

# FARM BUSINESS MANAGEMENT

2013 ANNUAL REPORT



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# MyFarm Financial Scorecard

Year: \_\_\_\_\_

Name: \_\_\_\_\_

## Liquidity

This Year

5-Year Ave

Strong

Vulnerable

Current ratio

1.7

1.1

Working capital

Working cap to gross revenue

25%

10%

## 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%

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## Instructors Participating

Listed on the inside back cover of this report you will see a map of Minnesota. The farms included in this report are located in the shaded areas of the map; Southwest, South Central and Southeast Minnesota. The instructors who work with Farm Business Management students are located in the shaded area and their locations are listed below:

### Minnesota West Community & Technical College

Location:	Instructor:	
Jackson	Mike Dierks	(507) 847-7937
Lakefield	Chad Benda	(507) 662-6271
Marshall	Paul Lanoue	(507) 929-2626
	Troy Otto	(507) 929-2627
	Dennis Schroeder	(507) 929-2626
Truman	Kent Janssen	(507) 776-2974
Welcome	Bob Roesler	(507) 728-8400
	Justin Williamson	(507) 728-8400
Worthington	Mike Dierks	(507) 372-3427

### South Central College

Location:	Instructor:	
Blue Earth	Al Roesler	(507) 526-2894
Fairfax	Brad Augustin	(507) 426-8355
Faribault	Gene Kuntz	(507) 332-5845
	Mark Wehe	(507) 332-5836
	Doug Wertish	(507) 332-5837
Glencoe	Myron Oftedahl	(320) 864-3378
Mankato	Pam Uhlenkamp	(507) 389-7288
	Tina LeBrun	(507) 389-7391
Montgomery	Ira Beckman	(507) 492-2141
Nicollet	Robin Schwieger	(507) 232-3916
Sleepy Eye	Wayne Schoper	(507) 794-4241
Waldorf	Aaron Brudelig	(320) 894-2033

### Riverland Community College

Location:	Instructor:	
Adams/Albert Lea	Barry Kurtz	(507) 438-2126
Austin	Eric Deters	(507) 259-6262
	Dave Marr	(507) 438-7076
Kenyon	Jennifer Smith	(507) 384-8676
	Rex Quam	(507) 301-1140
Leroy	Wayne Pike	(507) 251-1937
Owatonna	Eric Deters	(507) 259-6262
Plainview	Tom Anderson	(507) 259-6269
St. Charles	Jack LaValla	(507) 951-9453
Spring Valley	Dan Miller	(507) 259-6270

The preparation of this report was done under the direction of Bradley Schloesser, Dean of the Southern Minnesota Center of Agriculture; Al Brudelig, retired Dean of Management Education; and Eric Deters, Director of Farm Business Management, Riverland Community College. Directing in a supervisory capacity were: Dr. Richard Shrubbs, President, Minnesota West Community & Technical College; Dr. Annette Parker, President, South Central College; Dr. Adenuga Atewologun, President, Riverland Community College; Dr. Jeffery Williamson, College Provost, Minnesota West Community & Technical College; Dr. Susan Tarnowski, Vice President of Student and Academic Affairs, South Central College; and Dr. Mary Davenport, Vice President of Academic & Student Affairs, Riverland Community College.

A total of 1,151 farm business records were submitted to the Analysis Center prior to the date that averages were processed. On the basis of accuracy and completeness 1,151 of these were included in this report. This report contains whole farm financial summaries and enterprise data for the major crop and livestock enterprises produced in Southwest, South Central and Southeast Minnesota.

Additional data and a downloadable PDF file can be accessed at the MnSCU Farm Business Management website at:

<http://www.fbm.mnscu.edu>



## Introduction

Farm Business Management Education Programs have been a part of the Agriculture Education program in Minnesota since 1952. From the early cooperative efforts of the State Department of Education and the Department of Agriculture Education at the University of Minnesota, the program has expanded to serve over 5,000 farm families annually in Minnesota. Programs are now administered and managed by the Minnesota State Colleges and Universities System through the Technical Colleges.

The purpose of farm management education is to help farm families achieve their farm business and family goals. This is done through improved management, organization and efficiency of their farm operations. This purpose has not changed over the years.

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

1. Farm families enroll in specific management courses.
2. Each course has specific goals and objectives.
3. Courses are offered in sequence and farm operators are expected to enroll in the first of the sequence of courses.
4. There is continuity to each course. Each leads to the next course in the sequence.
5. Instruction occurs both in the classroom and at the farm with the farm family.

Programs organize their courses around the same central theme:

Level 1 - Introduction to Farm System Management

Level 2 - Farm System Analysis and Evaluation

Level 3 - Interpreting and Modifying Farm System Management Plans

Level 4 - Farm System Trends and Projections

Level 5 - Integrating Current Information into Farm System Plans

Level 6 - Examining the Context of Farm System Management Plans

Like most educational programs, students benefit from the instruction in relation to how much effort they put into study and application. Some farm operators have benefited more and some less, depending on how seriously they studied the results of their annual business analysis and the kinds of decisions they have made as a result of their analysis.

Farm Business Management education programs became course/credit based in 1992. Each individual enrollee completes a needs assessment with the instructor, after which the student enrolls in coursework to meet these needs. A typical farm business management student registers for 10 semester credits per year. The purpose of this effort is to more adequately address the needs of the individual farmer, making enrollment even more beneficial.

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

**Minnesota West Community & Technical College website:** [www.mnwest.edu](http://www.mnwest.edu)

**South Central College website:** [www.southcentral.edu](http://www.southcentral.edu)

**Riverland Community College website:** [www.riverland.edu](http://www.riverland.edu)

## 2013 - The Year at a Glance

<u>Items for Comparison</u>	<u>Regional Average</u>	<u>State Average</u>	<u>Local Average</u>	<u>Your Farm</u>	<u>Your Goal</u>
	<b>1151 Farms</b>	<b>2077 Farms</b>			
<b><u>Pages 9 &amp; 10:</u></b>					
Gross Cash Farm Income	\$941,264	\$873,325			
Total Cash Operating Expense	\$741,773	\$684,772			
Net Cash Farm Income	\$199,492	\$188,553			
Net Farm Income	\$73,678	\$72,098			
<b><u>Pages 13 &amp; 14:</u></b>					
Rate of Return on Farm Assets - Cost	2.6%	2.7%			
Rate of Return on Farm Equity - Cost	1.6%	1.6%			
<b><u>Page 15 (Cost Basis):</u></b>					
Total Assets - Year End	\$2,247,718	\$2,137,140			
Total Liabilities - Year End	\$923,715	\$836,400			
Net Worth - Year End	\$1,324,003	\$1,251,674			
Change in Net Worth	\$36,216	\$30,360			
<b><u>Page 20:</u></b>					
Current Ratio - Year End	2.03	2.00			
Working Capital	\$309,259	\$286,586			
Working Capital as a percent Gross Income	35.5	35.3			
Debt to Asset Ratio - Year End	40%	40%			
Operating Profit Margin	7.4%	7.5%			
Earning before interest, taxes, depreciation and amortization (EBITDA)	\$161,718	\$155,626			
Term Debt Coverage Ratio	1.02	1.00			
Asset Turnover Rate (Cost)	35.4%	35.5%			
<b><u>Page 21:</u></b>					
Average Age of the Farmer	49.5	48.1			
Average Years Farming	26	24.3			
<b><u>Pages 22 &amp; 23:</u></b>					
Total Family Living Expense	\$118,506	\$109,868			
Total Non-Farm Income	\$33,202	\$29,439			



**Financial Summary**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Debt To Asset Ratio)**

	<u>Avg. Of All Farms</u>	<u>Less than 20%</u>	<u>20%-40%</u>	<u>40%-60%</u>	<u>60%-80%</u>	<u>Over 80%</u>
Number of farms	1151	190	384	367	172	38
<b>Income Statement</b>						
Gross cash farm income	941,264	706,190	1,004,160	1,017,989	915,846	855,113
Total cash farm expense	741,773	488,982	751,934	819,821	815,391	816,040
Net cash farm income	199,492	217,208	252,226	198,168	100,455	39,073
Inventory change	-71,671	-103,651	-89,376	-76,671	5,080	-31,986
Depreciation	-55,497	-44,978	-64,861	-58,918	-47,317	-17,459
Net farm income from operations	72,323	68,580	97,989	62,579	58,218	-10,372
Gain or loss on capital sales	1,355	679	2,320	786	1,459	-
Average net farm income	73,678	69,260	100,309	63,365	59,677	-10,372
Median net farm income	43,030	40,566	57,067	41,311	32,856	8,531
<b>Profitability (cost)</b>						
Rate of return on assets	2.6 %	1.7 %	2.9 %	2.6 %	3.5 %	-1.6 %
Rate of return on equity	1.6 %	1.5 %	2.4 %	0.6 %	1.7 %	-148.0 %
Operating profit margin	7.4 %	5.6 %	8.8 %	6.8 %	8.2 %	-3.3 %
Asset turnover rate	35.4 %	31.0 %	32.5 %	37.6 %	42.5 %	47.9 %
<b>Profitability (market)</b>						
Rate of return on assets	4.2 %	3.5 %	3.9 %	4.7 %	5.3 %	0.2 %
Rate of return on equity	4.8 %	3.8 %	4.4 %	5.8 %	9.2 %	-41.5 %
Operating profit margin	16.0 %	17.0 %	16.6 %	16.1 %	15.3 %	0.5 %
Asset turnover rate	26.3 %	20.8 %	23.6 %	29.0 %	34.7 %	40.8 %
<b>Liquidity &amp; Repayment (end of year)</b>						
Current assets	511,618	477,594	591,071	511,357	440,949	174,801
Current liabilities	259,015	95,274	221,580	333,699	373,061	201,319
Current ratio	1.98	5.01	2.67	1.53	1.18	0.87
Working capital	252,603	382,319	369,491	177,658	67,888	-26,518
Working capital to gross inc	36.8 %	81.0 %	49.9 %	23.1 %	9.7 %	-9.4 %
Term debt coverage ratio	1.02	1.82	1.24	0.82	0.89	-0.11
Replacement coverage ratio	0.83	0.89	0.95	0.73	0.83	-0.11
<b>Solvency (end of year at cost)</b>						
Number of sole proprietors	947	154	316	310	137	30
Total farm assets	1,763,053	1,597,481	1,987,156	1,858,428	1,456,533	666,651
Total farm liabilities	783,851	246,049	678,617	1,041,637	1,065,568	702,744
Total assets	2,037,453	1,994,803	2,276,088	2,090,787	1,695,480	753,318
Total liabilities	841,849	268,327	726,867	1,107,513	1,166,381	769,840
Net worth	1,195,604	1,726,476	1,549,222	983,274	529,099	-16,521
Net worth change	36,476	37,415	48,784	29,682	36,273	-26,843
Farm debt to asset ratio	44 %	15 %	34 %	56 %	73 %	105 %
Total debt to asset ratio	41 %	13 %	32 %	53 %	69 %	102 %
<b>Solvency (end of year at market)</b>						
Number of sole proprietors	947	154	316	310	137	30
Total farm assets	2,422,077	2,427,775	2,783,712	2,476,864	1,801,721	850,445
Total farm liabilities	971,184	370,143	892,630	1,246,371	1,248,965	771,828
Total assets	2,755,260	2,907,620	3,155,161	2,752,435	2,065,088	941,844
Total liabilities	1,112,331	530,178	1,056,662	1,373,672	1,363,034	841,690
Net worth	1,642,929	2,377,441	2,098,499	1,378,763	702,054	100,153
Net worth change	103,679	121,479	118,696	95,818	92,070	-11,639
Farm debt to asset ratio	40 %	15 %	32 %	50 %	69 %	91 %
Total debt to asset ratio	40 %	18 %	33 %	50 %	66 %	89 %
<b>Nonfarm Information</b>						
Net nonfarm income	33,202	39,033	33,947	31,797	29,422	27,210
Farms reporting living expenses	350	52	141	112	36	9
Total family living expense	67,848	55,659	67,839	74,162	67,402	61,637
Total living, invest, cap. purch	118,506	123,359	124,509	116,310	106,719	70,900
<b>Crop Acres</b>						
Total acres owned	224	266	291	205	112	36
Total crop acres	678	542	748	764	576	288
Total crop acres owned	203	204	265	198	115	31
Total crop acres cash rented	457	310	468	545	450	257
Total crop acres share rented	18	29	15	21	11	-

**Financial Summary**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Gross Farm Income)**

	<b>Avg. Of All Farms</b>	<b>Less than 100,000</b>	<b>100,001 - 250,000</b>	<b>250,001 - 500,000</b>	<b>500,001 - 1,000,000</b>	<b>1,000,001 - 2,000,000</b>	<b>Over 2,000,000</b>
Number of farms	1151	70	169	243	336	211	122
<b>Income Statement</b>							
Gross cash farm income	941,264	58,317	176,148	378,580	732,154	1,388,647	3,430,662
Total cash farm expense	741,773	54,488	131,599	284,976	555,887	1,064,247	2,845,432
Net cash farm income	199,492	3,829	44,549	93,605	176,267	324,400	585,231
Inventory change	-71,671	7,612	-12,821	-28,126	-66,576	-139,545	-182,063
Depreciation	-55,497	-7,997	-14,398	-30,368	-46,771	-84,100	-164,303
Net farm income from operations	72,323	3,444	17,331	35,111	62,920	100,754	238,865
Gain or loss on capital sales	1,355	280	548	483	2,588	1,554	1,087
Average net farm income	73,678	3,723	17,878	35,594	65,508	102,308	239,951
Median net farm income	43,030	-305	14,892	32,698	58,732	97,734	221,174
<b>Profitability (cost)</b>							
Rate of return on assets	2.6 %	-0.2 %	1.7 %	1.9 %	2.4 %	2.3 %	3.5 %
Rate of return on equity	1.6 %	-5.6 %	-0.9 %	0.2 %	1.1 %	1.3 %	3.2 %
Operating profit margin	7.4 %	-1.2 %	6.2 %	6.4 %	7.4 %	6.4 %	8.7 %
Asset turnover rate	35.4 %	20.8 %	27.2 %	30.4 %	32.0 %	36.5 %	41.0 %
<b>Profitability (market)</b>							
Rate of return on assets	4.2 %	0.5 %	4.2 %	3.9 %	4.4 %	4.0 %	4.5 %
Rate of return on equity	4.8 %	-1.7 %	4.8 %	4.3 %	5.0 %	4.7 %	5.3 %
Operating profit margin	16.0 %	3.7 %	23.5 %	18.4 %	18.6 %	14.7 %	13.9 %
Asset turnover rate	26.3 %	14.3 %	18.0 %	21.1 %	23.5 %	27.5 %	32.0 %
<b>Liquidity &amp; Repayment (end of year)</b>							
Current assets	511,618	57,860	133,448	292,131	500,730	998,802	1,633,018
Current liabilities	259,015	28,883	67,832	150,306	253,571	465,412	914,815
Current ratio	1.98	2.00	1.97	1.94	1.97	2.15	1.79
Working capital	252,603	28,977	65,615	141,825	247,160	533,390	718,203
Working capital to gross inc	36.8 %	43.3 %	38.8 %	39.7 %	37.5 %	44.0 %	26.5 %
Term debt coverage ratio	1.02	1.81	0.80	0.80	0.92	0.90	1.32
Replacement coverage ratio	0.83	1.49	0.66	0.63	0.72	0.73	1.12
<b>Solvency (end of year at cost)</b>							
Number of sole proprietors	947	62	157	227	292	148	61
Total farm assets	1,763,053	345,480	593,744	1,094,941	1,810,288	3,020,479	5,422,732
Total farm liabilities	783,851	193,714	309,637	500,659	775,477	1,263,031	2,535,516
Total assets	2,037,453	559,452	766,247	1,350,291	2,072,288	3,412,312	5,866,144
Total liabilities	841,849	256,645	361,308	548,851	822,415	1,346,574	2,632,227
Net worth	1,195,604	302,808	404,939	801,440	1,249,873	2,065,738	3,233,917
Net worth change	36,476	39,401	24,284	25,932	25,744	50,524	121,414
Farm debt to asset ratio	44 %	56 %	52 %	46 %	43 %	42 %	47 %
Total debt to asset ratio	41 %	46 %	47 %	41 %	40 %	39 %	45 %
<b>Solvency (end of year at market)</b>							
Number of sole proprietors	947	62	157	227	292	148	61
Total farm assets	2,422,077	483,925	912,434	1,585,253	2,501,858	4,025,782	7,118,703
Total farm liabilities	971,184	215,139	372,509	630,207	957,448	1,623,161	3,033,261
Total assets	2,755,260	725,646	1,127,088	1,895,476	2,823,371	4,499,297	7,650,746
Total liabilities	1,112,331	290,034	450,453	726,736	1,092,008	1,827,364	3,448,997
Net worth	1,642,929	435,612	676,635	1,168,740	1,731,363	2,671,933	4,201,749
Net worth change	103,679	40,435	54,035	77,090	98,262	168,645	262,983
Farm debt to asset ratio	40 %	44 %	41 %	40 %	38 %	40 %	43 %
Total debt to asset ratio	40 %	40 %	40 %	38 %	39 %	41 %	45 %
<b>Nonfarm Information</b>							
Net nonfarm income	33,202	56,210	42,137	34,820	32,179	22,185	26,276
Farms reporting living expenses	350	13	50	100	110	59	18
Total family living expense	67,848	38,459	47,139	61,753	70,454	88,880	95,601
Total living, invest, cap. purch	118,506	68,528	64,303	100,300	114,824	179,527	228,798
<b>Crop Acres</b>							
Total acres owned	224	62	93	168	217	329	451
Total crop acres	678	72	191	365	606	1,103	1,791
Total crop acres owned	203	40	82	137	198	284	473
Total crop acres cash rented	457	32	99	213	390	793	1,284
Total crop acres share rented	18	-	10	15	18	25	33



**Financial Summary**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Age Of Operator)**

	<u>Avg. Of All Farms</u>	<u>Less Than 31</u>	<u>31 - 40</u>	<u>41 - 50</u>	<u>51 - 60</u>	<u>Over 60</u>
Number of farms	1151	101	167	245	386	252
<b>Income Statement</b>						
Gross cash farm income	941,264	410,795	606,799	1,016,288	1,065,443	1,112,373
Total cash farm expense	741,773	373,174	494,678	796,634	809,070	896,833
Net cash farm income	199,492	37,621	112,121	219,654	256,373	215,540
Inventory change	-71,671	41,897	-16,846	-64,413	-114,049	-95,667
Depreciation	-55,497	-24,316	-37,567	-58,477	-69,225	-55,953
Net farm income from operations	72,323	55,202	57,708	96,764	73,099	63,920
Gain or loss on capital sales	1,355	-20	635	620	1,967	2,160
Average net farm income	73,678	55,183	58,344	97,384	75,066	66,079
Median net farm income	43,030	32,926	42,668	56,996	39,132	46,465
<b>Profitability (cost)</b>						
Rate of return on assets	2.6 %	5.1 %	3.5 %	3.5 %	2.1 %	1.8 %
Rate of return on equity	1.6 %	7.6 %	3.1 %	3.0 %	0.8 %	0.6 %
Operating profit margin	7.4 %	11.0 %	9.5 %	9.6 %	6.3 %	5.2 %
Asset turnover rate	35.4 %	46.3 %	37.3 %	36.6 %	33.6 %	35.0 %
<b>Profitability (market)</b>						
Rate of return on assets	4.2 %	7.6 %	5.9 %	4.7 %	4.0 %	3.1 %
Rate of return on equity	4.8 %	14.3 %	8.4 %	5.7 %	4.4 %	3.2 %
Operating profit margin	16.0 %	18.5 %	19.3 %	16.6 %	16.4 %	12.6 %
Asset turnover rate	26.3 %	41.4 %	30.5 %	28.2 %	24.1 %	25.0 %
<b>Liquidity &amp; Repayment (end of year)</b>						
Current assets	511,618	208,221	372,831	599,224	586,617	539,232
Current liabilities	259,015	119,995	244,765	335,890	282,297	208,468
Current ratio	1.98	1.74	1.52	1.78	2.08	2.59
Working capital	252,603	88,226	128,066	263,333	304,319	330,763
Working capital to gross inc	36.8 %	26.2 %	23.8 %	33.1 %	38.6 %	49.5 %
Term debt coverage ratio	1.02	1.60	1.09	1.14	0.94	0.89
Replacement coverage ratio	0.83	1.44	0.95	0.96	0.76	0.66
<b>Solvency (end of year at cost)</b>						
Number of sole proprietors	947	92	142	216	316	181
Total farm assets	1,763,053	746,596	1,342,283	1,947,102	2,093,108	1,813,943
Total farm liabilities	783,851	464,098	793,979	924,620	871,296	617,776
Total assets	2,037,453	853,255	1,542,373	2,228,297	2,388,926	2,186,401
Total liabilities	841,849	508,661	868,187	994,672	929,092	655,851
Net worth	1,195,604	344,594	674,186	1,233,625	1,459,834	1,530,550
Net worth change	36,476	40,781	65,570	48,442	25,484	16,375
Farm debt to asset ratio	44 %	62 %	59 %	47 %	42 %	34 %
Total debt to asset ratio	41 %	60 %	56 %	45 %	39 %	30 %
<b>Solvency (end of year at market)</b>						
Number of sole proprietors	947	92	142	216	316	181
Total farm assets	2,422,077	863,022	1,620,840	2,541,971	2,966,481	2,749,592
Total farm liabilities	971,184	510,470	887,615	1,122,641	1,097,032	870,464
Total assets	2,755,260	979,106	1,845,338	2,885,069	3,342,704	3,191,417
Total liabilities	1,112,331	569,472	1,005,922	1,276,291	1,270,108	1,000,619
Net worth	1,642,929	409,634	839,416	1,608,778	2,072,596	2,190,798
Net worth change	103,679	75,200	99,247	128,510	112,208	77,106
Farm debt to asset ratio	40 %	59 %	55 %	44 %	37 %	32 %
Total debt to asset ratio	40 %	58 %	55 %	44 %	38 %	31 %
<b>Nonfarm Information</b>						
Net nonfarm income	33,202	31,587	38,789	35,266	35,031	25,341
Farms reporting living expenses	350	25	41	70	131	83
Total family living expense	67,848	41,178	68,902	76,871	73,394	59,000
Total living, invest, cap. purch	118,506	73,536	101,119	145,034	127,557	103,982
<b>Crop Acres</b>						
Total acres owned	224	37	98	201	290	304
Total crop acres	678	332	472	760	823	653
Total crop acres owned	203	42	100	194	269	246
Total crop acres cash rented	457	283	363	560	520	391
Total crop acres share rented	18	7	9	6	34	16

