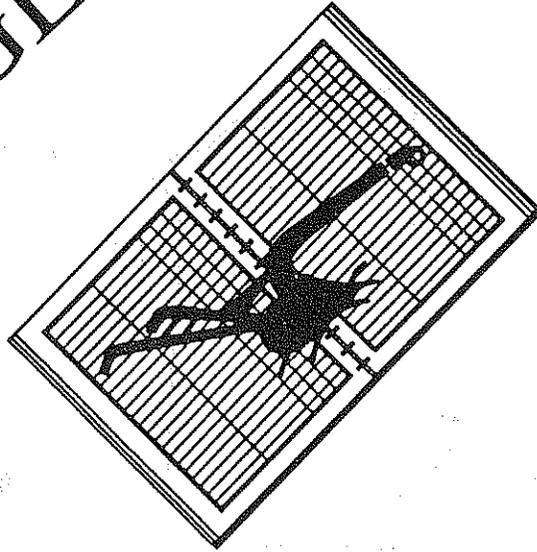


FARM BUSINESS MANAGEMENT

FBM



1998 ANNUAL REPORT NORTHWESTERN MINNESOTA

Report No. 44

April 1999

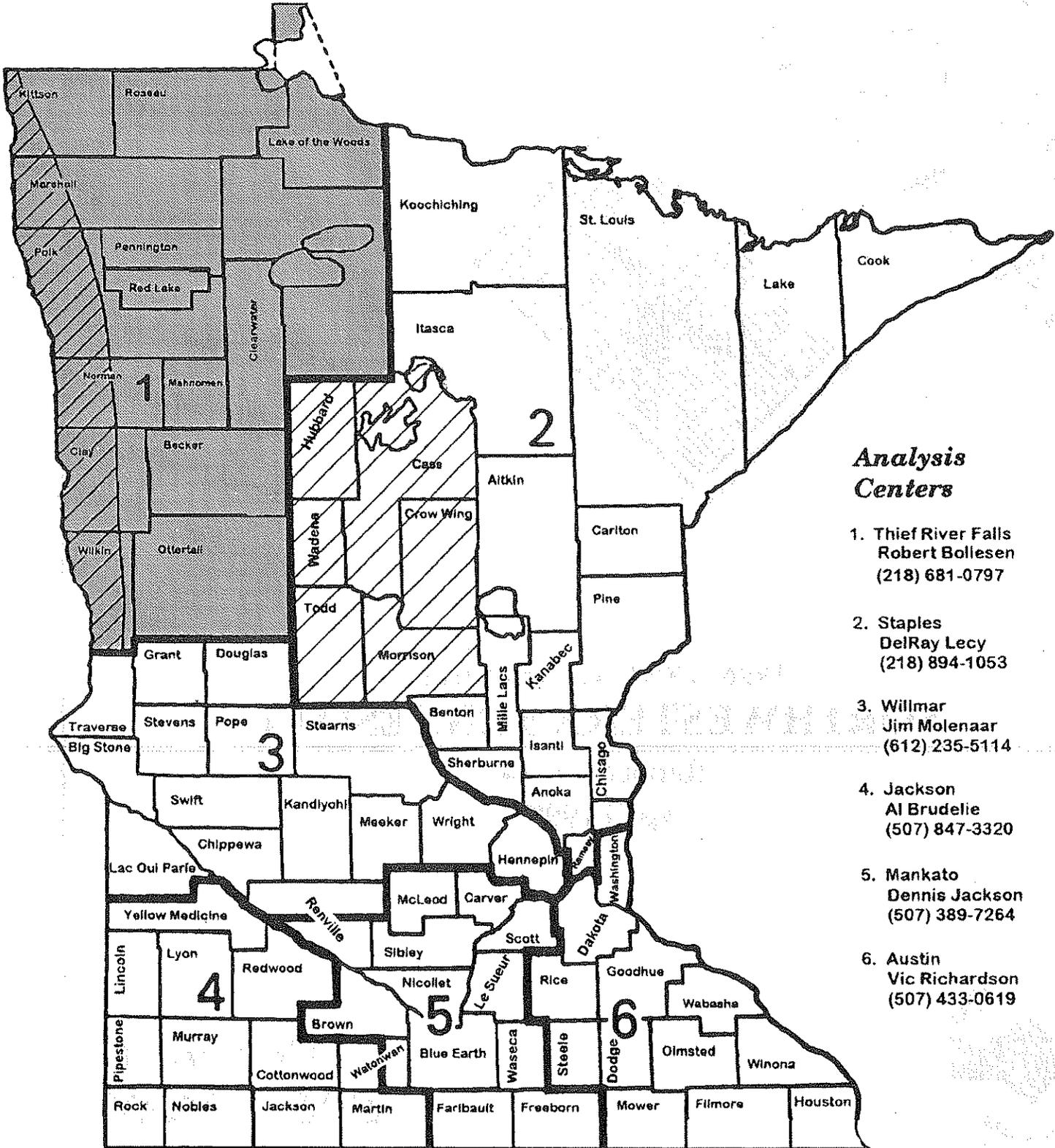


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 Area Included in the Valley Average Book

 Areas Included in this Average Book


TABLE OF CONTENTS

	<u>Page</u>
What's in the 1998 Annual Report	2
Participating Locations	3
Summary of 1998 Farm Analysis	4
Farm Financial Highlights, 1995, 1996, 1997 & 1998	5
County Charts and Reports	6-7
Type of Farm Charts and Reports	8-9
Age Operator Charts and Reports	10-11
Farm Income Statement	12-13
Statement of Cash Flow	14
Crop, Marketing, Operator, Nonfarm Summary	15
Balance Sheet at Cost and Market Values	16-17
Profitability and Liquidity Analysis.....	18
Financial Guidelines Measures	19-23
Household and Personal Expenses.....	24
Family Living, Expense/Income, NonFarm Income, Government Payments	25
Individual Crop Enterprise Analysis and Five Year Charts.....	26-27
Crop Enterprise Analysis:	
Wheat and Barley.....	28-35
Canola	36-38
Corn and Corn Silage.....	39-43
Soybeans	44-46
Grass and Legume Seeds	47-49
Hay and Haylage.....	50-63
Oatlage and Oats	64-67
Rye	68
Edible Beans	69-71
Sunflowers	72-73
Preventive Planting	74-75
Livestock Enterprise Analysis:	
Dairy	76-82
Beef.....	83-85
Hogs	86-88
Sheep, Market Lamb Production	89
Money Spent by the Average Farm Family	90-91
Program Information.....	92

What's in the 1998 Annual Report

The 1998 Northwestern Minnesota Farm Business Management Education Program Annual Report has continued the three changes started with the 1997 Annual Report. They are an enlarged database, statewide livestock tables and the two books - Valley and Northwestern.

The continued disparity of input cost, land cost, production and return between the farming operations in the heart of the Red River Valley and those out of the Valley, the 1998 Annual Report continues the changes of dividing Northwest Minnesota into two separate reports. On the inside front cover of this report is a map of Minnesota which shows what areas are included in this report as well as the 1998 Red River Valley report. We believe that by separating the reports, each report will provide truer benchmarks and representative data for the respective areas.

The Northwestern Minnesota Annual Report contains at least some student data from all Northland Community and Technical College Instructors listed on the back cover. In addition to including data from students enrolled in Northland Community and Technical College programs, farm records are included in this report from north central Minnesota. We have identified programs with similar farming operations and have added them to our data bases. Farm records have been included from the following counties along our Eastern border: Cass, Hubbard, Wadena, Todd, Crow Wing, & Morrison. These students are enrolled in the Farm Business Management program through Central Lakes Community and Technical College in Staples. The instructors participating are listed on page three of this report. We believe that merging this data, from similar farming operations and environments, enables us to provide more complete farm financial information.

This report and the five other regional reports include only Statewide data for each of the livestock enterprises. Minnesota Farm Business Management Education Programs are committed to developing an even more valuable database of information for farmers. The increase in the number of farms included in each enterprise enhances the reliability and accuracy of the database. Regional livestock enterprise information will be available, however, from the each of the six Regional Farm Business Management offices or a Farm Business Management Instructor in that area.

Additional Note: The state database, which has been developed, includes over 2,000 farms. This information is unique to Minnesota and provides a wealth of information for farmers and the agriculture businesses that support those farmers. In addition to this information being available from the regional offices listed on the inside front cover, it is also available on the statewide internet website. Included on the statewide website is information about Management programs, instructor location and information, regional and state databases, and links to other agriculture web pages. The website is located at: <http://www.mgt.org>

PARTICIPATING LOCATIONS

This report includes data from farmers enrolled through Northland Community and Technical College at 15 sites in Northwestern Minnesota and 4 sites from Central Lakes Community and Technical College. A list of sites and instructors follows:

Northland Community and Technical College

Site	Instructor
Barnesville-----	Sheldon Schmiess
Baudette-----	Gerald Ausmus
Bemidji-----	Jim Sackett
	Steve Ziegler
Detroit Lakes-----	Mark Berg
	Paul Ramsey
East Grand Forks-----	Ron Dvergsten
Fergus Falls-----	Rudy Hasbargen
Fertile-----	Carol Kleppe
Fosston-----	Doug Fjerstad
Hallock-----	Chad Anvinson
Hawley-----	Dennis Olsen
Mahnomen, Ulen-----	Mike Lockhart
Moorhead-----	Rick Morgan
	Greg Tullis
Red Lake Falls-----	Greg Kalinoski
Roseau-----	Duane Jaenicke
Thief River Falls-----	Robert Bollesen
	Greg Dvergsten
	Danie Packard

Central Lakes Community and Technical College

Site	Instructor
Aitkin-----	Brad Irwin
Little Falls-----	Dave Stish
Pierz-----	Ben Jorgensen
Staples-----	Bob Anderson
	Bill Ladwig
	Tom Schulz

The analysis of records and preparation of this report is done under the direction of Robert E. Bollesen, Regional Dean of Management Education at Northland Community and Technical College - Thief River Falls. Directing in a supervisory capacity are: Dr. Orley Gunderson, Campus President, NCTC Thief River Falls; John Murray, Program Manager, Minnesota State Colleges and Universities. The FINPACK computer program from the Center for Farm Financial Management at the University of Minnesota in St. Paul was used for data processing. 424 farms are included in the averages.

A thank you is due to Lou Fast and Robin Langevin for their assistance in preparing and assembling this report. A special word of thanks is due Verne Spengler, retired ag. coordinator, who provided valuable knowledge, direction and assistance in reviewing the data for this report.

SUMMARY OF 1998 FARM ANALYSIS FOR NORTHWESTERN MINNESOTA

The 1998 Northwestern Farm Business Management Analysis indicates an increase of \$20,697 in Net Farm Income over last year, but still lower than previous years. This figure must be tempered with the understanding of what is included in those dollars. Net Farm Income is defined as gross cash income minus gross cash expense and adjusted on the accrual basis for changes in inventory and accounts receivable and payable. Included in this years Net Farm Income is the fall Market Loss payments, any Loan Deficiency Payments (LDP) and the anticipated three year or single year disaster payment. Preliminary data indicates the additional cash received by the average farm due to special disaster type programs will be about \$20,000 to \$30,000. This figure will vary considerably depending on the farmers' location assuming \$25,000 of additional special payments. Without those payments the Net Farm Income would have decreased by \$5,000 to the lowest it has been in the last ten years. Again this year there was disparity depending on type and location of the farming operation (charts and graphs on pages 6-9). Dairy farms were the most profitable this year due to the higher milk prices while beef and hog farms on the average showed losses. Crops in general showed an increase in yields this year but lacked the net return per acre due to low prices.

	1996 (Cash Rented)		1997 (Cash Rented)		1998 (Cash Rented)	
	Yield	Ret/Acre	Yield	Ret/Acre	Yield	Ret/Acre
Spring Wheat	41 bu	\$ 28	30 bu	\$ -22	39 bu	\$ -6
Barley	61 bu	\$ 13	44 bu	\$ -28	52 bu	\$ -36
Canola	1261 #	\$ 27	1329 #	\$ 5	1531 #	\$ -5
Corn	86 bu	\$ 16	92 bu	\$ -1	99 bu	\$ -24
Soybeans	31 bu	\$ 32	29 bu	\$ 27	31 bu	\$ 17

The two major livestock enterprises were again split between an increase and a decrease over the last year. The profitability for beef cow ~ calf operations decreased and for the year averaged in the red. Dairy showed a gain in net profit of \$406. The high average milk price contributed tremendously to the increase in profitability for the year. The Net Return over Cost figures listed in the table below are Northwestern averages, while the reports on pages 74 - 87 are Statewide data.

Net Return per Unit

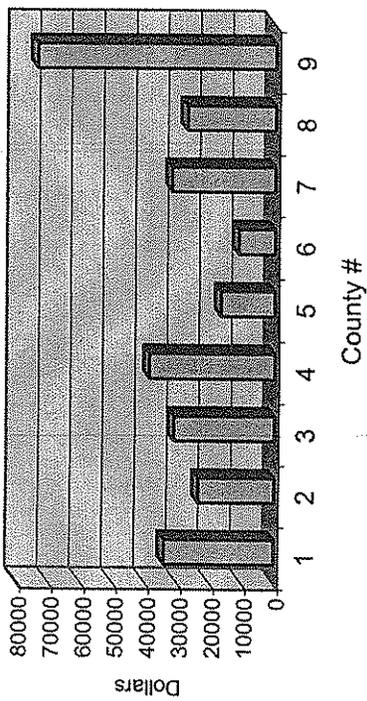
	1996	1997	1998
Dairy per Cow	\$ 513.25	\$ 312.64	\$ 719.20
Beef Cow/Calf per Cow	\$ -108.30	\$ -43.83	\$ -62.02

Northwestern Minnesota Farm Financial Highlights Of 1995, 1996, 1997 And 1998

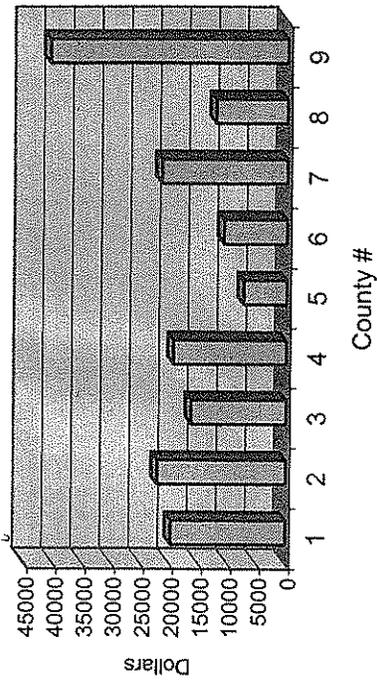
	<u>1995</u>	<u>1996</u>	<u>1997*</u>	<u>1998*</u>
Net Cash Farm Income	\$31,974	\$37,799	\$29,828	\$36,977
Net Farm Income (profit or loss)	21,434	58,326	13,345	34,041
Expenses per Dollar of Income	.76	.86	.84	.81
Change in Net Worth (Mkt.)	10,350	42,678	8,090	19,507
Rate of Return on Capital	5.2%	11.5%	2.8%	6.4%
Rate of Return on Equity	3.9%	16.7%	-2.9%	6.9%
Asset Turnover Rate	35.1%	40.9%	32.6%	35.8%
Percent in Debt	45%	43%	52%	57%
Total Investment (Cost)	\$432,094	\$487,094	\$376,682	\$373,609

* 1997 and 1998 data include only the data from this report and do not include the farms located in the valley, which are included in a separate report.

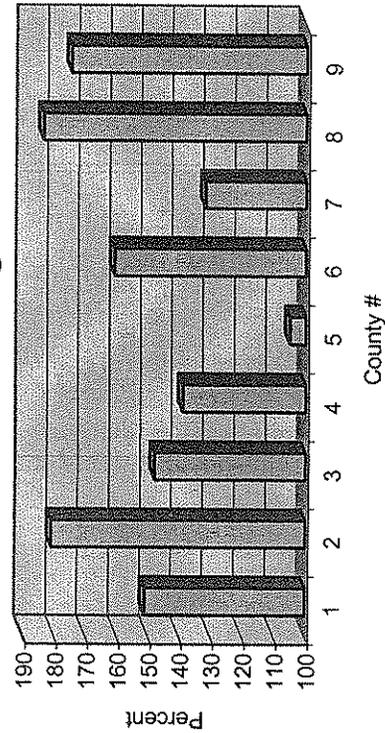
Net Farm Income by County



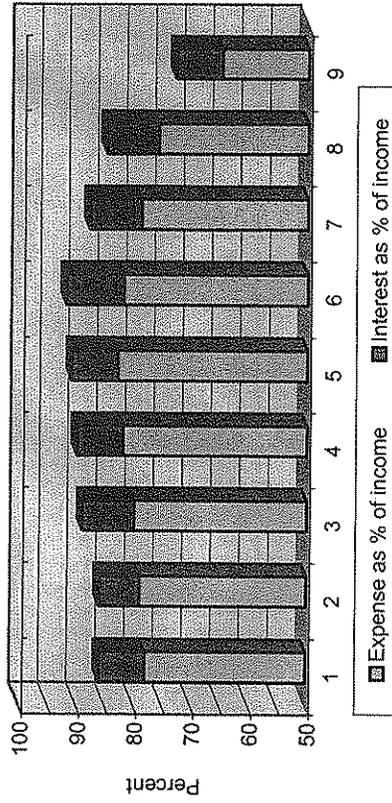
Change in Net Worth by County



Term Debt Coverage Ratio



Expense & Interest as % Income

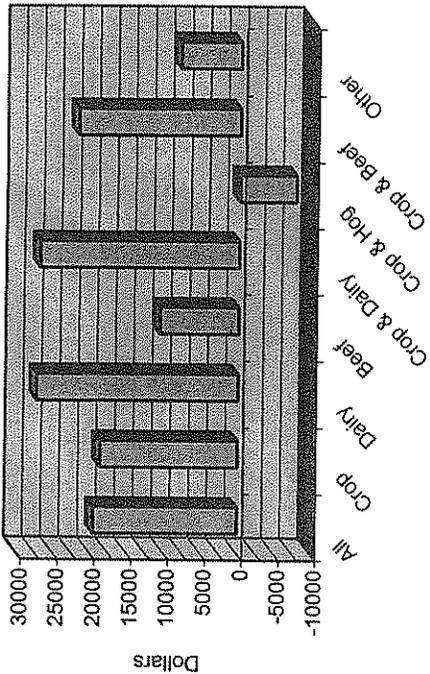


County #	1	2	3	4	5	6	7	8	9
Counties	All Farms	Lake of the Woods Roseau	Kittson Marshall	Pennington Polk Red Lake	Mahnomen Norman	Beltrami Clearwater	Becker Clay Otter Tail Wilken	Cass Hubbard Todd Wadena	Crow Wing Morrison

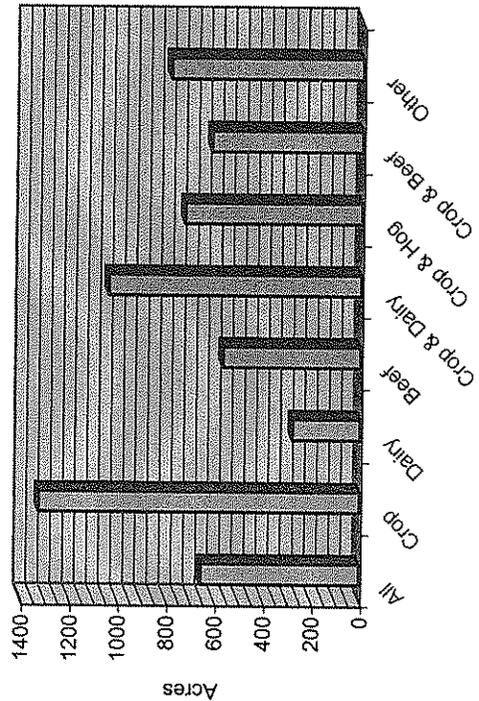
County Report, 1998
Northwestern Farm Business Management
Northland Community and Technical College

	Lake of the Roseau		Kittson		Pennington		Becker		Cass		Crow Wing	
	Average For All Farms	Roseau	Lake of the Roseau	Marshall	Polk	Red Lake	Clay	Offer Tail	Hubbard	Todd	Wadena	Morrison
Number of farms	419	28	21	64	54	100	63	60	63	63	60	60
Income Statement												
Gross cash farm income	200,014	133,878	206,884	275,841	172,514	199,892	176,491	234,608	176,491	176,491	234,608	234,608
Total cash farm expense	162,967	114,799	177,185	243,981	144,249	161,778	137,781	164,683	137,781	137,781	164,683	164,683
Net cash farm income	37,047	19,079	29,698	31,860	28,265	38,114	38,710	69,925	38,710	38,710	69,925	69,925
Inventory change	9,725	12,263	16,348	20,107	472	5,608	4,002	13,323	4,002	4,002	13,323	13,323
Depreciation and capital adjustment	-12,684	-7,745	-14,781	-13,086	-11,954	-11,691	-15,279	-9,104	-15,279	-15,279	-9,104	-9,104
Net farm income	34,088	23,597	31,266	38,880	16,784	32,031	27,433	74,144	27,433	27,433	74,144	74,144
Profitability (market)												
Labor and management earnings	21,668	-50	8,878	19,117	7,515	25,547	19,910	56,860	19,910	19,910	56,860	56,860
Rate of return on assets	6%	2%	4%	5%	3%	7%	8%	12%	8%	8%	12%	12%
Rate of return on equity	7%	0%	1%	2%	-3%	9%	11%	19%	11%	11%	19%	19%
Operating profit margin	18%	8%	10%	10%	7%	21%	20%	38%	20%	20%	38%	38%
Asset turnover rate	36%	26%	36%	50%	40%	33%	40%	32%	40%	40%	32%	32%
Liquidity												
Term debt coverage ratio	151%	181%	148%	139%	105%	132%	184%	175%	184%	184%	175%	175%
Expense as a percent of income	78%	79%	80%	82%	83%	79%	76%	65%	76%	76%	65%	65%
Interest as a percent of income	8%	7%	9%	8%	8%	9%	9%	8%	9%	9%	8%	8%
Solvency (market)												
Number of sole proprietors	362	27	16	49	27	91	57	48	57	57	48	48
Ending farm assets	447,860	514,735	529,157	502,976	374,937	473,639	266,376	548,317	266,376	266,376	548,317	548,317
Ending farm liabilities	256,535	164,845	271,611	323,039	246,690	281,558	166,105	309,457	166,105	166,105	309,457	309,457
Ending total assets	510,566	579,609	629,659	574,590	396,499	544,240	308,082	613,683	308,082	308,082	613,683	613,683
Ending total liabilities	268,841	170,123	280,818	343,798	253,084	294,809	176,601	325,967	176,601	176,601	325,967	325,967
Ending net worth	241,725	409,486	348,841	230,792	143,416	249,430	131,481	287,715	131,481	131,481	287,715	287,715
Net worth change	19,711	22,086	16,309	19,349	7,380	21,574	12,297	40,789	12,297	12,297	40,789	40,789
Ending farm debt to asset ratio	57%	32%	51%	64%	66%	59%	62%	56%	62%	62%	56%	56%
Beg total debt to asset ratio	54%	30%	44%	61%	65%	56%	58%	56%	58%	58%	56%	56%
End total debt to asset ratio	53%	29%	45%	60%	64%	54%	57%	53%	57%	57%	53%	53%
Nonfarm Information												
Farms reporting living expenses	177	18	2	10	10	69	36	26	36	36	26	26
Total family living expense	20,244	19,023	21,367	21,367	20,282	19,682	18,991	22,394	18,991	18,991	22,394	22,394
Total living, invest, & capital purch	27,803	24,376	42,108	42,108	24,283	24,868	28,398	32,190	28,398	28,398	32,190	32,190
Net nonfarm income	14,256	18,339	8,813	16,504	10,016	13,166	13,027	10,762	13,027	13,027	10,762	10,762
Crop Acres												
Total acres owned	414	792	816	478	345	312	228	289	228	228	289	289
Total crop acres	656	946	1,266	1,469	607	531	216	285	216	216	285	285
Total crop acres owned	273	504	676	385	217	231	120	173	120	120	173	173
Total crop acres cash rented	357	368	530	1,020	366	282	94	112	94	94	112	112
Total crop acres share rented	26	74	60	64	24	18	2	1	2	2	1	1

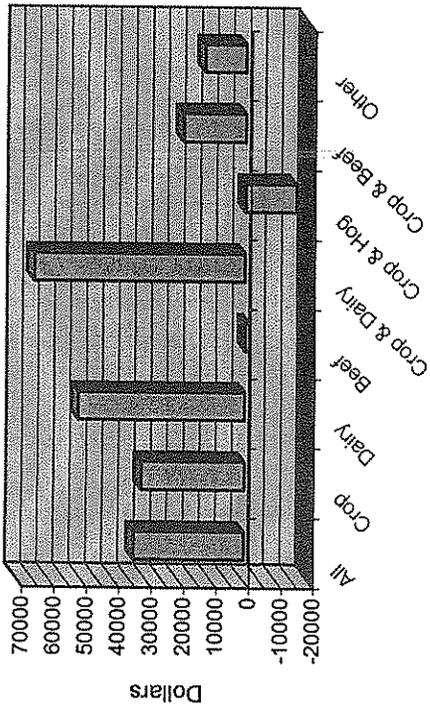
Change in Net Worth by Type of Farm



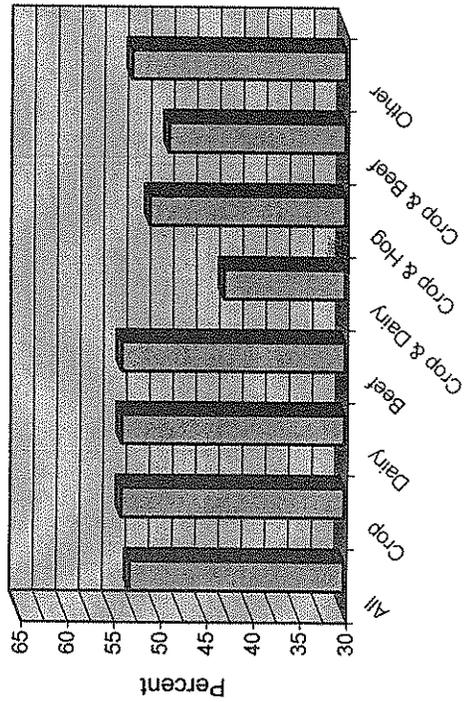
Acres Farmed by Type of Farm



Net Farm Income by Type of Farm



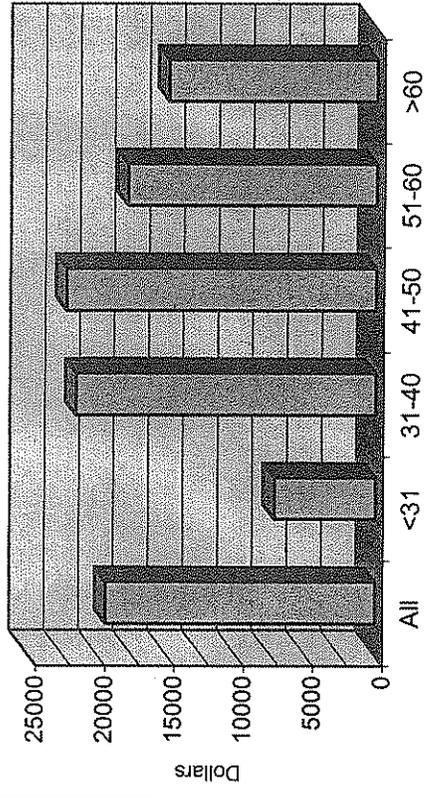
Debt to Asset Ratio by Type of Farm



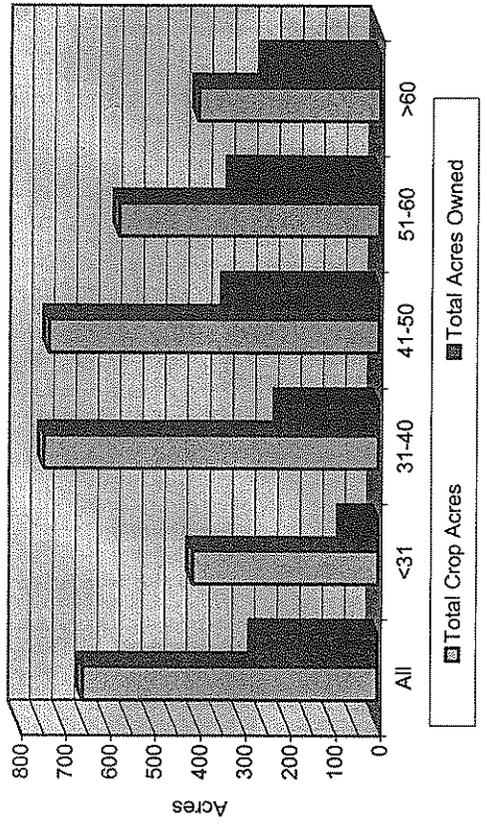
Type of Farm Report, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College

