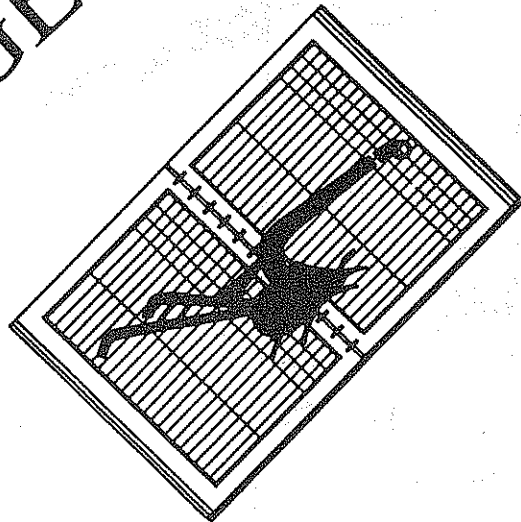


FARM BUSINESS MANAGEMENT



2000 ANNUAL REPORT NORTHWESTERN MINNESOTA

Report No. 46
April 2001

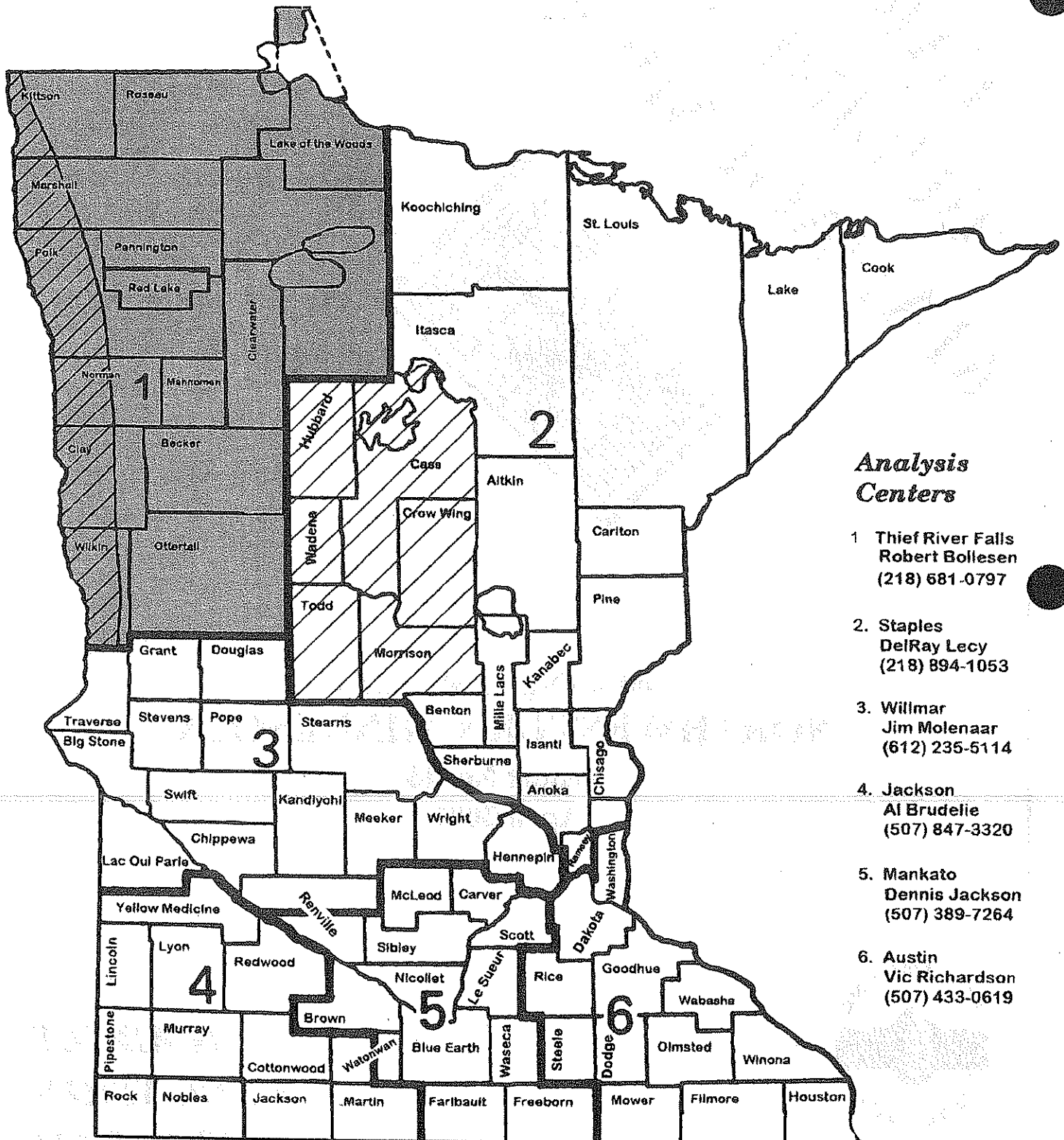


*AN ADULT
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Thief River Falls

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FARM MANAGEMENT AREA



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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 2000 Annual Report	2
Locations Participating	3
County Charts and Reports	4-5
Type of Farm Charts and Reports	6-7
Age Operator Charts and Reports	8-9
Farm Income Statement	10-11
Statement of Cash Flows	12
Crop Production and Marketing Summary	13
Balance Sheet at Cost and Market Values	14-15
Profitability, Liquidity, Financial Standards Measures	16-17
Operator and Labor Information	18
Financial Guidelines Measures	19-21
Five Year Financial Trend Charts	22
Household and Personal Expenses	23
Individual Crop Enterprise Analysis and Five Year Crop Charts	24-25
Crop Enterprise Analysis:	
Wheat and Barley	26-29
Oats	30-31
Canola	32-33
Corn and Corn Silage	34-37
Soybeans	38-39
Sunflowers	40-41
Hay and Haylage	42-50
CRP	51
Livestock Enterprise Analysis:	
Dairy	52-58
Beef	59-61
Money Spent by the Average Farm Family	62-63
Program Information	64

What's in the 2000 Annual Report

The 2000 Northwestern Minnesota Farm Business Management Education Program Annual Reports continue the three changes started with the 1997 Annual Reports. They are an enlarged database, statewide livestock tables and the two books – Valley and Northwestern.

The disparity of input cost, land cost, production and return between the farming operations in the heart of the Red River Valley and those not in the Valley, continues to influence separation of the Northwestern Annual Report and the Red River Valley Annual Report. 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 2000 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 page three. 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 databases. Farm records have been included from the following counties along the Eastern edge of our service area: Cass, Hubbard, Wadena, Todd, Crow Wing, and 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 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 2,400 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 the regional information being available from the regional offices listed on the inside front cover, it is also available along with the statewide data on the Farm Business Management (FBM) Internet website. Included on the FBM website is information about Management Programs, instructor location and information, regional and state databases, and links to other agriculture web pages.

Northland FBM Website:
www.nctc.mnscu.edu/fbm.htm

State FBM Website:
www.mgt.org

LOCATIONS PARTICIPATING

This report includes data from farmers enrolled through Northland Community and Technical College at 13 sites in Northwestern Minnesota and 3 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
East Grand Forks-----	Ron Dvergsten
Fergus Falls -----	Rudy Hasbargen
Fertile -----	Ron Dvergsten/Dennis Olsen
Fosston-----	Doug Fjerstad
Hawley -----	Dennis Olsen
Mahnomen, Ulen-----	Mike Lockhart
Red Lake Falls -----	Greg Kalinoski
Roseau -----	Duane Jaenicke
Thief River Falls-----	Greg Dvergsten
	Danie Packard

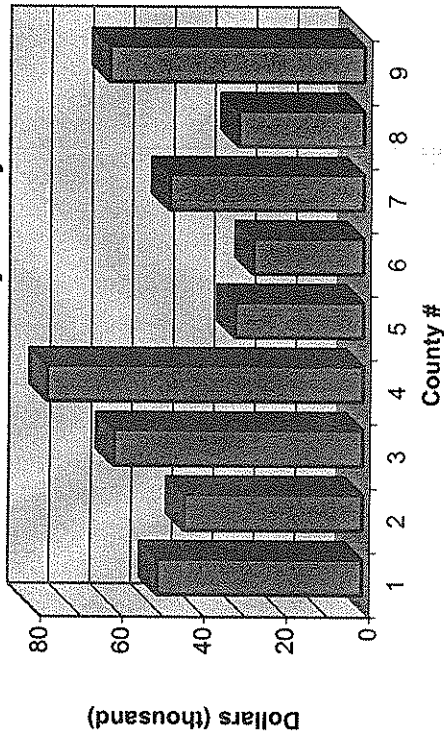
Central Lakes Community and Technical College

Site	Instructor
Little Falls-----	Dave Stish
Pierz -----	Ben Jorgensen
Staples -----	Brad Irwin
	Bob Rick
	Tom Schulz

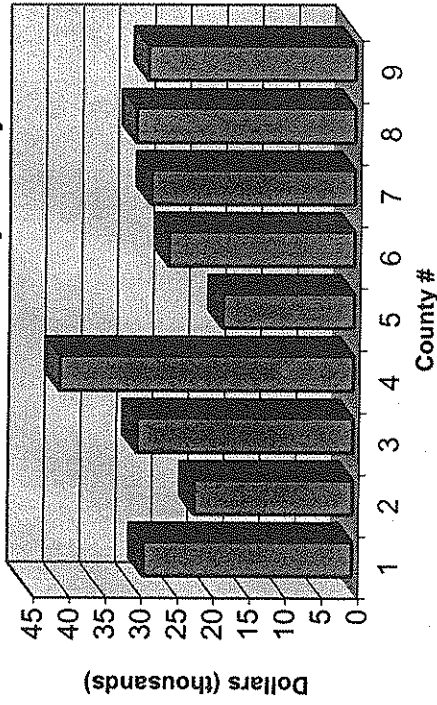
The analysis average of 343 farm records and the preparation of this report is done under the direction of Robert E. Bollesen, Regional Dean of Management Education at Northland Community and Technical College - Thief River Falls. Directing in a supervisory capacity are: Dr. Orley Gunderson, Campus President, NCTC Thief River Falls; John Murray, Program Manager, Minnesota State Colleges and Universities. All records are completed and analyzed with Finpack and RankEm software packages from the Center for Farm Financial Management at the University of Minnesota in St. Paul. These software packages are copyrighted and licensed by the Center for Farm Financial Management.

A special thank you is due to Clayton Hoyt and Robin Langevin for their assistance in preparing and assembling this report.

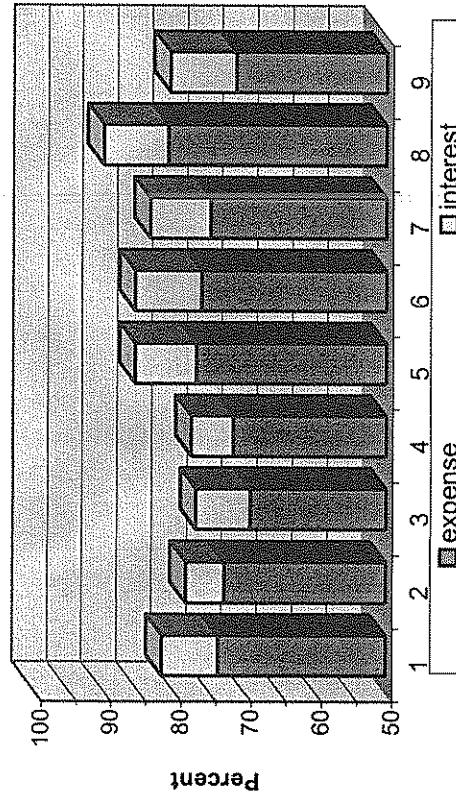
Net Farm Income by County



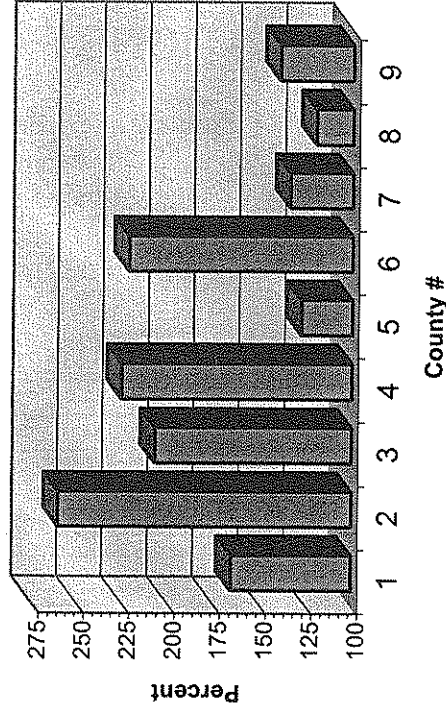
Change in Net Worth by County



Expense and Interest as % of Income



Term Debt Coverage Ratio by County



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

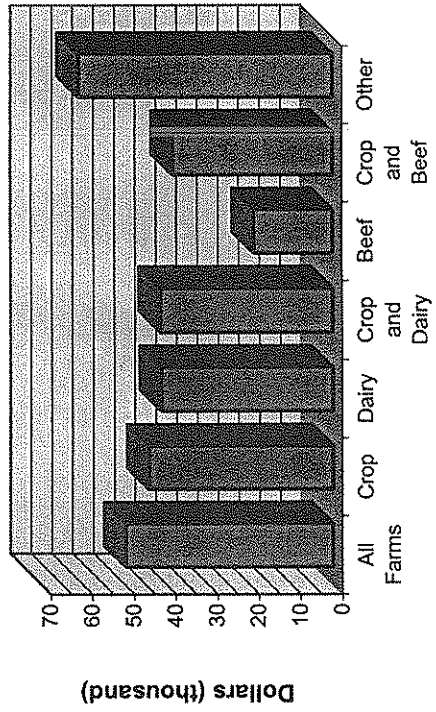
Financial Summary
Northwestern Farm Business Management Averages
Northland Community and Technical College
Farms Sorted by County

	Average For All Farms	Koochiching LOW	Kittson Marshall	Pennington Polk	Mahnomen Norman	Beltrami Clearwater Hubbard	Becker Clay Otter Tail Wilkin	Cass Todd Wadena	Crow Wing Morrison
Number of farms	343	28	25	58	26	46	66	35	55
Income Statement									
Gross cash farm income	231,458	194,496	178,171	295,167	184,882	175,480	246,787	215,981	269,967
Total cash farm expense	185,877	158,973	168,860	249,562	151,521	140,405	189,186	177,520	199,279
Net cash farm income	45,582	35,522	9,312	45,605	33,361	35,075	57,602	38,461	70,688
Inventory change	19,875	23,888	62,222	49,064	11,656	8,715	5,638	2,865	9,930
Depreciation and capital adjustment	-15,705	-16,141	-10,916	-17,722	-13,908	-17,001	-15,993	-10,867	-18,582
Net farm income	49,752	43,270	60,618	76,946	31,108	26,789	47,247	30,459	62,036
Profitability (cost)									
Labor and management earnings	35,574	26,374	47,927	63,856	22,386	13,322	32,253	23,868	40,396
Rate of return on assets	9.4%	7.30%	12.80%	14.40%	6.70%	6.10%	8.60%	7.90%	9.00%
Rate of return on equity	11.3%	7.50%	19.60%	23.50%	7.60%	4.20%	9.60%	7.70%	9.90%
Operating profit margin	21.9%	17.40%	26.40%	21.50%	17.00%	19.40%	21.30%	16.70%	28.00%
Asset turnover rate	42.8%	42.00%	48.30%	66.80%	39.40%	31.40%	40.30%	47.40%	32.20%
Liquidity									
Term debt coverage ratio	165.8%	261.30%	207.80%	226.50%	127.90%	222.80%	134.20%	120.00%	140.10%
Expense as a percent of income	73.8%	72.90%	69.30%	71.70%	77.00%	76.30%	75.00%	81.10%	71.40%
Interest as a percent of income	8.0%	5.50%	7.70%	6.00%	8.70%	9.40%	8.60%	9.20%	9.40%
Solvency (market)									
Number of sole proprietors	292	25	22	45	26	40	57	31	42
Ending farm assets	539,063	542,188	613,640	587,063	472,549	490,166	517,601	376,565	676,747
Ending farm liabilities	292,164	215,302	334,087	356,097	298,396	237,660	274,208	247,157	356,243
Ending total assets	629,817	625,618	732,449	671,473	509,550	563,925	640,781	453,219	782,100
Ending total liabilities	307,448	223,237	347,858	375,183	307,679	246,975	297,824	260,239	373,109
Ending net worth	322,369	402,381	384,592	296,291	201,870	316,949	342,957	192,980	408,991
Net worth change	29,001	21,977	30,023	40,862	18,207	25,831	28,325	30,403	28,773
Ending farm debt to asset ratio	54%	40%	54%	61%	63%	48%	53%	66%	53%
Beg total debt to asset ratio	49%	33%	45%	57%	62%	45%	47%	62%	48%
End total debt to asset ratio	49%	36%	47%	56%	60%	44%	46%	57%	48%
Non-farm Information									
Net non-farm income	16,381	21,840	24,835	16,162	15,049	21,804	13,824	14,837	10,391
Crop Acres									
Total acres owned	445	689	843	408	380	592	373	297	287
Total crop acres	705	852	1,127	1,494	532	448	644	235	303
Total crop acres owned	290	409	693	365	237	250	254	127	175
Total crop acres cash rented	386	346	353	1,072	290	197	367	96	126
Total crop acres share rented	30	98	81	56	5	1	24	11	2

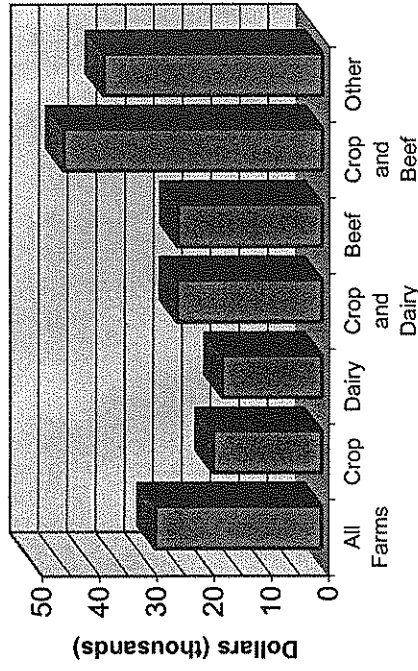
2000 Annual Report

Northland Community and Technical College

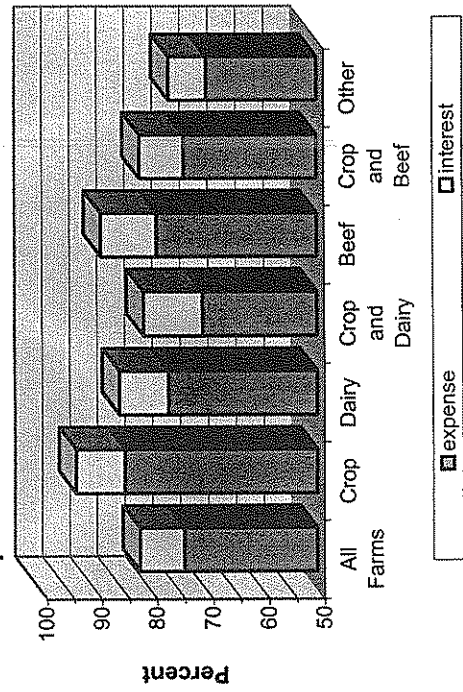
Net Farm Income by Farm Type



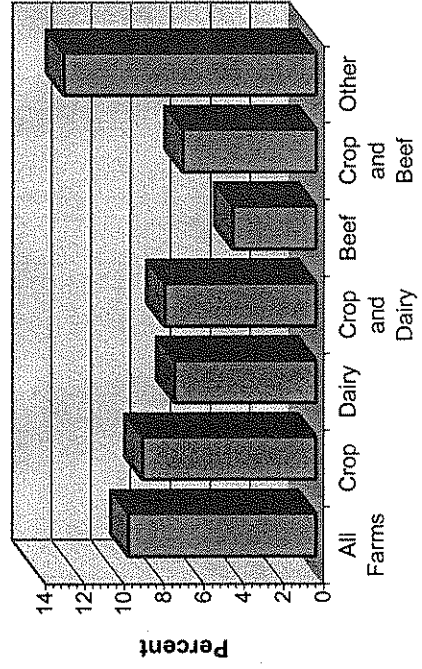
Change in Net Worth by Farm Type



Expense and Interest as % of Income



Rate of Return on Assets by Farm Type

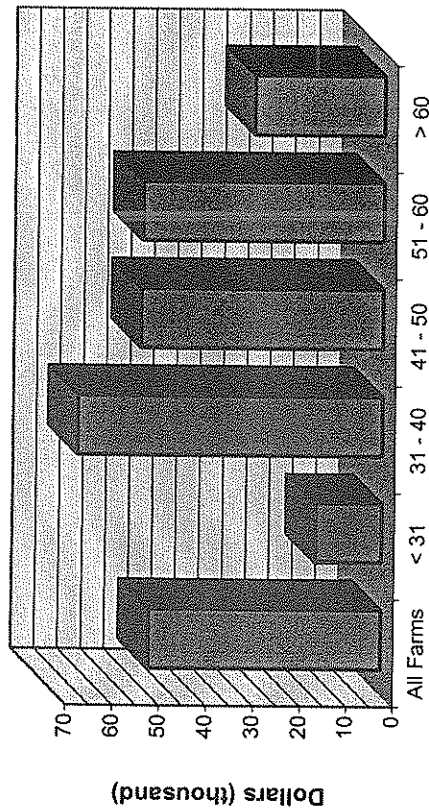


Financial Summary
Northwestern Farm Business Management Averages
Northland Community and Technical College
Farms Sorted by Type of Farm

