

# Farm Business Management



## 2012 ANNUAL REPORT



North Central  
& Northwestern  
Minnesota  
Report No. 57



April, 2013



A MEMBER OF THE MINNESOTA STATE COLLEGES  
AND UNIVERSITIES SYSTEM



## ***2012 Annual Report Overview***

The 2012 North Central and Northwestern Minnesota Farm Business Management Education Program Annual Report has been printed for the ninth time. The North Central and Northwestern Minnesota Report was developed through a partnership between the Northland Community & Technical College and Central Lakes College Farm Business Management Programs.

The North Central and Northwestern Minnesota Annual Report contains data from students enrolled in the Farm Business Management programs at Northland Community & Technical College and Central Lakes College. A complete list of Instructors who have students with data in this report can be found on page three (3). We believe that merging this data, from similar farming operations and environments, enables us to provide more complete farm financial information.

This report and the three (3) other regional reports include only statewide data for each of the livestock enterprises. Minnesota Farm Business Management Education Programs are committed to developing an even more valuable database of information for farmers. The increase in the number of farms included in each enterprise enhances the reliability and accuracy of the database. Regional livestock enterprise information can be obtained from each of the six Regional Farm Business Management Offices, or a Farm Business Management Instructor in that area.

Additional Note: The 2012 State Farm Business Management Education Program database includes data from over 2200 farms. This information is unique to Minnesota and provides a wealth of information for farmers, the agriculture businesses that support those farmers, educators, and other interested individuals. Additional Farm Business Management database information is available from the Farm Business Management (FBM) Internet website, and from each of the regional offices listed on the inside front cover. Included on the FBM website is information about Management Programs, office locations and instructor information. Regional and state database reports, and links to other agriculture web pages can also be found at this website.

**State FBM Website: [www.fbm.mnscu.edu](http://www.fbm.mnscu.edu)**

**Northland Community & Technical College Website: [www.northlandcollege.edu](http://www.northlandcollege.edu)**

**Central Lakes College Website: [www.clcmn.edu](http://www.clcmn.edu)**

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**NOTE: *Some cover photos are courtesy of the USDA Natural Resources Conservation Service***

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## ***Instructors Participating***

Inside the front cover of this report, you will see a map of Minnesota. The farms included in this report are located in the shaded area on the map, Northern Minnesota. The instructors who work with the Farm Business Management students located in the shaded area, and their office locations, are listed below:

### **Northland College**

<u>Office Location:</u>	<u>Instructor</u>
Detroit Lakes	Mark Berg
Fergus Falls	Paul Oehlke
Fosston	Doug Fjerstad
Hallock	Jerod Hanson
Moorhead	Rick Morgan
Mahnomen/Ulen	Randy Zimmerman
Red Lake Falls	Greg Kalinoski
Thief River Falls	Greg Dvergsten
Thief River Falls	ADawn Melbye
Thief River Falls	Ron Dvergsten

### **Central Lakes College**

<u>Office Location:</u>	<u>Instructor</u>
Little Falls	Nate Converse
Mora	Lee Todnem
Staples	Bob Rick
Staples	Keith Olander

\*Note: Northeastern Minnesota is also served by the Central Lakes College FBM Instructors.

The preparation of this report was done under the direction of Ron Dvergsten, Dean of Management Education at Northland Community & Technical College; and DelRay Lecy, Interim Dean of Management Education at Central Lakes College. Directing in supervisory capacity were: Dr. Anne Temte, President, Northland Community & Technical College; Dr. Larry Lundblad, President, Central Lakes College; James Retka, Dean of Workforce and Economic Development, Northland Community & Technical College; Kelly McCalla, Interim Vice President of Academic and Student Affairs, Central Lakes College. A special thank you goes to Rosemary Gustafson, Northland Community & Technical College, for her assistance in preparing this report.

## ***Explanation of Data Processing and Report Format***

The tables in this report were created using FINPACK and RankEm Central, copyrighted software of the Center for Farm Financial Management, University of Minnesota. Actual processing of the report was done at the Thief River Falls (NCTC) and Staples (CLC) Analysis Centers.

The financial portion of the report, found in the first 26 pages, uses a standard format for each of the tables. Data from the analysis system is printed in a four column format, that includes: Average, Low, Middle, & High. The High, Middle, & Low ranges are calculated based on a 20% slice of the farms in the total group.

The enterprise tables begin on page 30. Each of these tables consist of: a size indicator, a total and per unit income, direct & overhead expenses, and other information. Costs which are considered to be operating, whether easily assigned or are allocated, are listed as Direct Expenses. Costs which are general in nature, whether fixed or variable, are listed as Overhead Expenses.

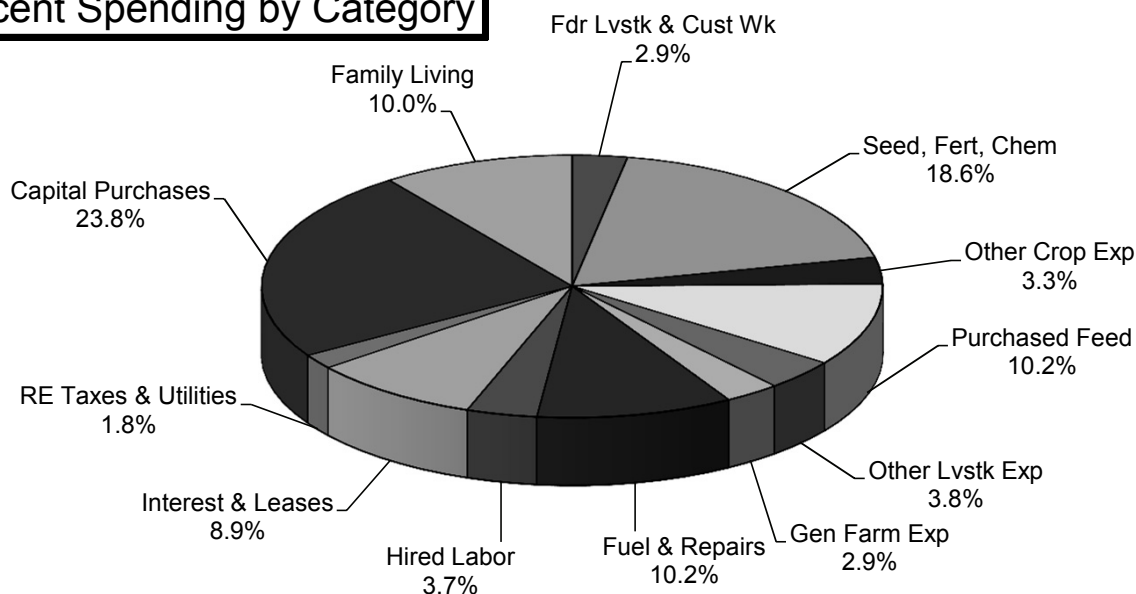
The Criteria for determining the 20% categories in each area are listed below:

<u>Analysis Section</u>	<u>Criteria to determine the "20%" categories</u>
Financial	Net Farm Income
Crops	Return to Overhead
Livestock	Return to Overhead

### Average Money Spent by Each Farmer

<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	\$20,456
To Agri-Business	Seed, Fertilizer, and Chemicals	\$133,071
	Other Direct Crop Expense	\$23,478
	Purchased Feed	\$72,892
	Other Direct Livestock Expense	\$27,179
	Fuel, Lubricants & Repairs	\$73,103
	General Farm Expenses	\$20,575
Individuals	Hired Labor	\$26,204
Utility Company	Utilities	\$8,786
Lenders or Other Farmers	Use of Capital: Interest & Leases	\$63,515
Local Government	Real Estate Taxes	\$4,189
Agri-Business or Other Farmers	Breeding Livestock, Machinery, Equipment, Buildings, Land, and Other.	\$170,379
Household and Personal Expense	Food, Clothing, Furnishings, Education, Contributions, Medical, Gifts, Recreation, Taxes, Capital Expenditures & Investments.	\$71,739
<b>Average Money Spent by Each Farmer in the Greater Community:</b>		<b>\$715,566</b>
<b>Increase in Money Spent by Each Farmer, compared to last year:</b>		<b>\$150,904</b>
<b>Average Money Spent by Each Farmer in a 30 Yr Career:</b>		<b>\$21,466,980</b>
<b>Money Spent in Community by 405 Farmers:</b>		<b>\$289,804,230</b>

### Percent Spending by Category



<b><i>Year at a Glance</i></b>	<b>Area Average</b>	<b>State Ave.</b>	<b>Local Ave.</b>	<b>Your Farm</b>	<b>Your Goal</b>
	<b><u>405 Farms</u></b>	<b><u>2200 Farms</u></b>			
<b><u>Pages 6 &amp; 7:</u></b>					
Gross Cash Farm Income	\$609,139	\$855,958	_____	_____	_____
Total Cash Operating Expense	\$473,448	\$661,622	_____	_____	_____
Net Cash Farm Income	\$135,691	\$194,335	_____	_____	_____
Net Operating Profit	\$230,297	\$339,194	_____	_____	_____
Net Farm Income	\$195,588	\$292,523	_____	_____	_____
Median Farm Income	\$108,042	\$184,022	_____	_____	_____
<b><u>Page 11:</u></b>					
Total Assets - 12/31	\$1,846,773	\$2,720,524	_____	_____	_____
Total Liabilities - 12/31	\$830,038	\$1,106,382	_____	_____	_____
Net Worth - 12/31	\$1,016,734	\$1,614,143	_____	_____	_____
Change in Net Worth	\$174,381	\$277,534	_____	_____	_____
<b><u>Page 14:</u></b>					
Working Capital - 12/31	\$235,340	\$418,851	_____	_____	_____
Debt to Asset Ratio - 12/31	47%	42%	_____	_____	_____
Rate of Return on Farm Assets - Cost	13.9%	15.1%	_____	_____	_____
Rate of Return on Farm Equity - Cost	22.2%	22.7%	_____	_____	_____
Term Debt Coverage Ratio	3.24	3.93	_____	_____	_____
Asset Turnover Rate	47.7%	49.3%	_____	_____	_____
Operating Expense Ratio	63.0%	62.4%	_____	_____	_____
Interest Expense Ratio	3.8%	3.3%	_____	_____	_____
<b><u>Page 17:</u></b>					
Average Age of the Farmer	46.0	47.8	_____	_____	_____
Average Years Farming	26.1	24.9	_____	_____	_____
<b><u>Page 18 &amp; 19:</u></b>					
Total Cash Family Living Expense	\$46,398	\$61,466	_____	_____	_____
Total Non Farm Income	\$24,030	\$29,547	_____	_____	_____

Net Farm Income dollars are used to pay for Family Living, Social Security and Income Tax, Retirement Accounts, Medical and Health expenses, and loan principle payments. A positive balance indicates revenue for other uses, while a negative balance indicates a need for revenue from other sources.

The following list shows expenses for the year:

		<b><u>Area</u></b>	<b><u>&lt; Average &gt;</u></b>	<b><u>State</u></b>
Net Farm Income	(+)	\$195,588		\$292,523
Depreciation	(+)	\$34,864		\$48,587
Family Living (Excl Health/Med)	(-)	\$40,876		\$53,680
Social Security and Income Tax	(-)	\$7,651		\$13,842
Health and Medical Expense	(-)	\$7,054		\$10,062
Retirement Accounts	(-)	\$2,762		\$6,053
Principal Payments	(-)	\$52,739		\$63,652
Balance	(=)	\$119,370		\$193,821

**Farm Income Statement**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	405	81	81	81
<b>Sale of Crops</b>				
Barley	4,613	270	878	12,814
Beans, Edible	9,655	-	-	25,844
Canola	922	-	-	3,409
Corn	93,049	16,884	48,724	244,548
Corn Silage	1,127	1,524	-	-
Hay, Alfalfa	1,795	137	1,566	2,023
Hay, Other	2,478	1,138	2,105	775
Organic Crops	2,146	-	9,678	677
Potatoes	1,596	261	3,357	4,363
Soybeans	128,156	11,763	60,944	398,332
Sunflowers	2,542	173	230	4,154
Oats	762	302	1,457	702
Wheat, Spring	57,866	1,495	12,439	204,083
Wheat, Winter	1,287	-	504	4,749
Grass Seed	2,398	-	-	9,460
Other Crop Enterprises	5,001	794	2,838	17,194
Miscellaneous crop income	303	371	229	452
<b>Total Crop Sales</b>	<b>315,696</b>	<b>35,112</b>	<b>144,949</b>	<b>933,579</b>
<b>Sale of Livestock</b>				
Beef Cow-Calf, Beef Calves	9,392	17,769	7,928	2,809
Beef, Background Beef	11,264	1,964	3,940	10,842
Beef, Finishing	6,465	1,050	9,900	7,618
Dairy, Milk	161,986	81,553	174,175	264,086
Dairy Calves	2,026	571	1,556	5,191
Dairy Heifers (for sale)	990	522	346	521
Dairy Feeders & Backgrounding	6,567	16,133	6,253	450
Dairy Finishing	4,486	4,226	6,415	2,913
Turkeys	4,086	20,429	-	-
Hogs, Weaning to Finish	7,042	9,291	-	25,916
Other Livestock Enterprises	1,383	1,468	87	-
Cull breeding livestock	13,596	10,319	13,735	14,561
Misc. livestock income	1,136	933	3,596	-
<b>Total Livestock &amp; Product Sales</b>	<b>230,419</b>	<b>166,228</b>	<b>227,931</b>	<b>334,907</b>
<b>Other farm income</b>				
Direct & CC govt payments	9,578	1,676	5,205	27,150
CRP payments	895	442	349	1,959
Livestock govt payments	2,515	1,783	3,288	1,563
Other government payments	9,119	5,503	5,592	16,701
Custom work income	12,227	1,838	8,989	25,072
Patronage dividends, cash	5,146	2,097	3,256	12,850
Insurance income	7,712	5,347	2,546	13,907
Contract livestock income	4,963	-	13,324	-
Other farm income	10,870	3,243	5,879	22,843
<b>Total Other Farm Income</b>	<b>63,024</b>	<b>21,929</b>	<b>48,428</b>	<b>122,045</b>
<b>Gross Cash Farm Income</b>	<b>609,139</b>	<b>223,269</b>	<b>421,308</b>	<b>1,390,531</b>

**Farm Income Statement**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Average</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
<b>Number of farms</b>	<b>405</b>	<b>81</b>	<b>81</b>	<b>81</b>
<b>Direct Crop Expense</b>				
Seed	44,543	8,600	25,262	115,298
Fertilizer	69,213	15,341	33,493	194,722
Crop chemicals	19,315	1,641	7,686	56,336
Crop insurance	13,126	2,118	6,849	35,591
Drying Expense	587	181	487	1,146
Crop miscellaneous	4,758	1,347	4,633	7,117
<b>Total Direct Crop Expense</b>	<b>151,542</b>	<b>29,228</b>	<b>78,410</b>	<b>410,210</b>
<b>Direct Livestock Expense</b>				
Feeder livestock purchase	15,841	14,784	8,889	19,108
Purchased feed	72,892	63,563	73,533	102,305
Breeding fees	1,672	752	1,614	2,149
Veterinary	6,651	6,191	6,753	9,033
Supplies and related	8,366	6,313	9,074	9,122
Contract production exp.	2,489	259	1,835	9,015
Livestock hauling and trucking	2,236	1,754	2,538	1,424
Livestock marketing	2,525	1,991	2,122	3,341
Bedding	2,442	2,034	1,892	3,357
<b>Total Direct Livestock Expense</b>	<b>115,114</b>	<b>97,641</b>	<b>108,250</b>	<b>158,854</b>
<b>Other Farm Expense</b>				
Interest	25,830	17,509	21,273	42,939
CCC Buybacks	2,106	-	495	6,957
Fuel & oil	33,937	13,222	24,656	72,489
Repairs	39,166	16,467	28,875	78,742
Custom hire	10,420	3,488	9,086	19,873
Hired labor	26,204	8,828	22,479	56,932
Land rent	33,644	4,732	17,228	102,571
Machinery & bldg leases	5,413	978	4,323	10,106
Real estate taxes	4,189	2,282	3,501	8,188
Farm insurance	6,967	3,540	5,481	13,035
Utilities	8,786	6,385	8,601	12,876
Dues & professional fees	3,055	1,476	2,105	6,576
Miscellaneous	7,075	2,735	5,693	14,797
<b>Total Other Farm Expense</b>	<b>206,792</b>	<b>81,642</b>	<b>153,796</b>	<b>446,081</b>
<b>Total cash expense</b>	<b>473,448</b>	<b>208,511</b>	<b>340,456</b>	<b>1,015,145</b>
<b>Net cash farm income</b>	<b>135,691</b>	<b>14,758</b>	<b>80,852</b>	<b>375,386</b>
<b>Inventory Changes</b>				
Prepays and supplies	10,646	-587	4,275	34,936
Accounts receivable	-849	-3,167	2165	-2,692
Hedging acct. & Oth Cur Assets	-851	-889	100	-1,685
Crops and feed	80,807	-1,350	36,778	277,786
Market livestock	3,360	-2,165	4,217	3,541
Breeding livestock	-239	-6,950	2,339	4,205
Accounts payable	-307	-4,062	398	4,807
Accrued Interest & other assets	2,039	-712	821	7,775
<b>Total inventory change</b>	<b>94,606</b>	<b>-19,882</b>	<b>51,093</b>	<b>328,673</b>
<b>Net operating profit</b>	<b>230,297</b>	<b>-5,124</b>	<b>131,945</b>	<b>704,059</b>
<b>Depreciation</b>				
Machinery and equipment	-26,931	-6,820	-18,439	-68,714
Titled vehicles	-2,313	-662	-2,307	-4,141
Buildings and improvements	-5,620	-2,893	-3,333	-11,167
<b>Total depreciation</b>	<b>-34,864</b>	<b>-10,375</b>	<b>-24,079</b>	<b>-84,022</b>
<b>Net farm income from operations</b>	<b>195,433</b>	<b>-15,500</b>	<b>107,866</b>	<b>620,037</b>
Gain or loss on capital sales	155	172	176	-
<b>Net farm income</b>	<b>195,588</b>	<b>-15,328</b>	<b>108,042</b>	<b>620,037</b>

**Summary Farm Income Statement**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	405	81	81	81
Crop sales	315,697	34,939	144,951	933,877
Crop inventory change	80,807	-1,350	36,778	277,786
Gross crop income	396,504	33,590	181,729	1,211,663
Livestock sales	216,718	155,161	210,712	320,347
Livestock inventory change	3,360	-2,165	4,217	3,541
Gross livestock income	220,077	152,997	214,928	323,888
Government payments	22,106	9,404	14,433	47,374
Other cash farm income	54,618	23,765	51,212	88,933
Change in accounts receivable	-849	-3,167	2,165	-2,692
Gain or loss on hedging accounts	-230	-	11	-1,199
Change in other assets	1,853	-802	972	9,120
Gain or loss on breeding lvst	-239	-6,950	2,339	4,205
Gross farm income	693,840	208,836	467,788	1,681,292
Cash operating expenses	447,618	191,002	319,183	972,206
Change in prepaids and supplies	-10,646	587	-4,275	-34,936
Change in growing crops	-185	128	-674	728
Change in accounts payable	307	4,062	-398	-4,807
Depreciation	34,864	10,375	24,079	84,022
Total operating expense	471,959	206,155	337,915	1,017,213
Interest paid	25,830	17,509	21,273	42,939
Change in accrued interest	619	671	734	1,103
Total interest expense	26,449	18,181	22,007	44,042
Total expenses	498,408	224,335	359,922	1,061,255
Net farm income from operations	195,433	-15,500	107,866	620,037
Gain or loss on capital sales	155	172	176	-
Net farm income	195,588	-15,328	108,042	620,037

**Inventory Changes**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	405	81	81	81
Net cash farm income	135,691	14,758	80,852	375,386
<b>Crops and Feed</b>				
Ending inventory	294,154	38,100	161,800	878,744
Beginning inventory	213,348	39,449	125,022	600,958
Inventory change	80,807	-1,350	36,778	277,786
<b>Market Livestock</b>				
Ending inventory	40,611	30,040	32,544	42,577
Beginning inventory	37,252	32,204	28,328	39,036
Inventory change	3,360	-2,165	4,217	3,541
<b>Accts Receivable</b>				
Ending inventory	20,512	6,848	17,873	43,418
Beginning inventory	21,361	10,016	15,709	46,110
Inventory change	-849	-3,167	2,165	-2,692
<b>Prepaid Expenses and Supplies</b>				
Ending inventory	47,829	5,888	17,593	151,472
Beginning inventory	37,183	6,476	13,318	116,535
Inventory change	10,646	-587	4,275	34,936
<b>Hedging Activities</b>				
Ending inventory	702	-	267	2,674
Withdrawals	208	-	154	63
Beginning inventory	580	-	159	2,215
Deposits	561	-	252	1,721
Gain or loss	-230	-	11	-1,199
<b>Other Current Assets</b>				
Ending inventory	3,093	645	3,303	2,190
Beginning inventory	3,714	1,535	3,214	2,676
Inventory change	-621	-889	89	-486
<b>Breeding Livestock</b>				
Ending inventory	106,393	87,418	116,983	124,603
Capital sales	3,610	9,689	962	352
Beginning inventory	101,231	90,088	110,591	115,140
Capital purchases	9,011	13,969	5,016	5,610
Depreciation, capital adjust	-239	-6,950	2,339	4,205
<b>Other Capital Assets</b>				
Ending inventory	38,520	15,220	19,283	107,940
Capital sales	302	734	7	619
Beginning inventory	35,416	15,667	17,628	97,372
Capital purchases	746	327	106	2,310
Depreciation, capital adjust	2,659	-41	1,557	8,878
<b>Accounts Payable</b>				
Beginning inventory	17,603	16,419	18,760	22,742
Ending inventory	17,910	20,481	18,363	17,935
Inventory change	-307	-4,062	398	4,807
<b>Accrued Interest</b>				
Beginning inventory	6,105	3,139	3,771	12,208
Ending inventory	6,725	3,811	4,504	13,313
Inventory change	-619	-671	-734	-1,103
Total inventory change	94,606	-19,882	51,093	328,673
Net operating profit	230,297	-5,124	131,945	704,059

**Balance Sheet at Cost Values**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	405	81	81	81
<b>Assets</b>				
Current Farm Assets				
Cash and checking balance	19,056	6,234	11,587	45,769
Prepaid expenses & supplies	47,829	5,888	17,593	151,472
Growing crops	1,433	188	2,425	1,268
Accounts receivable	20,512	6,848	17,873	43,418
Hedging accounts	702	-	267	2,674
Crops held for sale or feed	294,002	38,952	162,140	876,015
Crops under government loan	7,399	491	-	25,605
Market livestock held for sale	40,611	30,040	32,544	42,577
Other current assets	1,659	457	878	922
Total current farm assets	433,205	89,099	245,308	1,189,718
Intermediate Farm Assets				
Breeding livestock	106,393	87,418	116,983	124,603
Machinery and equipment	324,219	94,429	230,453	805,793
Titled vehicles	24,562	11,532	20,814	47,809
Other intermediate assets	19,211	6,936	8,011	55,069
Total intermediate farm assets	474,385	200,315	376,262	1,033,273
Long Term Farm Assets				
Farm land	305,652	191,961	228,315	607,948
Buildings and improvements	145,080	78,469	100,680	310,039
Other long-term assets	19,309	8,283	11,272	52,872
Total long-term farm assets	470,041	278,714	340,268	970,859
Total Farm Assets	1,377,632	568,127	961,837	3,193,851
Total Nonfarm Assets	141,387	112,262	134,562	217,812
Total Assets	1,519,019	680,389	1,096,399	3,411,663
<b>Liabilities</b>				
Current Farm Liabilities				
Accrued interest	6,739	3,811	4,504	13,375
Accounts payable	17,910	20,481	18,363	17,935
Current notes	118,044	47,045	61,352	282,431
Government crop loans	2,343	153	-	8,047
Principal due on term debt	52,739	20,780	40,400	111,938
Total current farm liabilities	197,776	92,269	124,619	433,726
Total intermediate farm liabs	152,297	87,414	139,283	263,358
Total long term farm liabilities	277,737	216,419	234,970	430,087
Total farm liabilities	627,809	396,102	498,872	1,127,172
Total nonfarm liabilities	34,438	34,089	27,605	54,745
Total liabilities	662,247	430,191	526,477	1,181,917
Net worth (farm and nonfarm)	856,772	250,198	569,922	2,229,746
Net worth change	166,099	-6,339	87,545	548,694
Percent net worth change	24 %	-2 %	18 %	33 %
<b>Ratio Analysis</b>				
Current farm liabilities / assets	46 %	104 %	51 %	36 %
Intermediate farm liab. / assets	32 %	44 %	37 %	25 %
Long term farm liab. / assets	59 %	78 %	69 %	44 %
Total debt to asset ratio	44 %	63 %	48 %	35 %

**Balance Sheet at Market Values**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	405	81	81	81
<b>Assets</b>				
Current Farm Assets				
Cash and checking balance	19,056	6,234	11,587	45,769
Prepaid expenses & supplies	47,829	5,888	17,593	151,472
Growing crops	1,433	188	2,425	1,268
Accounts receivable	20,512	6,848	17,873	43,418
Hedging accounts	702	-	267	2,674
Crops held for sale or feed	294,002	38,952	162,140	876,015
Crops under government loan	7,399	491	-	25,605
Market livestock held for sale	40,611	30,040	32,544	42,577
Other current assets	1,659	457	878	922
Total current farm assets	433,205	89,099	245,308	1,189,718
Intermediate Farm Assets				
Breeding livestock	108,173	88,198	118,470	124,019
Machinery and equipment	384,984	121,322	264,240	936,324
Titled vehicles	26,935	13,034	22,853	52,047
Other intermediate assets	21,522	7,099	8,183	65,123
Total intermediate farm assets	541,614	229,654	413,746	1,177,513
Long Term Farm Assets				
Farm land	532,464	390,204	413,906	930,304
Buildings and improvements	164,742	93,479	119,241	339,069
Other long-term assets	20,431	8,815	10,936	58,074
Total long-term farm assets	717,637	492,499	544,083	1,327,447
Total Farm Assets	1,692,457	811,251	1,203,137	3,694,679
Total Nonfarm Assets	154,317	124,567	142,580	246,496
Total Assets	1,846,773	935,819	1,345,717	3,941,174
<b>Liabilities</b>				
Current Farm Liabilities				
Accrued interest	6,739	3,811	4,504	13,375
Accounts payable	17,910	20,481	18,363	17,935
Current notes	118,044	47,045	61,352	282,431
Government crop loans	2,343	153	-	8,047
Principal due on term debt	52,739	20,780	40,400	111,938
Total current farm liabilities	197,776	92,269	124,619	433,726
Total intermediate farm liabs	152,297	87,414	139,283	263,358
Total long term farm liabilities	277,737	216,419	234,970	430,087
Total farm liabilities	627,809	396,102	498,872	1,127,172
Total nonfarm liabilities	34,438	34,089	27,605	54,745
Total liabs excluding deferreds	662,247	430,191	526,477	1,181,917
Total deferred liabilities	167,791	78,789	99,281	406,832
Total liabilities	830,038	508,980	625,758	1,588,749
Retained earnings	856,772	250,198	569,922	2,229,746
Market valuation equity	159,963	176,640	150,036	122,679
Net worth (farm and nonfarm)	1,016,735	426,839	719,959	2,352,425
Net worth excluding deferreds	1,184,526	505,628	819,240	2,759,257
Net worth change	174,381	16,233	109,706	521,475
Percent net worth change	21 %	4 %	18 %	28 %
<b>Ratio Analysis</b>				
Current farm liabilities / assets	46 %	104 %	51 %	36 %
Intermediate farm liab. / assets	28 %	38 %	34 %	22 %
Long term farm liab. / assets	39 %	44 %	43 %	32 %
Total debt to asset ratio	45 %	54 %	46 %	40 %
Debt to assets excl deferreds	36 %	46 %	39 %	30 %

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## ***Financial Guideline Measures***

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

### **Liquidity**

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

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

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

**Working Capital to Gross Revenues:** Measures operating capital available against the size of the business.

### **Solvency**

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

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

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

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

### **Profitability**

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

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

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

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

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## ***Financial Guideline Measures***

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

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

**EBITDA:** This factor stands for: Earnings Before Interest, Taxes, Depreciation and Amortization. This represents a measure of earnings available for debt repayment.