**Financial Summary**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Farm Type)**

	<b>Avg. Of All Farms</b>	<b>Crop</b>	<b>Dairy</b>	<b>Hog</b>	<b>Beef</b>	<b>Crop and Dairy</b>	<b>Crop and Hog</b>	<b>Crop and Beef</b>	<b>Other</b>
Number of farms	1151	638	139	33	11	52	34	43	199
<b>Income Statement</b>									
Gross cash farm income	941,264	828,298	1,412,641	2,757,031	816,631	908,486	1,561,468	742,003	628,527
Total cash farm expense	741,773	594,443	1,239,833	2,576,166	869,740	752,145	1,268,903	588,864	497,336
Net cash farm income	199,492	233,855	172,808	180,865	-53,109	156,341	292,565	153,138	131,191
Inventory change	-71,671	-101,767	-43,785	-39,304	96,743	-50,833	-49,526	-17,098	-30,562
Depreciation	-55,497	-58,235	-59,560	-65,624	-34,168	-50,315	-69,728	-52,463	-43,213
Net farm income from operations	72,323	73,853	69,463	75,938	9,466	55,193	173,311	83,578	57,416
Gain or loss on capital sales	1,355	1,792	905	1,429	45	237	578	689	910
Average net farm income	73,678	75,645	70,368	77,367	9,512	55,430	173,889	84,267	58,325
Median net farm income	43,030	43,959	50,016	79,566	-21,621	49,561	92,670	51,481	33,539
<b>Profitability (cost)</b>									
Rate of return on assets	2.6 %	2.5 %	1.9 %	2.4 %	1.4 %	2.2 %	4.7 %	3.3 %	3.2 %
Rate of return on equity	1.6 %	1.6 %	0.1 %	0.4 %	-3.6 %	0.1 %	4.9 %	2.9 %	2.2 %
Operating profit margin	7.4 %	7.3 %	4.3 %	6.8 %	5.7 %	6.0 %	13.3 %	11.5 %	9.6 %
Asset turnover rate	35.4 %	34.4 %	43.8 %	35.8 %	24.0 %	37.3 %	35.1 %	28.7 %	33.3 %
<b>Profitability (market)</b>									
Rate of return on assets	4.2 %	4.4 %	3.7 %	3.4 %	3.4 %	3.4 %	3.7 %	4.8 %	4.2 %
Rate of return on equity	4.8 %	5.3 %	3.7 %	3.5 %	3.3 %	3.2 %	3.9 %	5.9 %	4.7 %
Operating profit margin	16.0 %	17.3 %	10.6 %	12.0 %	18.3 %	13.0 %	14.7 %	21.5 %	18.4 %
Asset turnover rate	26.3 %	25.6 %	35.3 %	28.5 %	18.4 %	26.4 %	24.9 %	22.1 %	23.0 %
<b>Liquidity &amp; Repayment (end of year)</b>									
Current assets	511,618	549,988	285,172	1,053,653	696,491	328,814	949,123	599,321	368,666
Current liabilities	259,015	266,485	170,561	549,127	611,976	173,631	404,808	291,590	207,661
Current ratio	1.98	2.06	1.67	1.92	1.14	1.89	2.34	2.06	1.78
Working capital	252,603	283,503	114,611	504,526	84,515	155,183	544,316	307,731	161,005
Working capital to gross inc	36.8 %	46.1 %	12.1 %	25.0 %	12.2 %	25.8 %	46.1 %	46.9 %	30.1 %
Term debt coverage ratio	1.02	1.05	0.89	0.93	0.34	0.85	1.49	1.36	1.00
Replacement coverage ratio	0.83	0.82	0.78	0.82	0.30	0.69	1.13	1.05	0.85
<b>Solvency (end of year at cost)</b>									
Number of sole proprietors	947	560	92	23	10	36	26	39	159
Total farm assets	1,763,053	1,807,343	1,725,351	2,861,675	1,737,446	1,458,506	2,699,184	1,766,135	1,389,292
Total farm liabilities	783,851	757,461	829,115	1,580,167	1,219,820	642,801	1,038,532	727,796	712,427
Total assets	2,037,453	2,125,408	1,896,048	3,128,318	1,974,561	1,681,713	3,002,533	1,933,031	1,607,980
Total liabilities	841,849	822,361	860,324	1,633,522	1,283,664	696,221	1,088,703	762,315	770,216
Net worth	1,195,604	1,303,047	1,035,724	1,494,796	690,898	985,491	1,913,830	1,170,716	837,765
Net worth change	36,476	42,640	42,697	23,180	12,800	-1,530	57,810	33,866	21,227
Farm debt to asset ratio	44 %	42 %	48 %	55 %	70 %	44 %	38 %	41 %	51 %
Total debt to asset ratio	41 %	39 %	45 %	52 %	65 %	41 %	36 %	39 %	48 %
<b>Solvency (end of year at market)</b>									
Number of sole proprietors	947	560	92	23	10	36	26	39	159
Total farm assets	2,422,077	2,482,247	2,263,228	3,778,045	2,361,683	1,987,147	3,838,666	2,314,182	2,007,802
Total farm liabilities	971,184	961,616	939,889	1,934,071	1,407,060	790,881	1,324,420	904,400	857,192
Total assets	2,755,260	2,865,279	2,458,363	4,089,607	2,607,535	2,263,538	4,180,066	2,569,866	2,286,512
Total liabilities	1,112,331	1,116,767	1,001,961	2,072,896	1,479,345	901,581	1,639,720	1,012,828	987,147
Net worth	1,642,929	1,748,513	1,456,403	2,016,711	1,128,190	1,361,957	2,540,346	1,557,039	1,299,365
Net worth change	103,679	119,821	89,455	94,632	86,437	29,925	119,148	94,145	75,580
Farm debt to asset ratio	40 %	39 %	42 %	51 %	60 %	40 %	35 %	39 %	43 %
Total debt to asset ratio	40 %	39 %	41 %	51 %	57 %	40 %	39 %	39 %	43 %
<b>Nonfarm Information</b>									
Net nonfarm income	33,202	40,394	12,957	18,310	24,480	23,794	29,558	28,409	31,700
Farms reporting living expenses	350	221	22	10	3	15	9	17	51
Total family living expense	67,848	70,428	58,013	75,310	-	57,842	-	62,760	64,050
Total living, invest, cap. purch	118,506	127,581	71,160	141,194	-	81,008	-	111,516	109,764
<b>Crop Acres</b>									
Total acres owned	224	254	144	140	179	258	283	248	176
Total crop acres	678	848	359	441	291	563	897	583	434
Total crop acres owned	203	245	114	127	56	221	283	199	133
Total crop acres cash rented	457	578	244	311	235	342	601	345	284
Total crop acres share rented	18	24	1	2	-	-	13	39	17



## OVERVIEW OF FARM FINANCIAL STATEMENTS

### Farm Income Statement -- pages 9-12

This is a summary of income, expenses and the resulting profit or loss from operations. The Farm Income Statement is divided into two parts -- Income and Expenses. The income portion provides a detailed picture of cash farm income flowing into the business. The Expense portion of the statement is further divided into three sections providing cash expenses, inventory changes, and depreciation and other capital adjustments. Inventory changes, depreciation and other capital adjustments (shown in more detail on pages 12-13) are accrual adjustments to Net Cash Farm Income, which result in Net Farm Income -- a more accurate reflection of actual farm business profitability. Net Farm Income represents the return to the operator's and family's unpaid labor, management, and equity capital investment.

### Profitability and Liquidity Measures -- pages 13-14

These reports provide a number of measures of performance. Profitability measures the value the farm has produced for the resources contributed. Measures reported (net farm income, labor and management earnings, rate of return on assets, rate of return on equity, operating profit margin, and the asset turnover rate) are calculated with assets valued at both cost and market basis.

Liquidity measures the ability of a business to meet its financial obligations; including family living, taxes and debt payments. Measures reported (the amount available to service intermediate debt and the years required to turnover intermediate debt) are provided on both a cash and an accrual basis. Both measures are determined after providing for family living and taxes, and for servicing real estate debt.

### Balance Sheets -- pages 15-16

Two separate Balance Sheet reports are provided, one at cost basis and the other at market basis for assets. These balance sheets provide a categorical listing of all assets, liabilities, and equity.

Solvency measures are also provided on the Balance Sheets. The percentages shown represent the percent in debt for current assets, current & intermediate assets, long term assets, and the total assets of the business.

### Statement of Cash Flows -- page 17

This table reports all the sources from which cash was generated, where cash was used, and what remains at year-end. It starts with the Beginning Cash Balance and concludes with the Ending Cash Balance. Cash from Operating Activities represents inflows and outflows from ordinary farming and non-farm activities. The result is a net Cash from Operations. Cash from Investing Activities reports the cash inflows and outflows from the purchase and sale of farm and non-farm assets and investments. The result is a net Cash from Investing Activities. Cash from Financing Activities represents cash inflows from money borrowed and gifts received, and outflows for principal paid and gifts and dividends given. The result is a net Cash from Financing Activities. The Net Change in Cash Balance is the sum total of the cash position from each of the three activities.

### Crop Production and Marketing Summary -- page 18

This table contains three sections. The Acreage Summary reports the owned and rented acres in the farm business. The Average Price Received section reports the average prices received for crops sold -- actual sales only. The Average Yield per Acre section reports the average yields of the various crops produced. Results are shown only where there was a total of five or more in the group.

### Financial Standards Measures -- page 20

The Financial Standards Measures are the sixteen financial measures selected by the Farm Financial Standards Task Force of the American Bankers Association. These ratios are explained on page 20.

### Operator and Labor Information -- page 21

The Operator and Labor Analysis summarizes the results per operator and the labor utilized in the operation of the farm business, both paid and unpaid. It also provides a calculated value of farm production per hour of labor, and a net farm income per unpaid hour. These measures could be considered measures of labor efficiency.

### Household & Personal Expenses and Non-Farm Summary -- pages 22-23

The Household and Personal Expenses is a detailed summary of expenditures by farm households that maintained a record of their household spending. The Non-Farm Summary is a report of non-farm income, expenses and liabilities.

**Farm Income Statement**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	1151	230	231
<b>Cash Farm Income</b>			
Beans, Dark Red Kidney	57	285	-
Beans, Green	84	-	161
Corn	324,026	330,509	599,194
Corn Silage	889	320	1,667
Corn, Seed	335	1,387	-
Flax	25	123	-
Hay, Alfalfa	1,993	1,953	2,001
Hay, Grass	329	105	708
Hay, Mixed	70	54	187
Haylage, Alfalfa	119	388	-
Oats	179	205	13
Peas, Processing	1,821	2,283	3,106
Peas, Field	138	-	-
Soybeans	142,680	133,978	249,383
Soybeans Seed	207	-	-
Stover	127	41	165
Straw	141	233	113
Sugar Beets	3,522	3,525	13,217
Sunflowers	25	125	-
Sweet Corn, Processing	3,640	1,904	7,528
Wheat, Spring	806	305	460
Wheat, Winter	107	151	-
Rented Out	936	-	2,725
Corn, Waxy	131	657	-
Prevented planting	2,826	1,877	5,387
Soybeans, Organic	337	76	1,090
Barley, Organic	34	-	171
Corn, Organic	1,971	1,720	5,270
Hay, Alfalfa, Organic	102	434	-
Oats, Organic	108	446	18
Wheat, Spring, Organic	205	-	1,024
Corn, Blue, Organic	68	340	-
Vegetables, Assorted	202	13	-
Miscellaneous crop income	328	130	272
Beef Bulls	440	-	2,191
Beef Cow-Calf, Beef Calves	1,552	2,779	937
Beef Backgrounding	1,152	793	2,118
Beef Finishing	16,176	26,302	20,174
Beef Finish Yearlings	1,196	1,951	1,687
Dairy, Milk	166,665	210,641	283,742
Dairy, Dairy Calves	2,052	3,261	2,771
Dairy Heifers (for sale)	440	453	247
Dairy Replacement Heifers	539	939	130
Dairy Finishing	14,088	14,717	15,142
Goats, Dairy, Goat Milk	242	-	-
Hogs, Farrow To Finish, Raised Ho	9,527	3,172	17,885
Hogs, Feeder Pig Prod, Feeder Pig	450	458	1,166
Hogs, Finish Feeder Pigs	33,391	47,425	53,981
Sheep, Market Lamb Prod, Mkt Lamb	458	141	-
Turkeys	1,647	7,187	-
Bison Cow-Calf, Bison Calves	21	103	-
Hogs, Farrow to Weaning, Weaning	6,856	3,166	27,775
Hogs, Weaning to Feeder	528	2,645	-
Hogs, Weaning to Finish	45,277	110,113	97,091
Dairy Feeder	2,830	1,272	9,338
Dairy Backgrounding	83	197	-
Cull breeding livestock	11,136	14,187	16,851
Misc. livestock income	3,182	2,978	7,073
Direct, CCP & ACRE pymts	12,436	13,400	22,108
CRP payments	381	100	876
Livestock govt payments	1,362	2,047	1,616
Other government payments	4,229	4,426	9,932
Custom work income	24,421	10,695	63,797
Patronage dividends, cash	6,441	6,329	12,391
Crop insurance income	43,335	66,225	55,567
Property insurance income	4,688	3,552	5,832
Sale of resale items	5,672	1,138	5,901
Contract livestock income	10,704	8,814	23,408
Other farm income	19,098	10,103	44,761
Gross Cash Farm Income	941,264	1,065,272	1,700,351

**Farm Income Statement (Continued)**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	1151	230	231
<b>Cash Farm Expense</b>			
Seed	66,306	63,945	125,720
Fertilizer	75,899	80,519	137,890
Crop chemicals	25,330	22,132	46,995
Non-chemical crop protect	39	114	48
Crop insurance	15,878	15,697	28,041
Drying expense	7,206	8,911	12,041
Storage	871	1,297	981
Irrigation energy	85	67	115
Crop custom hire	1,740	1,726	1,437
Crop hauling and trucking	1,105	1,839	1,708
Crop marketing	1,268	1,549	2,038
Crop miscellaneous	2,624	2,176	4,871
Crop consultants	571	562	995
Feeder livestock purchase	42,473	74,676	75,194
Purchased feed	125,286	183,467	224,593
Breeding fees	2,957	3,422	4,986
Veterinary	7,653	10,787	13,207
BST	1,869	2,540	3,046
Supplies	7,048	8,632	13,281
DHIA	622	839	749
Contract production exp.	7,313	7,819	14,435
Livestock custom hire	502	629	511
Livestock leases	127	71	240
Livestock hauling and trucking	3,051	4,044	5,622
Livestock marketing	2,527	2,714	4,000
Bedding	2,632	3,802	4,581
Livestock consultants	314	866	569
Interest	33,515	41,045	51,290
CCC buyback	3,696	8,185	3,641
Fuel & oil	33,209	38,060	54,059
Repairs	38,503	48,062	57,380
Repair, machinery	5,267	5,708	5,739
Repair, livestock equip	728	665	1,183
Custom hire	11,858	14,604	19,529
Repair, buildings	1,443	1,300	2,524
Repair, irrigation equip	38	49	120
Hired labor	35,942	40,721	75,077
Land rent	112,179	137,881	194,563
Machinery leases	5,857	9,013	10,331
Building leases	6,078	12,915	8,529
Real estate taxes	8,533	7,220	16,498
Farm insurance	10,218	11,471	15,598
Utilities	10,930	12,047	17,344
Dues & professional fees	3,678	5,092	5,402
Purchase of resale items	5,937	1,417	9,521
Miscellaneous	10,866	10,247	18,093
Total cash expense	741,773	910,543	1,294,313
Net cash farm income	199,492	154,729	406,037
<b>Inventory Changes</b>			
Prepays and supplies	1,636	-14,259	24,885
Accounts receivable	26,715	20,386	59,326
Hedging accounts	792	-4,387	9,515
Other current assets	512	-1,016	4,277
Crops and feed	-113,872	-188,970	-146,934
Market livestock	13,574	6,360	39,202
Breeding livestock	-691	-4,914	5,157
Other assets	2,808	226	10,856
Accounts payable	-2,762	-8,477	-913
Accrued interest	-383	394	-348
Total inventory change	-71,671	-194,658	5,024
Net operating profit	127,820	-39,929	411,061
<b>Depreciation</b>			
Machinery and equipment	-37,139	-40,275	-64,907
Titled vehicles	-3,914	-3,934	-6,074
Buildings and improvements	-14,444	-14,444	-27,720
Total depreciation	-55,497	-58,653	-98,701
Net farm income from operations	72,323	-98,582	312,360
Gain or loss on capital sales	1,355	1,340	3,134
Net farm income	73,678	-97,243	315,495

**Inventory Changes**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(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	1151	230	230	231
Net cash farm income	199,492	154,729	126,193	406,037
<b>Crops and Feed</b>				
Ending inventory	323,013	282,818	185,144	662,272
Beginning inventory	436,885	471,789	239,346	809,206
Inventory change	-113,872	-188,970	-54,202	-146,934
<b>Market Livestock</b>				
Ending inventory	64,063	86,087	37,959	118,169
Beginning inventory	50,490	79,727	30,736	78,966
Inventory change	13,574	6,360	7,223	39,202
<b>Accts Receivable</b>				
Ending inventory	54,319	46,533	25,299	123,611
Beginning inventory	27,604	26,146	15,007	64,286
Inventory change	26,715	20,386	10,292	59,326
<b>Prepaid Expenses and Supplies</b>				
Ending inventory	102,795	87,363	56,758	223,927
Beginning inventory	101,159	101,622	63,552	199,042
Inventory change	1,636	-14,259	-6,794	24,885
<b>Hedging Activities</b>				
Ending inventory	5,230	7,600	1,298	12,470
Withdrawals	6,065	9,703	779	16,996
Beginning inventory	4,089	5,060	1,215	9,373
Deposits	6,414	16,629	1,351	10,578
Gain or loss	792	-4,387	-489	9,515
<b>Other Current Assets</b>				
Ending inventory	7,028	5,930	3,075	16,473
Beginning inventory	6,516	6,947	1,970	12,196
Inventory change	512	-1,016	1,105	4,277
<b>Breeding Livestock</b>				
Ending inventory	78,315	106,757	55,650	112,374
Capital sales	2,339	2,979	1,014	4,682
Beginning inventory	77,950	111,183	55,240	107,318
Capital purchases	3,395	3,468	2,556	4,580
Depreciation, capital adjust	-691	-4,914	-1,132	5,157
<b>Other Capital Assets</b>				
Ending inventory	75,229	59,357	46,704	164,687
Capital sales	1,472	409	419	3,577
Beginning inventory	68,874	55,607	44,022	147,488
Capital purchases	5,019	3,934	3,068	9,919
Depreciation, capital adjust	2,808	226	33	10,856
<b>Accounts Payable</b>				
Beginning inventory	17,329	26,021	9,484	26,894
Ending inventory	20,091	34,498	10,259	27,807
Inventory change	-2,762	-8,477	-775	-913
<b>Accrued Interest</b>				
Beginning inventory	7,819	10,042	4,185	11,266
Ending inventory	8,203	9,649	4,326	11,614
Inventory change	-383	394	-141	-348
Total inventory change	-71,671	-194,658	-44,879	5,024
Net operating profit	127,820	-39,929	81,314	411,061

**Depreciation**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(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	1151	230	230	231
Net operating profit	127,820	-39,929	81,314	411,061
<b>Machinery and Equipment</b>				
Ending inventory	377,774	384,584	250,264	661,594
Capital sales	8,649	7,034	4,239	23,016
Beginning inventory	333,613	351,149	225,767	565,693
Capital purchases	89,949	80,744	52,944	183,823
Depreciation, capital adjust.	-37,139	-40,275	-24,208	-64,907
<b>Titled Vehicles</b>				
Ending inventory	28,877	27,875	23,543	43,434
Capital sales	590	367	93	1,633
Beginning inventory	25,656	25,244	19,524	39,042
Capital purchases	7,725	6,932	7,015	12,099
Depreciation, capital adjust.	-3,914	-3,934	-2,903	-6,074
<b>Buildings and Improvements</b>				
Ending inventory	251,429	231,698	172,231	464,922
Capital sales	816	162	74	2,146
Beginning inventory	229,435	215,935	158,993	415,328
Capital purchases	37,254	30,370	23,317	79,461
Depreciation, capital adjust.	-14,444	-14,444	-10,005	-27,720
Total depreciation, capital adj.	-55,497	-58,653	-37,116	-98,701
Net farm income from operations	72,323	-98,582	44,198	312,360
Gain or loss on capital sales	1,355	1,340	72	3,134
Net farm income	73,678	-97,243	44,270	315,495



**Profitability Measures**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(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	1151	230	230	231
<b>Profitability (assets valued at cost)</b>				
Net farm income from operations	72,323	-98,582	44,198	312,360
Rate of return on assets	2.6 %	-6.2 %	2.2 %	7.4 %
Rate of return on equity	1.6 %	-16.8 %	0.8 %	9.5 %
Operating profit margin	7.4 %	-18.2 %	6.3 %	19.7 %
Asset turnover rate	35.4 %	33.9 %	34.9 %	37.4 %
Farm interest expense	33,898	40,651	21,934	51,638
Value of operator lbr and mgmt.	54,704	57,562	38,154	93,690
Return on farm assets	51,516	-115,493	27,978	270,308
Average farm assets	1,970,826	1,868,770	1,271,913	3,669,422
Return on farm equity	17,619	-156,144	6,044	218,670
Average farm equity	1,130,771	927,813	729,576	2,294,034
Value of farm production	697,904	634,042	443,410	1,372,322
	<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	1151	230	230	231
<b>Profitability (assets valued at market)</b>				
Net farm income from operations	132,226	-14,606	88,449	373,612
Rate of return on assets	4.2 %	-1.2 %	4.2 %	7.0 %
Rate of return on equity	4.8 %	-5.1 %	4.7 %	9.5 %
Operating profit margin	16.0 %	-5.0 %	16.3 %	24.2 %
Asset turnover rate	26.3 %	24.7 %	25.6 %	29.1 %
Farm interest expense	33,898	40,651	21,934	51,638
Value of operator lbr and mgmt.	54,704	57,562	38,154	93,690
Return on farm assets	111,419	-31,517	72,229	331,560
Average farm assets	2,652,028	2,562,294	1,734,538	4,714,497
Return on farm equity	77,521	-72,168	50,295	279,922
Average farm equity	1,599,026	1,406,212	1,068,672	2,931,948
Value of farm production	697,904	634,042	443,410	1,372,322

**Liquidity & Repayment Capacity Measures**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(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	1151	230	230	231
<b>Liquidity</b>				
Current ratio	1.98	1.55	2.00	2.30
Working capital	252,603	157,860	170,097	567,873
Working capital to gross inc	36.8 %	25.6 %	33.3 %	43.3 %
Current assets	511,618	447,447	340,939	1,004,751
Current liabilities	259,015	289,587	170,842	436,878
Gross revenues (accrual)	685,758	617,287	511,461	1,311,155
<b>Repayment capacity</b>				
Net farm income from operations	72,323	-98,582	44,198	312,360
Depreciation	55,497	58,653	37,116	98,701
Personal income	33,202	30,660	33,770	33,130
Family living/owner withdrawals	-69,793	-65,509	-59,759	-105,018
Payments on personal debt	-5,303	-4,776	-4,883	-6,247
Income taxes paid	-19,555	-12,079	-12,798	-41,473
Interest on term debt	26,609	28,998	18,106	41,273
Capital debt repayment capacity	92,980	-62,635	55,750	332,726
Scheduled term debt payments	-90,915	-93,639	-63,017	-152,424
Capital debt repayment margin	2,065	-156,274	-7,267	180,302
Cash replacement allowance	-21,350	-21,337	-15,058	-36,274
Replacement margin	-19,285	-177,611	-22,325	144,028
Term debt coverage ratio	1.02	-0.67	0.88	2.18
Replacement coverage ratio	0.83	-0.54	0.71	1.76

