Appendix E: Financing and Incentives Subcommittee Meeting Materials

Attachment 1

Members List

FINANCING AND INCENTIVES
Brittany Bartak
Jesse Bradley
Devin Brundage
Jessica Groskopf
Brandon Hunnicutt
Scott Schaneman

Attachment 2

Meeting Schedule

DATE	***LOCATION***
July 21, 2025	Kearney
August 22, 2025	Gothenburg
September 24, 2025	Kearney
October 23, 2025	Virtual
November 13, 2025	Kearney
December 16, 2025	Norfolk

Attachment 3

Presentation Materials

*The mission of the Center for Agricultural Profitability is to **support informed decision-making in agriculture** through applied research and education.*

CENTER FOR AGRICULTURAL PROFITABILITY

Institute of Agriculture and Natural Resources

cap.unl.edu

CENTER FOR AGRICULTURAL PROFITABILITY

Institute of Agriculture and Natural Resources

Based in the Department of Agricultural Economics, CAP supports informed decision-making in agriculture through research, extension outreach, and education.

TRUSTED RESOURCES

- Land values + cash rents
- Custom rates
- Livestock budgets
- Crop budgets
- Land Link program

AG BUDGET CALCULATOR

Web-based enterprise budgeting and decision tool.

cap.unl.edu

Join our email list

WEEKLY WEBINARS

Topics related to farm and ranch management, profitability, economics and farm survival for producers and ag industry professionals.

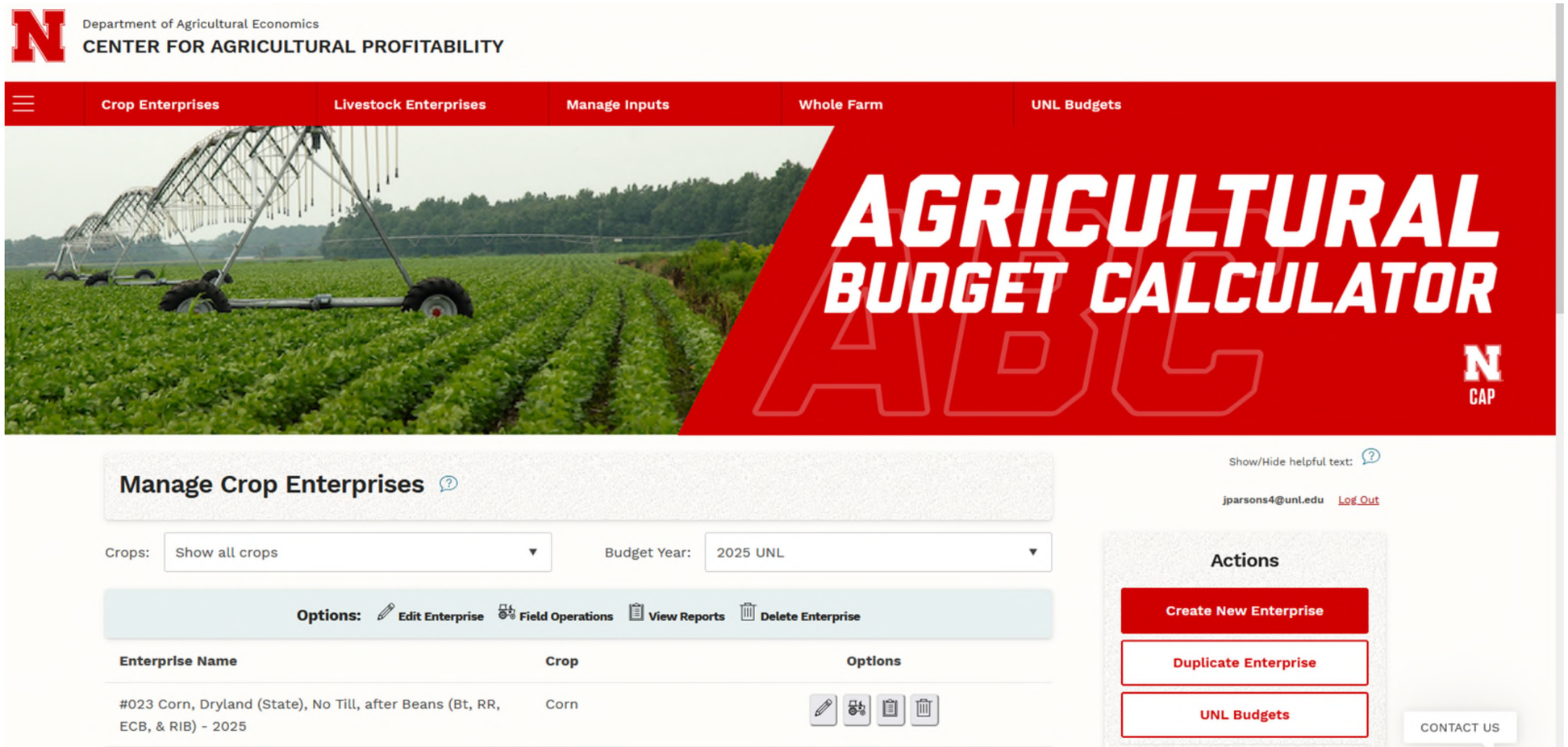
ARTICLES & PODCASTS

Fresh analysis and news to support informed decisions, published 2-3 times per week in articles and podcasts.

Phase I:
Exploring Incentive Program Participation with the Ag Budget Calculator (ABC)

- **Provide a proof-of-concept result on the feasibility of using the existing ABC online budgeting tool to provide decision-making support to Nebraska corn producers considering enrollment in one or more environmental incentive programs**

https://agbudget.unl.edu



re:generations™

Built to support farm legacies and consumer demand.

Nebraska Incentives

1. *Understand your program choices and the deadlines for each step.*

   Farmers enrolled in any other privately funded carbon or sustainability incentive program are **ineligible** for participation.

Enroll Now

First Come First Served

COVER CROP

Enroll the maximum amount you are considering planting.

Compensation	Requirements
$20/acre (new in 2023-2025)	Must provide FSA 578 and FSA subsidiary print. Cannot be enrolled in other federally funded programs like EQIP/CSP/RCPP. Plant a cover crop no later than NRCS accepted date. Must have corn, soybeans, or wheat in rotation.