	Average For All Farms 422	Crop 80	Dairy 183	Beef 21	Crop and Dairy 14	Crop and Hog 5	Crop and Beef 22	Other 95
Number of farms								
Income Statement								
Gross cash farm income	199,691	265,469	222,398	91,234	265,098	203,102	122,782	136,351
Total cash farm expense	162,620	231,591	165,866	96,219	199,865	178,064	99,130	123,971
Net cash farm income	37,070	33,878	56,532	-4,985	65,233	25,038	23,651	12,380
Inventory change	9,639	10,288	10,489	16,951	-6,205	-28,497	5,869	11,218
Depreciation and capital adjustment	-12,661	-12,338	-15,557	-13,335	6,365	-12,203	-10,193	-10,752
Net farm income	34,049	31,829	51,463	-1,370	65,394	-15,662	19,327	12,846
Profitability (market)								
Labor and management earnings	21,524	16,216	39,582	-4,546	51,528	-10,839	6,517	-909
Rate of return on assets	6%	5%	10%	2%	10%	0%	4%	2%
Rate of return on equity	7%	3%	16%	-5%	14%	-9%	2%	-4%
Operating profit margin	18%	11%	29%	10%	25%	-1%	16%	5%
Asset turnover rate	36%	46%	35%	17%	41%	29%	24%	32%
Liquidity								
Term debt coverage ratio	151%	114%	185%	81%	187%	7%	171%	131%
Expense as a percent of income	78%	84%	70%	89%	77%	102%	77%	85%
Interest as a percent of income	8%	8%	8%	15%	7%	10%	11%	9%
Solvency (market)								
Number of sole proprietors	365	67	157	20	11	5	21	82
Ending farm assets	447,262	489,943	440,379	422,229	577,956	500,146	498,426	400,663
Ending farm liabilities	256,225	286,255	252,224	263,326	282,466	288,224	264,965	234,092
Ending total assets	509,868	567,237	490,791	508,418	681,441	568,089	563,811	462,262
Ending total liabilities	268,485	304,106	263,180	272,242	293,870	291,020	277,511	245,638
Ending net worth	241,382	263,131	227,611	236,176	387,571	277,069	286,300	216,624
Net worth change	19,566	18,691	27,362	10,646	26,991	-7,692	22,011	8,169
Ending farm debt to asset ratio	57%	58%	57%	62%	49%	58%	53%	58%
Beg total debt to asset ratio	54%	55%	56%	52%	45%	52%	50%	53%
End total debt to asset ratio	53%	54%	54%	54%	43%	51%	49%	53%
Nonfarm Information								
Farms reporting living expenses	178	24	100	8	6	1	6	33
Total family living expense	20,190	22,373	20,470	18,612	25,920	22,517	22,517	16,816
Total living, invest, & capital purch	27,706	34,730	27,454	23,112	30,704	28,222	28,222	25,232
Net nonfarm income	14,273	15,430	8,256	24,238	14,092	19,633	22,753	19,955
Crop Acres								
Total acres owned	413	448	291	679	406	503	599	519
Total crop acres	654	1,325	278	567	1,042	730	621	793
Total crop acres owned	272	387	177	284	315	298	340	335
Total crop acres cash rented	367	881	98	249	689	432	272	413
Total crop acres share rented	25	57	2	35	38	9	9	45

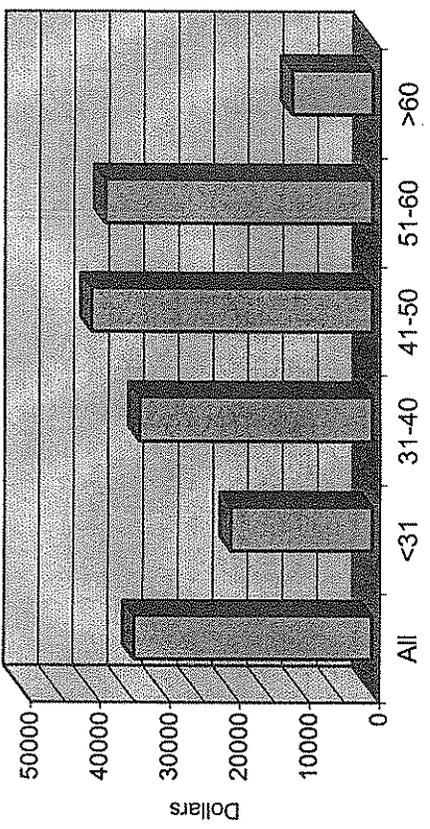
Change in Net Worth by Age of Operator



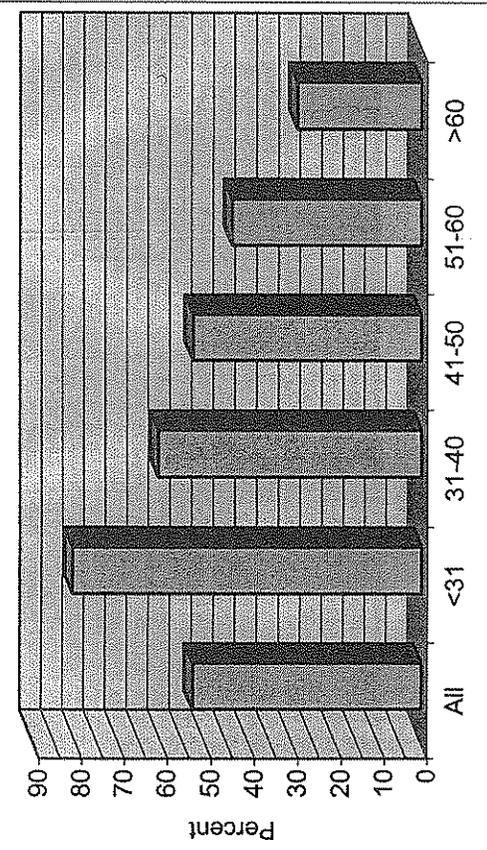
Acres by Age of Operator



Net Farm Income by Age of Operator



Debt to Asset Ratio by Age of Operator



Age Of Operator Report, 1988
Northwestern Farm Business Management Averages
Northland Community and Technical College

	Average For All Farms 421	Under 31 36	31 - 40 125	41 - 50 149	51 - 60 80	Over 60 31
Number of farms						
Income Statement						
Gross cash farm income	199,890	119,906	221,305	223,684	197,810	97,429
Total cash farm expense	162,801	99,393	186,309	179,762	155,171	79,816
Net cash farm income	37,089	20,513	34,996	43,922	42,639	17,613
Inventory change	9,643	8,179	12,295	11,813	5,119	1,890
Depreciation and capital adjustment	-12,661	-8,454	-13,902	-15,393	-9,363	-7,919
Net farm income	34,071	20,238	33,389	40,342	38,395	11,584
Profitability (market)						
Labor and management earnings	21,377	15,106	22,868	26,164	21,662	-1,095
Rate of return on assets	6%	6%	7%	7%	6%	2%
Rate of return on equity	7%	8%	7%	8%	7%	-1%
Operating profit margin	18%	13%	16%	19%	20%	8%
Asset turnover rate	36%	47%	41%	36%	31%	19%
Liquidity						
Term debt coverage ratio	151%	178%	140%	157%	155%	142%
Expense as a percent of income	78%	78%	80%	76%	76%	80%
Interest as a percent of income	8%	6%	9%	9%	8%	8%
Solvency (market)						
Number of sole proprietors	364	32	103	132	70	27
Ending farm assets	447,660	185,016	444,190	498,588	508,608	365,185
Ending farm liabilities	256,477	159,583	286,447	286,663	251,519	122,265
Ending total assets	510,370	214,515	497,389	565,456	588,851	437,751
Ending total liabilities	268,738	172,900	302,846	299,627	258,814	126,918
Ending net worth	241,632	41,616	194,542	265,829	330,037	310,833
Net worth change	19,421	7,303	21,625	22,335	17,928	14,994
Ending farm debt to asset ratio	57%	86%	64%	57%	49%	33%
Beg total debt to asset ratio	54%	81%	62%	55%	46%	30%
End total debt to asset ratio	53%	81%	61%	53%	44%	29%
Nonfarm Information						
Farms reporting living expenses	177	16	54	65	24	18
Total family living expense	20,138	14,197	20,527	21,187	20,700	19,709
Total living, invest, & capital purch	27,656	24,424	29,548	28,905	25,262	23,539
Net nonfarm income	14,306	12,763	14,031	13,633	15,375	17,690
Crop Acres						
Total acres owned	414	110	337	483	480	583
Total crop acres owned	655	411	744	734	578	402
Total crop acres cash rented	272	77	220	338	327	254
Total crop acres share rented	358	316	498	372	219	131
Total crop acres share rented	26	18	26	24	33	17

FARM INCOME STATEMENT, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	422	84	84
CASH FARM INCOME			
Barley			
Black Turtle Beans	2548	1631	4669
Dark Red Kidney Beans	273	-	-
Light Red Kidney Beans	277	1097	292
Navy Beans	209	1014	-
Pinto Beans	624	116	1510
Canola	686	-	1888
Red Clover Seed	4377	2965	8502
Corn	134	245	120
Kentucky Blue Grass Seed	6837	4993	12116
Alfalfa Hay	394	891	1090
Oats	810	1632	704
Potatoes	442	919	485
Soybeans	3406	10042	-
Straw	11369	7364	13245
Sugar Beets	143	234	129
Sunflowers	4990	2226	16123
Confectionary Sunflowers	2343	1470	4248
Timber	589	592	838
Spring Wheat	118	91	226
Winter Wheat	19186	11517	36799
Custom Work	544	826	576
Other crops	471	-	-
Miscellaneous crop income	331	296	-
Beef Calves	1023	2153	496
Aquaculture	3730	5352	1226
Beef Replacement Heifers	132	312	-
Custom Fed Beef	127	313	143
Background Beef	543	36	173
Finish Beef Calves	1620	2103	1013
Finish Yrlg Steers	379	17	-
Grazing Beef	188	53	60
Chicks	1171	5882	-
Milk	190	-	-
Dairy Calves	90401	26858	226474
Dairy Heifers (for sale)	856	358	1767
Dairy Steers	460	566	414
Raised Hogs	2592	1882	4877
Finish Feeder Pigs	1037	1513	1887
Contract Turkeys	260	194	-
Cull breeding livestock	489	2457	-
Misc. livestock income	3890	3654	6728
Deficiency payments	1022	1099	886
CRP payments	11756	8560	18792
Other government payments	612	468	573
Custom work income	4161	2500	7664
Patronage dividends, cash	1579	2044	1271
Insurance income	1233	509	2796
Other farm income	4837	2163	10511
	3746	2469	4555
Gross Cash Farm Income	199132	123676	395866

FARM INCOME STATEMENT, 1998 (Continued)
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	422	84	84
CASH FARM EXPENSE			
Seed	8012	6695	12724
Fertilizer	13200	12031	21900
Crop chemicals	11344	8563	21980
Crop insurance	3213	2200	5585
Drying fuel	402	261	723
Irrigation energy	119	260	134
Crop marketing	1468	809	4019
Crop miscellaneous	3826	2651	7273
Feeder livestock purchase	2047	4923	185
Purchased feed	26015	13102	60862
Breeding fees	911	304	2304
Veterinary	3648	2394	8537
Livestock supplies	4486	1910	10727
Livestock leases	385	469	209
Grazing fees	218	8	6
Livestock marketing	1563	875	3103
Interest	17410	15614	28020
Fuel & oil	6351	5086	10036
Repairs	11822	9758	19724
Custom hire	4428	3270	8423
Hired labor	8588	6469	21546
Land rent	13163	11613	19290
Machinery & bldg leases	2914	2516	6312
Real estate taxes	2214	1904	3724
Personal property taxes	7	0	31
Farm insurance	2552	2263	4243
Utilities	4041	3487	6501
Dues & professional fees	896	557	1740
Hedging account deposits	225	46	426
Miscellaneous	6689	5354	9914
Total cash expense	162155	125396	300201
Net cash farm income	36977	-1719	95666
INVENTORY CHANGES			
Crops and feed	4472	-1856	18850
Market livestock	2216	2931	2212
Accounts receivable	2425	963	5929
Prepaid expenses and supplies	166	-919	2242
Accounts payable	443	-4814	4003
Total inventory change	9721	-3695	33235
Net operating profit	46698	-5415	128901
DEPRECIATION AND OTHER CAPITAL ADJUSTMENTS			
Breeding livestock	-1813	-6324	1567
Machinery and equipment	-9456	-7007	-15890
Buildings and improvements	-1740	-1665	-4271
Other farm capital	352	127	25
Total depr. and other capital adj	-12657	-14869	-18569
Net farm income	34041	-20283	110332

STATEMENT OF CASH FLOWS, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	422	84	84
(a) Beginning cash balance (farm & nonfarm)	7252	6054	10294
CASH FROM OPERATING ACTIVITIES			
Gross cash farm income	199132	123676	395866
Net nonfarm income (+)	14276	24781	7511
Total cash farm expense (-)	162155	125396	300201
Apparent family living expense (-)	25459	19131	38193
Income and social security tax (-)	1757	1195	2600
(b) Cash from operations (=)	24037	2735	62384
CASH FROM INVESTING ACTIVITIES			
Sale of breeding livestock	2139	1251	3640
Sale of machinery & equipment (+)	1805	4726	2043
Sale of farm land (+)	485	1309	220
Sale of farm buildings (+)	325	208	-
Sale of other farm assets (+)	627	348	1360
Sale of nonfarm assets (+)	629	607	837
Purchase of breeding livestock (-)	6992	6263	15179
Purchase of machinery & equip. (-)	16357	13066	36065
Purchase of farm land (-)	3899	3910	7094
Purchase of farm buildings (-)	9966	10155	31254
Purchase of other farm assets (-)	2672	582	8648
Purchase of nonfarm assets (-)	3304	2359	6273
(c) Cash from investing activities (=)	-37180	-27886	-96411
CASH FROM FINANCING ACTIVITIES			
Money borrowed	108990	118141	186507
Cash gifts and inheritances (+)	679	137	1797
Principal payments (-)	93391	89702	148156
Dividends paid (-)	51	118	-
Gifts given (-)	8	-	18
(d) Cash from financing activities (=)	16218	28457	40129
(e) Net change in cash balance (b+c+d)	3075	3307	6102
Ending cash balance (farm & nonfarm)	10327	9361	16396

CROP, MARKETING, OPERATOR, NONFARM SUMMARY, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	422	84	84
ACREAGE SUMMARY			
Total Acres Owned	414	433	561
Total Crop Acres	653	588	1002
Crop Acres Owned	272	228	440
Crop Acres Cash Rented	355	335	527
Crop Acres Share Rented	25	26	35
Total Pasture Acres	25	34	12
AVERAGE PRICE RECEIVED (Cash Sales Only)			
Canola per lb.	0.11	0.10	0.11
Wheat, Spring per bu.	3.21	3.26	3.32
Corn per bu.	2.04	2.02	2.09
Soybeans per bu.	5.30	5.02	5.29
Barley per bu.	1.55	1.36	1.62
Oats per bu.	1.20	1.10	-
Sunflowers per cwt.	11.03	10.44	10.66
Sugar Beets per ton	33.53	-	-
AVERAGE YIELD PER ACRE			
Wheat, Spring (bu.)	37.54	34.68	40.39
Soybeans (bu.)	30.93	29.42	33.21
Corn (bu.)	99.83	75.59	109.88
Hay, Alfalfa (ton)	3.12	2.68	3.79
Barley (bu.)	50.73	43.29	58.64
Corn Silage (ton)	12.81	10.54	14.34
Hay, Mixed (ton)	1.94	1.56	2.14
Canola (lb.)	1391.24	1347.64	1462.59
Pasture (aum)	3.35	1.43	2.85
Sunflowers (cwt.)	12.37	10.85	12.58
OPERATOR INFORMATION			
Average number of operators	1.2	1.1	1.4
Average age of operators	44.3	45.8	44.1
Average number of years farming	20.1	20.1	20.8
NONFARM INCOME			
Nonfarm wages & salary	9692	17202	4879
Nonfarm business income	888	1306	159
Nonfarm rental income	124	357	75
Nonfarm interest income	291	294	356
Nonfarm cash dividends	63	31	135
Tax refunds	1169	1361	643
Gifts and inheritances	679	137	1797
Other nonfarm income	2077	4250	1291
Total nonfarm income	14984	24938	9334

BALANCE SHEET (COST VALUES) 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted by Net Farm Income)

Number of Farms	Average Of All Farms		Average Of Low 20 %		Average Of High 20 %	
	363		75		54	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
ASSETS						
Current Farm Assets						
Cash and checking balance	5205	6853	4694	7579	9668	12433
Prepaid expenses & supplies	3922	4010	1911	1050	9767	12261
Growing crops	290	149	209	44	297	317
Accounts receivable	2621	4445	1515	1725	6560	11168
Hedging accounts	133	103	62	60	37	35
Crops held for sale or feed	38776	43152	25178	24894	77526	95587
Crops under government loan	2387	1172	2704	1178	2322	888
Market livestock held for sale	10610	13022	11281	14475	13469	17284
Other current assets	525	581	1345	1996	477	275
Total current farm assets	64468	73487	48900	53002	120125	150248
Intermediate Farm Assets						
Breeding livestock	50321	52818	41249	40299	90590	102264
Machinery and equipment	75983	80715	59709	62945	128327	145182
Other intermediate assets	6490	7762	3724	4674	9823	12091
Total intermediate farm assets	132794	141295	104682	107918	228740	259537
Long-Term Farm Assets						
Farm land	113152	116420	112188	117437	165628	169562
Buildings and improvements	35210	37335	32417	34831	72777	79692
Other long-term assets	4824	5072	4288	3551	9833	11259
Total long-term farm assets	153186	158827	148893	155819	248238	260513
Total Farm Assets	350448	373609	302475	316739	597104	670297
Total Nonfarm Assets	54865	58974	44014	45437	80016	91002
Total Assets	405314	432583	346490	362176	677120	761299
LIABILITIES						
Current Farm Liabilities						
Accrued interest	4131	4171	5923	6907	3442	2426
Accounts payable	7687	6679	5939	7507	13298	7579
Current notes	24485	24253	24012	29787	33566	27741
Government crop loans	494	399	490	173	-	-
Principal due on term debt	14868	17068	15810	16835	22897	29181
Total current farm liabilities	51727	52602	52269	61234	73271	66984
Intermediate Farm Liabilities	65499	70679	59141	70758	95459	103206
Long-term Farm Liabilities	93251	94456	94600	103012	124090	125165
Total Farm Liabilities	210476	217738	206010	235004	292821	295355
Total Nonfarm Liabilities	7805	7985	10950	9468	5836	6440
Total Liabilities	218282	225723	216960	244471	298657	301795
Net Worth (farm and nonfarm)	187032	206860	129530	117705	378463	459504
Net Worth Change		19828		-11825		81041
RATIO ANALYSIS						
Current Farm Liabilities / Assets	80 %	72 %	107 %	116 %	61 %	45 %
Curr. & Interm Farm Liab / Assets	59 %	57 %	73 %	82 %	48 %	42 %
Long Term Farm Liab. / Assets	61 %	59 %	64 %	66 %	50 %	48 %
Total Liabilities / Assets	54 %	52 %	63 %	68 %	44 %	40 %

BALANCE SHEET (MARKET VALUES) 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted by Net Farm Income)

Number of Farms	Average Of All Farms		Average Of Low 20 %		Average Of High 20 %	
	366	76	76	55		
	Beginning	Ending	Beginning	Ending	Beginning	Ending
ASSETS						
Current Farm Assets						
Cash and checking balance	5164	6796	4624	7470	9511	12212
Prepaid expenses & supplies	3892	3981	1886	1037	9610	12067
Growing crops	288	148	207	44	292	311
Accounts receivable	2683	4500	1679	1886	6745	11315
Hedging accounts	132	102	61	59	36	35
Crops held for sale or feed	38689	43064	25392	24922	76650	94795
Crops under government loan	2425	1185	2669	1162	2660	1025
Market livestock held for sale	10629	12982	11641	14606	13228	16969
Other current assets	520	577	1327	1970	469	270
Total current farm assets	64422	73334	49486	53156	119200	149000
Intermediate Farm Assets						
Breeding livestock	51991	54365	41289	40132	92164	104263
Machinery and equipment	103523	109133	78331	82573	182797	199044
Other intermediate assets	7848	9014	5132	6146	9915	12024
Total intermediate farm assets	163362	172513	124751	128851	284876	315331
Long-Term Farm Assets						
Farm land	147826	152841	147072	154503	217615	221847
Buildings and improvements	39928	42465	29036	31315	86761	93851
Other long-term assets	5128	5329	4310	3583	10194	11355
Total long-term farm assets	192882	200635	180418	189401	314570	327052
Total Farm Assets	420665	446482	354656	371408	718647	791383
Total Nonfarm Assets	58674	62499	50481	51882	86224	98624
Total Assets	479339	508981	405137	423290	804870	890008
LIABILITIES						
Current Farm Liabilities						
Accrued interest	4116	4150	5848	6860	3490	2391
Accounts payable	7734	6713	5861	7408	13755	7942
Current notes	24284	24055	23696	29395	32949	27237
Government crop loans	523	418	484	171	218	144
Principal due on term debt	15054	17032	15830	16681	24213	29252
Total current farm liabilities	51772	52400	51812	60540	74699	67021
Intermediate Farm Liabilities						
Intermediate Farm Liabilities	65512	70667	59246	70352	95378	103724
Long-term Farm Liabilities						
Long-term Farm Liabilities	93089	94275	93799	102143	123746	124725
Total Farm Liabilities	210373	217343	204857	233036	293822	295470
Total Nonfarm Liabilities	7751	7924	10840	9364	5751	6324
Total Deferred Liabilities	39846	42836	24246	25055	74763	85402
Total Liabilities	257970	268104	239943	267455	374336	387195
Net Worth (farm and nonfarm)	221369	240877	165194	155835	430534	502812
Net Worth Change		19507		-9359		72279
RATIO ANALYSIS						
Current Farm Liabilities / Assets	80 %	71 %	105 %	114 %	63 %	45 %
Curr. & Interim Farm Liab. / Assets	51 %	50 %	64 %	72 %	42 %	37 %
Long Term Farm Liabilities / Assets	48 %	47 %	52 %	54 %	39 %	38 %
Total Liabilities / Assets	54 %	53 %	59 %	63 %	47 %	44 %

PROFITABILITY AND LIQUIDITY ANALYSIS, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted by Net Farm Income)

	Avg. Of All Farms	Avg. Of Low 20 %	Avg. Of High 20 %	Avg. Of All Farms	Avg. Of Low 20 %	Avg. Of High 20 %
Number of Farms	419	83	83	422	84	84
PROFITABILITY						
	----- Cost -----			----- Market -----		
Net farm income	34378	-19513	111411	34206	-16496	103491
Labor and management earnings	23682	-26087	88603	21588	-24960	77673
Rate of return on assets	7.7 %	-5.1 %	14.5 %	6.4 %	-3.6 %	11.2 %
Rate of return on equity	8.3 %	-33.2 %	21.6 %	6.9 %	-22.8 %	17.1 %
Operating profit margin	18.0 %	-16.8 %	29.8 %	18.0 %	-14.1 %	27.9 %
Asset turnover rate	43.0 %	30.6 %	48.6 %	35.8 %	25.7 %	40.2 %
Interest on farm net worth	10696	6574	22808	12617	8464	25817
Farm interest expense	17701	16563	27849	17680	16533	27721
Value of operator lbr and mgmt.	19873	14260	30130	19846	14305	29950
Return on farm assets	32207	-17210	109130	32040	-14268	101262
Average farm assets	416702	334847	754141	498879	393702	904920
Return on farm equity	14505	-33773	81281	14360	-30801	73541
Average farm equity	173763	101607	375788	208250	134812	430290
Value of farm production	179083	102369	366277	178370	101365	363377

	Average Of All Farms	Average Of Low 20 %	Average Of High 20 %
Number of Farms	422	84	84
LIQUIDITY (Cash)			
Net cash farm income	36977	-1719	95666
Net nonfarm income	14276	24781	7511
Family living and taxes	27267	20444	40793
Real estate principal payments	5302	3844	9132
Cash available for interm. debt	18684	-1227	53252
Average intermediate debt	90511	83431	147448
Years to turnover interm. debt	4.8	**	2.8
Expense as a % of income	81 %	101 %	76 %
Interest as a % of income	9 %	13 %	7 %

	Average Of All Farms	Average Of Low 20 %	Average Of High 20 %
LIQUIDITY (Accrual)			
Total accrual farm income	208244	125714	422857
Total accrual farm expense	161546	131129	293956
Net accrual operating income	46698	-5415	128901
Net nonfarm income	14276	24781	7511
Family living and taxes	27267	20444	40793
Real estate principal payments	5302	3844	9132
Available for intermediate debt	28405	-4922	86487
Average intermediate debt	90511	83431	147448
Years to turnover interm. debt	3.2	**	1.7
Expense as a % of income	78 %	104 %	70 %
Interest as a % of income	8 %	13 %	7 %

** Income insufficient to meet debt servicing requirements

FINANCIAL GUIDELINES MEASURES, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted by Net Farm Income)

	Average For All Farms		Average For Low 20 %		Average For High 20 %	
Number of Farms	422		84		84	
LIQUIDITY	Beginning	Ending	Beginning	Ending	Beginning	Ending
Current ratio	1.26	1.43	1.00	0.90	1.51	1.97
Working capital	15882	26786	-289	-6874	48334	86811
SOLVENCY (Market)	Beginning	Ending	Beginning	Ending	Beginning	Ending
Farm debt to asset ratio	59 %	57 %	63 %	68 %	53 %	51 %
Farm equity to asset ratio	41 %	43 %	37 %	32 %	47 %	49 %
Farm debt to equity ratio	142 %	133 %	170 %	215 %	114 %	102 %
PROFITABILITY	Cost	Market	Cost	Market	Cost	Market
Rate of return on farm assets	7.7 %	6.4 %	-5.1 %	-3.6 %	14.5 %	11.2 %
Rate of return on farm equity	8.3 %	6.9 %	-33.2 %	-22.8 %	21.6 %	17.1 %
Operating profit margin	18.0 %	18.0 %	-16.8 %	-14.1 %	29.8 %	27.9 %
Net farm income	34378	34206	-19513	-16496	111411	103491
REPAYMENT CAPACITY	Cash	Accrual	Cash	Accrual	Cash	Accrual
Term debt coverage ratio	120 %	151 %	52 %	40 %	167 %	234 %
Capital replacement margin	6406	16127	-15018	-18713	32966	66201
EFFICIENCY						
Asset turnover rate (market)	35.8 %		25.7 %		40.2 %	
Operating expense ratio	69.1 %		91.2 %		63.0 %	
Depreciation expense ratio	6.1 %		11.8 %		4.4 %	
Interest expense ratio	8.5 %		13.2 %		6.6 %	
Net farm income ratio	16.3 %		-16.1 %		26.1 %	

LABOR ANALYSIS

	Average For All Farms	Average For Low 20 %	Average For High 20 %
Number of Farms	398	76	81
Total unpaid labor hours	3194	2224	4627
Total hired labor hours	902	773	2316
Total labor hours per farm	4096	2997	6943
Value of farm production / hour	44.55	35.18	53.05
Net farm income / unpaid hour	10.83	-9.62	23.98

Financial Guideline Measures

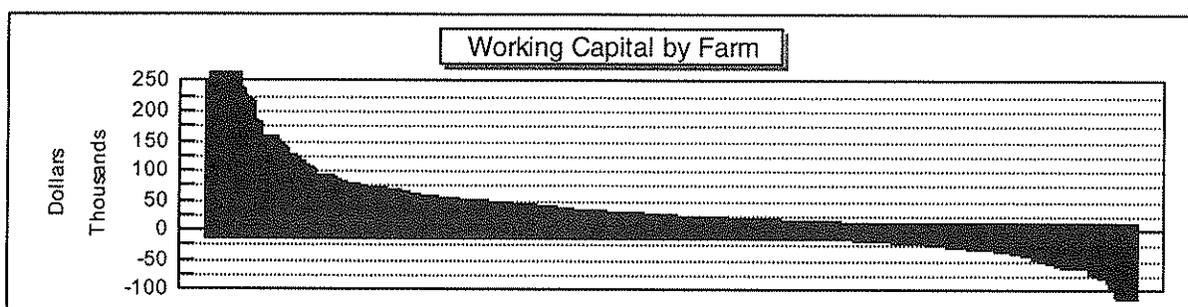
The Farm Financial Standards Task Force recommended the use of sixteen financial measures to evaluate a farm's financial position and financial performance. These measures are grouped by Liquidity, Solvency, Profitability, Repayment Capacity and Efficiency.