**Balance Sheet at Cost Values**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(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	1151	230	230	231
<b>Assets</b>				
Current Farm Assets				
Cash and checking balance	28,506	19,455	23,943	35,106
Prepaid expenses & supplies	102,795	87,363	56,758	223,927
Growing crops	1,170	1,273	291	180
Accounts receivable	54,319	46,533	25,299	123,611
Hedging accounts	5,230	7,600	1,298	12,470
Crops held for sale or feed	327,021	294,021	185,058	666,631
Crops under government loan	21,418	32,606	13,825	29,749
Market livestock held for sale	64,063	86,087	37,959	118,169
Other current assets	5,857	4,658	2,784	16,293
Total current farm assets	610,381	579,595	347,216	1,226,135
Intermediate Farm Assets				
Breeding livestock	78,315	106,757	55,650	112,374
Machinery and equipment	377,774	384,584	250,264	661,594
Titled vehicles	28,877	27,875	23,543	43,434
Other intermediate assets	25,826	26,734	16,891	49,332
Total intermediate farm assets	510,791	545,951	346,348	866,734
Long Term Farm Assets				
Farm land	581,615	440,532	402,253	1,122,536
Buildings and improvements	251,429	231,698	172,231	464,922
Other long-term assets	49,403	32,623	29,813	115,355
Total long-term farm assets	882,447	704,854	604,296	1,702,814
Total Farm Assets	2,003,619	1,830,400	1,297,861	3,795,683
Total Nonfarm Assets	244,098	183,422	228,414	323,169
Total Assets	2,247,718	2,013,822	1,526,275	4,118,852
<b>Liabilities</b>				
Current Farm Liabilities				
Accrued interest	8,203	9,649	4,326	11,614
Accounts payable	20,091	34,498	10,259	27,807
Current notes	198,184	240,447	112,968	341,971
Government crop loans	6,589	10,199	4,763	8,116
Principal due on term debt	68,056	67,732	45,747	120,423
Total current farm liabilities	301,122	362,525	178,063	509,930
Total intermediate farm liabs	139,384	188,455	83,550	202,597
Total long term farm liabilities	430,875	424,531	297,448	717,449
Total farm liabilities	871,381	975,511	559,061	1,429,977
Total nonfarm liabilities	52,334	40,775	42,557	76,128
Total liabilities	923,715	1,016,287	601,618	1,506,104
Net worth (farm and nonfarm)	1,324,003	997,535	924,658	2,612,748
Net worth change	36,216	-115,355	46,329	200,817
Percent net worth change	3 %	-10 %	5 %	8 %
<b>Ratio Analysis</b>				
Current farm liabilities / assets	49 %	63 %	51 %	42 %
Intermediate farm liab. / assets	27 %	35 %	24 %	23 %
Long term farm liab. / assets	49 %	60 %	49 %	42 %
Total debt to asset ratio	41 %	50 %	39 %	37 %

**Balance Sheet at Market Values**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	1151	230	230	231
<b>Assets</b>				
Current Farm Assets				
Cash and checking balance	28,506	19,455	23,943	35,106
Prepaid expenses & supplies	102,795	87,363	56,758	223,927
Growing crops	1,170	1,273	291	180
Accounts receivable	54,319	46,533	25,299	123,611
Hedging accounts	5,230	7,600	1,298	12,470
Crops held for sale or feed	327,021	294,021	185,058	666,631
Crops under government loan	21,418	32,606	13,825	29,749
Market livestock held for sale	64,063	86,087	37,959	118,169
Other current assets	5,857	4,658	2,784	16,293
Total current farm assets	610,381	579,595	347,216	1,226,135
Intermediate Farm Assets				
Breeding livestock	82,195	110,689	56,995	120,021
Machinery and equipment	554,187	578,363	364,646	949,638
Titled vehicles	40,068	41,078	30,279	60,659
Other intermediate assets	29,599	31,278	19,059	51,733
Total intermediate farm assets	706,049	761,409	470,979	1,182,050
Long Term Farm Assets				
Farm land	1,002,533	857,582	687,766	1,729,752
Buildings and improvements	342,281	320,287	246,366	613,804
Other long-term assets	52,148	35,147	29,678	124,096
Total long-term farm assets	1,396,961	1,213,017	963,810	2,467,652
Total Farm Assets	2,713,391	2,554,020	1,782,005	4,875,838
Total Nonfarm Assets	296,277	223,831	276,830	400,450
Total Assets	3,009,668	2,777,852	2,058,835	5,276,287
<b>Liabilities</b>				
Current Farm Liabilities				
Accrued interest	8,203	9,649	4,326	11,614
Accounts payable	20,091	34,498	10,259	27,807
Current notes	198,184	240,447	112,968	341,971
Government crop loans	6,589	10,199	4,763	8,116
Principal due on term debt	68,056	67,732	45,747	120,423
Total current farm liabilities	301,122	362,525	178,063	509,930
Total intermediate farm liabs	139,384	188,455	83,550	202,597
Total long term farm liabilities	430,875	424,531	297,448	717,449
Total farm liabilities	871,381	975,511	559,061	1,429,977
Total nonfarm liabilities	52,334	40,775	42,557	76,128
Total liabs excluding deferreds	923,715	1,016,287	601,618	1,506,104
Total deferred liabilities	298,560	288,745	169,229	560,109
Total liabilities	1,222,275	1,305,032	770,847	2,066,213
Retained earnings	1,324,003	997,535	924,658	2,612,748
Market valuation equity	463,391	475,285	363,330	597,327
Net worth (farm and nonfarm)	1,787,394	1,472,820	1,287,988	3,210,074
Net worth excluding deferreds	2,085,953	1,761,565	1,457,217	3,770,183
Net worth change	105,709	-17,585	100,335	271,385
Percent net worth change	6 %	-1 %	8 %	9 %
<b>Ratio Analysis</b>				
Current farm liabilities / assets	49 %	63 %	51 %	42 %
Intermediate farm liab. / assets	20 %	25 %	18 %	17 %
Long term farm liab. / assets	31 %	35 %	31 %	29 %
Total debt to asset ratio	41 %	47 %	37 %	39 %
Debt to assets excl deferreds	31 %	37 %	29 %	29 %

**Statement Of Cash Flows**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(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	1151	230	230	231
Beginning cash (farm & nonfarm)	44,430	27,615	37,881	74,653
<b>Cash Provided By Operating Activities</b>				
Gross cash farm income	941,264	1,065,272	581,653	1,700,351
Total cash farm expense	-741,773	-910,543	-455,461	-1,294,313
Net cash from hedging transactions	-349	-6,926	-572	6,418
Cash provided by operating	199,143	147,803	125,621	412,455
<b>Cash Provided By Investing Activities</b>				
Sale of breeding livestock	2,392	2,993	1,014	4,700
Sale of machinery & equipment	9,261	8,191	4,148	24,007
Sale of titled vehicles	615	367	118	1,633
Sale of farm land	6,470	10,350	1,439	16,249
Sale of farm buildings	886	162	74	2,240
Sale of other farm assets	1,519	409	419	3,807
Sale of nonfarm assets	6,970	4,152	6,390	15,349
Purchase of breeding livestock	-3,395	-3,468	-2,556	-4,580
Purchase of machinery & equip.	-89,949	-80,744	-52,944	-183,823
Purchase of titled vehicles	-7,725	-6,932	-7,015	-12,099
Purchase of farm land	-62,973	-45,433	-41,628	-128,868
Purchase of farm buildings	-37,254	-30,370	-23,317	-79,461
Purchase of other farm assets	-5,019	-3,934	-3,068	-9,919
Purchase of nonfarm assets	-27,090	-16,761	-16,761	-60,038
Cash provided by investing	-205,293	-161,018	-133,686	-410,804
<b>Cash Provided By Financing Activities</b>				
Money borrowed	475,101	529,970	293,967	843,065
Principal payments	-417,230	-471,599	-263,347	-738,507
Personal income	33,202	30,660	33,770	33,130
Family living/owner withdrawals	-69,615	-65,030	-59,759	-104,608
Income and social security tax	-20,061	-12,348	-12,585	-45,029
Capital contributions	2,032	2,767	1,181	5,025
Capital distributions	-2,473	-179	-530	-10,327
Dividends paid	-178	-478	-	-410
Cash gifts and inheritances	5,490	1,331	15,663	2,470
Gifts given	-1,027	-50	-81	-4,127
Other cash flows	-	-	-	-
Cash provided by financing	5,241	15,043	8,278	-19,319
Net change in cash balance	-909	1,828	213	-17,667
Ending cash (farm & nonfarm)	43,521	29,443	38,095	56,985



**Crop Production and Marketing Summary**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Net Farm Income)**

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of farms	1151	230	230	231
<b>Acreage Summary</b>				
Total acres owned	224	199	152	401
Total crop acres	678	730	450	1,156
Crop acres owned	203	168	136	362
Crop acres cash rented	457	545	300	761
Crop acres share rented	18	17	14	33
Total pasture acres	3	4	3	2
Percent crop acres owned	30%	23%	30%	31%
Mach invest/crop acre cost	542	527	560	531
Mach invest/crop acre market	800	795	810	773
<b>Average Price Received (Cash Sales Only)</b>				
Corn per bushel	6.3	6.24	6.16	6.41
Soybeans per bushel	13.65	13.58	13.51	13.79
Hay, Alfalfa per ton	127.24	56.92	168.33	183.32
Sweet Corn, Processing per ton	113.38	128.46	114.15	105.83
Peas, Processing per lb	0.2	0.198	0.257	0.206
Wheat, Spring per bushel	7.69	7.46	7.95	8
Prevented planting per unit	1	1	1	1
Hay, Grass per ton	113.31	119.1	97.35	124.69
Oats per bushel	4.19	4.11	4.53	-
Straw per ton	54.42	-	120.86	70.94
Rented Out per \$	16.18	-	304.08	9.53
Corn Silage per ton	41.06	22.97	-	40.72
Stover per ton	45.89	55.13	-	-
Corn, Organic per bushel	12.85	-	-	-
Hay, Mixed per ton	176.46	-	-	-
CRP per \$	1	-	-	-
Sugar Beets per ton	68.05	-	-	66.12
Wheat, Winter per bushel	7.18	-	-	-
Soybeans, Organic per bushel	26.34	-	-	-
Haylage, Alfalfa per ton	60.09	-	-	-
Peas, Field per lb	0.161	-	-	-
Oatlage per ton	31.46	-	-	-
<b>Average Yield Per Acre</b>				
Corn (bushel)	170.37	160.12	167.93	177.44
Soybeans (bushel)	47.08	42.25	45.67	49.56
Hay, Alfalfa (ton)	4.17	4.26	4.28	4.36
Corn Silage (ton)	21.7	21.13	21.06	22.95
CRP (\$)	125.27	140.09	129.79	124.86
Sweet Corn, Processing (ton)	7.13	6.4	6.44	7.53
Hay, Grass (ton)	2.43	2.36	2.54	1.82
Peas, Processing (lb)	2,897.93	3,698.32	1,354.26	3,210.85
Wheat, Spring (bushel)	58.08	47.5	63.09	44.83
Oats (bushel)	72.74	94.73	56.02	-
Rented Out (\$)	258.5	-	298.35	276.1
Oatlage (ton)	3.43	3.29	2.67	-
Sorghum Silage (ton)	7.86	5.72	-	-
Hay, Mixed (ton)	3.93	3.55	-	-
Corn, Organic (bushel)	133.06	-	-	147.32
Sugar Beets (ton)	27.46	-	-	30.54
Custom Work (\$)	66.99	-	49.16	79.24
Hay, Alfalfa, Organic (ton)	2.75	2.87	-	-
Soybeans, Organic (bushel)	32.28	-	17.35	44.23
Corn, Ear (ton)	11.27	-	-	-
Hay, Grass, Organic (ton)	1.31	-	-	-
Soybeans Seed (bushel)	40.44	-	-	-
Corn Silage, Organic (ton)	13.21	-	-	-
Pasture (aum)	2.5	-	-	-
Pasture, Organic (aum)	4.84	-	-	-
Wheat, Winter (bushel)	34.85	39.87	-	-
Vegetables, Assorted (\$)	9,364.12	-	-	-
Barley Silage (ton)	4.16	-	-	-
Wheat, Spring, Organic (bushel)	39.29	-	-	-

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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.

**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.

**Financial Standards Measures**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(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	1151	230	203	231
<b>Liquidity</b>				
Current ratio	1.98	1.55	2	2.30
Working capital	252,603	157,860	170,097	567,873
Working capital to gross inc	36.8%	25.6%	33.3%	43.3%
<b>Solvency</b>				
Farm debt to asset ratio	40%	45%	38%	38%
Farm equity to asset ratio	60%	55%	62%	62%
Farm debt to equity ratio	0.67	0.83	0.62	0.62
<b>Profitability (cost)</b>				
Rate of return on farm assets	2.6%	-6.2%	2.2%	7.4%
Rate of return on farm equity	1.6%	-16.8%	0.8%	9.5%
Operating profit margin	7.4%	-18.2%	6.3%	19.7%
Net farm income	73,678	-97,243	44,270	315,495
EBIDTA	161,718	721	103,248	462,699
<b>Repayment Capacity</b>				
Capital debt repayment capacity	92,980	-62,635	55,750	332,726
Capital debt repayment margin	2,065	-156,274	-7,267	180,302
Replacement margin	-19,285	-177,611	-22,325	144,028
Term debt coverage ratio	1.02	-0.67	0.88	2.18
Replacement coverage ratio	0.83	-0.54	0.71	1.76
<b>Efficiency</b>				
Asset turnover rate (cost)	35.4%	33.9%	34.9%	37.4%
Operating expense ratio	81.4%	99.9%	81.0%	72.5%
Depreciation expense ratio	6.4%	6.6%	6.8%	5.9%
Interest expense ratio	3.9%	4.5%	4.0%	3.1%
Net farm income ratio	8.5%	-10.9%	8.1%	18.8%

**Term Debt Coverage Ratio:** The term debt coverage ratio measures that ability of the business to cover all term debt payments. A number less than 1.00 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 relationship 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.

**Operator and Labor Information**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(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	1151	230	230	231
<b>Operator Information</b>				
Average number of operators	1.2	1.3	1.1	1.3
Average age of operators	49.5	51.2	47.5	50.7
Average number of years farming	26.0	28.3	22.9	29.1
<b>Results Per Operator</b>				
Working capital	256,962	172,486	147,873	549,646
Total assets (market)	2,500,724	2,207,310	1,799,818	4,049,244
Total liabilities	1,015,584	1,036,992	673,868	1,585,698
Net worth (market)	1,485,140	1,170,318	1,125,949	2,463,545
Net worth excl deferred liabs	1,733,212	1,399,758	1,273,888	2,893,396
Gross farm income	724,210	710,066	475,745	1,290,553
Total farm expense	664,117	788,400	437,108	1,050,835
Net farm income from operations	60,093	-78,334	38,637	239,718
Net nonfarm income	27,588	24,363	29,521	25,425
Family living & tax withdrawals	74,239	61,652	63,428	112,423
Total acres owned	186.3	158.0	133.0	307.9
Total crop acres	563.7	580.3	393.7	887.4
Crop acres owned	169.0	133.9	118.9	277.7
Crop acres cash rented	379.6	433.0	262.2	584.1
Crop acres share rented	15.1	13.4	12.6	25.6
Total pasture acres	2.5	2.8	2.8	1.2
<b>Labor Analysis</b>				
Number of farms	1151	230	230	231
Total unpaid labor hours	2,175	2,264	1,846	2,784
Total hired labor hours	2,172	2,646	1,306	4,263
Total labor hours per farm	4,348	4,910	3,152	7,047
Unpaid hours per operator	1,807	1,799	1,614	2,137
Value of farm production / hour	160.52	129.15	140.67	194.73
Net farm income / unpaid hour	33.25	-43.55	23.95	112.18
Average hourly hired labor wage	18.19	19.22	16.25	18.78
<b>Partnerships &amp; LLCs</b>				
Number of farms	137	37	13	39
Number of operators	2.0	2.0	1.9	2.2
Owner withdrawals per farm	116,296	79,615	-	196,923
Withdrawals per operator	54,806	38,077	-	90,022
<b>Corporations</b>				
Number of farms	61	18	6	17
Number of operators	1.8	2.0	-	1.8

**Household and Personal Expenses**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Net Farm Income)**

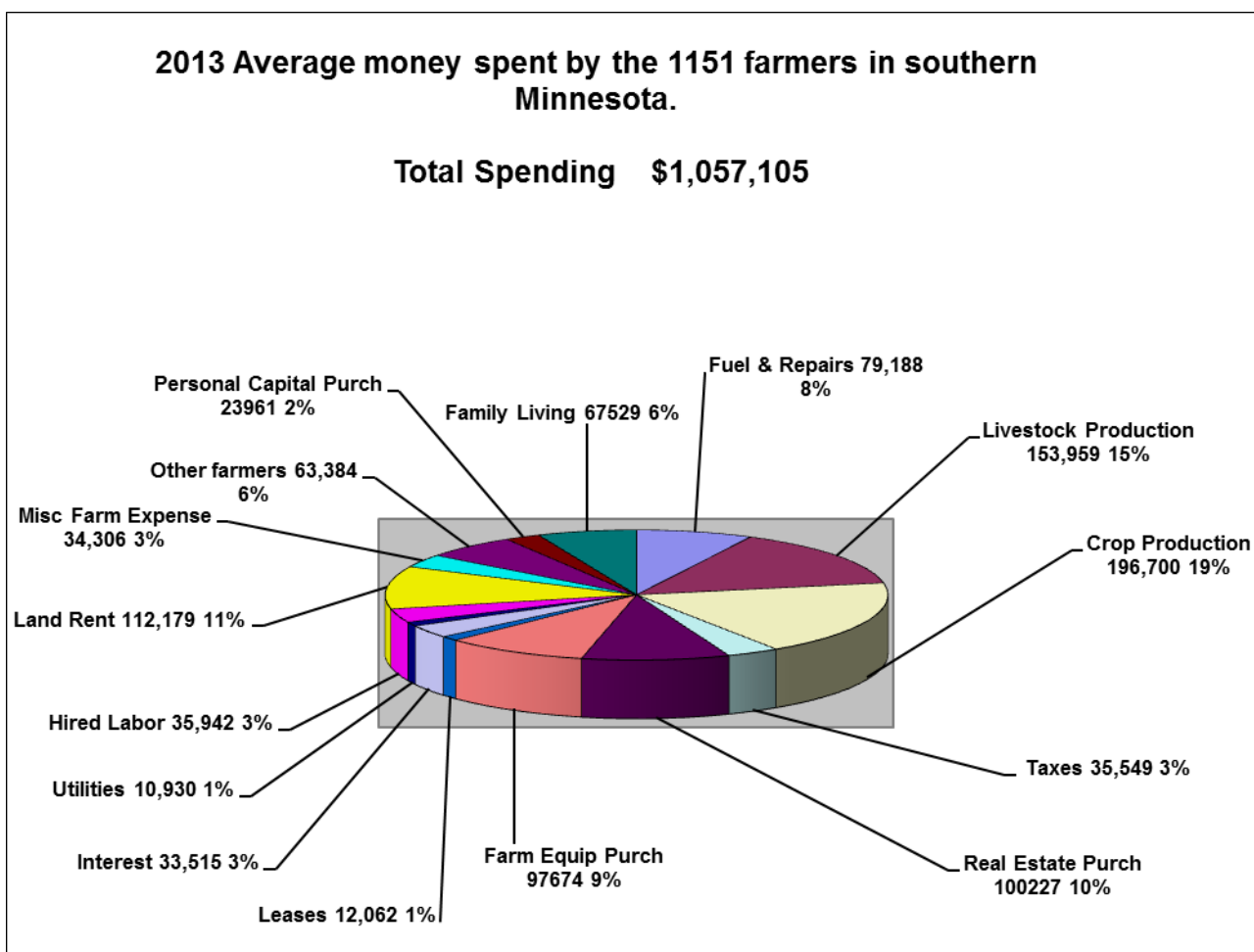
	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	350	60	84	76
Average family size	3.0	3.0	3.0	3.2
Family Living Expenses				
Food and meals expense	8,579	9,315	7,963	9,258
Medical care	5,178	4,612	4,341	7,128
Health insurance	5,859	6,576	4,435	8,021
Cash donations	2,902	2,103	2,728	4,504
Household supplies	5,786	4,855	4,594	9,311
Clothing	2,338	3,405	2,194	2,223
Personal care	4,387	5,032	3,816	6,578
Child / Dependent care	493	325	839	322
Alimony and child support	116	33	0	407
Gifts	2,940	2,846	1,950	4,102
Education	2,411	1,966	2,817	4,118
Recreation	5,093	3,479	4,862	7,097
Utilities (household share)	3,014	2,726	2,900	3,645
Personal vehicle operating exp	4,469	4,581	3,929	4,796
Household real estate taxes	503	374	326	878
Dwelling rent	172	-	306	130
Household repairs	2,189	2,681	1,944	2,835
Personal interest	1,832	1,563	1,888	1,599
Disability / Long term care ins	603	506	661	630
Life insurance payments	3,933	4,069	4,047	4,700
Personal property insurance	365	223	315	453
Miscellaneous	4,367	3,547	3,521	5,184
Total cash family living expense	67,529	64,816	60,377	87,920
Family living from the farm	320	378	443	197
Total family living	67,848	65,194	60,819	88,117
Other Nonfarm Expenditures				
Income taxes	27,016	14,216	15,468	63,147
Furnishing & appliance purchases	603	1,042	463	628
Nonfarm vehicle purchases	3,459	2,667	2,560	5,297
Nonfarm real estate purchases	7,392	5,934	3,930	13,870
Other nonfarm capital purchases	2,615	969	1,118	7,808
Nonfarm savings & investments	9,892	-1,810	10,990	20,671
Total other nonfarm expenditures	50,977	23,017	34,529	111,420
Total cash family living investment & nonfarm capital purch	118,506	87,833	94,905	199,340



**Nonfarm Summary**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(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	1151	230	230	231
<b>Nonfarm Income</b>				
Personal wages & salary	21,784	17,512	27,566	14,871
Net nonfarm business income	3,176	4,645	1,954	5,006
Personal rental income	1,695	1,299	772	3,035
Personal interest income	475	130	716	837
Personal cash dividends	580	778	44	1,635
Tax refunds	953	1,303	706	1,240
Other nonfarm income	4,541	4,993	2,011	6,506
Total nonfarm income	33,202	30,660	33,770	33,130
Gifts and inheritances	5,490	1,331	15,663	2,470
<b>Nonfarm Assets (market)</b>				
Checking & savings	15,015	9,988	14,152	21,879
Stocks & bonds	15,809	4,276	16,243	30,882
Other current assets	10,865	6,249	5,601	14,405
Furniture & appliances	12,611	11,614	12,367	13,522
Nonfarm vehicles	20,561	16,137	20,845	25,911
Cash value of life ins.	16,545	11,009	17,282	19,400
Retirement accounts	75,192	42,434	84,709	107,460
Other intermediate assets	7,422	4,185	7,598	12,165
Nonfarm real estate	100,965	87,932	85,621	128,484
Personal bus. investment	4,439	7,986	3,137	3,946
Other long term assets	16,853	22,022	9,274	22,393
Total nonfarm assets	296,277	223,831	276,830	400,450
<b>Nonfarm Liabilities</b>				
Accrued interest	168	262	185	184
Accounts payable	2,090	2,465	1,886	3,319
Current notes	1,337	1,309	806	571
Princ due on term debt	3,495	3,109	2,975	3,830
Total current liabilities	13,299	8,490	8,509	27,276
Intermediate liabilities	5,890	7,610	6,384	3,445
Long term liabilities	33,145	24,675	27,664	45,407
Total nonfarm liabilities	52,334	40,775	42,557	76,128
Nonfarm net worth	243,944	183,056	234,273	324,322
Nonfarm debt to asset ratio	18 %	18 %	15 %	19 %

**MONEY SPENT BY THE AVERAGE SOUTHWEST, SOUTH CENTRAL and SOUTHEAST  
MINNESOTA FARM OPERATOR – 2013**



### EXPLANATION OF INDIVIDUAL CROP ENTERPRISE ANALYSES

The individual crop enterprise analysis tables show acres, yield, value per unit (at harvest time), and gross return for each crop raised. Crops raised on owned and rented land are analyzed separately. This allows the farm business operator to evaluate the costs and returns for each individual crop.

Costs for seed, fertilizer, chemicals, fuel, repairs, custom hire, utilities, etc. are assigned to each crop by the farm operator and are termed *Direct Costs*. Other costs not directly assigned by the operator are called *Overhead Costs* and are allocated by formula. All costs are actual costs; no opportunity costs are included.

