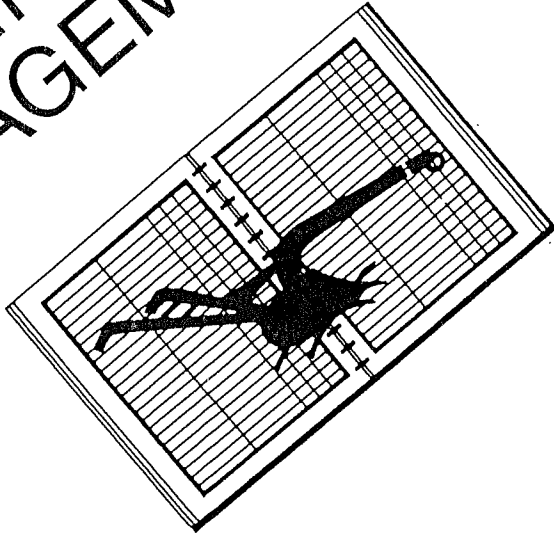


FARM BUSINESS MANAGEMENT



1998 Annual Report Southwestern Minnesota March 1999

AN ADULT
EDUCATIONAL
PROGRAM

Minnesota State Colleges and Universities

MINNESOTA WEST COMMUNITY
AND TECHNICAL COLLEGE

ANALYSIS CENTERS and DEANS OF MANAGEMENT EDUCATION

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South Central Technical College
1920 Lee Boulevard
No. Mankato, MN 56003
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6. Vic Richardson
Riverland Community College
1900 8th Avenue NW
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**1998 ANNUAL AGRICULTURE FARM MANAGEMENT EDUCATION
PROGRAM REPORT OF SOUTHWESTERN MINNESOTA**

*Al Brudellie
Dean of Management Education*

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INTRODUCTION

Farm Business Management Education has been a part of agriculture education programs in Minnesota schools since 1952. From the early cooperative efforts of the State Department of Education and the Department of Agriculture Education (University of Minnesota), the program has expanded to serve over 5,000 farm families each year in six Farm Management areas. Programs are now administered and managed by the Minnesota State Colleges and Universities through the local Technical 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 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
- 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 course 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 fiscal year '92. 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 10 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, students 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.

**View this report and other Regional Reports at our Web Site:
WWW.MGT.ORG**

SOUTHWEST MINNESOTA
FARM MANAGEMENT EDUCATION PROGRAMS

Class Location

Instructor

Canby	Dennis Schentzel
Fulda	Dennis Selberg
Heron Lake/Okabena	Dick Amendt
Jackson	Dick Amendt
	Keith Frick
Lakefield	Harry Gerdes
Luverne	Jim Ouverson
Marshall	Troy Otto
	Dennis Schroeder
Mt. Lake	Leland Thiesen
Pipestone	Dave Larson
Slayton	Bob Hartman
St. James	Richard Spitzner
Truman	Cliff Vrieze
Tyler	Paul Bartz
Welcome	Larry Griffin
	Bob Roesler
Worthington	Rolf Mahlberg

The Analysis of the records and preparation of the report for the southwest area is done under the direction of Al Bruderie, Dean of Management Education, at Minnesota West Community and Technical College, Jackson Campus. Directing in a supervisory capacity is John Murray, Director of Management Programs, Minnesota State Colleges and Universities. Special acknowledgments go to The Center for Farm Financial Management, Department of Agricultural Economics, University of Minnesota. Clerical assistance for the preparation of this report was by Suzanne Lovell.

Size Of Farm Report, 1998
 Minnesota West Community and Technical College
 Farm Management Education
 (Farms Sorted By Gross Cash Farm Income)

	Average For All Farms	0 - 40,000	40,001 - 100,000	100,001 - 200,000	200,001 - 500,000	500,001 +
Number of farms	446	15	64	155	171	41
Income Statement						
Gross cash farm income	261820	23841	73873	145324	293423	950871
Total cash farm expense	221301	25006	67085	118136	238354	852737
Net cash farm income	40519	-1164	6788	27188	55069	98134
Inventory change	-9609	6840	-1834	-3574	-7883	-57776
Depreciation and capital adjustment	-19902	-3196	-6295	-10816	-24174	-63785
Net farm income	11008	2480	-1341	12798	23012	-23427
Profitability (market)						
Labor and management earnings	514	-6341	-12558	2691	13978	-41998
Rate of return on assets	3 %	-1 %	-2 %	3 %	4 %	1 %
Rate of return on equity	-2 %	-6 %	-10 %	-2 %	2 %	-6 %
Operating profit margin	9 %	-5 %	-9 %	9 %	14 %	5 %
Asset turnover rate	29 %	16 %	22 %	28 %	32 %	28 %
Liquidity						
Term debt coverage ratio	72 %	125 %	63 %	70 %	95 %	35 %
Expense as a percent of income	88 %	82 %	93 %	84 %	84 %	96 %
Interest as a percent of income	9 %	15 %	13 %	11 %	9 %	7 %
Solvency (market)						
Number of sole proprietors	412	15	63	148	154	32
Ending farm assets	655537	200946	306678	464021	763857	1919912
Ending farm liabilities	383039	85156	152604	258270	453365	1214952
Ending total assets	752572	258099	402210	552954	859474	2082904
Ending total liabilities	397735	95450	160757	272667	469406	1239504
Ending net worth	354837	162649	241453	280287	390068	843399
Net worth change	3787	19316	-180	3404	12424	-35478
Ending farm debt to asset ratio	58 %	42 %	50 %	56 %	59 %	63 %
Beg total debt to asset ratio	51 %	39 %	39 %	48 %	54 %	56 %
End total debt to asset ratio	53 %	37 %	40 %	49 %	55 %	60 %
Nonfarm Information						
Farms reporting living expenses	320	10	45	111	126	28
Total family living expense	30712	23995	22812	28306	33569	42485
Total living, invest, & capital purch	42466	31765	28014	36426	49383	62326
Net nonfarm income	17069	22209	22956	18014	14830	11765
Crop Acres						
Total acres owned	171	83	130	142	182	333
Total crop acres	569	184	267	429	712	1113
Total crop acres owned	155	61	99	127	171	317
Total crop acres cash rented	333	38	103	231	446	715
Total crop acres share rented	81	86	66	71	95	81

Age Of Operator Report, 1998
Minnesota West Community and Technical College
Farm Management Education

	Average For All Farms	Under 31	31 - 40	41 - 50	51 - 60	Over 60
Number of farms	407	36	118	154	70	29
Income Statement						
Gross cash farm income	260771	177242	255231	286373	277258	211254
Total cash farm expense	219362	150424	211230	244877	229189	178815
Net cash farm income	41409	26818	44001	41497	48069	32439
Inventory change	-9755	1863	-10051	-4120	-22121	-23048
Depreciation and capital adjustment	-20539	-14405	-22014	-22445	-18791	-16256
Net farm income	11115	14275	11936	14932	7158	-6866
Profitability (market)						
Labor and management earnings	1948	15445	8771	1127	-7749	-14806
Rate of return on assets	3 %	6 %	4 %	3 %	2 %	2 %
Rate of return on equity	-2 %	4 %	-1 %	-2 %	-2 %	-2 %
Operating profit margin	10 %	14 %	10 %	10 %	9 %	9 %
Asset turnover rate	29 %	43 %	34 %	30 %	21 %	19 %
Liquidity						
Term debt coverage ratio	72 %	89 %	87 %	83 %	33 %	19 %
Expense as a percent of income	88 %	84 %	86 %	87 %	90 %	95 %
Interest as a percent of income	9 %	10 %	9 %	9 %	10 %	12 %
Solvency (market)						
Number of sole proprietors	380	33	111	145	63	28
Ending farm assets	661572	340181	553290	703398	866868	791105
Ending farm liabilities	388451	254805	355271	425117	443125	364600
Ending total assets	760791	385890	631990	789889	1020371	978496
Ending total liabilities	403803	270610	369246	440133	459683	383904
Ending net worth	356988	115280	262744	349757	560688	594592
Net worth change	3822	4804	6963	6084	-7150	3189
Ending farm debt to asset ratio	59 %	75 %	64 %	60 %	51 %	46 %
Beg total debt to asset ratio	52 %	69 %	57 %	54 %	44 %	39 %
End total debt to asset ratio	53 %	70 %	58 %	56 %	45 %	39 %
Nonfarm Information						
Farms reporting living expenses	299	25	92	115	48	19
Total family living expense	31450	27196	30562	32888	33719	26898
Total living, invest, & capital purch	43193	34387	42649	45086	45512	40099
Net nonfarm income	17099	11870	16371	19426	14163	21279
Crop Acres						
Total acres owned	178	114	115	165	298	293
Total crop acres	577	443	538	654	589	466
Total crop acres owned	158	101	108	160	253	197
Total crop acres cash rented	339	293	367	382	279	195
Total crop acres share rented	80	49	63	112	57	74

Type Of Farm Report, 1998
Minnesota West Community and Technical College
Farm Management Education

	Average For All Farms	Crop	Dairy	Hog	Crop and Dairy	Crop and Hog	Crop and Beef	Other
Number of farms	446	191	14	26	15	58	47	88
Income Statement								
Gross cash farm income	261820	197657	276170	693697	274453	321407	249251	211450
Total cash farm expense	221301	158907	225345	656356	213771	265938	221962	171368
Net cash farm income	40519	38750	50825	37341	60682	55469	27289	40082
Inventory change	-9609	-5233	24920	-66932	-229	-37859	1610	-68
Depreciation and capital adjustment	-19902	-13875	-18162	-67092	-14370	-26609	-15698	-18536
Net farm income	11008	19642	57584	-96683	46083	-8999	13201	21478
Profitability (market)								
Labor and management earnings	514	11691	39912	-88589	36164	-18449	-5915	6622
Rate of return on assets	3 %	4 %	12 %	-3 %	9 %	0 %	2 %	4 %
Rate of return on equity	-2 %	2 %	20 %	-21 %	13 %	-6 %	-2 %	-0 %
Operating profit margin	9 %	13 %	25 %	-16 %	23 %	1 %	8 %	12 %
Asset turnover rate	29 %	31 %	46 %	22 %	38 %	24 %	26 %	31 %
Liquidity								
Term debt coverage ratio	72 %	91 %	248 %	-23 %	137 %	26 %	69 %	111 %
Expense as a percent of income	88 %	83 %	74 %	105 %	78 %	94 %	89 %	81 %
Interest as a percent of income	9 %	11 %	7 %	8 %	9 %	8 %	9 %	10 %
Solvency (market)								
Number of sole proprietors	412	178	12	24	12	53	44	82
Ending farm assets	65537	582838	511229	1325873	548754	726082	649608	588286
Ending farm liabilities	383039	337968	283968	893112	388966	388727	342641	342609
Ending total assets	752572	686154	562555	1474336	588441	830730	738604	675554
Ending total liabilities	397735	354248	317215	903858	394926	393290	364627	356046
Ending net worth	354837	331906	245340	570478	193515	437440	373977	319508
Net worth change	3787	13552	34770	-75122	31675	-10911	641	7333
Ending farm debt to asset ratio	58 %	58 %	56 %	67 %	71 %	54 %	53 %	58 %
Beg total debt to asset ratio	51 %	51 %	57 %	55 %	70 %	46 %	46 %	52 %
End total debt to asset ratio	53 %	52 %	56 %	61 %	67 %	47 %	49 %	53 %
Nonfarm Information								
Farms reporting living expenses	320	143	9	22	7	40	37	60
Total family living expense	30712	30515	23445	35832	33687	31574	28642	30368
Total living, invest, & capital purch	42466	44135	32718	46124	42956	41628	39896	39904
Net nonfarm income	17069	17961	7631	12642	13464	18506	14966	19231
Crop Acres								
Total acres owned	171	165	86	156	123	211	237	146
Total crop acres	569	632	207	475	521	581	655	461
Total crop acres owned	155	148	84	135	148	199	212	128
Total crop acres cash rented	333	406	103	329	285	299	317	244
Total crop acres share rented	81	78	20	12	88	84	126	90

County Report, 1998
Minnesota West Community and Technical College
Farm Management Education

	Average For All Farms	Blue Earth Faribault Martin Watowwan	Cottonwood Jackson Nobles Redwood	Lincoln Lyon Murray Pipestone Rock Yellow Medicine
Number of farms	444	145	158	141
Income Statement				
Gross cash farm income	262276	362983	215316	211335
Total cash farm expense	221724	308376	178515	181034
Net cash farm income	40552	54608	36801	30300
Inventory change	-9545	-25458	-3790	372
Depreciation and capital adjustment	-19965	-31716	-13448	-15182
Net farm income	11043	-2566	19562	15490
Profitability (market)				
Labor and management earnings	538	1072	1673	-1274
Rate of return on assets	3 %	3 %	3 %	2 %
Rate of return on equity	-2 %	-3 %	-0 %	-3 %
Operating profit margin	9 %	10 %	11 %	6 %
Asset turnover rate	29 %	29 %	28 %	31 %
Liquidity				
Term debt coverage ratio	72 %	43 %	109 %	95 %
Expense as a percent of income	88 %	92 %	85 %	86 %
Interest as a percent of income	9 %	10 %	10 %	8 %
Solvency (market)				
Number of sole proprietors	410	131	141	138
Ending farm assets	655085	884438	584508	509476
Ending farm liabilities	382413	580446	315840	262446
Ending total assets	752269	1006255	683794	581131
Ending total liabilities	397193	602396	326764	274358
Ending net worth	355077	403859	357030	306773
Net worth change	3718	-2205	5564	7455
Ending farm debt to asset ratio	58 %	66 %	54 %	52 %
Beg total debt to asset ratio	51 %	58 %	47 %	46 %
End total debt to asset ratio	53 %	60 %	48 %	47 %
Nonfarm Information				
Farms reporting living expenses	320	125	92	103
Total family living expense	30712	35799	27808	27131
Total living, invest, & capital purch	42466	49942	39726	35838
Net nonfarm income	16989	13739	19628	17373
Crop Acres				
Total acres owned	170	168	165	178
Total crop acres	570	678	525	508
Total crop acres owned	155	162	154	148
Total crop acres cash rented	334	464	270	272
Total crop acres share rented	81	53	101	88