Liquidity

Liquidity is the ability of the farm business to meet financial obligations in a timely manner, without disrupting normal business operations.

Current Ratio: The current ratio shows the value of current assets relative to current liabilities. It measures the extent current farm assets, if liquidated, would cover liabilities that are due during the next 12 months. The higher the ratio, the safer the short term position.

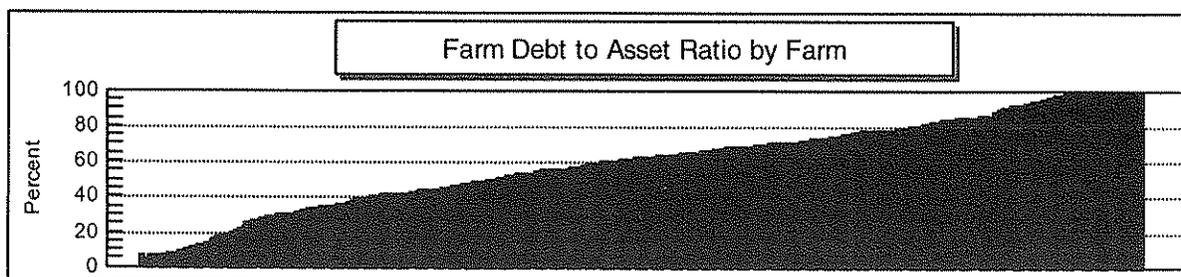
Working Capital: Working capital shows the dollar amount that current assets can or can not cover current liabilities. It approximates the amount of capital available to purchase crop and livestock inputs and equipment necessary to produce farm products. The amount of working capital considered adequate must be related to the size of the farm business.



Solvency

Solvency is important in evaluating the risk position of the farm and family and in considering future borrowing capacity. Solvency measures the ability of the business to pay off all debts if liquidated.

Farm Debt To Asset Ratio: The farm debt to asset ratio measures the financial position or solvency of the farm or ranch by comparing the total liabilities to the total assets. It measures the portion of the farm assets which have debt against them. A higher ratio is considered an indicator of greater financial risk.



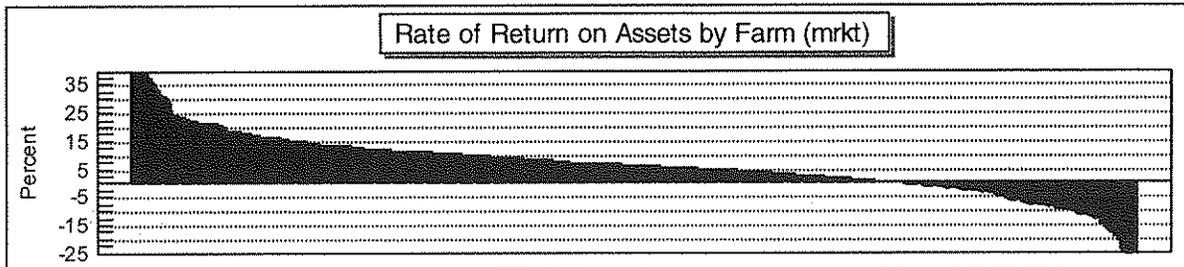
Farm Equity To Asset Ratio: The farm equity to asset ratio measures the farm equity relative to the value of the farm assets. It measures the proportion of the farm assets financed by the owner's equity whereas the debt to asset ratio measured the proportion of farm assets financed by debt.

Farm Debt To Equity Ratio: The farm debt to equity ratio measures the amount of farm debt relative to the amount of farm equity. It measures the amount of debt the farm has for every dollar of equity the farm has.

Profitability

Profitability is the measure of the value of goods produced by the business in relation to the cost of resources used in the production. Profitability calculated on a cost basis does not consider changes in market valuation of capital assets such as machinery and breeding livestock.

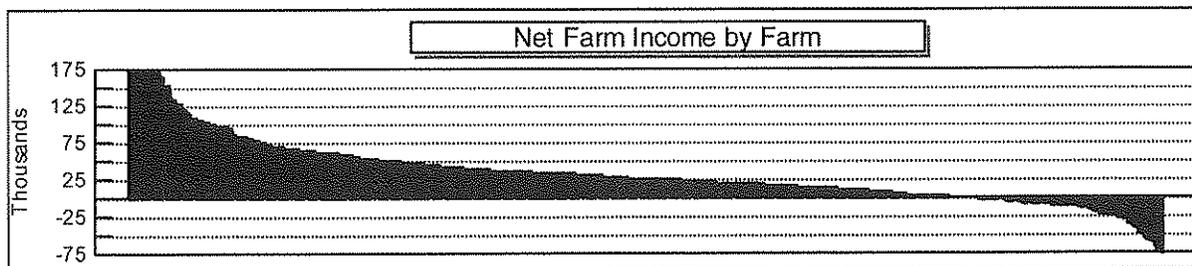
Rate of Return on Assets: Rate of return on assets is, in effect, the interest rate your farm earned in the past year on all money invested in the business. If assets are valued at market value, the rate of return on investment can be looked at as the "opportunity cost" of investing money in the farm instead of alternative investments. If assets are valued at cost (cost less depreciation), the rate of return represents the actual return on the average dollar invested in the business.



Rate of Return on Equity: Rate of return on equity is, in effect, the interest rate your investment in the business earned in the past year. If assets are valued at market value, this return can be compared with returns available if the assets were liquidated and invested in alternative investments. If assets are valued at cost, this represents the actual return to the amount of equity capital you have invested in the farm business.

If your return on assets is higher than your average interest rate, your return on equity will be still higher, reflecting the fact that there are residual returns to equity capital after paying all interest expense. This is positive use of financial leverage. If your return on assets is lower than your average interest rate, your return on equity will be still lower, reflecting the fact that borrowed capital did not earn enough to pay its interest cost. This is negative financial leverage. As your debt to asset ratio increases, these relationships become more pronounced. So profitability becomes a key concern when substantial debt capital is used in the business.

Net Farm Income: Net farm income represents the returns to labor, management, and equity capital invested in the business. Without income from other sources, or appreciation of capital asset values, net farm income must cover family living expenses and taxes, or net worth will decrease.



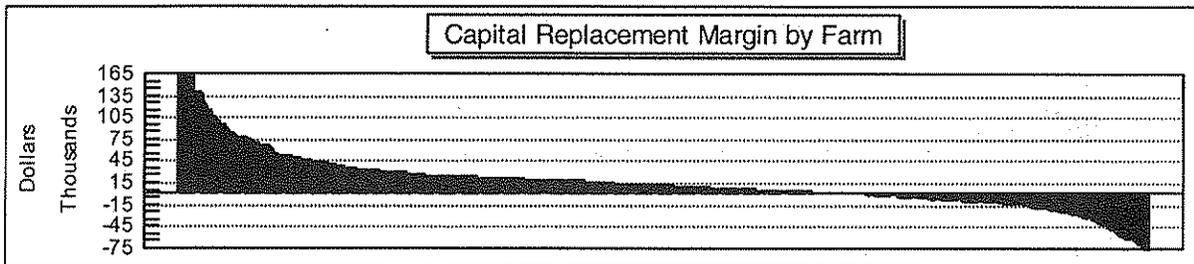
Operating Profit Margin: The operating profit margin is a measure of the profit margin from the employment of assets. It measures how effectively you are employing assets relative to the value of output produced. Low prices, high operating expenses, or production problems are all possible causes of a low operating profit margin.

Repayment Capacity

Repayment capacity measures the ability to repay term debt (longer than one year) and to replace capital assets.

Term Debt Coverage Ratio: The term debt coverage ratio measures the ability of the business to cover all term debt payments. A number less than 100 percent indicates that the business, plus nonfarm income, is not generating sufficient cash to meet all of the debt payments, after family living expenses and taxes have been paid. A number greater than 100 indicates the business is generating sufficient cash to pay all term debt obligations with some surplus margin remaining.

Capital Replacement Margin: The capital replacement margin is the amount of money remaining from farm and nonfarm income after all operating expenses, taxes, family living and debt payments have been paid. It is the amount available for acquiring capital assets, such as machinery and land, or servicing additional debt.

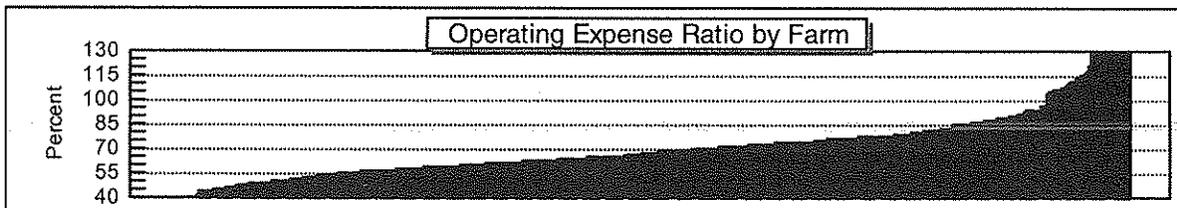


Efficiency

These measures reflect the relationships between expense and income items to revenue and the efficiency of the farm business with regard to the use of cash and capital assets.

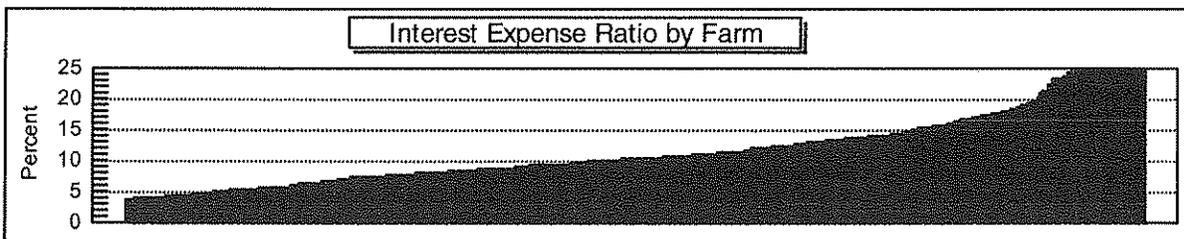
Asset Turnover: Asset turnover is a measure of how efficiently assets are used in the business. A farm with good operating profit margin and asset turnover will show a strong rate of return on farm assets. If operating profit margin is low, the asset turnover rate must be strong, or vice versa, to maintain the rate of return on assets.

Operating Expense Ratio: This ratio indicates the percent of the gross farm income which is used to pay the operating expenses. Operating expenses do not include interest or depreciation expense.



Depreciation Expense Ratio: This ratio indicates the percent of the gross farm income which is used to cover the depreciation expense.

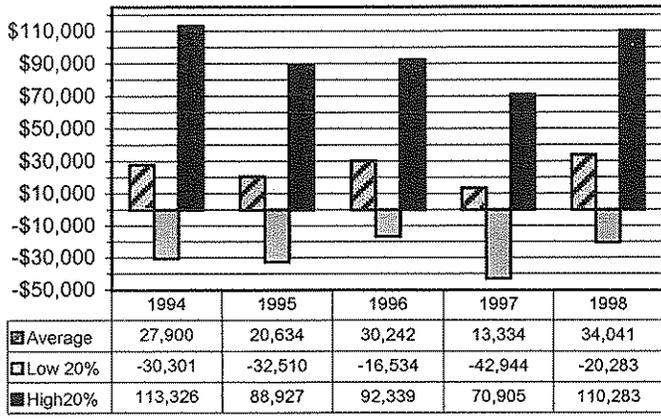
Interest Expense Ratio: This ratio indicates the percent of the gross farm income which is used to pay farm interest expenses.



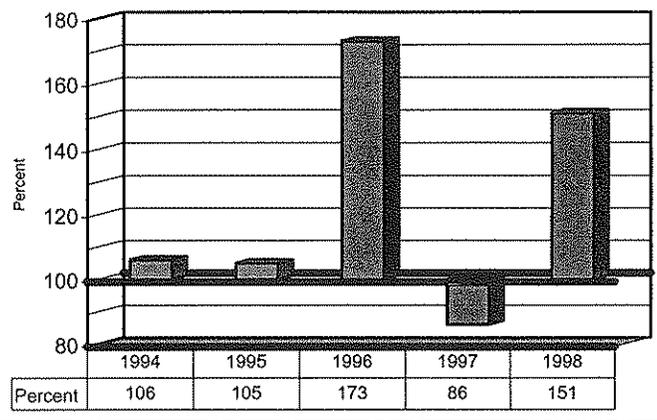
Net Farm Income Ratio: The ratio indicates the percent of the gross farm income which remains after all expenses.

Five Year Trends Northwest Farm Business Management Education

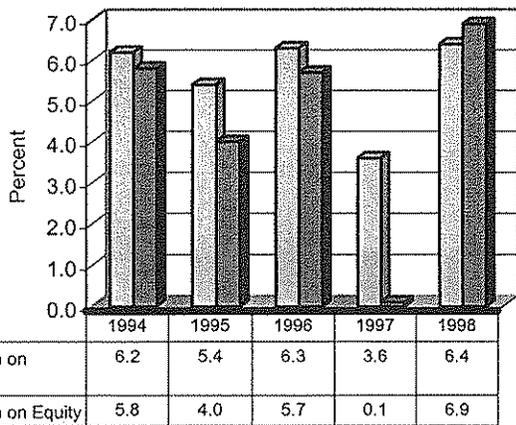
Net Farm Income



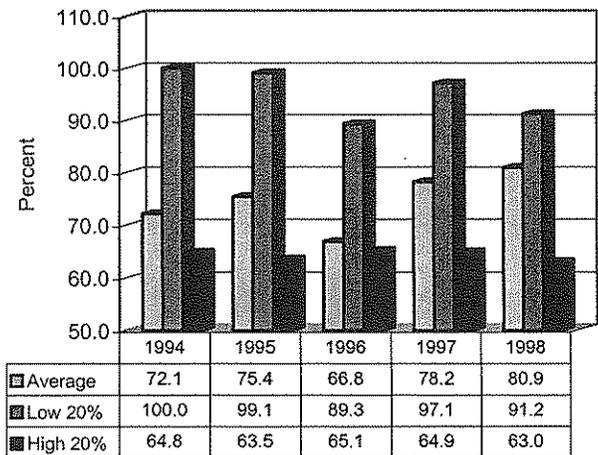
Term Debt Coverage Ratio (accrual)



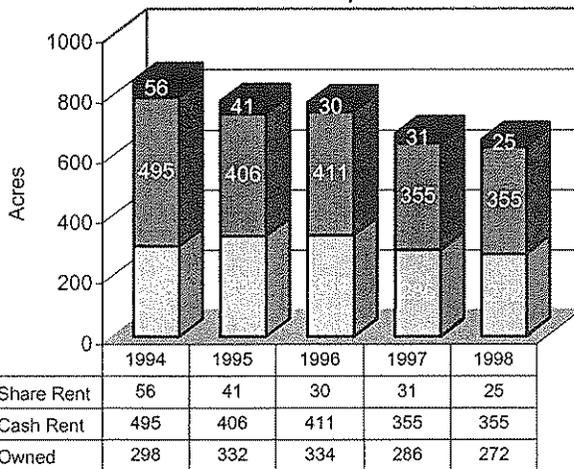
Rate of Return (cost)



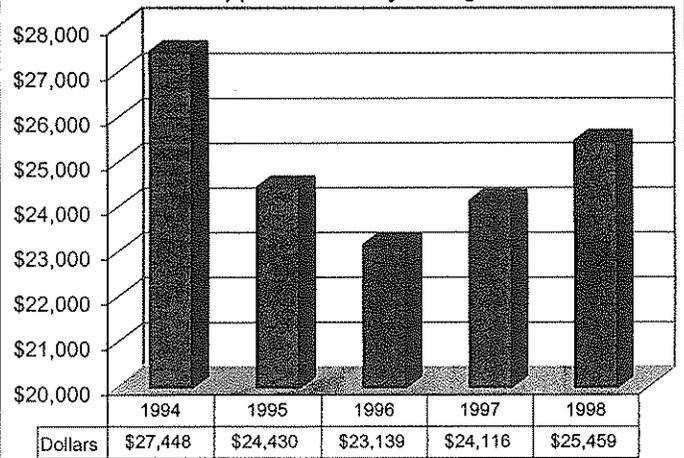
Operating Expense Ratio



Crop Acres

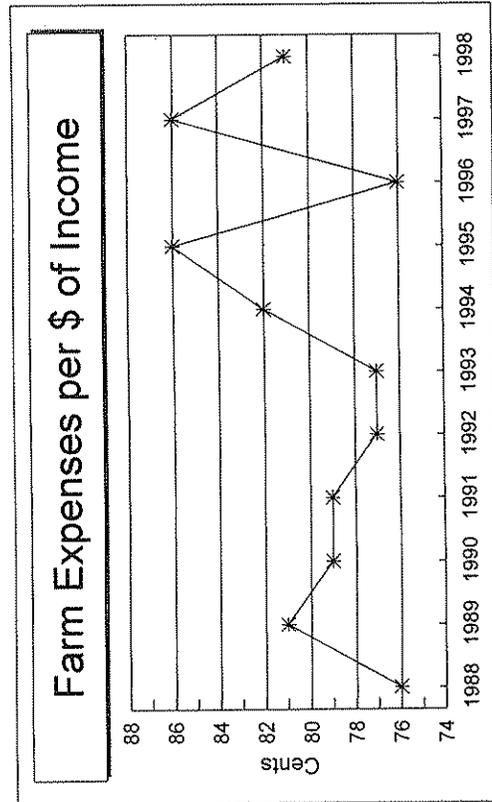
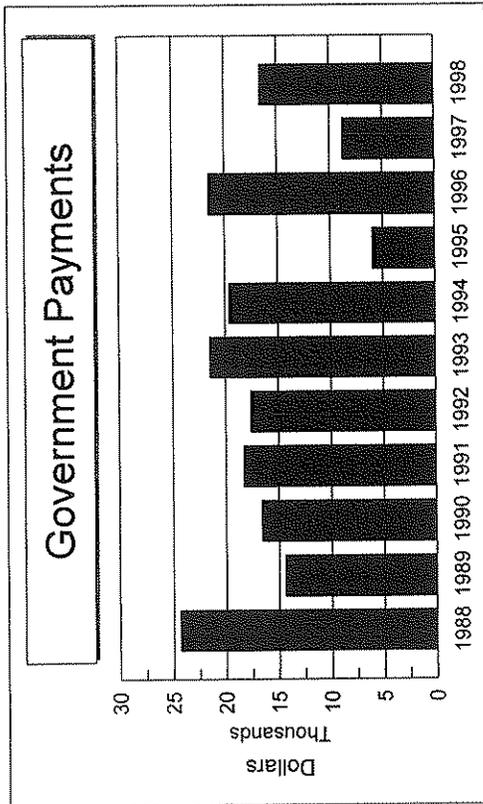
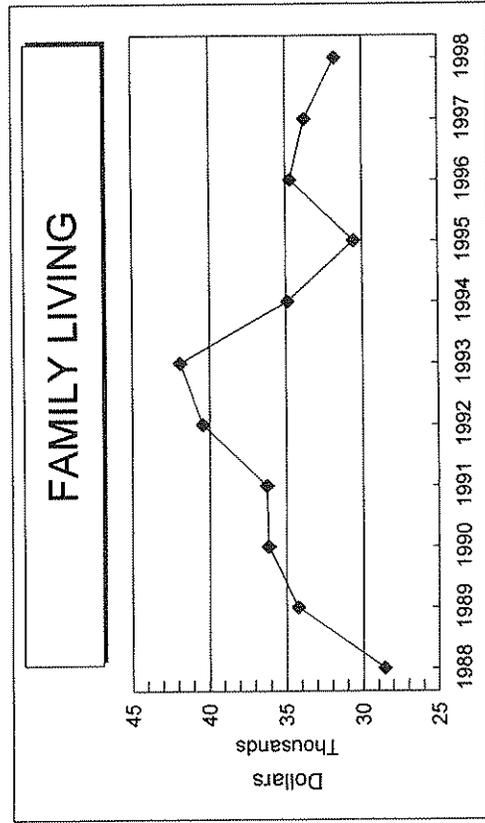
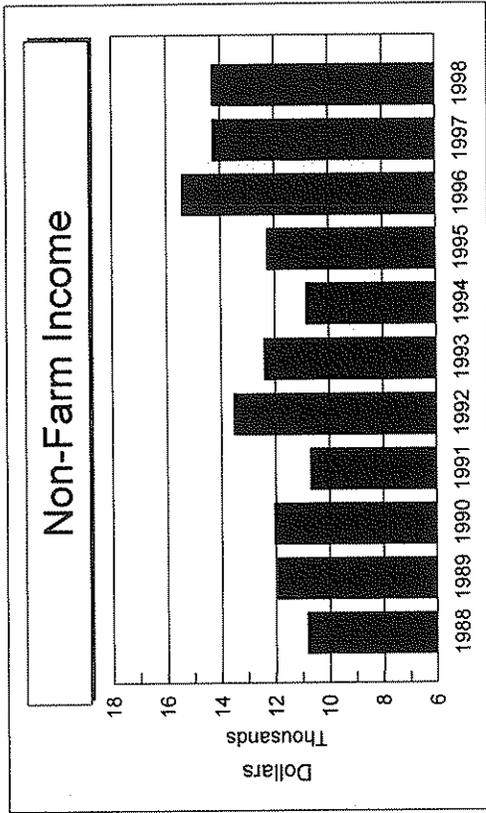


Apparent Family Living



HOUSEHOLD AND PERSONAL EXPENSES, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted by Net Farm Income)

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Sole Proprietors	97	11	16
Average family size	4.2	3.8	5.1
FAMILY LIVING EXPENSES			
Food and meals expense	4734	4323	5206
Medical care and health insurance	3441	2638	4831
Cash donations	505	697	678
Household supplies	2134	3181	1891
Clothing	1164	702	1148
Personal care	2738	1796	3007
Child / Dependent care	377	985	498
Gifts	921	1091	1016
Education	504	569	377
Recreation	821	862	667
Utilities (household share)	1061	755	1088
Nonfarm vehicle operating expense	1437	1337	1170
Household real estate taxes	81	96	36
Dwelling rent	128	-	22
Household repairs	1244	270	2681
Nonfarm interest	599	412	297
Life insurance payments	821	457	1617
Total cash family living expense	22709	20171	26229
Family living from the farm	484	292	654
Total family living	23193	20462	26883
OTHER NONFARM EXPENDITURES			
Income taxes	1745	1690	2225
Furnishing & appliance purchases	153	-	304
Nonfarm vehicle purchases	1284	-	1507
Nonfarm real estate purchases	2525	-	11113
Other nonfarm capital purchases	243	2273	-
Nonfarm savings & investments	805	-5048	5569
Total other nonfarm expenditures	6755	-1085	20718
Total cash family living, investment & nonfarm capital purch	29464	19085	46947
PARTNERSHIPS			
Number of partnerships	22		
Number of operators per partnership	1.9		
Average owner withdrawals per farm	39529		
Average withdrawals per operator	20706		



Individual Crop Enterprise Analysis

The individual crop analysis table shows acres, yield, value per unit, (usually the value per unit at harvest time) and the gross return per acre for each crop raised by at least five farmers in the 1998 crop year.