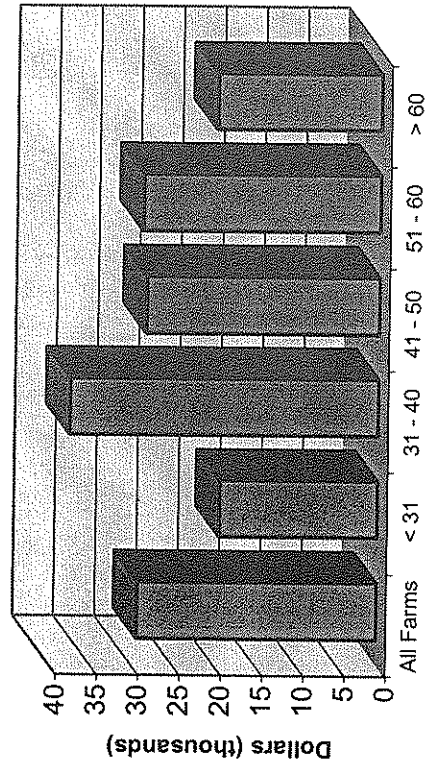
	Average For All Farms	Crop	Dairy	Crop and Dairy	Beef	Crop and Beef	Other
Number of farms	343	13	118	18	25	11	156
Income Statement							
Gross cash farm income	231,458	412,440	255,841	219,026	104,655	188,054	211,355
Total cash farm expense	185,877	352,839	196,908	158,775	90,906	138,552	176,626
Net cash farm income	45,582	59,600	58,933	60,252	13,749	49,502	34,729
Inventory change	19,875	2,088	2,832	7,087	10,829	-1,411	39,282
Depreciation and capital adjustment	-15,705	-17,434	-20,569	-25,876	-5,676	-9,658	-12,921
Net farm income	49,752	44,254	41,196	41,463	18,901	38,432	61,090
Profitability (cost)							
Labor and management earnings	35,574	34,985	26,339	24,458	6,939	19,470	48,224
Rate of return on assets	9.4%	8.7%	7.1%	7.6%	4.2%	6.7%	12.7%
Rate of return on equity	11.3%	10.4%	6.3%	6.9%	1.8%	6.3%	18.6%
Operating profit margin	21.9%	12.8%	20.1%	23.4%	18.7%	19.6%	24.0%
Asset turnover rate	42.8%	68.3%	35.5%	32.5%	22.4%	33.9%	52.9%
Liquidity							
Term debt coverage ratio	165.8%	147.2%	127.1%	114.8%	187.9%	155.5%	221.1%
Expense as a percent of income	73.8%	84.5%	76.6%	70.5%	78.7%	73.8%	69.8%
Interest as a percent of income	8.0%	8.9%	8.9%	10.6%	10.1%	8.0%	6.7%
Solvency (market)							
Number of sole proprietors	292	12	100	12	22	10	136
Ending farm assets	539,063	571,864	529,454	673,191	442,175	585,156	543,684
Ending farm liabilities	292,164	413,214	307,247	337,103	194,408	269,149	283,934
Ending total assets	629,817	652,404	600,026	746,784	521,839	636,157	656,409
Ending total liabilities	307,448	443,583	317,603	343,189	210,769	269,506	303,245
Ending net worth	322,369	208,821	282,423	403,595	311,070	366,651	353,164
Net worth change	29,001	18,911	17,344	25,235	25,153	45,133	38,230
Ending farm debt to asset ratio	54%	72%	58%	50%	44%	46%	52%
Beg total debt to asset ratio	49%	70%	53%	47%	42%	46%	46%
End total debt to asset ratio	49%	68%	53%	46%	40%	42%	46%
Non-farm information							
Net non-farm income	16,381	18,638	9,647	10,005	28,007	20,054	20,021
Farms reporting living expenses	128	6	62	7	7	3	43
Total family living expense	23,822	30,184	23,387	27,227	23,948	-	23,176
Total living, investments, & capital purchases	35,717	52,929	34,353	36,273	25,809	-	37,517
Crop Acres							
Total acres owned	445	486	289	328	686	674	511
Total crop acres	705	1,266	279	406	341	711	1,065
Total crop acres owned	290	376	176	224	227	313	382
Total crop acres cash rented	386	890	100	182	89	379	625
Total crop acres share rented	30	-	3	-	24	18	58

2000 Annual Report Northland Community and Technical College

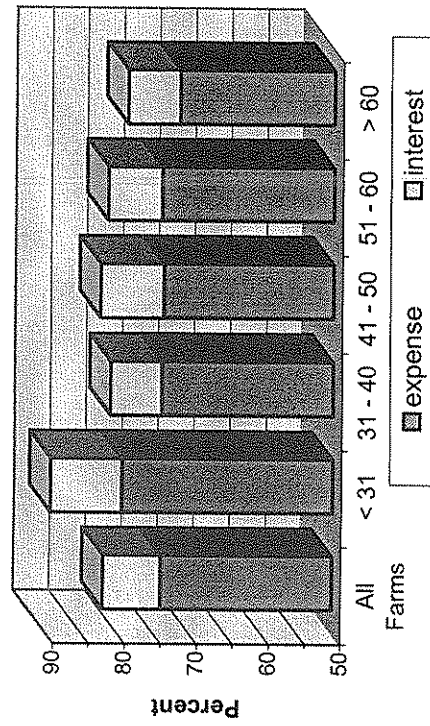
Net Farm Income by Age



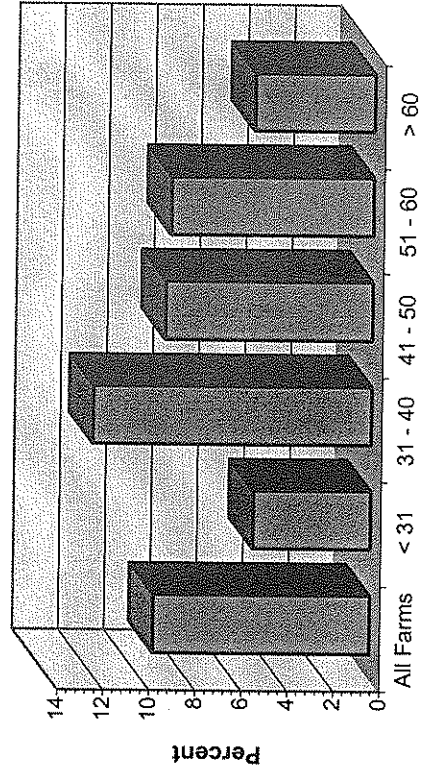
Change in Net Worth by Age



Expense and Interest as % of Income



Rate of Return on Assets by Age



Financial Summary						
Northwestern Farm Business Management Averages						
Northland Community and Technical College						
Farms Sorted by Age of Operator						
	Average For All Farms	Less than 31	31 - 40	41 - 50	51 - 60	Over 60
Number of farms	343	29	87	137	57	33
Income Statement						
Gross cash farm income	231,458	99,876	288,311	248,033	228,567	133,393
Total cash farm expense	185,877	81,715	236,903	197,366	184,201	98,087
Net cash farm income	45,581	18,162	51,408	50,667	44,366	35,306
Inventory change	19,875	3,685	30,966	20,508	18,964	3,808
Depreciation and capital adjustment	-15,705	-7,652	-17,107	-19,273	-11,658	-11,258
Net farm income	49,752	14,195	65,267	51,902	51,672	27,856
Profitability (cost)						
Labor and management earnings	35,574	10,982	52,603	36,503	34,162	11,378
Rate of return on assets	9.4%	5.10%	12.10%	9.00%	8.80%	5.20%
Rate of return on equity	11.3%	-1.50%	17.70%	10.90%	10.00%	3.90%
Operating profit margin	21.9%	10.70%	23.00%	22.40%	22.30%	17.40%
Asset turnover rate	42.8%	47.50%	52.80%	40.20%	39.70%	30.00%
Liquidity						
Term debt coverage ratio	165.8%	153.10%	185.60%	148.30%	187.90%	168.50%
Expense as a percent of income	73.8%	79.30%	73.80%	73.60%	73.90%	71.50%
Interest as a percent of income	8.0%	9.90%	7.10%	8.80%	7.50%	7.20%
Solvency (market)						
Number of sole proprietors	292	27	71	118	50	26
Ending farm assets	539,063	208,240	551,030	601,461	553,858	538,290
Ending farm liabilities	292,164	157,336	344,862	332,299	254,971	178,196
Ending total assets	629,817	246,335	622,788	699,921	663,157	664,966
Ending total liabilities	307,448	173,291	367,785	347,865	263,867	182,381
Ending net worth	322,369	73,044	255,003	352,056	399,290	482,585
Net worth change	29,001	19,163	37,427	28,264	28,784	19,965
Ending farm debt to asset ratio	54%	76%	63%	55%	46%	33%
Beg total debt to asset ratio	49%	73%	60%	50%	41%	29%
End total debt to asset ratio	49%	70%	59%	50%	40%	27%
Non-farm Information						
Net non-farm income	16,381	17,708	16,349	15,223	17,291	18,530
Farms reporting living expenses	128	10	34	56	14	14
Total family living expense	23,822	13,696	26,742	25,367	24,746	16,861
Total living, investments, & capital purchases	35,717	25,423	40,743	37,771	29,801	28,565
Crop Acres						
Total acres owned	445	174	338	457	576	688
Total crop acres	705	365	868	725	692	514
Total crop acres owned	290	128	216	312	382	374
Total crop acres cash rented	386	216	616	392	263	115
Total crop acres share rented	30	22	36	21	47	26
2000 Annual Report						
Northland Community and Technical College						

Farm Income Statement
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	Low 20%	High 20%
Number of farms	343	68	69
Cash Farm Income			
Barley	1,324	1,010	2,059
Beans, Edible	1980	2289	7,003
Canola	2,376	597	8,096
Clover Seed	107	164	-
Corn	5,664	1,913	11,461
Corn Silage	178	11	250
Grass Seed	769	1,301	2,280
Hay, Alfalfa	1,033	992	1,654
Hay, Grass	286	-	1,092
Hay, Mixed	130	50	287
Oats	291	339	215
Potatoes	2,222	-	11,044
Rice, Wild	204	-	146
Soybeans	16,733	2,298	37,183
Sugar Beets	2,426	2,695	7,584
Sunflowers	778	55	2,526
Sunflowers, Confectionary	774	-	2,927
Timber	129	86	303
Wheat, Spring	16,091	4,365	38,913
Wheat, Winter	1,270	522	4,953
Other crops	28	139	-
Miscellaneous crop income	265	207	56
Beef Bulls	251	-	208
Beef Cow-Calf, Beef Calves	6,150	5,334	4,272
Beef, Custom Fed	893	1,005	-
Beef, Background Beef	4,763	4,554	6,197
Beef, Finish	1082	501	370
Beef, Grazing Beef	287	-	-
Chickens, Egg Product., Chicks	240	-	-
Dairy, Milk	86,131	55,060	159,181
Dairy, Dairy Calves	2,377	1,222	2,358
Dairy Heifers (for sale)	650	435	895
Dairy Replacement Heifers	454	1,286	28
Dairy Steers	2,645	1,405	2,645
Hogs, Farrow-Fin, Raised Hogs	2,901	8	14,104
Hogs, Feeder Pigs, Feeder Pigs	313	37	1,520
Hogs, Contractor	671	-	3,337
Turkeys	2,917	-	10,625
Bison, Bison Cows, Bison Calves	207	-	-
Cull breeding livestock	5,686	5,339	8,094
Misc. livestock income	1,945	4,359	192
Transition payments	14,814	5,967	35,034
CRP payments	1,127	1,958	602
Other government payments	28,457	9,484	70,586
Custom work income	2,806	1,240	7,317
Patronage dividends, cash	904	348	1,851
Insurance income	3,720	1,111	8,882
Other farm income	4,011	2,044	11,624
Gross Cash Farm Income	231,458	121,730	489,953

2000 Annual Report

Northland Community and Technical College

Farm Income Statement (Continued)
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	343	68	69
Cash Farm Expense			
Seed	8,234	3,325	19,271
Fertilizer	14,349	7,050	33,388
Crop chemicals	12,680	4,515	35,183
Crop insurance	3,892	1,029	9,235
Drying fuel	395	137	1,069
Irrigation energy	121	55	315
Crop marketing	1,346	407	2,562
Crop miscellaneous	2,600	854	5,505
Feeder livestock purchase	3,366	3,270	2,988
Purchased feed	29,039	18,871	58,273
Breeding fees	942	643	1,684
Veterinary	4,412	2,933	7,627
BST	720	563	1,783
Livestock supplies	4,843	2,930	8,289
DHIA	376	62	768
Livestock leases	516	1,318	596
Grazing fees	297	608	296
Livestock marketing	2,126	1,956	2,554
Interest	19,541	14,183	34,487
Fuel & oil	9,541	5,367	19,559
Repairs	16,163	10,792	30,590
Custom hire	5,314	2,971	11,316
Hired labor	11,091	8,023	26,396
Owner wages & benefits	235	120	449
Land rent	14,411	3,449	37,353
Machinery & bldg leases	3,898	2,987	8,330
Real estate taxes	1,835	1,339	3,106
Farm insurance	2,984	1,852	5,289
Utilities	4,594	3,066	7,253
Dues & professional fees	889	586	1,734
Hedging account deposits	352	82	1,237
Miscellaneous	4,773	3,251	7,963
Total cash expense	185,877	108,593	386,447
Net cash farm income	45,582	13,137	103,506
Inventory Changes			
Crops and feed	19,447	-1,587	72,853
Market livestock	1,260	726	949
Accounts receivable	-2,410	-1,482	-7,543
Prepaid expenses and supplies	2,197	502	8,328
Accounts payable	-619	-4,176	4,008
Total inventory change	19,875	-6,017	78,594
Net operating profit	65,457	7,120	182,101
Depreciation and Other Capital Adjustments			
Breeding livestock	-3,360	-9,167	-3,288
Machinery and equipment	-10,311	-6,872	-19,999
Buildings and improvements	-2,279	-1,708	-5,024
Other farm capital	246	-390	411
Total depr. and other capital adj	-15,705	-18,136	-27,901
Net farm income	49,752	-11,016	154,200

Statement Of Cash Flows
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	343	68	69
Beginning cash (farm & nonfarm)	10,938	7,926	22,161
Cash From Operating Activities			
Gross cash farm income	231,458	121,730	489,953
Net nonfarm income	16,381	27,845	9,269
Total cash farm expense	-185,877	-108,593	-386,447
Apparent family living expense	-28,734	-22,976	-45,495
Income and social security tax	-3,300	-2,140	-6,234
Cash from operations	29,928	15,866	61,046
Cash From Investing Activities			
Sale of breeding livestock	1,722	2,099	2,570
Sale of machinery & equipment	1,071	576	3,180
Sale of farm land	629	1,716	-
Sale of farm buildings	60	-	-
Sale of other farm assets	529	4	2,519
Sale of nonfarm assets	1,025	303	1,872
Purchase of breeding livestock	-9,223	-9,259	-21,944
Purchase of machinery & equip.	-21,616	-11,296	-46,229
Purchase of farm land	-5,295	-2,483	-5,167
Purchase of farm buildings	-11,531	-2,681	-41,890
Purchase of other farm assets	-1,807	-392	-4,725
Purchase of nonfarm assets	-6,358	-4,919	-6,499
Cash from investing activities	-50,793	-26,332	-116,311
Cash From Financing Activities			
Money borrowed	124,840	62,013	287,556
Cash gifts and inheritances	835	325	144
Principal payments	-104,713	-52,914	-230,384
Dividends paid	-22	0	-
Gifts given	-31	-70	-35
Cash from financing activities	20,909	9,354	57,281
Net change in cash balance	44	-1,112	2,017
Ending cash (farm & nonfarm)	10,982	6,814	24,178

Crop Production and Marketing Summary
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	343	68	69
Acreage Summary			
Total acres owned	445	399	631
Total crop acres	705	356	1,502
Crop acres owned	290	224	472
Crop acres cash rented	386	100	965
Crop acres share rented	30	33	66
Total pasture acres	30	32	23
Average Price Received (Cash Sales Only)			
Wheat, Spring per bu.	2.85	2.80	2.89
Soybeans per bu.	4.40	4.19	4.52
Corn per bu.	1.64	1.67	1.67
Canola per cwt.	6.68	6.88	6.66
Hay, Alfalfa per ton	49.07	46.04	72.41
Barley per bu.	1.73	1.71	1.66
Oats per bu.	1.03	0.972	0.983
Sunflowers per cwt.	7.19	-	6.59
Hay, Mixed per ton	29.71	-	-
Straw per ton	36.21	-	-
Wheat, Winter per bu.	2.88	-	-
Hay, Grass per ton	27.11	-	-
Beans, Navy per cwt.	12.44	-	-
Clover Seed per lb.	0.455	-	-
Sunflowers, Confectionary per cwt	13.30	-	-
Beans, Pinto per cwt.	12.02	-	-
Sugar Beets per ton	30.39	-	-
Average Yield Per Acre			
Wheat, Spring (bu.)	51.33	51.84	53.23
Soybeans (bu.)	31.03	26.84	31.89
Corn (bu.)	103.37	84.43	110.96
Hay, Alfalfa (ton)	3.33	3.03	3.90
Corn Silage (ton)	13.92	10.92	15.62
Hay, Mixed (ton)	2.17	2.10	2.07
Pasture (aum)	3.94	3.68	7.70
Canola (cwt.)	14.91	15.77	14.88
Oats (bu.)	65.41	55.07	74.82
Barley (bu.)	62.92	68.12	68.86
Hay, Grass (ton)	1.46	1.02	1.67
CRP (\$)	39.61	37.05	42.39
Sunflowers (cwt.)	15.00	-	15.04
Haylage, Alfalfa (ton)	6.91	8.00	-
Hay, Mixed Alfalfa/Grass (ton)	2.77	-	-
Hay, Small Grain (ton)	2.77	-	-
Sunflowers, Confectionary (cwt.)	14.51	-	14.55
Haylage, Mixed (ton)	4.42	-	-
Grass Seed, Kentucky Blue (lb.)	362.91	-	-
Hay, Native Grass (ton)	1.72	-	-
Rye (bu.)	38.15	-	-
Oatlage (ton)	3.00	-	-
Clover Seed (lb.)	145.18	-	-
Wheat, Winter (bu.)	47.37	-	-
Rented Out (\$)	51.50	-	-
Clover Seed, Red (lb.)	164.19	-	-
Hay, Clover (ton)	3.21	-	-
Beans, Pinto (cwt.)	15.96	-	-

Balance Sheet at Cost Values
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
Number of farms	289		62		43	
	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>
Assets						
Current Farm Assets						
Cash and checking balance	6,346	6,642	3,312	2,971	21,042	23,882
Prepaid expenses & supplies	6,846	9,161	1,502	1,965	22,690	34,596
Growing crops	126	119	62	92	444	610
Accounts receivable	9,905	7,205	6,035	4,764	24,839	12,913
Hedging accounts	213	367	0	52	7	1,402
Crops held for sale or feed	44,009	61,989	27,914	25,966	95,755	184,104
Crops under government loan	198	260	13	739	1,068	169
Market livestock held for sale	13,161	13,978	11,089	11,553	8,777	10,669
Other current assets	1,549	635	351	180	8,886	2,593
Total current farm assets	82,351	100,354	50,278	48,281	183,508	270,939
Intermediate Farm Assets						
Breeding livestock	62,042	64,427	52,620	51,296	79,704	90,807
Machinery and equipment	98,263	108,335	68,684	72,239	184,343	211,387
Other intermediate assets	6,904	7,541	4,675	4,434	11,952	12,820
Total intermediate farm assets	167,210	180,303	125,979	127,969	275,999	315,013
Long Term Farm Assets						
Farm land	118,888	124,909	101,901	102,634	201,972	208,731
Buildings and improvements	41,805	45,277	28,737	30,015	68,859	82,285
Other long-term assets	6,431	7,022	5,509	5,756	13,169	14,084
Total long-term farm assets	167,123	177,209	136,147	138,405	284,000	305,100
Total Farm Assets	416,684	457,866	312,404	314,656	743,507	891,051
Total Nonfarm Assets	76,730	82,894	59,663	64,173	154,349	162,267
Total Assets	493,414	540,761	372,067	378,829	897,856	1,053,318
Liabilities						
Current Farm Liabilities						
Accrued interest	3,715	4,215	2,169	2,867	5,606	6,857
Accounts payable	5,785	6,723	5,725	8,977	8,337	6,617
Current notes	23,084	28,405	17,295	20,931	46,236	72,745
Government crop loans	0	107	0	386	0	164
Principal due on term debt	20,490	21,162	18,645	16,680	34,192	35,770
Total current farm liabilities	53,072	60,612	43,833	49,842	94,372	122,153
Total intermediate farm liabs	73,603	77,753	54,632	60,067	113,508	114,942
Total long term farm liabilities	99,433	101,041	96,115	96,340	135,280	143,459
Total farm liabilities	226,108	239,406	194,580	206,249	343,160	380,554
Total nonfarm liabilities	10,745	12,572	8,708	10,903	14,791	15,420
Total liabilities	236,853	251,978	203,288	217,152	357,951	395,974
Net worth (farm and nonfarm)	256,561	288,782	168,779	161,677	539,904	657,344
Net worth change		32,221		-7,102		117,440
Ratio Analysis						
Current farm liabilities / assets	64 %	60 %	87 %	103 %	51 %	45 %
Curr. & interm farm liab. / assets	51 %	49 %	56 %	62 %	45 %	40 %
Long term farm liab. / assets	59 %	57 %	71 %	70 %	48 %	47 %
Total debt to asset ratio	48 %	47 %	55 %	57 %	40 %	38 %