FARM INCOME STATEMENT, 1998
Minnesota West Community and Technical College
Farm Management Education
(Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	446	89	89
CASH FARM INCOME			
Corn	57881	53483	90131
Corn Silage	21	1	25
Alfalfa Hay	588	843	429
Grass Hay	126	31	156
Small Grain Hay	13	-	-
Oats	85	178	27
Peas	300	585	467
Field Peas	33	132	-
Rye	17	45	-
Soybeans	62752	70509	88959
Straw	49	121	26
Sweet Corn	304	1097	-
Spring Wheat	279	204	339
Rented Out	19	-	-
Miscellaneous crop income	16	3	40
Beef Calves	736	884	325
Custom Fed Beef	67	-	15
Background Beef	775	603	1944
Finish Beef Calves	8807	19649	8838
Finish Yrlg Steers	11021	2194	21883
Milk	11914	-	46094
Dairy Calves	277	72	913
Dairy Heifers (for sale)	1000	3059	1101
Dairy Replacement Heifers	244	-	176
Dairy Steers	2179	2126	5143
Goat Milk	111	-	-
Raised Hogs	28968	122360	1517
Feeder Pigs	301	935	86
Finish Feeder Pigs	15314	41426	9391
Foals	13	67	-
Sheep Milk	10	-	50
Fdr Lambs	146	-	-
Lamb Finishing	948	2301	1866
Mkt Lambs	279	109	-
Contractee Hogs	855	2206	-
Weaning Pigs	1381	-	-
Weaning to Feeder	6465	32188	-
Weaning to Finish	2833	10872	1984
Cull breeding livestock	667	413	695
Misc. livestock income	1009	2189	476
Deficiency payments	16131	17421	24224
CRP payments	297	45	913
Other government payments	7675	6955	12076
Custom work income	6246	3253	5191
Patronage dividends, cash	1615	2116	2098
Insurance income	1732	2287	1547
Cash from hedging accts	581	1302	805
Contract livestock income	155	510	-
Other farm income	8589	5448	20419
Gross Cash Farm Income	261820	410222	350365

FARM INCOME STATEMENT, 1998 (Continued)
 Minnesota West Community and Technical College
 Farm Management Education
 (Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	446	89	89
CASH FARM EXPENSE			
Seed	12566	13744	17122
Fertilizer	13772	13872	22376
Crop chemicals	12533	12566	17720
Crop insurance	5306	5756	7442
Drying fuel	1338	1416	1906
Irrigation energy	1	-	-
Crop marketing	699	1174	665
Crop miscellaneous	1983	1715	2417
Feeder livestock purchase	24869	49992	30695
Purchased feed	35459	103835	31760
Breeding fees	836	2741	594
Veterinary	2907	8019	3602
Livestock supplies	1509	2966	2209
Livestock leases	823	2509	1022
Grazing fees	29	-	144
Livestock marketing	478	1138	729
Interest	22819	34408	25765
Fuel & oil	5348	7023	6366
Repairs	10573	13722	14111
Custom hire	3738	6585	3782
Hired labor	6632	16020	8510
Land rent	31110	34618	45104
Machinery & bldg leases	5511	16504	3317
Real estate taxes	2911	4073	3570
Personal property taxes	14	-	-
Farm insurance	2615	3871	3035
Utilities	3437	5764	3583
Dues & professional fees	380	534	427
Hedging account deposits	1526	2930	1838
Miscellaneous	9576	10692	18872
Total cash expense	221301	378189	278682
Net cash farm income	40519	32033	71683
INVENTORY CHANGES			
Crops and feed	-1745	-24480	11519
Market livestock	-4140	-15653	4683
Accounts receivable	734	-2985	7097
Prepaid expenses and supplies	-3544	-7142	-1861
Accounts payable	-915	-3977	-216
Total inventory change	-9609	-54237	21222
Net operating profit	30910	-22204	92904
DEPRECIATION AND OTHER CAPITAL ADJUSTMENTS			
Breeding livestock	-1503	-4374	950
Machinery and equipment	-12237	-17645	-15313
Buildings and improvements	-6980	-17466	-3394
Other farm capital	818	1794	964
Total depr. and other capital adj	-19902	-37691	-16793
Net farm income	11008	-59895	76112

PROFITABILITY AND LIQUIDITY ANALYSIS, 1998
Minnesota West 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	432	87	86	445	89	88
PROFITABILITY	----- Cost -----			----- Market -----		
Net farm income	11129	-58937	76272	18021	-35723	70984
Labor and management earnings	-915	-73511	56979	514	-58984	47207
Rate of return on assets	2.2 %	-7.4 %	10.8 %	2.7 %	-2.6 %	7.8 %
Rate of return on equity	-6.8 %	-38.4 %	14.5 %	-2.0 %	-16.3 %	10.2 %
Operating profit margin	5.6 %	-24.6 %	22.9 %	9.4 %	-12.4 %	21.9 %
Asset turnover rate	39.2 %	30.1 %	47.3 %	28.7 %	21.4 %	35.9 %
Interest on farm net worth	12044	14574	19293	17507	23260	23777
Farm interest expense	23899	35905	26411	23802	37011	25815
Value of operator lbr and mgmt.	24014	27720	30577	23757	27097	30524
Return on farm assets	11014	-50751	72106	18066	-25809	66275
Average farm assets	498126	686175	667729	672793	974236	844860
Return on farm equity	-12885	-86657	45696	-5736	-62820	40460
Average farm equity	189135	225784	314972	290627	385901	395759
Value of farm production	195402	206346	315524	192767	208903	303018

	Average Of All Farms	Average Of Low 20 %	Average Of High 20 %
Number of Farms	446	89	89
LIQUIDITY (Cash)			
Net cash farm income	40519	32033	71683
Net nonfarm income	17069	18559	16281
Family living and taxes	36238	36036	45850
Real estate principal payments	8670	13651	6667
Cash available for interm. debt	12680	904	35447
Average intermediate debt	71134	111421	88823
Years to turnover interm. debt	5.6	123.2	2.5
Expense as a % of income	85 %	92 %	80 %
Interest as a % of income	9 %	8 %	7 %

LIQUIDITY (Accrual)			
Total accrual farm income	256670	367104	373663
Total accrual farm expense	225760	389308	280759
Net accrual operating income	30910	-22204	92904
Net nonfarm income	17069	18559	16281
Family living and taxes	36238	36036	45850
Real estate principal payments	8670	13651	6667
Available for intermediate debt	3071	-53333	56669
Average intermediate debt	71134	111421	88823
Years to turnover interm. debt	23.2	**	1.6
Expense as a % of income	88 %	106 %	75 %
Interest as a % of income	9 %	10 %	7 %

** Income insufficient to meet debt servicing requirements

EXPLANATION OF TERMS

Farm Management is: The utilization of the resources of land, labor and capital in such a way to maximize the return of the scarcest resource, consistent with family and business goals.

Accuracy Checks. Accuracy checks determine the financial checks of the business. In the 80's it could be said that less than a 2% error in the cash check was fine. Today however, with the wide use of farm computers and software, the cash and liabilities should check to the dollar.

Net Cash Income. Net cash income minus cash farm expenses. This is the cash the farm contributed towards: family living, principal payments, savings and reinvesting in the business.

Net Operating Profit. Net operating profit is calculated by taking net cash income and adding the net inventory change (+ or -) for the year.

Cash Expense as a Percent of Income. Cash expense as a percent of income shows the percent of gross income used for farm expenses. The remainder is available for family living, savings, taxes, principal payments and to reinvest in the business.

Net Farm Income. Net farm income is calculated by subtracting total depreciation and capital adjustments from net operating profit.

Current Percent in Debt. Current percent in debt simply divides the sum of all current liabilities by the sum of all current assets. This shows the very short term solvency position of the business.

Current and Intermediate Percent in Debt. Current and intermediate percent in debt is the sum of all current and intermediate liabilities divided by the sum of all current and intermediate assets. This is an important measure to monitor from one year to another, as future cashflow problems may well be forecast by a declining short term position.

Total Percent in Debt. Total percent in debt is the sum of all liabilities (farm and nonfarm) divided by the sum of all assets (farm and nonfarm). A ratio of 50% indicates the amount of debt equal to the amount of equity you have in the business. Your debt percentage can be important in assessing the risk position of the farm business.

Rate of Return on Assets. Rate of return on assets is the interest rate earned on money invested in the business.

Rate on Return on Equity. Rate of return on equity is the interest rate your equity earned.

Operating Profit Margin. Operating profit margin is a measure of operating efficiency. Return on farm assets/value of farm production.

Asset Turnover Rate. Asset turnover rate is a measure of capital efficiency. Value of farm production/average farm investment.

Debt Turnover. Years to turnover intermediate debt gives you a benchmark for progress. If it is taking you longer than 7 to 10 years to turn over your intermediate debt, the farm has low profitability or too much debt.

Term Debt Coverage Ratio. Term debt coverage ratio looks at your operating to see if the operating generates enough cash to cover principal and interest payments on intermediate and long term debt.

Interest as a Percent of Income. Interest as a percent of income ratio indicates the percent of farm income required to cover interest costs.

Profitability. Profitability measures the dollar amount the farm has produced for resources contributed.

Liquidity. Liquidity measures the ability of a business to meet financial obligation such as: family living, taxes and debt payments.

Solvency. Solvency measures the ability of the business to pay off all debts if liquidated.

BALANCE SHEET AT COST VALUES, 1998
Minnesota West 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 %	
	400		78		81	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
ASSETS						
Current Farm Assets						
Cash and checking balance	1687	4120	4246	9789	-2852	1712
Prepaid expenses & supplies	14820	12397	14441	10107	26291	25324
Growing crops	25	24	30	11	-	-
Accounts receivable	5419	5571	8939	6149	10088	14245
Hedging accounts	563	840	1007	1104	729	1963
Crops held for sale or feed	85671	88854	106802	84615	128730	150625
Crops under government loan	12989	7260	14232	9938	16761	5809
Market livestock held for sale	32965	28529	86754	69965	27691	32263
Other current assets	869	1042	615	200	2403	3462
Total current farm assets	155007	148637	237066	191877	209841	235403
Intermediate Farm Assets						
Breeding livestock	7757	8107	13568	12026	12130	15299
Machinery and equipment	74256	76943	102934	99816	103323	115213
Other intermediate assets	6271	7254	8512	8995	10748	14328
Total intermediate farm assets	88284	92303	125014	120836	126200	144840
Long-Term Farm Assets						
Farm land	152912	160818	187669	194767	214806	224581
Buildings and improvements	58237	66253	114411	131903	53420	59538
Other long-term assets	14537	15841	21313	23617	22403	23597
Total long-term farm assets	225686	242912	323393	350287	290630	307716
Total Farm Assets	468977	483852	685473	663000	626671	687958
Total Nonfarm Assets	75845	82501	114623	119643	87793	97677
Total Assets	544822	566352	800096	782643	714465	785635
LIABILITIES						
Current Farm Liabilities						
Accrued interest	6623	7577	10443	13203	7873	7950
Accounts payable	6799	6847	13048	14947	7931	8159
Current notes	68505	76904	99279	112304	92220	102100
Government crop loans	7948	6506	7950	8762	10818	5057
Principal due on term debt	19313	19843	27080	28196	20774	22505
Total current farm liabilities	109221	117711	157805	177412	139618	145812
Intermediate Farm Liabilities	56343	58431	89065	98480	68311	72179
Long-term Farm Liabilities	123793	137632	184903	203677	137591	153178
Total Farm Liabilities	289357	313775	431774	479570	345519	371169
Total Nonfarm Liabilities	10169	10889	14792	16118	11362	13443
Total Liabilities	299526	324663	446566	495688	356881	384612
Net Worth (farm and nonfarm)	245296	241689	353531	286955	357583	401023
Net Worth Change		-3607		-66575		43440
RATIO ANALYSIS						
Current Farm Liabilities / Assets	70 %	79 %	67 %	92 %	67 %	62 %
Curr. & Interm Farm Liab / Assets	68 %	73 %	68 %	88 %	62 %	57 %
Long Term Farm Liab. / Assets	55 %	57 %	57 %	58 %	47 %	50 %
Total Liabilities / Assets	55 %	57 %	56 %	63 %	50 %	49 %