### **Repayment Capacity**

Repayment capacity shows the borrower's ability to repay term debts (longer than one year) on time. This includes non-farm income, and is therefore not a measure of business performance alone.

**Capital Debt Repayment Capacity:** Measures the amount generated from farm and non-farm sources, to cover debt repayment and capital replacement.

**Capital Debt Repayment Margin:** The amount of money remaining after all operating expenses, taxes, family living costs, and scheduled debt payments have been made. It is the money left, after paying all expenses, which is available for purchasing/financing new machinery, equipment, land or livestock.

**Replacement Margin:** The replacement margin is the amount of income remaining after paying principal and interest on term loans and unfunded (cash) capital purchases.

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

**Replacement Margin Coverage Ratio:** This represents the ability to term debt and unfunded capital purchases. A ratio under 1.0 indicated that you did not generate enough income to cover term debt payments and unfunded capital purchases.

### **Efficiency**

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

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

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

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

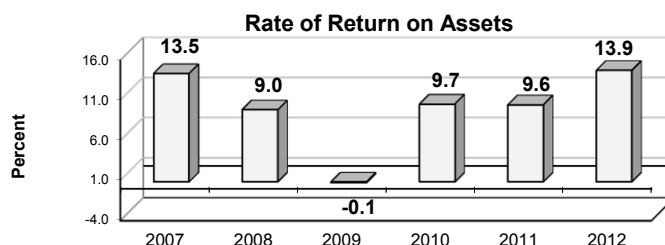
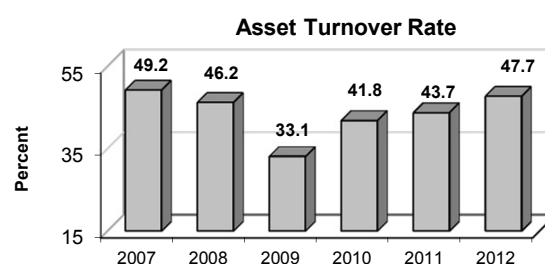
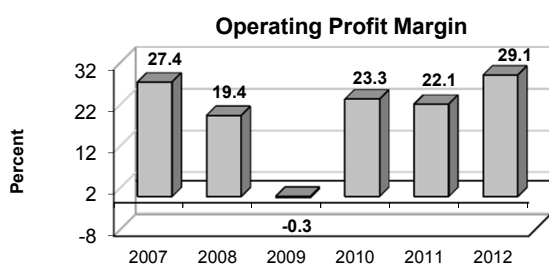
**Interest Expense Ratio:** This ratio indicates the percent of the gross farm income, which is used to pay farm interest expenses.

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

**Financial Standards Measures**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	405	81	81	81
<b>Liquidity</b>				
Current ratio	2.19	0.97	1.97	2.74
Working capital	235,430	-3,170	120,688	755,992
Working capital to gross inc.	33.9%	-1.5%	25.8%	45.0%
<b>Solvency (market)</b>				
Farm debt to asset ratio	47%	58%	50%	41%
Farm equity to asset ratio	53%	42%	50%	59%
Farm debt to equity ratio	0.88	1.38	0.98	0.71
<b>Profitability (cost)</b>				
Rate of return on farm assets	13.9%	-3.3%	10.0%	20.1%
Rate of return on farm equity	22.2%	-20.6%	16.1%	29.3%
Operating profit margin	29.1%	-14.3%	23.6%	36.9%
Net farm income	195,588	-15,328	108,042	620,037
EBIDTA	256,746	13,056	153,952	748,101
<b>Repayment Capacity</b>				
Capital debt repayment capacity	218,174	12,313	125,210	656,175
Capital debt repayment margin	150,757	-23,525	71,594	524,975
Replacement margin	140,058	-27,986	64,866	497,949
Term debt coverage ratio	3.24	0.34	2.34	5.00
Replacement coverage ratio	2.79	0.31	2.07	4.15
<b>Efficiency</b>				
Asset turnover rate (cost)	47.7%	23.2%	42.3%	54.6%
Operating expense ratio	63.0%	93.7%	67.1%	55.5%
Depreciation expense ratio	5.0%	5.0%	5.1%	5.0%
Interest expense ratio	3.8%	8.7%	4.7%	2.6%
Net farm income ratio	28.2%	-7.3%	23.1%	36.9%

**Operating Profit Margin X Asset Turnover Rate = Rate of Return on Farm Assets**



## How does your Farm Stack Up?

Below is a summary of the low, average, and high farms using the 21 Financial Standards Measures. The numbers listed below are intended to provide a general overview of the farm situation for the current year and over a five year period. The current year data provides a snapshot of the conditions that represent the present while the five year data provides a longer term look at these factors to enable their use in potential decision making activities.

For additional information, please see the back cover of this report. A "Financial Scorecard" is provided in color for your use.

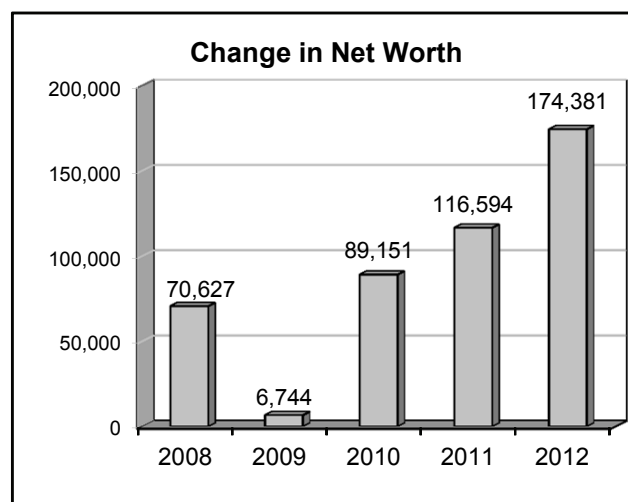
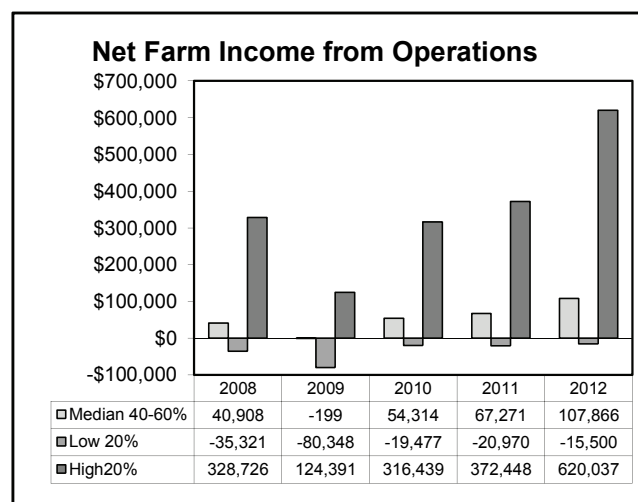
<b>Evaluation Chart</b>		<b>Low Farms</b>		<b>Average</b>		<b>High Farms</b>		<b>Your Farm</b>	
		2012	5 Yr Ave	2012	5 Yr Ave	2012	5 Yr Ave	2012	5 Yr Ave
<b><u>Liquidity</u></b>									
Current Ratio		0.97	0.94	2.19	1.82	2.74	2.30		
Working Capital	\$	(3,170)	(8,750)	235,430	136,275	755,992	454,933		
Working Capital to Gross Inc.	%	-1.5%	-3.7%	33.9%	26.7%	45.0%	36.8%		
<b><u>Solvency (Market)</u></b>									
Farm Debt to Asset Ratio	%	58%	62%	47%	50%	41%	45%		
Farm Equity to Asset Ratio	%	42%	38%	53%	50%	59%	55%		
Farm Debt to Equity Ratio	%	1.38	1.61	0.88	1.00	0.71	0.83		
<b><u>Profitability (Cost)</u></b>									
Rate of Return on Farm Assets	%	-3.3%	-5.3%	13.9%	8.4%	20.1%	14.8%		
Rate of Return on Farm Equity	%	-20.6%	-29.3%	22.2%	11.7%	29.3%	21.6%		
Operating Profit Margin	%	-14.3%	-22.2%	29.1%	18.7%	36.9%	27.9%		
Net Farm Income	\$	-15,328	-34,223	195,588	101,591	620,037	353,420		
EBIDTA	\$	13,056	5,560	256,746	152,063	748,101	451,941		
<b><u>Repayment Capacity (Accrual)</u></b>									
Capital Debt Repayment Cap.	\$	12,313	514	218,174	122,166	656,175	378,102		
Capital Debt Repayment Margin	\$	-23,525	-44,090	150,757	65,602	524,975	270,174		
Replacement Margin	\$	-27,986	-49,059	140,058	57,353	497,949	252,927		
Term Debt Coverage Ratio		0.34	0.14	3.24	2.10	5.00	3.33		
Replacement Coverage Ratio		0.31	0.11	2.79	1.82	4.15	2.87		
<b><u>Efficiency</u></b>									
Asset Turnover Rate (Cost)	%	23.2%	24.5%	47.7%	42.5%	54.6%	52.1%		
Operating Expense Ratio	%	93.7%	96.2%	63.0%	70.6%	55.5%	64.0%		
Depreciation Expense Ratio	%	5.0%	7.8%	5.0%	5.5%	5.0%	4.9%		
Interest Expense Ratio	%	8.7%	10.2%	3.8%	5.0%	2.6%	3.4%		
Net Farm Income Ratio	%	-7.3%	-14.6%	28.2%	18.9%	36.9%	27.7%		

**Profitability Measures**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u><b>Avg. Of All Farms</b></u>	<u><b>Low 20%</b></u>	<u><b>40 - 60%</b></u>	<u><b>High 20%</b></u>
Number of farms	405	81	81	81
<b>Profitability (assets valued at cost)</b>				
Net farm income from operations	195,433	-15,500	107,866	620,037
Rate of return on assets	13.9 %	-3.3 %	10.0 %	20.1 %
Rate of return on equity	22.2 %	-20.6 %	16.1 %	29.3 %
Operating profit margin	29.1 %	-14.3 %	23.6 %	36.9 %
Asset turnover rate	47.7 %	23.2 %	42.3 %	54.6 %
Farm interest expense	26,449	18,181	22,007	44,042
Value of operator lbr and mgmt.	46,084	21,277	39,131	90,645
Return on farm assets	175,798	-18,596	90,742	573,433
Average farm assets	1,265,769	561,888	907,748	2,848,147
Return on farm equity	149,349	-36,777	68,735	529,391
Average farm equity	674,103	178,866	427,897	1,809,078
Value of farm production	603,930	130,427	384,246	1,555,773
	<u><b>Avg. Of All Farms</b></u>	<u><b>Low 20%</b></u>	<u><b>40 - 60%</b></u>	<u><b>High 20%</b></u>
Number of farms	405	81	81	81
<b>Profitability (assets valued at market)</b>				
Net farm income from operations	201,934	6,512	128,179	587,974
Rate of return on assets	11.7 %	0.4 %	9.8 %	16.3 %
Rate of return on equity	19.0 %	-4.4 %	15.8 %	25.9 %
Operating profit margin	30.2 %	2.6 %	28.9 %	34.8 %
Asset turnover rate	38.7 %	16.5 %	33.9 %	46.9 %
Farm interest expense	26,449	18,181	22,007	44,042
Value of operator lbr and mgmt.	46,084	21,277	39,131	90,645
Return on farm assets	182,299	3,416	111,055	541,371
Average farm assets	1,561,852	791,631	1,133,396	3,315,495
Return on farm equity	155,850	-14,765	89,048	497,329
Average farm equity	821,011	337,161	561,892	1,922,939
Value of farm production	603,930	130,427	384,246	1,555,773

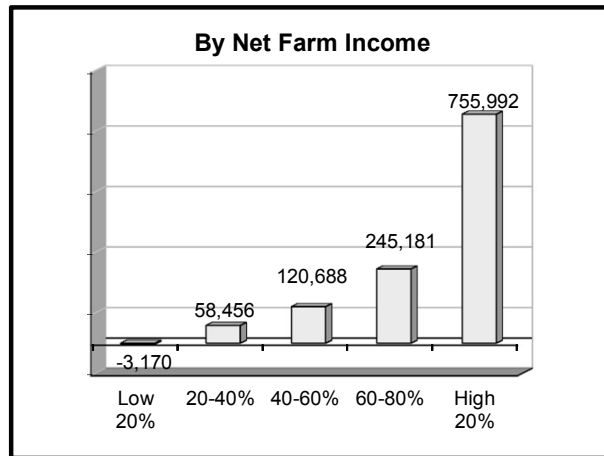
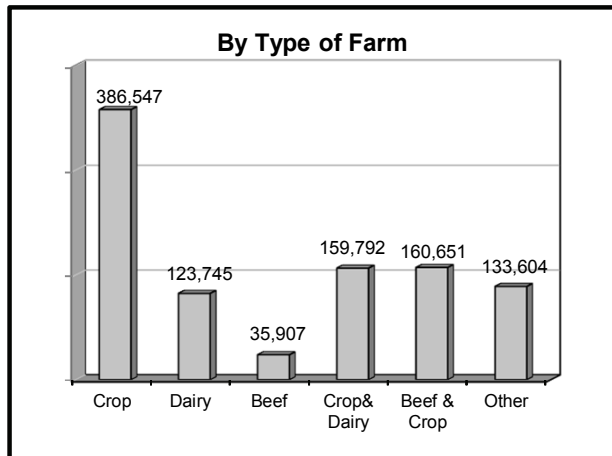
**Liquidity & Repayment Capacity Measures**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<b>Avg. Of All Farms</b>	<b>Low 20%</b>	<b>40 - 60%</b>	<b>High 20%</b>
Number of farms	405	81	81	81
<b>Liquidity</b>				
Current ratio	2.19	0.97	1.97	2.74
Working capital	235,430	-3,170	120,688	755,992
Working capital to gross inc.	33.90%	-1.50%	25.80%	45.00%
Current assets	433,205	89,099	245,308	1,189,718
Current liabilities	197,776	92,269	124,619	433,726
Gross revenues (accrual)	693,840	208,836	467,788	1,681,292
<b>Repayment capacity</b>				
Net farm income from operations	195,433	-15,500	107,866	620,037
Depreciation	34,864	10,375	24,079	84,022
Personal income	24,030	42,746	24,582	17,113
Family living/owner withdrawals	-48,041	-35,913	-41,407	-78,850
Payments on personal debt	-4,344	-2,997	-4,827	-4,986
Income taxes paid	-7,651	-3,083	-3,949	-23,757
Interest on term debt	23,884	16,686	18,866	42,596
Capital debt repayment capacity	218,174	12,313	125,210	656,175
Scheduled term debt payments	-67,417	-35,838	-53,616	-131,200
Capital debt repayment margin	150,757	-23,525	71,594	524,975
Cash replacement allowance	-10,699	-4,461	-6,729	-27,025
Replacement margin	140,058	-27,986	64,866	497,949
Term debt coverage ratio	3.24	0.34	2.34	5.00
Replacement coverage ratio	2.79	0.31	2.07	4.15

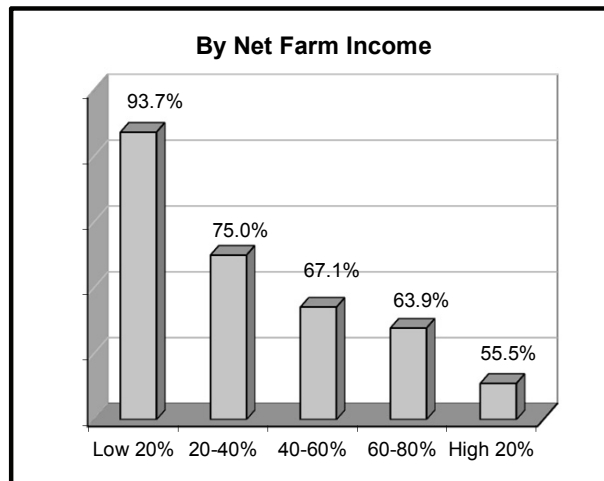
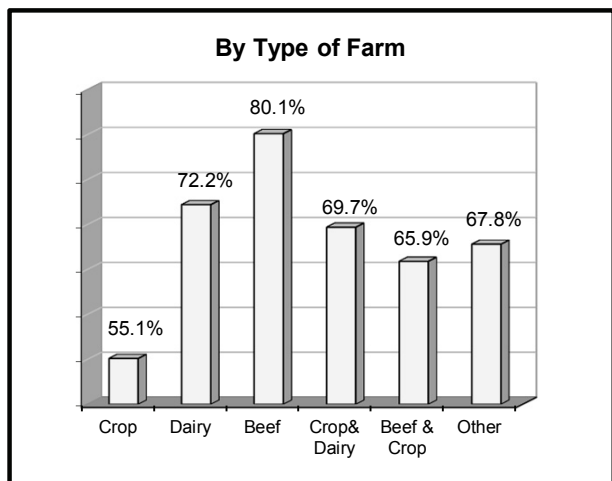


## Selected Financial Guideline Measures

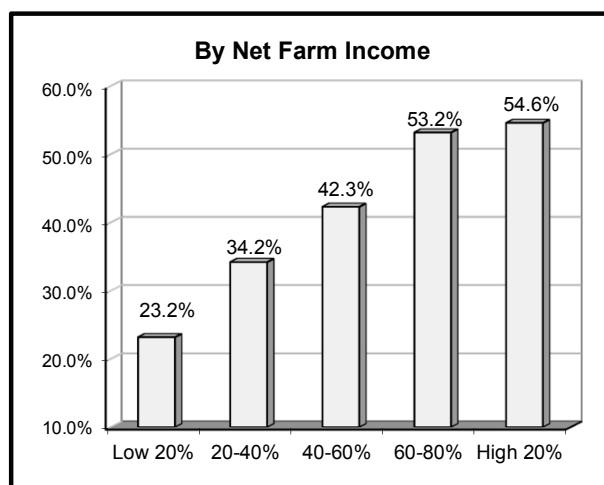
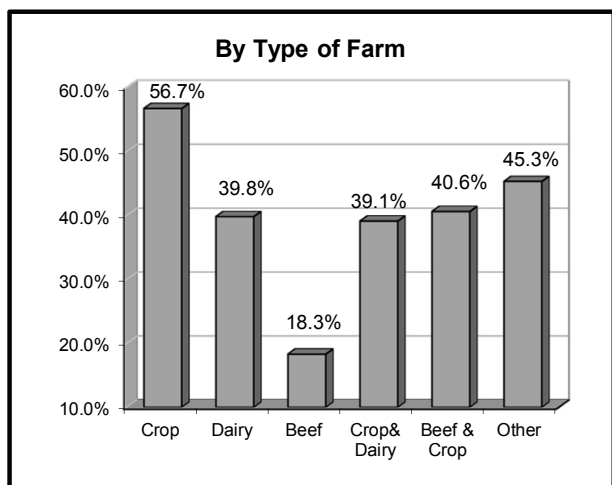
### Working Capital



### Operating Expense Ratio



### Asset Turnover Rate



**Operator and Labor Information**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	405	81	81	81
<b>Operator Information</b>				
Average number of operators	1.2	1.0	1.2	1.4
Average age of operators	46.0	46.3	45.0	47.7
Average number of years farming	26.1	20.5	22.3	43.5
<b>Results Per Operator</b>				
Working capital	199,391	-3,075	101,831	545,284
Total assets (market)	1,564,080	907,800	1,135,449	2,842,699
Total liabilities	702,981	493,741	527,984	1,145,937
Net worth (market)	861,099	414,059	607,465	1,696,763
Net worth excl deferred liabs	1,003,206	490,489	691,234	1,990,203
Gross farm income	587,631	202,583	394,696	1,212,686
Total farm expense	422,114	217,619	303,684	765,464
Net farm income from operations	165,517	-15,036	91,012	447,222
Net nonfarm income	20,351	41,466	20,741	12,343
Family living & tax withdrawals	47,168	37,829	38,270	74,009
Total acres owned	332.7	223.5	235.0	573.5
Total crop acres	708.4	218.0	422.5	1,549.1
Crop acres owned	252.9	111.6	160.8	496.0
Crop acres cash rented	440.9	101.6	251.7	1,011.8
Crop acres share rented	14.5	4.8	10.0	41.4
Total pasture acres	52.1	128.8	41.1	16.4
<b>Labor Analysis</b>				
Number of farms	405	81	81	81
Total unpaid labor hours	2,488	1,814	2,886	2,860
Total hired labor hours	1,765	846	1,448	3,300
Total labor hours per farm	4,253	2,660	4,334	6,160
Unpaid hours per operator	2,107	1,760	2,435	2,063
Value of farm production / hour	141.99	49.03	88.66	252.56
Net farm income / unpaid hour	78.54	-8.54	37.38	216.82
Average hourly hired labor wage	15.39	12.50	16.09	17.74
<b>Partnerships &amp; LLCs</b>				
Number of farms	46	4	7	15
Number of operators	2.0	-	2.1	2.3
Owner withdrawals per farm	57,184	-	51,580	66,529
Withdrawals per operator	27,670	-	23,445	33,265
<b>Corporations</b>				
Number of farms	12	2	4	3
Number of operators	2.3	-	-	-