Private-Sector Cover Crop Incentive Program

Adjustments to Field Operations

Add Fall Cover Crop Planting

Adjust Spring Burndown Herbicides

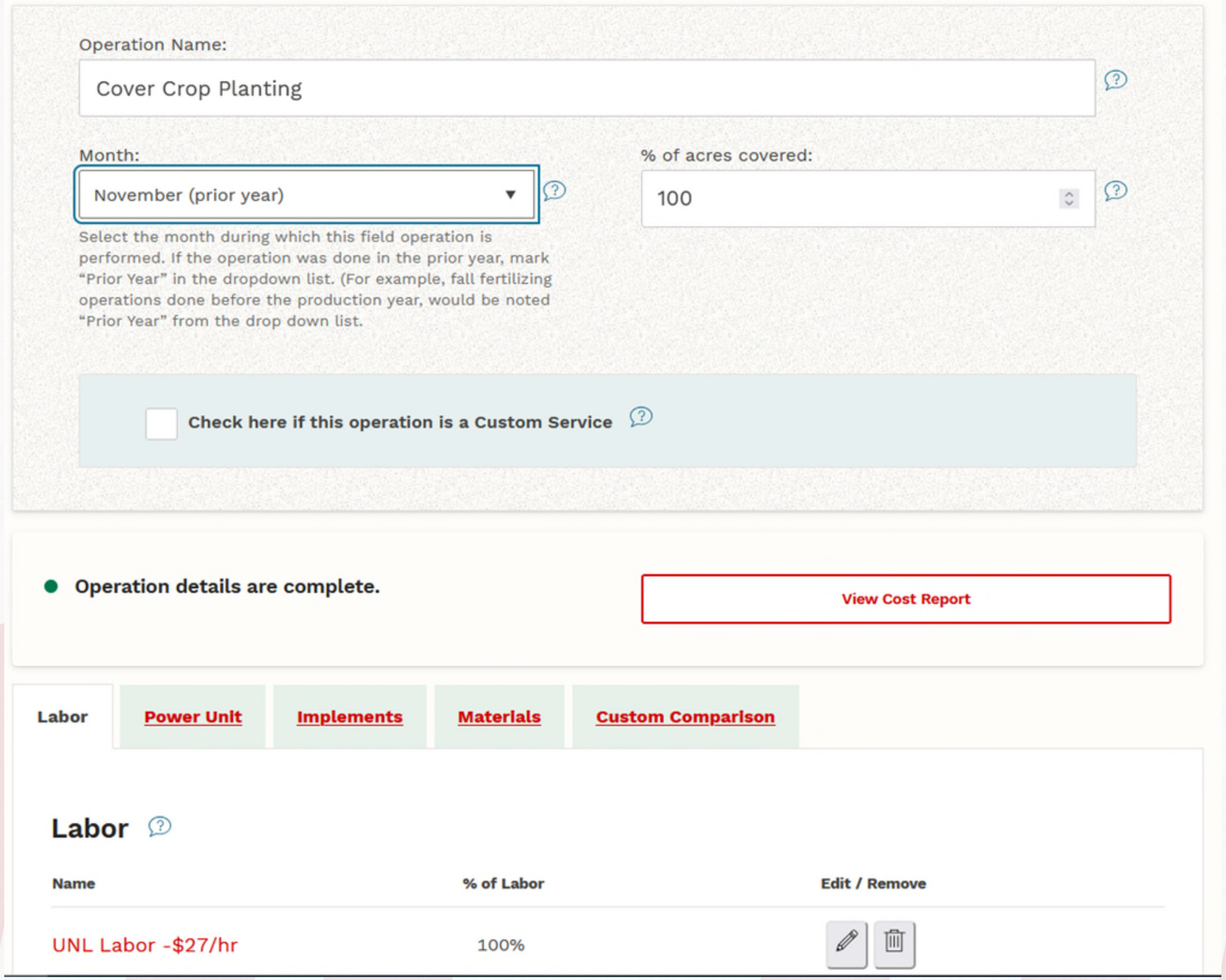
2025 UNL #023 Corn, Dryland (State), No Till, after Beans (Bt, RR, ECB, & RIB) - 2025

Total acres: 150 **Yield per acre: 145 bushels**

Field Operation Costs / Acre

Field Operation	Labor	Fuel	Repairs	Deprec.	Opp.	Total / acre
Spray Spring Burndown Herbicide	**Labor**	**Fuel**	**Repairs**	**Deprec.**	**Opp.**	**Total / acre**
UNL Medium Tractor >80 hp	0.50	0.35	0.21	0.76	0.13	
UNL Boom Sprayer			0.65	0.27	0.12	
	$0.50	**$0.35**	**$0.86**	**$1.03**	**$0.25**	**$2.98**
Spray Fertilizer	**Labor**	**Fuel**	**Repairs**	**Deprec.**	**Opp.**	**Total / acre**
UNL Medium Tractor >80 hp	0.99	0.70	0.43	1.52	0.27	
UNL Boom Sprayer			1.29	0.54	0.23	
	$0.99	**$0.70**	**$1.72**	**$2.06**	**$0.50**	**$5.96**
Plant - No Till	**Labor**	**Fuel**	**Repairs**	**Deprec.**	**Opp.**	**Total / acre**
UNL Large Tractor >150 hp	1.49	1.41	0.27	7.57	0.87	
UNL Planter - no till			10.45	1.63	1.03	
	$1.49	**$1.41**	**$10.71**	**$9.20**	**$1.90**	**$24.71**

Cover Crop Planting



Cover Crop Planting
(Includes cash and ownership costs)

Field Operation Costs / Acre

	Labor	Fuel	Repairs	Deprec.	Opp.	Total / acre
UNL Medium Tractor >80 hp	2.97	2.11	1.28	4.55	0.80	
UNL Drill - grass			0.50	1.15	0.91	
	$2.97	**$2.11**	**$1.78**	**$5.70**	**$1.71**	**$14.26**

Machine costs shown in this report do not include taxes, housing, insurance or licensing costs. 'THILM' expenses may be entered in detail for your own enterprises as cash overhead costs and summarized in 'Ownership and Overhead' costs.

Purchased Materials, Inputs, and Services

	% of acres applied	Qty applied / acre	Cost / unit	Total $ / acre
Cover Crop Seed	100	1 acre	$14.00/ acre	14.00
				$14.00

Spray Spring Burndown Herbicide

Spray Spring Burndown Herbicide
(Includes cash and ownership costs)

Field Operation Costs / Acre

	Labor	Fuel	Repairs	Deprec.	Opp.	Total / acre
UNL Medium Tractor >80 hp	0.99	0.70	0.43	1.52	0.27	
UNL Boom Sprayer			1.29	0.54	0.23	
	$0.99	**$0.70**	**$1.72**	**$2.06**	**$0.50**	**$5.96**

Machine costs shown in this report do not include taxes, housing, insurance or licensing costs. 'THILM' expenses may be entered in detail for your own enterprises as cash overhead costs and summarized in 'Ownership and Overhead' costs.

Purchased Materials, Inputs, and Services

	% of acres applied	Qty applied / acre	Cost / unit	Total $ / acre
Glyphosate 5# w/ Surfactant	100	32 ounce	$17.00/ gallon	4.25
21-0-0-24S	100	1.7 pound	$0.40/ pound	0.68
2,4-D Ester LV4	100	1 pint	$20.00/ gallon	2.50
				$7.43

Additional Revenue

Crop Residue

Crop Residue Income / Acre:

$ 0

Crop Insurance

Crop Insurance Income:

$ 0

Enter the estimated total amount of crop insurance income for this enterprise.

Other Income

For categories in this section, enter the estimated total income for this enterprise.

Government Payment Income:

$ 0

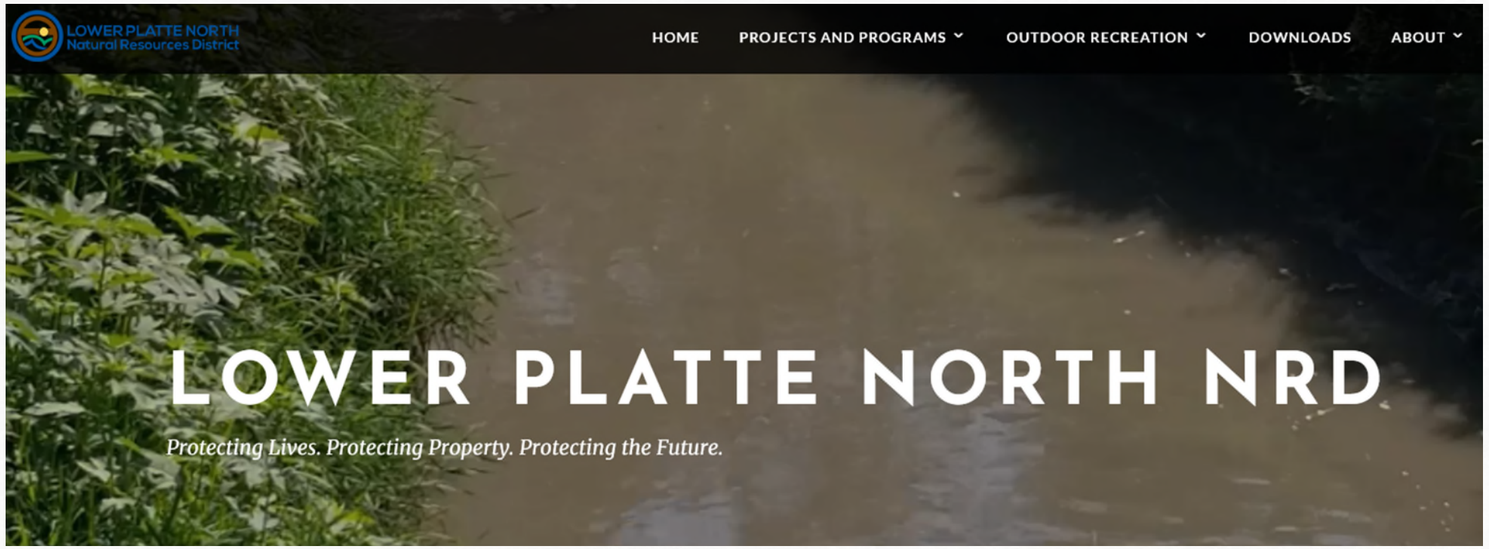
Other Enterprise Revenue:

$ 3000

Bottom Line: Partial Budget Comparison

Additional Revenue		Additional Costs	
ADM re:generations incentive program	$20.00	Operating Costs	$36.49
		Ownership and Overhead	$8.68
TOTAL	$20.00	TOTAL	$45.17

NET RETURN: -$25.17



Public-Sector Nutrient Management Incentive Program

Bottom Line: Partial Budget Comparison

Additional Revenue		Additional Costs	
NRD Incentive Program Payment	$9.00	Operating Costs – Soil Sampling	$9.00
Reduced Costs		**Reduced Revenue**	
Fertilizer Costs	$8.00		
TOTAL	$17.00	TOTAL	$9.00

NET RETURN: $8.00

Additional Revenue

Crop Residue

Crop Residue Income / Acre:

$ 0

Crop Insurance

Crop Insurance Income:

$ 0

Enter the estimated total amount of crop insurance income for this enterprise.

Other Income

For categories in this section, enter the estimated total income for this enterprise.

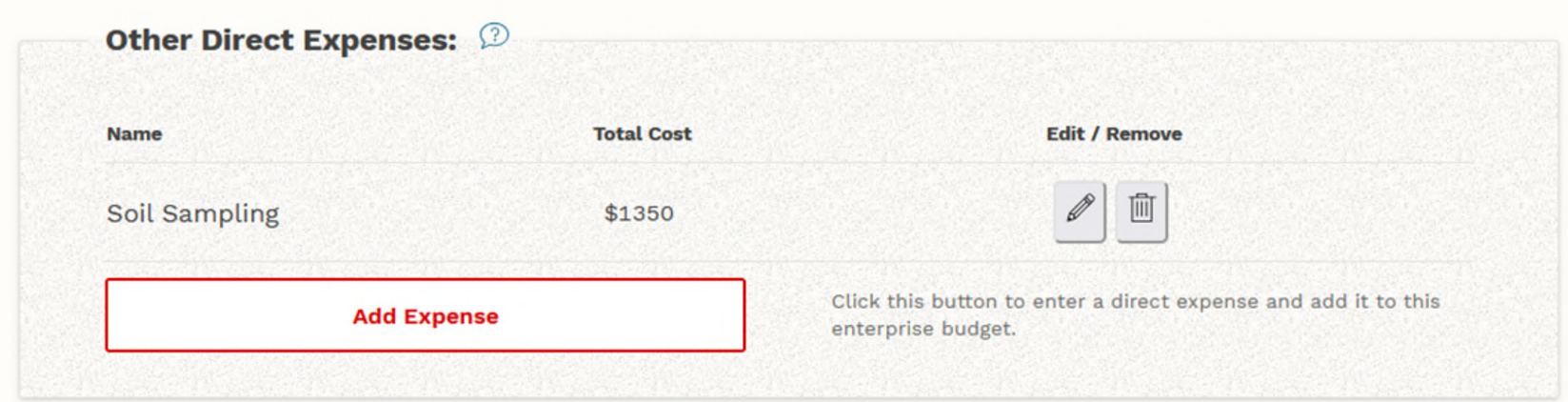
Government Payment Income:

$ 1350

Other Enterprise Revenue:

$ 0

Other Direct Expenses



Crop Comparison Tool

Equating Crop Enterprises

#023 Corn, Dryland (State), No Till, after Beans (Bt, RR, ECB, & RIB) - 2025

Net return above operating costs: **$239.61 / acre**

Base crop yield: **145 bushels**

Base crop price: **$4.00 / bushel**

Compare Base Crop using Alternate Material Input Price(s) (optional)

☐ Apply Alternate Input Price to Base Crop

Gross Margin Equivalent Yield Analysis

Alternative Crop	Projected Price	Equivalent Yield*
#023 Corn, Dryland (State), ADM, No Till, after Beans (Bt, RR, ECB, & RIB) - 2025	@ $4.00 / bu	151.8 bu
#023 Corn, Dryland (State), NRD, No Till, after Beans (Bt, RR, ECB, & RIB) - 2025	@ $4.00 / bu	145.0 bu
#023 Corn, Dryland (State), STACKED-ADM-NRD, No Till, after Beans (Bt, RR,	@ $4.00 / bu	151.8 bu

Gross Margin Equivalent Price Analysis

Alternative Crop	Projected Yield	Equivalent Price*
#023 Corn, Dryland (State), ADM, No Till, after Beans (Bt, RR, ECB, & RIB) - 2025	@ 145 bu/ ac	$4.19 / bu
#023 Corn, Dryland (State), NRD, No Till, after Beans (Bt, RR, ECB, & RIB) - 2025	@ 145 bu/ ac	$4.00 / bu
#023 Corn, Dryland (State), STACKED-ADM-NRD, No Till, after Beans (Bt, RR,	@ 145 bu/ ac	$4.19 / bu

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Funding Acknowledgement:

This project was made possible by the Nebraska Corn Development, Utilization and Marketing Board Project Number: 88-R-2223-06:
Making the Ag Budget Calculator (ABC) A More Effective Financial Decision Tool

Bottom Line: Partial Budget Comparison

Additional Revenue		Additional Costs	
NRD Incentive Program Payment	$9.00	Operating Costs – Soil Sampling	$9.00
ADM re:generations incentive program	$20.00	Operating Costs – Cover Crop Seed	$14.00
		Operating Costs – Pesticide	$3.72
		Operating Costs – Labor	$3.38
		Operating Costs – Fuel and Energy	$2.91
		Operating Costs – Repairs and Maintenance	$2.99
		Interest on Operating Capital	$0.71
		Ownership Costs – Equipment Depreciation	$3.82
		Ownership Costs – Equipment Opportunity	$1.87
Reduced Costs		**Reduced Revenue**	
Operating Costs - Fertilizer	$8.00		
TOTAL	**$37.00**	**TOTAL**	**$42.40**

NET RETURN: -$5.40

Nebraska Extension:
Your partner in education

Crystal A. Powers

Program Area Leader

Statewide Water Educator

N EXTENSION

Nebraska Water Center

Daugherty Water for Food Global Institute

THE DAUGHERTY WATER for FOOD GLOBAL INSTITUTE

at the University of Nebraska

Nebraska Extension translates science to co-create a better tomorrow with Nebraskans

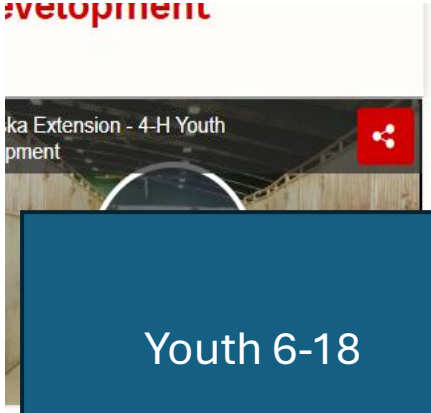
Strengthen Nebraska Agriculture & Food Systems