BALANCE SHEET AT MARKET VALUES, 1998
Minnesota West 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 %	
	412		79		83	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
ASSETS						
Current Farm Assets						
Cash and checking balance	1927	4137	4832	10254	-2726	1583
Prepaid expenses & supplies	14904	12418	14634	10201	27067	25555
Growing crops	24	23	30	11	-	-
Accounts receivable	5406	5553	8826	6071	10486	14435
Hedging accounts	547	816	994	1090	711	1916
Crops held for sale or feed	84846	88770	106510	84991	127987	150469
Crops under government loan	12854	7257	14052	9812	16979	6654
Market livestock held for sale	32836	28641	88331	71775	27728	32829
Other current assets	552	521	607	197	899	944
Total current farm assets	153896	148137	238816	194402	209131	234386
Intermediate Farm Assets						
Breeding livestock	13825	13340	23377	17791	23322	25130
Machinery and equipment	148581	153838	197581	200914	199346	211964
Other intermediate assets	9509	9657	10936	11481	13108	14181
Total intermediate farm assets	171916	176835	231894	230186	235776	251275
Long-Term Farm Assets						
Farm land	209778	219946	287078	300856	273201	288156
Buildings and improvements	81712	92550	179682	204673	63591	70923
Other long-term assets	16707	18068	27499	30186	24121	25022
Total long-term farm assets	308197	330564	494259	535714	360913	384101
Total Farm Assets	634008	655537	964969	960302	805820	869762
Total Nonfarm Assets	88582	97035	126025	132513	109496	124783
Total Assets	722590	752572	1090994	1092815	915317	994545
LIABILITIES						
Current Farm Liabilities						
Accrued interest	6526	7416	10318	13036	7806	7725
Accounts payable	6675	6838	13019	15207	7750	8043
Current notes	68529	77342	102718	117097	90488	99801
Government crop loans	7814	6515	7850	8651	11039	5920
Principal due on term debt	19397	19881	27847	29095	20998	22642
Total current farm liabilities	108974	118025	161757	183087	138084	144172
Intermediate Farm Liabilities	56148	58301	87938	97699	69774	72879
Long-term Farm Liabilities	123303	136772	192148	210112	135990	152208
Total Farm Liabilities	288426	313098	441843	490897	343847	369259
Total Nonfarm Liabilities	10070	10777	14898	16130	11089	13119
Total Deferred Liabilities	73043	73860	122344	115443	99038	110740
Total Liabilities	371539	397735	579085	622471	453974	493117
Net Worth (farm and nonfarm)	351051	354837	511909	470344	461342	501428
Net Worth Change		3787		-41565		40086
RATIO ANALYSIS						
Current Farm Liabilities / Assets	71 %	80 %	68 %	94 %	66 %	62 %
Curr. & Interm Farm Liab. / Assets	51 %	54 %	53 %	66 %	47 %	45 %
Long Term Farm Liabilities / Assets	40 %	41 %	39 %	39 %	38 %	40 %
Total Liabilities / Assets	51 %	53 %	53 %	57 %	50 %	50 %

CROP PRODUCTION AND MARKETING SUMMARY, 1998
 Minnesota West Community and Technical College
 Farm Management Education
 (Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	446	89	89
ACREAGE SUMMARY			
Total Acres Owned	171	202	216
Total Crop Acres	569	579	822
Crop Acres Owned	155	181	197
Crop Acres Cash Rented	333	344	493
Crop Acres Share Rented	81	54	132
Total Pasture Acres	3	1	7
AVERAGE PRICE RECEIVED (Cash Sales Only)			
Corn per bu.	2.07	2.04	2.14
Soybeans per bu.	5.58	5.48	5.53
Peas per lb.	0.10	-	-
Wheat, Spring per bu.	2.97	2.96	2.93
Oats per bu.	1.23	1.36	-
Sweet Corn per ton	46.13	-	-
Hay, Alfalfa per ton	84.41	103.04	76.90
Hay, Grass per ton	47.69	-	-
Straw per ton	66.93	-	-
AVERAGE YIELD PER ACRE			
Corn (bu.)	160.46	162.23	160.35
Soybeans (bu.)	48.45	48.39	49.50
Hay, Alfalfa (ton)	3.85	4.31	3.91
Custom Work (\$)	59.32	-	-
Corn Silage (ton)	17.16	13.70	17.83
Wheat, Spring (bu.)	40.68	-	38.45
Oats (bu.)	76.60	77.76	74.10
CRP (\$)	59.45	-	48.36
Pasture (aum)	3.65	-	-
Hay, Grass (ton)	2.21	-	2.28

STATEMENT OF CASH FLOWS, 1998
Minnesota West Community and Technical College
Farm Management Education
(Farms sorted by Net Farm Income)

		Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms		446	89	89
(a) Beginning cash balance (farm & nonfarm)		4932	8588	-2081
CASH FROM OPERATING ACTIVITIES				
Gross cash farm income		261820	410222	350365
Net nonfarm income	(+)	17069	18559	16281
Total cash farm expense	(-)	221301	378189	278682
Apparent family living expense	(-)	30400	31393	35477
Income and social security tax	(-)	5358	4643	8055
(b) Cash from operations	(=)	21830	14555	44431
CASH FROM INVESTING ACTIVITIES				
Sale of breeding livestock		2076	6132	2120
Sale of machinery & equipment	(+)	1422	2393	1105
Sale of farm land	(+)	1086	4767	-
Sale of farm buildings	(+)	216	221	14
Sale of other farm assets	(+)	518	987	839
Sale of nonfarm assets	(+)	1604	2268	1898
Purchase of breeding livestock	(-)	4305	9437	4341
Purchase of machinery & equip.	(-)	16594	18382	27404
Purchase of farm land	(-)	9133	9193	11675
Purchase of farm buildings	(-)	14786	32694	9501
Purchase of other farm assets	(-)	1840	1348	4270
Purchase of nonfarm assets	(-)	6649	4897	11867
(c) Cash from investing activities	(=)	-46384	-59183	-63082
CASH FROM FINANCING ACTIVITIES				
Money borrowed		192570	299828	241657
Cash gifts and inheritances	(+)	2649	2208	865
Principal payments	(-)	167726	252107	215829
Dividends paid	(-)	480	-	2317
Gifts given	(-)	283	70	689
(d) Cash from financing activities	(=)	26731	49860	23687
(e) Net change in cash balance (b+c+d)		2177	5232	5037
Ending cash balance (farm & nonfarm)		7109	13820	2956

FINANCIAL GUIDELINES MEASURES, 1998
 Minnesota West Community and Technical College
 Farm Management Education
 (Farms sorted by Net Farm Income)

	Average For All Farms		Average For Low 20 %		Average For High 20 %	
Number of Farms	446		89		89	
LIQUIDITY	Beginning	Ending	Beginning	Ending	Beginning	Ending
Current ratio	1.46	1.28	1.51	1.05	1.60	1.71
Working capital	51408	34209	83011	10492	79146	98383
SOLVENCY (Market)	Beginning	Ending	Beginning	Ending	Beginning	Ending
Farm debt to asset ratio	56 %	58 %	58 %	64 %	53 %	52 %
Farm equity to asset ratio	44 %	42 %	42 %	36 %	47 %	48 %
Farm debt to equity ratio	126 %	136 %	138 %	175 %	114 %	108 %
PROFITABILITY (Market)						
Rate of return on farm assets	2.7 %		-2.6 %		7.8 %	
Rate of return on farm equity	-2.0 %		-16.3 %		10.2 %	
Operating profit margin	9.4 %		-12.4 %		21.9 %	
Net farm income	18013		-35723		70941	
REPAYMENT CAPACITY	Cash	Accrual	Cash	Accrual	Cash	Accrual
Term debt coverage ratio	100 %	72 %	70 %	-33 %	161 %	223 %
Capital replacement margin	134	-9475	-16094	-70331	20594	41815
EFFICIENCY						
Asset turnover rate (market)	28.7 %		21.4 %		35.9 %	
Operating expense ratio	78.7 %		96.0 %		68.3 %	
Depreciation expense ratio	7.8 %		10.3 %		4.5 %	
Interest expense ratio	9.3 %		10.1 %		6.9 %	
Net farm income ratio	4.3 %		-16.3 %		20.4 %	

LABOR ANALYSIS

	Average For All Farms	Average For Low 20 %	Average For High 20 %
Number of Farms	254	54	52
Total unpaid labor hours	2453	2777	2884
Total hired labor hours	510	1995	214
Total labor hours per farm	2963	4771	3098
Value of farm production / hour	-	-	-
Net farm income / unpaid hour	2.80	-23.51	22.62

HOUSEHOLD AND PERSONAL EXPENSES, 1998
 Minnesota West Community and Technical College
 Farm Management Education
 (Farms sorted by Net Farm Income)

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Sole Proprietors	250	55	51
Average family size	3.6	3.4	4.2
FAMILY LIVING EXPENSES			
Food and meals expense	5792	5824	6607
Medical care and health insurance	4276	4493	5466
Cash donations	1055	1444	1059
Household supplies	3571	3661	3644
Clothing	1589	1422	1862
Personal care	2744	3434	2824
Child / Dependent care	545	464	506
Gifts	1405	1673	1488
Education	1085	1013	1310
Recreation	1963	2048	2286
Utilities (household share)	1385	1262	1688
Nonfarm vehicle operating expense	2285	2069	2379
Household real estate taxes	103	215	78
Dwelling rent	341	677	106
Household repairs	913	653	1382
Nonfarm interest	506	628	348
Life insurance payments	1605	1540	1978
Total cash family living expense	31164	32520	35012
Family living from the farm	116	213	204
Total family living	31279	32734	35216
OTHER NONFARM EXPENDITURES			
Income taxes	6225	5928	9512
Furnishing & appliance purchases	550	410	587
Nonfarm vehicle purchases	1748	1269	2444
Nonfarm real estate purchases	1619	2763	1933
Other nonfarm capital purchases	-55	-212	269
Nonfarm savings & investments	2069	18	7974
Total other nonfarm expenditures	12155	10175	22719
Total cash family living, investment & nonfarm capital purch	43319	42696	57731
PARTNERSHIPS			
Number of partnerships	18		
Number of operators per partnership	1.8		
Average owner withdrawals per farm	26979		
Average withdrawals per operator	14605		

OPERATOR INFORMATION & NONFARM SUMMARY, 1998
 Minnesota West Community and Technical College
 Farm Management Education
 (Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	446	89	89
OPERATOR INFORMATION			
Average number of operators	1.2	1.5	1.1
Average age of operators	44.0	46.0	42.8
Average number of years farming	21.6	23.7	22.1
NONFARM INCOME			
Nonfarm wages & salary	11727	10047	10749
Nonfarm business income	1560	1986	2545
Nonfarm rental income	488	1015	474
Nonfarm interest income	418	831	520
Nonfarm cash dividends	326	658	403
Tax refunds	577	739	274
Gifts and inheritances	2649	2208	865
Other nonfarm income	1973	3283	1315
Total nonfarm income	19718	20767	17146

	Average For All Farms	
	Beginning	Ending
NONFARM ASSETS (Mkt)		
Checking & savings	2040	2126
Stocks & bonds	7612	8717
Other current assets	4050	4242
Furniture & appliances	9833	10042
Nonfarm vehicles	10073	10688
Cash value of life ins.	7753	8464
Retirement accounts	16875	20004
Other intermediate assets	4556	4507
Nonfarm real estate	11621	13320
Other long term assets	8790	9021
Total nonfarm assets	83204	91130

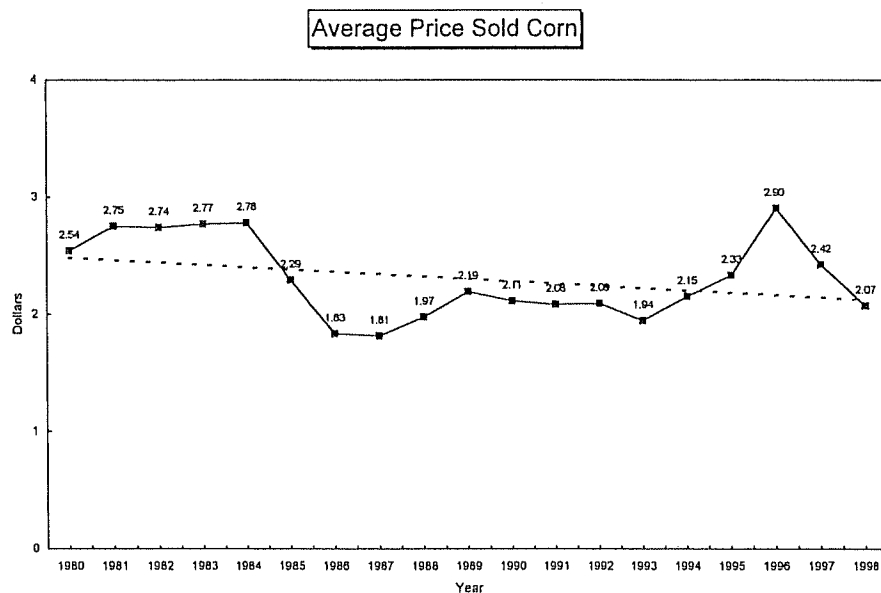
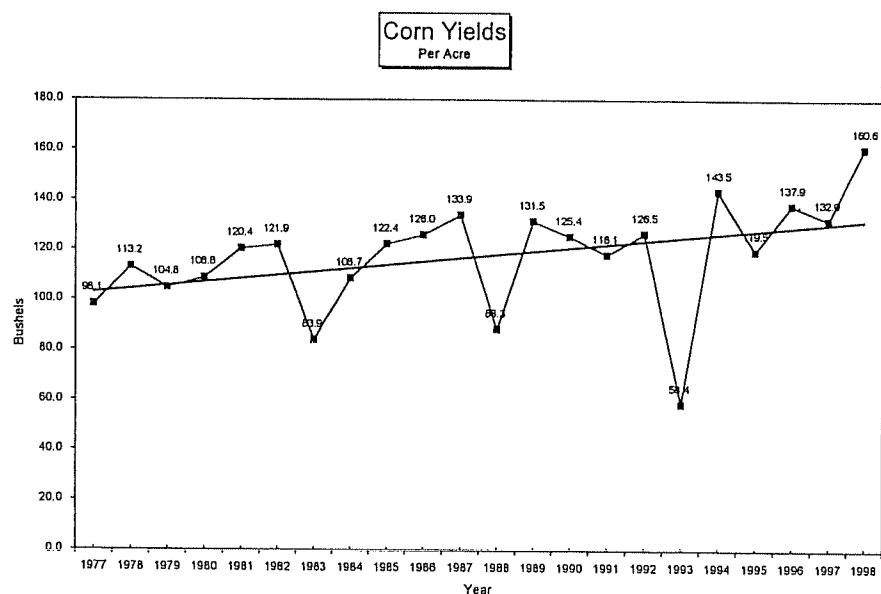
INDIVIDUAL CROP ENTERPRISE ANALYSIS

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 a particular farmer the last crop year.

