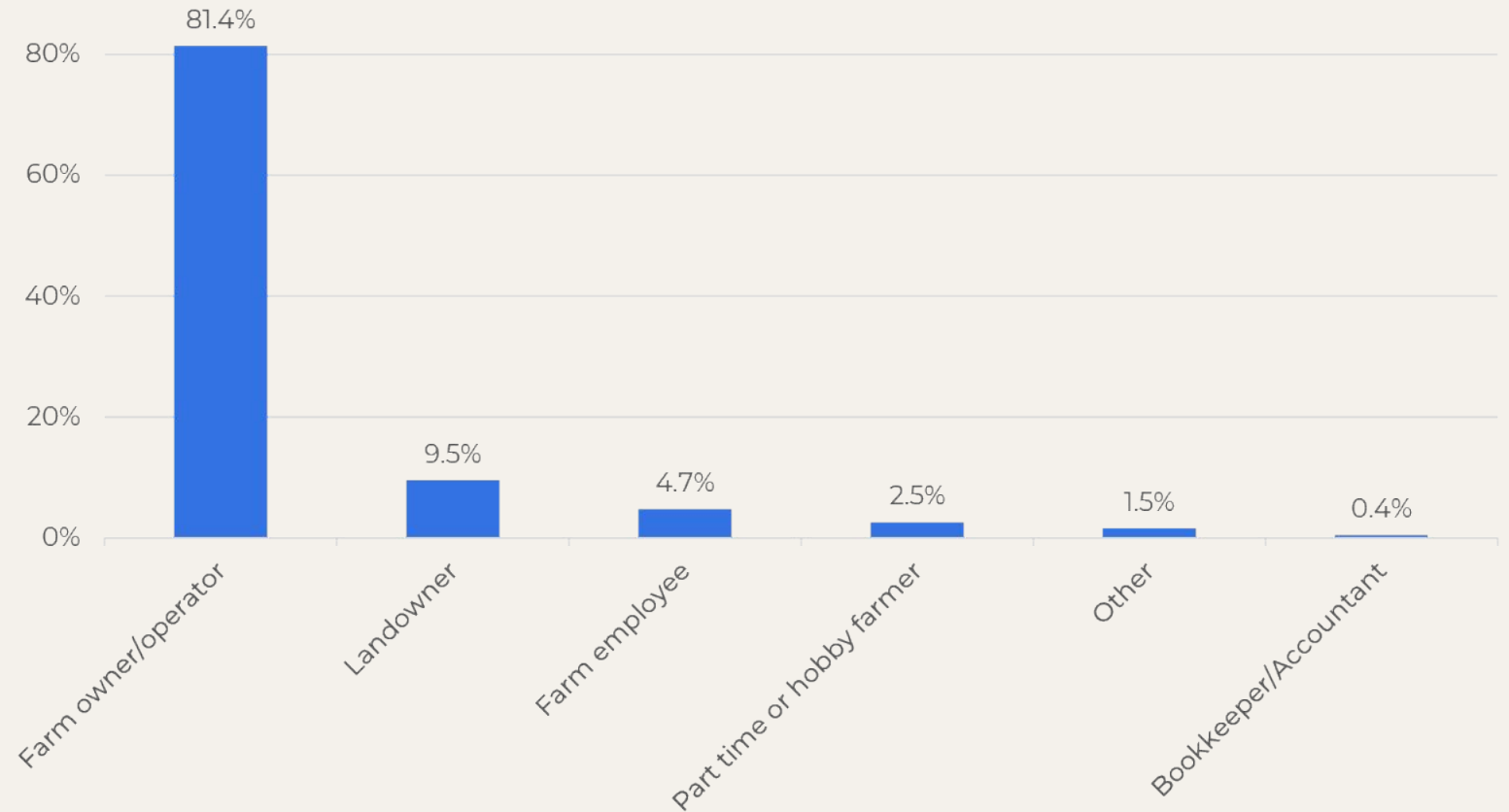
9.5%

of respondents represent landowners

2.5%

Part time or hobby farmers represent 2.5% of those with >200 acres

What is your primary relationship to farming? - 2021

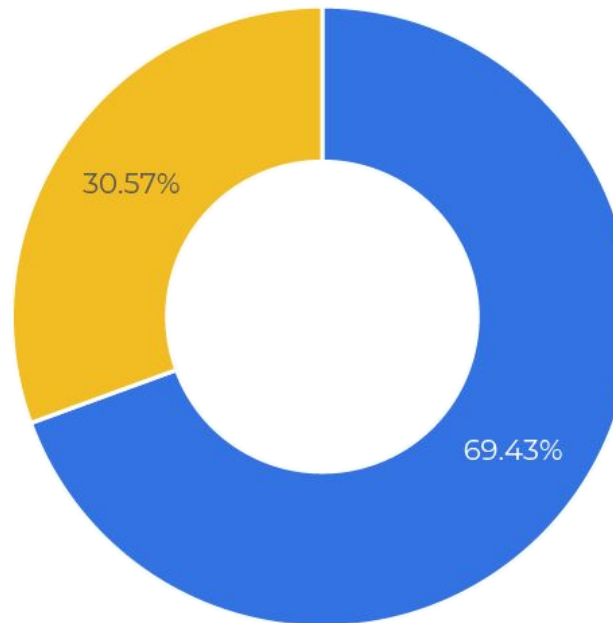


Decision Making

520 respondents are the primary or only decision maker on their farm

Of the **229** respondents who are not the primary decision maker, **150** say they divide decision making up by area of focus/expertise

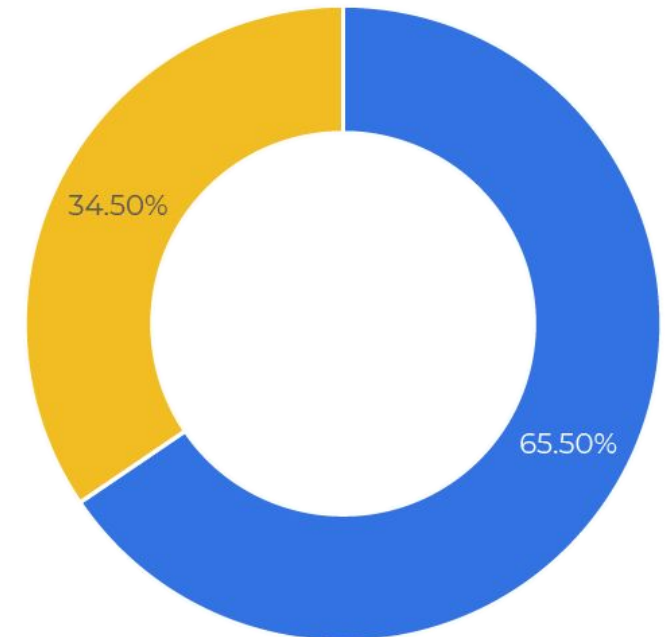
Are you the primary or only decision maker on your farm?



■ Yes ■ No

N = 749

Is decision making divided up by area of focus/expertise on your farm?



■ Yes ■ No

N = 229

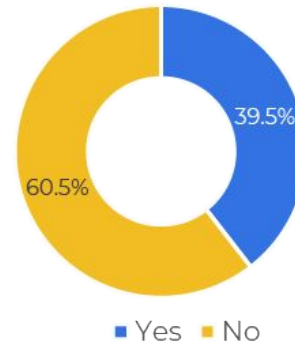
Outsourcing

About half of growers outsource at least some work to third-party service providers

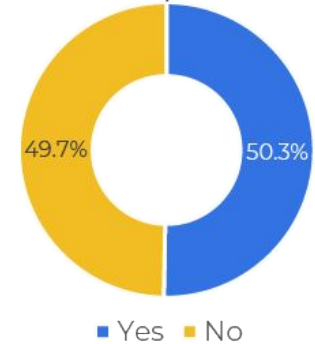
49% At least 49% of growers who outsource labor are using spraying services, making it by far the most popular service to outsource

15% Looking at the future, about 15% of respondents are looking to increase how much work they outsource

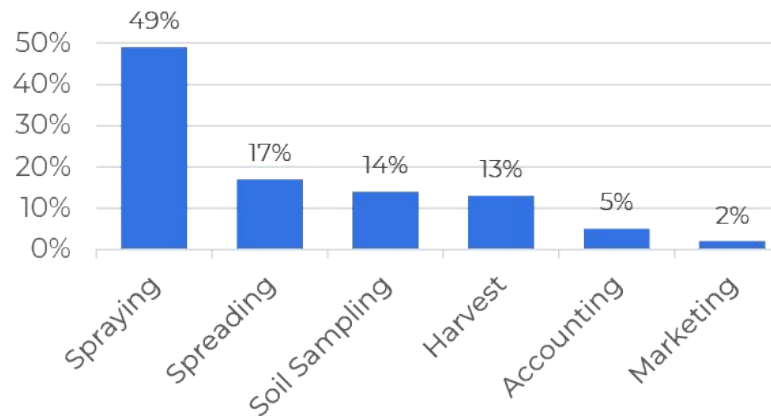
Do you do any custom work for other farms?



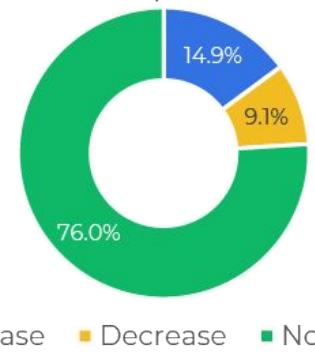
Do you outsource any work to third-party service providers?



What kinds of services do you outsource? *



Do you plan to increase, decrease, or do the same amount of outsourcing to service providers?



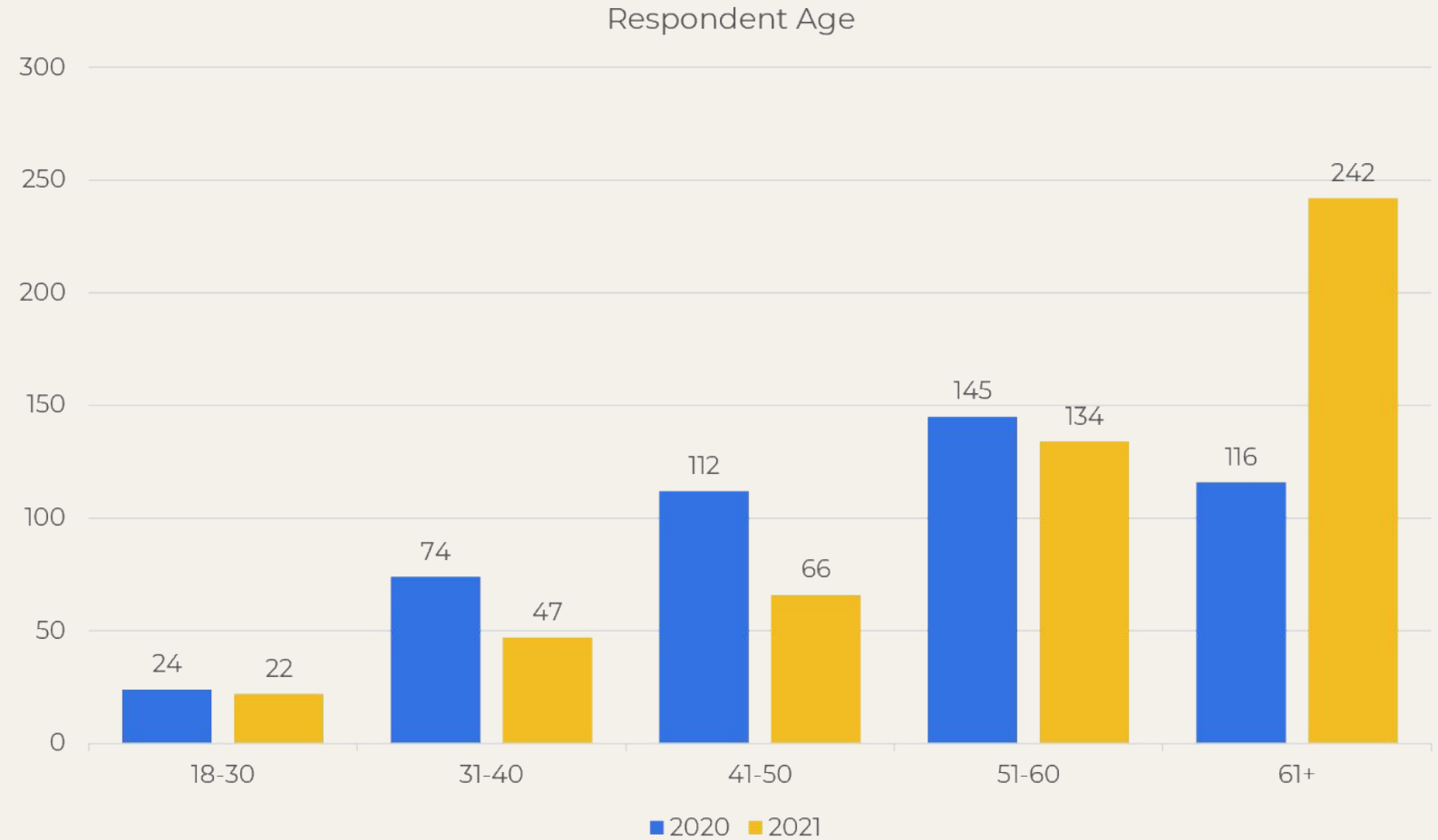
* Single response question

Age

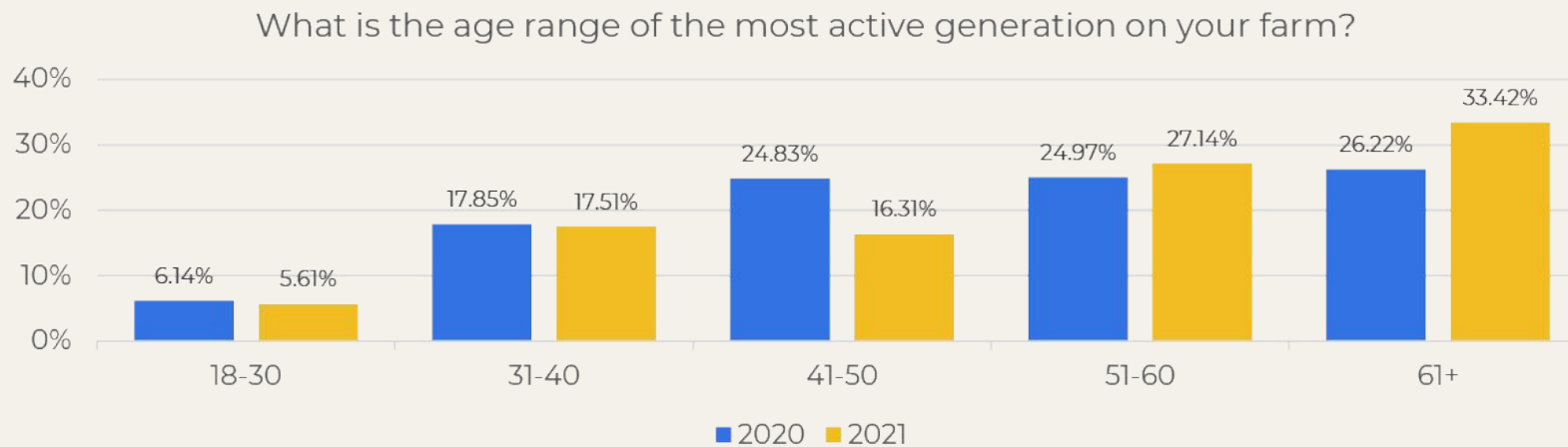
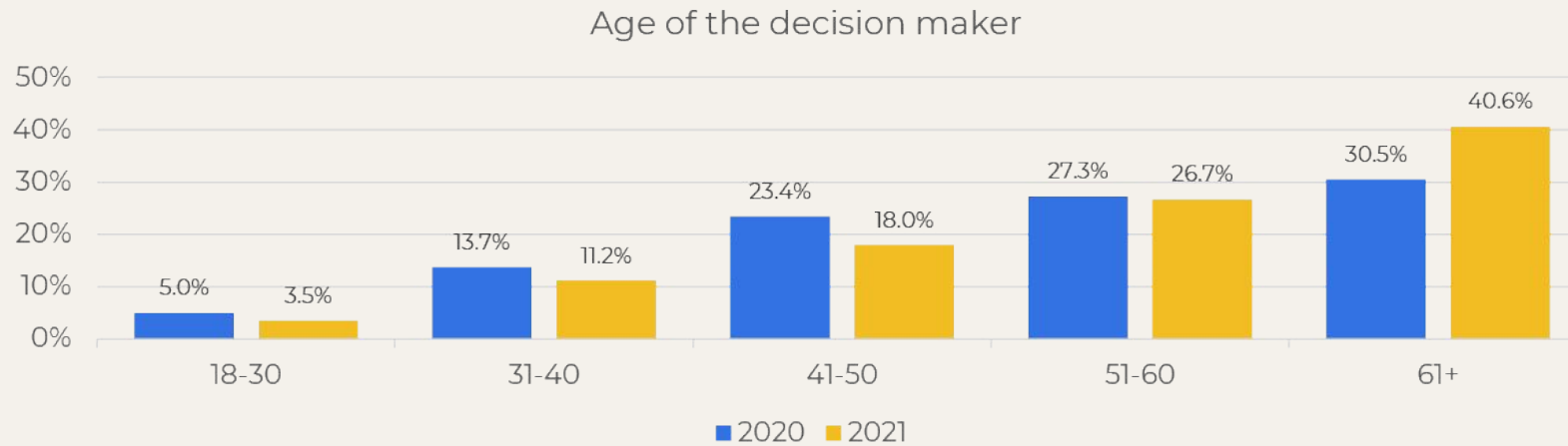
Nearly 50% of respondents were
61 or older

