

FARM BUSINESS MANAGEMENT

2014
ANNUAL REPORT

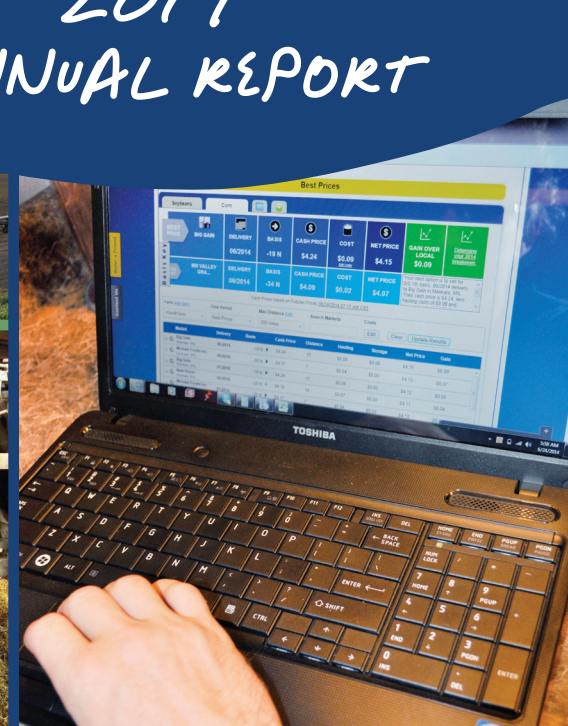


TABLE OF CONTENTS

| <u>Description</u> | <u>Page Number</u> |
|--|--------------------|
| Program Faculty | 1-2 |
| Introduction | 3 |
| 2014 "Year at a Glance" | 4 |
| Debt to Asset Ratio Report | 5 |
| Size of Farm Report (Gross Farm Income) | 6 |
| Age of Operator Report | 7 |
| Type of Farm Report | 8 |
| Overview of Farm Financial Statements | 9 |
| Financial Graphs | 10 |
| Farm Income Statement - Income & Expense | 11-14 |
| Profitability and Liquidity Measures | 15-16 |
| Balance Sheet - "Cost Values & Market Values" | 17-18 |
| Statement of Cash Flows | 19 |
| Crop Production and Marketing Summary | 20 |
| Explanation of Financial Guideline Measures | 21 |
| Financial Standards Measures | 22 |
| Farm Business Management Promotion | 23 |
| Money Spent by the Average Farmer & Explanation of Individual Crop Enterprise Analyses | 24 |
| Operator and Labor Information | 25 |
| Household & Personal Expenses | 26 |
| Non Farm Summary | 27 |
| Crops: Corn, Organic Owned | 28 |
| Corn, Owned | 29 |
| Corn, Cash Rented | 30 |
| Soybeans, Owned | 31 |
| Soybeans, Cash Rented | 32 |
| Soybeans, Organic | 71 |
| Sweet Corn, Owned | 33 |
| Sweet Corn, Cash Rented | 34 |
| Peas, Owned | 35 |
| Peas, Cash Rented | 36 |
| Hay, Alfalfa, Owned | 37 |
| Hay, Alfalfa, Cash Rented | 38 |
| Minnesota West CTC Agri Business Programs | 39 |
| South Central College Agri Business Programs | 40 |
| Established Hay, Alfalfa, Owned | 41 |
| Established Hay, Alfalfa, Cash Rented | 42 |
| Corn Silage, Owned | 43 |
| Corn Silage, Cash Rented | 44 |
| Wheat, Spring, Owned | 45 |
| Wheat, Spring, Cash Rented | 46 |
| Ridgewater College Agri Business Programs | 47 |
| Riverland Community College Agri Business Programs | 48 |
| Sugar Beets, Owned | 49 |
| Sugar Beets, Cash Rented | 50 |
| CRP, Owned | 51 |
| Rented out on Owned Land | 52 |
| Statewide Livestock Information: | |
| Explanation of Individual Livestock Enterprise Analyses | 53 |
| Hogs Weaning to Finish, Average per Pig Space | 54 |
| Hogs Farrow to Finish | 55 |
| Hogs Weaning to Feeder | 56 |
| Hogs Weaning to Finish | 57 |
| Hogs, Finish Feeder Pigs | 58 |
| Dairy | 59-67 |
| Beef | 68-70 |