Balance Sheet at Market Values
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
Number of farms	292		63		43	
	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>
Assets						
Current Farm Assets						
Cash and checking balance	6,287	6,622	3,266	3,017	21,042	23,882
Prepaid expenses & supplies	6,780	9,069	1,479	1,934	22,690	34,596
Growing crops	140	117	61	90	444	610
Accounts receivable	9,803	7,143	5,940	4,688	24,839	12,913
Hedging accounts	211	363	0	51	7	1,402
Crops held for sale or feed	43,770	61,556	28,067	26,056	95,755	184,104
Crops under government loan	196	257	12	727	1,068	169
Market livestock held for sale	13,038	13,862	10,913	11,370	8,777	10,669
Other current assets	1,533	628	345	177	8,886	2,593
Total current farm assets	81,758	99,616	50,082	48,109	183,508	270,939
Intermediate Farm Assets						
Breeding livestock	62,787	65,222	54,051	53,062	82,190	93,090
Machinery and equipment	130,736	140,839	83,763	88,131	268,187	291,036
Other intermediate assets	7,298	7,817	4,976	4,486	12,884	13,837
Total intermediate farm assets	200,822	213,879	142,790	145,678	363,261	397,964
Long Term Farm Assets						
Farm land	161,761	169,902	146,462	155,129	255,594	262,352
Buildings and improvements	45,245	48,696	28,331	28,986	83,986	96,773
Other long-term assets	6,393	6,970	5,428	5,680	13,267	14,101
Total long-term farm assets	213,399	225,568	180,220	189,795	352,847	373,227
Total Farm Assets	495,978	539,063	373,093	383,583	899,616	1,042,129
Total Nonfarm Assets	84,039	90,754	62,589	66,425	184,924	198,410
Total Assets	580,017	629,817	435,682	450,008	1,084,540	1,240,539
Liabilities						
Current Farm Liabilities						
Accrued interest	3,684	4,180	2,139	2,822	5,606	6,857
Accounts payable	5,750	6,674	5,654	8,835	8,337	6,617
Current notes	22,846	28,113	17,020	20,598	46,236	72,745
Government crop loans	0	106	0	380	0	164
Principal due on term debt	20,424	21,055	18,734	16,605	34,192	35,770
Total current farm liabilities	52,705	60,129	43,546	49,240	94,372	122,153
Total intermediate farm liabs	73,450	77,643	55,981	61,739	113,508	114,942
Total long term farm liabilities	99,322	101,134	96,732	96,954	135,280	143,459
Total farm liabilities	225,477	238,905	196,260	207,932	343,160	380,554
Total nonfarm liabilities	10,778	12,636	9,234	11,624	14,791	15,420
Total liabs excluding deferreds	236,255	251,541	205,494	219,556	357,951	395,974
Total deferred liabilities	50,394	55,908	33,806	37,798	107,661	132,410
Total liabilities	286,649	307,448	239,300	257,354	465,612	528,384
Net worth (farm and nonfarm)	293,368	322,369	196,383	192,654	618,928	712,155
Net worth excluding deferreds	343,763	378,276	230,188	230,452	726,589	844,565
Net worth change		29,001		-3,729		93,227
Ratio Analysis						
Current farm liabilities / assets	64 %	60 %	87 %	102 %	51 %	45 %
Curr. & interm farm liab. / assets	45 %	44 %	52 %	57 %	38 %	35 %
Long term farm liab. / assets	47 %	45 %	54 %	51 %	38 %	38 %
Total debt to asset ratio	49 %	49 %	55 %	57 %	43 %	43 %
Debt to assets excl deferreds	41 %	40 %	47 %	49 %	33 %	32 %

Profitability Measures
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	340	67	69
Profitability (assets valued at cost)			
Net farm income	50,127	-10,997	154,200
Labor and management earnings	35,574	-18,111	123,994
Rate of return on assets	9.4 %	-3.5 %	15.5 %
Rate of return on equity	11.3 %	-22.3 %	22.8 %
Operating profit margin	21.9 %	-12.5 %	30.4 %
Asset turnover rate	42.7 %	27.7 %	50.8 %
Interest on farm net worth	14,552	7,114	30,206
Farm interest expense	20,090	15,027	35,142
Value of operator lbr and mgmt.	22,998	15,111	39,703
Return on farm assets	47,219	-11,081	149,638
Average farm assets	504,596	320,167	967,145
Return on farm equity	27,129	-26,109	114,496
Average farm equity	239,771	116,921	501,974
Value of farm production	215,448	88,611	491,663

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	343	68	69
Profitability (assets valued at market)			
Net farm income	46,532	-7,940	135,776
Labor and management earnings	30,156	-17,082	103,549
Rate of return on assets	7.4 %	-2.0 %	11.7 %
Rate of return on equity	8.7 %	-15.3 %	17.9 %
Operating profit margin	20.4 %	-9.1 %	26.7 %
Asset turnover rate	36.1 %	22.6 %	43.9 %
Interest on farm net worth	16,376	9,142	32,228
Farm interest expense	20,009	15,074	35,142
Value of operator lbr and mgmt.	22,887	15,110	39,703
Return on farm assets	43,654	-7,975	131,215
Average farm assets	592,859	389,669	1,119,493
Return on farm equity	23,645	-23,050	96,073
Average farm equity	271,149	150,372	537,128
Value of farm production	213,990	88,079	491,663

Liquidity Measures
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

	Avg. Of		
	All Farms	Low 20%	High 20%
Number of farms	343	68	69
Liquidity (accrual)			
Total accrual farm income	249756	119387	556212
Total accrual operating expense	184299	112267	374111
Net accrual operating income	65457	7120	182101
Net nonfarm income	16381	27845	9269
Family living and taxes	32056	25116	51729
Real estate principal payments	6806	4628	11709
Available for intermediate debt	42976	5221	127932
Average intermediate debt	100113	71289	162319
Years to turnover interm. debt	2.3	13.7	1.3
Expense as a % of income	0.74	0.94	0.67
Interest as a % of income	0.08	0.13	0.06

Financial Standards Measures
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

Liquidity			
Current ratio	1.69	0.99	1.99
Working capital	48,769	-586	146,152
Solvency (market)			
Farm debt to asset ratio	54%	62%	52%
Farm equity to asset ratio	46%	38%	48%
Farm debt to equity ratio	117%	167%	106%
Profitability (cost)			
Rate of return on farm assets	9.40%	-3.50%	15.50%
Rate of return on farm equity	11.30%	-22.30%	22.80%
Operating profit margin	21.90%	-12.50%	30.40%
Net farm income	50,127	-10,997	154,200
Repayment Capacity			
Term debt coverage ratio	166%	72%	253%
Capital replacement margin	26,405	-9,127	101,017
Efficiency			
Asset turnover rate (cost)	42.70%	27.70%	50.80%
Operating expense ratio	65.80%	81.40%	60.90%
Depreciation expense ratio	6.30%	15.20%	5.00%
Interest expense ratio	8.00%	12.60%	6.30%
Net farm income ratio	19.90%	-9.20%	27.70%

Operator and Labor Information
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	343	68	69
Operator Information			
Average number of operators	1.2	1.1	1.5
Average age of operators	45.1	44.9	45.1
Average number of years farming	20.8	20.8	21.7
Results Per Operator			
Working capital	40,474	-554	96,043
Total assets (market)	585,940	433,288	888,060
Total liabilities	340,604	278,906	505,634
Net worth (market)	245,336	154,382	382,426
Net worth excl deferred liabs	297,516	189,665	470,270
Gross farm income	207,274	112,755	365,511
Total farm expense	165,984	123,159	264,180
Net farm income	41,289	-10,404	101,331
Net nonfarm income	13,594	26,298	6,091
Family living withdrawals	26,603	23,721	33,994
Total acres owned	369.3	376.8	414.6
Total crop acres	585.4	336.5	987.1
Crop acres owned	240.4	211.3	310.1
Crop acres cash rented	320.2	94.0	633.9
Crop acres share rented	24.8	31.2	43.1
Total pasture acres	24.8	30.4	14.9
Labor Analysis			
Number of farms	341	68	68
Total unpaid labor hours	3,168	2,340	4,420
Total hired labor hours	1,094	732	2,610
Total labor hours per farm	4,263	3,072	7,030
Unpaid hours per operator	2,633	2,210	2,890
Value of farm production / hour	50.17	28.67	70.24
Net farm income / unpaid hour	15.68	-4.71	35.02
Partnerships			
Number of farms	16	0	8
Number of operators	2.0	-	2.1
Owner withdrawals per farm	52,087.9	-	65,396.1
Withdrawals per operator	25,802.0	-	30,774.6

Financial Guideline Measures

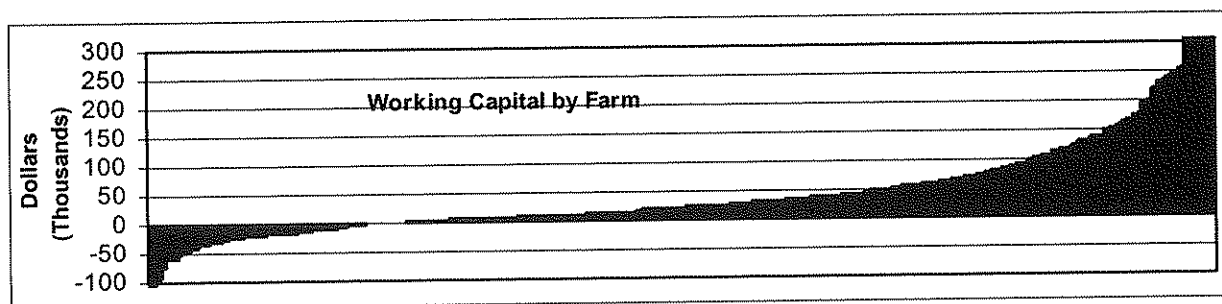
The Farm Financial Standards Task Force recommended the use of sixteen financial measures to evaluate a farm's financial position and financial performance. These measures are grouped by Liquidity, Solvency, Profitability, Repayment Capacity and Efficiency.

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.

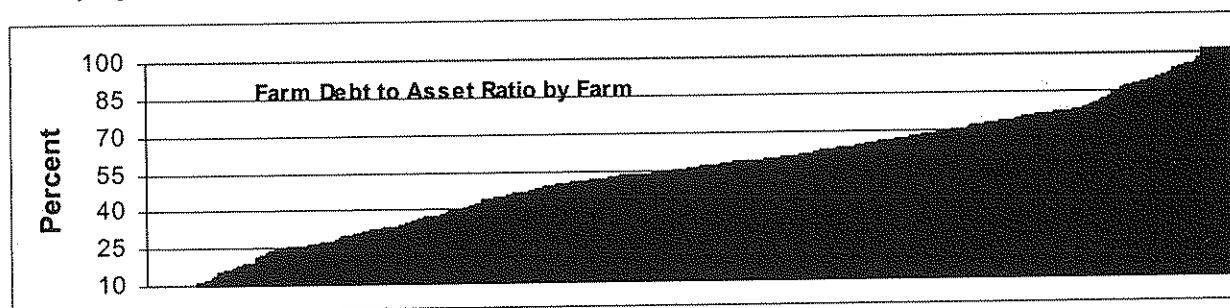


Solvency

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



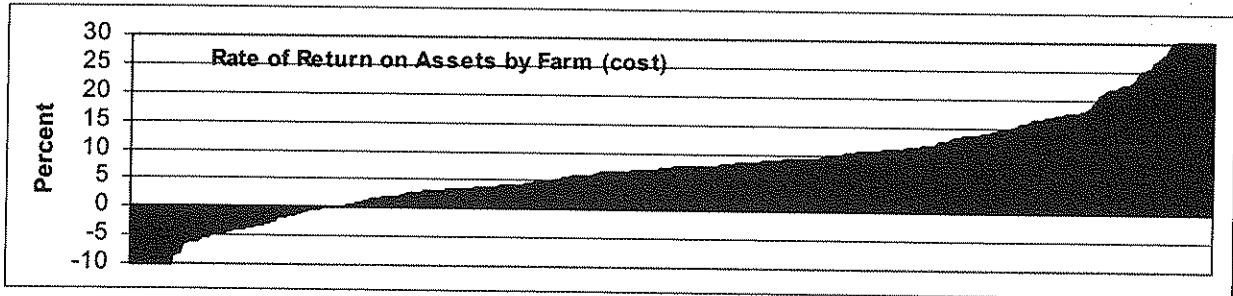
the farm assets. It measures the proportion of the farm assets financed by the owner's equity whereas the debt to asset ratio measured the proportion of farm assets financed by debt.

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.

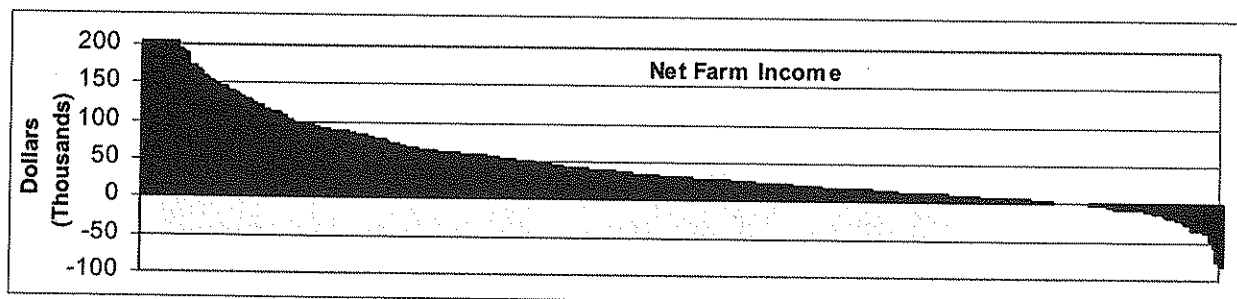


Rate of Return on Equity: Rate of return on equity is, in effect, the interest rate your investment in the business earned in the past year. If assets are valued at market value, this return can be compared with returns available if the assets were liquidated and invested in alternative investments.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



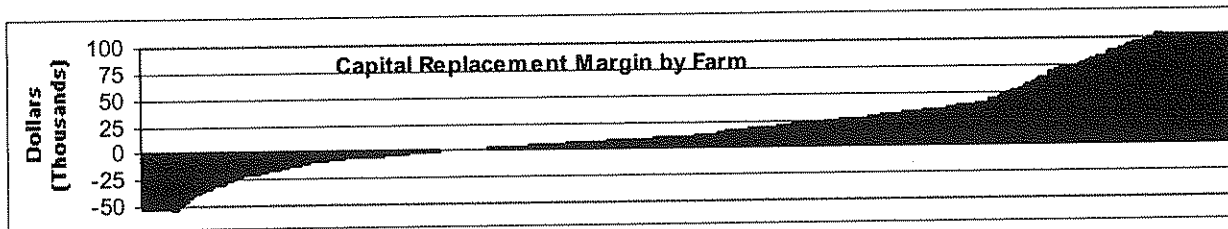
of assets. It measures how effectively you are employing assets relative to the value of output produced. Low prices, high operating expenses, or production problems are all possible causes of a low operating profit margin.

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 non-farm 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 non-farm 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.

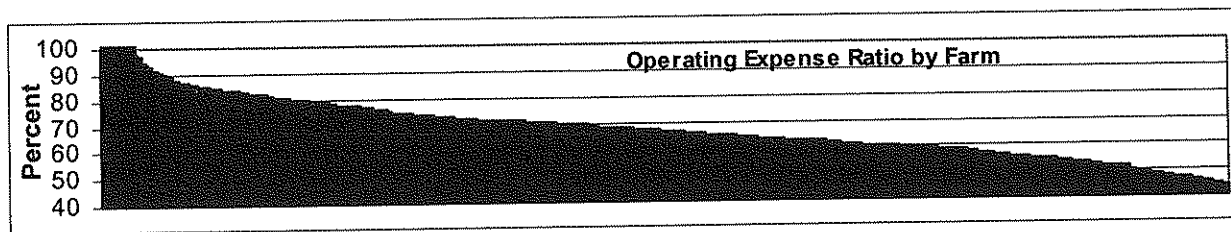


Efficiency

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.

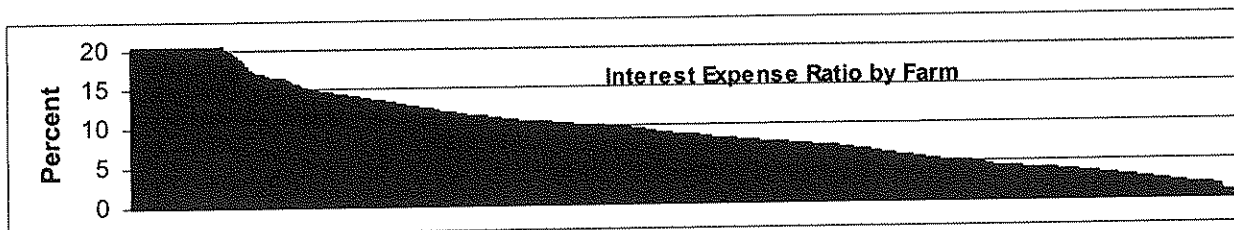
Asset Turnover: Asset turnover is a measure of how efficiently assets are used in the business. A farm with good operating profit margin and asset turnover will show a strong rate of return on farm assets. If operating profit margin is low, the asset turnover rate must be strong, or vice versa, to maintain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

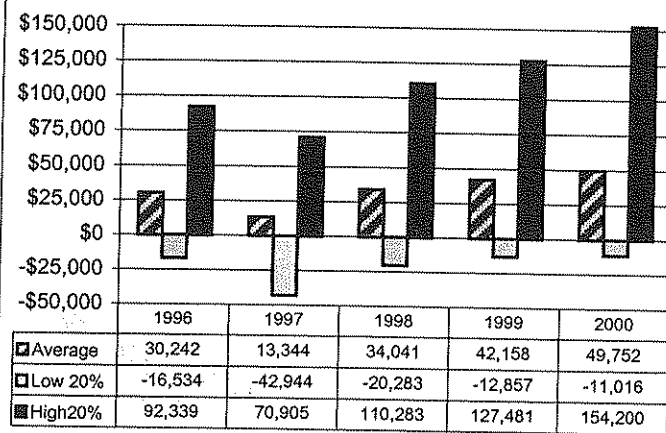
Interest Expense Ratio: This ratio indicates the percent of the gross farm income which is used to pay farm interest expenses.



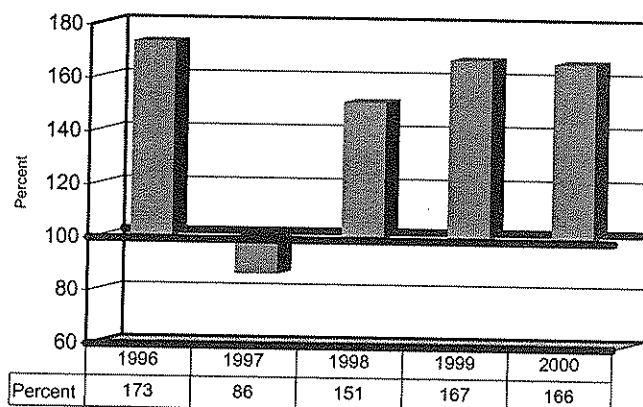
Net Farm Income Ratio: The ratio indicates the percent of the gross farm income which remains after all expenses.

Five Year Trends Northwest Farm Business Management Education

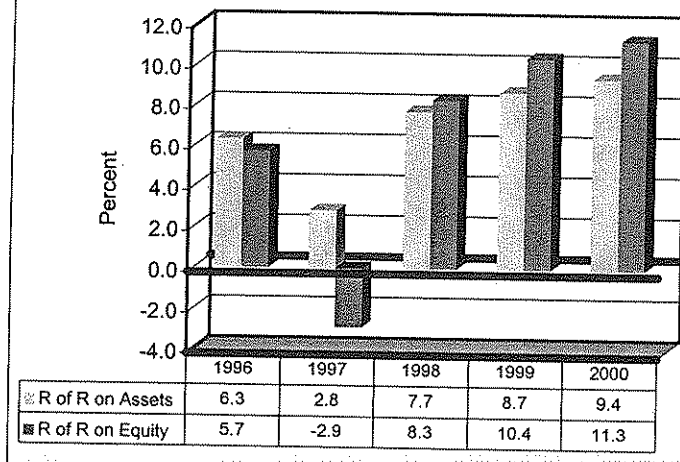
Net Farm Income



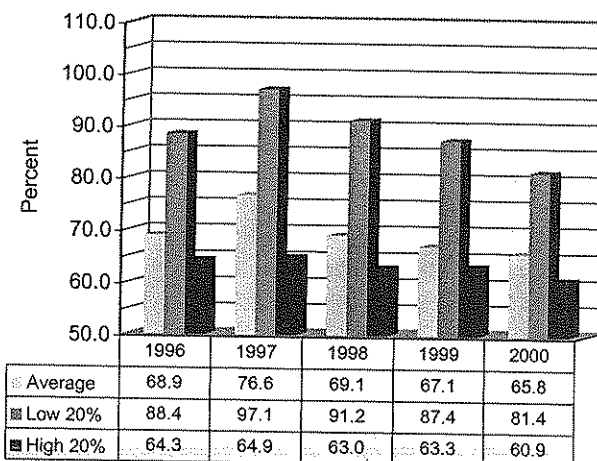
Term Debt Coverage Ratio (accrual)



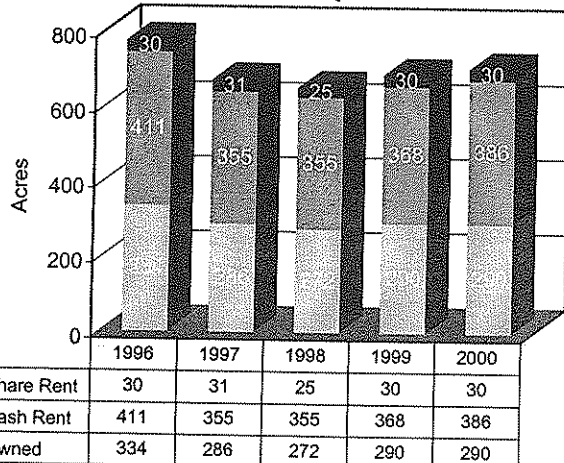
Rate of Return (cost)



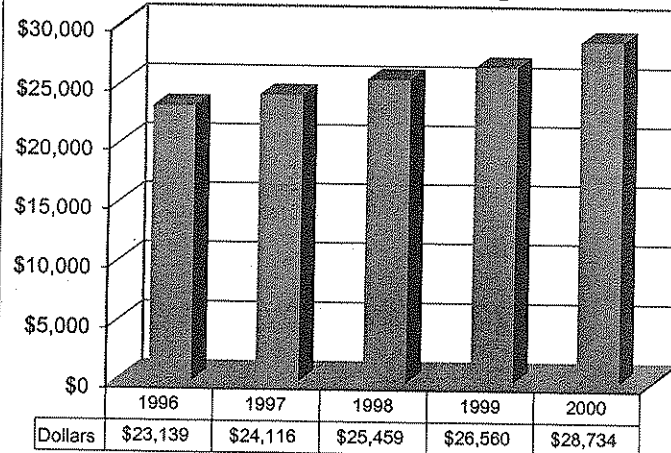
Operating Expense Ratio



Crop Acres



Apparent Family Living



Household and Personal Expenses
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	96	18	11
Average family size	4.0	4.1	3.7
Family Living Expenses			
Food and meals expense	4,966	3,903	5,204
Medical care and health insurance	3,684	2,776	3,953
Cash donations	756	661	758
Household supplies	2,039	2,018	2,253
Clothing	1,290	999	1,897
Personal care	2,068	1,212	1,840
Child / Dependent care	255	400	-
Gifts	1,014	673	1,381
Education	624	552	734
Recreation	1,482	1,110	5,119
Utilities (household share)	1,348	1,016	1,712
Nonfarm vehicle operating expense	1,773	1,849	1,953
Household real estate taxes	148	137	117
Dwelling rent	216	168	-
Household repairs	1,042	649	2,077
Nonfarm interest	676	457	1,508
Life insurance payments	865	397	1,021
Total cash family living expense	24,246	18,975	31,527
Family living from the farm	428	400	230
Total family living	24,674	19,375	31,757
Other Nonfarm Expenditures			
Income taxes	3,856	2,363	11,573
Furnishing & appliance purchases	253	-	-
Nonfarm vehicle purchases	2,434	1,860	5,800
Nonfarm real estate purchases	4,026	2,065	1,909
Other nonfarm capital purchases	2,131	111	-
Nonfarm savings & investments	300	847	6,381
Total other nonfarm expenditures	13,000	7,247	25,663
Total cash family living investment & nonfarm capital purch	37,246	26,221	57,190

Individual Crop Enterprise Analysis

The individual crop analysis table shows acres, yield, value per unit, (usually the value per unit at harvest time or sales price) and the gross return per acre for each crop raised by at least five farmers in the 2000 crop year. The price this year includes cash price plus any Loan Deficiency Payment (LDP). Miscellaneous income would include insurance payment or crop specific government payment.

