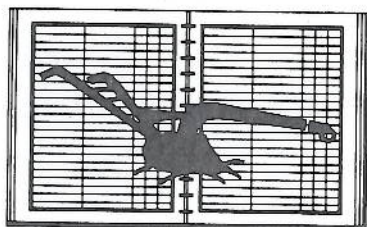


# **FARM BUSINESS MANAGEMENT**

**2001  
Annual Report  
Central and West Central  
Minnesota  
April, 2002**



**A  
Management  
Education  
Program**

**Minnesota State Colleges and Universities  
Ridgewater College**

**TABLE OF CONTENTS**

<b><u>Description</u></b>	<b><u>Page Number</u></b>
Table of Contents	1
Overview	2
Money Spent by the Average Farmer / 2001 Annual Report	3
Cash Farm Operating Income	4
Cash Farm Operating Expense	5
Accrual Adjustments and Net Farm Income	6
Inventory Changes / Depreciation / Capital Adjustments	7
Profitability, and Liquidity Measures	8
Summary of Selected Financial Information	9
Balance Sheet (Cost Value)	10
Balance Sheet (Market Value)	11
Ratio Analysis / Financial Guideline Measures	12
How Does Your Farm Stack Up?	13
Farm Financial Ratio's and Guidelines	14-16
Statement of Cash Flows	17
Household Expenses & Income	18
Farm Size / Crop Production / Labor Analysis / Operator Information	19
Selected Factors by Size of Farm	20
Selected Factors by Type of Farm	21
Selected Factors by Age of Operator	22
Summary of Selected Factors by Age and Farm Type	23
 Crops:	
Corn & Soybean	(24-25)
Oat & Wheat	(26-27)
Alfalfa Hay & Corn Silage	(28-29)
Other Crops	30
Special Sort - Corn and Soybeans	31-32
 Livestock: (Statewide Database Information)	
Hogs, Contractee	33
Hogs, Farrow to Finish	(34-35)
Hogs, Feeder Pig	(36-37)
Hogs, Finish Pig	(38-39)
Dairy, Size of Operation and All Dairy	(40-41)
Dairy Cow Enterprise	(42-43)
Dairy, Replacement & Dairy Heifers for Sale	(44-45)
Dairy, Steers & Beef Cow Calf Operation	(46-47)
Beef Finish Calves and Yearlings & Livestock Graph	(48-50)
County Reports & U.S. Farm and Food Policy	(51-52)



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 Education and the Department of Agriculture Education (University of Minnesota), the program has expanded to serve over 6000 farm families each year in six farm management areas. Programs are now administered and managed by the Minnesota State Colleges and University System (MnSCU).

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

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

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

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

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

The program became course/credit based in FY92. Each individual enrollee completes a needs assessment with the instructor, after which the enrollee registers for classes and course work to meet these needs. A typical farm business enrollee registers for 10 semester credits per year. The purpose of this effort is to more adequately address the needs of the individual farmer, making enrollment even more beneficial.

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

The information in this report is organized under the direction of Jim Molenaar, Regional Agriculture Program Manager at Ridgewater College. Directing in a supervisory capacity is Colleen Thompson, Ridgewater College President, and Mr. John Murray, MnSCU. Clerical assistance for this report was provided by Kevin Clough and Kay Scholten. Special recognition should be given to the farm families who have chosen to improve their management skills through participation in this program.

The tables created in this report were created using FINPACK and RankEm Central, copyrighted software of the Center for Farm Financial Management, University of Minnesota. You will notice that a standard format is used for each of the tables. Data from the analysis system is printed in a three column format, which includes; Averages, Highs and Lows. The High and Low data is calculated based on the upper and lower 20% of farms in the total group.

You should also note that the criteria for determining the report columns changes in the different segments of the report. The criteria used are as follows:

#### **Analysis Section**

Financial    5 columns by 20%  
Crops        low and high  
Livestock    low and high

#### **Criteria to determine the report columns**

Net Farm Income(Profit/Loss)  
Return to Overhead of that specific crop enterprise  
Return to Overhead of that specific livestock enterprise



## Money Spent By the Average Minnesota Farmer

2001

MnSCU West Central FBM 2001

<u>Where the Money was Spent:</u>	<u>What the Money was used for:</u>	<u>Amount</u>
To Other Farmers	Feeder Livestock and Custom Work	\$24,274
To Agri-Business	Feed, Lvstk Suppl, Vet, Crop Exp, Gen Farm	\$133,344
	Fuel, Lubricants & Repairs	\$32,463
Individuals	Hired Labor	\$15,803
Utility Company	Utilities	\$5,545
Lenders or Other Farmers	Use of Capital: Interest, Rent & Leases	\$63,370
Local Government	Real Estate Taxes	\$2,505
Agri-Business or Other Farmers	Breeding Livestock, Machinery, Equipment, Buildings, Land, and Other.	\$54,748
Household and Personal Expense	Food, Clothing, Furnishings, Education, Contributions, Medical, Gifts, Recreation, & Investments.	\$48,515

**Total Money Spent by One Average Farmer in the Community**

**\$380,567**

**Total Contribution to Local Economy in 30 Years of Farming!!!**

**11 million dollars**

## Overview of the Central/West Central Annual Report

2001

In 2001 504 farms participated in the central/west central Minnesota region annual report. There is a significant change in this years report format. As in past years, the division of farms in financial reports has been sorted by "Net Farm Income." In past years we showed the average of all farms and the "High 20%" and "Low 20%" of farms determined by the farms Net Farm Income. This year a further division has been calculated. Five divisions including the low20%, 20-40%, 40-60%, 60-80% and high20% have been calculated for financials.

The 2001 report can be summed up as a year that was good for dairy and hogs, but less profitable for crops than in previous years. The impact of government program payments remains significant. Net Farm Income averaged \$37,582 down significantly from last year. Without commodity price support programs and federal farm program transition payments, the average Net Farm Income for 504 farms would have been a slight loss.

Net Farm Income dollars must pay for family living, social security and income tax, retirement, medical and health expenses and loan principal payments. For the year of 2001, Net Farm Income was not enough to cover these accounts. This is a breakdown of those accounts.

Family Living (apparent for all farms)	\$28,829
SS and Income Tax	\$5,659
Health and Medical Expense	\$5,409
Retirement Accounts	\$1,734
Principal Payments	\$31,014
Balance to reinvest in the farm	(\$35,063)



**Farm Income Statement**  
(SORTED BY NET FARM INCOME)  
MnSCU West Central FBM 2001

Avg. of						
All Farms	Low 20%	20-40%	40-60%	60-80%	High 20%	
504	100	101	101	101	101	

**Sale of Crops**

Edible Beans	2197	4091	699	1374	1382	3453
Corn	61,150	52,015	51,990	45,451	48,712	107,493
Hay, Alfalfa	1,822	1,314	2,671	2,219	1,312	1,589
Soybeans	48,727	46,232	45,471	33,891	40,278	77,738
Sugar Beets	4,770	3,982	880	4,407	349	14,226
Wheat, Spring	5,516	3,577	4,932	4,321	6,412	8,321
Other crops	2706	5510	2537	1935	904	2675
Miscellaneous crop income	131	111	99	348	77	19
<b>Total Crop Sales</b>	<b>\$127,019</b>	<b>\$116,832</b>	<b>\$109,279</b>	<b>\$93,946</b>	<b>\$99,426</b>	<b>\$215,514</b>

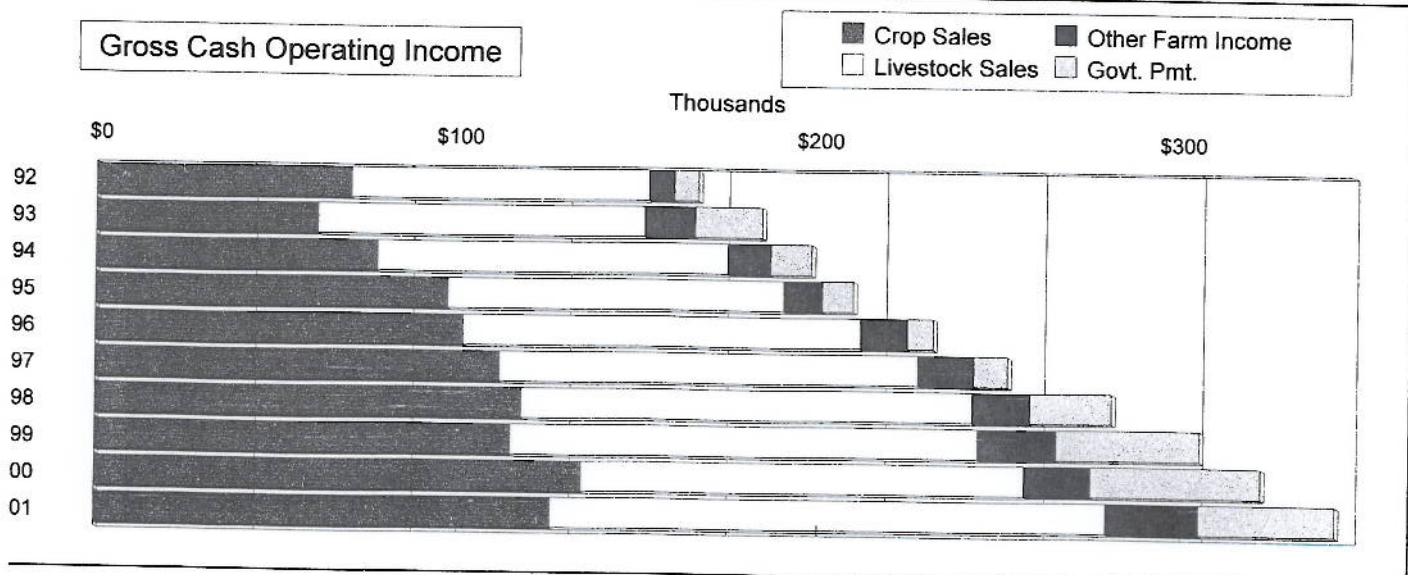
**Sale of Market Livestock and Products**

Finish Beef	10008	7016	7019	9016	5050	21910
Eggs	991	384	0	0	2,156	2,410
Milk	90,521	51,985	28,456	95,544	113,898	162,340
Dairy Calves and Heifers	4301	3319	3147	1934	7555	5537
Dairy Steers	8,430	13,385	8,416	4,617	9,582	6,198
Raised Hogs	15,240	13,901	3,019	5,575	8,946	44,749
Feeder Pigs	862	817	913	178	288	2116
Finish Feeder Pigs	16747	16436	8692	6629	12376	39596
Cull Breeding Livestock	4681	2742	2380	6112	4704	7451
Other Livestock Income	279				1,393	
Misc. Livestock Income	1,396	1,778	704	1,140	858	2,503
<b>Total Mkt Lvstk &amp; Prod. Sales</b>	<b>\$153,456</b>	<b>\$111,763</b>	<b>\$62,746</b>	<b>\$130,745</b>	<b>\$166,806</b>	<b>\$294,810</b>

**Other Farm Income**

Transition payments	15,881	13,299	14,459	16,215	13,045	22,360
CRP payments	467	263	359	541	701	471
Other government payments	21,942	19,077	17,331	11,024	21,086	41,164
Custom work income	6,250	8,168	5,849	3,662	2,307	11,284
Patronage dividends, cash	2,403	1,921	986	1,434	2,621	5,047
Insurance income	6,730	5,213	6,737	4,516	6,082	11,090
Cash from hedging accts	532	1,911	197	256	551	-242
Other farm income	9,351	8,255	7,261	6,291	9,651	15,287
<b>Total Other Farm Income</b>	<b>\$63,556</b>	<b>\$58,107</b>	<b>\$53,179</b>	<b>\$43,939</b>	<b>\$56,044</b>	<b>\$106,461</b>

**\*(C) Gross Cash Operating Income**    **\$344,031**    **\$286,702**    **\$225,204**    **\$268,630**    **\$322,276**    **\$616,785**



**Farm Income Statement**  
(SORTED BY NET FARM INCOME)  
MnSCU West Central FBM 2001

Avg. of	Low 20%	20-40%	40-60%	60-80%	High 20%
All Farms					
504	100	101	101	101	101

**Crop Expenses**

Seed	19,775	16,051	14,566	13,956	18,338	35,927
Fertilizer	20,256	17,165	18,048	14,159	17,780	34,095
Crop Chemicals	13,705	12,783	11,233	10,404	11,000	23,096
Crop Insurance	4,579	3,773	3,969	3,599	3,595	7,953
Drying Fuel	2,113	1,419	1,738	1,595	1,835	3,974
Irrigation Energy	377	330	173	175	374	832
Crop Marketing	1,503	3,045	1,620	514	1,620	734
Crop Miscellaneous	2,628	2,363	2,297	2,234	3,377	2,869
<b>Total Crop Expenses</b>	<b>\$64,936</b>	<b>\$56,929</b>	<b>\$53,644</b>	<b>\$46,636</b>	<b>\$57,919</b>	<b>\$109,480</b>

**Livestock Expenses**

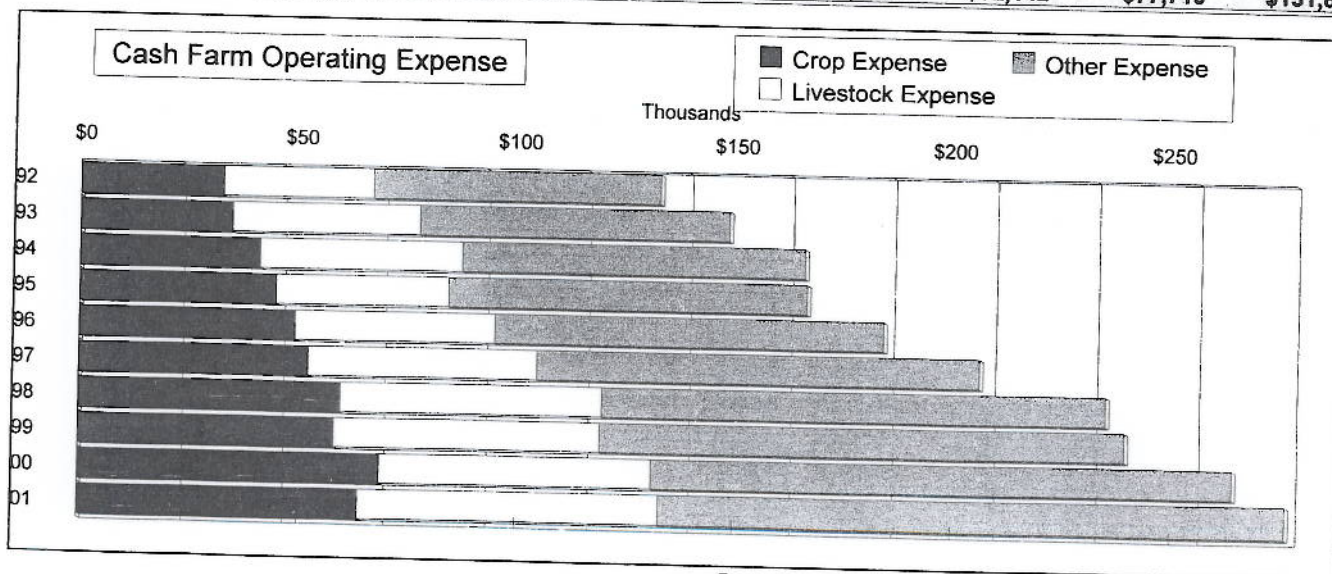
Feeder Livestock Purchase	17,292	18,925	7,678	10,287	15,610	33,974
Purchased Feed	36,733	29,497	14,563	33,195	32,277	74,064
Breeding Fees	1,206	716	386	1,257	1,433	2,233
Veterinary	4,933	4,150	2,026	4,710	5,150	8,620
Livestock Supplies	5690	3532	1982	6590	6278	10047
Livestock Leases & Grazing Fees	1113	139	296	1230	1548	2342
Livestock Marketing & Other	1,914	2,797	501	1,792	1,827	2,662
<b>Total Livestock Expenses</b>	<b>\$68,881</b>	<b>\$59,756</b>	<b>\$27,432</b>	<b>\$59,061</b>	<b>\$64,123</b>	<b>\$133,942</b>

**Other Farm Expenses**

Interest	25,883	27,495	19,267	21,831	20,655	40,184
Fuel and Oil	10,987	10,400	9,112	8,006	9,254	18,157
Repairs	21,476	19,652	17,448	17,822	18,115	34,327
Custom Hire	6,982	6,409	4,024	7,161	7,180	10,132
Hired Labor	15803	15398	5466	12040	13573	32533
Land Rent	31,439	28,916	25,238	22,075	26,397	54,542
Machinery and Building Lease	6,048	4,515	4,408	3,642	6,304	11,355
Real Estate Taxes	2,505	2,532	1,891	2,043	2,563	3,498
Farm Insurance	4,427	4,318	3,399	3,523	3,782	7,111
Utilities	5,545	5,097	3,884	4,698	5,338	8,702
Dues and Professional Fees	1,144	1,103	782	706	844	2,283
Hedging Account Deposits	1,963	5,013	568	776	1,384	2,106
Miscellaneous	9,285	10,280	5,971	6,468	7,126	16,587
<b>Total Other Expenses</b>	<b>\$143,487</b>	<b>\$141,128</b>	<b>\$101,458</b>	<b>\$110,791</b>	<b>\$122,515</b>	<b>\$241,517</b>

**\*(D) Total Cash Operating Expense**    **\$277,304**    **\$257,813**    **\$182,534**    **\$216,488**    **\$244,557**    **\$484,939**

**\*(E) Net Cash Farm Income (C-D)**    **\$66,727**    **\$28,889**    **\$42,670**    **\$52,142**    **\$77,719**    **\$131,846**





# **Accrual Adj. & Net Farm Income** (SORTED BY NET FARM INCOME)

MnSCU West Central FBM 2001

Avg. of	20%	20-40%	40-60%	60-80%	High 20%
All Farms					
504	100	101	101	101	101

## **(E) Net Cash Farm Income**

<b>\$66,727</b>	<b>\$28,889</b>	<b>\$42,670</b>	<b>\$52,142</b>	<b>\$77,719</b>	<b>\$131,846</b>
-----------------	-----------------	-----------------	-----------------	-----------------	------------------

## **Inventory Changes**

	CHANGE IN INVENTORY					
Crops and Feed	-10328	-21244	-15828	-7370	-6658	-647
Market Livestock	3610	2704	-2001	2773	2666	11899
Accounts Receivable	1907	408	601	489	3768	4253
Prepaid Expenses and Supplies	-642	-4738	-490	-1486	-1966	5429
Accounts Payable	797	1087	858	-651	-162	2856

## **(F) Total Inventory Change**

<b>-4656</b>	<b>-21783</b>	<b>-16860</b>	<b>-6245</b>	<b>-2352</b>	<b>23790</b>
--------------	---------------	---------------	--------------	--------------	--------------

## **(G) Net Operating Profit (E+F)**

<b>\$62,071</b>	<b>\$7,106</b>	<b>\$25,810</b>	<b>\$45,897</b>	<b>\$75,367</b>	<b>\$155,636</b>
-----------------	----------------	-----------------	-----------------	-----------------	------------------

## **Depreciation & Other Capital Adjustments**

Breeding Livestock	-2632	-7612	-2041	-1029	-76	-2449
Machinery and Equipment	-18110	-20503	-13187	-14369	-16990	-25525
Buildings and Improvements	-3849	-6507	-1230	-2405	-2708	-6423
Other Farm Capital	102	-1700	412	944	239	595

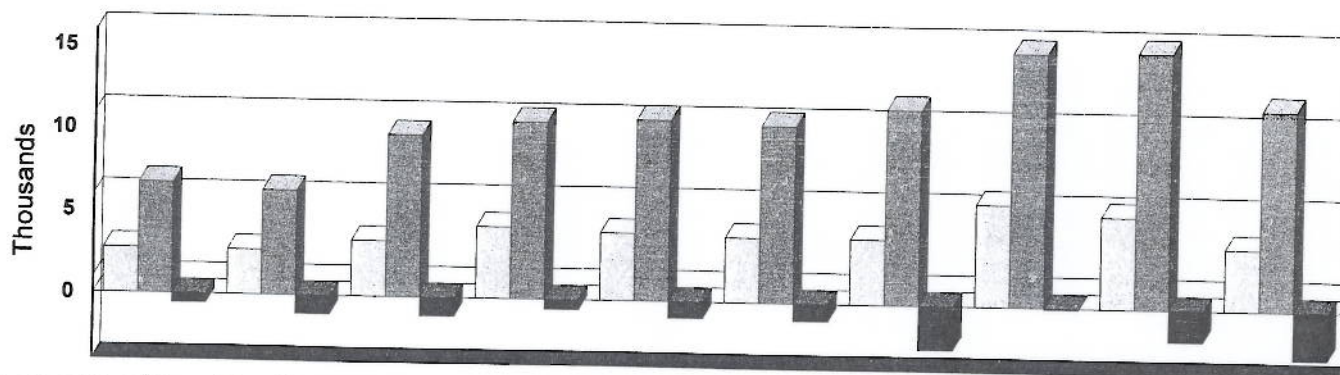
## **(H) Total Depreciation & Capital Adj.**

<b>-24489</b>	<b>-36322</b>	<b>-16046</b>	<b>-16859</b>	<b>-19535</b>	<b>-33802</b>
---------------	---------------	---------------	---------------	---------------	---------------

## **\*\* (I) Net Farm Income (G+H)**

<b>\$37,582</b>	<b>(\$29,216)</b>	<b>\$9,764</b>	<b>\$29,038</b>	<b>\$55,832</b>	<b>\$121,834</b>
-----------------	-------------------	----------------	-----------------	-----------------	------------------

## **Net Farm Income**



	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001
□ Average	27573	27264	33826	43439	40905	39252	39676	62010	55764	37582
■ High 20%	67381	63445	98234	107323	110052	107466	118708	154141	155417	121834
■ Low 20%	-5585	-11220	-11327	-6036	-9988	-10607	-26903	-804	-19396	-29216

\*\* (I) Net Farm Income represents the dollars available or the returns in a farm business for unpaid family labor, management, net worth growth, and family spending. net worth growth, occurs when the net farm income plus non-farm exceeds the cost of family spending.

**Inventory Changes****(SORTED BY NET FARM INCOME)**

MnSCU West Central FBM 2001

Avg. of						
All Farms	20%	20-40%	40-60%	60-80%	High 20%	
504	100	101	101	101	101	

<b>Net Cash Farm Income</b>		<b>\$66,727</b>	<b>\$28,889</b>	<b>\$42,670</b>	<b>\$52,142</b>	<b>\$77,719</b>	<b>\$131,846</b>
<b>Crops and Feed</b>	End Inventory	101,123	75,422	71,600	71,912	102,073	184,352
	Beg. Inventory	111,450	96,665	87,428	79,281	108,731	184,998
	Inventory Chg.	(10,328)	(21,244)	(15,828)	(7,370)	(6,658)	(647)
<b>Market Livestock</b>	End Inventory	31,190	28,880	14,899	21,805	29,245	61,100
	Beg. Inventory	27,580	26,175	16,900	19,031	26,579	49,201
	Inventory Chg.	3,610	2,704	(2,001)	2,773	2,666	11,899
<b>Accts Rec/Oth Curr Asset</b>	End Inventory	23,083	27,791	11,908	13,014	20,518	42,232
	Beg. Inventory	21,176	27,382	11,307	12,525	16,750	37,979
	Inventory Chg.	1,907	408	601	489	3,768	4,253
<b>Prepaid Exp and Supplies</b>	End Inventory	20,841	12,478	10,706	10,009	19,986	50,945
	Beg. Inventory	21,483	17,215	11,196	11,495	21,952	45,516
	Inventory Chg.	(642)	(4,738)	(490)	(1,486)	(1,966)	5,429
<b>Accounts Payable</b>	End Inventory	11,681	11,004	9,060	10,074	7,374	20,886
	Beg. Inventory	10,884	9,917	8,201	10,725	7,536	18,030
	Inventory Chg.	797	1,087	858	(651)	(162)	2,856
<b>Total Inventory Change</b>		<b>(4,656)</b>	<b>(21,783)</b>	<b>(16,860)</b>	<b>(6,245)</b>	<b>(2,352)</b>	<b>23,790</b>
<b>Net Operating Profit</b>		<b>\$62,071</b>	<b>\$7,106</b>	<b>\$25,810</b>	<b>\$45,897</b>	<b>\$75,367</b>	<b>\$155,636</b>

**Depreciation/Cap. Adj.****(SORTED BY NET FARM INCOME)**

MnSCU West Central FBM 2001

Avg. of						
All Farms	20%	20-40%	40-60%	60-80%	High 20%	
504	100	101	101	101	101	

<b>Net Operating Profit</b>		<b>\$62,071</b>	<b>\$7,106</b>	<b>\$25,810</b>	<b>\$45,897</b>	<b>\$75,367</b>	<b>\$155,636</b>
<b>Breeding Livestock</b>	End. Inventory	52,628	35,748	24,465	53,030	57,882	91,847
	Capital Sales	2,194	3,767	963	3,227	1,008	2,020
	Beg. Inventory	51,526	37,565	25,425	52,392	54,876	87,234
	Cap. Purchases	5,927	9,562	2,044	4,893	4,090	9,082
	Depr. & Cap. Ad.	-2631	-7612	-2041	-1028	-76	-2449
<b>Machinery &amp; Equipment</b>	End. Inventory	186,220	172,764	135,234	144,599	170,380	307,989
	Capital Sales	2,830	2,954	3,133	1,000	3,104	3,959
	Beg. Inventory	171,496	164,323	124,456	131,017	155,369	282,241
	Cap. Purchases	35,664	31,898	27,097	28,951	35,105	55,231
	Depr. & Cap. Ad.	-18110	-20503	-13186	-14369	-16990	-25524
<b>Buildings &amp; Improvement</b>	End. Inventory	84,778	75,702	32,000	75,281	77,922	162,897
	Capital Sales	502	1252	610	394	248	13
	Beg. Inventory	79,579	72,738	28,939	72,994	70,946	152,210
	Cap. Purchases	9,551	10,722	4,902	5,086	9,932	17,122
	Depr. & Cap. Ad.	-3850	-6506	-1231	-2405	-2708	-6422
<b>Other Capital Assets</b>	End. Inventory	40,877	37,677	25,436	27,582	33,450	80,211
	Capital Sales	1,365	1966	396	189	431	3,850
	Beg. Inventory	38,535	38,279	23,386	24,241	29,466	77,299
	Cap. Purchases	3,605	3,065	2,034	2,587	4,176	6,169
	Depr. & Cap. Ad.	102	-1701	412	943	239	593
<b>Total Depreciation and Capital Adjustments</b>		<b>-24489</b>	<b>-36322</b>	<b>-16046</b>	<b>-16859</b>	<b>-19535</b>	<b>-33802</b>
<b>Net Farm Income</b>		<b>\$37,582</b>	<b>(\$29,216)</b>	<b>\$9,764</b>	<b>\$29,038</b>	<b>\$55,832</b>	<b>\$121,834</b>



# Profitability -assets valued cost (SORTED BY NET FARM INCOME)

MnSCU West Central FBM 2001

	Avg. of All Farms 504	20% 100	20-40% 101	40-60% 101	60-80% 101	High 20% 101
1 Net Farm Income	\$37,285	(\$29,077)	\$9,780	\$29,036	\$55,834	\$121,773
2 Labor and Management Earnings	\$15,536	(\$46,891)	(\$4,153)	\$13,410	\$33,977	\$81,879
3 Rate of Return on Investments (%)	5.4%	-3.3%	1.8%	5.4%	7.6%	10.4%
4 Rate of Return on Net Worth (%)	3.8%	-16.9%	-4.6%	3.0%	8.3%	13.5%
5 Operating Profit Margin (%)	13.9%	-10.2%	4.9%	13.7%	18.5%	25.0%
6 Asset Turnover Rate (%)	38.9%	32.5%	37.3%	39.7%	40.8%	41.6%
7 Interest on Farm Net Worth	\$21,748	\$17,815	\$13,933	\$15,627	\$21,857	\$39,894
8 Farm Interest	\$25,467	\$27,314	\$19,537	\$22,277	\$20,729	\$37,822
9 Value of Operator's Labor and Mgmt.	\$23,797	\$20,067	\$20,377	\$21,233	\$25,727	\$31,710
10 Return on Farm Assets	\$38,954	(\$21,829)	\$8,940	\$30,080	\$50,836	\$127,885
11 Average Farm Investment	\$718,668	\$656,035	\$493,309	\$553,851	\$671,679	\$1,230,187
12 Return on Farm Equity	\$13,487	(\$49,144)	(\$10,597)	\$7,803	\$30,107	\$90,063
13 Average Farm Equity	\$359,016	\$291,371	\$228,502	\$255,945	\$360,820	\$664,895
14 Value of Farm Production	\$279,828	\$213,481	\$183,904	\$220,012	\$274,091	\$512,292