PROGRAM FACULTY

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

Minnesota West Community & Technical College

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

Ridgewater College

| LOCATION: | INSTRUCTOR: | |
|------------|----------------|----------------|
| Barrett | Deron Erickson | (320) 808-5187 |
| Belgrade | Mike Mastey | (320) 254-8068 |
| Hutchinson | Paul Filzen | (320) 249-1960 |
| | Shawn Meyer | (320) 249-1958 |
| Olivia | Steve Zenk | (507) 430-9202 |
| Willmar | Zach Rada | (320) 905-6219 |

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 |

South Central College

| LOCATION: | INSTRUCTOR: | |
|------------|-----------------|----------------|
| Blue Earth | Al Roesler | (507) 526-2894 |
| Fairfax | Brad Augustin | (507) 426-8355 |
| Faribault | Mark Wehe | (507) 332-5836 |
| | Doug Wertish | (507) 332-5837 |
| | Eric Kinsley | (507) 332-5813 |
| Glencoe | Myron Oftedahl | (507) 995-5346 |
| 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 Brudellie | (320) 894-2033 |

The preparation of this report was done under the direction of Bradley Schloesser, Dean, Southern Minnesota Center of Agriculture. Directing in a supervisory capacity were: Dr. Barbara McDonald, Interim President, and Dr. Jeffery Williamson, College Provost, Minnesota West Community & Technical College; Dr. Annette Parker, President, and Dr. Susan Tarnowski, Vice President of Student and Academic Affairs, South Central College; Dr. Adenuga Atewologun, President, and Dr. Mary Davenport, Vice President of Academic and Student Affairs, Riverland Community College; Dr. Douglas Allen, President, and Dr. Betty Strehlow, Vice President of Academic and Student Affairs, Ridgewater College.

Special acknowledgements to Al Brudellie, Special Project Assistant; DelRay Lecy, Farm Business Management Special Project Coordinator and Ron Dvergsten, Special Project Assistant/PEP Coordinator who led the Farm Business Management database.

A total of 1,347 farm business records were submitted to the Analysis Center prior to the date that averages were processed. On the basis of accuracy and completeness 1,347 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 West Central, 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>

<http://www.centerofagriculture.org/>

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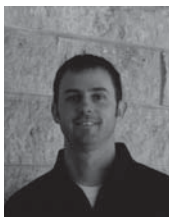
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INTRODUCTION

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.

AgCentric: www.agcentric.org

Southern Minnesota Center of Agriculture: www.centerofagriculture.org

State FBM website: www.fbm.mnscu.edu

Minnesota West Community & Technical College: www.mnwest.edu

Ridgewater College: www.ridgewater.edu

Riverland Community College: www.riverland.edu

South Central College: www.southcentral.edu

2014 - 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> |
|--|-----------------------------|--------------------------|--------------------------|----------------------|----------------------|
| <u>Pages 9 & 10:</u> | 1,347 Farms | 2,047 Farms | | | |
| Gross Cash Farm Income | \$925,232 | \$867,528 | | | |
| Total Cash Operating Expense | \$766,714 | \$718,033 | | | |
| Net Cash Farm Income | \$149,218 | \$149,495 | | | |
| Net Farm Income | \$95,191 | \$94,408 | | | |
| <u>Pages 13 & 14:</u> | | | | | |
| Rate of Return on Farm Assets - Cost | 3.7% | 3.8% | | | |
| Rate of Return on Farm Equity - Cost | 3.5% | 3.7% | | | |
| <u>Page 15 (Cost Basis):</u> | | | | | |
| Total Assets - Year End | \$2,225,922 | \$2,132,308 | | | |
| Total Liabilities - Year End | \$924,708 | \$887,042 | | | |
| Net Worth - Year End | \$1,301,216 | \$1,245,266 | | | |
| Change in Net Worth | \$51,304 | \$51,077 | | | |
| <u>Page 20:</u> | | | | | |
| Current Ratio - Year End | 1.79 | 1.77 | | | |
| Working Capital | \$279,637 | \$252,084 | | | |
| Working Capital as a percent Gross Income | 29.9 | 28.9 | | | |
| Debt to Asset Ratio - Year End | 43% | 43% | | | |
| Operating Profit Margin | 10.1% | 10.5% | | | |
| Earning before interest, taxes, depreciation and amortization (EBITDA) | \$189,102 | \$183,801 | | | |
| Term Debt Coverage Ratio | 1.33 | 1.30 | | | |
| Asset Turnover Rate (Cost) | 36.5% | 35.9% | | | |
| <u>Page 21:</u> | | | | | |
| Average Age of the Farmer | 48.9 | 48.3 | | | |
| Average Years Farming | 25.4 | 24.5 | | | |
| <u>Pages 22 & 23:</u> | | | | | |
| Total Family Living Expense | \$110,312 | \$103,691 | | | |
| Total Non-Farm Income | \$28,179 | \$25,707 | | | |