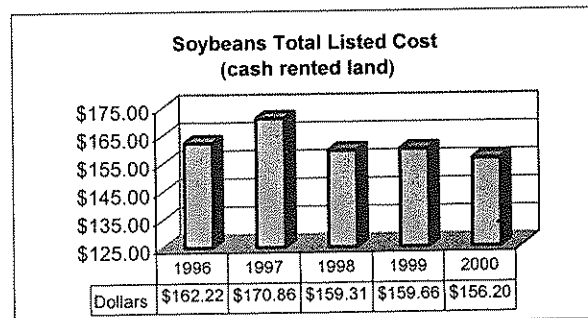
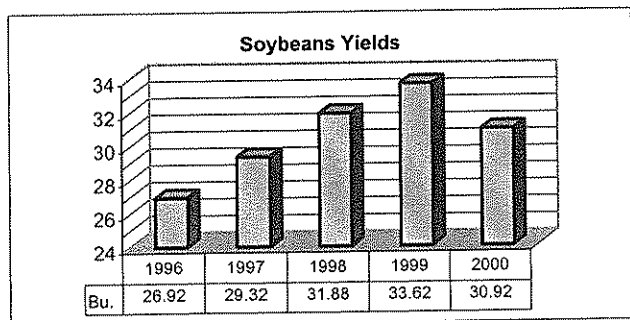
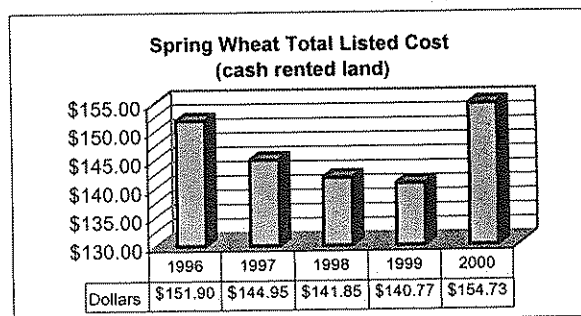
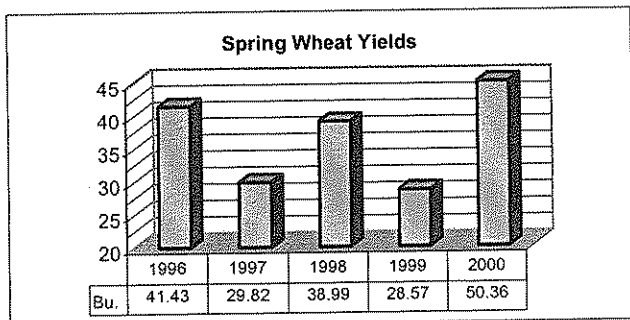
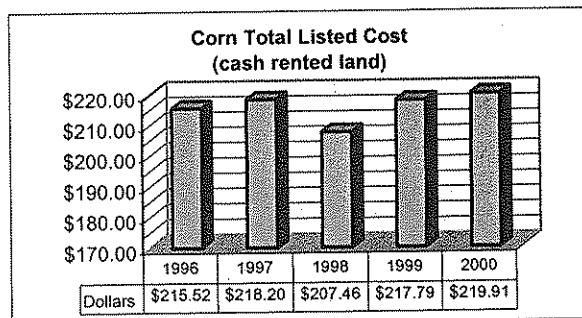
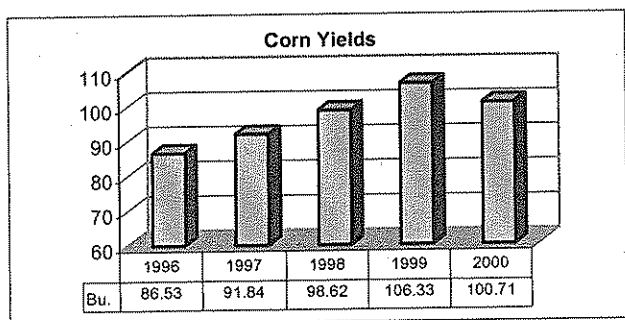
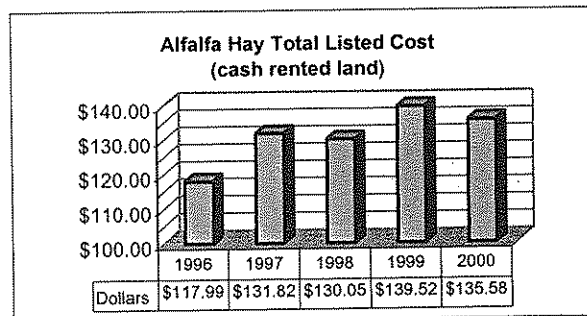
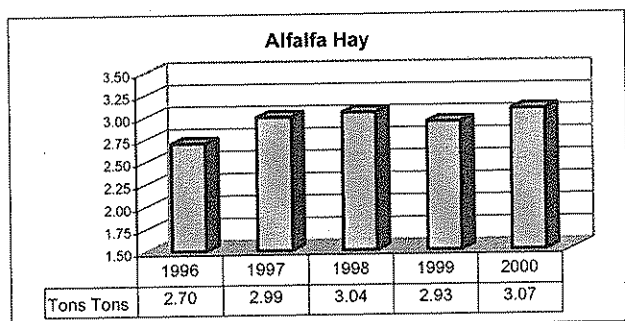
Costs such as fertilizer, chemicals, seed, crop drying expenses, hired labor and custom hire are costs that are assigned to each individual crop in the account book or computerized record system. These costs are shown in the crop enterprise analysis as *Direct Costs*.

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 three different lines in the overhead cost section. These are the real-estate taxes, interest on long-term debt and farm insurance lines.

The Market Loss payment and the regular Agriculture Market Transitional Act (AMTA) payments are included in the Net Return with Government Payments near the bottom of the page. Government payments are spread across all tillable acres except 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
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Wheat, Spring on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	101	16	28
Number of farms	83	16	17
Acres	192.62	91.16	231.96
Yield per acre (bushel)	53.39	38.94	59.68
Operator's share of yield %	100.00	100.00	100.00
Value per bushel	3.51	3.10	3.68
Total product return per acre	187.65	120.69	219.67
Miscellaneous income per acre	2.41	2.25	0.71
Gross return per acre	190.06	122.95	220.37
Direct Expenses			
Seed	8.93	9.55	8.22
Fertilizer	24.21	19.37	26.78
Crop chemicals	19.69	15.16	18.94
Crop insurance	7.63	7.82	8.68
Drying fuel	0.72	0.31	0.97
Fuel & oil	9.18	10.87	7.90
Repairs	12.54	18.23	11.59
Custom hire	4.90	5.35	4.75
Operating interest	3.27	4.75	1.99
Miscellaneous	0.50	0.54	0.21
Total direct expenses per acre	91.57	91.96	90.03
Return over direct exp per acre	98.49	30.99	130.34
Overhead Expenses			
Custom hire	2.06	0.71	3.17
Hired labor	3.69	1.70	2.35
Machinery & bldg leases	1.65	1.63	1.15
RE & pers. property taxes	4.21	4.24	3.44
Farm insurance	2.13	2.99	2.26
Utilities	2.00	3.22	1.86
Dues & professional fees	0.97	1.08	0.81
Interest	17.18	18.31	15.86
Mach & bldg depreciation	9.35	11.19	11.59
Miscellaneous	1.93	1.68	2.18
Total overhead expenses per acre	45.18	46.74	44.68
Total dir & ovhd expenses per acre	136.75	138.70	134.71
Net return per acre	53.31	-15.75	85.66
Lbr & mgt charge per acre	14.96	20.27	12.88
Net return over lbr & mgt	38.35	-36.02	72.78
Government payments	27.97	22.63	29.82
Net return with govt payments	66.32	-13.39	102.61
Cost of Production			
Total direct expense per bushel	1.72	2.36	1.51
Total dir & ovhd exp per bushel	2.56	3.56	2.26
With labor & management	2.84	4.08	2.47
Total exp less govt & oth income	2.27	3.44	1.96
Est. labor hours per acre	1.91	2.11	1.70

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Wheat, Spring on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	155	22	51
Number of farms	86	17	17
Acres	274.36	213.59	217.09
Yield per acre (bushel)	50.36	41.94	55.35
Operators share of yield %	100.00	100.00	100.00
Value per bushel	3.57	3.16	3.71
Total product return per acre	179.63	132.39	205.57
Miscellaneous income per acre	3.48	2.20	1.70
Gross return per acre	183.11	134.60	207.27
Direct Expenses			
Seed	9.47	9.37	8.83
Fertilizer	22.70	24.71	22.20
Crop chemicals	22.72	15.39	23.23
Crop insurance	8.12	9.60	7.69
Drying fuel	0.58	0.22	0.60
Fuel & oil	8.21	8.65	7.83
Repairs	11.42	12.90	11.01
Custom hire	3.54	2.07	6.60
Hired labor	0.14	0.97	0.08
Land rent	36.78	37.71	33.54
Operating interest	3.66	2.65	2.06
Miscellaneous	0.42	0.58	0.97
Total direct expenses per acre	127.77	124.82	124.64
Return over direct exp per acre	55.34	9.78	82.64
Overhead Expenses			
Custom hire	1.15	0.81	1.48
Hired labor	4.50	1.60	5.83
Machinery & bldg leases	3.78	1.56	3.02
Farm insurance	2.07	1.72	1.81
Utilities	1.36	1.44	1.39
Dues & professional fees	0.76	0.64	1.10
Interest	3.64	3.45	3.43
Mach & bldg depreciation	8.10	6.24	12.07
Miscellaneous	1.59	1.67	1.52
Total overhead expenses per acre	26.96	19.13	31.65
Total dir & ovhd expenses per acre	154.73	143.95	156.28
Net return per acre	28.38	-9.35	50.99
Lbr & mgt charge per acre	13.69	14.23	13.59
Net return over lbr & mgt	14.69	-23.58	37.40
Government payments	29.24	29.54	29.93
Net return with govt payments	43.93	5.96	67.33
Cost of Production			
Total direct expense per bushel	2.54	2.98	2.25
Total dir & ovhd exp per bushel	3.07	3.43	2.82
With labor & management	3.34	3.77	3.07
Total exp less govt & oth income	2.69	3.01	2.50
Est. labor hours per acre	1.54	1.45	1.62

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Barley on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	34	6	7
Number of farms	31	6	6
Acres	66.70	104.50	75.71
Yield per acre (bushel)	62.87	46.98	76.28
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.97	1.68	2.29
Total product return per acre	124.16	79.06	174.84
Miscellaneous income per acre	7.21	-	12.93
Gross return per acre	131.36	79.06	187.77
Direct Expenses			
Seed	7.65	8.41	7.95
Fertilizer	19.03	23.09	17.30
Crop chemicals	11.53	14.62	9.06
Crop insurance	6.10	8.87	4.14
Fuel & oil	10.25	12.14	10.10
Repairs	14.61	15.39	12.94
Custom hire	2.24	1.78	4.06
Operating interest	2.60	4.56	1.96
Miscellaneous	0.22	0.16	-
Total direct expenses per acre	74.24	89.02	67.51
Return over direct exp per acre	57.12	-9.96	120.27
Overhead Expenses			
Custom hire	1.32	0.69	0.71
Hired labor	4.72	2.28	3.07
Machinery & bldg leases	1.54	1.57	2.39
RE & pers. property taxes	4.37	4.11	3.19
Farm insurance	3.04	3.54	2.79
Utilities	2.56	2.63	2.35
Dues & professional fees	1.31	1.53	0.84
Interest	15.05	7.21	16.62
Mach & bldg depreciation	10.95	8.42	13.22
Miscellaneous	1.96	3.44	1.21
Total overhead expenses per acre	46.82	35.41	46.39
Total dir & ovhd expenses per acre	121.06	124.43	113.89
Net return per acre	10.30	-45.37	73.88
Lbr & mgt charge per acre	15.50	17.35	16.83
Net return over lbr & mgt	-5.19	-62.72	57.04
Government payments	26.03	34.41	30.12
Net return with govt payments	20.84	-28.31	87.17
Cost of Production			
Total direct expense per bushel	1.18	1.89	0.88
Total dir & ovhd exp per bushel	1.93	2.65	1.49
With labor & management	2.17	3.02	1.71
Total exp less govt & oth income	1.64	2.29	1.15
Est. labor hours per acre	2.11	1.80	2.12

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Barley on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	37	7	6
Number of farms	31	6	6
Acres	103.52	80.79	79.30
Yield per acre (bushel)	61.94	51.50	71.04
Operators share of yield %	100.00	100.00	100.00
Value per bushel	2.01	1.50	2.49
Total product return per acre	124.46	77.41	176.81
Miscellaneous income per acre	5.15	-	1.67
Gross return per acre	129.61	77.41	178.48
Direct Expenses			
Seed	7.87	8.28	6.56
Fertilizer	18.24	19.98	18.53
Crop chemicals	15.79	16.25	12.70
Crop insurance	4.72	4.98	6.32
Fuel & oil	8.83	8.88	8.61
Repairs	10.66	9.23	15.22
Custom hire	3.16	3.85	6.74
Land rent	37.38	39.71	28.54
Operating interest	3.19	2.79	1.70
Miscellaneous	0.26	-	-
Total direct expenses per acre	110.10	113.96	104.92
Return over direct exp per acre	19.51	-36.55	73.56
Overhead Expenses			
Custom hire	1.15	0.95	3.94
Hired labor	4.54	2.89	4.93
Machinery & bldg leases	3.13	3.11	5.48
Farm insurance	2.71	1.89	3.27
Utilities	1.65	1.01	4.86
Dues & professional fees	1.14	0.80	0.77
Interest	3.33	4.12	1.76
Mach & bldg depreciation	8.56	5.24	9.20
Miscellaneous	2.17	0.45	1.32
Total overhead expenses per acre	28.37	20.46	35.54
Total dir & ovhd expenses per acre	138.48	134.42	140.45
Net return per acre	-8.87	-57.01	38.03
Lbr & mgt charge per acre	14.22	15.46	16.04
Net return over lbr & mgt	-23.09	-72.47	21.99
Government payments	26.31	31.07	24.09
Net return with govt payments	3.23	-41.40	46.07
Cost of Production			
Total direct expense per bushel	1.78	2.21	1.48
Total dir & ovhd exp per bushel	2.24	2.61	1.98
With labor & management	2.47	2.91	2.20
Total exp less govt & oth income	1.96	2.31	1.84
Est. labor hours per acre	1.62	1.67	2.59

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Oats on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	46	8	10
Number of farms	44	8	9
Acres	45.24	48.38	32.02
Yield per acre (bushel)	66.87	38.77	97.05
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.14	1.12	1.14
Other product return per acre	0.52	-	3.40
Total product return per acre	76.59	43.56	114.20
Miscellaneous income per acre	26.96	6.18	88.66
Gross return per acre	103.55	49.73	202.85
Direct Expenses			
Seed	6.45	6.05	9.09
Fertilizer	10.79	8.83	5.83
Crop chemicals	3.02	6.27	2.02
Crop insurance	2.00	1.20	3.52
Fuel & oil	8.25	8.49	8.70
Repairs	16.43	19.77	18.99
Custom hire	1.43	2.63	3.52
Operating interest	1.07	1.61	1.36
Miscellaneous	1.75	0.48	6.26
Total direct expenses per acre	51.20	55.33	59.31
Return over direct exp per acre	52.35	-5.59	143.55
Overhead Expenses			
Custom hire	0.85	0.46	0.24
Hired labor	2.21	0.88	3.55
Machinery & bldg leases	0.87	1.31	2.08
RE & pers. property taxes	3.36	3.89	2.89
Farm insurance	1.98	2.29	2.66
Utilities	1.49	1.67	2.74
Dues & professional fees	0.63	0.62	0.59
Interest	14.31	24.07	19.84
Mach & bldg depreciation	11.43	13.90	13.47
Miscellaneous	1.67	0.88	3.52
Total overhead expenses per acre	38.80	49.97	51.59
Total dir & ovhd expenses per acre	90.00	105.30	110.89
Net return per acre	13.55	-55.56	91.96
Lbr & mgt charge per acre	14.76	15.95	20.27
Net return over lbr & mgt	-1.21	-71.51	71.69
Government payments	16.15	14.65	17.96
Net return with govt payments	14.94	-56.86	89.65
Cost of Production			
Total direct expense per bushel	0.77	1.43	0.61
Total dir & ovhd exp per bushel	1.35	2.72	1.14
With labor & management	1.57	3.13	1.35
Total exp less govt & oth income	0.91	2.59	0.22
Est. labor hours per acre	2.84	2.98	3.35

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Oats on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	35	6	7
Number of farms	33	6	6
Acres	51.39	65.43	17.71
Yield per acre (bushel)	62.71	36.61	86.28
Operators share of yield %	100.00	99.99	100.00
Value per bushel	1.15	1.17	1.39
Other product return per acre	0.76	-	10.98
Total product return per acre	72.83	42.86	131.14
Miscellaneous income per acre	10.47	10.02	30.84
Gross return per acre	83.30	52.88	161.98
Direct Expenses			
Seed	7.20	6.61	7.17
Fertilizer	13.91	10.52	9.09
Crop chemicals	4.37	5.24	1.47
Crop insurance	1.96	3.92	0.30
Fuel & oil	8.47	8.82	7.48
Repairs	11.38	10.77	12.87
Custom hire	2.24	8.45	0.20
Land rent	24.05	28.94	22.05
Operating interest	2.75	3.90	3.69
Miscellaneous	0.09	-	0.20
Total direct expenses per acre	76.42	87.18	64.52
Return over direct exp per acre	6.88	-34.30	97.47
Overhead Expenses			
Custom hire	1.01	0.32	0.46
Hired labor	2.22	1.98	1.58
Machinery & bldg leases	0.94	0.72	-
Farm insurance	1.62	0.71	2.30
Utilities	1.25	1.20	1.57
Dues & professional fees	0.78	0.32	1.02
Interest	4.55	4.74	5.49
Mach & bldg depreciation	7.02	6.28	7.47
Miscellaneous	1.23	0.45	3.18
Total overhead expenses per acre	20.62	16.72	23.05
Total dir & ovhd expenses per acre	97.04	103.90	87.57
Net return per acre	-13.74	-51.02	74.41
Lbr & mgt charge per acre	14.64	17.79	24.46
Net return over lbr & mgt	-28.38	-68.81	49.95
Government payments	21.55	29.57	14.11
Net return with govt payments	-6.83	-39.24	64.06
Cost of Production			
Total direct expense per bushel	1.22	2.38	0.75
Total dir & ovhd exp per bushel	1.55	2.84	1.01
With labor & management	1.78	3.32	1.30
Total exp less govt & oth income	1.26	2.24	0.65
Est. labor hours per acre	2.18	2.41	3.09

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Canola on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	36	5	10
Number of farms	28	5	5
Acres	154.15	62.26	135.65
Yield per acre (cwt)	15.23	11.63	18.28
Operators share of yield %	100.00	100.00	100.00
Value per cwt	10.11	9.60	10.45
Total product return per acre	153.98	111.66	190.95
Miscellaneous income per acre	-	-	-
Gross return per acre	153.98	111.66	190.95
Direct Expenses			
Seed	16.65	14.88	14.38
Fertilizer	29.99	42.98	28.08
Crop chemicals	13.22	15.02	10.08
Crop insurance	6.06	4.92	7.25
Fuel & oil	9.45	11.43	9.52
Repairs	13.68	19.82	12.82
Custom hire	3.94	11.90	3.96
Machinery & bldg leases	0.14	2.54	-
Operating interest	2.76	1.21	0.62
Miscellaneous	0.21	0.07	-
Total direct expenses per acre	96.11	124.77	86.71
Return over direct exp per acre	57.87	-13.10	104.24
Overhead Expenses			
Custom hire	1.87	2.20	0.20
Hired labor	3.71	1.56	4.39
Machinery & bldg leases	1.58	0.69	0.24
RE & pers. property taxes	3.07	2.65	3.07
Farm insurance	1.94	2.39	1.61
Utilities	1.91	2.29	2.25
Dues & professional fees	1.06	0.99	0.71
Interest	11.64	8.16	3.55
Mach & bldg depreciation	11.67	8.55	17.67
Miscellaneous	1.58	1.00	1.29
Total overhead expenses per acre	40.03	30.50	34.97
Total dir & ovhd expenses per acre	136.13	155.26	121.68
Net return per acre	17.84	-43.60	69.27
Lbr & mgt charge per acre	14.28	16.68	16.01
Net return over lbr & mgt	3.56	-60.28	53.27
Government payments	28.34	21.86	31.64
Net return with govt payments	31.90	-38.42	84.91
Cost of Production			
Total direct expense per cwt	6.31	10.73	4.74
Total dir & ovhd exp per cwt	8.94	13.36	6.66
With labor & management	9.88	14.79	7.53
Total exp less govt & oth income	8.02	12.91	5.80
Est. labor hours per acre	1.98	2.30	1.77