**Household and Personal Expenses**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	53	15	12	7
Average family size	3.5	3.5	3.6	2.7
Family Living Expenses				
Food and meals expense	9,157	7,673	7,836	16,898
Medical care	3,390	1,117	2,547	5,512
Health insurance	3,351	2,701	3,835	1,383
Cash donations	1,989	1,074	2,072	4,939
Household supplies	2,339	1,425	3,888	4,225
Clothing	1,771	1,049	1,175	5,010
Personal care	2,820	1,760	4,635	3,027
Child / Dependent care	945	634	1,900	-
Alimony and child support	244	-	-	-
Gifts	1,492	965	1,506	3,595
Education	587	608	690	960
Recreation	2,643	2,382	1,585	5,909
Utilities (household share)	2,872	3,210	1,985	4,238
Personal vehicle operating exp	3,706	5,303	2,506	4,008
Household real estate taxes	179	210	124	291
Dwelling rent	81	260	35	-
Household repairs	2,053	1,054	1,415	8,478
Personal interest	2,169	2,139	1,665	389
Disability / Long term care ins	313	-	-	2,289
Life insurance payments	1,090	640	436	1,938
Personal property insurance	215	281	46	-
Miscellaneous	2,993	4,387	1,053	2,893
Total cash family living expense	46,398	38,872	40,933	75,982
Family living from the farm	444	93	-	1,714
Total family living	46,842	38,965	40,933	77,697
Other Nonfarm Expenditures				
Income taxes	8,376	6,488	3,268	31,606
Furnishing & appliance purchases	180	-	-	786
Nonfarm vehicle purchases	4,586	3,319	7,891	15,152
Nonfarm real estate purchases	9,437	-	18,045	1,713
Other nonfarm capital purchases	5,498	-	3,592	33,531
Nonfarm savings & investments	2,762	369	3,085	10,956
Total other nonfarm expenditures	30,841	10,176	35,880	93,745
Total cash family living investment & nonfarm capital purch	77,238	49,047	76,813	169,727

**Nonfarm Summary**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	405	81	81	81
<b>Nonfarm Income</b>				
Personal wages & salary	17,485	31,564	19,294	11,981
Net nonfarm business income	1,959	2,728	1,968	1,917
Personal rental income	57	111	-124	149
Personal interest income	101	14	156	125
Personal cash dividends	373	1,108	115	35
Tax refunds	1,431	2,433	1,324	672
Other nonfarm income	2,624	4,788	1,849	2,233
Total nonfarm income	24,030	42,746	24,582	17,113
Gifts and inheritances	806	495	1,481	1,333
<b>Nonfarm Assets (market)</b>				
Checking & savings	6,017	2,687	4,271	12,846
Stocks & bonds	6,094	1,110	5,267	13,878
Other current assets	1,699	628	841	4,865
Furniture & appliances	9,396	9,973	9,526	11,452
Nonfarm vehicles	13,211	10,391	15,426	18,887
Cash value of life ins.	3,280	2,464	3,263	4,739
Retirement accounts	30,117	21,532	25,767	61,235
Other intermediate assets	12,024	13,719	15,443	18,899
Nonfarm real estate	59,688	43,673	53,198	83,310
Personal bus. investment	3,890	13,721	2,086	1,439
Other long term assets	8,900	4,670	7,491	14,945
Total nonfarm assets	154,317	124,567	142,580	246,496
<b>Nonfarm Liabilities</b>				
Accrued interest	122	135	107	319
Accounts payable	2,416	2,139	334	7,284
Current notes	2,396	2,023	1,165	5,811
Princ due on term debt	2,911	3,531	3,318	3,305
Total current liabilities	7,845	7,829	4,924	16,720
Intermediate liabilities	4,719	5,157	5,674	6,211
Long term liabilities	21,874	21,104	17,007	31,814
Total nonfarm liabilities	34,438	34,089	27,605	54,745
Nonfarm net worth	119,879	90,478	114,975	191,751
Nonfarm debt to asset ratio	22 %	27 %	19 %	22 %

**Financial Summary**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	405	81	81	81
<b>Income Statement</b>				
Gross cash farm income	609,139	223,269	421,308	1,390,531
Total cash farm expense	473,448	208,511	340,456	1,015,145
Net cash farm income	135,691	14,758	80,852	375,386
Inventory change	94,606	-19,882	51,093	328,673
Depreciation	-34,864	-10,375	-24,079	-84,022
Net farm income from operations	195,433	-15,500	107,866	620,037
Gain or loss on capital sales	155	172	176	-
Average net farm income	195,588	-15,328	108,042	620,037
Median net farm income	102,641	-1,919	102,641	475,871
<b>Profitability (cost)</b>				
Rate of return on assets	13.9 %	-3.3 %	10.0 %	20.1 %
Rate of return on equity	22.2 %	-20.6 %	16.1 %	29.3 %
Operating profit margin	29.1 %	-14.3 %	23.6 %	36.9 %
Asset turnover rate	47.7 %	23.2 %	42.3 %	54.6 %
<b>Liquidity &amp; Repayment (end of year)</b>				
Current assets	433,205	89,099	245,308	1,189,718
Current liabilities	197,776	92,269	124,619	433,726
Current ratio	2.19	0.97	1.97	2.74
Working capital	235,430	-3,170	120,688	755,992
Working capital to gross inc	33.9 %	-1.5 %	25.8 %	45.0 %
Term debt coverage ratio	3.24	0.34	2.34	5.00
Replacement coverage ratio	2.79	0.31	2.07	4.15
<b>Solvency (end of year at cost)</b>				
Number of farms	405	81	81	81
Total farm assets	1,377,632	568,127	961,837	3,193,851
Total farm liabilities	627,809	396,102	498,872	1,127,172
Total assets	1,519,019	680,389	1,096,399	3,411,663
Total liabilities	662,247	430,191	526,477	1,181,917
Net worth	856,772	250,198	569,922	2,229,746
Net worth change	166,099	-6,339	87,545	548,694
Farm debt to asset ratio	46 %	70 %	52 %	35 %
Total debt to asset ratio	44 %	63 %	48 %	35 %
<b>Solvency (end of year at market)</b>				
Number of farms	405	81	81	81
Total farm assets	1,692,457	811,251	1,203,137	3,694,679
Total farm liabilities	792,476	469,925	596,020	1,530,170
Total assets	1,846,773	935,819	1,345,717	3,941,174
Total liabilities	830,038	508,980	625,758	1,588,749
Net worth	1,016,735	426,839	719,959	2,352,425
Net worth change	174,381	16,233	109,706	521,475
Farm debt to asset ratio	47 %	58 %	50 %	41 %
Total debt to asset ratio	45 %	54 %	46 %	40 %
<b>Nonfarm Information</b>				
Net nonfarm income	24,030	42,746	24,582	17,113
Farms reporting living expenses	53	15	12	7
Total family living expense	46,842	38,965	40,933	77,697
Total living, invest, cap. purch	77,238	49,047	76,813	169,727
<b>Crop Acres</b>				
Total acres owned	393	230	279	795
Total crop acres	836	225	501	2,148
Total crop acres owned	299	115	191	688
Total crop acres cash rented	521	105	298	1,403
Total crop acres share rented	17	5	12	57

**Financial Summary**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Gross Farm Income)**

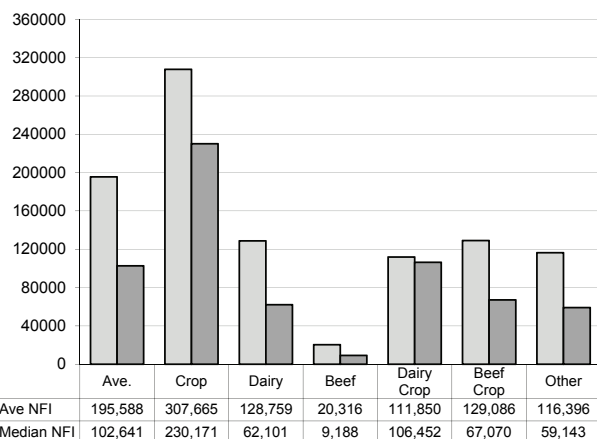
	<u>Less than 50,000</u>	<u>50,001 - 100,000</u>	<u>100,001 - 250,000</u>	<u>250,001 - 500,000</u>	<u>500,001 - 1,000,000</u>	<u>Over 1,000,000</u>
Number of farms	21	29	97	84	100	74
<b>Income Statement</b>						
Gross cash farm income	26,077	69,615	176,394	354,995	702,828	1,715,165
Total cash farm expense	30,212	62,691	144,405	273,707	540,412	1,327,757
Net cash farm income	-4,134	6,924	31,989	81,288	162,416	387,409
Inventory change	9,415	7,387	21,039	56,065	132,982	241,285
Depreciation	-3,903	-5,072	-10,226	-19,026	-39,764	-98,980
Net farm income from operations	1,378	9,239	42,803	118,327	255,633	529,713
Gain or loss on capital sales	-	-	-	833	-145	98
Average net farm income	1,378	9,239	42,803	119,159	255,488	529,811
Median net farm income	-1,008	5,783	35,890	102,989	235,006	387,821
<b>Profitability (cost)</b>						
Rate of return on assets	-0.9 %	1.6 %	5.9 %	12.3 %	16.1 %	15.6 %
Rate of return on equity	-10.0 %	-1.9 %	8.4 %	19.9 %	27.1 %	23.4 %
Operating profit margin	-6.3 %	8.0 %	19.3 %	29.1 %	31.2 %	29.7 %
Asset turnover rate	14.2 %	20.4 %	30.8 %	42.1 %	51.7 %	52.6 %
<b>Liquidity &amp; Repayment (end of year)</b>						
Current assets	29,532	49,083	113,067	249,679	531,376	1,193,599
Current liabilities	20,640	29,071	67,449	100,783	246,550	529,179
Current ratio	1.43	1.69	1.68	2.48	2.16	2.26
Working capital	8,892	20,011	45,617	148,896	284,826	664,421
Working capital to gross inc	23.0 %	25.5 %	23.6 %	37.1 %	34.3 %	34.6 %
Term debt coverage ratio	1.44	1.74	1.74	2.95	3.68	3.53
Replacement coverage ratio	1.31	1.46	1.53	2.42	3.17	3.08
<b>Solvency (end of year at cost)</b>						
Number of farms	21	29	97	84	100	74
Total farm assets	249,564	360,414	572,407	873,721	1,561,482	3,475,454
Total farm liabilities	164,953	196,968	340,992	421,945	730,966	1,398,249
Total assets	340,969	447,719	673,694	1,006,987	1,728,471	3,679,407
Total liabilities	196,814	221,723	363,619	442,291	772,385	1,459,257
Net worth	144,155	225,996	310,075	564,696	956,086	2,220,150
Net worth change	22,097	21,956	36,734	91,348	210,962	457,254
Farm debt to asset ratio	66 %	55 %	60 %	48 %	47 %	40 %
Total debt to asset ratio	58 %	50 %	54 %	44 %	45 %	40 %
<b>Solvency (end of year at market)</b>						
Number of farms	21	29	97	84	100	74
Total farm assets	315,620	462,089	802,491	1,184,693	1,875,933	4,060,369
Total farm liabilities	180,857	219,053	411,907	519,658	926,612	1,818,036
Total assets	424,132	558,046	910,772	1,329,672	2,055,592	4,287,251
Total liabilities	215,753	250,918	436,693	544,700	969,107	1,882,882
Net worth	208,379	307,128	474,079	784,972	1,086,485	2,404,369
Net worth change	31,268	23,983	51,007	114,756	212,700	451,553
Farm debt to asset ratio	57 %	47 %	51 %	44 %	49 %	45 %
Total debt to asset ratio	51 %	45 %	48 %	41 %	47 %	44 %
<b>Nonfarm Information</b>						
Net nonfarm income	52,677	46,272	28,326	16,579	19,047	16,743
Farms reporting living expenses	7	1	15	12	12	6
Total family living expense	47,617	-	35,140	46,559	55,968	63,524
Total living, invest, cap. purch	66,620	-	54,227	66,604	98,974	137,117
<b>Crop Acres</b>						
Total acres owned	128	238	217	280	450	810
Total crop acres	126	134	292	430	1,077	2,164
Total crop acres owned	51	93	135	188	395	658
Total crop acres cash rented	75	39	143	239	658	1,466
Total crop acres share rented	-	2	13	3	24	40

**Financial Summary**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Farm Type)**

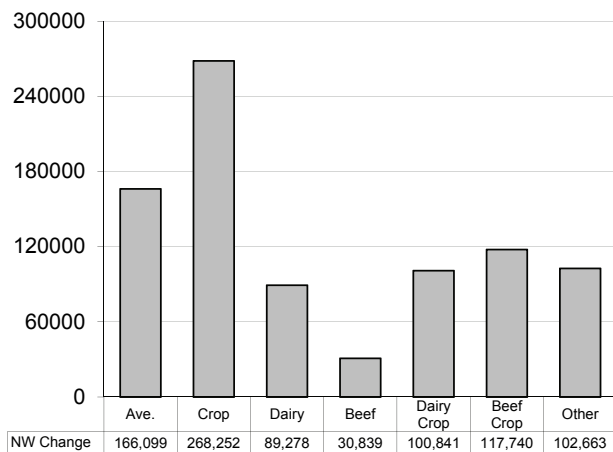
	<b>Avg. Of All Farms</b>	<b>Crop</b>	<b>Dairy</b>	<b>Beef</b>	<b>Crop and Dairy</b>	<b>Crop and Beef</b>	<b>Other</b>
Number of farms	405	170	107	25	24	34	42
<b>Income Statement</b>							
Gross cash farm income	609,139	701,256	648,585	256,339	526,727	441,552	463,721
Total cash farm expense	473,448	512,649	524,104	245,388	444,901	363,246	360,973
Net cash farm income	135,691	188,608	124,480	10,950	81,826	78,307	102,747
Inventory change	94,606	163,227	38,768	19,654	62,858	69,679	40,620
Depreciation	-34,864	-44,167	-34,937	-10,289	-32,835	-19,342	-26,971
Net farm income from operations	195,433	307,667	128,311	20,316	111,850	128,644	116,396
Gain or loss on capital sales	155	-1	448	-	-	442	-
Average net farm income	195,588	307,665	128,759	20,316	111,850	129,086	116,396
Median net farm income	102,641	230,171	62,101	9,188	106,452	67,070	59,143
<b>Profitability (cost)</b>							
Rate of return on assets	13.9 %	19.0 %	8.6 %	2.9 %	8.0 %	11.6 %	11.4 %
Rate of return on equity	22.2 %	29.8 %	12.2 %	0.2 %	12.9 %	20.9 %	18.2 %
Operating profit margin	29.1 %	33.5 %	21.7 %	15.8 %	20.6 %	28.5 %	25.2 %
Asset turnover rate	47.7 %	56.7 %	39.8 %	18.3 %	39.1 %	40.6 %	45.3 %
<b>Liquidity &amp; Repayment (end of year)</b>							
Current assets	433,205	648,321	245,490	214,256	325,565	377,220	260,910
Current liabilities	197,776	261,773	121,745	178,349	165,773	216,570	127,307
Current ratio	2.19	2.48	2.02	1.20	1.96	1.74	2.05
Working capital	235,430	386,547	123,745	35,907	159,792	160,651	133,604
Working capital to gross inc	33.9 %	45.8 %	18.1 %	13.1 %	27.2 %	31.8 %	26.3 %
Term debt coverage ratio	3.24	4.84	1.94	1.34	1.90	2.84	2.41
Replacement coverage ratio	2.79	3.94	1.77	1.21	1.75	2.40	2.14
<b>Solvency (end of year at cost)</b>							
Number of farms	405	170	107	25	24	34	42
Total farm assets	1,377,632	1,654,933	1,286,622	892,947	1,321,104	1,127,078	986,854
Total farm liabilities	627,809	680,709	598,920	471,112	750,469	628,567	477,821
Total assets	1,519,019	1,826,758	1,384,265	1,004,955	1,482,640	1,269,821	1,127,766
Total liabilities	662,247	726,966	617,038	484,650	780,855	663,061	520,794
Net worth	856,772	1,099,792	767,226	520,305	701,785	606,761	606,972
Net worth change	166,099	268,252	89,278	30,839	100,841	117,740	102,663
Farm debt to asset ratio	46 %	41 %	47 %	53 %	57 %	56 %	48 %
Total debt to asset ratio	44 %	40 %	45 %	48 %	53 %	52 %	46 %
<b>Solvency (end of year at market)</b>							
Number of farms	405	170	107	25	24	34	42
Total farm assets	1,692,457	2,052,529	1,547,628	1,030,990	1,717,248	1,430,181	1,177,406
Total farm liabilities	792,476	904,169	723,616	537,402	920,636	763,831	581,501
Total assets	1,846,773	2,245,197	1,650,987	1,146,688	1,877,792	1,592,006	1,325,468
Total liabilities	830,038	952,952	744,607	558,390	951,044	803,803	628,059
Net worth	1,016,735	1,292,245	906,380	588,297	926,749	788,203	697,409
Net worth change	174,381	276,247	96,049	26,863	86,200	159,905	112,513
Farm debt to asset ratio	47 %	44 %	47 %	52 %	54 %	53 %	49 %
Total debt to asset ratio	45 %	42 %	45 %	49 %	51 %	50 %	47 %
<b>Nonfarm Information</b>							
Net nonfarm income	24,030	25,468	12,248	47,791	21,775	37,333	24,974
Farms reporting living expenses	53	20	17	3	2	5	6
Total family living expense	46,842	53,323	44,663	-	-	44,412	49,552
Total living, invest, cap. purch	77,238	98,246	55,328	-	-	100,367	87,140
<b>Crop Acres</b>							
Total acres owned	393	537	225	372	398	385	253
Total crop acres	836	1,391	342	400	470	664	461
Total crop acres owned	299	485	143	163	244	178	146
Total crop acres cash rented	521	877	192	235	216	472	303
Total crop acres share rented	17	29	7	2	10	14	12

## Selected Factors by Type of Farm

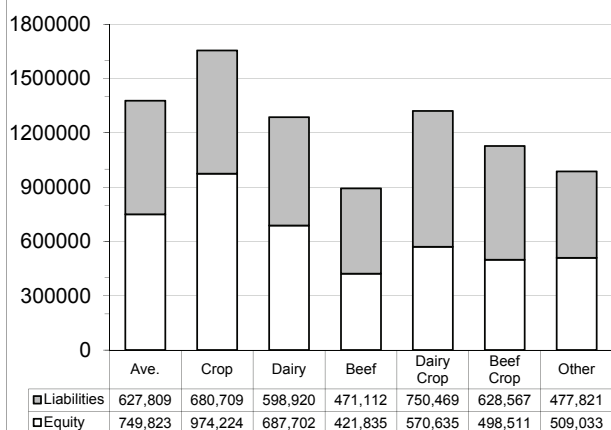
**Net Farm Income**



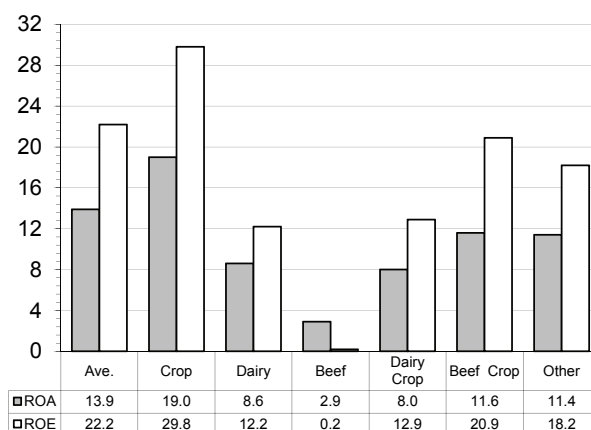
**Change in Net Worth**



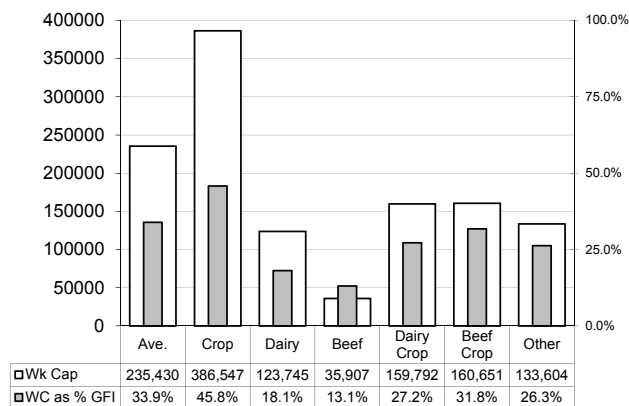
**Total Assets shown as Equity & Liabilities**



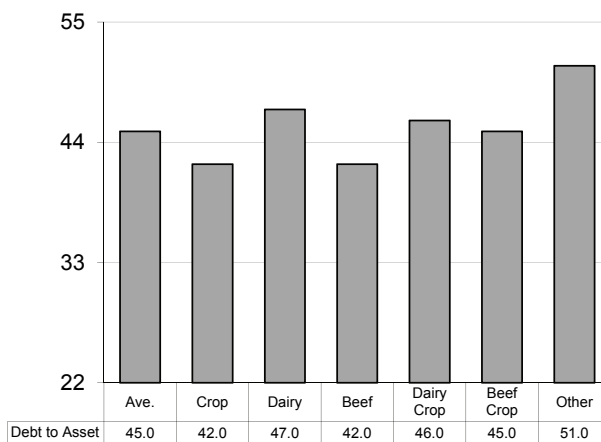
**Rate of Return on Assets & Equity (%)**



**Working Capital**



**Ending Debt to Asset Ratio (%)**



**Financial Summary**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Total Crop Acres)**

	<b>Less than 100</b>	<b>101 - 250</b>	<b>251 - 500</b>	<b>501 - 1,000</b>	<b>1,001 - 1,500</b>	<b>1,501 - 2,000</b>	<b>2,001 - 5,000</b>
Number of farms	56	79	75	84	39	22	49
<b>Income Statement</b>							
Gross cash farm income	277,338	214,304	331,297	568,986	897,840	945,860	1,687,210
Total cash farm expense	231,077	173,226	257,588	470,880	642,607	723,250	1,294,924
Net cash farm income	46,261	41,078	73,709	98,106	255,233	222,610	392,285
Inventory change	1,794	16,589	36,028	81,824	102,545	204,329	368,844
Depreciation	-10,876	-11,720	-20,456	-31,122	-60,548	-54,200	-97,837
Net farm income from operations	37,179	45,946	89,281	148,809	297,230	372,739	663,293
Gain or loss on capital sales	478	176	390	86	-372	-	-
Average net farm income	37,657	46,122	89,671	148,895	296,858	372,739	663,293
Median net farm income	20,786	33,692	85,531	152,432	284,646	348,914	614,500
<b>Profitability (cost)</b>							
Rate of return on assets	5.6 %	6.8 %	9.4 %	10.8 %	14.7 %	18.5 %	18.8 %
Rate of return on equity	7.6 %	10.5 %	14.2 %	17.6 %	23.4 %	28.4 %	27.9 %
Operating profit margin	15.6 %	19.7 %	25.5 %	24.9 %	30.2 %	30.8 %	33.5 %
Asset turnover rate	35.7 %	34.4 %	36.8 %	43.3 %	48.7 %	60.0 %	56.2 %
<b>Liquidity &amp; Repayment (end of year)</b>							
Current assets	107,937	92,099	199,424	356,749	634,752	778,564	1,455,091
Current liabilities	74,732	58,003	85,373	190,454	324,346	302,956	598,605
Current ratio	1.44	1.59	2.34	1.87	1.96	2.57	2.43
Working capital	33,205	34,096	114,052	166,295	310,406	475,608	856,486
Working capital to gross inc	11.9 %	14.8 %	31.6 %	25.7 %	31.2 %	42.0 %	42.7 %
Term debt coverage ratio	1.46	1.92	2.33	2.46	2.81	4.47	5.06
Replacement coverage ratio	1.32	1.65	2.00	2.22	2.56	3.68	4.17
<b>Solvency (end of year at cost)</b>							
Number of farms	56	79	75	84	39	22	49
Total farm assets	520,644	537,826	844,291	1,341,125	2,018,417	1,947,729	3,703,158
Total farm liabilities	321,655	322,178	419,630	699,241	912,589	757,981	1,388,533
Total assets	635,875	648,680	967,487	1,490,634	2,185,124	2,115,767	3,905,233
Total liabilities	371,031	347,901	438,965	727,028	955,539	797,884	1,445,944
Net worth	264,844	300,779	528,522	763,606	1,229,584	1,317,883	2,459,289
Net worth change	34,257	38,743	74,211	122,129	236,892	311,125	595,339
Farm debt to asset ratio	62 %	60 %	50 %	52 %	45 %	39 %	37 %
Total debt to asset ratio	58 %	54 %	45 %	49 %	44 %	38 %	37 %
<b>Solvency (end of year at market)</b>							
Number of farms	56	79	75	84	39	22	49
Total farm assets	656,159	748,410	1,120,821	1,632,868	2,476,141	2,499,703	4,265,480
Total farm liabilities	369,580	379,748	507,135	837,088	1,174,448	1,076,643	1,861,161
Total assets	783,993	865,757	1,249,272	1,793,746	2,661,440	2,683,821	4,500,281
Total liabilities	422,319	410,488	529,089	866,557	1,218,577	1,118,940	1,923,601
Net worth	361,675	455,269	720,183	927,189	1,442,863	1,564,882	2,576,680
Net worth change	51,970	45,987	82,846	146,841	267,623	311,563	554,568
Farm debt to asset ratio	56 %	51 %	45 %	51 %	47 %	43 %	44 %
Total debt to asset ratio	54 %	47 %	42 %	48 %	46 %	42 %	43 %
<b>Nonfarm Information</b>							
Net nonfarm income	26,254	31,653	25,865	21,582	21,640	12,105	18,156
Farms reporting living expenses	9	17	10	8	4	3	2
Total family living expense	36,245	45,072	39,402	47,539	-	-	-
Total living, invest, cap. purch	66,930	53,693	59,466	77,469	-	-	-
<b>Crop Acres</b>							
Total acres owned	169	170	255	345	596	719	978
Total crop acres	15	179	374	684	1,272	1,723	2,954
Total crop acres owned	11	93	179	266	477	587	930
Total crop acres cash rented	4	82	189	406	795	1,103	1,933
Total crop acres share rented	-	4	6	12	-	32	91