Inspire Nebraskans & Their Communities

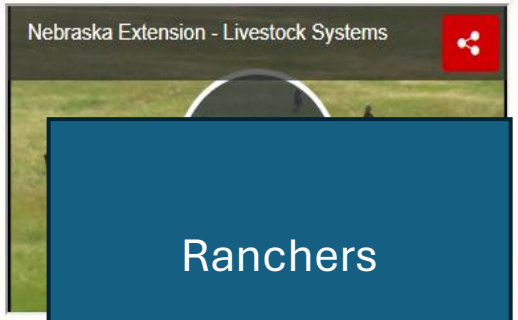
Enhance The Health & Wellbeing Of All Nebraskans

Current Extension water programs

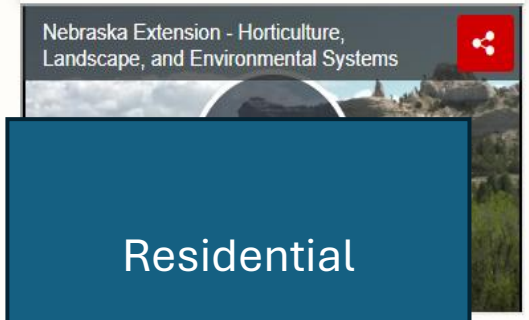
Connecting Nebraskans



Youth 6-18



Ranchers



Residential

Farmers & Ranchers

od, Nutrition
d Health

Public

Early Childhood
Program

Daycares

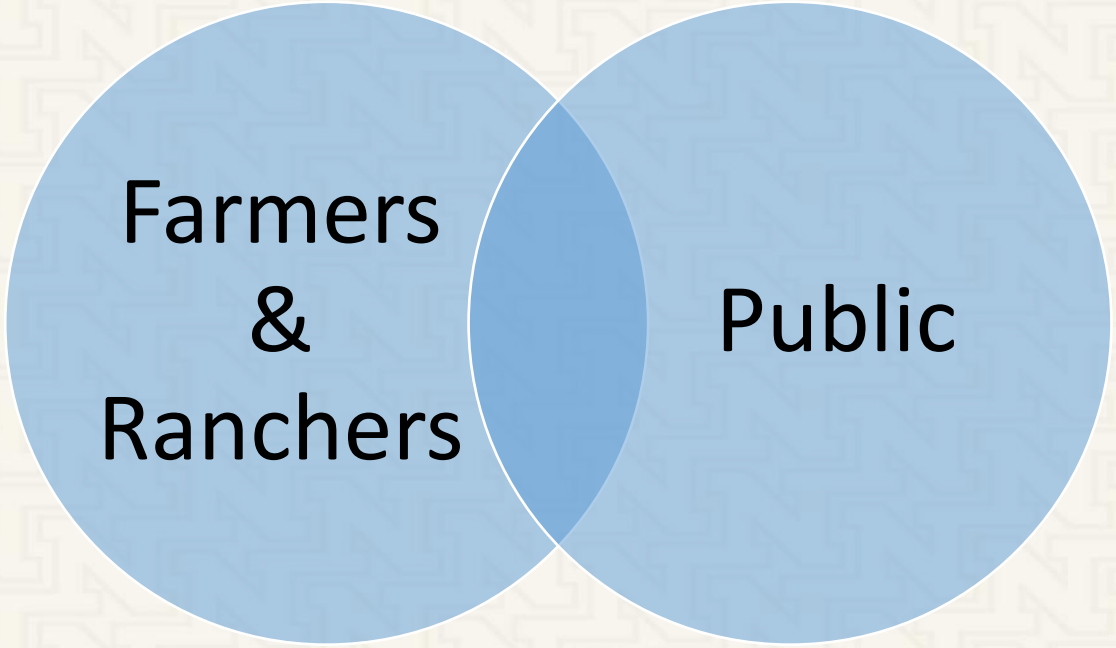
Rural Prosperity
Nebraska

Rural Communities

Water and
Cropping Systems

Farmers

Extension Topics



- Nitrogen
- Irrigation
- Soil health & other conservation
- Manure
- Land management
- Economics

- Health (WCS/FNH)
- Water testing & treatment (HLES/WCS)
- Lawn care (HLES)

Water Education

“All Nebraskans have a role to ensure a future with abundant, safe water.”
2020 Nebraska Nitrate Working Group

Water for Tomorrow

- Farms
- Homes

Safe Drinking Water Today

All Nebraskans:

- Communities
- Private wells

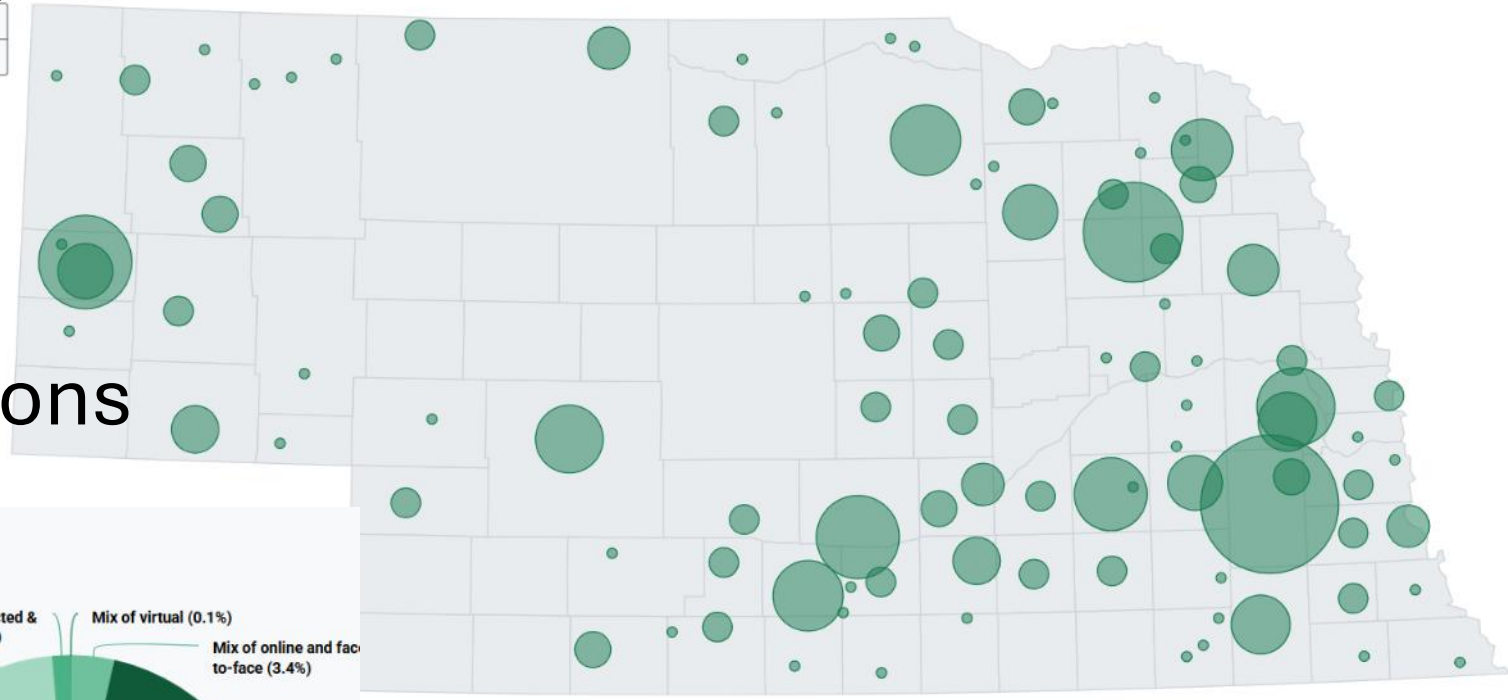
Strengthen Nebraska's agriculture through **growing more with less**