Cost 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 to each enterprise.

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.



Crop Enterprise Analysis, 1998
 Minnesota West Community and Technical College
 Farm Management Education
 (Farms sorted according to Return to Overhead per Acre)

CORN ON OWNED LAND

	Average Of <u>All Farms</u>	Average Of <u>Low 20%</u>	Average Of <u>High 20%</u>
Number of fields	318	66	65
Number of farms	282	56	56
Acres	98.56	86.75	116.25
Yield per acre (bushel)	160.18	148.23	167.60
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.77	1.77	1.80
Other product return per acre	0.19	0.00	0.00
Total product return per acre	284.48	261.65	300.85
Miscellaneous income per acre	11.70	4.46	25.47
Gross return per acre	296.19	266.12	326.32
Direct expenses per acre			
Seed	33.85	34.84	34.06
Fertilizer	47.98	49.70	39.74
Crop chemicals	25.74	28.71	24.09
Crop insurance	7.96	8.65	5.83
Drying fuel	5.01	6.97	3.47
Fuel & oil	8.53	10.14	7.52
Repairs	17.78	27.77	13.96
Repairs, machinery	5.56	4.72	5.26
Custom hire	3.20	6.33	1.17
Machinery & bldg leases	1.01	1.70	0.77
Operating interest	11.35	20.52	6.62
Total direct expenses per acre	167.97	200.02	142.51
Return over direct expenses per acre	128.21	66.09	183.81
Overhead expenses per acre			
Hired labor	5.72	3.98	9.26
Machinery & bldg leases	2.35	2.47	1.29
RE & pers. property taxes	15.21	15.48	15.38
Farm insurance	3.54	4.20	3.25
Utilities	3.16	3.11	2.70
Interest	53.51	54.32	54.59
Mach & bldg depreciation	25.43	31.35	24.16
Miscellaneous	4.77	5.23	4.67
Total overhead expenses per acre	113.70	120.15	115.31
Total listed expenses per acre	281.67	320.17	257.82
Net return per acre	14.52	-54.05	68.51
Total direct expense per bushel	1.05	1.35	0.85
Total listed expense per bushel	1.76	2.16	1.54
Net return per bushel	0.09	-0.36	0.41
Breakeven yield per acre	152.00	178.86	129.43
Est. labor hours per acre	1.79	2.28	1.49
Net return including govt. payments	29.03	-35.59	81.54
Lbr & mgt charge per acre	32.37	32.10	26.11
Net return over lbr & mgt	-3.34	-67.69	55.43

Crop Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(Farms sorted according to Return to Overhead per Acre)

CORN ON CASH RENTED LAND

	Average Of <u>All Farms</u>	Average Of <u>Low 20%</u>	Average Of <u>High 20%</u>
Number of fields	463	95	78
Number of farms	336	67	67
Acres	151.98	201.25	120.46
Yield per acre (bushel)	160.55	155.62	159.85
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.77	1.77	1.79
Other product return per acre	0.04	0.00	0.00
Total product return per acre	284.39	275.34	285.87
Miscellaneous income per acre	11.21	1.22	37.82
Gross return per acre	295.59	276.56	323.69
Direct expenses per acre			
Seed	34.70	35.70	33.54
Fertilizer	49.45	60.63	38.51
Crop chemicals	24.91	27.33	23.33
Crop insurance	8.19	9.11	8.15
Drying fuel	4.82	5.40	3.32
Fuel & oil	8.06	8.04	7.44
Repairs	18.38	25.47	12.80
Repair, machinery	4.43	1.83	5.27
Custom hire	3.76	7.18	1.23
Land rent	93.01	106.57	74.00
Machinery & bldg leases	1.93	2.87	1.42
Operating interest	11.24	15.21	7.55
Total direct expenses per acre	262.90	305.33	216.55
Return over direct expenses per acre	32.70	-28.77	107.14
Overhead expenses per acre			
Hired labor	4.34	2.05	6.92
Machinery & bldg leases	2.45	2.33	1.30
RE & pers. property taxes	0.01	0.00	0.04
Farm insurance	2.82	3.56	2.43
Utilities	2.65	2.93	3.06
Interest	6.45	7.96	5.14
Mach & bldg depreciation	23.42	24.80	23.56
Miscellaneous	4.56	4.07	3.42
Total overhead expenses per acre	46.70	47.69	45.86
Total listed expenses per acre	309.60	353.02	262.42
Net return per acre	-14.01	-76.46	61.28
Total direct expense per bushel	1.64	1.96	1.35
Total listed expense per bushel	1.93	2.27	1.64
Net return per bushel	-0.09	-0.49	0.38
Breakeven yield per acre	168.46	198.83	125.59
Est. labor hours per acre	1.98	2.45	1.69
Net return including govt. payments	2.48	-51.58	72.57
Lbr & mgt charge per acre	32.08	33.89	26.58
Net return over lbr & mgt	-29.60	-85.46	45.99

Crop Enterprise Analysis, 1998
 Minnesota West Community and Technical College
 Farm Management Education
 (Farms sorted according to Return to Overhead per Acre)

SOYBEANS ON OWNED LAND

	Average Of <u>All Farms</u>	Average Of <u>Low 20%</u>	Average Of <u>High 20%</u>
Number of fields	314	63	62
Number of farms	271	54	54
Acres	97.23	87.17	118.56
Yield per acre (bushel)	49.15	44.28	52.61
Operators share of yield %	100.00	100.00	100.00
Value per bushel	5.14	5.12	5.16
Total product return per acre	252.80	226.55	271.27
Miscellaneous income per acre	9.33	5.32	16.02
Gross return per acre	262.14	231.87	287.29
Direct expenses per acre			
Seed	16.59	17.74	13.95
Fertilizer	1.91	2.25	0.59
Crop chemicals	25.07	26.80	23.37
Crop insurance	12.80	18.22	9.03
Fuel & oil	7.08	8.19	6.25
Repairs	15.44	22.68	11.78
Repair, machinery	4.27	5.30	3.09
Custom hire	2.45	5.02	0.84
Machinery & bldg leases	1.19	2.79	0.22
Operating interest	9.30	14.03	5.15
Total direct expenses per acre	96.09	123.01	74.28
Return over direct expenses per acre	166.04	108.86	213.02
Overhead expenses per acre			
Hired labor	4.79	2.62	6.12
Machinery & bldg leases	1.69	1.91	0.93
RE & pers. property taxes	14.78	13.28	15.18
Farm insurance	2.83	3.16	2.32
Utilities	2.68	2.90	2.29
Interest	48.85	43.34	38.83
Mach & bldg depreciation	21.22	22.03	23.30
Miscellaneous	4.10	4.15	3.17
Total overhead expenses per acre	100.94	93.38	92.13
Total listed expenses per acre	197.04	216.39	166.41
Net return per acre	65.10	15.48	120.89
Total direct expense per bushel	1.96	2.78	1.41
Total listed expense per bushel	4.01	4.89	3.16
Net return per bushel	1.32	0.35	2.30
Breakeven yield per acre	36.49	41.25	29.17
Est. labor hours per acre	1.46	1.79	0.94
Net return including govt. payments	78.32	28.67	131.56
Lbr & mgt charge per acre	27.46	27.21	25.30
Net return over lbr & mgt	50.86	1.47	106.26

Crop Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(Farms sorted according to Return to Overhead per Acre)

SOYBEANS ON CASH RENTED LAND

	Average Of <u>All Farms</u>	Average Of <u>Low 20%</u>	Average Of <u>High 20%</u>
Number of fields	467	93	86
Number of farms	339	68	68
Acres	145.45	150.25	109.56
Yield per acre (bushel)	47.96	45.09	51.32
Operators share of yield %	100.00	100.00	100.00
Value per bushel	5.14	5.12	5.13
Total product return per acre	246.57	230.66	263.35
Miscellaneous income per acre	9.19	2.65	17.13
Gross return per acre	255.76	233.32	280.47
Direct expenses per acre			
Seed	17.52	18.25	15.76
Fertilizer	2.01	1.89	0.94
Crop chemicals	24.93	25.52	25.19
Crop insurance	13.07	16.39	10.61
Fuel & oil	6.53	7.01	6.28
Repairs	15.16	20.17	11.14
Repairs, machinery	3.63	2.32	2.82
Custom hire	2.87	6.33	1.23
Land rent	91.74	101.09	72.71
Machinery & bldg leases	1.90	3.47	0.53
Operating interest	9.34	12.57	6.97
Total direct expenses per acre	188.70	215.01	154.19
Return over direct expenses per acre	67.06	18.31	126.28
Overhead expenses per acre			
Hired labor	3.31	2.06	3.81
Machinery & bldg leases	1.98	1.34	1.04
Farm insurance	2.37	2.63	2.11
Utilities	2.14	2.48	2.39
Interest	5.05	6.42	4.15
Mach & bldg depreciation	18.42	19.01	13.58
Miscellaneous	3.71	2.85	3.12
Total overhead expenses per acre	36.98	36.78	30.20
Total listed expenses per acre	225.68	251.79	184.39
Net return per acre	30.08	-18.47	96.08
Total direct expense per bushel	3.93	4.77	3.00
Total listed expense per bushel	4.71	5.58	3.59
Net return per bushel	0.63	-0.41	1.87
Breakeven yield per acre	42.11	48.70	32.60
Est. labor hours per acre	1.59	1.63	1.24
Net return including govt. payments	43.71	-0.48	103.82
Lbr & mgt charge per acre	26.27	24.66	23.65
Net return over lbr & mgt	17.44	-25.14	80.17

Crop Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(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	35	7	7
Number of farms	35	7	7
Acres	28.59	35.67	31.36
Yield per acre (ton)	17.17	15.81	18.59
Operators share of yield %	100.00	100.00	100.00
Value per ton	16.79	16.09	17.00
Total product return per acre	288.24	254.46	315.99
Miscellaneous income per acre	15.30	2.50	44.26
Gross return per acre	303.55	256.95	360.26
Direct expenses per acre			
Seed	29.76	30.40	29.17
Fertilizer	39.29	46.23	34.72
Crop chemicals	28.47	33.92	27.37
Crop insurance	9.09	9.55	9.94
Fuel & oil	10.04	9.68	11.26
Repairs	17.79	30.00	13.12
Repair, machinery	6.85	4.04	7.04
Custom hire	4.77	6.58	7.01
Repair, buildings	1.95	1.89	2.33
Repair, irrigation equip	0.01	0.00	0.00
Hired labor	0.70	1.60	0.00
Operating interest	8.11	10.26	3.85
Miscellaneous	1.43	5.69	0.04
Total direct expenses per acre	158.27	189.84	145.85
Return over direct expenses per acre	145.27	67.12	214.40
Overhead expenses per acre			
Custom hire	0.07	0.00	0.00
Hired labor	3.05	4.14	2.75
Machinery & bldg leases	2.68	2.48	6.28
RE & pers. property taxes	9.55	8.13	7.74
Farm insurance	3.08	2.55	5.18
Utilities	4.38	4.10	5.25
Dues & professional fees	0.28	0.67	0.08
Interest	51.08	31.67	35.02
Mach & bldg depreciation	26.47	8.38	51.98
Miscellaneous	3.67	4.62	3.42
Total overhead expenses per acre	104.31	66.75	117.69
Total listed expenses per acre	262.58	256.59	263.54
Net return per acre	40.96	0.37	96.71
Total direct expense per ton	9.22	12.01	7.85
Total listed expense per ton	15.30	16.23	14.18
Net return per ton	2.39	0.02	5.20
Breakeven yield per acre	14.73	15.79	12.90
Est. labor hours per acre	2.57	1.61	3.73
Net return including govt. payments	56.17	21.77	107.37
Lbr & mgt charge per acre	25.75	18.75	27.09
Net return over lbr & mgt	30.42	3.02	80.28