Financial Summary
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 181 | 420 | 447 | 238 | 61 |
| Income Statement | | | | | | |
| Gross cash farm income | 925,932 | 648,637 | 939,256 | 937,227 | 882,356 | 1,744,224 |
| Total cash farm expense | 776,714 | 507,688 | 735,631 | 812,200 | 794,083 | 1,530,026 |
| Net cash farm income | 149,218 | 140,949 | 203,625 | 125,027 | 88,274 | 214,197 |
| Inventory change | 4,824 | 16,734 | -11,743 | 15,047 | 24,117 | -66,632 |
| Depreciation | -58,851 | -46,014 | -62,801 | -67,028 | -52,865 | -33,182 |
| Net farm income from operations | 95,191 | 111,669 | 129,082 | 73,046 | 59,526 | 114,383 |
| Gain or loss on capital sales | 1,146 | 189 | 933 | 2,391 | 147 | 222 |
| Average net farm income | 96,337 | 111,858 | 130,015 | 75,437 | 59,673 | 114,605 |
| Median net farm income | 39,913 | 50,920 | 61,370 | 33,831 | 18,006 | 39,894 |
| Profitability (cost) | | | | | | |
| Rate of return on assets | 3.7 % | 4.0 % | 4.1 % | 3.0 % | 3.7 % | 6.4 % |
| Rate of return on equity | 3.5 % | 4.0 % | 4.2 % | 1.8 % | 2.8 % | 25.1 % |
| Operating profit margin | 10.1 % | 12.3 % | 11.9 % | 8.1 % | 9.3 % | 10.1 % |
| Asset turnover rate | 36.5 % | 32.2 % | 34.1 % | 36.4 % | 39.7 % | 63.1 % |
| Profitability (market) | | | | | | |
| Rate of return on assets | 3.9 % | 3.6 % | 4.2 % | 3.3 % | 4.6 % | 6.5 % |
| Rate of return on equity | 4.7 % | 3.9 % | 5.1 % | 3.4 % | 7.3 % | 48.7 % |
| Operating profit margin | 14.3 % | 16.2 % | 16.8 % | 12.0 % | 14.4 % | 11.5 % |
| Asset turnover rate | 27.3 % | 21.9 % | 25.0 % | 27.6 % | 31.7 % | 56.6 % |
| Liquidity & Repayment (end of year) | | | | | | |
| Current assets | 631,535 | 550,631 | 711,421 | 614,472 | 549,299 | 767,458 |
| Current liabilities | 351,898 | 86,096 | 241,537 | 444,114 | 485,653 | 702,849 |
| Current ratio | 1.79 | 6.40 | 2.95 | 1.38 | 1.13 | 1.09 |
| Working capital | 279,637 | 464,535 | 469,884 | 170,358 | 63,646 | 64,610 |
| Working capital to gross inc | 29.9 % | 69.6 % | 50.4 % | 17.7 % | 7.0 % | 3.8 % |
| Term debt coverage ratio | 1.33 | 3.42 | 1.80 | 0.96 | 0.98 | 1.80 |
| Replacement coverage ratio | 1.05 | 1.53 | 1.24 | 0.83 | 0.91 | 1.67 |
| Term debt to EBITDA | 2.97 | 0.68 | 1.88 | 4.13 | 4.70 | 3.17 |
| Solvency (end of year at cost) | | | | | | |
| Number of farms | 1,347 | 181 | 420 | 447 | 238 | 61 |
| Total assets | 2,326,687 | 2,138,822 | 2,575,496 | 2,482,891 | 1,906,824 | 1,664,523 |
| Total liabilities | 974,167 | 217,844 | 685,093 | 1,287,744 | 1,355,487 | 1,423,069 |
| Net worth | 1,352,519 | 1,920,978 | 1,890,403 | 1,195,146 | 551,337 | 241,454 |
| Net worth change | 51,304 | 65,463 | 70,791 | 33,416 | 27,709 | 98,257 |
| Farm debt to asset ratio | 44 % | 11 % | 28 % | 54 % | 73 % | 86 % |
| Total debt to asset ratio | 42 % | 10 % | 27 % | 52 % | 71 % | 85 % |
| Change in earned net worth % | 4 % | 4 % | 4 % | 3 % | 5 % | 69 % |
| Solvency (end of year at market) | | | | | | |
| Number of farms | 1,347 | 181 | 420 | 447 | 238 | 61 |
| Total assets | 3,089,636 | 3,054,993 | 3,496,936 | 3,264,566 | 2,382,755 | 1,864,199 |
| Total liabilities | 1,280,133 | 474,569 | 1,045,669 | 1,605,816 | 1,596,063 | 1,665,542 |
| Net worth | 1,809,503 | 2,580,424 | 2,451,267 | 1,658,750 | 786,692 | 198,657 |
| Total net worth change | 86,583 | 90,974 | 114,115 | 67,811 | 63,310 | 112,350 |
| Farm debt to asset ratio | 43 % | 16 % | 31 % | 51 % | 69 % | 91 % |
| Total debt to asset ratio | 41 % | 16 % | 30 % | 49 % | 67 % | 89 % |
| Change in total net worth % | 5 % | 4 % | 5 % | 4 % | 9 % | 130 % |
| Nonfarm Information | | | | | | |
| Net nonfarm income | 34,228 | 38,500 | 32,046 | 33,631 | 33,276 | 44,663 |
| Farms reporting living expenses | 409 | 58 | 147 | 148 | 46 | 10 |
| Total family living expense | 66,073 | 57,460 | 66,402 | 66,264 | 75,979 | 62,785 |
| Total living, invest, cap. purch | 110,312 | 120,335 | 125,089 | 99,962 | 92,863 | 68,402 |
| Crop Acres | | | | | | |
| Total crop acres | 697 | 520 | 745 | 773 | 603 | 710 |
| Total crop acres owned | 198 | 213 | 247 | 207 | 122 | 36 |
| Total crop acres cash rented | 484 | 289 | 478 | 549 | 472 | 670 |
| Total crop acres share rented | 16 | 19 | 20 | 17 | 9 | 5 |
| Machinery value per crop acre | 861 | 1,047 | 893 | 867 | 773 | 468 |