16 points higher than in 2020

Each of the last 2 years saw less
than 5% of respondents between
18 and 30 years old



Age Details

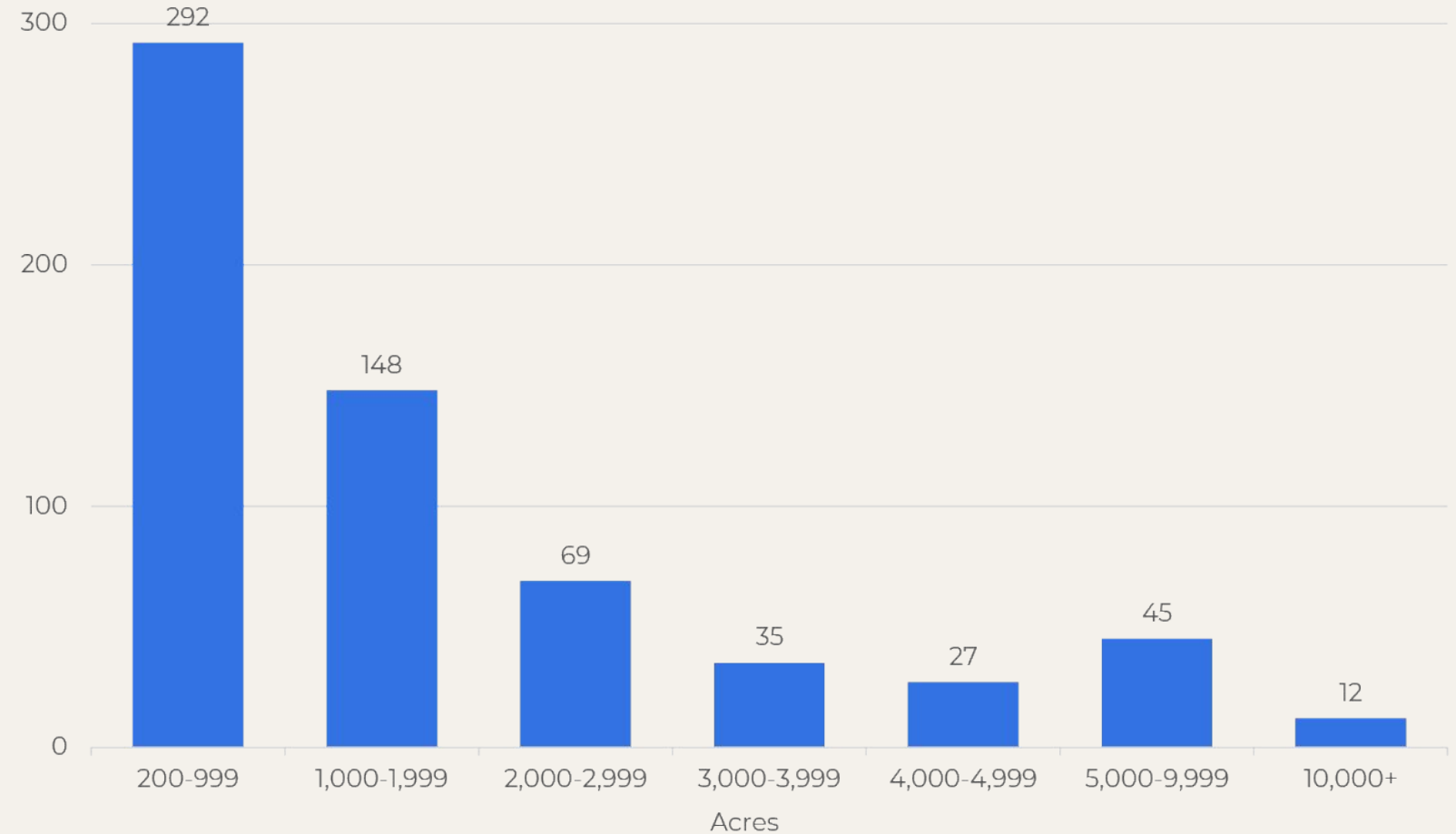


Acreage

30% of respondents farm 2,000 acres of land or more

9.1% of respondents farm more than 5,000 acres of land

How many acres do you farm?



* Active farmers only

N = 628*



Land Ownership

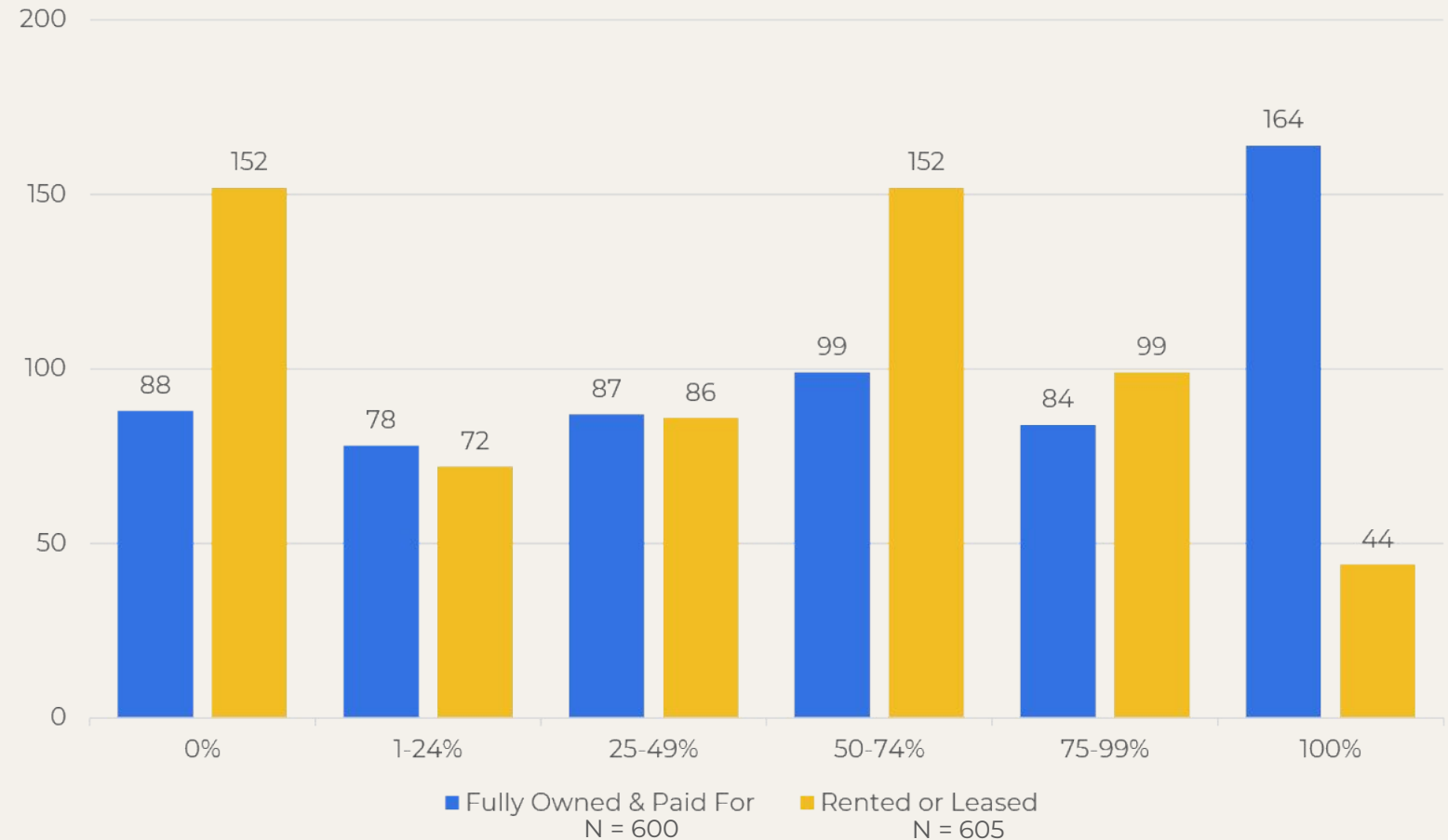
58% of growers reported owning at least half of the acres they farm

27% reported owning all their land

15% don't own any of the land they farm

Growers with more acres are more likely to own less of the land they farm

What percent of your ground is fully owned and paid for/rented or leased?



