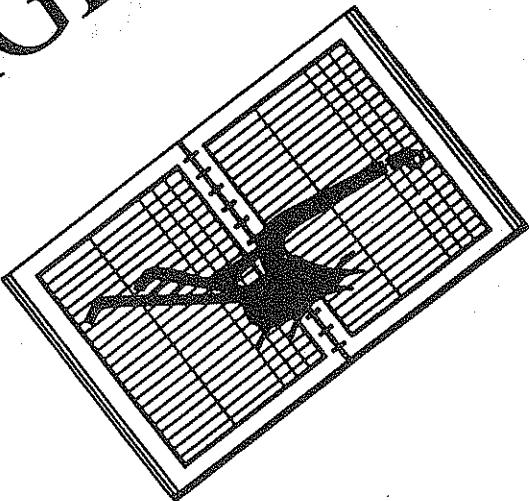
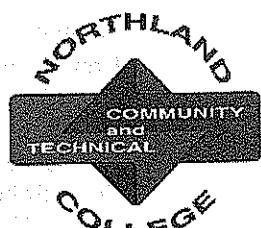


FARM BUSINESS MANAGEMENT



2001 ANNUAL REPORT
NORTHWESTERN MINNESOTA
Report No. 47
April 2002

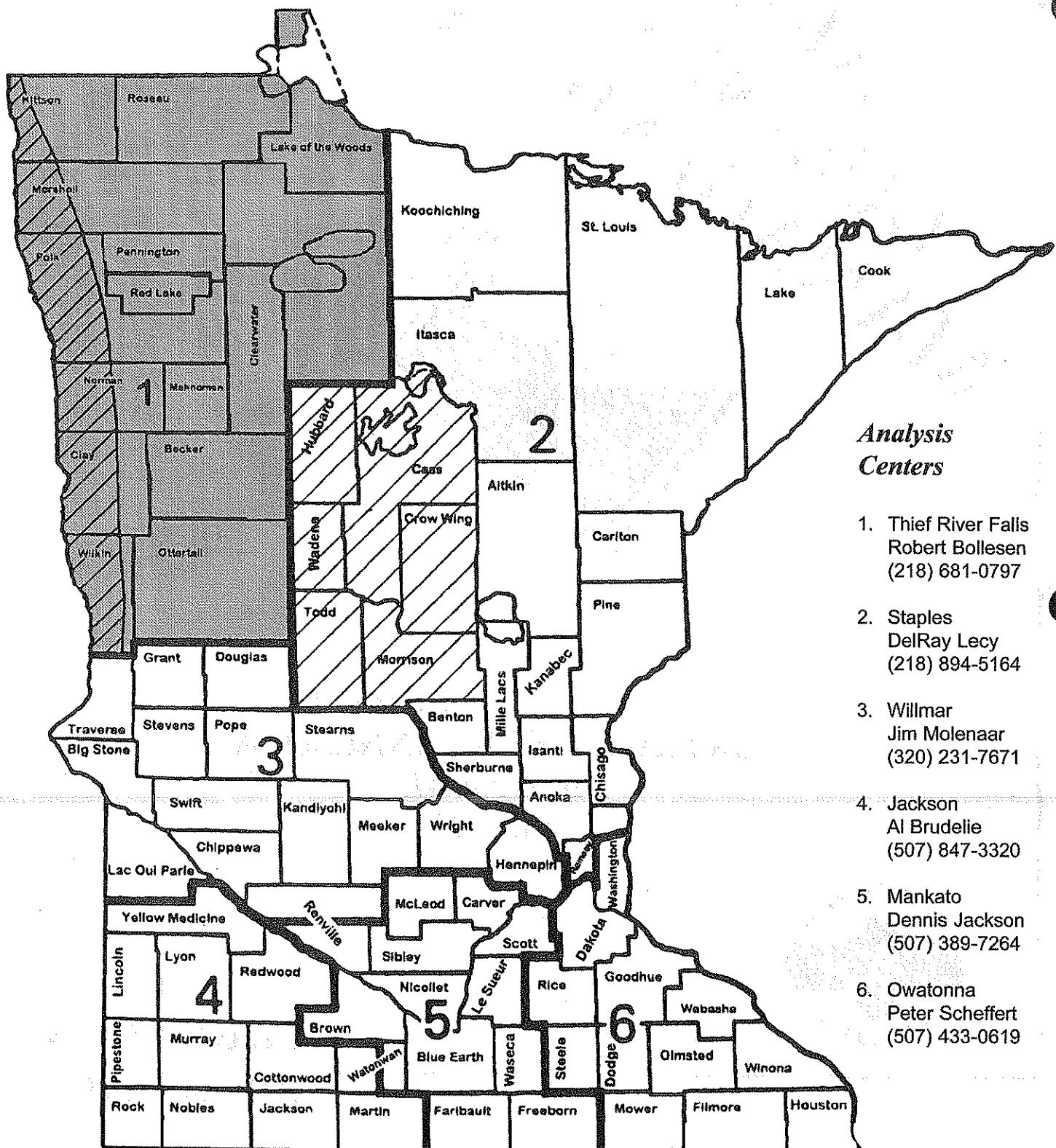


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Area Included in the Valley Average Book

Areas Included in this Average Book

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What's in the 2001 Annual Report

The 2001 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 2001 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

<u>Site</u>	<u>Instructor</u>
-------------	-------------------

Barnesville	Sheldon Schmiess
Baudette	Gerald Ausmus
Bemidji	Jim Sackett/Steve Ziegler
Detroit Lakes	Mark Berg
East Grand Forks	Ron Dvergsten/Joel Osowski
Fergus Falls	Rudy Hasbargen
Fertile	Ron Dvergsten/Dennis Olsen
Fosston	Doug Fjerstad
Hallock	Chad Anvinson
Hawley	Dennis Olsen
Mahnomen, Ulen	Mike Lockhart
Red Lake Falls	Greg Kalinoski
Roseau	Duane Jaenicke
Thief River Falls	Greg Dvergsten Danie Packard

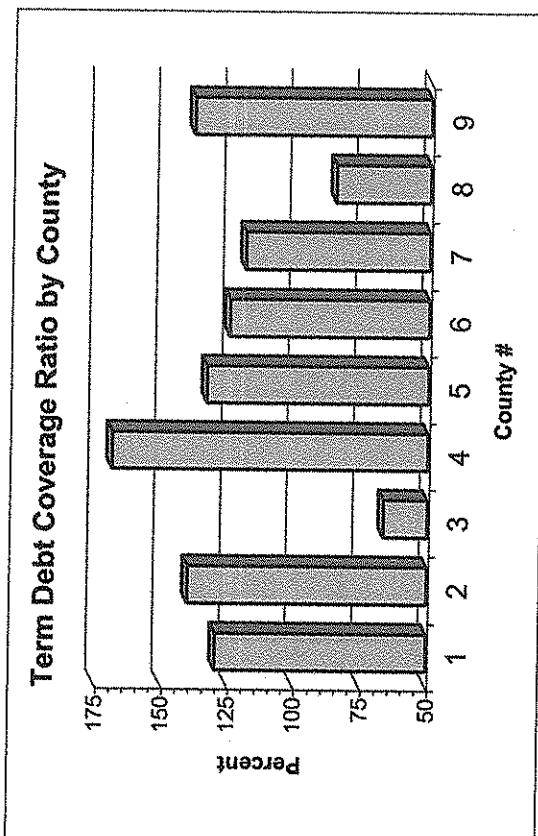
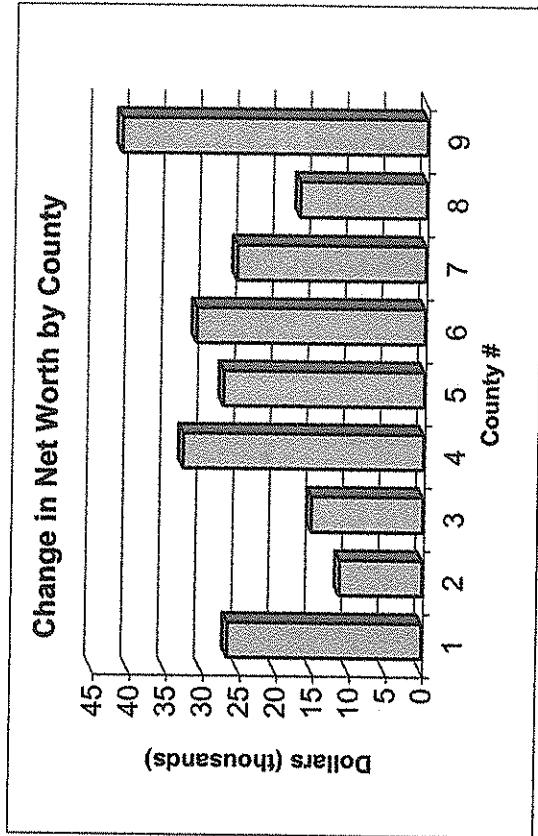
Central Lakes Community and Technical College

<u>Site</u>	<u>Instructor</u>
-------------	-------------------

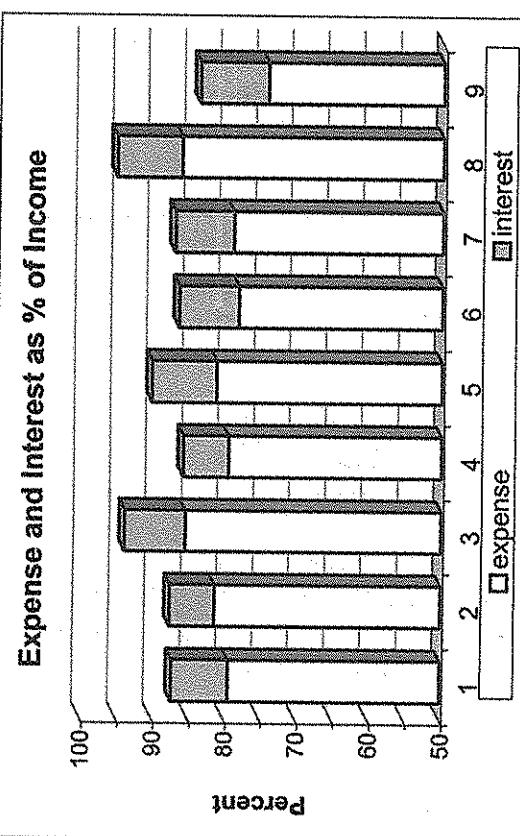
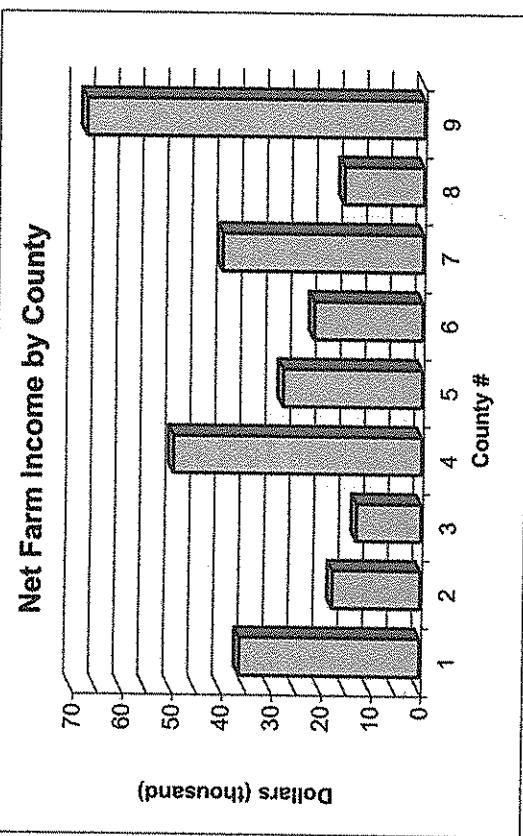
Little Falls	Dave Stish
Pierz	Ben Jorgensen
Staples	Brad Irwin Bob Rick Tom Schulz

The analysis average of 394 farm records and the preparation of this report is done under the direction of Robert E. Bolleson, 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.

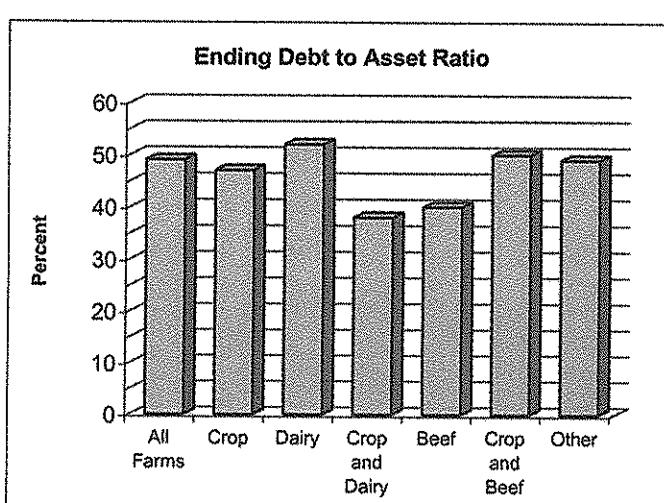
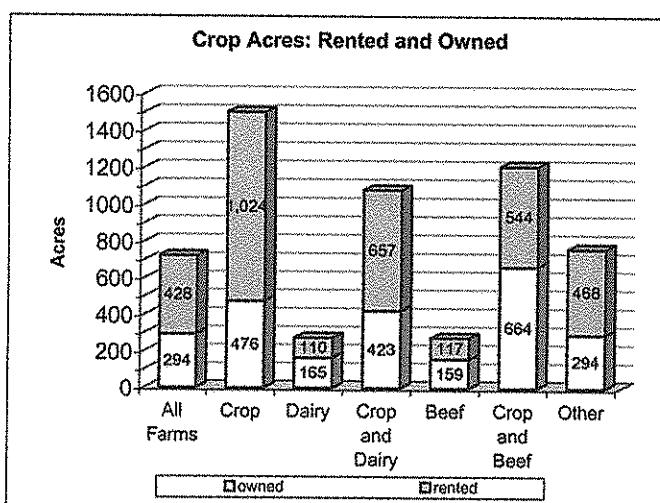
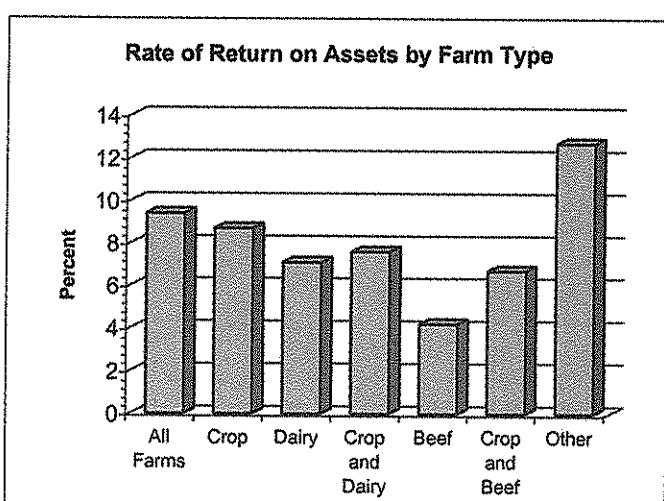
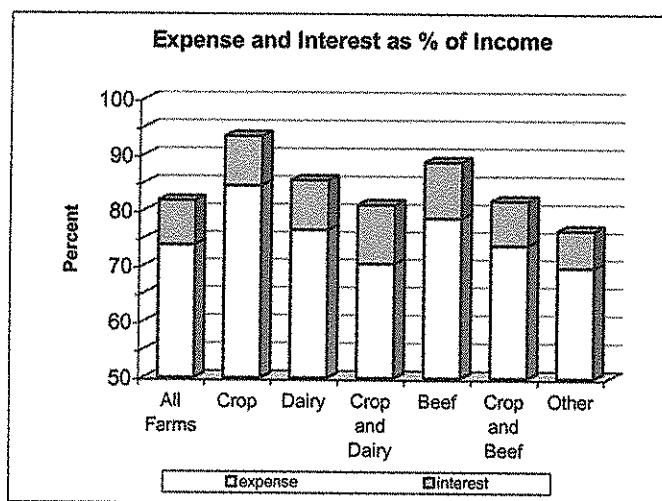
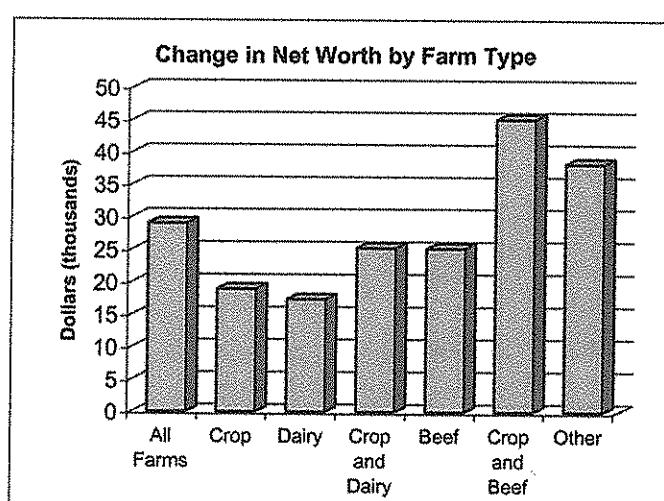
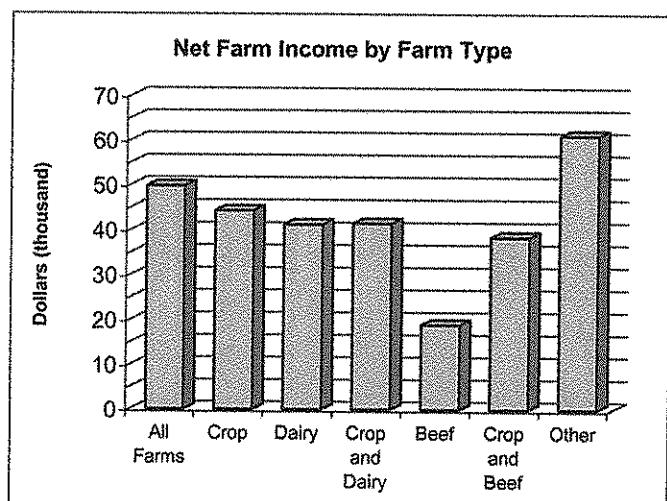


County #	1	2	3	4	5	6	7	8	9
Counties	All Farms	Koochiching LOW Roseau	Kitson Marshall	Pennington Polk Red Lake	Mahnomen Norman	Beltz Clearwater Hubbard	Becker Clay Otter Tail Wilkin	Cass Todd Wadena	Crow Wing Morrison