**Crop Production and Marketing Summary**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Net Farm Income)**

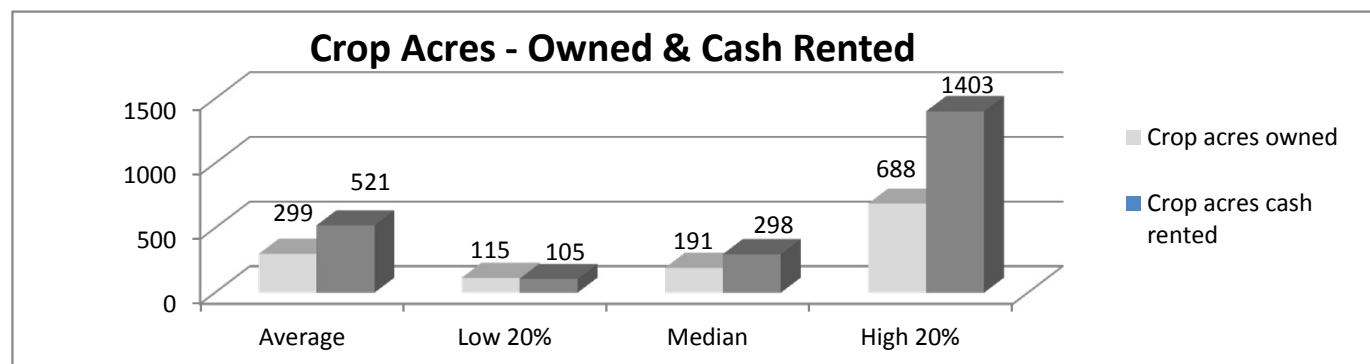
	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	405	81	81	81
<b>Acreage Summary</b>				
Total acres owned	393	230	279	795
Total crop acres	836	225	501	2,148
Crop acres owned	299	115	191	688
Crop acres cash rented	521	105	298	1,403
Crop acres share rented	17	5	12	57
Total pasture acres	62	133	49	23
Percent crop acres owned	36%	51%	38%	32%
Mach invest/crop acre cost	188	451	253	148
Mach invest/crop acre market	227	554	288	181

**Average Price Received (Cash Sales Only)**

Soybeans per bushel	12.81	13.59	12.44	12.90
Corn per bushel	6.26	6.55	6.31	6.14
Wheat, Spring per bushel	8.01	8.67	8.21	8.04
Hay, Alfalfa per ton	102.15	-	74.89	112.68
Oats per bushel	3.71	3.45	3.53	-
Hay, Mixed per ton	65.14	75.28	46.77	48.76
Straw per ton	38.91	-	23.38	57.87
Barley per bushel	6.37	-	-	6.52
Sunflowers per cwt	27.20	-	-	-
Beans, Navy per cwt	34.96	-	-	34.79
Wheat, Winter per bushel	7.41	-	8.34	7.17
Grass Seed, Perennial Rye per lb	0.41	-	-	0.41
Corn Silage per ton	44.10	-	-	-
Canola per cwt	26.82	-	-	26.96

**Average Yield Per Acre**

Soybeans (bushel)	37.23	19.58	35.76	39.09
Corn (bushel)	128.54	89.13	124.81	137.33
Wheat, Spring (bushel)	59.69	43.33	51.05	61.63
Corn Silage (ton)	15.16	13.10	17.00	14.78
Hay, Alfalfa (ton)	3.26	3.04	3.70	3.21
Hay, Grass (ton)	1.96	1.68	1.82	2.69
Hay, Mixed (ton)	1.76	1.58	1.82	2.68
Oats (bushel)	66.82	50.94	63.21	-
Barley (bushel)	67.00	34.12	-	67.97
Haylage, Alfalfa (ton)	6.58	6.13	4.31	6.89
Wheat, Winter (bushel)	46.94	-	-	50.38
Sunflowers (cwt)	21.89	-	-	-



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## Individual Enterprise Analysis Tables

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The individual crop and livestock tables are designed to identify the costs and returns for specific enterprises on the farm. Data from all farmers with each enterprise is merged. The minimum number of farms, in order to print a given column on the following reports, is five (5). This enables the necessary level of confidentiality for publication of this information.

On the crop reports, costs such as fertilizer, chemicals, seed, crop drying expenses, hired labor, and custom hire are costs that are assigned to each individual crop. These costs are shown in the crop enterprise analysis as *Direct Costs*.

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

There are a couple of subtle differences between the Owned Land and Cash Rented Land tables. Naturally, on cash rented land, the actual cost of renting the land is reported in the direct cost section. On the owned land, there are two different lines of information in the overhead cost section that would be included for calculating cost of ownership: real-estate taxes and interest on long-term debt.

The livestock reports have a format similar to the crop reports. Production information is listed at the top of each table. This will include animal or product sales, purchases, sales, transfers, and inventory change.

The *Direct Costs* include costs that are assigned to the enterprise, including items such as: feed, veterinary, breeding, marketing, hired labor, fuel & repairs, and livestock supplies. The *Overhead Costs* include formula-assigned costs, including items such as: depreciation, interest, utilities, and insurances.

At the bottom of each livestock report, there is a list of selected factors for each enterprise. These factors are a combination of production indicators and efficiency indicators.

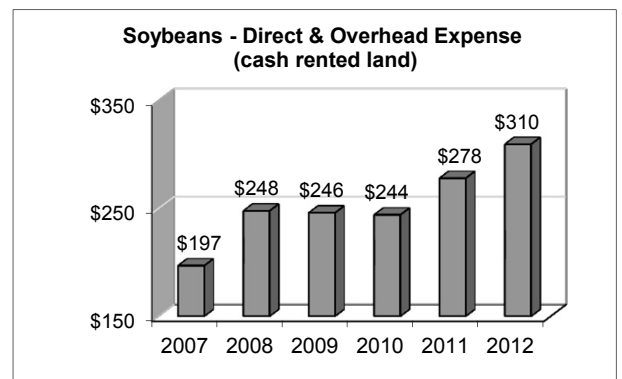
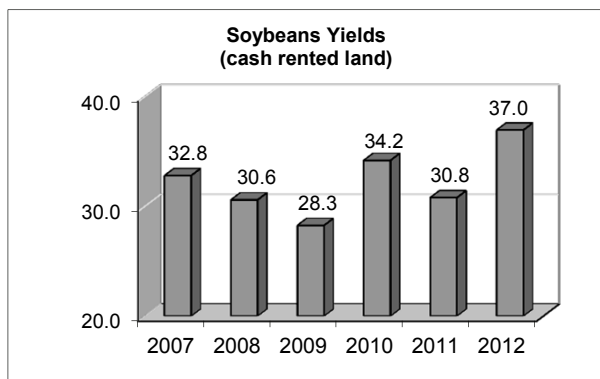
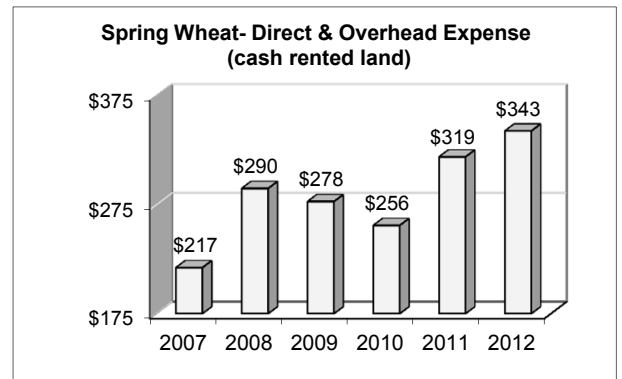
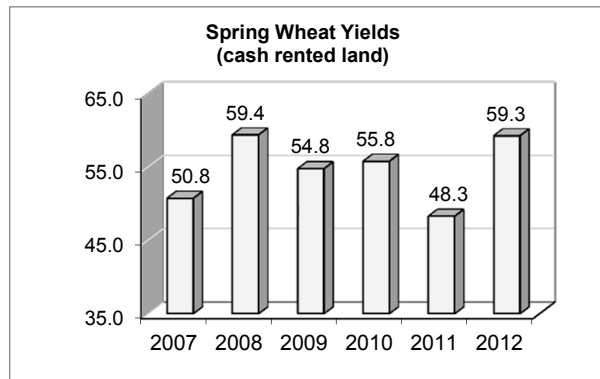
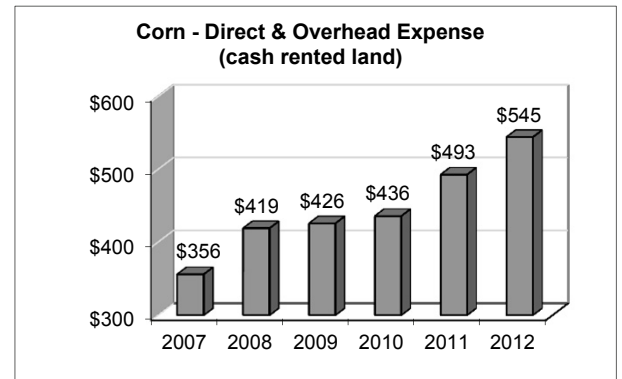
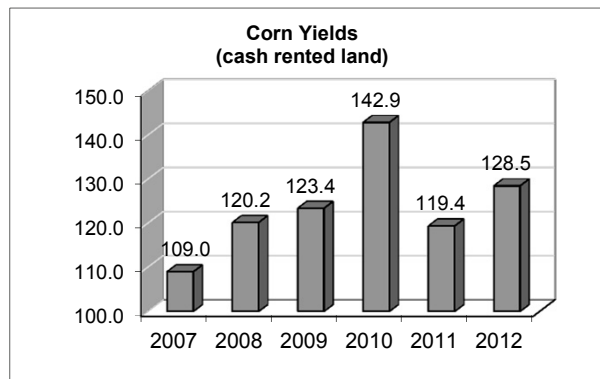
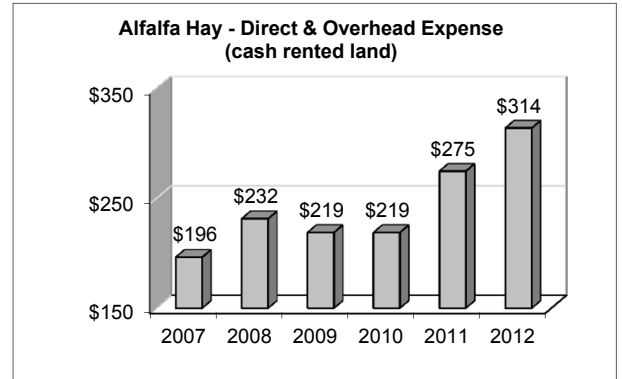
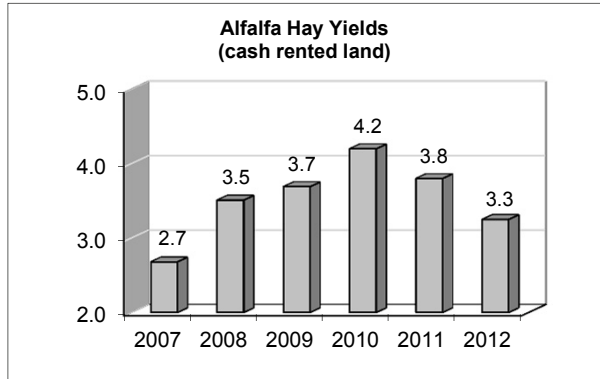
Towards the bottom of both the crop and livestock enterprise tables, are four (4) factors that show varying levels of Cost of Production. Those factors include a cost of production based on: direct costs, overhead & direct costs, total cost less government payments and/or other revenue, and total cost including labor & management.

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Machinery Cost per Acre is a factor used to combine all costs related to machinery usage. The Machinery Cost per Acre includes: Fuel & Oil, Repairs, Custom hire, Machinery leases, Interest on machinery debt, and Machinery depreciation. Below is a machinery cost summary for five prominent Northern Minnesota crops. The table below is utilizing information from the owned land crop enterprise analysis tables.

Crop	2008	2009	2010	2011	2012
Alfalfa Hay	\$ 136.32	\$113.51	\$122.97	\$134.95	\$150.94
Corn	\$ 119.12	\$109.69	\$118.92	\$142.37	\$154.11
Corn Silage	\$ 160.35	\$133.60	\$146.13	\$184.16	\$185.94
Soybeans	\$ 69.42	\$64.06	\$70.06	\$87.20	\$88.40
Spring Wheat	\$ 66.90	\$62.77	\$73.46	\$84.21	\$94.18

## Five Year History of Crop Yields and Cost of Production



**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Corn on Owned Land**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	153	31	30
Number of farms	140	28	28
Acres	97.88	106.50	90.22
Yield per acre (bu.)	128.89	134.32	157.52
Operators share of yield %	100.00	100.00	100.00
Value per bu.	6.49	6.34	6.75
Total product return per acre	836.96	852.19	1,063.03
Crop insurance per acre	10.19	1.77	-
Other crop income per acre	4.13	0.97	6.67
Gross return per acre	851.27	854.93	1,069.70
<b>Direct Expenses</b>			
Seed	82.90	81.51	81.80
Fertilizer	137.69	149.98	129.20
Crop chemicals	20.48	20.52	16.58
Crop insurance	20.68	14.85	19.07
Drying expense	2.07	2.04	2.32
Fuel & oil	39.79	41.50	40.72
Repairs	48.66	43.49	47.69
Custom hire	13.87	15.97	5.38
Hired labor	1.98	0.27	3.80
Machinery leases	1.35	3.75	-
Hauling and trucking	3.04	2.51	3.38
Marketing	0.77	0.58	0.02
Operating interest	7.48	9.57	6.59
Miscellaneous	2.15	3.12	1.15
Total direct expenses per acre	382.90	389.64	357.68
Return over direct exp per acre	468.37	465.29	712.02
<b>Overhead Expenses</b>			
Hired labor	12.74	22.62	5.95
Machinery leases	2.47	1.05	1.59
RE & pers. property taxes	13.02	15.40	13.35
Farm insurance	6.94	6.69	6.53
Utilities	4.77	5.56	3.58
Dues & professional fees	3.68	4.73	4.21
Interest	54.45	59.56	59.25
Mach & bldg depreciation	42.78	47.14	44.68
Miscellaneous	6.99	5.98	9.88
Total overhead expenses per acre	147.84	168.73	149.03
Total dir & ovhd expenses per acre	530.74	558.37	506.71
Net return per acre	320.53	296.56	562.99
Government payments	12.04	14.82	11.99
Net return with govt pmts	332.57	311.38	574.97
Labor & management charge	53.88	46.50	62.35
Net return over lbr & mgt	278.70	264.88	512.63
<b>Cost of Production</b>			
Total direct expense per bu.	2.97	2.90	2.27
Total dir & ovhd exp per bu.	4.12	4.16	3.22
Less govt & other income	3.91	4.03	3.10
With labor & management	4.33	4.37	3.49
Net value per unit	6.49	6.34	6.75
Machinery cost per acre	154.11	159.39	146.46
Est. labor hours per acre	3.44	3.35	3.17

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Corn on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	214	35	49
Number of farms	163	32	33
Acres	191.30	285.09	114.85
Yield per acre (bu.)	128.51	135.12	161.49
Operators share of yield %	100.00	100.00	100.00
Value per bu.	6.38	6.45	6.57
Other product return per acre	0.18	-	-
Total product return per acre	819.53	871.78	1,060.25
Crop insurance per acre	10.82	1.14	1.94
Other crop income per acre	1.84	1.05	0.98
Gross return per acre	832.19	873.97	1,063.16
<b>Direct Expenses</b>			
Seed	83.00	84.79	76.40
Fertilizer	141.81	139.06	131.71
Crop chemicals	21.96	21.21	18.87
Crop insurance	21.14	15.46	19.15
Drying expense	2.48	4.32	1.98
Packaging and supplies	0.26	0.70	0.01
Fuel & oil	37.79	44.85	37.77
Repairs	44.16	42.24	51.05
Custom hire	11.38	10.25	7.76
Hired labor	4.42	5.49	3.64
Land rent	75.79	83.98	79.30
Machinery leases	3.77	8.21	0.17
Utilities	0.64	2.01	-
Hauling and trucking	3.09	1.37	1.27
Marketing	1.29	1.62	-
Operating interest	8.15	8.67	8.39
Miscellaneous	1.64	2.98	0.32
Total direct expenses per acre	462.75	477.20	437.81
Return over direct exp per acre	369.43	396.77	625.36
<b>Overhead Expenses</b>			
Hired labor	12.10	13.52	11.61
Machinery leases	4.33	6.46	2.63
Building leases	0.72	0.91	0.43
Farm insurance	5.40	5.38	5.85
Utilities	3.49	3.35	4.96
Dues & professional fees	3.02	2.71	3.29
Interest	7.59	7.43	6.48
Mach & bldg depreciation	39.88	42.30	47.34
Miscellaneous	5.22	5.68	8.51
Total overhead expenses per acre	81.75	87.75	91.09
Total dir & ovhd expenses per acre	544.50	564.95	528.90
Net return per acre	287.69	309.02	534.26
Government payments	11.89	13.72	12.57
Net return with govt pmts	299.58	322.74	546.83
Labor & management charge	45.43	38.42	62.50
Net return over lbr & mgt	254.15	284.31	484.33
<b>Cost of Production</b>			
Total direct expense per bu.	3.60	3.53	2.71
Total dir & ovhd exp per bu.	4.24	4.18	3.28
Less govt & other income	4.04	4.06	3.18
With labor & management	4.40	4.35	3.57
Net value per unit	6.38	6.45	6.57
Machinery cost per acre	146.36	160.35	147.70
Est. labor hours per acre	3.10	3.08	2.97

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Soybeans on Owned Land**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	184	28	43
Number of farms	143	28	29
Acres	199.98	229.93	194.98
Yield per acre (bu.)	37.75	36.30	43.86
Operators share of yield %	100.00	100.00	100.00
Value per bu.	13.87	13.57	14.39
Total product return per acre	523.53	492.61	631.17
Crop insurance per acre	2.00	3.61	0.18
Other crop income per acre	3.39	1.16	7.69
Gross return per acre	528.93	497.39	639.04
<b>Direct Expenses</b>			
Seed	58.88	55.94	60.91
Fertilizer	38.09	32.19	32.07
Crop chemicals	18.60	13.70	18.88
Crop insurance	17.11	21.60	13.90
Fuel & oil	22.68	24.54	22.34
Repairs	26.33	27.23	22.25
Custom hire	5.65	5.38	3.97
Hired labor	0.44	0.80	0.23
Machinery leases	0.41	-	1.07
Hauling and trucking	0.70	1.25	0.51
Marketing	0.49	0.10	0.85
Operating interest	4.03	5.09	2.72
Miscellaneous	1.12	1.45	1.83
Total direct expenses per acre	194.53	189.28	181.53
Return over direct exp per acre	334.40	308.11	457.51
<b>Overhead Expenses</b>			
Hired labor	8.29	9.28	11.39
Machinery leases	1.38	2.45	0.56
Building leases	0.20	0.55	0.11
RE & pers. property taxes	9.40	8.42	9.82
Farm insurance	4.65	4.02	4.75
Utilities	3.27	3.66	3.33
Dues & professional fees	2.41	2.14	2.32
Interest	28.00	26.08	27.32
Mach & bldg depreciation	29.87	21.57	41.27
Miscellaneous	3.22	3.93	2.30
Total overhead expenses per acre	90.68	82.11	103.17
Total dir & ovhd expenses per acre	285.21	271.39	284.70
Net return per acre	243.72	226.00	354.34
Government payments	12.09	14.65	11.67
Net return with govt pmts	255.80	240.65	366.02
Labor & management charge	33.59	30.21	36.64
Net return over lbr & mgt	222.21	210.44	329.38
<b>Cost of Production</b>			
Total direct expense per bu.	5.15	5.21	4.14
Total dir & ovhd exp per bu.	7.55	7.48	6.49
Less govt & other income	7.09	6.94	6.04
With labor & management	7.98	7.77	6.88
Net value per unit	13.87	13.57	14.39
Machinery cost per acre	88.40	83.36	93.23
Est. labor hours per acre	1.63	1.85	1.75

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Soybeans on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	240	38	48
Number of farms	174	35	35
Acres	295.39	501.81	303.73
Yield per acre (bu.)	36.96	36.30	44.87
Operators share of yield %	100.00	100.00	100.00
Value per bu.	13.86	13.71	14.44
Total product return per acre	512.18	497.54	647.69
Crop insurance per acre	6.09	8.31	0.38
Other crop income per acre	2.69	0.15	3.85
Gross return per acre	520.96	506.00	651.92
<b>Direct Expenses</b>			
Seed	58.78	58.25	63.07
Fertilizer	38.99	39.85	36.03
Crop chemicals	18.00	16.61	20.02
Crop insurance	18.80	20.54	18.18
Fuel & oil	20.94	20.97	22.04
Repairs	23.93	23.32	22.06
Custom hire	6.37	6.15	7.72
Hired labor	1.28	1.82	1.36
Land rent	66.93	76.18	65.91
Machinery leases	0.77	0.09	0.55
Hauling and trucking	0.45	0.54	0.02
Marketing	0.35	0.79	0.23
Operating interest	4.27	6.06	2.44
Miscellaneous	1.35	1.72	1.38
Total direct expenses per acre	261.22	272.89	261.01
Return over direct exp per acre	259.74	233.11	390.91
<b>Overhead Expenses</b>			
Hired labor	7.32	7.97	11.70
Machinery leases	2.54	3.70	1.47
Building leases	0.55	0.58	1.06
Farm insurance	4.00	3.51	4.37
Utilities	2.72	2.52	3.10
Dues & professional fees	2.33	3.04	1.87
Interest	3.81	4.28	2.83
Mach & bldg depreciation	21.73	23.55	24.02
Miscellaneous	3.27	4.08	4.07
Total overhead expenses per acre	48.28	53.23	54.49
Total dir & ovhd expenses per acre	309.50	326.12	315.50
Net return per acre	211.46	179.89	336.42
Government payments	13.52	14.15	15.62
Net return with govt pmts	224.98	194.04	352.04
Labor & management charge	29.91	27.29	34.09
Net return over lbr & mgt	195.07	166.75	317.95
<b>Cost of Production</b>			
Total direct expense per bu.	7.07	7.52	5.82
Total dir & ovhd exp per bu.	8.37	8.98	7.03
Less govt & other income	7.77	8.36	6.59
With labor & management	8.58	9.11	7.35
Net value per unit	13.86	13.71	14.44
Machinery cost per acre	78.62	80.55	79.06
Est. labor hours per acre	1.51	1.39	1.61

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Wheat, Spring on Owned Land**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	99	15	27
Number of farms	78	15	16
Acres	210.19	280.81	194.13
Yield per acre (bu.)	60.79	61.69	70.05
Operators share of yield %	100.00	100.00	100.00
Value per bu.	8.30	8.15	8.42
Other product return per acre	0.56	2.78	-
Total product return per acre	505.37	505.54	589.60
Crop insurance per acre	0.25	-	0.81
Other crop income per acre	5.26	10.84	4.58
Gross return per acre	510.88	516.38	594.99
<b>Direct Expenses</b>			
Seed	23.30	22.65	23.62
Fertilizer	104.03	107.66	101.28
Crop chemicals	34.61	42.49	34.12
Crop insurance	16.14	16.26	15.92
Drying expense	0.58	0.07	1.87
Fuel & oil	23.67	25.90	21.17
Repairs	26.47	23.05	23.99
Custom hire	8.99	11.57	9.69
Marketing	0.46	0.06	1.47
Operating interest	4.19	5.33	2.14
Miscellaneous	1.50	1.00	1.71
Total direct expenses per acre	243.93	256.04	236.99
Return over direct exp per acre	266.95	260.34	358.01
<b>Overhead Expenses</b>			
Hired labor	9.45	10.95	15.56
Machinery leases	1.96	3.85	0.28
RE & pers. property taxes	8.38	8.72	8.85
Farm insurance	5.05	6.04	4.80
Utilities	3.56	4.54	2.91
Dues & professional fees	2.60	3.20	2.65
Interest	17.94	20.70	15.45
Mach & bldg depreciation	31.28	29.18	41.79
Miscellaneous	4.33	3.81	3.76
Total overhead expenses per acre	84.56	90.99	96.04
Total dir & ovhd expenses per acre	328.49	347.03	333.03
Net return per acre	182.39	169.35	261.96
Government payments	12.46	13.72	12.36
Net return with govt pmts	194.85	183.07	274.32
Labor & management charge	35.64	39.40	35.81
Net return over lbr & mgt	159.20	143.67	238.51
<b>Cost of Production</b>			
Total direct expense per bu.	4.01	4.15	3.38
Total dir & ovhd exp per bu.	5.40	5.63	4.75
Less govt & other income	5.10	5.18	4.50
With labor & management	5.69	5.82	5.01
Net value per unit	8.30	8.15	8.42
Machinery cost per acre	94.18	94.62	97.49
Est. labor hours per acre	1.67	2.00	1.57