Crops

% reported growing

75.4% Corn – **up 1.9%**

72.0% Soybeans – **up 2.5%**

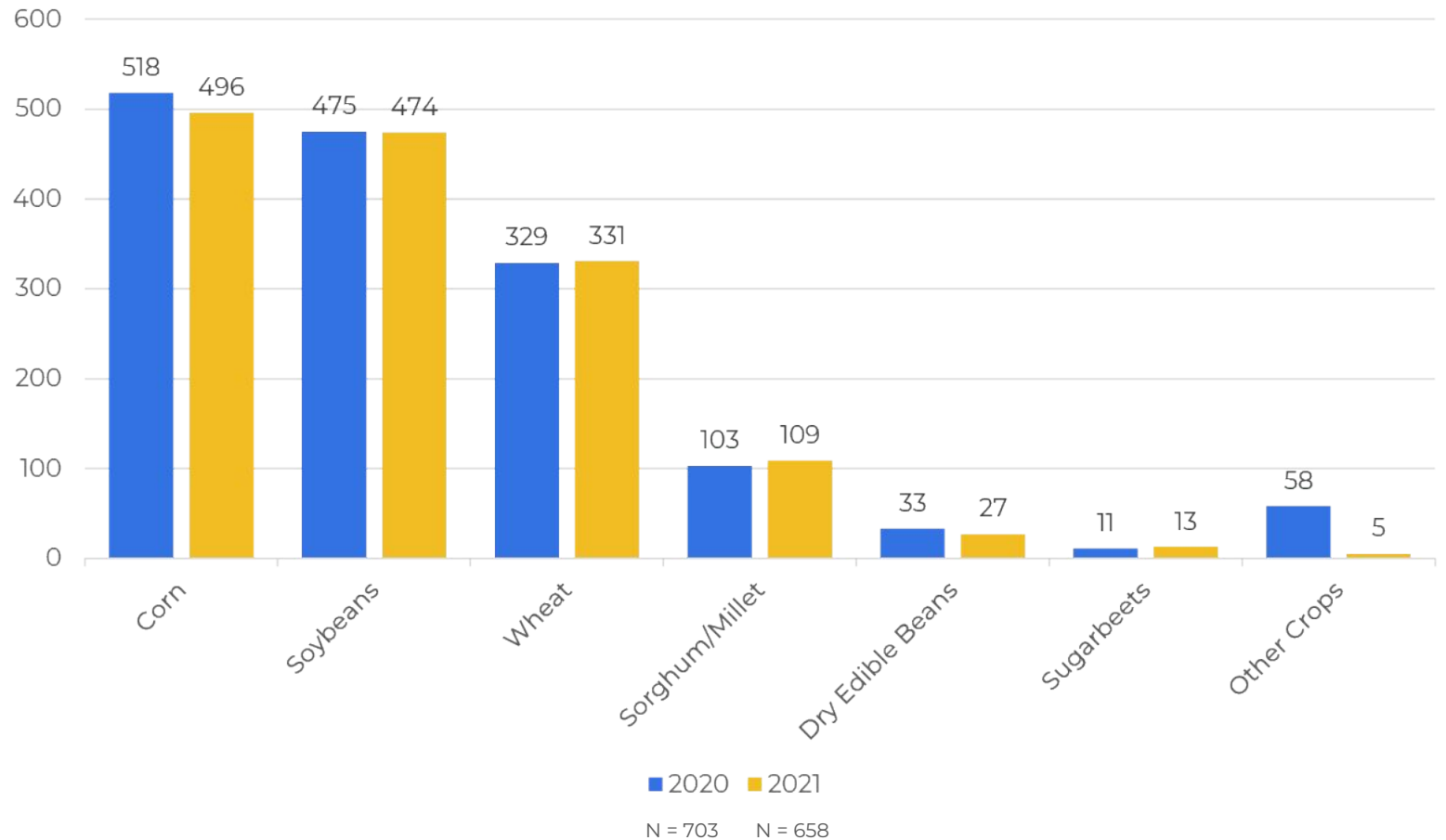
50.3% Wheat – **up 3.2%**

16.5% Sorghum – **up 1.9%**

4.1% Dry edible beans – **down 0.5%***

2.0% Sugar beets – **about the same as last year**

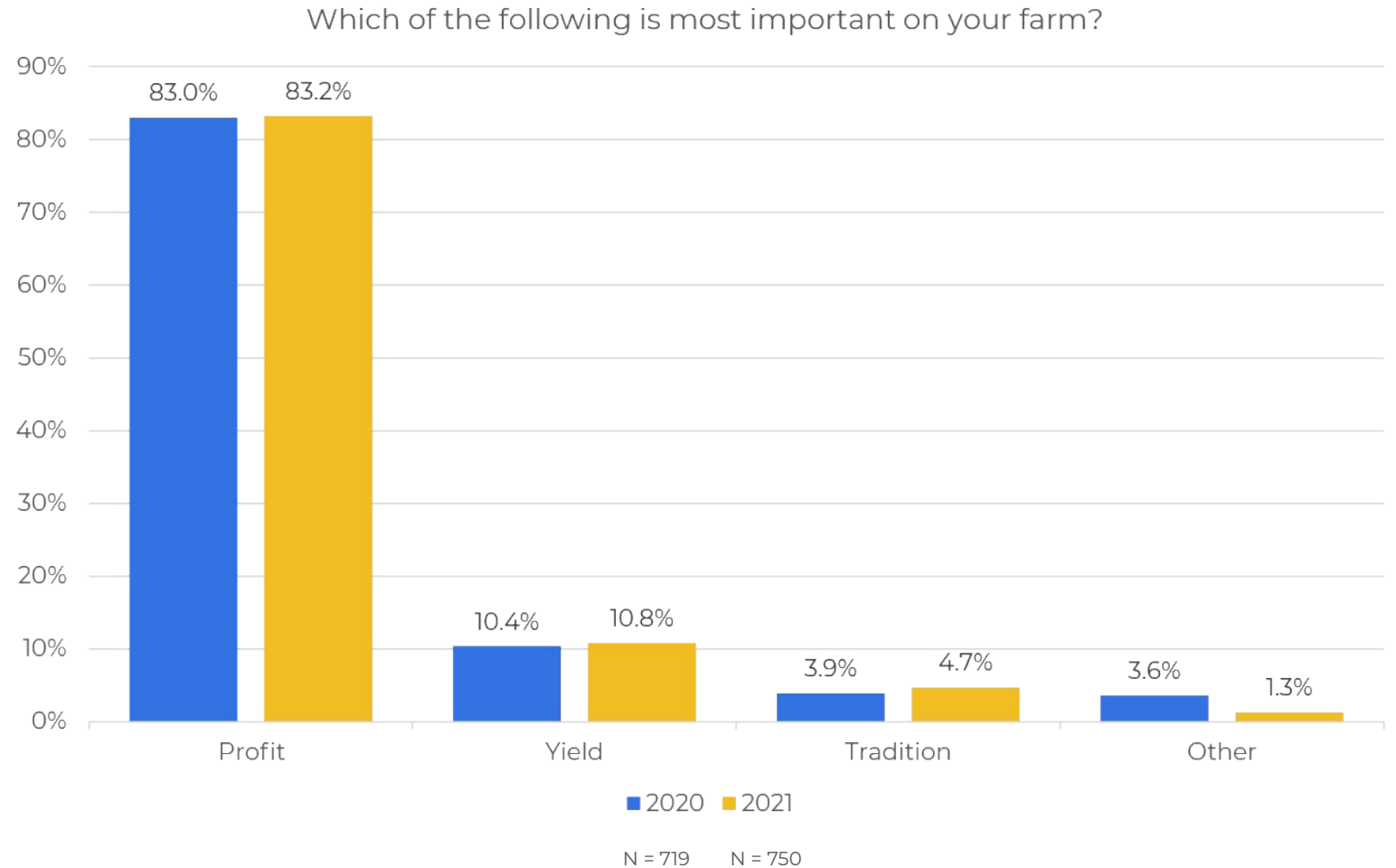
Crops Grown



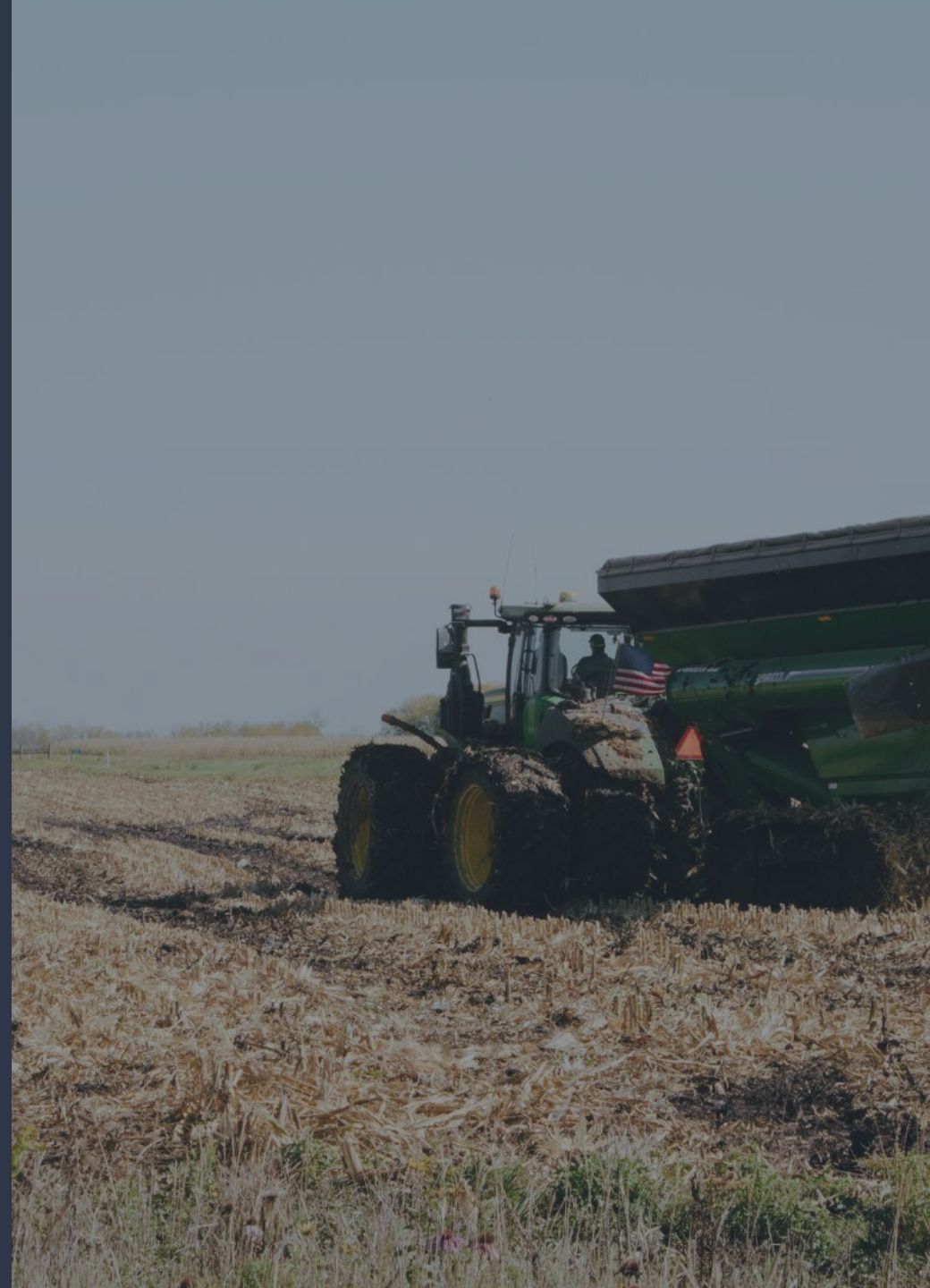
What Matters Most

Profit continues to dominate as the most important thing for farmers, distantly followed by yield, tradition, and others

No significant changes among the categories in the past year among farmers with >200 acres



Farm Practices



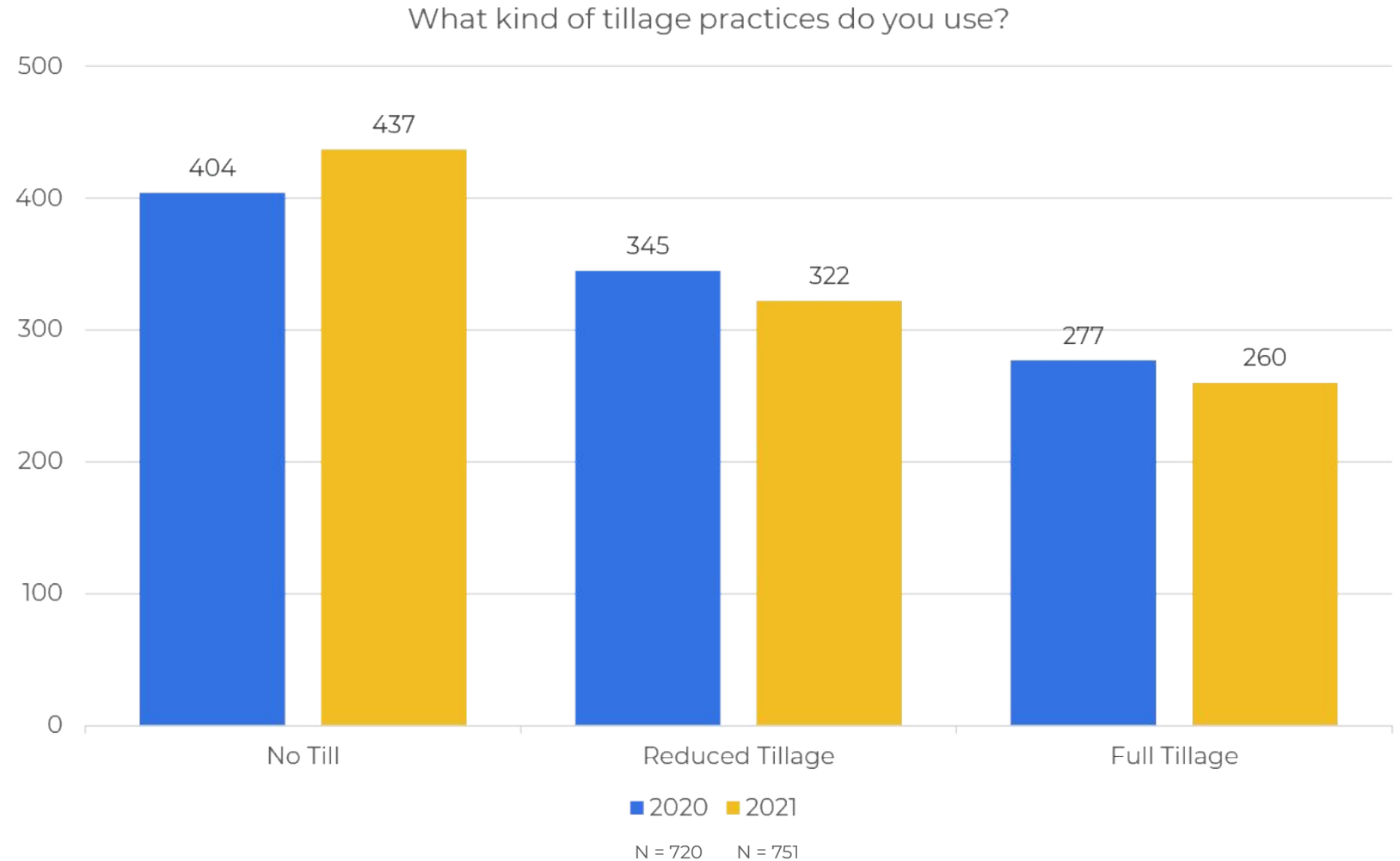
Reference: Geographic Regions

Midsouth	Midwest	Northeast	Northern Plains	Northwest	Southeast	Southern Plains	Southwest
Alabama	Illinois	Connecticut	Minnesota	Idaho	Florida	Colorado	Arizona
Arkansas	Indiana	Delaware	Montana	Oregon	Georgia	Kansas	California
Kentucky	Iowa	Maine	North Dakota	Washington	North Carolina	Nebraska	Nevada
Louisiana	Michigan	Maryland	South Dakota		South Carolina	New Mexico	Utah
Mississippi	Missouri	Massachusetts	Wyoming			Oklahoma	
Tennessee	Ohio	New Hampshire				Texas	
	Wisconsin	New Jersey					
		New York					
		Pennsylvania					
		Rhode Island					
		Vermont					
		Virginia					
		West Virginia					

Tillage Practices

No-till practices went **up 2%** from 2020 to 2021

Full tillage practices **decreased 4%** over the same period



Tillage Practices by Region

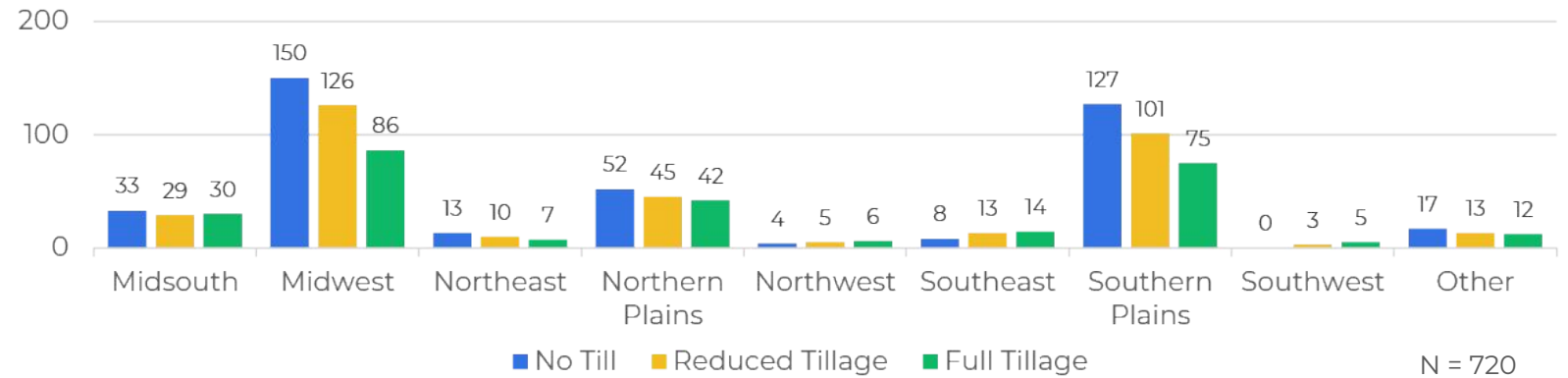
The **Southern Plains** saw the highest increase in those who practice no-till

5.8 % increase in 2021

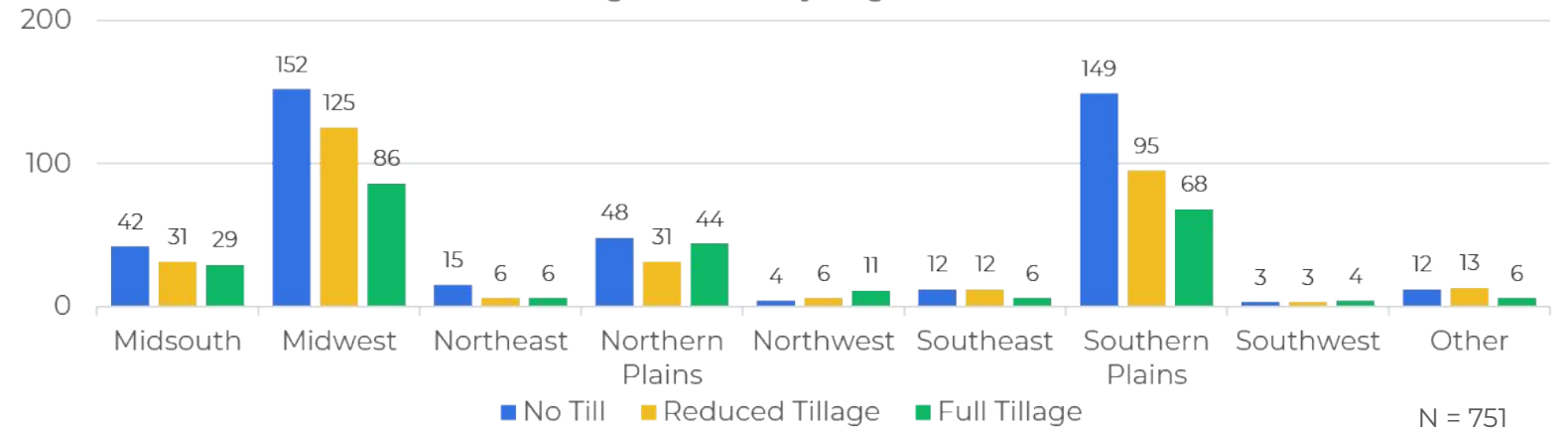
The **Northwest** had the largest increase in those who practice full tillage

12.4% increase in 2021

Tillage Practice by Region - 2020



Tillage Practice by Region - 2021

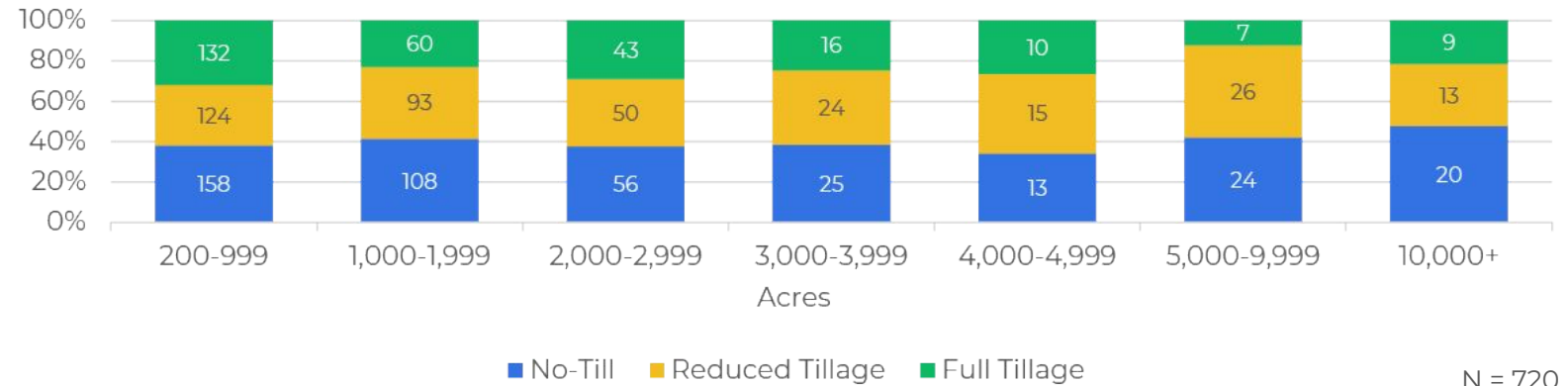


*Regional composition information can be found on page 16

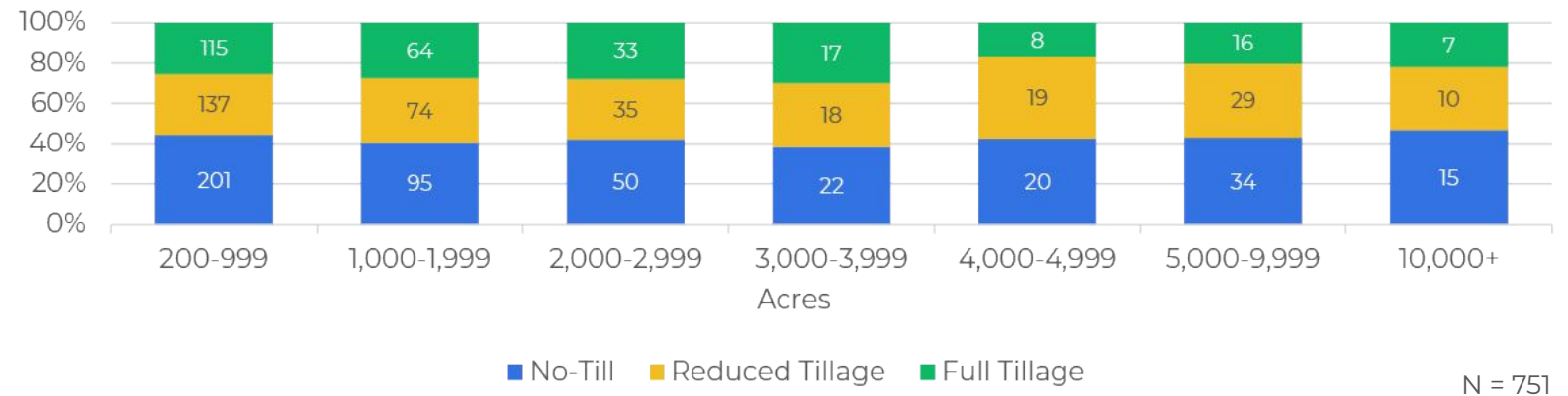
Tillage Practices by Farm Size

Farms with less than 1,000 acres had a **4.8% increase** in no-till practices from 2020 to 2021