- Improving cropping systems productivity and profitability
- Protecting the water, soils, and biodiversity that forms the foundation of the places we call home

2024 Water & Crops team reach

Direct reach:

28K Nebraska crop operations



Participants

51,483

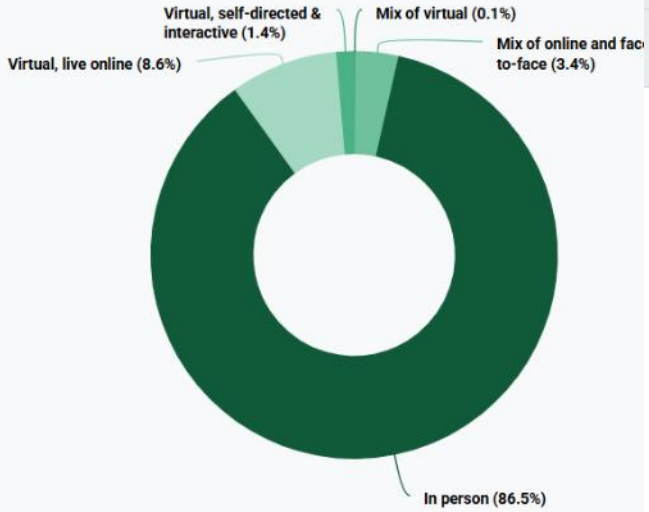
Sessions

1,187

Hours

3,480

Delivery Methods



Outreach:
11 million

Nitrogen and Water Management 2024

Reach

5,500 water & nitrogen

1,500 soil health

Impact

$10.50/ac from 4Rs Nutrient Stewardship Day

98% of attendees at Soils School improved understanding

100% of Master Irrigator respondents had an intended follow-up action

“All Nebraskans have a role to ensure a future with abundant, safe water.”
2020 Nebraska Nitrate Working Group

Nebraska On-Farm Research Network

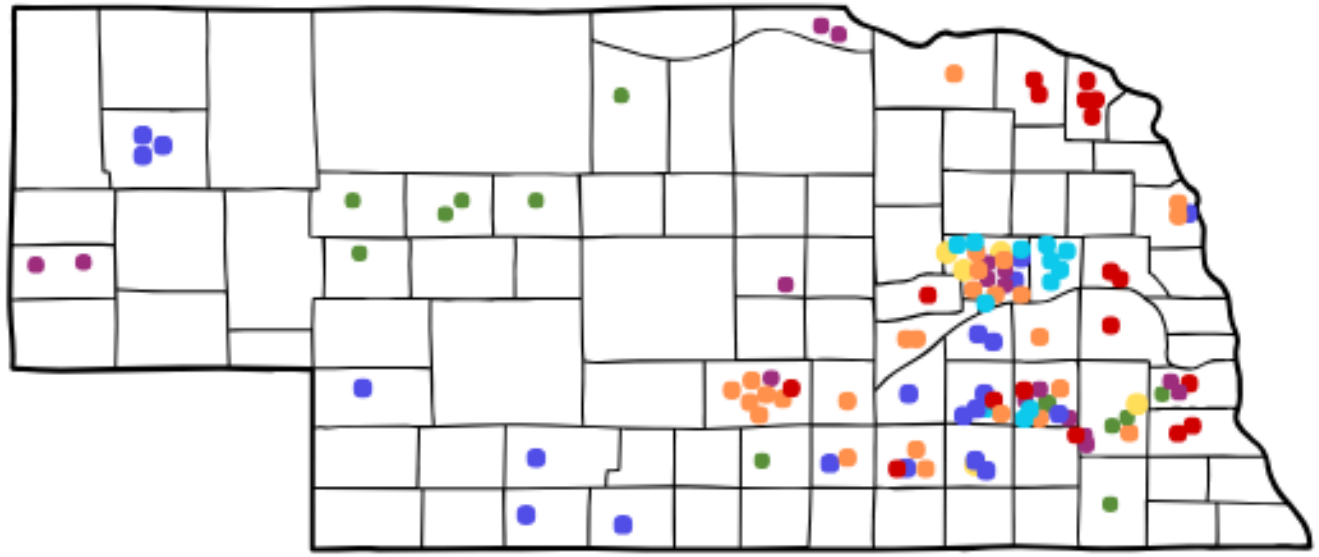
After Attending Our Research Results Meetings

87% Of attendees learned new information on technology.

92% Of attendees learned new information on crop production.

88% Of attendees learned new information on how to interpret statistical results.

77% Of attendees learned new information on crop protection.



2025 Studies

- Cover crops
- Crop Production
- Fertility & Soil Management
- Non-Traditional
- Equipment
- HICCIP
- Crop Protection

On-Farm Research participants implement their adoptions for an average of 7-8 growing seasons, with an average savings between:

$15–30 per acre on average

An Estimated

$10.6 million in total program impact

UNL TAPS
TESTING AG PERFORMANCE SOLUTIONS

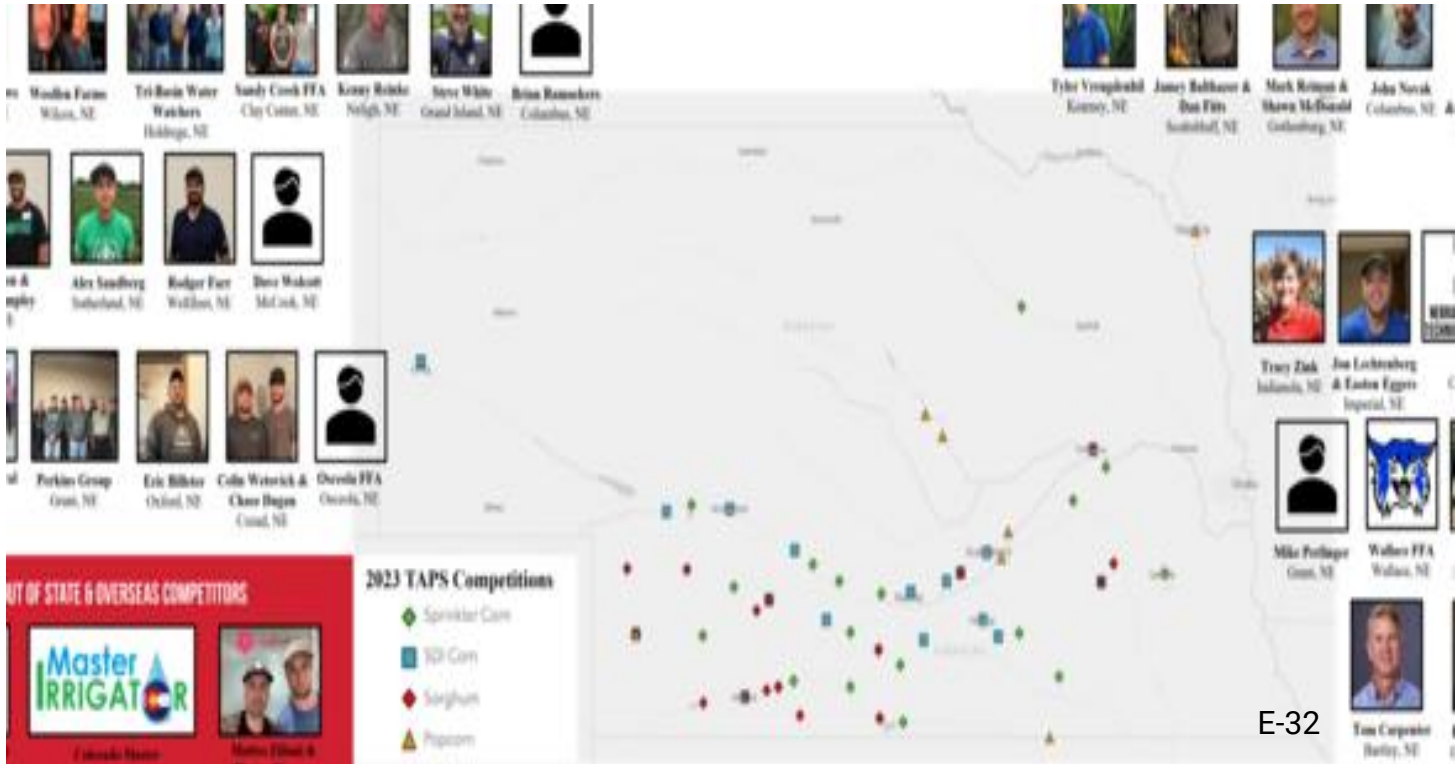
"Directly from the competition I have changed my nitrogen rates seeing that top 30% of yields from the competition many times have a wide range of nitrogen applied. This means the little extra nitrogen that many believe boosts the yield typically does not provide the benefit. I now apply at or below the UNL rate..." Ryan Hanousek