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

| | <u>Avg. Of All Farms</u> | <u>Less than 50,000</u> | <u>50,001 - 100,000</u> | <u>100,001 - 250,000</u> | <u>250,001 - 500,000</u> | <u>500,001 - 1,000,000</u> | <u>Over 1,000,000</u> |
|--|------------------------------|-----------------------------|-----------------------------|------------------------------|------------------------------|--------------------------------|---------------------------|
| Number of farms | 1347 | 32 | 66 | 220 | 303 | 376 | 350 |
| Income Statement | | | | | | | |
| Gross cash farm income | 925,932 | 29,831 | 78,225 | 166,909 | 371,051 | 711,862 | 2,355,155 |
| Total cash farm expense | 776,714 | 41,842 | 70,113 | 143,810 | 307,210 | 582,575 | 1,989,988 |
| Net cash farm income | 149,218 | -12,011 | 8,111 | 23,099 | 63,840 | 129,287 | 365,167 |
| Inventory change | 4,824 | 15,299 | 5,851 | 4,052 | 2,396 | -5,352 | 17,192 |
| Depreciation | -58,851 | -4,378 | -15,277 | -16,747 | -30,307 | -55,071 | -127,285 |
| Net farm income from operations | 95,191 | -1,090 | -1,315 | 10,405 | 35,929 | 68,863 | 255,075 |
| Gain or loss on capital sales | 1,146 | 125 | -5 | 180 | 2,616 | 963 | 986 |
| Average net farm income | 96,337 | -965 | -1,319 | 10,585 | 38,545 | 69,827 | 256,061 |
| Median net farm income | 39,913 | -2,325 | 4,882 | 10,615 | 32,102 | 68,416 | 187,510 |
| Profitability (cost) | | | | | | | |
| Rate of return on assets | 3.7 % | -0.4 % | -1.5 % | 0.5 % | 1.8 % | 2.4 % | 5.2 % |
| Rate of return on equity | 3.5 % | -7.7 % | -6.9 % | -4.0 % | 0.0 % | 1.3 % | 6.2 % |
| Operating profit margin | 10.1 % | -2.4 % | -7.7 % | 1.7 % | 6.2 % | 7.5 % | 12.4 % |
| Asset turnover rate | 36.5 % | 15.7 % | 19.4 % | 27.3 % | 29.3 % | 32.1 % | 41.8 % |
| Profitability (market) | | | | | | | |
| Rate of return on assets | 3.9 % | 0.3 % | -0.2 % | 2.4 % | 2.4 % | 3.2 % | 5.0 % |
| Rate of return on equity | 4.7 % | -3.2 % | -2.5 % | 1.5 % | 2.0 % | 3.5 % | 6.8 % |
| Operating profit margin | 14.3 % | 2.3 % | -1.4 % | 13.1 % | 12.3 % | 13.8 % | 15.1 % |
| Asset turnover rate | 27.3 % | 11.5 % | 12.6 % | 18.0 % | 19.5 % | 23.5 % | 33.1 % |
| Liquidity & Repayment (end of year) | | | | | | | |
| Current assets | 631,535 | 63,012 | 68,402 | 137,646 | 300,784 | 579,495 | 1,442,393 |
| Current liabilities | 351,898 | 29,176 | 32,284 | 84,526 | 178,354 | 327,846 | 785,817 |
| Current ratio | 1.79 | 2.16 | 2.12 | 1.63 | 1.69 | 1.77 | 1.84 |
| Working capital | 279,637 | 33,836 | 36,117 | 53,120 | 122,430 | 251,649 | 656,576 |