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Wheat, Spring on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	122	25	28
Number of farms	92	19	19
Acres	274.57	261.92	257.30
Yield per acre (bu.)	59.29	57.05	68.13
Operators share of yield %	100.00	100.00	100.00
Value per bu.	8.30	8.38	8.37
Total product return per acre	492.01	478.07	570.00
Crop insurance per acre	0.70	-	0.03
Other crop income per acre	3.52	2.58	1.45
Gross return per acre	496.23	480.65	571.48
<b>Direct Expenses</b>			
Seed	24.20	25.37	21.73
Fertilizer	101.66	110.02	91.41
Crop chemicals	30.33	30.93	43.08
Crop insurance	17.04	17.56	17.23
Fuel & oil	21.97	22.07	21.53
Repairs	24.42	20.46	18.01
Custom hire	6.60	7.49	4.05
Land rent	62.99	61.85	57.04
Operating interest	2.63	3.02	1.98
Miscellaneous	2.06	2.56	2.09
Total direct expenses per acre	293.90	301.32	278.15
Return over direct exp per acre	202.33	179.33	293.33
<b>Overhead Expenses</b>			
Hired labor	8.54	8.30	6.56
Machinery leases	2.14	2.25	4.04
Farm insurance	4.17	3.60	4.41
Utilities	2.81	2.70	2.42
Dues & professional fees	2.14	2.29	2.29
Interest	2.88	3.98	2.56
Mach & bldg depreciation	22.99	22.49	29.27
Miscellaneous	3.22	2.98	2.10
Total overhead expenses per acre	48.91	48.59	53.65
Total dir & ovhd expenses per acre	342.80	349.91	331.80
Net return per acre	153.43	130.74	239.68
Government payments	13.52	16.19	17.03
Net return with govt pmts	166.95	146.92	256.71
Labor & management charge	31.46	27.50	36.83
Net return over lbr & mgt	135.49	119.42	219.88
<b>Cost of Production</b>			
Total direct expense per bu.	4.96	5.28	4.08
Total dir & ovhd exp per bu.	5.78	6.13	4.87
Less govt & other income	5.48	5.80	4.60
With labor & management	6.01	6.29	5.14
Net value per unit	8.30	8.38	8.37
Machinery cost per acre	79.68	77.64	77.69
Est. labor hours per acre	1.43	1.26	1.42

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Corn Silage on Owned Land**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	85	16	18
Number of farms	83	16	17
Acres	55.90	61.57	61.28
Yield per acre (ton)	15.09	15.00	19.17
Operators share of yield %	100.00	100.00	100.00
Value per ton	50.65	54.19	52.77
Total product return per acre	764.49	812.81	1,011.38
Crop insurance per acre	14.04	17.54	-
Other crop income per acre	2.95	-	-
Gross return per acre	781.48	830.35	1,011.38
<b>Direct Expenses</b>			
Seed	71.91	68.09	69.06
Fertilizer	82.80	89.91	56.98
Crop chemicals	25.04	27.78	20.70
Crop insurance	17.82	11.63	10.92
Packaging and supplies	2.80	3.68	1.86
Fuel & oil	47.08	47.97	48.59
Repairs	56.42	69.61	39.05
Custom hire	29.58	35.85	25.69
Hired labor	2.74	5.43	1.42
Machinery leases	0.79	0.03	2.02
Utilities	0.56	0.42	0.37
Operating interest	4.65	4.05	3.34
Miscellaneous	3.54	3.14	6.48
Total direct expenses per acre	345.75	367.60	286.48
Return over direct exp per acre	435.74	462.75	724.90
<b>Overhead Expenses</b>			
Hired labor	20.88	17.21	14.34
Machinery leases	7.47	1.20	19.29
Building leases	1.30	3.59	0.49
RE & pers. property taxes	11.86	11.85	13.05
Farm insurance	7.31	6.91	7.76
Utilities	5.22	4.69	6.76
Dues & professional fees	2.90	3.16	2.63
Interest	47.43	38.82	44.11
Mach & bldg depreciation	39.52	44.70	34.78
Miscellaneous	6.28	10.98	4.93
Total overhead expenses per acre	150.17	143.10	148.13
Total dir & ovhd expenses per acre	495.91	510.69	434.61
Net return per acre	285.57	319.66	576.77
Government payments	11.13	6.30	9.39
Net return with govt pmts	296.69	325.96	586.17
Labor & management charge	49.09	64.42	47.59
Net return over lbr & mgt	247.60	261.54	538.58
<b>Cost of Production</b>			
Total direct expense per ton	22.91	24.51	14.95
Total dir & ovhd exp per ton	32.86	34.05	22.67
Less govt & other income	31.00	32.46	22.18
With labor & management	34.25	36.75	24.67
Net value per unit	50.65	54.19	52.77
Machinery cost per acre	185.94	199.76	174.76
Est. labor hours per acre	5.24	5.31	5.48

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Corn Silage on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	84	16	19
Number of farms	76	15	16
Acres	70.22	57.14	71.47
Yield per acre (ton)	15.23	16.03	19.96
Operators share of yield %	100.00	100.00	100.00
Value per ton	49.47	49.17	54.25
Total product return per acre	753.62	788.11	1,082.71
Crop insurance per acre	15.22	31.74	-
Other crop income per acre	2.69	3.50	0.71
Gross return per acre	771.52	823.35	1,083.42
<b>Direct Expenses</b>			
Seed	73.77	76.31	67.89
Fertilizer	81.13	69.99	57.76
Crop chemicals	27.85	24.93	22.12
Crop insurance	22.45	21.94	11.99
Irrigation energy	0.45	0.94	-
Packaging and supplies	4.29	8.61	0.64
Fuel & oil	56.68	50.68	73.30
Repairs	60.45	63.28	60.22
Custom hire	34.24	38.55	9.59
Hired labor	2.33	7.13	0.10
Land rent	51.13	68.87	40.29
Machinery leases	0.80	-	0.98
Operating interest	4.16	6.85	3.42
Miscellaneous	5.58	14.88	3.94
Total direct expenses per acre	425.30	452.95	352.24
Return over direct exp per acre	346.22	370.40	731.18
<b>Overhead Expenses</b>			
Hired labor	22.77	19.86	22.46
Machinery leases	5.20	3.50	10.54
Building leases	2.23	12.07	0.42
Farm insurance	6.35	5.21	9.05
Utilities	3.84	2.83	2.73
Dues & professional fees	2.38	2.43	3.13
Interest	9.18	8.72	5.21
Mach & bldg depreciation	42.44	44.59	42.04
Miscellaneous	5.41	7.66	4.91
Total overhead expenses per acre	99.80	106.87	100.47
Total dir & ovhd expenses per acre	525.10	559.82	452.72
Net return per acre	246.42	263.53	630.70
Government payments	11.86	9.51	6.01
Net return with govt pmts	258.29	273.03	636.71
Labor & management charge	42.71	46.90	53.58
Net return over lbr & mgt	215.57	226.13	583.13
<b>Cost of Production</b>			
Total direct expense per ton	27.92	28.26	17.65
Total dir & ovhd exp per ton	34.47	34.93	22.68
Less govt & other income	32.52	32.13	22.35
With labor & management	35.32	35.06	25.03
Net value per unit	49.47	49.17	54.25
Machinery cost per acre	205.00	207.48	197.93
Est. labor hours per acre	4.56	5.47	5.28

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Hay, Alfalfa on Owned Land**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	63	15	12
Number of farms	59	12	12
Acres	61.57	39.81	67.64
Yield per acre (ton)	3.29	3.05	4.95
Operators share of yield %	100.00	100.00	100.00
Value per ton	131.79	115.94	156.26
Other product return per acre	12.60	-	-
Total product return per acre	445.86	354.08	773.51
Crop insurance per acre	3.55	-	5.70
Other crop income per acre	3.11	-	6.90
Gross return per acre	452.51	354.08	786.11
<b>Direct Expenses</b>			
Fertilizer	45.79	38.24	35.57
Crop chemicals	3.72	2.14	9.75
Crop insurance	2.19	1.54	2.38
Packaging and supplies	3.17	7.26	3.03
Fuel & oil	46.51	34.18	47.98
Repairs	48.74	34.74	41.85
Custom hire	5.54	2.09	7.75
Hired labor	2.01	-	5.31
Machinery leases	0.23	-	1.08
Utilities	0.40	0.05	1.55
Operating interest	7.00	5.93	4.26
Miscellaneous	1.45	0.74	2.64
Total direct expenses per acre	166.76	126.91	163.13
Return over direct exp per acre	285.75	227.18	622.98
<b>Overhead Expenses</b>			
Custom hire	0.48	0.38	2.00
Hired labor	15.65	15.35	6.75
Machinery leases	1.92	2.71	1.38
Building leases	0.55	-	1.01
RE & pers. property taxes	10.36	10.07	6.57
Farm insurance	9.68	14.42	9.25
Utilities	5.98	3.71	2.03
Dues & professional fees	4.79	2.20	7.59
Interest	37.12	32.52	36.21
Mach & bldg depreciation	43.78	37.10	43.75
Miscellaneous	4.95	2.83	2.63
Total overhead expenses per acre	135.27	121.29	119.16
Total dir & ovhd expenses per acre	302.02	248.19	282.29
Net return per acre	150.49	105.89	503.82
Government payments	9.42	7.38	9.89
Net return with govt pmts	159.90	113.27	513.71
Labor & management charge	56.75	55.26	42.06
Net return over lbr & mgt	103.15	58.02	471.65
<b>Cost of Production</b>			
Total direct expense per ton	50.72	41.55	32.95
Total dir & ovhd exp per ton	91.87	81.26	57.03
Less govt & other income	83.15	78.85	52.48
With labor & management	100.41	96.94	60.98
Net value per unit	131.79	115.94	156.26
Machinery cost per acre	150.94	115.82	146.80
Est. labor hours per acre	4.47	4.57	5.23

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Hay, Alfalfa on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	58	11	13
Number of farms	52	11	11
Acres	62.17	75.02	61.51
Yield per acre (ton)	3.25	2.81	5.72
Operators share of yield %	100.00	100.00	100.00
Value per ton	132.57	113.42	151.48
Other product return per acre	3.03	-	-
Total product return per acre	433.45	319.25	866.52
Crop insurance per acre	2.36	1.19	-
Other crop income per acre	4.15	-	8.25
Gross return per acre	439.96	320.43	874.77
<b>Direct Expenses</b>			
Fertilizer	43.68	37.18	64.52
Crop chemicals	3.18	0.65	9.88
Crop insurance	2.06	1.31	2.06
Packaging and supplies	4.14	5.10	10.78
Fuel & oil	39.61	38.17	42.07
Repairs	49.74	44.21	51.21
Custom hire	10.19	3.71	18.53
Hired labor	4.54	-	0.11
Land rent	55.23	43.39	81.88
Utilities	0.44	0.32	1.25
Hauling and trucking	0.24	0.34	0.71
Operating interest	5.57	3.87	4.52
Miscellaneous	4.65	0.28	14.74
Total direct expenses per acre	223.28	178.53	302.26
Return over direct exp per acre	216.68	141.91	572.51
<b>Overhead Expenses</b>			
Hired labor	15.27	20.31	16.89
Machinery leases	6.50	6.59	5.50
Building leases	0.54	-	2.09
Farm insurance	6.24	6.23	3.97
Utilities	5.10	6.19	2.14
Dues & professional fees	3.78	2.08	1.80
Interest	9.79	11.93	14.42
Mach & bldg depreciation	38.31	31.86	59.06
Miscellaneous	5.62	4.12	2.59
Total overhead expenses per acre	91.14	89.30	108.47
Total dir & ovhd expenses per acre	314.42	267.82	410.73
Net return per acre	125.54	52.61	464.04
Government payments	10.05	5.59	10.88
Net return with govt pmts	135.59	58.20	474.92
Labor & management charge	39.72	35.65	44.45
Net return over lbr & mgt	95.87	22.55	430.48
<b>Cost of Production</b>			
Total direct expense per ton	68.77	63.43	52.84
Total dir & ovhd exp per ton	96.84	95.15	71.80
Less govt & other income	90.81	92.74	68.46
With labor & management	103.04	105.41	76.23
Net value per unit	132.57	113.42	151.48
Machinery cost per acre	151.73	132.87	188.51
Est. labor hours per acre	3.79	3.62	4.52

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Hay, Mixed on Owned Land**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	43	7	7
Number of farms	35	7	7
Acres	59.88	80.71	59.94
Yield per acre (ton)	1.93	1.42	2.97
Operators share of yield %	100.00	100.00	100.00
Value per ton	81.98	83.59	106.99
Total product return per acre	158.31	119.03	317.61
Crop insurance per acre	0.37	-	-
Other crop income per acre	0.18	-	0.61
Gross return per acre	158.86	119.03	318.22
<b>Direct Expenses</b>			
Seed	0.19	-	1.14
Fertilizer	9.65	14.73	6.13
Crop insurance	0.61	0.15	0.80
Packaging and supplies	0.70	0.70	0.33
Fuel & oil	25.76	14.80	20.99
Repairs	25.87	11.25	34.45
Custom hire	2.51	0.48	1.34
Hired labor	3.88	-	15.11
Machinery leases	0.23	1.06	-
Utilities	0.31	-	0.90
Operating interest	3.85	0.56	4.77
Miscellaneous	1.78	0.19	7.44
Total direct expenses per acre	75.34	43.91	93.42
Return over direct exp per acre	83.52	75.12	224.80
<b>Overhead Expenses</b>			
Hired labor	3.27	1.63	2.01
Machinery leases	2.05	0.40	0.01
RE & pers. property taxes	7.76	10.46	13.25
Farm insurance	3.49	3.53	3.33
Utilities	2.05	1.80	1.37
Dues & professional fees	1.59	2.02	1.58
Interest	15.15	15.09	13.05
Mach & bldg depreciation	20.39	12.06	33.95
Miscellaneous	2.48	4.15	0.99
Total overhead expenses per acre	58.24	51.14	69.54
Total dir & ovhd expenses per acre	133.58	95.05	162.96
Net return per acre	25.27	23.98	155.26
Government payments	4.14	6.27	3.80
Net return with govt pmts	29.41	30.25	159.06
Labor & management charge	23.98	19.95	19.49
Net return over lbr & mgt	5.44	10.29	139.57
<b>Cost of Production</b>			
Total direct expense per ton	39.02	30.83	31.47
Total dir & ovhd exp per ton	69.18	66.75	54.89
Less govt & other income	66.75	62.34	53.41
With labor & management	79.17	76.36	59.97
Net value per unit	81.98	83.59	106.99
Machinery cost per acre	78.03	40.04	90.67
Est. labor hours per acre	2.78	2.06	3.11

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Hay, Mixed on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	51	12	10
Number of farms	49	10	10
Acres	127.24	168.75	39.43
Yield per acre (ton)	1.68	1.56	3.95
Operators share of yield %	100.00	100.00	100.00
Value per ton	82.57	87.42	92.86
Total product return per acre	138.91	136.46	367.07
Crop insurance per acre	1.45	-	-
Other crop income per acre	1.65	-	2.74
Gross return per acre	142.01	136.46	369.81
<b>Direct Expenses</b>			
Fertilizer	10.04	5.45	3.27
Crop chemicals	0.04	-	0.62
Crop insurance	0.79	0.03	0.25
Irrigation energy	0.32	0.02	1.67
Packaging and supplies	4.90	1.97	18.76
Fuel & oil	23.48	20.40	41.16
Repairs	27.66	17.31	52.56
Custom hire	3.26	1.16	0.69
Hired labor	2.14	6.36	0.22
Land rent	21.17	17.27	34.49
Machinery leases	0.08	-	1.26
Operating interest	6.11	11.25	5.29
Miscellaneous	1.38	0.84	5.66
Total direct expenses per acre	101.35	82.06	165.90
Return over direct exp per acre	40.66	54.39	203.91
<b>Overhead Expenses</b>			
Hired labor	7.96	3.63	25.64
Machinery leases	1.29	0.13	0.05
Building leases	0.34	-	1.69
Farm insurance	3.33	1.82	3.87
Utilities	1.98	0.68	3.97
Dues & professional fees	1.55	0.58	0.92
Interest	4.00	2.08	11.19
Mach & bldg depreciation	14.63	6.36	25.66
Miscellaneous	2.09	0.59	9.57
Total overhead expenses per acre	37.16	15.87	82.57
Total dir & ovhd expenses per acre	138.51	97.93	248.47
Net return per acre	3.50	38.53	121.34
Government payments	4.26	1.94	7.42
Net return with govt pmts	7.76	40.46	128.76
Labor & management charge	18.51	13.24	23.78
Net return over lbr & mgt	-10.75	27.23	104.98
<b>Cost of Production</b>			
Total direct expense per ton	60.24	52.57	41.97
Total dir & ovhd exp per ton	82.33	62.74	62.86
Less govt & other income	77.96	61.50	60.29
With labor & management	88.96	69.98	66.30
Net value per unit	82.57	87.42	92.86
Machinery cost per acre	73.40	46.86	132.20
Est. labor hours per acre	2.24	2.28	3.00

**Crop Enterprise Analysis**  
**Northland and Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Hay, Grass on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	57	12	10
Number of farms	44	9	9
Acres	95.16	38.46	153.66
Yield per acre (ton)	1.89	1.52	2.39
Operators share of yield %	100.00	100.00	100.00
Value per ton	79.25	71.57	88.34
Total product return per acre	149.43	108.86	211.18
Other crop income per acre	0.05	0.22	-
Gross return per acre	149.49	109.08	211.18
<b>Direct Expenses</b>			
Fertilizer	15.60	-	7.91
Crop insurance	0.14	0.59	0.05
Packaging and supplies	2.24	0.75	4.18
Fuel & oil	22.86	21.67	17.82
Repairs	19.59	24.83	14.03
Custom hire	1.24	0.81	-
Land rent	19.38	26.68	12.33
Operating interest	4.58	9.45	2.78
Miscellaneous	2.68	-	1.59
Total direct expenses per acre	88.31	84.77	60.69
Return over direct exp per acre	61.17	24.31	150.50
<b>Overhead Expenses</b>			
Hired labor	6.08	3.01	0.92
Machinery leases	1.67	0.10	0.03
Building leases	1.62	-	0.02
Farm insurance	1.73	3.16	1.66
Utilities	1.16	2.33	0.69
Dues & professional fees	0.79	0.62	0.44
Interest	4.41	5.90	4.24
Mach & bldg depreciation	15.42	17.87	13.96
Miscellaneous	1.28	4.03	1.71
Total overhead expenses per acre	34.17	37.02	23.65
Total dir & ovhd expenses per acre	122.48	121.79	84.34
Net return per acre	27.01	-12.72	126.84
Government payments	2.31	4.16	1.94
Net return with govt pmts	29.32	-8.55	128.78
Labor & management charge	16.54	18.17	18.44
Net return over lbr & mgt	12.78	-26.73	110.34
<b>Cost of Production</b>			
Total direct expense per ton	46.84	55.74	25.39
Total dir & ovhd exp per ton	64.96	80.08	35.28
Less govt & other income	63.70	77.20	34.47
With labor & management	72.47	89.15	42.19
Net value per unit	79.25	71.57	88.34
Machinery cost per acre	63.70	68.05	48.93
Est. labor hours per acre	1.68	2.08	1.67

**Crop Enterprise Analysis**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**  
**Owned and Rented Acres Combined \***

	<b><u>Establish</u></b> <b><u>Alfalfa Hay</u></b>	<b><u>Pasture</u></b>	<b><u>Intensive</u></b> <b><u>Pasture</u></b>	<b><u>Potatoes</u></b>
Number of fields	30	71	6	8
Number of farms	26	48	5	4
Acres	38.63	202.38	63.17	41.55
Yield per acre	2.00	1.69	3.49	199.90
Operators share of yield %	100.00	100.00	100.00	100.00
Value	94.70	12.87	21.68	7.04
Total product return per acre	189.34	21.70	75.67	1407.06
Other crop income per acre	25.72	1.68	22.19	-
Gross return per acre	215.06	23.37	97.87	1407.06
<b>Direct Expenses</b>				
Seed	82.94	0.32	-	263.47
Fertilizer	36.33	-	4.56	155.99
Crop chemicals	7.01	-	-	159.98
Crop insurance	3.48	-	-	10.99
Fuel & oil	46.31	3.09	6.00	194.27
Repairs	60.57	3.70	10.55	232.06
Custom hire	14.16	-	-	31.08
Hired labor	4.81	-	-	83.71
Land Rent	27.51	8.08	18.45	54.46
Hauling and Trucking	-	-	-	41.32
Operating interest	5.02	0.45	0.30	29.75
Miscellaneous	7.21	1.42	-	2.39
Total direct expenses per acre	295.34	17.07	40.12	1259.46
Return over direct exp per acre	-80.28	6.31	57.75	147.60
<b>Overhead Expenses</b>				
Hired labor	15.90	1.42	5.82	221.90
Mach and bldg leases	8.29	-	1.41	5.07
RE & pers. property taxes	5.16	2.31	4.45	3.62
Farm insurance	7.96	0.61	1.29	15.17
Utilities	4.34	0.30	2.26	18.39
Dues & professional fees	3.32	-	0.54	14.32
Interest	21.11	3.70	33.47	44.77
Mach & bldg depreciation	47.00	2.40	6.56	107.82
Miscellaneous	6.92	0.82	2.08	27.02
Total overhead expenses per acre	119.99	11.55	57.87	458.08
Total dir & ovhd expenses per acre	415.33	28.62	97.99	1717.55
Net return per acre	-200.27	-5.24	-0.12	-310.49
Government payments	10.13	1.26	4.98	-
Net return with govt pmts	-190.14	-3.99	4.86	-310.49
Labor & management charge	59.82	3.13	8.24	103.10
Net return over lbr & mgt	-249.97	-7.12	-3.38	-413.59
<b>Cost of Production</b>				
Total direct expense per bu.	147.72	10.13	11.49	6.30
Total dir & ovhd exp per bu.	207.73	16.98	28.07	8.59
Less govt & other income	189.80	15.24	20.29	8.59
With labor & management	219.72	17.09	22.65	9.11
Net value per unit	94.70	12.87	21.68	7.04
Machinery cost per acre	176.19	9.88	26.77	586.55
Est. labor hours per acre	5.26	0.28	1.42	14.29

\* Combined data for rented and owned land. Actual land cost is the sum of: Land Rent, Interest, & RE taxes.

**Crop Enterprise Analysis**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Organic Crops on Owned and Rented Land Combined \***

	<u>Corn</u>	<u>Sorghum</u> <u>Silage</u>	<u>Corn</u> <u>Silage</u>
Number of fields	5	8	9
Number of farms	3	2	5
Acres	14.66	9.78	22.64
Yield per acre (unit)	42.26	8.85	12.06
Operators share of yield %	100.00	100.00	100.00
Value per unit	12.51	34.31	62.61
Total product return per acre	528.72	305.61	754.91
Crop insurance per acre	54.69	-	66.82
Other crop income per acre	-	-	-
Gross return per acre	583.42	305.61	821.71
<b>Direct Expenses</b>			
Seed	61.11	39.94	54.32
Fertilizer	33.59	18.96	16.68
Crop insurance	21.16	-	13.55
Fuel & oil	30.08	23.99	38.20
Repairs	42.24	18.44	39.85
Custom hire	12.77	-	8.83
Hired labor	2.12	1.14	1.14
Land rent	23.59	17.04	39.09
Operating interest	8.35	0.41	1.09
Miscellaneous	1.34	1.92	4.61
Total direct expenses per acre	236.34	121.84	217.36
Return over direct exp per acre	347.08	183.78	604.36
<b>Overhead Expenses</b>			
Hired labor	11.01	7.60	22.39
RE & pers. property taxes	8.12	1.97	0.53
Farm insurance	16.10	4.66	8.25
Utilities	6.77	1.74	6.65
Dues & professional fees	1.97	2.12	2.64
Interest	19.87	5.68	3.05
Mach & bldg depreciation	65.80	31.03	51.91
Miscellaneous	27.48	13.53	23.74
Total overhead expenses per acre	157.12	68.33	119.16
Total dir & ovhd expenses per acre	393.47	190.17	336.52
Net return per acre	189.95	115.45	485.20
Government payments	8.75	9.30	11.13
Net return with govt payments	198.70	124.74	496.34
Labor & Management charge	52.20	19.06	46.57
Net return over lbr & mgt	146.50	105.69	449.76
<b>Cost of Production</b>			
Total direct expense per unit	5.59	13.77	18.03
Total dir & ovhd exp per unit	9.31	21.49	27.91
Less govt & other income	7.81	20.21	21.45
With labor & management	9.04	22.36	25.31
Net value per unit	12.51	34.31	62.61
Machinery cost per acre	178.21	78.70	149.54
Est. labor hours per acre	4.12	1.66	4.36

\* Combined data for rented and owned land. Actual land cost is the sum of: Land Rent, Interest, & RE taxes.