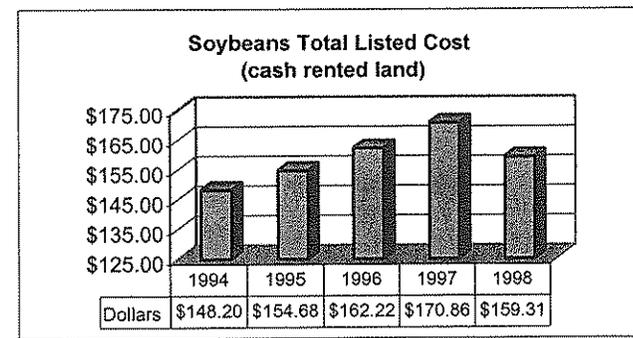
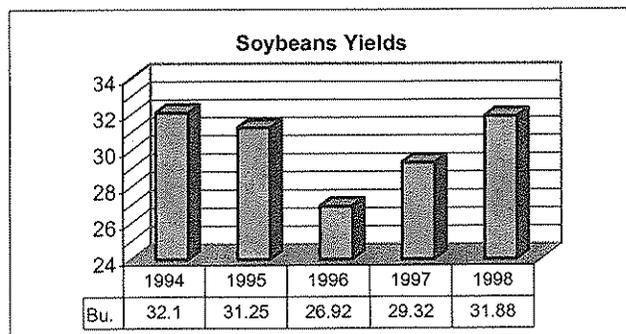
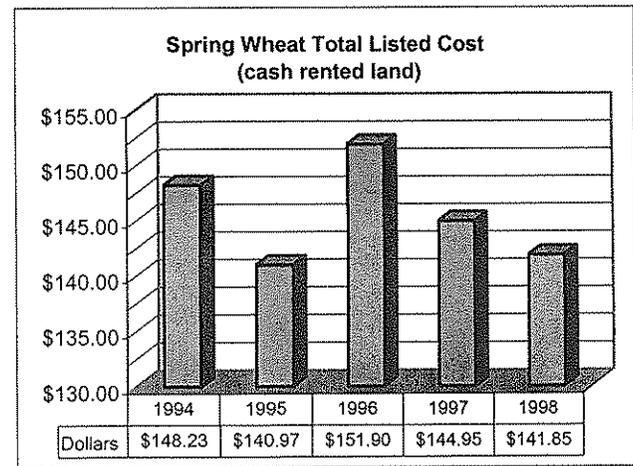
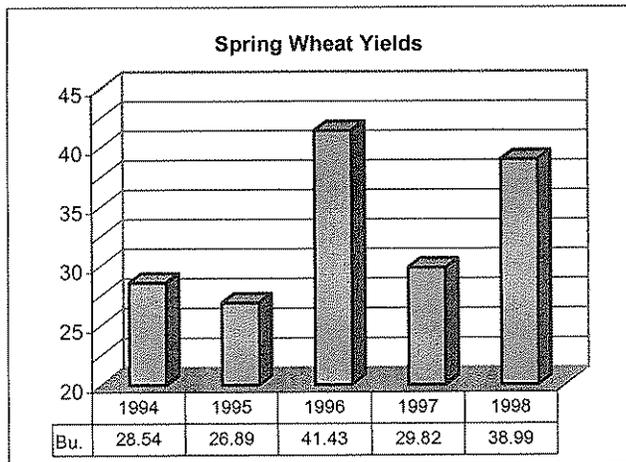
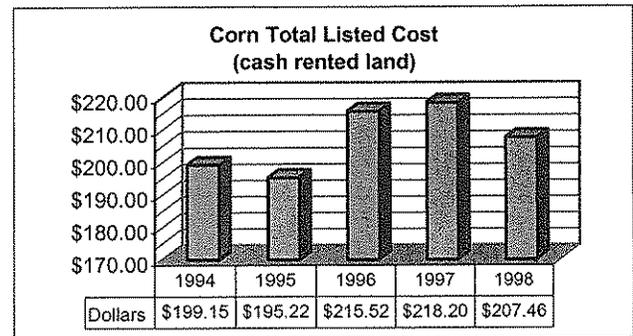
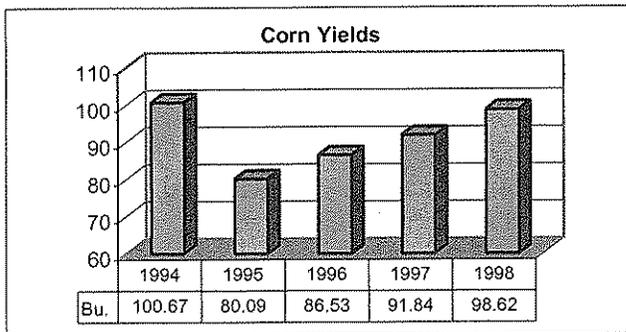
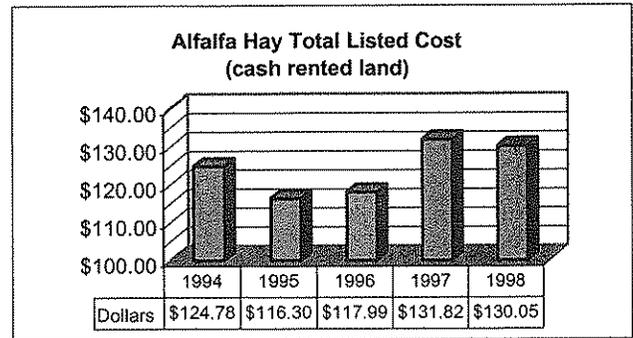
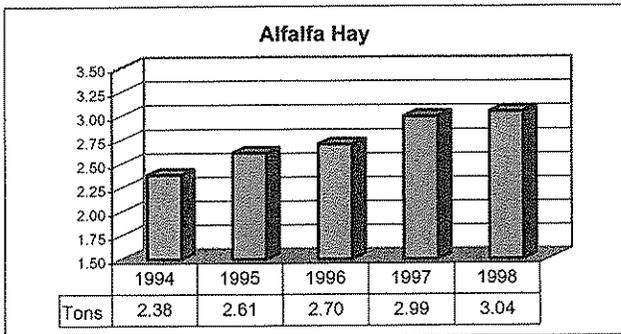
Costs such as fertilizer, chemicals, seed, crop drying expenses, hired labor and custom hire are costs that are assigned to each individual crop in the account book or computerized record system. These costs are shown in the crop enterprise analysis as *Direct Costs*.

Other costs, called *Overhead Costs*, are divided out by formula. Overhead costs are assigned by an allocation factor to each enterprise. The allocation factor is based on historical data of labor and capital intensity.

There are a couple of subtle differences between the Owned Land and Cash Rented Land tables. Naturally, on cash rented land, the actual cost of renting the land is reported in the direct cost section. On the owned land, the land cost is divided into two different lines in the overhead cost section. These are the real-estate taxes and interest on long term debt lines.

Any crop insurance, Loan Deficiency Payment (LDP), or second product income is included in the miscellaneous income. The Market Loss payment and the regular Agriculture Market Transitional Act (AMTA) payments are included in the Net Return including Government Payments near the bottom of the page. Government payments are spread across all tillable acres except sugar beets, edible beans, potatoes and other vegetable crops.

**Five Year Crop History of
Yields and Cost of Production
Northwestern Minnesota Farm Business Management Education**



Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

SPRING WHEAT ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	147	28	26
Number of farms	116	23	23
Acres	167.51	104.46	155.21
Yield per acre (bushel)	35.10	18.39	49.34
Operators share of yield %	100.00	100.00	100.00
Value per bushel	3.17	3.03	3.23
Total product return per acre	111.42	55.71	159.45
Miscellaneous income per acre	17.43	22.16	8.35
Gross return per acre	128.84	77.87	167.80
Direct expenses per acre			
Seed	9.63	10.77	9.39
Fertilizer	25.10	24.03	23.10
Crop chemicals	17.91	13.90	20.90
Crop insurance	6.57	7.93	3.14
Drying fuel	0.34	0.28	0.45
Fuel & oil	5.53	6.94	5.41
Repairs	9.79	10.60	9.41
Custom hire	2.83	2.50	2.31
Hired labor	0.17	0.00	0.00
Machinery & bldg leases	0.01	0.00	0.00
Marketing	0.08	0.25	0.09
Operating interest	3.92	3.52	4.04
Miscellaneous	0.17	0.10	0.38
Total direct expenses per acre	82.04	80.81	78.62
Return over direct expenses per acre	46.80	-2.94	89.18
Overhead expenses per acre			
Custom hire	0.95	0.70	0.47
Hired labor	3.52	1.34	4.43
Machinery & bldg leases	1.13	1.75	2.30
RE & pers. property taxes	6.41	5.67	9.29
Farm insurance	2.05	1.87	2.20
Utilities	1.64	1.98	1.31
Dues & professional fees	0.86	1.28	0.72
Interest	17.84	16.82	21.65
Mach & bldg depreciation	10.01	9.32	8.22
Miscellaneous	1.46	1.30	1.64
	0.00	0.01	0.00
Total overhead expenses per acre	45.87	42.04	52.24
Total listed expenses per acre	127.91	122.85	130.86
Net return per acre	0.93	-44.98	36.95
Total direct expense per bushel	2.34	4.39	1.59
Total listed expense per bushel	3.64	6.68	2.65
Net return per bushel	0.03	-2.45	0.75
Breakeven yield per acre	34.81	33.24	37.91
Est. labor hours per acre	1.95	2.59	1.97
Net return including govt. payments	21.91	-25.46	57.86
Lbr & mgt charge per acre	14.67	20.80	13.03
Net return over lbr & mgt	7.24	-46.25	44.83

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

SPRING WHEAT ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	171	36	37
Number of farms	120	24	24
Acres	242.02	133.17	235.42
Yield per acre (bushel)	38.99	27.84	47.56
Operators share of yield %	100.00	100.00	100.00
Value per bushel	3.24	3.14	3.30
Total product return per acre	126.26	87.51	156.84
Miscellaneous income per acre	9.43	9.20	13.22
Gross return per acre	135.69	96.71	170.06
Direct expenses per acre			
Seed	9.91	10.30	10.24
Fertilizer	22.75	24.73	21.22
Crop chemicals	20.36	18.24	23.65
Crop insurance	7.04	8.45	8.35
Drying fuel	0.43	0.13	1.16
Fuel & oil	5.40	5.55	5.24
Repairs	9.34	10.36	9.77
Custom hire	2.00	3.84	1.29
Hired labor	0.05	0.05	0.00
Land rent	37.34	39.52	35.33
Machinery & bldg leases	0.07	0.00	0.33
Marketing	0.13	0.00	0.18
Operating interest	4.34	3.90	4.01
Miscellaneous	0.11	0.21	0.03
Total direct expenses per acre	119.27	125.29	120.80
Return over direct expenses per acre	16.43	-28.57	49.26
Overhead expenses per acre			
Custom hire	0.93	0.92	1.03
Hired labor	3.18	2.98	2.95
Machinery & bldg leases	2.40	1.02	5.20
RE & pers. property taxes	0.01	0.00	0.00
Farm insurance	1.98	1.76	2.05
Utilities	1.35	1.55	1.57
Dues & professional fees	0.76	0.73	0.78
Interest	3.69	3.16	3.39
Mach & bldg depreciation	6.99	7.66	5.00
Miscellaneous	1.30	1.18	1.08
	0.00	0.00	0.00
Total overhead expenses per acre	22.59	20.96	23.06
Total listed expenses per acre	141.85	146.24	143.86
Net return per acre	-6.16	-49.53	26.20
Total direct expense per bushel	3.06	4.50	2.54
Total listed expense per bushel	3.64	5.25	3.02
Net return per bushel	-0.16	-1.78	0.55
Breakeven yield per acre	40.89	43.60	39.62
Est. labor hours per acre	1.46	1.66	1.39
Net return including govt. payments	16.55	-27.88	50.09
Lbr & mgt charge per acre	11.99	13.74	12.17
Net return over lbr & mgt	4.57	-41.62	37.92

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Average of all farms reporting)

SPRING WHEAT ON SHARE RENTED LAND

	Average For All Farms
Number of fields	22
Number of farms	17
Acres	105.13
Yield per acre (bushel)	34.86
Operators' share of yield %	72.72
Value per bushel	3.16
Total product return per acre	79.21
Miscellaneous income per acre	11.09
Gross return per acre	90.30
Direct expenses per acre	
Seed	10.06
Fertilizer	26.29
Crop chemicals	13.81
Crop insurance	4.49
Drying fuel	0.32
Fuel & oil	6.34
Repairs	10.69
Custom hire	0.80
Machinery & bldg leases	0.05
Operating interest	3.00
Total direct expenses per acre	75.84
Return over direct expenses per acre	14.46
Overhead expenses per acre	
Custom hire	0.90
Hired labor	7.91
Machinery & bldg leases	0.69
RE & pers. property taxes	0.03
Farm insurance	1.63
Utilities	1.06
Dues & professional fees	0.46
Interest	3.48
Mach & bldg depreciation	10.77
Miscellaneous	1.39
Total overhead expenses per acre	28.32
Total listed expenses per acre	104.16
Net return per acre	-13.86
Total direct expense per bushel	2.99
Total listed expense per bushel	4.11
Net return per bushel	-0.55
Breakeven yield per acre	40.54
Est. labor hours per acre	1.32
Net return including govt. payments	0.92
Lbr & mgt charge per acre	11.19
Net return over lbr & mgt	-10.27

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

BARLEY ON SHARE RENTED LAND

	Average For All Farms
Number of fields	8
Number of farms	8
Acres	101.75
Yield per acre (bushel)	42.94
Operators share of yield %	73.15
Value per bushel	1.34
Total product return per acre	40.94
Miscellaneous income per acre	18.40
Gross return per acre	59.33
Direct expenses per acre	
Seed	7.27
Fertilizer	22.47
Crop chemicals	10.01
Crop insurance	4.11
Fuel & oil	5.39
Repairs	6.58
Custom hire	1.85
Operating interest	4.54
Total direct expenses per acre	62.23
Return over direct expenses per acre	-2.90
Overhead expenses per acre	
Custom hire	0.55
Hired labor	5.46
Machinery & bldg leases	1.28
Farm insurance	1.71
Utilities	0.89
Dues & professional fees	0.39
Interest	3.72
Mach & bldg depreciation	8.59
Miscellaneous	0.92
Total overhead expenses per acre	23.49
Total listed expenses per acre	85.73
Net return per acre	-26.39
Total direct expense per bushel	1.98
Total listed expense per bushel	2.73
Net return per bushel	-0.84
Breakeven yield per acre	68.93
Est. labor hours per acre	1.31
Net return including govt. payments	-13.08
Lbr & mgt charge per acre	9.87
Net return over lbr & mgt	-22.95

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

BARLEY ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	64	13	13
Number of farms	60	12	12
Acres	74.69	81.39	58.08
Yield per acre (bushel)	46.34	28.97	63.67
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.38	1.06	1.61
Total product return per acre	63.85	30.61	102.39
Miscellaneous income per acre	18.79	9.53	30.08
Gross return per acre	82.64	40.14	132.47
Direct expenses per acre			
Seed	7.62	7.73	7.57
Fertilizer	18.99	16.91	19.60
Crop chemicals	12.80	11.09	10.92
Crop insurance	5.01	6.39	5.42
Drying fuel	0.05	0.00	0.07
Fuel & oil	6.22	6.21	7.29
Repairs	11.01	12.08	13.69
Custom hire	1.38	1.63	0.02
Hired labor	0.02	0.00	0.13
Machinery & bldg leases	0.06	0.00	0.00
Operating interest	3.69	4.85	4.29
Miscellaneous	0.12	0.00	0.25
Total direct expenses per acre	66.98	66.91	69.27
Return over direct expenses per acre	15.67	-26.77	63.20
Overhead expenses per acre			
Custom hire	1.19	0.93	0.75
Hired labor	2.81	3.85	2.18
Machinery & bldg leases	0.97	0.97	2.79
RE & pers. property taxes	5.42	5.06	6.07
Farm insurance	2.39	2.49	2.66
Utilities	1.70	1.22	1.82
Dues & professional fees	0.77	0.84	1.14
Interest	15.18	14.94	12.31
Mach & bldg depreciation	10.07	8.74	14.21
Miscellaneous	1.18	2.11	1.60
Total overhead expenses per acre	41.68	41.14	45.52
Total listed expenses per acre	108.66	108.05	114.79
Net return per acre	-26.02	-67.91	17.68
Total direct expense per bushel	1.44	2.31	1.09
Total listed expense per bushel	2.34	3.73	1.80
Net return per bushel	-0.56	-2.34	0.28
Breakeven yield per acre	65.22	93.25	52.67
Est. labor hours per acre	2.00	1.34	2.05
Net return including govt. payments	-6.06	-47.40	37.55
Lbr & mgt charge per acre	15.01	14.04	12.24
Net return over lbr & mgt	-21.07	-61.44	25.30

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

BARLEY ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	75	12	14
Number of farms	59	12	12
Acres	129.13	76.83	128.25
Yield per acre (bushel)	52.19	43.69	63.20
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.40	1.32	1.59
Total product return per acre	72.90	57.72	100.39
Miscellaneous income per acre	17.76	11.45	29.62
Gross return per acre	90.66	69.17	130.02
Direct expenses per acre			
Seed	7.89	7.62	9.76
Fertilizer	20.82	22.37	19.14
Crop chemicals	14.97	17.32	13.63
Crop insurance	5.14	4.99	8.06
Drying fuel	0.06	0.00	0.00
Fuel & oil	5.55	7.79	4.99
Repairs	8.82	15.70	9.47
Custom hire	0.97	1.31	0.02
Hired labor	0.26	0.00	0.38
Land rent	34.24	40.15	34.95
Machinery & bldg leases	0.05	0.00	0.00
Operating interest	3.58	1.77	2.91
Miscellaneous	0.11	0.15	0.07
Total direct expenses per acre	102.47	119.16	103.38
Return over direct expenses per acre	-11.81	-49.99	26.63
Overhead expenses per acre			
Custom hire	0.92	1.91	1.51
Hired labor	4.10	5.87	2.46
Machinery & bldg leases	2.85	0.72	7.31
Farm insurance	1.85	1.84	2.92
Utilities	1.22	1.96	1.07
Dues & professional fees	0.63	0.70	0.78
Interest	3.60	4.76	2.96
Mach & bldg depreciation	7.64	9.79	8.22
Miscellaneous	1.37	1.44	0.12
	0.00	0.00	0.00
Total overhead expenses per acre	24.19	28.99	27.34
Total listed expenses per acre	126.66	148.15	130.72
Net return per acre	-36.00	-78.98	-0.70
Total direct expense per bushel	1.96	2.73	1.64
Total listed expense per bushel	2.43	3.39	2.07
Net return per bushel	-0.69	-1.81	-0.01
Breakeven yield per acre	77.96	103.47	63.64
Est. labor hours per acre	1.69	2.56	1.75
Net return including govt. payments	-15.39	-56.43	20.75
Lbr & mgt charge per acre	11.99	14.32	13.89
Net return over lbr & mgt	-27.38	-70.75	6.86

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

WINTER WHEAT ON OWNED LAND

	Average For All Farms
Number of fields	15
Number of farms	14
Acres	64.26
Yield per acre (bushel)	28.85
Operator's share of yield %	100.00
Value per bushel	2.59
Total product return per acre	74.79
Miscellaneous income per acre	15.80
Gross return per acre	90.59
Direct expenses per acre	
Seed	7.84
Fertilizer	14.81
Crop chemicals	5.61
Crop insurance	5.73
Drying fuel	0.08
Fuel & oil	6.91
Repairs	10.72
Custom hire	1.77
Operating interest	1.77
Miscellaneous	0.07
Total direct expenses per acre	55.30
Return over direct expenses per acre	35.29
Overhead expenses per acre	
Custom hire	1.28
Hired labor	1.30
Machinery & bldg leases	1.08
RE & pers. property taxes	5.53
Farm insurance	1.80
Utilities	1.55
Dues & professional fees	1.11
Interest	14.14
Mach & bldg depreciation	11.82
Miscellaneous	1.20
Total overhead expenses per acre	40.82
Total listed expenses per acre	96.12
Net return per acre	-5.53
Total direct expense per bushel	1.92
Total listed expense per bushel	3.33
Net return per bushel	-0.19
Breakeven yield per acre	30.98
Est. labor hours per acre	1.93
Net return including govt. payments	12.95
Lbr & mgt charge per acre	15.36
Net return over lbr & mgt	-2.40

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

WINTER WHEAT ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	28	7	7
Number of farms	24	5	5
Acres	121.70	97.23	98.74
Yield per acre (bushel)	31.28	21.94	39.33
Operators share of yield %	100.00	100.00	100.00
Value per bushel	2.72	2.52	2.87
Total product return per acre	85.11	55.36	112.82
Miscellaneous income per acre	9.17	4.65	12.21
Gross return per acre	94.28	60.01	125.03
Direct expenses per acre			
Seed	8.79	8.67	6.73
Fertilizer	19.49	23.92	16.99
Crop chemicals	8.95	16.45	1.86
Crop insurance	9.38	11.72	9.41
Drying fuel	0.03	0.00	0.00
Fuel & oil	6.28	8.99	4.12
Repairs	9.76	5.99	9.71
Custom hire	2.36	0.19	3.61
Land rent	31.97	27.13	29.39
Machinery & bldg leases	0.16	0.00	0.00
Operating interest	3.94	3.17	2.60
Miscellaneous	0.03	0.00	0.00
Total direct expenses per acre	101.14	106.23	84.42
Return over direct expenses per acre	-6.87	-46.23	40.61
Overhead expenses per acre			
Custom hire	0.44	0.44	0.79
Hired labor	2.50	0.83	3.49
Machinery & bldg leases	2.80	0.00	6.90
RE & pers. property taxes	0.01	0.00	0.05
Farm insurance	1.19	0.26	2.55
Utilities	1.20	1.16	1.06
Dues & professional fees	0.81	1.09	0.89
Interest	2.82	1.51	3.70
Mach & bldg depreciation	4.93	4.43	8.27
Miscellaneous	1.85	6.40	1.15
Total overhead expenses per acre	18.54	16.10	28.86
Total listed expenses per acre	119.68	122.33	113.27
Net return per acre	-25.41	-62.33	11.76
Total direct expense per bushel	3.23	4.84	2.15
Total listed expense per bushel	3.83	5.58	2.88
Net return per bushel	-0.81	-2.84	0.30
Breakeven yield per acre	40.62	46.63	35.23
Est. labor hours per acre	1.36	1.78	1.78
Net return including govt. payments	-2.72	-33.64	32.16
Lbr & mgt charge per acre	11.87	15.04	13.25
Net return over lbr & mgt	-14.59	-48.68	18.91

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

CANOLA ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	38	7	6
Number of farms	30	6	6
Acres	157.04	301.33	140.21
Yield per acre (lb)	1420.53	1100.40	1707.44
Operators share of yield %	100.00	100.00	100.00
Value per lb	0.11	0.10	0.11
Total product return per acre	151.11	112.55	191.93
Miscellaneous income per acre	5.42	4.06	7.66
Gross return per acre	156.53	116.61	199.59
Direct expenses per acre			
Seed	20.74	15.09	22.10
Fertilizer	33.36	35.03	32.57
Crop chemicals	12.56	12.64	13.51
Crop insurance	5.03	4.12	3.51
Drying fuel	0.01	0.00	0.00
Fuel & oil	6.21	6.15	4.83
Repairs	11.03	9.71	10.09
Custom hire	3.15	4.00	0.52
Hired labor	0.15	0.00	0.00
Marketing	0.38	1.12	0.26
Operating interest	3.32	2.63	2.76
Miscellaneous	0.08	0.02	0.00
Total direct expenses per acre	96.02	90.52	90.15
Return over direct expenses per acre	60.51	26.09	109.44
Overhead expenses per acre			
Custom hire	1.30	1.75	1.07
Hired labor	4.02	3.33	6.86
Machinery & bldg leases	0.50	1.14	0.00
RE & pers. property taxes	5.03	4.20	4.91
Farm insurance	1.73	1.07	1.93
Utilities	1.91	1.65	2.03
Dues & professional fees	0.78	0.99	0.64
Interest	13.35	14.79	15.60
Mach & bldg depreciation	10.99	8.87	14.52
Miscellaneous	2.34	2.20	2.49
Total overhead expenses per acre	41.94	39.99	50.05
Total listed expenses per acre	137.96	130.51	140.20
Net return per acre	18.57	-13.90	59.39
Total direct expense per lb	0.07	0.08	0.05
Total listed expense per lb	0.10	0.12	0.08
Net return per lb	0.01	-0.01	0.03
Breakeven yield per acre	1245.96	1236.31	1179.13
Est. labor hours per acre	2.11	2.48	1.60
Net return including govt. payments	38.34	3.78	86.10
Lbr & mgt charge per acre	15.66	16.04	12.70
Net return over lbr & mgt	22.68	-12.27	73.40

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

CANOLA ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	51	13	8
Number of farms	35	7	7
Acres	113.54	110.02	118.05
Yield per acre (lb)	1338.21	878.74	1644.63
Operators share of yield %	100.00	100.00	100.00
Value per lb	0.11	0.10	0.12
Total product return per acre	147.98	88.80	191.55
Miscellaneous income per acre	5.65	4.06	5.58
Gross return per acre	153.64	92.86	197.13
Direct expenses per acre			
Seed	20.18	22.77	19.85
Fertilizer	28.71	28.82	26.13
Crop chemicals	12.07	7.59	11.39
Crop insurance	6.24	9.43	3.43
Drying fuel	0.01	0.00	0.00
Fuel & oil	5.80	7.30	4.80
Repairs	9.19	11.33	6.59
Custom hire	2.86	0.16	3.76
Hired labor	0.33	0.00	1.26
Land rent	29.23	30.36	29.15
Marketing	0.22	0.00	0.00
Operating interest	3.10	1.81	3.88
Miscellaneous	0.07	0.00	0.00
Total direct expenses per acre	118.01	119.59	111.23
Return over direct expenses per acre	35.63	-26.73	85.90
Overhead expenses per acre			
Custom hire	1.23	1.14	1.70
Hired labor	4.17	5.87	4.70
Machinery & bldg leases	1.71	1.89	0.00
RE & pers. property taxes	0.04	0.00	0.00
Farm insurance	1.25	1.17	1.23
Utilities	1.36	1.05	1.20
Dues & professional fees	0.47	0.25	0.46
Interest	2.66	2.94	1.06
Mach & bldg depreciation	8.24	8.65	9.96
Miscellaneous	1.10	0.56	0.93
Total overhead expenses per acre	22.26	23.51	21.24
Total listed expenses per acre	140.24	143.11	132.46
Net return per acre	13.40	-50.25	64.66
Total direct expense per lb	0.09	0.14	0.07
Total listed expense per lb	0.10	0.16	0.08
Net return per lb	0.01	-0.06	0.04
Breakeven yield per acre	1217.05	1375.99	1089.42
Est. labor hours per acre	1.55	1.33	1.54
Net return including govt. payments	33.67	-29.62	85.26
Lbr & mgt charge per acre	12.87	15.89	12.69
Net return over lbr & mgt	20.80	-45.51	72.57