Crop Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(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	27	5	5
Number of farms	27	5	5
Acres	23.81	20.00	20.80
Yield per acre (ton)	17.41	13.60	22.45
Operators share of yield %	100.00	100.00	100.00
Value per ton	17.00	17.00	17.00
Total product return per acre	296.00	231.20	381.68
Miscellaneous income per acre	15.10	2.22	34.76
Gross return per acre	311.10	233.42	416.44
Direct expenses per acre			
Seed	31.10	30.43	19.67
Fertilizer	36.15	34.93	43.39
Crop chemicals	21.32	28.11	13.43
Crop insurance	9.04	10.48	9.08
Fuel & oil	8.97	9.57	8.63
Repairs	20.72	26.44	28.04
Repair, machinery	2.26	1.14	0.97
Custom hire	4.61	0.64	0.00
Repair, buildings	0.04	0.00	0.07
Hired labor	0.99	4.43	0.00
Land rent	74.79	89.93	70.62
Machinery & bldg leases	1.45	8.88	0.43
Utilities	0.04	0.24	0.00
Operating interest	10.60	17.28	8.93
Miscellaneous	0.60	3.01	0.47
Total direct expenses per acre	222.68	265.51	203.74
Return over direct expenses per acre	88.42	-32.09	212.71
Overhead expenses per acre			
Hired labor	7.24	1.27	8.58
Machinery & bldg leases	2.75	0.00	0.01
Farm insurance	2.44	1.92	4.30
Utilities	3.53	1.85	6.69
Dues & professional fees	0.41	0.70	0.01
Interest	4.71	6.27	0.13
Mach & bldg depreciation	14.73	15.19	16.47
Miscellaneous	3.27	3.00	3.03
Total overhead expenses per acre	39.08	30.20	39.21
Total listed expenses per acre	261.76	295.70	242.95
Net return per acre	49.34	-62.28	173.49
Total direct expense per ton	12.79	19.52	9.07
Total listed expense per ton	15.03	21.74	10.82
Net return per ton	2.83	-4.58	7.73
Breakeven yield per acre	14.51	17.26	12.25
Est. labor hours per acre	0.95	1.11	0.78
Net return including govt. payments	61.36	-49.11	182.05
Lbr & mgt charge per acre	25.64	30.12	30.54
Net return over lbr & mgt	35.72	-79.24	151.51

Crop Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(Farms sorted according to Return to Overhead per Acre)

OATS ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	29	6	6
Number of farms	29	6	6
Acres	16.34	20.92	14.50
Yield per acre (bushel)	70.70	57.43	76.49
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.02	1.00	1.00
Total product return per acre	72.17	57.43	76.49
Miscellaneous income per acre	48.47	2.72	116.47
Gross return per acre	120.64	60.14	192.97
Direct expenses per acre			
Seed	10.21	10.19	13.08
Fertilizer	6.22	10.26	6.77
Crop chemicals	1.06	0.78	0.00
Crop insurance	1.66	1.94	0.00
Fuel & oil	5.23	4.44	4.42
Repairs	7.37	8.64	8.44
Repair, machinery	3.41	2.22	3.66
Custom hire	2.04	4.43	2.67
Repair, buildings	0.53	0.51	0.98
Operating interest	5.23	5.03	4.12
Miscellaneous	0.31	0.44	0.00
Total direct expenses per acre	43.27	48.89	44.13
Return over direct expenses per acre	77.37	11.25	148.84
Overhead expenses per acre			
Hired labor	3.97	3.71	1.27
Machinery & bldg leases	1.00	2.95	0.14
RE & pers. property taxes	13.17	19.79	7.55
Farm insurance	1.65	1.92	1.32
Utilities	2.24	3.41	2.22
Dues & professional fees	0.05	0.04	0.08
Interest	22.10	17.29	23.59
Mach & bldg depreciation	14.93	13.66	9.98
Miscellaneous	1.55	1.53	1.57
Total overhead expenses per acre	60.66	64.29	47.72
Total listed expenses per acre	103.94	113.18	91.85
Net return per acre	16.71	-53.04	101.11
Total direct expense per bushel	0.61	0.85	0.58
Total listed expense per bushel	1.47	1.97	1.20
Net return per bushel	0.24	-0.92	1.32
Breakeven yield per acre	54.34	110.46	-24.62
Est. labor hours per acre	0.57	0.63	0.54
Net return including govt. payments	23.70	-53.04	111.82
Lbr & mgt charge per acre	18.91	22.10	23.39
Net return over lbr & mgt	4.80	-75.14	88.43

Crop Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(Farms sorted according to Return to Overhead per Acre)

OATS ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	24	5	5
Number of farms	24	5	5
Acres	15.20	15.58	14.18
Yield per acre (bushel)	82.49	72.90	86.14
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.00	1.00	1.02
Other product return per acre	1.56	0.00	0.00
Total product return per acre	84.44	72.90	88.12
Miscellaneous income per acre	64.64	58.73	109.25
Gross return per acre	149.08	131.63	197.37
Direct expenses per acre			
Seed	11.05	14.38	8.93
Fertilizer	10.71	8.87	8.85
Crop chemicals	3.11	0.86	4.93
Crop insurance	1.88	3.44	1.95
Fuel & oil	3.87	3.76	6.31
Repairs	6.09	6.61	10.10
Repair, machinery	2.63	1.74	2.58
Custom hire	6.50	17.16	2.26
Repair, buildings	0.18	0.00	0.13
Hired labor	0.48	0.00	1.07
Land rent	75.98	99.53	68.83
Machinery & bldg leases	0.83	0.00	0.00
Utilities	0.06	0.00	0.32
Marketing	0.03	0.00	0.14
Operating interest	4.75	5.50	5.83
Miscellaneous	0.88	1.43	1.40
Total direct expenses per acre	129.01	163.28	123.62
Return over direct expenses per acre	20.07	-31.65	73.76
Overhead expenses per acre			
Custom hire	0.01	0.00	0.00
Hired labor	1.68	-0.26	2.75
Machinery & bldg leases	0.14	0.10	0.01
Farm insurance	1.28	1.33	1.90
Utilities	1.14	1.75	1.75
Dues & professional fees	0.08	0.00	0.08
Interest	2.33	2.03	5.49
Mach & bldg depreciation	11.48	9.23	16.89
Miscellaneous	1.53	0.58	2.41
Total overhead expenses per acre	19.68	14.76	31.27
Total listed expenses per acre	148.69	178.05	154.89
Net return per acre	0.39	-46.42	42.49
Total direct expense per bushel	1.56	2.24	1.44
Total listed expense per bushel	1.80	2.44	1.80
Net return per bushel	0.00	-0.64	0.49
Breakeven yield per acre	82.10	119.32	44.60
Est. labor hours per acre	0.97	0.84	1.60
Net return including govt. payments	7.17	-41.18	44.55
Lbr & mgt charge per acre	10.85	9.20	11.35
Net return over lbr & mgt	-3.68	-50.38	33.20

Crop Enterprise Analysis, 1998
 Minnesota West Community and Technical College
 Farm Management Education
 (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	56	11	11
Number of farms	52	10	10
Acres	26.61	22.73	20.91
Yield per acre (ton)	3.84	2.18	5.35
Operators share of yield %	100.00	100.00	100.00
Value per ton	66.34	66.21	68.24
Total product return per acre	255.07	144.30	364.89
Miscellaneous income per acre	1.25	0.00	4.79
Gross return per acre	256.32	144.30	369.68
Direct expenses per acre			
Seed	5.83	8.90	6.35
Fertilizer	18.18	23.27	12.17
Crop chemicals	1.71	0.90	0.00
Crop insurance	0.73	0.00	0.00
Fuel & oil	9.37	6.90	11.54
Repairs	18.06	20.77	16.28
Repair, machinery	6.02	1.62	8.52
Custom hire	10.34	13.59	0.00
Repair, buildings	0.77	0.01	1.07
Repair, irrigation equip	0.01	0.00	0.00
Hired labor	0.81	0.65	0.63
Machinery & bldg leases	0.17	0.00	0.00
Operating interest	7.22	7.32	7.05
Miscellaneous	0.97	3.27	0.00
Total direct expenses per acre	80.18	87.20	63.62
Return over direct expenses per acre	176.14	57.11	306.06
Overhead expenses per acre			
Custom hire	0.01	0.00	0.07
Hired labor	3.45	5.31	5.95
Machinery & bldg leases	4.02	0.02	2.68
RE & pers. property taxes	10.94	9.56	16.79
Farm insurance	3.14	2.52	3.36
Utilities	3.93	2.90	2.34
Dues & professional fees	0.55	0.43	1.96
Interest	32.24	24.73	54.38
Mach & bldg depreciation	27.87	38.45	28.13
Miscellaneous	3.61	1.92	4.05
Total overhead expenses per acre	89.77	85.83	119.72
Total listed expenses per acre	169.95	173.02	183.34
Net return per acre	86.36	-28.72	186.34
Total direct expense per ton	20.86	40.00	11.90
Total listed expense per ton	44.21	79.38	34.28
Net return per ton	22.46	-13.18	34.85
Breakeven yield per acre	2.54	2.61	2.62
Est. labor hours per acre	2.17	1.44	1.48
Net return including govt. payments	90.73	-26.81	208.13
Lbr & mgt charge per acre	30.50	24.29	28.96
Net return over lbr & mgt	60.23	-51.09	179.16

Crop Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(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	74	14	17
Number of farms	68	14	14
Acres	25.89	22.11	31.57
Yield per acre (ton)	3.69	2.57	5.05
Operators share of yield %	100.00	100.00	100.00
Value per ton	69.88	66.71	77.61
Total product return per acre	258.05	171.18	391.56
Miscellaneous income per acre	3.11	0.00	6.28
Gross return per acre	261.17	171.18	397.84
Direct expenses per acre			
Seed	11.52	20.32	8.01
Fertilizer	17.19	15.40	14.98
Crop chemicals	4.87	8.21	2.47
Crop insurance	0.40	0.00	0.00
Drying fuel	0.26	0.00	0.00
Fuel & oil	9.03	8.29	9.20
Repairs	17.50	25.48	18.12
Repair, machinery	7.05	6.54	6.93
Custom hire	12.38	18.64	1.32
Repair, buildings	0.28	0.84	0.02
Hired labor	0.52	1.53	0.57
Land rent	68.54	86.65	72.71
Machinery & bldg leases	0.52	0.00	0.00
Utilities	0.05	0.00	0.22
Operating interest	10.69	13.06	8.41
Miscellaneous	2.61	0.78	0.60
Total direct expenses per acre	163.41	205.73	143.55
Return over direct expenses per acre	97.76	-34.56	254.29
Overhead expenses per acre			
Hired labor	3.62	2.59	6.48
Machinery & bldg leases	2.03	1.12	6.44
Farm insurance	2.73	2.68	3.59
Utilities	3.51	2.38	4.34
Dues & professional fees	0.39	0.22	0.53
Interest	7.02	6.54	8.08
Mach & bldg depreciation	22.29	50.71	11.35
Miscellaneous	4.72	5.13	5.82
Total overhead expenses per acre	46.30	71.38	46.62
Total listed expenses per acre	209.71	277.11	190.17
Net return per acre	51.46	-105.93	207.67
Total direct expense per ton	44.25	80.17	28.45
Total listed expense per ton	56.79	107.99	37.69
Net return per ton	13.94	-41.28	41.16
Breakeven yield per acre	2.96	4.15	2.37
Est. labor hours per acre	2.15	2.18	2.10
Net return including govt. payments	53.86	-103.66	208.11
Lbr & mgt charge per acre	31.02	28.69	32.42
Net return over lbr & mgt	22.84	-132.35	175.69

Crop Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(Average of all farms reporting)

SPRING WHEAT ON OWNED LAND

	Average For All Farms
Number of fields	15
Number of farms	14
Acres	23.86
Yield per acre (bushel)	41.86
Operators share of yield %	100.00
Value per bushel	2.82
Other product return per acre	0.80
Total product return per acre	119.00
Miscellaneous income per acre	47.54
Gross return per acre	166.54
Direct expenses per acre	
Seed	15.36
Fertilizer	16.87
Crop chemicals	4.50
Crop insurance	5.65
Fuel & oil	5.71
Repairs	5.54
Repair, machinery	7.90
Custom hire	6.37
Repair, buildings	0.13
Operating interest	4.44
Miscellaneous	0.52
Total direct expenses per acre	72.99
Return over direct expenses per acre	93.55
Overhead expenses per acre	
Hired labor	2.74
Machinery & bldg leases	0.95
RE & pers. property taxes	12.72
Farm insurance	1.67
Utilities	1.56
Dues & professional fees	0.36
Interest	22.83
Mach & bldg depreciation	12.34
Miscellaneous	1.75
Total overhead expenses per acre	56.94
Total listed expenses per acre	129.93
Net return per acre	36.61
Total direct expense per bushel	1.74
Total listed expense per bushel	3.10
Net return per bushel	0.87
Breakeven yield per acre	28.89
Est. labor hours per acre	1.73
Net return including govt. payments	41.72
Lbr & mgt charge per acre	11.60
Net return over lbr & mgt	30.12

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

Productive livestock enterprises are an important part of many farm businesses in Minnesota. Farms involved in this report may have one or more livestock enterprise. The following tables pertain to these livestock enterprises.