Be aware of two differences between the Owned Land and Cash Rented Land tables. On cash rented land, the land cost is identified and included in the Direct Cost section. In the case of owned land, the land cost is actually divided and reported on two different lines in the Overhead Cost section representing land ownership costs -- real estate taxes and interest on long term debt.

In addition to the average for each crop, farms are classified into low 20% and high 20% on the basis of returns to overhead costs. This classification is done separately for each table where there are at least five farms in the category.

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Corn on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	839	160	181	182
Number of farms	651	130	130	131
Acres	122.39	92.69	105.06	153.08
Yield per acre (bu.)	172.66	155.56	175.02	180.01
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	4.50	4.22	4.36	4.84
Other product return per acre	0.67	0.73	0.40	0.94
Total product return per acre	777.05	657.44	763.44	871.71
Hedging gains/losses per acre	1.97	-0.08	-	6.40
Crop insurance per acre	111.47	64.77	93.27	160.69
Other crop income per acre	3.25	7.55	4.08	1.83
Gross return per acre	893.75	729.69	860.78	1,040.63
<b>Direct Expenses</b>				
Seed	124.58	123.70	127.49	122.07
Fertilizer	198.38	227.96	207.51	172.16
Crop chemicals	35.72	39.33	36.94	31.95
Crop insurance	25.20	21.55	24.80	25.81
Drying expense	23.23	27.99	22.85	21.16
Storage	1.03	1.54	0.65	0.45
Fuel & oil	37.61	41.58	36.29	35.50
Repairs	44.48	60.70	38.96	37.82
Repair, machinery	8.67	9.35	8.07	7.55
Custom hire	11.36	15.06	13.96	8.73
Repair, buildings	1.38	1.20	1.07	1.52
Hired labor	2.25	5.84	1.58	1.46
Machinery leases	1.70	2.10	2.47	2.11
Utilities	1.47	2.57	1.36	1.41
Hauling and trucking	2.18	2.79	2.35	1.42
Marketing	1.56	2.93	1.94	0.99
Operating interest	8.46	10.75	8.51	6.21
Miscellaneous	1.98	1.87	2.34	1.41
Total direct expenses per acre	531.23	598.81	539.16	479.74
Return over direct exp per acre	362.52	130.88	321.62	560.88
<b>Overhead Expenses</b>				
Hired labor	12.61	8.89	12.90	15.21
Machinery leases	1.94	0.25	1.63	1.70
Building leases	1.55	0.64	1.22	1.84
RE & pers. property taxes	33.09	33.56	31.60	33.66
Farm insurance	11.29	12.43	10.72	10.09
Utilities	6.89	7.71	5.94	6.82
Dues & professional fees	3.77	4.27	5.07	2.56
Interest	77.11	72.25	78.75	77.35
Mach & bldg depreciation	78.45	81.62	71.62	87.02
Miscellaneous	11.20	14.35	9.76	11.52
Total overhead expenses per acre	237.92	235.97	229.20	247.78
Total dir & ovhd expenses per acre	769.15	834.78	768.37	727.52
Net return per acre	124.60	-105.10	92.41	313.11
Government payments	19.44	17.92	19.40	19.93
Net return with govt prmts	144.04	-87.18	111.82	333.03
Labor & management charge	66.17	65.35	63.98	64.69
Net return over lbr & mgt	77.87	-152.53	47.84	268.35
<b>Cost of Production</b>				
Total direct expense per bu.	3.08	3.85	3.08	2.67
Total dir & ovhd exp per bu.	4.45	5.37	4.39	4.04
Less govt & other income	3.66	4.78	3.72	2.99
With labor & management	4.05	5.20	4.09	3.35
Net value per unit	4.51	4.22	4.36	4.87
Machinery cost per acre	174.60	203.38	169.16	160.57
Est. labor hours per acre	3.13	3.74	2.89	3.04

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Corn on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	1312	249	284	254
Number of farms	761	152	152	153
Acres	181.34	161.81	192.46	172.95
Yield per acre (bu.)	169.80	157.19	174.36	175.05
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	4.53	4.27	4.51	4.88
Other product return per acre	0.54	0.27	0.23	0.66
Total product return per acre	769.62	672.11	787.10	854.29
Hedging gains/losses per acre	3.00	1.06	3.96	4.26
Crop insurance per acre	110.36	76.39	98.36	148.39
Other crop income per acre	2.80	3.56	2.35	2.27
Gross return per acre	885.77	753.11	891.78	1,009.22
<b>Direct Expenses</b>				
Seed	125.09	126.68	126.21	120.88
Fertilizer	198.15	214.53	209.41	171.07
Crop chemicals	34.35	35.59	33.87	30.36
Crop insurance	26.70	22.68	28.96	25.63
Drying expense	21.68	25.55	19.61	21.14
Storage	1.49	1.41	1.42	0.67
Fuel & oil	36.77	40.04	36.44	35.34
Repairs	41.33	49.96	36.05	38.44
Repair, machinery	7.94	13.27	8.25	4.53
Custom hire	9.45	12.46	8.28	6.60
Repair, buildings	1.23	1.21	1.61	0.24
Hired labor	4.05	5.99	5.43	1.23
Land rent	250.70	276.08	258.61	218.48
Machinery leases	3.29	3.09	2.22	1.01
Utilities	1.59	1.55	2.13	1.24
Hauling and trucking	2.20	3.87	1.42	1.07
Marketing	1.83	1.56	1.79	1.04
Operating interest	10.35	12.01	10.64	8.54
Miscellaneous	2.24	2.13	2.20	1.99
Total direct expenses per acre	780.44	849.65	794.55	689.50
Return over direct exp per acre	105.33	-96.54	97.22	319.72
<b>Overhead Expenses</b>				
Hired labor	12.58	9.67	11.76	15.48
Machinery leases	5.45	2.67	7.92	2.37
Building leases	2.21	1.84	1.15	2.10
Farm insurance	9.77	10.22	8.98	10.55
Utilities	5.30	5.66	4.10	6.22
Dues & professional fees	3.69	3.42	3.82	3.74
Interest	7.32	7.91	7.40	7.57
Mach & bldg depreciation	63.36	58.60	61.33	63.94
Miscellaneous	9.81	9.95	7.94	11.88
Total overhead expenses per acre	119.50	109.94	114.40	123.85
Total dir & ovhd expenses per acre	899.94	959.59	908.96	813.35
Net return per acre	-14.16	-206.48	-17.18	195.87
Government payments	19.09	17.97	19.93	19.75
Net return with govt prmts	4.93	-188.50	2.75	215.62
Labor & management charge	61.49	56.03	60.31	69.52
Net return over lbr & mgt	-56.56	-244.53	-57.57	146.10
<b>Cost of Production</b>				
Total direct expense per bu.	4.60	5.41	4.56	3.94
Total dir & ovhd exp per bu.	5.30	6.10	5.21	4.65
Less govt & other income	4.50	5.47	4.50	3.64
With labor & management	4.86	5.83	4.84	4.04
Net value per unit	4.55	4.28	4.54	4.90
Machinery cost per acre	164.28	179.94	157.80	149.39
Est. labor hours per acre	2.82	3.02	2.50	2.95

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Soybeans on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	651	123	142	134
Number of farms	509	101	102	102
Acres	95.38	87.46	109.10	96.41
Yield per acre (bu.)	47.40	37.40	47.16	56.48
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	12.55	12.30	12.51	12.81
Total product return per acre	595.14	460.16	589.79	723.72
Hedging gains/losses per acre	0.17	0.07	-0.01	0.25
Crop insurance per acre	17.20	30.99	13.90	12.60
Other crop income per acre	1.52	1.61	0.76	2.26
Gross return per acre	614.03	492.84	604.44	738.82
<b>Direct Expenses</b>				
Seed	60.28	63.56	61.12	56.36
Fertilizer	21.64	41.35	19.48	11.80
Crop chemicals	36.13	37.22	35.30	31.53
Crop insurance	23.06	23.57	23.76	22.68
Storage	0.62	0.41	0.40	0.90
Fuel & oil	23.02	25.62	23.53	20.88
Repairs	27.35	31.93	28.12	21.72
Repair, machinery	5.96	11.69	5.71	4.00
Custom hire	7.64	14.44	3.72	4.45
Repair, buildings	1.45	3.64	1.22	0.86
Hired labor	1.99	3.13	1.95	2.13
Machinery leases	1.15	0.27	1.06	2.38
Utilities	0.83	0.07	0.86	1.08
Hauling and trucking	1.14	1.81	1.41	0.29
Marketing	1.57	1.22	1.86	1.93
Operating interest	4.30	7.18	3.29	3.47
Miscellaneous	1.75	2.69	1.29	1.40
Total direct expenses per acre	219.89	269.81	214.10	187.87
Return over direct exp per acre	394.14	223.03	390.35	550.95
<b>Overhead Expenses</b>				
Hired labor	9.37	8.35	14.04	5.09
Machinery leases	0.78	0.30	0.67	0.63
Building leases	0.81	0.92	0.63	0.61
RE & pers. property taxes	30.44	34.02	34.06	27.97
Farm insurance	7.93	9.74	8.25	6.64
Utilities	4.27	6.06	4.32	3.52
Dues & professional fees	2.14	2.69	2.36	1.87
Interest	58.12	70.06	55.25	50.77
Mach & bldg depreciation	50.34	47.02	57.28	51.64
Miscellaneous	7.60	10.84	7.47	6.02
Total overhead expenses per acre	171.79	189.99	184.35	154.75
Total dir & ovhd expenses per acre	391.68	459.80	398.44	342.62
Net return per acre	222.35	33.04	206.00	396.20
Government payments	17.93	17.71	17.97	18.47
Net return with govt prmts	240.28	50.74	223.97	414.68
Labor & management charge	43.44	43.00	47.44	42.52
Net return over lbr & mgt	196.84	7.75	176.53	372.16
<b>Cost of Production</b>				
Total direct expense per bu.	4.64	7.21	4.54	3.33
Total dir & ovhd exp per bu.	8.26	12.29	8.45	6.07
Less govt & other income	7.49	10.95	7.76	5.47
With labor & management	8.40	12.10	8.76	6.22
Net value per unit	12.56	12.31	12.51	12.82
Machinery cost per acre	110.28	127.01	109.50	99.84
Est. labor hours per acre	2.03	2.26	2.08	1.90



**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Soybeans on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	1037	204	221	211
Number of farms	654	130	131	131
Acres	149.21	145.58	155.33	125.36
Yield per acre (bu.)	47.03	39.25	48.44	54.90
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	12.62	12.50	12.64	12.75
Total product return per acre	593.55	490.52	612.27	700.12
Hedging gains/losses per acre	0.49	-	0.18	0.55
Crop insurance per acre	16.56	23.99	8.95	13.17
Other crop income per acre	1.83	1.38	1.53	2.91
Gross return per acre	612.43	515.89	622.92	716.76
<b>Direct Expenses</b>				
Seed	60.46	63.57	63.60	58.02
Fertilizer	19.65	36.92	16.42	9.68
Crop chemicals	35.05	35.15	37.06	33.58
Crop insurance	24.29	23.70	23.71	24.39
Storage	0.84	1.42	0.32	0.75
Fuel & oil	22.88	26.58	23.25	19.55
Repairs	26.73	32.84	25.39	23.07
Repair, machinery	4.99	10.16	4.26	2.33
Custom hire	6.70	8.79	6.62	4.44
Repair, buildings	0.92	2.71	0.28	0.65
Hired labor	3.02	2.89	1.58	1.72
Land rent	237.95	268.62	240.18	203.07
Machinery leases	2.56	0.89	3.06	1.29
Utilities	1.00	0.37	1.06	1.44
Hauling and trucking	1.36	3.01	0.89	0.31
Marketing	1.55	1.77	1.65	1.51
Operating interest	6.07	8.11	5.92	3.42
Miscellaneous	2.13	3.10	1.75	1.86
Total direct expenses per acre	458.15	530.60	457.00	391.06
Return over direct exp per acre	154.28	-14.71	165.92	325.70
<b>Overhead Expenses</b>				
Hired labor	7.24	9.42	6.76	6.06
Machinery leases	3.00	1.35	5.55	2.53
Building leases	1.21	1.32	1.69	0.37
Farm insurance	6.72	6.94	6.21	6.82
Utilities	3.44	4.03	2.94	3.59
Dues & professional fees	2.42	2.27	2.31	2.37
Interest	4.82	5.67	4.52	3.74
Mach & bldg depreciation	40.56	40.60	39.77	38.98
Miscellaneous	6.80	6.56	7.69	6.81
Total overhead expenses per acre	76.21	78.16	77.44	71.26
Total dir & ovhd expenses per acre	534.35	608.75	534.44	462.32
Net return per acre	78.07	-92.86	88.48	254.44
Government payments	17.87	18.64	17.71	17.73
Net return with govt pmts	95.94	-74.22	106.19	272.17
Labor & management charge	38.66	34.16	38.50	43.95
Net return over lbr & mgt	57.29	-108.38	67.69	228.21
<b>Cost of Production</b>				
Total direct expense per bu.	9.74	13.52	9.43	7.12
Total dir & ovhd exp per bu.	11.36	15.51	11.03	8.42
Less govt & other income	10.58	14.39	10.45	7.79
With labor & management	11.40	15.26	11.24	8.60
Net value per unit	12.63	12.50	12.64	12.76
Machinery cost per acre	106.42	121.31	107.18	90.08
Est. labor hours per acre	1.79	1.86	1.84	1.61

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Sweet Corn, Processing on Owned Land**

	<u><b>Avg. Of All Farms</b></u>
Number of fields	16
Number of farms	15
Acres	78.23
Yield per acre (ton)	7.71
Operators share of yield %	100.00
Value per ton	114.18
Total product return per acre	880.13
Crop insurance per acre	1.78
Gross return per acre	881.91
<b>Direct Expenses</b>	
Fertilizer	132.88
Crop chemicals	32.51
Crop insurance	8.73
Fuel & oil	38.64
Repairs	41.16
Repair, machinery	6.53
Custom hire	5.80
Hired labor	9.84
Utilities	0.61
Marketing	2.53
Operating interest	6.96
Miscellaneous	1.55
Total direct expenses per acre	287.74
Return over direct exp per acre	594.17
<b>Overhead Expenses</b>	
Hired labor	14.58
Machinery leases	2.09
RE & pers. property taxes	33.80
Farm insurance	11.19
Utilities	5.56
Dues & professional fees	2.64
Interest	55.94
Mach & bldg depreciation	56.94
Miscellaneous	10.71
Total overhead expenses per acre	193.46
Total dir & ovhd expenses per acre	481.20
Net return per acre	400.71
Government payments	-
Net return with govt pmts	400.71
Labor & management charge	49.36
Net return over lbr & mgt	351.35
<b>Cost of Production</b>	
Total direct expense per ton	37.33
Total dir & ovhd exp per ton	62.43
Less govt & other income	62.20
With labor & management	68.60
Net value per unit	114.18
Machinery cost per acre	144.07
Est. labor hours per acre	2.94

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Sweet Corn, Processing on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	41	7	10	8
Number of farms	39	7	8	8
Acres	75.71	93.34	61.74	51.63
Yield per acre (ton)	6.75	5.39	6.76	7.22
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	113.07	116.83	112.40	130.30
Total product return per acre	763.05	630.14	759.98	941.37
Crop insurance per acre	14.55	-	7.62	96.41
Other crop income per acre	1.68	3.25	-	-
Gross return per acre	779.27	633.40	767.60	1,037.79
<b>Direct Expenses</b>				
Fertilizer	144.86	167.95	148.68	73.95
Crop chemicals	33.92	35.92	34.44	26.94
Crop insurance	10.67	6.48	20.32	16.99
Fuel & oil	28.09	28.33	28.88	34.49
Repairs	36.23	42.91	46.21	41.45
Repair, machinery	3.72	9.31	-	-
Custom hire	6.86	10.58	4.71	22.06
Hired labor	5.65	-	0.09	1.62
Land rent	263.44	286.34	244.23	172.25
Machinery leases	0.07	-	-	0.55
Hauling and trucking	0.83	-	-	-
Marketing	1.87	1.37	1.18	10.13
Operating interest	10.81	14.98	14.63	7.10
Miscellaneous	1.03	0.80	0.23	0.28
Total direct expenses per acre	548.06	604.97	543.57	407.80
Return over direct exp per acre	231.22	28.42	224.02	629.98
<b>Overhead Expenses</b>				
Hired labor	8.14	5.52	10.17	12.89
Machinery leases	6.92	16.05	1.15	2.98
Building leases	1.47	2.70	0.05	6.14
Farm insurance	7.16	7.28	9.75	6.60
Utilities	4.27	5.61	6.43	4.78
Dues & professional fees	2.12	1.47	3.21	2.07
Interest	5.45	5.36	5.80	6.64
Mach & bldg depreciation	51.04	50.91	71.58	44.16
Miscellaneous	6.02	5.24	10.24	8.51
Total overhead expenses per acre	92.60	100.15	118.37	94.78
Total dir & ovhd expenses per acre	640.66	705.12	661.95	502.58
Net return per acre	138.61	-71.73	105.65	535.21
Government payments	-	-	-	-
Net return with govt pmts	138.61	-71.73	105.65	535.21
Labor & management charge	50.89	53.95	60.23	38.76
Net return over lbr & mgt	87.72	-125.68	45.42	496.45
<b>Cost of Production</b>				
Total direct expense per ton	81.22	112.17	80.40	56.45
Total dir & ovhd exp per ton	94.94	130.73	97.90	69.57
Less govt & other income	92.53	130.13	96.78	56.22
With labor & management	100.07	140.13	105.68	61.59
Net value per unit	113.07	116.83	112.40	130.30
Machinery cost per acre	130.61	155.04	154.09	143.14
Est. labor hours per acre	2.35	2.14	2.44	3.22

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Peas, Processing on Owned Land**

	<u><b>Avg. Of All Farms</b></u>
Number of fields	15
Number of farms	15
Acres	62.60
Yield per acre (lb.)	3,005.44
Operators share of yield %	100.00
Value per lb.	0.17
Total product return per acre	524.90
Crop insurance per acre	111.79
Other crop income per acre	18.13
Gross return per acre	654.81
<b>Direct Expenses</b>	
Fertilizer	48.01
Crop chemicals	15.91
Crop insurance	12.86
Fuel & oil	15.88
Repairs	24.12
Repair, machinery	1.65
Custom hire	5.86
Operating interest	1.71
Miscellaneous	1.55
Total direct expenses per acre	127.54
Return over direct exp per acre	527.27
<b>Overhead Expenses</b>	
Hired labor	6.42
Machinery leases	0.96
Building leases	0.37
RE & pers. property taxes	28.49
Farm insurance	6.37
Utilities	2.88
Dues & professional fees	0.59
Interest	34.28
Mach & bldg depreciation	24.42
Miscellaneous	3.71
Total overhead expenses per acre	108.48
Total dir & ovhd expenses per acre	236.02
Net return per acre	418.79
Government payments	-
Net return with govt pmts	418.79
Labor & management charge	26.22
Net return over lbr & mgt	392.57
<b>Cost of Production</b>	
Total direct expense per lb.	0.04
Total dir & ovhd exp per lb.	0.08
Less govt & other income	0.04
With labor & management	0.04
Net value per unit	0.17
Machinery cost per acre	72.38
Est. labor hours per acre	1.38

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Peas, Processing on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	33	6	7	6
Number of farms	30	6	6	6
Acres	55.19	74.84	50.43	36.17
Yield per acre (lb.)	2,753.25	1,287.46	3,162.66	4,334.09
Operators share of yield %	100.00	100.00	100.00	100.00
Value per lb.	0.19	0.19	0.19	0.20
Total product return per acre	512.68	240.25	602.33	856.91
Crop insurance per acre	116.27	236.95	61.77	-
Other crop income per acre	13.93	33.36	11.89	1.14
Gross return per acre	642.88	510.56	675.99	858.05
<b>Direct Expenses</b>				
Seed	2.02	3.05	6.54	-
Fertilizer	33.86	29.75	63.74	13.39
Crop chemicals	20.33	18.55	10.72	40.25
Crop insurance	8.66	15.78	8.43	9.37
Fuel & oil	15.50	15.50	14.02	14.66
Repairs	18.31	18.81	19.35	14.26
Repair, machinery	5.34	9.04	3.17	-
Custom hire	8.13	14.87	3.02	10.12
Hired labor	1.82	-	7.36	3.32
Land rent	239.01	268.52	243.24	175.33
Machinery leases	0.39	-	1.52	0.41
Utilities	0.18	-	0.62	0.52
Operating interest	5.52	6.28	2.78	3.24
Miscellaneous	4.07	-	4.72	1.87
Total direct expenses per acre	363.14	400.15	389.24	286.75
Return over direct exp per acre	279.74	110.41	286.74	571.31
<b>Overhead Expenses</b>				
Hired labor	4.18	1.75	5.36	8.36
Machinery leases	2.43	1.50	0.03	0.79
Building leases	1.07	0.69	0.23	0.94
Farm insurance	4.84	4.34	5.24	3.47
Utilities	2.45	2.55	2.79	2.16
Dues & professional fees	1.15	1.26	0.80	1.05
Interest	3.22	2.17	2.73	3.27
Mach & bldg depreciation	27.12	22.43	26.09	18.87
Miscellaneous	3.46	1.89	2.65	5.11
Total overhead expenses per acre	49.93	38.58	45.91	44.03
Total dir & ovhd expenses per acre	413.06	438.72	435.15	330.77
Net return per acre	229.81	71.83	240.83	527.28
Government payments	-	-	-	-
Net return with govt pmts	229.81	71.83	240.83	527.28
Labor & management charge	24.63	23.49	21.82	19.85
Net return over lbr & mgt	205.18	48.35	219.01	507.43
<b>Cost of Production</b>				
Total direct expense per lb.	0.13	0.31	0.12	0.07
Total dir & ovhd exp per lb.	0.15	0.34	0.14	0.08
Less govt & other income	0.10	0.13	0.11	0.08
With labor & management	0.11	0.15	0.12	0.08
Net value per unit	0.19	0.19	0.19	0.20
Machinery cost per acre	75.75	80.00	66.61	58.93
Est. labor hours per acre	1.21	1.12	1.13	1.56

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Hay, Alfalfa on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	119	25	23	25
Number of farms	112	22	23	23
Acres	30.05	26.35	33.92	30.05
Yield per acre (ton)	4.29	3.14	4.22	5.38
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	213.35	155.39	203.63	261.74
Other product return per acre	0.41	2.24	-	-
Total product return per acre	915.80	490.34	859.32	1,408.31
Crop insurance per acre	16.62	-	7.58	27.90
Other crop income per acre	4.06	-	12.64	-
Gross return per acre	936.49	490.34	879.54	1,436.21
<b>Direct Expenses</b>				
Seed	2.49	7.93	-	1.49
Fertilizer	60.31	65.51	74.88	55.10
Crop chemicals	13.91	11.53	13.78	15.27
Crop insurance	3.20	0.61	1.87	4.24
Storage	0.25	-	-	1.17
Packaging and supplies	0.74	-	2.31	1.14
Fuel & oil	48.67	55.00	37.03	49.34
Repairs	64.03	80.75	62.88	59.34
Repair, machinery	14.35	4.95	4.02	18.92
Custom hire	41.82	72.15	46.54	22.07
Repair, buildings	1.07	3.65	1.21	0.09
Hired labor	0.63	1.61	-	-
Machinery leases	0.77	2.56	-	0.04
Utilities	0.72	0.96	1.25	0.64
Hauling and trucking	0.39	-	-	1.24
Operating interest	6.57	4.30	4.32	4.03
Miscellaneous	3.92	1.48	4.15	6.11
Total direct expenses per acre	263.86	312.99	254.25	240.22
Return over direct exp per acre	672.63	177.34	625.28	1,195.99
<b>Overhead Expenses</b>				
Custom hire	0.41	-	-	1.93
Hired labor	21.73	25.70	20.30	24.81
Machinery leases	2.62	4.32	0.06	4.56
RE & pers. property taxes	27.26	25.40	32.19	23.41
Farm insurance	8.70	9.69	8.60	8.13
Utilities	6.58	6.22	7.16	6.60
Dues & professional fees	4.05	6.37	4.16	1.98
Interest	69.49	57.07	69.05	80.11
Mach & bldg depreciation	60.98	54.25	67.75	67.02
Miscellaneous	9.34	7.81	7.14	16.82
Total overhead expenses per acre	211.16	196.82	216.40	235.37
Total dir & ovhd expenses per acre	475.02	509.82	470.65	475.59
Net return per acre	461.47	-19.48	408.89	960.61
Government payments	9.08	6.70	11.29	8.78
Net return with govt prmts	470.55	-12.78	420.18	969.39
Labor & management charge	51.16	69.54	46.28	46.09
Net return over lbr & mgt	419.39	-82.33	373.89	923.30
<b>Cost of Production</b>				
Total direct expense per ton	61.50	99.65	60.25	44.65
Total dir & ovhd exp per ton	110.71	162.31	111.53	88.39
Less govt & other income	103.68	159.46	104.06	81.58
With labor & management	115.61	181.60	115.03	90.14
Net value per unit	213.35	155.39	203.63	261.74
Machinery cost per acre	236.67	275.66	217.30	225.56
Est. labor hours per acre	3.59	4.13	3.54	3.72