# Profitability -assets valued mkt.

	All Farms	20%	20-40%	40-60%	60-80%	High 20%
1 Net Farm Income	\$47,686	(\$18,932)	\$24,402	\$38,924	\$67,047	\$126,327
2 Labor and Management Earnings	\$20,868	(\$42,011)	\$6,747	\$18,340	\$40,775	\$79,867
3 Rate of Return on Investments (%)	5.8%	-1.5%	4.0%	6.0%	7.9%	9.3%
4 Rate of Return on Net Worth (%)	5.3%	-10.1%	1.4%	5.2%	9.4%	12.2%
5 Operating Profit Margin (%)	17.5%	-5.5%	12.9%	18.2%	22.6%	25.6%
6 Asset Turnover Rate (%)	33.2%	27.3%	31.0%	32.8%	34.9%	36.5%
7 Interest on Farm Net Worth	\$26,817	\$23,078	\$17,655	\$20,584	\$26,272	\$46,460
8 Farm Interest	\$25,744	\$27,229	\$19,632	\$22,277	\$20,729	\$38,870
9 Value of Operator's Labor and Mgmt.	\$23,846	\$19,987	\$20,392	\$21,233	\$25,727	\$31,853
10 Return on Farm Assets	\$49,584	(\$11,690)	\$23,641	\$39,968	\$62,049	\$133,345
11 Average Farm Investment	\$851,864	\$778,420	\$592,510	\$671,474	\$785,245	\$1,430,946
12 Return on Farm Equity	\$23,840	(\$38,919)	\$4,010	\$17,691	\$41,320	\$94,474
13 Average Farm Equity	\$446,568	\$383,808	\$294,253	\$341,951	\$437,866	\$774,338
14 Value of Farm Production	\$282,566	\$212,539	\$183,693	\$220,012	\$274,091	\$521,802

# Liquidity

	All Farms	20%	20-40%	40-60%	60-80%	High 20%
<b>--- Cash Basis:</b>						
15 Net Cash Farm Income	\$66,729	\$28,891	\$42,672	\$52,139	\$77,721	\$131,846
16 Net Non Farm Income	\$18,397	\$30,926	\$21,555	\$15,489	\$12,972	\$11,165
17 Family Living and Taxes Paid	\$40,424	\$35,446	\$33,703	\$34,416	\$42,425	\$56,080
18 Real Estate Principal Payments	\$10,303	\$9,725	\$6,258	\$8,886	\$9,109	\$17,531
19 Cash Available for Intermediate Debt	\$34,399	\$14,646	\$24,266	\$24,326	\$39,159	\$69,400
20 Average Intermediate Debt	\$106,984	\$111,114	\$79,092	\$94,944	\$97,192	\$152,619
21 Years to Turn Over Intermediate Debt	3.1	7.6	3.3	3.9	2.5	2.2
22 Expense as a Percent of Income	81%	90%	81%	81%	76%	79%
23 Interest as a Percent of Income	8.0%	10.0%	9.0%	8.0%	6.0%	7.0%

# --- Accrual Basis

24 Total Accrual Farm Income	\$339,222	\$268,573	\$207,975	\$264,522	\$322,053	\$632,289
25 Total Accrual Farm Expense	\$277,149	\$261,463	\$182,163	\$218,627	\$246,685	\$476,652
26 Net Accrual Farm Income	\$62,073	\$7,109	\$25,812	\$45,895	\$75,369	\$155,636
27 Net Non Farm Income	\$18,397	\$30,926	\$21,555	\$15,489	\$12,972	\$11,165
28 Family Living and Taxes Paid	\$40,424	\$35,446	\$33,703	\$34,416	\$42,425	\$56,080
29 Real Estate Principal Payments	\$10,303	\$9,725	\$6,258	\$8,886	\$9,109	\$17,531
30 Cash Available for Intermediate Debt	\$29,743	(\$7,135)	\$7,406	\$18,083	\$36,807	\$93,190
31 Average Intermediate Debt	\$106,984	\$111,114	\$79,092	\$94,944	\$97,192	\$152,619
32 Years to Turn Over Intermediate Debt	3.6	**	10.7	5.3	2.6	1.6
33 Expense as a Percent of Income	82%	97%	88%	83%	77%	75%
34 Interest as a Percent of Income	8.0%	10.0%	9.0%	8.0%	6.0%	6.0%

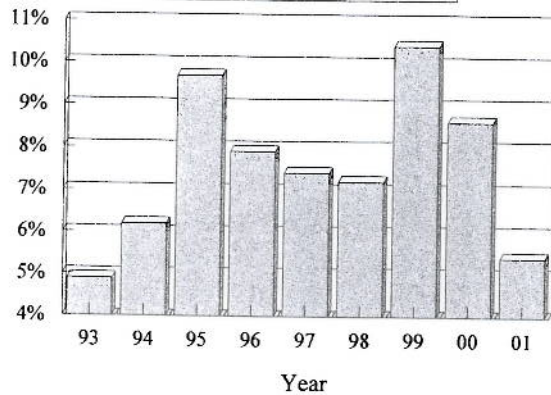
\*\* Income insufficient to meet debt servicing requirements



# Summary of Selected Financial Information - 2001

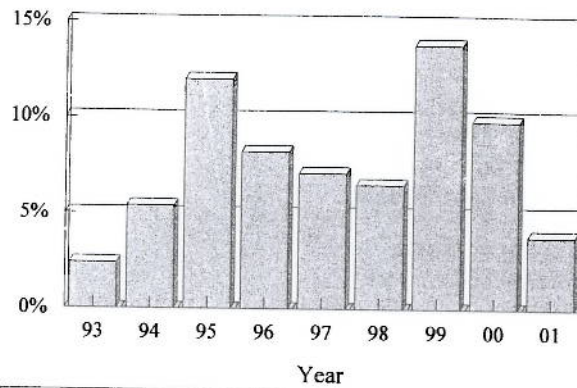
MnSCU West Central FBM 2001

## Rate of Return Farm Assets



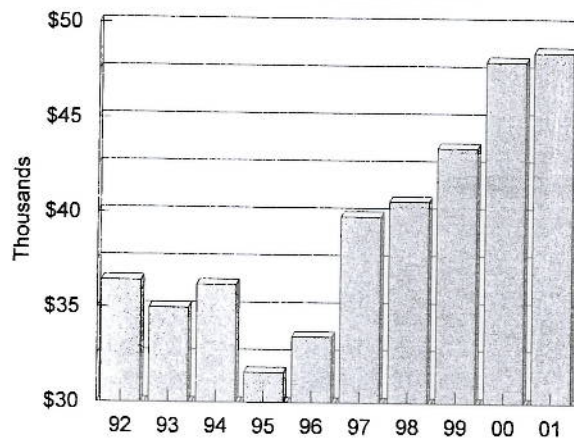
Based on Cost Value of Assets

## Rate of Return Net Worth



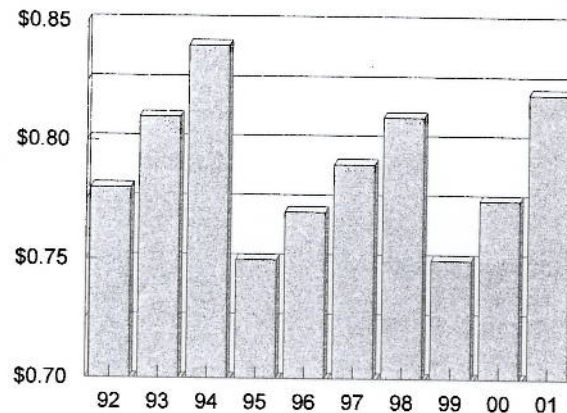
Based on Cost Value of Assets

## Family Living



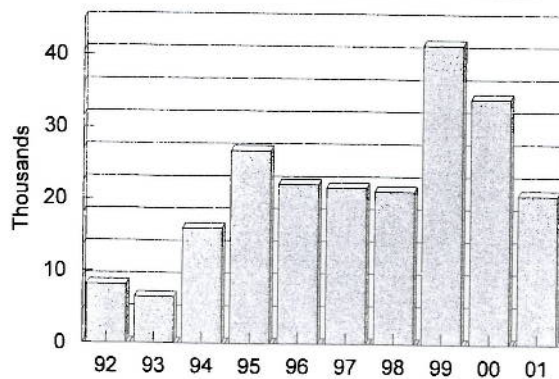
Includes income taxes paid.

## Expense per \$ of Income accrual basis (pg 8 line 33)



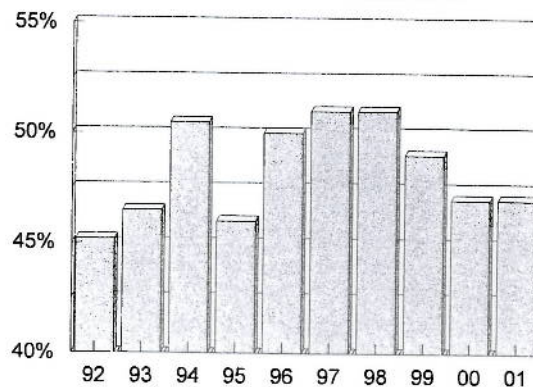
Total Operating Expense to Total Op. Income

## Change in Net Worth cost basis (pg 10)



Includes non-farm assets & liabilities

## Percent in Debt cost basis (pg 10)



As of Dec 31 each year



# **Balance Sheet-Cost Values** (SORTED BY NET FARM INCOME)

MnSCU West Central FBM 2001

Avg. of						
All Farms	20%	20-40%	40-60%	60-80%	High 20%	
504	100	101	101	101	101	

## **Current Farm Assets**

Cash and Checking Balance	5,314	9,096	4,325	2,516	7,627	3,004
Prepaid Expenses and Supplies	20,817	12,552	10,665	10,009	19,986	51,522
Growing Crops	983	168	506	215	366	3722
Farm Accounts Receivable	18,498	18,011	10,751	11,836	18,192	34,075
Hedging Accounts	764	1649	348	443	456	944
Crops Held for Sale or Feed	96,091	71,743	64,963	70,419	98,754	176,162
Crops under Government Loan	4,283	3,880	7,353	1,492	3,319	5,430
Market Livestock Held for Sale	31,350	29,171	15,048	21,805	29,245	62,193
Other Current Assets	2,803	8,244	423	520	1,504	3,428
<b>Total Current Farm Assets</b>	<b>180,904</b>	<b>154,513</b>	<b>114,381</b>	<b>119,255</b>	<b>179,448</b>	<b>340,480</b>

## **Intermediate Farm Assets**

Breeding Livestock	50,649	36,109	23,803	53,030	57,882	82,821
Machinery and Equipment	184,647	173,449	135,244	144,599	170,380	302,348
Other Intermediate Assets	19,459	21,063	13,703	11,761	18,839	32,282
<b>Total Intermediate Farm Assets</b>	<b>254,754</b>	<b>230,621</b>	<b>172,750</b>	<b>209,390</b>	<b>247,102</b>	<b>417,451</b>

## **Long Term Farm Assets**

Farm Land	194,561	184,057	169,074	143,164	169,114	310,377
Buildings and Improvements	82,456	76,422	30,452	75,281	77,922	153,685
Other Long Term Assets	21,360	16,781	11,987	15,821	14,611	48,217
<b>Total Long Term Assets</b>	<b>\$298,378</b>	<b>\$277,260</b>	<b>\$211,513</b>	<b>\$234,266</b>	<b>\$261,647</b>	<b>\$512,279</b>

## **Total Farm Assets**

<b>\$734,036</b>	<b>\$662,394</b>	<b>\$498,644</b>	<b>\$562,911</b>	<b>\$688,197</b>	<b>\$1,270,210</b>
------------------	------------------	------------------	------------------	------------------	--------------------

## **Non Farm Assets**

85,419	88,846	62,657	76,810	91,794	107,485
--------	--------	--------	--------	--------	---------

## **Total Assets**

<b>\$819,455</b>	<b>\$751,240</b>	<b>\$561,301</b>	<b>\$639,721</b>	<b>\$779,991</b>	<b>\$1,377,695</b>
------------------	------------------	------------------	------------------	------------------	--------------------

\*\*\*\*\* Liabilities \*\*\*\*\*

## **Current Farm Liabilities**

Accrued Interest	5,561	5,586	4,384	5,652	3,807	8,452
Accounts Payable	4,929	4,350	3,825	5,074	3,729	7,730
Current Notes	76,078	76,173	55,919	57,714	58,985	133,095
Government Crop Loans	3,913	3,513	6,726	1,230	3,224	4,920
Principal Due on Term Debt	31,014	27,998	21,862	27,173	27,290	51,195
<b>Total Current Farm Liabilities</b>	<b>\$121,495</b>	<b>\$117,620</b>	<b>\$92,716</b>	<b>\$96,843</b>	<b>\$97,035</b>	<b>\$205,392</b>

## **Intermediate Farm Liabilities**

87,128	98,496	65,204	77,306	81,986	113,439
--------	--------	--------	--------	--------	---------

## **Long Term Liabilities**

158,881	166,308	112,013	129,207	137,243	252,086
---------	---------	---------	---------	---------	---------

## **Total Farm Liabilities**

<b>\$367,504</b>	<b>\$382,424</b>	<b>\$269,933</b>	<b>\$303,356</b>	<b>\$316,264</b>	<b>\$570,917</b>
------------------	------------------	------------------	------------------	------------------	------------------

## **Non Farm Liabilities**

14,830	17,945	12,580	12,743	9,603	21,516
--------	--------	--------	--------	-------	--------

## **Total Liabilities**

<b>\$382,334</b>	<b>\$400,369</b>	<b>\$282,513</b>	<b>\$316,099</b>	<b>\$325,867</b>	<b>\$592,433</b>
------------------	------------------	------------------	------------------	------------------	------------------

## **Net Worth (Farm and Non Farm)**

<b>\$437,121</b>	<b>\$350,871</b>	<b>\$278,788</b>	<b>\$323,622</b>	<b>\$454,124</b>	<b>\$785,262</b>
------------------	------------------	------------------	------------------	------------------	------------------

## **Net Worth Change**

<b>\$20,684</b>	<b>(\$17,997)</b>	<b>\$3,549</b>	<b>\$10,819</b>	<b>\$29,998</b>	<b>\$77,814</b>
-----------------	-------------------	----------------	-----------------	-----------------	-----------------

## **RATIO ANALYSIS**

Current Farm Liabilities / Assets	67%	76%	81%	81%	54%	60%
Curr. & Interm Farm Liab / Assets	48%	56%	55%	53%	42%	42%
Long Term Farm Liab. / Assets	53%	60%	53%	55%	52%	49%
Total Liabilities / Assets	47%	53%	50%	49%	42%	43%

**Balance Sheet-Market Values****(SORTED BY NET FARM INCOME)**

MnSCU West Central FBM 2001

Avg. of

All Farms

20%

20-40%

40-60%

60-80%

High 20%

504

100

101

101

101

101

**Current Farm Assets**

Cash and Checking Balance	5,369	9,015	4,307	2,516	7,627	3,418
Prepaid Expenses and Supplies	20,841	12,478	10,706	10,009	19,986	50,945
Growing Crops	973	166	501	215	366	3612
Farm Accounts Receivable	18,562	17,831	10,644	11,836	18,192	34,298
Hedging Accounts	773	1632	345	443	456	996
Crops Held for Sale or Feed	96,672	71,026	64,320	70,419	98,754	178,585
Crops under Government Loan	4,451	4,396	7,280	1,492	3,319	5,767
Market Livestock Held for Sale	31,190	28,880	14,899	21,805	29,245	61,100
Other Current Assets	2,776	8,162	419	520	1,504	3,326
<b>Total Current Farm Assets</b>	<b>181,606</b>	<b>153,585</b>	<b>113,421</b>	<b>119,255</b>	<b>179,448</b>	<b>342,046</b>

**Intermediate Farm Assets**

Breeding Livestock	60,763	41,348	25,622	65,882	64,521	106,250
Machinery and Equipment	225,805	214,500	168,249	178,293	204,237	363,632
Other Intermediate Assets	23,094	25,589	13,630	14,889	21,222	40,163
<b>Total Intermediate Farm Assets</b>	<b>309,661</b>	<b>281,437</b>	<b>207,501</b>	<b>259,064</b>	<b>289,980</b>	<b>510,045</b>

**Long Term Farm Assets**

Farm Land	259,352	250,313	235,314	194,376	227,893	388,774
Buildings and Improvements	100,438	84,764	37,224	96,225	94,306	189,516
Other Long Term Assets	22,025	19,263	12,082	16,677	16,172	45,902
<b>Total Long Term Assets</b>	<b>\$381,815</b>	<b>\$354,340</b>	<b>\$284,620</b>	<b>\$307,278</b>	<b>\$338,371</b>	<b>\$624,192</b>

**Total Farm Assets**

<b>\$873,082</b>	<b>\$789,362</b>	<b>\$605,542</b>	<b>\$685,597</b>	<b>\$807,799</b>	<b>\$1,476,283</b>
------------------	------------------	------------------	------------------	------------------	--------------------

**Non Farm Assets**

94,791	105,061	68,144	86,108	97,970	116,775
--------	---------	--------	--------	--------	---------

**Total Assets**

<b>\$967,873</b>	<b>\$894,423</b>	<b>\$673,686</b>	<b>\$771,705</b>	<b>\$905,769</b>	<b>\$1,593,058</b>
------------------	------------------	------------------	------------------	------------------	--------------------

\*\*\*\*\* Liabilities \*\*\*\*\*

**Current Farm Liabilities**

Accrued Interest	5,579	5,610	4,365	5,652	3,807	8,463
Accounts Payable	5,305	4,307	3,836	5,074	3,729	9,567
Current Notes	75,635	75,411	55,365	57,714	58,985	130,698
Government Crop Loans	4,071	4,034	6,659	1,230	3,224	5,210
Principal Due on Term Debt	31,283	27,955	21,911	27,173	27,290	52,052
<b>Total Current Farm Liabilities</b>	<b>\$121,873</b>	<b>\$117,317</b>	<b>\$92,136</b>	<b>\$96,843</b>	<b>\$97,035</b>	<b>\$205,990</b>

**Intermediate Farm Liabilities**

88,449	98,294	64,896	77,306	81,986	119,862
--------	--------	--------	--------	--------	---------

**Long Term Liabilities**

160,469	165,300	113,494	129,207	137,243	257,147
---------	---------	---------	---------	---------	---------

**Total Farm Liabilities**

<b>\$370,791</b>	<b>\$380,911</b>	<b>\$270,526</b>	<b>\$303,356</b>	<b>\$316,264</b>	<b>\$582,999</b>
------------------	------------------	------------------	------------------	------------------	------------------

**Non Farm Liabilities**

14,979	18,907	12,589	12,743	9,603	21,092
--------	--------	--------	--------	-------	--------

43,946	31,690	34,261	32,324	38,343	82,991
--------	--------	--------	--------	--------	--------

**Total Liabilities**

<b>\$429,716</b>	<b>\$431,508</b>	<b>\$317,376</b>	<b>\$348,423</b>	<b>\$364,210</b>	<b>\$687,082</b>
------------------	------------------	------------------	------------------	------------------	------------------

**Net Worth (Farm and Non Farm)**

<b>\$538,157</b>	<b>\$462,915</b>	<b>\$356,310</b>	<b>\$423,282</b>	<b>\$541,559</b>	<b>\$905,976</b>
------------------	------------------	------------------	------------------	------------------	------------------

**Net Worth (excluding deferreds)**

<b>\$582,104</b>	<b>\$494,606</b>	<b>\$390,571</b>	<b>\$455,607</b>	<b>\$579,902</b>	<b>\$988,967</b>
------------------	------------------	------------------	------------------	------------------	------------------

**Net Worth Change**

<b>\$30,504</b>	<b>(\$11,117)</b>	<b>\$18,951</b>	<b>\$19,345</b>	<b>\$41,852</b>	<b>\$83,074</b>
-----------------	-------------------	-----------------	-----------------	-----------------	-----------------

**RATIO ANALYSIS**

Current Farm Liabilities / Assets	67%	76%	81%	81%	54%	60%
Curr. & Interm Farm Liab / Assets	43%	50%	49%	46%	38%	38%
Long Term Farm Liab. / Assets	42%	47%	40%	42%	41%	41%
Total Liabilities / Assets	44%	48%	47%	45%	40%	43%



# Financial Guidelines

(SORTED BY NET FARM INCOME)

MnSCU West Central FBM 2001

Avg. of

All Farms  
504

Low 20%  
100

20-40%  
101

40-60%  
101

60-80%  
101

High 20%  
101

## LIQUIDITY

Current Ratio	1.49	1.31	1.23	1.23	1.85	1.66
Working Capital	\$59,733	\$36,268	\$21,285	\$22,412	\$82,413	\$136,056

## SOLVENCY

Farm Debt to Asset Ratio	47%	52%	50%	49%	44%	45%
Farm Equity to Asset Ratio	53%	48%	50%	51%	56%	55%
Farm Debt to Equity Ratio	90%	109%	101%	96%	78%	82%

## PROFITABILITY

Rate of Return on Farm Assets	5.4%	-3.3%	1.8%	5.4%	7.6%	10.4%
Rate of Return on Farm Equity	3.8%	-16.9%	-4.6%	3.0%	8.3%	13.5%
Operating Profit Margin	13.9%	-10.2%	4.9%	13.7%	18.5%	25.0%
Net Farm Income	\$37,285	(\$29,077)	\$9,780	\$29,036	\$55,834	\$121,773

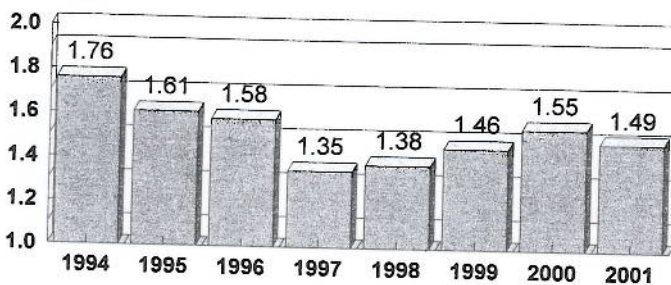
## REPAYMENT CAPACITY

Term Debt Coverage Ratio	120%	50%	80%	99%	144%	175%
Capital Replacement Margin	\$10,113	(\$23,716)	(\$7,104)	(\$364)	\$19,228	\$62,184

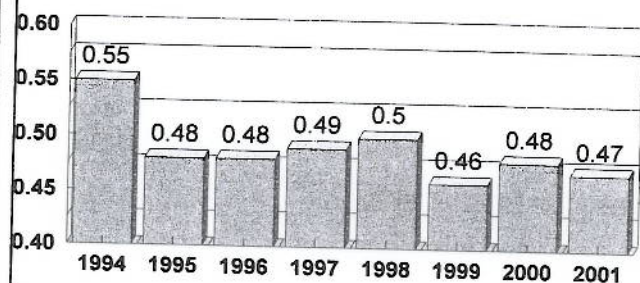
## EFFICIENCY

Asset Turnover Rate (Market)	38.9%	32.5%	37.3%	39.7%	40.8%	41.6%
Operating Expense Ratio	74.1%	87.2%	78.1%	74.2%	70.2%	69.2%
Depreciation Expense Ratio	7.2%	13.5%	7.7%	6.4%	6.1%	5.3%
Interest Expense Ratio	7.6%	10.1%	9.4%	8.4%	6.4%	6.1%
Net Farm Income Ratio	11.1%	-10.9%	4.7%	11.0%	17.3%	19.3%

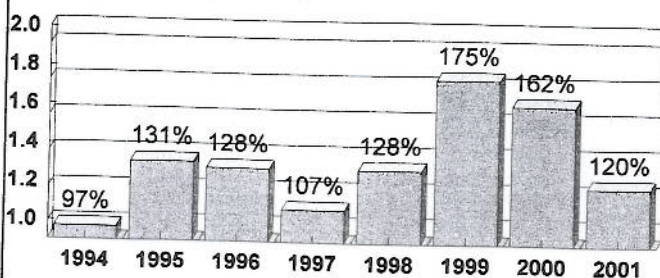
Current Ratio



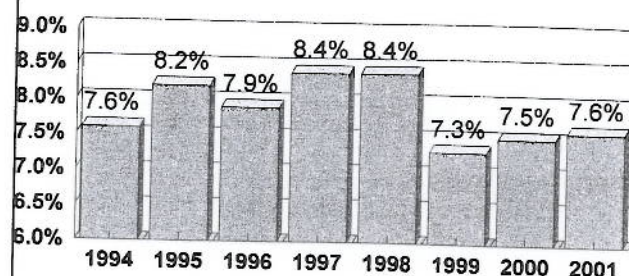
Farm Debt to Asset Ratio



Term Debt Coverage Ratio



Interest Expense Ratio



## How does your farm stack up?

Below is a summary of how the low, average, and high farms have fared in recent years using 16 key management factors. Some factors have a "credit risk rating" shown in the narrow bar. The ratings are from "Weighing the Variables", a book by David M. Kohl, Virginia Tech. VA. The numbers in the center of the wider bars, are the 5 year average from the West/Central MN Farm Management Report. The "Green" column indicates the business enjoys a competitive position, the "Yellow" indicates the business has some caution signs, and "Red" indicates the business could face some major obstacles in that area.

### Financial Scorecard - 2001

Red	Yellow	Green
5 yr Low Profit	5yr Average	5 yr High Profit

### Liquidity

Kohl "Single Enterprise"		less than	1.0	1.5	greater than
Kohl "Multi Enterprise"		less than	0.75	1.25	greater than
Current Ratio	_____	1.08		1.45	1.71
Working Capital	\$ _____	\$7,112		\$49,308	\$130,168

### Solvency

Kohl		greater than	70%	30%	less than
Farm Debt to Asset Ratio	_____ %	57%		48%	43%
Farm Equity to Asset Ratio	_____ %	43%		52%	57%
Farm Debt to Equity Ratio	_____ %	133%		93%	77%

### Profitability (Cost)

Kohl "Own Majority of Farm Assets"		less than	1%	5%	greater than
Kohl "Rent/Lease Majority of Farm Assets"		less than	3%	10%	greater than
Rate of Return on Farm Assets	_____ %	-1.4%		7.8%	13.0%
Rate of Return on Farm Equity	_____ %	-19.1%		8.2%	18.1%
Operating Profit Margin	_____ %	-4.3%		18.4%	27.8%
Net Farm Income	\$ _____	(\$17,541)		\$47,005	\$132,009

### Repayment Capacity (Cash)

Kohl		less than	100%	150%	greater than
Term Debt Coverage Ratio	_____ %	70.0%		127%	171%
Capital Replacement Margin	\$ _____	(\$13,379)		\$12,207	\$48,972

### Efficiency

Asset Turnover Rate (Market)	_____ %	30%		38%	42%
Kohl		greater than	80%	65%	less than
Operating Expense Ratio	_____ %	85%		71%	67%
Depreciation Expense Ratio	_____ %	12%		6%	4.7%
Kohl		greater than	25%	10%	less than
Interest Expense Ratio	_____ %	11%		8%	6.2%
Net Farm Income Ratio	_____ %	-5%		15%	22.5%



## Farm Financial Ratios and Guidelines

### From the Balance Sheet:

#### Liquidity

- is the ability of your farm business to meet financial obligations as they come due - to generate enough cash to pay your family living expenses and taxes, and make debt payments on time.

1. Current ratio  
-measures the extent to which current farm assets, if sold tomorrow, would pay off current farm liabilities
2. Working capital  
- Tells us the operating capital available in the short term from within the business.

#### Solvency

- is the ability of your business to pay all its debts if it were sold tomorrow. Solvency is important in evaluating the financial risk and borrowing capacity of the business.

3. Farm Debt to Asset Ratio  
- is the bank's share of the business. It compares total farm debt to total farm assets. A higher ratio is an indicator of greater financial risk and lower borrowing capacity.
4. Farm Equity to Asset Ratio  
- is your share of the business. It compares farm equity to total farm assets. If you add the debt to asset ratio and the equity to asset ratio, you must get 100%
5. Farm debt to equity ratio  
- compares the bank's ownership to your ownership. It also indicates how much the owners have leveraged (ie., multiplied) their equity in the business.

### From the Income Statement:

#### Profitability

- is the difference between the value of goods produced and the cost of the resources used in their production.

6. Rate of return on farm assets  
-can be thought of as the average interest rate being earned on all (yours and creditors') investments in the farm. Unpaid labor and management are assigned a return before return on farm assets is calculated.
7. Rate of return on farm equity  
- represents the interest rate being earned by your investment in the farm. This return can be compared to returns available if our equity were invested somewhere else, such as a certificate of deposit.
8. Operating Profit Margin  
- shows the operating efficiency of the business. For instance, if expenses are low relative to the value of farm production, the business will have a healthy operating profit margin. A low profit margin can be caused by low product prices, high operating expenses, or inefficient production.
9. Net farm Income  
- represents return to 3 things:
  1. Your labor
  2. Your management and
  3. Your equity,that you have invested in the business. It is the reward for investing your unpaid family labor, management and money in the business instead of elsewhere. Anything left in the business, i.e., not taken out for family living and taxes, will increase your farm net worth next year.

\* Used with permission of Wackernagel, Kauppila and Rogers, University of Vermont Extension

## From the Cash Flow Statement

### Repayment Capacity

-shows the borrower's (ie., yours) ability to repay term debts (both farm and non farm) on time. It includes non farm income and so is not a measure of business performance alone.

#### 10. Term Debt Coverage Ratio

- tells whether your business produced enough cash to cover all (both farm and non farm) intermediate and long term debt repayments.

A ratio of less than 100% indicates that a business had to run up open accounts,

borrow money, or sell assets to make scheduled payments to the bank.