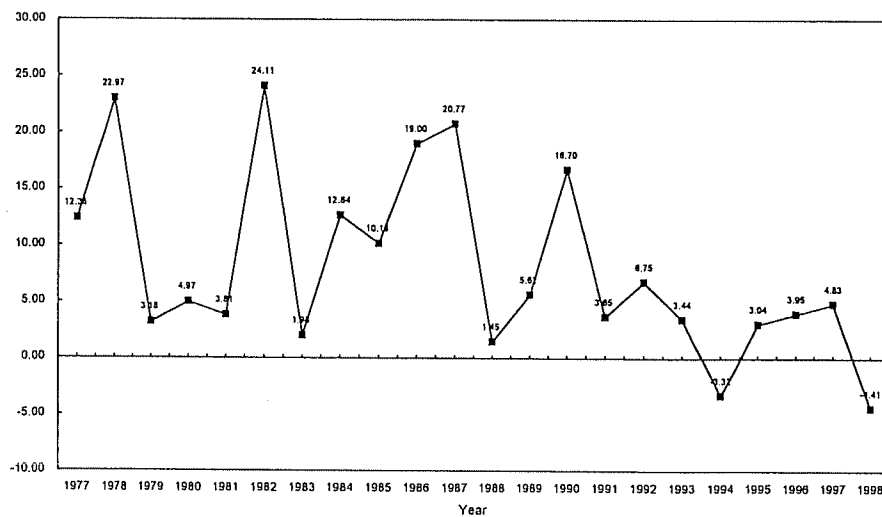
Direct costs are costs that can be charged to a specific enterprise such as feed, breeding fees, vet, etc.

Direct costs are costs that are easy to identify in the farm and are listed in each of the tables as other direct costs.

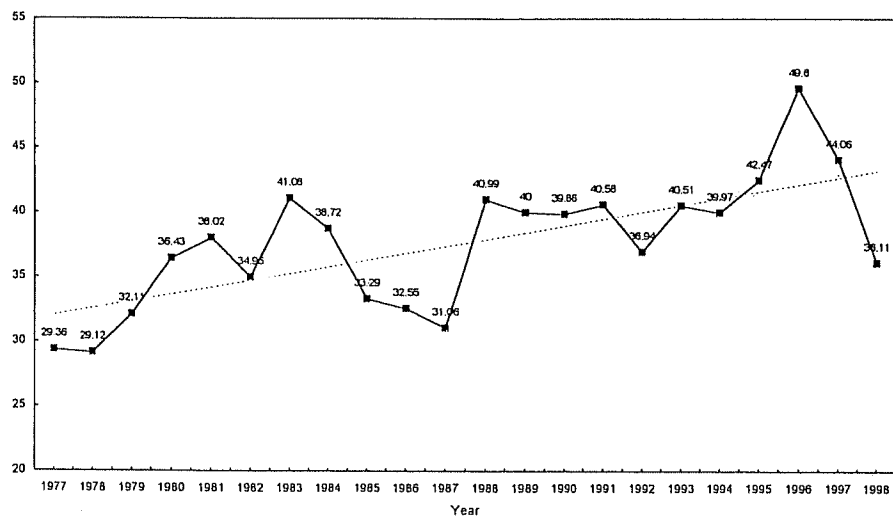
Overhead costs include interest charges to the enterprise, allocated charges for hired labor, utilities, machinery, livestock equipment and building depreciation costs. These costs are to each livestock enterprise that the farmer assigned.

Each enterprise table included other management information. This information can provide clues indicating the strengths and weaknesses of each enterprise.

Returns Farrow To Finish
Per Cwt



Farrow To Finish
Total Listed Costs/Cwt.



State Average
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						
Barley (bu.)	0.22	0.27	0.34	0.34	0.14	0.17
Corn (bu.)	5.41	10.28	14.94	28.68	2.30	4.72
Corn Silage (lb.)	3643.32	32.15	4177.98	38.66	2682.56	23.50
Hay, Alfalfa (lb.)	1750.32	49.71	2807.03	99.89	2398.69	56.08
Hay, Grass & Other (lb.)	4666.27	88.87	4355.88	100.27	3878.35	65.88
Haylage, Alfalfa (lb.)	94.52	1.98	212.23	4.25	141.68	2.81
Haylage, Grass & Other (lb.)	122.58	1.27	0.00	0.00	267.35	2.30
Oatlage (lb.)	114.27	0.95	10.40	0.10	0.00	0.00
Oats (bu.)	1.78	1.98	2.07	2.08	2.46	3.07
Pasture (aum)	3.27	25.53	2.93	22.81	1.05	20.68
Sorghum Silage (lb.)	51.00	0.35	0.00	0.00	209.84	1.43
Stover (lb.)	170.54	1.41	444.22	5.94	186.60	0.31
Complete Ration (lb.)	120.40	9.71	44.34	4.07	13.11	1.09
Creep / Starter (lb.)	7.62	0.62	21.22	2.12	3.50	0.35
Protein Vit Minerals (lb.)	123.24	17.36	138.49	21.28	139.14	14.16
Other feed stuffs		0.68		3.24		0.71
Breeding fees		3.97		2.68		2.73
Veterinary		20.85		16.10		16.44
Livestock supplies		6.56		13.35		7.46
Fuel & oil		7.44		11.27		5.54
Repairs		11.67		9.67		7.83
Repair, machinery		6.89		12.18		3.45
Repair, livestock equip		1.54		3.81		0.19
Custom hire		0.75		1.10		0.33
Repair, buildings		3.16		7.19		1.08
Hired labor		1.02		0.00		0.00
Livestock leases		1.19		0.00		0.17
Hauling and trucking		0.68		0.97		0.25
Marketing		6.04		1.03		3.31
Operating interest		10.66		4.62		7.14
Total direct expenses		325.53		417.70		253.18
Return over direct expense		49.35		-199.94		164.01
Overhead expenses						
Custom hire		0.84		0.04		1.25
Hired labor		8.15		12.02		4.35
Machinery & bldg leases		2.47		7.64		1.48
RE & pers. property taxes		5.37		8.75		4.41
Farm insurance		7.40		15.92		5.26
Utilities		10.46		15.12		7.98
Dues & professional fees		0.89		0.89		1.19
Interest		33.82		61.64		21.84
Mach & bldg depreciation		23.97		50.82		18.49
Miscellaneous		10.48		23.31		4.95
Total overhead expenses		103.86		196.15		71.19
Total listed expenses		429.39		613.85		324.37
Net return		-54.51		-396.09		92.82
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						
Number of cows		67.9		31.0		83.0
Pregnancy percentage		96.0		95.0		97.0
Pregnancy loss percentage		1.6		4.1		0.7
Culling percentage		13.9		19.4		12.8
Calving percentage		94.4		91.2		96.2
Weaning percentage		89.7		83.9		92.1
Calves sold per cow		0.80		0.69		0.74
Calf death loss percent		5.6		9.0		5.2
Average weaning weight		536		467		535
Lbs weaned/exposed female		480		392		492
Feed cost per cow		243.10		333.74		197.24
Avg wgt/Beef Calf sold		658		553		617
Avg price / cwt		75.93		71.94		85.48

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

All Beef Finish Calves -- Average per Cwt Produced

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	82		16		16	
	Quantity	Value	Quantity	Value	Quantity	Value
Fin Str Calf sold (lb)	188.03	114.73	212.06	121.91	206.35	134.22
Transferred out (lb)	3.11	1.98	16.93	10.71	3.04	1.86
Cull sales (lb)	2.25	1.35	1.21	0.72	0.00	0.00
Butchered (lb)	1.37	0.84	1.37	0.92	1.15	0.72
Less purchased (lb)	-74.82	-56.26	-58.93	-41.62	-60.84	-47.10
Less transferred in (lb)	-14.66	-10.55	-47.74	-35.00	-10.42	-5.98
Inventory change (lb)	-5.28	-5.12	-24.90	-22.05	-39.29	-21.89
Total production (lb)	100.00	46.98	100.00	35.59	100.00	61.83
Other income		0.64		0.00		0.00
Gross return		47.63		35.59		61.83
Direct expenses						
Corn (bu.)	10.71	21.68	15.66	30.11	9.36	21.95
Corn Silage (lb.)	425.40	3.69	681.18	5.25	532.59	4.48
Hay, Alfalfa (lb.)	51.10	1.69	109.42	4.88	61.21	1.78
Hay, Grass & Other (lb.)	38.41	1.04	69.67	2.01	8.14	0.17
Haylage, Alfalfa (lb.)	20.66	0.42	141.77	2.88	2.51	0.13
Haylage, Grass & Other (lb.)	63.83	0.73	0.00	0.00	125.90	2.20
Oatlage (lb.)	34.78	0.35	0.00	0.00	116.38	1.15
Oats (bu.)	0.05	0.06	0.00	0.01	0.02	0.02
Stover (lb.)	2.13	0.03	12.52	0.18	0.00	0.00
Complete Ration (lb.)	13.48	0.89	0.74	0.17	0.23	0.03
Protein Vit Minerals (lb.)	44.64	6.28	49.84	7.40	32.52	4.38
Other feed stuffs		0.01		0.00		0.00
Veterinary		1.59		1.86		0.81
Livestock supplies		0.38		0.95		0.32
Fuel & oil		0.74		1.90		0.58
Repairs		1.04		2.64		1.13
Repair, machinery		0.62		2.23		0.22
Repair, livestock equip		0.41		2.31		0.04
Custom hire		0.21		0.33		0.00
Repair, buildings		0.26		0.80		0.03
Machinery & bldg leases		0.05		0.21		0.00
Utilities		0.03		0.00		0.00
Hauling and trucking		0.59		0.03		1.52
Marketing		0.67		0.06		0.06
Operating interest		2.89		4.97		2.88
Total direct expenses		46.39		71.23		43.87
Return over direct expense		1.24		-35.64		17.96
Overhead expenses						
Hired labor		1.40		0.44		3.14
Machinery & bldg leases		0.26		2.13		0.32
RE & pers. property taxes		0.23		0.43		0.11
Farm insurance		0.54		1.23		0.31
Utilities		0.70		2.35		0.63
Dues & professional fees		0.08		0.35		0.02
Interest		1.31		2.66		0.50
Mach & bldg depreciation		3.14		4.56		4.90
Miscellaneous		0.59		1.46		0.27
Total overhead expenses		8.25		15.62		10.20
Total listed expenses		54.64		86.85		54.08
Net return		-7.01		-51.26		7.75
Est. labor hours per unit		0.61		1.37		0.35
Labor & management charge		4.39		14.69		1.83
Net return over lbr & mgt		-11.40		-65.95		5.93
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

Livestock Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(Farms sorted according to Return to Overhead per unit produced)

All Beef Finish Yearlings -- Average per Cwt Produced

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	32		6		6	
	Quantity	Value	Quantity	Value	Quantity	Value
Fin Yrlg Str sold (lb)	200.81	120.82	222.82	128.84	116.87	69.88
Transferred out (lb)	0.74	0.49	0.00	0.00	0.00	0.00
Butchered (lb)	1.21	0.67	0.83	0.24	0.40	0.23
Less purchased (lb)	-119.10	-86.82	-126.67	-88.13	-129.62	-89.17
Less transferred in (lb)	-3.18	-1.99	0.00	0.00	-5.95	0.00
Inventory change (lb)	19.49	6.67	2.88	-5.74	118.30	79.57
Total production (lb)	100.00	39.85	100.00	35.25	100.00	60.51
Other income		0.00		0.00		0.00
Gross return		39.85		35.25		60.51
Direct expenses						
Barley (bu.)	0.04	0.06	0.16	0.25	0.00	0.00
Corn (bu.)	11.71	22.52	12.42	24.97	9.44	18.14
Corn Silage (lb.)	381.45	3.40	581.35	5.21	831.28	7.68
Hay, Alfalfa (lb.)	59.77	1.99	40.62	1.51	0.00	0.00
Hay, Grass & Other (lb.)	15.82	0.48	1.52	0.06	73.83	2.56
Haylage, Alfalfa (lb.)	31.39	0.88	21.22	0.53	193.30	4.83
Haylage, Grass & Other (lb.)	6.01	0.03	0.00	0.00	60.80	0.26
Oatlage (lb.)	6.60	0.04	0.00	0.00	0.00	0.00
Oats (bu.)	0.06	0.06	0.00	0.00	0.06	0.06
Pasture (aum)	0.00	0.06	0.00	0.27	0.00	0.00
Stover (lb.)	82.87	0.33	384.56	1.54	0.00	0.00
Complete Ration (lb.)	0.89	0.06	0.00	0.00	0.00	0.00
Protein Vit Minerals (lb.)	73.48	9.94	111.33	14.69	40.25	5.34
Other feed stuffs		0.01		0.00		0.14
Veterinary		1.87		1.97		2.74
Livestock supplies		0.68		0.29		0.08
Fuel & oil		0.73		0.99		0.51
Repairs		0.89		0.31		0.14
Repair, machinery		0.67		1.16		0.51
Repair, livestock equip		0.36		0.36		0.09
Custom hire		0.21		0.29		0.00
Repair, buildings		0.38		0.78		0.42
Machinery & bldg leases		0.12		0.57		0.00
Hauling and trucking		0.27		0.42		0.30
Marketing		0.30		0.00		0.16
Bedding		0.03		0.00		0.00
Operating interest		2.73		7.35		2.44
Total direct expenses		49.11		63.50		46.40
Return over direct expense		-9.26		-28.25		14.11
Overhead expenses						
Hired labor		0.98		0.44		0.32
Machinery & bldg leases		0.51		0.24		0.00
RE & pers. property taxes		0.26		0.20		0.31
Farm insurance		0.47		0.72		0.24
Utilities		0.79		1.19		0.53
Dues & professional fees		0.63		0.21		0.14
Interest		3.06		2.73		1.10
Mach & bldg depreciation		2.09		3.22		1.41
Miscellaneous		1.01		0.91		0.26
Total overhead expenses		9.81		9.86		4.33
Total listed expenses		58.92		73.36		50.73
Net return		-19.07		-38.11		9.79
Est. labor hours per unit		0.30		0.63		0.52
Labor & management charge		3.18		6.05		4.62
Net return over lbr & mgt		-22.26		-44.16		5.17
Other Information						
No. purchased or trans in		169		206		94
Number sold or trans out		156		209		44
Percentage death loss		1.0		1.1		2.3
Avg. daily gain (lbs)		2.12		1.62		2.67
Lbs of conc / lb of gain		7.34		8.14		5.73
Lbs of feed / lb of gain		10.20		13.49		10.51
Feed cost per cwt of gain		39.86		49.02		39.00
Feed cost per head		231.21		242.10		244.95
Average purchase weight		698		678		747
Average sales weight		1240		1173		1340
Avg purch price / cwt		72.90		69.57		68.79
Avg sales price / cwt		60.17		57.82		59.79