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Hay, Alfalfa on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	152	31	29	30
Number of farms	136	27	27	28
Acres	43.30	40.18	41.82	52.20
Yield per acre (ton)	4.13	3.33	3.93	5.29
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	212.00	161.50	208.77	248.86
Other product return per acre	0.64	2.18	-	-
Total product return per acre	875.91	539.89	821.39	1,316.53
Crop insurance per acre	32.80	6.70	7.18	117.76
Other crop income per acre	1.33	0.02	1.51	-
Gross return per acre	910.04	546.60	830.07	1,434.29
<b>Direct Expenses</b>				
Seed	8.55	9.40	4.39	7.26
Fertilizer	54.84	52.32	45.85	70.40
Crop chemicals	10.63	11.75	11.84	9.39
Crop insurance	5.62	4.69	1.36	13.18
Storage	3.10	3.73	-	7.10
Fuel & oil	47.18	51.43	41.07	57.66
Repairs	58.84	49.06	69.23	69.98
Repair, machinery	5.08	14.41	0.17	2.35
Custom hire	39.66	133.64	15.19	10.41
Repair, buildings	0.93	0.97	4.03	-
Hired labor	3.06	7.12	3.73	-
Land rent	181.15	227.16	179.84	166.40
Machinery leases	3.74	8.23	-	0.86
Utilities	0.75	2.73	0.14	-
Operating interest	5.95	6.38	4.65	8.59
Miscellaneous	8.31	6.62	11.88	12.56
Total direct expenses per acre	437.37	589.63	393.39	436.13
Return over direct exp per acre	472.67	-43.02	436.68	998.16
<b>Overhead Expenses</b>				
Hired labor	24.45	10.02	48.67	32.59
Machinery leases	3.71	1.76	6.75	6.99
Building leases	3.47	9.37	2.68	3.64
Farm insurance	8.14	7.05	11.15	7.16
Utilities	6.34	4.07	8.31	5.94
Dues & professional fees	3.09	4.64	1.71	2.55
Interest	7.24	8.60	6.18	8.44
Mach & bldg depreciation	49.10	53.22	43.45	59.10
Miscellaneous	8.82	12.84	6.58	9.62
Total overhead expenses per acre	114.36	111.58	135.48	136.02
Total dir & ovhd expenses per acre	551.73	701.21	528.87	572.15
Net return per acre	358.31	-154.60	301.20	862.14
Government payments	8.21	7.83	5.90	8.83
Net return with govt pmts	366.52	-146.77	307.10	870.97
Labor & management charge	38.79	39.12	28.78	47.39
Net return over lbr & mgt	327.74	-185.89	278.32	823.58
<b>Cost of Production</b>				
Total direct expense per ton	105.94	177.10	99.99	82.44
Total dir & ovhd exp per ton	133.64	210.61	134.42	108.15
Less govt & other income	123.23	205.59	130.71	84.23
With labor & management	132.62	217.34	138.03	93.18
Net value per unit	212.00	161.50	208.77	248.86
Machinery cost per acre	209.53	315.93	177.83	211.03
Est. labor hours per acre	3.74	4.65	3.49	3.52

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Establish Hay, Alfalfa on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	35	7	7	7
Number of farms	35	7	7	7
Acres	46.09	45.34	45.34	47.94
Yield per acre (ton)	2.91	1.74	2.67	4.05
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	206.84	147.17	191.98	259.14
Other product return per acre	6.19	0.74	6.05	11.62
Total product return per acre	607.29	256.63	518.56	1,060.25
Crop insurance per acre	10.76	-	-	38.77
Other crop income per acre	2.98	-	15.12	-
Gross return per acre	621.02	256.63	533.68	1,099.02
<b>Direct Expenses</b>				
Seed	101.20	125.15	98.50	99.67
Fertilizer	59.86	41.04	62.68	70.02
Crop chemicals	21.05	19.04	23.06	18.95
Crop insurance	2.82	0.93	0.70	4.99
Fuel & oil	48.89	53.92	53.39	49.24
Repairs	56.10	68.09	62.30	19.73
Repair, machinery	10.47	2.87	8.14	39.11
Custom hire	45.52	5.61	10.18	63.93
Hired labor	8.39	9.61	18.36	-
Machinery leases	2.66	3.60	5.99	-
Utilities	2.03	6.87	2.44	-
Hauling and trucking	1.53	-	-	-
Operating interest	6.07	9.07	5.09	8.51
Miscellaneous	14.33	20.92	8.43	21.42
Total direct expenses per acre	380.92	366.71	359.27	395.56
Return over direct exp per acre	240.11	-110.08	174.41	703.46
<b>Overhead Expenses</b>				
Hired labor	16.97	21.59	12.61	11.85
Machinery leases	3.71	5.26	3.09	3.75
Building leases	3.26	0.03	7.54	-
RE & pers. property taxes	25.15	22.44	15.79	27.15
Farm insurance	9.49	11.21	14.60	5.34
Utilities	4.29	4.88	2.96	5.27
Dues & professional fees	3.78	4.04	3.06	2.98
Interest	79.55	57.00	84.76	92.01
Mach & bldg depreciation	53.58	65.36	39.91	70.57
Miscellaneous	9.27	5.66	8.05	4.61
Total overhead expenses per acre	209.05	197.47	192.38	223.54
Total dir & ovhd expenses per acre	589.97	564.18	551.65	619.10
Net return per acre	31.05	-307.55	-17.97	479.92
Government payments	9.97	7.17	4.18	12.00
Net return with govt pmts	41.02	-300.38	-13.79	491.92
Labor & management charge	43.73	66.34	34.21	62.59
Net return over lbr & mgt	-2.71	-366.72	-48.00	429.33
<b>Cost of Production</b>				
Total direct expense per ton	131.08	210.92	134.58	97.75
Total dir & ovhd exp per ton	203.02	324.49	206.64	152.99
Less govt & other income	192.73	319.94	197.15	137.58
With labor & management	207.78	358.09	209.96	153.04
Net value per unit	206.84	147.17	191.98	259.14
Machinery cost per acre	218.57	194.89	184.56	250.88
Est. labor hours per acre	4.27	6.15	4.05	3.68



**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Establish Hay, Alfalfa on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	50	9	9	11
Number of farms	48	9	9	10
Acres	58.39	47.99	47.64	26.35
Yield per acre (ton)	2.38	2.07	2.04	3.71
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	183.08	156.55	191.94	251.20
Other product return per acre	16.70	9.03	17.44	-
Total product return per acre	452.74	332.44	408.46	930.91
Crop insurance per acre	15.50	-	19.20	-
Other crop income per acre	2.87	-	-	-
Gross return per acre	471.10	332.44	427.66	930.91
<b>Direct Expenses</b>				
Seed	91.39	116.17	82.21	109.80
Fertilizer	63.50	90.49	34.05	51.71
Crop chemicals	8.14	14.57	14.06	13.88
Crop insurance	3.41	1.42	1.51	2.93
Packaging and supplies	2.64	2.25	-	-
Fuel & oil	44.31	36.69	41.90	51.20
Repairs	47.81	41.16	34.64	32.19
Repair, machinery	18.98	10.33	17.52	55.95
Custom hire	36.07	51.49	39.64	91.64
Repair, buildings	1.06	0.46	6.73	-
Hired labor	4.37	3.52	5.09	-
Land rent	210.35	263.83	190.37	139.62
Machinery leases	6.27	4.43	-	-
Utilities	0.66	0.18	0.76	-
Operating interest	3.92	5.52	3.56	6.54
Miscellaneous	14.17	23.19	24.37	17.27
Total direct expenses per acre	557.06	665.71	496.40	572.73
Return over direct exp per acre	-85.95	-333.27	-68.74	358.18
<b>Overhead Expenses</b>				
Custom hire	0.94	-	-	-
Hired labor	20.10	17.15	29.66	30.47
Machinery leases	3.94	0.84	-	11.32
Building leases	7.61	5.06	1.20	-
Farm insurance	7.94	8.53	4.29	7.73
Utilities	4.00	3.36	4.60	7.90
Dues & professional fees	2.93	3.77	4.68	4.86
Interest	13.90	3.38	7.62	4.97
Mach & bldg depreciation	57.55	51.91	42.77	55.80
Miscellaneous	7.29	8.21	9.52	15.76
Total overhead expenses per acre	126.21	102.21	104.35	138.80
Total dir & ovhd expenses per acre	683.27	767.92	600.75	711.53
Net return per acre	-212.16	-435.48	-173.09	219.38
Government payments	9.98	2.85	13.67	8.83
Net return with govt pmts	-202.18	-432.63	-159.42	228.21
Labor & management charge	35.18	40.90	20.54	38.70
Net return over lbr & mgt	-237.36	-473.52	-179.96	189.51
<b>Cost of Production</b>				
Total direct expense per ton	233.89	322.24	243.67	154.55
Total dir & ovhd exp per ton	286.88	371.72	294.89	192.00
Less govt & other income	267.97	365.97	270.19	189.62
With labor & management	282.74	385.76	280.28	200.06
Net value per unit	183.08	156.55	191.94	251.20
Machinery cost per acre	224.30	195.20	181.81	288.98
Est. labor hours per acre	3.40	2.82	3.00	4.90

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Corn Silage on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	119	23	24	23
Number of farms	115	23	23	23
Acres	59.81	35.72	45.41	88.56
Yield per acre (ton)	22.48	16.99	22.77	25.24
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	42.50	36.78	41.38	45.62
Total product return per acre	955.37	624.92	942.09	1,151.50
Crop insurance per acre	56.31	26.52	53.06	99.59
Other crop income per acre	0.38	-	-	0.34
Gross return per acre	1,012.07	651.44	995.14	1,251.43
<b>Direct Expenses</b>				
Seed	120.06	118.88	118.90	120.20
Fertilizer	121.48	165.60	155.61	116.56
Crop chemicals	36.83	32.48	44.55	30.80
Crop insurance	18.07	15.85	18.05	23.21
Storage	1.50	2.36	4.33	0.37
Packaging and supplies	1.03	-	0.95	2.00
Fuel & oil	51.70	53.69	39.47	62.32
Repairs	61.83	74.17	63.84	85.09
Repair, machinery	11.45	10.03	1.68	2.05
Custom hire	69.24	48.60	88.67	51.46
Repair, buildings	2.36	0.76	-	0.05
Hired labor	2.91	0.68	0.16	6.01
Machinery leases	2.40	6.35	0.13	4.30
Utilities	0.96	1.30	0.02	1.36
Marketing	0.15	0.56	-	0.02
Operating interest	6.72	13.14	7.45	3.58
Miscellaneous	7.37	14.92	9.32	3.05
Total direct expenses per acre	516.05	559.35	553.14	512.43
Return over direct exp per acre	496.01	92.09	442.00	739.01
<b>Overhead Expenses</b>				
Hired labor	28.27	12.37	22.61	21.39
Machinery leases	4.71	2.04	6.03	5.47
Building leases	2.24	0.04	0.35	7.36
RE & pers. property taxes	26.80	33.23	26.11	25.29
Farm insurance	9.32	8.36	8.53	9.83
Utilities	6.70	6.84	8.03	4.90
Dues & professional fees	3.69	1.56	4.95	3.56
Interest	79.42	95.02	78.36	78.92
Mach & bldg depreciation	55.61	46.44	59.03	48.79
Miscellaneous	11.62	6.01	11.04	14.74
Total overhead expenses per acre	228.37	211.91	225.04	220.25
Total dir & ovhd expenses per acre	744.43	771.26	778.19	732.67
Net return per acre	267.64	-119.82	216.96	518.76
Government payments	17.39	17.40	17.13	18.52
Net return with govt pmts	285.03	-102.42	234.09	537.28
Labor & management charge	47.29	38.57	44.45	33.77
Net return over lbr & mgt	237.74	-140.99	189.65	503.51
<b>Cost of Production</b>				
Total direct expense per ton	22.96	32.92	24.30	20.30
Total dir & ovhd exp per ton	33.12	45.39	34.18	29.03
Less govt & other income	29.82	42.80	31.10	24.33
With labor & management	31.93	45.07	33.05	25.67
Net value per unit	42.50	36.78	41.38	45.62
Machinery cost per acre	259.87	245.87	260.44	264.56
Est. labor hours per acre	4.00	2.86	3.92	4.02

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Corn Silage on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	152	27	31	28
Number of farms	134	26	27	27
Acres	69.41	78.58	73.46	89.05
Yield per acre (ton)	21.23	17.77	21.43	23.05
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	42.72	39.86	41.41	46.40
Total product return per acre	906.88	708.40	887.47	1,069.63
Crop insurance per acre	69.05	17.01	51.34	158.51
Other crop income per acre	0.78	0.08	1.79	0.12
Gross return per acre	976.71	725.49	940.60	1,228.26
<b>Direct Expenses</b>				
Seed	122.36	131.44	118.62	117.71
Fertilizer	112.84	134.96	115.03	100.53
Crop chemicals	37.65	34.56	31.45	36.05
Crop insurance	18.37	20.90	15.56	20.00
Storage	5.58	9.60	8.17	1.74
Packaging and supplies	1.09	-	-	4.16
Fuel & oil	52.04	51.35	67.98	47.42
Repairs	54.49	59.55	71.91	56.79
Repair, machinery	17.07	25.04	8.44	0.95
Custom hire	57.61	78.22	38.94	51.58
Repair, buildings	1.18	0.25	0.05	3.43
Hired labor	4.47	0.23	10.58	6.20
Land rent	204.43	222.28	194.91	210.30
Machinery leases	5.97	9.94	4.72	6.85
Utilities	1.08	0.20	2.18	1.56
Hauling and trucking	0.76	0.15	-	2.69
Operating interest	5.42	2.32	7.60	2.64
Miscellaneous	11.76	8.91	5.77	11.18
Total direct expenses per acre	714.19	789.90	701.92	681.78
Return over direct exp per acre	262.52	-64.41	238.68	546.47
<b>Overhead Expenses</b>				
Custom hire	0.60	2.92	-	-
Hired labor	22.77	20.23	31.33	23.83
Machinery leases	4.94	2.43	10.87	6.14
Building leases	9.09	3.67	21.96	14.04
Farm insurance	6.65	6.36	5.36	7.33
Utilities	4.42	4.28	4.17	3.75
Dues & professional fees	3.91	2.74	3.79	5.09
Interest	10.54	7.42	10.47	13.90
Mach & bldg depreciation	50.63	41.37	55.89	46.13
Miscellaneous	7.46	8.38	8.80	5.77
Total overhead expenses per acre	121.00	99.81	152.64	125.98
Total dir & ovhd expenses per acre	835.19	889.71	854.56	807.76
Net return per acre	141.52	-164.22	86.04	420.49
Government payments	17.32	18.50	17.66	17.35
Net return with govt pmts	158.84	-145.71	103.70	437.84
Labor & management charge	34.17	29.42	30.61	41.39
Net return over lbr & mgt	124.67	-175.14	73.09	396.45
<b>Cost of Production</b>				
Total direct expense per ton	33.64	44.44	32.75	29.58
Total dir & ovhd exp per ton	39.34	50.06	39.87	35.04
Less govt & other income	35.24	48.06	36.57	27.41
With labor & management	36.85	49.71	38.00	29.20
Net value per unit	42.72	39.86	41.41	46.40
Machinery cost per acre	249.56	273.55	267.49	226.23
Est. labor hours per acre	3.51	3.05	4.41	3.48

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Wheat, Spring on Owned Land**

	<u><b>Avg. Of All Farms</b></u>
Number of fields	12
Number of farms	11
Acres	27.81
Yield per acre (bu.)	43.83
Operators share of yield %	100.00
Value per bu.	7.61
Other product return per acre	47.95
Total product return per acre	381.29
Crop insurance per acre	32.26
Other crop income per acre	11.22
Gross return per acre	424.77
<b>Direct Expenses</b>	
Seed	30.78
Fertilizer	75.92
Crop chemicals	17.58
Crop insurance	18.34
Storage	0.44
Fuel & oil	24.45
Repairs	29.77
Repair, machinery	1.63
Custom hire	45.76
Hauling and trucking	2.26
Operating interest	8.64
Miscellaneous	0.48
Total direct expenses per acre	256.05
Return over direct exp per acre	168.72
<b>Overhead Expenses</b>	
Hired labor	10.38
Building leases	2.42
RE & pers. property taxes	28.19
Farm insurance	5.16
Utilities	4.34
Dues & professional fees	1.25
Interest	65.87
Mach & bldg depreciation	34.98
Miscellaneous	6.72
Total overhead expenses per acre	159.30
Total dir & ovhd expenses per acre	415.34
Net return per acre	9.42
Government payments	15.93
Net return with govt pmts	25.35
Labor & management charge	27.64
Net return over lbr & mgt	-2.28
<b>Cost of Production</b>	
Total direct expense per bu.	5.84
Total dir & ovhd exp per bu.	9.48
Less govt & other income	7.03
With labor & management	7.66
Net value per unit	7.61
Machinery cost per acre	136.25
Est. labor hours per acre	2.85

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Wheat, Spring on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	27	5	6	6
Number of farms	26	5	5	6
Acres	70.22	25.76	211.24	38.53
Yield per acre (bu.)	60.59	38.08	63.07	65.57
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	7.30	7.09	7.27	7.47
Other product return per acre	16.19	-	11.87	32.45
Total product return per acre	458.46	269.81	470.44	522.12
Crop insurance per acre	1.02	-	1.52	0.00
Other crop income per acre	22.19	43.42	3.00	69.23
Gross return per acre	481.67	313.23	474.96	591.36
<b>Direct Expenses</b>				
Seed	24.42	34.86	19.50	30.21
Fertilizer	98.17	97.43	109.46	75.19
Crop chemicals	31.55	11.00	35.44	25.27
Crop insurance	16.44	7.25	20.18	9.29
Drying expense	3.67	-	5.49	-
Fuel & oil	21.19	20.23	20.99	17.64
Repairs	9.37	29.05	1.99	28.53
Repair, machinery	8.93	6.64	11.51	2.46
Custom hire	11.97	11.36	9.99	3.43
Hired labor	15.41	-	23.06	-
Land rent	132.28	225.50	115.69	130.60
Machinery leases	15.30	-	22.88	-
Hauling and trucking	0.48	1.80	0.20	-
Operating interest	7.67	5.53	8.61	5.21
Miscellaneous	0.88	1.41	0.29	4.10
Total direct expenses per acre	397.71	452.06	405.27	331.94
Return over direct exp per acre	83.95	-138.83	69.68	259.42
<b>Overhead Expenses</b>				
Hired labor	3.46	20.09	0.97	5.94
Machinery leases	0.32	1.02	-	1.90
Building leases	2.51	-	3.67	0.10
Farm insurance	2.49	5.49	0.52	6.51
Utilities	1.77	3.39	0.56	5.00
Dues & professional fees	4.62	2.05	5.83	1.76
Interest	4.32	10.39	3.26	4.82
Mach & bldg depreciation	33.99	50.20	31.12	41.03
Miscellaneous	2.86	5.76	2.07	2.00
Total overhead expenses per acre	56.34	98.38	48.01	69.06
Total dir & ovhd expenses per acre	454.05	550.44	453.28	401.00
Net return per acre	27.62	-237.21	21.68	190.36
Government payments	6.97	21.94	1.89	15.70
Net return with govt pmts	34.59	-215.27	23.57	206.06
Labor & management charge	26.87	20.14	22.56	39.73
Net return over lbr & mgt	7.72	-235.41	1.01	166.33
<b>Cost of Production</b>				
Total direct expense per bu.	6.56	11.87	6.43	5.06
Total dir & ovhd exp per bu.	7.49	14.46	7.19	6.12
Less govt & other income	6.73	12.74	6.90	4.33
With labor & management	7.17	13.27	7.25	4.93
Net value per unit	7.30	7.09	7.27	7.47
Machinery cost per acre	103.57	123.22	101.63	96.43
Est. labor hours per acre	1.70	2.50	1.64	1.43

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**CRP on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	82	14	14	15
Number of farms	73	14	14	15
Acres	19.08	23.06	14.85	8.59
Yield per acre (\$)	124.00	68.58	127.00	189.67
Operators share of yield %	100.00	100.00	100.00	100.00
Value per \$	1.00	1.00	1.00	1.00
Total product return per acre	124.00	68.58	127.00	189.67
Other crop income per acre	0.30	1.46	-	-
Gross return per acre	124.30	70.04	127.00	189.67
<b>Direct Expenses</b>				
Seed	2.27	0.03	-	-
Crop chemicals	0.82	0.78	-	-
Fuel & oil	3.33	3.72	3.91	3.34
Repairs	4.01	6.01	2.17	2.62
Repair, machinery	0.80	0.68	2.88	2.50
Custom hire	0.21	1.01	-	-
Repair, buildings	0.28	0.53	0.38	0.72
Operating interest	0.46	0.52	0.42	0.37
Total direct expenses per acre	12.19	13.28	9.81	9.55
Return over direct exp per acre	112.11	56.76	117.19	180.12
<b>Overhead Expenses</b>				
Hired labor	1.16	2.89	0.15	0.46
RE & pers. property taxes	24.32	18.52	30.81	26.31
Farm insurance	1.04	1.51	0.67	1.00
Utilities	0.57	0.70	0.53	0.73
Interest	32.77	15.64	54.42	47.89
Mach & bldg depreciation	6.41	5.88	8.91	6.84
Miscellaneous	1.27	1.89	0.76	1.50
Total overhead expenses per acre	67.54	47.03	96.26	84.73
Total dir & ovhd expenses per acre	79.73	60.31	106.07	94.28
Net return per acre	44.57	9.73	20.93	95.39
Government payments	-	-	-	-
Net return with govt pmts	44.57	9.73	20.93	95.39
Labor & management charge	6.67	6.68	5.90	6.26
Net return over lbr & mgt	37.90	3.05	15.02	89.13
<b>Cost of Production</b>				
Total direct expense per \$	0.10	0.19	0.08	0.05
Total dir & ovhd exp per \$	0.64	0.88	0.84	0.50
Less govt & other income	0.64	0.86	0.84	0.50
With labor & management	0.69	0.96	0.88	0.53
Net value per unit	1.00	1.00	1.00	1.00
Machinery cost per acre	14.00	16.87	14.92	14.88
Est. labor hours per acre	0.36	0.36	0.34	0.26

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Rented Out on Owned Land**

	<u><b>Avg. Of All Farms</b></u>
Number of fields	25
Number of farms	20
Acres	181.31
Yield per acre (\$)	258.17
Operators share of yield %	100.00
Value per \$	1.00
Total product return per acre	258.17
Gross return per acre	258.17
<b>Direct Expenses</b>	
Fuel & oil	4.06
Repairs	1.79
Repair, machinery	2.47
Repair, buildings	2.21
Total direct expenses per acre	10.78
Return over direct exp per acre	247.39
<b>Overhead Expenses</b>	
Hired labor	0.81
Building leases	0.12
RE & pers. property taxes	33.98
Farm insurance	2.76
Utilities	1.87
Dues & professional fees	0.59
Interest	37.45
Mach & bldg depreciation	20.90
Miscellaneous	7.17
Total overhead expenses per acre	105.64
Total dir & ovhd expenses per acre	116.43
Net return per acre	141.74
Government payments	-
Net return with govt pmts	141.74
Labor & management charge	20.21
Net return over lbr & mgt	121.53
<b>Cost of Production</b>	
Total direct expense per \$	0.04
Total dir & ovhd exp per \$	0.45
Less govt & other income	0.45
With labor & management	0.53
Net value per unit	1.00
Machinery cost per acre	17.90
Est. labor hours per acre	0.40

## EXPLANATION OF INDIVIDUAL LIVESTOCK ENTERPRISE ANALYSES

Productive livestock enterprises are an important part of many Minnesota farm businesses. Many farms have one or more livestock enterprises. The following tables pertain to these livestock enterprises. Statistically, a larger data base provides more credibility. In an effort to increase the credibility and usefulness of the livestock enterprise analyses and to allow the inclusion of more livestock tables, statewide (rather than regional) data was used in computing the following livestock tables.