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

CANOLA ON SHARE RENTED LAND

	Average For All Farms
Number of fields	9
Number of farms	6
Acres	106.44
Yield per acre (lb)	1531.32
Operators share of yield %	74.64
Value per lb	0.10
Total product return per acre	114.81
Miscellaneous income per acre	7.23
Gross return per acre	122.05
Direct expenses per acre	
Seed	30.24
Fertilizer	25.07
Crop chemicals	12.02
Crop insurance	5.44
Fuel & oil	5.76
Repairs	8.16
Custom hire	0.51
Operating interest	3.82
Total direct expenses per acre	91.02
Return over direct expenses per acre	31.03
Overhead expenses per acre	
Custom hire	0.53
Hired labor	3.43
Machinery & bldg leases	7.75
RE & pers. property taxes	0.03
Farm insurance	1.15
Utilities	0.82
Dues & professional fees	0.30
Interest	2.71
Mach & bldg depreciation	5.75
Miscellaneous	2.03
Total overhead expenses per acre	24.50
Total listed expenses per acre	115.52
Net return per acre	6.53
Total direct expense per lb	0.08
Total listed expense per lb	0.10
Net return per lb	0.01
Breakeven yield per acre	1442.97
Est. labor hours per acre	0.97
Net return including govt. payments	25.97
Lbr & mgt charge per acre	9.97
Net return over lbr & mgt	16.00

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Average of all farms reporting)

CORN ON SHARE RENTED LAND

	Average For All Farms
Number of fields	10
Number of farms	7
Acres	68.39
Yield per acre (bushel)	69.74
Operators share of yield %	64.32
Value per bushel	1.74
Total product return per acre	78.51
Miscellaneous income per acre	15.51
Gross return per acre	94.02
Direct expenses per acre	
Seed	22.67
Fertilizer	25.03
Crop chemicals	25.27
Crop insurance	1.13
Drying fuel	4.85
Fuel & oil	10.60
Repairs	17.45
Custom hire	4.65
Operating interest	5.64
Total direct expenses per acre	117.29
Return over direct expenses per acre	-23.26
Overhead expenses per acre	
Custom hire	0.71
Hired labor	5.40
Machinery & bldg leases	4.81
Farm insurance	2.16
Utilities	2.27
Dues & professional fees	1.73
Interest	8.38
Mach & bldg depreciation	15.70
Miscellaneous	0.98
Total overhead expenses per acre	42.15
Total listed expenses per acre	159.43
Net return per acre	-65.41
Total direct expense per bushel	2.61
Total listed expense per bushel	3.55
Net return per bushel	-1.46
Breakeven yield per acre	128.56
Est. labor hours per acre	2.94
Net return including govt. payments	-50.44
Lbr & mgt charge per acre	24.04
Net return over lbr & mgt	-74.48

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted according to Return to Overhead per Acre)

CORN ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	190	47	34
Number of farms	172	34	34
Acres	57.20	41.29	54.04
Yield per acre (bushel)	103.63	59.44	136.52
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.78	1.78	1.83
Total product return per acre	184.04	105.97	249.64
Miscellaneous income per acre	8.78	4.51	16.72
Gross return per acre	192.82	110.48	266.37
Direct expenses per acre			
Seed	24.89	21.84	26.68
Fertilizer	29.62	28.01	28.98
Crop chemicals	23.42	21.22	26.33
Crop insurance	5.05	7.56	4.61
Drying fuel	3.59	3.14	4.54
Fuel & oil	10.77	14.45	10.24
Repairs	23.32	28.39	20.17
Custom hire	3.08	6.03	2.24
Hired labor	0.14	0.00	0.37
Machinery & bldg leases	0.02	0.18	0.00
Marketing	0.07	0.00	0.00
Operating interest	4.68	3.54	4.94
Miscellaneous	0.88	0.42	1.67
Total direct expenses per acre	129.53	134.77	130.78
Return over direct expenses per acre	63.29	-24.30	135.59
Overhead expenses per acre			
Custom hire	0.82	0.87	0.83
Hired labor	6.54	5.34	9.50
Machinery & bldg leases	3.36	2.04	6.34
RE & pers. property taxes	6.85	5.39	7.35
Farm insurance	2.57	2.11	3.02
Utilities	2.66	3.16	2.15
Dues & professional fees	1.41	0.56	1.68
Interest	27.98	27.70	24.89
Mach & bldg depreciation	16.80	17.73	16.47
Miscellaneous	3.55	3.21	4.01
Total overhead expenses per acre	72.53	68.10	76.23
Total listed expenses per acre	202.07	202.88	207.01
Net return per acre	-9.25	-92.40	59.36
Total direct expense per bushel	1.25	2.27	0.96
Total listed expense per bushel	1.95	3.41	1.52
Net return per bushel	-0.09	-1.55	0.43
Breakeven yield per acre	108.84	111.27	104.06
Est. labor hours per acre	5.01	4.79	4.80
Net return including govt. payments	8.84	-77.59	78.05
Lbr & mgt charge per acre	26.28	26.28	24.48
Net return over lbr & mgt	-17.44	-103.87	53.57

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

CORN ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	175	36	30
Number of farms	142	28	28
Acres	82.74	99.57	67.31
Yield per acre (bushel)	98.62	73.58	132.51
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.78	1.74	1.82
Total product return per acre	175.22	127.97	241.37
Miscellaneous income per acre	8.38	5.67	11.59
Gross return per acre	183.60	133.65	252.96
Direct expenses per acre			
Seed	26.02	27.19	26.92
Fertilizer	28.03	31.94	27.18
Crop chemicals	25.09	23.53	24.58
Crop insurance	5.31	5.81	5.29
Drying fuel	4.68	2.71	8.97
Fuel & oil	9.68	9.92	9.14
Repairs	21.28	23.03	20.69
Custom hire	2.84	3.59	2.28
Hired labor	0.31	0.00	0.09
Land rent	36.82	38.93	34.93
Marketing	0.25	0.22	0.00
Operating interest	5.25	4.48	4.25
Miscellaneous	0.77	0.44	0.27
Total direct expenses per acre	166.32	171.79	164.59
Return over direct expenses per acre	17.28	-38.14	88.37
Overhead expenses per acre			
Custom hire	1.47	2.21	0.97
Hired labor	7.63	6.14	9.35
Machinery & bldg leases	3.58	0.44	8.30
Farm insurance	2.06	1.49	1.90
Utilities	1.79	1.38	1.79
Dues & professional fees	1.23	2.03	2.02
Interest	8.28	8.45	9.28
Mach & bldg depreciation	12.17	15.60	10.06
Miscellaneous	2.93	2.97	2.69
Total overhead expenses per acre	41.14	40.70	46.35
Total listed expenses per acre	207.46	212.49	210.94
Net return per acre	-23.86	-78.84	42.02
Total direct expense per bushel	1.69	2.33	1.24
Total listed expense per bushel	2.10	2.89	1.59
Net return per bushel	-0.24	-1.07	0.32
Breakeven yield per acre	112.05	118.92	109.44
Est. labor hours per acre	3.86	3.21	3.80
Net return including govt. payments	-7.28	-63.48	57.22
Lbr & mgt charge per acre	19.75	20.28	22.22
Net return over lbr & mgt	-27.03	-83.76	34.99

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted according to Return to Overhead per Acre)

CORN SILAGE ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	190	38	38
Number of farms	190	38	38
Acres	45.82	43.72	47.35
Yield per acre (ton)	13.02	8.10	18.72
Operators share of yield %	100.00	100.00	100.00
Value per ton	19.46	18.89	20.97
Total product return per acre	253.47	153.00	392.48
Miscellaneous income per acre	13.26	5.37	15.47
Gross return per acre	266.72	158.37	407.95
Direct expenses per acre			
Seed	21.19	21.77	23.38
Fertilizer	22.15	23.67	20.45
Crop chemicals	23.15	20.22	25.77
Crop insurance	3.41	3.32	4.21
Drying fuel	0.00	0.00	0.00
Fuel & oil	13.86	13.81	13.96
Repairs	31.61	33.43	32.21
Custom hire	7.02	12.34	4.47
Hired labor	0.04	0.00	0.00
Machinery & bldg leases	0.49	0.00	1.95
Operating interest	3.68	4.14	3.15
Miscellaneous	3.15	5.40	1.28
Total direct expenses per acre	129.76	138.09	130.82
Return over direct expenses per acre	136.96	20.27	277.12
Overhead expenses per acre			
Custom hire	1.71	1.04	0.99
Hired labor	9.57	8.75	12.82
Machinery & bldg leases	2.45	2.41	3.96
RE & pers. property taxes	4.93	4.39	5.16
Farm insurance	2.43	2.42	1.84
Utilities	2.08	2.90	1.20
Dues & professional fees	1.03	1.23	0.80
Interest	28.62	27.24	32.30
Mach & bldg depreciation	22.74	22.98	21.71
Miscellaneous	3.66	3.00	1.97
Total overhead expenses per acre	79.24	76.36	82.75
Total listed expenses per acre	209.00	214.45	213.58
Net return per acre	57.72	-56.09	194.37
Total direct expense per ton	9.96	17.05	6.99
Total listed expense per ton	16.05	26.47	11.41
Net return per ton	4.43	-6.92	10.39
Breakeven yield per acre	10.06	11.07	9.45
Est. labor hours per acre	6.48	6.15	6.53
Net return including govt. payments	68.76	-46.81	205.49
Lbr & mgt charge per acre	29.73	26.12	24.99
Net return over lbr & mgt	39.03	-72.93	180.50

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

CORN SILAGE ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	103	21	21
Number of farms	100	20	20
Acres	41.97	37.01	44.30
Yield per acre (ton)	12.38	8.23	17.03
Operators share of yield %	100.00	100.00	100.00
Value per ton	20.39	18.94	23.01
Total product return per acre	252.49	155.81	391.79
Miscellaneous income per acre	12.34	1.21	18.90
Gross return per acre	264.82	157.02	410.69
Direct expenses per acre			
Seed	22.57	20.60	27.46
Fertilizer	22.20	26.44	19.58
Crop chemicals	22.59	22.47	26.31
Crop insurance	3.36	3.19	4.37
Drying fuel	0.00	0.00	0.00
Fuel & oil	12.55	12.35	13.17
Repairs	26.95	29.38	24.80
Custom hire	11.57	18.36	3.88
Hired labor	0.03	0.10	0.00
Land rent	25.38	27.38	27.42
Machinery & bldg leases	0.01	0.00	0.00
Operating interest	3.94	4.29	5.31
Miscellaneous	2.65	2.18	3.56
Total direct expenses per acre	153.79	166.73	155.86
Return over direct expenses per acre	111.03	-9.72	254.84
Overhead expenses per acre			
Custom hire	1.01	0.53	1.16
Hired labor	12.18	8.85	20.72
Machinery & bldg leases	1.38	0.56	1.31
Farm insurance	2.12	2.04	1.66
Utilities	1.76	2.37	1.21
Dues & professional fees	0.90	0.89	0.88
Interest	10.45	9.64	9.31
Mach & bldg depreciation	17.51	18.08	21.66
Miscellaneous	3.07	1.59	1.71
Total overhead expenses per acre	50.37	44.54	59.62
Total listed expenses per acre	204.16	211.28	215.47
Net return per acre	60.66	-54.26	195.22
Total direct expense per ton	12.42	20.26	9.15
Total listed expense per ton	16.49	25.68	12.66
Net return per ton	4.90	-6.59	11.47
Breakeven yield per acre	9.41	11.09	8.54
Est. labor hours per acre	5.45	4.16	7.01
Net return including govt. payments	72.57	-41.65	209.10
Lbr & mgt charge per acre	22.92	19.54	19.51
Net return over lbr & mgt	49.65	-61.19	189.59

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted according to Return to Overhead per Acre)

SOYBEANS ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	94	21	18
Number of farms	83	17	17
Acres	110.34	108.42	88.01
Yield per acre (bushel)	30.75	17.40	39.54
Operators share of yield %	100.00	100.00	100.00
Value per bushel	5.00	4.92	5.03
Total product return per acre	153.73	85.57	199.01
Miscellaneous income per acre	15.49	22.41	18.15
Gross return per acre	169.22	107.98	217.16
Direct expenses per acre			
Seed	14.93	15.04	14.05
Fertilizer	10.97	17.56	7.33
Crop chemicals	25.39	25.44	22.26
Crop insurance	7.17	8.06	7.34
Drying fuel	0.20	0.29	0.80
Fuel & oil	6.84	7.99	6.47
Repairs	14.55	16.41	11.62
Custom hire	4.20	9.07	0.68
Hired labor	0.35	0.00	0.04
Machinery & bldg leases	0.08	0.00	0.05
Marketing	0.06	0.00	0.00
Operating interest	5.81	4.16	5.01
Miscellaneous	0.15	0.52	0.03
Total direct expenses per acre	90.69	104.53	75.68
Return over direct expenses per acre	78.53	3.46	141.48
Overhead expenses per acre			
Custom hire	1.37	1.24	2.92
Hired labor	4.59	4.10	4.20
Machinery & bldg leases	2.19	0.34	6.93
RE & pers. property taxes	7.73	4.27	9.61
Farm insurance	2.68	1.83	2.99
Utilities	2.52	2.88	1.67
Dues & professional fees	1.67	1.01	1.65
Interest	24.19	21.63	25.04
Mach & bldg depreciation	11.24	12.57	10.82
Miscellaneous	2.68	1.60	1.84
	0.01	0.03	0.00
Total overhead expenses per acre	60.85	51.50	67.68
Total listed expenses per acre	151.54	156.02	143.36
Net return per acre	17.67	-48.04	73.81
Total direct expense per bushel	2.95	6.01	1.91
Total listed expense per bushel	4.93	8.97	3.63
Net return per bushel	0.57	-2.76	1.87
Breakeven yield per acre	27.21	27.17	24.88
Est. labor hours per acre	2.71	3.53	2.89
Net return including govt. payments	42.73	-27.23	100.12
Lbr & mgt charge per acre	20.24	21.50	21.39
Net return over lbr & mgt	22.50	-48.74	78.73

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

SOYBEANS ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	144	21	28
Number of farms	101	20	20
Acres	195.57	82.88	437.78
Yield per acre (bushel)	31.38	21.65	35.83
Operators share of yield %	100.00	100.00	100.00
Value per bushel	5.06	5.09	5.12
Total product return per acre	158.82	110.22	183.45
Miscellaneous income per acre	17.63	15.32	26.12
Gross return per acre	176.45	125.54	209.57
Direct expenses per acre			
Seed	14.83	16.30	13.95
Fertilizer	10.70	14.59	7.30
Crop chemicals	25.96	32.66	24.01
Crop insurance	9.30	8.61	10.48
Drying fuel	0.17	0.49	0.14
Fuel & oil	6.81	7.29	7.26
Repairs	13.05	13.61	13.99
Custom hire	2.47	4.80	0.61
Hired labor	0.11	0.18	0.00
Land rent	41.60	36.00	39.72
Machinery & bldg leases	0.14	0.00	0.43
Marketing	0.13	0.00	0.00
Operating interest	5.99	5.92	7.00
Miscellaneous	0.06	0.17	0.00
Total direct expenses per acre	131.33	140.63	124.90
Return over direct expenses per acre	45.12	-15.09	84.67
Overhead expenses per acre			
Custom hire	1.01	0.93	0.48
Hired labor	3.84	3.33	3.65
Machinery & bldg leases	3.16	1.52	4.80
RE & pers. property taxes	0.02	0.00	0.07
Farm insurance	2.14	1.63	2.09
Utilities	1.66	2.04	1.86
Dues & professional fees	0.98	0.76	0.90
Interest	5.00	6.46	5.90
Mach & bldg depreciation	8.20	9.75	7.36
Miscellaneous	1.96	3.70	1.31
Total overhead expenses per acre	27.97	30.11	28.41
Total listed expenses per acre	159.31	170.73	153.31
Net return per acre	17.14	-45.19	56.26
Total direct expense per bushel	4.19	6.50	3.49
Total listed expense per bushel	5.08	7.89	4.28
Net return per bushel	0.55	-2.09	1.57
Breakeven yield per acre	27.99	30.52	24.84
Est. labor hours per acre	1.82	1.92	1.68
Net return including govt. payments	39.74	-28.27	79.57
Lbr & mgt charge per acre	14.84	14.25	14.93
Net return over lbr & mgt	24.90	-42.52	64.64

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Average of all farms reporting)

KENTUCKY BLUE GRASS SEED ON OWNED LAND

	Average For All Farms
Number of fields	7
Number of farms	5
Acres	94.63
Yield per acre (lb)	294.78
Operators share of yield %	100.00
Value per lb	0.49
Total product return per acre	144.26
Miscellaneous income per acre	2.23
Gross return per acre	146.49
Direct expenses per acre	
Seed	0.22
Fertilizer	29.51
Crop chemicals	17.17
Crop insurance	0.54
Fuel & oil	5.44
Repairs	10.39
Custom hire	8.94
Operating interest	3.44
Total direct expenses per acre	75.67
Return over direct expenses per acre	70.82
Overhead expenses per acre	
Custom hire	1.46
Hired labor	4.70
Machinery & bldg leases	0.03
RE & pers. property taxes	5.36
Farm insurance	1.70
Utilities	1.51
Dues & professional fees	0.23
Interest	9.73
Mach & bldg depreciation	4.97
Miscellaneous	1.10
Total overhead expenses per acre	30.79
Total listed expenses per acre	106.46
Net return per acre	40.03
Total direct expense per lb	0.26
Total listed expense per lb	0.36
Net return per lb	0.14
Breakeven yield per acre	212.99
Est. labor hours per acre	2.39
Net return including govt. payments	54.00
Lbr & mgt charge per acre	16.78
Net return over lbr & mgt	37.22

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Average of all farms reporting)

TIMOTHY GRASS SEED ON OWNED LAND

	Average For All Farms
Number of fields	5
Number of farms	5
Acres	69.80
Yield per acre (lb)	272.47
Operators share of yield %	100.00
Value per lb	0.32
Total product return per acre	88.17
Miscellaneous income per acre	0.00
Gross return per acre	88.17
Direct expenses per acre	
Seed	5.85
Fertilizer	18.58
Crop chemicals	0.70
Drying fuel	2.01
Fuel & oil	4.42
Repairs	8.68
Custom hire	1.58
Operating interest	1.60
Total direct expenses per acre	43.41
Return over direct expenses per acre	44.77
Overhead expenses per acre	
Custom hire	0.38
Hired labor	3.74
Machinery & bldg leases	4.04
RE & pers. property taxes	3.49
Farm insurance	1.21
Utilities	0.88
Dues & professional fees	0.43
Interest	1.76
Mach & bldg depreciation	7.81
Miscellaneous	0.66
Total overhead expenses per acre	24.40
Total listed expenses per acre	67.81
Net return per acre	20.36
Total direct expense per lb	0.16
Total listed expense per lb	0.25
Net return per lb	0.07
Breakeven yield per acre	209.54
Est. labor hours per acre	2.57
Net return including govt. payments	34.03
Lbr & mgt charge per acre	14.84
Net return over lbr & mgt	19.19

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

ALFALFA HAY ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	196	39	38
Number of farms	178	36	36
Acres	66.13	75.92	62.65
Yield per acre (ton)	3.29	2.05	4.49
Operators share of yield %	100.00	100.00	100.00
Value per ton	65.94	45.32	80.80
Total product return per acre	216.81	92.80	362.74
Miscellaneous income per acre	0.90	0.94	0.00
Gross return per acre	217.70	93.74	362.74
Direct expenses per acre			
Seed	2.46	3.04	1.74
Fertilizer	15.25	11.01	15.84
Crop chemicals	1.34	0.15	1.79
Crop insurance	0.21	0.05	0.72
Fuel & oil	12.40	12.58	11.66
Repairs	28.77	25.02	25.46
Custom hire	2.73	1.15	2.97
Hired labor	0.21	0.79	0.00
Machinery & bldg leases	0.07	0.34	0.00
Marketing	0.04	0.00	0.00
Operating interest	3.53	3.11	2.41
Miscellaneous	2.62	1.25	4.48
Total direct expenses per acre	69.63	58.50	67.08
Return over direct expenses per acre	148.07	35.24	295.66
Overhead expenses per acre			
Custom hire	1.19	2.54	0.54
Hired labor	7.25	7.01	11.24
Machinery & bldg leases	2.51	2.00	3.25
RE & pers. property taxes	4.73	4.11	4.80
Farm insurance	2.70	1.69	2.48
Utilities	2.36	1.88	1.86
Dues & professional fees	0.95	0.94	0.60
Interest	25.11	18.20	34.29
Mach & bldg depreciation	20.24	17.06	23.11
Miscellaneous	3.74	4.39	4.89
Total overhead expenses per acre	70.78	59.81	87.06
Total listed expenses per acre	140.41	118.31	154.15
Net return per acre	77.29	-24.57	208.60
Total direct expense per ton	21.13	28.56	14.94
Total listed expense per ton	42.71	57.77	34.33
Net return per ton	23.51	-12.00	46.46
Breakeven yield per acre	2.12	2.59	1.91
Est. labor hours per acre	5.29	3.28	8.47
Net return including govt. payments	89.35	-12.29	218.56
Lbr & mgt charge per acre	28.17	22.08	29.48
Net return over lbr & mgt	61.18	-34.36	189.07

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted according to Return to Overhead per Acre)

ALFALFA HAY ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	128	25	27
Number of farms	112	22	22
Acres	53.34	85.65	34.78
Yield per acre (ton)	3.04	2.20	4.42
Operators share of yield %	100.00	100.00	100.00
Value per ton	56.99	39.19	74.14
Total product return per acre	173.31	86.15	327.37
Miscellaneous income per acre	0.81	0.70	0.00
Gross return per acre	174.12	86.85	327.37
Direct expenses per acre			
Seed	1.21	1.25	0.26
Fertilizer	9.67	9.91	9.02
Crop chemicals	0.87	0.78	2.42
Crop insurance	0.08	0.02	0.23
Fuel & oil	10.99	9.82	12.94
Repairs	24.45	18.15	27.04
Custom hire	3.04	1.35	3.78
Hired labor	0.08	0.00	0.00
Land rent	29.49	28.65	20.93
Machinery & bldg leases	0.06	0.18	0.00
Marketing	0.04	0.00	0.00
Operating interest	4.87	7.65	4.94
Miscellaneous	1.19	0.66	1.81
Total direct expenses per acre	86.05	78.42	83.36
Return over direct expenses per acre	88.07	8.43	244.01
Overhead expenses per acre			
Custom hire	2.08	2.46	0.45
Hired labor	5.10	2.85	9.96
Machinery & bldg leases	1.92	3.03	2.48
Farm insurance	1.88	1.95	1.91
Utilities	1.93	1.97	1.42
Dues & professional fees	1.33	1.20	0.59
Interest	10.17	9.89	10.85
Mach & bldg depreciation	15.99	15.18	16.78
Miscellaneous	3.61	2.63	2.26
Total overhead expenses per acre	44.00	41.16	46.71
Total listed expenses per acre	130.05	119.58	130.07
Net return per acre	44.07	-32.73	197.30
Total direct expense per ton	28.28	35.68	18.88
Total listed expense per ton	42.77	54.40	29.46
Net return per ton	14.49	-14.89	44.69
Breakeven yield per acre	2.27	3.03	1.75
Est. labor hours per acre	4.41	3.96	7.18
Net return including govt. payments	55.65	-21.18	207.94
Lbr & mgt charge per acre	23.26	23.04	26.10
Net return over lbr & mgt	32.39	-44.22	181.84

Establishing
 Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

ALFALFA HAY ESTABLISHMENT ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	25	5	5
Number of farms	25	5	5
Acres	64.20	109.30	34.70
Yield per acre (ton)	1.37	0.25	3.22
Operators share of yield %	100.00	100.00	100.00
Value per ton	59.25	43.35	75.81
Other product return per acre	0.19	0.00	0.00
Total product return per acre	81.51	10.91	243.77
Miscellaneous income per acre	1.69	0.00	0.00
Gross return per acre	83.20	10.91	243.77
Direct expenses per acre			
Seed	33.34	39.15	31.49
Fertilizer	11.47	16.35	13.10
Crop chemicals	3.83	5.17	5.42
Crop insurance	0.00	0.00	0.00
Fuel & oil	8.97	5.36	9.35
Repairs	23.16	18.09	29.03
Custom hire	11.80	18.61	0.35
Hired labor	0.07	0.00	0.69
Land rent	39.87	43.91	34.40
Operating interest	4.57	3.08	1.03
Miscellaneous	0.97	0.62	4.91
Total direct expenses per acre	138.06	150.34	129.77
Return over direct expenses per acre	-54.86	-139.42	114.01
Overhead expenses per acre			
Custom hire	0.68	0.13	0.55
Hired labor	6.28	0.87	28.79
Machinery & bldg leases	0.33	0.00	0.31
Farm insurance	1.64	1.59	1.35
Utilities	1.41	0.41	1.51
Dues & professional fees	1.78	2.61	0.44
Interest	10.52	15.21	11.65
Mach & bldg depreciation	14.32	14.11	25.18
Miscellaneous	2.26	0.43	1.81
Total overhead expenses per acre	39.21	35.36	71.59
Total listed expenses per acre	177.27	185.70	201.35
Net return per acre	-94.07	-174.79	42.42
Total direct expense per ton	100.59	597.08	40.35
Total listed expense per ton	129.16	737.53	62.62
Net return per ton	-68.54	-694.19	13.19
Breakeven yield per acre	2.96	4.28	2.66
Est. labor hours per acre	3.58	3.08	9.29
Net return including govt. payments	-77.97	-160.15	45.85
Lbr & mgt charge per acre	22.96	22.60	30.81
Net return over lbr & mgt	-100.93	-182.75	15.04

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

NATIVE GRASS HAY ON OWNED LAND

	Average For All Farms
Number of fields	11
Number of farms	11
Acres	18.57
Yield per acre (ton)	1.75
Operators share of yield %	100.00
Value per ton	37.46
Total product return per acre	65.43
Miscellaneous income per acre	0.33
Gross return per acre	65.76
Direct expenses per acre	
Fuel & oil	4.20
Repairs	11.67
Custom hire	0.38
Operating interest	0.89
Miscellaneous	3.46
Total direct expenses per acre	20.60
Return over direct expenses per acre	45.16
Overhead expenses per acre	
Hired labor	0.92
Machinery & bldg leases	0.16
RE & pers. property taxes	1.39
Farm insurance	0.80
Utilities	0.56
Dues & professional fees	0.11
Interest	8.14
Mach & bldg depreciation	7.96
Miscellaneous	0.57
Total overhead expenses per acre	20.62
Total listed expenses per acre	41.23
Net return per acre	24.53
Total direct expense per ton	11.80
Total listed expense per ton	23.61
Net return per ton	14.05
Breakeven yield per acre	1.09
Est. labor hours per acre	2.48
Lbr & mgt charge per acre	12.81
Net return over lbr & mgt	11.72