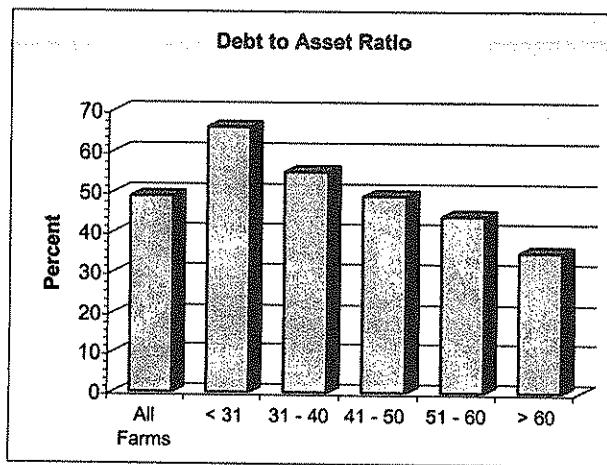
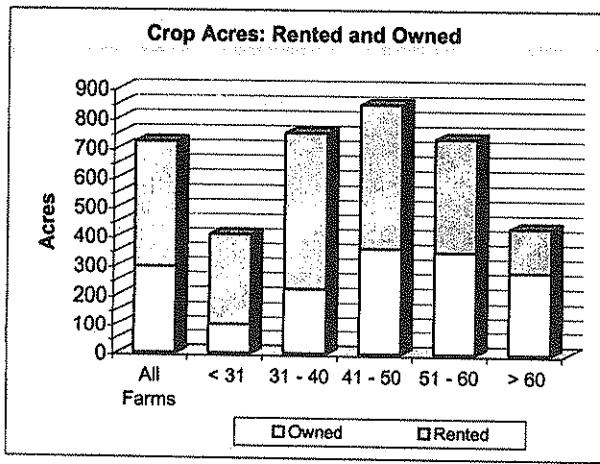
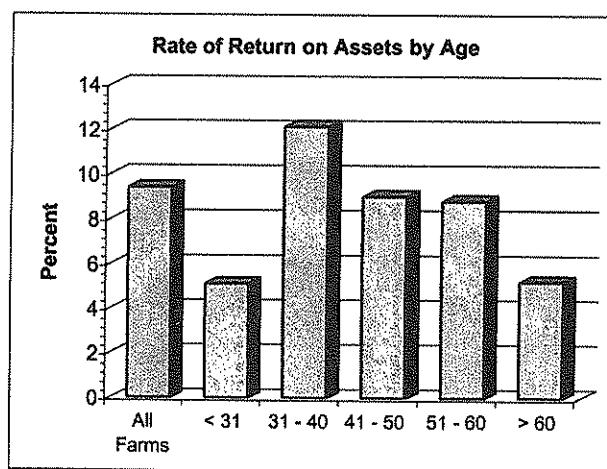
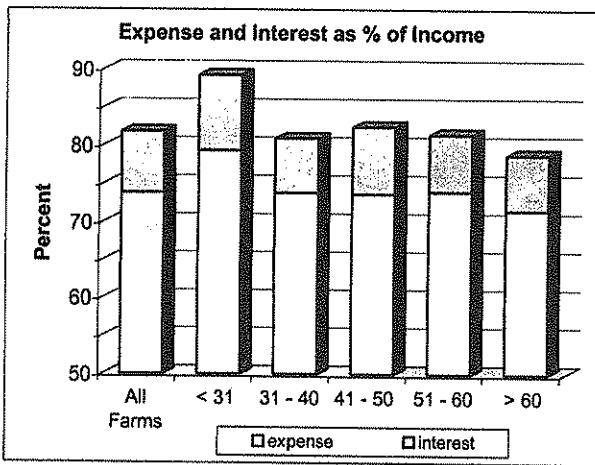
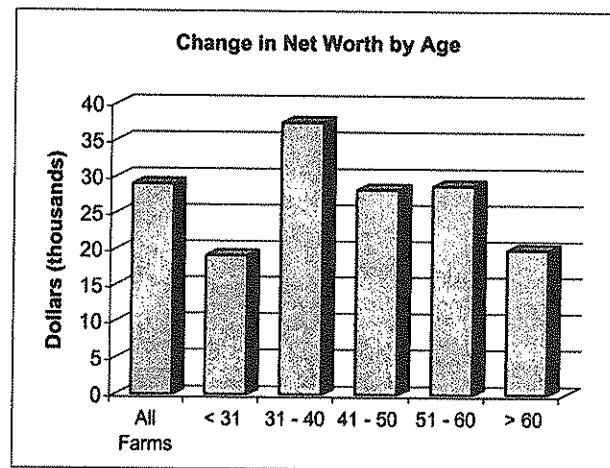
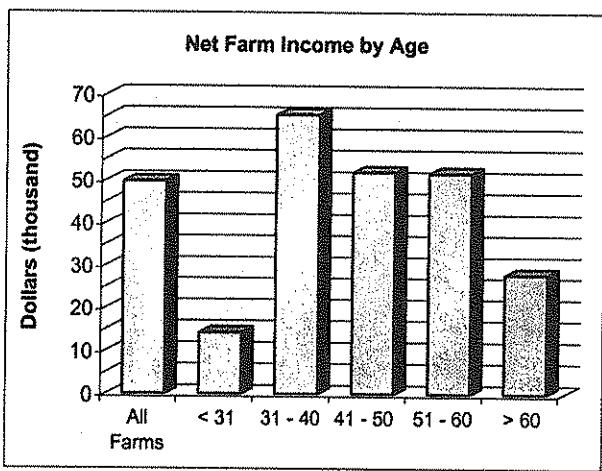
Financial Summary
Northwestern Farm Business Management Averages
Northland Community and Technical College
Farms Sorted by County

	Average For All Farms	Koochiching Low Rosenau	Kittson Marshall	Pennington Polk Red Lake	Mahnormen Norman	Beltrami Clearwater Hubbard	Becker Clay Otter Tail Wilkin	Cass Todd Wadena	Crow Wing Morrison	57
Income Statement										
Gross cash farm income	256,507	166,853	214,041	371,638	203,952	181,997	265,101	179,336	146,624	325,551
Total cash farm expense	201,445	131,239	160,172	292,784	168,093	136,723	216,877	48,224	32,772	243,652
Net cash farm income	55,061	35,614	53,868	78,854	35,859	45,273	9,461	-9,488	-9,488	81,899
Inventory change	-2,576	-5,494	-26,129	-4,473	1,803	-6,428	-17,362	-7,213	-16,054	2,065
Depreciation and capital adjust	-16,240	-12,423	-14,721	-24,519	-9,687	-17,020	-16,001	-16,001	-16,001	-16,054
Net farm income	36,245	17,697	13,018	49,862	27,975	21,826	40,323	67,910	67,910	67,910
Profitability (cost)										
Labor and management earnings	20,370	562	-1,137	33,062	18,534	8,152	23,883	7,731	44,094	44,094
Rate of return on assets	6.10%	1.90%	1.40%	6.80%	6.40%	4.50%	6.60%	3.50%	9.30%	9.30%
Rate of return on equity	5.10%	-0.50%	-4.00%	7.10%	6.00%	2.30%	6.20%	-2.00%	10.70%	10.70%
Operating profit margin	15.90%	6.20%	3.70%	13.50%	15.50%	14.70%	17.70%	8.80%	28.70%	28.70%
Asset turnover rate	38.20%	31.40%	36.90%	50.60%	41.20%	30.70%	37.50%	39.50%	32.40%	32.40%
Liquidity										
Term debt coverage ratio	129.30%	140.00%	66.30%	168.90%	133.40%	125.00%	119.20%	85.30%	139.00%	139.00%
Expense as a percent of income	79.40%	81.40%	85.60%	79.60%	81.30%	78.30%	79.10%	86.40%	74.40%	74.40%
Interest as a percent of income	7.90%	6.20%	8.40%	6.30%	9.00%	8.30%	8.10%	9.00%	9.50%	9.50%
Solvency (market)										
Number of sole proprietors	338	37	28	56	27	45	72	31	42	42
Ending farm assets	564,495	469,768	597,409	638,564	465,381	507,368	594,028	365,255	747,198	747,198
Ending farm liabilities	301,190	200,310	316,534	381,971	291,512	244,234	318,904	230,576	387,788	387,788
Ending total assets	648,505	550,782	714,576	709,135	503,636	592,122	695,904	431,025	842,517	842,517
Ending total liabilities	315,711	212,384	331,960	379,977	298,940	252,846	335,459	248,293	404,262	404,262
Ending net worth	332,794	338,398	382,616	329,158	204,686	339,276	360,444	182,731	438,255	438,255
Net worth change	26,523	11,282	15,218	32,804	27,413	31,162	25,768	17,310	41,663	41,663
Ending farm debt to asset ratio	53%	43%	53%	57%	62%	48%	54%	63%	52%	52%
Beginning farm debt to asset ratio	50%	38%	48%	55%	62%	45%	49%	60%	49%	49%
End total debt to asset ratio	49%	39%	46%	54%	59%	43%	48%	58%	48%	48%
Nonfarm Information										
Net nonfarm income	18,467	22,023	23,293	22,700	19,556	22,623	13,199	18,819	11,173	11,173
Farms reporting living expenses	143	22	2	12	8	10	51	19	19	19
Total family living expense	23,832	22,529	-	26,730	19,640	32,569	22,298	22,050	25,790	25,790
Total living, invest, & capital	33,439	33,236	-	36,901	23,522	40,110	31,353	33,816	36,741	36,741
Crop Acres										
Total acres owned	447	663	825	455	337	537	363	262	289	289
Total crop acres	753	867	1,200	1,508	599	439	641	214	329	329
Total crop acres owned	294	396	625	400	198	250	248	105	176	176
Total crop acres cash rented	428	399	535	1,030	401	181	371	95	153	153
Total crop acres share rented	31	72	40	79	-	8	22	14	-	-



Financial Summary
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Farm Type)

	Avg. Of All Farms	Crop	Dairy	Beef	Crop and Dairy	Crop and Beef	Other
Number of farms	394	87	154	38	12	19	80
Income Statement							
Gross cash farm income	256,507	300,947	290,283	85,607	341,474	252,947	185,831
Total cash farm expense	201,445	232,932	223,676	66,125	271,854	200,442	153,857
Net cash farm income	55,061	68,015	66,607	19,482	69,620	52,506	31,974
Inventory change	-2,576	-10,852	1,978	-2,909	-1,098	-19,756	277
Depreciation and capital adjust	-16,240	-15,953	-18,283	-12,179	-12,921	-22,262	-13,909
Net farm income	36,245	41,210	50,302	4,394	55,601	10,487	18,342
Profitability (cost)							
Labor and management earnings	20,370	23,753	34,297	-6,634	24,903	-7,914	6,134
Rate of return on assets	6.1 %	5.8 %	8.4 %	0.7 %	6.1 %	1.7 %	3.1 %
Rate of return on equity	5.1 %	5.2 %	9.7 %	-4.4 %	5.0 %	-4.1 %	-0.7 %
Operating profit margin	15.9 %	12.1 %	23.4 %	4.2 %	15.0 %	5.2 %	8.1 %
Asset turnover rate	38.2 %	48.1 %	36.0 %	17.8 %	40.5 %	33.1 %	37.5 %
Liquidity							
Term debt coverage ratio	129.3 %	123.5 %	135.9 %	143.9 %	115.1 %	85.7 %	122.6 %
Expense as a percent of income	79.4 %	79.9 %	76.7 %	80.0 %	80.4 %	86.8 %	82.7 %
Interest as a percent of income	7.9 %	6.7 %	8.5 %	12.7 %	6.6 %	9.5 %	7.9 %
Solvency (market)							
Number of sole proprietors	338	74	129	34	10	17	71
Ending farm assets	564,495	640,584	545,427	365,403	1,014,018	668,086	509,402
Ending farm liabilities	301,190	343,416	304,959	168,272	424,231	354,748	274,286
Ending total assets	648,505	771,688	604,483	465,999	1,147,082	715,481	584,825
Ending total liabilities	315,711	365,770	315,823	186,985	437,617	359,902	287,875
Ending net worth	332,794	405,918	288,660	279,014	709,466	355,579	296,950
Net worth change	26,523	17,449	32,880	10,973	33,789	22,541	30,361
Ending farm debt to asset ratio	53 %	54 %	56 %	46 %	42 %	53 %	54 %
Beg total debt to asset ratio	50 %	48 %	55 %	40 %	39 %	49 %	51 %
End total debt to asset ratio	49 %	47 %	52 %	40 %	38 %	50 %	49 %
Nonfarm Information							
Net nonfarm income	18,407	18,957	9,471	34,545	9,286	26,375	27,185
Farms reporting living expenses	143	27	65	11	4	7	29
Total family living expense	23,852	28,473	22,599	27,581	-	16,710	21,192
Total living, invest, & capital	33,439	41,596	30,979	39,650	-	26,256	29,636
Crop Acres							
Total acres owned	447	562	287	510	456	808	493
Total crop acres	753	1,554	279	289	1,174	1,354	794
Total crop acres owned	294	476	165	159	423	664	294
Total crop acres cash rented	428	1,024	110	117	657	544	468
Total crop acres share rented	31	54	5	13	95	146	32



Financial Summary
Northwestern Farm Business Management Averages
Northland Community and Technical College
(Farms Sorted By Age Of Operator)

	Avg. Of All Farms	Less than 31	31 - 40	41 - 50	51 - 60	Over 60
Number of farms	394	42	83	159	74	36
Income Statement						
Gross cash farm income	256,507	148,001	300,629	287,828	254,775	146,594
Total cash farm expense	201,445	117,677	232,223	229,719	197,200	112,069
Net cash farm income	55,061	30,324	68,406	58,109	57,575	34,525
Inventory change	-2,576	-1,379	1,537	-3,194	-7,708	-178
Depreciation and capital adjust	-16,240	-6,765	-17,041	-21,202	-13,729	-8,695
Net farm income	36,245	22,180	52,902	33,713	36,138	25,652
Profitability (cost)						
Labor and management earnings	20,370	17,141	36,859	16,001	17,768	10,683
Rate of return on assets	6.1 %	6.3 %	8.9 %	5.2 %	5.4 %	5.0 %
Rate of return on equity	5.1 %	8.0 %	10.6 %	3.0 %	4.5 %	3.3 %
Operating profit margin	15.9 %	12.9 %	19.8 %	14.6 %	14.6 %	16.4 %
Asset turnover rate	38.2 %	48.8 %	45.1 %	35.7 %	36.7 %	30.8 %
Liquidity						
Term debt coverage ratio	129.3 %	143.4 %	157.0 %	114.6 %	132.2 %	119.0 %
Expense as a percent of income	79.4 %	79.9 %	76.9 %	80.7 %	80.0 %	76.7 %
Interest as a percent of income	7.9 %	6.9 %	6.9 %	9.0 %	6.9 %	8.4 %
Solvency (market)						
Number of sole proprietors	338	38	67	137	66	30
Ending farm assets	564,495	257,654	567,365	639,488	599,344	527,612
Ending farm liabilities	301,190	178,809	331,898	342,281	294,695	214,267
Ending total assets	648,505	291,434	636,432	731,109	700,661	635,795
Ending total liabilities	315,711	192,318	349,252	358,694	306,956	220,078
Ending net worth	332,794	99,116	287,180	372,415	393,705	415,717
Net worth change	26,523	19,427	37,168	24,777	26,440	19,892
Ending farm debt to asset ratio	53 %	69 %	58 %	54 %	49 %	41 %
Beg total debt to asset ratio	50 %	69 %	56 %	50 %	46 %	36 %
End total debt to asset ratio	49 %	66 %	55 %	49 %	44 %	35 %
Nonfarm Information						
Net nonfarm income	18,407	16,174	16,391	20,941	18,310	14,674
Farms reporting living expenses	143	12	31	56	26	18
Total family living expense	23,852	20,871	22,386	25,438	26,406	19,742
Total living, invest, & capital	33,439	28,926	40,201	33,333	30,377	29,555
Crop Acres						
Total acres owned	447	181	326	518	527	559
Total crop acres	753	415	781	884	772	463
Total crop acres owned	294	100	222	361	349	280
Total crop acres cash rented	428	307	530	488	385	151
Total crop acres share rented	31	9	29	35	38	33

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

Farm Income Statement

	<u>Avg. Of</u>			
	<u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	394	78	79	79
Cash Farm Income				
Barley	2,272	1,423	1,405	3,590
Beans, Navy	329	-	-	1,335
Beans, Pinto	775	-	881	2,535
Beans, Other Edible	242	266	-	-
Buckwheat	56	40	-	238
Canola	2,190	2,151	1,767	2,366
Corn	6,645	6,177	5,571	11,905
Corn Silage	150	-	304	417
Grass Seed	612	810	12	1080
Hay, Alfalfa	1,562	846	402	2,424
Hay, Other	589	1538	580	550
Haylage, Alfalfa	24	7	115	-
Oats	405	573	656	572
Potatoes	1,523	7,695	-	-
Rice, Wild	211	-	838	215
Rye	84	53	99	254
Soybeans	16,786	5,141	11,254	39,631
Straw	134	137	30	227
Sugar Beets	2,669	-	-	3,771
Sunflowers	964	1,478	148	1,355
Sunflowers, Confectionary	574	-	-	1,646
Timber	108	180	95	268
Wheat, Spring	27,327	18,336	15,577	54,027
Other Crops	180	371	-	531
Miscellaneous crop income	266	60	238	163
Beef Bulls	82	281	-	11
Beef Cow-Calf, Beef Calves	6,892	15,002	7,550	4,085
Beef Replacement Heifers	352	-	70	-
Beef, Custom Fed	898	-	4,481	-
Beef, Background Beef	3,527	6,455	5,610	1,423
Beef, Finish Beef Calves	745	2,845	143	266
Beef, Finish Yrlg Steers	386	1,719	229	-
Dairy, Milk	104,051	25,527	69,447	273,694
Dairy, Dairy Calves	2,233	376	880	5,063
Dairy Heifers (for sale)	2,013	5,437	1,530	1,029
Dairy Replacement Heifers	521	388	171	1,603
Dairy Steers	3,084	1,893	1,869	5,053
Hogs, Farrow-Fin, Raised Hogs	3,387	-	229	-
Hogs, Finish Feeder Pigs	123	-	230	15,981
Turkeys	1662	3575	2	-
Hogs	2,488	-	11,061	1,345
Cull breeding livestock	5,872	4,963	4,329	11,949
Misc. livestock income	739	340	1,903	589
Transition payments	14,061	8,503	9,198	27,389
CRP payments	1,861	1,438	2,119	872
Other government payments	13,283	7,636	8,958	25,022
Custom work income	1,793	984	897	2,294
Patronage dividends, cash	1,347	565	691	2,629
Insurance income	13,887	12,214	5,672	24,510
Cash from hedging accts	4540	7284	1,999	446
Other farm income	4,370	7,284	1,945	7,895
Gross Cash Farm Income	256,507	154,708	179,241	542,251

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

Farm Income Statement (Continued)

Cash Farm Expense				
Seed	8,238	6,337	6,187	15,425
Fertilizer	13,144	10,414	8,201	24,518
Crop chemicals	11,655	8,901	5,447	23,190
Crop insurance	4,333	2,805	2,231	8,006
Drying fuel	284	213	181	681
Irrigation energy	174	336	25	209
Crop marketing	939	391	1,272	1,690
Crop miscellaneous	3,097	2,326	1,610	7,683
Feeder livestock purchase	6,241	12,160	7,617	4,779
Purchased feed	34,041	11,284	26,417	85,723
Breeding fees	1,079	399	745	2,810
Veterinary	4,701	2,523	3,416	11,022
BST	1,039	203	533	3,003
Livestock supplies/DHIA	5,685	2,597	4,020	13,702
Livestock leases/Grazing Fees	785	101	1,364	740
Livestock marketing	2,357	1,226	2,007	4,605
Interest	19,880	17,957	14,044	37,637
Fuel & oil	10,410	8,345	7,534	17,834
Repairs	18,482	14,797	13,314	31,725
Custom hire	4,776	3,939	3,615	8,844
Hired labor	14,772	6,546	8,338	37,220
Land rent	15,353	10,010	9,545	31,793
Machinery & bldg leases	3,688	2,719	3,048	7,175
Real estate taxes	1,902	1,545	1,464	3,095
Farm insurance	3,320	2,719	2,165	5,936
Utilities	5,057	4,363	4,013	8,262
Dues & professional fees	1,276	677	688	2,146
Hedging account deposits	305	203	72	615
Miscellaneous	4,432	3,289	3,758	7,443
Total cash expense	201,445	139,323	142,872	407,512
Net cash farm income	55,061	15,386	36,370	134,739
Inventory Changes				
Crops and feed	-5,265	-13,079	-2,144	-4,175
Market livestock	2,839	2,250	920	7,015
Accounts receivable	366	-4,037	1,172	6,947
Prepaid expenses and supplies	955	-183	-463	5,454
Accounts payable	-1,471	-3,324	-894	-67
Total inventory change	-2,576	-18,373	-1,410	15,174
Net operating profit	52,485	-2,987	34,960	149,913
Depreciation and Other Capital Adjustments				
Breeding livestock	-2,727	-4,431	-1,407	-4,669
Machinery and equipment	-11,607	-8,772	-7,935	-21,271
Buildings and improvements	-2,585	-1,030	-1,152	-8,280
Other farm capital	679	-925	653	2,354
Total depr. and other capital adj	-16,240	-15,158	-9,841	-31,865
Net farm income	36,245	-18,146	25,120	118,048

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>40 - 60%</u>	<u>High 20%</u>
Number of farms	394	78	79	79
Beginning cash (farm & nonfarm)	9,254	10,218	3,844	12,486
Cash From Operating Activities				
Gross cash farm income	256,507	154,708	179,241	542,251
Net nonfarm income	18,407	35,095	16,876	8,040
Total cash farm expense	-201,445	-139,323	-142,872	-407,512
Apparent family living expense	-29,049	-26,297	-23,754	-41,736
Income and social security tax	-2,962	-2,300	-2,842	-5,011
Cash from operations	41,458	21,884	26,649	96,032
Cash From Investing Activities				
Sale of breeding livestock	1,515	1,114	2,875	1,509
Sale of machinery & equipment	1,648	927	482	3,014
Sale of farm land	1,458	1,507	1,196	-
Sale of farm buildings	218	-	-	-
Sale of other farm assets	248	38	109	408
Sale of nonfarm assets	653	848	760	736
Purchase of breeding livestock	-11,220	-7,905	-6,444	-32,866
Purchase of machinery & equip.	-26,637	-20,842	-15,837	-49,275
Purchase of farm land	-6,010	-3,162	-1,709	-7,812
Purchase of farm buildings	-11,268	-2,993	-7,770	-36,889
Purchase of other farm assets	-2,005	-950	-649	-1,732
Purchase of nonfarm assets	-6,259	-8,255	-4,885	-7,220
Cash from investing activities	-57,658	-39,672	-31,873	-130,126
Cash From Financing Activities				
Money borrowed	117,145	109,325	67,856	229,695
Cash gifts and inheritances	1,878	1,444	1,717	1,312
Principal payments	-102,899	-95,417	-65,987	-193,477
Dividends paid	-179	-	-	-851
Gifts given	-84	-45	-4	-240
Cash from financing activities	15,861	15,307	3,581	36,440
Net change in cash balance	-339	-2,482	-1,643	2,346
Ending cash (farm & nonfarm)	8,916	7,737	2,202	14,833