Costs that are easily charged to a specific livestock enterprise are termed *Direct Costs*. This category includes costs such as feed, veterinary costs, livestock supplies, custom hire, and marketing.

Other costs are less easily charged directly, and are allocated by formula. These are termed *Overhead Expenses*, and include things like interest, depreciation, dues, insurance, etc.

The table format varies slightly for the different livestock enterprises. Each begins with a calculation of Gross Return with income generated (product sales, market animal sales, cull breeding stock sales, value of butchers, and/or transfers out to other enterprises) minus costs incurred (purchases, transfers in) and adjusted for inventory changes. The Direct and Overhead Expenses are then applied to arrive at the Net Return from the enterprise, typically on a per cow, per head, or per cwt basis.

Each livestock enterprise analysis also includes *Other Information* that provides production and efficiency data that indicate the strengths and/or weaknesses of the enterprise.



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**Livestock Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Statewide Combined Database**  
**(Farms Sorted By Return to Overhead)**

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

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	58		10		13		11	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Other income		38.09		24.96		38.84		45.00
Gross margin		38.09		24.96		38.84		45.00
<b>Direct Expenses</b>								
Supplies		1.81		2.39		2.76		0.85
Contract production exp.		0.69		0.85		0.86		0.67
Fuel & oil		2.06		1.82		2.65		1.50
Repairs		3.09		5.87		3.27		1.85
Repair, machinery		0.23		0.18		0.23		0.43
Repair, livestock equip		0.24		0.40		0.27		0.40
Custom hire		0.54		0.80		0.29		0.44
Repair, buildings		0.39		0.47		0.55		0.19
Hired labor		0.66		2.82		0.74		-
Utilities		1.01		1.18		0.77		0.37
Total direct expenses		10.73		16.78		12.40		6.69
Return over direct expense		27.36		8.18		26.45		38.31
<b>Overhead Expenses</b>								
Hired labor		0.84		0.11		0.55		1.56
Machinery leases		0.40		-		0.72		0.70
Building leases		0.97		1.05		0.53		2.42
RE & pers. property taxes		0.85		0.77		1.04		0.67
Farm insurance		1.83		1.25		1.40		1.79
Utilities		1.34		1.15		1.20		1.63
Dues & professional fees		0.26		0.43		0.44		0.02
Interest		4.28		2.79		3.22		6.44
Mach & bldg depreciation		10.40		4.84		8.30		16.68
Miscellaneous		0.98		0.71		0.38		1.61
Total overhead expenses		22.17		13.11		17.78		33.52
Total dir & ovhd expenses		32.90		29.89		30.18		40.21
Net return		5.19		-4.92		8.67		4.79
Labor & management charge		6.22		3.82		7.65		4.70
Net return over lbr & mgt		-1.03		-8.74		1.02		0.09
<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		0.37		0.28		0.45		0.23
<b>Other Information</b>								
Number of pigs		6,238		3,699		8,334		9,680
Pigs per pig space (per year)		2.30		1.75		2.48		2.39
Net return per 100 sq. ft.		68.40		-65.48		117.52		62.29
Net return per labor hour		14.19		-17.35		19.24		20.82
Square feet per pig space		7.59		7.52		7.37		7.69

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**Hogs, Farrow To Finish -- Average Per Litter**

	<u>Avg. Of All Farms</u>	
Number of farms	6	
	Quantity	Value
Raised Hogs sold (lb)	1,806.6	1,273.95
Cull sales (lb)	36.6	25.54
Other income		2.47
Purchased (lb)	-8.3	-10.69
Inventory change (lb)	-7.4	58.85
Gross margin		1,350.11
<b>Direct Expenses</b>		
Protein Vit Minerals (lb.)	2,227.0	483.17
Complete Ration (lb.)	114.6	26.41
Corn (bu.)	70.2	313.24
Other feed stuffs (lb)	8.5	-
Breeding fees		16.80
Veterinary		66.94
Supplies		59.17
Fuel & oil		14.94
Repairs		19.50
Hired labor		93.07
Utilities		28.33
Marketing		18.75
Operating interest		10.35
Total direct expenses		1,150.68
Return over direct expense		199.44
<b>Overhead Expenses</b>		
Building leases		18.91
Farm insurance		14.43
Interest		7.10
Mach & bldg depreciation		41.73
Miscellaneous		12.00
Total overhead expenses		94.17
Total dir & ovhd expenses		1,244.85
Net return		105.27
Labor & management charge		30.26
Net return over lbr & mgt		75.01
<b>Cost of Production/Cwt. Carcass Sold</b>		
Total direct expense per unit		92.07
Total dir & ovhd expense per unit		99.60
With other revenue adjustments		98.83
With labor and management		101.25
Est. labor hours per unit		5.60
<b>Other Information</b>		
Average number of sows		366.2
Litters farrowed		832
Litters per sow		2.27
Litters per crate		12.67
Pigs born per litter		11.66
Pigs weaned per litter		10.24
Pigs weaned per sow		22.62
Pigs sold per litter		8.67
Percent substandard hogs		1
Lb. of feed / lb. of gain		3.43
Feed cost / cwt. of gain		44.95
Feed cost per litter		822.81
Avg wgt/Raised Hogs sold		208
Avg price / cwt.		70.52
Average carcass weight		145
Average price / cwt. carcass		100.66

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

	<b>Avg. Of All Farms</b>	
Number of farms	8	
	Quantity	Value
Other income		32.43
Gross margin		32.43
<b>Direct Expenses</b>		
Supplies		0.69
Fuel & oil		1.93
Repairs		1.99
Repair, machinery		0.93
Custom hire		0.21
Hired labor		2.11
Utilities		0.72
Total direct expenses		8.59
Return over direct expense		23.84
<b>Overhead Expenses</b>		
Hired labor		0.64
RE & pers. property taxes		0.57
Farm insurance		0.96
Utilities		0.86
Interest		2.84
Mach & bldg depreciation		7.17
Miscellaneous		0.91
Total overhead expenses		13.95
Total dir & ovhd expenses		22.54
Net return		9.89
Labor & management charge		4.75
Net return over lbr & mgt		5.14
<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		0.31
<b>Other Information</b>		
Number of pigs		26,677
Pigs per pig space (per year)		7.46
Net return per 100 sq. ft.		309.73
Net return per labor hour		32.28
Square feet per pig space		3.19

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**Hogs, Weaning to Finish -- Average Per Cwt. Carcass Sold**

	<u>Avg. Of All Farms</u>	
Number of farms	23	
	Quantity	Value
Wean-Fin Pig sold (lb)	134.96	89.50
Transferred out (lb)	0.76	0.96
Cull sales (lb)	0.60	0.21
Other income		-0.18
Purchased (lb)	-6.68	-21.53
Transferred in (lb)	-1.00	-3.79
Inventory change (lb)	4.71	4.31
Gross margin		69.49
<b>Direct Expenses</b>		
Protein Vit Minerals (lb.)	91.71	20.55
Complete Ration (lb.)	34.96	6.05
Corn (bu.)	3.51	20.49
Protein Supplement (lb.)	3.74	0.87
DDGS, dry (lb.)	28.80	3.24
Other feed stuffs (lb)	1.04	0.20
Veterinary		1.63
Supplies		1.56
Contract production exp.		3.79
Fuel & oil		0.82
Repairs		0.92
Custom hire		0.92
Hauling and trucking		0.68
Marketing		0.64
Operating interest		0.33
Total direct expenses		62.71
Return over direct expense		6.77
<b>Overhead Expenses</b>		
Hired labor		0.90
Building leases		1.57
Farm insurance		0.43
Utilities		0.40
Interest		0.82
Mach & bldg depreciation		1.18
Miscellaneous		0.44
Total overhead expenses		5.74
Total dir & ovhd expenses		68.46
Net return		1.03
Labor & management charge		2.32
Net return over lbr & mgt		-1.29
<b>Cost of Production/Cwt. Carcass Sold</b>		
Total direct expense per unit		83.38
Total dir & ovhd expense per unit		89.13
With other revenue adjustments		89.44
With labor and management		91.76
Est. labor hours per unit		0.16
<b>Other Information</b>		
No. purchased or trans in		15,868
Number sold or trans out		13,821
Percentage death loss		4.9
Percent substandard hogs		2
Avg. daily gain (lb.)		1.53
Lb. of feed / lb. of gain		2.64
Feed cost per cwt. of gain		38.51
Feed cost per head		97.92
Average purchase weight		14
Avg wgt / Wean-Fin Pig sold		270
Avg purch price / head		43.99
Avg sales price / cwt.		66.32
Average carcass weight		203
Average price / cwt. carcass		88.95

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

	<u>Avg. Of All Farms</u>		<u>High 20%</u>	
Number of farms	29		6	
	Quantity	Value	Quantity	Value
Finish Hogs sold (lb)	135.28	90.42	134.29	89.15
Transferred out (lb)	0.78	0.48	-	-
Other income		0.61		-
Purchased (lb)	-20.24	-22.89	-26.83	-27.11
Transferred in (lb)	-6.42	-7.98	-	-
Inventory change (lb)	-1.11	-1.00	-3.83	-0.39
Gross margin		59.64		61.64
<b>Direct Expenses</b>				
Corn Distillers Grn (dry) (lb.)	5.56	0.68	18.87	2.35
Protein Vit Minerals (lb.)	65.36	16.07	45.77	15.25
Complete Ration (lb.)	48.57	7.05	67.71	8.96
Corn (bu.)	3.01	17.87	2.24	10.86
DDGS, dry (lb.)	19.24	2.26	-	-
Other feed stuffs (lb)	0.02	0.29	-	-
Veterinary		0.37		0.14
Supplies		1.85		1.67
Contract production exp.		0.13		-
Fuel & oil		0.44		0.73
Custom hire		0.78		0.07
Machinery leases		0.34		-
Hauling and trucking		1.06		0.63
Operating interest		0.62		0.44
Miscellaneous		0.33		-
Total direct expenses		50.13		41.10
Return over direct expense		9.51		20.55
<b>Overhead Expenses</b>				
Hired labor		0.69		1.92
Building leases		2.31		0.35
Farm insurance		0.61		0.82
Utilities		0.56		0.97
Mach & bldg depreciation		1.23		0.85
Miscellaneous		0.97		2.13
Total overhead expenses		6.38		7.03
Total dir & ovhd expenses		56.51		48.13
Net return		3.13		13.52
Labor & management charge		2.29		3.27
Net return over lbr & mgt		0.84		10.24
<b>Cost of Production/Cwt. Carcass Sold</b>				
Total direct expense per unit		81.89		68.60
Total dir & ovhd expense per unit		88.27		75.63
With other revenue adjustments		87.76		75.63
With labor and management		90.05		78.90
Est. labor hours per unit		0.12		0.18
<b>Other Information</b>				
No. purchased or trans in	5,566		4,486	
Number sold or trans out	5,444		4,382	
Percentage death loss	2.6		1.9	
Percent substandard hogs	2		1	
Avg. daily gain (lb.)	1.56		1.92	
Lb. of feed / lb. of gain	2.83		2.49	
Feed cost per cwt. of gain	40.77		36.11	
Feed cost per head	91.56		82.38	
Average purchase weight	52		54	
Avg wgt / Finish Hogs sold	271		281	
Avg purch price / head	58.72		54.98	
Avg sales price / cwt.	66.84		66.38	
Average carcass weight	204		211	
Average price / cwt. carcass	89.60		88.83	

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

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	373		74		74		75	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	22,995.4	4,642.62	18,314.8	3,604.79	22,451.4	4,480.90	24,373.5	5,015.61
Dairy Calves sold (hd)	0.3	51.92	0.2	26.81	0.3	37.51	0.3	67.86
Transferred out (hd)	0.7	38.46	0.8	41.75	0.6	28.14	0.7	50.50
Cull sales (hd)	0.3	284.07	0.3	253.19	0.3	256.42	0.3	305.10
Other income		78.99		82.86		93.17		74.88
Purchased (hd)	0.0	-35.28	0.1	-97.66	0.0	-59.93	0.0	-8.78
Transferred in (hd)	0.4	-54.71	0.4	-52.93	0.4	-36.55	0.4	-67.22
Inventory change (hd)	0.0	31.91	0.0	34.73	0.0	45.77	0.0	43.18
Dairy repl net cost		-631.19		-749.62		-606.39		-621.90
Gross margin		4,406.79		3,143.93		4,239.03		4,859.23
<b>Direct Expenses</b>								
Cottonseed (lb.)	191.9	33.24	95.5	16.01	169.2	31.75	386.7	67.10
Protein Vit Minerals (lb.)	3,105.0	776.96	3,106.0	776.58	2,896.6	725.37	3,242.0	790.70
Complete Ration (lb.)	3,432.5	347.69	789.9	178.42	13,709.8	357.66	1,183.2	201.30
Corn (bu.)	60.8	326.56	58.3	332.78	58.0	330.30	66.2	338.79
Corn Silage (lb.)	17,376.4	372.83	15,441.0	345.49	16,430.2	361.66	18,409.9	383.29
Hay, Alfalfa (lb.)	2,751.1	257.73	3,792.8	382.94	3,452.6	327.71	2,330.8	207.21
Haylage, Alfalfa (lb.)	3,948.3	158.48	3,702.8	169.49	3,255.1	129.19	3,758.7	153.68
Other feed stuffs (lb)	3,557.1	122.44	2,105.4	120.17	3,479.3	158.30	6,208.9	148.97
Breeding fees		46.85		33.24		48.17		45.30
Veterinary		112.67		90.60		107.22		118.02
Supplies		265.20		219.26		263.08		257.93
Fuel & oil		106.66		88.57		99.32		132.70
Repairs		123.89		142.61		111.10		121.69
Custom hire		63.43		53.91		57.37		53.46
Hired labor		230.20		170.93		237.06		111.11
Hauling and trucking		49.06		47.81		42.05		45.14
Marketing		49.17		47.08		46.58		57.92
Bedding		66.63		59.47		88.11		60.91
Total direct expenses		3,509.69		3,275.36		3,522.00		3,295.22
Return over direct expense		897.10		-131.43		717.03		1,564.01
<b>Overhead Expenses</b>								
Hired labor		159.03		40.76		100.60		318.75
Building leases		42.60		6.38		25.36		63.30
Farm insurance		40.85		45.14		41.24		39.87
Utilities		65.06		70.07		62.89		78.54
Interest		91.11		113.76		90.12		83.93
Mach & bldg depreciation		148.17		133.18		150.09		169.82
Miscellaneous		61.45		58.03		61.63		63.09
Total overhead expenses		608.27		467.33		531.93		817.29
Total dir & ovhd expenses		4,117.96		3,742.69		4,053.93		4,112.51
Net return		288.82		-598.76		185.10		746.72
Labor & management charge		196.51		232.04		206.58		204.93
Net return over lbr & mgt		92.31		-830.80		-21.48		541.79
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		15.17		17.80		15.60		13.44
Total dir & ovhd expense per unit		17.80		20.34		17.96		16.77
With other revenue adjustments		18.93		22.93		19.13		17.52
With labor and management		19.77		24.19		20.04		18.36
Est. labor hours per unit		40.04		36.13		37.33		40.43
<b>Other Information</b>								
Number of cows		180.0		102.3		151.5		272.9
Milk produced per cow		23,134		18,404		22,577		24,524
Total milk sold		4,139,341		1,874,187		3,401,790		6,652,106
Lb. of milk sold per FTE		1,608,011		1,419,476		1,683,816		1,687,940
Culling percentage		31.0		28.6		28.4		32.9
Turnover rate		38.6		38.4		37.0		39.1
Cow death loss percent		7.0		8.7		7.9		5.5
Percent of barn capacity		113.8		103.6		111.8		114.5
Feed cost per day		6.56		6.36		6.64		6.28
Feed cost per cwt. of milk		10.36		12.62		10.73		9.34
Feed cost per cow		2,395.93		2,321.88		2,421.94		2,291.04
Avg. milk price per cwt.		20.19		19.68		19.96		20.58

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

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	373		74		74		75	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	99.40	20.07	99.51	19.59	99.44	19.85	99.39	20.45
Dairy Calves sold (hd)	0.00	0.22	0.00	0.15	0.00	0.17	0.00	0.28
Transferred out (hd)	0.00	0.17	0.00	0.23	0.00	0.12	0.00	0.21
Cull sales (hd)	0.00	1.23	0.00	1.38	0.00	1.14	0.00	1.24
Other income		0.34		0.45		0.41		0.31
Purchased (hd)	0.00	-0.15	0.00	-0.53	0.00	-0.27	0.00	-0.04
Transferred in (hd)	0.00	-0.24	0.00	-0.29	0.00	-0.16	0.00	-0.27
Inventory change (hd)	0.00	0.14	0.00	0.19	0.00	0.20	0.00	0.18
Dairy repl net cost		-2.73		-4.07		-2.69		-2.54
Gross margin		19.05		17.08		18.78		19.81
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	13.42	3.36	16.88	4.22	12.83	3.21	13.22	3.22
Complete Ration (lb.)	14.84	1.50	4.29	0.97	60.73	1.58	4.82	0.82
Corn (bu.)	0.26	1.41	0.32	1.81	0.26	1.46	0.27	1.38
Corn Silage (lb.)	75.11	1.61	83.90	1.88	72.77	1.60	75.07	1.56
Hay, Alfalfa (lb.)	11.89	1.11	20.61	2.08	15.29	1.45	9.50	0.84
Haylage, Alfalfa (lb.)	17.07	0.69	20.12	0.92	14.42	0.57	15.33	0.63
Other feed stuffs (lb)	16.21	0.67	11.96	0.74	16.16	0.84	26.89	0.88
Breeding fees		0.20		0.18		0.21		0.18
Veterinary		0.49		0.49		0.47		0.48
Supplies		1.02		0.99		1.02		1.00
Fuel & oil		0.46		0.48		0.44		0.54
Repairs		0.54		0.77		0.49		0.50
Custom hire		0.27		0.29		0.25		0.22
Hired labor		1.00		0.93		1.05		0.45
Utilities		0.13		0.20		0.15		0.05
Hauling and trucking		0.21		0.26		0.19		0.18
Marketing		0.21		0.26		0.21		0.24
Bedding		0.29		0.32		0.39		0.25
Total direct expenses		15.17		17.80		15.60		13.44
Return over direct expense		3.88		-0.71		3.18		6.38
<b>Overhead Expenses</b>								
Hired labor		0.69		0.22		0.45		1.30
Building leases		0.18		0.03		0.11		0.26
Farm insurance		0.18		0.25		0.18		0.16
Utilities		0.28		0.38		0.28		0.32
Interest		0.39		0.62		0.40		0.34
Mach & bldg depreciation		0.64		0.72		0.66		0.69
Miscellaneous		0.27		0.32		0.27		0.26
Total overhead expenses		2.63		2.54		2.36		3.33
Total dir & ovhd expenses		17.80		20.34		17.96		16.77
Net return		1.25		-3.25		0.82		3.04
Labor & management charge		0.85		1.26		0.91		0.84
Net return over lbr & mgt		0.40		-4.51		-0.10		2.21
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		15.17		17.80		15.60		13.44
Total dir& ovhd expense per unit		17.80		20.34		17.96		16.77
With other revenue adjustments		18.93		22.93		19.13		17.52
With labor and management		19.77		24.19		20.04		18.36
Est. labor hours per unit		0.17		0.20		0.17		0.16
<b>Other Information</b>								
Number of cows		180.0		102.3		151.5		272.9
Milk produced per cow		23,134		18,404		22,577		24,524
Total milk sold		4,139,341		1,874,187		3,401,790		6,652,106
Lb. of milk sold per FTE		1,608,011		1,419,476		1,683,816		1,687,940
Culling percentage		31.0		28.6		28.4		32.9
Turnover rate		38.6		38.4		37.0		39.1
Cow death loss percent		7.0		8.7		7.9		5.5
Percent of barn capacity		113.8		103.6		111.8		114.5
Feed cost per day		6.56		6.36		6.64		6.28
Feed cost per cwt. of milk		10.36		12.62		10.73		9.34
Feed cost per cow		2,395.93		2,321.88		2,421.94		2,291.04
Avg. milk price per cwt.		20.19		19.68		19.96		20.58

**Livestock Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Statewide Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Dairy and Repl Heifers Excluding Organic -- Average Per Cow**