Tillage Practice by Farm Size - **2020**



Tillage Practice by Farm Size - **2021**



Practice Across Acreage

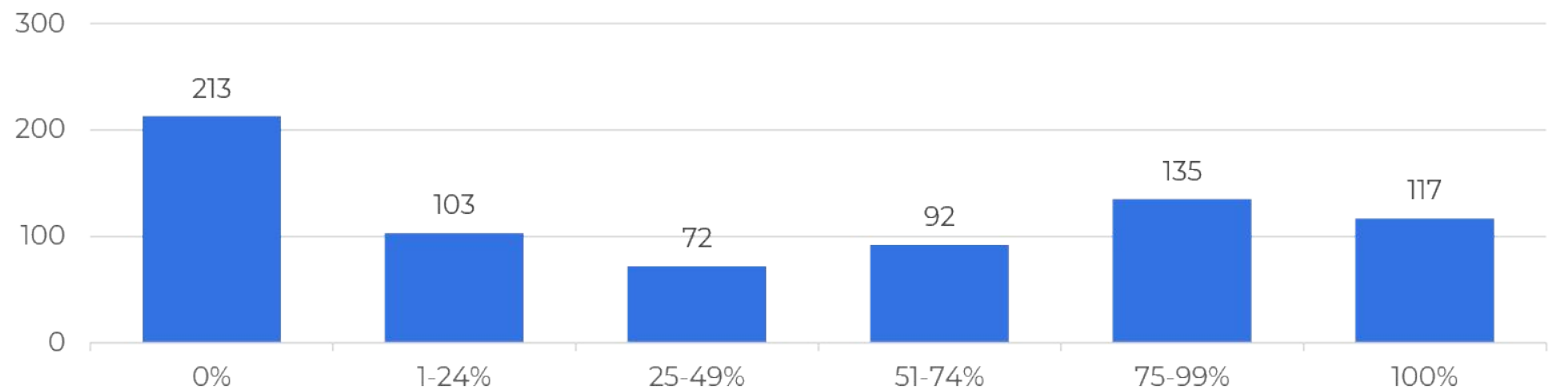
47% of respondents are no-till on at least half of their land

16% of respondents never till their land

41% of respondents do not plant any cover crops

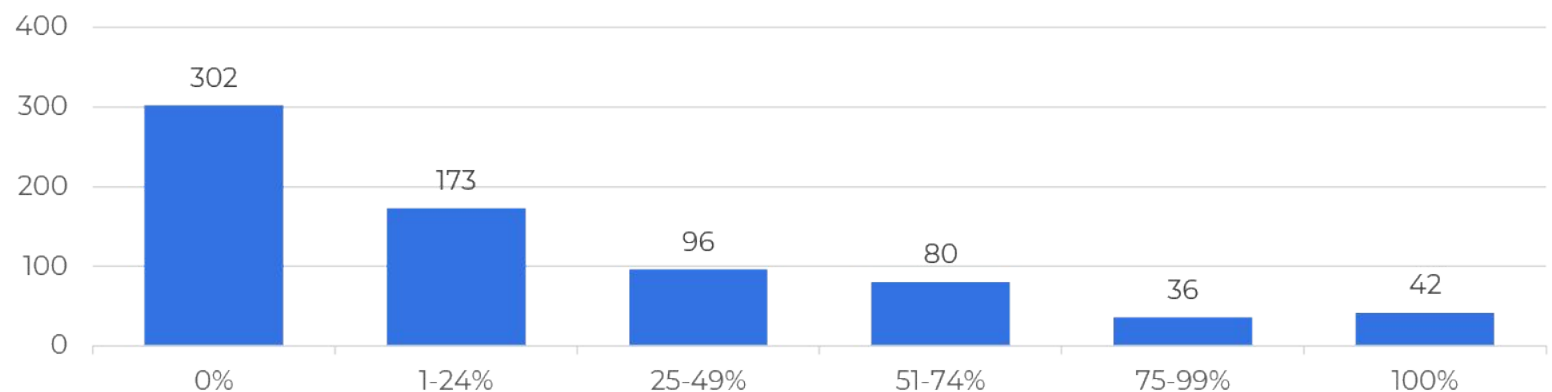
22% of respondents plant cover crops on at least half of their land

What percent of your acres never get tilled?



N = 732

What percent of your acres get cover crops planted on them?



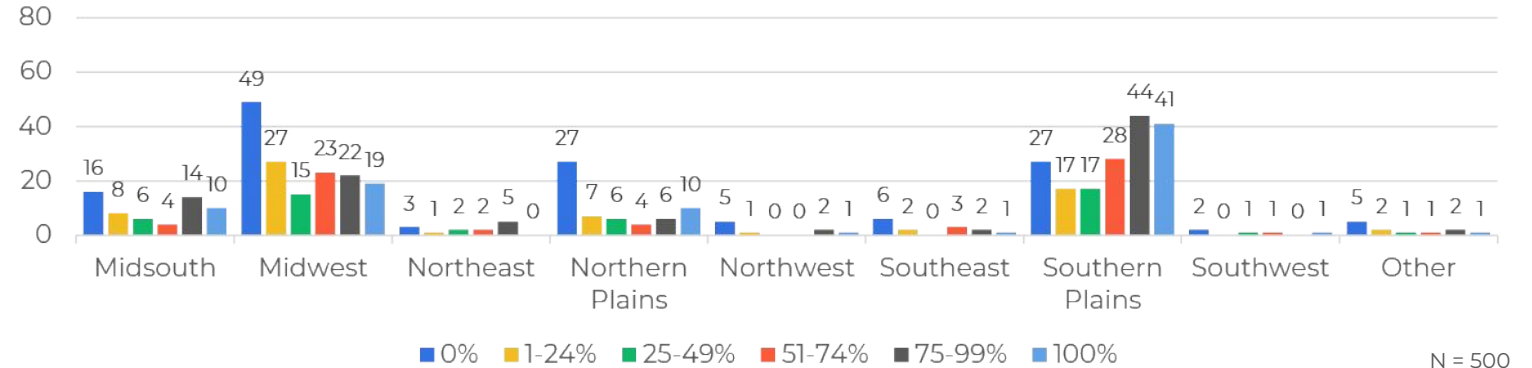
N = 729

Practice Across Acreage by Region

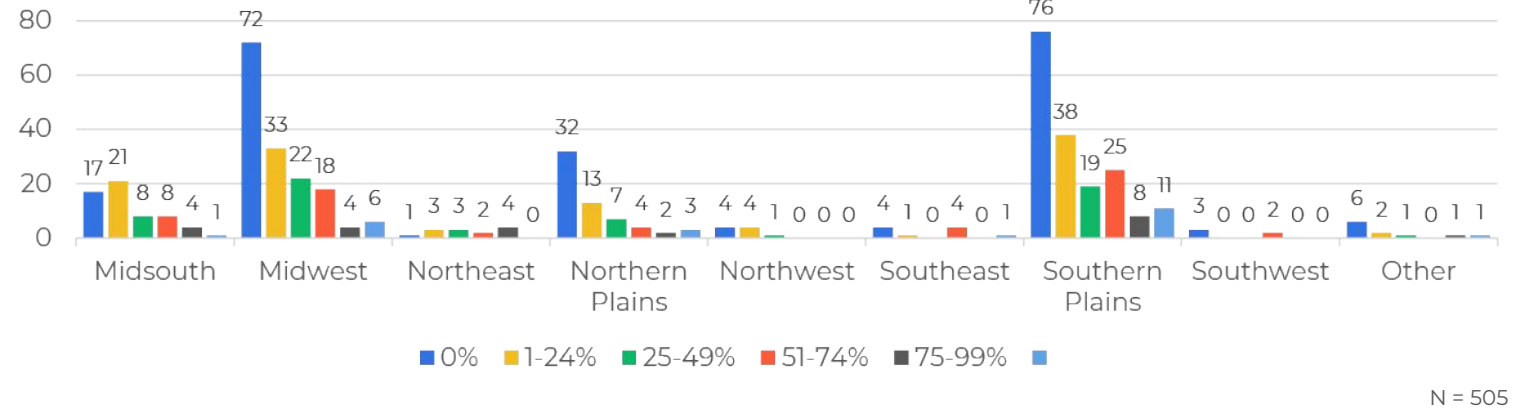
Reduced tillage practices are most prevalent in the Midwest and Southern Plains whereas the Northern Plains practice more tillage

The Midwest, Northern Plains, and Southern Plains all have similar distributions of cover crop acreage (a large part seeing no cover crops) whereas the Midsouth is seeing a rise in cover crop programs for a quarter of respondent's acres surveyed

What percent of your acres never get tilled?



What percent of your acres get cover crops planted on them?

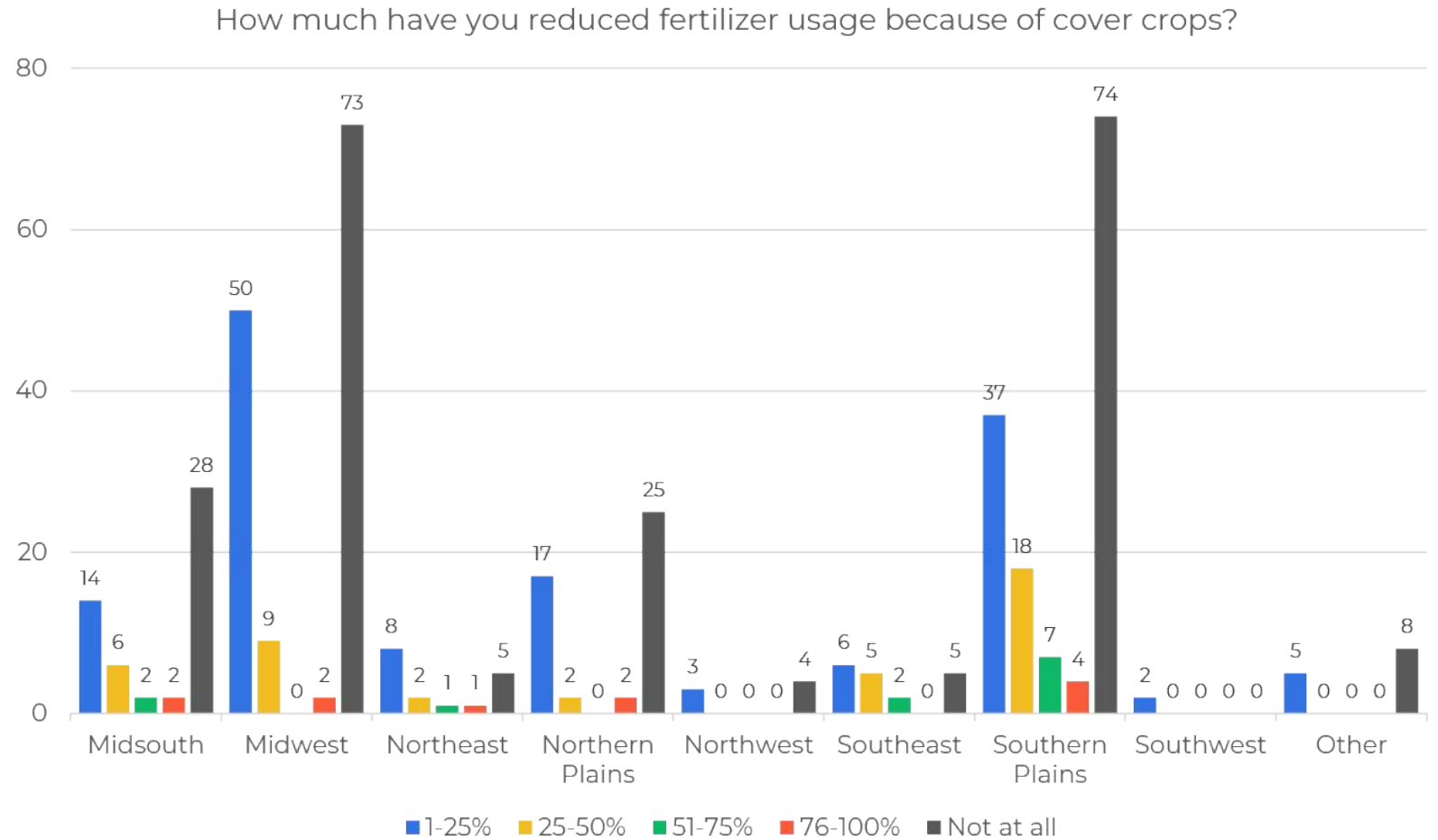


*Regional composition information can be found on page 16

Fertilizer Usage by Region

In most regions there is at least some utilization of cover crops to offset fertilizer usage

Around 50% of the Midsouth, Midwest, Northern Plains, and Southern Plains have used cover crops to reduce fertilizer usage



*Regional composition information can be found on page 16

N = 429

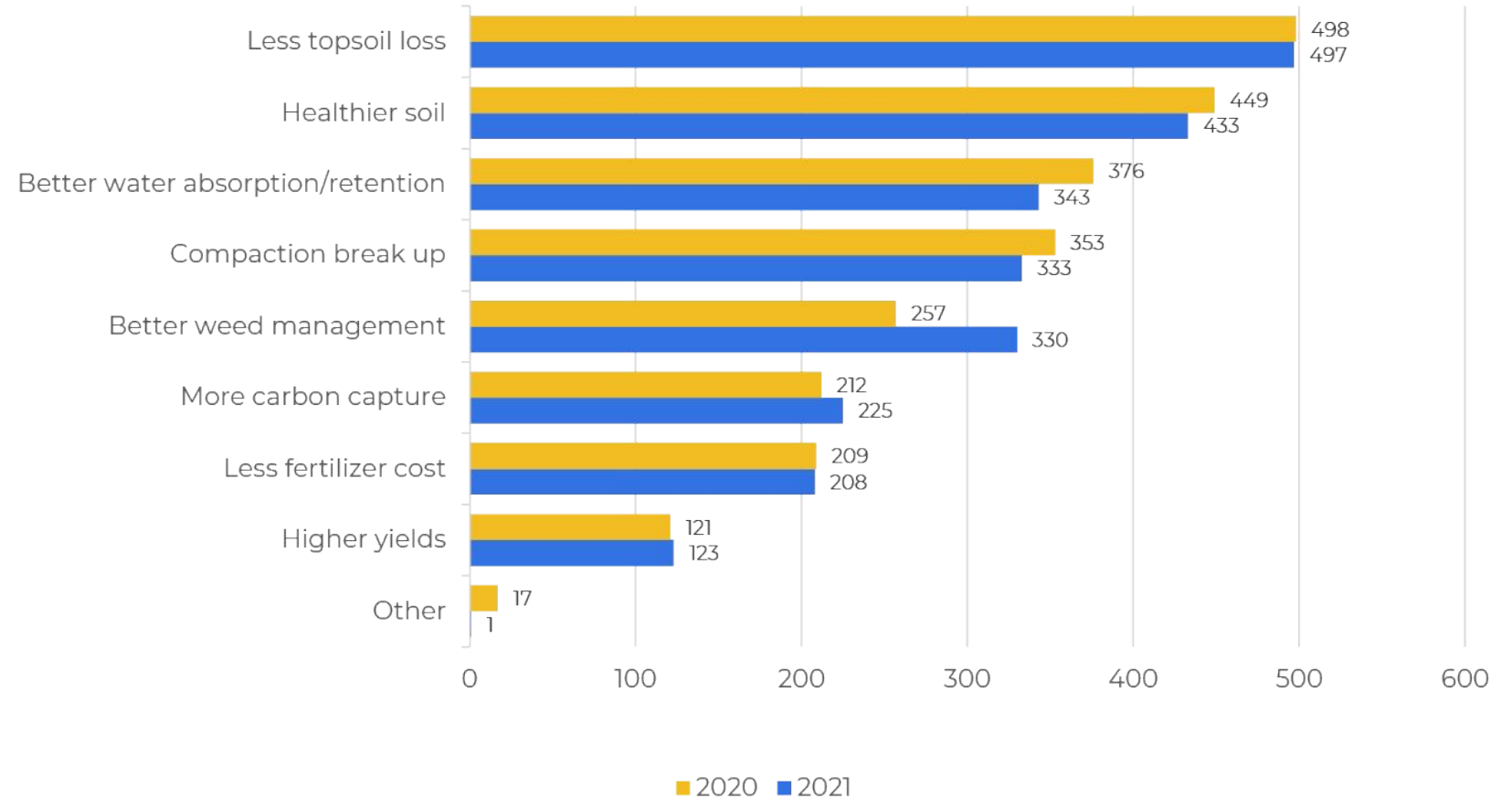


No-Till: Benefits

“Less fuel cost”, “less topsoil loss”, and “less labor” are the most prominent benefits farmers see from using no-till

A higher proportion of respondents noted **“better weed management”** as a benefit in 2021

What do you think are some of the benefits farmers get from no-till?