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

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of farms	394	78	79	79
Acreage Summary				
Total acres owned	447	422	415	552
Total crop acres	753	571	547	1,294
Crop acres owned	294	255	234	412
Crop acres cash rented	428	277	276	837
Crop acres share rented	31	38	37	45
Total pasture acres	38	59	65	19
Average Price Received (Cash Sales Only)				
Wheat, Spring per bushel	3.00	2.88	2.99	3.04
Soybeans per bushel	4.27	3.99	4.07	4.44
Corn per bushel	1.73	1.72	1.64	1.74
Hay, Alfalfa per ton	51.03	25.89	33.86	51.30
Barley per bushel	1.85	1.83	1.50	2.04
Canola per cwt	6.96	6.85	6.76	6.83
Oats per bushel	1.32	1.49	1.09	1.41
Sunflowers per cwt	8.17	9.35	-	8.20
Straw per ton	29.69	-	-	-
Hay, Mixed per ton	35.96	-	-	-
Beans, Pinto per cwt	15.72	-	-	-
Hay, Grass per ton	33.93	-	-	-
Corn Silage per ton	13.87	-	-	-
Rye per bushel	2.08	-	-	-
Average Yield Per Acre				
Wheat, Spring (bushel)	42.46	35.48	43.53	43.61
Hay, Alfalfa (ton)	3.07	2.58	3.43	3.20
Soybeans (bushel)	32.00	29.48	31.43	32.71
Corn Silage (ton)	12.42	11.38	10.77	13.41
Corn (bushel)	106.55	114.47	103.21	110.06
Hay, Mixed (ton)	2.22	2.02	2.22	2.93
Pasture (aum)	1.97	1.50	1.98	4.41
Barley (bushel)	52.65	50.46	38.68	61.73
Canola (cwt)	11.86	11.54	10.16	13.18
Hay, Grass (ton)	2.10	1.51	1.54	1.94
CRP (\$)	46.85	48.53	46.80	54.41
Oats (bushel)	55.30	57.31	57.96	55.64
Haylage, Alfalfa (ton)	5.39	-	5.22	6.24
Sunflowers (cwt)	12.50	-	-	-
Hay, Small Grain (ton)	1.39	-	-	-
Oatlage (ton)	4.23	-	4.07	-
Grass Seed, Kentucky Blue (lb)	391.71	-	-	-
Hay, Mixed Alfalfa/Grass (ton)	2.93	-	-	-
Haylage, Mixed (ton)	3.44	-	-	-
Sunflowers, Confectionary (cwt)	9.52	-	-	-
Rye (bushel)	26.31	-	-	25.66
Beans, Pinto (cwt)	12.96	-	-	-
Sorghum Silage (ton)	4.06	-	-	-

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>40 - 60%</u>	<u>High 20%</u>
Number of farms	337	70	69	53
Assets				
Current Farm Assets				
Cash and checking balance	5,114	4,481	1,111	10,770
Prepaid expenses & supplies	8,434	3,955	5,240	22,846
Growing crops	182	190	70	740
Accounts receivable	8,433	3,901	6,447	19,547
Hedging accounts	575	104	67	3,179
Crops held for sale or feed	56,458	30,135	45,495	126,648
Crops under government loan	238	592	215	94
Market livestock held for sale	20,124	22,763	20,294	31,775
Other current assets	282	334	241	588
Total current farm assets	99,839	66,455	79,180	216,188
Intermediate Farm Assets				
Breeding livestock	63,802	53,501	60,968	109,933
Machinery and equipment	117,052	83,248	86,972	225,860
Other intermediate assets	9,319	5,141	6,280	17,500
Total intermediate farm assets	190,173	141,889	154,220	353,293
Long Term Farm Assets				
Farm land	134,418	116,791	97,846	213,470
Buildings and improvements	51,040	30,473	36,627	111,368
Other long-term assets	7,886	4,358	6,099	15,859
Total long-term farm assets	193,344	151,622	140,571	340,697
Total Farm Assets	483,356	359,966	373,971	910,177
Total Nonfarm Assets	77,271	76,976	67,295	110,348
Total Assets	560,627	436,942	441,266	1,020,525
Liabilities				
Current Farm Liabilities				
Accrued interest	4,502	3,149	3,989	6,623
Accounts payable	8,409	8,683	9,808	7,659
Current notes	33,950	30,250	21,622	69,059
Government crop loans	98	472	-	-
Principal due on term debt	25,072	18,930	20,622	47,912
Total current farm liabilities	72,032	61,485	56,041	131,253
Total intermediate farm liabs	74,558	68,030	71,054	113,038
Total long term farm liabilities	104,332	98,748	76,822	152,178
Total farm liabilities	250,922	228,262	203,917	396,469
Total nonfarm liabilities	12,663	16,584	14,628	14,665
Total liabilities	263,585	244,846	218,545	411,134
Net worth (farm and nonfarm)	297,042	192,096	222,721	609,392
Net worth change	21,992	-2,665	20,025	70,716
Ratio Analysis				
Current farm liabilities / assets	72 %	93 %	71 %	61 %
Curr. & interm farm liab. / assets	51 %	62 %	54 %	43 %
Long term farm liab. / assets	54 %	65 %	55 %	45 %
Total debt to asset ratio	47 %	56 %	50 %	40 %

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>40 - 60%</u>	<u>High 20%</u>
Number of farms	338	70	70	53
Assets				
Current Farm Assets				
Cash and checking balance	5,101	4,481	1,109	10,770
Prepaid expenses & supplies	8,409	3,955	5,166	22,846
Growing crops	182	190	69	740
Accounts receivable	8,425	3,901	6,440	19,547
Hedging accounts	573	104	66	3,179
Crops held for sale or feed	56,371	30,135	45,231	126,648
Crops under government loan	237	592	212	94
Market livestock held for sale	20,064	22,763	20,004	31,775
Other current assets	281	334	238	588
Total current farm assets	99,644	66,455	78,535	216,188
Intermediate Farm Assets				
Breeding livestock	66,158	55,720	61,116	114,936
Machinery and equipment	150,884	111,525	117,792	276,770
Other intermediate assets	9,782	5,993	6,300	19,112
Total intermediate farm assets	226,824	173,238	185,208	410,818
Long Term Farm Assets				
Farm land	174,788	156,871	142,458	259,782
Buildings and improvements	55,102	31,094	34,994	121,815
Other long-term assets	8,137	4,330	7,276	16,223
Total long-term farm assets	238,027	192,295	184,728	397,819
Total Farm Assets	564,495	431,987	448,471	1,024,825
Total Nonfarm Assets	84,011	80,828	68,917	120,131
Total Assets	648,505	512,815	517,388	1,144,955
Liabilities				
Current Farm Liabilities				
Accrued interest	4,489	3,149	3,932	6,623
Accounts payable	8,385	8,683	9,668	7,659
Current notes	33,850	30,250	21,313	69,059
Government crop loans	98	472	-	-
Principal due on term debt	25,050	18,930	20,580	47,912
Total current farm liabilities	71,871	61,485	55,492	131,253
Total intermediate farm liabs	74,565	68,030	71,137	113,038
Total long term farm liabilities	104,345	98,748	77,278	152,178
Total farm liabilities	250,781	228,262	203,907	396,469
Total nonfarm liabilities	12,626	16,584	14,419	14,665
Total liabs excluding deferreds	263,407	244,846	218,326	411,134
Total deferred liabilities	52,305	34,399	40,657	106,227
Total liabilities	315,711	279,245	258,983	517,361
Net worth (farm and nonfarm)	332,794	233,570	258,406	627,594
Net worth excluding deferreds	385,099	267,969	299,063	733,822
Net worth change	26,523	2,722	26,437	69,265
Ratio Analysis				
Current farm liabilities / assets	72 %	93 %	71 %	61 %
Curr. & interm farm liab. / assets	45 %	54 %	48 %	39 %
Long term farm liab. / assets	44 %	51 %	42 %	38 %
Total debt to asset ratio	49 %	54 %	50 %	45 %
Debt to assets excl deferreds	41 %	48 %	42 %	36 %

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>40 - 60%</u>	<u>High 20%</u>
Number of farms	393	78	78	79
Profitability (assets valued at cost)				
Net farm income	36,276	-18,146	25,136	118,048
Labor and management earnings	20,370	-28,438	14,582	85,739
Rate of return on assets	6.1 %	-3.8 %	5.1 %	11.0 %
Rate of return on equity	5.1 %	-20.2 %	3.3 %	14.7 %
Operating profit margin	15.9 %	-14.3 %	13.4 %	25.5 %
Asset turnover rate	38.1 %	27.0 %	38.0 %	43.0 %
Interest on farm net worth	15,906	10,293	10,554	32,310
Farm interest expense	20,177	18,228	13,593	37,634
Value of operator lbr and mgmt.	22,805	16,051	19,369	39,056
Return on farm assets	33,649	-15,968	19,360	116,626
Average farm assets	555,344	414,850	379,502	1,061,469
Return on farm equity	13,472	-34,197	5,767	78,992
Average farm equity	263,272	169,534	173,195	538,068
Value of farm production	211,721	111,966	144,315	456,866
	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	394	78	79	79
Profitability (assets valued at market)				
Net farm income	42,748	-9,780	32,455	122,296
Labor and management earnings	25,032	-22,675	20,233	88,567
Rate of return on assets	6.2 %	-1.5 %	5.9 %	10.2 %
Rate of return on equity	6.8 %	-12.1 %	6.5 %	14.8 %
Operating profit margin	19.0 %	-6.8 %	18.6 %	26.5 %
Asset turnover rate	32.9 %	22.1 %	31.9 %	38.6 %
Interest on farm net worth	17,716	12,895	12,222	33,729
Farm interest expense	20,176	18,228	13,671	37,634
Value of operator lbr and mgmt.	22,791	16,051	19,346	39,056
Return on farm assets	40,133	-7,603	26,780	120,874
Average farm assets	643,162	507,494	450,201	1,183,690
Return on farm equity	19,957	-25,831	13,109	83,240
Average farm equity	294,522	213,027	203,122	561,984
Value of farm production	211,436	111,966	143,748	456,866

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

	Avg. Of <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	394	78	79	79
Liquidity (accrual)				
Total accrual farm income	254,446	139,841	179,189	552,037
Total accrual operating expense	201,961	142,829	144,229	402,124
Net accrual operating income	52,485	-2,987	34,960	149,913
Net nonfarm income	18,407	35,095	16,876	8,040
Family living and taxes	32,189	28,597	26,596	47,597
Real estate principal payments	7,429	6,910	5,603	11,601
Available for intermediate debt	31,274	-3,400	19,637	98,755
Average intermediate debt	108,961	91,469	85,397	190,595
Years to turnover interm. debt	3.5	**	4.3	1.9
Expense as a % of income	79%	102%	80%	73%
Interest as a % of income	8%	13%	8%	7%

** Income insufficient to meet debt servicing requirements

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

	Avg. Of <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	394	78	79	79
Liquidity				
Current ratio	1.41	1.11	1.5	1.59
Working capital	34,445	8,619	27,209	87,145
Solvency (market)				
Farm debt to asset ratio	54%	59%	54%	52%
Farm equity to asset ratio	46%	41%	46%	48%
Farm debt to equity ratio	116%	143%	115%	107%
Profitability (cost)				
Rate of return on farm assets	6.10%	-3.80%	5.10%	11.00%
Rate of return on farm equity	5.10%	-20.20%	3.30%	14.70%
Operating profit margin	15.90%	-14.30%	13.40%	25.50%
Net farm income	36,276	-18,146	25,136	118,048
Repayment Capacity				
Term debt coverage ratio	129%	43%	120%	199%
Capital replacement margin	12,560	-19,833	6,457	69,207
Efficiency				
Asset turnover rate (cost)	38.10%	27.00%	38.00%	43.00%
Operating expense ratio	71.40%	89.10%	72.90%	66.00%
Depreciation expense ratio	6.40%	10.80%	5.50%	5.80%
Interest expense ratio	7.90%	13.00%	7.60%	6.80%
Net farm income ratio	14.20%	-13.00%	14.00%	21.40%

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

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	394	78	79	79
Operator Information				
Average number of operators	1.2	1.1	1.2	1.4
Average age of operators	45.1	46.2	45.3	45.1
Average number of years farming	20.9	20.3	21.0	22.2
Results Per Operator				
Working capital	28692	7909	23543	60390
Total assets (market)	621361	546118	454395	934231
Total liabilities	356725	334210	261247	526184
Net worth (market)	264635	211908	193147	408047
Net worth excl deferred liabs	313609	255532	228503	479974
Gross farm income	211949	128325	155048	382552
Total farm expense	181757	144976	133313	300747
Net farm income	30191	-16651	21735	81806
Net nonfarm income	15333	32205	14602	5571
Family living withdrawals	26813	26242	23013	32984
Total acres owned	372.2	387.2	359.4	382.2
Total crop acres	627.1	523.8	473.3	896.5
Crop acres owned	244.8	234.3	202.7	285.2
Crop acres cash rented	356.2	254.3	238.9	580.0
Crop acres share rented	26.2	35.2	31.6	31.3
Total pasture acres	32.0	53.8	56.0	13.2
Labor Analysis				
Number of farms	393	78	79	79
Total unpaid labor hours	3,053	2,300	2,869	4,429
Total hired labor hours	1,348	529	635	3,493
Total labor hours per farm	4,401	2,829	3,504	7,922
Unpaid hours per operator	2,542	2,111	2,483	3,069
Value of farm production / hour	48.12	39.57	41.02	57.67
Net farm income / unpaid hour	11.90	-7.89	8.76	26.65
Partnerships				
Number of farms	42	-	-	20
Number of operators	2	-	-	2
Owner withdrawals per farm	43,601	-	-	54,044
Withdrawals per operator	22,504	-	-	28,612
Corporations				
Number of farms	14	-	-	6
Number of operators	2.1	-	-	3.0

Financial Guideline Measures

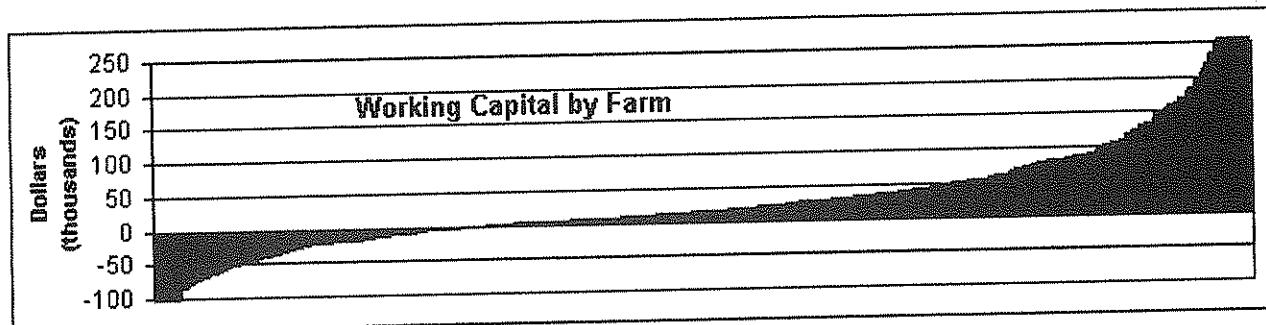
The Farm Financial Standards Task Force recommended the use of sixteen financial measures to evaluate a farms financial position and financial performance. Liquidity, Solvency, Profitability, Repayment Capacity and Efficiency group these measures.

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.

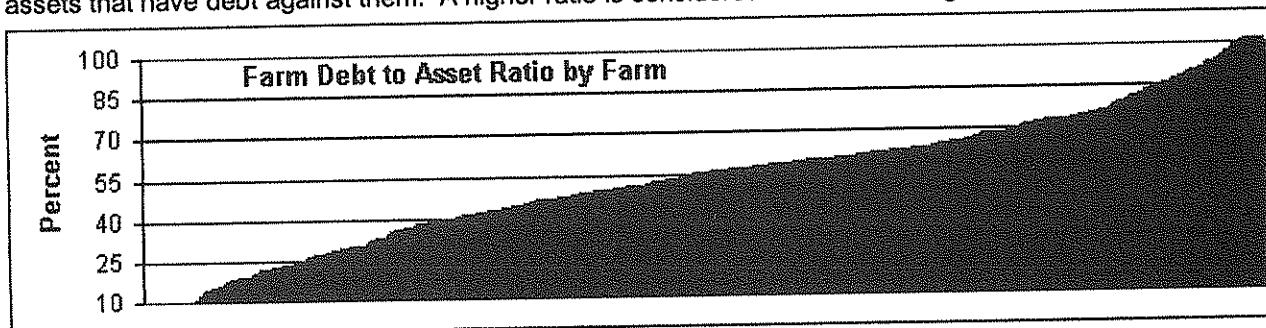
Working Capital: Working capital shows the dollar amount that current assets can or cannot cover current liabilities. It approximates the amount of capital available to purchase crop and livestock inputs and equipment necessary to produce farm products. The amount of working capital considered adequate 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 that have debt against them. A higher ratio is considered an indicator of greater financial risk.



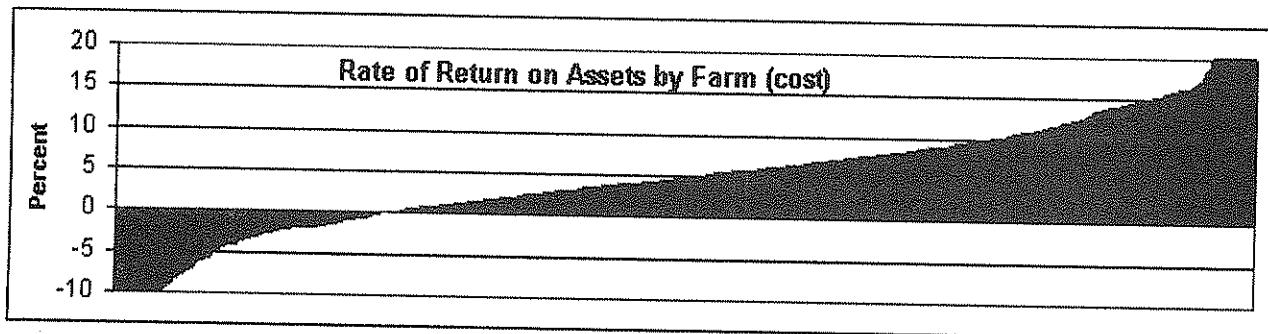
Farm Equity To Asset Ratio: The farm equity to asset ratio measures the farm equity relative to the value of the farm assets. It measures the proportion of the farm assets financed by the owner's equity whereas the debt to asset ratio measured the proportion of farm assets financed by debt.

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.

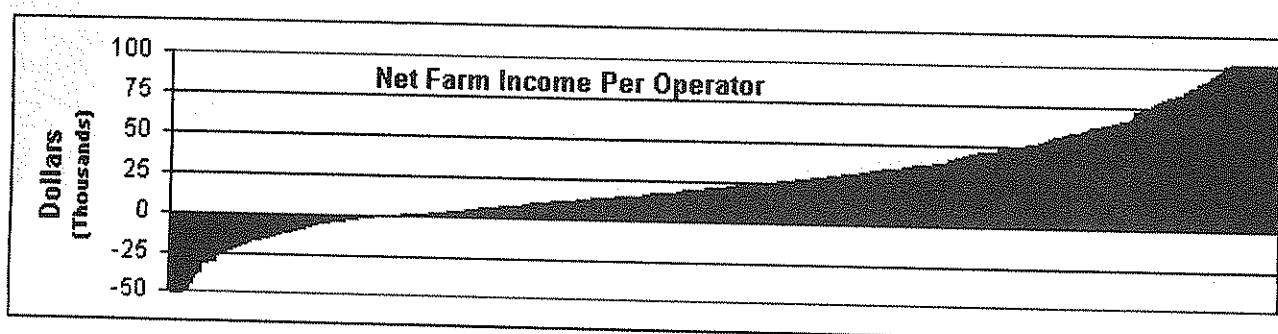
Rate of Return on Assets: Rate of return on assets is, in effect, the interest rate your farm earned in the past year on all money invested in the business. If assets are valued at market value, the rate of return on investment can be looked at as the "opportunity cost" of investing money in the farm 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.



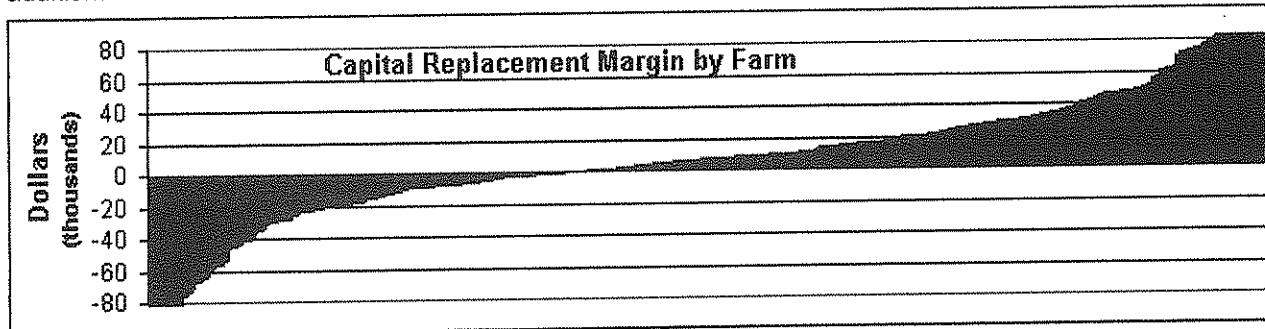
Operating Profit Margin: The operating profit margin is a measure of the profit margin from the employment of assets. It measures how effectively you are employing assets relative to the value of output produced. Low prices, high operating expenses, or production problems are all possible causes of a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

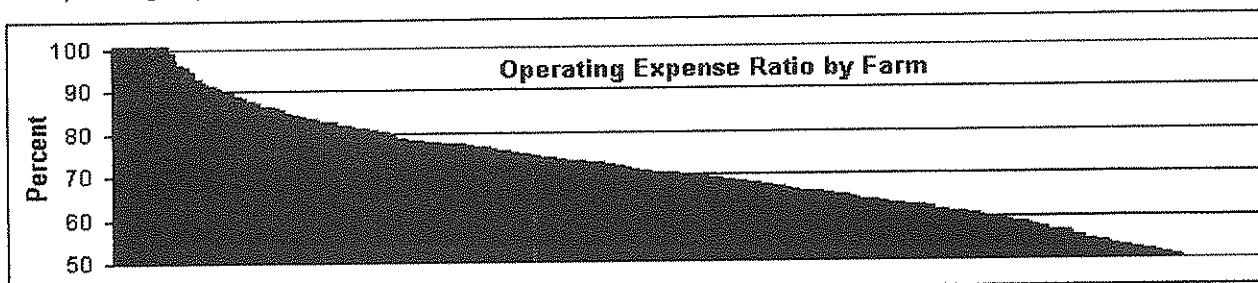


Efficiency

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.