#### 11. Capital - Replacement Margin

- is the amount of money remaining after all operating expenses, taxes, family living costs, and scheduled debt payments have been made. It's really the money left, after paying all bills, that is available for purchasing or financing new machinery, equipment, land or livestock.

## From all the Financial Statements

### Financial Efficiency

-shows how effectively your business uses assets to generate income. Past performance of the business could well indicated potential future accomplishments.

The last four ratios show how Gross Farm Income gets spent. The sum of the four equals 100% (of Gross Farm Income).

### It also answers the questions:

Are you using every available asset to it's fullest potential?

What are the effects of production, purchasing, pricing, financing and marketing decisions on gross income?

#### 12. Asset Turnover Rate

-measures efficiency in using capital. You could think of it as capital productivity.

Generating a high level of production with a low level of capital investment will give a high asset turnover rate. If, on the other hand, the turnover is low, you will want to explore methods to use the capital invested much more efficiently or sell some low return investments. (It could mean getting rid of the swamp and ledge on the back 40 and getting something that produces income).

#### 13. Operating expense ratio

- shows the proportion of farm income that is used to pay operating expenses, not including principle or interest.

#### 14. Depreciation expense ratio

- indicates how fast the business wears out capital. It tells what proportion of farm income is needed to maintain the capital used by the business. It is important to remember that this ratio should be looked at over time. This measure is likely to be misleading during major expansions and contractions, or if you use depreciation on your 1040F to adjust your tax liability.

#### 15. Interest expense ratio

- shows how much of gross farm income is used to pay for borrowed capital.

#### 16. Net farm income ratio

- compares profit to gross farm income. It shows how much is left after all farm expenses, except for unpaid labor and management, are paid.

\* Used with permission of Wackernagel, Kauppila and Rogers, University of Vermont Extension



**Formulas****Liquidity**

1. Current ratio  
= Total Current Farm Assets  
/ Total Current Farm Liabilities
2. Working Capital (end of year)  
= Total Current Farm Assets  
- Total Current Farm Liabilities

**Solvency (Market)**

3. Farm Debt to Asset Ratio  
= Total Farm Liabilities / Total Farm Assets
4. Farm Equity to Asset Ratio  
Total Farm Assets - Total Farm Liabilities  
= Farm Net Worth / Total Farm Assets  
= Farm Equity to Asset Ratio
5. Farm Debt To Equity Ratio  
= Total Farm Liabilities / Farm Net Worth

**Profitability**

6. Rate of Return on Farm Assets  
Net Farm Income + Farm Interest  
- Value of Operator's Labor and Management  
= Return on Farm Assets  
/ Average Farm Assets  
= Rate of Return on Farm Assets
7. Rate of return on Farm Equity  
Net Farm Income  
- Value of Operator's Labor & Management  
= Return on Farm Equity  
/ Average Farm Net Worth  
= Rate of Return on Farm Equity
8. Operating Profit Margin  
Gross Cash Farm Income  
+ Inventory Changes in Crops & feed  
Market Livestock & Breeding Livestock  
+ Changes in Receivables & Other Income  
Items  
= Gross Farm Income  
  
- Feeder Livestock Purchased  
- Purchased Feed  
= Value of Farm Production

Rate of Return on Farm Equity Continued...

Return on Farm Assets / Value of Farm  
Production  
= Operating Profit Margin

9. Net Farm Income  
= Gross Cash Farm Income  
- Total Cash Farm Expense  
+ Inventory Changes  
+ Depreciation & Other Capital Adjustments

**Repayment Capacity**

10. Term Debt Coverage Ratio  
= (Net Farm Operating Income  
+ Net Non Farm Income  
+ Scheduled Interest on Term Debt  
- Family Living & Taxes Paid)  
/ Scheduled Principal & Interest  
Payments on Term Debt
11. Capital Replacement Margin  
= Net Farm Operating Income  
+ Net Non Farm Income  
- Family Living & Taxes Paid  
- Scheduled Principal Payments on Term  
Debt

**Financial Efficiency**

12. Asset Turnover Ratio  
= Value of Farm Production  
/ Average Farm Assets
13. Operating Expense Ratio  
= (Total Farm Operating Expense  
- Farm Interest) / Gross Farm Income
14. Depreciation Expense Ratio  
= Depreciation & other Capital Adjustments  
/ Gross Farm Income
15. Interest Expense Ratio  
= Farm Interest / Gross Farm Income
16. Net Farm Income Ratio  
= Net Farm Income / Gross Farm Income

\* Used with permission of Wackernagel, Kauppila  
and Rogers, University of Vermont Extension

**Statement of Cash Flows**  
(SORTED BY NET FARM INCOME)  
MnSCU West Central FBM 2001

Avg. of						
All Farms	20%	20-40%	40-60%	60-80%	High 20%	
504	100	101	101	101	101	

(A) Beginning Cash Balance (Farm & Nonfarm)	\$8,912	\$14,152	\$6,623	\$5,897	\$10,175	\$7,764
---	---------	----------	---------	---------	----------	---------

**Cash from Operating Activities**

Gross Cash Farm Income		344033	286704	225203	268629	322277	616784
Net Nonfarm Income	(+)	18397	30926	21555	15489	12972	11165
Total Cash Farm Expense	(-)	-277304	-257813	-182532	-216490	-244556	-484937
Apparent Family Living Expense	(-)	-34238	-28470	-30532	-28431	-36839	-46863
Income and Social Security Tax	(-)	-5659	-6684	-3171	-3854	-5586	-9011

(B) Cash from Operations	(=)	\$45,229	\$24,663	\$30,523	\$35,343	\$48,268	\$87,138
--------------------------	-----	----------	----------	----------	----------	----------	----------

**Cash from Investing Activities**

Sale of Breeding Livestock		2194	3767	963	3227	1008	2020
Sale of Machinery & Equipment	(+)	2830	2954	3133	1000	3104	3959
Sale of Farm Land	(+)	939	2389	342	825		1156
Sale of Farm Buildings	(+)	502	1252	610	394	248	13
Sale of Other Farm Assets	(+)	1365	1966	396	189	431	3850
Sale of Nonfarm Assets	(+)	2627	8872	504	1719	515	1590
Purchase of Breeding Livestock	(-)	-5927	-9562	-2044	-4893	-4090	-9082
Purchase of Machinery & Equipment	(-)	-35664	-31898	-27097	-28951	-35105	-55231
Purchase of Farm Land	(-)	-12410	-18570	-10949	-5262	-5811	-21517
Purchase of Farm Buildings	(-)	-9551	-10722	-4902	-5086	-9932	-17122
Purchase of Other Farm Assets	(-)	-3606	-3063	-2034	-2585	-4177	-6167
Purchase of Nonfarm Assets	(-)	-9951	-7914	-8085	-5527	-11655	-16552

(C) Cash from Investing Activities	(=)	(\$66,652)	(\$60,529)	(\$49,163)	(\$44,950)	(\$65,464)	(\$113,083)
------------------------------------	-----	------------	------------	------------	------------	------------	-------------

**Cash from Financing Activities**

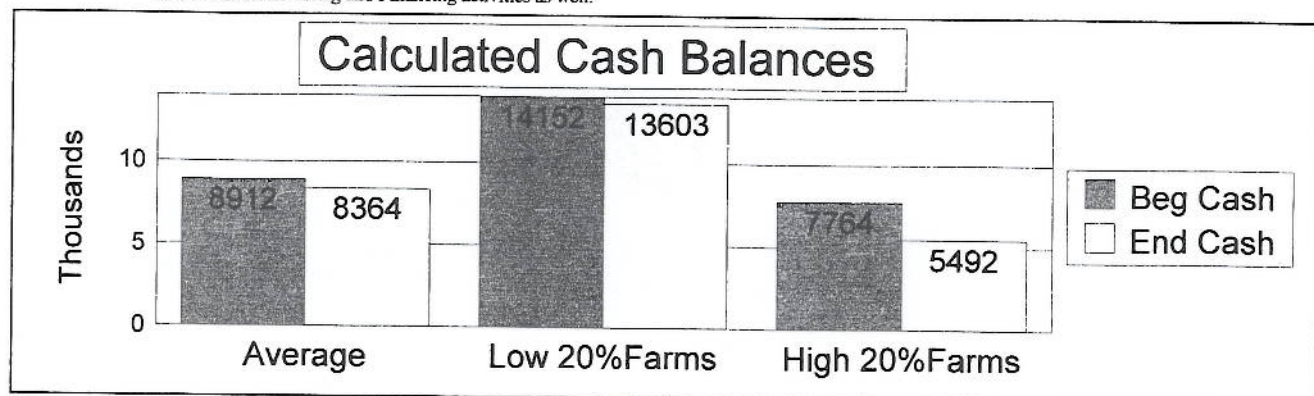
Money Borrowed		164063	172274	137627	130083	114622	265788
Cash Gifts and Inheritances	(+)	3521	1224	5336	1985	6896	2140
Principal Payments	(-)	-146042	-137801	-123824	-120158	-104295	-244050
Dividends Paid	(-)	-526	-291		-2131		-205
Gifts Given	(-)	-141	-89	-238	-248	-129	

(D) Cash from Financing Activities	(=)	\$20,875	\$35,317	\$18,901	\$9,531	\$17,094	\$23,673
------------------------------------	-----	----------	----------	----------	---------	----------	----------

(E) Net Change in Cash Balance (B + C + D)		(\$548)	(\$549)	\$261	(\$76)	(\$102)	(\$2,272)
--	--	---------	---------	-------	--------	---------	-----------

Ending Cash Balance Calculated (A + E)		\$8,364	\$13,603	\$6,884	\$5,821	\$10,073	\$5,492
--	--	---------	----------	---------	---------	----------	---------

NOTE: This Table looks at the cash moving through both the business and the family household. Apparent Family Living Expense is included in the calculation for Cash from Operations. Non farm activities are included in the Investing and Financing activities as well.





# Household Expenses & Income - 2001

MnSCU West Central FBM 2001

Avg. of

All Farms

20%

20-40%

40-60%

60-80%

High 20%

109

20

28

20

24

17

Average Family Size

3.8

3.3

3.8

3.3

4.0

4.7

## Household Expense

Food & Meals

5746

5845

5305

5072

7030

5338

Medical Care & Health Insurance

5409

3384

4748

5137

6691

7390

Cash Donations

1091

942

1121

703

1326

1344

Household Supplies

3627

3961

3325

3754

4505

2345

Clothing

1490

1284

1375

1317

839

1630

Personal Care

2541

1422

2509

3088

2823

2872

Child / Dependent Care

844

3

1349

732

1639

12

Gifts

1656

2178

1115

1526

2242

1260

Education

1207

1544

412

1819

1497

989

Recreation

2577

1903

1974

2299

4555

1896

Utilities (Household Share)

1303

785

1440

1476

1369

1392

Nonfarm Vehicle Operating Expense

2366

2560

2133

2071

2928

2074

Household Real Estate Tax

140

135

190

73

93

207

Dwelling Rent

86

30

118

271

3

0

Household Repairs

1132

1439

537

937

1311

1726

Nonfarm Interest

812

754

756

783

646

1238

Life Insurance Payments

975

670

725

757

1035

1916

**Total Cash Family Living Expense**

**\$33,002**

**\$28,839**

**\$29,132**

**\$31,815**

**\$40,532**

**\$33,629**

Family Living from the Farm (Non Cash)

783

254

521

337

1592

1223

**Total Family Living**

**\$33,785**

**\$29,093**

**\$29,653**

**\$32,152**

**\$42,124**

**\$34,852**

## Capital Expenditures and Investments

Income Taxes

5684

7080

4028

5932

4736

7814

Furnishing and Appliance Purchases

249

78

123

298

235

Nonfarm Vehicle Purchases

3087

3256

2292

2115

3787

4353

Nonfarm Real Estate Purchases

4419

0

1246

425

18262

0

Other Nonfarm Capital Purchases

340

0

799

270

388

0

Non Farm Savings and Investments

1734

3865

297

1244

2074

1691

**Total Other Nonfarm Expenditures**

**\$15,513**

**\$14,279**

**\$8,662**

**\$10,109**

**\$29,545**

**\$14,093**

**Total Cash Living, Invest., Cap. Purch.**

**\$48,515**

**\$43,118**

**\$37,794**

**\$41,924**

**\$70,077**

**\$47,722**

## Non Farm Income

Nonfarm Wages and Salary

13409

22689

16701

11985

8984

6777

Nonfarm Business Income

1828

4928

2156

569

-106

1627

Nonfarm Rental Income

358

144

465

50

248

883

Nonfarm Interest Income

360

395

77

420

441

468

Nonfarm Cash Dividends

193

91

21

25

684

141

Tax Refunds

884

1308

872

879

785

580

Gifts and Inheritances

3521

1224

5336

1985

6896

2140

Other Nonfarm Income

1364

1371

1264

1562

1937

689

**Total Non Farm Income**

**\$21,917**

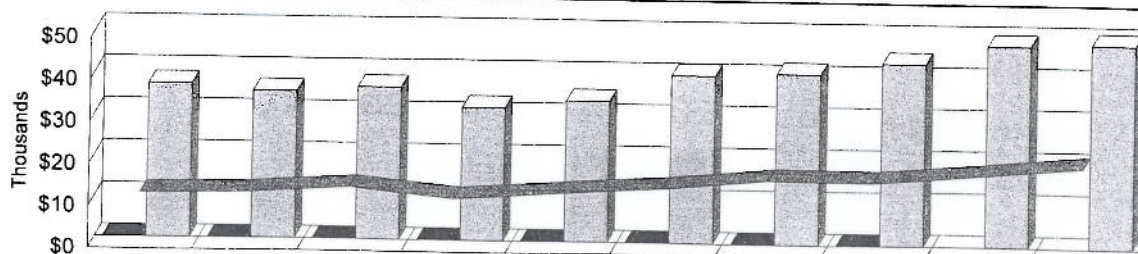
**\$32,150**

**\$26,892**

**\$17,475**

**\$19,869**

**\$13,305**



	92	93	94	95	96	97	98	99	00	01
■ NF Expense	36441	34984	36209	31581	33464	39816	40619	43473	48007	48515
■ NF Income	13385	13669	15227	12707	14316	15732	18055	17867	19724	21917

## Farm Size in Acres - 2001

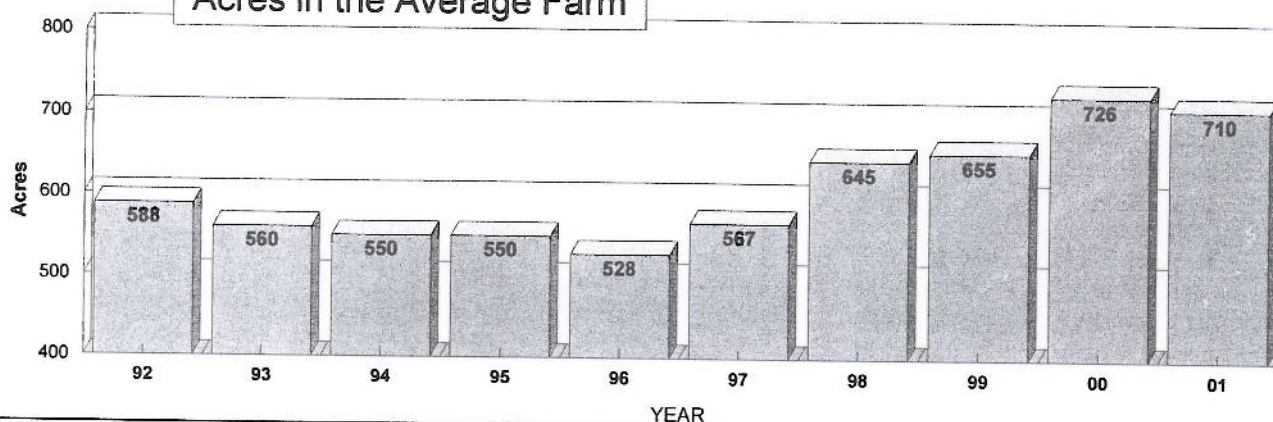
MnSCU West Central FBM 2001

### AVERAGE

OF 504 FARMS	Low 20% 101	20-40% 101	40-60% 101	60-80% 101	High 20% 101
-----------------	----------------	---------------	---------------	---------------	-----------------

<b>Total Crop Acres</b>	710	604	616	549	659	1123
Crop Acres Owned	219	178	186	180	203	350
Crop Acres Cash Rented	451	411	389	335	426	694
Crop Acres Share Rented	40	15	41	34	30	79

### Acres in the Average Farm



## Crop Production Summary

### AVERAGE

OF 504 FARMS	Low 20% 101	20-40% 101	40-60% 101	60-80% 101	High 20% 101
-----------------	----------------	---------------	---------------	---------------	-----------------

### Total Crop Acres

Corn Yield	134.7	130.1	128.8	133.6	130.9	142.9
Corn Price	\$1.79	\$1.78	\$1.77	\$1.75	\$1.77	\$1.84
Soybeans Yield	39.5	37.6	36.5	40.6	39.4	41.8
Soybeans Price	\$4.43	\$4.50	\$4.44	\$4.12	\$4.55	\$4.45
Spr. Wheat bu.	54.3	49.5	50.4	50.4	59.5	57.3
Spr. Wheat bu.	\$3.01	\$3.11	\$2.99	\$3.01	\$2.95	\$3.03
Oats bu.	56.8	64.1	92.0	50.7	47.5	64.1
Oats bu.	\$1.14	\$1.23	\$1.07	\$1.07	\$1.02	\$1.27
Sugar Beets ton	19.4	21.4	0.0	19.1	21.4	18.0
Sugar Beets ton	\$27.96	\$12.89	\$25.01	\$39.46	\$0.00	\$32.00

## Labor Analysis - 2001

### AVERAGE

OF 504 FARMS	Low 20% 101	20-40% 101	40-60% 101	60-80% 101	High 20% 101
-----------------	----------------	---------------	---------------	---------------	-----------------

Total unpaid Labor hours	2952	2396	2796	2909	3113	3542
Total hired Labor hours	1006	816	397	720	973	2124
Total Labor hours per farm	3959	3213	3193	3629	4086	5666
Value of farm production / hour	\$71.38	\$66.15	\$57.53	\$60.63	\$67.09	\$92.10
Net farm income / unpaid hour	\$12.73	(\$12.19)	\$3.49	\$9.98	\$17.94	\$34.40

## Operator Information - 2001

### AVERAGE

OF 504 FARMS	Low 20% 101	20-40% 101	40-60% 101	60-80% 101	High 20% 101
-----------------	----------------	---------------	---------------	---------------	-----------------

Average number of operators	1.2	1.1	1.1	1.2	1.1	1.4
Average age of operators	44.6	45.3	44.6	45.5	43.7	43.7
Average number of years farming	31.5	22.1	21.3	22.4	20.8	20.8
Working Capital per operator	\$50,092	\$32,096	\$18,857	\$19,022	\$73,015	\$97,459
Total Assets (market) per operator	\$811,661	\$791,524	\$596,862	\$654,977	\$802,480	\$1,141,126
Total Liabilities per operator	\$397,214	\$409,909	\$311,538	\$323,154	\$356,647	\$551,613
Net Worth per operator	\$414,447	\$381,615	\$285,324	\$331,822	\$445,833	\$589,514



# **Selected Factors by Size of Farm**

(Sorted by Gr Cash Farm Income)

Average of All Farms	0 to \$40,000	\$40,001 to \$100,000	\$100,001 to \$200,000	\$200,001 to \$500,000	\$500,001 to \$1,000,000	\$1,000,001 +
504	7	39	136	240	58	24

## **Income Statement**

Gross Cash Farm Income	\$344,033	\$31,209	\$76,626	\$153,913	\$311,613	\$662,310	\$1,502,185
Total Cash Farm Expense	\$277,304	\$38,254	\$65,074	\$118,965	\$242,461	\$541,170	\$1,299,915
Net Cash Farm Income	\$66,729	(\$7,045)	\$11,552	\$34,948	\$69,152	\$121,140	\$202,270
Inventory Change	(\$4,655)	\$6,230	\$3,915	(\$517)	(\$6,912)	(\$20,339)	\$15,253
Dep & Capital Adjustment	(\$24,489)	(\$3,778)	(\$6,715)	(\$12,056)	(\$24,155)	(\$43,350)	(\$87,636)
Net Farm Income	\$37,585	(\$4,593)	\$8,752	\$22,375	\$38,085	\$57,451	\$129,887

## **Profitability (Cost)**

Labor & Management Earnings	\$15,536	(\$8,244)	\$463	\$10,163	\$15,915	\$20,464	\$63,299
Rate of Return on Assets	5.4%	-5.4%	1.2%	4.1%	5.4%	5.4%	7.7%
Rate of Return on Equity	3.8%	-23.6%	-4.5%	1.6%	3.7%	3.9%	8.6%
Operating Profit Margin	13.9%	-23.6%	4.4%	12.4%	14.3%	12.4%	16.1%
Asset Turnover Rate	39.7%	22.9%	28.3%	33.5%	37.6%	43.7%	47.7%

## **Profitability (Market)**

Labor & Management Earnings	\$20,868	(\$492)	\$9,130	\$14,218	\$19,308	\$30,560	\$76,038
Rate of Return on Assets	5.8%	0.0%	4.5%	5.0%	5.6%	5.9%	7.7%
Rate of Return on Equity	5.3%	-11.0%	2.9%	4.0%	4.8%	5.6%	9.2%
Operating Profit Margin	17.5%	0.1%	19.3%	18.0%	17.6%	15.8%	19.1%
Asset Turnover Rate	33.2%	21.5%	23.1%	27.5%	31.7%	37.6%	40.2%

## **Liquidity**

Term Debt Coverage Ratio	119%	114%	88%	109%	122%	114%	133%
Expense as a Percent of Income	82%	102%	81%	78%	80%	84%	86%
Interest as a Percent of Income	7.6%	16.0%	11.5%	8.8%	8.2%	6.5%	6.4%

## **Solvency (Cost)**

Number of Sole Proprietors	499	7	39	134	238	58	23
Ending Farm Assets	\$734,036	\$141,361	\$268,991	\$415,846	\$723,435	\$1,216,575	\$2,449,631
Ending Farm Liabilities	\$367,504	\$76,450	\$137,712	\$200,539	\$356,336	\$593,132	\$1,365,079
Ending Total Assets	\$819,455	\$310,671	\$359,760	\$496,033	\$805,851	\$1,317,225	\$2,523,592
Ending Total Liabilities	\$382,334	\$104,094	\$149,533	\$212,480	\$370,243	\$620,275	\$1,376,438
Ending Net Worth	\$437,121	\$206,577	\$210,228	\$283,553	\$435,607	\$696,950	\$1,147,153
Net Worth Change	\$20,694	\$12,901	(\$1,628)	\$11,484	\$25,649	\$22,033	\$59,715
End Farm Debt to Asset Ratio	50%	54%	51%	48%	49%	49%	56%
Beg Total Debt to Asset Ratio	47%	36%	39%	42%	46%	47%	55%
End Total Debt to Asset Ratio	47%	34%	42%	43%	46%	47%	55%

## **Solvency (Market) by # operations**

Number of Sole Proprietors	504	7	39	136	240	58	24
Ending Farm Assets	\$873,082	\$155,453	\$333,377	\$507,069	\$863,212	\$1,422,237	\$2,805,068
Ending Farm Liabilities	\$413,671	\$88,536	\$150,152	\$229,768	\$397,566	\$663,399	\$1,536,383
Ending Total Assets	\$967,874	\$328,461	\$435,113	\$594,201	\$956,302	\$1,528,506	\$2,898,439
Ending Total Liabilities	\$429,716	\$116,305	\$162,029	\$243,303	\$412,549	\$692,597	\$1,548,828
Ending Net Worth	\$538,158	\$212,156	\$273,085	\$350,898	\$543,753	\$835,909	\$1,349,612
Net Worth Change	\$30,504	\$20,452	\$9,874	\$20,180	\$32,473	\$39,840	\$83,201
End Farm Debt to Asset Ratio	47%	57%	45%	45%	46%	47%	55%
Beg Total Debt to Asset Ratio	45%	38%	36%	41%	44%	46%	54%
End Total Debt to Asset Ratio	44%	35%	37%	41%	43%	45%	53%

## **Nonfarm Information**

Farms Reporting Liv Expenses	154	1	11	50	77	10	5
Total Family Living Expense	\$29,511	\$13,635	\$18,581	\$24,727	\$31,497	\$37,456	\$58,093
Total Liv, Invest, & Cap Purch	\$47,215	\$32,458	\$31,341	\$40,723	\$50,213	\$45,856	\$106,557
Net Nonfarm Income	\$18,397	\$40,219	\$26,765	\$21,443	\$17,650	\$10,610	\$7,461

## **Crop Acres**

Total Acres Owned	256	82	181	208	266	309	467
Total Crop Acres	710	119	275	385	721	1334	1813
Total Crop Acres Owned	219	61	134	162	237	276	415
Total Crop Acres Cash Rented	451	58	85	201	432	1031	1363
Total Crop Acres Share Rent	40	-	56	22	52	27	35



# **Selected Factors by Type of Farm**

(BASED ON 70% OF SALES- TYPE)

	Average of							
	All Farms	Crop	Dairy	Hog	Crop & Dairy	Crop & Hog	Crop & Beef	Other
	504	191	139	16	46	28	21	60
<b>Income Statement</b>								
Gross Cash Farm Income	\$344,033	\$312,548	\$326,019	\$530,270	\$292,242	\$671,687	\$276,784	\$346,413
Total Cash Farm Expense	\$277,304	\$255,051	\$247,835	\$456,142	\$226,890	\$569,193	\$224,492	\$284,071
Net Cash Farm Income	\$66,729	\$57,497	\$78,184	\$74,128	\$65,352	\$102,494	\$52,292	\$62,342
Inventory Change	(\$4,655)	(\$11,404)	\$1,435	\$22,341	(\$6,562)	\$1,237	(\$21,837)	(\$3,468)
Dep & Capital Adjustment	(\$24,489)	(\$17,604)	(\$27,341)	(\$47,189)	(\$22,787)	(\$32,878)	(\$17,272)	(\$33,991)
Net Farm Income	\$37,585	\$28,489	\$52,278	\$49,280	\$36,003	\$70,853	\$13,183	\$24,883
<b>Profitability (Cost)</b>								
Labor & Management Earnings	\$15,536	\$7,834	\$32,251	\$14,050	\$13,749	\$38,997	(\$5,897)	\$1,807
Rate of Return on Assets	6%	4%	10%	6%	6%	8%	-2%	4%
Rate of Return on Equity	5%	2%	12%	6%	5%	9%	-11%	2%
Operating Profit Margin	18%	13%	30%	16%	17%	20%	-7%	14%
Asset Turnover Rate	33%	35%	32%	35%	32%	38%	26%	31%
<b>Profitability (Market)</b>								
Labor & Management Earnings	\$20,868	\$7,278	\$51,337	\$22,045	\$24,311	\$42,346	(\$46,351)	\$5,907
Rate of Return on Assets	6%	4%	10%	6%	6%	8%	-2%	4%
Rate of Return on Equity	5%	2%	12%	6%	5%	9%	-11%	2%
Operating Profit Margin	18%	13%	30%	16%	17%	20%	-7%	14%
Asset Turnover Rate	33%	35%	32%	35%	32%	38%	26%	31%
<b>Liquidity</b>								
Term Debt Coverage Ratio	119%	98%	136%	281%	119%	146%	91%	108%
Expense as a Percent of Income	82%	85%	76%	83%	80%	85%	88%	83%
Interest as a Percent of Income	8%	9%	7%	3%	7%	5%	11%	8%
<b>Solvency (Cost)</b>								
Number of Sole Proprietors	499	189	136	16	46	28	21	60
Ending Farm Assets	\$734,036	\$747,215	\$635,676	\$881,439	\$650,377	\$1,083,808	\$686,644	\$796,871
Ending Farm Liabilities	\$367,504	\$396,888	\$315,241	\$282,963	\$282,599	\$533,742	\$346,597	\$418,760
Ending Total Assets	\$819,455	\$844,244	\$711,820	\$974,637	\$717,834	\$1,151,545	\$745,376	\$898,057
Ending Total Liabilities	\$382,334	\$415,413	\$326,999	\$294,587	\$295,645	\$541,704	\$360,782	\$435,100
Ending Net Worth	\$437,121	\$428,832	\$384,821	\$680,050	\$422,189	\$609,841	\$384,594	\$462,957
Net Worth Change	\$20,684	\$17,131	\$24,093	\$31,265	\$12,212	\$39,727	\$49,809	\$10,258
End Farm Debt to Asset Ratio	50%	53%	50%	32%	43%	49%	50%	53%
Beg Total Debt to Asset Ratio	47%	49%	47%	30%	42%	47%	51%	47%
End Total Debt to Asset Ratio	47%	49%	46%	30%	41%	47%	48%	48%
<b>Solvency (Market)</b>								
Number of Sole Proprietors	504	191	139	16	46	28	21	60
Ending Farm Assets	\$873,082	\$872,400	\$814,723	\$953,343	\$795,051	\$1,187,589	\$766,944	\$947,052
Ending Farm Liabilities	\$416,671	\$434,645	\$373,196	\$313,875	\$339,630	\$583,743	\$385,239	\$464,913
Ending Total Assets	\$967,874	\$982,454	\$895,875	\$1,057,405	\$872,212	\$1,255,623	\$835,463	\$1,059,762
Ending Total Liabilities	\$429,716	\$455,080	\$386,236	\$327,504	\$352,734	\$592,230	\$399,441	\$481,611
Ending Net Worth	\$437,121	\$428,832	\$509,639	\$729,900	\$519,477	\$663,393	\$436,021	\$578,151
Net Worth Change	\$30,504	\$19,726	\$49,979	\$42,248	\$25,290	\$47,002	\$12,878	\$20,979
Ending Farm Debt to Asset Ratio	47%	50%	46%	33%	43%	49%	50%	49%
Beg Total Debt to Asset Ratio	45%	46%	45%	31%	42%	48%	48%	44%
End Total Debt to Asset Ratio	44%	46%	43%	31%	40%	47%	48%	45%
<b>Nonfarm Information</b>								
Farm Reporting Liv Expenses	154	67	38	2	15	9	9	13
Total Family Living Expense	\$29,511	\$29,650	\$30,501	\$46,803	\$21,800	\$33,278	\$28,619	\$30,489
Total Liv, Invest, & Cap Purch	\$47,215	\$46,554	\$52,179	\$70,008	\$42,526	\$42,646	\$41,612	\$46,762
Net Nonfarm Income	\$18,397	\$25,398	\$8,777	\$29,078	\$11,419	\$12,814	\$24,369	\$21,596
<b>Crop Acres</b>								
Total Acres Owned	256	303	199	151	230	281	329	252
Total Crop Acres	710	1046	257	440	622	1016	726	689
Total Crop Acres Owned	219	286	148	113	222	260	255	174
Total Crop Acres Cash Rented	451	685	107	312	377	713	406	487
Total Crop Acres Share Rent	40	75	2	15	23	43	65	27