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Canola on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	42	6	9
Number of farms	33	6	6
Acres	146.16	133.27	83.02
Yield per acre (cwt)	14.50	8.81	21.92
Operators share of yield %	100.00	100.00	100.00
Value per cwt	9.98	10.01	9.95
Total product return per acre	144.77	88.25	218.08
Miscellaneous income per acre	4.32	14.16	11.08
Gross return per acre	149.09	102.41	229.16
Direct Expenses			
Seed	15.36	17.98	15.70
Fertilizer	27.68	25.58	25.95
Crop chemicals	14.90	15.13	12.16
Crop insurance	7.61	12.15	7.47
Fuel & oil	9.74	9.74	9.98
Repairs	13.76	11.27	14.62
Custom hire	6.49	4.17	3.80
Land rent	26.99	26.56	24.78
Operating interest	3.77	3.55	0.93
Miscellaneous	0.87	0.47	0.04
Total direct expenses per acre	127.17	126.58	115.43
Return over direct exp per acre	21.92	-24.17	113.72
Overhead Expenses			
Custom hire	1.41	1.20	1.38
Hired labor	3.88	3.38	1.62
Machinery & bldg leases	4.78	2.23	1.33
Farm insurance	1.73	1.37	1.52
Utilities	1.98	1.34	1.84
Dues & professional fees	1.30	0.70	0.51
Interest	3.75	4.55	2.34
Mach & bldg depreciation	7.71	4.67	4.90
Miscellaneous	1.35	0.58	0.64
Total overhead expenses per acre	27.88	20.00	16.09
Total dir & ovhd expenses per acre	155.05	146.58	131.53
Net return per acre	-5.97	-44.18	97.63
Lbr & mgt charge per acre	15.33	15.81	15.09
Net return over lbr & mgt	-21.30	-59.98	82.54
Government payments	28.60	25.21	26.68
Net return with govt payments	7.30	-34.77	109.23
Cost of Production			
Total direct expense per cwt	8.77	14.36	5.27
Total dir & ovhd exp per cwt	10.69	16.63	6.00
With labor & management	11.75	18.43	6.69
Total exp less govt & oth income	9.48	13.96	4.97
Est. labor hours per acre	1.83	2.02	1.43

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Corn on Owned Land

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	110	22	23
Number of farms	108	21	22
Acres	74.34	52.13	68.33
Yield per acre (bushel)	105.77	70.66	133.75
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.78	1.70	1.82
Total product return per acre	187.77	120.01	243.05
Miscellaneous income per acre	11.01	7.97	24.48
Gross return per acre	198.78	127.98	267.53
Direct Expenses			
Seed	27.03	23.51	29.28
Fertilizer	28.79	34.04	23.29
Crop chemicals	25.21	28.76	26.75
Crop insurance	5.45	7.13	5.08
Drying fuel	6.24	4.76	3.49
Fuel & oil	14.45	13.85	13.21
Repairs	24.34	26.26	23.26
Custom hire	4.89	6.49	4.75
Machinery & bldg leases	0.45	1.75	-
Operating interest	6.70	6.25	1.22
Miscellaneous	1.71	2.31	1.05
Total direct expenses per acre	145.27	155.12	131.39
Return over direct exp per acre	53.51	-27.14	136.14
Overhead Expenses			
Custom hire	1.71	0.72	0.82
Hired labor	7.21	10.16	9.62
Machinery & bldg leases	5.72	0.92	2.43
RE & pers. property taxes	4.69	5.13	3.38
Farm insurance	2.68	2.03	2.23
Utilities	2.73	3.35	3.12
Dues & professional fees	1.18	0.54	1.84
Interest	28.34	36.50	23.58
Mach & bldg depreciation	16.70	13.35	19.12
Miscellaneous	4.04	4.21	3.88
Total overhead expenses per acre	75.01	76.92	70.01
Total dir & ovhd expenses per acre	220.28	232.03	201.40
Net return per acre	-21.50	-104.05	66.13
Lbr & mgt charge per acre	28.93	32.53	36.38
Net return over lbr & mgt	-50.44	-136.58	29.75
Government payments	24.77	23.45	28.19
Net return with govt payments	-25.67	-113.13	57.94
Cost of Production			
Total direct expense per bushel	1.37	2.20	0.98
Total dir & ovhd exp per bushel	2.08	3.28	1.51
With labor & management	2.36	3.74	1.78
Total exp less govt & oth income	2.02	3.30	1.38
Est. labor hours per acre	5.60	6.11	6.98

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Corn on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	117	26	24
Number of farms	99	19	20
Acres	75.86	48.94	73.72
Yield per acre (bushel)	100.71	73.00	125.74
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.73	1.69	1.84
Total product return per acre	174.18	123.63	231.72
Miscellaneous income per acre	6.77	0.26	10.18
Gross return per acre	180.95	123.89	241.90
Direct Expenses			
Seed	26.03	22.49	27.37
Fertilizer	26.55	27.98	21.34
Crop chemicals	24.81	25.06	28.21
Crop insurance	4.82	7.98	4.70
Drying fuel	6.98	6.31	7.31
Fuel & oil	13.65	17.56	14.06
Repairs	22.26	28.10	26.20
Custom hire	4.84	7.47	5.31
Land rent	37.00	32.06	35.35
Operating interest	5.34	5.34	2.28
Miscellaneous	0.96	0.72	2.41
Total direct expenses per acre	173.22	181.10	174.55
Return over direct exp per acre	7.73	-57.21	67.35
Overhead Expenses			
Custom hire	1.09	0.47	2.46
Hired labor	8.74	9.49	12.22
Machinery & bldg leases	3.81	3.53	5.93
Farm insurance	2.39	2.58	2.10
Utilities	1.73	1.90	2.05
Dues & professional fees	0.87	0.54	0.93
Interest	8.88	10.25	9.73
Mach & bldg depreciation	16.02	9.67	20.69
Miscellaneous	3.15	1.55	2.95
Total overhead expenses per acre	46.69	39.98	59.06
Total dir & ovhd expenses per acre	219.91	221.07	233.60
Net return per acre	-38.96	-97.18	8.30
Lbr & mgt charge per acre	21.84	27.23	22.16
Net return over lbr & mgt	-60.80	-124.41	-13.86
Government payments	20.75	21.69	20.62
Net return with govt payments	-40.06	-102.71	6.76
Cost of Production			
Total direct expense per bushel	1.72	2.48	1.39
Total dir & ovhd exp per bushel	2.18	3.03	1.86
With labor & management	2.40	3.40	2.03
Total exp less govt & oth income	2.13	3.10	1.79
Est. labor hours per acre	4.03	5.04	5.02

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Corn Silage on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	142	31	27
Number of farms	136	27	27
Acres	51.48	47.75	43.46
Yield per acre (ton)	13.84	8.87	19.95
Operators share of yield %	100.00	100.00	100.00
Value per ton	19.06	17.82	19.89
Total product return per acre	263.71	158.05	396.89
Miscellaneous income per acre	14.48	11.22	16.83
Gross return per acre	278.18	169.27	413.72
Direct Expenses			
Seed	22.47	22.24	25.37
Fertilizer	21.65	25.18	20.60
Crop chemicals	23.11	24.19	27.00
Crop insurance	3.49	1.83	3.77
Fuel & oil	17.21	19.29	15.05
Repairs	27.54	30.33	29.19
Custom hire	7.61	7.64	7.36
Hired labor	0.35	0.66	-
Operating interest	3.21	3.07	2.21
Miscellaneous	4.01	1.57	7.57
Total direct expenses per acre	130.65	136.02	138.11
Return over direct exp per acre	147.54	33.25	275.60
Overhead Expenses			
Custom hire	1.65	3.47	0.41
Hired labor	12.15	10.37	10.89
Machinery & bldg leases	3.09	1.37	4.70
RE & pers. property taxes	3.63	3.23	3.09
Farm insurance	2.63	1.93	2.07
Utilities	2.34	2.76	2.39
Dues & professional fees	0.90	0.82	0.73
Interest	34.37	26.02	36.34
Mach & bldg depreciation	21.45	23.29	16.83
Miscellaneous	3.69	2.88	4.59
Total overhead expenses per acre	85.90	76.14	82.02
Total dir & ovhd expenses per acre	216.55	212.16	220.14
Net return per acre	61.64	-42.89	193.58
Lbr & mgt charge per acre	30.47	37.93	31.78
Net return over lbr & mgt	31.17	-80.82	161.80
Government payments	17.42	12.13	20.25
Net return with govt payments	48.59	-68.69	182.05
Cost of Production			
Total direct expense per ton	9.44	15.34	6.92
Total dir & ovhd exp per ton	15.65	23.92	11.03
With labor & management	17.85	28.20	12.63
Total exp less govt & oth income	15.55	25.57	10.77
Est. labor hours per acre	7.28	9.34	7.87

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Corn Silage on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	71	14	13
Number of farms	68	13	13
Acres	55.36	42.71	38.55
Yield per acre (ton)	14.11	9.51	18.94
Operators share of yield %	100.00	100.00	100.00
Value per ton	19.14	18.35	20.54
Total product return per acre	270.16	174.45	389.00
Miscellaneous income per acre	13.74	9.19	3.06
Gross return per acre	283.90	183.64	392.06
Direct Expenses			
Seed	23.10	20.95	25.88
Fertilizer	22.82	18.56	18.64
Crop chemicals	24.45	21.97	27.95
Crop insurance	3.20	4.48	3.83
Fuel & oil	15.57	20.67	13.05
Repairs	23.54	28.46	20.55
Custom hire	12.85	13.74	7.93
Hired labor	0.96	0.53	-
Land rent	27.78	25.10	23.21
Operating interest	5.18	4.71	4.73
Miscellaneous	5.17	5.88	-
Total direct expenses per acre	164.64	165.06	145.78
Return over direct exp per acre	119.26	18.58	246.28
Overhead Expenses			
Custom hire	0.95	1.01	0.57
Hired labor	11.49	11.25	9.90
Machinery & bldg leases	3.32	1.68	4.11
Farm insurance	2.68	1.76	2.42
Utilities	1.87	2.24	1.46
Dues & professional fees	0.78	0.97	0.07
Interest	15.35	11.00	19.02
Mach & bldg depreciation	16.21	11.85	20.06
Miscellaneous	2.19	2.14	1.75
Total overhead expenses per acre	54.85	43.90	59.37
Total dir & ovhd expenses per acre	219.49	208.96	205.15
Net return per acre	64.41	-25.32	186.91
Lbr & mgt charge per acre	24.53	29.74	26.10
Net return over lbr & mgt	39.88	-55.06	160.81
Government payments	15.58	17.17	12.13
Net return with govt payments	55.46	-37.89	172.93
Cost of Production			
Total direct expense per ton	11.67	17.36	7.70
Total dir & ovhd exp per ton	15.55	21.98	10.83
With labor & management	17.29	25.11	12.21
Total exp less govt & oth income	15.21	22.34	11.41
Est. labor hours per acre	5.98	6.98	6.85

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Soybeans on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	90	15	20
Number of farms	77	15	15
Acres	129.06	125.98	120.55
Yield per acre (bushel)	31.84	27.22	37.40
Operators share of yield %	100.00	100.00	100.00
Value per bushel	5.07	5.01	5.27
Total product return per acre	161.38	136.46	197.25
Miscellaneous income per acre	8.46	3.52	14.62
Gross return per acre	169.84	139.97	211.87
Direct Expenses			
Seed	14.48	18.31	10.86
Fertilizer	6.69	7.60	4.36
Crop chemicals	19.48	21.67	18.54
Crop insurance	8.29	9.49	8.08
Fuel & oil	11.23	12.06	11.08
Repairs	15.60	24.77	12.33
Custom hire	2.53	3.34	2.74
Hired labor	0.22	0.60	-
Operating interest	5.57	13.65	4.12
Miscellaneous	1.02	4.66	0.41
Total direct expenses per acre	85.10	116.15	72.52
Return over direct exp per acre	84.73	23.83	139.35
Overhead Expenses			
Custom hire	1.67	0.69	0.77
Hired labor	3.96	1.53	5.22
Machinery & bldg leases	3.27	5.64	5.42
RE & pers. property taxes	5.79	5.78	6.66
Farm insurance	2.73	2.67	2.72
Utilities	2.67	3.08	2.63
Dues & professional fees	1.44	0.73	1.62
Interest	23.17	27.19	29.34
Mach & bldg depreciation	13.15	12.64	14.94
Miscellaneous	3.29	1.87	5.47
Total overhead expenses per acre	61.14	61.82	74.80
Total dir & ovhd expenses per acre	146.24	177.97	147.33
Net return per acre	23.60	-38.00	64.54
Lbr & mgt charge per acre	20.70	21.43	20.37
Net return over lbr & mgt	2.90	-59.43	44.17
Government payments	28.48	26.34	28.13
Net return with govt payments	31.38	-33.08	72.31
Cost of Production			
Total direct expense per bushel	2.67	4.27	1.94
Total dir & ovhd exp per bushel	4.59	6.54	3.94
With labor & management	5.24	7.33	4.48
Total exp less govt & oth income	4.08	6.23	3.34
Est. labor hours per acre	2.40	2.55	2.66

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Soybeans on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	131	21	28
Number of farms	93	18	19
Acres	272.19	91.91	407.45
Yield per acre (bushel)	30.92	23.52	33.14
Operators share of yield %	100.00	100.00	100.00
Value per bushel	5.19	4.95	5.39
Total product return per acre	160.51	116.32	178.52
Miscellaneous income per acre	10.74	6.23	13.75
Gross return per acre	171.25	122.54	192.27
Direct Expenses			
Seed	13.55	14.89	11.86
Fertilizer	7.65	9.70	4.34
Crop chemicals	20.60	22.95	18.34
Crop insurance	8.62	10.98	6.52
Fuel & oil	10.21	12.13	9.99
Repairs	14.46	17.50	11.66
Custom hire	2.31	3.51	1.31
Hired labor	0.17	1.03	-
Land rent	40.07	45.74	40.97
Operating interest	4.65	6.29	4.83
Miscellaneous	0.71	6.95	0.13
Total direct expenses per acre	122.99	151.67	109.94
Return over direct exp per acre	48.27	-29.12	82.33
Overhead Expenses			
Custom hire	1.48	0.87	2.62
Hired labor	5.05	1.63	6.17
Machinery & bldg leases	4.43	3.83	7.33
Farm insurance	2.07	2.50	2.01
Utilities	1.65	2.01	1.53
Dues & professional fees	0.86	0.72	0.81
Interest	4.92	3.73	3.37
Mach & bldg depreciation	10.17	10.54	10.53
Miscellaneous	2.58	1.36	3.13
Total overhead expenses per acre	33.21	27.18	37.50
Total dir & ovhd expenses per acre	156.20	178.85	147.43
Net return per acre	15.05	-56.31	44.83
Lbr & mgt charge per acre	16.60	19.64	13.81
Net return over lbr & mgt	-1.55	-75.95	31.03
Government payments	29.14	26.07	26.11
Net return with govt payments	27.59	-49.88	57.14
Cost of Production			
Total direct expense per bushel	3.98	6.45	3.32
Total dir & ovhd exp per bushel	5.05	7.60	4.45
With labor & management	5.59	8.44	4.87
Total exp less govt & oth income	4.30	7.07	3.66
Est. labor hours per acre	1.85	2.37	1.74

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
Farms Sorted By Return to Overhead
Sunflowers on Owned and Rented Land

	<u>Average of All Owned Farms</u>	<u>Average of All Cash Rented Farms</u>
Number of fields	9	17
Number of farms	8	14
Acres	99.67	71.42
Yield per acre (cwt)	15.06	15.28
Operators share of yield %	100	100
Value per cwt	10.59	10.38
Total product return per acre	159.5	158.63
Miscellaneous income per acre	-	0.81
Gross return per acre	159.5	159.44
Direct Expenses		
Seed	15.39	17.25
Fertilizer	24.38	21.32
Crop chemicals	12.29	13.18
Crop insurance	7	6.87
Drying fuel	0.96	-
Fuel & oil	12.71	11.73
Repairs	14.08	13.86
Custom hire	0.76	0.68
Land Rent	-	32.82
Operating interest	3.38	4.57
Miscellaneous	0.04	0.54
Total direct expenses per acre	90.99	122.81
Return over direct exp per acre	68.51	36.63
Overhead Expenses		
Custom hire	2.42	-
Hired labor	1.84	4.19
Machinery & bldg leases	1.11	2.42
RE & pers. property taxes	3.82	-
Farm insurance	2.74	2.54
Utilities	2.82	2.62
Dues & professional fees	0.95	1.34
Interest	14.31	5.24
Mach & bldg depreciation	12.3	10.42
Miscellaneous	1.77	2.09
Total overhead expenses per acre	44.07	30.86
Total dir & ovhd expenses per acre	135.06	153.66
Net return per acre	24.44	5.78
Lbr & mgt charge per acre	18.55	19.16
Net return over lbr & mgt	5.88	-13.38
Government payments	31.1	24.56
Net return with govt payments	36.98	11.18
Cost of Production		
Total direct expense per cwt	6.04	8.04
Total dir & ovhd exp per cwt	8.97	10.06
With labor & management	10.2	11.31
Total exp less govt & oth income	8.14	9.65
Estimated labor hours per acre	2.94	2.01

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Sunflowers, Confectionary on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	8
Number of farms	5
Acres	228.68
Yield per acre (cwt)	14.78
Operators share of yield %	100.00
Value per cwt	13.46
Total product return per acre	198.92
Miscellaneous income per acre	7.59
Gross return per acre	206.51
Direct Expenses	
Seed	21.06
Fertilizer	16.34
Crop chemicals	14.98
Crop insurance	9.39
Fuel & oil	10.78
Repairs	10.97
Custom hire	4.40
Land rent	35.65
Operating interest	3.96
Miscellaneous	0.27
Total direct expenses per acre	127.81
Return over direct exp per acre	78.69
Overhead Expenses	
Custom hire	1.18
Hired labor	6.33
Machinery & bldg leases	1.48
Farm insurance	2.38
Utilities	1.53
Dues & professional fees	0.65
Interest	5.56
Mach & bldg depreciation	12.73
Miscellaneous	1.23
Total overhead expenses per acre	33.07
Total dir & ovhd expenses per acre	160.88
Net return per acre	45.62
Lbr & mgt charge per acre	17.67
Net return over lbr & mgt	27.95
Government payments	33.78
Net return with govt payments	61.73
Cost of Production	
Total direct expense per cwt	8.65
Total dir & ovhd exp per cwt	10.88
With labor & management	12.08
Total exp less govt & oth income	9.28
Est. labor hours per acre	2.02

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Hay, Alfalfa on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	125	29	22
Number of farms	112	22	22
Acres	61.41	56.36	52.75
Yield per acre (ton)	3.50	2.40	5.10
Operators share of yield %	100.00	100.00	100.00
Value per ton	63.72	38.94	79.24
Total product return per acre	222.99	93.63	403.87
Miscellaneous income per acre	0.64	2.60	-
Gross return per acre	223.63	96.22	403.87
Direct Expenses			
Seed	0.56	0.16	-
Fertilizer	10.15	11.92	7.71
Crop chemicals	1.67	0.84	1.09
Crop insurance	0.90	1.71	0.97
Fuel & oil	16.09	19.40	15.01
Repairs	27.24	28.98	26.67
Custom hire	2.42	1.16	2.32
Operating interest	4.90	6.85	3.46
Miscellaneous	2.54	0.90	3.02
Total direct expenses per acre	66.47	71.91	60.25
Return over direct exp per acre	157.16	24.31	343.62
Overhead Expenses			
Custom hire	2.09	2.89	0.58
Hired labor	7.60	7.83	10.45
Machinery & bldg leases	2.75	1.50	4.72
RE & pers. property taxes	3.83	4.44	3.09
Farm insurance	3.08	2.15	2.44
Utilities	3.19	3.53	1.78
Dues & professional fees	1.10	1.53	0.48
Interest	26.46	15.51	37.45
Mach & bldg depreciation	19.46	12.56	16.62
Miscellaneous	3.12	2.71	2.47
Total overhead expenses per acre	72.67	54.65	80.09
Total dir & ovhd expenses per acre	139.14	126.56	140.34
Net return per acre	84.49	-30.34	263.54
Lbr & mgt charge per acre	28.09	26.23	26.77
Net return over lbr & mgt	56.40	-56.58	236.77
Government payments	19.93	24.31	10.49
Net return with govt payments	76.33	-32.26	247.26
Cost of Production			
Total direct expense per ton	18.99	29.91	11.82
Total dir & ovhd exp per ton	39.76	52.64	27.54
With labor & management	47.79	63.55	32.79
Total exp less govt & oth income	41.91	52.36	30.73
Est. labor hours per acre	5.01	3.85	7.91