| Working capital to gross inc | 29.9 % | 67.0 % | 42.4 % | 30.1 % | 32.0 % | 34.9 % | 27.8 % |
| Term debt coverage ratio | 1.33 | 1.79 | 1.34 | 0.91 | 0.91 | 0.95 | 1.67 |
| Replacement coverage ratio | 1.05 | 1.54 | 1.08 | 0.73 | 0.68 | 0.74 | 1.35 |
| Term debt to EBITDA | 2.97 | 14.44 | 7.86 | 5.87 | 4.17 | 3.41 | 2.37 |
| Solvency (end of year at cost) | | | | | | | |
| Number of farms | 1,347 | 32 | 66 | 220 | 303 | 376 | 350 |
| Total assets | 2,326,687 | 485,592 | 637,720 | 788,232 | 1,434,771 | 2,259,430 | 4,624,933 |
| Total liabilities | 974,167 | 252,769 | 272,864 | 389,182 | 585,849 | 901,498 | 1,954,316 |
| Net worth | 1,352,519 | 232,823 | 364,856 | 399,050 | 848,922 | 1,357,932 | 2,670,618 |
| Net worth change | 51,304 | 17,748 | 25,296 | 14,567 | 11,716 | 27,326 | 142,399 |
| Farm debt to asset ratio | 44 % | 65 % | 51 % | 55 % | 46 % | 42 % | 44 % |
| Total debt to asset ratio | 42 % | 52 % | 43 % | 49 % | 41 % | 40 % | 42 % |
| Change in earned net worth % | 4 % | 8 % | 7 % | 4 % | 1 % | 2 % | 6 % |
| Solvency (end of year at market) | | | | | | | |
| Number of farms | 1,347 | 32 | 66 | 220 | 303 | 376 | 350 |
| Total assets | 3,089,636 | 615,186 | 893,525 | 1,157,660 | 2,094,129 | 3,067,257 | 5,830,246 |
| Total liabilities | 1,280,133 | 283,148 | 335,182 | 478,333 | 778,218 | 1,211,504 | 2,561,707 |
| Net worth | 1,809,503 | 332,038 | 558,343 | 679,327 | 1,315,911 | 1,855,753 | 3,268,539 |
| Total net worth change | 86,583 | 24,139 | 33,892 | 34,673 | 37,248 | 70,183 | 195,186 |
| Farm debt to asset ratio | 43 % | 55 % | 42 % | 45 % | 40 % | 41 % | 45 % |
| Total debt to asset ratio | 41 % | 46 % | 38 % | 41 % | 37 % | 39 % | 44 % |
| Change in total net worth % | 5 % | 8 % | 6 % | 5 % | 3 % | 4 % | 6 % |
| Nonfarm Information | | | | | | | |
| Net nonfarm income | 34,228 | 55,754 | 53,211 | 41,004 | 38,193 | 30,517 | 24,975 |
| Farms reporting living expenses | 409 | 5 | 15 | 56 | 111 | 139 | 83 |
| Total family living expense | 66,073 | 53,799 | 47,142 | 45,959 | 58,284 | 68,680 | 89,854 |
| Total living, invest, cap. purch | 110,312 | 79,903 | 75,419 | 60,393 | 92,610 | 114,760 | 168,356 |
| Crop Acres | | | | | | | |
| Total crop acres | 697 | 53 | 99 | 209 | 417 | 729 | 1,385 |
| Total crop acres owned | 198 | 36 | 59 | 87 | 161 | 218 | 319 |
| Total crop acres cash rented | 484 | 17 | 40 | 111 | 239 | 488 | 1,051 |
| Total crop acres share rented | 16 | - | - | 11 | 17 | 23 | 16 |
| Machinery value per crop acre | 861 | 632 | 826 | 706 | 891 | 877 | 860 |