413 participants since 2017

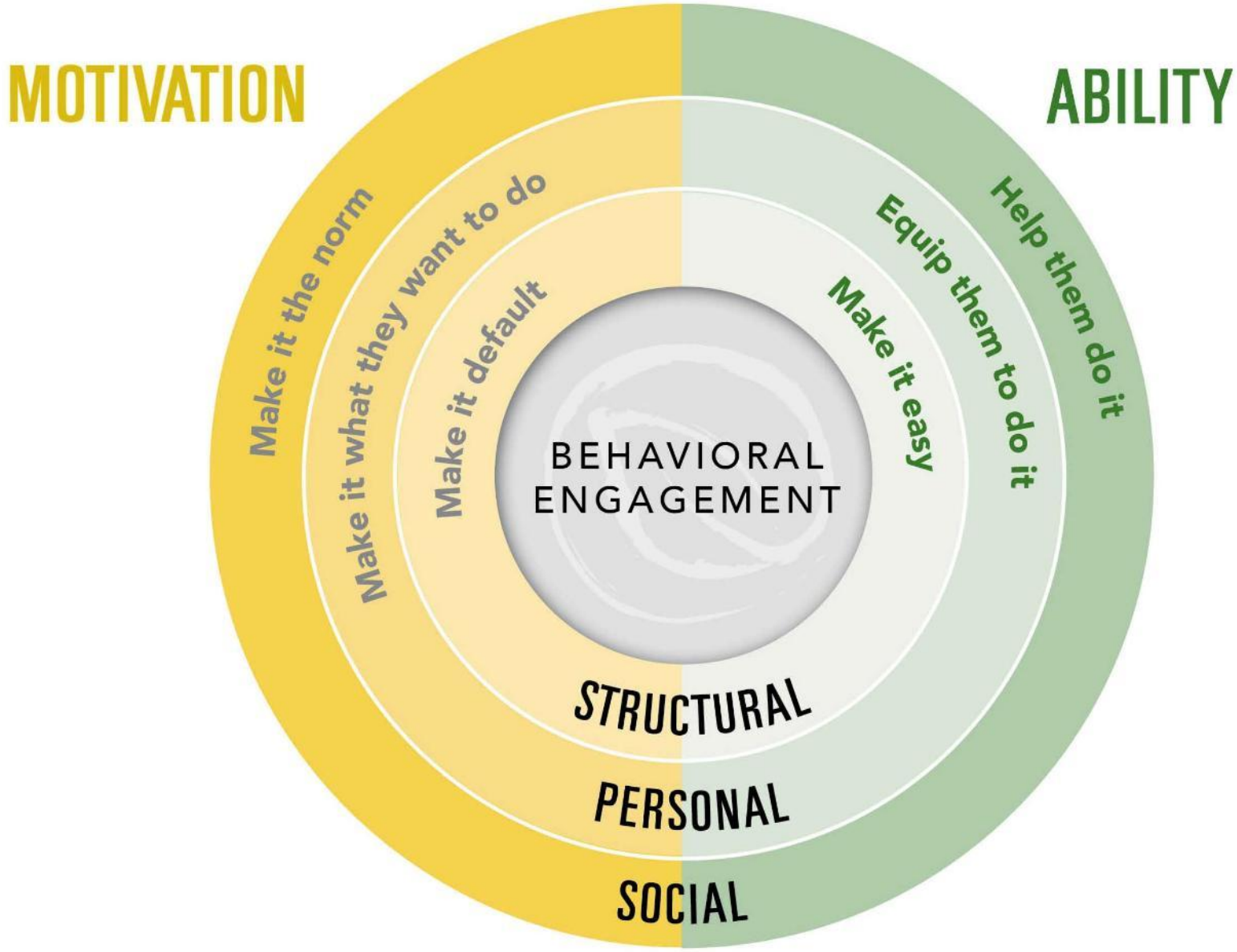
106 industry partners

86% adopted new management practices

75% adopted new ag tech

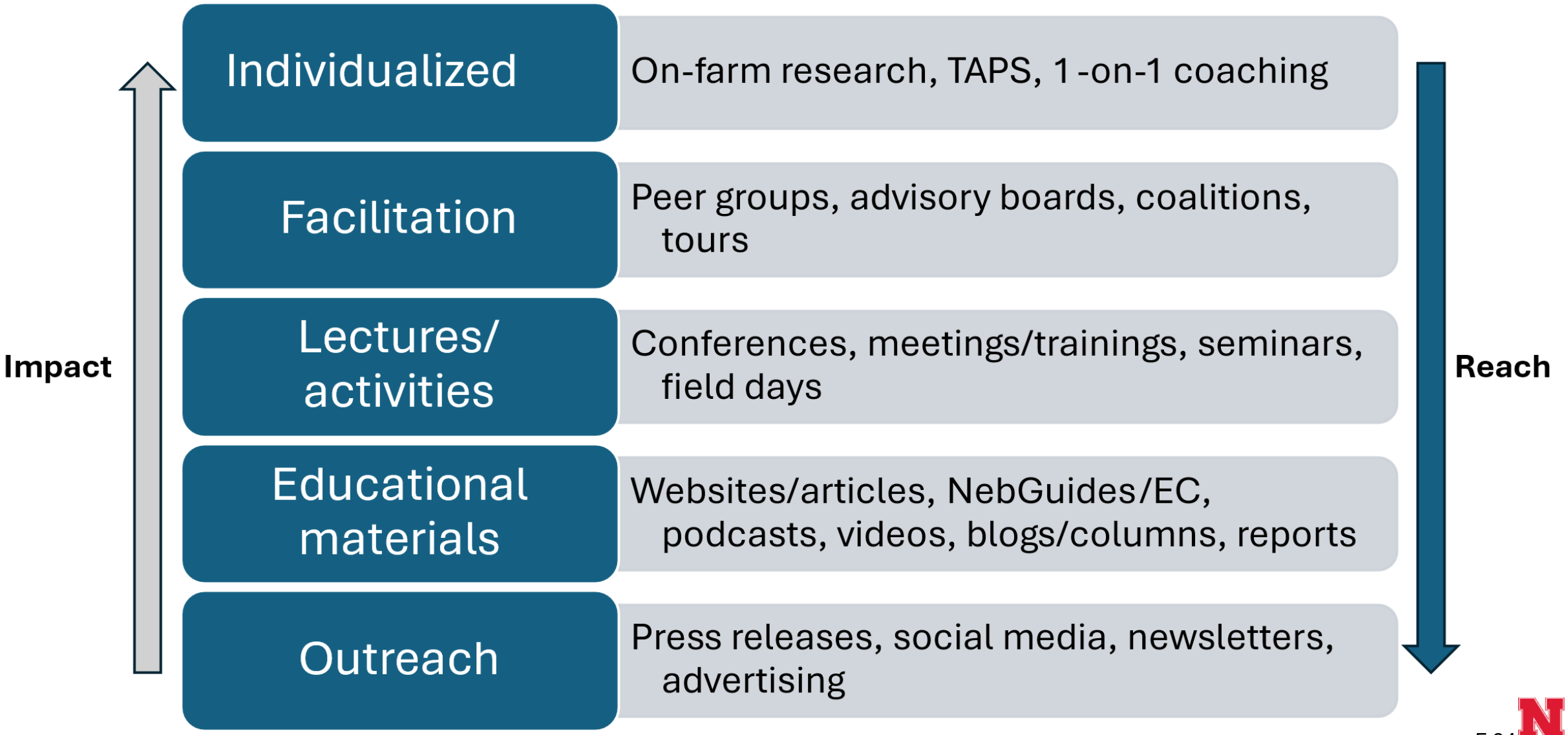


Our theory of change



Maxfield et al. 2013

Team Impact Portfolio



Invest in programs with impact

Nebraska Agriculture Learning Network

Connect

SHOP TALK: LOCAL PEER-LEARNING GROUPS

Test

TAPS COMPETITION

Experience

NEBRASKA ON-FARM RESEARCH NETWORK

Nebraska Master Farmer certification:
Water Steward endorsement

Experience core (20 hrs)

- *New* Peer learning groups
  - In-person, irrigated & dryland
  - Online?
- TAPS
- NOFRN
  - N challenge

Knowledge Core (10 hrs)

- *New* online courses
  - Irrigation
  - Soil fertility
  - Water science
  - Soil health & climate resilience
  - Communicating conservation
- Existing Extension portfolio
- Existing partner courses

Final assessment: Water Stewardship Action Plan

Incentive-based education examples

Master Irrigator graduates receive:

- Texas: access to conservation district cost-share (Local $)
- Oklahoma: $2,000 toward irrigation technology (State $)
- Colorado: cash payment (State $), NRCS priority points
- Minnesota: regulatory certainty (State)

Measure impact

Measure the impact of investment

Education investment

- Extension measures:
  - How are producers changing?
  - What is the reduction in water & N?
  - What value does it bring to farmer?

Incentive Investments

- How does policy impact farmer bottom line?
- Did the policy improve water outcomes?
- Daugherty Water for Food Policy team (Ag Economics) has an analyst team

Invest in Capacity

Network of Water Science

220+ academic faculty

Educators

13 Statewide

23 County-based

Specialists (18FTE)