State Average
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		54.59		54.84		51.80
Repair, machinery		16.18		13.98		15.82
Repair, livestock equip		17.15		11.71		16.44
Custom hire		21.22		29.38		15.21
Repair, buildings		11.12		8.56		11.32
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

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

Dairy and Repl Heifers -- Average per Cow

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	570		114		114	
	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		62.81		76.69		66.13
Repair, machinery		20.78		15.51		20.46
Repair, livestock equip		21.06		16.60		19.66
Custom hire		25.53		22.57		34.98
Repair, buildings		13.89		12.64		13.33
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

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

Hogs, Farrow To Finish -- Average per Cwt Produced

	Average For All Farms		Average For Low 20%		Average For High 20%	
Number of farms	112		22		22	
	<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>
Raised Hogs sold (lb)	94.79	36.43	96.04	32.37	94.56	37.95
Transferred out (lb)	0.96	0.48	0.07	0.02	2.78	1.41
Cull sales (lb)	6.03	1.27	9.42	2.10	5.20	1.04
Butchered (lb)	0.18	0.06	0.51	0.12	0.21	0.09
Less purchased (lb)	-2.51	-2.27	-2.70	-2.68	-3.50	-2.84
Less transferred in (lb)	-0.03	-0.01	-0.04	-0.01	0.00	0.00
Inventory change (lb)	0.58	-4.29	-3.30	-8.80	0.75	-2.25
Total production (lb)	100.00	31.67	100.00	23.11	100.00	35.40
Other income		0.03		0.00		0.06
Gross return		31.70		23.11		35.46
Direct expenses						
Barley (bu.)	0.01	0.01	0.01	0.01	0.00	0.00
Corn (bu.)	4.18	8.23	4.74	9.22	3.09	6.05
Oats (bu.)	0.01	0.01	0.04	0.04	0.00	0.00
Complete Ration (lb.)	37.09	2.92	60.05	4.69	92.85	6.63
Creep / Starter (lb.)	0.84	0.25	0.23	0.13	0.78	0.23
Milk (lb.)	0.01	0.01	0.00	0.00	0.00	0.00
Protein Vit Minerals (lb.)	71.40	11.20	72.55	13.03	52.17	7.52
Breeding fees		0.35		0.17		0.37
Veterinary		1.02		1.16		0.91
Livestock supplies		0.64		0.79		0.57
Fuel & oil		0.37		0.40		0.41
Repairs		0.73		0.66		0.89
Repair, machinery		0.15		0.35		0.10
Repair, livestock equip		0.20		0.52		0.14
Custom hire		0.60		0.24		0.63
Repair, buildings		0.12		0.19		0.04
Hired labor		0.20		0.56		0.21
Machinery & bldg leases		0.58		0.16		0.64
Livestock leases		0.22		0.47		0.14
Utilities		0.18		0.12		0.05
Hauling and trucking		0.07		0.28		0.00
Marketing		0.12		0.33		0.04
Operating interest		0.52		0.76		0.43
Total direct expenses		28.76		34.29		26.02
Return over direct expense		2.94		-11.18		9.44
Overhead expenses						
Hired labor		1.40		0.27		1.59
Machinery & bldg leases		0.59		0.20		0.88
RE & pers. property taxes		0.17		0.25		0.16
Farm insurance		0.38		0.43		0.32
Utilities		0.67		0.69		0.77
Dues & professional fees		0.04		0.04		0.03
Interest		1.50		1.66		1.49
Mach & bldg depreciation		2.15		2.05		2.28
Miscellaneous		0.46		0.62		0.48
Total overhead expenses		7.35		6.21		8.00
Total listed expenses		36.11		40.50		34.02
Net return		-4.41		-17.39		1.44
Est. labor hours per unit		0.40		0.44		0.37
Labor & management charge		3.01		6.74		2.58
Net return over lbr & mgt		-7.42		-24.13		-1.14
Other Information						
Average number of sows		128.6		66.7		197.2
Litters farrowed		247		113		401
Litters per sow		1.92		1.69		2.03
Litters per crate		9.93		5.71		12.72
Pigs born per litter		10.12		9.61		10.24
Pigs weaned per litter		8.80		8.12		8.99
Pigs weaned per sow		16.58		13.84		17.66
Number sold per litter		8.18		8.02		8.42
Lbs of feed / lb of gain		3.44		4.00		3.19
Feed cost / cwt. of gain		22.67		27.12		20.43
Feed cost per litter		488.31		554.78		456.59
Avg wgt/Raised Hog sold		250		245		251
Avg price / cwt		38.44		33.71		40.13

Livestock Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(Farms sorted according to Return to Overhead per unit produced)

Hogs, Feeder Pig Prod -- Average per Litter

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	35		7		7	
	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						
Barley (bu.)	0.12	0.15	0.00	0.00	0.00	0.00
Corn (bu.)	15.46	31.97	20.92	39.41	14.87	32.39
Hay, Alfalfa (lb.)	0.36	0.02	0.00	0.00	0.00	0.00
Oats (bu.)	0.13	0.17	0.84	0.84	0.00	0.00
Complete Ration (lb.)	402.54	43.92	517.93	42.60	286.61	36.94
Creep / Starter (lb.)	1.58	0.32	30.49	5.46	0.09	0.08
Milk (lb.)	0.60	0.60	0.00	0.00	0.13	0.35
Milk Replacer (lb.)	0.01	0.02	0.00	0.00	0.00	0.00
Protein Vit Minerals (lb.)	304.54	50.43	488.85	85.61	285.94	46.53
Breeding fees		3.74		1.84		2.75
Veterinary		17.63		32.52		13.15
Livestock supplies		29.03		7.56		45.76
Fuel & oil		2.59		4.86		1.99
Repairs		5.62		7.13		3.94
Repair, machinery		1.92		1.92		1.21
Repair, livestock equip		1.38		4.17		0.89
Custom hire		4.39		3.71		5.85
Repair, buildings		0.67		2.59		0.30
Hired labor		1.72		0.00		3.09
Machinery & bldg leases		0.11		0.00		0.00
Utilities		0.71		0.84		1.19
Hauling and trucking		0.06		0.52		0.00
Marketing		0.98		0.75		0.95
Operating interest		4.79		18.01		5.00
Total direct expenses		202.94		260.34		202.35
Return over direct expense		76.78		-104.67		138.54
Overhead expenses						
Custom hire		0.01		0.28		0.00
Hired labor		29.97		7.24		31.11
Machinery & bldg leases		7.71		0.49		12.23
RE & pers. property taxes		1.14		2.60		0.65
Farm insurance		4.08		7.47		3.79
Utilities		7.75		9.68		6.57
Dues & professional fees		1.63		0.85		1.18
Interest		24.27		21.68		32.47
Mach & bldg depreciation		31.43		21.53		41.97
Miscellaneous		4.99		10.27		5.31
Total overhead expenses		112.98		82.08		135.28
Total listed expenses		315.92		342.43		337.63
Net return		-36.21		-186.75		3.26
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						
Average number of sows		239.0		71.9		650.3
Litters farrowed		507		127		1411
Litters per sow		2.12		1.77		2.17
Litters per crate		12.51		7.88		15.05
Pigs born per litter		10.39		9.55		10.52
Pigs weaned per litter		8.98		8.73		9.10
Pigs weaned per sow		18.87		15.52		19.40
Number sold per litter		5.47		3.48		7.21
Feed cost per litter		127.60		173.92		116.29
Avg wgt/Feeder Pig sold		44		44		43
Avg price / head		37.88		27.92		40.99

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

Hogs, Finish Feeder Pigs -- Average per Cwt Produced

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)	118.69	46.58	119.59	41.17	120.74	51.76
Transferred out (lb)	0.84	0.33	0.10	0.03	0.88	0.37
Cull sales (lb)	0.28	0.21	0.00	0.00	0.16	0.28
Butchered (lb)	0.27	0.09	0.44	0.13	0.18	0.07
Less purchased (lb)	-15.46	-16.27	-16.87	-15.74	-18.75	-19.24
Less transferred in (lb)	-7.23	-5.71	-4.14	-2.43	-6.64	-5.03
Inventory change (lb)	2.60	-2.31	0.89	-5.84	3.41	1.43
Total production (lb)	100.00	22.92	100.00	17.32	100.00	29.63
Other income		0.07		0.00		0.11
Gross return		22.99		17.32		29.74
Direct expenses						
Barley (bu.)	0.01	0.02	0.02	0.03	0.01	0.01
Corn (bu.)	3.29	6.44	4.25	8.27	3.06	6.07
Oats (bu.)	0.01	0.01	0.04	0.09	0.00	0.00
Soybeans (bu.)	0.00	0.03	0.05	0.27	0.00	0.00
Complete Ration (lb.)	79.86	5.62	39.16	2.89	95.81	7.01
Creep / Starter (lb.)	0.02	0.03	0.00	0.00	0.01	0.00
Milk (lb.)	0.05	0.11	0.00	0.02	0.00	0.00
Protein Vit Minerals (lb.)	48.32	6.59	51.02	8.24	38.75	5.49
Other feed stuffs		0.15		1.58		0.00
Veterinary		0.39		0.55		0.24
Livestock supplies		0.28		0.27		0.31
Fuel & oil		0.20		0.46		0.13
Repairs		0.36		0.48		0.24
Repair, machinery		0.13		0.32		0.12
Repair, livestock equip		0.11		0.17		0.07
Custom hire		0.65		0.26		0.50
Repair, buildings		0.09		0.05		0.13
Hired labor		0.04		0.01		0.01
Machinery & bldg leases		1.31		4.99		0.55
Livestock leases		0.02		0.00		0.04
Utilities		0.03		0.00		0.05
Hauling and trucking		0.18		0.10		0.17
Marketing		0.22		0.37		0.26
Operating interest		0.66		1.14		0.89
Total direct expenses		23.66		30.57		22.29
Return over direct expense		-0.67		-13.24		7.45
Overhead expenses						
Hired labor		0.58		0.89		0.35
Machinery & bldg leases		0.48		0.05		1.00
RE & pers. property taxes		0.11		0.18		0.09
Farm insurance		0.25		0.36		0.26
Utilities		0.41		0.57		0.32
Dues & professional fees		0.03		0.04		0.03
Interest		1.16		1.03		1.52
Mach & bldg depreciation		1.61		1.34		1.59
Miscellaneous		0.25		0.26		0.23
Total overhead expenses		4.89		4.73		5.40
Total listed expenses		28.54		35.29		27.68
Net return		-5.56		-17.97		2.06
Est. labor hours per unit		0.20		0.26		0.19
Labor & management charge		1.80		2.44		1.64
Net return over lbr & mgt		-7.36		-20.41		0.42
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

Livestock Enterprise Analysis, 1998
Minnesota West Community and Technical College
Farm Management Education
(Farms sorted according to Return to Overhead per head)