# ***Selected Factors by Age of Operator***

Sorted by Age of Operator

Average of All Farms	Under Age 31	Age 31 to 40	Age 41 to 50	Age 51 to 60	Over Age 60
504	27	142	203	107	25

## **Income Statement**

Gross Cash Farm Income	\$344,033	\$223,057	\$371,724	\$365,799	\$297,346	\$340,473
Total Cash Farm Expense	\$277,304	\$193,352	\$302,255	\$290,919	\$240,233	\$274,362
Net Cash Farm Income	\$66,729	\$29,705	\$69,469	\$74,880	\$57,113	\$66,111
Inventory Change	(\$4,655)	\$10,383	\$5,958	(\$13,759)	(\$2,039)	(\$18,457)
Dep & Capital Adjustment	(\$24,489)	(\$22,833)	(\$26,926)	(\$23,984)	(\$23,516)	(\$20,711)
Net Farm Income	\$37,585	\$17,255	\$48,501	\$37,137	\$31,558	\$26,943

## **Profitability (Cost)**

Labor & Management Earnings	\$15,536	\$5,457	\$26,421	\$14,552	\$8,200	\$4,493
Rate of Return on Assets	5%	4%	7%	5%	5%	3%
Rate of Return on Equity	4%	0%	7%	3%	2%	0%
Operating Profit Margin	14%	9%	16%	13%	13%	8%
Asset Turnover Rate	40%	47%	42%	39%	36%	40%

## **Profitability (Market)**

Labor & Management Earnings	\$20,868	\$18,749	\$33,199	\$26,513	\$9,625	(\$44,590)
Rate of Return on Assets	6%	7%	7%	6%	5%	-2%
Rate of Return on Equity	5%	7%	8%	6%	3%	-8%
Operating Profit Margin	18%	17%	20%	19%	17%	-6%
Asset Turnover Rate	33%	43%	37%	33%	28%	31%

## **Liquidity**

Term Debt Coverage Ratio	119%	142%	138%	111%	116%	80%
Expense as a Percent of Income	82%	83%	80%	83%	82%	85%
Interest as a Percent of Income	8%	8%	7%	8%	8%	7%

## **Solvency (Cost)**

Number of Sole Proprietors	499	27	140	201	106	25
Ending Farm Assets	\$734,036	\$447,336	\$767,898	\$766,643	\$701,681	\$729,073
Ending Farm Liabilities	\$367,504	\$248,680	\$397,601	\$384,146	\$333,509	\$337,632
Ending Total Assets	\$819,455	\$496,680	\$852,211	\$858,707	\$792,102	\$785,006
Ending Total Liabilities	\$382,334	\$279,897	\$412,627	\$399,340	\$343,222	\$352,433
Ending Net Worth	\$437,121	\$216,784	\$439,584	\$459,367	\$448,880	\$432,573
Net Worth Change	\$20,684	\$21,819	\$33,018	\$14,863	\$11,820	\$34,781
End Farm Debt to Asset Ratio	50%	56%	52%	50%	48%	46%
Beg Total Debt to Asset Ratio	47%	56%	48%	47%	44%	47%
End Total Debt to Asset Ratio	47%	56%	48%	47%	43%	45%

## **Solvency (Market)**

Number of Sole Proprietors	504	27	142	203	107	25
Ending Farm Assets	\$873,082	\$491,534	\$876,389	\$907,059	\$891,816	\$910,305
Ending Farm Liabilities	\$413,671	\$266,457	\$429,617	\$436,996	\$390,077	\$393,677
Ending Total Assets	\$967,874	\$557,092	\$969,555	\$1,006,666	\$991,979	\$983,800
Ending Total Liabilities	\$429,716	\$297,790	\$445,072	\$454,166	\$400,844	\$410,011
Ending Net Worth	\$538,158	\$259,302	\$524,483	\$552,501	\$591,135	\$573,789
Net Worth Change	\$30,504	\$23,167	\$44,269	\$31,651	\$20,525	(\$6,369)
End Farm Debt to Asset Ratio	47%	54%	49%	48%	44%	43%
Beg Total Debt to Asset Ratio	45%	54%	46%	46%	41%	42%
End Total Debt to Asset Ratio	44%	53%	46%	45%	40%	42%

## **Nonfarm Information**

Farms Reporting Living Exp.	154	9	44	58	35	8
Total Family Living Expense	\$29,511	\$21,720	\$30,493	\$33,583	\$28,196	\$9,105
Tot Liv, Invest, & Cap Purch	\$47,215	\$51,184	\$50,551	\$49,663	\$44,534	\$18,388
Net Nonfarm Income	\$18,397	\$16,523	\$17,527	\$18,550	\$21,133	\$12,408

## **Crop Acres**

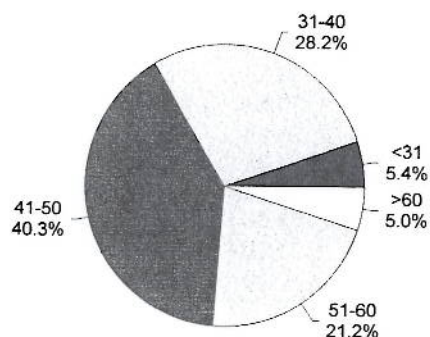
Total Acres Owned	256	102	205	266	332	299
Total Crop Acres	710	532	760	762	600	672
Total Crop Acres Owned	219	95	185	230	274	233
Total Crop Acres Cash Rented	451	430	531	482	306	393
Total Crop Acres Share Rent	40	7	44	50	21	46



# Summary of Selected Factors by Age and Farm Type - 2001

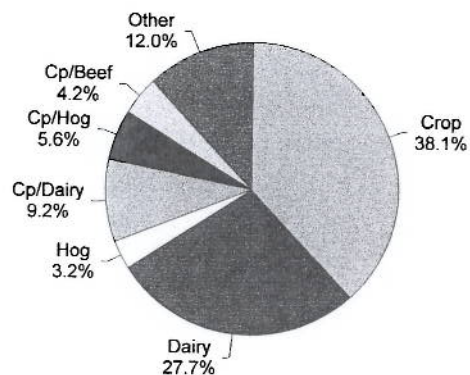
MnSCU West Central FBM 2001

## Age of Operator



## Type of Farm

70% of Sales

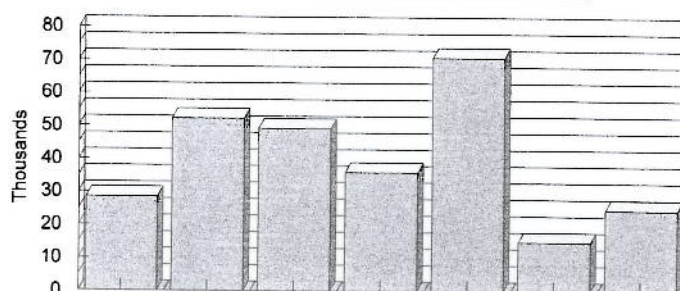


## Net Farm Income by Age



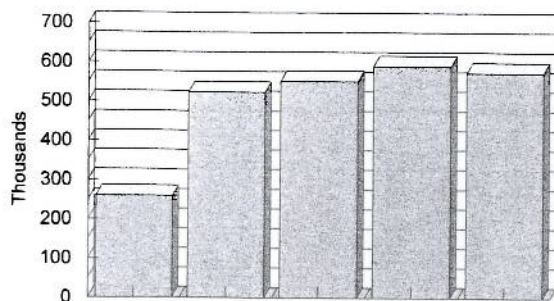
<31	31-40	41-50	51-60	>60
17255	48501	37137	31558	26943

## Net Farm Income by Type



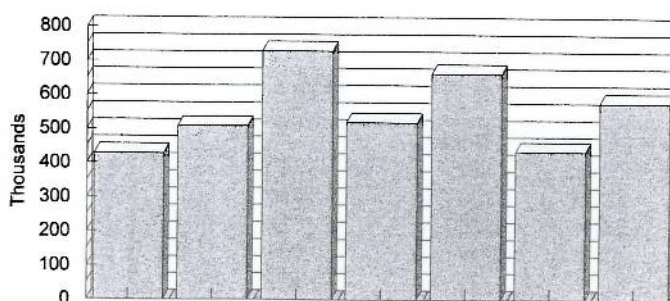
Crop	Dairy	Hog	Cp/Dairy	Cp/Hog	Cp/Beef	Other
28489	52278	49280	36003	70853	15183	24883

## Ending Net Worth by Age (Market Value)



<31	31-40	41-50	51-60	>60
259302	524483	552501	591135	573789

## Ending Net Worth by Type (Cost Value)



Crop	Dairy	Hog	Cp/Dairy	Cp/Hog	Cp/Beef	Other
428832	509639	729900	519477	663393	436021	578151



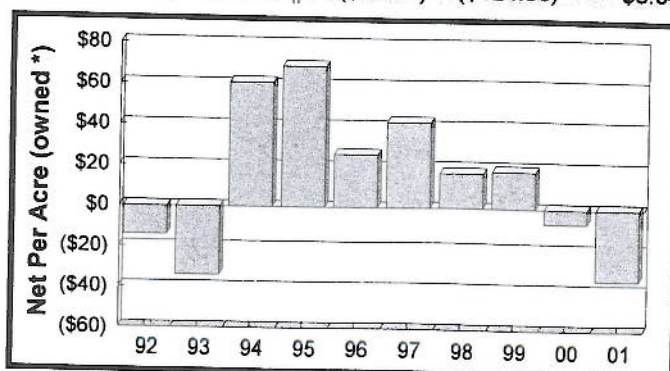
# Corn - 2001

MnSCU West Central FBM 2001

	OWNED			RENTED		
	Average	Low	High	Average	Low	High
	263	56	56	429	87	87
Acres	96.1	68.6	106.1	165.2	99.3	215.2
Yield per Acre	135.0	92.7	155.3	134.5	106.9	150.6
Operators Share of Yield %	100	100	100	100	100	100
Value per Unit	\$1.75	\$1.75	\$1.75	\$1.75	\$1.75	\$1.75
Crop Product Return Per Acre	\$236.27	\$162.28	\$271.69	\$235.34	\$186.99	\$263.53
Miscellaneous Income per Acre	\$6.82	\$11.05	\$4.39	\$8.32	\$9.12	\$13.60
Gross Return per Acre	\$243.09	\$173.33	\$276.08	\$243.66	\$196.11	\$277.13
<b>Direct Expense Per Acre</b>						
Seed	36.88	34.31	37.71	36.98	37.73	37.37
Fertilizer	48.69	49.58	46.47	50.18	56.08	47.04
Chemicals	23.98	27.66	20.94	25.28	29.21	24.59
Crop Insurance	8.09	6.83	7.81	7.92	8.07	4.83
Drying Fuel	8.75	6.10	7.47	9.24	7.83	8.64
Fuel and Oil	12.61	13.78	12.10	11.86	12.10	13.13
Repairs	24.38	32.58	17.02	21.16	27.12	18.77
Custom Hire	5.44	10.22	3.48	3.79	8.04	1.81
Machinery and Bldg Leases	0.00	0.00	0.00	0.00	0.00	0.00
Land Rent	0.00	0.00	0.00	69.74	70.41	64.22
Marketing	0.00	0.00	0.00	0.00	0.00	0.00
Operating Interest	7.35	5.14	6.02	8.84	9.58	4.88
Miscellaneous	1.68	1.67	0.68	1.35	1.57	0.45
Total Direct Expenses	\$177.85	\$187.87	\$159.70	\$246.34	\$267.74	\$225.73
Return over Direct Expense	\$65.24	(\$14.54)	\$116.38	(\$2.68)	(\$71.63)	\$51.40
<b>Overhead Costs per Acre</b>						
Custom Hire	2.56	1.75	4.45	1.51	1.14	1.50
Hired Labor	7.99	5.13	8.29	6.50	3.63	5.53
Machinery & Building Leases	3.43	3.94	6.15	6.25	4.37	5.59
Real Estate Taxes	8.14	6.60	10.02	0.00	0.00	0.00
Farm Insurance	4.41	3.89	4.44	3.97	3.92	3.81
Utilities	3.47	3.92	3.30	2.90	2.79	2.83
Dues & Professional Fees	0.87	0.38	0.75	1.15	0.43	1.28
Interest: Interm/Lg Term Debt	39.72	36.74	40.92	6.57	10.87	4.61
Mach & Bldg Depreciation	24.69	25.03	20.31	20.67	24.96	23.33
Miscellaneous	5.02	3.31	6.41	5.11	3.74	6.50
Total Overhead Expenses	\$100.30	\$90.69	\$105.04	\$54.63	\$55.85	\$54.98
Total Expenses	\$278.15	\$278.56	\$264.74	\$300.97	\$323.59	\$280.71
Net Return per Acre	(\$35.06)	(\$105.23)	\$11.34	(\$57.31)	(\$127.48)	(\$3.58)
Direct Expense per unit	\$1.32	\$2.03	\$1.03	\$1.83	\$2.51	\$1.50
Total Expense per unit	\$2.06	\$3.00	\$1.71	\$2.24	\$3.03	\$1.86
Net Return per Unit	(\$0.26)	(\$1.13)	\$0.07	(\$0.43)	(\$1.19)	(\$0.02)
Break Even Yield per Acre	158.94	159.18	151.28	171.98	184.91	160.41
Estimated Labor Hours per Acre	3.41	3.75	2.87	2.45	3.07	2.47
Labor & Mgmt Charge per Acre	\$25.33	\$26.91	\$23.81	\$20.85	\$25.76	\$24.07
Net Return over Labor & Mgmt	(\$60.39)	(\$132.14)	(\$12.47)	(\$78.16)	(\$153.24)	(\$27.65)
Government Payments	\$31.34	\$22.53	\$35.23	\$32.20	\$28.88	\$30.69
Net Return with Government Payments	(\$29.05)	(\$109.61)	\$22.76	(\$45.96)	(\$124.36)	\$3.04

Net Return Per Acre (owned)			
Year	Gr. Return	T. Costs	Net Return
92 *	\$206	\$220	(\$14)
93 *	\$184	\$218	(\$34)
94 *	\$288	\$227	\$61
95	\$301	\$232	\$69
96	\$271	\$245	\$26
97	\$299	\$257	\$42
98	\$276	\$259	\$17
99	\$278	\$260	\$18
00	\$262	\$269	(\$7)
01	\$243	\$278	(\$35)

\* Prior to 1995 data included all acres.





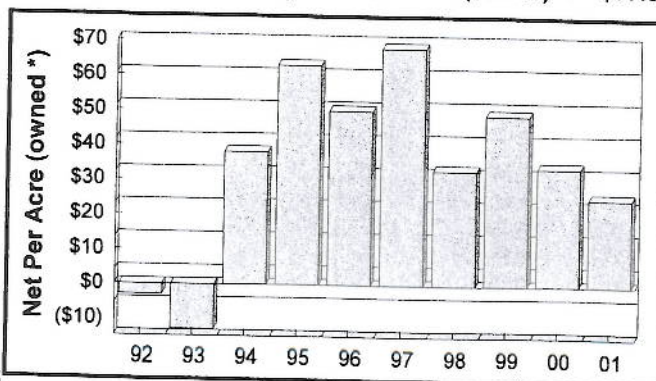
# Soybean - 2001

MnSCU West Central FBM 2001

	OWNED			RENTED		
	Average	Low	High	Average	Low	High
	255	50	50	433	80	80
Acres	111.1	72.7	128.9	174.3	136.1	167.1
Yield per Acre	40.3	27.2	46.5	39.2	31.9	43.2
Operators Share of Yield %	100	100	100	100	100	100
Value per Unit	\$5.05	\$5.05	\$5.05	\$5.05	\$5.05	\$5.05
Crop Product Return Per Acre	\$203.46	\$137.41	\$234.77	\$198.06	\$160.84	\$218.01
Miscellaneous Income per Acre	\$4.38	\$11.30	\$4.85	\$4.84	\$6.83	\$5.47
Gross Return per Acre	\$207.84	\$148.71	\$239.62	\$202.90	\$167.67	\$223.48
<b>Direct Expense Per Acre</b>						
Seed	23.30	22.93	22.13	22.72	23.27	19.87
Fertilizer	4.60	5.75	2.83	4.62	4.30	2.22
Chemicals	18.72	23.69	18.18	17.74	23.84	15.97
Crop Insurance	7.11	4.09	5.51	7.26	6.60	5.68
Drying Fuel	0.00	0.00	0.00	0.00	0.00	0.00
Fuel and Oil	10.54	9.90	9.99	9.62	10.23	9.48
Repairs	19.58	26.96	17.66	17.35	25.06	14.17
Custom Hire	3.15	5.98	2.12	3.15	5.83	1.34
Land Rent	0.00	0.00	0.00	68.02	65.38	62.18
Utilities	0.00	0.00	0.00	0.00	0.00	0.00
Marketing	0.29	0.93	0.07	0.24	0.99	0.03
Operating Interest	6.53	6.65	4.21	6.43	9.56	4.56
Miscellaneous	0.62	0.37	0.25	0.63	0.86	0.49
Total Direct Expenses	\$94.44	\$107.25	\$82.95	\$157.78	\$175.92	\$135.99
Return over Direct Expense	\$113.40	\$41.46	\$156.67	\$45.12	(\$8.25)	\$87.49
<b>Overhead Costs per Acre</b>						
Custom Hire	1.67	2.43	1.78	0.95	2.09	1.00
Hired Labor	6.14	2.07	8.05	4.79	3.27	4.01
Machinery & Building Leases	3.11	1.95	4.23	4.65	1.93	4.80
Real Estate Taxes	7.96	7.37	8.47	0.00	0.00	0.00
Farm Insurance	3.91	3.12	3.99	3.15	3.94	2.95
Utilities	3.03	2.98	3.22	2.40	2.70	2.22
Dues & Professional Fees	1.19	1.15	1.03	0.94	1.67	0.87
Interest: Interm/Lg Term Debt	37.45	32.80	33.66	5.22	5.54	3.75
Mach & Bldg Depreciation	19.66	21.37	19.15	15.68	16.03	16.68
Miscellaneous	4.23	4.72	3.60	3.55	3.14	2.51
Total Overhead Expenses	\$88.35	\$79.96	\$87.18	\$41.33	\$40.31	\$38.79
Total Expenses	\$182.79	\$187.21	\$170.13	\$199.11	\$216.23	\$174.78
Net Return per Acre	\$25.05	(\$38.50)	\$69.49	\$3.79	(\$48.56)	\$48.70
Direct Expense per unit	\$2.34	\$3.94	\$1.78	\$4.02	\$5.52	\$3.15
Total Expense per unit	\$4.54	\$6.88	\$3.66	\$5.08	\$6.79	\$4.05
Net Return per Unit	\$0.62	(\$1.41)	\$1.49	\$0.10	(\$1.52)	\$1.13
Break Even Yield per Acre	36.20	37.07	33.69	39.43	42.82	34.61
Estimated Labor Hours per Acre	2.65	3.08	2.53	2.11	2.29	2.21
Labor & Mgmt Charge per Acre	\$20.33	\$25.64	\$20.56	\$17.12	\$16.81	\$19.94
Net Return over Labor & Mgmt	\$4.72	(\$64.14)	\$48.93	(\$13.33)	(\$65.37)	\$28.76
Government Payments per Acre	\$28.76	\$23.84	\$32.47	\$28.50	\$23.92	\$28.61
Net Return with Govt Payments	\$33.48	(\$40.30)	\$81.40	\$15.17	(\$41.45)	\$57.37

Net Return Per Acre (owned)			
Year	Gr. Return	T. Costs	Net Return
92 *	\$152	\$155	(\$3)
93 *	\$142	\$155	(\$13)
94 *	\$200	\$162	\$38
95	\$220	\$157	\$63
96	\$227	\$177	\$50
97	\$255	\$187	\$68
98	\$221	\$188	\$33
99	\$222	\$173	\$49
00	\$212	\$178	\$34
01	\$208	\$183	\$25

\* Prior to 1995 data included all acres.





# Oats - 2001

MnSCU West Central FBM 2001

Owened Average	Rented Average
21	13

Acres	25.1	24.7
Yield per Acre	58.1	54.7
Operators Share of Yield %	100	100
Value per Unit	\$0.84	\$0.80
Crop Product Return Per Acre	\$48.79	\$43.74
Miscellaneous Income per Acre	\$35.74	\$37.98
Gross Return per Acre	\$84.53	\$81.72

## Direct Expense Per Acre

Seed	7.18	9.19
Fertilizer	7.59	11.72
Chemicals	4.10	0.71
Crop Insurance	1.74	0.59
Drying Fuel	0.00	0.00
Fuel and Oil	8.45	8.00
Repairs	14.11	15.73
Custom Hire	4.09	1.65
Machinery and Bldg Leases	0.15	0.00
Land Rent	0.00	60.86
Utilities	0.00	0.00
Marketing	0.00	0.00
Operating Interest	0.57	1.52
Miscellaneous	0.42	0.86
Total Direct Expenses	\$48.40	\$110.83
Return over Direct Expense	\$36.13	(\$29.11)

## Overhead Costs per Acre

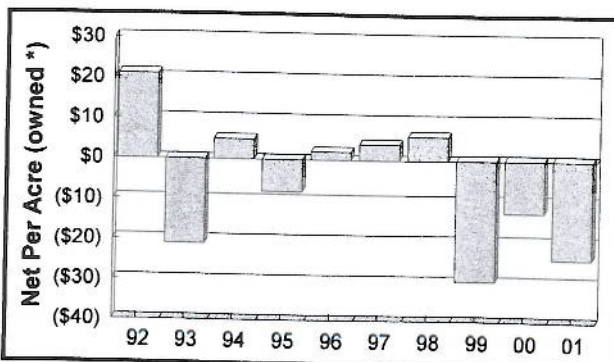
Custom Hire	0.98	2.17
Hired Labor	3.98	1.85
Machinery & Building Leases	3.98	1.53
Real Estate Taxes	5.81	0.00
Farm Insurance	2.30	1.77
Utilities	1.71	2.18
Dues & Professional Fees	0.00	0.00
Interest: Interm/Lg Term Debt	20.08	4.46
Mach & Bldg Depreciation	18.71	14.70
Miscellaneous	2.91	1.86
Total Overhead Expenses	\$60.46	\$30.52
Total Expenses	\$108.86	\$141.35

## Net Return per Acre

Direct Expense per unit	\$0.83	\$2.03
Total Expense per unit	\$1.87	\$2.59
Net Return per Unit	(\$0.42)	(\$1.09)
Break Even Yield per Acre	129.60	176.69
Estimated Labor Hours per Acre	2.93	1.41
Labor & Mgmt Charge per Acre	\$17.18	\$9.27
Net Return over Labor & Mgmt	(\$41.51)	(\$68.90)
Government Payments per Acre	\$12.74	\$10.60
Net Return with Govt Payments	(\$28.77)	(\$58.30)

Net Return Per Acre (owned)			
Year	Gr. Return	T. Costs	Net Return
92 *	\$122	\$101	\$21
93 *	\$81	\$102	(\$21)
94 *	\$106	\$101	\$5
95	\$96	\$104	(\$8)
96	\$108	\$106	\$2
97	\$114	\$110	\$4
98	\$131	\$125	\$6
99	\$84	\$114	(\$30)
00	\$112	\$125	(\$13)
01	\$85	\$109	(\$24)

\* Prior to 1995 data included all acres.



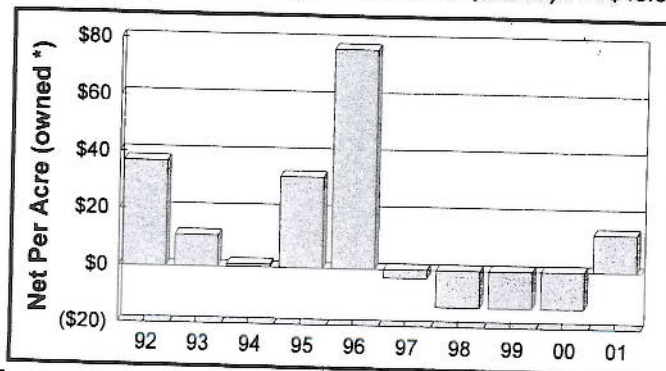
# Wheat - 2001

MnSCU West Central FBM 2001

	OWNED			RENTED		
	Average	Low	High	Average	Low	High
	68	12	12	115	23	23
Acres	68.6	37.7	52.0	84.9	98.7	51.8
Yield per Acre	57.2	40.8	63.0	52.9	43.1	61.2
Operators Share of Yield %	100	100	100	100	100	100
Value per Unit	\$2.97	\$2.93	\$3.09	\$2.96	\$2.94	\$2.95
Crop Product Return Per Acre	\$169.79	\$119.54	\$194.55	\$156.61	\$126.74	\$180.60
Miscellaneous Income per Acre	\$6.13	\$9.70	\$17.44	\$3.17	\$4.57	\$8.24
Gross Return per Acre	\$175.92	\$129.24	\$211.99	\$159.78	\$131.31	\$188.84
<b>Direct Expense Per Acre</b>						
Seed	10.58	10.34	10.08	10.71	10.71	9.36
Fertilizer	31.21	31.58	27.50	31.83	33.32	28.30
Chemicals	8.47	9.58	7.50	9.46	8.90	6.22
Crop Insurance	5.19	4.50	3.87	5.26	6.18	3.54
Drying Fuel	0.00	0.00	0.00	0.00	0.00	0.00
Fuel and Oil	8.26	9.03	7.09	7.11	7.91	6.67
Repairs	15.43	20.76	14.87	12.62	14.74	11.92
Custom Hire	3.85	3.64	2.82	4.99	13.44	1.26
Machinery and Bldg Leases	0.00	0.00	0.00	0.00	0.00	0.00
Land Rent	0.00	0.00	0.00	59.03	63.64	57.05
Marketing	0.00	0.00	0.00	0.00	0.00	0.00
Operating Interest	4.97	4.06	5.14	4.35	7.72	2.94
Miscellaneous	1.11	0.30	0.18	0.85	0.64	0.18
Total Direct Expenses	\$89.07	\$93.79	\$79.05	\$146.21	\$167.20	\$127.44
Return over Direct Expense	\$86.85	\$35.45	\$132.94	\$13.57	(\$35.89)	\$61.40
<b>Overhead Costs per Acre</b>						
Custom Hire	1.42	2.48	1.34	0.63	0.37	1.01
Hired Labor	3.82	1.28	8.86	3.03	0.52	2.78
Machinery & Building Leases	0.72	0.21	0.90	2.57	6.46	0.91
Real Estate Taxes	7.42	8.13	6.37	0.00	0.00	0.00
Farm Insurance	3.36	2.97	2.60	2.08	2.10	1.97
Utilities	2.02	2.34	2.77	1.58	1.65	1.21
Dues & Professional Fees	1.07	0.93	1.17	0.67	0.65	0.80
Interest: Interm/Lg Term Debt	35.75	34.67	28.35	3.61	2.55	5.04
Mach & Bldg Depreciation	15.05	10.37	10.93	9.18	5.56	11.04
Miscellaneous	2.88	2.72	3.63	2.02	2.36	1.81
Total Overhead Expenses	\$73.51	\$66.10	\$66.92	\$25.37	\$22.22	\$26.57
Total Expenses	\$162.58	\$159.89	\$145.97	\$171.58	\$189.42	\$154.01
Net Return per Acre	\$13.34	(\$30.65)	\$66.02	(\$11.80)	(\$58.11)	\$34.83
Direct Expense per unit	\$1.56	\$2.30	\$1.26	\$2.76	\$3.88	\$2.08
Total Expense per unit	\$2.84	\$3.92	\$2.32	\$3.24	\$4.39	\$2.52
Net Return per Unit	\$0.23	(\$0.75)	\$1.05	(\$0.22)	(\$1.35)	\$0.57
Break Even Yield per Acre	54.74	54.57	47.24	57.97	64.43	52.21
Estimated Labor Hours per Acre	2.01	2.19	1.81	1.75	1.83	2.10
Labor & Mgmt Charge per Acre	\$13.30	\$23.03	\$12.09	\$12.49	\$8.52	\$15.36
Net Return over Labor & Mgmt	\$0.04	(\$53.68)	\$53.93	(\$24.29)	(\$66.63)	\$19.47
Government Payments per Acre	\$26.79	\$25.72	\$30.03	\$24.86	\$23.68	\$27.06
Net Return with Govt Payments	\$26.83	(\$27.96)	\$83.96	\$0.57	(\$42.95)	\$46.53

Net Return Per Acre (owned)			
Year	Gr. Return	T. Costs	Net Return
92 *	\$167	\$130	\$37
93 *	\$138	\$127	\$11
94 *	\$137	\$136	\$1
95	\$171	\$139	\$32
96	\$229	\$152	\$77
97	\$149	\$152	(\$3)
98	\$149	\$162	(\$13)
99	\$137	\$150	(\$13)
00	\$112	\$125	(\$13)
01	\$176	\$163	\$13

\* Prior to 1995 data included all acres.