**Crop Enterprise Analysis**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

**Organic Crops on Owned and Rented Land Combined \***

	<u>Hay, Alfalfa</u>	<u>Pasture</u>	<u>Irrigated Pasture</u>
Number of fields	12	6	8
Number of farms	4	4	3
Acres	132.56	58.58	27.36
Yield per acre (unit)	2.88	2.36	7.09
Operators share of yield %	100.00	100.00	100
Value per unit	117.80	18.18	19.53
Other product return per acre	0.77	11.83	9.18
Total product return per acre	339.74	54.65	147.71
Other crop income per acre	20.60	2.27	-
Gross return per acre	360.35	56.92	147.71
<b>Direct Expenses</b>			
Fertilizer	79.39	2.71	147.19
Irrigation Energy	-	-	7.35
Packaging and supplies	0.13	-	-
Fuel & oil	16.25	3.25	7.81
Repairs	19.53	4.00	10.34
Custom hire	14.99	-	-
Hired labor	6.84	3.39	1.96
Land rent	32.42	6.11	-
Operating Interest	1.31	0.80	0.61
Miscellaneous	0.85	2.57	0.44
Total direct expenses per acre	171.72	22.83	175.70
Return over direct exp per acre	188.63	34.09	-27.99
<b>Overhead Expenses</b>			
Hired labor	16.67	0.33	0.24
Machinery & Building leases	1.18	1.54	1.15
RE & pers. property taxes	2.24	3.76	2.77
Farm insurance	3.18	1.18	1.04
Utilities	3.42	0.78	0.36
Dues & professional fees	0.90	0.08	0.62
Interest	6.68	5.43	10.55
Mach & bldg depreciation	13.39	8.51	21.63
Miscellaneous	5.69	3.50	1.79
Total overhead expenses per acre	53.35	25.10	40.15
Total dir & ovhd expenses per acre	225.07	47.93	215.85
Net return per acre	135.27	8.99	-68.14
Government payments	14.35	12.13	1.48
Net return with govt payments	149.62	21.12	-66.66
Labor & Management charge	9.73	3.77	2.46
Net return over lbr & mgt	139.90	17.35	-69.12
<b>Cost of Production</b>			
Total direct expense per unit	59.68	9.69	24.77
Total dir & ovhd exp per unit	78.22	20.35	30.42
Less govt & other income	65.80	9.21	28.92
With labor & management	69.18	10.81	29.27
Net value per unit	117.80	18.18	19.53
Machinery cost per acre	67.94	18.26	43.65
Est. labor hours per acre	1.97	0.64	0.39

\* Combined data for rented and owned land. Actual land cost is the sum of: Land Rent, Interest, & RE taxes.

**Crop Enterprise Analysis**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**

***Irrigated Crops \****

	<u>Soybeans</u>	<u>Corn</u>	<u>Hay, Alfalfa</u>	<u>Corn Silage</u>
Number of fields	10	31	11	16
Number of farms	7	24	8	12
Acres	60.81	98.54	65.32	67.92
Yield per acre	45.50	177.71	6.09	22.70
Operators share of yield %	100.00	100.00	100.00	100.00
Value	13.45	6.40	144.55	46.43
Total product return per acre	612.11	1136.64	880.39	1054.08
Other crop income per acre	6.99	10.75	16.01	3.96
Gross return per acre	619.10	1147.39	896.40	1058.04
<b>Direct Expenses</b>				
Seed	50.03	84.35	1.99	79.75
Fertilizer	38.86	201.94	54.11	122.14
Crop chemicals	23.98	29.57	26.62	38.74
Crop insurance	16.72	26.41	7.30	38.29
Drying expense	-	3.33	-	-
Storage	-	-	0.58	1.00
Irrigation energy	18.88	20.43	25.56	13.61
Packaging and supplies	-	-	10.79	8.86
Fuel & oil	21.40	42.44	61.57	70.57
Repairs	28.96	58.67	79.09	74.16
Custom hire	9.82	23.09	4.74	123.31
Hired labor	7.11	13.55	1.60	-
Land Rent	73.07	49.35	50.03	7.64
Machinery leases	0.88	10.78	-	-
Utilities	0.98	2.62	-	-
Hauling and trucking	6.66	5.97	-	-
Operating interest	7.76	11.51	7.35	4.38
Miscellaneous	5.70	4.38	7.50	3.55
Total direct expenses per acre	310.79	588.42	338.82	586.01
Return over direct exp per acre	308.31	558.97	557.58	472.04
<b>Overhead Expenses</b>				
Hired labor	15.16	14.98	39.69	36.58
Mach and bldg leases	3.05	2.29	19.96	7.85
RE & pers. property taxes	2.03	5.45	2.96	10.54
Farm insurance	2.72	9.50	7.22	5.81
Utilities	2.05	3.09	4.38	6.15
Dues & professional fees	0.85	2.14	2.76	1.71
Interest	26.33	37.75	47.73	69.51
Mach & bldg depreciation	22.07	60.86	99.45	57.69
Miscellaneous	2.86	6.08	5.45	6.15
Total overhead expenses per acre	77.11	142.14	229.60	201.98
Total dir & ovhd expenses per acre	387.90	730.56	568.42	787.99
Net return per acre	231.20	416.84	327.99	270.05
Government payments	10.07	9.18	10.51	18.13
Net return with govt pmts	241.27	426.01	338.49	288.19
Labor & management charge	32.82	57.11	29.46	45.61
Net return over lbr & mgt	208.45	368.90	309.04	242.58
<b>Cost of Production</b>				
Total direct expense per bu.	6.83	3.31	55.63	25.81
Total dir & ovhd exp per bu.	8.52	4.11	93.33	34.71
Less govt & other income	8.15	4.00	88.97	33.74
With labor & management	8.87	4.32	93.81	35.74
Net value per unit	13.45	6.40	144.55	46.43
Machinery cost per acre	87.08	190.19	279.04	339.37
Est. labor hours per acre	2.35	4.63	4.68	5.73

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**Crop Enterprise Analysis**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**  
**Owned and Rented Acres Combined \***

	<u>Barley</u>	<u>Winter Wheat</u>	<u>Oats</u>	<u>Canola</u>
Number of fields	47	13	47	6
Number of farms	27	9	37	4
Acres	121.09	119.02	43.66	148.67
Yield per acre	66.96	46.94	67.04	15.58
Operators share of yield %	100.00	100.00	100.00	100.00
Value	6.66	8.45	3.50	26.95
Total product return per acre	446.03	396.58	234.64	419.77
Crop insurance per acre	1.60	-	2.14	0.93
Other crop income per acre	5.27	6.77	43.71	-
Gross return per acre	452.89	403.35	280.49	420.70
<b>Direct Expenses</b>				
Seed	20.24	17.57	12.79	44.21
Fertilizer	91.41	97.58	36.98	99.82
Crop chemicals	28.14	19.85	7.69	20.66
Crop insurance	19.26	14.53	6.55	16.55
Drying expense	-	-	-	0.73
Fuel & oil	26.31	22.75	22.67	24.58
Repairs	30.35	27.55	29.35	26.98
Custom hire	2.20	7.33	4.48	10.06
Hired labor	1.63	-	1.59	-
Land Rent	34.81	29.50	13.90	21.75
Operating interest	5.76	4.54	3.41	3.51
Miscellaneous	2.99	0.46	3.81	0.90
Total direct expenses per acre	<b>263.09</b>	242.24	147.57	269.74
Return over direct exp per acre	189.80	161.11	132.92	150.97
<b>Overhead Expenses</b>				
Custom hire	0.17	-	-	1.88
Hired labor	5.70	13.43	8.55	17.49
Mach and bldg leases	3.39	3.70	7.52	1.77
RE & pers. property taxes	2.23	4.76	3.72	1.92
Farm insurance	5.17	4.83	3.98	4.48
Utilities	3.49	2.81	2.69	3.82
Dues & professional fees	2.65	1.16	2.99	2.29
Interest	9.64	11.09	10.12	4.90
Mach & bldg depreciation	28.95	24.82	20.64	27.63
Miscellaneous	5.33	2.12	2.99	8.27
Total overhead expenses per acre	66.63	68.74	63.18	74.45
Total dir & ovhd expenses per acre	329.72	310.97	210.75	344.19
Net return per acre	123.17	92.38	69.74	76.52
Government payments	10.94	9.17	7.69	12.27
Net return with govt pmts	134.11	101.55	77.43	88.79
Labor & management charge	29.43	30.27	26.70	31.41
Net return over lbr & mgt	104.68	71.28	50.73	57.38
<b>Cost of Production</b>				
Total direct expense per bu.	3.93	5.16	2.20	17.32
Total dir & ovhd exp per bu.	4.92	6.62	3.14	22.10
Less govt & other income	4.66	6.29	2.35	21.25
With labor & management	5.10	6.93	2.74	23.27
Net value per unit	6.66	8.45	3.50	26.95
Machinery cost per acre	92.10	87.20	85.98	94.31
Est. labor hours per acre	1.55	1.46	2.58	1.59

\* Combined data for rented and owned land. Actual land cost is the sum of: Land Rent, Interest, & RE taxes.

**Crop Enterprise Analysis**  
**Northland & Central Lakes Community and Technical Colleges**  
**(Farms Sorted By Return to Overhead)**  
**Owned and Rented Acres Combined \***

	<u>Sunflowers</u>	<u>Rye Grass</u>	<u>Beans, Navy</u>	<u>Soybeans, Food</u>
Number of fields	9	14	11	8
Number of farms	7	9	7	5
Acres	97.99	220.59	176.70	192.63
Yield per acre	21.89	947.87	17.66	30.55
Operators share of yield %	100.00	100.00	100.00	100.00
Value	27.29	0.50	34.18	16.19
Total product return per acre	597.30	476.95	603.77	494.80
Crop insurance per acre	-	-	-	27.16
Other crop income per acre	-	0.96	0.96	8.88
Gross return per acre	597.30	477.91	604.72	530.84
<b>Direct Expenses</b>				
Seed	38.33	14.36	46.14	28.48
Fertilizer	87.55	94.12	61.38	20.21
Crop chemicals	20.16	46.53	63.94	39.38
Crop insurance	18.35	6.44	28.03	22.18
Fuel & oil	38.92	25.33	29.68	21.60
Repairs	39.81	28.34	36.27	28.56
Custom hire	4.23	6.95	3.73	0.73
Hired labor	-	-	-	4.14
Land Rent	27.38	38.62	51.27	49.77
Machinery Leases	-	-	3.72	-
Operating interest	3.73	3.10	5.14	4.38
Miscellaneous	0.78	1.32	0.57	4.42
Total direct expenses per acre	279.25	265.09	329.88	225.03
Return over direct exp per acre	318.06	212.82	274.85	305.81
<b>Overhead Expenses</b>				
Custom hire	0.98	-	-	-
Hired labor	8.96	12.13	15.56	3.52
Machinery leases	0.76	-	2.62	0.38
Building leases	-	0.49	-	1.01
RE & pers. property taxes	3.07	2.23	3.34	2.37
Farm insurance	7.01	5.01	5.27	3.40
Utilities	4.93	3.16	4.83	1.94
Dues & professional fees	6.48	3.61	1.81	1.46
Interest	15.88	6.30	10.31	16.05
Mach & bldg depreciation	37.04	36.70	25.61	26.79
Miscellaneous	8.56	2.66	2.87	3.75
Total overhead expenses per acre	93.66	72.30	72.21	60.67
Total dir & ovhd expenses per acre	372.91	337.39	402.09	285.70
Net return per acre	224.40	140.52	202.63	245.14
Government payments	12.27	18.04	-	9.73
Net return with govt pmts	236.67	158.55	202.63	254.87
Labor & management charge	41.27	43.74	31.18	32.55
Net return over lbr & mgt	195.40	114.81	171.45	222.32
<b>Cost of Production</b>				
Total direct expense per bu.	12.76	0.28	18.68	7.36
Total dir & ovhd exp per bu.	17.04	0.36	22.77	9.35
Less govt & other income	16.48	0.34	22.71	7.85
With labor & management	18.36	0.38	24.48	8.92
Net value per unit	27.29	0.50	34.18	16.19
Machinery cost per acre	126.42	97.77	103.80	79.72
Est. labor hours per acre	2.37	1.79	1.80	1.72

\* Combined data for rented and owned land. Actual land cost is the sum of: Land Rent, Interest, & RE taxes.

**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Enterprise Size)**

**Dairy Excluding , OrganicOrganic transition -- Average Per Cow**

	<b>Up to 50</b>		<b>51 - 100</b>		<b>101 - 200</b>		<b>201 - 500</b>		<b>Over 500</b>	
Number of farms	54		149		106		64		22	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	16,510.0	3,204.09	19,699.9	3,779.11	20,716.0	4,037.88	23,268.3	4,528.96	25,770.0	5,050.60
Dairy Calves sold (hd)	0.1	26.78	0.2	61.01	0.2	38.12	0.3	47.08	0.5	82.69
Transferred out (hd)	0.8	56.60	0.7	71.82	0.7	50.50	0.6	38.56	0.6	15.08
Cull sales (hd)	0.3	253.76	0.3	262.68	0.3	275.54	0.3	259.29	0.3	302.88
Other income		119.02		136.97		147.17		130.73		51.27
Purchased (hd)	0.1	-188.25	0.0	-47.72	0.1	-71.68	0.0	-34.86	0.0	-16.66
Transferred in (hd)	0.4	-117.18	0.4	-109.09	0.4	-53.01	0.4	-71.35	0.4	-0.20
Inventory change (hd)	0.1	138.26	0.0	27.78	0.1	77.78	0.0	46.87	0.0	51.89
Dairy repl net cost		-476.45		-490.14		-554.91		-538.18		-719.01
Gross margin		3,016.64		3,692.42		3,947.37		4,407.09		4,818.54
<b>Direct Expenses</b>										
Protein Vit Minerals (lb.)	1,915.5	510.16	2,328.0	623.19	2,409.9	698.59	3,197.8	709.22	3,725.5	736.91
Complete Ration (lb.)	1,059.1	213.02	989.3	225.98	1,222.8	231.85	2,263.7	439.87	2,102.4	425.89
Corn (bu.)	61.1	380.95	62.5	359.52	55.7	324.10	63.1	354.35	63.0	356.74
Corn Silage (lb.)	12,448.1	295.38	14,799.1	337.50	16,370.2	367.76	16,280.0	378.99	18,237.0	416.74
Hay, Alfalfa (lb.)	4,333.6	367.48	4,481.2	397.80	3,862.6	252.05	2,603.7	210.06	1,615.2	162.11
Haylage, Alfalfa (lb.)	2,906.9	104.85	4,449.0	170.58	3,999.3	157.37	6,056.0	176.44	5,391.6	155.74
Other feed stuffs (lb)	1,878.8	134.05	1,470.1	86.43	2,159.1	124.33	1,994.3	122.54	6,960.6	222.62
Breeding fees		36.12		46.51		37.18		47.69		51.12
Veterinary		92.16		92.69		104.44		111.17		114.90
BST		3.17		9.93		22.73		43.67		58.39
Supplies		199.51		202.13		174.33		209.13		209.26
Fuel & oil		67.58		79.61		94.45		99.51		116.35
Repairs		103.22		137.25		123.71		147.79		131.75
Custom hire		11.09		32.56		34.93		53.41		71.24
Hired labor		22.87		53.93		135.16		270.59		388.63
Hauling and trucking		60.66		61.35		46.19		36.38		31.21
Marketing		44.75		47.18		49.82		50.76		63.67
Bedding		18.96		39.87		61.25		67.83		77.65
Total direct expenses		2,665.96		3,004.02		3,040.25		3,529.39		3,790.93
Return over direct expense		350.68		688.40		907.12		877.70		1,027.60
<b>Overhead Expenses</b>										
Hired labor		36.35		86.77		142.37		152.46		189.49
Building leases		12.75		15.33		26.71		54.46		56.63
Farm insurance		45.14		42.04		39.04		47.35		33.92
Utilities		99.14		83.58		70.62		52.39		52.83
Interest		72.93		87.02		108.35		108.49		73.46
Mach & bldg depreciation		97.21		129.07		143.61		148.24		143.87
Miscellaneous		78.02		60.09		60.01		68.32		57.17
Total overhead expenses		441.55		503.90		590.71		631.71		607.37
Total dir & ovhd expenses		3,107.51		3,507.93		3,630.96		4,161.10		4,398.30
Net return		-90.88		184.50		316.41		245.99		420.23
Labor & management charge		398.25		296.35		232.95		163.84		139.04
Net return over lbr & mgt		-489.13		-111.85		83.46		82.16		281.20
<b>Cost of Production Per Cwt. Of Milk</b>										
Total direct expense per unit		16.05		15.19		14.58		15.05		14.62
Total dir & ovhd expense per unit		18.71		17.74		17.41		17.75		16.96
With other revenue adjustments		19.95		18.24		17.97		18.39		17.94
With labor and management		22.34		19.74		19.09		19.09		18.48
Est. labor hours per unit		47.31		40.90		37.46		40.15		42.58
<b>Other Information</b>										
Number of cows		40.6		73.4		138.1		315.1		875.9
Milk produced per cow		16.608		19.775		20.859		23.444		25.933
Total milk sold		670,302		1,446,268		2,861,715		7,330,860		22,571,552
Lb. of milk sold per FTE		977,066		1,348,665		1,548,496		1,622,654		1,694,533
Culling percentage		29.2		28.2		29.6		30.0		34.1
Turnover rate		38.2		35.5		36.3		36.9		41.2
Cow death loss percent		7.5		6.2		5.8		6.7		6.9
Percent of barn capacity		86.7		106.7		108.0		118.0		115.5
Feed cost per day		5.50		6.03		5.91		6.55		6.79
Feed cost per cwt. of milk		12.08		11.13		10.34		10.20		9.55
Feed cost per cow		2,005.88		2,201.00		2,156.06		2,391.46		2,476.75
Avg. milk price per cwt.		19.41		19.18		19.49		19.46		19.60

**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

**Dairy Excluding , OrganicOrganic transition -- Average Per Cwt. Of Milk**

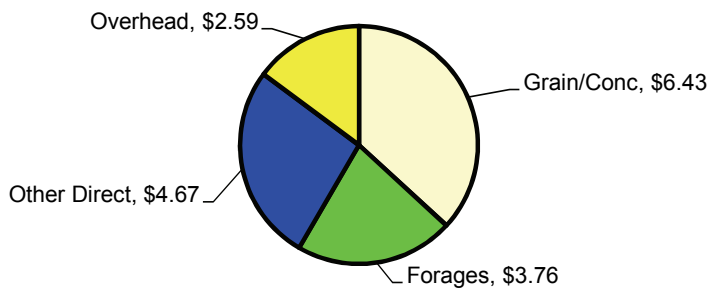
	<b>Avg. Of All Farms</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	395		79		79	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	99.36	19.35	99.12	19.26	99.21	19.69
Dairy Calves sold (hd)	0.00	0.25	0.00	0.24	0.00	0.24
Transferred out (hd)	0.00	0.18	0.00	0.14	0.00	0.27
Cull sales (hd)	0.00	1.21	0.00	1.20	0.00	1.19
Other income		0.49		0.45		0.56
Purchased (hd)	0.00	-0.20	0.00	-0.15	0.00	-0.12
Transferred in (hd)	0.00	-0.24	0.00	-0.08	0.00	-0.29
Inventory change (hd)	0.00	0.24	0.00	0.25	0.00	0.24
Dairy repl net cost		-2.56		-2.74		-2.36
Gross margin		18.72		18.56		19.43
<b>Direct Expenses</b>						
Protein Vit Minerals (lb.)	13.15	3.05	15.30	3.27	16.47	3.57
Complete Ration (lb.)	7.66	1.53	7.24	1.55	2.09	0.45
Corn (bu.)	0.27	1.54	0.28	1.61	0.28	1.56
Corn Silage (lb.)	72.43	1.66	76.54	1.76	68.72	1.55
Hay, Alfalfa (lb.)	12.98	1.06	11.36	1.06	11.06	0.79
Haylage, Alfalfa (lb.)	22.19	0.72	21.16	0.69	20.08	0.67
Other feed stuffs (lb)	14.78	0.64	8.12	0.50	7.99	0.46
Breeding fees		0.20		0.21		0.19
Veterinary		0.47		0.48		0.49
BST		0.16		0.24		0.09
Supplies		0.88		0.77		0.70
Fuel & oil		0.43		0.42		0.42
Repairs		0.59		0.65		0.53
Custom hire		0.22		0.25		0.18
Hired labor		1.02		1.23		0.57
Hauling and trucking		0.18		0.15		0.18
Marketing		0.23		0.25		0.22
Bedding		0.28		0.30		0.24
Total direct expenses		14.86		15.39		12.85
Return over direct expense		3.86		3.17		6.57
<b>Overhead Expenses</b>						
Hired labor		0.64		0.46		1.10
Building leases		0.18		0.13		0.18
Farm insurance		0.18		0.18		0.17
Utilities		0.28		0.26		0.34
Interest		0.41		0.43		0.36
Mach & bldg depreciation		0.62		0.62		0.69
Miscellaneous		0.27		0.24		0.26
Total overhead expenses		2.59		2.30		3.11
Total dir & ovhd expenses		17.44		17.70		15.96
Net return		1.27		0.86		3.46
Labor & management charge		0.88		0.69		1.13
Net return over lbr & mgt		0.39		0.17		2.33
<b>Cost of Production Per Cwt. Of Milk</b>						
Total direct expense per unit		14.86		15.39		12.85
Total dir & ovhd expense per unit		17.44		17.70		15.96
With other revenue adjustments		18.18		18.54		16.36
With labor and management		19.06		19.23		17.49
Est. labor hours per unit		0.18		0.17		0.18
<b>Other Information</b>						
Number of cows		170.1		220.1		190.8
Milk produced per cow		22,774		23,419		23,881
Total milk sold		3,850,079		5,109,149		4,519,749
Lb. of milk sold per FTE		1,559,921		1,668,349		1,583,960
Culling percentage		30.8		31.9		30.4
Turnover rate		37.8		38.9		36.5
Cow death loss percent		6.5		6.7		5.8
Percent of barn capacity		111.8		114.1		111.9
Feed cost per day		6.36		6.70		5.93
Feed cost per cwt. of milk		10.19		10.44		9.06
Feed cost per cow		2,321.05		2,445.56		2,163.45
Avg. milk price per cwt.		19.47		19.43		19.85

**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

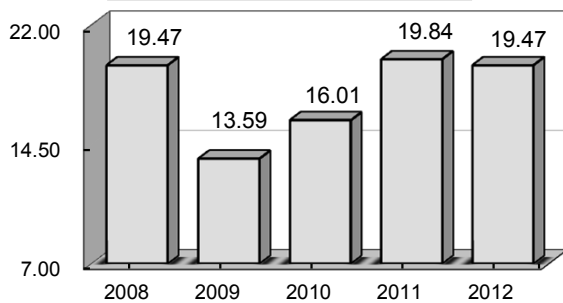
**Dairy Excluding , OrganicOrganic transition -- Average Per Cow**

	<b>Avg. Of All Farms</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	395		79		79	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	22,628.2	4,406.26	23,213.3	4,511.45	23,691.4	4,702.36
Dairy Calves sold (hd)	0.3	56.94	0.4	55.57	0.3	58.39
Transferred out (hd)	0.6	40.43	0.6	33.62	0.7	63.77
Cull sales (hd)	0.3	275.70	0.3	280.59	0.3	285.11
Other income		112.16		104.73		133.73
Purchased (hd)	0.0	-44.76	0.0	-36.27	0.0	-29.38
Transferred in (hd)	0.4	-54.59	0.4	-17.81	0.4	-68.22
Inventory change (hd)	0.0	54.92	0.0	57.53	0.0	56.50
Dairy repl net cost		-583.84		-642.81		-563.21
Gross margin		4,263.22		4,346.60		4,639.07
<b>Direct Expenses</b>						
Protein Vit Minerals (lb.)	2,994.0	694.35	3,582.5	765.92	3,933.7	853.14
Complete Ration (lb.)	1,743.9	348.32	1,696.6	363.98	498.0	107.39
Corn (bu.)	61.3	350.15	65.1	376.48	67.2	373.58
Corn Silage (lb.)	16,494.7	377.89	17,924.6	412.27	16,412.3	369.76
Hay, Alfalfa (lb.)	2,956.6	241.15	2,659.7	248.46	2,641.5	189.21
Haylage, Alfalfa (lb.)	5,053.1	163.06	4,956.6	161.06	4,795.1	161.06
Other feed stuffs (lb)	3,365.0	146.12	1,901.5	117.39	1,907.1	109.32
Breeding fees		45.81		50.28		45.19
Veterinary		107.15		112.47		115.88
BST		36.51		56.90		22.25
Supplies		200.13		180.64		166.54
Fuel & oil		98.95		98.39		99.96
Repairs		134.78		151.51		126.89
Custom hire		49.72		57.65		41.90
Hired labor		231.58		287.14		135.54
Hauling and trucking		41.89		35.46		42.41
Marketing		53.48		59.03		52.41
Bedding		63.07		70.00		56.87
Total direct expenses		3,384.13		3,605.05		3,069.28
Return over direct expense		879.09		741.55		1,569.78
<b>Overhead Expenses</b>						
Hired labor		146.40		107.09		263.63
Building leases		41.31		30.09		43.45
Farm insurance		40.75		41.46		41.19
Utilities		63.09		60.38		81.39
Interest		93.76		99.93		85.81
Mach & bldg depreciation		141.19		144.29		164.97
Miscellaneous		62.29		56.06		62.29
Total overhead expenses		588.79		539.31		742.72
Total dir & ovhd expenses		3,972.92		4,144.36		3,812.00
Net return		290.29		202.24		827.07
Labor & management charge		201.00		161.76		271.00
Net return over lbr & mgt		89.29		40.48		556.07
<b>Cost of Production Per Cwt. Of Milk</b>						
Total direct expense per unit		14.86		15.39		12.85
Total dir & ovhd expense per unit		17.44		17.70		15.96
With other revenue adjustments		18.18		18.54		16.36
With labor and management		19.06		19.23		17.49
Est. labor hours per unit		40.62		38.96		41.88
<b>Other Information</b>						
Number of cows		170.1		220.1		190.8
Milk produced per cow		22,774		23,419		23,881
Total milk sold		3,850,079		5,109,149		4,519,749
Lb. of milk sold per FTE		1,559,921		1,668,349		1,583,960
Culling percentage		30.8		31.9		30.4
Turnover rate		37.8		38.9		36.5
Cow death loss percent		6.5		6.7		5.8
Percent of barn capacity		111.8		114.1		111.9
Feed cost per day		6.36		6.70		5.93
Feed cost per cwt. of milk		10.19		10.44		9.06
Feed cost per cow		2,321.05		2,445.56		2,163.45
Avg. milk price per cwt.		19.47		19.43		19.85