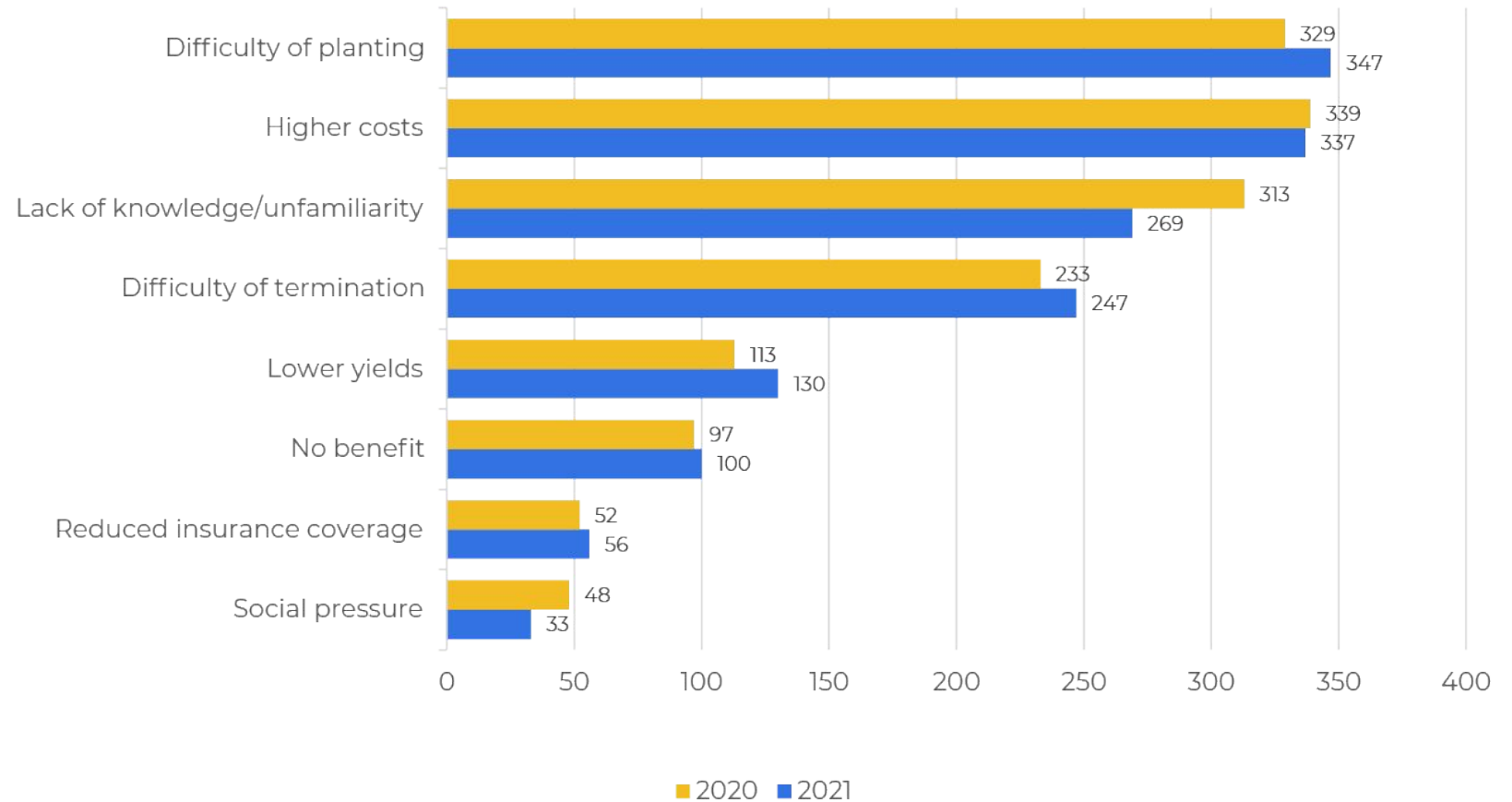


No-Till: Challenges

High cost, lack of knowledge, and the level of difficulty are the main roadblocks stopping farmers from using no-till

Social pressure remains the least important reason against no-till

What are some of the top reasons not to use no-till?

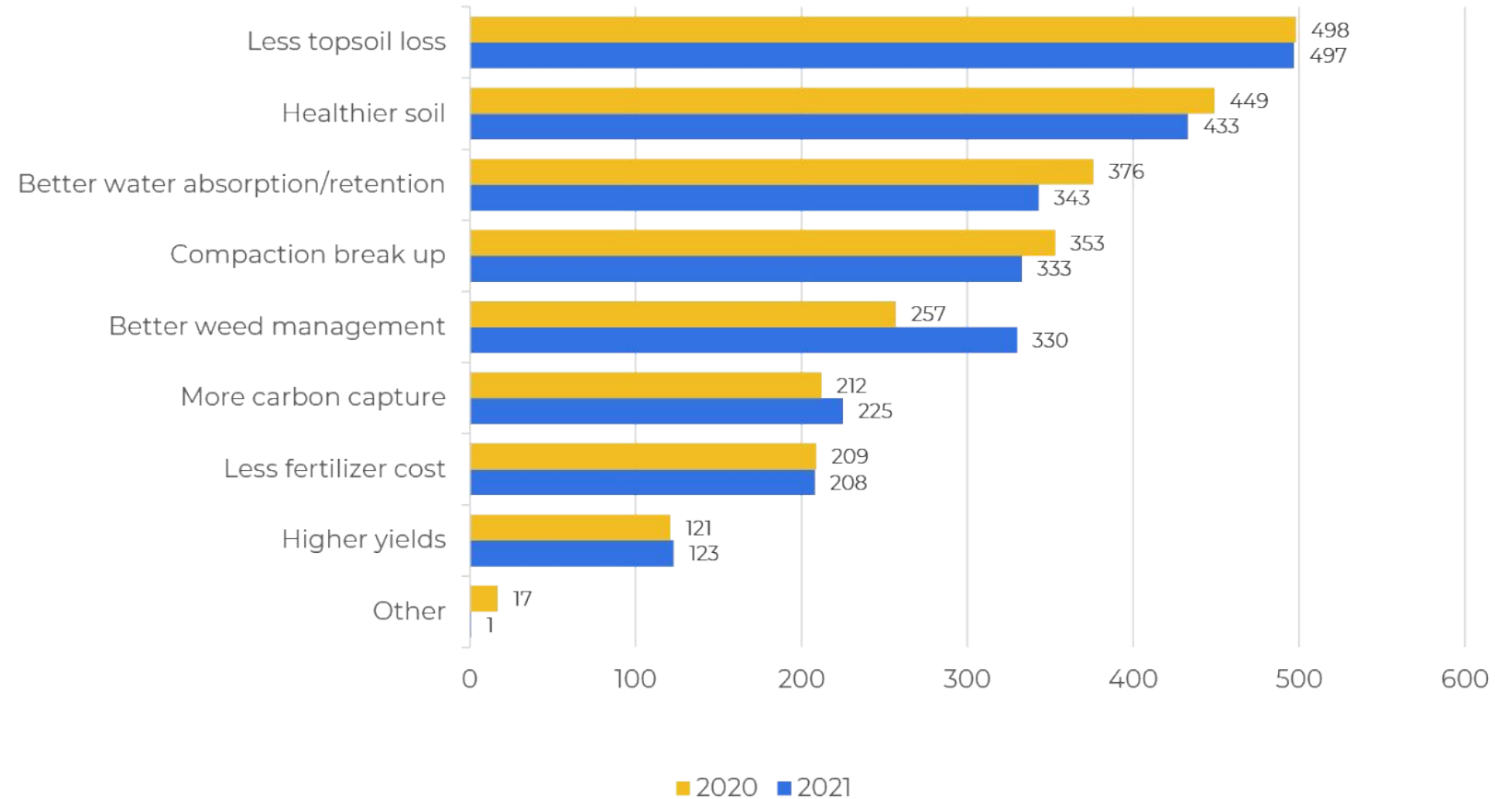


Cover Crops: Benefits

“Less topsoil loss” and **“healthier soil”** are the most prominent benefits farmers see from using cover crops

Only a small portion of farmers expect higher yields when using cover crops

What do you think are some of the benefits farmers get from cover crops?

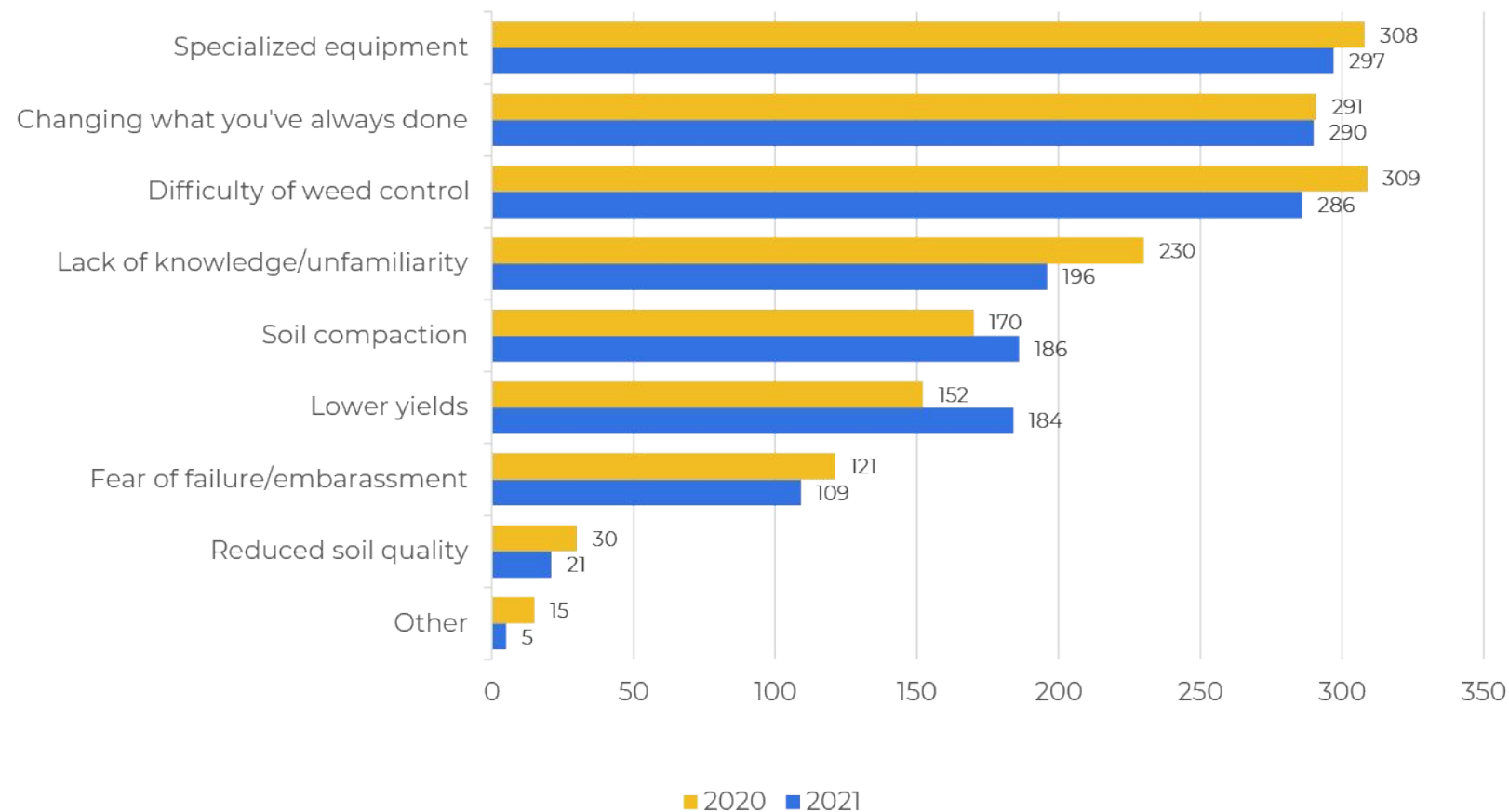


Cover Crops: Challenges

The main challenges to adopting cover crops are the need for **specialized equipment**, having a **hard time controlling weeds**, and having to **change the way** they've always farmed

Few farmers expected reduced soil quality when adopting cover crops

What are some of the challenges to adopting cover crops?



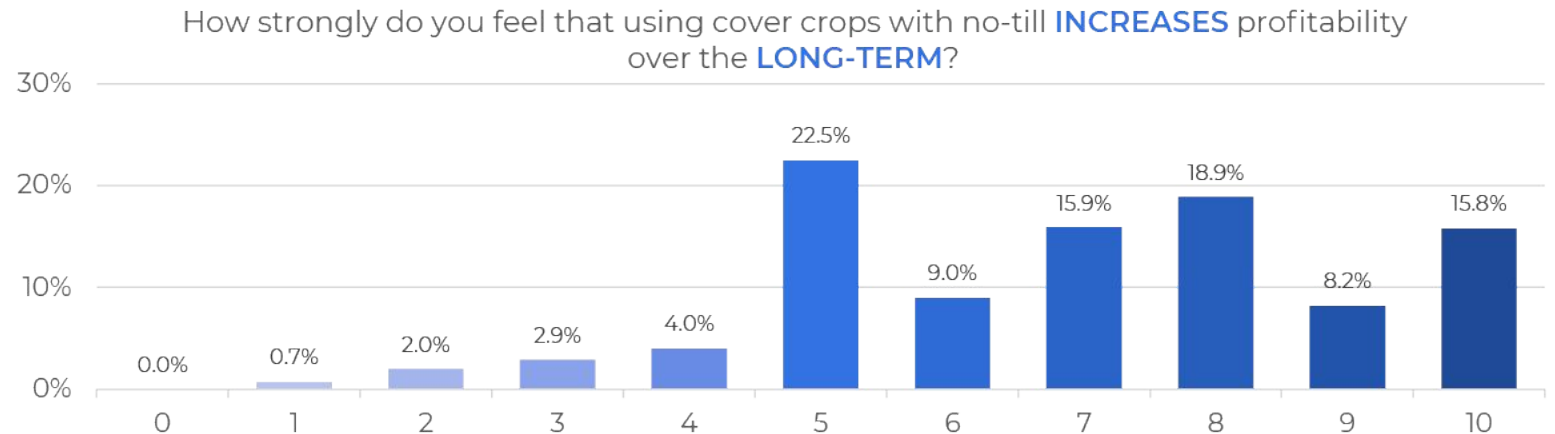
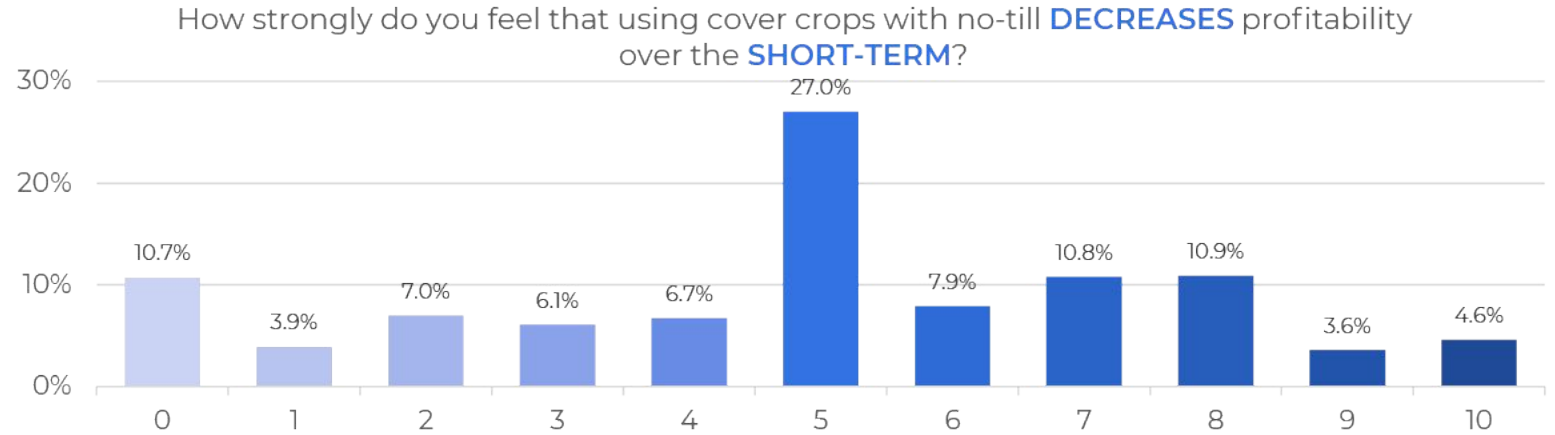
Cover Crops and No-Till

2/3 of growers think it is important to use both cover crops AND no-till in order to get the maximum benefits

Only 28% report using both

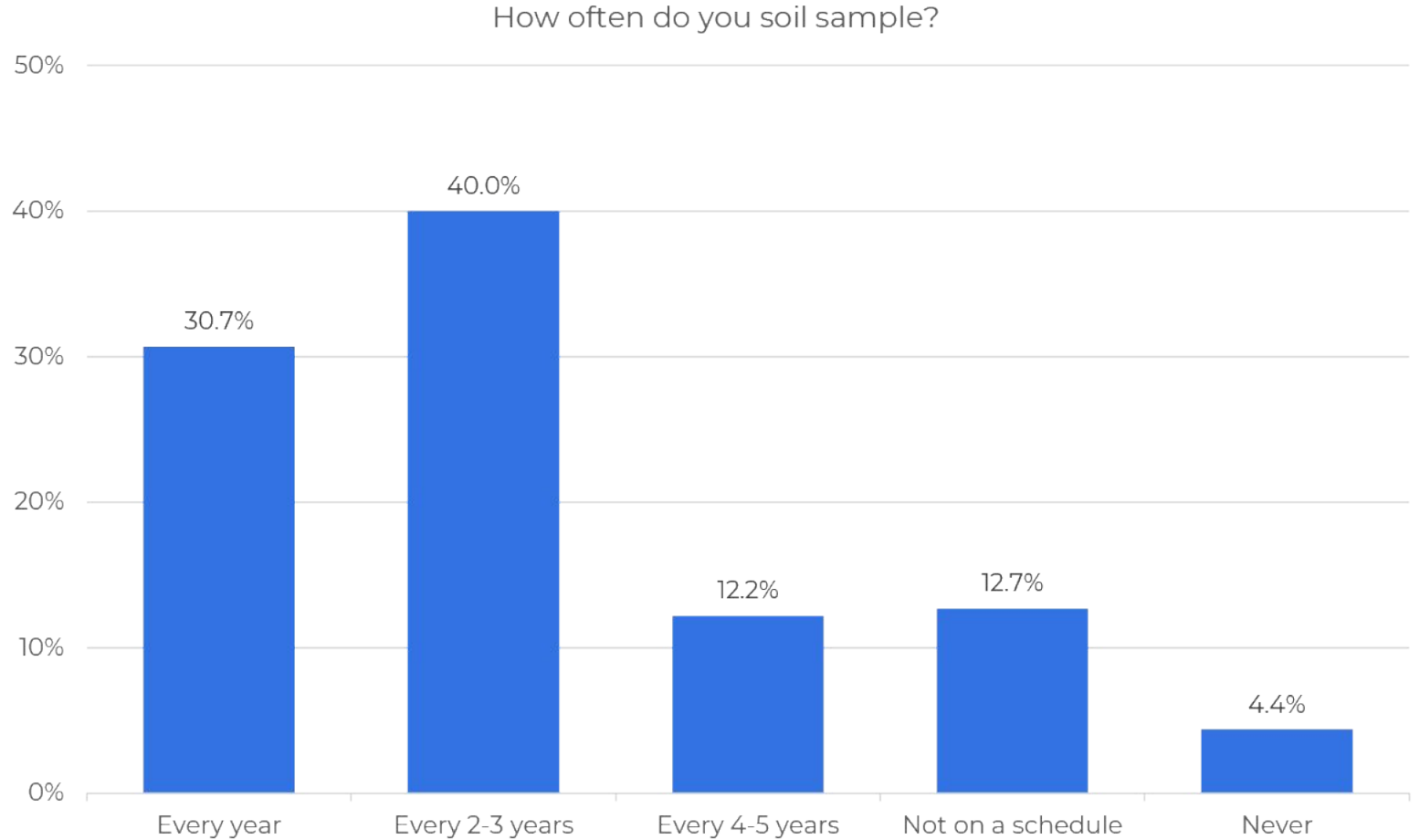
Growers are unsure if utilizing both strategies will decrease profitability in the short term (Average response of 4.2)