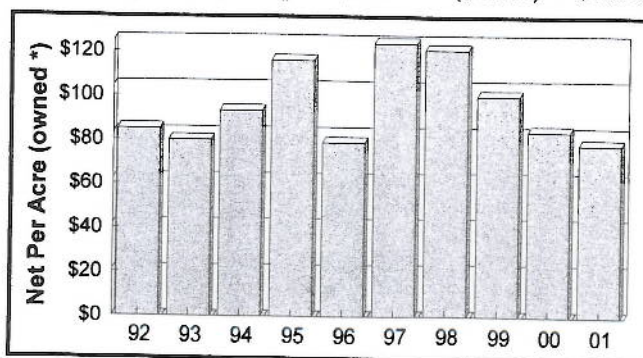
# **Alfalfa Hay - 2001**

MnSCU West Central FBM 2001

	OWNED			RENTED		
	Average	Low	High	Average	Low	High
	141	27	27	131	26	26
Acres	46.1	39.9	51.5	43.9	40.9	46.1
Yield per Acre	3.6	2.3	4.7	3.8	2.9	4.8
Operators Share of Yield %	100	100	100	100	100	100
Value per Unit	\$78.26	\$72.64	\$85.81	\$77.13	\$72.51	\$85.81
Crop Product Return Per Acre	\$284.87	\$169.25	\$405.02	\$290.78	\$213.18	\$415.32
Miscellaneous Income per Acre	\$0.38	\$1.44	\$0.00	\$0.82	\$0.44	\$3.43
Gross Return per Acre	\$285.25	\$170.69	\$405.02	\$291.60	\$213.62	\$418.75
<b>Direct Expense Per Acre</b>						
Seed	6.68	6.06	6.06	6.67	3.92	3.75
Fertilizer	15.82	19.70	12.15	20.02	34.71	22.50
Chemicals	0.92	0.00	1.46	1.37	2.83	3.04
Crop Insurance	1.49	1.46	2.23	1.16	0.27	2.61
Drying Fuel	0.00	0.00	0.00	0.00	0.00	0.00
Fuel and Oil	15.58	18.01	18.96	16.06	18.51	19.65
Repairs	33.57	44.73	34.92	31.74	34.48	36.69
Custom Hire	9.23	12.12	4.88	14.19	19.02	9.71
Special Hired Labor	0.00	0.00	0.00	0.00	0.00	0.00
Machinery and Bldg Leases	0.00	0.00	0.00	0.11	0.00	0.56
Land Rent	0.00	0.00	0.00	60.08	57.10	65.89
Utilities	0.00	0.00	0.00	0.00	0.00	0.00
Marketing	0.00	0.00	0.00	0.00	0.00	0.00
Operating Interest	3.65	4.79	4.70	4.58	4.16	6.40
Miscellaneous	2.27	2.03	3.10	1.23	1.35	2.37
Total Direct Expenses	\$89.21	\$108.90	\$88.46	\$157.21	\$176.35	\$173.17
Return over Direct Expense	\$196.04	\$61.79	\$316.56	\$134.39	\$37.27	\$245.58
<b>Overhead Costs per Acre</b>						
Custom Hire	5.60	2.42	9.00	2.67	5.23	1.09
Hired Labor	10.11	5.55	18.39	9.20	9.29	8.84
Machinery & Building Leases	3.09	0.50	3.95	3.33	4.21	3.77
Real Estate Taxes	6.43	7.80	6.81	0.00	0.00	0.00
Farm Insurance	5.34	5.92	6.12	4.88	4.92	6.48
Utilities	4.26	4.53	4.82	3.58	2.46	4.52
Dues & Professional Fees	0.63	0.78	0.47	0.89	0.85	0.35
Interest: Interim/Lg Term Debt	39.84	29.93	46.20	10.67	8.36	14.71
Mach & Bldg Depreciation	35.47	37.52	37.83	27.75	24.93	27.86
Miscellaneous	7.15	4.95	13.26	7.90	5.27	19.91
Total Overhead Expenses	\$117.92	\$99.90	\$146.85	\$70.87	\$65.52	\$87.53
Total Expenses	\$207.13	\$208.80	\$235.31	\$228.08	\$241.87	\$260.70
<b>Net Return per Acre</b>	<b>\$78.12</b>	<b>(\$38.11)</b>	<b>\$169.71</b>	<b>\$63.52</b>	<b>(\$28.25)</b>	<b>\$158.05</b>
Direct Expense per ton	\$24.51	\$46.74	\$18.74	\$41.70	\$59.98	\$35.78
Total Expense per ton	\$56.90	\$89.61	\$49.85	\$60.50	\$82.27	\$53.86
Net Return per ton	\$21.46	(\$16.36)	\$35.96	\$16.85	(\$9.61)	\$32.66
Break Even Yield per Acre	2.65	2.87	2.74	2.96	3.34	3.04
Estimated Labor Hours per Acre	4.82	5.99	5.73	4.07	5.31	3.96
Labor & Mgmt Charge per Acre	\$30.11	\$32.21	\$35.47	\$27.37	\$42.17	\$27.58
Net Return over Labor & Mgmt	\$48.01	(\$70.32)	\$134.24	\$36.15	(\$70.42)	\$130.47
Government Payments per Acre	\$16.67	\$14.65	\$21.80	\$19.36	\$24.79	\$25.37
Net Return with Govt Payments	\$64.68	(\$55.67)	\$156.04	\$55.51	(\$45.63)	\$155.84

Net Return Per Acre (owned)			
Year	Gr. Return	T. Costs	Net Return
92 *	\$249	\$164	\$85
93 *	\$246	\$166	\$80
94 *	\$268	\$175	\$93
95	\$290	\$174	\$116
96	\$255	\$176	\$79
97	\$316	\$192	\$124
98	\$324	\$203	\$121
99	\$311	\$211	\$100
00	\$285	\$201	\$84
01	\$285	\$207	\$78

\* Prior to 1995 data included all acres.





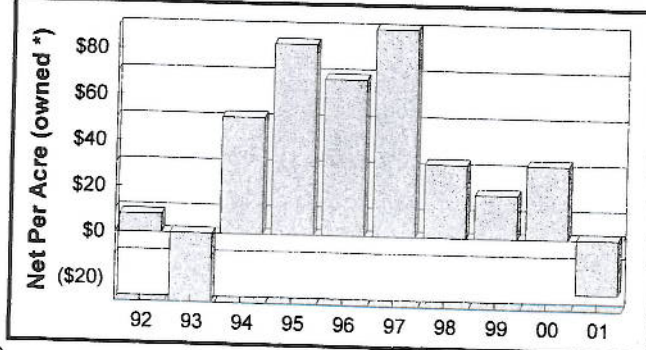
# Corn Silage - 2001

MnSCU West Central FBM 2001

	OWNED			RENTED		
	Average	Low	High	Average	Low	High
	109	22	22	78	22	22
Acres	39.0	42.4	36.3	43.2	32.0	47.5
Yield per Acre	15.4	10.1	20.1	14.5	9.8	20.6
Operators Share of Yield %	100	100	100	100	100	100
Value per Unit	\$17.00	\$17.00	\$17.00	\$17.00	\$17.00	\$17.00
Crop Product Return Per Acre	\$262.31	\$171.19	\$342.21	\$246.50	\$166.43	\$349.35
Miscellaneous Income per Acre	\$9.17	\$16.71	\$7.98	\$19.87	\$25.43	\$4.25
Gross Return per Acre	\$271.48	\$187.90	\$350.19	\$266.37	\$191.86	\$353.60
<b>Direct Expense Per Acre</b>						
Seed	30.96	27.41	30.45	32.58	33.61	32.36
Fertilizer	30.89	30.74	30.58	35.72	31.41	36.45
Chemicals	30.63	33.93	27.28	28.69	32.62	23.01
Crop Insurance	5.58	5.81	5.59	5.57	8.88	5.85
Drying Fuel	0.00	0.00	0.00	0.00	0.00	0.00
Fuel and Oil	16.77	14.45	16.99	15.88	21.41	10.36
Repairs	37.54	39.30	31.19	38.21	45.74	24.14
Custom Hire	9.72	21.76	8.03	18.32	36.10	3.39
Special Hired Labor	0.00	0.00	0.00	0.00	0.00	0.00
Machinery and Bldg Leases	0.00	0.00	0.00	0.00	0.00	0.00
Land Rent	0.00	0.00	0.00	57.27	55.74	67.74
Utilities	0.00	0.00	0.00	0.00	0.00	0.00
Marketing	0.00	0.00	0.00	0.00	0.00	0.00
Operating Interest	3.72	4.79	3.90	3.00	3.84	3.74
Miscellaneous	3.17	3.87	0.69	2.51	9.46	0.11
Total Direct Expenses	\$168.98	\$182.06	\$154.70	\$237.75	\$278.81	\$207.15
Return over Direct Expense	\$102.50	\$5.84	\$195.49	\$28.62	(\$86.95)	\$146.45
<b>Overhead Costs per Acre</b>						
Custom Hire	7.04	5.70	5.45	4.75	3.12	1.64
Hired Labor	12.87	11.20	19.33	12.95	21.39	12.42
Machinery & Building Leases	3.13	2.59	1.41	3.77	3.83	2.00
Real Estate Taxes	5.96	5.11	5.76	0.00	0.00	0.00
Farm Insurance	5.87	5.46	5.47	4.60	4.52	3.20
Utilities	4.28	5.82	4.19	3.56	3.95	2.77
Dues & Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00
Interest: Interim/Lg Term Debt	40.26	47.80	31.80	8.88	9.96	8.72
Mach & Bldg Depreciation	39.89	35.72	43.01	33.11	51.04	18.32
Miscellaneous	7.06	6.41	8.24	6.15	9.02	6.14
Total Overhead Expenses	\$126.36	\$125.81	\$124.66	\$77.77	\$106.83	\$55.21
Total Expenses	\$295.34	\$307.87	\$279.36	\$315.52	\$385.64	\$262.36
<b>Net Return per Acre</b>	<b>(\$23.86)</b>	<b>(\$119.97)</b>	<b>\$70.83</b>	<b>(\$49.15)</b>	<b>(\$193.78)</b>	<b>\$91.24</b>
Direct Expense per unit	\$10.95	\$18.08	\$7.69	\$16.40	\$28.48	\$10.08
Total Expense per unit	\$19.14	\$30.57	\$13.88	\$21.76	\$39.39	\$12.77
Net Return per Unit	(\$1.55)	(\$11.91)	\$3.52	(\$3.39)	(\$19.79)	\$4.44
Break Even Yield per Acre	17.37	18.11	16.43	18.56	22.68	15.43
Estimated Labor Hours per Acre	5.36	7.47	3.97	4.64	5.87	3.48
Labor & Mgmt Charge per Acre	\$30.41	\$40.80	\$20.94	\$38.92	\$56.17	\$25.06
Net Return over Labor & Mgmt	(\$54.27)	(\$160.77)	\$49.89	(\$88.07)	(\$249.95)	\$66.18
Government Payments	\$25.82	\$19.19	\$30.63	\$25.25	\$26.65	\$32.02
Net Return with Govt Payments	(\$28.45)	(\$141.58)	\$80.52	(\$62.82)	(\$223.30)	\$98.20

Net Return Per Acre (owned)			
Year	Gr. Return	T. Costs	Net Return
92 *	\$205	\$197	\$8
93 *	\$181	\$213	(\$32)
94 *	\$286	\$235	\$51
95	\$314	\$231	\$83
96	\$308	\$240	\$68
97	\$351	\$260	\$91
98	\$320	\$288	\$32
99	\$304	\$285	\$19
00	\$321	\$289	\$32
01	\$271	\$295	(\$24)

\* Prior to 1995 data included all acres.





# Other Crops - 2001

MnSCU West Central FBM 2001

	CRP Own Avg	Sugar B. Rent Avg	Oatlage Own Avg	Navy Beans Rent Avg	Barley Own Avg
	45	6	5	4	8
Acres	40.2	211.8	21.8	90.4	23.3
Yield per Acre	1.0	20.4	3.8	12.1	65.8
Operators Share of Yield %	100	100	100	100	100
Value per Unit	\$74.06	\$30.61	\$15.45	\$17.76	\$1.44
Crop Product Return Per Acre	\$74.06	\$624.44	\$59.33	\$214.01	\$94.77
Miscellaneous Income per Acre	\$9.74	\$10.31	\$1.84	\$14.14	\$68.14
Gross Return per Acre	\$83.80	\$634.75	\$61.17	\$228.15	\$162.91

## Direct Expense Per Acre

Seed	2.69	52.92	4.78	32.89	9.39
Fertilizer	0.00	31.43	9.70	41.58	14.10
Chemicals	0.00	125.81	0.00	55.16	4.04
Crop Insurance	0.00	18.02	0.70	16.36	2.77
Drying Fuel	0.00	0.00	0.00	0.00	0.00
Fuel and Oil	2.35	20.95	9.22	12.29	7.73
Repairs	3.89	31.37	27.53	17.41	19.48
Custom Hire	1.74	44.84	1.04	11.66	0.81
Special Hired Labor	0.00	10.53	0.00	0.00	0.00
Machinery and Bldg Leases	0.00	0.52	0.00	0.00	0.00
Land Rent	0.00	87.06	0.00	66.92	0.00
Operating Interest	1.08	22.57	4.04	21.21	0.40
Miscellaneous	0.32	23.69	1.87	0.00	3.92
Total Direct Expenses	\$12.07	\$469.71	\$58.88	\$275.48	\$62.64
Return over Direct Expense	\$71.73	\$165.04	\$2.29	(\$47.33)	\$100.27

## Overhead Costs per Acre

Custom Hire	0.12	24.13	0.00	0.69	0.00
Hired Labor	0.86	20.88	5.08	3.62	6.62
Machinery & Building Leases	0.44	3.19	0.00	2.51	9.24
Real Estate Taxes	7.57	0.00	3.79	0.00	4.78
Farm Insurance	0.84	4.97	3.04	1.68	3.00
Utilities	0.64	3.39	0.71	1.85	2.17
Dues & Professional Fees	0.31	0.25	0.00	0.82	0.00
Interest: Interm/Lg Term Debt	20.21	23.38	25.21	0.85	28.59
Mach & Bldg Depreciation	3.93	18.23	18.32	12.96	23.12
Miscellaneous	0.92	8.43	3.36	18.90	3.46
Total Overhead Expenses	\$35.84	\$106.85	\$59.51	\$43.88	\$80.98
Total Expenses	\$47.91	\$576.56	\$118.39	\$319.36	\$143.62

Net Return per Acre	\$35.89	\$58.19	(\$57.22)	(\$91.21)	\$19.29
Direct Expense per unit	\$12.07	\$23.03	\$15.33	\$22.86	\$0.95
Total Expense per unit	\$47.91	\$28.26	\$30.83	\$26.50	\$2.18
Net Return per Unit	\$35.89	\$2.85	(\$14.90)	(\$7.57)	\$0.29
Break Even Yield per Acre	0.65	18.84	7.66	17.98	99.74
Estimated Labor Hours per Acre	0.47	4.78	1.90	3.01	4.06
Labor & Mgmt Charge per Acre	\$5.16	\$37.10	\$12.06	\$18.46	\$15.27
Net Return over Labor & Mgmt	\$30.73	\$21.09	(\$69.28)	(\$109.67)	\$4.02
Government Payments per Acre	\$0.00	\$36.02	\$21.30	\$31.59	\$6.61
Net Return with Govt Payments	\$30.73	\$57.11	(\$47.98)	(\$78.08)	\$10.63

Net Return Per Acre					
Year	CRP	Sugar B.	Oatlage	Navy Beans	Barley
92*			(\$63)		\$18
93*			(\$5)	(\$9)	(\$6)
94*				\$180	
95		(\$20)	(\$34)	\$24	\$39
96		\$215	\$3	\$130	\$8
97		\$129	(\$45)	\$100	(\$2)
98		\$103	(\$52)	\$100	(\$31)
99		\$71	(\$52)	\$100	(\$31)
00		(\$106)	\$11	(\$9)	(\$27)
01	\$36	\$58	(\$57)	(\$91)	\$19

\*data prior to 1995 included all acres

Remove Page

<b>Special Sort-2001</b> MN AVG-Corn	MN Corn Own Avg	22" Rows Own Avg	Sat. Grid Own Avg	Min. Till Own Avg	Ridge Till Own Avg	Roundup Own Avg.
	1222	26	11	110	8	21

Acres	97.4	117.3	78.3	113.6	113.7	104.3
Yield per Acre	133.0	136.1	113.0	138.4	117.1	132.7
Operators Share of Yield %	100	100	100	100	100	100
Value per Unit	\$1.75	\$1.75	\$1.75	\$1.75	\$1.75	\$1.75
Crop Product Return Per Acre	\$232.77	\$238.16	\$197.79	\$242.25	\$204.84	\$232.26
Miscellaneous Income per Acre	\$11.58	\$7.94	\$37.35	\$11.31	\$15.42	\$21.78
Gross Return per Acre	\$244.35	\$246.10	\$235.14	\$253.56	\$220.26	\$254.04

#### **Direct Expense Per Acre**

Seed	35.74	36.52	31.10	35.30	39.75	37.41
Fertilizer	47.91	43.04	50.62	49.59	53.16	54.08
Chemicals	26.75	23.43	26.46	30.77	21.83	17.34
Crop Insurance	7.50	11.05	10.90	8.40	5.52	8.64
Drying Fuel	9.22	8.44	10.72	11.36	7.62	3.82
Fuel and Oil	12.00	12.85	10.35	10.90	8.77	10.19
Repairs	24.78	25.90	20.93	23.80	24.74	21.87
Custom Hire	5.10	4.61	5.36	7.59	4.46	5.37
Special Hired Labor	0.00	0.00	0.00	0.00	0.00	0.00
Machinery and Bldg Leases	0.67	0.00	0.00	1.03	0.00	0.00
Utilities	0.00	0.00	0.00	0.00	0.39	0.00
Marketing	0.86	0.00	0.23	1.18	0.00	0.00
Operating Interest	8.75	7.86	7.93	11.39	6.82	11.53
Miscellaneous	1.33	0.78	3.66	1.76	1.32	1.45
Total Direct Expenses	\$180.61	\$174.48	\$178.26	\$193.07	\$174.38	\$171.70
Return over Direct Expense	\$63.74	\$71.62	\$56.88	\$60.49	\$45.88	\$82.34

#### **Overhead Costs per Acre**

Custom Hire	2.50	1.14	2.43	2.47	1.75	3.20
Hired Labor	7.19	12.03	2.71	7.73	1.49	4.18
Machinery & Building Leases	3.52	11.58	9.66	3.13	0.80	3.44
Real Estate Taxes	12.04	8.96	10.36	13.59	8.64	11.00
Farm Insurance	4.14	4.19	3.28	4.01	3.07	3.69
Utilities	3.37	3.49	3.14	3.03	1.74	3.46
Dues & Professional Fees	0.97	2.26	1.04	0.45	0.00	0.00
Interest: Interm/Lg Term Deb	46.44	44.36	46.72	51.65	41.24	47.07
Mach & Bldg Depreciation	25.37	20.47	30.30	25.52	17.84	19.33
Miscellaneous	4.70	6.81	4.31	5.31	4.00	4.89
Total Overhead Expenses	\$110.24	\$115.29	\$113.95	\$116.89	\$80.57	\$100.26
Total Expenses	\$290.85	\$289.77	\$292.21	\$309.96	\$254.95	\$271.96

<b>Net Return per Acre</b>	<b>(\$46.50)</b>	<b>(\$43.67)</b>	<b>(\$57.08)</b>	<b>(\$56.40)</b>	<b>(\$34.69)</b>	<b>(\$17.92)</b>
Direct Expense per unit	\$1.36	\$1.28	\$1.58	\$1.39	\$1.49	\$1.29
Total Expense per unit	\$2.19	\$2.13	\$2.59	\$2.24	\$2.18	\$2.05
Net Return per Unit	(\$0.35)	(\$0.32)	(\$0.50)	(\$0.41)	(\$0.30)	(\$0.14)
Break Even Yield per Acre	166.20	165.58	166.98	177.12	145.69	155.41
Estimated Labor Hours per Acre	2.93	2.97	3.09	2.54	2.62	2.29
Labor & Mgmt Charge per Acre	\$28.85	\$24.51	\$21.52	\$31.34	\$29.73	\$29.47
Net Return over Labor & Mgmt	(\$75.35)	(\$68.18)	(\$78.60)	(\$87.74)	(\$64.42)	(\$47.39)
Government Payments per Acre	\$34.36	\$28.34	\$30.48	\$37.39	\$32.94	\$30.25
Net Return over Labor & Mgmt	(\$40.99)	(\$39.84)	(\$48.12)	(\$50.35)	(\$31.48)	(\$17.14)

<b>Net Return Per Acre</b>						
<b>Enterprise History</b>						
Year	MN Corn	22" rows	Sat Grid	Min. Till	Ridge Till	Roundup
00	(\$13)	\$14	(\$23)	(\$15)	(\$16)	\$9
01	(\$47)	(\$44)	(\$57)	(\$56)	(\$35)	(\$18)



**Special Sort-2001**  
MN AVG-Soybeans

All MN Soy Own Avg	22" Rows Own Avg	Drill Row Own Avg	Sat. Grid Own Avg	Min. Till Own Avg	Ridge Till Own Avg	No Till Own Avg	Roundup Own Avg
1217	19	144	9	122	7	14	259

Acres	110.8	126.0	106.0	81.0	107.9	125.1	132.8	117.5
Yield per Acre	39.2	38.1	40.1	40.2	40.4	36.4	35.3	38.4
Operators Share of Yield %	100	100	100	100	100	100	100	100
Value per Unit	\$5.05	\$5.05	\$5.05	\$5.05	\$5.05	\$5.05	\$5.05	\$5.05
Crop Product Return Per Acre	\$197.81	\$192.20	\$202.51	\$203.01	\$203.82	\$183.77	\$178.37	\$194.07
Misc. Income per Acre	\$9.17	\$12.32	\$12.81	\$23.86	\$12.79	\$19.66	\$20.71	\$12.72
Gross Return per Acre	\$206.98	\$204.52	\$215.32	\$226.87	\$216.61	\$203.43	\$199.08	\$206.79

**Direct Expense Per Acre**

Seed	21.53	24.17	23.90	21.15	21.11	22.33	28.33	25.74
Fertilizer	3.58	2.01	3.89	7.71	1.14	2.17	3.08	2.90
Chemicals	18.77	13.89	19.09	17.94	19.75	21.40	20.77	16.32
Crop Insurance	8.51	13.00	9.07	12.74	10.08	12.80	6.87	9.08
Fuel and Oil	9.51	9.34	9.94	8.53	8.89	8.44	7.28	8.92
Repairs	19.00	19.94	19.71	19.11	19.93	23.95	17.72	18.12
Custom Hire	3.30	4.17	4.78	0.00	4.31	6.50	7.35	3.26
Special Hired Labor	0.00	6.48	0.00	0.00	0.00	0.00	0.00	0.00
Machinery and Bldg Leases	0.40	0.00	0.00	0.00	0.66	0.00	0.42	0.00
Utilities	0.00	0.00	0.00	0.00	0.00	0.35	0.00	0.00
Marketing	0.57	0.00	0.48	0.00	0.00	0.00	0.88	0.50
Operating Interest	7.00	0.00	7.03	6.46	8.98	6.10	4.93	6.73
Miscellaneous	0.97	0.81	1.40	2.35	1.56	1.04	0.56	1.09
Total Direct Expenses	\$93.14	\$93.81	\$99.29	\$95.99	\$96.41	\$105.08	\$98.19	\$92.66
Return over Direct Expense	\$113.84	\$110.71	\$116.03	\$130.88	\$120.20	\$98.35	\$100.89	\$114.13

**Overhead Costs per Acre**

Custom Hire	1.77	1.17	2.05	1.74	2.41	1.08	2.62	1.83
Hired Labor	4.99	10.87	5.57	0.54	6.63	1.40	7.13	5.53
Machinery & Building Leases	2.65	5.71	1.83	3.58	3.65	0.00	1.50	2.25
Real Estate Taxes	11.50	9.20	10.59	11.80	13.73	9.48	13.74	10.66
Farm Insurance	3.54	3.28	3.75	1.43	3.33	3.38	4.73	3.51
Utilities	2.66	2.71	2.76	1.41	2.43	1.60	2.95	2.54
Dues & Professional Fees	0.91	1.08	0.89	0.00	0.57	0.00	0.43	0.91
Interest: Interm/Lg Term Deb	42.80	38.07	43.88	36.21	53.36	39.81	36.01	46.27
Mach & Bldg Depreciation	19.35	17.82	19.81	17.88	23.53	17.26	20.36	20.76
Miscellaneous	4.03	3.06	3.54	2.63	4.05	4.66	3.81	3.90
Total Overhead Expenses	\$94.20	\$92.97	\$94.67	\$77.22	\$113.69	\$78.67	\$93.28	\$98.16
Total Expenses	\$187.34	\$186.78	\$193.96	\$173.21	\$210.10	\$183.75	\$191.47	\$190.82

<b>Net Return per Acre</b>	<b>\$19.64</b>	<b>\$17.74</b>	<b>\$21.36</b>	<b>\$53.66</b>	<b>\$6.51</b>	<b>\$19.68</b>	<b>\$7.61</b>	<b>\$15.97</b>
Direct Expense per unit	\$2.38	\$2.46	\$2.48	\$2.39	\$2.39	\$2.89	\$2.78	\$2.41
Total Expense per unit	\$4.78	\$4.91	\$4.84	\$4.31	\$5.21	\$5.05	\$5.42	\$4.97
Net Return per Unit	\$0.50	\$0.47	\$0.53	\$1.33	\$0.16	\$0.54	\$0.22	\$0.42
Break Even Yield per Acre	37.10	36.99	38.41	34.30	41.60	36.39	37.91	37.79
Estimated Labor Hours per Acre	2.15	2.33	2.54	1.96	2.19	2.11	1.46	2.17
Labor & Mgmt Charge per Acre	\$22.38	\$19.52	\$22.19	\$15.53	\$25.75	\$26.86	\$25.76	\$22.76
Net Return over Labor & Mgmt	(\$2.74)	(\$1.78)	(\$0.84)	\$38.13	(\$19.24)	(\$7.18)	(\$18.15)	(\$6.79)
Government Payments per Acre	\$32.07	\$29.19	\$28.28	\$34.73	\$35.05	\$35.65	\$27.07	\$30.27
Net Return over Labor & Mgmt	\$29.33	\$27.41	\$27.45	\$72.86	\$15.81	\$28.47	\$8.92	\$23.48

**Net Return Per Acre**

**Enterprise History**

Year	MN Soy	22" Rows	Drill Row	Sat. Grid	Min Till	Ridge Till	No Till	Roundup
00	\$44	\$35	\$45	\$18	\$55	\$54	\$47	\$44
01	\$20	\$18	\$21	\$54	\$7	\$20	\$8	\$16

**Hogs, Contractee-2001**

MN AVG-Per Pig Space

54 Farms	Average
Quantity	/ Space

Total Production	35.80
Other Income	\$0.00
<b>Total Return</b>	<b>\$35.80</b>

**Direct Costs**

Veterinary	0.00
Supplies	1.34
Fuel and Oil	0.86
Repairs	1.89
Custom Hire	0.54
Hired Labor	
Machinery & Building Leases	0.85
Utilities	0.28
Livestock leases	0.47
Operating Interest	
<b>Total Direct Costs</b>	<b>\$6.23</b>
<b>Return to Direct Costs</b>	<b>\$29.57</b>