15 Agronomy & Horticulture

7 School of Natural Resources

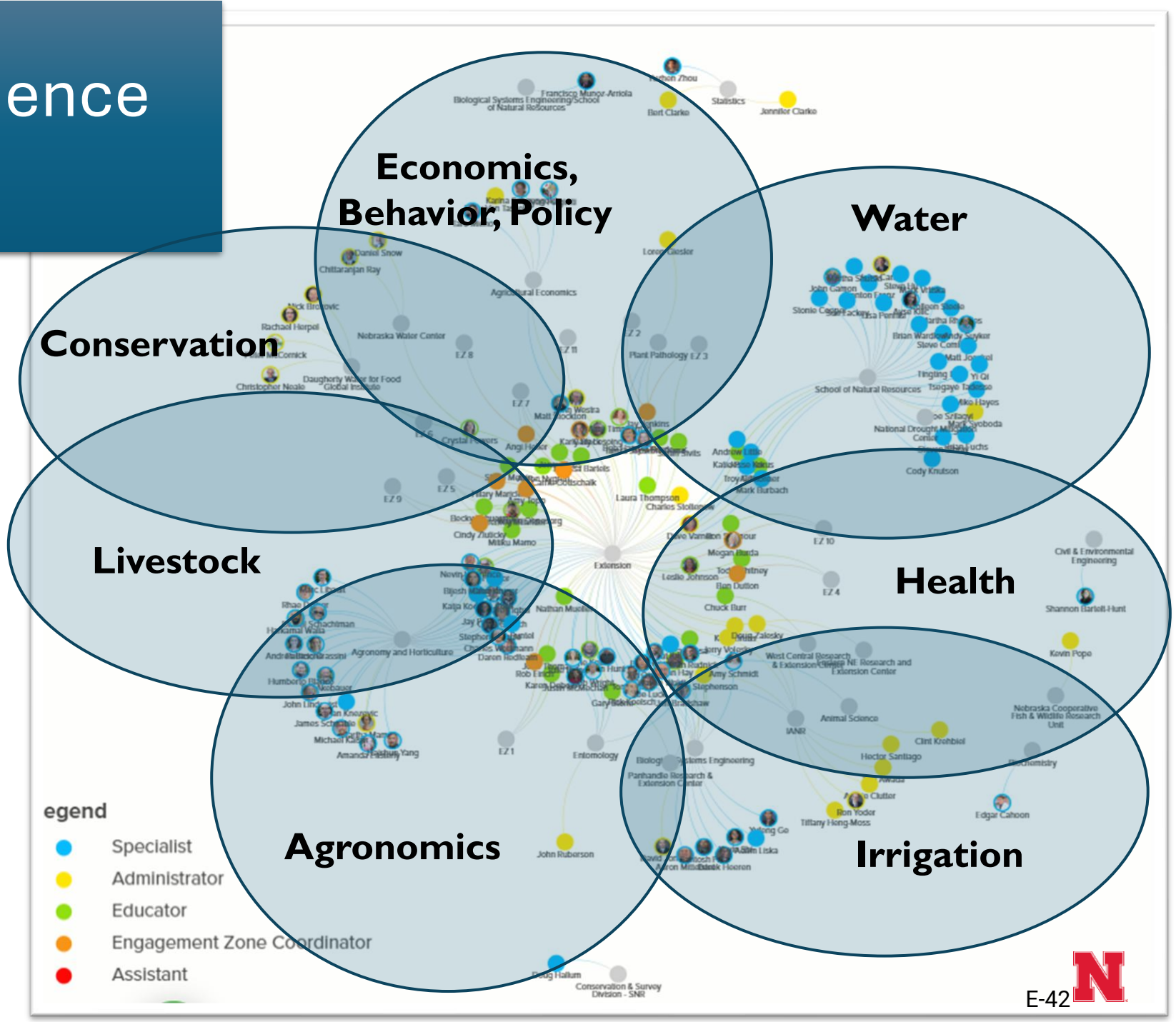
6 Biological Systems Engineering

4 Entomology

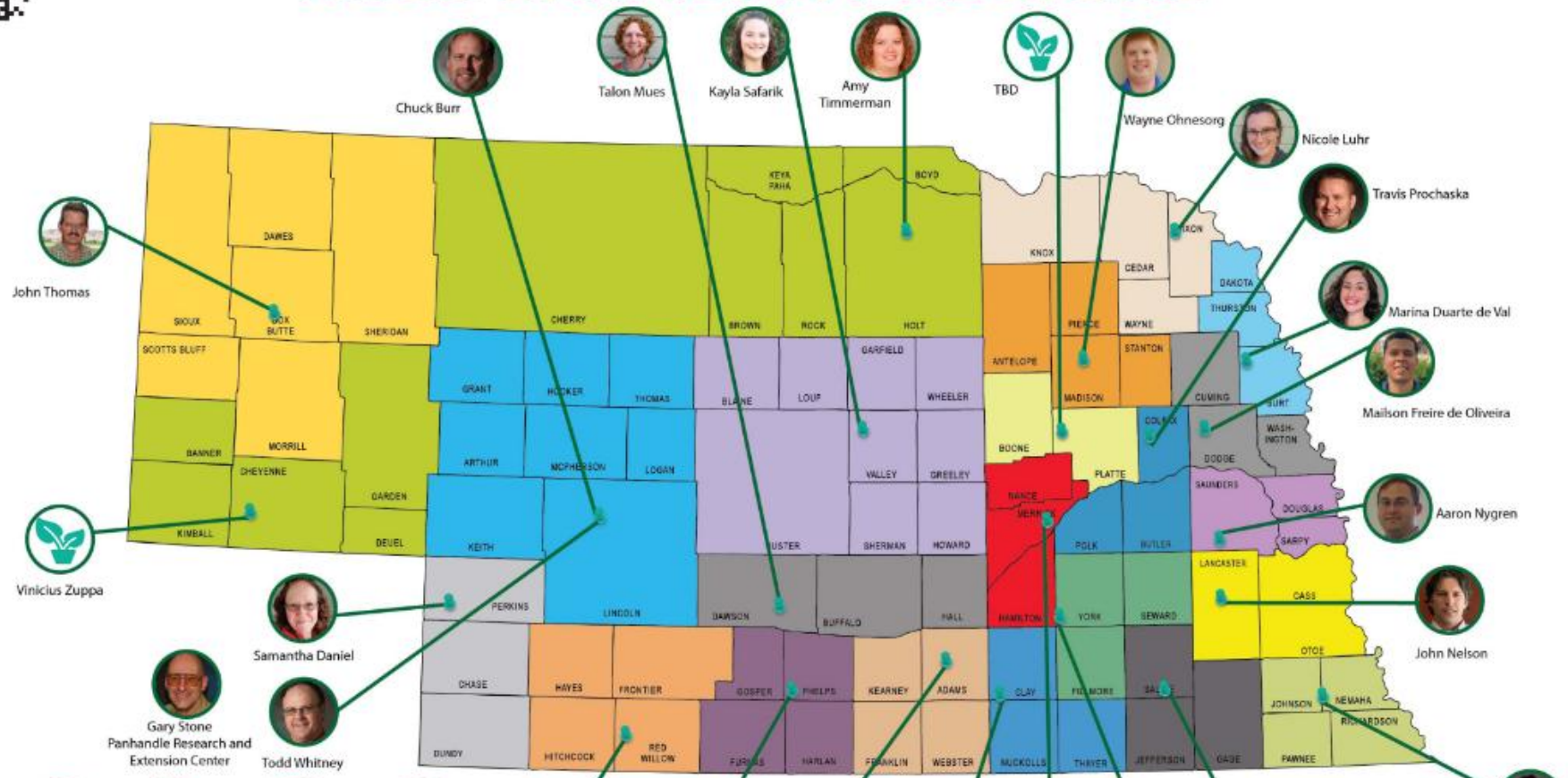
4 Plant Pathology

Support staff:

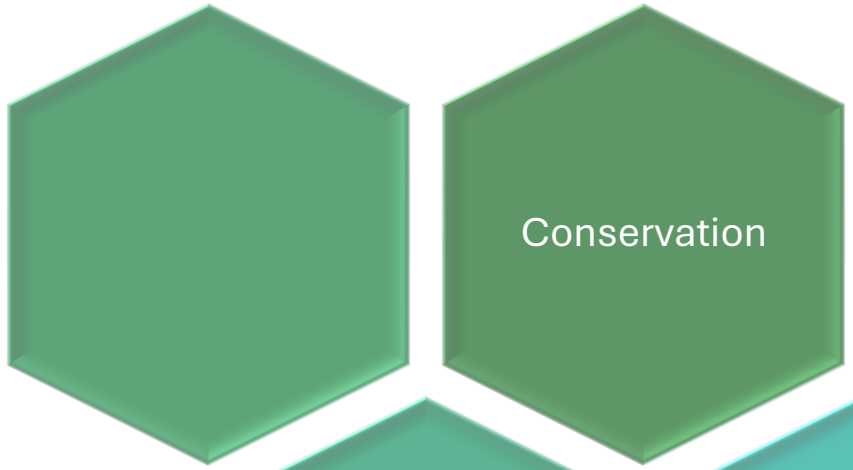
Comms, grants, admin



WATER AND CROPPING SYSTEMS ACCOUNTABILITY REGIONS



Established partners:
Nexus of agriculture



Local, State, Federal agencies

NGOs

Communities

Commodity groups

Cooperatives

Crop consultants

Input suppliers

AgTech startups

Value chain partners

Safe Water Today

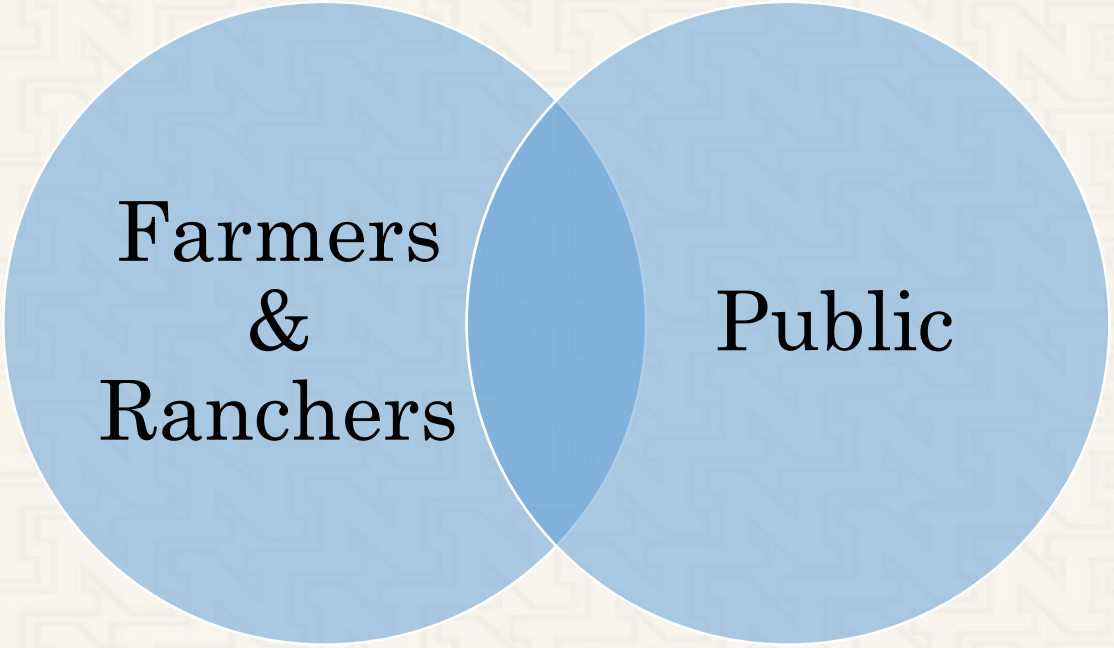
Drinking water & health education

- Team: Becky Scheurman, Anni Poetzl, Crystal Powers, UNMC Water Climate & Health
- Content for:
  - Medical clinics & health care providers
  - Daycares & early childhood providers
  - Women in Agriculture
  - Community events
- Test and treat for a variety of water quality concerns

THE DAUGHERTY WATER for FOOD GLOBAL INSTITUTE at the University of Nebraska

UNMC

Extension Topics



- Nitrogen
- Irrigation
- Soil health & other conservation
- Manure
- Land management
- Economics

- Health (WCS/FNH)
- Water testing & treatment (HLES/WCS)
- Lawn care (HLES)

K-12

Formal Education

- Know Your Well – A High School Community Science Program
- Water policy social studies

In-formal: small, individual programs

How can we support the Task Force Goals?