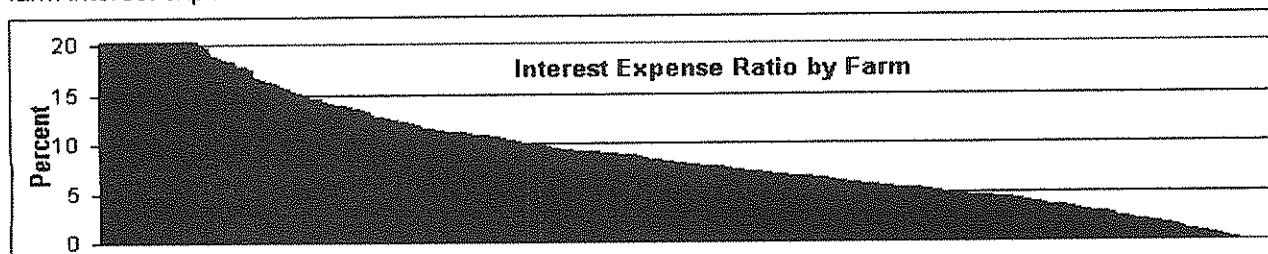
Asset Turnover: Asset turnover is a measure of how efficiently assets are used in the business. A farm with good operating profit margin and asset turnover will show a strong rate of return on farm assets. If operating profit margin is low, the asset turnover rate must be strong, or vice versa, to maintain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

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

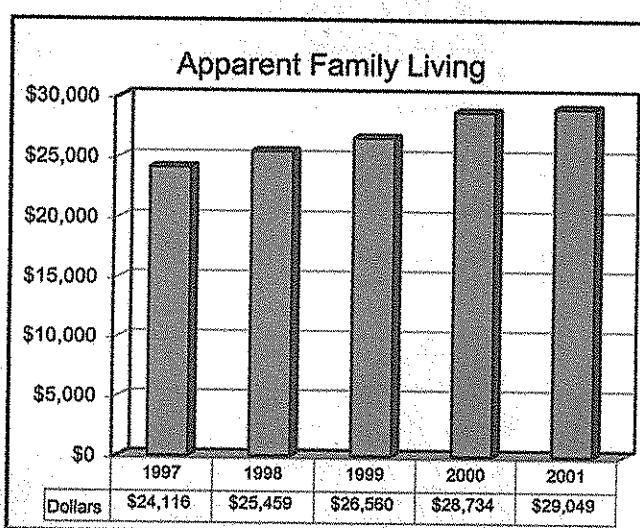
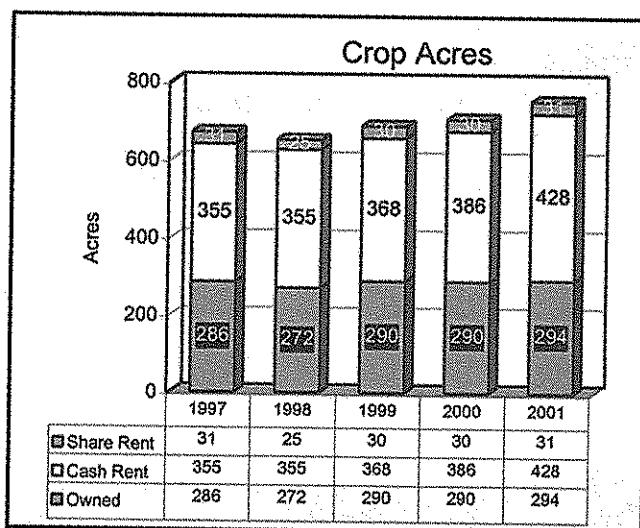
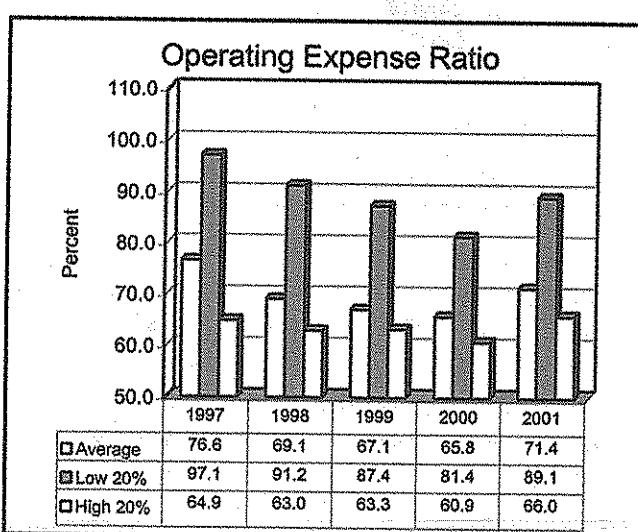
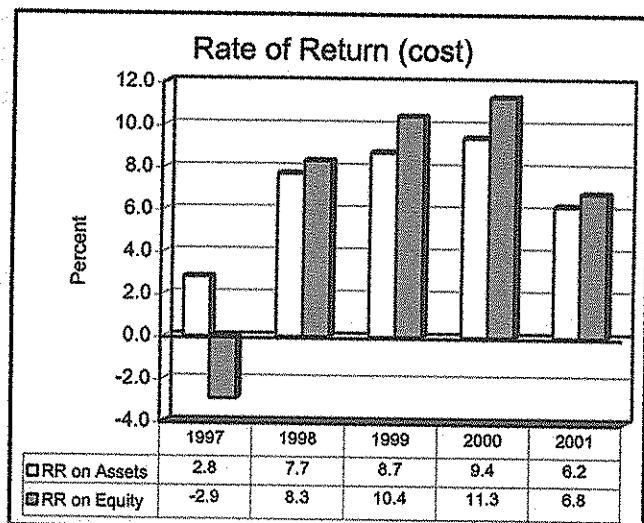
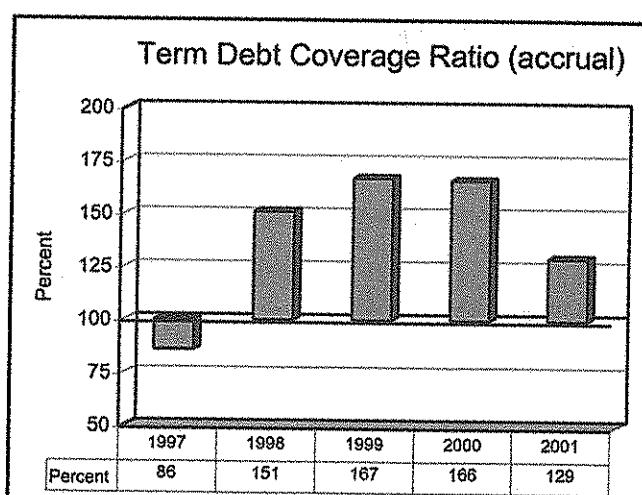
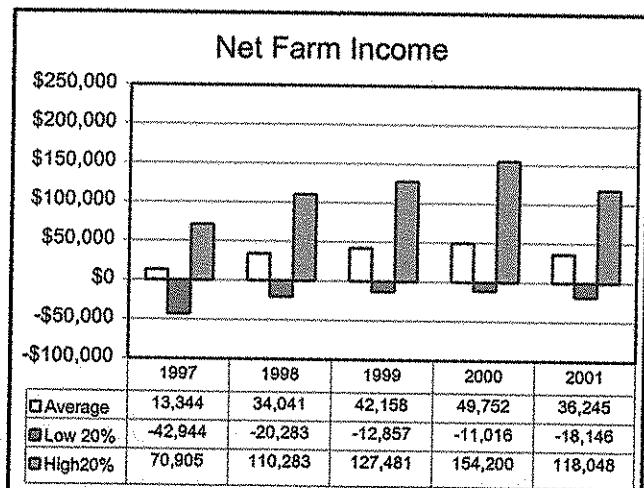
Interest Expense Ratio: This ratio indicates the percent of the gross farm income that is used to pay farm interest expenses.



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

Five Year Trends

Northwest Farm Business Management Education



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>40 - 60%</u>	<u>High 20%</u>
Number of farms	96	24	22	16
Average family size	3.7	3.9	3.4	4.1
Family Living Expenses				
Food and meals expense	5,108	5,309	5,150	5,148
Medical care and health insurance	3,587	3,011	2,335	5,441
Cash donations	745	987	852	790
Household supplies	2,445	2,628	2,339	2,768
Clothing	876	1,088	886	952
Personal care	2,602	2,268	2,806	2,411
Child / Dependent care	447	281	231	403
Gifts	857	761	1,100	896
Education	518	536	419	801
Recreation	971	974	750	1,455
Utilities (household share)	1,535	1,346	1,804	1,539
Nonfarm vehicle operating expense	1,789	1,868	2,320	1,398
Household real estate taxes	28	50	34	-
Dwelling rent	41	-	-	-
Household repairs	1,041	882	843	1,879
Nonfarm interest	818	1,027	1,036	1,086
Life insurance payments	963	579	905	1,114
Total cash family living expense	24,371	23,594	23,809	28,080
Family living from the farm	388	260	502	389
Total family living	24,759	23,854	24,312	28,470
Other Nonfarm Expenditures				
Income taxes	3,210	2,451	3,697	7,379
Furnishing & appliance purchases	82	121	111	-
Nonfarm vehicle purchases	2,732	3,145	3,298	3,675
Nonfarm real estate purchases	830	-144	1,858	1,105
Other nonfarm capital purchases	193	-42	357	625
Nonfarm savings & investments	953	794	-1,301	791
Total other nonfarm expenditures	7,999	6,326	8,019	13,576
Total cash family living investment & nonfarm capital purch	32,370	29,920	31,829	41,656

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 2001 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*.

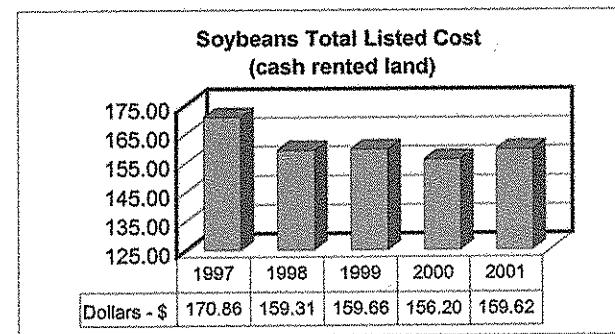
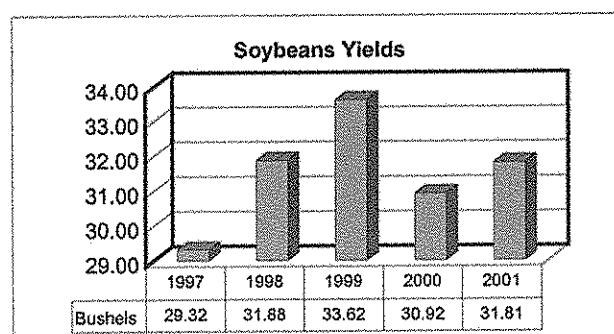
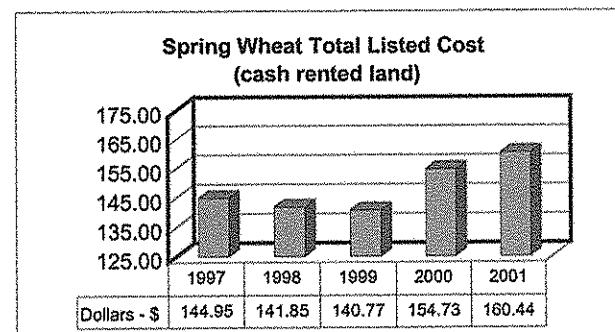
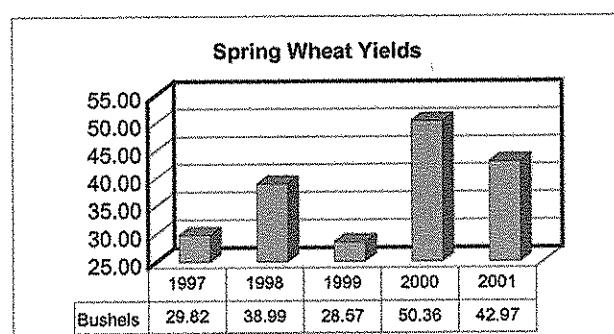
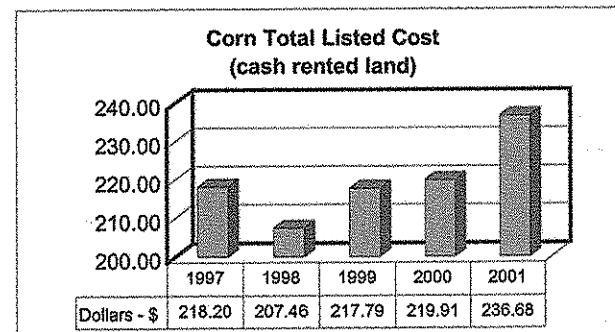
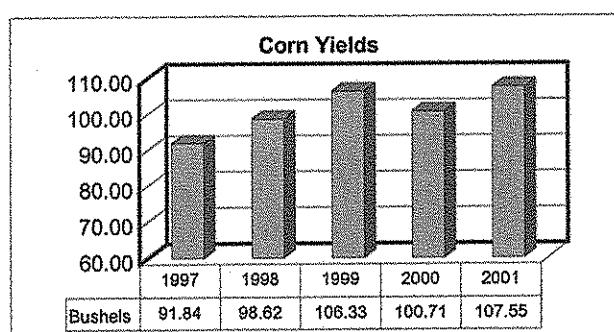
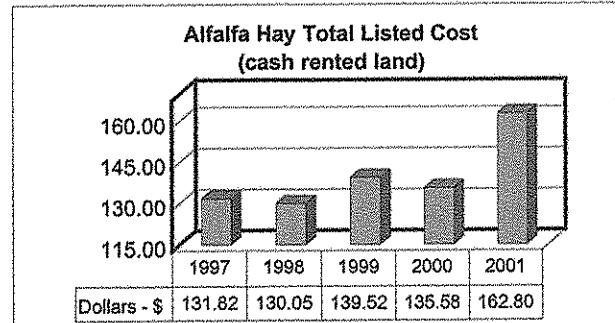
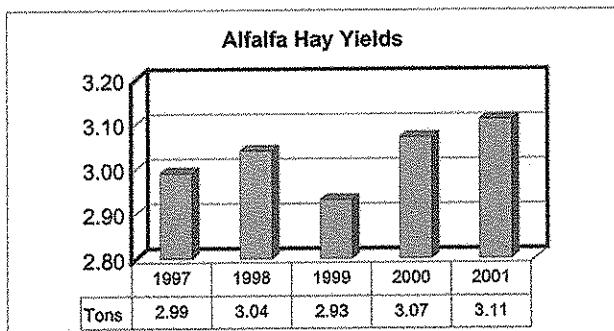
Other costs, called *Overhead Costs*, are divided out by formula. Overhead costs are assigned by an allocation factor to each enterprise. The allocation factor is based on historical data of labor and capital intensity.

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

Northwest Farm Business Management Education



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

Wheat, Spring on Owned Land

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of fields	148	20	37	24
Number of farms	104	20	20	21
Acres	163.81	223.98	158.64	133.67
Yield per acre (bushel)	41.12	34.19	42.55	44.11
Operators share of yield %	100	100	100	100
Value per bushel	3.1	2.96	3.19	3.1
Total product return per acre	127.57	101.19	135.56	136.75
Miscellaneous income per acre	10.2	5.54	7.43	30.48
Gross return per acre	137.77	106.73	142.99	167.23
Direct Expenses				
Seed	9.03	8.69	9.15	8.23
Fertilizer	29.16	31.98	28.77	28.94
Crop chemicals	21.24	26.21	21.26	15.55
Crop insurance	7.73	6.06	8.66	6.83
Fuel & oil	8.8	10.85	8.51	7.07
Repairs	12.56	15.8	12.58	13.99
Custom hire	4.2	6.88	3.6	2.32
Operating interest	3.73	5.55	3	2.69
Miscellaneous	0.95	0.44	0.77	1.14
Total direct expenses per acre	97.39	112.46	96.3	86.76
Return over direct exp per acre	40.39	-5.73	46.7	80.47
Overhead Expenses				
Custom hire	1.64	1.23	1.09	1.03
Hired labor	4.19	4.15	3.67	2.84
Machinery & bldg leases	2.02	2.34	1.91	1.13
RE & pers. property taxes	4.69	5.01	4.84	5.34
Farm insurance	2.52	2.73	1.94	3.37
Utilities	2.08	2.39	1.79	1.82
Dues & professional fees	1.12	1.93	0.89	0.66
Interest	16.65	23.66	15.3	10.95
Mach & bldg depreciation	11.78	11.22	14.19	9.09
Miscellaneous	2.06	2.22	1.66	1.38
Total overhead expenses per acre	48.76	56.89	47.28	37.62
Total dir & ovhd expenses per acre	146.15	169.35	143.58	124.38
Net return per acre	-8.38	-62.62	-0.58	42.85
Lbr & mgt charge per acre	14.78	16.09	13.59	15.5
Net return over lbr & mgt	-23.15	-78.71	-14.17	27.35
Government payments	23.02	19.81	21.67	24.27
Net return with govt payments	-0.13	-58.89	7.5	51.62
Cost of Production				
Total direct expense per bushel	2.37	3.29	2.26	1.97
Total dir & ovhd exp per bushel	3.55	4.95	3.37	2.82
With labor & management	3.91	5.42	3.69	3.17
Total exp less govt & oth income	3.11	4.68	3.01	1.93
Est. labor hours per acre	1.87	2.6	1.54	1.85

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

Wheat, Spring on Cash Rent

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of fields	184	30	47	30
Number of farms	115	23	22	23
Acres	274.98	194.95	173.71	473.60
Yield per acre (bushel)	42.97	35.68	42.02	45.26
Operators share of yield %	100	100	100	100
Value per bushel	3.14	2.97	3.12	3.15
Total product return per acre	134.79	105.97	131.17	142.72
Miscellaneous income per acre	14.45	6.98	4.98	31.49
Gross return per acre	149.24	112.95	136.15	174.21
Direct Expenses				
Seed	9.45	10.43	8.56	8.70
Fertilizer	28.13	31.51	25.77	27.21
Crop chemicals	21.76	24.97	24.92	19.75
Crop insurance	8.27	8.33	9.10	8.85
Drying fuel	0.41	0.26	0.44	0.76
Fuel & oil	8.70	10.27	8.15	7.95
Repairs	12.69	13.82	10.06	13.20
Custom hire	2.43	5.01	2.56	1.46
Hired labor	0.14	0.01	0.89	-
Land rent	36.24	36.85	33.44	36.45
Operating interest	3.60	6.14	3.43	2.45
Miscellaneous	0.39	0.17	0.26	0.14
Total direct expenses per acre	132.23	147.77	127.56	126.92
Return over direct exp per acre	17.01	-34.82	8.59	47.29
Overhead Expenses				
Custom hire	1.23	1.36	1.65	0.63
Hired labor	4.37	4.00	3.28	4.02
Machinery & bldg leases	3.08	1.58	3.22	3.99
Farm insurance	2.06	2.08	2.64	1.83
Utilities	1.76	2.57	1.44	1.67
Dues & professional fees	1.11	1.39	1.06	0.96
Interest	3.83	6.14	2.69	2.83
Mach & bldg depreciation	8.89	9.13	7.30	8.77
Miscellaneous	1.89	3.55	2.54	0.91
Total overhead expenses per acre	28.22	31.80	25.81	25.62
Total dir & ovhd expenses per acre	160.44	179.58	153.37	152.54
Net return per acre	-11.21	-66.63	-17.22	21.67
Lbr & mgt charge per acre	16.38	18.06	14.11	15.77
Net return over lbr & mgt	-27.59	-84.68	-31.33	5.89
Government payments	24.56	25.43	23.15	23.52
Net return with govt payments	-3.03	-59.25	-8.19	29.41
Cost of Production				
Total direct expense per bushel	3.08	4.14	3.04	2.80
Total dir & ovhd exp per bushel	3.73	5.03	3.65	3.37
With labor & management	4.12	5.54	3.99	3.72
Total exp less govt & oth income	3.21	4.63	3.32	2.50
Est. labor hours per acre	1.73	1.78	1.42	1.68