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Hay, Alfalfa on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	84	15	14
Number of farms	71	14	14
Acres	60.72	53.23	33.33
Yield per acre (ton)	3.08	2.24	5.19
Operators share of yield %	100.00	100.00	99.99
Value per ton	57.33	37.71	79.91
Total product return per acre	176.43	84.55	414.56
Miscellaneous income per acre	17.82	0.82	-
Gross return per acre	194.25	85.37	414.56
Direct Expenses			
Seed	0.28	0.95	-
Fertilizer	10.22	12.49	4.49
Crop chemicals	0.83	0.99	0.51
Crop insurance	2.02	0.75	0.62
Fuel & oil	13.13	17.02	13.91
Repairs	23.85	21.90	23.95
Custom hire	2.41	1.65	5.35
Land rent	31.73	25.78	22.76
Operating interest	5.41	5.23	3.16
Miscellaneous	1.59	0.86	1.07
Total direct expenses per acre	91.80	87.62	75.82
Return over direct exp per acre	102.44	-2.24	338.74
Overhead Expenses			
Custom hire	1.14	0.64	0.28
Hired labor	4.77	4.44	14.18
Machinery & bldg leases	2.48	3.00	4.16
Farm insurance	2.37	1.68	2.23
Utilities	2.89	2.43	1.64
Dues & professional fees	0.67	0.87	0.54
Interest	9.11	12.15	15.80
Mach & bldg depreciation	14.46	13.79	19.88
Miscellaneous	5.26	1.63	1.68
Total overhead expenses per acre	43.46	40.63	60.37
Total dir & ovhd expenses per acre	135.26	128.24	136.19
Net return per acre	58.99	-42.87	278.38
Lbr & mgt charge per acre	23.07	21.72	29.94
Net return over lbr & mgt	35.92	-64.60	248.44
Government payments	20.79	18.08	8.17
Net return with govt payments	56.71	-46.51	256.61
Cost of Production			
Total direct expense per ton	29.83	39.07	14.62
Total dir & ovhd exp per ton	43.95	57.19	26.25
With labor & management	51.45	66.88	32.03
Total exp less govt & oth income	38.91	58.45	30.45
Est. labor hours per acre	3.82	3.09	8.82

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Hay, Mixed on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	63	12	12
Number of farms	59	11	12
Acres	133.49	125.41	174.05
Yield per acre (ton)	2.10	1.17	2.23
Operators share of yield %	100.00	100.00	100.00
Value per ton	33.06	29.40	34.15
Total product return per acre	69.57	34.35	76.29
Miscellaneous income per acre	21.09	-	81.91
Gross return per acre	90.66	34.35	158.19
Direct Expenses			
Fertilizer	8.77	9.70	6.12
Crop insurance	1.10	0.14	3.36
Fuel & oil	7.06	8.88	2.97
Repairs	13.33	19.27	5.01
Operating interest	1.02	2.98	0.46
Miscellaneous	2.28	1.63	1.74
Total direct expenses per acre	33.55	42.61	19.67
Return over direct exp per acre	57.11	-8.26	138.53
Overhead Expenses			
Custom hire	1.14	0.30	0.07
Hired labor	2.41	0.71	0.50
Machinery & bldg leases	0.55	2.23	0.03
RE & pers. property taxes	3.02	2.97	1.50
Farm insurance	1.77	2.89	1.01
Utilities	1.17	1.42	0.27
Dues & professional fees	0.44	0.82	0.28
Interest	11.80	13.90	9.89
Mach & bldg depreciation	10.44	10.23	5.19
Miscellaneous	1.61	1.51	0.67
Total overhead expenses per acre	34.35	36.99	19.40
Total dir & ovhd expenses per acre	67.90	79.61	39.07
Net return per acre	22.76	-45.25	119.12
Lbr & mgt charge per acre	13.29	14.08	5.78
Net return over lbr & mgt	9.47	-59.34	113.34
Government payments	9.87	10.78	7.99
Net return with govt payments	19.33	-48.56	121.33
Cost of Production			
Total direct expense per ton	15.95	36.47	8.81
Total dir & ovhd exp per ton	32.27	68.12	17.49
With labor & management	38.59	80.17	20.08
Total exp less govt & oth income	23.87	70.95	-20.16
Est. labor hours per acre	2.69	2.26	1.20

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Hay, Mixed on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	49	12	8
Number of farms	43	8	8
Acres	91.90	60.60	95.64
Yield per acre (ton)	2.27	1.68	2.73
Operators share of yield %	100.00	100.00	100.00
Value per ton	32.48	30.07	35.54
Total product return per acre	73.81	50.37	97.06
Miscellaneous income per acre	13.57	-	74.70
Gross return per acre	87.38	50.37	171.77
Direct Expenses			
Fertilizer	8.89	5.33	7.95
Crop chemicals	1.00	5.21	0.90
Crop insurance	1.29	0.32	4.05
Fuel & oil	10.55	12.42	5.59
Repairs	15.71	29.39	9.26
Custom hire	1.30	7.04	-
Land rent	18.84	21.38	25.05
Operating interest	1.82	4.16	1.53
Miscellaneous	2.15	1.81	-
Total direct expenses per acre	61.56	87.06	54.33
Return over direct exp per acre	25.81	-36.69	117.43
Overhead Expenses			
Custom hire	0.92	0.95	-
Hired labor	2.98	1.24	1.11
Machinery & bldg leases	2.15	11.12	0.89
Farm insurance	1.06	1.18	0.98
Utilities	1.66	2.17	0.92
Dues & professional fees	0.49	1.57	0.45
Interest	5.10	5.84	3.15
Mach & bldg depreciation	10.86	8.86	6.04
Miscellaneous	1.84	1.58	1.93
Total overhead expenses per acre	27.06	34.53	15.49
Total dir & ovhd expenses per acre	88.63	121.60	69.82
Net return per acre	-1.25	-71.23	101.95
Lbr & mgt charge per acre	13.96	21.13	7.52
Net return over lbr & mgt	-15.21	-92.35	94.43
Government payments	17.06	23.83	15.31
Net return with govt payments	1.85	-68.52	109.74
Cost of Production			
Total direct expense per ton	27.09	51.98	19.89
Total dir & ovhd exp per ton	39.00	72.59	25.56
With labor & management	45.14	85.21	28.32
Total exp less govt & oth income	31.66	70.98	-4.64
Est. labor hours per acre	2.55	3.17	1.40

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Hay, Grass on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	42	8	8
Number of farms	42	8	8
Acres	30.07	41.06	16.09
Yield per acre (ton)	1.44	0.79	2.87
Operators share of yield %	100.00	100.00	99.99
Value per ton	32.75	23.28	41.46
Total product return per acre	47.08	18.29	119.16
Miscellaneous income per acre	0.26	-	-
Gross return per acre	47.34	18.29	119.16
Direct Expenses			
Fertilizer	2.52	2.47	-
Fuel & oil	7.05	8.48	8.76
Repairs	13.59	20.31	13.14
Custom hire	0.68	0.37	0.74
Operating interest	1.31	3.31	0.91
Miscellaneous	4.49	6.37	2.03
Total direct expenses per acre	29.63	41.31	25.57
Return over direct exp per acre	17.70	-23.02	93.59
Overhead Expenses			
Custom hire	1.38	3.05	0.18
Hired labor	6.82	1.77	6.32
Machinery & bldg leases	0.82	2.52	0.60
RE & pers. property taxes	3.14	5.05	3.07
Farm insurance	1.51	2.22	0.77
Utilities	1.14	1.70	0.95
Dues & professional fees	0.37	1.03	0.15
Interest	14.21	17.86	14.75
Mach & bldg depreciation	14.07	7.14	7.62
Miscellaneous	1.61	3.19	2.20
Total overhead expenses per acre	45.07	45.52	36.60
Total dir & ovhd expenses per acre	74.70	86.83	62.18
Net return per acre	-27.36	-68.54	56.99
Lbr & mgt charge per acre	16.67	20.10	13.47
Net return over lbr & mgt	-44.03	-88.65	43.52
Government payments	8.01	9.78	6.49
Net return with govt payments	-36.03	-78.86	50.01
Cost of Production			
Total direct expense per ton	20.61	52.58	8.90
Total dir & ovhd exp per ton	51.96	110.52	21.63
With labor & management	63.56	136.11	26.32
Total exp less govt & oth income	57.81	123.65	24.06
Est. labor hours per acre	3.36	3.55	3.16

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Hay, Grass on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	19
Number of farms	19
Acres	132.05
Yield per acre (ton)	1.41
Operators share of yield %	100.00
Value per ton	37.36
Total product return per acre	52.69
Miscellaneous income per acre	0.19
Gross return per acre	52.88
Direct Expenses	
Fertilizer	1.09
Fuel & oil	17.12
Repairs	25.69
Custom hire	0.70
Land rent	17.60
Operating interest	5.07
Miscellaneous	0.31
Total direct expenses per acre	67.59
Return over direct exp per acre	-14.71
Overhead Expenses	
Hired labor	3.31
Machinery & bldg leases	0.59
Farm insurance	0.76
Utilities	1.59
Dues & professional fees	0.26
Interest	6.75
Mach & bldg depreciation	13.38
Miscellaneous	1.58
Total overhead expenses per acre	28.22
Total dir & ovhd expenses per acre	95.81
Net return per acre	-42.93
Lbr & mgt charge per acre	13.39
Net return over lbr & mgt	-56.31
Government payments	4.30
Net return with govt payments	-52.01
Cost of Production	
Total direct expense per ton	47.92
Total dir & ovhd exp per ton	67.92
With labor & management	77.41
Total exp less govt & oth income	74.23
Est. labor hours per acre	2.67

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
Farms Sorted By Return to Overhead
Haylage, Alfalfa on Owned and Rented Land

	<u>Average of All Owned Farms</u>	<u>Average of All Cash Rented Farms</u>
Number of fields	18	11
Number of farms	17	9
Acres	57.67	42.16
Yield per acre (ton)	6.55	7.72
Operators share of yield %	100	100
Value per ton	34.6	38.15
Other product return per acre	28.77	16.06
Total product return per acre	255.22	310.65
Miscellaneous income per acre	1.65	0.74
Gross return per acre	256.86	311.39
Direct Expenses		
Seed	2.37	1
Fertilizer	30.15	23.69
Crop insurance	0.27	-
Fuel & oil	15.27	18.63
Repairs	23.83	28.18
Custom hire	15.38	17.98
Hired labor	3.99	3.58
Land Rent	-	22.18
Operating interest	4.04	7.92
Miscellaneous	3.06	10.32
Total direct expenses per acre	98.37	133.47
Return over direct exp per acre	158.49	177.92
Overhead Expenses		
Custom hire	0.87	0.86
Hired labor	7.72	20.51
Machinery & bldg leases	1	2.21
RE & pers. property taxes	3.72	-
Farm insurance	3.44	4.1
Utilities	3.51	4.31
Dues & professional fees	1.22	1.02
Interest	33.58	14.81
Mach & bldg depreciation	16.08	18.14
Miscellaneous	2.64	2.3
Total overhead expenses per acre	73.78	68.26
Total dir & ovhd expenses per acre	172.14	201.74
Net return per acre	84.72	109.65
Lbr & mgt charge per acre	35.1	28.87
Net return over lbr & mgt	49.62	80.78
Government payments	14.45	17.36
Net return with govt payments	64.07	98.15
Cost of Production		
Total direct expense per ton	15.03	17.29
Total dir & ovhd exp per ton	26.3	26.13
With labor & management	31.66	29.87
Total exp less govt & oth income	24.81	25.44
Estimated labor hours per acre	8.02	9.13

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Hay, Small Grain on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	7
Number of farms	7
Acres	23.03
Yield per acre (ton)	2.79
Operators share of yield %	99.99
Value per ton	28.67
Total product return per acre	79.94
Miscellaneous income per acre	-
Gross return per acre	79.94
Direct Expenses	
Seed	7.04
Fertilizer	14.34
Crop chemicals	0.84
Crop insurance	1.61
Fuel & oil	7.55
Repairs	15.12
Custom hire	0.84
Operating interest	0.71
Miscellaneous	0.51
Total direct expenses per acre	48.57
Return over direct exp per acre	31.38
Overhead Expenses	
Hired labor	1.53
Machinery & bldg leases	0.67
RE & pers. property taxes	2.87
Farm insurance	2.38
Utilities	2.37
Dues & professional fees	0.55
Interest	12.27
Mach & bldg depreciation	10.61
Miscellaneous	2.50
Total overhead expenses per acre	35.74
Total dir & ovhd expenses per acre	84.30
Net return per acre	-4.36
Lbr & mgt charge per acre	15.88
Net return over lbr & mgt	-20.24
Government payments	9.10
Net return with govt payments	-11.14
Cost of Production	
Total direct expense per ton	17.42
Total dir & ovhd exp per ton	30.23
With labor & management	35.93
Total exp less govt & oth income	32.67
Est. labor hours per acre	3.61

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

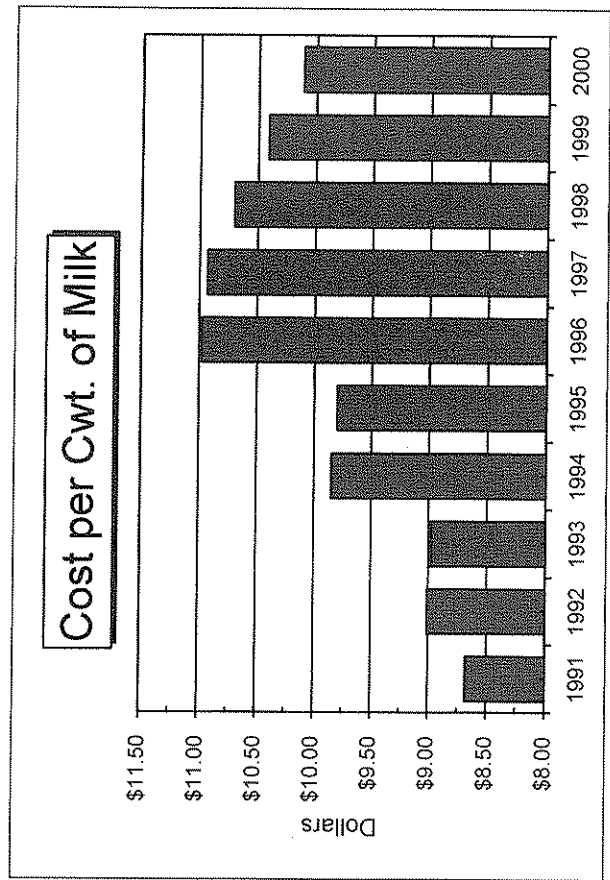
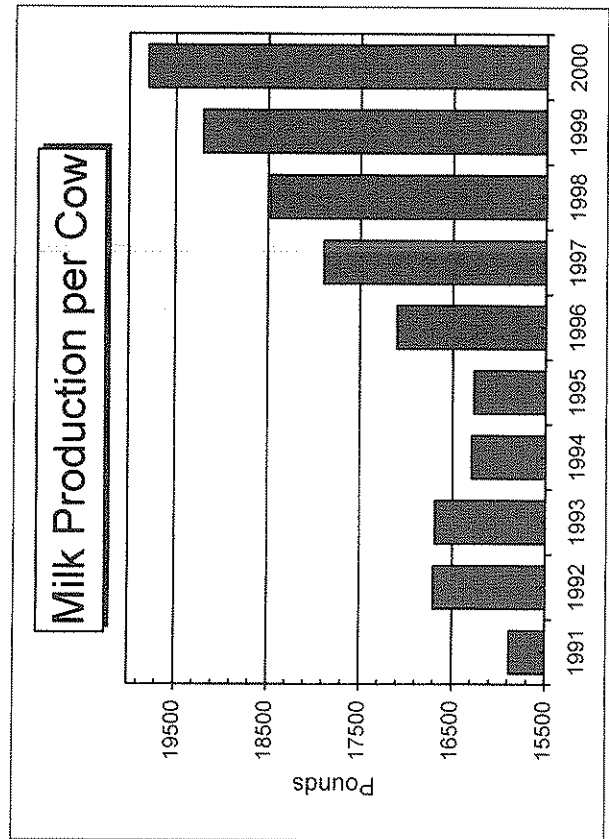
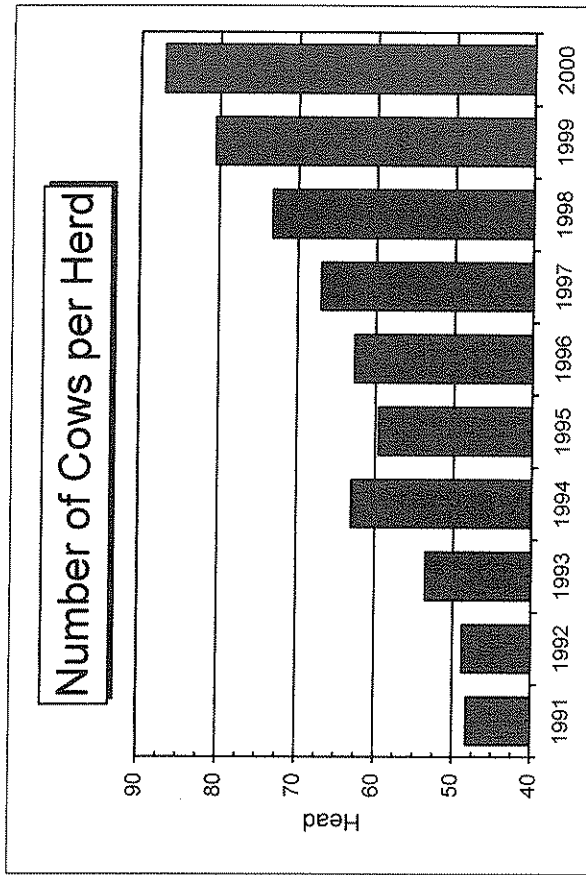
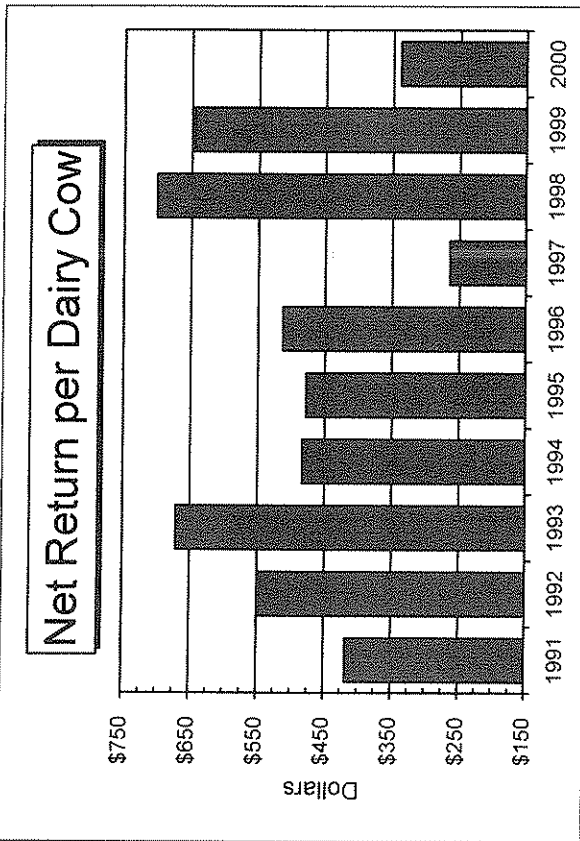
Pasture on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	22
Number of farms	19
Acres	111.18
Yield per acre (unit)	3.39
Operators share of yield %	100.00
Value per unit	4.97
Total product return per acre	16.86
Miscellaneous income per acre	0.40
Gross return per acre	17.26
Direct Expenses	
Fertilizer	0.97
Fuel & oil	1.26
Repairs	2.38
Land rent	8.64
Miscellaneous	0.62
Total direct expenses per acre	13.86
Return over direct exp per acre	3.40
Overhead Expenses	
Farm insurance	1.48
Interest	0.62
Mach & bldg depreciation	0.97
Miscellaneous	0.72
Total overhead expenses per acre	3.80
Total dir & ovhd expenses per acre	17.66
Net return per acre	-0.40
Lbr & mgt charge per acre	2.22
Net return over lbr & mgt	-2.62
Government payments	9.53
Net return with govt payments	6.91
Cost of Production	
Total direct expense per unit	4.09
Total dir & ovhd exp per unit	5.20
With labor & management	5.86
Total exp less govt & oth income	2.93
Est. labor hours per acre	0.38

Crop Enterprise Analysis
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

CRP on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	30
Number of farms	24
Acres	191.45
Yield per acre (unit)	39.67
Operators share of yield %	100.00
Value per unit	1.00
Total product return per acre	39.67
Miscellaneous income per acre	2.44
Gross return per acre	42.11
Direct Expenses	
Seed	0.78
Fertilizer	0.22
Crop chemicals	1.49
Fuel & oil	1.80
Repairs	4.19
Custom hire	0.22
Operating interest	0.59
Total direct expenses per acre	9.28
Return over direct exp per acre	32.82
Overhead Expenses	
Hired labor	0.64
Machinery & bldg leases	0.85
RE & pers. property taxes	4.32
Farm insurance	2.54
Utilities	0.62
Dues & professional fees	0.18
Interest	14.18
Mach & bldg depreciation	1.57
Miscellaneous	0.70
Total overhead expenses per acre	25.60
Total dir & ovhd expenses per acre	34.88
Net return per acre	7.22
Lbr & mgt charge per acre	3.40
Net return over lbr & mgt	3.82
Government payments	1.73
Net return with govt payments	5.55
Cost of Production	
Total direct expense per unit	0.23
Total dir & ovhd exp per unit	0.88
With labor & management	0.97
Total exp less govt & oth income	0.86
Est. labor hours per acre	0.42



Livestock Enterprise Analysis
Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Dairy -- Average per Per Cwt Of Milk