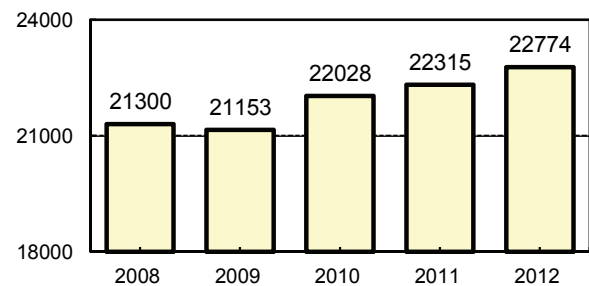
## Summary of Selected Dairy Enterprise Factors



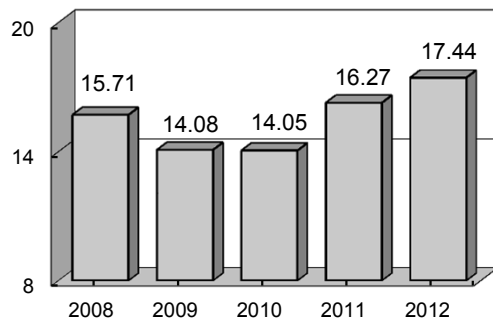
**Ave Milk Price Recv'd**



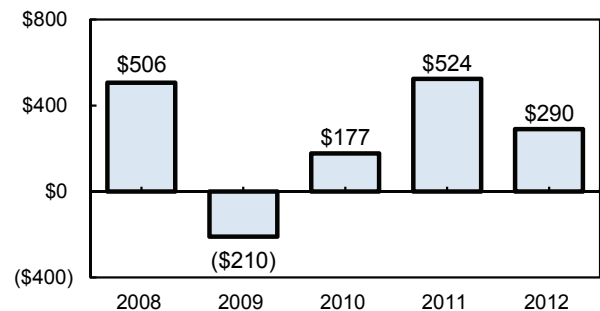
**Milk Production per Cow**



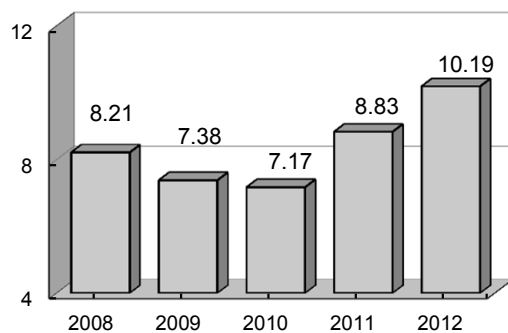
**Dir & Ovhd Exp per CWT**



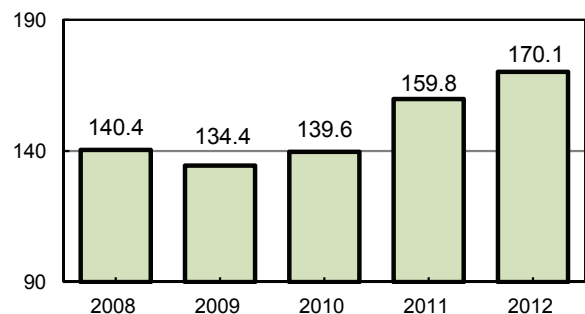
**Net Return per Cow**



**Feed Cost per CWT**



**Ave. Number of Cows**



**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

**Dairy and Repl Heifers Excluding , OrganicOrganic transition -- Average Per Cow**

	<b>Avg. Of All Farms</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	315		63		63	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	23,021.9	4,487.26	23,114.8	4,483.62	24,283.3	4,811.82
Dairy Calves sold (hd)	-	91.26	-	72.08	-	107.00
Transferred out (hd)	-	24.48	-	28.31	-	32.13
Cull sales (hd)	-	285.40	-	289.68	-	293.50
Other income	-	113.83	-	114.92	-	118.80
Purchased (hd)	-	-53.22	-	-41.44	-	-49.77
Transferred in (hd)	-	-6.53	-	-0.99	-	-3.70
Inventory change (hd)	-	82.33	-	67.58	-	117.23
Gross margin		5,024.80		5,013.76		5,427.01
<b>Direct Expenses</b>						
Protein Vit Minerals (lb.)	3,368.7	766.56	3,966.1	904.76	4,348.3	907.65
Complete Ration (lb.)	2,036.0	408.47	1,699.2	369.47	819.4	116.32
Corn (bu.)	66.5	378.75	67.2	390.38	71.6	391.57
Corn Silage (lb.)	20,271.9	461.03	20,327.9	471.70	20,468.3	449.79
Hay, Alfalfa (lb.)	3,683.1	295.61	3,271.9	283.37	3,249.7	209.26
Haylage, Alfalfa (lb.)	6,152.5	192.14	6,406.5	203.66	6,103.6	196.92
Other feed stuffs (lb)	4,919.8	223.42	3,583.6	188.30	9,525.3	326.74
Breeding fees		59.76		66.75		61.63
Veterinary		123.53		134.56		119.86
BST		39.40		60.72		34.11
Supplies		251.75		229.76		229.80
Contract production exp.		118.22		88.46		160.05
Fuel & oil		114.82		103.90		127.06
Repairs		153.30		171.51		145.60
Custom hire		53.49		51.40		40.62
Hired labor		260.46		298.89		134.79
Marketing		55.95		60.19		59.28
Bedding		80.50		76.67		78.41
Total direct expenses		4,037.17		4,154.45		3,789.49
Return over direct expense		987.63		859.31		1,637.53
<b>Overhead Expenses</b>						
Hired labor		173.07		124.26		350.25
Building leases		52.78		42.42		64.62
Utilities		74.26		70.56		99.47
Interest		107.29		114.43		94.11
Mach & bldg depreciation		163.62		177.21		197.62
Miscellaneous		115.47		102.50		116.38
Total overhead expenses		686.49		631.39		922.45
Total dir & ovhd expenses		4,723.65		4,785.84		4,711.93
Net return		301.14		227.92		715.08
Labor & management charge		224.94		175.32		282.69
Net return over lbr & mgt		76.20		52.61		432.40
<b>Cost of Production Per Cwt. Of Milk</b>						
Total direct expense per unit		17.42		17.81		15.48
Total dir & ovhd expense per unit		20.38		20.51		19.25
With other revenue adjustments		18.17		18.39		16.87
With labor and management		19.14		19.14		18.03
Est. labor hours per unit		47.86		44.57		49.22
<b>Other Information</b>						
Number of cows		183.2		215.9		240.4
Milk produced per cow		23,176		23,330		24,472
Total milk sold		4,216,715		4,989,523		5,836,590
Lb. of milk sold per FTE		1,346,869		1,452,027		1,381,481
Culling percentage		31.6		33.3		32.9
Turnover rate		38.7		40.1		38.9
Cow death loss percent		6.5		6.5		5.7
Percent of barn capacity		112.6		113.7		114.2
Feed cost per day		7.47		7.70		7.12
Feed cost per cwt. of milk		11.76		12.05		10.62
Feed cost per cow		2,725.97		2,811.64		2,598.26
Avg. milk price per cwt.		19.49		19.40		19.82

**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

**Dairy Including Organic -- Average Per Cow**

	<b>Avg. Of All Farms</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	22		5		5	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	11,918.2	3,485.66	10,671.5	3,243.47	16,809.5	4,859.50
Dairy Calves sold (hd)	0.1	21.23	0.1	9.67	-	-
Transferred out (hd)	0.8	84.86	0.9	179.05	1.1	45.24
Cull sales (hd)	0.3	237.14	0.2	189.98	0.4	378.95
Other income		194.42		228.88		298.42
Purchased (hd)	0.0	-4.51	-	-	0.0	-5.36
Transferred in (hd)	0.4	-113.79	0.3	-121.50	0.4	-
Inventory change (hd)	0.0	1.42	0.1	39.77	-0.1	-69.35
Dairy repl net cost		-513.69		-556.24		-797.94
Gross margin		3,392.74		3,213.09		4,709.47
<b>Direct Expenses</b>						
Protein Vit Minerals (lb.)	645.3	275.73	420.4	145.12	743.8	499.08
Complete Ration (lb.)	1,570.5	24.07	-	-	2,192.3	144.54
Corn (bu.)	10.5	146.24	1.2	13.31	18.0	252.08
Haylage, Alfalfa (lb.)	2,859.4	100.59	218.7	4.65	4,806.5	121.31
Haylage, Grass (lb.)	366.8	12.47	-	-	2,250.0	76.50
Pasture (aum)	1.3	49.60	2.0	119.79	2.2	53.03
Corn, Organic (bu.)	17.0	170.47	10.9	98.95	22.0	186.07
Corn Silage, Organic (lb.)	6,209.3	159.69	2,505.5	65.51	8,722.6	145.40
Hay, Alfalfa, Organic (lb.)	6,111.1	444.93	11,914.9	810.17	3,263.1	182.53
Pasture, Organic (aum)	1.8	104.15	0.6	12.61	-	-
Hay, Mixed, Organic (lb.)	1,321.8	63.41	1,443.6	126.32	-	-
Other feed stuffs (lb)	1,615.2	193.21	945.8	202.98	1,337.2	156.38
Veterinary		35.63		27.15		65.52
Supplies		292.39		215.66		283.41
Fuel & oil		77.80		93.04		105.48
Repairs		133.33		136.94		222.03
Hired labor		47.63		71.86		-
Total direct expenses		2,331.35		2,144.06		2,493.37
Return over direct expense		1,061.39		1,069.03		2,216.10
<b>Overhead Expenses</b>						
Hired labor		174.99		87.26		224.37
Building leases		17.83		32.30		61.02
Utilities		65.31		70.68		71.53
Interest		72.80		49.82		55.08
Mach & bldg depreciation		97.78		29.93		252.60
Miscellaneous		102.25		75.92		208.68
Total overhead expenses		530.97		345.91		873.28
Total dir & ovhd expenses		2,862.32		2,489.97		3,366.65
Net return		530.43		723.12		1,342.82
Labor & management charge		269.28		321.21		361.17
Net return over lbr & mgt		261.15		401.91		981.65
<b>Cost of Production Per Cwt. Of Milk</b>						
Total direct expense per unit		18.89		19.14		14.27
Total dir & ovhd expense per unit		23.19		22.23		19.27
With other revenue adjustments		24.69		23.66		21.04
With labor and management		26.87		26.53		23.11
Est. labor hours per unit		37.19		34.52		45.08
<b>Other Information</b>						
Number of cows		93.7		100.6		67.2
Milk produced per cow		12,340		11,203		17,471
Total milk sold		1,116,460		1,073,337		1,129,600
Lb. of milk sold per FTE		897,360		865,695		1,044,033
Culling percentage		29.2		24.9		44.3
Turnover rate		34.1		28.8		47.3
Cow death loss percent		3.8		3.2		2.7
Percent of barn capacity		67.3		33.0		110.2
Feed cost per day		4.78		4.38		4.98
Feed cost per cwt. of milk		14.14		14.28		10.40
Feed cost per cow		1,744.56		1,599.41		1,816.92
Avg. milk price per cwt.		29.25		30.39		28.91

**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

**Dairy Replacement Heifers -- Average Per Head**

	<u>Avg. Of All Farms</u>		<u>40 - 60%</u>		<u>High 20%</u>	
Number of farms	384		77		77	
	Quantity	Value	Quantity	Value	Quantity	Value
Replacements sold (hd)	0.1	34.61	0.1	23.96	0.1	56.22
Transferred out (hd)	0.4	559.06	0.4	553.53	0.5	667.54
Cull sales (hd)	0.0	3.26	0.0	3.01	0.0	3.36
Other income		2.12		1.19		2.98
Purchased (hd)	0.0	-21.11	0.0	-15.49	0.0	-19.92
Transferred in (hd)	0.6	-106.45	0.6	-94.29	0.6	-122.55
Inventory change (hd)	0.0	31.68	0.1	40.73	0.1	81.19
Gross margin		503.16		512.64		668.81
<b>Direct Expenses</b>						
Protein Vit Minerals (lb.)	245.1	73.11	210.1	63.76	319.1	83.10
Milk Replacer (lb.)	7.1	11.32	5.0	7.61	2.3	2.84
Milk (lb.)	85.7	15.02	121.4	17.76	90.6	16.13
Complete Ration (lb.)	361.0	51.56	293.2	55.78	263.6	53.29
Corn (bu.)	6.0	35.55	5.7	32.68	5.8	31.24
Corn Silage (lb.)	3,726.8	82.96	3,294.9	74.88	3,187.2	69.25
Hay, Alfalfa (lb.)	978.9	73.36	890.5	59.13	568.5	42.98
Hay, Grass (lb.)	600.7	27.91	638.6	27.40	581.6	27.42
Haylage, Alfalfa (lb.)	1,115.7	34.59	1,089.0	32.68	1,147.8	34.46
Other feed stuffs (lb)	1,111.5	41.45	869.9	31.03	1,617.7	40.99
Breeding fees		13.43		13.52		12.33
Veterinary		17.61		20.13		14.83
Supplies		25.11		21.84		17.03
Contract production exp.		87.40		115.70		10.06
Fuel & oil		17.14		17.65		19.74
Repairs		23.54		21.51		26.65
Hired labor		19.51		27.72		18.23
Bedding		13.87		16.31		7.22
Total direct expenses		664.44		657.09		527.79
Return over direct expense		-161.28		-144.45		141.02
<b>Overhead Expenses</b>						
Hired labor		26.51		21.68		24.33
Building leases		7.79		9.05		11.60
Farm insurance		7.13		6.88		8.67
Utilities		11.03		10.45		12.81
Interest		16.32		16.23		17.63
Mach & bldg depreciation		24.65		22.63		29.58
Miscellaneous		10.52		10.66		11.93
Total overhead expenses		103.96		97.58		116.56
Total dir & ovhd expenses		768.40		754.67		644.35
Net return		-265.24		-242.03		24.46
Labor & management charge		34.14		30.88		40.03
Net return over lbr & mgt		-299.38		-272.91		-15.57
<b>Cost of Production Per Head Per Day</b>						
Total direct expense per unit		2.07		1.98		1.59
Total dir & ovhd expense per unit		2.35		2.25		1.90
With other revenue adjustments		2.35		2.25		1.90
With labor and management		2.44		2.33		2.01
Est. labor hours per unit		7.26		7.06		8.22
<b>Other Information</b>						
No. purchased or trans in		92		108		98
Number sold or trans out		77		87		84
Average number of head		149		184		145
Percentage death loss		7.5		7.0		4.1
Feed cost per average head		446.83		402.71		401.71
Feed cost/head sold/trans		858.12		846.74		694.28
Total cost/head sold/trans		1,715.09		1,788.05		1,277.77
Feed cost per head per day		1.22		1.10		1.10
Avg. purch price / head		836.10		780.25		565.84
Avg. sales price / head		430.80		438.77		485.18

**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

**Dairy Feeder -- Average Per Cwt. Produced**

	<b>Avg. Of All Farms</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	25		5		6	
	Quantity	Value	Quantity	Value	Quantity	Value
Dairy Feeder sold (lb)	98.85	120.28	108.35	139.39	73.38	88.13
Transferred out (lb)	22.31	24.90	1.37	1.37	20.23	25.28
Other income		0.83		-		1.55
Purchased (lb)	-27.14	-30.73	-16.29	-18.68	-11.43	-13.87
Transferred in (lb)	-14.97	-19.13	-9.36	-7.38	-23.13	-28.19
Inventory change (lb)	20.25	19.55	15.93	19.59	39.35	39.44
Gross margin		115.70		134.29		112.35
<b>Direct Expenses</b>						
Protein Vit Minerals (lb.)	49.79	14.47	73.17	16.27	2.50	1.68
Milk Replacer (lb.)	2.96	5.22	-	-	0.02	3.65
Complete Ration (lb.)	291.90	23.36	233.71	51.85	515.93	21.27
Corn (bu.)	4.40	21.43	2.40	13.24	4.02	15.95
Corn Silage (lb.)	148.87	2.84	-	-	314.83	6.03
Hay, Alfalfa (lb.)	80.19	5.78	93.57	6.27	31.66	2.35
Haylage, Grass (lb.)	93.20	1.86	498.57	9.97	-	-
DDGS, dry (lb.)	11.75	1.45	-	-	26.38	3.23
Other feed stuffs (lb)	48.09	3.42	0.50	1.62	33.56	2.99
Veterinary		3.20		1.61		2.29
Supplies		2.85		1.00		1.50
Fuel & oil		2.55		0.80		3.45
Repairs		2.17		1.56		1.98
Hired labor		1.47		2.53		0.91
Marketing		1.70		3.95		0.73
Bedding		0.75		1.60		-
Total direct expenses		94.55		112.28		67.99
Return over direct expense		21.16		22.00		44.36
<b>Overhead Expenses</b>						
Hired labor		1.48		1.97		1.64
Farm insurance		1.47		0.46		1.63
Utilities		1.64		1.21		2.13
Interest		3.03		2.17		0.47
Mach & bldg depreciation		5.18		2.79		5.43
Miscellaneous		2.99		0.34		1.75
Total overhead expenses		15.79		8.93		13.06
Total dir & ovhd expenses		110.33		121.21		81.05
Net return		5.37		13.07		31.30
Labor & management charge		9.30		5.00		12.25
Net return over lbr & mgt		-3.93		8.07		19.06
<b>Cost of Production Per Cwt. Produced</b>						
Total direct expense per unit		102.36		108.24		73.77
Total dir & ovhd expense per unit		115.39		116.38		87.72
With other revenue adjustments		115.39		116.38		87.72
With labor and management		123.06		120.94		100.80
Est. labor hours per unit		1.32		0.66		1.84
<b>Other Information</b>						
No. purchased or trans in		97		70		151
Number sold or trans out		88		77		131
Percentage death loss		1.9		1.4		-
Avg. daily gain (lb.)		1.88		2.02		2.05
Lb. of conc / lb. of gain		6.13		4.57		7.75
Lb. of feed / lb. of gain		8.36		8.00		9.45
Feed cost per cwt. of gain		79.85		99.22		57.14
Feed cost per head		390.95		394.18		481.91
Average purchase weight		158		94		100
Avg wgt / Dairy Feeder sold		465		422		566
Avg purch price / head		178.95		107.68		121.91
Avg sales price / cwt.		121.67		128.65		120.10

**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

**Dairy Finishing -- Average Per Cwt. Produced**

	<b>Avg. Of All Farms</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	107		22		22	
	Quantity	Value	Quantity	Value	Quantity	Value
Dairy Finish sold (lb)	117.93	130.04	117.98	131.28	101.16	112.23
Transferred out (lb)	0.31	0.26	0.32	0.32	-	-
Cull sales (lb)	0.00	0.01	-	-	-	-
Other income		2.21		3.21		2.02
Purchased (lb)	-23.97	-29.12	-31.12	-39.06	-9.56	-12.81
Transferred in (lb)	-4.11	-5.04	-3.18	-4.13	-3.66	-5.57
Inventory change (lb)	8.02	14.36	13.16	17.06	11.28	22.82
Gross margin		112.72		108.68		118.69
<b>Direct Expenses</b>						
Corn Gluten (lb.)	9.65	0.93	-	-	44.14	4.25
Protein Vit Minerals (lb.)	113.39	15.60	135.59	18.57	62.43	10.57
Milk Replacer (lb.)	0.96	1.29	2.15	2.34	0.20	0.88
Milk (lb.)	3.95	0.76	-	-	9.56	2.16
Complete Ration (lb.)	10.81	2.16	10.26	2.19	20.82	3.96
Corn (bu.)	8.88	53.80	9.91	61.82	5.79	32.23
Corn Silage (lb.)	191.90	4.18	124.59	2.39	129.72	3.03
DDGS, dry (lb.)	35.76	2.43	-	-	44.77	2.89
Other feed stuffs (lb)	187.02	8.36	95.04	3.97	69.40	6.08
Veterinary		2.01		2.17		1.35
Supplies		3.90		2.67		1.60
Contract production exp.		0.35		-		1.60
Fuel & oil		1.86		1.10		1.78
Repairs		2.67		1.88		2.65
Marketing		1.02		1.30		0.63
Operating interest		1.19		0.68		0.64
Total direct expenses		102.51		101.10		76.28
Return over direct expense		10.22		7.58		42.41
<b>Overhead Expenses</b>						
Hired labor		1.53		0.46		2.53
Building leases		0.47		0.04		1.40
Utilities		1.08		1.07		1.36
Interest		1.28		1.15		1.26
Mach & bldg depreciation		2.75		1.61		2.57
Miscellaneous		2.42		1.78		1.57
Total overhead expenses		9.53		6.11		10.68
Total dir & ovhd expenses		112.03		107.21		86.96
Net return		0.69		1.47		31.72
Labor & management charge		5.14		4.57		3.76
Net return over lbr & mgt		-4.45		-3.10		27.96
<b>Cost of Production Per Cwt. Produced</b>						
Total direct expense per unit		101.68		104.83		69.68
Total dir & ovhd expense per unit		109.73		110.00		80.24
With other revenue adjustments		109.61		110.00		79.58
With labor and management		113.96		113.86		83.30
Est. labor hours per unit		0.58		0.54		0.48
<b>Other Information</b>						
No. purchased or trans in		109		130		105
Number sold or trans out		91		100		83
Percentage death loss		3.7		3.0		4.2
Avg. daily gain (lb.)		2.29		2.65		2.35
Lb. of conc / lb. of gain		7.37		7.02		5.19
Lb. of feed / lb. of gain		8.94		8.30		6.19
Feed cost per cwt. of gain		89.51		91.29		66.03
Feed cost per head		915.93		935.90		754.13
Average purchase weight		340		372		205
Avg wgt / Dairy Finish sold		1,415		1,432		1,404
Avg purch price / head		413.45		466.64		274.60
Avg sales price / cwt.		110.26		111.27		110.94