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

Barley on Owned Land

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of fields	30	5	5	5
Number of farms	27	5	5	5
Acres	89.61	39.84	44.76	195.80
Yield per acre (bushel)	48.75	27.68	58.13	60.53
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bushel	2.00	1.54	1.89	2.17
Total product return per acre	97.39	42.62	109.81	131.33
Miscellaneous income per acre	15.58	18.98	4.41	6.54
Gross return per acre	112.97	61.60	114.21	137.87
Direct Expenses				
Seed	6.68	6.47	5.98	6.66
Fertilizer	21.42	16.14	24.27	26.79
Crop chemicals	13.31	10.89	22.01	17.67
Crop insurance	5.88	2.22	6.50	4.88
Fuel & oil	8.36	9.54	11.99	6.85
Repairs	12.76	14.99	18.74	8.71
Custom hire	2.20	-	-	2.41
Hired labor	1.24	-	-	3.40
Marketing	0.31	-	-	0.85
Operating interest	4.76	1.16	2.11	2.23
Miscellaneous	0.33	0.96	-	0.17
Total direct expenses per acre	77.24	62.38	91.60	80.61
Return over direct exp per acre	35.73	-0.77	22.61	57.26
Overhead Expenses				
Custom hire	1.83	2.02	0.88	3.78
Hired labor	2.54	6.88	5.20	2.70
Machinery & bldg leases	3.63	1.03	3.95	0.53
RE & pers. property taxes	3.88	3.87	3.33	4.46
Farm insurance	2.64	1.52	1.72	3.32
Utilities	1.79	1.44	2.49	1.77
Dues & professional fees	0.74	1.93	1.55	0.54
Interest	11.02	31.79	7.41	15.26
Mach & bldg depreciation	13.44	16.83	9.66	9.33
Miscellaneous	2.24	3.93	3.87	0.96
Total overhead expenses per acre	43.75	71.24	40.05	42.63
Total dir & ovhd expenses per acre	120.99	133.62	131.66	123.24
Net return per acre	-8.02	-72.01	-17.44	14.63
Lbr & mgt charge per acre	14.42	15.17	12.72	13.86
Net return over lbr & mgt	-22.44	-87.18	-30.16	0.77
Government payments	20.20	18.57	22.28	21.90
Net return with govt payments	-2.23	-68.61	-7.88	22.68
Cost of Production				
Total direct expense per bushel	1.58	2.25	1.58	1.33
Total dir & ovhd exp per bushel	2.48	4.83	2.26	2.04
With labor & management	2.78	5.38	2.48	2.26
Total exp less govt & oth income	2.04	4.02	2.02	1.79
Est. labor hours per acre	1.68	3.17	1.62	1.42

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

Barley on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	34
Number of farms	23
Acres	100.27
Yield per acre (bushel)	55.94
Operators share of yield %	100.00
Value per bushel	2.10
Total product return per acre	117.29
Miscellaneous income per acre	13.32
Gross return per acre	130.62
Direct Expenses	
Seed	7.81
Fertilizer	23.18
Crop chemicals	17.48
Crop insurance	6.84
Fuel & oil	8.59
Repairs	13.35
Custom hire	2.84
Land rent	29.02
Operating interest	4.75
Miscellaneous	0.60
Total direct expenses per acre	114.46
Return over direct exp per acre	16.15
Overhead Expenses	
Custom hire	0.97
Hired labor	4.94
Machinery & bldg leases	4.34
Farm insurance	2.05
Utilities	1.96
Dues & professional fees	1.09
Interest	3.48
Mach & bldg depreciation	10.75
Miscellaneous	1.69
Total overhead expenses per acre	31.27
Total dir & ovhd expenses per acre	145.73
Net return per acre	-15.11
Lbr & mgt charge per acre	15.19
Net return over lbr & mgt	-30.30
Government payments	22.46
Net return with govt payments	-7.84
Cost of Production	
Total direct expense per bushel	2.05
Total dir & ovhd exp per bushel	2.61
With labor & management	2.88
Total exp less govt & oth income	2.24
Est. labor hours per acre	1.86

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

Canola on Owned Land and on Cash Rent

	Avg. Of All Farms Owned Land	Avg. Of All Farms Cash Rent
Number of fields	31	29
Number of farms	20	23
Acres	124.54	148.19
Yield per acre (cwt)	12.54	11.33
Operators share of yield %	100.00	100.00
Value per cwt	9.81	9.95
Total product return per acre	123.02	112.75
Miscellaneous income per acre	12.64	22.11
Gross return per acre	135.66	134.86
Direct Expenses		
Seed	17.87	18.85
Fertilizer	37.91	31.43
Crop chemicals	20.68	21.41
Crop insurance	6.74	8.27
Fuel & oil	9.64	8.51
Repairs	12.43	13.21
Custom hire	7.11	5.11
Hired Labor	-	1.02
Land Rent	-	26.65
Operating interest	5.26	3.37
Miscellaneous	0.38	0.64
Total direct expenses per acre	118.01	138.47
Return over direct exp per acre	17.65	-3.61
Overhead Expenses		
Custom hire	1.10	2.49
Hired labor	5.38	2.96
Machinery & bldg leases	0.79	1.73
RE & pers. property taxes	2.70	-
Farm insurance	1.97	1.87
Utilities	2.34	2.50
Dues & professional fees	1.03	0.86
Interest	12.20	2.65
Mach & bldg depreciation	17.07	11.12
Miscellaneous	2.12	1.53
Total overhead expenses per acre	46.71	27.71
Total dir & ovhd expenses per acre	164.72	166.18
Net return per acre	-29.06	-31.32
Lbr & mgt charge per acre	15.10	15.30
Net return over lbr & mgt	-44.16	-46.62
Government payments	23.21	21.41
Net return with govt payments	-20.95	-25.21
Cost of Production		
Total direct expense per cwt	9.41	12.22
Total dir & ovhd exp per cwt	13.13	14.66
With labor & management	14.33	16.01
Total exp less govt & oth income	11.48	12.17
Est. labor hours per acre	2.07	1.52

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

Sunflowers on Owned Land and on Cash Rent

	Avg. Of All Farms Owned Land	Avg. Of All Farms Cash Rent
Number of fields	6	12
Number of farms	5	11
Acres	85.2	103.17
Yield per acre (cwt)	10.47	11.74
Operators share of yield %	100	100
Value per cwt	10.17	10.59
Total product return per acre	106.48	124.3
Miscellaneous income per acre	42.07	16.9
Gross return per acre	148.54	141.19
Direct Expenses		
Seed	17.37	17.07
Fertilizer	18.75	20.29
Crop chemicals	13.56	17.23
Crop insurance	6.67	6.24
Drying fuel	-	0.54
Fuel & oil	11.63	11.92
Repairs	17.44	13.94
Custom hire	0.61	3.92
Land rent	-	30.39
Operating interest	2.8	3.1
Total direct expenses per acre	88.83	124.64
Return over direct exp per acre	59.71	16.56
Overhead Expenses		
Custom hire	1.41	2.07
Hired labor	4.4	4.47
Machinery & bldg leases	0.82	2.4
RE & pers. property taxes	3.68	-
Farm insurance	2.44	2.08
Utilities	2.88	2
Dues & professional fees	1.23	0.99
Interest	16.68	3.29
Mach & bldg depreciation	12.52	13.04
Miscellaneous	0.78	2.04
Total overhead expenses per acre	46.84	32.36
Total dir & ovhd expenses per acre	135.67	157
Net return per acre	12.87	-15.8
Lbr & mgt charge per acre	20.26	18.86
Net return over lbr & mgt	-7.39	-34.67
Government payments	28.94	20.71
Net return with govt payments	21.55	-13.96
Cost of Production		
Total direct expense per cwt	8.48	10.62
Total dir & ovhd exp per cwt	12.96	13.37
With labor & management	14.89	14.98
Total exp less govt & oth income	8.11	11.78
Est. labor hours per acre	2.34	2.37

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

Corn on Owned Land

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of fields	113	19	23	24
Number of farms	96	19	19	19
Acres	51.44	42.51	46.29	60.19
Yield per acre (bushel)	100.93	74.19	98.87	126.04
Operators share of yield %	100	100	100	100
Value per bushel	1.80	1.73	1.83	1.86
Total product return per acre	188.66	128.28	181.38	234.50
Miscellaneous income per acre	8.71	3.43	9.70	5.39
Gross return per acre	190.46	131.71	191.08	239.89
Direct Expenses				
Seed	26.70	23.21	26.40	29.52
Fertilizer	30.74	20.15	39.47	32.74
Crop chemicals	26.68	27.65	25.88	25.04
Crop insurance	6.76	4.32	9.79	7.96
Drying fuel	4.79	2.53	3.91	8.00
Fuel & oil	15.47	20.85	18.05	12.74
Repairs	26.67	39.85	30.13	21.08
Custom hire	3.58	7.58	1.08	5.70
Operating interest	5.72	4.93	8.00	3.29
Miscellaneous	1.34	1.63	0.65	0.91
Total direct expenses per acre	148.45	152.71	163.36	146.98
Return over direct exp per acre	42.01	-21.00	27.72	92.91
Overhead Expenses				
Custom hire	2.87	2.66	2.70	2.22
Hired labor	10.30	18.54	7.57	9.14
Machinery & bldg leases	4.53	3.82	7.45	2.43
RE & pers. property taxes	4.69	5.23	5.57	3.75
Farm insurance	2.76	5.10	2.80	1.92
Utilities	2.59	3.73	3.09	2.32
Dues & professional fees	1.20	0.66	2.60	1.07
Interest	27.12	39.21	21.79	14.06
Mach & bldg depreciation	18.36	20.94	15.35	19.01
Miscellaneous	2.97	5.65	2.51	2.07
Total overhead expenses per acre	77.39	105.54	71.42	57.98
Total dir & ovhd expenses per acre	225.84	258.25	234.78	204.96
Net return per acre	-35.38	-126.54	-43.70	34.93
Lbr & mgt charge per acre	27.13	31.43	26.00	26.84
Net return over lbr & mgt	-62.51	-157.97	-69.70	8.09
Government payments	23.00	24.41	25.87	25.28
Net return with govt payments	-39.51	-133.56	-43.83	33.37
Cost of Production				
Total direct expense per bushel	1.47	2.06	1.65	1.17
Total dir & ovhd exp per bushel	2.24	3.48	2.37	1.63
With labor & management	2.51	3.90	2.64	1.84
Total exp less govt & oth income	2.19	3.53	2.28	1.60
Est. labor hours per acre	5.33	8.60	4.49	4.54

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

Corn on Cash Rent

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of fields	79	17	12	19
Number of farms	62	12	12	12
Acres	107.55	67.04	78.59	124.78
Yield per acre (bushel)	100.00	85.52	108.40	124.77
Operators share of yield %	1.85	1.80	1.72	1.98
Value per bushel	198.44	154.16	186.17	247.59
Total product return per acre	9.64	0.16	9.35	21.95
Miscellaneous income per acre	208.08	154.33	195.52	269.54
Gross return per acre				29.44
Direct Expenses	28.32	27.43	24.29	37.75
Seed	32.29	24.44	33.08	21.23
Fertilizer	23.32	22.62	23.81	3.83
Crop chemicals	4.58	8.26	6.89	4.04
Crop insurance	5.44	4.62	13.47	14.38
Drying fuel	14.18	15.87	19.80	19.99
Fuel & oil	23.10	38.11	7.09	1.21
Repairs	3.31	3.73	45.35	56.95
Custom hire	46.16	35.17	2.82	0.03
Land rent	0.37	-	4.10	8.40
Machinery & bldg leases	5.98	4.82	0.50	0.85
Operating interest	0.70	3.66	187.35	198.09
Miscellaneous	188.49	188.72	8.17	71.44
Total direct expenses per acre	19.59	-34.39		
Return over direct exp per acre				0.33
Overhead Expenses	2.04	3.99	5.14	8.18
Custom hire	9.00	16.13	6.28	2.71
Hired labor	3.95	7.37	4.51	2.72
Machinery & bldg leases	2.47	2.41	2.23	3.82
Farm insurance	2.48	1.41	2.62	2.28
Utilities	1.89	0.52	1.47	7.40
Dues & professional fees	7.44	12.82	5.62	16.98
Interest	16.11	20.04	13.45	3.43
Mach & bldg depreciation	2.82	2.76	3.32	47.86
Miscellaneous	48.19	67.45	44.63	245.95
Total overhead expenses per acre	236.68	256.17	231.98	23.59
Total dir & ovhd expenses per acre	-28.61	-101.84	-36.46	
Net return per acre	20.92	27.14	19.18	20.35
Lbr & mgt charge per acre	-49.53	-128.98	-55.64	3.23
Net return over lbr & mgt	23.97	28.19	24.95	25.99
Government payments	-25.56	-100.79	-30.69	29.23
Net return with govt payments				1.59
Cost of Production	1.75	2.21	1.73	1.97
Total direct expense per bushel	2.20	3.00	2.14	2.13
Total dir & ovhd exp per bushel	2.40	3.31	2.32	1.75
With labor & management	2.08	2.98	2.00	2.54
Total exp less govt & oth income	3.59	6.15	3.49	
Est. labor hours per acre				

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

Corn Silage on Owned Land

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of fields	135	26	26	26
Number of farms	130	26	25	26
Acres				
Yield per acre (ton)	55.00	51.94		
Operators share of yield %	12.44	8.39	63.50	46.89
Value per ton	100.00	100.00	13.32	17.46
Total product return per acre	17.80	17.17	100.00	100.00
Miscellaneous income per acre	221.36	143.95	17.03	18.40
Gross return per acre	11.19	4.21	226.90	321.15
	232.55	148.16	17.97	16.55
Direct Expenses				
Seed	23.86	23.07		
Fertilizer	23.31	23.29	22.75	25.67
Crop chemicals	25.83	26.16	21.14	24.04
Crop insurance	5.49	11.64	25.64	25.95
Fuel & oil	17.96	20.25	5.24	3.16
Repairs	29.35	32.68	17.57	13.89
Custom hire	6.29	4.57	33.54	30.92
Hired labor	0.35	1.40	4.35	4.49
Operating interest	3.53	3.18	0.26	0.26
Miscellaneous	3.42	2.64	3.76	3.68
Total direct expenses per acre	139.39	148.86	4.05	2.44
Return over direct exp per acre	93.16	-0.70	138.31	134.49
			106.56	203.20
Overhead Expenses				
Custom hire	4.24	3.59		
Hired labor	11.59	13.55	4.80	1.80
Machinery & bldg leases	3.09	4.46	12.18	7.29
RE & pers. property taxes	4.17	4.28	3.30	2.43
Farm insurance	3.11	3.49	4.77	4.30
Utilities	2.23	3.53	3.80	2.84
Dues & professional fees	1.25	1.49	1.99	1.78
Interest	30.08	36.20	1.02	1.74
Mach & bldg depreciation	23.32	28.82	37.44	27.34
Miscellaneous	3.17	2.86	21.96	22.69
Total overhead expenses per acre	86.25	102.27	4.06	3.00
Total dir & ovhd expenses per acre	225.64	251.13	95.32	75.19
Net return per acre	6.92	-102.97	233.63	209.69
Lbr & mgt charge per acre	28.56	46.46	11.24	128.01
Net return over lbr & mgt	-21.65	-149.43	24.83	26.74
Government payments	18.03	12.49	-13.59	101.27
Net return with govt payments	-3.62	-136.93	16.99	21.40
			3.41	122.67
Cost of Production				
Total direct expense per ton	11.21	17.75		
Total dir & ovhd exp per ton	18.14	29.94	10.38	7.70
With labor & management	20.44	35.48	17.54	12.01
Total exp less govt & oth income	18.09	33.49	19.40	13.54
Est. labor hours per acre	7.11	11.89	16.78	11.37
			5.77	5.48

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

Corn Silage on Cash Rent

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of fields	72	13	14	14
Number of farms	69	13	13	14
Acres	56.10	50.50	66.62	38.60
Yield per acre (ton)	12.33	8.59	11.90	16.72
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	17.84	16.88	17.00	18.44
Total product return per acre	219.97	144.99	202.36	308.46
Miscellaneous income per acre	8.00	8.34	7.06	14.79
Gross return per acre	227.98	153.33	209.42	323.25
Direct Expenses				
Seed	23.84	21.23	23.04	24.42
Fertilizer	23.33	28.39	21.96	25.20
Crop chemicals	25.48	19.95	21.26	24.84
Crop insurance	3.71	2.70	2.17	4.65
Fuel & oil	16.79	22.84	19.40	15.41
Repairs	28.44	42.90	21.02	28.86
Custom hire	3.83	5.65	3.74	1.79
Hired labor	0.26	-	0.76	-
Land rent	30.05	27.60	24.36	35.98
Operating interest	5.32	4.22	5.39	4.83
Miscellaneous	2.12	5.77	1.61	0.26
Total direct expenses per acre	163.17	181.25	144.71	166.24
Return over direct exp per acre	64.81	-27.92	64.71	157.02
Overhead Expenses				
Custom hire	8.15	2.83	2.32	1.98
Hired labor	13.30	12.81	14.25	3.44
Machinery & bldg leases	4.29	2.80	2.10	2.09
Farm insurance	2.93	3.92	3.73	2.82
Utilities	2.12	5.26	1.62	1.65
Dues & professional fees	0.95	0.57	2.56	0.92
Interest	11.10	20.08	13.31	7.50
Mach & bldg depreciation	16.76	17.09	16.18	16.79
Miscellaneous	3.05	3.94	2.38	2.45
Total overhead expenses per acre	62.65	69.30	58.44	39.62
Total dir & ovhd expenses per acre	225.82	250.55	203.15	205.86
Net return per acre	2.16	-97.22	6.27	117.39
Lbr & mgt charge per acre	25.40	31.39	22.55	18.92
Net return over lbr & mgt	-23.24	-128.60	-16.28	98.48
Government payments	21.02	24.62	21.61	16.18
Net return with govt payments	-2.22	-103.98	5.32	114.65
Cost of Production				
Total direct expense per ton	13.23	21.10	12.16	9.94
Total dir & ovhd exp per ton	18.31	29.16	17.07	12.31
With labor & management	20.37	32.82	18.96	13.44
Total exp less govt & oth income	18.02	28.98	16.55	11.59
Est. labor hours per acre	6.57	5.99	5.83	4.66

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

Hay, Alfalfa on Owned Land

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of fields	155	28	27	31
Number of farms	132	26	26	27
Acres	60.53	61.04	88.96	58.46
Yield per acre (ton)	3.07	1.70	2.99	4.36
Operators share of yield %	100	100	100	100
Value per ton	67.66	54.24	67.34	78.09
Total product return per acre	207.41	92.04	201.46	340.29
Miscellaneous income per acre	5.19	5.71	12.84	-
Gross return per acre	212.60	97.75	214.29	340.29
Direct Expenses				
Seed	0.66	1.13	0.91	0.44
Fertilizer	11.40	8.45	10.84	7.61
Crop chemicals	1.32	0.40	3.75	-
Crop insurance	1.65	1.26	2.99	0.97
Fuel & oil	16.96	18.66	16.04	16.87
Repairs	27.73	30.36	27.08	25.71
Custom hire	3.34	7.04	3.34	2.11
Operating interest	4.13	5.86	4.94	2.90
Miscellaneous	2.82	4.40	1.15	2.63
Total direct expenses per acre	70.03	77.56	71.05	59.24
Return over direct exp per acre	142.57	20.18	143.25	281.05
Overhead Expenses				
Custom hire	3.81	2.30	4.26	3.90
Hired labor	9.28	8.76	10.10	8.02
Machinery & bldg leases	2.70	3.49	1.68	5.02
RE & pers. property taxes	4.10	3.39	4.54	3.68
Farm insurance	3.31	3.58	3.93	2.26
Utilities	2.99	3.83	2.67	2.32
Dues & professional fees	1.22	1.88	0.76	1.28
Interest	25.21	24.34	25.56	26.75
Mach & bldg depreciation	22.56	14.63	26.33	21.27
Miscellaneous	3.76	2.81	3.52	3.14
Total overhead expenses per acre	78.93	69.04	83.35	77.65
Total dir & ovhd expenses per acre	148.96	146.60	154.40	136.89
Net return per acre	63.64	-48.85	59.90	203.41
Lbr & mgt charge per acre	29.93	36.55	25.73	32.81
Net return over lbr & mgt	33.71	-85.40	34.17	170.60
Government payments	15.38	12.15	16.60	14.28
Net return with govt payments	49.08	-73.25	50.77	184.88
Cost of Production				
Total direct expense per ton	22.84	45.71	23.75	13.59
Total dir & ovhd exp per ton	48.59	86.39	51.61	31.41
With labor & management	58.36	107.93	60.21	38.94
Total exp less govt & oth income	51.65	97.41	50.37	35.66
Est. labor hours per acre	5.90	6.90	4.49	7.53