**Overhead Costs**

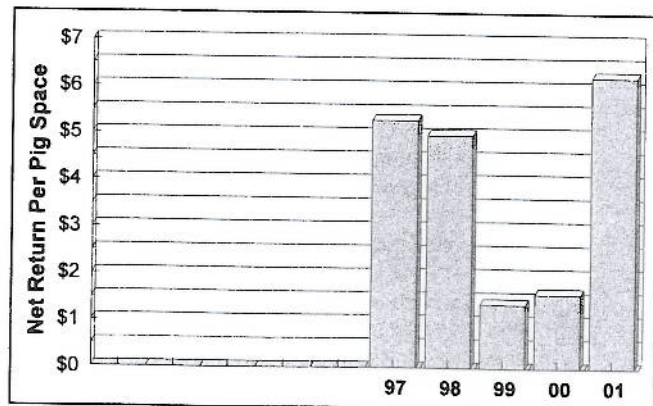
Hired Labor	0.65
Machinery & Building Leases	0.82
Real Estate Taxes	0.52
Farm Insurance	1.10
Utilities	1.17
Custom	0.20
Interest: Interm/Lg Term Debt	8.41
Mach & Bldg Depreciation	9.69
Miscellaneous	0.79
<b>Total Overhead Costs</b>	<b>\$23.35</b>
<b>Total Costs</b>	<b>\$29.58</b>

<b>Net Return</b>	<b>\$6.22</b>
Est. Labor Hours per Unit	0.39
Labor & Management Charge	\$4.20
Net Return over Lbr. & Mgt.	\$2.02

**Other Information**

Number of pigs	4608
Pigs per pig space (per year)	2.53
Pigs per 100 sq. ft. (per yr)	32.31
Net return per 100 sq. ft.	79.36
Net return per Labor hour	16.10
Square feet per pig space	7.84

Enterprise History			P.Space
Year	T. Return	T. Costs	Net Ret.
Data unavailable prior to 1997			
97	\$35.06	\$29.77	\$5.29
98	\$36.14	\$31.17	\$4.97
99	\$33.21	\$31.85	\$1.36
00	\$13.79	\$12.20	\$1.59
01	\$35.80	\$29.58	\$6.22



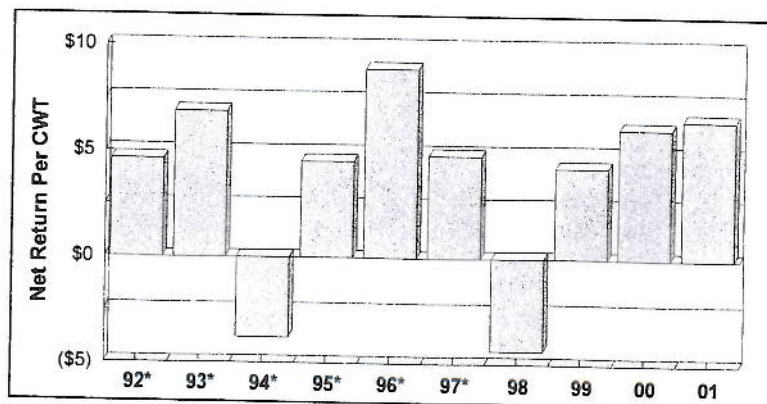


<b>Hogs, Farrow - Finish-01</b>	<b>56 Farms</b>	<b>Average</b>	<b>11 Farms</b>	<b>Low</b>	<b>11 Farms</b>	<b>High</b>
<b>MN AVG-Per Litter</b>	<b>Quantity</b>	<b>Per Litter</b>	<b>Quantity</b>	<b>Per Litter</b>	<b>Quantity</b>	<b>Per Litter</b>
Raised Hog Sales	1944.31	\$889.28	1775.66	\$786.25	2110.82	\$974.60
Transferred Out	1.81	\$1.33	0.00	\$0.00	0.00	\$0.00
Cull Sales	104.41	\$35.55	203.77	\$68.68	99.74	\$33.69
Butchered	3.89	\$1.87	5.82	\$2.38	0.76	\$0.49
Less Livestock Purchased	-31.75	(\$31.58)	-44.18	(\$51.83)	-29.45	(\$26.13)
Less Livestock Transferred In	-1.07	(\$1.41)	0.00	\$0.00	-0.69	(\$0.28)
Inventory Change	20.24	\$3.76	-154.95	(\$49.60)	-23.43	(\$22.60)
Total Production	2041.84	898.80	1786.12	755.88	2157.75	959.77
Other Income		\$0.17		\$0.00		\$0.00
<b>Total Return</b>		<b>\$898.97</b>		<b>\$755.88</b>		<b>\$959.77</b>
<b>Direct Costs</b>						
Corn (bushels)	61.44	97.87	92.48	158.26	34.66	43.39
Complete Ration	1579.84	103.19	660.08	106.11	2841.41	173.58
Protein, Vitamins, Minerals (lbs)	1644.65	203.82	980.06	160.37	1725.68	186.55
Other Feedstuffs	3.97	3.44	5.51	0.67	0.08	0.12
<b>Total Feed</b>		<b>\$408.32</b>		<b>\$425.41</b>		<b>\$403.64</b>
Breeding		10.90		9.06		15.82
Veterinary		29.97		28.73		28.14
Supplies & Misc.		15.92		6.76		14.79
Fuel and Oil		10.58		20.89		8.15
Repairs		26.17		38.75		24.00
Custom hire		4.95		3.78		6.31
Hired labor		9.04		1.99		12.36
Machinery & bldg leases		5.94		4.17		5.26
Livestock leases		11.35		53.63		6.10
Utilities		1.74		10.32		0.00
Marketing		6.06		14.29		4.74
Operating interest		5.77		4.25		4.78
Total Direct Costs		\$546.71		\$622.03		\$534.09
Return to Direct Costs		\$352.26		\$133.85		\$425.68
<b>Overhead Costs</b>						
Hired labor		49.48		11.13		73.92
Machinery & bldg leases		53.64		4.33		94.41
RE & pers. property taxes		3.15		4.76		2.86
Farm insurance		8.96		16.86		7.78
Utilities		21.02		11.99		24.46
Dues & professional fees						
Interest		34.12		20.76		39.17
Mach & bldg depreciation		37.46		45.06		32.79
Miscellaneous		10.70		14.58		12.23
Total Overhead Costs		\$218.53		\$129.47		\$287.62
Total Costs		\$765.24		\$751.50		\$821.71
<b>Net Return</b>		<b>\$133.73</b>		<b>\$4.38</b>		<b>\$138.06</b>
Est. Labor Hours per Unit		6.28		5.2		4.56
Labor & Management Charge		\$44.47		\$67.94		\$31.14
Net Return over Lbr. & Mgt.		\$89.26		(\$63.56)		\$106.92
<b>Other Information</b>						
Average Number of Sows		218.1		63.0		496.9
Litters Farrowed		433		119		1112
Litters per Sow		1.99		1.90		2.24
Litters per Crate		11.86		6.74		15.22
Pigs Born per Litter		10.08		9.33		10.59
Pigs Weaned per Litter		8.68		8.44		9.00
Pigs Weaned per Sow		17.19		15.48		20.16
Number Sold per Litter		7.84		7.06		8.53
Lbs of Feed / Lb of Gain		3.28		3.81		3.02
Feed Cost per CWT Gain		\$20.00		\$23.82		\$18.71
Feed Cost Per Litter		\$408.31		\$425.41		\$403.64
Avg Wgt/Raised Hog Sold		248		252		247
Avg Price per CWT		\$45.74		\$44.28		\$46.17

<b>Hogs, Farrow - Finish-01</b>		<b>56 Farms</b>	<b>Average</b>	<b>11 Farms</b>	<b>Low</b>	<b>11 Farms</b>	<b>High</b>
<b>MN AVG-Per CWT</b>		<b>Quantity</b>	<b>CWT</b>	<b>Quantity</b>	<b>CWT</b>	<b>Quantity</b>	<b>CWT</b>
Raised Hog Sales	95.22	\$43.55	99.41	\$44.02	97.83	\$45.17	
Transferred Out	0.09	\$0.07	0	\$0.00	0	\$0.00	
Cull Sales	5.11	\$1.74	11.41	\$3.85	4.62	\$1.56	
Butchered	0.19	\$0.09	0.33	\$0.13	0.04	\$0.02	
Less Livestock Purchased	-1.55	(\$1.55)	-2.47	(\$2.90)	-1.36	(\$1.21)	
Less Livestock Transferred In	-0.05	(\$0.07)	0	\$0.00	-0.03	(\$0.01)	
Inventory Change	0.99	\$0.18	-8.68	(\$2.78)	-1.09	(\$1.05)	
Total Production	100.00	\$44.01	100.00	\$42.32	100.01	\$44.48	
Other Income		\$0.01		\$0.00		\$0.00	
<b>Total Return</b>		<b>\$44.02</b>		<b>\$42.32</b>		<b>\$44.48</b>	
<b>Direct Costs</b>							
Corn (bushel)	3.01	4.79	5.18	8.86	1.61	2.01	
Complete Ration	77.37	5.05	36.96	5.94	131.68	8.04	
Protein Vit Minerals (lbs)	80.55	9.98	54.87	8.98	79.98	8.65	
Other feedstuffs	0.19	0.17	0.31	0.04	0.00	0.01	
<b>Total Feed</b>		<b>\$19.99</b>		<b>\$23.82</b>		<b>\$18.71</b>	
Breeding fees		0.53		0.51		0.73	
Veterinary		1.47		1.61		1.30	
Supplies & Misc.		0.78		0.38		0.69	
Fuel & oil		0.52		1.17		0.38	
Repairs		1.28		2.17		1.11	
Custom hire		0.24		0.21		0.29	
Hired labor		0.44		0.11		0.57	
Machinery & bldg leases		0.29		0.23		0.24	
Livestock leases		0.56		3.00		0.28	
Utilities		0.09		0.58		0.00	
Marketing		0.30		0.80		0.22	
Operating interest		0.28		0.24		0.22	
Total Direct Costs		\$26.77		\$34.83		\$24.74	
Return to Direct Costs		\$17.25		\$7.49		\$19.74	
<b>Overhead Costs</b>							
Hired Labor		2.42		0.62		3.43	
Machinery & Building Leases		2.63		0.24		4.38	
Real Estate Taxes		0.15		0.27		0.13	
Farm Insurance		0.44		0.94		0.36	
Utilities		1.03		0.67		1.13	
Interest: Interm/Lg Term Debt		1.67		1.16		1.82	
Mach & Bldg Depreciation		1.83		2.52		1.52	
Miscellaneous		0.52		0.82		0.57	
Total Overhead Costs		\$10.69		\$7.24		\$13.34	
Total Costs		\$37.46		\$42.07		\$38.08	
<b>Net Return</b>		<b>\$6.56</b>		<b>\$0.25</b>		<b>\$6.40</b>	
Est. Labor Hours per Unit		0.31		0.29		0.21	
Labor & Management Charge		2.18		3.80		1.44	
Net Return over Lbr. & Mgt.		\$4.38		(\$3.55)		\$4.96	

<b>Enterprise History</b>			<b>Per CWT</b>
<b>Year</b>	<b>T. Return</b>	<b>T. Costs</b>	<b>Net Ret.</b>
92*	\$43.23	\$38.61	\$4.62
93*	\$43.40	\$36.53	\$6.87
94*	\$37.69	\$41.49	(\$3.80)
95*	\$42.85	\$38.30	\$4.55
96*	\$55.72	\$46.83	\$8.89
97*	\$48.90	\$44.06	\$4.84
98	\$31.70	\$36.08	(\$4.38)
99	\$38.50	\$34.21	\$4.29
00	\$42.30	\$36.17	\$6.13
01	\$44.02	\$37.46	\$6.56

\*Regional data used prior to 1997



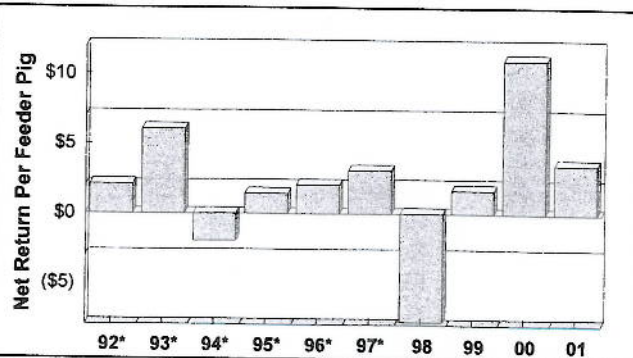


<b>Feeder Pig Prod.- 2001</b>	<b>18 Farms</b>	<b>Average</b>	<b>Weaning Pig</b>	<b>16 Farms</b>	<b>Average</b>
<b>MN AVG-Per Litter</b>	<b>Quantity</b>	<b>Per Litter</b>	<b>MN AVG-Per Litter</b>	<b>Quantity</b>	<b>Per Litter</b>
Feeder Pigs Sold (hd)	5.97	\$290.33		3.38	\$105.08
Transferred Out (hd)	3.27	\$154.56		5.41	\$154.70
Cull Sales (hd)	0.25	\$42.64		0.22	\$31.40
Butchered (hd)	0.00	\$0.27		0.00	\$0.09
Less Livestock Purchased (hd)	-1.07	(\$92.31)		-0.11	(\$27.51)
Less Livestock Transferred In (hd)	-0.07	(\$7.78)		-0.15	(\$26.44)
Inventory Change (hd)	-0.29	(\$7.48)		0.03	\$4.22
Total Production (hd)		\$380.23			\$241.54
Other Income		\$0.21			\$1.11
<b>Total Return</b>		<b>\$380.44</b>			<b>\$242.65</b>
<b>Direct Costs</b>					
Corn (bushels)	20.99	39.08		8.91	15.72
Protein, Vitamins, Minerals	628.33	83.69		115.05	17.28
Complete Ration	149.66	27.75		539.91	34.09
Other	1.22	0.92		2.84	1.40
<b>Total Feed</b>		<b>\$151.44</b>			<b>\$68.49</b>
Breeding		5.49			9.86
Veterinary		16.66			13.73
Supplies		9.28			5.55
Fuel and Oil		5.11			9.10
Repairs		14.04			12.65
Custom Hire					1.23
Livestock Leases		26.09			
Hired Labor					2.50
Machine & building Leases					
Utilities					
Hauling & Trucking					0.98
Operating Interest		5.84			2.45
Total Direct Costs		\$233.95			\$126.54
Return to Direct Costs		\$146.49			\$116.11
<b>Overhead Costs</b>					
Custom Hire		3.65			
Hired Labor		32.48			24.46
Machinery & Building Leases		2.53			3.33
Real Estate Taxes					1.83
Farm Insurance		4.71			5.28
Utilities		10.11			9.73
Dues & Professional Fees		0.78			
Interest: Interim/Lg Term Debt		16.87			14.19
Mach & Bldg Depreciation		37.44			16.33
Miscellaneous		5.84			4.98
Total Overhead Costs		\$114.41			\$80.13
Total Costs		\$348.36			\$206.67
<b>Net Return</b>		<b>\$32.08</b>			<b>\$35.98</b>
Est. Labor Hours per Unit		4.95			3.94
Labor & Management Charge		\$27.74			\$17.25
Net Return over Lbr. & Mgt.		\$4.34			\$18.73
<b>Other Information</b>					
Average Number of Sows		260			366
Litters Farrowed		496			753
Litters per Sow		1.91			2.06
Litters per Crate		11.49			11.75
Pigs Born per Litter		9.96			9.83
Pigs Weaned per Litter		8.81			8.88
Pigs Weaned per Sow		16.40			18.17
Feed Cost per Litter		\$151.44			\$68.49
Avg Wgt/Feeder Pig Sold		49			12
Avg Price per Head		\$48.64			\$31.11

<b>Feeder Pig Pr.- 01</b>			<b>Weaning Pig</b>		
MN AVG-Per Hd Sold/Transfer		18 Farms Average Quantity Per Litter	MN AVG-Per Hd Sold/Tr.		16 Farms Average Quantity Per Litter
Feeder Pigs Sold (hd)	0.65	\$31.42		0.38	\$11.96
Transferred Out (hd)	0.35	\$16.73		0.62	\$17.63
Cull Sales (hd)	0.03	\$4.62		0.03	\$3.58
Butchered (hd)	0.00	\$0.03		0.00	\$0.01
Less Livestock Purchased (hd)	-0.12	(\$9.99)		-0.01	(\$3.13)
Less Livestock Transferred In (hd)	-0.01	(\$0.84)		-0.02	(\$3.01)
Inventory Change (hd)	-0.03	(\$0.81)		0.00	\$0.48
Total Production (hd)		\$41.16			\$27.52
Other Income		\$0.02			\$0.13
<b>Total Return</b>		<b>\$41.18</b>			<b>\$27.65</b>
<b>Direct Costs</b>					
Corn (bushels)	2.27	4.23		1.01	1.79
Protein, Vitamins, Minerals	68.01	9.06		13.10	1.97
Complete Ration	16.20	3.00		61.47	3.88
Other	0.13	0.10		0.32	0.16
<b>Total Feed</b>		<b>\$16.39</b>			<b>\$7.80</b>
Breeding		0.59			1.12
Veterinary		1.80			1.56
Supplies		1.00			0.63
Fuel and Oil		0.55			1.04
Repairs		1.52			1.44
Custom Hire					0.14
Hired Labor					0.28
Machine & building Leases	2.82				
Hauling & Trucking					0.11
Marketing					
Operating Interest	0.63				0.28
<b>Total Direct Costs</b>		<b>\$25.30</b>			<b>\$14.40</b>
<b>Return to Direct Costs</b>		<b>\$15.88</b>			<b>\$13.25</b>
<b>Overhead Costs</b>					
Custom Hire	0.40				
Hired Labor	3.52				2.79
Machinery & Building Leases	0.27				0.38
Real Estate Taxes					0.21
Farm Insurance	0.51				0.60
Utilities	1.09				1.11
Dues & Professional Fees	0.08				
Interest: Interm/Lg Term Debt	1.83				1.62
Mach & Bldg Depreciation	4.05				1.86
Miscellaneous	0.63				0.57
<b>Total Overhead Costs</b>		<b>\$12.38</b>			<b>\$9.14</b>
<b>Total Costs</b>		<b>\$37.68</b>			<b>\$23.54</b>
<b>Net Return</b>		<b>\$3.50</b>			<b>\$4.11</b>
Est. Labor Hours per Unit	0.54				0.45
Labor & Management Charge	\$3.00				\$1.96
<b>Net Return over Lbr. &amp; Mgt.</b>		<b>\$0.50</b>			<b>\$2.15</b>

Enterprise History		Per Head	
Year	T. Return	T. Costs	Net Ret.
92*	\$38.08	\$35.99	\$2.09
93*	\$45.15	\$39.09	\$6.06
94*	\$31.79	\$33.78	(\$1.99)
95*	\$37.58	\$36.17	\$1.41
96*	\$41.55	\$39.51	\$2.04
97*	\$44.08	\$41.00	\$3.08
98	\$33.21	\$41.00	(\$7.79)
99	\$41.73	\$40.08	\$1.65
00	\$43.83	\$32.85	\$10.98
01	\$41.18	\$37.68	\$3.50

\*Regional data used prior to 1997



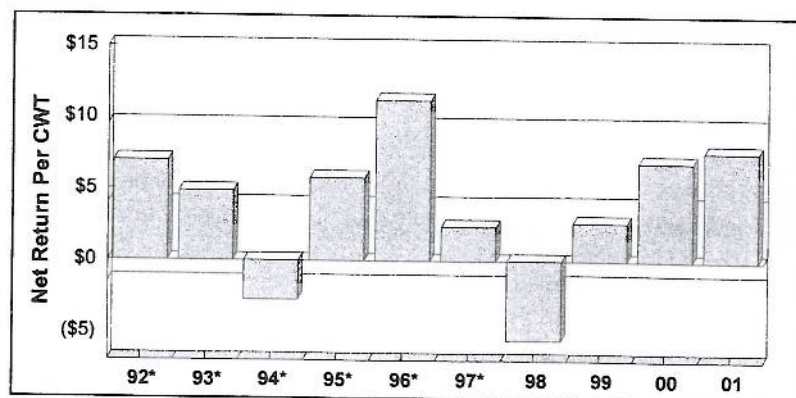


<b>Hogs, Finish Pigs-2001</b>		<b>99 Farms</b>		<b>20 Farms</b>		<b>20 Farms</b>	
<b>MN AVG-Per Avg Head</b>		<b>Quantity</b>	<b>Average Per Head</b>	<b>Quantity</b>	<b>Low Per Head</b>	<b>Quantity</b>	<b>High Per Head</b>
Finish Hogs Sold		249.23	\$113.22	256.87	\$110.56	252.83	\$118.67
Transferred Out		2.71	\$1.45	0.71	\$0.31	4.03	\$1.93
Cull Sales		0.25	\$0.13	0.06	\$0.01	0.14	\$0.09
Butchered		0.40	\$0.19	0.43	\$0.18	0.27	\$0.12
Less Livestock Purchased		-26.10	(\$28.46)	-53.34	(\$50.52)	-12.36	(\$15.39)
Less Livestock Transferred In		-18.26	(\$16.97)	-2.53	(\$2.37)	-29.19	(\$26.90)
Inventory Change		6.18	\$2.86	2.50	\$0.30	5.90	\$3.31
Total Production		214.41	72.42	204.70	58.47	221.62	81.83
Other Income			\$0.37		\$0.01		\$0.67
<b>Total Return</b>			<b>\$72.79</b>		<b>\$58.48</b>		<b>\$82.50</b>
<b>Direct Costs</b>							
Corn (bushels)		6.35	11.14	8.54	14.97	5.78	10.22
Complete Ration		183.68	11.36	190.57	14.94	211.63	11.76
Protein, Vitamins, Minerals		95.91	12.90	75.63	13.92	76.30	10.93
Other		0.31	0.31	0.10	0.44	0.08	0.39
<b>Total Feed</b>			<b>\$35.71</b>		<b>\$44.27</b>		<b>\$33.30</b>
Veterinary			1.09		1.49		0.71
Supplies & Misc.			1.06		1.49		0.67
Fuel and Oil			0.58		1.18		0.38
Repairs			1.35		2.76		0.87
Custom Hire			1.42		0.4		1.1
Hired Labor							
Machinery & Building Leases			1.79		0.82		3.70
Livestock Leases			0.72		0		1.68
Hauling and trucking			0.43		0.29		0.51
Marketing			0.86		0.82		0.66
Operating Interest			1.1		3.4		0.71
<b>Total Direct Costs</b>			<b>\$46.11</b>		<b>\$56.92</b>		<b>\$44.29</b>
<b>Return to Direct Costs</b>			<b>\$26.68</b>		<b>\$1.56</b>		<b>\$38.21</b>
<b>Overhead Costs</b>							
Hired Labor			0.96		0.33		1.19
Machinery & Building Leases			2.08		0.55		2.72
Real Estate Taxes							
Farm Insurance			0.66		1.44		0.43
Utilities			0.88		1.96		0.69
Interest			1.98		1.90		1.68
Mach & Bldg Depreciation			2.83		3.77		3.12
Miscellaneous			0.95		1.72		0.68
<b>Total Overhead Costs</b>			<b>\$10.34</b>		<b>\$11.67</b>		<b>\$10.51</b>
<b>Total Costs</b>			<b>\$56.45</b>		<b>\$68.59</b>		<b>\$54.80</b>
<b>Net Return</b>			<b>\$16.34</b>		<b>(\$10.11)</b>		<b>\$27.70</b>
Est. Labor Hours per Unit			0.36		0.80		0.25
Labor & Management Charge			\$3.18		\$7.60		\$1.91
<b>Net Return over Lbr. &amp; Mgt.</b>			<b>\$13.16</b>		<b>(\$17.71)</b>		<b>\$25.79</b>
<b>Other Information</b>							
No. Purchased or Transferred In			3491		996		6850
No. Sold Or Transferred Out			3250		946		6495
Percentage of Death Loss			2.90		5.20		2.30
Average Daily Gain			1.47		0.98		1.52
Lbs. of Feed / Lb. of Gain			2.98		3.67		2.78
Feed Cost per CWT of Gain			\$16.65		\$21.63		\$15.02
Feed Cost/Head Sold & Transferred			\$35.71		\$44.27		\$33.30
Average Purchase Weight			41		53		37
Average Sales Weight			257		256		255
Average Purchase Price/Head			\$45.23		\$50.10		\$45.63
Average Sales Price/CWT			\$45.43		\$43.04		\$46.93

<b>Hogs, Finish Pigs -01</b>	<b>99 Farms</b>	<b>Average</b>	<b>20 Farms</b>	<b>Low</b>	<b>20 Farms</b>	<b>High</b>
<b>MN AVG-Per CWT</b>	<b>Quantity</b>	<b>Per CWT</b>	<b>Quantity</b>	<b>Per CWT</b>	<b>Quantity</b>	<b>Per CWT</b>
Finish Hogs Sold	116.24	\$52.80	125.49	\$54.01	114.08	\$53.54
Transferred Out	1.26	\$0.67	0.35	\$0.15	1.82	\$0.87
Cull Sales	0.12	\$0.06	0.03	\$0.01	0.06	\$0.04
Butchered	0.19	\$0.09	0.21	\$0.09	0.12	\$0.06
Less Livestock Purchased	-12.17	(\$13.27)	-26.06	(\$24.68)	-5.57	(\$6.94)
Less Livestock Transferred In	-8.51	(\$7.90)	-1.23	(\$1.16)	-13.17	(\$12.14)
Inventory Change	2.88	\$1.33	1.22	\$0.15	2.66	\$1.49
Total Production	100.01	\$33.78	100.01	\$28.57	100.00	\$36.92
Other Income		\$0.17		\$0.00		\$0.30
<b>Total Return</b>		<b>\$33.95</b>		<b>\$28.57</b>		<b>\$37.22</b>
<b>Direct Costs</b>						
Corn (bushels)	2.96	5.20	4.17	7.31	2.61	4.61
Complete Ration	85.66	5.30	93.10	7.30	95.49	5.30
Protein, Vitamins, Minerals	44.73	6.02	36.95	6.80	34.43	4.93
Other	0.14	0.14	0.05	0.21	0.04	0.18
<b>Total Feed</b>		<b>\$16.66</b>		<b>\$21.62</b>		<b>\$15.02</b>
Veterinary		0.51		0.73		0.32
Supplies & Misc.		0.49		0.73		0.30
Fuel and Oil		0.27		0.58		0.17
Repairs		0.63		1.35		0.39
Custom Hire		0.66		0.19		0.50
Machinery & Building Leases		0.84		0.40		1.67
Livestock Leases		0.33		0.00		0.76
Hauling & Trucking		0.20		0.14		0.23
Marketing		0.40		0.40		0.30
Operating Interest		0.51		1.66		0.32
<b>Total Direct Costs</b>		<b>\$21.50</b>		<b>\$27.80</b>		<b>\$19.98</b>
<b>Return to Direct Costs</b>		<b>\$12.45</b>		<b>\$0.77</b>		<b>\$17.24</b>
<b>Overhead Costs</b>						
Hired Labor		0.45		0.16		0.54
Machinery & Building Leases		0.97		0.27		1.23
Farm Insurance		0.31		0.70		0.20
Utilities		0.41		0.96		0.31
Interest: Interm/Lg Term Debt		0.92		0.93		0.76
Mach & Bldg Depreciation		1.32		1.84		1.41
Miscellaneous		0.44		0.84		0.31
<b>Total Overhead Costs</b>		<b>\$4.82</b>		<b>\$5.70</b>		<b>\$4.76</b>
<b>Total Costs</b>		<b>\$26.32</b>		<b>\$33.50</b>		<b>\$24.74</b>
<b>Net Return</b>		<b>\$7.63</b>		<b>(\$4.93)</b>		<b>\$12.48</b>
Est. Labor Hours per Unit		0.17		0.39		0.11
Labor & Management Charge		1.48		3.71		0.86
<b>Net Return over Lbr. &amp; Mgt.</b>		<b>\$6.15</b>		<b>(\$8.64)</b>		<b>\$11.62</b>

<b>Enterprise History</b>			<b>Per CWT</b>
<b>Year</b>	<b>T. Return</b>	<b>T. Costs</b>	<b>Net Ret.</b>
92*	\$34.20	\$27.24	\$6.96
93*	\$34.57	\$29.71	\$4.86
94*	\$28.56	\$31.32	(\$2.76)
95*	\$35.94	\$30.14	\$5.80
96*	\$48.58	\$37.35	\$11.23
97*	\$35.82	\$33.41	\$2.41
98	\$22.99	\$28.55	(\$5.56)
99	\$27.82	\$25.14	\$2.68
00	\$32.45	\$25.57	\$6.88
01	\$33.95	\$26.32	\$7.63