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

MIXED HAY ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	74	14	15
Number of farms	70	14	14
Acres	109.97	129.01	65.86
Yield per acre (ton)	2.04	1.35	2.95
Operators share of yield %	100.00	100.00	100.00
Value per ton	42.92	35.82	57.15
Total product return per acre	87.47	48.38	168.68
Miscellaneous income per acre	0.19	0.00	0.00
Gross return per acre	87.66	48.38	168.68
Direct expenses per acre			
Seed	1.22	2.00	0.00
Fertilizer	9.85	8.42	9.19
Crop chemicals	0.02	0.07	0.00
Crop insurance	0.01	0.00	0.02
Fuel & oil	6.57	7.91	6.98
Repairs	15.44	19.51	12.91
Custom hire	1.23	0.52	0.04
Marketing	0.07	0.00	0.00
Operating interest	1.67	1.22	2.76
Miscellaneous	1.84	1.26	1.03
Total direct expenses per acre	37.91	40.90	32.93
Return over direct expenses per acre	49.74	7.49	135.75
Overhead expenses per acre			
Custom hire	0.73	0.07	0.55
Hired labor	2.17	0.79	1.68
Machinery & bldg leases	0.48	0.28	0.35
RE & pers. property taxes	4.25	3.65	7.02
Farm insurance	1.15	1.18	2.34
Utilities	1.40	2.30	1.65
Dues & professional fees	0.39	0.80	0.01
Interest	12.01	5.55	33.28
Mach & bldg depreciation	10.89	9.40	13.55
Miscellaneous	2.22	1.00	1.93
Total overhead expenses per acre	35.68	25.02	62.37
Total listed expenses per acre	73.60	65.92	95.30
Net return per acre	14.06	-17.53	73.38
Total direct expense per ton			
Total direct expense per ton	18.60	30.28	11.16
Total listed expense per ton			
Total listed expense per ton	36.11	48.80	32.29
Net return per ton	6.90	-12.98	24.86
Breakeven yield per acre	1.71	1.84	1.67
Est. labor hours per acre	3.11	4.18	5.22
Net return including govt. payments			
Net return including govt. payments	20.77	-15.62	88.18
Lbr & mgt charge per acre			
Lbr & mgt charge per acre	15.44	16.52	27.60
Net return over lbr & mgt	5.33	-32.14	60.58

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted according to Return to Overhead per Acre)

MIXED HAY ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	44	8	9
Number of farms	42	8	8
Acres	94.26	77.43	61.02
Yield per acre (ton)	1.78	1.47	2.29
Operators share of yield %	100.00	100.00	100.00
Value per ton	38.35	32.65	55.36
Total product return per acre	68.42	47.84	126.95
Miscellaneous income per acre	0.00	0.00	0.00
Gross return per acre	68.42	47.84	126.95
Direct expenses per acre			
Seed	0.69	0.60	0.46
Fertilizer	5.43	4.14	9.30
Crop insurance	0.02	0.00	0.14
Fuel & oil	7.11	9.27	7.55
Repairs	13.38	20.49	11.18
Custom hire	1.05	3.29	0.00
Land rent	11.94	11.37	18.65
Operating interest	1.52	0.79	0.51
Miscellaneous	1.31	0.73	0.33
Total direct expenses per acre	42.43	50.69	48.11
Return over direct expenses per acre	25.99	-2.85	78.84
Overhead expenses per acre			
Custom hire	0.67	0.03	0.03
Hired labor	1.98	1.05	2.65
Machinery & bldg leases	1.03	0.14	0.53
Farm insurance	0.90	2.02	0.91
Utilities	1.23	3.11	0.43
Dues & professional fees	0.34	0.60	0.00
Interest	3.59	2.45	2.13
Mach & bldg depreciation	7.33	7.66	3.82
Miscellaneous	2.22	4.11	1.51
Total overhead expenses per acre	19.30	21.18	12.01
Total listed expenses per acre	61.73	71.86	60.12
Net return per acre	6.69	-24.02	66.83
Total direct expense per ton	23.78	34.60	20.98
Total listed expense per ton	34.60	49.05	26.22
Net return per ton	3.75	-16.39	29.14
Breakeven yield per acre	1.61	2.20	1.09
Est. labor hours per acre	2.79	5.31	2.85
Net return including govt. payments	12.10	-18.09	75.02
Lbr & mgt charge per acre	12.65	20.40	9.96
Net return over lbr & mgt	-0.55	-38.49	65.06

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

MIXED HAY ON SHARE RENTED LAND

	Average For All Farms
Number of fields	9
Number of farms	9
Acres	80.56
Yield per acre (ton)	1.82
Operators share of yield %	75.45
Value per ton	47.77
Total product return per acre	59.70
Miscellaneous income per acre	0.00
Gross return per acre	59.70
Direct expenses per acre	
Seed	0.97
Fertilizer	4.20
Crop insurance	0.03
Fuel & oil	8.03
Repairs	11.85
Custom hire	0.43
Operating interest	0.51
Miscellaneous	0.79
Total direct expenses per acre	26.79
Return over direct expenses per acre	32.91
Overhead expenses per acre	
Custom hire	0.28
Hired labor	1.19
Machinery & bldg leases	2.38
Farm insurance	1.46
Utilities	1.34
Dues & professional fees	0.41
Interest	3.26
Mach & bldg depreciation	8.91
Miscellaneous	1.24
Total overhead expenses per acre	20.47
Total listed expenses per acre	47.26
Net return per acre	12.44
Total direct expense per ton	19.55
Total listed expense per ton	34.50
Net return per ton	9.08
Breakeven yield per acre	1.31
Est. labor hours per acre	2.02
Net return including govt. payments	21.10
Lbr & mgt charge per acre	11.62
Net return over lbr & mgt	9.48

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Average of all farms reporting)

CLOVER HAY ON OWNED LAND

	Average For All Farms
Number of fields	12
Number of farms	12
Acres	18.25
Yield per acre (ton)	2.88
Operators share of yield %	100.00
Value per ton	61.28
Total product return per acre	176.19
Miscellaneous income per acre	0.00
Gross return per acre	176.19
Direct expenses per acre	
Seed	4.26
Fertilizer	4.47
Crop insurance	0.41
Fuel & oil	8.93
Repairs	18.46
Custom hire	1.31
Operating interest	0.77
Miscellaneous	3.39
Total direct expenses per acre	42.01
Return over direct expenses per acre	134.18
Overhead expenses per acre	
Hired labor	2.16
Machinery & bldg leases	0.03
RE & pers. property taxes	3.35
Farm insurance	1.74
Utilities	1.50
Dues & professional fees	0.46
Interest	17.87
Mach & bldg depreciation	6.61
Miscellaneous	5.23
Total overhead expenses per acre	38.95
Total listed expenses per acre	80.96
Net return per acre	95.23
Total direct expense per ton	14.61
Total listed expense per ton	28.16
Net return per ton	33.12
Breakeven yield per acre	1.32
Est. labor hours per acre	6.94
Net return including govt. payments	103.87
Lbr & mgt charge per acre	22.82
Net return over lbr & mgt	81.05

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

GRASS HAY ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	56	11	11
Number of farms	54	11	11
Acres	24.46	26.68	20.07
Yield per acre (ton)	1.77	1.12	3.34
Operators share of yield %	100.00	100.00	100.00
Value per ton	37.12	22.74	43.45
Total product return per acre	65.54	25.54	145.30
Miscellaneous income per acre	0.00	0.00	0.00
Gross return per acre	65.54	25.54	145.30
Direct expenses per acre			
Seed	0.17	0.00	0.46
Fertilizer	1.06	0.00	0.57
Fuel & oil	6.05	6.76	8.59
Repairs	12.09	10.97	14.56
Custom hire	0.10	0.06	0.00
Hired labor	0.03	0.00	0.00
Operating interest	1.53	0.40	1.48
Miscellaneous	1.36	0.93	3.56
Total direct expenses per acre	22.39	19.12	29.22
Return over direct expenses per acre	43.16	6.42	116.08
Overhead expenses per acre			
Custom hire	0.47	0.36	0.00
Hired labor	3.29	3.39	3.83
Machinery & bldg leases	0.68	0.15	0.77
RE & pers. property taxes	3.16	2.25	3.83
Farm insurance	1.43	0.59	1.01
Utilities	1.01	1.05	0.84
Dues & professional fees	0.36	0.10	0.11
Interest	14.92	11.45	15.70
Mach & bldg depreciation	7.27	9.01	9.29
Miscellaneous	1.75	1.51	1.20
Total overhead expenses per acre	34.34	29.85	36.60
Total listed expenses per acre	56.73	48.97	65.82
Net return per acre	8.82	-23.43	79.48
Total direct expense per ton	12.68	17.02	8.74
Total listed expense per ton	32.13	43.61	19.68
Net return per ton	4.99	-20.86	23.77
Breakeven yield per acre	1.53	2.15	1.51
Est. labor hours per acre	3.52	2.04	4.25
Net return including govt. payments	14.62	-13.20	80.89
Lbr & mgt charge per acre	14.85	12.13	16.35
Net return over lbr & mgt	-0.23	-25.33	64.53

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms sorted according to Return to Overhead per Acre)

GRASS HAY ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	36	6	6
Number of farms	32	6	6
Acres	104.11	34.33	32.83
Yield per acre (ton)	1.40	1.32	2.69
Operators share of yield %	100.00	100.00	100.00
Value per ton	36.20	34.00	41.70
Total product return per acre	50.63	44.89	112.19
Miscellaneous income per acre	0.00	0.00	0.00
Gross return per acre	50.63	44.89	112.19
Direct expenses per acre			
Fertilizer	0.99	7.91	0.00
Crop chemicals	0.06	0.00	0.00
Fuel & oil	4.76	9.11	4.79
Repairs	10.68	25.68	9.83
Custom hire	0.19	0.00	0.00
Land rent	10.89	20.25	9.09
Operating interest	0.93	0.89	2.14
Miscellaneous	0.74	0.89	0.00
Total direct expenses per acre	29.23	64.73	25.85
Return over direct expenses per acre	21.40	-19.84	86.34
Overhead expenses per acre			
Custom hire	0.20	0.64	0.14
Hired labor	1.36	6.57	3.52
Machinery & bldg leases	2.08	0.13	1.04
Farm insurance	1.01	2.90	1.01
Utilities	1.23	1.23	0.55
Dues & professional fees	0.37	0.06	0.05
Interest	4.20	3.37	4.40
Mach & bldg depreciation	3.98	15.32	7.81
Miscellaneous	0.43	1.10	2.44
Total overhead expenses per acre	14.86	31.32	20.95
Total listed expenses per acre	44.09	96.05	46.80
Net return per acre	6.54	-51.16	65.39
Total direct expense per ton	20.90	49.03	9.61
Total listed expense per ton	31.52	72.74	17.40
Net return per ton	4.68	-38.74	24.31
Breakeven yield per acre	1.22	2.83	1.12
Est. labor hours per acre	1.44	1.58	2.79
Net return including govt. payments	9.97	-46.36	65.39
Lbr & mgt charge per acre	8.27	7.78	9.03
Net return over lbr & mgt	1.70	-54.14	56.36

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

SMALL GRAIN HAY ON OWNED LAND

	Average For All Farms
Number of fields	18
Number of farms	16
Acres	16.56
Yield per acre (ton)	1.77
Operators share of yield %	100.00
Value per ton	33.19
Total product return per acre	58.69
Miscellaneous income per acre	5.44
Gross return per acre	64.14
Direct expenses per acre	
Seed	8.43
Fertilizer	10.29
Crop chemicals	0.58
Crop insurance	0.78
Fuel & oil	8.66
Repairs	15.35
Custom hire	1.33
Operating interest	0.43
Miscellaneous	1.11
Total direct expenses per acre	46.96
Return over direct expenses per acre	17.18
Overhead expenses per acre	
Custom hire	0.57
Hired labor	0.94
Machinery & bldg leases	2.61
RE & pers. property taxes	5.61
Farm insurance	0.99
Utilities	0.94
Dues & professional fees	0.15
Interest	10.24
Mach & bldg depreciation	8.71
Miscellaneous	2.31
Total overhead expenses per acre	33.08
Total listed expenses per acre	80.04
Net return per acre	-15.90
Total direct expense per ton	26.56
Total listed expense per ton	45.26
Net return per ton	-8.99
Breakeven yield per acre	2.25
Est. labor hours per acre	2.76
Net return including govt. payments	-12.48
Lbr & mgt charge per acre	13.57
Net return over lbr & mgt	-26.06

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

SMALL GRAIN HAY ON CASH RENTED LAND

	Average For All Farms
Number of fields	8
Number of farms	7
Acres	56.06
Yield per acre (ton)	3.04
Operators share of yield %	100.00
Value per ton	24.89
Total product return per acre	75.79
Miscellaneous income per acre	14.66
Gross return per acre	90.45
Direct expenses per acre	
Seed	8.87
Fertilizer	11.02
Crop chemicals	0.81
Crop insurance	1.58
Fuel & oil	7.38
Repairs	10.96
Custom hire	7.79
Land rent	18.28
Operating interest	1.98
Miscellaneous	0.60
Total direct expenses per acre	69.28
Return over direct expenses per acre	21.17
Overhead expenses per acre	
Custom hire	0.42
Hired labor	0.13
Machinery & bldg leases	8.63
Farm insurance	1.14
Utilities	0.29
Dues & professional fees	0.38
Interest	2.61
Mach & bldg depreciation	4.80
Miscellaneous	2.29
Total overhead expenses per acre	20.68
Total listed expenses per acre	89.96
Net return per acre	0.49
Total direct expense per ton	22.75
Total listed expense per ton	29.55
Net return per ton	0.16
Breakeven yield per acre	3.03
Est. labor hours per acre	1.52
Net return including govt. payments	9.32
Lbr & mgt charge per acre	8.56
Net return over lbr & mgt	0.76

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Farms sorted according to Return to Overhead per Acre)

ALFALFA HAYLAGES ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	32	6	9
Number of farms	29	6	6
Acres	54.66	39.70	47.33
Yield per acre (ton)	5.45	3.24	7.20
Operators share of yield %	100.00	100.00	100.00
Value per ton	39.34	37.14	43.19
Total product return per acre	214.52	120.53	310.79
Miscellaneous income per acre	0.00	0.00	0.00
Gross return per acre	214.52	120.53	310.79
Direct expenses per acre			
Seed	2.72	0.10	1.17
Fertilizer	16.56	15.23	13.89
Crop chemicals	0.13	0.00	0.00
Crop insurance	0.07	0.00	0.06
Fuel & oil	12.16	12.99	9.39
Repairs	23.91	24.48	19.77
Custom hire	4.48	0.00	5.02
Hired labor	0.19	0.00	0.00
Operating interest	3.87	1.65	4.73
Miscellaneous	5.19	1.91	6.18
Total direct expenses per acre	69.28	56.36	60.21
Return over direct expenses per acre	145.25	64.17	250.58
Overhead expenses per acre			
Custom hire	1.16	1.43	0.26
Hired labor	13.80	11.26	19.83
Machinery & bldg leases	1.75	0.00	0.11
RE & pers. property taxes	5.37	6.01	3.41
Farm insurance	3.68	2.34	1.70
Utilities	2.36	1.77	1.63
Dues & professional fees	1.17	0.17	0.28
Interest	30.64	14.98	37.06
Mach & bldg depreciation	20.99	12.71	23.44
Miscellaneous	4.29	1.21	1.67
Total overhead expenses per acre	85.20	51.88	89.38
Total listed expenses per acre	154.47	108.24	149.59
Net return per acre	60.05	12.29	161.20
Total direct expense per ton	12.71	17.37	8.37
Total listed expense per ton	28.33	33.36	20.79
Net return per ton	11.01	3.79	22.40
Breakeven yield per acre	3.93	2.91	3.46
Est. labor hours per acre	5.66	4.14	5.51
Net return including govt. payments	72.57	21.34	175.62
Lbr & mgt charge per acre	23.58	18.08	11.77
Net return over lbr & mgt	48.99	3.26	163.85

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

ALFALFA HAYLAGE ON CASH RENTED LAND

	Average For All Farms
Number of fields	21
Number of farms	19
Acres	44.63
Yield per acre (ton)	6.09
Operators share of yield %	100.00
Value per ton	39.03
Total product return per acre	237.55
Miscellaneous income per acre	0.00
Gross return per acre	237.55
Direct expenses per acre	
Seed	2.19
Fertilizer	14.96
Crop chemicals	0.06
Crop insurance	0.02
Fuel & oil	9.14
Repairs	21.17
Custom hire	3.66
Land rent	24.91
Operating interest	3.40
Miscellaneous	4.03
Total direct expenses per acre	83.55
Return over direct expenses per acre	154.01
Overhead expenses per acre	
Custom hire	1.44
Hired labor	12.55
Machinery & bldg leases	1.70
Farm insurance	2.46
Utilities	1.26
Dues & professional fees	1.13
Interest	7.76
Mach & bldg depreciation	14.89
Miscellaneous	2.54
Total overhead expenses per acre	45.72
Total listed expenses per acre	129.27
Net return per acre	108.29
Total direct expense per ton	13.73
Total listed expense per ton	21.24
Net return per ton	17.79
Breakeven yield per acre	3.31
Est. labor hours per acre	3.91
Net return including govt. payments	119.47
Lbr & mgt charge per acre	13.84
Net return over lbr & mgt	105.63

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

OATLAGE ON OWNED LAND

	Average For All Farms
Number of fields	16
Number of farms	16
Acres	23.57
Yield per acre (ton)	7.28
Operators' share of yield %	100.00
Value per ton	25.74
Total product return per acre	187.45
Miscellaneous income per acre	3.56
Gross return per acre	191.01
Direct expenses per acre	
Seed	7.48
Fertilizer	13.54
Crop chemicals	0.43
Crop insurance	0.43
Fuel & oil	9.42
Repairs	25.66
Custom hire	4.91
Machinery & bldg leases	0.02
Operating interest	2.55
Miscellaneous	4.89
Total direct expenses per acre	69.32
Return over direct expenses per acre	121.69
Overhead expenses per acre	
Custom hire	0.00
Hired labor	4.35
Machinery & bldg leases	1.16
RE & pers. property taxes	3.15
Farm insurance	1.06
Utilities	1.51
Dues & professional fees	0.90
Interest	14.88
Mach & bldg depreciation	17.83
Miscellaneous	2.97
Total overhead expenses per acre	47.81
Total listed expenses per acre	117.13
Net return per acre	73.88
Total direct expense per ton	9.52
Total listed expense per ton	16.08
Net return per ton	10.14
Breakeven yield per acre	4.41
Est. labor hours per acre	4.26
Net return including govt. payments	79.51
Lbr & mgt charge per acre	23.89
Net return over lbr & mgt	55.62

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

OATLAGE ON CASH RENTED LAND

	Average For All Farms
Number of fields	7
Number of farms	7
Acres	30.18
Yield per acre (ton)	5.27
Operators share of yield %	100.00
Value per ton	20.39
Total product return per acre	107.41
Miscellaneous income per acre	1.88
Gross return per acre	109.29
Direct expenses per acre	
Seed	7.34
Fertilizer	13.17
Crop chemicals	1.42
Fuel & oil	9.41
Repairs	22.99
Land rent	22.23
Operating interest	4.13
Miscellaneous	7.47
Total direct expenses per acre	88.17
Return over direct expenses per acre	21.12
Overhead expenses per acre	
Custom hire	2.49
Hired labor	3.89
Machinery & bldg leases	0.81
Farm insurance	1.34
Utilities	1.43
Dues & professional fees	0.29
Interest	7.09
Mach & bldg depreciation	18.04
Miscellaneous	3.96
Total overhead expenses per acre	39.34
Total listed expenses per acre	127.51
Net return per acre	-18.22
Total direct expense per ton	16.74
Total listed expense per ton	24.21
Net return per ton	-3.46
Breakeven yield per acre	6.16
Est. labor hours per acre	2.79
Net return including govt. payments	-4.21
Lbr & mgt charge per acre	12.89
Net return over lbr & mgt	-17.10

Crop Enterprise Analysis, 1998
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Average of all farms reporting)

PINTO BEANS ON CASH RENTED LAND

	Average For All Farms
Number of fields	14
Number of farms	8
Acres	104.47
Yield per acre (cwt)	11.80
Operators share of yield %	100.00
Value per cwt	15.12
Total product return per acre	178.42
Miscellaneous income per acre	46.38
Gross return per acre	224.80
Direct expenses per acre	
Seed	25.12
Fertilizer	22.60
Crop chemicals	28.21
Crop insurance	13.94
Fuel & oil	9.96
Repairs	11.66
Land rent	37.44
Machinery & bldg leases	1.58
Operating interest	4.93
Miscellaneous	0.16
Total direct expenses per acre	155.58
Return over direct expenses per acre	69.22
Overhead expenses per acre	
Custom hire	1.46
Hired labor	7.35
Machinery & bldg leases	8.15
RE & pers. property taxes	0.16
Farm insurance	1.22
Utilities	1.62
Dues & professional fees	1.53
Interest	3.54
Mach & bldg depreciation	4.88
Miscellaneous	2.78
Total overhead expenses per acre	32.69
Total listed expenses per acre	188.28
Net return per acre	36.53
Total direct expense per cwt	13.19
Total listed expense per cwt	15.96
Net return per cwt	3.10
Breakeven yield per acre	9.38
Est. labor hours per acre	2.53
Lbr & mgt charge per acre	18.90
Net return over lbr & mgt	17.63

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

NAVY BEANS ON CASH RENTED LAND

	Average For All Farms
	7
	7
Number of fields	119.57
Number of farms	12.77
Acres	100.00
Yield per acre (cwt)	16.45
Operator's share of yield %	210.15
Value per cwt	40.22
Total product return per acre	250.37
Miscellaneous income per acre	
Gross return per acre	
Direct expenses per acre	27.24
Seed	16.04
Fertilizer	34.33
Crop chemicals	10.62
Crop insurance	10.51
Fuel & oil	15.50
Repairs	40.85
Land rent	1.28
Machinery & bldg leases	6.27
Operating interest	0.14
Miscellaneous	162.77
Total direct expenses per acre	87.60
Return over direct expenses per acre	
Overhead expenses per acre	2.14
Custom hire	6.89
Hired labor	6.56
Machinery & bldg leases	0.13
RE & pers. property taxes	2.42
Farm insurance	2.75
Utilities	1.61
Dues & professional fees	6.65
Interest	9.88
Mach & bldg depreciation	1.26
Miscellaneous	40.28
Total overhead expenses per acre	203.05
Total listed expenses per acre	47.32
Net return per acre	
Total direct expense per cwt	12.74
Total listed expense per cwt	15.90
Net return per cwt	3.71
Breakeven yield per acre	9.90
Est. labor hours per acre	2.23
Lbr & mgt charge per acre	15.13
Net return over lbr & mgt	32.19

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

PREVENTIVE PLANTING ON OWNED LAND

	Average For All Farms
Number of fields	13
Number of farms	13
Acres	
Yield per acre	100.36
Operators share of yield %	0.71
Value per unit	100.00
Total product return per acre	1.00
Miscellaneous income per acre	0.71
Gross return per acre	47.28
	47.99
Direct expenses per acre	
Seed	
Fertilizer	0.41
Crop chemicals	0.23
Crop insurance	1.19
Drying fuel	4.95
Fuel & oil	0.46
Repairs	4.66
Custom hire	6.24
Operating interest	0.68
Miscellaneous	1.71
Total direct expenses per acre	0.03
Return over direct expenses per acre	20.57
	27.42
Overhead expenses per acre	
Custom hire	
Hired labor	0.21
Machinery & bldg leases	0.74
RE & pers. property taxes	0.43
Farm insurance	5.80
Utilities	1.90
Dues & professional fees	1.15
Interest	0.79
Mach & bldg depreciation	11.76
Miscellaneous	9.70
Total overhead expenses per acre	0.73
Total listed expenses per acre	33.20
Net return per acre	53.77
	-5.78
Total direct expense per unit	
Total listed expense per unit	28.86
Net return per unit	75.43
Breakeven yield per acre	-8.10
Est. labor hours per acre	6.49
	1.56
Lbr & mgt charge per acre	
Net return over lbr & mgt	0.00
	-5.78

Crop Enterprise Analysis, 1998
 Northwestern Farm Business Management Averages
 Northland Community and Technical College
 (Average of all farms reporting)

PREVENTIVE PLANTING ON CASH RENTED LAND

	Average For All Farms
Number of fields	17
Number of farms	16
Acres	146.78
Yield per acre	4.45
Operators share of yield %	100.00
Value per unit	0.14
Total product return per acre	0.64
Miscellaneous income per acre	46.85
Gross return per acre	47.50
Direct expenses per acre	0.04
Seed	1.95
Crop chemicals	4.64
Crop insurance	0.48
Drying fuel	3.92
Fuel & oil	5.43
Repairs	0.80
Custom hire	29.20
Land rent	2.59
Operating interest	49.06
Total direct expenses per acre	-1.57
Return over direct expenses per acre	
Overhead expenses per acre	0.50
Custom hire	1.20
Hired labor	3.00
Machinery & bldg leases	1.12
Farm insurance	0.61
Utilities	0.29
Dues & professional fees	1.96
Interest	4.30
Mach & bldg depreciation	1.03
Miscellaneous	0.00
Total overhead expenses per acre	14.00
Total listed expenses per acre	63.06
Net return per acre	-15.56
Total direct expense per unit	11.02
Total listed expense per unit	14.17
Net return per unit	-3.50
Breakeven yield per acre	112.03
Est. labor hours per acre	0.94
Lbr & mgt charge per acre	0.00
Net return over lbr & mgt	-15.56

MN State Averages
Livestock Enterprise Analysis, 1998
(Farms sorted according to Return to Overhead per head)