Hogs, Contractee -- Average per Pig

	Average For All Farms		Average For Low 20%		Average For High 20%	
Number of farms	38		8		8	
	Quantity	Value	Quantity	Value	Quantity	Value
Other income		12.60		6.08		15.32
Gross return		12.60		6.08		15.32
Direct expenses						
Veterinary		0.01		0.04		0.00
Livestock supplies		0.12		0.07		0.14
Fuel & oil		0.30		0.35		0.33
Repairs		0.41		1.16		0.18
Repair, machinery		0.06		0.08		0.04
Repair, livestock equip		0.12		0.26		0.05
Custom hire		0.21		0.37		0.00
Repair, buildings		0.07		0.11		0.06
Hired labor		0.11		0.09		0.01
Machinery & bldg leases		0.21		0.00		0.02
Utilities		0.18		0.04		0.17
Hauling and trucking		0.02		0.00		0.07
Operating interest		0.09		0.09		0.03
Total direct expenses		1.92		2.72		1.10
Return over direct expense		10.68		3.36		14.22
Overhead expenses						
Hired labor		0.19		0.00		0.32
Machinery & bldg leases		0.02		0.00		0.07
RE & pers. property taxes		0.18		0.24		0.12
Farm insurance		0.28		0.50		0.29
Utilities		0.47		1.06		0.42
Dues & professional fees		0.03		0.05		0.03
Interest		3.63		0.85		4.67
Mach & bldg depreciation		3.94		1.74		4.46
Miscellaneous		0.20		0.43		0.19
		0.02		0.00		0.08
Total overhead expenses		8.97		4.87		10.64
Total listed expenses		10.88		7.60		11.74
Net return		1.71		-1.51		3.58
Est. labor hours per unit		0.17		0.31		0.20
Labor & management charge		1.98		2.84		2.22
Net return over lbr & mgt		-0.27		-4.35		1.36
Other Information						
Number of pigs		4302		1708		5137
Pigs per pig space (per year)		2.87		1.89		3.38
Pigs per 100 sq. ft. (per yr)		49.55		31.03		99.30
Net return per 100 sq. ft.		84.92		-46.95		355.39
Net return per labor hour		10.19		-4.94		17.76
Square feet per pig space		5.79		6.10		3.40

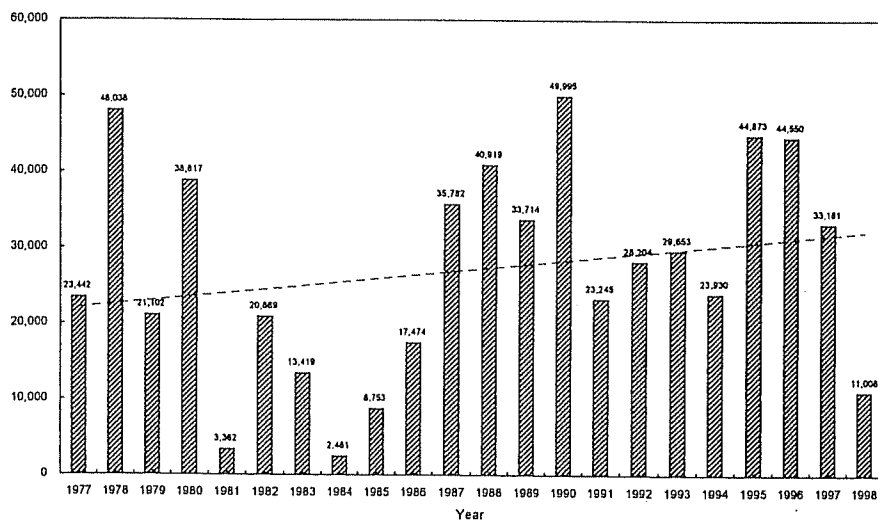
State Average
Livestock Enterprise Analysis, 1998
Sheep, Market Lamb Prod -- Average per Ewe

Number of farms	Average For All Farms	
	13	
	Quantity	Value
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		4.63
Repair, machinery		0.27
Repair, livestock equip		0.40
Custom hire		1.01
Repair, buildings		0.57
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

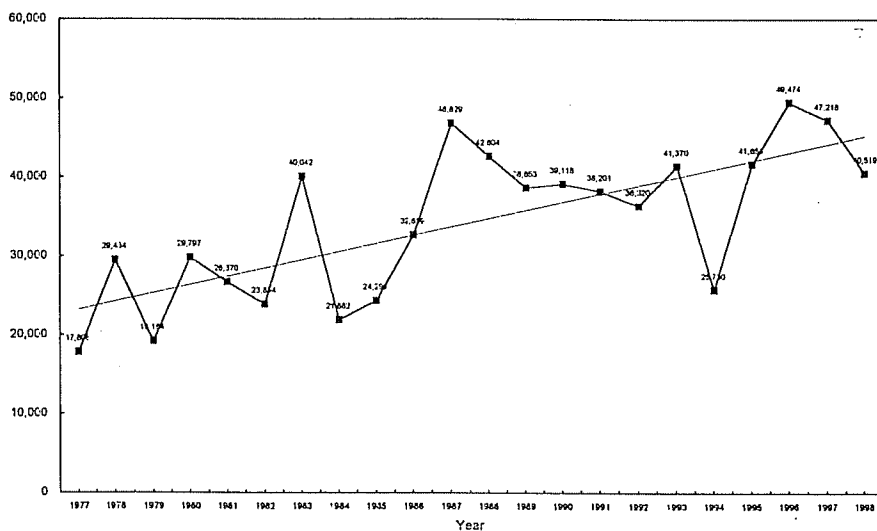
MONEY SPENT BY THE AVERAGE MINNESOTA FARMER

	1994	1995	1996	1997	1998
To Other Farmers For:					
* Livestock	\$23,775	\$27,036	\$22,095	\$25,416	\$29,174
* Custom Work	3,219	3,511	3,541	4,046	3,738
To Agri-Businesses For:					
* Feed, Livestock Supplies & Vet	43,127	37,158	43,125	49,114	41,218
* Crop Expense	37,852	39,830	48,933	53,063	48,198
* Fuel & Repairs	21,364	19,991	20,540	16,771	15,921
* General Farm Expense	4,840	6,904	8,965	14,782	14,097
Hired Labor	5,807	5,152	5,526	6,358	6,632
Utilities	3,232	3,119	3,157	3,446	3,437
Interest	15,221	19,405	19,737	21,178	22,819
Lease Payments	27,564	29,057	35,335	35,329	37,444
Real Estate	2,352	2,539	2,533	2,612	2,925
Capital Purchases:					
* Machinery	17,642	17,686	22,038	26,272	16,594
* Building & Improvements	11,167	9,037	11,983	17,787	14,786
* Other	3,009	5,570	3,503	2,190	1,840
Personal:					
*Food & Meals Bought	5,304	5,230	5,307	5,548	5,539
*Medical Care & Insurance	3,975	3,884	4,050	3,835	4,260
*Education, Recreation, Gifts	3,428	3,855	4,386	4,724	4,408
*Capital Purchases	5,599	5,216	7,641	5,712	3,118
*Taxes	3,898	3,919	5,633	6,717	5,962
*Other (excluding debt payment)	15,334	16,453	14,303	18,494	19,110
Total Money Spent by One Farmer Within This Community & Service Area.	\$257,709	\$264,552	\$292,331	\$323,394	\$301,220

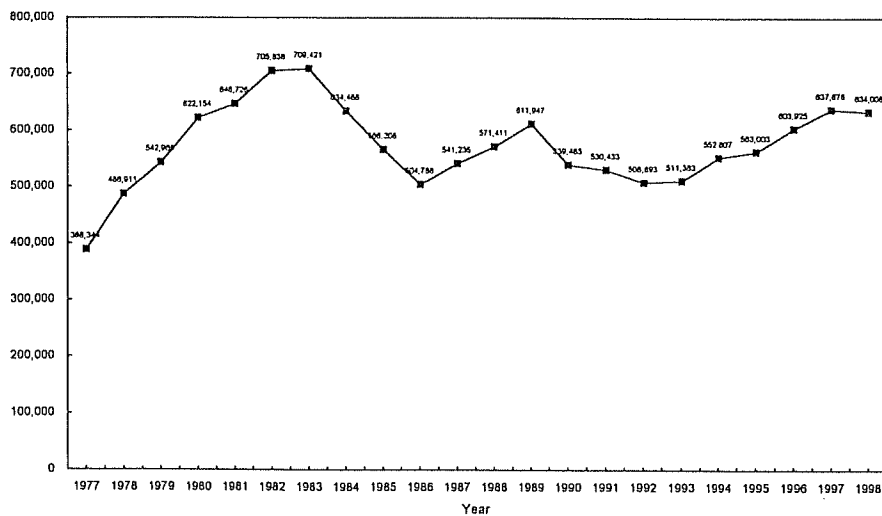
Operator's Net Farm Income In Southwest Mn



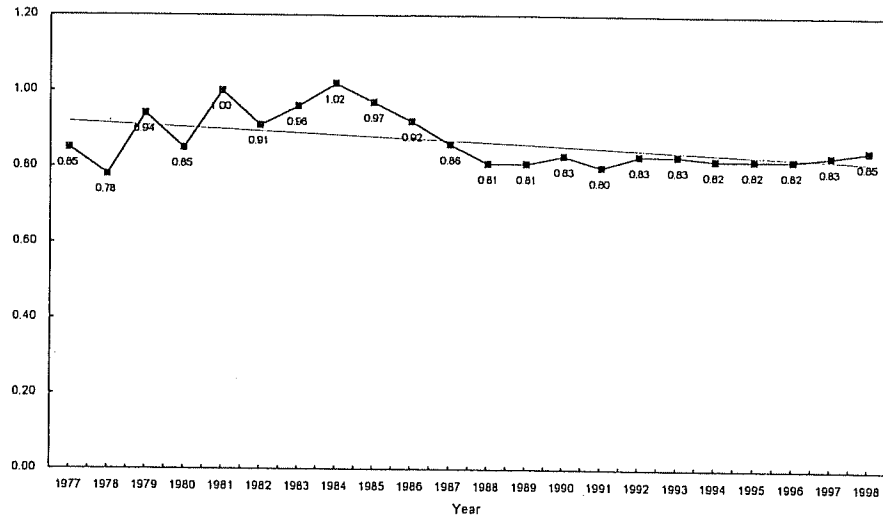
Net Cash Income



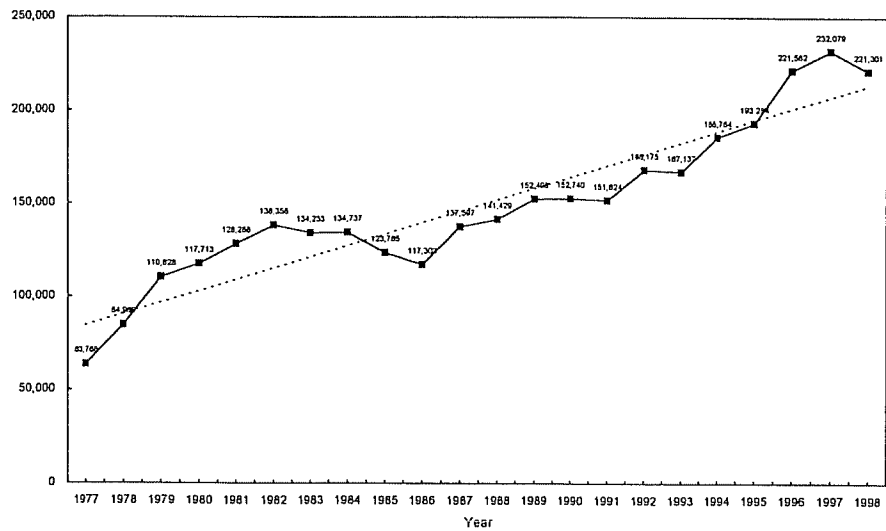
Year End Farm Assets Per Farm Market Value



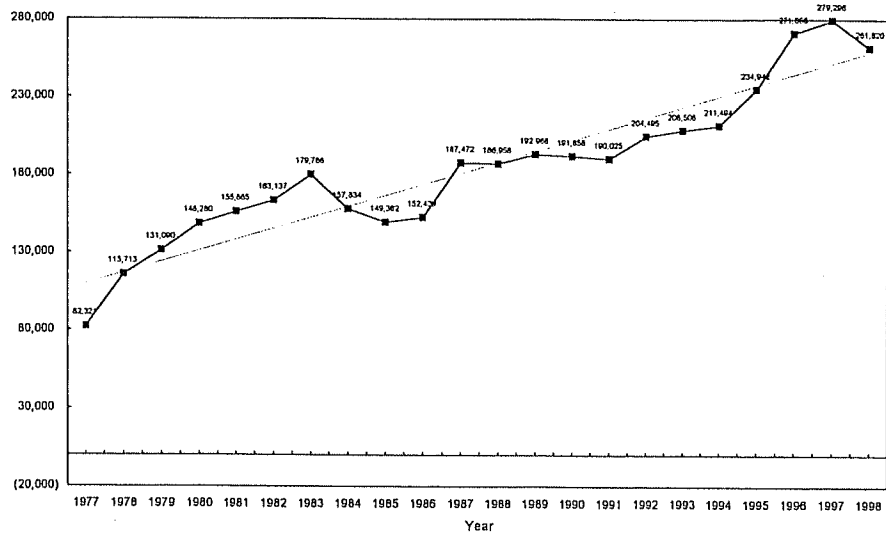
Farm Expenses/ Dollar of Income
Average Farms



Cash Farm Expenses



Cash Farm Sales



SOUTHWEST MINNESOTA FARM BUSINESS MANAGEMENT PROGRAMS