They are much more confident, however, that those strategies will increase profitability in the long term (Average response of 5.4)



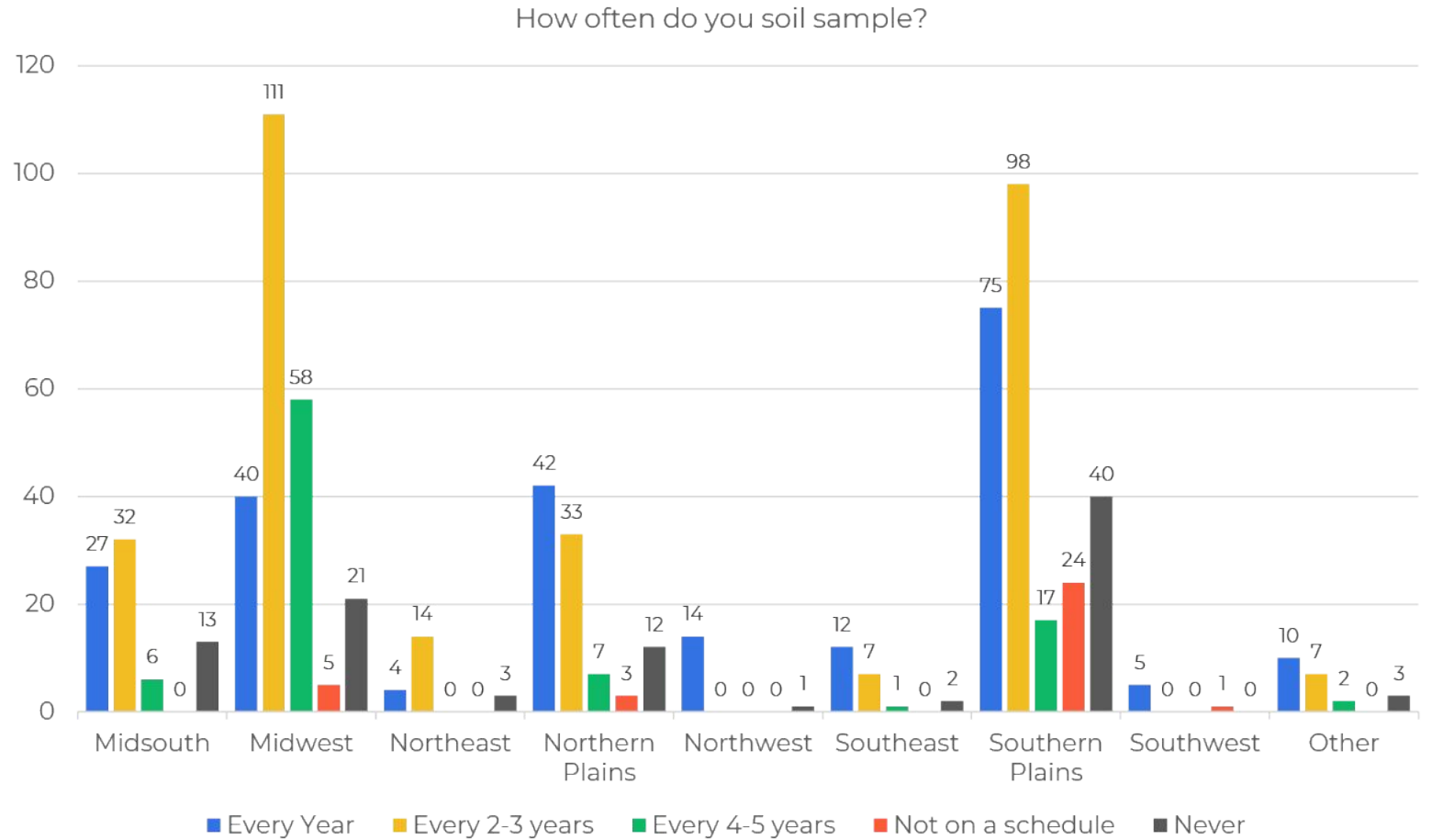
Soil Sampling

82.9% of respondents soil sample at least every 4-5 years



Soil Sampling by Region

Most respondents in almost all regions soil sample at least every 2-3 years



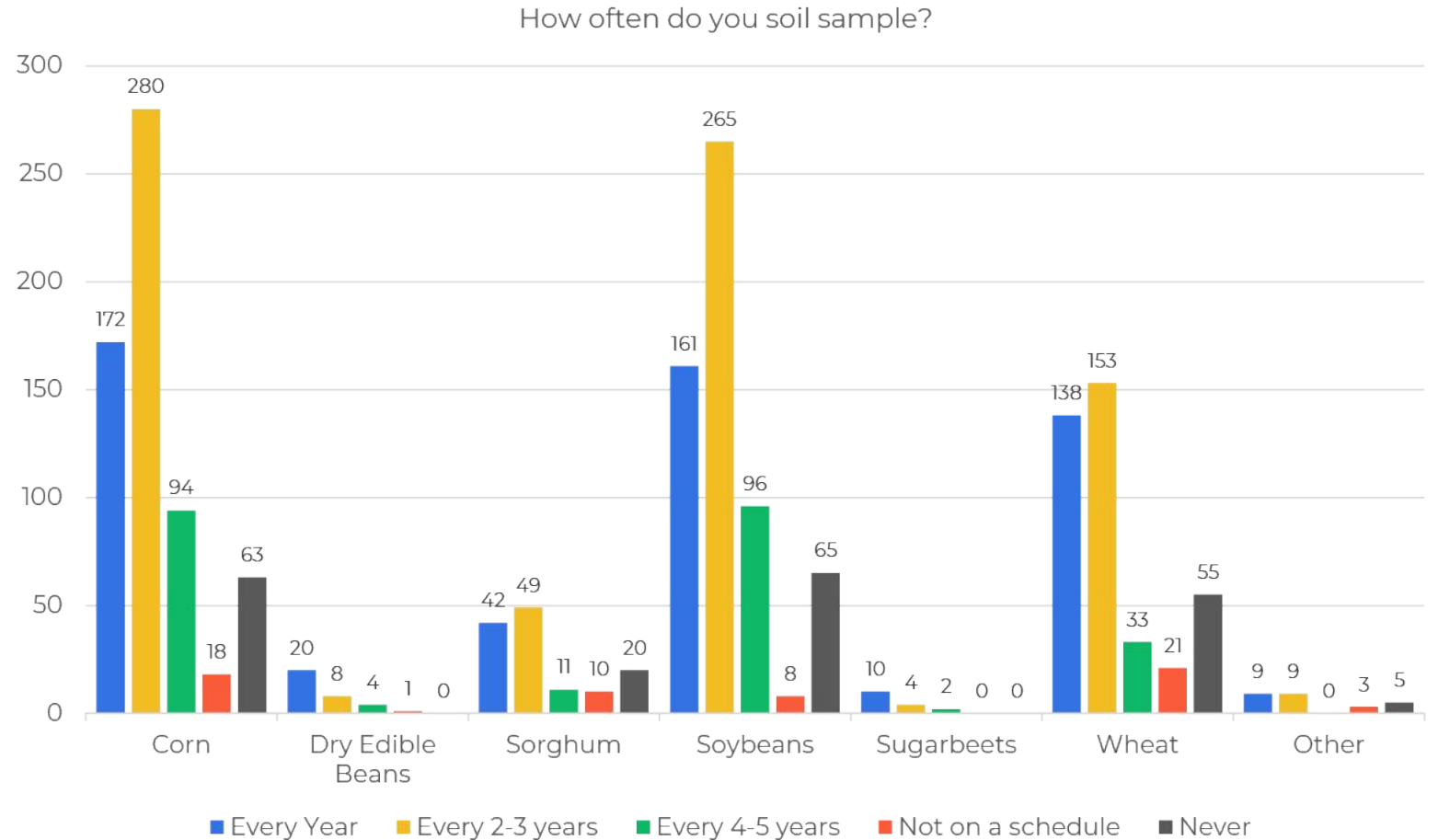
*Regional composition information can be found on page 16

N = 747

Soil Sampling by Crop Type

Those who farm **corn, sorghum, soybeans, and wheat** are most likely to soil sample every 2-3 years

Many farmers soil sample every year



N = 429

Regenerative Farming

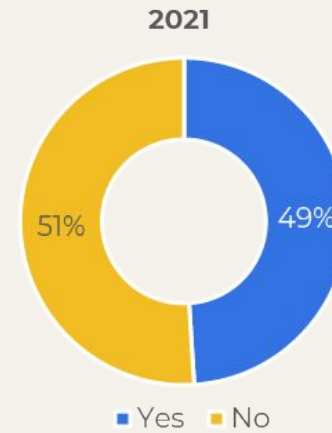
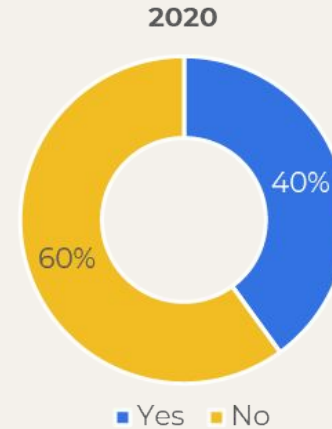
“Regenerative farming” refers to practices like no-till and cover crops

49% of growers have heard of regenerative farming

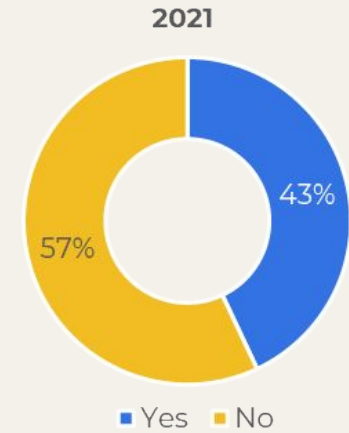
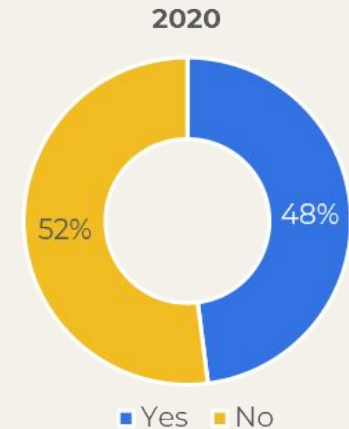
In **2021** more respondents had heard of regenerative farming than in 2020

Despite the increase in awareness in 2021, there was a lower rate of practice among those who knew about it

Have you heard of regenerative farming?



Do you practice regenerative farming?



Carbon Credit Programs

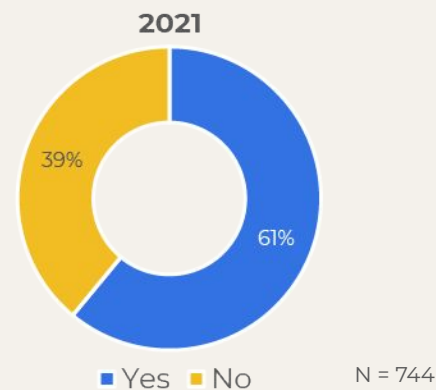
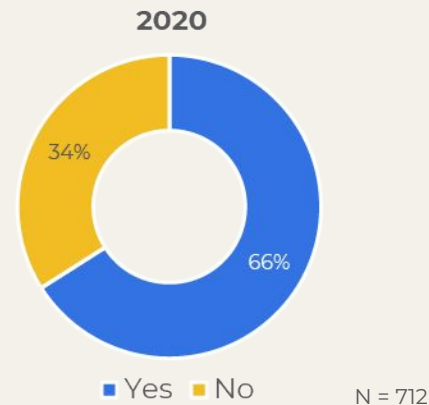
Aligned with last year, >60% of growers are interested in participating in a carbon credit program that helps them get paid for soil improvement.

- Older growers were less interested than their younger counterparts

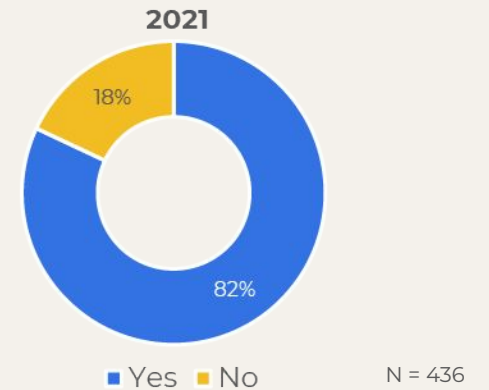
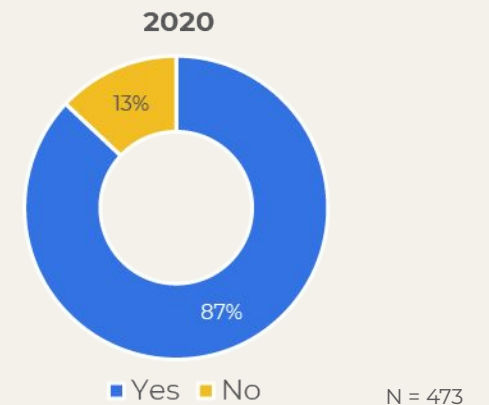
The overwhelming majority are willing to change farming practices in order to participate

- Again, older growers are less likely to be willing to change

Would you be interested in participating in a carbon credit program that helps you get paid for the soil carbon improvement?



Would you be willing to change farming practices to participate in a carbon credit program?