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	310		62		62		62	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	23,206.5	4,691.50	18,262.9	3,596.81	22,607.1	4,534.27	24,346.6	5,014.21
Dairy Calves sold (hd)	-	84.22	-	53.16	-	79.09	-	102.71
Transferred out (hd)	-	22.81	-	34.95	-	15.41	-	28.22
Cull sales (hd)	-	299.12	-	254.18	-	272.67	-	315.23
Other income	-	82.11	-	81.37	-	93.16	-	68.36
Purchased (hd)	-	-54.32	-	-217.61	-	-43.49	-	-17.97
Transferred in (hd)	-	-2.62	-	-9.05	-	-3.80	-	-0.18
Inventory change (hd)	-	57.96	-	108.47	-	60.79	-	70.49
Gross margin		5,180.77		3,902.28		5,008.11		5,581.06
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	3,467.0	864.60	3,067.2	775.12	3,179.9	808.02	3,986.8	946.97
Complete Ration (lb.)	4,901.9	389.43	1,298.7	281.58	14,728.9	436.58	937.6	174.57
Corn (bu.)	66.6	359.11	64.9	375.46	60.3	346.30	70.7	365.48
Corn Silage (lb.)	21,279.3	458.79	20,445.4	460.49	20,850.2	462.84	22,210.9	477.75
Hay, Alfalfa (lb.)	3,358.2	301.09	4,660.4	473.92	3,647.8	355.54	3,040.4	257.50
Hay, Grass (lb.)	857.7	50.37	2,127.0	108.86	970.7	65.02	651.5	43.27
Haylage, Alfalfa (lb.)	4,774.7	183.38	5,344.2	234.61	3,447.7	136.04	4,139.2	165.40
Other feed stuffs (lb)	4,753.6	201.77	2,414.4	174.51	3,475.3	205.13	8,527.0	279.22
Breeding fees		60.18		41.71		59.56		57.14
Veterinary		127.81		92.89		130.88		133.24
Supplies		323.83		271.18		321.74		301.87
Contract production exp.		126.58		24.28		151.63		128.07
Fuel & oil		123.77		102.91		103.45		151.29
Repairs		138.99		159.66		126.11		132.10
Custom hire		72.69		66.14		71.51		54.99
Hired labor		269.86		170.59		288.30		126.62
Marketing		50.52		46.08		47.86		60.15
Bedding		85.71		72.98		110.38		77.50
Total direct expenses		4,188.49		3,932.98		4,226.88		3,933.13
Return over direct expense		992.28		-30.70		781.22		1,647.94
<b>Overhead Expenses</b>								
Hired labor		162.50		47.00		92.16		362.65
Building leases		53.06		12.66		39.20		71.78
Utilities		75.74		84.31		66.63		89.63
Interest		102.61		145.91		105.18		89.08
Mach & bldg depreciation		169.48		161.08		153.75		191.08
Miscellaneous		112.62		115.23		112.05		111.87
Total overhead expenses		676.01		566.20		568.98		916.09
Total dir & ovhd expenses		4,864.50		4,499.18		4,795.86		4,849.22
Net return		316.27		-596.90		212.25		731.85
Labor & management charge		226.19		273.62		213.08		220.17
Net return over lbr & mgt		90.07		-870.52		-0.83		511.67
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		17.94		21.40		18.59		16.07
Total dir & ovhd expense per unit		20.84		24.48		21.09		19.81
With other revenue adjustments		18.85		22.93		19.12		17.60
With labor and management		19.82		24.42		20.06		18.50
Est. labor hours per unit		47.58		42.54		44.21		47.61
<b>Other Information</b>								
Number of cows		189.6		99.5		171.3		301.4
Milk produced per cow		23,342		18,376		22,738		24,473
Total milk sold		4,400,426		1,816,469		3,872,568		7,338,421
Lb. of milk sold per FTE		1,365,700		1,201,967		1,431,782		1,431,938
Culling percentage		31.7		28.8		29.1		33.7
Turnover rate		39.5		37.7		38.0		40.1
Cow death loss percent		7.0		7.8		8.3		5.7
Percent of barn capacity		113.6		103.9		114.9		112.9
Feed cost per day		7.69		7.90		7.71		7.43
Feed cost per cwt. of milk		12.03		15.70		12.38		11.07
Feed cost per cow		2,808.54		2,884.56		2,815.46		2,710.17
Avg. milk price per cwt.		20.22		19.69		20.06		20.60



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**Dairy and Repl Heifers Excluding Organic -- Average Per Cwt. Of Milk**

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	310		62		62		62	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	99.42	20.10	99.38	19.57	99.43	19.94	99.48	20.49
Dairy Calves sold (hd)	-	0.36	-	0.29	-	0.35	-	0.42
Transferred out (hd)	-	0.10	-	0.19	-	0.07	-	0.12
Cull sales (hd)	-	1.28	-	1.38	-	1.20	-	1.29
Other income	-	0.35	-	0.44	-	0.41	-	0.28
Purchased (hd)	-	-0.23	-	-1.18	-	-0.19	-	-0.07
Transferred in (hd)	-	-0.01	-	-0.05	-	-0.02	-	0.00
Inventory change (hd)	-	0.25	-	0.59	-	0.27	-	0.29
Gross margin		22.19		21.24		22.03		22.80
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	14.85	3.70	16.69	4.22	13.99	3.55	16.29	3.87
Complete Ration (lb.)	21.00	1.67	7.07	1.53	64.78	1.92	3.83	0.71
Corn (bu.)	0.29	1.54	0.35	2.04	0.27	1.52	0.29	1.49
Corn Silage (lb.)	91.16	1.97	111.26	2.51	91.70	2.04	90.76	1.95
Hay, Alfalfa (lb.)	14.39	1.29	25.36	2.58	16.04	1.56	12.42	1.05
Hay, Grass (lb.)	3.67	0.22	11.57	0.59	4.27	0.29	2.66	0.18
Haylage, Alfalfa (lb.)	20.45	0.79	29.08	1.28	15.16	0.60	16.91	0.68
Other feed stuffs (lb)	20.36	0.86	13.14	0.95	15.28	0.90	34.84	1.14
Veterinary		0.55		0.51		0.58		0.54
Supplies		1.65		1.68		1.70		1.54
Contract production exp.		0.54		0.13		0.67		0.52
Fuel & oil		0.53		0.56		0.45		0.62
Repairs		0.60		0.87		0.55		0.54
Custom hire		0.31		0.36		0.31		0.22
Hired labor		1.16		0.93		1.27		0.52
Hauling and trucking		0.21		0.27		0.19		0.17
Bedding		0.37		0.40		0.49		0.32
Total direct expenses		17.94		21.40		18.59		16.07
Return over direct expense		4.25		-0.17		3.44		6.73
<b>Overhead Expenses</b>								
Hired labor		0.70		0.26		0.41		1.48
Building leases		0.23		0.07		0.17		0.29
Farm insurance		0.20		0.27		0.20		0.18
Utilities		0.32		0.46		0.29		0.37
Interest		0.44		0.79		0.46		0.36
Mach & bldg depreciation		0.73		0.88		0.68		0.78
Miscellaneous		0.28		0.36		0.29		0.28
Total overhead expenses		2.90		3.08		2.50		3.74
Total dir & ovhd expenses		20.84		24.48		21.09		19.81
Net return		1.35		-3.25		0.93		2.99
Labor & management charge		0.97		1.49		0.94		0.90
Net return over lbr & mgt		0.39		-4.74		0.00		2.09
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		17.94		21.40		18.59		16.07
Total dir & ovhd expense per unit		20.84		24.48		21.09		19.81
With other revenue adjustments		18.85		22.93		19.12		17.60
With labor and management		19.82		24.42		20.06		18.50
Est. labor hours per unit		0.20		0.23		0.19		0.19
<b>Other Information</b>								
Number of cows		189.6		99.5		171.3		301.4
Milk produced per cow		23,342		18,376		22,738		24,473
Total milk sold		4,400,426		1,816,469		3,872,568		7,338,421
Lb. of milk sold per FTE		1,365,700		1,201,967		1,431,782		1,431,938
Culling percentage		31.7		28.8		29.1		33.7
Turnover rate		39.5		37.7		38.0		40.1
Cow death loss percent		7.0		7.8		8.3		5.7
Percent of barn capacity		113.6		103.9		114.9		112.9
Feed cost per day		7.69		7.90		7.71		7.43
Feed cost per cwt. of milk		12.03		15.70		12.38		11.07
Feed cost per cow		2,808.54		2,884.56		2,815.46		2,710.17
Avg. milk price per cwt.		20.22		19.69		20.06		20.60

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

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	351		70		70		71	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Replacements sold (hd)	0.1	38.55	0.1	35.99	0.1	44.76	0.1	56.77
Transferred out (hd)	0.4	552.16	0.4	341.69	0.4	515.11	0.5	744.01
Cull sales (hd)	0.0	5.12	0.0	7.88	0.0	4.88	0.0	1.15
Other income		1.41		1.54		0.74		0.53
Purchased (hd)	0.0	-23.93	0.0	-33.16	0.0	-19.71	0.0	-57.00
Transferred in (hd)	0.6	-113.35	0.6	-124.08	0.6	-105.89	0.7	-129.84
Inventory change (hd)	0.0	37.25	0.0	-6.44	0.0	42.35	0.1	88.97
Gross margin		497.22		223.42		482.24		704.60
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	672.7	87.79	430.3	119.34	512.3	107.20	233.6	61.70
Milk Replacer (lb.)	10.1	14.37	15.1	25.14	16.1	17.04	5.1	7.86
Milk (lb.)	110.7	18.66	93.8	16.62	115.1	17.35	131.5	23.54
Complete Ration (lb.)	1,607.0	64.05	300.2	62.43	154.8	38.44	344.4	82.30
Corn (bu.)	5.7	31.51	9.0	51.38	6.3	36.34	6.3	32.24
Corn Silage (lb.)	4,238.5	92.40	5,670.0	134.29	4,775.9	92.15	3,290.2	68.59
Hay, Alfalfa (lb.)	865.4	68.14	1,346.5	122.04	617.7	53.69	878.1	62.16
Hay, Grass (lb.)	678.8	39.49	941.1	56.95	775.8	48.76	426.5	24.70
Haylage, Alfalfa (lb.)	745.4	29.37	1,149.2	34.94	812.3	33.11	680.0	22.12
Other feed stuffs (lb)	1,004.8	38.54	672.6	43.78	1,211.2	38.79	1,091.1	21.34
Breeding fees		12.08		14.43		12.88		11.47
Veterinary		18.16		19.47		26.92		17.04
Supplies		20.82		32.08		15.27		23.04
Contract production exp.		79.25		55.26		79.36		62.00
Fuel & oil		17.44		18.27		14.56		19.64
Repairs		21.08		27.89		16.31		18.93
Custom hire		4.99		17.63		5.43		2.72
Hired labor		20.35		30.91		11.01		15.05
Bedding		17.62		21.16		24.68		9.05
Total direct expenses		696.10		903.99		689.30		585.48
Return over direct expense		-198.88		-680.58		-207.06		119.11
<b>Overhead Expenses</b>								
Hired labor		26.47		24.01		27.15		27.17
Building leases		6.55		1.86		2.73		10.13
Utilities		11.59		11.45		11.94		11.72
Interest		15.66		18.10		12.67		14.59
Mach & bldg depreciation		25.09		29.65		22.84		25.64
Miscellaneous		17.33		24.91		13.56		16.95
Total overhead expenses		102.68		109.98		90.88		106.21
Total dir & ovhd expenses		798.79		1,013.97		780.18		691.69
Net return		-301.57		-790.55		-297.94		12.90
Labor & management charge		34.10		46.96		33.54		34.65
Net return over lbr & mgt		-335.67		-837.52		-331.48		-21.75
<b>Cost of Production Per Head Per Day</b>								
Total direct expense per unit		2.17		2.90		2.10		1.87
Total dir & ovhd expense per unit		2.45		3.20		2.35		2.16
With other revenue adjustments		2.45		3.20		2.35		2.16
With labor and management		2.54		3.33		2.44		2.25
Est. labor hours per unit		6.55		7.06		5.58		6.31
<b>Other Information</b>								
No. purchased or trans in		100		76		95		126
Number sold or trans out		83		65		79		103
Average number of head		158		114		156		174
Percentage death loss		9.2		13.5		7.7		6.5
Feed cost per average head		484.32		666.91		482.88		406.56
Feed cost/head sold/trans		920.25		1,165.04		953.69		681.96
Total cost/head sold/trans		1,760.21		2,122.87		1,760.42		1,379.73
Feed cost per head per day		1.33		1.83		1.32		1.11
Avg. purch price / head		1,131.91		1,197.47		1,096.13		1,158.73
Avg. sales price / head		429.28		290.77		403.61		508.63

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

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	109		21		22		22	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Dairy Finish sold (lb)	124.54	140.95	126.86	134.86	123.04	140.30	112.70	127.70
Transferred out (lb)	0.80	0.41	-	-	-	-	2.05	2.47
Other income		1.84		2.47		1.45		1.36
Purchased (lb)	-36.73	-42.92	-15.27	-20.65	-32.05	-43.97	-12.87	-11.42
Transferred in (lb)	-3.96	-5.69	-14.98	-19.86	-1.36	-2.11	-8.21	-10.84
Inventory change (lb)	13.71	22.92	1.31	5.88	9.03	22.08	5.20	14.61
Gross margin		117.51		102.70		117.75		123.88
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	89.37	16.85	48.58	11.09	75.16	13.13	39.96	10.36
Milk Replacer (lb.)	1.00	1.34	0.85	1.69	2.11	2.59	0.94	1.28
Complete Ration (lb.)	57.09	3.12	49.67	11.01	24.72	3.43	15.81	1.33
Corn (bu.)	9.07	51.59	11.24	64.88	9.39	54.79	7.90	41.21
Corn Silage (lb.)	184.14	4.29	599.83	14.36	126.12	2.77	115.89	2.75
Hay, Alfalfa (lb.)	25.99	2.28	181.35	16.05	10.88	1.11	26.18	2.34
Hay, Grass (lb.)	27.42	1.57	56.60	3.68	30.53	1.88	16.93	0.73
Oats (bu.)	0.09	0.36	0.66	2.38	0.02	0.06	0.05	0.21
DDGS, dry (lb.)	22.76	2.19	-	-	66.11	6.28	13.19	1.88
DDGS, wet (lb.)	20.22	1.04	-	-	42.74	2.24	21.56	0.79
Other feed stuffs (lb)	93.16	5.11	41.73	2.78	3.78	0.44	101.34	3.68
Veterinary		2.03		2.82		2.88		1.49
Supplies		4.80		3.78		4.98		3.20
Fuel & oil		2.12		2.34		2.28		1.28
Repairs		2.97		4.49		3.58		1.99
Bedding		1.42		0.62		2.77		1.50
Operating interest		1.19		0.61		1.66		0.25
Total direct expenses		104.25		142.57		106.90		76.26
Return over direct expense		13.25		-39.87		10.85		47.62
<b>Overhead Expenses</b>								
Hired labor		1.49		0.57		1.94		2.31
Utilities		1.18		1.63		1.24		1.48
Interest		1.39		2.86		1.26		1.58
Mach & bldg depreciation		3.33		5.44		3.08		3.82
Miscellaneous		2.79		5.73		2.63		2.70
Total overhead expenses		10.18		16.23		10.14		11.89
Total dir & ovhd expenses		114.44		158.80		117.04		88.15
Net return		3.07		-56.10		0.71		35.73
Labor & management charge		5.00		8.62		5.27		2.96
Net return over lbr & mgt		-1.93		-64.72		-4.56		32.77
<b>Cost of Production Per Cwt. Produced</b>								
Total direct expense per unit		102.21		137.74		105.21		71.93
Total dir & ovhd expense per unit		110.33		150.54		113.45		82.29
With other revenue adjustments		110.33		150.54		113.45		82.29
With labor and management		114.32		157.33		117.74		84.87
Est. labor hours per unit		0.55		0.66		0.51		0.48
<b>Other Information</b>								
No. purchased or trans in		133		40		169		104
Number sold or trans out		113		36		134		87
Percentage death loss		3.2		4.2		3.9		3.9
Avg. daily gain (lb.)		2.41		1.88		2.21		2.57
Lb. of conc / lb. of gain		7.47		7.55		7.39		5.61
Lb. of feed / lb. of gain		8.91		12.23		8.24		6.93
Feed cost per cwt. of gain		89.74		127.92		88.74		66.55
Feed cost per head		840.10		1,289.38		841.72		723.39
Average purchase weight		474		302		314		496
Avg wgt / Dairy Finish sold		1,352		1,344		1,330		1,347
Avg purch price / head		553.62		408.61		430.77		439.95
Avg sales price / cwt.		113.17		106.31		114.03		113.30

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

	<u>Avg. Of All Farms</u>	
Number of farms	19	
	Quantity	Value
Milk sold (hd)	13,316.2	3,983.75
Dairy Calves sold (hd)	0.3	94.42
Transferred out (hd)	0.7	31.35
Cull sales (hd)	0.3	254.81
Other income		159.81
Purchased (hd)	0.0	-2.61
Transferred in (hd)	0.3	-115.50
Inventory change (hd)	-0.1	-54.55
Dairy repl net cost		-543.98
Gross margin		3,807.50
<b>Direct Expenses</b>		
Protein Vit Minerals (lb.)	937.2	211.60
Complete Ration (lb.)	855.8	143.52
Corn (bu.)	10.3	133.48
Haylage, Alfalfa (lb.)	2,672.1	137.94
Speltz (bu.)	0.9	7.81
Corn, Organic (bu.)	31.4	289.42
Corn Silage, Organic (lb.)	7,889.4	192.06
Hay, Alfalfa, Organic (lb.)	4,176.6	441.54
Pasture, Organic (aum)	3.3	77.33
Hay, Grass, Organic (lb.)	539.8	42.89
Other feed stuffs (lb)	2,582.5	260.37
Veterinary		50.67
Supplies		320.28
Fuel & oil		118.90
Repairs		116.82
Hired labor		64.29
Total direct expenses		2,608.92
Return over direct expense		1,198.58
<b>Overhead Expenses</b>		
Hired labor		211.07
Building leases		18.75
RE & pers. property taxes		19.22
Farm insurance		43.54
Utilities		63.91
Interest		120.56
Mach & bldg depreciation		112.75
Miscellaneous		63.60
Total overhead expenses		653.41
Total dir & ovhd expenses		3,262.33
Net return		545.17
Labor & management charge		242.48
Net return over lbr & mgt		302.68
<b>Cost of Production Per Cwt. Of Milk</b>		
Total direct expense per unit		19.02
Total dir & ovhd expense per unit		23.79
With other revenue adjustments		25.89
With labor and management		27.66
Est. labor hours per unit		38.17
<b>Other Information</b>		
Number of cows		103.8
Milk produced per cow		13,715
Total milk sold		1,381,731
Lb. of milk sold per FTE		976,881
Culling percentage		32.2
Turnover rate		37.5
Cow death loss percent		4.2
Percent of barn capacity		103.2
Feed cost per day		5.31
Feed cost per cwt. of milk		14.13
Feed cost per cow		1,937.97
Avg. milk price per cwt.		29.92

**Livestock Enterprise Analysis**  
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**Dairy Including Organic -- Average Per Cwt. Of Milk**

	<u>Avg. Of All Farms</u>	
Number of farms	19	
	Quantity	Value
Milk sold (hd)	97.09	29.05
Dairy Calves sold (hd)	0.00	0.69
Transferred out (hd)	0.00	0.23
Cull sales (hd)	0.00	1.86
Other income		1.17
Purchased (hd)	0.00	-0.02
Transferred in (hd)	0.00	-0.84
Inventory change (hd)	0.00	-0.40
Dairy repl net cost		-3.97
Gross margin		27.76
<b>Direct Expenses</b>		
Protein Vit Minerals (lb.)	6.83	1.54
Complete Ration (lb.)	6.24	1.05
Corn (bu.)	0.08	0.97
Haylage, Alfalfa (lb.)	19.48	1.01
Speltz (bu.)	0.01	0.06
Corn, Organic (bu.)	0.23	2.11
Corn Silage, Organic (lb.)	57.53	1.40
Hay, Alfalfa, Organic (lb.)	30.45	3.22
Pasture, Organic (aum)	0.02	0.56
Hay, Grass, Organic (lb.)	3.94	0.31
Other feed stuffs (lb)	18.83	1.90
Veterinary		0.37
Supplies		1.88
Fuel & oil		0.87
Repairs		0.85
Hired labor		0.47
Marketing		0.23
Bedding		0.22
Total direct expenses		19.02
Return over direct expense		8.74
<b>Overhead Expenses</b>		
Hired labor		1.54
Building leases		0.14
Farm insurance		0.32
Utilities		0.47
Interest		0.88
Mach & bldg depreciation		0.82
Miscellaneous		0.60
Total overhead expenses		4.76
Total dir & ovhd expenses		23.79
Net return		3.98
Labor & management charge		1.77
Net return over lbr & mgt		2.21
<b>Cost of Production Per Cwt. Of Milk</b>		
Total direct expense per unit		19.02
Total dir & ovhd expense per unit		23.79
With other revenue adjustments		25.89
With labor and management		27.66
Est. labor hours per unit		0.28
<b>Other Information</b>		
Number of cows		103.8
Milk produced per cow		13,715
Total milk sold		1,381,731
Lb. of milk sold per FTE		976,881
Culling percentage		32.2
Turnover rate		37.5
Cow death loss percent		4.2
Percent of barn capacity		103.2
Feed cost per day		5.31
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Feed cost per cow		1,937.97
Avg. milk price per cwt.		29.92

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**Dairy Excluding Organic -- Average Per Cow**

	<b>Avg. Of All Farms</b>		<b>Up to 50</b>		<b>51 - 100</b>		<b>101 - 200</b>		<b>201 - 500</b>		<b>Over 500</b>	
Number of farms	377		46		141		102		64		24	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	22,946.0	4,635.54	16,463.1	3,267.66	19,964.2	3,950.20	21,539.3	4,323.87	22,837.8	4,603.66	26,045.4	5,335.88
Dairy Calves sold (hd)	0.3	52.29	0.1	45.86	0.2	58.00	0.2	37.43	0.3	39.81	0.5	71.45
Transferred out (hd)	0.7	38.32	0.7	58.83	0.7	67.92	0.6	36.10	0.7	54.56	0.6	8.06
Cull sales (hd)	0.3	284.00	0.3	214.17	0.3	281.31	0.3	265.68	0.3	254.11	0.4	331.48
Other income		79.42		73.09		88.78		110.04		97.63		38.06
Purchased (hd)	0.0	-36.04	0.1	-94.69	0.0	-69.02	0.0	-33.10	0.0	-46.99	0.0	-6.11
Transferred in (hd)	0.4	-54.48	0.3	-52.30	0.4	-87.54	0.4	-47.75	0.4	-100.24	0.4	-
Inventory change (hd)	0.0	32.14	0.0	-21.41	0.0	38.75	0.0	4.30	0.0	65.18	0.0	21.27
Dairy repl net cost		-631.39		-504.66		-570.44		-619.97		-559.82		-747.30
Gross margin		4,399.79		2,986.55		3,757.98		4,076.61		4,407.90		5,052.78
<b>Direct Expenses</b>												
Protein Vit Minerals (lb.)	3,093.3	774.19	2,144.6	530.20	2,510.4	675.36	2,729.6	714.15	3,206.6	830.03	3,604.8	833.10
Complete Ration (lb.)	3,423.5	347.75	1,277.0	184.28	14,524.9	213.90	2,562.6	373.43	990.8	340.39	895.0	419.01
Corn (bu.)	60.7	325.85	64.6	350.68	60.9	343.79	57.4	313.15	59.2	316.13	63.7	332.16
Corn Silage (lb.)	17,333.4	372.31	15,070.4	329.25	16,361.3	363.12	15,618.1	322.15	17,665.3	377.61	18,848.3	409.04
Hay, Alfalfa (lb.)	2,741.9	256.72	5,122.9	466.35	4,250.3	433.13	3,209.8	282.92	2,886.6	257.38	1,331.4	131.92
Haylage, Alfalfa (lb.)	3,940.4	157.97	2,544.2	120.73	3,484.0	159.91	3,433.7	156.90	4,091.6	172.46	4,487.5	147.53
Other feed stuffs (lb)	3,778.7	158.60	2,211.2	127.46	2,103.2	125.38	2,566.8	133.26	1,883.0	139.70	7,323.7	212.38
Breeding fees		46.75		30.93		41.74		44.48		45.51		53.33
Veterinary		112.24		77.40		96.07		98.61		116.99		128.02
BST		39.32		4.66		7.28		22.41		42.64		66.55
Supplies		225.62		213.14		210.97		194.23		221.28		258.89
Fuel & oil		106.55		71.49		77.27		92.32		108.53		131.88
Repairs		123.82		105.00		128.20		114.23		130.74		123.22
Custom hire		63.21		13.24		31.90		51.12		54.80		99.13
Hired labor		229.85		15.44		69.47		118.45		232.76		400.21
Hauling and trucking		49.04		71.06		64.07		47.62		38.24		50.56
Marketing		49.07		37.85		43.04		49.88		49.52		52.14
Bedding		66.41		29.82		58.64		68.31		70.99		68.01
Total direct expenses		3,505.28		2,778.97		3,143.23		3,197.63		3,545.71		3,917.08
Return over direct expense		894.51		207.58		614.75		878.98		862.20		1,135.70
<b>Overhead Expenses</b>												
Hired labor		158.37		37.41		75.69		125.46		207.61		186.44
Building leases		42.42		10.77		16.57		39.36		35.17		66.93
Farm insurance		40.83		41.40		43.50		43.37		44.86		34.00
Utilities		64.89		96.26		85.26		67.06		63.37		51.91
Interest		91.37		76.19		83.39		98.33		109.80		74.94
Mach & bldg depreciation		148.09		90.41		144.72		150.98		152.55		148.84
Miscellaneous		61.31		67.49		65.97		51.02		65.79		61.09
Total overhead expenses		607.29		419.93		515.11		575.58		679.16		624.15
Total dir & ovhd expenses		4,112.57		3,198.90		3,658.33		3,773.21		4,224.86		4,541.23
Net return		287.22		-212.35		99.64		303.40		183.04		511.55
Labor & management charge		196.90		354.52		294.00		229.10		169.59		138.42
Net return over lbr & mgt		90.32		-566.87		-194.36		74.30		13.45		373.13
<b>Cost of Production Per Cwt. Of Milk</b>												
Total direct expense per unit		15.18		16.74		15.68		14.74		15.40		14.97
Total dir & ovhd expense per unit		17.81		19.27		18.24		17.40		18.35		17.36
With other revenue adjustments		18.94		21.10		19.30		18.66		19.34		18.51
With labor and management		19.80		23.23		20.77		19.72		20.08		19.04
Est. labor hours per unit		40.01		47.34		39.86		36.19		35.56		46.11
<b>Other Information</b>												
Number of cows		178.9		40.8		75.2		137.7		308.1		882.9
Milk produced per cow		23,087		16,597		20,052		21,687		23,027		26,163
Total milk sold		4,104,344		671,950		1,500,802		2,966,345		7,037,071		22,994,798
Lb. of milk sold per FTE		1,605,833		973,810		1,402,512		1,666,318		1,798,159		1,581,715
Culling percentage		31.0		25.1		30.5		29.3		27.8		35.8
Turnover rate		38.6		35.6		38.6		36.8		36.4		42.1
Cow death loss percent		7.0		9.4		6.9		6.0		8.1		6.3
Percent of barn capacity		113.6		91.6		109.5		108.9		116.7		118.7
Feed cost per day		6.56		5.78		6.34		6.29		6.67		6.81
Feed cost per cwt. of milk		10.37		12.71		11.54		10.59		10.57		9.50
Feed cost per cow		2,393.40		2,108.95		2,314.58		2,295.96		2,433.70		2,485.13
Avg. milk price per cwt.		20.20		19.85		19.79		20.07		20.16		20.49