\*Regional data used prior to 1997





<b>Statewide Dairy-Herd Size</b> (Sorted by Herd Size) 2001		Up to 50 Cows	51 to 100 Cows	101 to 200 Cows	201 To 500 Cows	Over 500 Cows
Number Of Farms		200	229	105	41	11
Milk Sold Value		\$2,530.68	\$2,792.63	\$2,877.63	\$3,174.93	\$3,308.91
Milk Fed to Animals		\$17.28	\$15.39	\$9.64	\$7.30	\$0.32
Dairy Calves Sold		\$31.80	\$22.35	\$7.02	\$25.61	\$27.34
Transferred Out		\$100.20	\$86.98	\$84.80	\$65.61	\$63.21
Cull Sales		\$133.36	\$132.74	\$122.20	\$147.85	\$113.29
Butchered		\$6.92	\$3.88	\$2.76	\$2.03	\$0.50
Less Purchased		(\$65.61)	(\$59.95)	(\$113.68)	(\$159.15)	(\$328.40)
Less Livestock Transferred In		(\$305.49)	(\$330.31)	(\$330.06)	(\$305.93)	(\$331.60)
Inventory Change		(\$6.27)	\$16.46	\$60.55	\$37.28	\$222.49
Total Production		\$2,442.88	\$2,680.18	\$2,720.86	\$2,995.52	\$3,076.07
Other Income		\$4.63	\$4.05	\$4.18	\$6.61	\$10.16
<b>Total Return</b>		<b>\$2,447.51</b>	<b>\$2,684.23</b>	<b>\$2,725.04</b>	<b>\$3,002.12</b>	<b>\$3,086.23</b>
<b>Direct Costs</b>						
Corn		\$128.00	\$138.73	\$138.37	\$124.62	\$150.20
Corn Silage		\$98.35	\$107.81	\$119.95	\$128.11	\$141.46
Alfalfa Hay		\$183.65	\$146.83	\$116.45	\$103.71	\$73.16
Alfalfa Haylage		\$76.98	\$121.16	\$137.89	\$154.85	\$161.68
Complete Ration		\$104.69	\$72.53	\$85.78	\$197.07	\$54.31
Protein, Vitamins, Minerals		\$244.54	\$311.56	\$358.15	\$330.68	\$413.95
Other		\$69.06	\$62.82	\$45.74	\$35.50	\$67.30
<b>Total Feed</b>		<b>\$905.28</b>	<b>\$961.43</b>	<b>\$1,002.32</b>	<b>\$1,074.52</b>	<b>\$1,062.05</b>
Breeding		\$25.75	\$31.21	\$22.66	\$26.88	\$28.36
Veterinary		\$73.55	\$84.94	\$92.12	\$101.54	\$127.19
BST		\$11.15	\$15.01	\$33.59	\$47.63	\$71.36
Supplies		\$116.39	\$113.18	\$140.28	\$141.42	\$118.96
DHIA		\$14.23	\$15.45	\$16.22	\$14.95	\$6.98
Fuel and Oil		\$33.74	\$31.44	\$32.42	\$33.79	\$42.08
Repairs		\$108.61	\$114.67	\$110.38	\$95.19	\$87.32
Custom Hire		\$16.67	\$12.77	\$14.36	\$25.78	\$10.28
Hired Labor		\$4.64	\$5.01	\$11.25	\$38.32	\$1.76
Hauling and trucking		\$51.10	\$34.76	\$26.87	\$28.34	\$10.38
Marketing		\$40.50	\$40.20	\$42.29	\$53.38	\$65.10
Bedding		\$1.61	\$5.48	\$10.22	\$17.58	\$10.63
Operating Interest		\$15.16	\$12.59	\$20.09	\$13.40	\$70.43
Total Direct Costs		\$1,418.35	\$1,478.15	\$1,575.08	\$1,712.73	\$1,712.87
Return to Direct Costs		\$1,029.16	\$1,206.08	\$1,149.96	\$1,289.40	\$1,373.36
<b>Overhead Costs</b>						
Custom Hire		\$8.75	\$5.58	\$6.30	\$17.87	\$30.20
Hired Labor		\$53.31	\$100.64	\$176.80	\$292.76	\$467.82
Machinery & Building Leases		\$20.16	\$19.62	\$24.62	\$39.18	\$32.69
Farm Insurance		\$33.54	\$28.27	\$23.36	\$25.92	\$19.04
Utilities		\$73.41	\$64.97	\$53.17	\$52.70	\$42.92
Dues & Professional Fees		\$4.50	\$4.93	\$4.65	\$14.40	\$18.04
Interest		\$96.12	\$109.56	\$129.03	\$164.35	\$169.54
Mach & Bldg Depreciation		\$99.74	\$101.56	\$114.48	\$124.44	\$158.81
Miscellaneous		\$38.69	\$40.41	\$29.88	\$36.75	\$43.98
Total Overhead Expenses		\$428.22	\$475.54	\$562.28	\$768.38	\$983.03
Total Dir & Ovhd Expenses		\$1,846.57	\$1,953.68	\$2,137.36	\$2,481.11	\$2,695.91
<b>Net Return</b>		<b>\$600.94</b>	<b>\$730.55</b>	<b>\$587.68</b>	<b>\$521.02</b>	<b>\$390.32</b>
Est. Labor Hours per unit		46.50	38.86	31.20	32.53	39.69
Labor & Management Charge		\$291.12	\$227.18	\$171.38	\$137.58	\$92.63
Net Return over Lbr. & Mgt.		\$309.82	\$503.37	\$416.30	\$383.44	\$297.69
<b>Other Information</b>						
Average Number of Cows		38.5	69.9	135.0	288.7	670.7
Milk Produced Per Cow		17357	18933	19363	20881	21443
Culling Percentage		27	27.5	26.6	28.6	30.7
Turnover Rate		38.5	36.2	35.7	37.4	39.0
Percent of Barn Capacity		91.4	103.7	107.7	111.5	103.2
Lbs. Milk / Lb Grain & Conc.		2.2	2.3	2.3	2.2	2.2
Feed Cost per Cwt of Milk		\$5.22	\$5.08	\$5.18	\$5.15	\$4.95
Feed Cost per Cow		\$905.28	\$961.43	\$1,002.32	\$1,074.52	\$1,062.05
Avg. Milk Price per CWT		\$14.68	\$14.85	\$14.92	\$15.25	\$15.43

<b><i>Dairy &amp; Rep. Heifers -01</i></b>	<b>377 Farms</b>	<b>Average</b>	<b>75 Farms</b>	<b>Low</b>	<b>75 Farms</b>	<b>High</b>
<b>MN AVG-Per Cwt of Milk</b>	<b>Quantity</b>	<b>Per Cwt</b>	<b>Quantity</b>	<b>Per Cwt</b>	<b>Quantity</b>	<b>Per Cwt</b>
Milk Sold	99.61	\$14.96	99.41	\$14.23	99.88	\$15.34
Milk Used in the Home	0.06	\$0.01	0.07	\$0.01	0.02	\$0.00
Milk Fed to Animals	0.32	\$0.04	0.52	\$0.07	0.09	\$0.02
Dairy Calves Sold	0.00	\$0.50	0.00	\$0.59	0.00	\$0.48
Transferred Out	0.01	\$2.35	0.01	\$2.22	0.01	\$2.30
Cull Sales	0.00	\$0.71	0.00	\$1.02	0.00	\$0.69
Butchered	0.00	\$0.03	0.00	\$0.03	0.00	\$0.02
Less Livestock Purchased	0.00	(\$0.79)	0.00	(\$1.44)	0.00	(\$0.56)
Less Livestock Transferred In	0.00	(\$2.27)	-0.01	(\$2.17)	0.00	(\$2.23)
Inventory Change	0.00	\$0.84	0.00	\$0.17	0.00	\$1.18
Total Production	100.00	16.38	100.00	14.73	100.00	17.24
Other Income		\$0.03		\$0.01		\$0.05
<b>Total Return</b>		<b>\$16.41</b>		<b>\$14.74</b>		<b>\$17.29</b>
<b>Direct Costs</b>						
Corn (bu.)	0.45	0.8	0.5	0.88	0.38	0.7
Corn Silage (lb.)	93.17	0.83	106	0.99	84.11	0.74
Hay, Alfalfa (lb.)	20.71	0.84	29.04	1.14	13.62	0.57
Hay, Grass & Other (lb.)	7.51	0.19	15.4	0.43	5.51	0.13
Haylage, Alfalfa (lb.)	39.42	0.77	43.77	0.82	40.52	0.83
Complete Ration (lb.)	6.07	0.62	11.67	1.2	4.87	0.46
Protein Vit Minerals (lb.)	15.39	1.89	15.16	1.8	17.15	1.74
Other feed stuffs	7.51	0.41	6.71	0.4	8.9	0.52
<b>Total Feed</b>		<b>\$6.35</b>		<b>\$7.66</b>		<b>\$5.69</b>
Breeding fees		0.18		0.16		0.17
Veterinary		0.54		0.53		0.54
Livestock supplies		0.92		0.86		0.90
DHIA		0.07		0.09		0.07
Fuel & oil		0.19		0.23		0.19
Repairs		0.60		0.77		0.57
Custom hire		0.20		0.07		0.13
Hired labor		0.03		0.17		0.00
Machinery & bldg leases		0.00		0.00		0.00
Livestock leases		0.02		0.08		0.02
Hauling and trucking		0.17		0.24		0.16
Marketing		0.25		0.23		0.26
Operating interest		0.09		0.15		0.13
Total Direct Costs		\$9.61		\$11.24		\$8.83
Return to Direct Costs		\$6.80		\$3.50		\$8.46
<b>Overhead Costs</b>						
Hired labor		1.06		0.43		1.32
Machinery & bldg leases		0.17		0.14		0.23
Farm insurance		0.15		0.21		0.13
Utilities		0.34		0.46		0.28
Interest		0.74		0.92		0.54
Mach & bldg depreciation		0.62		0.56		0.58
Miscellaneous		0.30		0.29		0.29
Total Overhead Costs		\$3.38		\$3.01		\$3.37
Total Costs		\$12.99		\$14.25		\$12.20
<b>Net Return</b>		<b>\$3.42</b>		<b>\$0.49</b>		<b>\$5.09</b>
Est. Labor Hours per Unit		0.22		0.3		0.2
Labor & Management Charge		\$1.10		\$1.43		\$0.96
Net Return over Lbr. & Mgt.		\$2.32		(\$0.94)		\$4.13

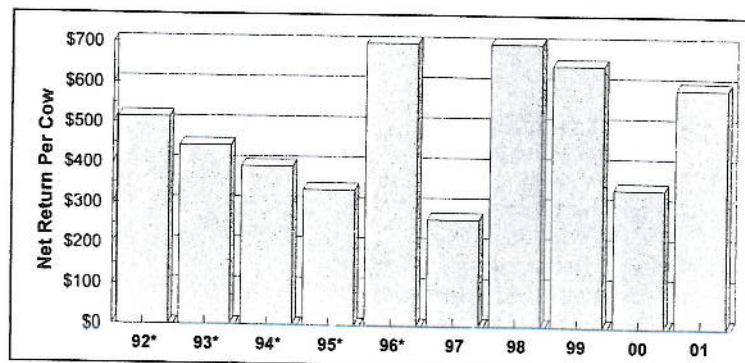


<b>Dairy Cow Enterprise-01</b>		<b>586 Farms</b>		<b>Average</b>		<b>120 Farms</b>		<b>Low</b>		<b>120 Farms</b>		<b>High</b>	
<b>MN AVG-Per Cwt of Milk</b>		<b>Quantity</b>	<b>Per CWT</b>	<b>Quantity</b>	<b>Per CWT</b>	<b>Quantity</b>	<b>Per CWT</b>	<b>Quantity</b>	<b>Per CWT</b>	<b>Quantity</b>	<b>Per CWT</b>	<b>Quantity</b>	<b>Per CWT</b>
Milk Sold		99.58	\$14.95	99.33	\$14.34	99.74	\$15.32						
Milk Used in Home/Fed		0.42	\$0.06	0.67	\$0.09	0.26	\$0.03						
Dairy Calves Sold		0.00	\$0.11	0.00	\$0.15	0.00	\$0.15						
Transferred Out		0.00	\$0.41	0.00	\$0.46	0.00	\$0.41						
Cull Sales		0.00	\$0.67	0.00	\$0.86	0.00	\$0.59						
Butchered		0.00	\$0.02	0.00	\$0.02	0.00	\$0.01						
Less Purchased		0.00	(\$0.66)	0.00	(\$1.17)	0.00	(\$0.58)						
Less Livestock Transferred In		0.00	(\$1.65)	0.00	(\$1.55)	0.00	(\$1.51)						
Inventory Change		0.00	\$0.28	0.00	(\$0.39)	0.00	\$0.51						
Total Production		100.00	\$14.19	100.00	\$12.81	100.00	\$14.93						
Other Income													
<b>Total Return</b>			<b>\$14.19</b>		<b>\$12.81</b>		<b>\$14.93</b>						
<b>Direct Costs</b>													
Corn (bu.)		0.39	0.69	0.41	0.71	0.37	0.67						
Corn Silage (lb.)		67.41	0.6	79.5	0.75	61.26	0.54						
Hay, Alfalfa (lb.)		15.6	0.64	22.42	0.92	10.12	0.44						
Hay, Grass & Other (lb.)		0	0	0	0	0	0						
Haylage, Alfalfa (lb.)		33.89	0.67	33.41	0.65	33.87	0.68						
Complete Ration (lb.)		5.43	0.53	9.31	0.87	4.06	0.39						
Protein Vit Minerals (lb.)		14.26	1.69	14.3	1.7	14.71	1.55						
Other feed stuffs		5.6	0.28	7.72	0.44	4.71	0.26						
<b>Total Feed</b>			<b>\$5.10</b>		<b>\$6.04</b>		<b>\$4.53</b>						
Breeding fees			0.14		0.13		0.13						
Veterinary			0.48		0.52		0.43						
BST			0.17		0.13		0.20						
Livestock supplies			0.70		0.76		0.62						
DHIA			0.07		0.09		0.06						
Fuel & oil			0.17		0.21		0.16						
Repairs			0.54		0.62		0.47						
Custom hire			0.08		0.09		0.08						
Hired labor			0.07		0.45		0.01						
Hauling and trucking			0.16		0.21		0.12						
Marketing			0.24		0.24		0.27						
Operating interest			0.11		0.17		0.08						
<b>Total Direct Costs</b>			<b>\$8.03</b>		<b>\$9.66</b>		<b>\$7.16</b>						
<b>Return to Direct Costs</b>			<b>\$6.16</b>		<b>\$3.15</b>		<b>\$7.77</b>						
<b>Overhead Costs</b>													
Hired labor			1.03		0.41		1.28						
Machinery & bldg leases			0.14		0.11		0.17						
Farm insurance			0.13		0.16		0.12						
Utilities			0.30		0.36		0.25						
Interest			0.67		0.81		0.55						
Mach & bldg depreciation			0.60		0.53		0.63						
Miscellaneous			0.29		0.27		0.29						
<b>Total Overhead Costs</b>			<b>\$3.16</b>		<b>\$2.65</b>		<b>\$3.29</b>						
<b>Total Costs</b>			<b>\$11.19</b>		<b>\$12.31</b>		<b>\$10.45</b>						
<b>Net Return</b>			<b>\$3.00</b>		<b>\$0.50</b>		<b>\$4.48</b>						
Est. Labor Hours per Unit			0.19		0.24		0.17						
Labor & Management Charge			\$0.95		\$1.20		\$0.81						
Net Return over Lbr. & Mgt.			\$2.05		(\$0.70)		\$3.67						
<b>Other Information</b>													
Avg. number of Cows			97.4		69.1		125.0						
Milk produced per Cow			19555		16310		22338						
Percent butterfat in milk			3.70		3.80		3.70						
Culling percentage			27.8		29.7		27.8						
Percent of barn capacity			104.2		96.0		107.8						
Lbs. milk/lb grain & conc.			2.3		2.0		2.4						
Feed cost per cwt of milk			\$5.12		\$6.05		\$4.53						
Feed cost per Cow			\$1,000.46		\$986.48		\$1,011.04						
Avg. milk price per cwt.			\$15.02		\$14.43		\$15.36						

<b>Dairy Cow Enterprise-01</b>		<b>586 Farms</b>		<b>120 Farms</b>		<b>120 Farms</b>	
<b>MN AVG-Per Cow</b>		<b>Quantity</b>	<b>Average Per Cow</b>	<b>Quantity</b>	<b>Low Per Cow</b>	<b>Quantity</b>	<b>High Per Cow</b>
Milk Sold	19472.67	\$2,924.39	16200.05	\$2,338.15	22280.53	\$3,421.92	
Milk Used in the Home & Fed	82.67	\$10.59	109.55	\$13.68	57.46	\$8.44	
Dairy Calves Sold	0.11	\$21.14	0.12	\$23.67	0.10	\$33.12	
Transferred Out	0.62	\$80.72	0.54	\$74.45	0.68	\$91.77	
Cull Sales	0.28	\$130.83	0.30	\$140.38	0.28	\$132.54	
Butchered	0.01	\$3.19	0.01	\$3.75	0.01	\$2.18	
Less Livestock Purchased	-0.10	(\$129.31)	-0.16	(\$190.96)	-0.10	(\$129.99)	
Less Livestock Transferred In	-0.28	(\$322.01)	-0.23	(\$252.04)	-0.30	(\$338.28)	
Inventory Change	0.02	\$55.28	-0.04	(\$64.19)	0.04	\$114.21	
Total Production	19555.34	\$2,774.82	16309.60	\$2,086.89	22337.99	\$3,335.91	
Other Income		\$5.48		\$5.47		\$4.75	
<b>Total Return</b>		<b>\$2,780.30</b>		<b>\$2,092.36</b>		<b>\$3,340.66</b>	
<b>Direct Costs</b>							
Corn (bu.)	76.51	135.75	66.62	116.58	81.56	149.48	
Corn Silage (lb.)	13182.47	118.10	12965.45	122.90	13684.77	119.76	
Hay, Alfalfa (lb.)	3050.01	125.79	3657.28	149.43	2259.91	98.07	
Haylage, Alfalfa (lb.)	6626.81	131.57	5448.69	106.12	7565.67	152.68	
Complete Ration (lb.)	1062.38	103.62	1518.07	141.72	905.83	87.50	
Protein Vit Minerals (lb.)	2789.53	331.28	2332.73	277.69	3285.59	346.19	
Other feed stuffs	1094.63	54.33	1259.28	72.04	1052.89	57.37	
<b>Total Feed</b>		<b>\$1,000.44</b>		<b>\$986.48</b>		<b>\$1,011.05</b>	
Breeding fees		27.09		21.23		29.93	
Veterinary		94.09		84.14		96.41	
BST		33.15		21.86		45.06	
Livestock supplies		126.94		119.66		124.15	
DHIA		14.28		15.12		13.63	
Fuel & oil		33.86		33.90		35.49	
Repairs		105.21		101.65		105.05	
Custom hire		16.07		15.21		18.29	
Hired labor		13.00		72.59		1.28	
Hauling and trucking		30.52		34.71		25.82	
Marketing		46.71		38.60		60.53	
Bedding		9.31		4.95		15.34	
Operating interest		22.44		27.34		17.70	
Total Direct Costs		\$1,573.11		\$1,577.44		\$1,599.73	
Return to Direct Costs		\$1,207.19		\$514.92		\$1,740.93	
<b>Overhead Costs</b>							
Custom Hire		11.91		6.16		15.83	
Hired labor		200.45		66.72		286.63	
Machinery & bldg leases		26.68		17.91		38.61	
RE & pers. property taxes							
Farm insurance		26.08		25.78		26.55	
Utilities		57.78		58.61		55.43	
Interest		131.69		131.93		123.50	
Mach & bldg depreciation		116.66		86.63		141.59	
Miscellaneous		45.73		37.06		49.07	
Total Overhead Costs		\$616.98		\$430.80		\$737.21	
Total Costs		\$2,190.09		\$2,008.24		\$2,336.94	
<b>Net Return</b>		<b>\$590.21</b>		<b>\$84.12</b>		<b>\$1,003.72</b>	
Est. Labor Hours per Unit		36.78		39.61		37.43	
Labor & Management Charge		\$185.99		\$196.31		\$181.38	
Net Return over Lbr. & Mgt.		\$404.22		(\$112.19)		\$822.34	

<b>Enterprise History</b>		<b>Per Cow</b>	
Year	T. Return	T. Costs	Net Ret.
92*	\$2,139	\$1,624	\$515
93*	\$2,164	\$1,719	\$445
94*	\$2,170	\$1,777	\$393
95*	\$2,055	\$1,720	\$335
96*	\$2,440	\$1,720	\$720
97	\$2,220	\$1,956	\$264
98	\$2,691	\$1,990	\$701
99	\$2,645	\$1,999	\$647
00	\$2,341	\$2,001	\$340
01	\$2,780	\$2,190	\$590

\*Regional data used prior to 1997





<b>Dairy Replacement-2001</b>		<b>524 Farms</b>		<b>107 Farms</b>		<b>107 Farms</b>	
<b>MN AVG-Per Average Head</b>		<b>Quantity</b>	<b>Average Per Head</b>	<b>Quantity</b>	<b>Low Per Head</b>	<b>Quantity</b>	<b>High Per Head</b>
Replacement Sold	0.32	\$108.29		0.30	\$75.37	0.18	\$105.08
Transferred Out	0.38	\$390.24		0.33	\$294.27	0.33	\$412.22
Cull Sales	0.03	\$8.73		0.03	\$9.15	0.07	\$16.27
Butchered	0.01	\$2.26		0.01	\$2.12	0.01	\$2.93
Less Purchased	-0.08	(\$63.69)		-0.04	(\$27.90)	-0.10	(\$66.33)
Less Livestock Transferred In	-0.06	(\$87.38)		-0.59	(\$77.71)	-0.58	(\$84.31)
Inventory Change	0.05	\$103.05		-0.02	(\$41.01)	0.13	\$256.97
Total Production	0.65	461.50		0.02	234.29	0.04	642.83
Other Income		\$3.82			\$0.00		\$14.51
<b>Total Return</b>		<b>\$465.32</b>			<b>\$234.29</b>		<b>\$657.34</b>
<b>Direct Costs</b>							
Corn (bu.)	14.24	25.76		15.88	27.45	14.73	27.03
Corn Silage (lb.)	5743.06	48.85		7044.80	61.40	5088.29	46.73
Hay, Alfalfa (lb.)	1221.54	44.67		1414.45	52.52	978.92	36.10
Hay, Grass & Other (lb.)	950.82	22.24		1150.70	27.13	773.91	19.50
Haylage, Alfalfa (lb.)	1468.80	28.75		1931.34	38.64	1359.73	27.08
Oats / Oatlage (lb.)	378.78	3.41		790.06	7.71	496.01	3.49
Complete Ration (lb.)	203.46	18.73		213.33	23.19	307.53	21.18
Milk (lb.)	39.87	6.32		84.11	12.78	12.27	1.47
Milk Replacer (lb.)	10.15	6.63		9.38	4.93	12.10	9.85
Protein Vit Minerals (lb.)	345.03	48.37		368.38	47.78	315.71	39.53
Other feed stuffs	340.79	16.10		186.53	12.75	792.42	15.29
<b>Total Feed</b>		<b>\$269.83</b>			<b>\$316.28</b>		<b>\$247.25</b>
Breeding fees		6.49			8.11		6.28
Veterinary		13.42			14.74		15.79
Livestock supplies		16.46			14.58		14.40
Fuel & oil		5.88			6.57		6.11
Repairs		20.19			23.23		24.23
Custom hire		17.89			22.80		4.76
Hired labor		0.00			0.00		0.00
Machinery & bldg leases		2.47			2.59		0.04
Livestock leases		0.00			0.00		0.00
Bedding		1.19			1.52		2.49
Operating interest		2.66			3.62		3.09
Miscellaneous		0.00			0.00		0.00
Total Direct Costs		\$356.48			\$414.04		\$324.44
Return to Direct Costs		\$108.84			(\$179.75)		\$332.90
<b>Overhead Costs</b>							
Custom Hire		1.98			3.57		1.05
Hired Labor		25.92			21.52		32.20
Machinery & Building Leases		4.39			4.77		6.66
Farm Insurance		4.73			5.21		4.87
Utilities		10.40			12.43		10.47
Interest: Interm/Lg Term Debt		19.97			15.45		20.50
Mach & Bldg Depreciation		19.07			19.92		18.69
Miscellaneous		7.70			9.41		7.62
Total Overhead Costs		\$94.16			\$92.28		\$102.06
<b>Total Costs</b>		<b>\$450.64</b>			<b>\$506.32</b>		<b>\$426.50</b>
<b>Net Return</b>		<b>\$14.68</b>			<b>(\$272.03)</b>		<b>\$230.84</b>
Est. Labor Hours per Unit		6.36			5.77		6.69
Labor & Management Charge		\$35.62			\$39.34		\$35.07
Net Return over Lbr. & Mgt.		(\$20.94)			(\$311.37)		\$195.77
<b>Other Information</b>							
Number Purchased or Transf In		61			42		60
Number Sold or Transf Out		58			43		45
Average number of head		82			67		88
Percentage death loss		5.8			6.3		5.6
Feed cost per average head		\$269.82			\$316.29		\$247.26
Feed cost/head sold/transferred		\$382.50			\$496.92		\$485.59
Avg. Purch Price / Head		\$786.98			\$750.56		\$678.05
Avg. Sales Price / Head		\$334.14			\$247.19		\$599.76

<b>Dairy Heifer For Sale-01</b>		<b>24 Farms</b>	<b>Average</b>
<b>MN AVG-Per Avg Head</b>		<b>Quantity</b>	<b>Per Head</b>
Dairy Heifers Sold	0.57		\$686.65
Transferred Out	0.08		\$4.12
Cull Sales			
Butchered	0.00		\$2.27
Less Purchased	-0.61		(\$205.20)
Less Livestock Transferred In	-0.06		(\$3.77)
Inventory Change	-0.01		\$55.17
Total Production			\$539.24
Other Income			\$71.10
<b>Total Return</b>			<b>\$610.34</b>
<b>Direct Costs</b>			
Corn (bushels)	14		24.96
Corn Silage (lb.)	7646		52.81
Hay, Alfalfa (lb.)	1728		66.26
Hay, Grass & Other (lb.)	422		11.51
Haylage, Alfalfa (lb.)	2388		46.31
Oatlage (lb.)	380		2.84
Pasture (aum)			
Complete Ration	442		37.26
Milk (lb.)	6		4.95
Protein Vit Minerals (lb.)	300		41.59
Other Feedstuffs	191		6.76
<b>Total Feed</b>			<b>\$295.25</b>
Breeding fees			9.73
Veterinary			21.45
Livestock supplies			16.61
Fuel & oil			9.24
Repairs			23.46
Custom hire			11.90
Hired Labor			5.78
Utilities			1.02
Machinery & Bldg Leases			6.73
Marketing			1.05
Bedding			1.04
Operating interest			16.38
Total Direct Costs			\$419.64
Return to Direct Costs			\$190.70
<b>Overhead Costs</b>			
Hired Labor			17.38
Custom Hire			8.65
Machinery & Building Leases			3.42
Real Estate Taxes			2.16
Farm Insurance			7.26
Utilities			8.97
Interest: Interm/Lg Term Debt			15.50
Mach & Bldg Depreciation			23.91
Miscellaneous			11.86
Total Overhead Costs			\$99.11
Total Costs			\$518.75
<b>Net Return</b>			<b>\$91.59</b>
Est. Labor Hours per Unit			7.87
Labor & Management Charge			\$44.35
Net Return over Lbr. & Mgt.			\$47.24
<b>Other Information</b>			
Number Purchased or Transf In			113
Number Sold or Transf Out			109
Average number of head			169.0
Percentage death loss			2.6
Feed cost per average head			\$295.26
Feed cost/head sold/transferred			\$459.67
Avg. purchase weight			126
Avg. sales weight			411
Avg. Purch Price / Head			\$334.36
Avg. Sales Price / Head			\$1,215.04