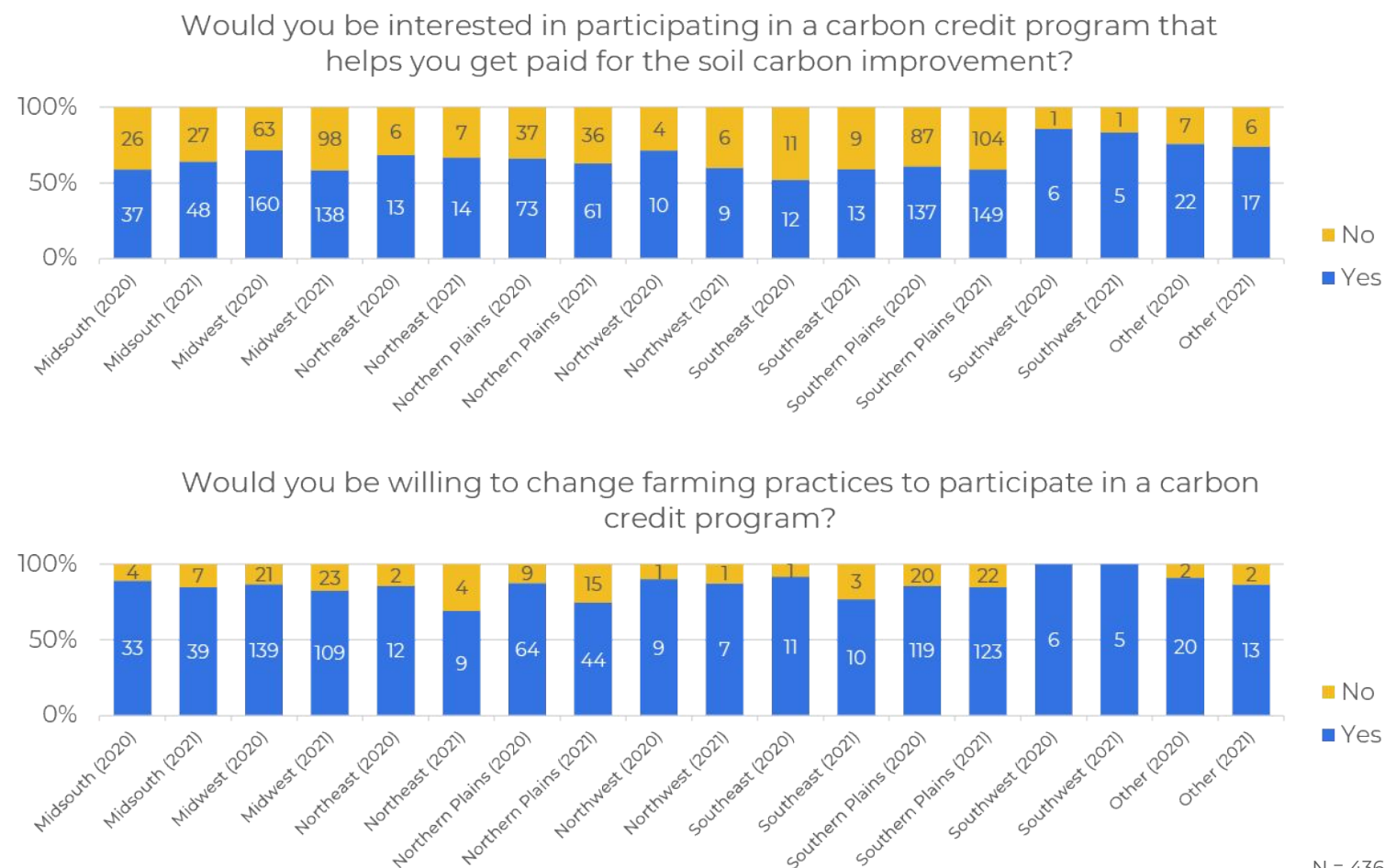
Carbon Credit Programs by Region

At least half of all participants in all regions would be interested in participating in a carbon credit program

Willingness to participate in a carbon credit program decreased from 2020 to 2021 in 7 of the 9 regions

Nearly all regions saw a decreased willingness to change farming practices from 2020 to 2021

- Participants from the Southwest region remained 100% willing for both years



*Regional composition information can be found on page 16

Willingness to Change Practices

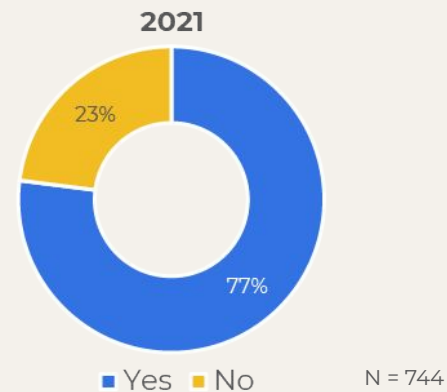
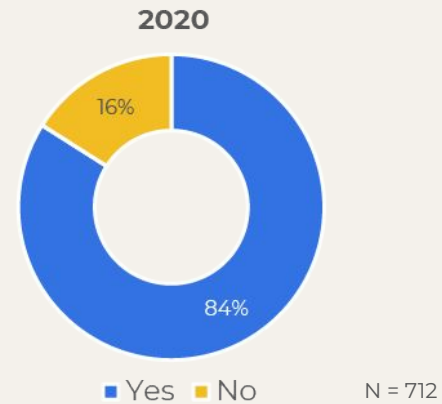
Of the **92%** of growers who are happy with the way they currently farm:

77% say they would be willing to change the way they farm if it would have a positive impact on the environment (7% less than last year)

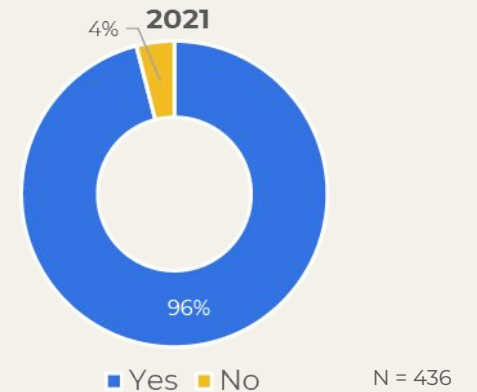
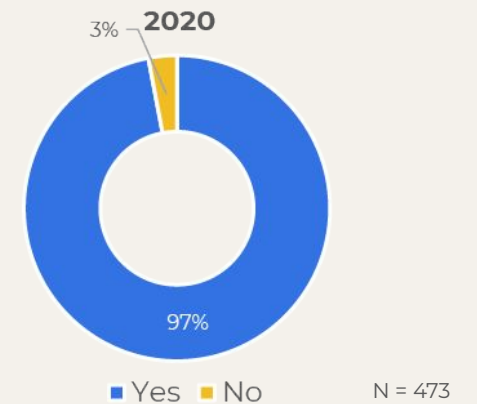
96% of them say they would change if they believed it would be more profitable (1% less than 2020)

6% were not willing to change the way they farm in either case (2% more than last year)

Would you ever consider making major changes to your production practices if you believed it would be **better for the environment**?



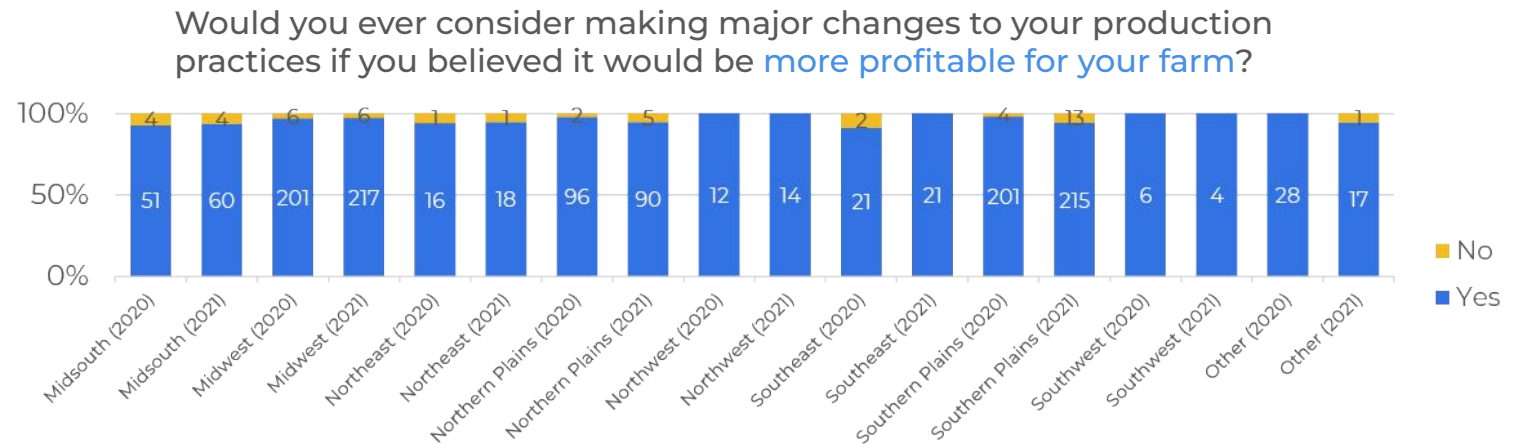
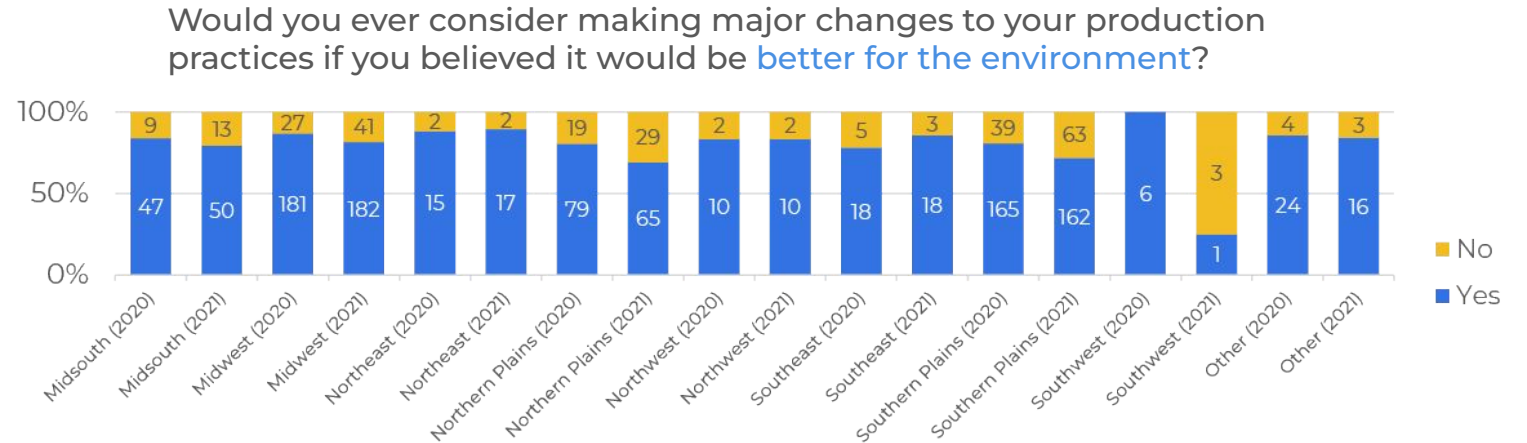
Would you ever consider making major changes to your production practices if you believed it would be **more profitable for your farm**?



Willingness to Change Practices by Region

Nearly all respondents in all regions said they would change their production practices if it made their farm more profitable

100% of respondents in the Northwest said they would make changes to make their farm more profitable



*Regional composition information can be found on page 16

Payments and Finances



Payment Preferences

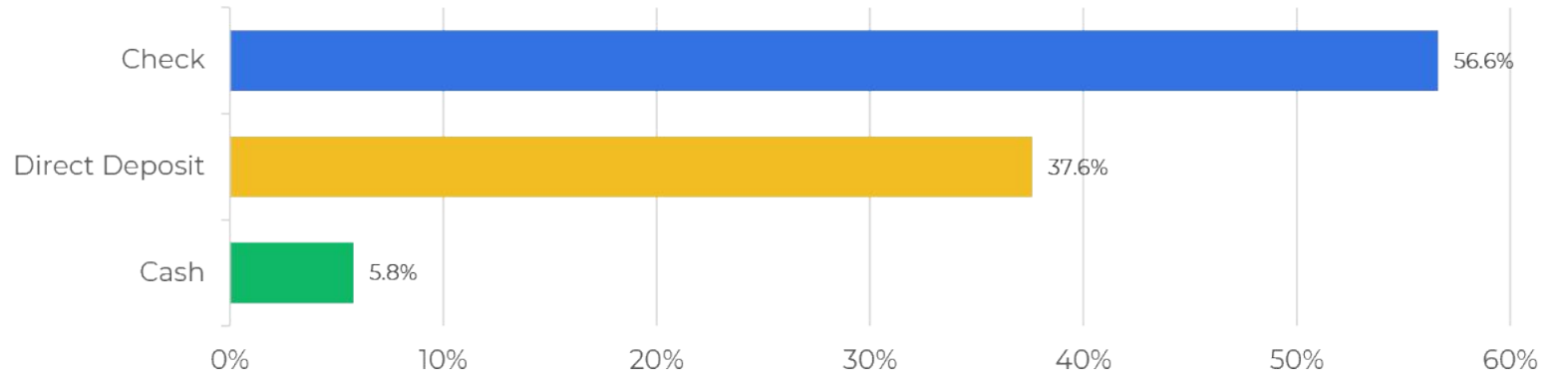
70% of growers prefer to pay bills by check

57% prefer to receive payment by check

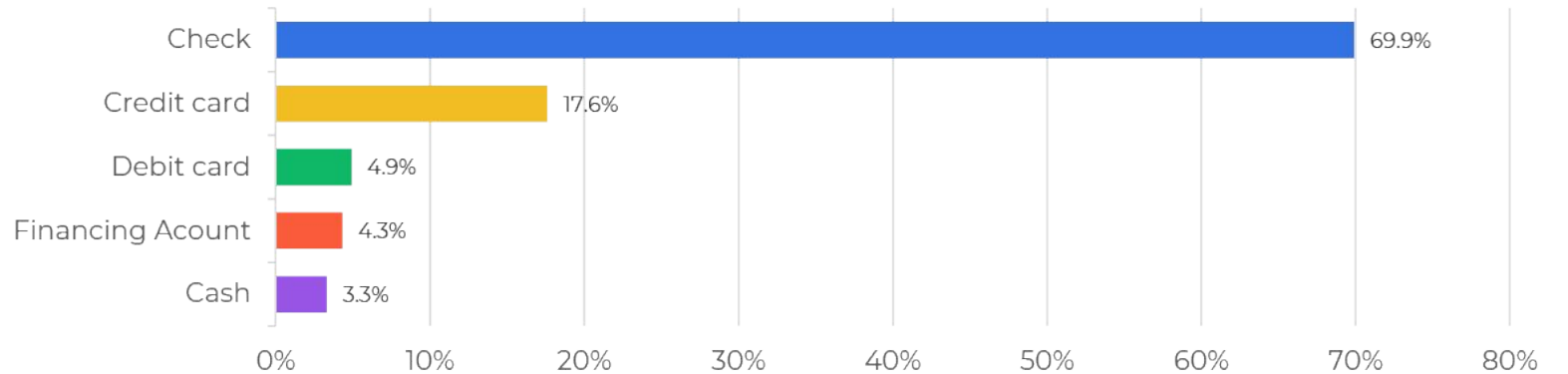
26.8% Prefer paying farm-related bills with credit cards, debit cards or financing accounts

Respondents tend to prefer to both pay bills and receive payments using the same method

What is your preferred method to receive payments?



How do you prefer to pay bills?

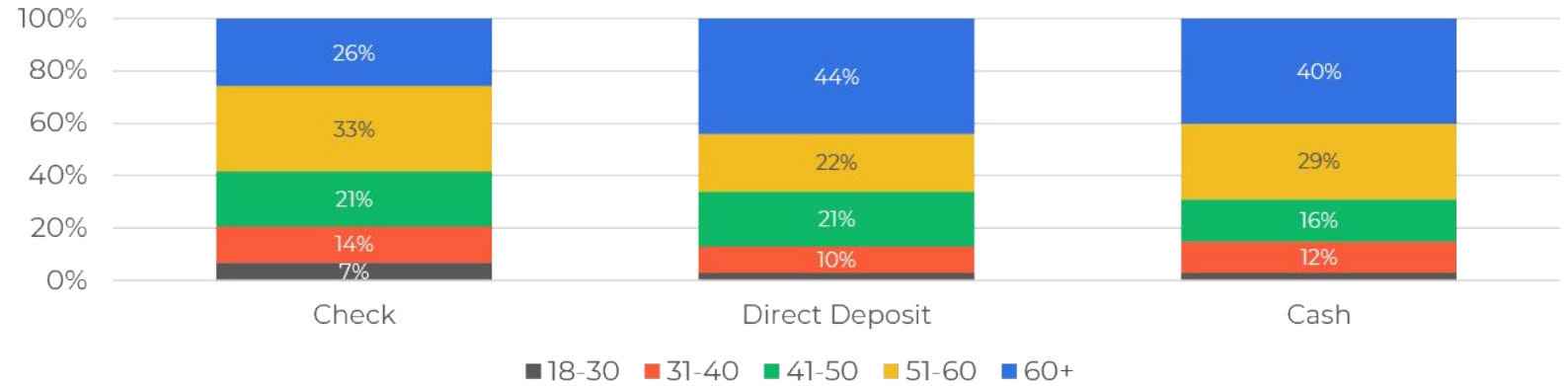


Payment Preferences by Age

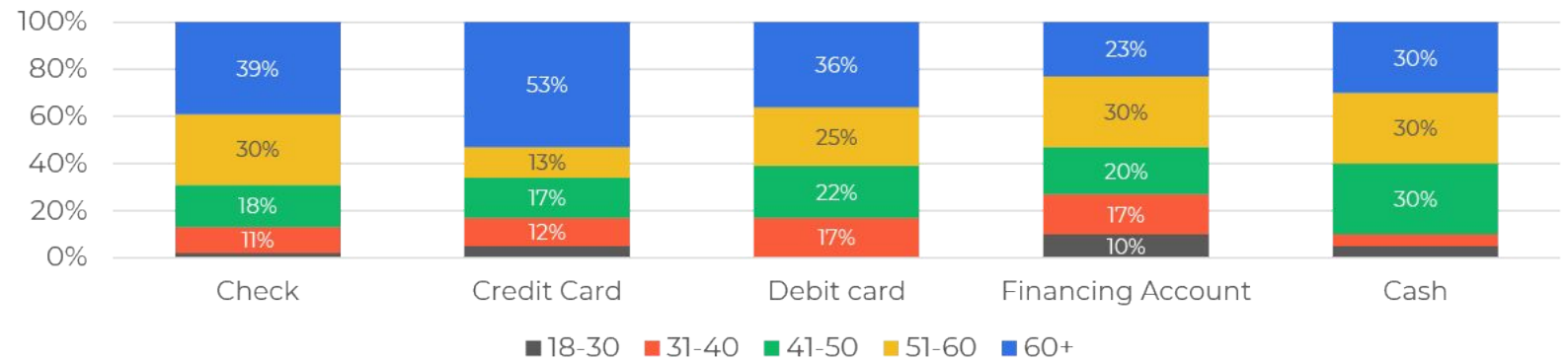
Being paid in cash is most preferred by younger farmers

Respondents < age 41 were more likely to prefer using a financing account to pay bills

What is your preferred method to receive payments?



How do you prefer to pay bills?