Dairy -- Average per Cow

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	650		130		130	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (lb)	18472.79	2850.92	15657.68	2353.76	21117.32	3309.16
Milk used in home (lb)	18.31	2.64	15.94	2.16	11.93	2.06
Milk fed to animals (lb)	96.86	10.17	94.07	8.64	46.57	5.95
Dairy Calves sold (hd)	0.06	20.09	0.08	20.96	0.07	29.28
Transferred out (hd)	0.45	35.73	0.45	35.07	0.50	43.21
Cull sales (hd)	0.27	105.34	0.26	102.16	0.27	114.53
Butchered (hd)	0.01	4.10	0.01	5.04	0.01	2.36
Less purchased (hd)	-0.11	-106.79	-0.15	-147.65	-0.10	-94.66
Less transferred in (hd)	-0.31	-312.04	-0.26	-263.24	-0.36	-363.94
Inventory change (hd)	0.05	75.59	0.02	7.68	0.08	149.90
Total production		2685.75		2124.58		3197.85
Other income		5.48		2.87		5.81
Gross return		2691.23		2127.45		3203.66
Direct expenses						
Corn (bu.)	81.42	159.78	79.95	158.78	83.99	163.06
Corn Silage (lb.)	12525.76	120.78	12862.66	125.89	11332.42	109.36
Cotton Seed (lb.)	35.73	6.36	26.97	2.99	50.62	17.23
Hay, Alfalfa (lb.)	3605.36	148.67	4364.68	183.63	2586.58	109.47
Hay, Grass & Other (lb.)	459.17	13.46	507.23	13.28	363.66	10.26
Haylage, Alfalfa (lb.)	5181.23	113.57	4825.13	108.09	6508.88	143.26
Haylage, Grass & Other (lb.)	237.81	3.82	65.82	1.25	198.33	3.21
Complete Ration (lb.)	1074.32	88.83	978.32	108.55	1583.28	93.25
Protein Vit Minerals (lb.)	2777.41	336.67	2316.43	311.05	3151.90	349.04
Other feed stuffs		30.43		17.20		41.27
Breeding fees		25.75		22.59		29.51
Veterinary		88.35		80.70		93.40
BST		4.94		1.48		7.46
Livestock supplies		116.28		112.11		119.65
DHIA		12.10		9.24		12.94
Fuel & oil		20.05		21.24		19.96
Repairs		99.04		89.09		95.38
Custom hire		21.22		29.38		15.21
Hired labor		20.66		53.34		3.74
Machinery & bldg leases		9.05		10.81		4.10
Utilities		6.08		12.92		4.73
Hauling and trucking		25.39		25.13		21.05
Marketing		36.19		35.41		39.42
Bedding		2.88		2.35		3.72
Operating interest		14.45		23.14		8.61
Total direct expenses		1524.84		1559.64		1518.32
Return over direct expense		1166.39		567.81		1685.34
Overhead expenses						
Hired labor		104.44		44.86		152.17
Machinery & bldg leases		21.93		12.37		30.87
RE & pers. property taxes		10.50		11.27		11.67
Farm insurance		22.72		22.42		22.37
Utilities		50.65		44.31		49.63
Dues & professional fees		6.49		4.69		11.21
Interest		119.83		136.23		112.93
Mach & bldg depreciation		102.27		94.42		114.41
Miscellaneous		26.06		27.42		29.01
Total overhead expenses		464.89		398.00		534.25
Total listed expenses		1989.73		1957.64		2052.57
Net return		701.49		169.81		1151.08
Est. labor hours per unit		36.98		36.85		36.66
Labor & management charge		185.29		179.10		173.10
Net return over lbr & mgt		516.20		-9.29		977.98
Other Information						
Avg. number of Cows		73.2		62.2		86.7
Milk produced per Cow		18588		15768		21176
Percent butterfat in milk		3.7		3.7		3.6
Culling percentage		26.6		25.6		27.3
Percent of barn capacity		107.9		104.8		112.3
Lbs. milk/lb grain & conc.		2.1		2.0		2.0
Feed cost per cwt of milk		5.50		6.54		4.91
Feed cost per Cow		1022.38		1030.72		1039.42
Avg. milk price per cwt.		15.43		15.03		15.67

MN State Averages
Livestock Enterprise Analysis, 1998
(Farms sorted according to Return to Overhead per head)

Dairy and Repl Heifers -- Average per Cow

	Average For All Farms		Average For Low 20%		Average For High 20%	
	570		114		114	
Number of farms	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (lb)	18376.04	2838.88	15204.38	2325.13	21207.51	3322.81
Milk used in home (lb)	20.23	2.91	24.56	3.51	12.69	1.82
Milk fed to animals (lb)	109.68	10.97	123.59	12.31	56.09	7.20
Dairy Calves sold (hd)	0.38	86.86	0.40	95.67	0.43	99.11
Transferred out (hd)	0.89	389.08	0.88	346.82	0.85	448.68
Cull sales (hd)	0.31	113.97	0.32	112.42	0.34	131.83
Butchered (hd)	0.02	6.67	0.02	7.73	0.01	5.40
Less purchased (hd)	-0.15	-130.43	-0.22	-207.36	-0.17	-152.86
Less transferred in (hd)	-0.81	-379.34	-0.84	-355.93	-0.77	-424.56
Inventory change (hd)	0.07	98.16	0.01	-4.89	0.10	208.54
Total production		3037.73		2335.40		3647.95
Other income		4.62		6.28		4.36
Gross return		3042.35		2341.68		3652.30
Direct expenses						
Corn (bu.)	98.28	193.02	91.55	184.27	98.43	191.71
Corn Silage (lb.)	18311.25	174.99	18561.74	178.33	16484.04	157.89
Cotton Seed (lb.)	39.93	7.51	26.02	2.48	57.40	19.54
Hay, Alfalfa (lb.)	4965.60	199.74	5498.66	221.67	4098.75	172.29
Hay, Grass & Other (lb.)	1372.22	35.79	1483.13	37.81	984.29	24.35
Haylage, Alfalfa (lb.)	5850.40	129.33	5273.75	130.15	6836.91	145.58
Haylage, Grass & Other (lb.)	549.58	7.31	441.47	6.68	676.39	4.15
Oatlage (lb.)	560.51	5.66	265.35	4.93	574.67	5.04
Complete Ration (lb.)	1342.54	98.38	1289.56	117.18	1790.23	119.52
Milk (lb.)	50.29	6.06	55.71	6.79	27.63	3.49
Protein Vit Minerals (lb.)	2922.26	372.92	2457.56	334.08	3920.59	408.81
Other feed stuffs		44.19		28.52		45.54
Breeding fees		30.83		24.86		39.55
Veterinary		95.71		87.14		110.49
Livestock supplies		134.62		115.58		148.19
DHIA		12.80		9.43		13.25
Fuel & oil		23.58		26.82		25.19
Repairs		118.54		121.44		119.58
Custom hire		25.53		22.57		34.98
Hired labor		13.00		49.04		1.54
Machinery & bldg leases		10.13		10.69		5.15
Livestock leases		5.78		11.30		1.00
Hauling and trucking		27.81		24.97		23.35
Marketing		36.33		37.09		42.34
Operating interest		15.41		25.98		10.93
Total direct expenses		1824.97		1819.79		1873.45
Return over direct expense		1217.38		521.89		1778.85
Overhead expenses						
Hired labor		111.04		48.66		164.85
Machinery & bldg leases		26.55		23.42		37.45
RE & pers. property taxes		12.69		12.52		14.19
Farm insurance		26.48		24.06		27.24
Utilities		61.87		55.94		61.48
Dues & professional fees		7.28		3.72		14.77
Interest		129.03		130.20		123.96
Mach & bldg depreciation		116.50		94.53		142.69
Miscellaneous		30.33		31.73		33.17
Total overhead expenses		521.76		424.78		619.80
Total listed expenses		2346.73		2244.57		2493.25
Net return		695.62		97.11		1159.05
Est. labor hours per unit		44.04		43.57		44.21
Labor & management charge		222.62		220.52		220.64
Net return over lbr & mgt		473.00		-123.40		938.41
Other Information						
Avg. number of Cows		69.9		60.2		87.2
Milk produced per Cow		18506		15353		21276
Percent butterfat in milk		3.8		3.7		3.5
Culling percentage		30.7		31.7		34.2
Percent of barn capacity		107.5		103.2		113.6
Lbs. milk/lb grain & conc.		1.7		1.4		1.7
Feed cost per cwt of milk		6.89		8.16		6.10
Feed cost per Cow		1274.90		1252.88		1297.90
Avg. milk price per cwt.		15.45		15.29		15.67

MN State Averages
Livestock Enterprise Analysis, 1998
(Farms sorted according to Return to Overhead per head)

Dairy Replacement Heifers -- Average per Avg. Head

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	582		116		116	
	Quantity	Value	Quantity	Value	Quantity	Value
Replacements sold (hd)	0.37	85.62	0.28	55.66	0.24	65.95
Transferred out (hd)	0.40	342.97	0.33	246.45	0.37	352.62
Cull sales (hd)	0.04	7.78	0.05	8.01	0.05	12.80
Butchered (hd)	0.01	2.49	0.01	2.69	0.01	2.45
Less purchased (hd)	-0.08	-58.12	-0.05	-34.33	-0.06	-22.99
Less transferred in (hd)	-0.46	-39.32	-0.54	-58.32	-0.32	-23.93
Inventory change (hd)	0.02	34.83	0.01	-13.01	0.13	154.07
Total production (hd)	0.00	376.26	0.00	207.16	0.00	540.97
Other income		1.87		0.00		0.00
Gross return		378.12		207.16		540.97
Direct expenses						
Barley (bu.)	0.58	0.83	0.57	0.82	0.29	0.48
Corn (bu.)	15.92	31.47	20.79	44.46	14.43	26.74
Corn Silage (lb.)	6111.60	57.61	7400.65	69.86	5012.45	46.51
Hay, Alfalfa (lb.)	1412.91	50.09	1729.86	63.12	1176.92	42.60
Hay, Grass & Other (lb.)	876.91	21.47	911.59	23.48	670.80	15.85
Haylage, Alfalfa (lb.)	747.30	18.52	1324.51	43.15	425.20	8.77
Haylage, Grass & Other (lb.)	292.17	3.11	291.01	4.70	43.76	0.70
Oatlage (lb.)	429.39	4.14	515.81	6.44	280.51	2.59
Oats (bu.)	2.03	2.14	1.65	1.79	1.46	1.55
Pasture (aum)	0.38	2.10	0.65	2.79	0.34	2.49
Complete Ration (lb.)	453.96	21.61	176.75	16.10	253.20	18.12
Milk (lb.)	49.29	5.94	87.61	10.43	26.56	3.35
Milk Replacer (lb.)	4.96	4.17	4.61	3.71	3.70	2.98
Protein Vit Minerals (lb.)	270.41	46.01	354.40	60.35	223.77	43.53
Other feed stuffs		2.83		4.74		1.03
Breeding fees		5.33		5.90		4.13
Veterinary		12.33		11.16		10.47
Livestock supplies		11.85		10.92		9.91
Fuel & oil		3.66		3.68		3.58
Repairs		19.29		19.76		17.29
Custom hire		9.01		6.77		1.44
Hired labor		1.37		4.62		0.03
Machinery & bldg leases		1.31		0.67		0.94
Livestock leases		2.88		5.41		0.00
Hauling and trucking		0.69		0.53		0.49
Marketing		1.07		0.74		0.88
Bedding		0.46		1.10		0.19
Operating interest		2.61		3.09		1.86
Total direct expenses		343.90		430.33		268.49
Return over direct expense		34.22		-223.17		272.48
Overhead expenses						
Hired labor		14.91		10.03		11.74
Machinery & bldg leases		3.33		2.94		3.61
RE & pers. property taxes		2.02		2.07		1.84
Farm insurance		4.06		4.21		4.34
Utilities		9.47		8.79		9.82
Dues & professional fees		1.26		0.87		0.70
Interest		17.86		15.12		16.85
Mach & bldg depreciation		17.33		16.53		15.94
Miscellaneous		4.62		3.96		4.90
Total overhead expenses		74.86		64.50		69.75
Total listed expenses		418.76		494.83		338.24
Net return		-40.64		-287.67		202.73
Other Information						
Est. labor hours per unit		6.40		5.97		5.69
Labor & management charge		34.31		33.16		34.46
Net return over lbr & mgt		-74.95		-320.83		168.27
No. purchased or trans in		39		39		25
Number sold or trans out		54		40		40
Average number of head		70		66		66
Percentage death loss		7.1		7.6		4.6
Feed cost per average head		272.05		355.94		217.28
Feed cost/head sold+trans		354.16		584.80		361.03
Avg. purchase weight		-		0		0
Avg. sales weight		-		0		0
Avg. purch price / head		685.19		698.84		390.70
Avg. sales price / head		231.46		199.93		279.93

MN State Averages
Livestock Enterprise Analysis, 1998

Dairy Heifers (for sale) -- Average per Avg. Head

	Average For All Farms	
Number of farms	17	
	Quantity	Value
Dairy Hfrs sold (hd)	0.70	633.23
Transferred out (hd)	0.23	13.47
Cull sales (hd)	0.00	0.38
Butchered (hd)	0.00	1.52
Less purchased (hd)	-0.68	-247.43
Less transferred in (hd)	-0.24	-6.06
Inventory change (hd)	-0.05	-0.86
Total production (hd)	0.00	394.24
Other income		148.06
Gross return		542.31
Direct expenses		
Corn (bu.)	17.34	33.27
Corn Silage (lb.)	9584.17	84.73
Hay, Alfalfa (lb.)	1906.92	72.98
Hay, Grass & Other (lb.)	752.30	21.49
Haylage, Alfalfa (lb.)	1937.38	37.93
Oats (bu.)	1.46	1.46
Pasture (aum)	0.26	3.30
Milk (lb.)	23.86	4.00
Milk Replacer (lb.)	6.79	5.15
Protein Vit Minerals (lb.)	659.86	76.01
Other feed stuffs		0.57
Breeding fees		4.24
Veterinary		21.62
Livestock supplies		8.41
Fuel & oil		9.56
Repairs		27.76
Custom hire		3.82
Utilities		1.98
Hauling and trucking		2.83
Operating interest		20.18
Total direct expenses		441.30
Return over direct expense		101.01
Overhead expenses		
Hired labor		3.71
RE & pers. property taxes		3.43
Farm insurance		5.26
Utilities		11.58
Dues & professional fees		2.28
Interest		14.64
Mach & bldg depreciation		30.87
Miscellaneous		10.66
Total overhead expenses		82.44
Total listed expenses		523.73
Net return		18.57
Est. labor hours per unit		3.00
Labor & management charge		67.00
Net return over lbr & mgt		-48.43
Other Information		
No. purchased or trans in		57
Number sold or trans out		57
Average number of head		62
Percentage death loss		1.3
Feed cost per average head		340.88
Feed cost/head sold+trans		368.81
Avg. purchase weight		-
Avg. sales weight		-
Avg. purch price / head		362.88
Avg. sales price / head		906.06

MN State Averages
Livestock Enterprise Analysis, 1998
(Farms sorted according to Return to Overhead per unit produced)

Dairy Steers -- Average per Head

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	186		37		37	
	Quantity	Value	Quantity	Value	Quantity	Value
Dairy Steers sold (lb)	997.40	558.04	816.13	463.40	873.28	528.44
Transferred out (lb)	1.95	1.73	1.06	0.66	0.00	4.62
Cull sales (lb)	4.13	2.05	24.22	11.59	0.73	0.55
Butchered (lb)	20.80	11.75	16.98	8.61	31.53	18.10
Less purchased (lb)	-274.52	-178.61	-282.10	-187.10	-159.82	-103.93
Less transferred in (lb)	-74.70	-49.18	-71.78	-51.75	-91.41	-66.44
Inventory change (lb)	97.98	14.67	120.95	-32.32	207.42	131.57
Total production (lb)	773.05	360.45	625.45	213.08	861.74	512.91
Other income		0.09		0.00		0.00
Gross return		360.54		213.08		512.91
Direct expenses						
Corn (bu.)	84.08	161.34	73.92	147.09	72.54	137.32
Corn Silage (lb.)	2454.44	22.95	3191.63	29.46	964.00	8.43
Corn, Ear (lb.)	31.53	0.80	0.00	0.00	0.00	0.00
Hay, Alfalfa (lb.)	441.21	23.99	1017.03	108.03	262.88	6.68
Hay, Grass & Other (lb.)	350.96	8.19	663.12	14.82	461.90	12.29
Haylage, Alfalfa (lb.)	308.26	7.10	69.83	1.75	570.77	13.71
Haylage, Grass & Other (lb.)	51.32	0.75	0.00	0.00	0.00	0.00
Oats (bu.)	0.96	1.01	1.58	1.55	0.68	0.68
Pasture (aum)	0.08	0.69	0.38	0.38	0.04	0.22
Soybeans (bu.)	0.12	0.68	0.38	2.09	0.00	0.00
Stover (lb.)	26.62	0.59	47.06	1.47	0.00	0.00
Complete Ration (lb.)	80.93	5.59	427.32	22.69	175.34	12.71
Milk (lb.)	5.03	0.44	1.55	0.23	1.13	0.63
Milk Replacer (lb.)	2.69	2.13	0.23	0.17	2.25	1.65
Protein Vit Minerals (lb.)	405.03	63.04	414.35	59.46	362.12	68.53
Other feed stuffs		1.59		3.63		0.70
Veterinary		10.88		9.68		10.11
Livestock supplies		7.80		8.10		6.41
Fuel & oil		5.85		7.42		4.72
Repairs		20.25		38.10		15.12
Custom hire		1.18		0.12		3.12
Hired labor		0.47		0.40		0.00
Machinery & bldg leases		0.78		0.00		0.37
Utilities		0.66		1.36		3.33
Hauling and trucking		4.11		2.27		0.49
Marketing		4.71		3.55		3.42
Operating interest		9.94		14.23		4.71
Total direct expenses		367.50		478.05		315.29
Return over direct expense		-6.96		-264.97		197.62
Overhead expenses						
Hired labor		9.45		14.30		12.37
Machinery & bldg leases		2.92		2.77		6.05
RE & pers. property taxes		2.69		4.95		2.50
Farm insurance		5.27		8.92		3.03
Utilities		8.02		11.36		8.44
Dues & professional fees		0.43		0.63		0.52
Interest		12.57		15.52		14.03
Mach & bldg depreciation		17.26		27.75		12.82
Miscellaneous		7.24		8.62		6.24
Total overhead expenses		65.84		94.80		66.00
Total listed expenses		433.34		572.85		381.30
Net return		-72.80		-359.77		131.61
Est. labor hours per unit						
Labor & management charge		6.86		9.86		9.04
Net return over lbr & mgt		36.03		46.84		32.10
		-108.83		-406.61		99.51
Other Information						
No. purchased or trans in		54		31		35
Number sold or trans out		47		27		27
Percentage death loss		4.2		5.0		4.8
Avg. daily gain (lbs)		2.10		1.55		2.21
Lbs of conc / lb of gain		6.21		8.16		5.39
Lbs of feed / lb of gain		8.57		12.75		6.94
Feed cost per cwt of gain		38.92		62.80		30.58
Feed cost per head		300.88		392.81		263.55
Average purchase weight		444		521		321
Average sales weight		1253		1096		1187
Avg purch price / head		288.95		345.25		208.64
Avg sales price / cwt		55.95		56.78		60.51

MN State Averages
Livestock Enterprise Analysis, 1998
(Farms sorted according to Return to Overhead per unit produced)

Beef Cow-Calf -- Average per Cow

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	156		31		31	
	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	260.99	198.16	233.46	167.95	196.82	168.24
Transferred out (lb)	207.73	154.12	81.09	87.81	224.75	167.64
Cull sales (lb)	153.60	62.65	227.40	87.48	121.37	56.87
Butchered (lb)	8.13	4.15	11.13	5.83	8.31	4.26
Less purchased (lb)	-99.71	-64.26	-24.73	-20.41	-170.47	-102.79
Less transferred in (lb)	-40.82	-27.84	-42.34	-25.10	-28.04	-20.55
Inventory change (lb)	154.62	47.58	-68.85	-85.79	137.75	143.36
Total production (lb)	644.53	374.55	417.16	217.76	490.49	417.03
Other income		0.33		0.00		0.16
Gross return		374.88		217.76		417.19
Direct expenses	0.22	0.27	0.34	0.34	0.14	0.17
Barley (bu.)	5.41	10.28	14.94	28.68	2.30	4.72
Corn (bu.)	3643.32	32.15	4177.98	38.66	2682.56	23.50
Corn Silage (lb.)	1750.32	49.71	2807.03	99.89	2398.69	56.08
Hay, Alfalfa (lb.)	4666.27	88.87	4355.88	100.27	3878.35	65.88
Hay, Grass & Other (lb.)	94.52	1.98	212.23	4.25	141.68	2.81
Haylage, Alfalfa (lb.)	122.58	1.27	0.00	0.00	267.35	2.30
Haylage, Grass & Other (lb.)	114.27	0.95	10.40	0.10	0.00	0.00
Oatlage (lb.)	1.78	1.98	2.07	2.08	2.46	3.07
Oats (bu.)	3.27	25.53	2.93	22.81	1.05	20.68
Pasture (aum)	51.00	0.35	0.00	0.00	209.84	1.43
Sorghum Silage (lb.)	170.54	1.41	444.22	5.94	186.60	0.31
Stover (lb.)	120.40	9.71	44.34	4.07	13.11	1.09
Complete Ration (lb.)	7.62	0.62	21.22	2.12	3.50	0.35
Creep / Starter (lb.)	123.24	17.36	138.49	21.28	139.14	14.16
Protein Vit Minerals (lb.)		0.68		3.24		0.71
Other feed stuffs		3.97		2.68		2.73
Breeding fees		20.85		16.10		16.44
Veterinary		6.56		13.35		7.46
Livestock supplies		7.44		11.27		5.54
Fuel & oil		23.26		32.85		12.55
Repairs		0.75		1.10		0.33
Custom hire		1.02		0.00		0.00
Hired labor		1.19		0.00		0.17
Livestock leases		0.68		0.97		0.25
Hauling and trucking		6.04		1.03		3.31
Marketing		10.66		4.62		7.14
Operating interest		325.53		417.70		253.18
Total direct expenses		49.35		-199.94		164.01
Return over direct expense						
Overhead expenses		0.84		0.04		1.25
Custom hire		8.15		12.02		4.35
Hired labor		2.47		7.64		1.48
Machinery & bldg leases		5.37		8.75		4.41
RE & pers. property taxes		7.40		15.92		5.26
Farm insurance		10.46		15.12		7.98
Utilities		0.89		0.89		1.19
Dues & professional fees		33.82		61.64		21.84
Interest		23.97		50.82		18.49
Mach & bldg depreciation		10.48		23.31		4.95
Miscellaneous		103.86		196.15		71.19
Total overhead expenses		429.39		613.85		324.37
Total listed expenses		-54.51		-396.09		92.82
Net return						
Est. labor hours per unit		9.60		10.45		8.87
Labor & management charge		66.57		70.23		60.21
Net return over lbr & mgt		-121.08		-466.32		32.61
Other Information		67.9		31.0		83.0
Number of cows		96.0		95.0		97.0
Pregnancy percentage		1.6		4.1		0.7
Pregnancy loss percentage		13.9		19.4		12.8
Culling percentage		94.4		91.2		96.2
Calving percentage		89.7		83.9		92.1
Weaning percentage		0.80		0.69		0.74
Calves sold per cow		5.6		9.0		5.2
Calf death loss percent		536		467		535
Average weaning weight		480		392		492
Lbs weaned/exposed female		243.10		333.74		197.24
Feed cost per cow		658		553		617
Avg wgt/Beef Calf sold		75.93		71.94		85.48

MN State Averages
Livestock Enterprise Analysis, 1998
All Beef Backgrounding -- Average per Head

	Average For All Farms	
Number of farms	21	
	Quantity	Value
Backgnd Strs sold (lb)	404.74	277.36
Transferred out (lb)	58.27	44.63
Cull sales (lb)	2.06	1.51
Butchered (lb)	2.35	1.30
Less purchased (lb)	-170.25	-133.40
Less transferred in (lb)	-228.19	-176.01
Inventory change (lb)	159.68	114.92
Total production (lb)	228.66	130.31
Other income		0.00
Gross return		130.31
Direct expenses		
Barley (bu.)	0.27	0.35
Corn (bu.)	7.49	14.85
Corn Silage (lb.)	1119.49	10.03
Hay, Alfalfa (lb.)	149.67	3.76
Hay, Grass & Other (lb.)	817.95	15.00
Oats (bu.)	1.57	1.99
Pasture (aum)	0.00	1.06
Complete Ration (lb.)	177.70	17.80
Milk Replacer (lb.)	5.30	4.02
Protein Vit Minerals (lb.)	56.43	10.84
Other feed stuffs		0.63
Veterinary		7.96
Livestock supplies		1.39
Fuel & oil		0.89
Repairs		3.76
Machinery & bldg leases		0.35
Hauling and trucking		1.69
Marketing		4.69
Operating interest		1.95
Total direct expenses		103.01
Return over direct expense		27.30
Overhead expenses		
Hired labor		1.74
Machinery & bldg leases		0.65
RE & pers. property taxes		0.67
Farm insurance		1.11
Utilities		1.83
Dues & professional fees		0.34
Interest		6.74
Mach & bldg depreciation		2.30
Miscellaneous		1.70
Total overhead expenses		17.08
Total listed expenses		120.09
Net return		10.22
Est. labor hours per unit		1.32
Labor & management charge		8.94
Net return over lbr & mgt		1.27
Other Information		
No. purchased or trans in		207
Number sold or trans out		143
Percentage death loss		1.8
Avg. daily gain (lbs)		1.46
Lbs of conc / lb of gain		3.18
Lbs of feed / lb of gain		9.10
Feed cost per cwt of gain		35.14
Feed cost per head		80.34
Average purchase weight		356
Average sales weight		753
Avg purch price / cwt		78.36
Avg sales price / cwt		68.53

MN State Averages
Livestock Enterprise Analysis, 1998
(Farms sorted according to Return to Overhead per unit produced)

All Beef Finish Calves -- Average per Head

	Average For All Farms		Average For Low 20%		Average For High 20%	
	82		16		16	
Number of farms	Quantity	Value	Quantity	Value	Quantity	Value
Fin Str Calf sold (lb)	1196.83	730.29	1112.95	639.81	1379.03	896.97
Transferred out (lb)	19.82	12.61	88.86	56.23	20.32	12.45
Cull sales (lb)	14.34	8.58	6.33	3.80	0.00	0.00
Butchered (lb)	8.71	5.35	7.19	4.81	7.72	4.80
Less purchased (lb)	-476.27	-358.09	-309.26	-218.45	-406.57	-314.76
Less transferred in (lb)	-93.33	-67.13	-250.56	-183.71	-69.62	-39.96
Inventory change (lb)	-33.58	-32.57	-130.68	-115.72	-262.58	-146.30
Total production (lb)	636.52	299.05	524.83	186.78	668.29	413.20
Other income		4.10		0.00		0.00
Gross return		303.16		186.78		413.20
Direct expenses	68.17	138.00	82.17	158.05	62.56	146.68
Corn (bu.)	2707.79	23.51	3575.02	27.55	3559.28	29.94
Corn Silage (lb.)	1.30	0.02	0.00	0.00	0.00	0.00
Corn, Ear (lb.)	325.27	10.77	574.27	25.63	409.05	11.92
Hay, Alfalfa (lb.)	244.46	6.61	365.67	10.55	54.42	1.14
Hay, Grass & Other (lb.)	131.48	2.70	744.04	15.10	16.74	0.84
Haylage, Alfalfa (lb.)	406.26	4.64	0.00	0.00	841.37	14.72
Haylage, Grass & Other (lb.)	221.39	2.20	0.00	0.00	777.74	7.67
Oatlage (lb.)	0.35	0.41	0.02	0.03	0.12	0.15
Oats (bu.)	13.57	0.16	65.73	0.95	0.00	0.00
Stover (lb.)	85.82	5.65	3.88	0.92	1.53	0.17
Complete Ration (lb.)	0.01	0.01	0.16	0.13	0.00	0.00
Milk Replacer (lb.)	284.16	40.00	261.59	38.84	217.31	29.25
Protein Vit Minerals (lb.)		0.06		0.00		0.00
Other feed stuffs		10.11		9.74		5.43
Veterinary		2.41		5.00		2.17
Livestock supplies		4.72		10.00		3.89
Fuel & oil		14.91		41.90		9.46
Repairs		1.37		1.74		0.00
Custom hire		0.05		0.00		0.00
Hired labor		0.35		1.12		0.00
Machinery & bldg leases		0.20		0.00		0.00
Utilities		3.73		0.18		10.14
Hauling and trucking		4.29		0.31		0.42
Marketing		0.02		0.00		0.00
Bedding		18.37		26.09		19.23
Operating interest		295.28		373.81		293.20
Total direct expenses		7.87		-187.04		120.00
Return over direct expense						
Overhead expenses		8.90		2.33		21.01
Hired labor		1.65		11.19		2.12
Machinery & bldg leases		1.43		2.25		0.74
RE & pers. property taxes		3.46		6.46		2.08
Farm insurance		4.47		12.35		4.23
Utilities		0.49		1.86		0.15
Dues & professional fees		8.34		13.96		3.33
Interest		19.97		23.92		32.73
Mach & bldg depreciation		3.77		7.68		1.79
Miscellaneous		52.49		82.00		68.18
Total overhead expenses		347.77		455.81		361.38
Total listed expenses		-44.62		-269.04		51.82
Net return						
Est. labor hours per unit		3.87		7.21		2.36
Labor & management charge		27.92		77.10		12.21
Net return over lbr & mgt		-72.54		-346.13		39.61
Other Information						
No. purchased or trans in		113		49		108
Number sold or trans out		117		52		162
Percentage death loss		0.8		1.1		0.4
Avg. daily gain (lbs)		2.32		1.80		2.44
Lbs of conc / lb of gain		6.61		9.25		5.57
Lbs of feed / lb of gain		9.48		14.11		9.07
Feed cost per cwt of gain		36.88		52.92		36.28
Feed cost per head		234.74		277.73		242.47
Average purchase weight		620		613		673
Average sales weight		1244		1176		1293
Avg purch price / cwt		75.19		70.64		77.42
Avg sales price / cwt		61.02		57.49		65.04