	<u>Ava. Of All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
Number of farms	530		106		108	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (lb)	99.54	12.11	99.08	11.60	99.71	12.34
Milk used in home (lb)	0.08	0.01	0.10	0.01	0.06	0.01
Milk fed to animals (lb)	0.39	0.04	0.82	0.09	0.23	0.03
Dairy Calves sold (hd)	0.00	0.08	0.00	0.11	0.00	0.06
Transferred out (hd)	0.00	0.35	0.00	0.43	0.00	0.33
Cull sales (hd)	0.00	0.64	0.00	0.85	0.00	0.59
Butchered (hd)	0.00	0.02	0.00	0.02	0.00	0.01
Less purchased (hd)	0.00	-0.53	0.00	-1.29	0.00	-0.24
Less transferred in (hd)	0.00	-1.64	0.00	-1.91	0.00	-1.58
Inventory change (hd)	0.00	0.25	0.00	0.20	0.00	0.46
Total production		11.34		10.11		12.00
Other income		0.48		0.56		0.55
Gross return		11.82		10.67		12.55
Direct Expenses						
Corn (bu.)	0.40	0.70	0.49	0.84	0.37	0.64
Corn Silage (lb.)	64.88	0.58	74.85	0.67	57.58	0.52
Hav. Alfalfa (lb.)	16.28	0.59	25.08	0.91	11.95	0.45
Hav. Grass & Other (lb.)	2.16	0.06	3.23	0.09	1.54	0.04
Haylage, Alfalfa (lb.)	31.69	0.61	30.01	0.58	32.69	0.61
Complete Ration (lb.)	4.33	0.48	5.18	0.57	4.00	0.47
Protein Vit Minerals (lb.)	13.79	1.64	13.90	1.77	13.45	1.57
Other feed stuffs	2.77	0.19	2.80	0.22	1.95	0.13
Breeding fees		0.13		0.12		0.14
Veterinary		0.44		0.45		0.42
BST		0.14		0.08		0.14
Livestock supplies		0.63		0.73		0.54
DHIA		0.07		0.07		0.07
Fuel & oil		0.15		0.22		0.14
Repairs		0.46		0.62		0.47
Custom hire		0.11		0.10		0.06
Hired labor		0.09		0.27		0.03
Hauling and trucking		0.16		0.21		0.13
Marketing		0.21		0.22		0.21
Operating interest		0.07		0.13		0.04
Total direct expenses		7.52		8.88		6.82
Return over direct expense		4.30		1.79		5.73
Overhead Expenses						
Hired labor		0.70		0.28		0.85
Machinery & bldg leases		0.13		0.13		0.14
RE & pers. property taxes		0.05		0.06		0.05
Farm insurance		0.13		0.15		0.11
Utilities		0.27		0.31		0.26
Interest		0.63		0.84		0.57
Mach & bldg depreciation		0.52		0.55		0.59
Miscellaneous		0.17		0.16		0.17
Total overhead expenses		2.59		2.49		2.74
Total dir & ovhd expenses		10.11		11.38		9.56
Net return		1.71		-0.70		2.99
Labor & management charge		0.96		1.27		0.90
Net return over lbr & mgt		0.75		-1.97		2.09
Cost of Production						
Total direct expense per cwt.		7.52		8.88		6.82
Total dir & ovhd expense per cwt.		10.11		11.38		9.56
With labor and management		11.07		12.64		10.46
With other revenue adjustments		11.41		13.67		10.28
Est. labor hours per unit		0.18		0.23		0.16
Other Information						
Avg. number of Cows		86.9		63.6		99.9
Milk produced per Cow		19,794		16,283		22,500
Percent butterfat in milk		3.7		3.7		3.7
Culling percentage		27.9		31.2		27.3
Percent of barn capacity		106.1		95.8		110.9
Lbs. milk/lb grain & conc.		2.3		2.1		2.5
Feed cost per cwt of milk		4.86		5.65		4.42
Feed cost per Cow		961.14		920.17		994.28
Avg. milk price per cwt.		12.17		11.71		12.37

Livestock Enterprise Analysis
Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Dairy -- Average per Per Cow

	<u>Avg. Of All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
Number of farms	530		106		108	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (lb)	19,702.39	2,397.48	16,133.61	1,889.56	22,435.31	2,775.99
Milk used in home (lb)	14.99	1.96	16.16	1.70	12.78	1.56
Milk fed to animals (lb)	76.80	7.99	132.98	14.09	51.67	5.73
Dairy Calves sold (hd)	0.09	16.69	0.06	18.05	0.07	12.45
Transferred out (hd)	0.63	69.01	0.65	69.23	0.70	74.21
Cull sales (hd)	0.28	127.58	0.31	138.16	0.27	132.79
Butchered (hd)	0.01	3.17	0.01	3.14	0.01	2.65
Less purchased (hd)	-0.10	-104.62	-0.19	-209.43	-0.06	-54.00
Less transferred in (hd)	-0.31	-323.98	-0.30	-310.23	-0.35	-355.74
Inventory change (hd)	0.04	49.96	0.04	32.09	0.07	103.87
Total production		2,245.26		1,646.36		2,699.52
Other income		95.29		91.49		123.61
Gross return		2,340.55		1,737.85		2,823.13
Direct Expenses						
Corn (bu.)	80.04	138.56	80.34	137.05	82.68	143.52
Corn Silage (lb.)	12,842.86	114.43	12,187.99	109.62	12,956.26	117.37
Hav. Alfalfa (lb.)	3,223.42	117.28	4,083.49	148.65	2,688.64	100.21
Hav. Grass & Other (lb.)	427.90	11.26	526.10	14.57	346.66	8.20
Havlage. Alfalfa (lb.)	6,272.22	121.55	4,887.24	93.88	7,354.26	136.14
Complete Ration (lb.)	857.31	95.84	842.66	92.43	900.34	106.76
Protein Vit Minerals (lb.)	2,729.10	324.27	2,264.08	288.64	3,026.48	353.34
Other feed stuffs	547.84	37.95	456.13	35.32	437.66	28.74
Breeding fees		26.70		18.76		32.51
Veterinary		88.07		74.08		95.52
BST		26.92		13.49		30.73
Livestock supplies		125.40		119.22		121.89
DHIA		13.71		12.21		15.58
Fuel & oil		29.97		36.17		32.50
Repairs		90.63		101.28		106.76
Custom hire		21.96		15.81		14.48
Hired labor		18.46		44.04		5.99
Hauling and trucking		31.34		33.40		28.59
Marketing		40.77		35.71		46.70
Operating interest		13.10		21.91		8.67
Total direct expenses		1,488.58		1,446.26		1,534.20
Return over direct expense		851.97		291.60		1,288.93
Overhead Expenses						
Hired labor		138.79		45.98		191.29
Machinery & bldg leases		25.29		21.62		31.08
RE & pers. property taxes		8.96		9.86		10.28
Farm insurance		24.80		24.59		25.32
Utilities		53.07		50.92		59.35
Interest		124.62		136.47		127.50
Mach & bldg depreciation		103.57		90.31		132.43
Miscellaneous		33.59		26.39		38.98
Total overhead expenses		512.68		406.15		616.22
Total dir & ovhd expenses		2,001.26		1,852.40		2,150.42
Net return		339.29		-114.55		672.71
Labor & management charge		189.97		206.04		202.27
Net return over lbr & mgt		149.33		-320.59		470.44
Cost of Production						
Total direct expense per cwt.		7.52		8.88		6.82
Total dir & ovhd expense per cwt.		10.11		11.38		9.56
With labor and management		11.07		12.64		10.46
With other revenue adjustments		11.41		13.67		10.28
Est. labor hours per unit		34.81		36.99		35.26
Other Information						
Avg. number of Cows		86.9		63.6		99.9
Milk produced per Cow		19,794		16,283		22,500
Percent butterfat in milk		3.7		3.7		3.7
Culling percentage		27.9		31.2		27.3
Percent of barn capacity		106.1		95.8		110.9
Lbs. milk/lb grain & conc.		2.3		2.1		2.5
Feed cost per cwt of milk		4.86		5.65		4.42
Feed cost per Cow		961.14		920.17		994.28
Avg. milk price per cwt.		12.17		11.71		12.37

Livestock Enterprise Analysis
Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Dairy and Repl Heifers -- Average per Per Cow

	<u>Avg. Of</u> <u>All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
	357		71		73	
Number of farms						
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (lb)	19,752.50	2,401.54	16,702.80	1,949.80	22,109.16	2,750.60
Milk used in home (lb)	16.63	1.93	18.44	1.90	13.74	1.70
Milk fed to animals (lb)	73.29	7.20	87.37	10.14	58.36	5.09
Dairy Calves sold (hd)	0.37	85.90	0.35	95.42	0.36	78.78
Transferred out (hd)	1.09	450.32	0.98	408.36	1.25	516.18
Cull sales (hd)	0.32	136.97	0.34	145.33	0.29	137.19
Butchered (hd)	0.01	4.37	0.01	4.46	0.01	4.52
Less purchased (hd)	-0.14	-148.25	-0.27	-263.94	-0.13	-151.83
Less transferred in (hd)	-0.96	-432.22	-0.86	-407.60	-1.02	-503.11
Inventory change (hd)	0.07	96.86	0.08	102.72	0.14	211.53
Total production		2,605.60		2,046.59		3,054.92
Other income		96.17		85.68		110.14
Gross return		2,701.77		2,132.27		3,165.06
Direct Expenses						
Corn (bu.)	94.54	164.57	91.13	155.71	100.82	174.77
Corn Silage (lb.)	17,768.76	157.33	15,319.05	141.62	19,733.12	165.72
Hav. Alfalfa (lb.)	4,464.64	161.97	5,078.60	187.55	3,770.65	134.57
Hav. Grass & Other (lb.)	1,243.84	30.14	1,606.39	40.36	1,060.64	27.57
Havlage. Alfalfa (lb.)	7,446.38	135.81	8,155.03	150.26	8,698.52	158.76
Complete Ration (lb.)	1,684.34	97.73	1,013.67	73.13	4,135.61	82.95
Protein Vit Minerals (lb.)	4,174.83	370.71	2,780.56	354.55	3,637.49	422.23
Other feed stuffs	1,200.07	70.42	499.76	65.75	1,315.82	39.56
Breeding fees		31.38		28.75		37.93
Veterinary		94.10		70.46		101.70
BST		31.62		17.70		27.52
Livestock supplies		126.71		112.76		115.17
DHIA		14.82		12.94		16.33
Fuel & oil		34.21		32.70		37.56
Repairs		101.19		98.07		114.28
Custom hire		43.07		75.24		23.65
Hired labor		8.52		18.83		0.42
Livestock leases		5.06		10.99		0.82
Hauling and trucking		34.25		27.61		32.94
Marketing		41.69		43.10		46.19
Operating interest		12.06		17.43		6.86
Total direct expenses		1,767.34		1,735.51		1,767.52
Return over direct expense		934.42		396.76		1,397.55
Overhead Expenses						
Hired labor		161.86		58.91		227.93
Machinery & bldg leases		31.61		24.79		28.72
RE & pers. property taxes		10.35		9.27		13.48
Farm insurance		27.53		26.30		29.14
Utilities		63.60		60.48		69.79
Interest		140.47		136.23		143.60
Mach & bldg depreciation		118.70		94.31		142.45
Miscellaneous		37.21		53.12		37.79
Total overhead expenses		591.33		463.41		692.90
Total dir & ovhd expenses		2,358.68		2,198.92		2,460.42
Net return		343.09		-66.65		704.65
Labor & management charge		216.55		237.19		236.40
Net return over lbr & mgt		126.54		-303.84		468.24
Cost of Production						
Total direct expense per cwt.		8.91		10.33		7.97
Total dir & ovhd expense per cwt.		11.89		13.08		11.09
With labor and management		12.98		14.49		12.16
With other revenue adjustments		11.51		13.48		10.32
Est. labor hours per unit		41.48		40.72		41.63
Other Information						
Avg. number of Cows		87.6		64.0		97.1
Milk produced per Cow		19,842		16,809		22,181
Percent butterfat in milk		3.8		3.6		3.7
Culling percentage		32.2		34.4		29.3
Percent of barn capacity		107.6		99.8		108.9
Lbs. milk/lb grain & conc.		1.7		1.8		1.6
Feed cost per cwt of milk		5.99		6.95		5.44
Feed cost per Cow		1,188.67		1,168.93		1,206.14
Avg. milk price per cwt.		12.16		11.67		12.44

Livestock Enterprise Analysis
Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Dairy Replacement Heifers -- Average per Average Head

	<u>Avg. Of All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
Number of farms	491		98		100	
	Quantity	Value	Quantity	Value	Quantity	Value
Replacements sold (hd)	0.35	96.93	0.31	61.49	0.23	110.22
Transferred out (hd)	0.43	394.94	0.36	301.18	0.40	428.85
Cull sales (hd)	0.04	8.77	0.03	5.07	0.09	24.06
Butchered (hd)	0.00	1.35	0.01	1.65	0.00	1.31
Less purchased (hd)	-0.07	-52.65	-0.07	-36.21	-0.06	-39.50
Less transferred in (hd)	-0.65	-76.64	-0.60	-72.41	-0.47	-62.87
Inventory change (hd)	0.01	27.10	-0.03	-45.56	0.06	121.71
Total production (hd)	0.00	399.80	0.00	215.21	0.00	583.78
Other income		7.00		0.00		1.01
Gross return		406.81		215.21		584.79
Direct Expenses						
Corn (bu.)	17.02	29.43	20.52	35.30	20.10	33.67
Corn Silage (lb.)	5,180.97	45.74	5,580.25	48.19	5,000.88	44.25
Hav. Alfalfa (lb.)	1,399.57	47.22	1,445.19	49.72	1,291.35	44.91
Hav. Grass & Other (lb.)	722.63	15.80	764.44	16.97	547.08	11.93
Havilage. Alfalfa (lb.)	1,392.12	22.73	1,958.56	35.59	1,000.72	19.81
Havilage. Grass & Other (lb.)	180.81	2.26	115.63	1.40	202.91	2.38
Oatlage (lb.)	331.34	3.07	141.16	1.42	432.38	3.38
Oats (bu.)	2.19	2.21	2.39	2.33	2.14	2.28
Pasture (aum)	0.51	2.30	0.27	2.54	1.63	2.32
Pasture, Intensive (aum)	0.04	0.57	0.02	0.22	0.18	2.36
Stover (lb.)	28.99	0.47	64.56	1.12	41.04	0.67
Barley Silage (lb.)	71.18	0.78	137.62	1.37	90.06	0.94
Complete Ration (lb.)	601.70	17.82	254.55	18.99	1,606.51	12.59
Milk (lb.)	45.97	5.06	49.09	5.18	32.20	3.40
Milk Replacer (lb.)	6.43	5.06	6.40	4.93	9.08	7.44
Protein Vit Minerals (lb.)	794.59	42.55	327.47	47.67	267.84	36.60
Other feed stuffs	41.10	7.78	19.18	3.23	11.69	3.61
Breeding fees		4.96		4.54		4.41
Veterinary		11.76		11.32		14.93
Livestock supplies		12.58		16.61		10.77
Fuel & oil		5.57		5.37		5.74
Repairs		17.33		17.71		18.45
Custom hire		15.89		32.93		8.91
Hired labor		0.82		1.37		1.31
Machinery & bldg leases		3.63		3.10		0.49
Livestock leases		1.14		3.75		-
Bedding		0.60		0.54		1.42
Operating interest		2.46		2.23		2.54
Miscellaneous		2.26		10.97		-
Total direct expenses		329.86		386.61		301.52
Return over direct expense		76.95		-171.39		283.27
Overhead Expenses						
Hired labor		22.43		14.66		27.82
Machinery & bldg leases		3.90		3.57		3.85
RE & pers. property taxes		1.66		1.50		1.66
Farm insurance		4.49		4.30		4.60
Utilities		9.96		10.13		10.56
Interest		20.68		17.90		18.60
Mach & bldg depreciation		19.45		18.35		19.51
Miscellaneous		5.60		6.07		5.48
Total overhead expenses		88.17		76.47		92.08
Total dir & ovhd expenses		418.02		463.08		393.61
Net return		-11.22		-247.87		191.18
Labor & management charge		36.56		34.82		38.26
Net return over lbr & mgt		-47.78		-282.69		152.92
Cost of Production						
Total direct expense per head		329.86		386.61		301.52
Total dir & ovhd expense per head		418.02		463.08		393.61
With labor and management		454.59		497.91		431.87
With other revenue adjustments		447.58		497.90		430.86
Est. labor hours per unit		6.40		4.86		7.38
Other Information						
No. purchased or trans in		56		49		40
Number sold or trans out		61		49		48
Average number of head		78		74		75
Percentage death loss		6.3		7.6		6.3
Feed cost per average head		250.86		276.18		232.54
Feed cost/head sold+trans		321.06		414.09		365.87
Avg. purchase weight		105		28		373
Avg. sales weight		52		43		123
Avg. purch price / head		802.19		519.39		639.59
Avg. sales price / head		273.99		198.29		475.78

Livestock Enterprise Analysis
Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

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

	<u>Avg. Of</u> <u>All Farms</u>	
Number of farms	14	
	Quantity	Value
Dairy Hfrs sold (hd)	0.65	520.66
Transferred out (hd)	0.01	11.31
Cull sales (hd)	0.01	4.87
Butchered (hd)	0.00	0.84
Less purchased (hd)	-0.69	-129.45
Less transferred in (hd)	-0.16	-18.05
Inventory change (hd)	0.10	83.63
Total production (hd)	0.00	473.79
Other income		23.39
Gross return		497.18
Direct Expenses		
Corn (bu.)	13.35	22.88
Corn Silage (lb.)	6,177.39	51.41
Hav. Alfalfa (lb.)	1,057.56	32.12
Hav. Grass & Other (lb.)	437.00	10.67
Havlage. Alfalfa (lb.)	2,463.49	52.68
Pasture (aum)	0.37	2.88
Complete Ration (lb.)	323.96	31.63
Milk Replacer (lb.)	20.67	14.72
Protein Vit Minerals (lb.)	554.91	64.69
Other feed stuffs	46.00	1.12
Breeding fees		3.75
Veterinary		24.63
Livestock supplies		17.80
Fuel & oil		6.90
Repairs		25.90
Custom hire		0.81
Marketing		0.92
Operating interest		13.70
Total direct expenses		379.20
Return over direct expense		117.98
Overhead Expenses		
Hired labor		5.16
Machinery & bldg leases		6.46
RE & pers. property taxes		1.65
Farm insurance		4.29
Utilities		7.47
Dues & professional fees		1.18
Interest		11.99
Mach & bldg depreciation		18.89
Miscellaneous		5.62
Total overhead expenses		62.71
Total dir & ovhd expenses		441.91
Net return		55.27
Labor & management charge		38.31
Net return over lbr & mgt		16.96
Cost of Production		
Total direct expense per head		379.20
Total dir & ovhd expense per head		441.91
With labor and management		480.22
With other revenue adjustments		456.83
Est. labor hours per unit		4.81
Other Information		
No. purchased or trans in		160
Number sold or trans out		124
Average number of head		188
Percentage death loss		4.6
Feed cost per average head		284.80
Feed cost/head sold+trans		430.24
Avg. purchase weight		28
Avg. sales weight		184
Avg. purch price / head		188.51
Avg. sales price / head		800.80

Livestock Enterprise Analysis
Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Dairy Steers -- Average per Per Cwt. Produced

	<u>Avg. Of All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
Number of farms	169		33		34	
	Quantity	Value	Quantity	Value	Quantity	Value
Dairy Steers sold (lb)	130.24	83.12	133.23	80.88	110.93	70.99
Transferred out (lb)	2.72	3.24	0.64	1.26	-	-
Butchered (lb)	2.34	1.58	1.58	1.04	3.17	2.73
Less purchased (lb)	-35.68	-30.59	-45.77	-40.60	-14.66	-10.15
Less transferred in (lb)	-10.75	-9.20	-2.65	-2.97	-14.28	-12.36
Inventory change (lb)	11.13	11.40	12.97	10.41	14.83	16.37
Total production (lb)	100.00	59.55	100.00	50.02	100.00	67.58
Other income		0.03		0.11		0.04
Gross return		59.58		50.13		67.63
Direct Expenses						
Corn (bu.)	10.92	18.58	10.76	19.47	9.52	16.08
Corn Silage (lb.)	212.99	1.83	254.73	2.12	117.88	1.02
Corn, Ear (lb.)	4.13	0.09	18.97	0.41	-	-
Hav. Alfalfa (lb.)	71.10	1.91	149.74	3.13	47.84	1.54
Hav. Grass & Other (lb.)	40.45	0.86	73.24	1.44	35.54	0.85
Havlage, Alfalfa (lb.)	31.40	0.53	13.07	0.22	19.70	0.35
Oats (bu.)	0.19	0.22	0.03	0.04	0.21	0.31
Complete Ration (lb.)	10.35	0.94	21.06	0.97	4.99	0.70
Milk (lb.)	1.01	0.10	1.13	0.12	4.78	0.44
Milk Replacer (lb.)	0.63	0.44	0.53	0.34	0.68	0.44
Protein Vit Minerals (lb.)	252.98	9.71	64.78	11.57	42.34	6.67
Other feed stuffs	8.40	0.46	12.75	1.32	13.74	0.25
Veterinary		1.45		1.93		0.57
Livestock supplies		1.34		2.27		0.74
Fuel & oil		1.03		1.22		0.90
Repairs		2.51		3.38		2.11
Custom hire		0.26		0.12		0.02
Hauling and trucking		0.36		0.27		0.14
Marketing		0.52		0.08		0.62
Operating interest		1.45		2.27		0.47
Total direct expenses		44.60		52.70		34.24
Return over direct expense		14.98		-2.57		33.39
Overhead Expenses						
Hired labor		1.13		1.05		0.95
Machinery & bldg leases		0.33		0.26		0.37
RE & pers. property taxes		0.39		0.48		0.65
Farm insurance		0.83		0.83		0.68
Utilities		1.14		1.04		1.29
Dues & professional fees		0.11		0.02		0.29
Interest		2.16		1.51		1.25
Mach & bldg depreciation		2.96		2.93		1.98
Miscellaneous		0.78		0.81		0.42
Total overhead expenses		9.82		8.92		7.87
Total dir & ovhd expenses		54.42		61.62		42.11
Net return		5.16		-11.49		25.52
Labor & management charge		5.82		7.24		6.12
Net return over lbr & mgt		-0.67		-18.72		19.40
Cost of Production						
Total direct expense per cwt.		44.60		52.70		34.24
Total dir & ovhd expense per cwt.		54.42		61.62		42.11
With labor and management		60.25		68.86		48.22
With other revenue adjustments		60.22		68.74		48.18
Est. labor hours per unit		0.74		0.94		0.77
Other Information						
No. purchased or trans in		71		77		41
Number sold or trans out		60		61		31
Percentage death loss		3.5		3.8		4.0
Avg. daily gain (lbs)		2.07		1.98		2.28
Lbs of conc / lb of gain		8.85		7.10		5.86
Lbs of feed / lb of gain		10.92		10.47		7.35
Feed cost per cwt of gain		35.67		41.15		28.65
Feed cost per head		280.74		304.99		325.77
Average purchase weight		358		391		398
Average sales weight		1.175		1.267		1.451
Avg purch price / head		307.14		346.56		275.44
Avg sales price / cwt		63.82		60.70		63.99