<b>Dairy Steers -2001</b>		<b>183 Farms</b>		<b>37 Farms</b>		<b>37 Farms</b>	
MN AVG-Per Cwt		Quantity	Average Per CWT	Quantity	Low Per CWT	Quantity	High Per CWT
Dairy Steers sold (lb)	124.95	\$82.45	140.91	\$88.04	94.86	\$64.50	
Transferred out (lb)	2.75	\$2.00	0.04	\$0.03	0.08	\$0.07	
Cull sales (lb)	1.40	\$1.03	1.57	\$1.01	5.15	\$3.30	
Butchered (lb)	3.02	\$1.95	4.67	\$2.96	3.80	\$2.55	
Less purchased (lb)	-31.59	(\$26.79)	-45.59	(\$35.59)	-7.90	(\$7.12)	
Less transferred in (lb)	-10.69	(\$9.56)	-6.98	(\$6.55)	-9.50	(\$10.15)	
Inventory change (lb)	10.18	\$0.59	5.40	(\$7.24)	13.51	\$6.20	
Total Production		\$51.67		\$42.66		\$59.35	
Other Income		\$0.00		\$0.00		\$0.00	
<b>Total Return</b>		<b>\$51.67</b>		<b>\$42.66</b>		<b>\$59.35</b>	
<b>Direct Costs</b>							
Corn (bu.)	11.19	19.18	14.83	25.67	9.23	15.67	
Corn Silage (lb.)	240.12	1.97	311.28	2.71	177.62	1.53	
Hay, Alfalfa (lb.)	51.74	1.68	47.36	1.68	58.43	1.57	
Hay, Grass & Other (lb.)	44.09	1.03	55.73	1.28	20.62	0.43	
Haylage, Alfalfa (lb.)	27.69	0.46	34.06	0.56	41.07	0.76	
Oats (bu.)							
Complete Ration (lb.)	13.03	1.50	15.41	2.73	16.17	1.52	
Creep / Starter (lb.)							
Milk & replacer							
Protein Vit Minerals (lb.)	55.74	8.71	50.36	8.99	42.15	6.42	
Other feed stuffs	31.38	1.44	19.41	1.77	23.20	1.08	
<b>Total Feed</b>		<b>\$35.97</b>		<b>\$45.39</b>		<b>\$28.98</b>	
Veterinary		1.64		1.63		1.22	
Supplies & Misc.		1.23		1.66		1.12	
Fuel & oil		0.88		1.10		0.68	
Repairs		2.61		2.75		2.04	
Custom hire		0.38		0.58		0.15	
Bedding		0.11		0.26		0.00	
Machinery & bldg leases		0.14		0.59		0.02	
Hauling and trucking		0.45		0.64		0.17	
Marketing		0.52		0.47		0.44	
Operating interest		1.48		2.23		0.57	
Total Direct Costs		\$45.41		\$57.30		\$35.39	
Return to Direct Costs		\$6.26		(\$14.64)		\$23.96	
<b>Overhead Costs</b>							
Hired Labor		1.41		0.61		0.87	
Machinery & Building Leases		0.44		0.55		0.28	
Real Estate Taxes		0.30		0.34		0.27	
Farm Insurance		0.86		0.69		0.64	
Utilities		1.18		1.07		1.02	
Dues & Professional Fees							
Interest: Interm/Lg Term Debt		2.20		3.14		1.30	
Mach & Bldg Depreciation		2.80		2.49		2.33	
Miscellaneous		0.90		0.78		0.70	
Total Overhead Costs		\$10.09		\$9.67		\$7.41	
Total Costs		\$55.50		\$66.97		\$42.80	
<b>Net Return</b>		<b>(\$3.83)</b>		<b>(\$24.31)</b>		<b>\$16.55</b>	
Est. Labor Hours per Unit		0.68		0.69		0.78	
Labor & Management Charge		\$5.35		\$7.42		\$4.98	
Net Return over Lbr. & Mgt.		(\$9.18)		(\$31.73)		\$11.57	
<b>Other Information</b>							
Number Purchased or Transf In		67		74		38	
Number Sold or Transf Out		59		67		29	
Percent Death Loss		3.4		4.8		2.6	
Avg. Daily Gain (Pounds)		2.05		1.86		2.19	
Lbs. of Conc per Lb of Gain		7.07		9.05		5.79	
Lbs. of Feed per Lb of Gain		9.15		11.56		7.56	
Feed Cost / CWT of Gain		\$35.99		\$45.38		\$28.98	
Feed Cost / Head Sold & Transf		\$287.80		\$350.20		\$332.92	
Avg Purchase Weight		400		488		263	
Average Sales Weight		1234		1285		1304	
Avg. Purchase Price per Head		\$338.89		\$381.27		\$237.18	
Avg. Sales Price / CWT		\$65.99		\$62.48		\$68.00	

<b>Beef Cow Calf - 2001</b>		<b>139 Farms</b>		<b>27 Farms</b>		<b>27 Farms</b>	
<b>MN AVG-Per Cow</b>		<b>Quantity</b>	<b>Average Per Head</b>	<b>Quantity</b>	<b>Low Per Head</b>	<b>Quantity</b>	<b>High Per Head</b>
Beef Calves Sold		236.39	\$211.09	195.13	\$173.50	209.85	\$191.28
Transferred Out		216.05	\$196.16	189.90	\$174.04	262.15	\$231.52
Cull Sales		103.30	\$61.49	78.28	\$42.65	135.21	\$78.17
Butchered		6.61	\$4.21	9.56	\$5.84	12.45	\$8.50
Less Purchased		-100.41	(\$78.17)	-220.43	(\$193.97)	-32.79	(\$38.51)
Less Livestock Transferred In		-24.45	(\$24.92)	-35.60	(\$28.91)	-35.69	(\$30.07)
Inventory Change		133.34	\$60.77	212.45	\$152.57	69.20	\$90.67
Total Production		570.83	430.63	429.29	325.72	620.38	531.56
Other Income			\$0.14		\$0.08		\$0.37
<b>Total Return</b>			<b>\$430.77</b>		<b>\$325.80</b>		<b>\$531.93</b>
<b>Direct Costs</b>							
Corn (bu.)	3.25	5.49	10.17	16.40	2.56	4.21	
Corn Silage (lb.)	2663.26	22.87	4714.74	40.95	1536.51	12.72	
Hay, Alfalfa (lb.)	1828.66	47.85	3678.96	123.94	686.27	18.02	
Hay, Grass & Other (lb.)	5768.92	103.25	2777.69	65.53	6379.03	108.65	
Haylage, Alfalfa	156.27	2.78	573.71	9.56	247.51	4.08	
Pasture (aum)		31.80		39.78		28.59	
Complete Ration (lb.)	63.76	4.61	79.52	10.26	37.27	2.99	
Protein Vit Minerals (lb.)	108.89	15.18	179.04	28.43	106.44	12.00	
Other feed stuffs		8.16		4.15		5.96	
<b>Total Feed</b>		<b>\$241.99</b>		<b>\$339.00</b>		<b>\$197.22</b>	
Breeding fees		3.21		5.01		6.61	
Veterinary		19.93		18.22		21.34	
Supplies & Misc.		10.72		8.04		5.88	
Fuel & oil		9.28		9.69		7.05	
Repairs		22.01		29.79		15.73	
Custom hire		5.51		6.70		4.59	
Operating interest		8.06		11.21		5.13	
Total Direct Costs		\$320.71		\$427.66		\$263.55	
Return to Direct Costs		\$110.06		(\$101.86)		\$268.38	
<b>Overhead Costs</b>							
Custom hire							
Hired labor		6.83		8.00		2.59	
RE & pers. property taxes		3.35		5.35		5.15	
Farm insurance		7.08		9.36		7.22	
Utilities		9.35		11.48		9.49	
Interest		28.55		35.69		24.26	
Mach & bldg depreciation		18.16		18.86		27.10	
Miscellaneous		10.69		14.66		8.29	
Total Overhead Costs		\$84.01		\$103.40		\$84.10	
Total Costs		<b>\$404.72</b>		<b>\$531.06</b>		<b>\$347.65</b>	
<b>Net Return</b>		<b>\$26.05</b>		<b>(\$205.26)</b>		<b>\$184.28</b>	
Est. Labor Hours per Unit		9.76		10.94		10.66	
Labor & Management Charge		\$57.32		\$65.61		\$74.37	
Net Return over Lbr. & Mgt.		(\$31.27)		(\$270.87)		\$109.91	
<b>Other Information</b>							
Average Number of Cows		75.3		46.5		68.3	
Pregnancy Percentage		96.7		96.0		97.4	
Pregnancy Loss Percentage		2.5		3.4		1.3	
Culling Percentage		10.4		8.0		11.1	
Calving Percentage		94.3		92.7		96.2	
Weaning Percentage		87.0		78.5		91.5	
Calves Sold Per Cow		0.8		0.7		0.9	
Calf Death Loss Percent		7.7		14.1		5.6	
Average Weaning Weight		534		511		546	
Lbs weaned per Exposed Female		465		401		500	
Feed Cost Per cow		\$242.00		\$339.00		\$197.23	
Avg. Weight of Beef Calf Sold		580		576		575	
Avg. Price Per CWT		\$89.30		\$88.92		\$91.15	



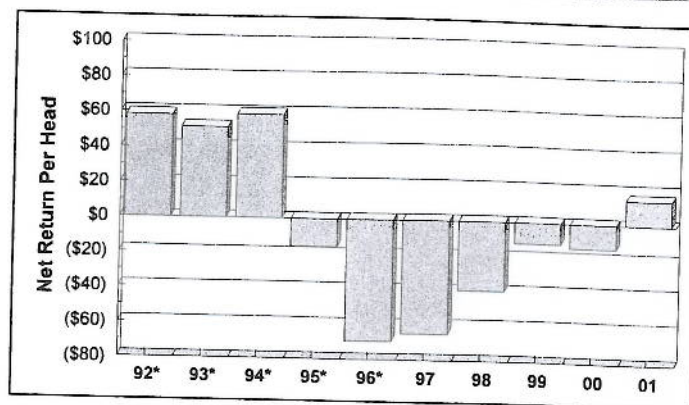
<b>Beef - 2001</b>		<b>Background-22 farms</b>		<b>FinCalves -75 farms</b>		<b>Fin Yearl. - 14 farms</b>	
<b>MN AVG-Per Cwt</b>		<b>Quantity</b>	<b>Per Cwt</b>	<b>Quantity</b>	<b>Per Cwt</b>	<b>Quantity</b>	<b>Per Cwt</b>
Beef Finish Calves Sold		193.22	\$165.31	202.21	\$143.89	233.06	\$164.81
Transferred Out		38.76	\$30.51	1.85	\$1.30	0.25	\$0.23
Butchered		0.74	\$0.54	1.18	\$0.84	0.08	\$0.05
Less Purchased		-88.99	(\$87.29)	-98.61	(\$84.89)	-122.53	(\$110.06)
Less Livestock Transferred In		-58.35	(\$74.64)	-10.20	(\$9.23)	-2.07	(\$1.81)
Inventory Change		41.62	\$32.52	3.57	\$0.17	-8.83	(\$10.90)
Total Production		100.00	66.95	100.00	52.08	99.96	42.32
Other Income			\$0.00		\$0.16		\$0.04
<b>Total Return</b>			<b>\$66.95</b>		<b>\$52.24</b>		<b>\$42.36</b>
<b>Direct Costs</b>							
Corn (bushels)		2.73	5.13	10.43	17.55	7.25	12.45
Corn Silage		403.00	4.17	326.00	2.69	270.35	2.06
Ear Corn (bu)				28.49	0.71	199.61	4.99
Alfalfa Hay		218.01	6.41	69.29	2.24	20.46	0.71
Mixed Hay		670.23	13.22	14.25	0.38	14.68	0.43
Alfalfa Haylage		21.27	0.74	38.87	0.55		
Oats		0.85	1.08				
Complete Ration		116.11	1.65			208.56	6.35
Protein, Vitamins, Minerals		30.10	4.49	40.80	5.48	54.34	6.27
Other			2.24	56.92	1.65	30.16	0.35
<b>Total Feed</b>			<b>\$39.13</b>		<b>\$31.25</b>		<b>\$33.61</b>
Veterinary			4.24		1.85		1.19
Supplies			1.58		0.80		0.32
Fuel and Oil			1.30		0.92		0.61
Repairs			3.69		2.22		1.13
Custom Hire					0.22		1.34
Leases							0.12
Hauling and trucking			1.85		0.98		1.11
Marketing			1.78		1.07		1.46
Operating Interest			1.19		3.12		4.79
<b>Total Direct Costs</b>			<b>\$54.76</b>		<b>\$42.43</b>		<b>\$45.68</b>
<b>Return to Direct Costs</b>			<b>\$12.19</b>		<b>\$9.81</b>		<b>(\$3.32)</b>
<b>Overhead Costs</b>							
Hired Labor			1.34		1.20		0.34
Machinery & Building Leases					0.64		0.28
Real Estate Taxes			0.35		0.22		0.30
Farm Insurance			0.45		0.54		
Utilities			0.81		0.66		0.47
Dues & Professional Fees							0.04
Interest: Interm/Lg Term Debt			1.51		0.99		1.01
Mach & Bldg Depreciation			2.98		1.94		0.95
Miscellaneous			0.92		1.04		0.59
<b>Total Overhead Costs</b>			<b>\$8.36</b>		<b>\$7.23</b>		<b>\$3.98</b>
<b>Total Costs</b>			<b>\$63.12</b>		<b>\$49.66</b>		<b>\$49.66</b>
<b>Net Return</b>			<b>\$3.83</b>		<b>\$2.58</b>		<b>(\$7.30)</b>
Est. Labor Hours per Unit			0.75		0.32		0.15
Labor & Management Charge			\$6.94		\$3.49		\$2.31
<b>Net Return over Lbr. &amp; Mgt.</b>			<b>(\$3.11)</b>		<b>(\$0.91)</b>		<b>(\$9.61)</b>
<b>Other Information</b>							
No. Purchased or Trans In		111.0		206.0		528.0	
Number sold or Trans Out		95.0		196.0		572.0	
Percent Death Loss		1.2		1.0		1.9	
Avg. Daily Gain (Pounds)		1.30		2.34		1.87	
Lbs. of Conc per Lb of Gain		3.6		6.8		8.7	
Lbs. of Feed per Lb of Gain		14.3		9.1		10.1	
Feed Cost / CWT of Gain		\$39.1		\$31.2		\$33.6	
Feed Cost per Head		\$108.0		\$195.1		\$184.3	
Avg Purchase Weight		481		658.0		759.0	
Average Sales Weight		757		1281		1302	
Avg. Purchase Price per Cwt		\$98.09		\$86.09		\$89.82	
Avg. Sales Price per Cwt		\$85.56		\$71.16		\$70.72	

<b>Beef All Calves - 2001</b> MN AVG-Per Cwt	<b>75 Farms</b> Quantity	<b>Average</b> Per Cwt	<b>11 Farms</b> Quantity	<b>Low</b> Per Cwt	<b>11 Farms</b> Quantity	<b>High</b> Per Cwt
Fin Str Calf sold (lb)	202.21	\$143.89	142.55	\$99.67	277.84	\$205.61
Transferred out (lb)	1.85	\$1.30	8.40	\$5.48	0.75	\$0.67
Cull sales (lb)						
Butchered (lb)	1.18	\$0.84	2.34	\$1.55	1.49	\$1.08
Less purchased (lb)	-98.61	(\$84.89)	-57.32	(\$53.02)	-144.21	(\$105.24)
Less transferred in (lb)	-10.20	(\$9.23)	-27.29	(\$24.20)	-5.46	(\$4.72)
Inventory change (lb)	3.57	\$0.17	31.32	\$7.81	-30.41	(\$15.49)
Total production (lb)	100.00	52.08	100.00	37.29	100.00	81.91
Other Income		\$0.16		\$0.00		\$0.00
<b>Total Return</b>		<b>\$52.24</b>		<b>\$37.29</b>		<b>\$81.91</b>
<b>Direct Costs</b>						
Corn (bu.)	10.43	17.55	13.40	22.21	10.04	16.54
Corn Silage (lb.)	326.15	2.69	124.73	1.02	254.83	2.28
Corn, Ear (lb.)	28.49	0.71			134.20	3.38
Hay, Alfalfa (lb.)	69.29	2.24	11.12	4.42	43.29	1.50
Hay, Grass & Other (lb.)	14.25	0.38	28.25	0.75	19.01	0.48
Haylage, Alfalfa (lb.)	38.87	0.55				
Protein Vit Minerals (lb.)	40.80	5.48	78.36	10.03	48.05	6.32
Other feed stuffs		2.20		0.84		0.05
<b>Total Feed</b>		<b>\$31.80</b>		<b>\$39.27</b>		<b>\$30.55</b>
Veterinary		1.85		2.26		1.62
Livestock supplies		0.80		1.49		0.28
Fuel & oil		0.92		1.25		0.98
Repairs		2.22		3.41		2.59
Custom Hire		0.22		0.52		
Hauling and trucking		0.98		0.74		1.21
Marketing		1.07		0.90		1.52
Operating interest		3.12		1.89		1.84
<b>Total Direct Costs</b>		<b>\$42.98</b>		<b>\$51.73</b>		<b>\$40.59</b>
<b>Return to Direct Costs</b>		<b>\$9.26</b>		<b>(\$14.44)</b>		<b>\$41.32</b>
<b>Overhead Costs</b>						
Hired labor		1.20		0.22		0.95
Machinery & bldg leases		0.64		0.00		3.17
RE & pers. property taxes		0.22		0.34		0.39
Farm insurance		0.54		0.71		0.66
Utilities		0.66		0.64		0.86
Interest		0.99		1.39		1.18
Mach & bldg depreciation		1.94		2.26		2.50
Miscellaneous		1.04		0.85		0.61
<b>Total Overhead Costs</b>		<b>\$7.23</b>		<b>\$6.41</b>		<b>\$10.32</b>
<b>Total Costs</b>		<b>\$50.21</b>		<b>\$58.14</b>		<b>\$50.91</b>
<b>Net Return</b>		<b>\$2.03</b>		<b>(\$20.85)</b>		<b>\$31.00</b>
Est. Labor Hours per Unit		0.32		0.61		0.28
Labor & Management Charge		\$3.49		\$6.42		\$4.85
Net Return over Lbr. & Mgt.		(\$1.46)		(\$27.27)		\$26.15
<b>Other Information</b>						
No. Purchased or Trans In		206.0		66.0		242.0
Number sold or Trans Out		196.0		54.0		253.0
Percent Death Loss		1.0		4.3		0.4
Avg. Daily Gain (Pounds)		2.34		1.91		2.61
Lbs. of Conc per Lb of Gain		6.8		8.5		7.5
Lbs. of Feed per Lb of Gain		9.1		10.3		9.0
Feed Cost / CWT of Gain		\$31.24		\$39.25		\$30.56
Feed Cost per Head		\$195.08		\$260.78		\$173.85
Avg Purchase Weight		658		555		741
Average Sales Weight		1281		1270		1305
Avg. Purchase Price per Cwt		\$86.09		\$92.51		\$72.97
Avg. Sales Price per Cwt		\$71.16		\$69.92		\$74.00



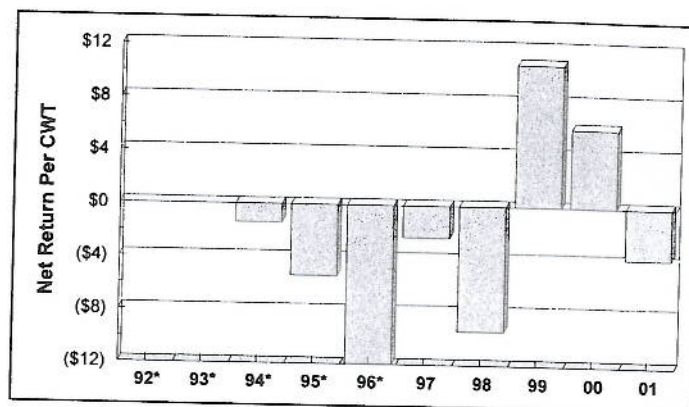
Dairy Replacement Heifers			Per Head
Year	T. Return	T. Costs	Net Ret.
92*	\$416	\$358	\$58
93*	\$419	\$368	\$51
94*	\$426	\$367	\$59
95*	\$454	\$470	(\$16)
96*	\$348	\$417	(\$69)
97	\$349	\$414	(\$65)
98	\$378	\$418	(\$40)
99	\$534	\$546	(\$12)
00	\$521	\$535	(\$14)
01	\$465	\$451	\$15

\*Regional data used prior to 1997



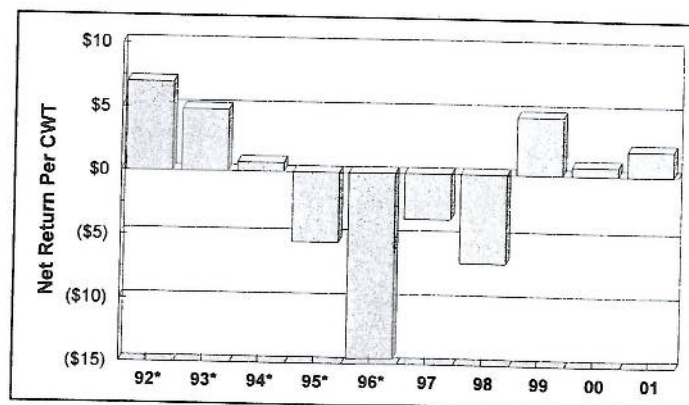
Dairy Steers			Per CWT
Year	T. Return	T. Costs	Net Ret.
91*			
93*	<<Not available prior to 1994>>		
94*	\$50.35	\$51.75	(\$1.40)
95*	\$45.36	\$50.75	(\$5.39)
96*	\$59.29	\$71.25	(\$11.96)
97	\$63.73	\$66.14	(\$2.41)
98	\$46.65	\$56.07	(\$9.42)
99	\$64.54	\$53.81	\$10.73
00	\$59.30	\$53.37	\$5.93
01	\$51.67	\$55.50	(\$3.83)

\*Regional data used prior to 1997



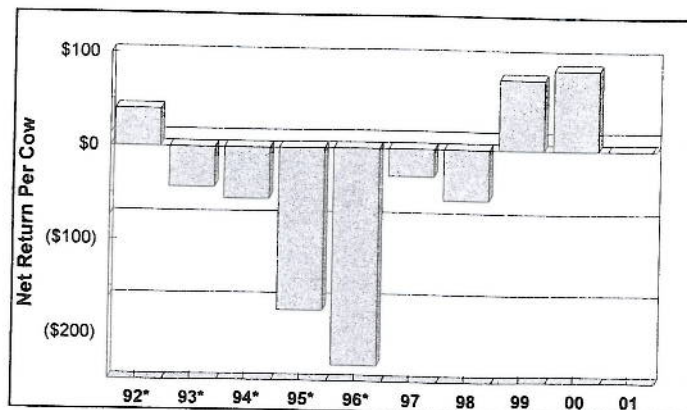
Beef Finishing - All			Per CWT
Year	T. Return	T. Costs	Net Ret.
92*	\$34.20	\$27.24	\$6.96
93*	\$34.57	\$29.71	\$4.86
94*	\$50.44	\$49.73	\$0.71
95*	\$48.36	\$53.87	(\$5.51)
96*	\$59.58	\$74.15	(\$14.57)
97	\$55.54	\$59.15	(\$3.61)
98	\$47.61	\$54.60	(\$6.99)
99	\$54.83	\$50.26	\$4.57
00	\$50.00	\$49.28	\$0.72
01	\$52.24	\$50.21	\$2.03

\*Regional data used prior to 1997



Beef Cow-Calf			Per Cow
Year	T. Return	T. Costs	Net Ret.
92*	\$420.03	\$380.48	\$39.55
93*	\$433.77	\$476.86	(\$43.09)
94*	\$325.43	\$380.44	(\$55.01)
95*	\$223.11	\$397.47	(\$174.36)
96*	\$245.56	\$478.49	(\$232.93)
97	\$421.11	\$450.64	(\$29.53)
98	\$374.89	\$429.39	(\$54.50)
99	\$479.57	\$403.77	\$75.80
00	\$459.58	\$373.17	\$86.41
01			\$0.00

\*Regional data used prior to 1997



***Selected Factors by  
County Report 2001***

	Douglas	Grant	Big Stone			
	Pope	Chippewa	Kandiyohi	Hennepin	Benton	
Average for	Stevens	Lac Qui Par	McLeod	Meeker	Sherburne	
All Farms	Traverse	Swift	Renville	Wright	Stearns	
504 Farms	133 Farms	128 Farms	72 Farms	80 Farms	134 Farms	

**Income Statement**

Gross Cash Farm Income	344033	451337	253631	331787	290374	345154
Total Cash Farm Expense	277304	365277	209965	276760	229503	270198
Net Cash Farm Income	66729	86060	43395	55,027	60871	74956
Inventory Change	-4655	-6335	-6119	-8817	733	-1601
Dep & Capital Adjustment	-24489	-22512	-16434	-31301	-28423	-24907
Net Farm Income	37584	57214	20842	14909	33181	48448

**Profitability (Cost)**

Labor & Management Earnings	\$15,536	\$27,279	\$5,074	(\$3,464)	\$19,415	\$22,757
Rate of Return on Assets	5.4%	6.6%	3.9%	2.1%	5.9%	6.2%
Rate of Return on Equity	3.8%	6.3%	-0.3%	-4.6%	4.1%	5.5%
Operating Profit Margin	13.6%	16.2%	10.6%	4.3%	13.1%	17.6%
Asset Turnover Rate	39.7%	40.5%	32.9%	47.6%	45.0%	35.5%

**Liquidity**

Term Debt Coverage Ratio	120%	121%	92%	99%	126%	147%
Expense as a Percent of Income	82%	82%	85%	86%	79%	79%
Interest as a Percent of Income	7.6%	6.9%	9.5%	7.9%	7.7%	6.8%

**Solvency (Market)**

Number of Farms	504	133	109	72	80	134
Ending Farm Assets	873082	1053794	664116	933221	776164	896303
Ending Farm Liabilities	413671	476191	382091	432755	338512	424867
Ending Total Assets	967874	1162071	742651	1006332	884372	1009998
Ending Total Liabilities	429716	492260	396324	447649	360753	438095
Ending Net Worth	538158	669811	346327	558683	523619	571903
Net Worth Change	30504	26520	8105	41194	37149	42270
End Farm Debt to Asset Ratio	47%	45%	58%	46%	44%	47%
Beg Total Debt to Asset Ratio	45%	43%	52%	44%	41%	44%
End Total Debt to Asset Ratio	44%	42%	53%	44%	41%	43%

**Nonfarm Information**

Farms Reporting Living Exp.	154	31	35	39	15	54
Total Family Living Expense	\$29,511	\$34,516	\$25,051	\$27,164	\$26,741	\$30,700
Tot Liv, Invest, & Cap Purch	\$47,215	\$57,511	\$37,962	\$54,008	\$42,668	\$43,402
Net Nonfarm Income	\$18,397	\$16,483	\$24,258	\$16,793	\$20,231	\$16,107

**Crop Acres**

Total Acres Owned	256	328	248	194	174	267
Total Crop Acres	710	1134	742	629	511	397
Total Crop Acres Owned	219	299	222	169	151	200
Total Crop Acres Cash Rented	451	767	463	445	339	188
Total Crop Acres Share Rent	40	69	57	15	21	9



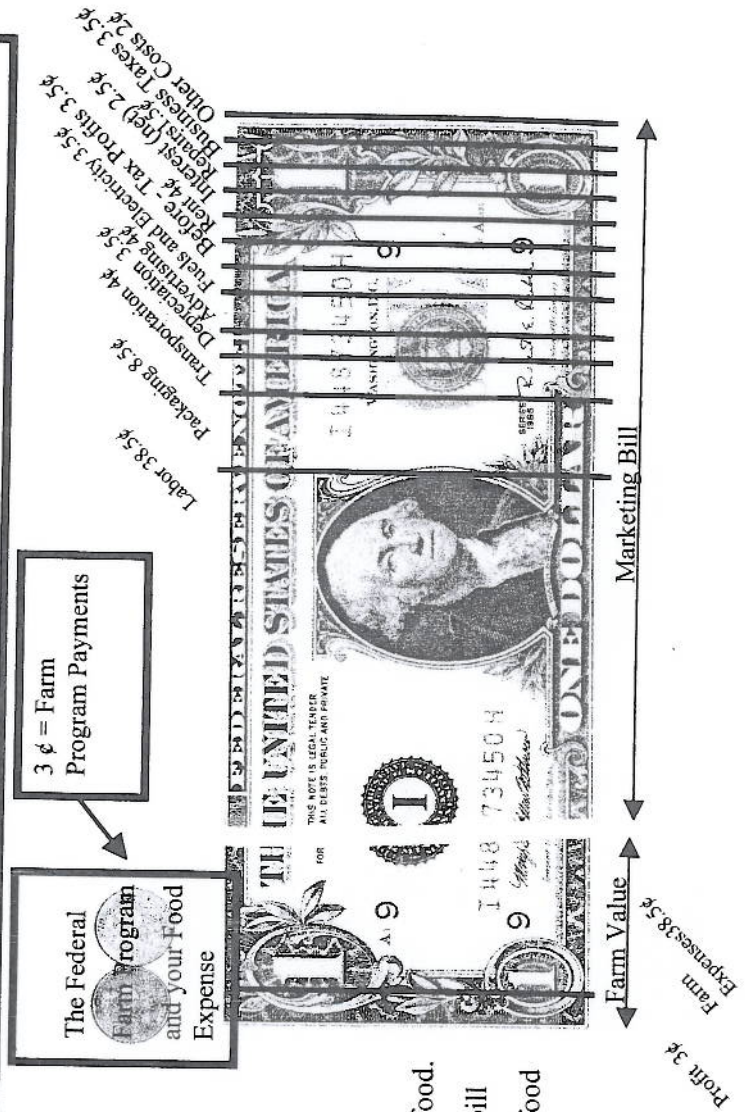
# U.S. Farm & Food Policy

Jim Molenaar- Regional Dean of Management Education, Ridgewater College  
Margot Rudstrom, West Central Research & Outreach Center, University of Minnesota

## \$0.22 a day (\$80 a year) ensures U.S. consumers the lowest food costs in the world

- ★ The U.S. Farmer gets \$0.21 of every dollar spent on food.
- ★ \$0.79 is used to pay for labor, transportation, and marketing of the food.
- ★ 22.7 billion dollars were spent on Federal Farm Subsidies, but a farmer's income only increased by \$0.03.

## What the consumer dollar spent for food paid for



## Impact on the consumer

- ★ Total Cost of Federal Farm Program
  - ★ Payments in 2001 were \$22.9 billion
  - ★ Payments in 2001 cost \$79.87 per person
  - ★ Payments cost less than \$.22 per day/per person
- ★ US Consumers spend 11% of their disposable income on food.
- ★ Farm program payments add less than 1% to the US food bill
- ★ Many countries spend more than 25% of their income on food
- ★ In some countries, consumers spend as much as 50%

★ **CENTRAL/WEST CENTRAL MN  
FARM BUSINESS  
MANAGEMENT  
LOCATIONS**

**AG PROGRAM MANAGER AREAS**

1 Bob Bolleson

Thief River Falls 218-681-0797

4 Al Brudelle

Jackson 507-847-3320

2 Del Ray Lecy

Staples 218-894-5164

5 Dennis Jackson

Mankato 507-389-7264

3 Jim Molenaar

Willmar 320-231-7671

6 Peter Scheffert

Austin 507-433-0619