MN State Averages
Livestock Enterprise Analysis, 1998
(Farms sorted according to Return to Overhead per unit produced)

Hogs, Farrow To Finish -- Average per Litter

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	113		23		23	
	Quantity	Value	Quantity	Value	Quantity	Value
Raised Hogs sold (lb)	2019.86	776.58	1822.65	641.57	2101.99	843.77
Transferred out (lb)	19.79	9.89	0.95	0.25	60.59	30.67
Cull sales (lb)	130.60	27.38	175.64	37.68	119.38	24.27
Butchered (lb)	3.61	1.24	6.79	1.56	4.66	2.08
Less purchased (lb)	-53.85	-51.10	-53.53	-69.68	-78.54	-63.25
Less transferred in (lb)	-0.70	-0.29	-0.48	-0.18	0.00	0.00
Inventory change (lb)	26.85	-85.97	69.09	-100.19	11.38	-53.37
Total production (lb)	2146.17	677.73	2021.11	511.00	2219.46	784.17
Other income		0.66		0.00		1.25
Gross return		678.39		511.00		785.42
Direct expenses						
Barley (bu.)	0.16	0.22	0.13	0.20	0.00	0.00
Corn (bu.)	85.84	169.30	63.30	122.98	69.20	135.54
Hay, Alfalfa (lb.)	3.96	0.19	2.32	0.09	1.11	0.04
Hay, Grass & Other (lb.)	2.48	0.06	0.00	0.00	0.00	0.00
Oats (bu.)	0.27	0.28	0.49	0.49	0.04	0.04
Complete Ration (lb.)	1052.78	80.72	3010.42	219.65	2023.55	144.83
Creep / Starter (lb.)	17.30	5.20	3.08	1.73	17.02	5.10
Milk (lb.)	0.12	0.21	0.00	0.00	0.00	0.00
Protein Vit Minerals (lb.)	1467.87	230.25	968.15	173.87	1160.49	166.69
Other feed stuffs		0.21		0.00		0.00
Breeding fees		8.38		11.72		8.04
Veterinary		22.52		26.59		20.93
Livestock supplies		13.20		10.72		12.32
Fuel & oil		7.60		5.39		9.33
Repairs		24.85		23.14		26.51
Custom hire		15.12		25.02		13.98
Hired labor		4.09		7.45		4.66
Machinery & bldg leases		24.19		95.86		14.00
Livestock leases		4.62		6.32		3.05
Utilities		3.63		1.64		1.42
Hauling and trucking		1.85		6.96		0.00
Marketing		2.75		6.01		1.15
Bedding		0.24		0.00		0.01
Operating interest		11.98		19.43		9.69
Total direct expenses		631.67		765.27		577.32
Return over direct expense		46.72		-254.27		208.10
Overhead expenses						
Custom hire		0.02		0.00		0.00
Hired labor		28.75		3.55		34.61
Machinery & bldg leases		11.25		-3.92		19.23
RE & pers. property taxes		3.40		3.39		3.55
Farm insurance		7.78		6.08		7.20
Utilities		13.79		9.26		16.76
Dues & professional fees		1.01		1.54		0.67
Interest		31.19		24.27		32.89
Mach & bldg depreciation		44.25		28.12		50.18
Miscellaneous		9.43		8.65		10.47
Total overhead expenses		150.87		80.94		175.56
Total listed expenses		782.54		846.21		752.88
Net return		-104.15		-335.21		32.54
Est. labor hours per unit		8.29		5.90		8.21
Labor & management charge		61.96		89.95		58.14
Net return over lbr & mgt		-166.11		-425.16		-25.59
Other Information						
Average number of sows		135.4		102.6		194.4
Litters farrowed		256		165		393
Litters per sow		1.89		1.61		2.02
Litters per crate		9.82		6.31		12.68
Pigs born per litter		10.10		9.63		10.21
Pigs weaned per litter		8.79		8.35		9.00
Pigs weaned per sow		16.38		13.56		17.59
Number sold per litter		8.09		7.39		8.37
Lbs of feed / lb of gain		3.43		3.74		3.19
Feed cost / cwt. of gain		22.68		25.68		20.38
Feed cost per litter		486.65		519.03		452.23
Avg wgt/Raised Hog sold		250		247		251
Avg price / cwt		38.45		35.20		40.14

MN State Averages
Livestock Enterprise Analysis, 1998
(Farms sorted according to Return to Overhead per unit produced)

Hogs, Feeder Pig Prod -- Average per Litter

	Average For All Farms		Average For Low 20%		Average For High 20%	
	35		7		7	
Number of farms	Quantity	Value	Quantity	Value	Quantity	Value
Feeder Pigs sold (hd)	5.47	207.04	3.48	97.19	7.21	295.69
Transferred out (hd)	2.96	100.21	5.02	125.07	1.11	54.58
Cull sales (hd)	0.24	27.07	0.34	29.99	0.23	29.80
Butchered (hd)	0.00	0.12	0.01	0.56	0.00	0.03
Less purchased (hd)	-0.13	-26.37	-0.10	-24.83	-0.15	-30.44
Less transferred in (hd)	-0.09	-9.52	-0.11	-10.62	-0.09	-10.80
Inventory change (hd)	0.05	-18.82	-0.20	-61.68	0.17	2.04
Total production (hd)	0.00	279.72	0.00	155.67	0.00	340.90
Other income		0.00		0.00		0.00
Gross return		279.72		155.67		340.90
Direct expenses	0.12	0.15	0.00	0.00	0.00	0.00
Barley (bu.)	15.46	31.97	20.92	39.41	14.87	32.39
Corn (bu.)	0.36	0.02	0.00	0.00	0.00	0.00
Hay, Alfalfa (lb.)	0.13	0.17	0.84	0.84	0.00	0.00
Oats (bu.)	402.54	43.92	517.93	42.60	286.61	36.94
Complete Ration (lb.)	1.58	0.32	30.49	5.46	0.09	0.08
Creep / Starter (lb.)	0.60	0.60	0.00	0.00	0.13	0.35
Milk (lb.)	0.01	0.02	0.00	0.00	0.00	0.00
Milk Replacer (lb.)	304.54	50.43	488.85	85.61	285.94	46.53
Protein Vit Minerals (lb.)		3.74		1.84		2.75
Breeding fees		17.63		32.52		13.15
Veterinary		29.03		7.56		45.76
Livestock supplies		2.59		4.86		1.99
Fuel & oil		9.59		15.81		11.89
Repairs		4.39		3.71		5.85
Custom hire		1.72		0.00		3.09
Hired labor		0.11		0.00		0.00
Machinery & bldg leases		0.71		0.84		1.19
Utilities		0.06		0.52		0.00
Hauling and trucking		0.98		0.75		0.95
Marketing		4.79		18.01		5.00
Operating interest		202.94		260.34		202.35
Total direct expenses		76.78		-104.67		138.54
Return over direct expense						
Overhead expenses		0.01		0.28		0.00
Custom hire		29.97		7.24		31.11
Hired labor		7.71		0.49		12.23
Machinery & bldg leases		1.14		2.60		0.65
RE & pers. property taxes		4.08		7.47		3.79
Farm insurance		7.75		9.68		6.57
Utilities		1.63		0.85		1.18
Dues & professional fees		24.27		21.68		32.47
Interest		31.43		21.53		41.97
Mach & bldg depreciation		4.99		10.27		5.31
Miscellaneous		112.98		82.08		135.28
Total overhead expenses		315.92		342.43		337.63
Total listed expenses		-36.21		-186.75		3.26
Net return						
Est. labor hours per unit		4.73		9.55		3.08
Labor & management charge		28.86		66.50		20.34
Net return over lbr & mgt		-65.07		-253.25		-17.08
Other Information		239.0		71.9		650.3
Average number of sows		507		127		1411
Litters farrowed		2.12		1.77		2.17
Litters per sow		12.51		7.88		15.05
Litters per crate		10.39		9.55		10.52
Pigs born per litter		8.98		8.73		9.10
Pigs weaned per litter		18.87		15.52		19.40
Pigs weaned per sow		5.47		3.48		7.21
Number sold per litter		127.60		173.92		116.29
Feed cost per litter		44		44		43
Avg wgt/Feeder Pig sold		37.88		27.92		40.99
Avg price / head						

MN State Averages
Livestock Enterprise Analysis, 1998
(Farms sorted according to Return to Overhead per unit produced)

Hogs, Finish Feeder Pigs -- Average per Head

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	149		30		30	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Hogs sold (lb)	249.78	98.03	251.95	86.74	249.93	107.14
Transferred out (lb)	1.77	0.69	0.21	0.06	1.83	0.76
Cull sales (lb)	0.59	0.44	0.00	0.00	0.34	0.58
Butchered (lb)	0.57	0.19	0.92	0.28	0.38	0.14
Less purchased (lb)	-32.53	-34.25	-35.55	-33.16	-38.81	-39.83
Less transferred in (lb)	-15.22	-12.01	-8.72	-5.12	-13.74	-10.41
Inventory change (lb)	5.48	-4.87	1.87	-12.31	7.07	2.95
Total production (lb)	210.45	48.23	210.68	36.49	206.99	61.34
Other income		0.15		0.00		0.22
Gross return		48.38		36.49		61.56
Direct expenses						
Barley (bu.)	0.03	0.04	0.04	0.07	0.02	0.02
Corn (bu.)	6.92	13.54	8.96	17.43	6.33	12.56
Oats (bu.)	0.01	0.02	0.09	0.19	0.00	0.00
Soybeans (bu.)	0.01	0.06	0.10	0.58	0.00	0.00
Complete Ration (lb.)	168.06	11.83	82.51	6.08	198.32	14.51
Creep / Starter (lb.)	0.03	0.06	0.00	0.00	0.02	0.01
Milk (lb.)	0.10	0.22	0.01	0.03	0.00	0.00
Protein Vit Minerals (lb.)	101.69	13.86	107.50	17.36	80.21	11.35
Other feed stuffs		0.32		3.33		0.00
Veterinary		0.83		1.17		0.49
Livestock supplies		0.60		0.58		0.63
Fuel & oil		0.43		0.96		0.27
Repairs		1.45		2.17		1.16
Custom hire		1.36		0.55		1.03
Hired labor		0.09		0.01		0.03
Machinery & bldg leases		2.77		10.50		1.14
Livestock leases		0.04		0.00		0.08
Utilities		0.06		0.00		0.11
Hauling and trucking		0.38		0.21		0.35
Marketing		0.46		0.78		0.53
Operating interest		1.38		2.40		1.85
Total direct expenses		49.78		64.40		46.13
Return over direct expense		-1.41		-27.90		15.43
Overhead expenses						
Repair, machinery		0.01		0.00		0.00
Hired labor		1.22		1.87		0.72
Machinery & bldg leases		1.01		0.12		2.07
RE & pers. property taxes		0.22		0.38		0.20
Farm insurance		0.54		0.75		0.53
Utilities		0.86		1.21		0.66
Dues & professional fees		0.06		0.08		0.07
Interest		2.45		2.18		3.14
Mach & bldg depreciation		3.39		2.83		3.30
Miscellaneous		0.52		0.54		0.49
Total overhead expenses		10.29		9.96		11.17
Total listed expenses		60.07		74.36		57.30
Net return		-11.69		-37.86		4.26
Est. labor hours per unit		0.42		0.54		0.39
Labor & management charge		3.79		5.14		3.39
Net return over lbr & mgt		-15.48		-43.00		0.87
Other Information						
No. purchased or trans in		2321		1090		3320
Number sold or trans out		2121		1028		2987
Percentage death loss		2.9		4.6		2.0
Avg. daily gain (lbs)		1.50		1.36		1.64
Lbs of conc / lb of gain		3.15		3.51		3.06
Lbs of feed / lb of gain		3.15		3.51		3.06
Feed cost per cwt of gain		18.99		21.39		18.58
Feed cost per head		39.95		45.07		38.46
Average purchase weight		41		40		44
Average sales weight		254		251		255
Avg purch price / head		43.60		37.47		45.09
Avg sales price / cwt		39.25		34.43		42.87

MN State Averages
Livestock Enterprise Analysis, 1998

Sheep, Market Lamb Prod -- Average per Ewe

	Average For All Farms	
	Quantity	Value
Number of farms	13	
Lambs sold (lb)	19.92	4.29
Mkt Lambs sold (lb)	166.11	128.78
Cull sales (lb)	11.97	14.50
Butchered (lb)	0.07	0.04
Less purchased (lb)	-4.30	-21.21
Inventory change (lb)	57.06	10.65
Total production		137.04
Other income		0.02
Gross return		137.07
Direct expenses		
Corn (bu.)	7.90	15.89
Corn Silage (lb.)	55.04	0.47
Hay, Alfalfa (lb.)	872.99	29.98
Hay, Grass & Other (lb.)	143.60	3.85
Oats (bu.)	0.92	1.09
Pasture (aum)	0.68	2.72
Complete Ration (lb.)	18.35	1.34
Creep / Starter (lb.)	13.40	0.97
Protein Vit Minerals (lb.)	93.59	11.32
Breeding fees		0.14
Veterinary		3.45
Livestock supplies		3.07
Fuel & oil		1.62
Repairs		5.87
Custom hire		1.01
Hired labor		0.17
Hauling and trucking		2.11
Marketing		0.53
Operating interest		1.69
Total direct expenses		87.29
Return over direct expense		49.78
Overhead expenses		
Hired labor		3.70
Machinery & bldg leases		0.03
RE & pers. property taxes		1.00
Farm insurance		1.27
Utilities		4.20
Dues & professional fees		0.12
Interest		3.51
Mach & bldg depreciation		4.61
Miscellaneous		1.00
Total overhead expenses		19.46
Total listed expenses		106.75
Net return		30.31
Est. labor hours per unit		2.79
Labor & management charge		14.59
Net return over lbr & mgt		15.73
Other Information		
Number of ewes		135.6
Pregnancy percentage		95.4
Pregnancy loss percentage		-1.4
Female turnover rate		33.25
Lambs born / ewe exposed		1.49
Lambs born / ewe lambing		1.54
Lambs weaned/ewe exposed		1.37
Lambs sold per ewe		1.26
Lamb dth loss (died/born)		9.1
Average weaning weight		65
Lbs weaned/exposed female		89
Feed cost per ewe		67.63
Avg wgt/Mkt Lamb sold		131
Avg price / cwt		77.52

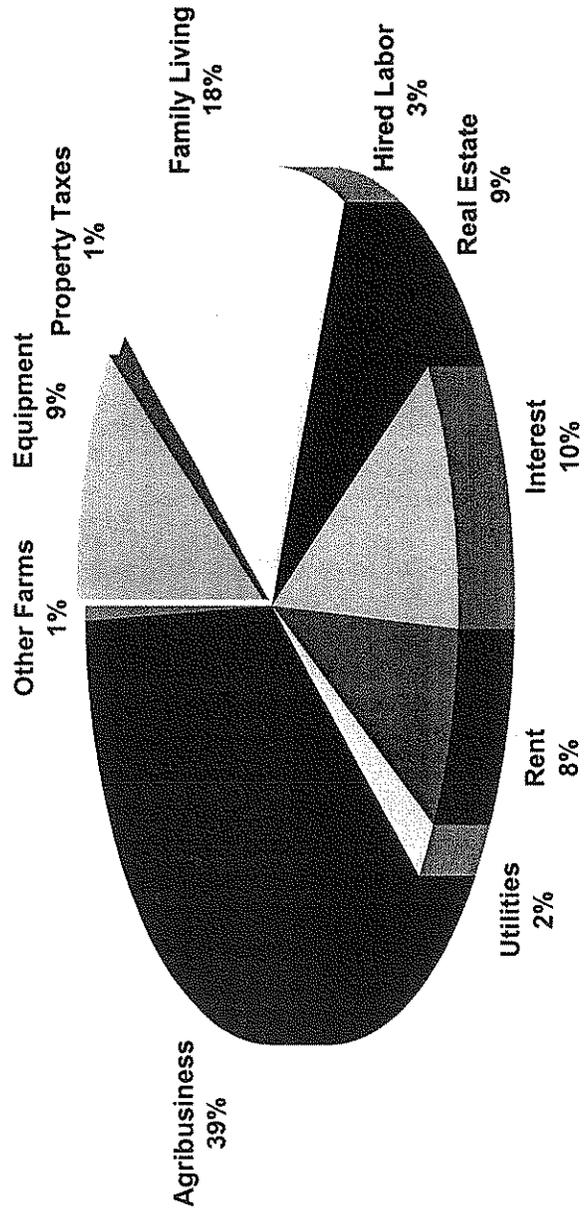
MONEY SPENT BY THE AVERAGE NORTHWESTERN MINNESOTA FARMER

SUMMARY BY YEARS

	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>1997*</u>	<u>1998*</u>
TO OTHER FARMERS, For Livestock and Custom Work	\$8,761	\$8,647	\$9,564	\$10,570	\$1,142
TO THE AGRIBUSINESS COMMUNITY, For Fertilizer, Chemicals, Feed, Seed, Fuel, Repairs and Supplies	100,698	114,320	139,917	106,211	67,714
FOR EXTRA LABOR	9,112	9,952	11,330	7,641	4,428
FOR SUPPORT OF LOCAL GOVERNMENT Property Taxes	2,643	2,819	3,430	2,196	2,221
FOR UTILITIES, Telephone, Electricity, Water	3,588	3,250	3,688	4,085	4,041
FOR USE OF OTHER PEOPLES CAPITAL, Interest	13,898	17,074	21,152	15,152	17,410
Rent	<u>26,261</u>	<u>32,441</u>	<u>34,753</u>	<u>15,097</u>	<u>13,163</u>
Total	43,258	49,515	55,905	30,803	30,573
FOR FARM EQUIPMENT, Farm Power and Machinery	18,877	17,721	26,376	15,412	16,357
FOR REAL ESTATE, Purchases and Improvements	12,682	5,905	21,351	9,364	16,537
TOTAL FARM PURCHASES	<u>\$199,619</u>	<u>\$212,130</u>	<u>\$271,561</u>	<u>\$186,282</u>	<u>\$143,013</u>
HOUSEHOLD AND PERSONAL EXPENSE, For Food, Clothing, Furnishings, Education, Contributions, Medical, Gifts, Recreation and Investments	34,380	30,495	34,648	33,698	31,730
TOTAL MONEY SPENT BY AN AVERAGE FARMER WITHIN THE COMMUNITY OR SERVICE AREA	<u>\$233,999</u>	<u>\$242,625</u>	<u>\$306,209</u>	<u>\$219,980</u>	<u>\$174,743</u>

* 1997 and 1998 data include only the data from this report and do not include the farms located in the valley, which are included in a separate report.

Where the Money is Spent



PROGRAM INFORMATION

Farm Business Management education has been a part of agriculture education programs in Minnesota since 1952. From the early cooperative efforts of the State Department of Agriculture Education (University of Minnesota), the program has expanded to serve over 6000 farm families each year in six Farm Management areas. Programs are now administered and managed by the Minnesota State College and University System through eight two-year Colleges.

The Farm Business Management Program is an educational program that is designed to help farm families achieve their farm business and family goals. This is done through improved management organization and efficiency of their farm operations. This purpose has not changed over the years.

To accomplish these purposes, programs have been organized to conform to the following guidelines:

- Farm families enroll in a specific management course.
- Each course has a specific objective and units of instruction to meet the objective.
- Courses are offered in sequence and farmers are expected to enroll in the first of the sequence of courses.
- There is continuity to each course. Each leads to the next course in the sequence.
- Instruction occurs both in the classroom and on the farm with the farm family.

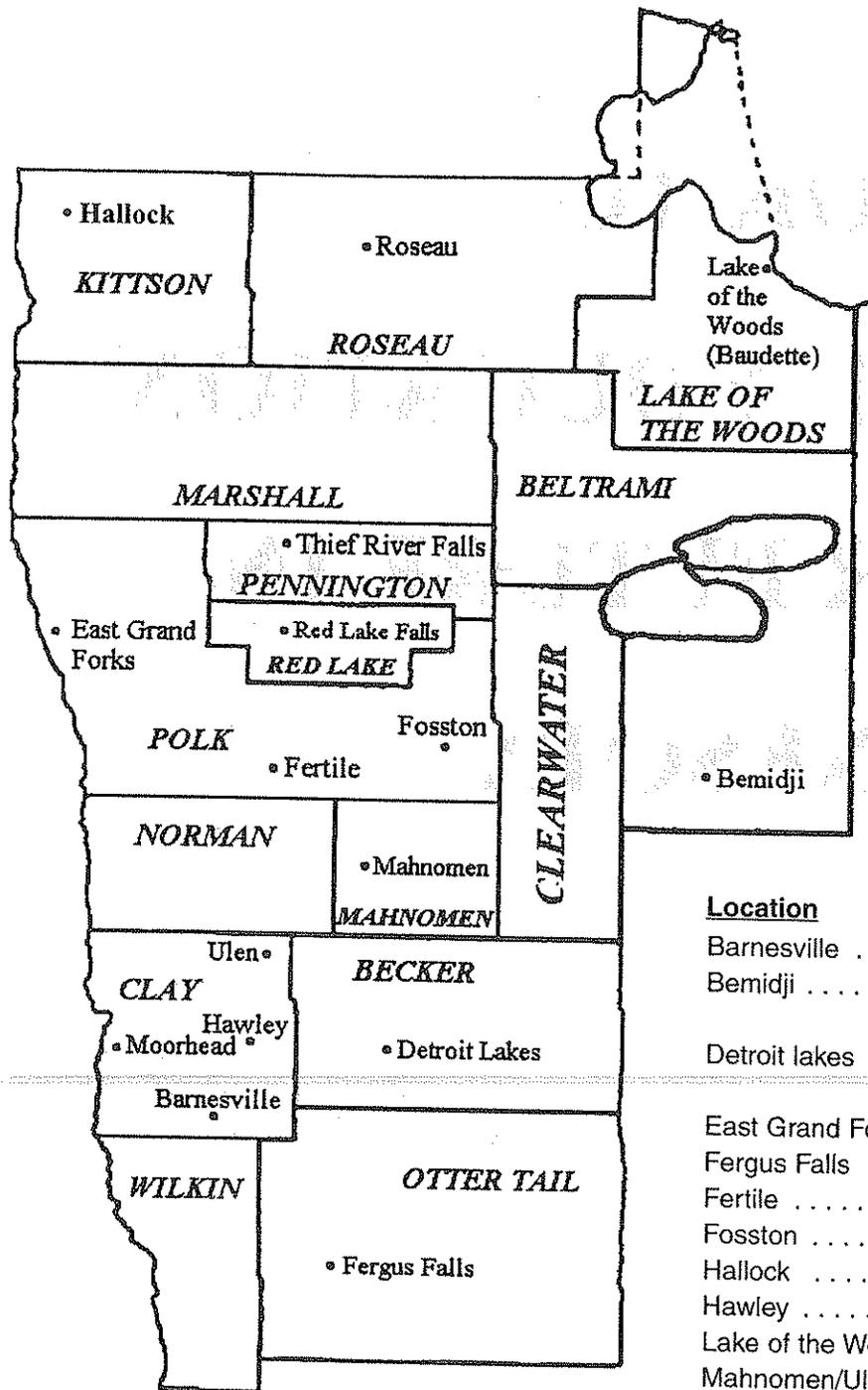
Programs organize their curriculum around the same central theme. They are:

- Level 1 - Introduction to Farm System Management
- Level 2 - Farm System Analysis and Evaluation
- Level 3 - Interpreting and Modifying Farm System Management Plans
- Level 4 - Farm System Trends and Projections
- Level 5 - Integrating Current Information into Farm System Plans
- Level 6 - Examining the Context of Farm System Management Plans

The programs became course/credit based in FY92. Each individual enrollee completes a needs assessment with the instructor, after which the enrollee registers for classes and course work to meet these needs. A typical farm business enrollee registers for 15 credits per year. The purpose of this effort is to more adequately address the needs of the individual farmer, making enrollment even more beneficial.

Like most educational programs, members benefit from the instruction in relation to how much effort they put into study. Some farmers have benefited more, and some less, depending upon how seriously they studied the results of their business analysis and the kind of decisions they made as a result of their analysis.

**LOOK TO
TECHNICAL EDUCATION
FOR YOUR FUTURE IN
MINNESOTA**



**NORTHLAND COMMUNITY
AND TECHNICAL COLLEGE**

**FARM BUSINESS
MANAGEMENT
PROGRAMS**

*Northwestern
Minnesota*

Location

Instructor

Barnesville	Sheldon Schmiess
Bemidji	Jim Sacket
	Steve Ziegler
Detroit lakes	Mark Berg
	Paul Ramsey
East Grand Forks	Ron Dvergsten
Fergus Falls	Rudy Hasbargen
Fertile	Carol Kleppe
Fosston	Doug Fjerstad
Hallock	Chad Anvinson
Hawley	Dennis Olsen
Lake of the Woods	Gerald Ausmus
Mahnommen/Ulen	Mike Lockhart
Moorhead	Rick Morgan
	Greg Tullis
Red Lake Falls	Greg Kalinoski
Roseau	Duane Jaenicke
Thief River Falls	Bob Bollesen
	Greg Dvergsten
	Danie Packard