Livestock Enterprise Analysis
Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Beef, Background Beef -- Average per Per Head

	<u>Avg. Of All Farms</u>	
Number of farms	14	
	Quantity	Value
Background Beef sold (lb)	714.99	597.03
Transferred out (lb)	35.19	27.88
Butchered (lb)	3.68	2.35
Less purchased (lb)	-160.06	-152.55
Less transferred in (lb)	-290.29	-272.75
Inventory change (lb)	29.46	58.23
Total production (lb)	332.97	260.19
Other income		-
Gross return		260.19
Direct Expenses		
Corn (bu.)	7.37	12.93
Corn Silage (lb.)	3,541.96	28.97
Hay, Alfalfa (lb.)	280.24	5.81
Hay, Grass & Other (lb.)	2,434.20	44.60
Oats (bu.)	4.30	5.54
Pasture (aum)	0.01	1.23
Complete Ration (lb.)	155.60	11.98
Protein Vit Minerals (lb.)	32.77	7.46
Other feed stuffs	108.54	5.33
Veterinary		9.08
Livestock supplies		1.69
Fuel & oil		2.17
Repairs		3.90
Livestock leases		1.60
Hauling and trucking		1.35
Marketing		17.95
Operating interest		2.90
Total direct expenses		164.48
Return over direct expense		95.71
Overhead Expenses		
Hired labor		1.19
RE & pers. property taxes		0.98
Farm insurance		2.81
Utilities		3.52
Interest		7.92
Mach & bldg depreciation		4.69
Miscellaneous		3.18
Total overhead expenses		24.29
Total dir & ovhd expenses		188.77
Net return		71.42
Labor & management charge		14.53
Net return over lbr & mgt		56.89
Cost of Production		
Total direct expense per cwt.		49.40
Total dir & ovhd expense per cwt.		56.69
With labor and management		61.05
With other revenue adjustments		61.05
Est. labor hours per unit		2.24
Other Information		
No. purchased or trans in		95
Number sold or trans out		98
Percentage death loss		2.0
Avg. daily gain (lbs)		1.29
Lbs of conc / lb of gain		2.37
Lbs of feed / lb of gain		14.24
Feed cost per cwt of gain		37.19
Feed cost per head		123.84
Average purchase weight		491
Average sales weight		796
Avg purch price / cwt		95.31
Avg sales price / cwt		83.50

Livestock Enterprise Analysis
Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Beef Cow-Calf -- Average per Per Cow

	<u>Ava. Of All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
Number of farms	148		29		30	
Beef Calves sold (lb)	Quantity	Value	Quantity	Value	Quantity	Value
Transferred out (lb)	232.36	226.25	227.06	204.62	257.80	243.93
Cull sales (lb)	209.63	201.34	98.55	127.62	226.48	218.86
Butchered (lb)	114.07	60.50	127.26	67.77	132.25	71.52
Less purchased (lb)	3.85	2.65	3.44	1.43	4.29	2.27
Less transferred in (lb)	-68.83	-66.55	-84.06	-82.18	-26.44	-44.47
Inventory change (lb)	-45.02	-35.65	-20.71	-28.80	-28.94	-21.28
Total production (lb)	79.78	70.64	-4.99	3.97	39.34	90.26
Other income	525.84	459.19	346.55	294.43	604.79	561.09
Gross return		0.40		0.14		0.15
		459.59		294.57		561.24
Direct Expenses						
Corn (bu.)	2.88	4.60	8.42	13.60	1.34	2.01
Corn Silage (lb.)	2,958.02	25.08	3,005.53	25.88	3,151.84	28.03
Hav. Alfalfa (lb.)	1,336.80	33.96	4,751.03	140.40	774.67	16.20
Hav. Grass & Other (lb.)	5,018.20	89.59	2,585.69	62.28	4,730.68	81.47
Hav. Alfalfa (lb.)	81.54	1.38	7.63	0.11	112.13	2.24
Hav. Grass & Other (lb.)	213.06	1.74	-	-	422.50	2.53
Oats (bu.)	1.56	1.62	1.99	1.97	0.40	0.41
Pasture (aum)	3.89	26.38	9.16	27.07	2.72	23.30
Stover (lb.)	225.42	1.92	160.69	1.47	321.73	1.75
Barley Silage (lb.)	26.35	0.21	269.08	2.15	-	-
Complete Ration (lb.)	144.40	6.33	9.12	0.59	187.42	12.19
Protein Vit Minerals (lb.)	415.12	14.98	83.11	13.81	1,211.87	9.08
Other feed stuffs	127.48	2.23	303.44	0.94	96.09	1.94
Breeding fees		2.36		1.88		1.62
Veterinary		19.95		17.47		16.48
Livestock supplies		8.23		7.50		7.25
Fuel & oil		9.69		13.96		7.87
Repairs		21.42		33.92		16.35
Hauling and trucking		1.63		1.23		0.26
Marketing		4.85		5.42		5.96
Operating interest		8.47		11.53		11.15
Total direct expenses		286.62		383.19		248.09
Return over direct expense		172.97		-88.62		313.15
Overhead Expenses						
Hired labor		7.62		9.70		5.18
Machinery & bldg leases		2.36		5.44		4.76
RE & pers. property taxes		3.47		4.93		4.61
Farm insurance		6.78		6.80		7.38
Utilities		10.06		11.97		10.47
Dues & professional fees		1.72		4.78		1.46
Interest		29.18		34.04		31.40
Mach & bldg depreciation		18.87		21.73		21.34
Miscellaneous		7.65		7.83		6.11
Total overhead expenses		87.72		107.22		92.71
Total dir & ovhd expenses		374.34		490.41		340.80
Net return		85.25		-195.84		220.43
Labor & management charge		59.70		65.73		56.00
Net return over lbr & mgt		25.55		-261.57		164.44
Cost of Production						
Total direct expense per cwt.		54.51		110.57		41.02
Total dir & ovhd expense per cwt.		71.19		141.51		56.35
With labor and management		77.58		134.74		65.01
With other revenue adjustments		66.58		141.61		48.03
Est. labor hours per unit		9.00		7.24		8.64
Other Information						
Number of cows		72.3		36.1		82.4
Pregnancy percentage		96.5		92.8		97.6
Pregnancy loss percentage		2.3		3.3		2.1
Culling percentage		11.0		12.6		13.0
Calving percentage		94.3		89.7		95.5
Weaning percentage		89.8		85.9		91.0
Calves sold per cow		0.84		0.74		0.85
Calf death loss percent		4.8		5.1		3.2
Average weaning weight		525		424		550
Lbs weaned/exposed female		472		364		500
Feed cost per cow		210.03		290.28		181.15
Ava wat/Beef Calf sold		541		518		568
Avg price / cwt		97.37		90.12		94.62

Livestock Enterprise Analysis
Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Return to Overhead)

Beef Cow-Calf -- Average per Per Cwt. Produced

	<u>Avg. Of</u> <u>All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
	148		29		30	
Number of farms						
	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	44.19	43.03	65.52	59.04	42.63	40.33
Transferred out (lb)	39.87	38.29	28.44	36.83	37.45	36.19
Cull sales (lb)	21.69	11.51	36.72	19.55	21.87	11.83
Butchered (lb)	0.73	0.50	0.99	0.41	0.71	0.38
Less purchased (lb)	-13.09	-12.66	-24.26	-23.71	-4.37	-7.35
Less transferred in (lb)	-8.56	-6.78	-5.97	-8.31	-4.78	-3.52
Inventory change (lb)	15.17	13.43	-1.44	1.15	6.51	14.92
Total production (lb)	100.00	87.32	100.00	84.96	100.00	92.77
Other income		0.08		0.04		0.02
Gross return		87.40		85.00		92.80
Direct Expenses						
Corn (bu.)	0.55	0.88	2.43	3.92	0.22	0.33
Corn Silage (lb.)	562.53	4.77	867.27	7.47	521.15	4.63
Hav. Alfalfa (lb.)	254.22	6.46	1,370.94	40.51	128.09	2.68
Hav. Grass & Other (lb.)	954.32	17.04	746.12	17.97	782.21	13.47
Oats (bu.)	0.30	0.31	0.58	0.57	0.07	0.07
Pasture (aum)	0.74	5.02	2.64	7.81	0.45	3.85
Barley Silage (lb.)	5.01	0.04	77.65	0.62	-	-
Complete Ration (lb.)	27.46	1.20	2.63	0.17	30.99	2.02
Protein Vit Minerals (lb.)	78.94	2.85	23.98	3.99	200.38	1.50
Other feed stuffs	123.14	1.38	136.13	0.73	157.49	1.40
Breeding fees		0.45		0.54		0.27
Veterinary		3.79		5.04		2.73
Livestock supplies		1.88		2.52		1.24
Fuel & oil		1.84		4.03		1.30
Repairs		4.07		9.79		2.70
Marketing		0.92		1.56		0.99
Operating interest		1.61		3.33		1.84
Total direct expenses		54.51		110.57		41.02
Return over direct expense		32.89		-25.57		51.78
Overhead Expenses						
Hired labor		1.45		2.80		0.86
Machinery & bldg leases		0.45		1.57		0.79
RE & pers. property taxes		0.66		1.42		0.76
Farm insurance		1.29		1.96		1.22
Utilities		1.91		3.45		1.73
Dues & professional fees		0.33		1.38		0.24
Interest		5.55		9.82		5.19
Mach & bldg depreciation		3.59		6.27		3.53
Miscellaneous		1.46		2.26		1.01
Total overhead expenses		16.68		30.94		15.33
Total dir & ovhd expenses		71.19		141.51		56.35
Net return		16.21		-56.51		36.45
Labor & management charge		11.35		18.97		9.26
Net return over lbr & mgt		4.86		-75.48		27.19
Cost of Production						
Total direct expense per cwt.		54.51		110.57		41.02
Total dir & ovhd expense per cwt.		71.19		141.51		56.35
With labor and management		77.58		134.74		65.01
With other revenue adjustments		66.58		141.61		48.03
Est. labor hours per unit		1.71		2.09		1.43
Other Information						
Number of cows		72.3		36.1		82.4
Pregnancy percentage		96.5		92.8		97.6
Pregnancy loss percentage		2.3		3.3		2.1
Culling percentage		11.0		12.6		13.0
Calving percentage		94.3		89.7		95.5
Weaning percentage		89.8		85.9		91.0
Calves sold per cow		0.84		0.74		0.85
Calf death loss percent		4.8		5.1		3.2
Average weaning weight		525		424		550
Lbs weaned/exposed female		472		364		500
Feed cost per cow		210.03		290.28		181.15
Avg wgt/Beef Calf sold		541		518		568
Avg price / cwt		97.37		90.12		94.62

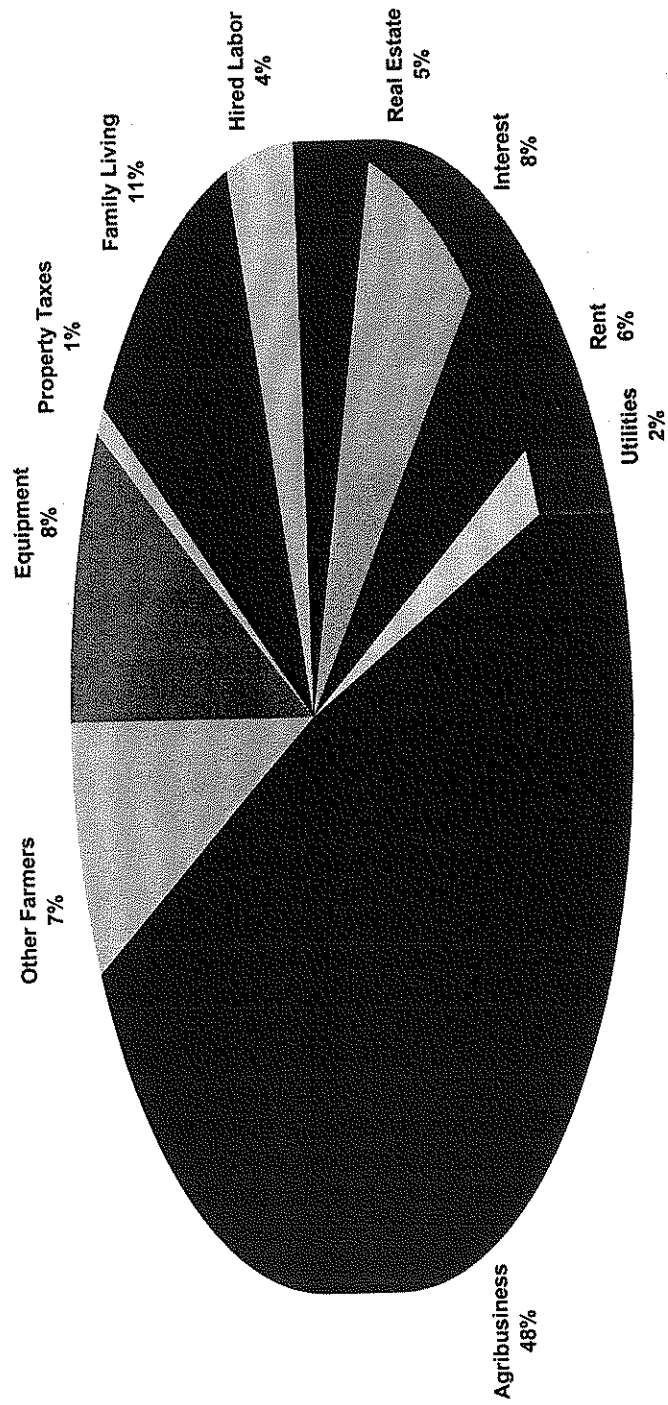
Northland Community and Technical College

Money Spent By The Average Northwestern Minnesota Farmer
Northwestern Farm Business Management Averages
Northland Community and Technical College
Summary for Five-Year Period from 1996 - 2000

	1996	1997*	1998*	1999*	2000*
To Other Farmers					
For Livestock and Custom Work	\$9,564	\$10,570	\$13,467	\$13,818	\$18,716
To the Agribusiness Community					
For Fertilizer, Chemicals, Feed, Seed, Fuel, Repairs and Supplies	\$139,917	\$106,211	\$106,221	\$106,648	\$125,554
For Farm Equipment					
Farm Power and Machinery	\$26,376	\$15,412	\$16,357	\$19,765	\$21,616
For Extra Labor	\$11,330	\$7,641	\$8,558	\$10,569	\$11,091
For Support of Local Government					
Property Taxes	\$3,430	\$2,196	\$2,221	\$2,185	\$1,835
For Utilities					
Telephone, Electricity, Water	\$3,688	\$4,085	\$4,160	\$4,242	\$4,715
For Use of Other People's Capital					
Interest	\$21,152	\$15,706	\$17,410	\$16,610	\$19,541
Rent	\$34,753	\$15,097	\$16,680	\$16,805	\$14,411
Total	\$55,905	\$30,803	\$34,090	\$33,415	\$33,952
For Real Estate					
Purchases and Improvements	\$21,351	\$9,364	\$16,537	\$10,573	\$13,338
Total Farm Purchases	<u>\$271,561</u>	<u>\$186,282</u>	<u>\$201,611</u>	<u>\$201,215</u>	<u>\$230,817</u>
Household and Pers. Expenses (Family Living)					
For Food, Clothing, Furnishings, Education, Contributions, Medical, Gifts, Recreation and Investments	\$34,648	\$33,698	\$31,730	\$30,588	\$28,734
Total Money Spent by an Average Farmer within the Community or Service Area	<u>\$306,209</u>	<u>\$219,980</u>	<u>\$233,341</u>	<u>\$231,803</u>	<u>\$259,551</u>

*1997, 1998, 1999, 2000 data includes only the data from this report. The data from farms located in the RR Valley is not included, as these farms 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, 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.

The programs became course/credit based in FY92. 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. 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 is primarily individualized on the farm or in the office with the farm family. Additional instruction is also offered in group or classroom settings.

Northland Community and Technical College now offers four Farm Business Management Programs:

1. Farm Business Management – Diploma Program
2. Advanced Farm Business Management – Certificate Program
3. Agriculture Commodity Marketing – Certificate Program
4. Farm Business Management – Current Topics Certificate Program

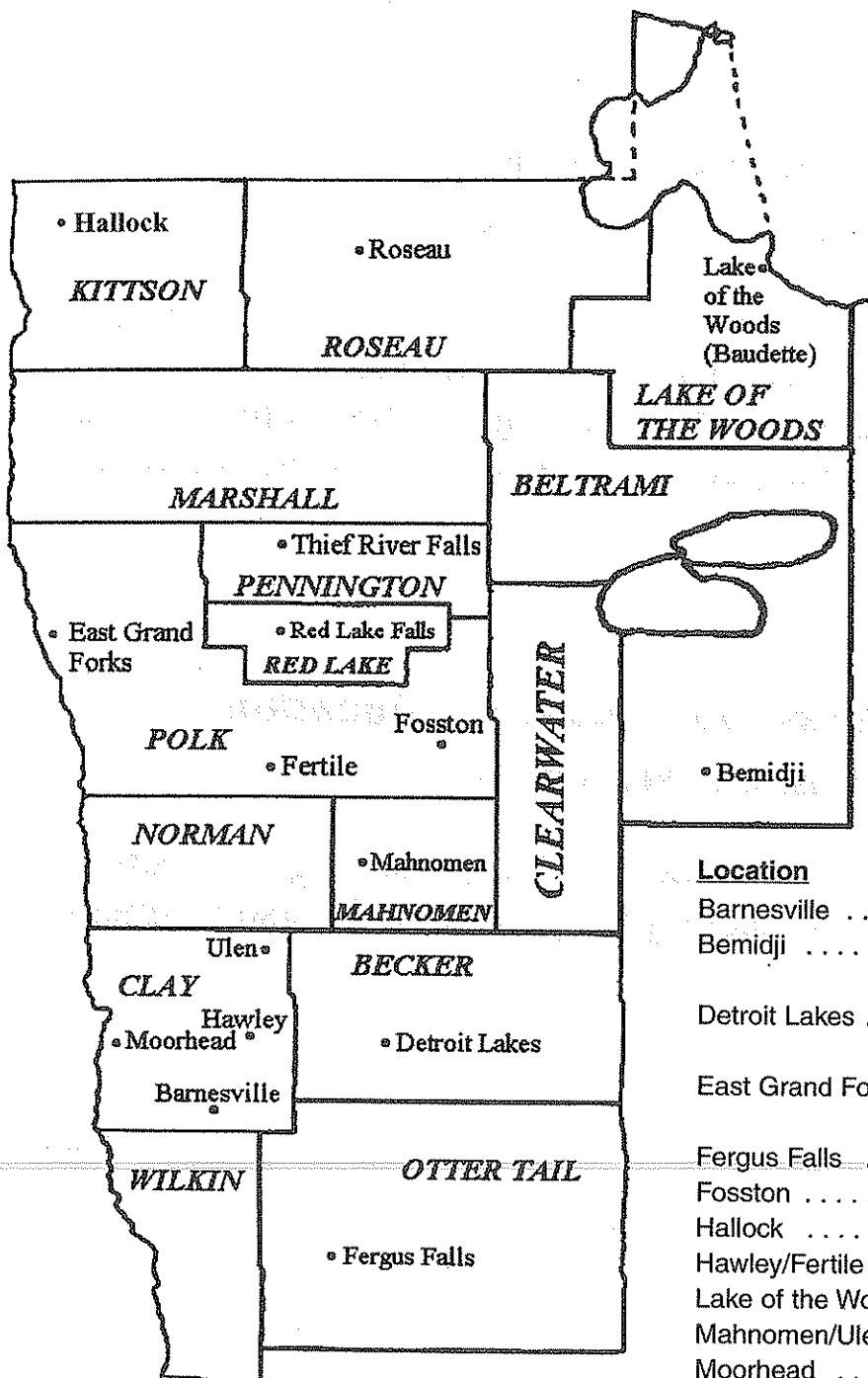
Like most educational programs, members benefit from the instruction in relation to how much effort they put into study. Some farmers have benefited more, and some less, depending upon how seriously they studied the results of their business analysis and the kind of decisions they made as a result of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

Northland Community and Technical College Mission Statement

Northland Community and Technical College, an accredited college that provides technical and liberal arts education, is dedicated to creating a quality learning environment through partnerships with students, communities, businesses, and other educational institutions.

Farm Business Management Education Mission Statement

Management Programs provide life-long learning instruction within our communities meeting the goals of a diverse business community.



NORTHLAND COMMUNITY AND TECHNICAL COLLEGE

FARM BUSINESS MANAGEMENT PROGRAMS

Northwestern Minnesota

<u>Location</u>	<u>Instructor</u>
Barnesville	Sheldon Schmiess
Bemidji	Jim Sackett
	Steve Ziegler
Detroit Lakes	Mark Berg
	Paul Ramsey
East Grand Forks	Ron Dvergsten
	Joel Osowski
Fergus Falls	Rudy Hasbargen
Fosston	Doug Fjerstad
Hallock	Chad Anvinson
Hawley/Fertile	Dennis Olsen
Lake of the Woods	Gerald Ausmus
Mahnomen/Ulen	Mike Lockhart
Moorhead	Rick Morgan
	Greg Tullis
Red Lake Falls	Greg Kalinoski
Roseau	Duane Jaenicke
Thief River Falls	Greg Dvergsten
	Danie Packard
Marketing	Betsy Jensen
Risk Management	Tim Dufault