Technology



Farm Management Technology

71% of respondents use FarmLogs

Up 8% since 2020

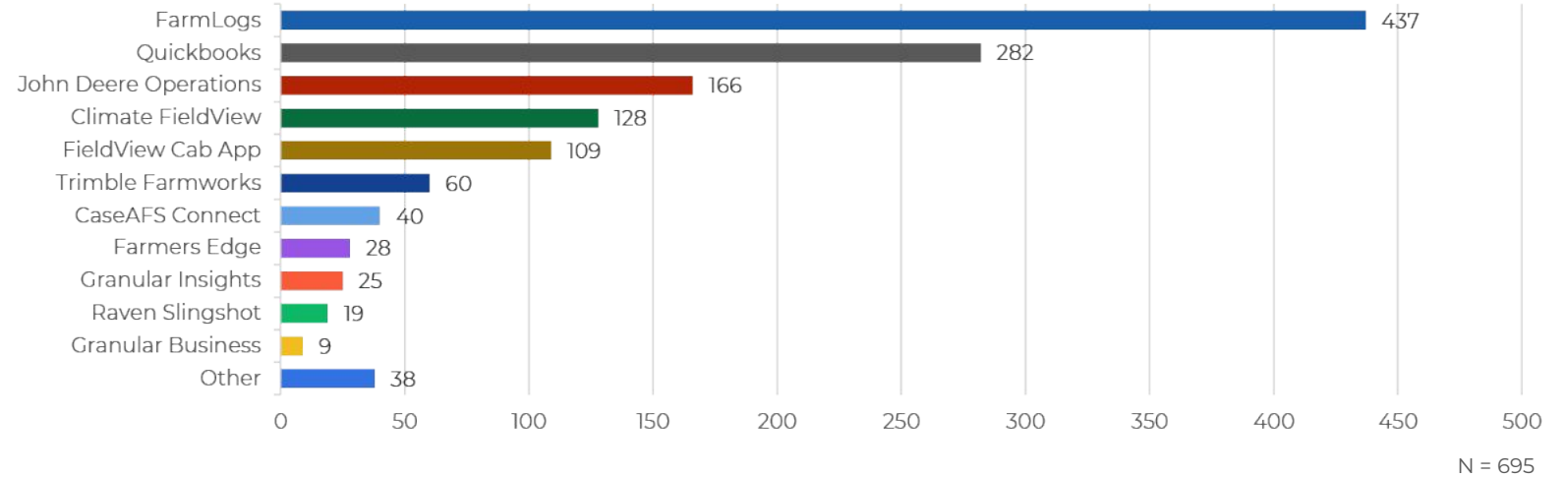
Other prominent technologies used:

- Quickbooks at 41% (Same as 2020)
- John Deere Operations Center at 26% (+2% since 2020)

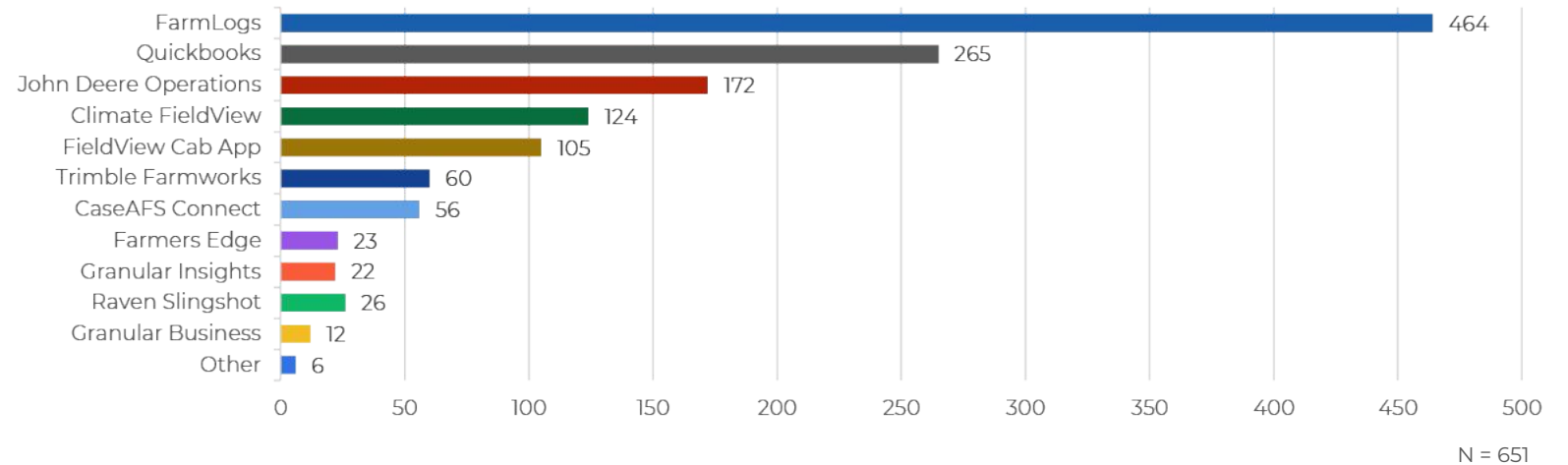
59% of respondents use a combination of technologies as part of their farm's "tech stack"

5% more since 2020

2020



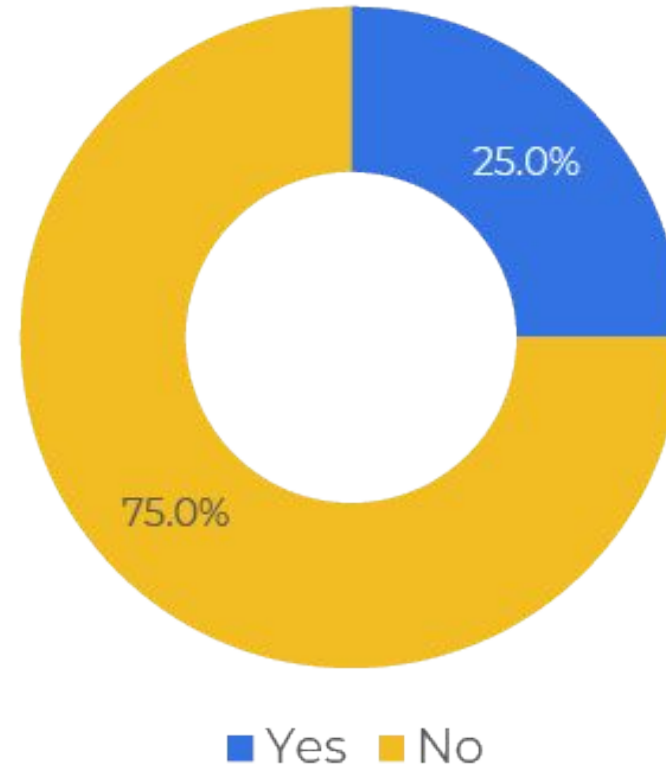
2021



Future Outlook

Do you want to sell your crops in an app?*

25% of growers are ready to sell their crops through an app



* Question not asked in 2020

Farming as a Relationship-Driven Industry

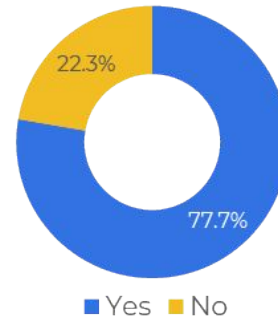
77% consider farming to be a “relationship driven industry”

More young farmers view farming as relationship driven, and that belief has grown even more prevalent since last year

Rather than acting as a barrier to developing relationships, technology seems to facilitate relationships, especially for younger generations

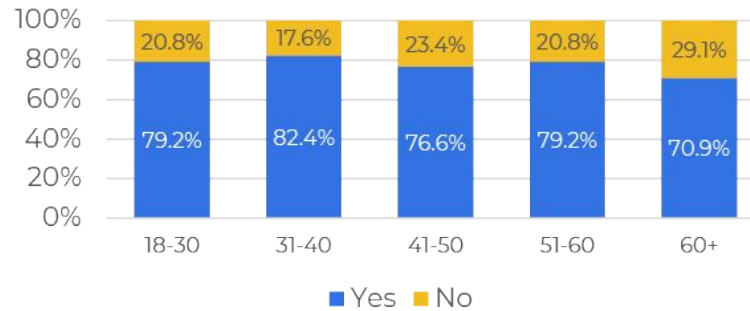
Is farming a “relationship driven” industry for your generation?

2020

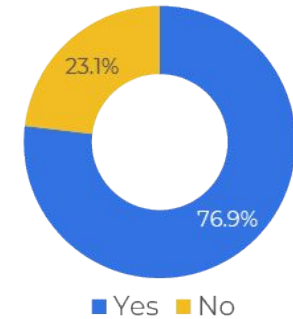


■ Yes ■ No

By Age Group

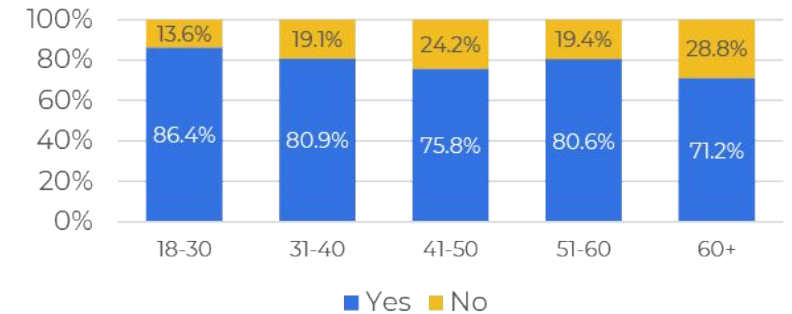


2021



■ Yes ■ No

By Age Group



Farm Changes

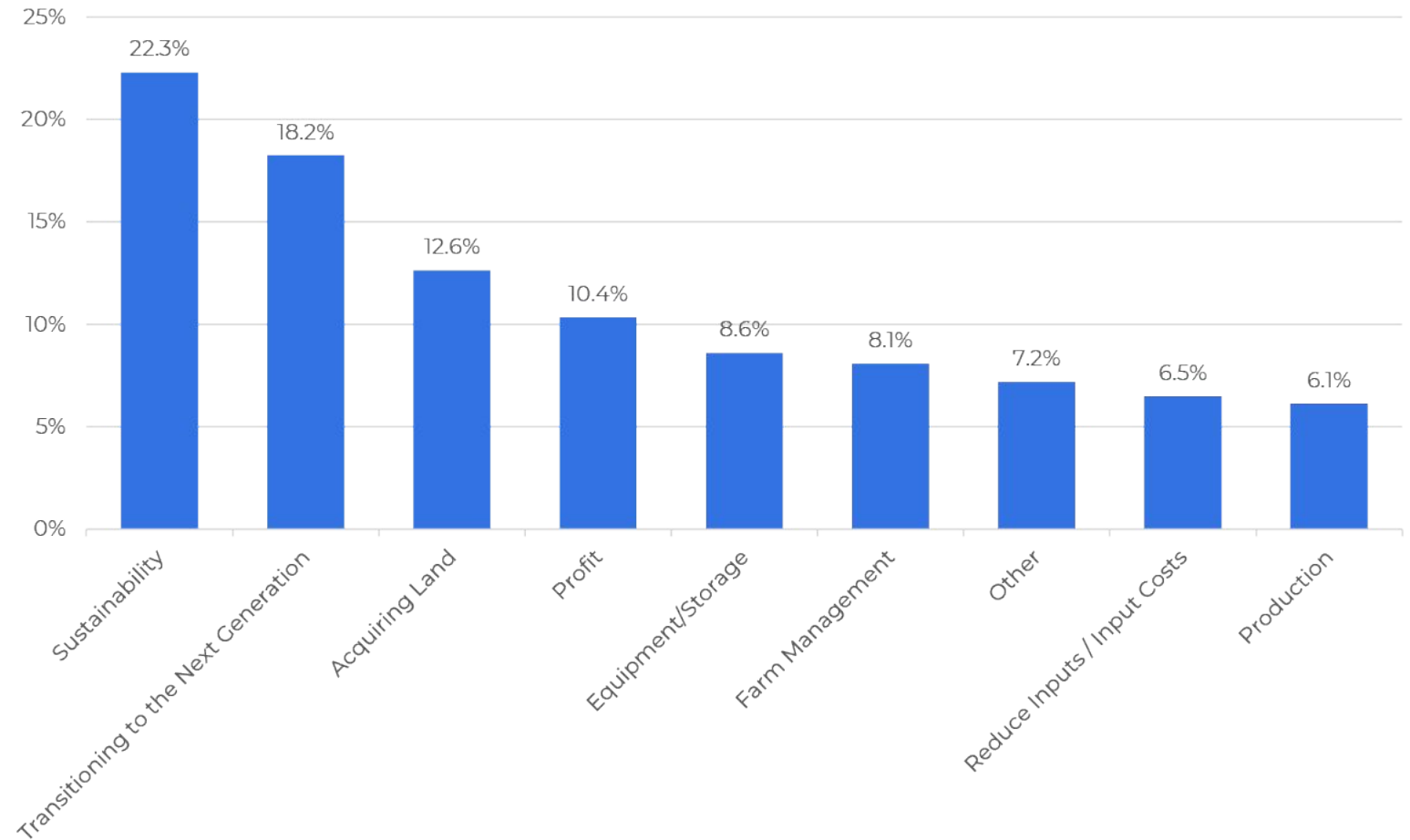


Changes to the Farm

22% of growers stated increasing sustainability as the biggest change they are looking to make on their farm

18% said they are looking to retire and transition ownership of their land to the next generation

What is the biggest change you are looking to make on your farm?



N = 571, open ended

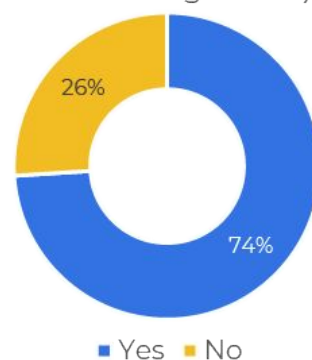
The Next Generation

Nearly $\frac{3}{4}$ of farmers intend to **transition their farm** to the next generation upon retiring – same as last year

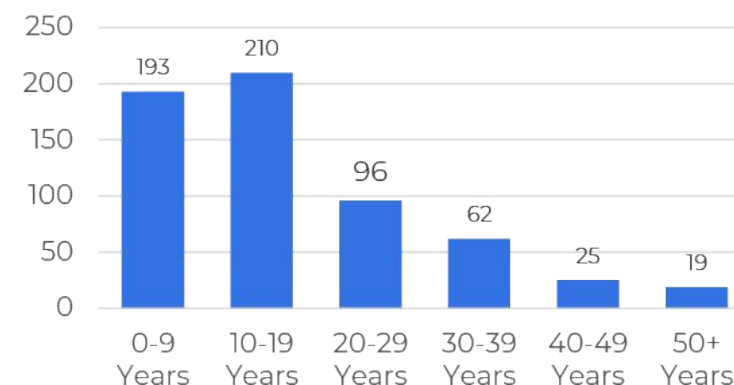
Nearly $\frac{1}{3}$ of owners/operators plan to **retire** within 10 years

Among those who do not plan to transition to the next generation, more than **63% intend to rent out their land** when they are done farming. Another **28% aim to sell their land**, and **6% say they will put their land into conservation**

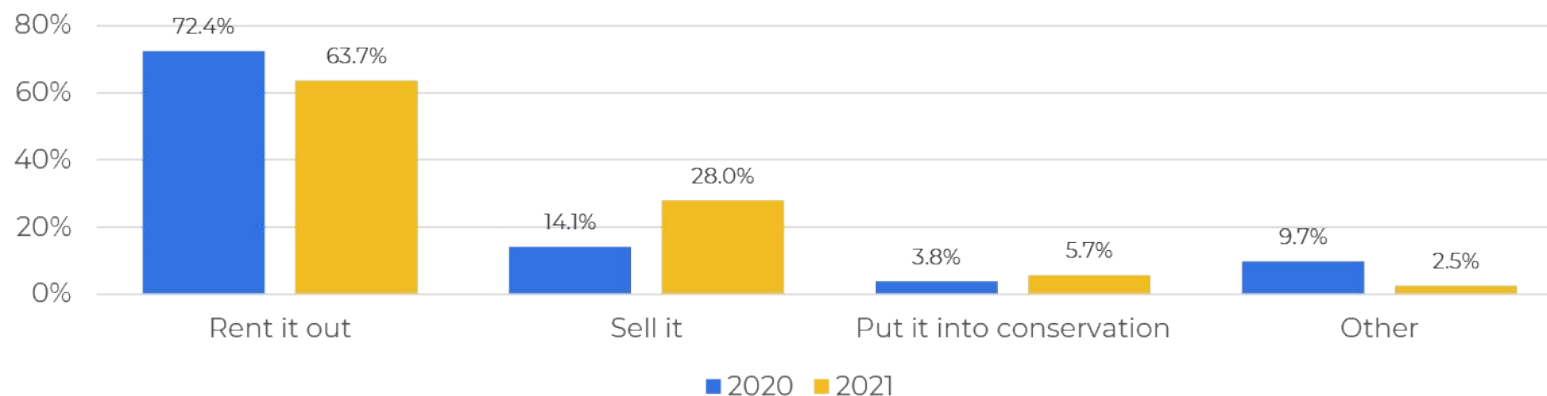
Will your farm be transitioned to a younger generation in your family (for active management)?



Planned Years Until Retirement - Farm Owners/Operators



What do you plan to do with the land you own when you stop farming?



FARMERS
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Thank You

Thanks for reading, and thank you to all the farmers who took our survey to help create this report! You can learn more about who we are and the farm management software we build at FarmLogs.com.

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