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

Hay, Alfalfa on Cash Rent

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of fields	117	26	21	20
Number of farms	98	19	19	20
Acres	60.53	44.01	66.31	80.48
Yield per acre (ton)	3.11	1.85	3.14	4.17
Operators share of yield %	100	100	100	100
Value per ton	66.5	51.52	66.77	76.7
Total product return per acre	206.99	95.33	209.74	320.12
Miscellaneous income per acre	5.96	1.70	17.49	2.08
Gross return per acre	212.95	97.03	227.22	322.20
Direct Expenses				
Seed	0.45	1.90	0.45	-
Fertilizer	9.99	6.62	15.34	4.25
Crop chemicals	1.52	0.49	7.11	-
Crop insurance	1.69	0.76	3.41	1.18
Fuel & oil	16.73	18.75	16.46	19.74
Repairs	32.45	34.70	31.83	33.44
Custom hire	3.51	1.29	1.40	0.62
Land rent	31.76	32.36	35.41	30.46
Operating interest	4.66	9.94	3.94	3.13
Miscellaneous	3.03	0.71	3.02	3.88
Total direct expenses per acre	105.79	107.52	118.35	96.71
Return over direct exp per acre	107.16	-10.49	108.87	225.50
Overhead Expenses				
Custom hire	3.94	2.81	1.78	3.96
Hired labor	8.04	6.77	4.91	13.16
Machinery & bldg leases	2.23	5.32	0.23	3.56
Farm insurance	3.29	3.90	4.25	2.72
Utilities	2.96	4.77	3.70	2.06
Dues & professional fees	1.35	1.61	1.44	1.44
Interest	12.63	21.47	12.48	12.07
Mach & bldg depreciation	19.32	18.11	24.36	16.43
Miscellaneous	3.23	4.39	4.04	2.87
Total overhead expenses per acre	57.01	69.16	57.18	58.27
Total dir & ovhd expenses per acre	162.80	176.68	175.53	154.97
Net return per acre	50.15	-79.65	51.69	167.23
Lbr & mgt charge per acre	26.55	46.24	20.95	25.00
Net return over lbr & mgt	23.59	-125.89	30.74	142.23
Government payments	19.47	26.90	21.93	23.16
Net return with govt payments	43.07	-98.99	52.67	165.39
Cost of Production				
Total direct expense per ton	33.99	58.11	37.68	23.17
Total dir & ovhd exp per ton	52.30	95.48	55.88	37.13
With labor & management	60.83	120.47	62.55	43.12
Total exp less govt & oth income	52.66	105.01	50.00	37.07
Est. labor hours per acre	4.29	4.71	3.20	5.78

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

Hay, Mixed on Owned Land

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of fields	71	13	12	14
Number of farms	66	13	12	13
Acres	131.97	127.31	107.93	96.93
Yield per acre (ton)	2.34	2.22	2.02	3.39
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	39.24	35.60	38.61	44.26
Total product return per acre	92.02	79.12	77.90	150.06
Miscellaneous income per acre	6.12	0.95	2.83	2.97
Gross return per acre	98.13	80.07	80.73	153.03
Direct Expenses				
Fertilizer	10.83	19.93	11.70	10.34
Crop insurance	0.77	0.52	0.36	0.39
Fuel & oil	11.63	11.28	9.38	8.15
Repairs	17.96	19.82	17.14	20.60
Custom hire	0.31	1.36	0.53	-
Operating interest	1.21	3.04	0.72	0.88
Miscellaneous	1.83	2.38	1.72	2.56
Total direct expenses per acre	44.55	58.33	41.55	42.92
Return over direct exp per acre	53.59	21.75	39.18	110.10
Overhead Expenses				
Custom hire	2.22	2.20	1.23	1.06
Hired labor	4.05	14.00	3.30	2.39
Machinery & bldg leases	1.53	2.38	0.14	0.31
RE & pers. property taxes	3.45	4.62	4.22	3.50
Farm insurance	1.21	1.21	1.11	1.24
Utilities	1.29	1.57	0.87	1.51
Interest	10.82	10.94	6.87	12.94
Mach & bldg depreciation	15.44	22.93	15.99	19.81
Miscellaneous	2.08	2.81	1.48	2.91
Total overhead expenses per acre	42.09	62.65	35.21	45.67
Total dir & ovhd expenses per acre	86.63	120.97	76.75	88.60
Net return per acre	11.50	-40.90	3.98	64.43
Lbr & mgt charge per acre	14.57	16.59	12.73	17.01
Net return over lbr & mgt	-3.07	-57.49	-8.76	47.42
Government payments	7.03	9.93	7.36	9.68
Net return with govt payments	3.96	-47.56	-1.40	57.10
Cost of Production				
Total direct expense per ton	19.00	26.25	20.59	12.66
Total dir & ovhd exp per ton	36.95	54.44	38.04	26.13
With labor & management	43.16	61.90	44.35	31.14
Total exp less govt & oth income	37.55	57.00	39.30	27.42
Est. labor hours per acre	3.09	3.79	2.55	4.27

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

Hay, Mixed on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	63	13	10	11
Number of farms	56	11	10	11
Acres	122.72	73.89	93.00	149.11
Yield per acre (ton)	1.99	0.86	2.38	2.25
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	40.48	32.51	38.31	46.92
Total product return per acre	80.50	28.11	91.34	105.60
Miscellaneous income per acre	7.62	3.52	-	7.93
Gross return per acre	88.12	31.63	91.34	113.53
Direct Expenses				
Seed	0.39	-	0.34	1.65
Fertilizer	4.87	3.48	7.43	0.83
Crop insurance	1.20	1.25	0.34	1.43
Fuel & oil	11.06	10.41	9.64	8.18
Repairs	17.47	24.49	16.37	10.47
Land rent	13.49	17.98	17.31	14.20
Operating interest	2.24	0.92	1.56	1.66
Miscellaneous	0.94	1.54	1.27	0.51
Total direct expenses per acre	51.65	60.08	54.25	38.92
Return over direct exp per acre	36.47	-28.44	37.08	74.60
Overhead Expenses				
Custom hire	2.45	4.64	0.54	1.11
Hired labor	2.59	6.58	3.35	2.65
Machinery & bldg leases	1.48	0.12	0.60	0.50
Farm insurance	1.30	2.18	1.30	1.27
Utilities	1.52	2.08	1.81	1.30
Dues & professional fees	0.55	0.79	0.28	1.14
Interest	5.45	3.46	4.32	6.22
Mach & bldg depreciation	10.87	17.81	14.21	7.19
Miscellaneous	1.33	2.15	1.06	0.40
Total overhead expenses per acre	27.56	39.80	27.47	21.78
Total dir & ovhd expenses per acre	79.21	99.87	81.72	60.70
Net return per acre	8.91	-68.24	9.61	52.83
Lbr & mgt charge per acre	12.75	19.20	14.89	11.41
Net return over lbr & mgt	-3.84	-87.44	-5.28	41.41
Government payments	6.41	6.22	10.58	2.67
Net return with govt payments	2.57	-81.22	5.30	44.08
Cost of Production				
Total direct expense per ton	25.98	69.48	22.76	17.30
Total dir & ovhd exp per ton	39.83	115.50	34.28	26.97
With labor & management	46.25	137.71	40.52	32.05
Total exp less govt & oth income	39.19	126.44	36.09	27.34
Est. labor hours per acre	2.68	3.42	2.76	2.15

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

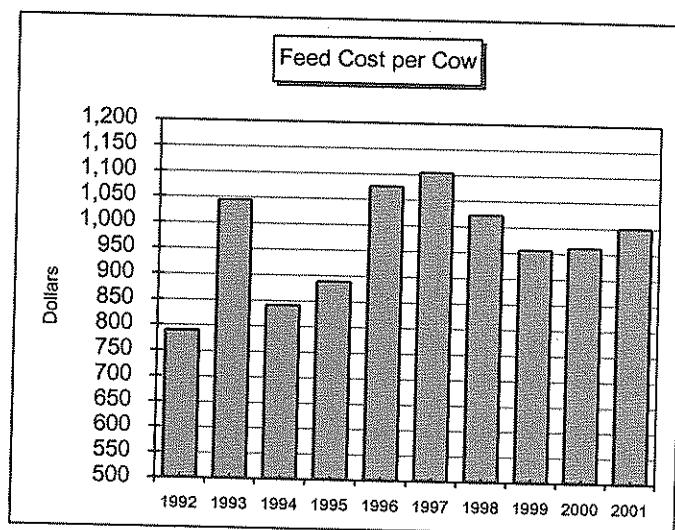
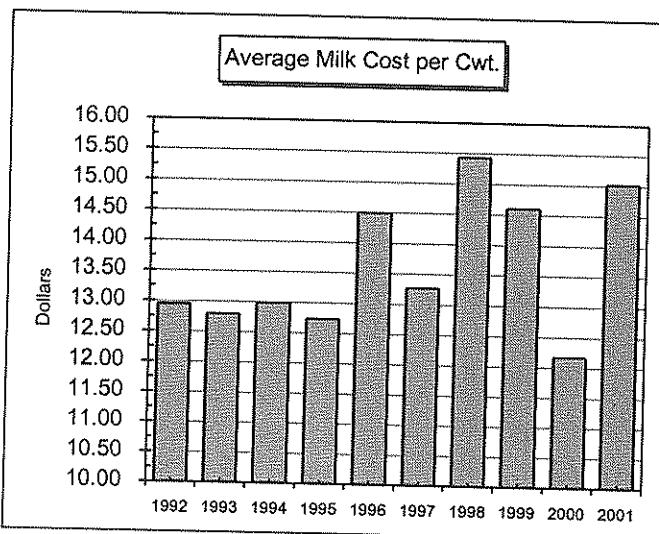
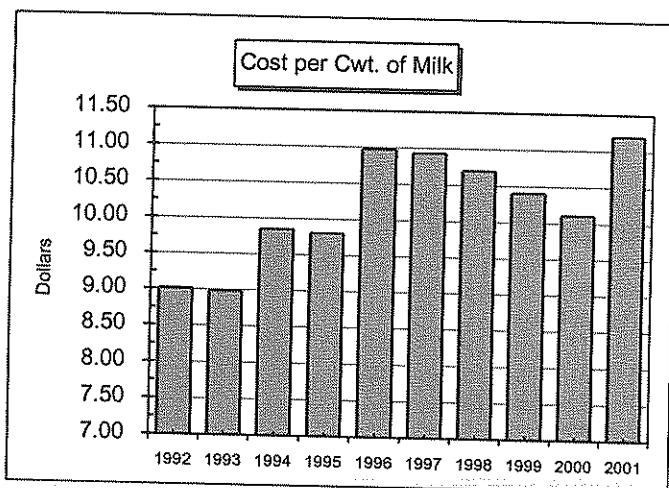
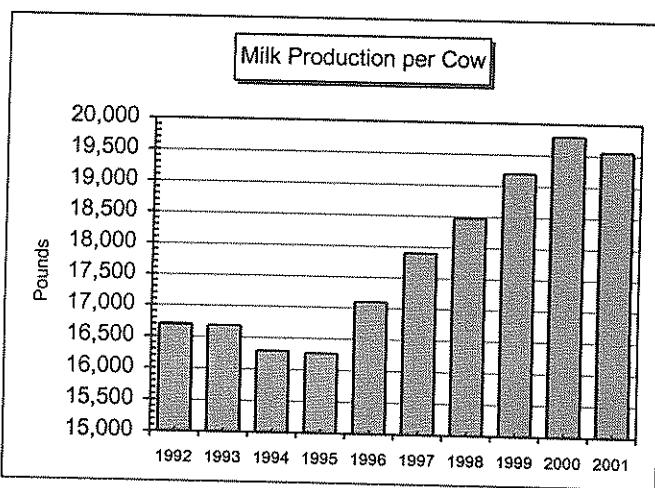
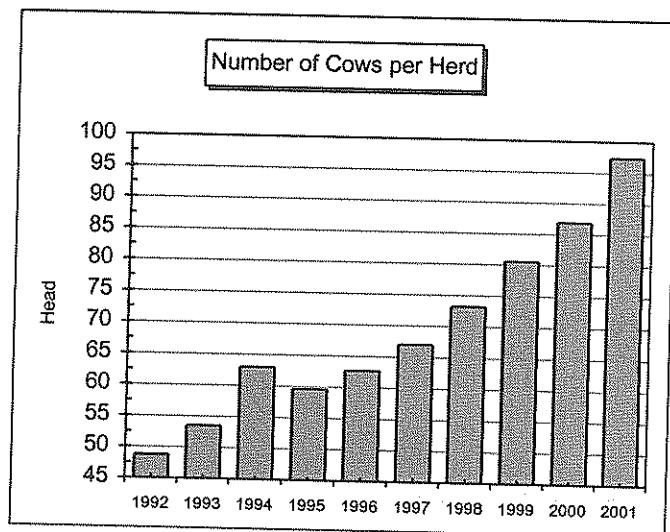
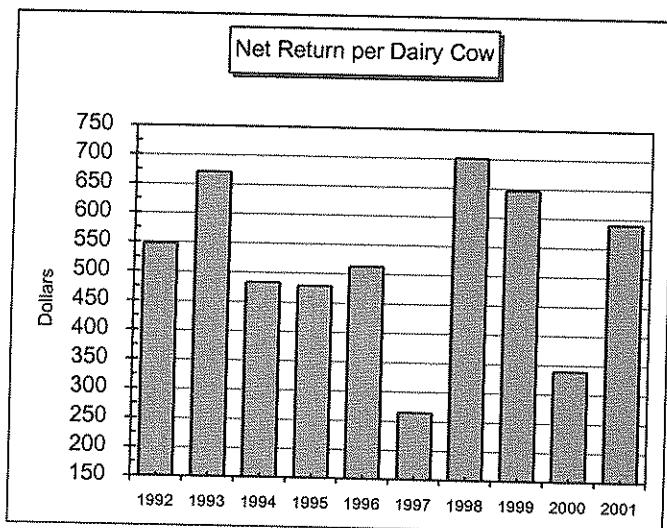
Haylage, Alfalfa on Owned Land and on Cash Rent

	Avg. Of All Farms Owned Land	Avg. Of All Farms Cash Rent
Number of fields	18	15
Number of farms	17	11
Acres	65.67	40.54
Yield per acre (ton)	6.20	3.81
Operators share of yield %	100	100
Value per ton	36.34	38.66
Other product return per acre	16.80	47.02
Total product return per acre	242.16	194.50
Miscellaneous income per acre	-	13.71
Gross return per acre	242.16	208.21
Direct Expenses		
Seed	0.80	1.09
Fertilizer	20.48	12.04
Crop chemicals	1.65	-
Crop insurance	1.22	0.35
Fuel & oil	13.50	15.85
Repairs	21.75	27.50
Custom hire	4.33	7.21
Land rent	-	24.09
Hired labor	1.98	-
Machinery & bldg leases	0.38	-
Operating interest	2.60	4.43
Miscellaneous	2.08	6.16
Total direct expenses per acre	70.78	98.73
Return over direct exp per acre	171.38	109.48
Overhead Expenses		
Custom hire	2.30	1.69
Hired labor	7.51	16.49
Machinery & bldg leases	0.90	1.59
RE & pers. property taxes	3.80	-
Farm insurance	4.89	4.06
Utilities	1.78	1.81
Dues & professional fees	1.40	2.19
Interest	27.50	12.25
Mach & bldg depreciation	22.30	16.59
Miscellaneous	2.92	2.47
Total overhead expenses per acre	75.28	59.14
Total dir & ovhd expenses per acre	146.06	157.87
Net return per acre	96.10	50.34
Lbr & mgt charge per acre	28.15	23.17
Net return over lbr & mgt	67.95	27.16
Government payments	11.54	7.30
Net return with govt payments	79.49	34.46
Cost of Production		
Total direct expense per ton	11.41	25.88
Total dir & ovhd exp per ton	23.55	41.38
With labor & management	28.09	47.46
Total exp less govt & oth income	23.52	29.63
Est. labor hours per acre	7.07	7.84

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

CRP on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	49	11	11	8
Number of farms	42	8	8	8
Acres	156.79	155.82	109.23	186.26
Yield per acre (unit)	46.14	39.14	41.13	67.49
Operators share of yield %	100.00	100.00	100.00	100.00
Value per unit	1.00	1.00	1.00	1.00
Total product return per acre	46.14	39.14	41.13	67.49
Miscellaneous income per acre	-	-	-	-
Gross return per acre	46.14	39.14	41.13	67.49
Direct Expenses				
Seed	0.21	-	0.05	1.02
Crop chemicals	0.84	3.19	0.79	-
Fuel & oil	1.64	2.14	1.85	1.42
Repairs	2.56	2.72	2.70	2.15
Custom hire	0.33	1.02	-	0.81
Operating interest	0.60	0.38	0.87	0.47
Miscellaneous	0.17	-	0.06	5.88
Total direct expenses per acre	6.33	9.45	6.32	5.88
Return over direct exp per acre	39.81	29.69	34.81	61.61
Overhead Expenses				
Hired labor	0.36	0.48	0.65	0.36
Machinery & bldg leases	0.36	0.77	1.02	0.10
RE & pers. property taxes	4.08	6.16	2.93	6.51
Farm insurance	1.67	1.44	2.68	1.59
Utilities	0.51	0.39	0.35	0.39
Interest	8.14	14.01	4.23	12.40
Mach & bldg depreciation	2.02	1.03	2.02	1.35
Miscellaneous	0.79	1.15	0.68	0.60
Total overhead expenses per acre	17.93	25.43	14.56	23.30
Total dir & ovhd expenses per acre	24.26	34.88	20.88	29.18
Net return per acre	21.88	4.26	20.25	38.31
Lbr & mgt charge per acre	2.90	3.10	2.75	3.19
Net return over lbr & mgt	18.98	1.17	17.50	35.12
Government payments	-	-	-	-
Net return with govt payments	18.98	1.17	17.50	35.12
Cost of Production				
Total direct expense per unit	0.14	0.24	0.15	0.09
Total dir & ovhd exp per unit	0.53	0.89	0.51	0.43
With labor & management	0.59	0.97	0.57	0.48
Total exp less govt & oth income	0.59	0.97	0.57	0.48
Est. labor hours per acre	0.33	0.37	0.32	0.29



Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Net Return Per Unit)
Dairy -- Average Per Cwt of Milk

	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
			117		119		120	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms	586							
Milk sold (lb)	99.58	14.95	99.73	14.98	99.49	14.9	99.62	15.11
Milk used in home (lb)	0.05	0.01	0.06	0.00	0.07	0.01	0.05	0.01
Milk fed to animals (lb)	0.37	0.05	0.21	0.03	0.44	0.04	0.33	0.06
Dairy Calves sold (hd)	0	0.11	0	0.19	0	0.06	0	0.16
Transferred out (hd)	0	0.41	0	0.32	0	0.48	0	0.47
Cull sales (hd)	0	0.67	0	0.82	0	0.62	0	0.67
Butchered (hd)	0	0.02	0	0.01	0	0.01	0	0.01
Less purchased (hd)	0	-0.66	0	-1.39	0	-0.41	0	-0.21
Less transferred in (hd)	0	-1.65	0	-1.61	0	-1.73	0	-1.62
Inventory change (hd)	0	0.28	0	0.16	0	0.15	0	0.37
Total production	14.19		13.52		14.13		15.04	
Other income	0.03		0.02		0.03		0.03	
Gross return	14.22		13.54		14.16		15.07	
Direct Expenses							0.4	0.71
Corn (bu.)	0.39	0.69	0.39	0.69	0.37	0.67	58.21	0.48
Corn Silage (lb.)	67.41	0.60	77.36	0.75	66.52	0.59	13.4	0.56
Hay, Alfalfa (lb.)	15.6	0.64	18.39	0.79	17.54	0.72	33.28	0.67
Haylage, Alfalfa (lb.)	33.89	0.67	36.63	0.72	32.03	0.64	2.42	0.21
Complete Ration (lb.)	5.43	0.53	7.52	0.74	6.73	0.63	13.25	1.63
Protein Vit Minerals (lb.)	14.26	1.69	16.14	1.83	13.54	1.64	0.25	0.27
Other feed stuffs	5.6	0.28	5.68	0.29	7.52	0.25	7.36	0.13
Breeding fees	0.14		0.15		0.15		0.45	
Veterinary	0.48		0.55		0.43		0.15	
BST	0.17		0.21		0.15		0.60	
Livestock supplies	0.70		0.72		0.67		0.06	
DHIA	0.07		0.08		0.08		0.17	
Fuel & oil	0.17		0.20		0.17		0.56	
Repairs	0.54		0.57		0.07		0.09	
Custom hire	0.08		0.08		0.01		0.01	
Hired labor	0.07		0.24		0.20		0.13	
Hauling and trucking	0.16		0.17		0.29		0.16	
Marketing	0.24		0.24		0.06		0.05	
Operating interest	0.11		0.23		7.97		7.04	
Total direct expenses	8.04		9.23		6.19		8.03	
Return over direct expense	6.17		4.30					
Overhead Expenses			0.11		0.08		0.03	
Custom hire	0.06		1.44		0.89		0.65	
Hired labor	1.03		0.15		0.14		0.10	
Machinery & bldg leases	0.14		0.16		0.12		0.13	
Farm insurance	0.13		0.34		0.30		0.26	
Utilities	0.30		0.08		0.02		0.03	
Dues & professional fees	0.04		1.11		0.65		0.36	
Interest	0.67		0.75		0.58		0.51	
Mach & bldg depreciation	0.60		0.18		0.19		0.18	
Miscellaneous	0.19		4.31		2.97		2.24	
Total overhead expenses	3.16		13.54		10.94		9.28	
Total dir & ovhd expenses	11.20		0.00		3.22		5.79	
Net return	3.02		0.87		1.06		1.04	
Labor & management charge	0.95		-0.88		2.16		4.75	
Net return over lbr & mgt	2.07						7.04	
Cost of Production								
Total direct expense per cwt.	8.04		9.23		7.97		9.28	
Total dir& ovhd expense per cwt.	11.20		13.54		10.94		10.32	
With labor and management	12.15		14.41		12.00		10.43	
With other revenue adjustments	12.94		15.89		12.79		0.16	
Est. labor hours per unit	0.19		0.24		0.19			
Other Information								
Avg. number of Cows	97.4		107.8		88.3		86.6	
Milk produced per Cow	19,555		17,887		19,183		21,403	
Percent butterfat in milk	3.7		3.8		3.7		3.7	
Culling percentage	27.8		31.4		24.9		28.1	
Turnover rate	37		43.9		33.7		35	
Percent of barn capacity	104.2		98.7		106		106.7	
Lbs. milk/lb grain & conc.	2.3		2.1		2.3		2.5	
Feed cost per cwt of milk	5.12		5.8		5.14		4.53	
Feed cost per Cow	1,000.46		1,037.88		985.19		970.55	
Avg. milk price per cwt.	15.02		15.02		14.97		15.17	

Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Net Return Per Unit)
Dairy -- Average Per Cow

Number of farms	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
	586		117		119		120	
Milk sold (lb)	19,472.67	2,924.39	17,838.74	2,680.02	19,084.60	2,857.52	21,321.67	3,233.65
Milk used in home (lb)	10.55	1.24	11.61	0.63	13.92	1.90	11.3	1.67
Milk fed to animals (lb)	72.12	9.35	37.13	5.37	83.98	8.25	70.2	13.31
Dairy Calves sold (hd)	0.11	21.14	0.24	33.56	0.07	12.01	0.05	33.86
Transferred out (hd)	0.62	80.72	0.46	56.73	0.69	91.73	0.74	100.91
Cull sales (hd)	0.28	130.83	0.31	147.05	0.25	118.35	0.28	143.55
Butchered (hd)	0.01	3.19	0	2.19	0.01	2.83	0.01	2.39
Less purchased (hd)	-0.1	-129.31	-0.2	-248.57	-0.07	-79.27	-0.03	-44.66
Less transferred in (hd)	-0.28	-322.01	-0.24	-287.50	-0.28	-331.20	-0.32	-345.67
Inventory change (hd)	0.02	55.28	0.02	28.69	0	28.05	0	79.81
Total production		2,774.82		2,418.16		2,710.17		3,218.80
Other income		5.48		3.25		5.48		6.97
Gross return		2,780.30		2,421.41		2,715.65		3,225.77
Direct Expenses								
Corn (bu.)	76.51	135.75	69.19	122.85	70.46	128.70	86.68	151.44
Corn Silage (lb.)	13,182.47	118.10	13,836.95	133.86	12,759.55	113.55	12,459.84	103.42
Hay, Alfalfa (lb.)	3,060.01	125.79	3,289.19	140.62	3,364.28	137.88	2,868.48	120.87
Haylage, Alfalfa (lb.)	6,626.81	131.57	6,551.72	129.41	6,143.97	122.05	7,123.12	143.36
Complete Ration (lb.)	1,062.38	103.62	1,344.58	132.86	1,291.66	120.06	517.96	45.18
Protein Vit Minerals (lb.)	2,789.53	331.28	2,887.11	327.21	2,597.12	314.63	2,836.18	348.10
Other feed stuffs	1,094.63	54.33	1,016.62	51.07	1,442.55	48.31	1,574.28	58.18
Breeding fees		27.09		26.18		28.28		28.66
Veterinary		94.09		98.92		83.13		97.28
BST		33.15		37.24		28.41		32.41
Livestock supplies		136.25		129.10		128.26		129.21
DHIA		14.28		13.78		14.70		13.54
Fuel & oil		33.86		35.30		33.50		31.51
Repairs		105.21		101.26		107.52		107.93
Custom hire		16.07		13.96		13.35		19.51
Hired labor		13.00		43.75		1.79		2.88
Hauling and trucking		30.52		30.28		38.76		28.38
Marketing		46.71		43.50		55.05		34.85
Operating interest		22.44		40.60		10.85		9.76
Total direct expenses		1,573.11		1,651.73		1,528.79		1,506.48
Return over direct expense		1,207.18		769.89		1,186.85		1,719.29
Overhead Expenses								
Custom hire		11.91		19.42		14.91		5.64
Hired labor		200.46		257.21		170.35		138.81
Machinery & bldg leases		26.68		28.11		26.47		20.67
Farm insurance		26.08		28.17		23.90		27.54
Utilities		57.78		59.96		57.02		55.13
Dues & professional fees		8.46		14.11		4.50		6.78
Interest		131.69		198.19		124.69		77.06
Mach & bldg depreciation		116.66		134.69		111.06		110.07
Miscellaneous		37.27		32.37		36.25		38.17
Total overhead expenses		616.99		770.23		569.15		479.86
Total dir & ovhd expenses		2,190.10		2,421.96		2,097.95		1,986.34
Net return		590.20		-0.55		617.70		1,239.43
Labor & management charge		185.99		156.42		203.42		222.98
Net return over lbr & mgt		404.21		-156.97		414.28		1,016.44
Cost of Production								
Total direct expense per cwt.		8.04		9.23		7.97		7.04
Total dir& ovhd expense per cwt.		11.20		13.54		10.94		9.28
With labor and management		12.15		14.41		12.00		10.32
With other revenue adjustments		12.94		15.89		12.79		10.43
Est. labor hours per unit		36.78		43.46		37.19		33.65
Other Information								
Avg. number of Cows		97.4		107.8		88.3		86.6
Milk produced per Cow		19,555		17,887		19,183		21,403
Percent butterfat in milk		3.7		3.8		3.7		3.7
Culling percentage		27.8		31.4		24.9		28.1
Turnover rate		37		43.9		33.7		35
Percent of barn capacity		104.2		98.7		106		106.7
Lbs. milk/lb grain & conc.		2.3		2.1		2.3		2.5
Feed cost per cwt of milk		5.12		5.80		5.14		4.53
Feed cost per Cow		1,000.46		1,037.88		985.19		970.55
Avg. milk price per cwt.		15.02		15.02		14.97		15.17

Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Net Return Per Unit)
Dairy and Repl Heifers -- Average Per Cow

	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
	377	75	75	Value	77	Value	77	Value
Number of farms								
Milk sold (lb)	19,492.29	2,927.63	17,151.28	2,550.67	19,797.28	2,972.49	21,693.89	3,282.96
Milk used in home (lb)	11.75	1.28	19.61	0.82	11.07	1.45	9.09	1.40
Milk fed to animals (lb)	65.5	8.39	72.61	10.60	80.79	6.36	29.34	5.11
Dairy Calves sold (hd)	0.37	97.09	0.4	84.48	0.33	73.68	0.36	128.45
Transferred out (hd)	1.06	460.55	1.03	487.87	1.06	435.19	1.17	503.76
Cull sales (hd)	0.31	139.46	0.3	144.92	0.29	134.92	0.37	160.67
Butchered (hd)	0.01	5.06	0.01	3.42	0.01	4.12	0.01	6.23
Less purchased (hd)	-0.14	-155.5	-0.31	-380.18	-0.07	-82.95	-0.11	-129.05
Less transferred in (hd)	-0.97	-443.26	-0.95	-482.53	-0.96	-419.09	-1.09	-485.94
Inventory change (hd)	0.08	164.71	0.13	187.51	0.06	117.13	0.1	284.92
Total production		3,205.40		2,607.59		3,243.31		3,758.51
Other income		5.68		1.29		6.69		8.01
Gross return		3,211.08		2,608.88		3,250.00		3,766.52
Direct Expenses								
Corn (bu.)	87.39	156.61	84.28	149.03	80.83	148.17	98.61	174.91
Com Silage (lb.)	18,233.51	162.92	18,225.24	171.69	18,424.86	164.13	18,289.43	155.31
Hay, Alfalfa (lb.)	4,053.63	164.89	4,040.84	166.72	4,313.10	171.05	3,703.64	150.39
Hay, Grass & Other (lb.)	1,469.14	36.85	1,410.57	41.72	2,010.52	47.15	1,380.50	33.59
Haylage, Alfalfa (lb.)	7,713.89	151.07	8,196.95	159.8	6,657.25	122.74	7,579.97	159.76
Complete Ration (lb.)	1,187.68	120.86	1,688.29	174.59	1,278.79	135.95	746	75.05
Protein VIt Minerals (lb.)	3,012.12	369.37	2,740.52	348.51	3,054.93	377.94	3,467.10	390.77
Other feed stuffs	1,470.21	79.43	514.15	42.72	1,703.96	91.77	2,562.52	106.84
Breeding fees		35.46		30.85		41.84		34.39
Veterinary		105.22		102.76		102.61		115.58
BST		33.48		33.53		40.14		28.49
Livestock supplies		150.76		128.48		139.07		149.08
DHIA		14.59		12.92		16.33		14.45
Fuel & oil		37.32		33.51		39.51		37.74
Repairs		118.39		110.98		109.77		138.87
Custom hire		39.37		15.41		48.06		23.12
Hired labor		5.65		22.49		1.74		0.17
Hauling and trucking		33.20		36.02		43.11		29.42
Marketing		47.97		39.35		61.88		46.74
Operating interest		18.28		21.25		13.61		34.27
Total direct expenses		1,881.69		1,842.33		1,916.57		1,898.95
Return over direct expense		1,329.39		766.55		1,333.43		1,867.58
Overhead Expenses								
Custom hire		11.45		10.56		21.60		3.78
Hired labor		208.27		204.17		216.53		211.11
Machinery & bldg leases		33.52		29.36		32.46		49.28
Farm insurance		29.26		30.98		28.83		28.80
Utilities		67.51		71.04		68.11		66.93
Interest		144.16		230.22		127.73		78.75
Mach & bldg depreciation		122.28		128.05		135.91		99.95
Miscellaneous		46.60		42.76		46.17		47.14
Total overhead expenses		663.05		747.14		677.33		585.73
Total dir & ovhd expenses		2,544.74		2,589.47		2,593.90		2,484.68
Net return		666.34		19.41		656.10		1,281.84
Labor & management charge		215.83		177.85		218.28		223.32
Net return over lbr & mgt		450.51		-158.44		437.82		1,058.52
Cost of Production								
Total direct expense per cwt.		9.62		10.68		9.64		8.74
Total dir& ovhd expense per cwt.		13.00		15.02		13.04		11.43
With labor and management		14.11		16.05		14.14		12.46
With other revenue adjustments		12.71		15.78		12.78		10.27
Est. labor hours per unit		43.03		48.09		39.6		44.96
Other Information								
Avg. number of Cows		93.1		85.6		96.8		91.4
Milk produced per Cow		19,570		17,243		19,889		21,732
Percent butterfat in milk		3.7		3.7		3.7		3.7
Culling percentage		30.9		29.9		29.3		36.5
Turnover rate		47.5		51.1		45.9		49.1
Percent of barn capacity		102.9		91.5		108.2		103.5
Lbs. milk/lb grain & conc.		2		1.8		2.1		2.1
Feed cost per cwt of milk		6.35		7.28		6.33		5.74
Feed cost per Cow		1,242.00		1,254.78		1,258.90		1,246.63
Avg. milk price per cwt.		15.02		14.87		15.01		15.13

Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Net Return Per Unit)
Dairy Replacement Heifers -- Average Average Head

	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms	524		105		106		107	
Replacements sold (hd)	0.32	108.29	0.26	75.69	0.41	138.59	0.19	101.19
Transferred out (hd)	0.38	390.24	0.3	276.40	0.39	385.46	0.34	423.01
Cull sales (hd)	0.03	8.73	0.03	7.69	0.03	9.21	0.07	16.46
Butchered (hd)	0.01	2.26	0.01	1.87	0	1.48	0.01	2.87
Less purchased (hd)	-0.08	-63.69	-0.05	-26.38	-0.11	-60.42	-0.09	-63.76
Less transferred in (hd)	-0.66	-87.38	-0.52	-71.70	-0.79	-99.61	-0.63	-88.83
Inventory change (hd)	0.05	103.05	0.01	-3.96	0.04	90.21	0.14	270.29
Total production (hd)	0	461.51	0	259.61	0	464.92	0	661.23
Other income		3.82		-		3.13		15.66
Gross return		465.33		259.61		468.05		676.89
Direct Expenses								
Corn (bu.)	14.24	25.76	15.83	27.25	12.37	21.81	15.64	29.05
Corn Silage (lb.)	5,743.06	48.85	6,498.24	56.75	6,260.21	56.31	5,198.54	46.97
Hay, Alfalfa (lb.)	1,221.54	44.67	1,254.37	46.78	1,354.49	48.78	1,042.13	37.68
Hay, Grass & Other (lb.)	950.82	22.24	926.39	21.67	1,352.34	27.76	743.02	18.43
Haylage, Alfalfa (lb.)	1,468.80	28.75	2,183.54	43.28	1,363.93	24.64	1,383.84	28.17
Oatlage (lb.)	378.78	3.41	584.9	5.52	20.41	0.15	497.82	3.53
Complete Ration (lb.)	203.46	18.73	238.79	25.23	168.45	17.15	310.6	19.98
Milk (lb.)	39.87	6.32	70.67	10.61	32.84	3.65	12.14	1.44
Milk Replacer (lb.)	10.15	6.63	7.79	4.53	7.5	5.69	12.39	10.19
Protein Vit Minerals (lb.)	345.03	48.37	335.02	46.43	345.83	51.40	328.56	40.81
Other feed stuffs	340.79	16.10	242.33	11.53	213.35	10.59	665.42	15.36
Breeding fees		6.49		7.18		6.90		6.02
Veterinary		13.42		14.20		13.39		15.79
Livestock supplies		14.86		15.66		20.30		13.16
Fuel & oil		5.88		7.43		6.35		6.05
Repairs		20.19		21.41		21.00		23.33
Custom hire		17.89		20.46		14.94		7.37
Machinery & bldg leases		2.47		2.16		1.99		0.04
Livestock leases		1.61		1.69		2.34		1.10
Bedding		1.19		1.01		1.11		2.48
Operating interest		2.66		3.15		1.82		2.91
Total direct expenses		356.54		393.94		358.07		330.17
Return over direct expense		108.79		-134.33		109.98		346.72
Overhead Expenses								
Custom hire		1.98		4.43		2.00		0.97
Hired labor		25.92		30.09		26.81		28.56
Machinery & bldg leases		4.39		4.31		4.89		5.97
RE & pers. property taxes		1.84		2.38		2.15		1.56
Farm insurance		4.73		5.40		5.05		4.47
Utilities		10.40		12.19		10.56		9.80
Interest		19.97		22.17		20.28		18.16
Mach & bldg depreciation		19.07		23.63		19.04		16.85
Miscellaneous		5.86		7.28		6.67		4.87
Total overhead expenses		94.16		111.88		97.45		91.21
Total dir & ovhd expenses		450.71		505.82		455.52		421.38
Net return		14.62		-246.21		12.53		255.51
Labor & management charge		35.62		35.50		38.70		34.48
Net return over lbr & mgt		-20.99		-281.72		-26.17		221.03
Cost of Production								
Total direct expense per head		557.93		875.58		522.22		360.06
Total dir& ovhd expense per head		691.42		1,076.97		644.20		530.10
With labor and management		741.91		1,140.88		692.64		594.37
With other revenue adjustments		736.49		1,140.88		688.72		565.18
Est. labor hours per unit		6.36		6.50		7.06		6.55
Other Information								
No. purchased or trans in		61		46		76		59
Number sold or trans out		58		45		67		44
Average number of head		82		80		84		81
Percentage death loss		5.8		6.2		6.6		6.1
Feed cost per average head		269.82		299.58		267.92		251.62
Feed cost/head sold+trans		382.5		539.26		335.36		469.08
Avg. purchase weight		76		47		24		183
Avg. sales weight		40		93		15		55
Avg. purch price / head		786.98		506.26		548.02		671.25
Avg. sales price / head		334.14		290.76		336.70		528.16

Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Net Return Per Unit)
Dairy Heifers (for sale) -- Average Average Head

	Avg. Of All Farms
Number of farms	24
Dairy Hfrs sold (hd)	0.57
Transferred out (hd)	0.08
Butchered (hd)	0
Less purchased (hd)	-0.61
Less transferred in (hd)	-0.06
Inventory change (hd)	-0.01
Total production (hd)	0
Other income	71.1
Gross return	610.32
Direct Expenses	
Corn (bu.)	14.40
Com Silage (lb.)	7645.75
Hay, Alfalfa (lb.)	1728.17
Hay, Grass & Other (lb.)	422.08
Haylage, Alfalfa (lb.)	2388.06
Oatlage (lb.)	379.87
Complete Ration (lb.)	441.83
Milk Replacer (lb.)	6.01
Protein Vit Minerals (lb.)	300.01
Other feed stuffs	190.60
Breeding fees	9.73
Veterinary	21.45
Livestock supplies	17.64
Fuel & oil	9.24
Repairs	23.46
Custom hire	11.90
Hired labor	5.78
Machinery & bldg leases	6.73
Utilities	1.02
Marketing	1.05
Operating interest	16.38
Total direct expenses	419.64
Return over direct expense	190.69
Overhead Expenses	
Custom hire	8.65
Hired labor	17.38
Machinery & bldg leases	3.42
RE & pers. property taxes	2.16
Farm insurance	7.26
Utilities	8.97
Interest	15.50
Mach & bldg depreciation	23.91
Miscellaneous	11.86
Total overhead expenses	99.11
Total dir & ovhd expenses	518.75
Net return	91.58
Labor & management charge	44.35
Net return over lbr & mgt	47.22
Cost of Production	
Total direct expense per head	889.22
Total dir& ovhd expense per head	1,043.52
With labor and management	1,112.57
With other revenue adjustments	1,001.89
Est. labor hours per unit	7.87
Other Information	
No. purchased or trans in	113
Number sold or trans out	109
Average number of head	169
Percentage death loss	2.6
Feed cost per average head	295.26
Feed cost/head sold+trans	459.67
Avg. purchase weight	126
Avg. sales weight	411
Avg. purch price / head	334.36
Avg. sales price / head	1,215.04

Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Net Return Per Unit)
Dairy Steers -- Average Per Cwt. Produced

Number of farms	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
	183	36	37	37	37	37	37	37
Dairy Steers sold (lb)	124.95	82.45	138.56	89.03	146.59	95.09	94.84	63.69
Transferred out (lb)	2.75	2.00	-	-	7.13	5.05	0.08	0.06
Cull sales (lb)	1.4	1.03	0.83	0.45	0.3	0.25	4.98	3.19
Butchered (lb)	3.02	1.95	5.94	3.67	2.28	1.55	4.41	2.94
Less purchased (lb)	-31.59	-26.79	-54.95	-41.92	-44.33	-34.88	-6.7	-6.25
Less transferred in (lb)	-10.69	-9.56	-7.17	-7.12	-17.11	-14.02	-8.7	-9.93
Inventory change (lb)	10.18	0.59	16.79	1.96	5.14	-2.57	11.09	5.85
Total production (lb)	100	51.68	100	46.07	100	50.48	100	59.55
Other income	0	-	-	-	-	-	-	-
Gross return	51.68	-	46.07	-	50.48	-	59.55	-
Direct Expenses								
Corn (bu.)	11.19	19.18	13.15	22.73	11.22	19.15	9.2	15.49
Corn Silage (lb.)	240.12	1.97	490.57	4.29	284.48	2.32	163.02	1.42
Hay, Alfalfa (lb.)	51.74	1.68	84.73	2.93	64.08	2.13	69.81	2.03
Hay, Grass & Other (lb.)	44.09	1.03	72.58	1.67	68.15	1.66	35.21	0.73
Haylage, Alfalfa (lb.)	27.69	0.46	46.23	0.76	9.6	0.17	18.44	0.36
Complete Ration (lb.)	13.03	1.50	16.64	1.29	14.94	1.47	8.11	1.11
Milk Replacer (lb.)	0.59	0.49	0.52	0.46	0.15	0.13	0.73	0.63
Protein Vit Minerals (lb.)	55.74	8.71	49.71	9.60	58.92	8.15	47.98	7.92
Other feed stuffs	30.79	0.95	6.7	1.91	84.85	1.21	19.09	0.64
Veterinary	-	1.64	-	1.32	-	1.39	-	1.40
Livestock supplies	-	1.49	-	2.59	-	1.15	-	1.13
Fuel & oil	-	0.88	-	1.40	-	0.65	-	0.50
Repairs	-	2.61	-	4.04	-	2.47	-	1.57
Custom hire	-	0.38	-	0.11	-	0.06	-	0.17
Hauling and trucking	-	0.45	-	0.21	-	0.66	-	0.15
Marketing	-	0.52	-	0.49	-	0.78	-	0.52
Operating interest	-	1.48	-	1.53	-	1.46	-	0.71
Total direct expenses	45.44	-	57.34	-	45.02	-	36.47	-
Return over direct expense	6.24	-	-11.26	-	5.46	-	23.08	-
Overhead Expenses								
Hired labor	1.41	-	2.26	-	1.27	-	0.59	-
Machinery & bldg leases	0.44	-	1.19	-	0.17	-	0.10	-
RE & pers. property taxes	0.30	-	0.46	-	0.18	-	0.18	-
Farm insurance	0.86	-	1.72	-	0.64	-	0.45	-
Utilities	1.18	-	1.64	-	1.09	-	0.80	-
Interest	2.20	-	4.24	-	1.84	-	1.30	-
Mach & bldg depreciation	2.80	-	6.48	-	2.02	-	1.46	-
Miscellaneous	0.90	-	1.58	-	0.84	-	0.51	-
Total overhead expenses	10.08	-	19.56	-	8.05	-	5.39	-
Total dir & ovhd expenses	55.52	-	76.90	-	53.07	-	41.85	-
Net return	-3.84	-	-30.82	-	-2.59	-	17.69	-
Labor & management charge	5.35	-	9.19	-	4.06	-	3.93	-
Net return over lbr & mgt	-9.19	-	-40.02	-	-6.66	-	13.77	-
Cost of Production								
Total direct expense per cwt.	61.25	-	72.38	-	61.59	-	42.86	-
Total dir& ovhd expense per cwt.	69.15	-	86.50	-	66.83	-	48.53	-
With labor and management	73.34	-	93.14	-	69.47	-	52.67	-
With other revenue adjustments	73.33	-	93.14	-	69.47	-	52.67	-
Est. labor hours per unit	0.68	-	1.24	-	0.53	-	0.52	-
Other Information								
No. purchased or trans in	67	-	60	-	75	-	42	-
Number sold or trans out	59	-	46	-	67	-	30	-
Percentage death loss	3.4	-	5	-	3	-	2.9	-
Avg. daily gain (lbs)	2.05	-	1.86	-	2.02	-	2.27	-
Lbs of conc / lb of gain	7.07	-	8.14	-	7.2	-	5.79	-
Lbs of feed / lb of gain	9.15	-	11.8	-	9.84	-	7.63	-
Feed cost per cwt of gain	35.99	-	45.64	-	36.40	-	30.33	-
Feed cost per head	287.80	-	365.71	-	251.24	-	337.48	-
Average purchase weight	400	-	536	-	514	-	185	-
Average sales weight	1,234	-	1,308	-	1,265	-	1,271	-
Avg purch price / head	338.89	-	408.63	-	404.49	-	172.40	-
Avg sales price / cwt	65.99	-	64.26	-	64.87	-	67.16	-

Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Net Return Per Unit)

Beef, Background Beef -- Average Per Head

	Avg. Of All Farms
Number of farms	22
Backgnd Beef sold (lb)	Quantity 533.37
Transferred out (lb)	106.99
Butchered (lb)	2.05
Less purchased (lb)	-245.65
Less transferred in (lb)	-235.61
Inventory change (lb)	114.9
Total production (lb)	276.05
Other income	-
Gross return	184.8
Direct Expenses	
Corn (bu.)	7.53
Corn Silage (lb.)	1,112.52
Hay, Alfalfa (lb.)	601.82
Hay, Grass & Other (lb.)	1,850.15
Haylage, Alfalfa (lb.)	58.71
Oats (bu.)	2.35
Pasture (aum)	0.62
Stover (lb.)	157.34
Complete Ration (lb.)	320.51
Protein Vit Minerals (lb.)	83.10
Other feed stuffs	1.60
Veterinary	11.72
Livestock supplies	4.37
Fuel & oil	3.59
Repairs	10.18
Hauling and trucking	5.11
Marketing	4.90
Operating interest	3.28
Total direct expenses	151.14
Return over direct expense	33.66
Overhead Expenses	
Hired labor	3.71
RE & pers. property taxes	0.96
Farm insurance	1.23
Utilities	2.24
Interest	4.16
Mach & bldg depreciation	8.22
Miscellaneous	2.54
Total overhead expenses	23.07
Total dir & ovhd expenses	174.21
Net return	10.60
Labor & management charge	19.15
Net return over lbr & mgt	-8.55
Cost of Production	
Total direct expense per cwt.	79.16
Total dir& ovhd expense per cwt.	82.76
With labor and management	85.75
With other revenue adjustments	85.75
Est. labor hours per unit	2.08
Other Information	
No. purchased or trans in	111
Number sold or trans out	95
Percentage death loss	1.2
Avg. daily gain (lbs)	1.3
Lbs of conc / lb of gain	3.58
Lbs of feed / lb of gain	14.34
Feed cost per cwt of gain	39.12
Feed cost per head	107.99
Average purchase weight	481
Average sales weight	757
Avg purch price / cwt	98.09
Avg sales price / cwt	85.56

Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Net Return Per Unit)

Beef Cow-Calf -- Average Per Cow

Number of farms	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
	139		27		28		28	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	236.39	211.09	224.69	207.55	243.95	218.76	234.76	201.3
Transferred out (lb)	216.05	196.16	216.47	196.36	207.89	189.61	250.01	222.12
Cull sales (lb)	103.3	61.49	51.69	75.15	112.02	48.31	98.89	50.58
Butchered (lb)	6.61	4.21	5.96	3.35	2.55	1.51	11.03	6.76
Less purchased (lb)	-100.41	-78.17	-145.35	-135.14	-133.32	-92.03	-54.4	-46.32
Less transferred in (lb)	-24.45	-24.92	-27.51	-35.38	-11.04	-10.21	-28.73	-20.79
Inventory change (lb)	133.34	60.77	141.77	52.49	178.71	63.72	110.58	101.5
Total production (lb)	563.22	430.63	467.72	364.39	600.76	419.67	622.14	515.15
Other income		0.14		0.07				0.36
Gross return		430.78		364.45		419.67		515.51
Direct Expenses								
Corn (bu.)	3.25	5.49	5.96	9.11	1.61	2.81	2.24	3.83
Corn Silage (lb.)	2,663.26	22.87	2,853.53	23.50	2,716.09	23.37	1,491.45	12.04
Hay, Alfalfa (lb.)	1,828.66	47.85	2,899.48	104.11	1,371.69	27.00	1,642.62	36.30
Hay, Grass & Other (lb.)	5,768.92	103.25	4,458.85	85.82	6,765.30	124.09	6,509.69	105.30
Pasture (aum)	5.28	31.80	7.65	47.80	4.47	25.21	4.91	30.46
Complete Ration (lb.)	63.76	4.61	120.8	11.29	74.86	3.95	40.1	2.59
Protein Vit Minerals (lb.)	108.89	15.18	113.42	18.30	101.77	14.99	97.69	10.86
Other feed stuffs	487.99	10.95	276.64	5.97	327.82	10.63	573.02	10.78
Breeding fees		3.21		2.78		1.78		4.72
Veterinary		19.93		16.08		23.62		17.25
Livestock supplies		9.84		19.28		7.92		6.89
Fuel & oil		9.28		11.82		9.19		5.44
Repairs		22.01		40.08		20.96		13.85
Custom hire		0.89		2.91		0.60		0.25
Marketing		5.51		7.81		5.92		5.14
Operating interest		8.06		14.96		11.76		1.95
Total direct expenses		320.72		421.63		313.79		267.67
Return over direct expense		110.06		-57.18		105.89		247.84
Overhead Expenses								
Hired labor		6.83		16.96		8.74		0.64
RE & pers. property taxes		3.35		6.71		2.53		3.12
Farm insurance		7.08		14.27		6.79		3.84
Utilities		9.35		14.31		9.02		5.90
Dues & professional fees		1.36		2.27		0.89		1.02
Interest		28.55		56.23		31.58		8.19
Mach & bldg depreciation		18.16		25.86		13.35		16.61
Miscellaneous		9.32		22.90		6.87		5.94
Total overhead expenses		84.00		159.51		79.77		45.26
Total dir & ovhd expenses		404.72		581.14		393.55		312.93
Net return		26.06		-216.69		26.12		202.58
Labor & management charge		57.32		65.73		53.55		56.49
Net return over lbr & mgt		-31.27		-282.42		-27.43		146.1
Cost of Production								
Total direct expense per cwt.		56.83		90.15		52.23		43.02
Total dir& ovhd expense per cwt.		71.72		124.25		65.51		50.30
With labor and management		81.88		138.30		74.42		59.38
With other revenue adjustments		74.84		133.79		73.24		47.26
Est. labor hours per unit		9.76		9.48		10.49		9
Other Information								
Number of cows		75.3		57.1		116		70.1
Pregnancy percentage		96.7		94.2		96.6		97.9
Pregnancy loss percentage		2.5		3		2.9		1.6
Culling percentage		10.4		12		9.4		8.5
Calving percentage		94.3		91.3		93.8		96.3
Weaning percentage		87		81.5		87.5		91.2
Calves sold per cow		0.81		0.83		0.81		0.81
Calf death loss percent		7.7		9.6		6.3		6.2
Average weaning weight		534		515		539		558
Lbs weaned/exposed female		465		420		472		509
Feed cost per cow		242.00		305.90		232.04		212.17
Avg wgt/Beef Calf sold		580		543		588		633
Avg price / cwt		89.30		92.37		89.67		85.75

Minnesota Statewide Farm Business Management Database
Northland Community and Technical College
(Farms Sorted By Net Return Per Unit)
Beef Cow-Calf -- Average Per Cwt. Produced

Number of farms	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
	139		27		28		28	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	41.97	37.48	48.04	44.38	40.61	36.41	37.73	32.36
Transferred out (lb)	38.36	34.83	46.28	41.98	34.61	31.56	40.19	35.70
Cull sales (lb)	18.34	10.92	11.05	16.07	18.65	8.04	15.9	8.13
Butchered (lb)	1.17	0.75	1.27	0.72	0.43	0.25	1.77	1.09
Less purchased (lb)	-17.83	-13.88	-31.08	-28.89	-22.19	-15.32	-8.74	-7.45
Less transferred in (lb)	-4.34	-4.42	-5.88	-7.56	-1.84	-1.70	-4.62	-3.34
Inventory change (lb)	23.67	10.79	30.31	11.22	29.75	10.61	17.77	16.32
Total production (lb)	100	76.46	100	77.91	100	69.86	100	82.80
Other income		0.03		0.01		-		0.06
Gross return		76.48		77.92		69.86		82.86
Direct Expenses								
Corn (bu.)	0.58	0.97	1.27	1.95	0.27	0.47	0.36	0.62
Corn Silage (lb.)	472.87	4.06	610.1	5.02	452.11	3.89	239.73	1.94
Hay, Alfalfa (lb.)	324.68	8.50	619.92	22.26	228.33	4.49	264.03	5.83
Hay, Grass & Other (lb.)	1,024.28	18.33	953.33	18.35	1,126.13	20.65	1,046.34	16.93
Pasture (aum)	0.94	5.65	1.64	10.22	0.74	4.20	0.79	4.90
Complete Ration (lb.)	11.32	0.82	25.83	2.41	12.46	0.66	6.45	0.42
Protein Vit Minerals (lb.)	19.33	2.70	24.25	3.91	16.94	2.49	15.7	1.75
Other feed stuffs	86.64	1.94	59.15	1.28	54.57	1.77	92.1	1.73
Breeding fees		0.57		0.60		0.30		0.76
Veterinary		3.54		3.44		3.93		2.77
Livestock supplies		1.48		3.31		1.07		1.11
Fuel & oil		1.65		2.53		1.53		0.87
Repairs		3.91		8.57		3.49		2.23
Custom hire		0.16		0.62		0.10		0.04
Machinery & bldg leases		0.06		0.42		-		-
Livestock leases		0.21		0.39		0.25		0.83
Marketing		0.98		1.67		0.99		0.31
Operating interest		1.43		3.20		1.96		43.02
Total direct expenses		56.94		90.15		52.23		39.84
Return over direct expense		19.54		-12.22		17.63		
Overhead Expenses								
Hired labor		1.21		3.63		1.46		0.10
RE & pers. property taxes		0.59		1.44		0.42		0.50
Farm insurance		1.26		3.05		1.13		0.62
Utilities		1.66		3.06		1.50		0.95
Dues & professional fees		0.24		0.49		0.15		0.16
Interest		5.07		12.02		5.26		1.32
Mach & bldg depreciation		3.22		5.53		2.22		2.67
Miscellaneous		1.66		4.90		1.14		0.95
Total overhead expenses		14.91		34.11		13.28		7.27
Total dir & ovhd expenses		71.86		124.25		65.51		50.30
Net return		4.63		-46.33		4.35		32.56
Labor & management charge		10.18		14.05		8.91		9.08
Net return over lbr & mgt		-5.55		-60.38		-4.57		23.48
Cost of Production								
Total direct expense per cwt.		56.83		90.15		52.23		43.02
Total dir& ovhd expense per cwt.		71.72		124.25		65.51		50.30
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Weaning percentage		87.0		81.5		87.5		91.2
Calves sold per cow		0.8		0.8		0.8		0.8
Calf death loss percent		7.7		9.6		6.3		6.2
Average weaning weight		534.0		515.0		539.0		558.0
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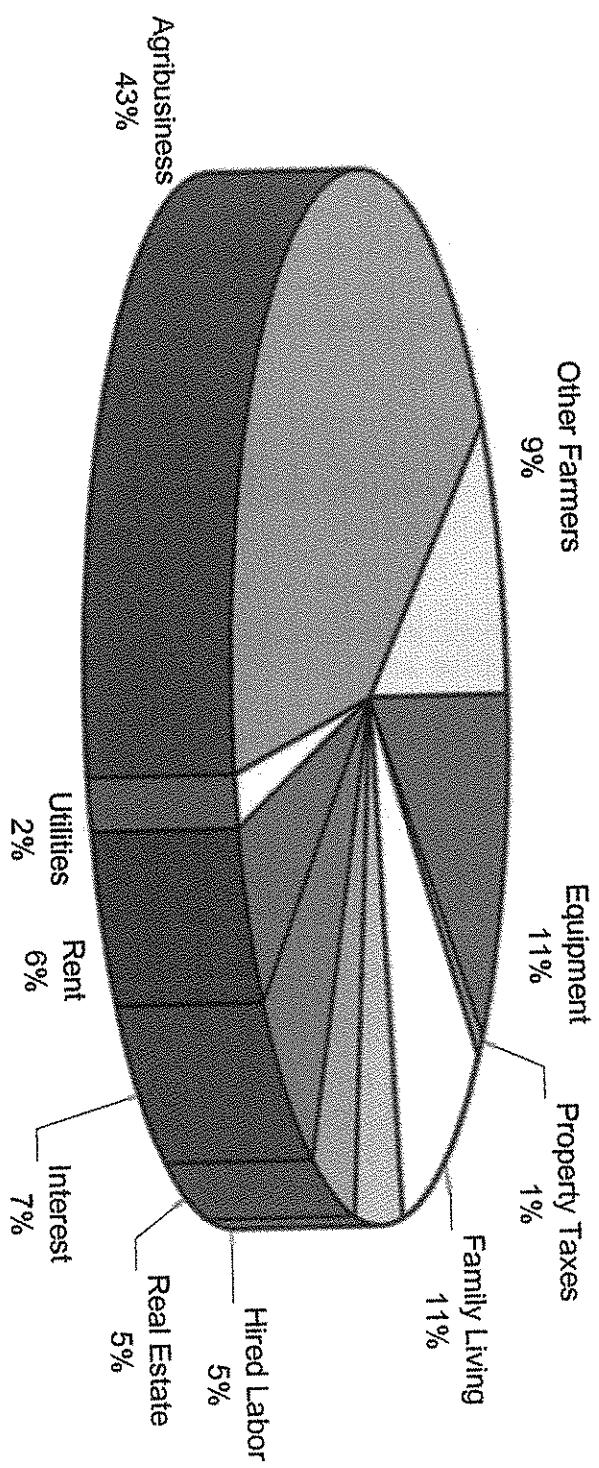
Money Spent By The Average Northwestern Minnesota Farmer
Northwestern Farm Business Management Averages
Northland Community and Technical College
Summary for Five-Year Period from 1997 - 2001

	1997*	1998*	1999*	2000*	2001*
To Other Farmers					
For Livestock and Custom Work	\$10,570	\$13,467	\$13,818	\$18,716	\$23,022
To the Agribusiness Community					
For Fertilizer, Chemicals, Feed, Seed, Fuel, Repairs and Supplies	\$106,211	\$106,221	\$106,648	\$125,554	\$117,992
For Farm Equipment					
Farm Power and Machinery	\$15,412	\$16,357	\$19,765	\$21,616	\$30,225
For Extra Labor					
	\$7,641	\$8,558	\$10,569	\$11,091	\$14,772
For Support of Local Government					
Property Taxes	\$2,196	\$2,221	\$2,185	\$1,835	\$1,902
For Utilities					
Telephone, Electricity, Water	\$4,085	\$4,160	\$4,242	\$4,715	\$5,231
For Use of Other People's Capital					
Interest	\$15,706	\$17,410	\$16,610	\$19,541	\$19,880
Rent	\$15,097	\$16,680	\$16,805	\$14,411	\$15,353
Total	\$30,803	\$34,090	\$33,415	\$33,952	\$35,233
For Real Estate					
Purchases and Improvements	\$9,364	\$16,537	\$10,573	\$13,338	\$13,268
Total Farm Purchases	\$186,282	\$201,611	\$201,215	\$230,817	\$241,645
Household and Pers. Expenses (Family Living)					
For Food, Clothing, Furnishings, Education, Contributions, Medical, Gifts, Recreation and Investments	\$33,698	\$31,730	\$30,588	\$28,734	\$29,049
Total Money Spent by an Average Farmer within the Community or Service Area	\$219,980	\$233,341	\$231,803	\$259,551	\$270,694

*All data included is from this report only. The data from farms located in the RR Valley is not included, as these farms are included in a separate report.

The amount spent by one average farmer over one year in the community: \$270,694
The amount spent by one average farmer over a 30 Year Career: \$8,120,820
The amount spent in the community by 394 farmers over one year: \$106,653,436

Where is the money 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

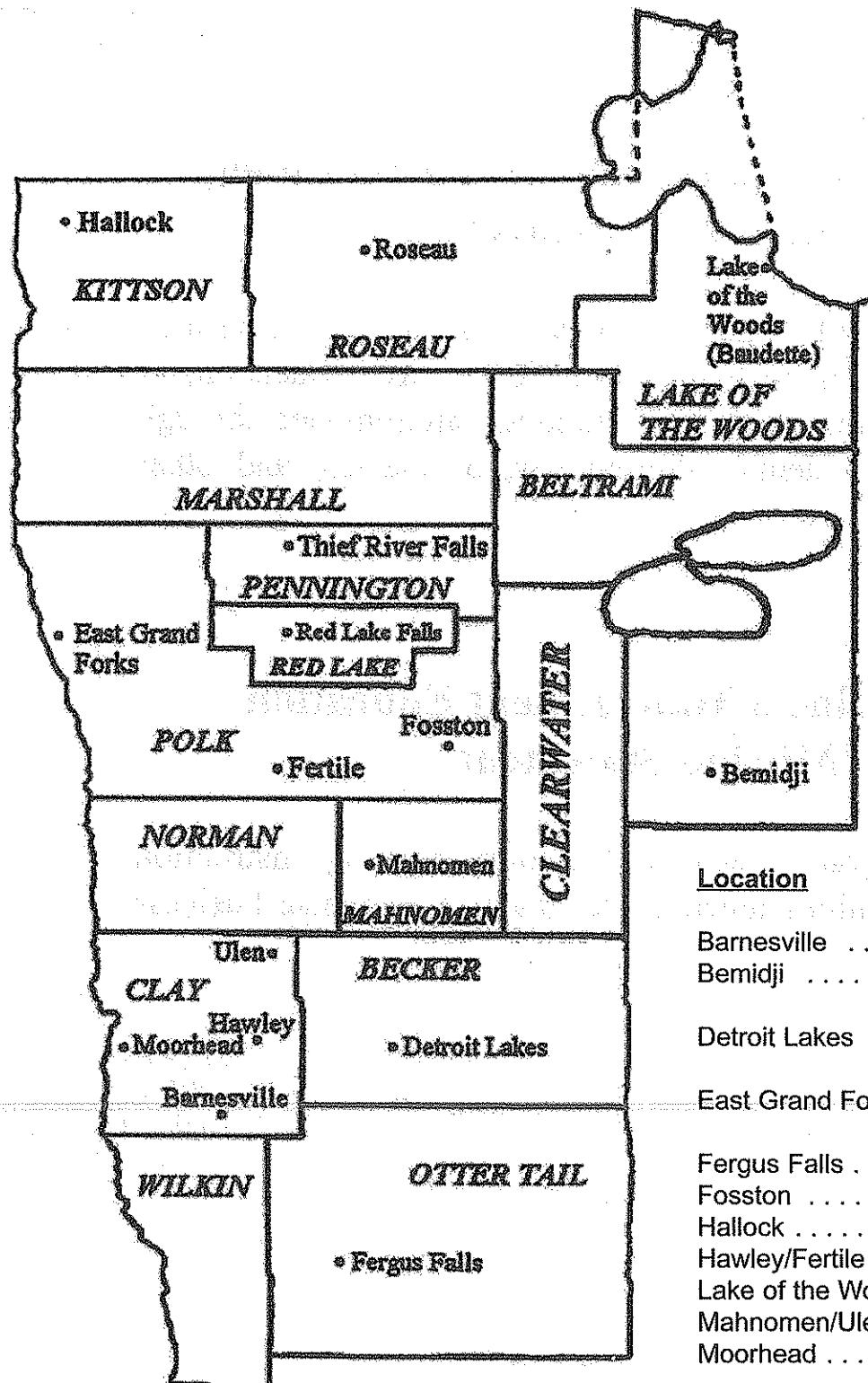
Like most educational programs, members benefit from the instruction in relation to how much effort they put into study. Some farmers have benefited more, and some less, depending upon how seriously they studied the results of their business analysis and the kind of decisions they made as a result of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

Location **Instructor**

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