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**Beef Backgrounding -- Average Per Head**

	<u>Avg. Of All Farms</u>	
Number of farms	12	
	Quantity	Value
Backgnd Beef sold (lb)	662.3	845.05
Transferred out (lb)	23.9	26.14
Other income		0.43
Purchased (lb)	-330.3	-482.16
Transferred in (lb)	-57.2	-88.60
Inventory change (lb)	22.6	95.98
Gross margin		396.84
<b>Direct Expenses</b>		
Beet Pulp (dry) (lb.)	424.6	8.31
Protein Vit Minerals (lb.)	30.4	8.52
Complete Ration (lb.)	144.4	20.51
Corn (bu.)	9.0	48.01
Corn Silage (lb.)	2,005.6	44.17
Hay, Alfalfa (lb.)	188.5	7.70
Hay, Grass (lb.)	640.6	30.67
DDGS, dry (lb.)	630.7	35.82
Sweet Corn Silage (lb.)	101.9	0.98
DDGS, wet (lb.)	14.7	3.06
Other feed stuffs (lb)	201.7	12.26
Veterinary		9.81
Supplies		15.31
Fuel & oil		12.30
Repairs		19.41
Marketing		5.38
Operating interest		8.75
Total direct expenses		290.97
Return over direct expense		105.87
<b>Overhead Expenses</b>		
Hired labor		3.56
Farm insurance		5.26
Utilities		5.05
Interest		14.18
Mach & bldg depreciation		14.58
Miscellaneous		13.23
Total overhead expenses		55.86
Total dir & ovhd expenses		346.83
Net return		50.01
Labor & management charge		21.34
Net return over lbr & mgt		28.67
<b>Cost of Production Per Cwt. Produced</b>		
Total direct expense per unit		111.53
Total dir & ovhd expense per unit		119.67
With other revenue adjustments		119.67
With labor and management		122.78
Est. labor hours per unit		2.95
<b>Other Information</b>		
No. purchased or trans in		297
Number sold or trans out		293
Percentage death loss		2.1
Avg. daily gain (lb.)		1.49
Lb. of conc / lb. of gain		8.34
Lb. of feed / lb. of gain		13.43
Feed cost per cwt. of gain		68.40
Feed cost per head		220.02
Avg wgt / Backgnd Beef sold		817
Avg sales price / cwt.		127.59

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

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	111		22		22		23	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	213.4	326.09	239.2	358.91	177.4	278.94	159.1	239.74
Transferred out (lb)	216.3	357.49	196.3	325.09	232.2	379.08	304.0	503.46
Cull sales (lb)	88.7	136.88	221.8	191.46	56.6	88.56	81.5	194.19
Other income		9.81		28.29		3.60		11.89
Purchased (lb)	-59.8	-125.54	-101.0	-166.56	-	-8.74	-106.3	-236.10
Transferred in (lb)	-17.9	-34.34	-11.4	-45.58	-28.5	-38.16	-26.5	-45.09
Inventory change (lb)	32.3	107.33	-180.2	-183.70	-5.0	-15.97	177.5	403.50
Gross margin		777.71		507.92		687.32		1,071.60
<b>Direct Expenses</b>								
Beet Pulp (dry) (lb.)	934.0	8.14	-	-	204.6	1.54	2,160.4	20.75
Protein Vit Minerals (lb.)	388.8	38.85	2,030.6	77.82	142.0	32.33	114.2	26.90
Complete Ration (lb.)	181.1	22.59	307.8	49.19	108.1	17.48	114.5	15.55
Corn (bu.)	1.6	8.74	3.9	18.61	0.5	3.06	1.0	6.25
Corn Silage (lb.)	4,906.2	78.51	12,314.1	135.02	3,147.5	57.25	3,063.7	56.41
Hay, Alfalfa (lb.)	955.6	59.95	941.6	84.95	364.3	29.40	1,510.7	79.93
Hay, Grass (lb.)	4,563.5	195.18	4,248.3	234.38	5,461.5	237.82	3,884.3	137.27
Pasture (aum)	3.6	36.86	7.8	24.13	2.1	28.80	3.5	38.33
Hay, Alfalfa, Organic (lb.)	43.1	3.23	322.0	24.15	-	-	-	-
Other feed stuffs (lb)	1,240.0	26.97	1,755.6	32.03	1,996.1	23.35	942.9	40.36
Veterinary		26.03		28.11		20.11		31.78
Supplies		43.29		43.59		35.55		52.16
Contract production exp.		3.35		-		-		13.08
Fuel & oil		34.51		41.22		37.34		30.97
Repairs		36.11		58.27		35.23		29.13
Hired labor		4.70		2.50		2.66		10.51
Total direct expenses		627.03		853.98		561.91		589.39
Return over direct expense		150.68		-346.06		125.41		482.22
<b>Overhead Expenses</b>								
Hired labor		6.54		12.57		5.41		4.64
Farm insurance		12.16		17.66		10.66		9.36
Utilities		11.12		19.10		9.36		6.85
Interest		25.78		26.73		27.02		17.42
Mach & bldg depreciation		38.78		77.81		26.94		39.06
Miscellaneous		19.68		23.14		12.64		24.66
Total overhead expenses		114.07		177.01		92.03		101.99
Total dir & ovhd expenses		741.10		1,030.99		653.95		691.37
Net return		36.61		-523.07		33.37		380.23
Labor & management charge		85.31		96.83		73.28		94.88
Net return over lbr & mgt		-48.71		-619.90		-39.91		285.35
<b>Cost of Production Per Cwt. Produced</b>								
Total direct expense per unit		131.19		226.90		128.04		99.37
Total dir & ovhd expense per unit		155.05		273.93		149.01		116.57
With other revenue adjustments		149.64		341.34		143.11		86.35
With labor and management		167.49		367.07		159.81		102.35
Est. labor hours per unit		8.48		10.31		6.83		8.54
<b>Other Information</b>								
Number of cows		81.8		55.3		124.9		100.4
Pregnancy percentage		95.4		95.3		93.7		96.1
Pregnancy loss percentage		1.7		3.1		1.7		0.3
Culling percentage		13.8		18.5		10.7		17.9
Calving percentage		93.8		92.4		92.1		95.8
Weaning percentage		85.1		84.3		82.6		88.6
Calves sold per cow		0.76		0.85		0.76		0.74
Calf death loss percent		8.7		11.2		7.5		8.0
Cow death loss percent		2.6		2.3		2.4		2.1
Cows per FTE		330.0		271.5		409.7		328.0
Average weaning weight		513		508		464		588
Lb. weaned/exposed female		437		428		383		521
Feed cost per cow		479.03		680.29		431.01		421.75
Avg wgt/ Beef Calves sold		604		616		568		644
Avg price / cwt.		152.83		150.07		157.23		150.67



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

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	56		11		11		12	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Finish Beef sold (lb)	177.28	221.24	211.23	241.45	202.71	251.23	137.23	179.54
Transferred out (lb)	1.93	2.40	2.52	2.90	0.71	1.07	0.49	0.49
Other income		2.33		2.45		2.78		0.83
Purchased (lb)	-71.06	-108.15	-66.38	-98.74	-87.84	-134.58	-47.16	-64.78
Transferred in (lb)	-10.04	-15.98	-21.88	-32.49	-6.85	-12.00	-11.30	-18.86
Inventory change (lb)	0.66	14.20	-27.83	-23.94	-11.10	-0.89	20.07	40.25
Gross margin		116.04		91.63		107.61		137.48
<b>Direct Expenses</b>								
Corn Gluten (lb.)	33.56	1.16	-	-	182.07	6.37	-	-
Protein Vit Minerals (lb.)	34.70	7.44	64.09	15.30	28.06	6.35	19.08	4.70
Complete Ration (lb.)	30.95	3.44	271.08	27.57	-	-	0.58	0.15
Corn (bu.)	6.34	33.95	5.89	34.21	6.63	38.12	6.50	31.20
Corn Silage (lb.)	308.30	6.54	319.54	7.00	493.53	11.39	284.75	5.90
Corn, Ear (lb.)	42.98	2.97	-	-	-	-	39.02	2.34
Hay, Alfalfa (lb.)	44.61	2.98	43.64	4.33	63.70	2.92	34.73	1.85
Hay, Grass (lb.)	63.05	3.01	93.31	6.90	24.62	1.64	37.68	1.91
Oats (bu.)	0.10	0.32	0.72	2.30	0.01	0.03	0.02	0.13
DDGS, dry (lb.)	74.13	4.19	5.91	0.83	71.77	7.86	199.74	8.26
DDGS, wet (lb.)	88.21	7.43	-	-	-	-	88.40	3.90
Other feed stuffs (lb)	112.67	2.16	88.58	2.81	27.27	2.05	273.66	3.77
Veterinary		1.88		3.25		2.01		2.19
Supplies		4.19		6.51		2.15		3.21
Fuel & oil		2.19		3.62		2.48		2.09
Repairs		3.28		1.79		2.95		1.69
Custom hire		1.81		1.23		0.89		0.03
Hired labor		0.77		-		0.14		1.90
Hauling and trucking		0.74		1.72		1.16		0.36
Operating interest		1.58		2.29		1.32		1.29
Total direct expenses		92.04		121.65		89.85		76.86
Return over direct expense		24.00		-30.02		17.76		60.62
<b>Overhead Expenses</b>								
Hired labor		1.46		2.52		3.86		0.01
Mach & bldg depreciation		3.83		4.23		3.72		5.08
Miscellaneous		3.37		2.97		3.84		3.57
Total overhead expenses		8.66		9.72		11.42		8.67
Total dir & ovhd expenses		100.69		131.37		101.26		85.53
Net return		15.35		-39.74		6.35		51.95
Labor & management charge		5.05		6.67		5.80		4.80
Net return over lbr & mgt		10.30		-46.42		0.55		47.15
<b>Cost of Production Per Cwt. Produced</b>								
Total direct expense per unit		111.68		128.36		115.29		86.71
Total dir & ovhd expense per unit		116.51		132.91		120.90		93.00
With other revenue adjustments		116.22		132.91		120.90		93.00
With labor and management		119.04		136.03		123.75		96.48
Est. labor hours per unit		0.40		0.55		0.67		0.30
<b>Other Information</b>								
No. purchased or trans in		201		127		173		229
Number sold or trans out		204		136		187		235
Percentage death loss		0.8		1.0		0.7		0.9
Avg. daily gain (lb.)		2.63		2.29		2.37		2.81
Lb. of conc / lb. of gain		7.06		7.05		6.78		8.39
Lb. of feed / lb. of gain		9.47		9.93		9.34		10.52
Feed cost per cwt. of gain		75.59		101.26		76.74		64.10
Feed cost per head		549.94		641.54		545.63		509.83
Average purchase weight		613		601		675		519
Avg wgt / Finish Beef sold		1,310		1,352		1,332		1,183
Avg purch price / cwt.		152.19		148.75		153.21		137.34
Avg sales price / cwt.		124.79		114.31		123.93		130.83

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Statewide Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Corn, Organic on Owned Land**

	<b><u>Avg. Of All Farms</u></b>
Number of fields	14
Number of farms	13
Acres	48.44
Yield per acre (bu.)	98.53
Operators share of yield %	100.00
Value per bu.	10.87
Total product return per acre	1,070.70
Crop insurance per acre	111.70
Other crop income per acre	18.70
Gross return per acre	1,201.10
<b>Direct Expenses</b>	
Seed	77.72
Fertilizer	92.93
Non-chemical crop protect	4.21
Crop insurance	24.28
Drying expense	11.44
Fuel & oil	42.54
Repairs	54.78
Custom hire	12.67
Hired labor	2.48
Utilities	0.75
Hauling and trucking	5.24
Marketing	0.91
Organic certification	1.80
Operating interest	3.02
Miscellaneous	1.91
Total direct expenses per acre	336.69
Return over direct exp per acre	864.41
<b>Overhead Expenses</b>	
Hired labor	61.85
Machinery leases	8.61
RE & pers. property taxes	24.55
Farm insurance	8.35
Utilities	11.62
Dues & professional fees	7.74
Interest	102.68
Mach & bldg depreciation	41.04
Miscellaneous	8.54
Total overhead expenses per acre	274.97
Total dir & ovhd expenses per acre	611.66
Net return per acre	589.44
Government payments	21.84
Net return with govt pmts	611.28
Labor & management charge	45.33
Net return over lbr & mgt	565.95
<b>Cost of Production</b>	
Total direct expense per bu.	3.42
Total dir & ovhd exp per bu.	6.21
Less govt & other income	4.66
With labor & management	5.12
Net value per unit	10.87
Machinery cost per acre	157.58
Est. labor hours per acre	6.88

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Statewide Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Hay, Alfalfa, Organic on Owned Land**

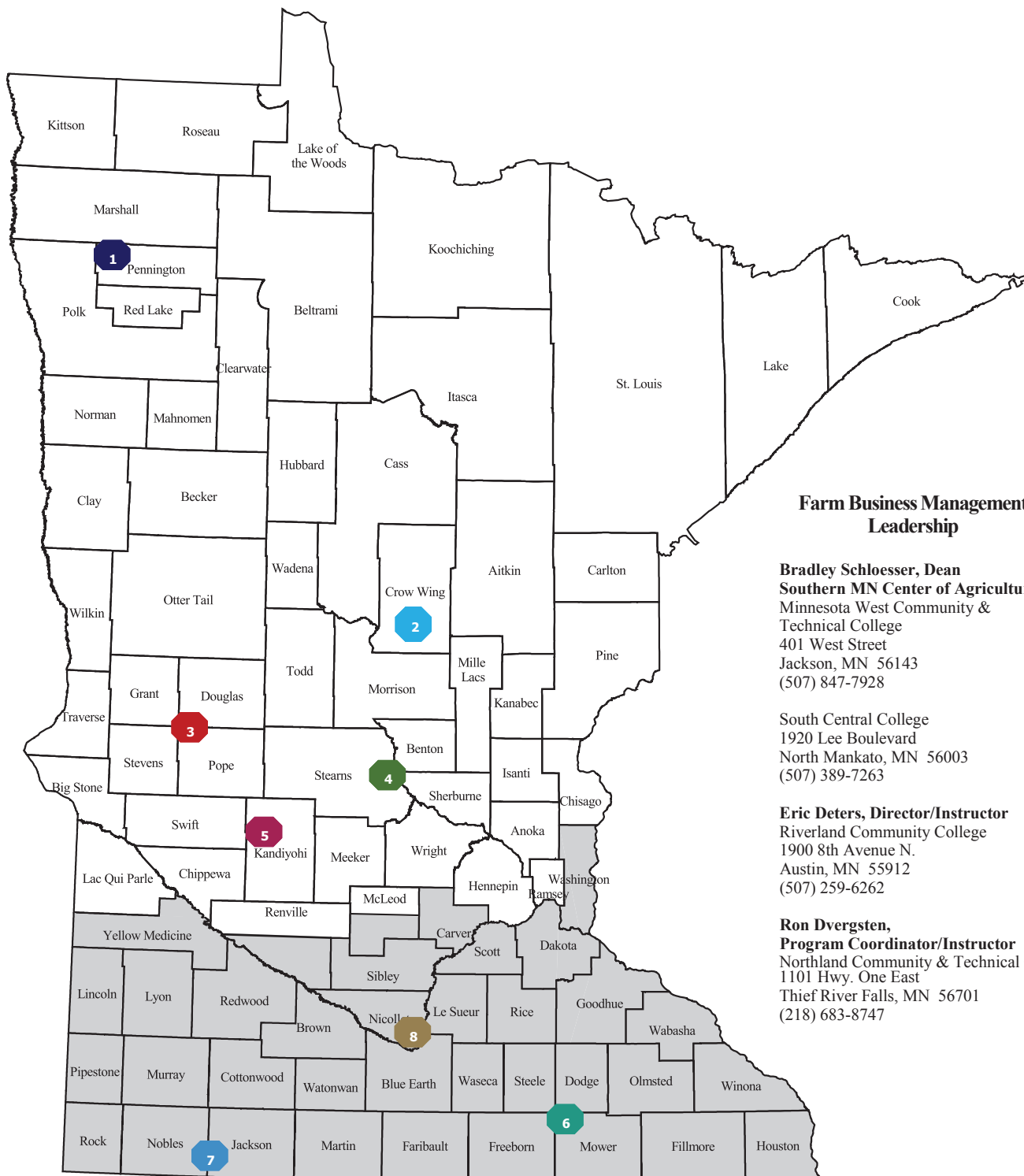
	<u><b>Avg. Of All Farms</b></u>
Number of fields	14
Number of farms	10
Acres	54.68
Yield per acre (ton)	2.96
Operators share of yield %	100.00
Value per ton	182.89
Total product return per acre	542.14
Other crop income per acre	9.18
Gross return per acre	551.32
<b>Direct Expenses</b>	
Seed	4.63
Fertilizer	71.50
Non-chemical crop protect	0.42
Crop insurance	1.02
Storage	2.47
Packaging and supplies	6.52
Fuel & oil	23.62
Repairs	42.24
Custom hire	33.74
Hired labor	4.26
Utilities	0.48
Organic certification	0.38
Operating interest	2.25
Miscellaneous	1.46
Total direct expenses per acre	194.99
Return over direct exp per acre	356.33
<b>Overhead Expenses</b>	
Hired labor	27.90
Machinery leases	5.06
RE & pers. property taxes	12.13
Farm insurance	7.44
Utilities	5.82
Dues & professional fees	5.07
Interest	43.59
Mach & bldg depreciation	42.21
Miscellaneous	3.16
Total overhead expenses per acre	152.40
Total dir & ovhd expenses per acre	347.39
Net return per acre	203.93
Government payments	10.26
Net return with govt pmts	214.18
Labor & management charge	39.26
Net return over lbr & mgt	174.92
<b>Cost of Production</b>	
Total direct expense per ton	65.78
Total dir & ovhd exp per ton	117.19
Less govt & other income	110.64
With labor & management	123.88
Net value per unit	182.89
Machinery cost per acre	151.93
Est. labor hours per acre	4.14

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central Colleges**  
**Farm Business Management Statewide Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Soybeans, Organic on Owned Land**

	<u><b>Avg. Of All Farms</b></u>
Number of fields	8
Number of farms	7
Acres	47.85
Yield per acre (bu.)	27.91
Operators share of yield %	100.00
Value per bu.	24.21
Total product return per acre	675.54
Crop insurance per acre	104.67
Other crop income per acre	46.26
Gross return per acre	826.46
<b>Direct Expenses</b>	
Seed	51.32
Fertilizer	7.42
Non-chemical crop protect	7.05
Crop insurance	32.43
Drying expense	1.01
Fuel & oil	30.18
Repairs	56.46
Custom hire	18.39
Hired labor	68.86
Organic certification	3.22
Operating interest	2.25
Miscellaneous	1.26
Total direct expenses per acre	279.85
Return over direct exp per acre	546.61
<b>Overhead Expenses</b>	
Hired labor	34.41
Machinery leases	1.12
RE & pers. property taxes	30.43
Farm insurance	7.13
Utilities	9.57
Dues & professional fees	2.83
Interest	75.27
Mach & bldg depreciation	42.53
Miscellaneous	9.94
Total overhead expenses per acre	213.23
Total dir & ovhd expenses per acre	493.08
Net return per acre	333.37
Government payments	15.53
Net return with govt pmts	348.91
Labor & management charge	33.97
Net return over lbr & mgt	314.94
<b>Cost of Production</b>	
Total direct expense per bu.	10.03
Total dir & ovhd exp per bu.	17.67
Less govt & other income	11.70
With labor & management	12.92
Net value per unit	24.21
Machinery cost per acre	142.88
Est. labor hours per acre	3.60

# MnSCU Institutions Offering Farm Business Management Education



## Farm Business Management Leadership

**Bradley Schloesser, Dean**  
**Southern MN Center of Agriculture**  
 Minnesota West Community &  
 Technical College  
 401 West Street  
 Jackson, MN 56143  
 (507) 847-7928

South Central College  
 1920 Lee Boulevard  
 North Mankato, MN 56003  
 (507) 389-7263

**Eric Deters, Director/Instructor**  
 Riverland Community College  
 1900 8th Avenue N.  
 Austin, MN 55912  
 (507) 259-6262

**Ron Dvergsten,**  
**Program Coordinator/Instructor**  
 Northland Community & Technical College  
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# Agriculture programs

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Meets the freshman/sophomore general education requirements at all state universities in Minnesota, at all colleges within the University of Minnesota, and at many other four-year colleges and universities.

## Associate in Science A.S.

Meets the first two years of various majors leading to a baccalaureate or professional degree in several technical areas.

## Associate in Applied Science A.A.S.

Designed to prepare students for entry into chosen occupations.

Students may elect to continue their education beyond this level but are encouraged to research specific course transferability with the college/university they might attend.

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Specialized, short term program of study.

### Diploma

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- Agriculture Business Marketing
- Agriculture Plant Science (GIS/GPS)
- Agriculture Production
- Agriculture Production Management
- Production Agriculture

All Agriculture programs and courses become online classes during the five weeks of the fall harvest season.



## AgriBUSINESS CENTER

For more information:

507-389-7490

kayla.sandersfeld@southcentral.edu

www.southcentral.edu/agriculture



South Central  
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- Office Specialist/Manager
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- Service & Management
- Production
- 2+2 Program - Ag Education Technology