**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

**Beef Cow-Calf -- Average Per Cow**

	<b>Avg. Of All Farms</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	115		23		23	
	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	246.8	362.55	166.1	250.05	292.4	422.70
Transferred out (lb)	220.6	319.53	191.8	248.00	305.1	443.76
Cull sales (lb)	108.7	125.24	49.6	97.88	141.8	179.61
Other income		20.09		2.31		7.47
Purchased (lb)	-44.5	-110.91	-16.0	-64.90	-101.2	-159.37
Transferred in (lb)	-37.9	-55.07	-16.5	-50.12	-61.6	-62.56
Inventory change (lb)	55.6	138.54	93.7	263.69	3.7	164.50
Gross margin		799.97		746.90		996.12
<b>Direct Expenses</b>						
Beet Pulp (dry) (lb.)	690.6	6.77	97.2	2.24	1,168.7	12.75
Protein Vit Minerals (lb.)	185.5	42.98	76.2	27.78	75.0	28.35
Complete Ration (lb.)	111.1	15.74	223.7	32.33	67.7	13.94
Corn (bu.)	2.2	13.98	1.0	6.28	2.7	17.37
Corn Silage (lb.)	2,845.2	51.39	3,255.4	64.45	1,685.2	16.75
Hay, Alfalfa (lb.)	1,472.0	78.31	868.3	49.10	1,413.6	50.34
Hay, Grass (lb.)	5,054.7	163.86	6,452.5	180.83	3,936.0	134.03
Pasture (aum)	4.2	45.07	2.1	32.03	3.8	44.98
Other feed stuffs (lb)	1,090.2	27.44	1,742.9	36.81	669.7	27.45
Veterinary		24.17		22.18		27.82
Supplies		39.07		43.39		37.38
Fuel & oil		32.07		19.76		37.14
Repairs		39.06		26.76		31.65
Hired labor		4.74		6.93		9.77
Operating interest		8.27		5.74		8.93
Total direct expenses		592.91		556.60		498.64
Return over direct expense		207.06		190.30		497.48
<b>Overhead Expenses</b>						
Hired labor		8.34		2.57		10.53
Farm insurance		13.48		11.56		17.76
Utilities		12.52		8.89		8.33
Dues & professional fees		6.99		10.35		7.15
Interest		21.42		20.08		18.74
Mach & bldg depreciation		40.55		37.44		40.30
Miscellaneous		15.50		14.46		13.58
Total overhead expenses		118.80		105.36		116.39
Total dir & ovhd expenses		711.70		661.96		615.03
Net return		88.27		84.94		381.09
Labor & management charge		97.18		107.07		86.99
Net return over lbr & mgt		-8.91		-22.13		294.10
<b>Cost of Production Per Cwt. Produced</b>						
Total direct expense per unit		105.66		118.24		85.24
Total dir & ovhd expense per unit		126.83		140.62		105.14
With other revenue adjustments		116.70		115.11		85.38
With labor and management		134.01		137.85		100.25
Est. labor hours per unit		8.95		11.33		9.06
<b>Other Information</b>						
Number of cows		71.1		71.6		92.0
Pregnancy percentage		96.3		95.1		96.8
Pregnancy loss percentage		2.7		5.4		1.2
Culling percentage		11.6		8.9		15.3
Calving percentage		93.7		90.0		95.7
Weaning percentage		89.5		86.9		91.0
Calves sold per cow		0.77		0.61		0.90
Calf death loss percent		5.0		3.8		5.0
Cow death loss percent		2.6		1.7		2.6
Cows per FTE		312.7		247.2		309.0
Average weaning weight		543		541		560
Lb. weaned/exposed female		486		470		510
Feed cost per cow		445.53		431.85		345.94
Avg wgt/ Beef Calves sold		621		571		685
Avg price / cwt.		146.91		150.51		144.57

**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

**Beef Finishing -- Average Per Cwt. Produced**

	<b>Avg. Of All Farms</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	55		11		11	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Beef sold (lb)	186.66	227.10	201.29	245.24	185.62	235.13
Transferred out (lb)	2.60	3.34	8.87	12.15	0.10	0.02
Other income		4.01		5.35		4.27
Purchased (lb)	-90.82	-136.52	-121.77	-175.32	-84.64	-133.77
Transferred in (lb)	-5.24	-7.65	-1.98	-2.76	-0.93	-2.66
Inventory change (lb)	5.40	13.31	12.28	18.29	-1.31	15.28
Gross margin		103.60		102.95		118.27
<b>Direct Expenses</b>						
Corn Gluten (lb.)	36.95	3.28	59.73	2.42	74.17	8.65
Protein Vit Minerals (lb.)	34.03	7.44	26.10	6.63	48.00	7.88
Complete Ration (lb.)	53.55	6.38	-	0.63	1.72	0.45
Corn (bu.)	6.80	40.15	8.65	52.52	6.67	35.49
Corn Silage (lb.)	320.72	7.43	381.72	8.61	174.75	3.58
Corn, Ear (lb.)	30.29	1.39	44.80	2.13	0.16	0.03
Hay, Alfalfa (lb.)	40.76	3.03	39.81	3.13	10.23	0.57
Hay, Grass (lb.)	47.78	1.90	31.88	1.42	67.83	2.59
DDGS, dry (lb.)	45.29	3.34	11.20	1.38	14.68	1.08
DDGS, wet (lb.)	25.80	1.14	84.51	3.94	-	-
Other feed stuffs (lb)	105.09	2.50	45.19	0.96	239.99	3.50
Veterinary		1.92		1.41		1.16
Supplies		2.54		2.56		1.44
Contract production exp.		2.23		-		7.06
Fuel & oil		1.60		1.14		1.78
Repairs		2.53		1.82		3.17
Hauling and trucking		1.95		5.04		0.79
Operating interest		1.33		2.12		0.59
Total direct expenses		92.09		97.85		79.82
Return over direct expense		11.50		5.10		38.45
<b>Overhead Expenses</b>						
Hired labor		0.66		0.08		1.39
Farm insurance		0.73		0.25		1.10
Utilities		0.51		0.15		0.90
Mach & bldg depreciation		3.56		1.18		5.61
Miscellaneous		1.65		1.10		1.26
Total overhead expenses		7.11		2.75		10.26
Total dir & ovhd expenses		99.20		100.60		90.08
Net return		4.40		2.35		28.19
Labor & management charge		4.18		3.56		3.73
Net return over lbr & mgt		0.21		-1.21		24.46
<b>Cost of Production Per Cwt. Produced</b>						
Total direct expense per unit		116.95		121.94		107.45
Total dir & ovhd expense per unit		120.70		123.25		112.97
With other revenue adjustments		119.44		121.35		111.44
With labor and management		121.65		123.05		113.44
Est. labor hours per unit		0.31		0.18		0.30
<b>Other Information</b>						
No. purchased or trans in		213		264		336
Number sold or trans out		204		244		315
Percentage death loss		0.8		0.5		0.8
Avg. daily gain (lb.)		2.69		3.10		2.75
Lb. of conc / lb. of gain		6.68		7.14		6.78
Lb. of feed / lb. of gain		8.86		9.22		8.67
Feed cost per cwt. of gain		77.98		83.75		63.82
Feed cost per head		537.39		532.75		478.04
Average purchase weight		666		776		595
Avg wgt / Finish Beef sold		1,363		1,460		1,358
Avg purch price / cwt.		150.32		143.97		158.05
Avg sales price / cwt.		121.67		121.83		126.67

**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

**Hogs, Finish Feeder Pigs -- Average Per Cwt. Carcass Sold**

	<b>Avg. Of All Farms</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	38		8		9	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Hogs sold (lb)	135.13	86.33	135.11	83.75	134.81	88.87
Transferred out (lb)	0.58	0.35	0.66	0.34	-	-
Other income		0.49		1.00		0.06
Purchased (lb)	-17.91	-20.39	-12.93	-15.82	-27.31	-29.75
Transferred in (lb)	-9.72	-9.76	-14.99	-12.62	-	-
Inventory change (lb)	4.88	3.63	2.64	1.75	5.83	4.57
Gross margin		60.66		58.40		63.75
<b>Direct Expenses</b>						
Protein Vit Minerals (lb.)	104.91	19.49	60.56	13.23	97.47	14.55
Complete Ration (lb.)	35.27	5.17	24.63	6.16	84.67	11.47
Corn (bu.)	3.27	19.99	3.73	24.86	2.63	16.12
DDGS, dry (lb.)	4.80	0.60	12.06	1.63	2.73	0.34
Other feed stuffs (lb)	3.85	0.53	-	-	0.00	0.03
Veterinary		0.46		0.37		0.47
Supplies		0.53		0.44		0.27
Contract production exp.		0.42		1.30		0.19
Fuel & oil		0.42		0.41		0.07
Repairs		1.00		1.09		0.21
Custom hire		0.33		-		0.37
Machinery leases		0.61		0.98		1.33
Hauling and trucking		1.27		1.08		1.54
Marketing		0.44		0.48		0.36
Operating interest		0.62		0.32		0.69
Total direct expenses		51.88		52.36		48.01
Return over direct expense		8.78		6.04		15.75
<b>Overhead Expenses</b>						
Hired labor		0.34		0.17		0.13
Building leases		3.12		-		7.03
Farm insurance		0.49		0.42		0.37
Utilities		0.61		0.35		0.12
Dues & professional fees		0.27		0.05		0.63
Interest		0.69		1.08		0.52
Mach & bldg depreciation		1.26		1.72		0.44
Miscellaneous		0.53		0.28		0.37
Total overhead expenses		7.32		4.08		9.61
Total dir & ovhd expenses		59.20		56.44		57.62
Net return		1.46		1.97		6.14
Labor & management charge		2.04		2.03		1.30
Net return over lbr & mgt		-0.58		-0.06		4.84
<b>Cost of Production/Cwt. Carcass Sold</b>						
Total direct expense per unit		78.30		79.04		73.12
Total dir & ovhd expense per unit		85.62		83.12		82.73
With other revenue adjustments		85.22		82.13		82.73
With labor and management		87.26		84.16		84.03
Est. labor hours per unit		0.15		0.25		0.05
<b>Other Information</b>						
No. purchased or trans in		4,687		2,639		7,135
Number sold or trans out		4,308		2,536		6,487
Percentage death loss		4.1		4.0		3.5
Percent substandard hogs		1		1		2
Avg. daily gain (lb.)		1.71		1.71		1.76
Lb. of feed / lb. of gain		2.94		2.77		2.93
Feed cost per cwt. of gain		40.47		41.53		37.47
Feed cost per head		89.70		87.02		85.00
Average purchase weight		50		49		51
Avg wgt / Finish Hogs sold		274		272		278
Avg purch price / head		57.27		59.52		55.75
Avg sales price / cwt.		63.89		61.99		65.92
Average carcass weight		205		203		209
Average price / cwt. carcass		85.82		83.59		88.31

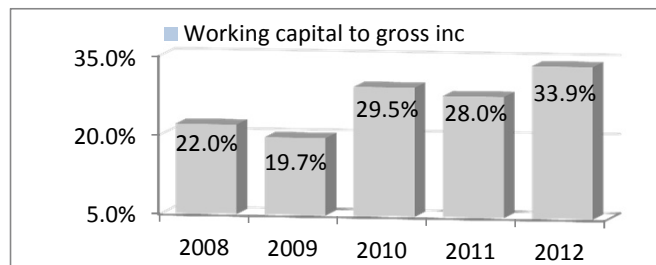
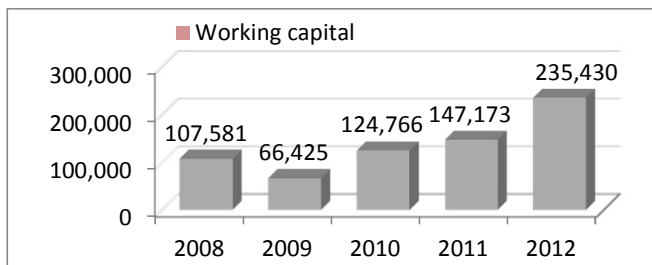
**Livestock Enterprise Analysis**  
**Farm Business Management Statewide Data**  
**(Farms Sorted By Return to Overhead)**

**Hogs, Weaning to Finish (Contract Grower) -- Average Per Pig Space**

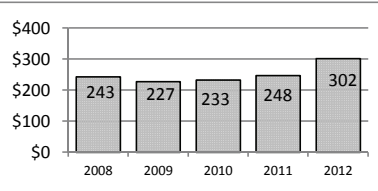
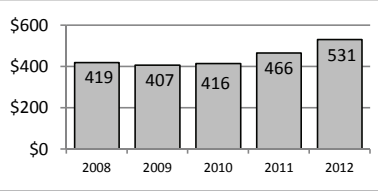
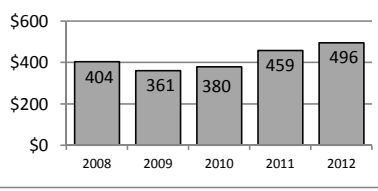
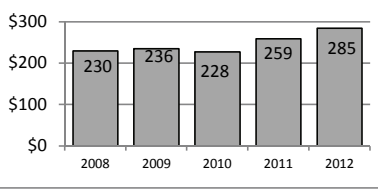
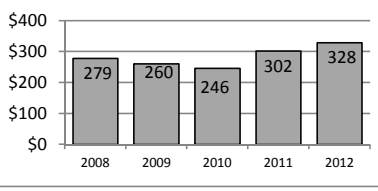
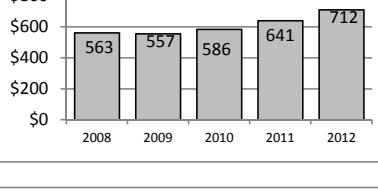
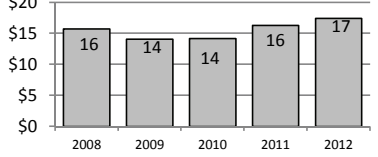
	<b>Avg. Of All Farms</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	50		11		10	
	Quantity	Value	Quantity	Value	Quantity	Value
Other income		38.76		36.46		50.32
Gross margin		38.76		36.46		50.32
<b>Direct Expenses</b>						
Supplies		1.57		1.79		1.41
Contract production exp.		1.07		0.63		0.37
Fuel & oil		2.10		1.59		2.57
Repairs		3.35		3.48		3.14
Custom hire		0.78		0.56		1.78
Hired labor		0.95		0.31		0.52
Livestock leases		0.29		0.34		-
Utilities		0.86		0.69		0.83
Total direct expenses		10.97		9.40		10.62
Return over direct expense		27.80		27.07		39.70
<b>Overhead Expenses</b>						
Hired labor		0.31		0.06		0.30
Building leases		0.83		-		-
RE & pers. property taxes		0.80		1.11		0.53
Farm insurance		1.52		1.49		1.72
Utilities		1.19		0.90		1.44
Interest		4.61		4.55		7.06
Mach & bldg depreciation		10.68		10.37		13.51
Miscellaneous		1.32		0.50		2.77
Total overhead expenses		21.26		18.99		27.32
Total dir & ovhd expenses		32.23		28.38		37.94
Net return		6.53		8.08		12.38
Labor & management charge		6.15		6.22		6.93
Net return over lbr & mgt		0.38		1.86		5.45
<b>Cost of Production Per Pig Space</b>						
Total direct expense per unit		-		-		-
Total dir & ovhd expense per unit		-		-		-
With other revenue adjustments		-		-		-
With labor and management		-		-		-
Est. labor hours per unit		0.32		0.33		0.29
<b>Other Information</b>						
Number of pigs		6,304		8,245		7,005
Pigs per pig space (per year)		2.32		2.34		2.37
Net return per 100 sq. ft.		84.50		103.42		161.58
Net return per labor hour		20.33		24.56		43.27
Square feet per pig space		7.73		7.81		7.66

**Financial Trend Summary**  
**Northland & Central Lakes Community and Technical Colleges**

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>
<b>Income Statement</b>					
Gross Cash Farm Income	446,183	346,440	375,936	489,148	609,139
Total Cash Farm Expense	374,769	294,057	313,387	389,571	473,448
Net Cash Farm Income	71,414	52,383	62,549	99,577	135,691
Inventory change	40,122	-19,314	57,491	45,283	94,606
Depreciation	-24,346	-22,377	-23,486	-29,184	-34,864
Net Farm Income From Operations	87,190	10,691	96,554	115,675	195,433
Average Net Farm Income	87,483	10,971	97,040	116,872	195,588
Median Net Farm Income	39,821	-199	56,727	66,755	102,641
<b>Profitability (Cost)</b>					
Rate of Return on Assets	9.0%	-0.1%	9.7%	9.6%	13.9%
Rate of Return on Equity	12.4%	-5.7%	15.1%	14.4%	22.2%
Operating Profit Margin	19.4%	-0.3%	23.3%	22.1%	29.1%
Asset Turnover Rate	46.2%	33.1%	41.8%	43.7%	47.7%
<b>Liquidity</b>					
Current Assets	263,257	229,199	269,641	298,668	433,205
Current Liabilities	155,677	162,774	144,874	151,495	197,776
Current Ratio	1.69	1.41	1.86	1.97	2.19
Working capital	107,581	66,425	124,766	147,173	235,430
Working capital to gross inc	22.0%	19.7%	29.5%	28.0%	33.9%
Term Debt Coverage Ratio	1.96	0.55	2.28	2.47	3.24
Replacement coverage ratio	1.77	0.49	1.97	2.10	2.79
<b>Solvency (Market)</b>					
Number of Farms	398	404	408	395	405
Total Farm Assets	1,131,917	1,069,603	1,161,161	1,349,766	1,692,457
Total Farm Liabilities	479,214	568,383	591,680	640,333	792,476
Total Assets	1,244,165	1,183,532	1,287,246	1,480,387	1,846,773
Total Liabilities	605,789	597,608	625,782	670,483	830,038
Net Worth	638,376	585,925	661,463	809,903	1,016,735
Net Worth Change	70,627	6,744	89,151	116,594	174,381
Farm Debt to Asset Ratio	42%	53%	51%	47%	47%
Total Debt to Asset Ratio	49%	50%	49%	45%	45%
<b>Nonfarm Information</b>					
Net Nonfarm Income	22,911	23,056	24,694	27,828	24,030
Farms Reporting Liv Expenses	69	44	56	49	53
Total Family Living Expense	34,275	36,031	38,253	40,784	46,842
Total Living, Invest, & Cap Purch	55,489	46,936	48,578	50,363	77,238
<b>Crop Acres</b>					
Total Acres Owned	347	350	338	348	393
Total Crop Acres	715	722	717	712	836
Total Crop Acres Owned	243	258	246	251	299
Total Crop Acres Cash Rented	459	453	460	452	521
Total Crop Acres Share Rent	12	11	11	9	17



**Selected Crop & Livestock Enterprise Trend Summary**  
**Northland & Central Lakes Community and Technical Colleges**

	2008	2009	2010	2011	2012	Total Dir&Ovhd Expense
<b>Alfalfa Hay</b>						
Yield per Acre	3.4	3.5	3.6	3.6	3.3	
Value per Ton	\$90.57	\$76.76	\$77.11	\$89.32	\$131.79	
Fuel, Oil, Repairs per Acre	\$79.77	\$61.74	\$69.58	\$83.79	\$95.25	
Total Dir & Ovhd Exp per Acre	\$242.79	\$227.40	\$233.21	\$247.68	\$302.02	
Net Return per Acre	\$66.00	\$44.36	\$57.05	\$74.89	\$150.49	
Total Direct Expenses per Ton	\$39.10	\$35.04	\$34.04	\$37.68	\$50.72	
Total Dir & Ovhd Exp per Ton	\$72.18	\$65.51	\$65.13	\$69.17	\$91.87	
						
<b>Corn</b>						
Yield per Acre	123.0	125.8	143.4	121.7	128.9	
Value per Bushel	\$3.54	\$3.27	\$4.61	\$5.72	\$6.49	
Fuel, Oil, Repairs per Acre	\$68.59	\$60.33	\$66.19	\$87.13	\$88.45	
Total Dir & Ovhd Exp per Acre	\$419.24	\$406.64	\$415.50	\$465.97	\$530.74	
Net Return per Acre	\$37.37	\$17.84	\$249.14	\$248.53	\$320.53	
Total Direct Expenses per Bu.	\$2.46	\$2.33	\$2.01	\$2.77	\$2.97	
Total Dir & Ovhd Exp per Bushel	\$3.41	\$3.23	\$2.90	\$3.83	\$3.91	
						
<b>Corn Silage</b>						
Yield per Acre	15.7	16.5	18.4	15.2	15.1	
Value per Ton	\$29.31	\$26.80	\$31.88	\$39.05	\$50.65	
Fuel, Oil, Repairs per Acre	\$90.61	\$63.82	\$74.47	\$98.93	\$103.50	
Total Dir & Ovhd Exp per Acre	\$403.78	\$361.40	\$380.24	\$458.64	\$495.91	
Net Return per Acre	\$96.31	\$94.34	\$208.71	\$157.19	\$285.57	
Total Direct Expenses per Ton	\$18.24	\$15.08	\$13.68	\$21.60	\$22.91	
Total Dir & Ovhd Exp per Ton	\$25.77	\$21.84	\$20.62	\$30.09	\$32.86	
						
<b>Soybeans</b>						
Yield per Acre	33.1	30.0	35.2	31.5	37.8	
Value per Bushel	\$9.43	\$9.23	\$10.55	\$11.41	\$13.87	
Fuel, Oil, Repairs per Acre	\$39.88	\$33.42	\$37.29	\$49.03	\$49.01	
Total Dir & Ovhd Exp per Acre	\$229.92	\$235.61	\$227.84	\$259.44	\$285.21	
Net Return per Acre	\$100.24	\$53.20	\$147.05	\$112.02	\$243.72	
Total Direct Expenses per Bu.	\$4.77	\$5.26	\$4.17	\$5.53	\$5.15	
Total Dir & Ovhd Exp per Bushel	\$6.95	\$7.85	\$6.48	\$8.23	\$7.55	
						
<b>Spring Wheat</b>						
Yield per Acre	60.5	61.1	52.5	48.0	60.8	
Value per Bushel	\$6.56	\$4.60	\$6.63	\$7.99	\$8.30	
Fuel, Oil, Repairs per Acre	\$37.89	\$30.82	\$37.31	\$44.65	\$50.14	
Total Dir & Ovhd Exp per Acre	\$278.55	\$260.22	\$245.71	\$301.89	\$328.49	
Net Return per Acre	\$120.72	\$24.88	\$108.02	\$97.69	\$182.39	
Total Direct Expenses per Bu.	\$3.57	\$3.22	\$3.32	\$4.63	\$4.01	
Total Dir & Ovhd Exp per Bushel	\$4.60	\$4.26	\$4.68	\$6.29	\$5.40	
						
<b>Beef Cow Calf</b>						
Price Recv'd/Cwt Calf Sold	\$100.88	\$98.93	\$114.79	\$132.13	\$146.91	
Total Feed Cost/Cow	\$350.75	\$349.13	\$359.75	\$388.03	\$445.53	
Return over Feed/Cow	\$99.75	\$87.01	\$279.52	\$380.97	\$354.44	
Net Return/Cow	-\$112.55	-\$120.51	\$53.60	\$127.61	\$88.27	
Total Direct & Ovhd Expenses	\$563.05	\$556.64	\$585.68	\$641.39	\$711.70	
						
<b>Dairy Cows</b>						
Production/Cow	21,300	21,153	21,669	22,343	22,774	
Price Recv'd/Cwt Milk	\$19.47	\$13.59	\$16.24	\$19.84	\$19.47	
Total Feed Cost/Cwt Milk	\$8.21	\$7.38	\$7.22	\$8.82	\$10.19	
Return over Feed/Cwt Milk	\$9.88	\$5.71	\$7.85	\$9.79	\$8.53	
Net Return/Cwt Milk	\$2.38	-\$0.99	\$0.92	\$2.35	\$1.27	
Total Direct & Ovhd Expenses	\$15.71	\$14.08	\$14.15	\$16.27	\$17.44	
						

## ***Program Information***

Farm Business Management Education has been a part of agriculture education programs in Minnesota since 1953. From the early cooperative efforts of the State Department of Education and the Department of Agriculture Education (University of Minnesota), the program serves approximately 2500 farm families each year in six Farm Management areas. FBM Programs are now an integral part of the Minnesota State College and University System, delivered through eight two-year Colleges.

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

Farm Business Management is a credit based program. A typical farm business management student registers for 10 semester credits per year. The courses have been designed to meet the unique needs of students who enroll on a part-time basis, while operating or managing a farm business. The program relies on individualized instruction to adequately address the needs of the individual farmer, making enrollment even more beneficial. To accomplish these purposes, programs have been organized to conform to the following guidelines:

- Farm families enroll in a specific management course.
- Each course has a specific objective and units of instruction to meet the objective.
- Courses are offered in sequence and farmers are expected to enroll in the first of the sequence of courses.
- There is continuity to each course. Each leads to the next course in the sequence.
- Instruction is primarily individualized on the farm or in the office with the farm family. Additional instruction is also offered in group, classroom or web-based settings.

Northland Community & Technical College now offers the following Farm Business Management Programs:

1. Essentials in Farm Business Management – Certificate Program
2. Applications in Farm Business Management – Certificate Program
3. Advanced Farm Business Management – Certificate Program
4. Farm Business Management Current Topics – Certificate Program
5. Agriculture Commodity Marketing – Certificate Program
6. Advanced Agriculture Commodity Marketing – Certificate Program

Central Lakes College now offers the following Farm Business Management Programs:

1. Essentials in Farm Business Management – Certificate Program
2. Applications in Farm Business Management – Certificate Program
3. Advanced Farm Business Management – Certificate Program
4. Current Issues in Farm Business Management – Certificate Program
5. Agriculture Commodity Marketing – Certificate Program

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

# MyFarm Financial Scorecard

Year:

Name:

## Liquidity

This Year

5-Year Ave

Strong

Vulnerable

Current ratio

1.7

1.1

Working capital

25%

10%

Working cap to gross revenue

## Solvency (market)

Note: These solvency ratios include deferred liabilities

Farm debt/asset ratio

30%

60%

Farm equity/asset ratio

70%

40%

Farm debt/equity ratio

0.43

1.50

## Profitability (Cost)

Rate of return on farm assets

8%

4%

Rate of return on farm equity

10%

3%

Operating profit margin

25%

15%

Net farm income

EBITDA

## Repayment Capacity (Accrual)

Capital debt repay capacity

Capital debt repay margin

Replacement margin

Term-debt coverage ratio

Replacement margin ratio

1.50

1.20

1.40

1.10

## Financial Efficiency

Asset-turnover rate (market)

45%

30%

Operating-expense ratio

60%

80%

Depreciation-expense ratio

5%

15%

Interest-expense ratio

5%

10%

Net farm income ratio

20%

10%