Financial Summary
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 145 | 205 | 257 | 444 | 296 |
| Income Statement | | | | | | |
| Gross cash farm income | 925,932 | 474,973 | 685,032 | 986,093 | 1,027,061 | 1,109,751 |
| Total cash farm expense | 776,714 | 418,478 | 579,727 | 841,024 | 868,890 | 894,526 |
| Net cash farm income | 149,218 | 56,495 | 105,305 | 145,069 | 158,171 | 215,225 |
| Inventory change | 4,824 | 20,898 | 9,894 | 20,682 | 6,701 | -23,144 |
| Depreciation | -58,851 | -27,611 | -40,132 | -61,202 | -74,171 | -62,097 |
| Net farm income from operations | 95,191 | 49,783 | 75,067 | 104,548 | 90,701 | 129,985 |
| Gain or loss on capital sales | 1,146 | 283 | 78 | 486 | 1,490 | 2,365 |
| Average net farm income | 96,337 | 50,066 | 75,145 | 105,034 | 92,190 | 132,350 |
| Median net farm income | 39,913 | 24,704 | 29,552 | 52,532 | 48,299 | 37,589 |
| Profitability (cost) | | | | | | |
| Rate of return on assets | 3.7 % | 4.5 % | 4.5 % | 3.7 % | 2.7 % | 4.7 % |
| Rate of return on equity | 3.5 % | 6.8 % | 5.3 % | 3.8 % | 1.8 % | 5.0 % |
| Operating profit margin | 10.1 % | 10.6 % | 11.8 % | 10.1 % | 8.0 % | 12.3 % |
| Asset turnover rate | 36.5 % | 42.8 % | 38.5 % | 37.1 % | 34.1 % | 38.0 % |
| Profitability (market) | | | | | | |
| Rate of return on assets | 3.9 % | 5.5 % | 5.3 % | 4.0 % | 3.1 % | 4.4 % |
| Rate of return on equity | 4.7 % | 10.4 % | 7.8 % | 5.0 % | 3.3 % | 5.2 % |
| Operating profit margin | 14.3 % | 14.7 % | 16.3 % | 14.1 % | 12.7 % | 16.1 % |
| Asset turnover rate | 27.3 % | 37.3 % | 32.5 % | 28.5 % | 24.8 % | 27.1 % |
| Liquidity & Repayment (end of year) | | | | | | |
| Current assets | 631,535 | 300,522 | 462,881 | 720,674 | 735,708 | 676,838 |
| Current liabilities | 351,898 | 230,376 | 286,245 | 447,635 | 408,118 | 289,445 |
| Current ratio | 1.79 | 1.30 | 1.62 | 1.61 | 1.80 | 2.34 |
| Working capital | 279,637 | 70,146 | 176,636 | 273,039 | 327,590 | 387,393 |
| Working capital to gross inc | 29.9 % | 14.0 % | 25.4 % | 26.9 % | 31.4 % | 35.7 % |
| Term debt coverage ratio | 1.33 | 1.61 | 1.48 | 1.22 | 1.11 | 1.71 |
| Replacement coverage ratio | 1.05 | 1.48 | 1.27 | 1.01 | 0.88 | 1.20 |
| Term debt to EBITDA | 2.97 | 3.80 | 3.40 | 3.16 | 3.21 | 2.12 |
| Solvency (end of year at cost) | | | | | | |
| Number of farms | 1,347 | 145 | 205 | 257 | 444 | 296 |
| Total assets | 2,326,687 | 1,016,831 | 1,654,622 | 2,544,730 | 2,840,484 | 2,473,780 |
| Total liabilities | 974,167 | 683,461 | 864,906 | 1,158,073 | 1,149,063 | 770,228 |
| Net worth | 1,352,519 | 333,370 | 789,717 | 1,386,657 | 1,691,420 | 1,703,552 |
| Net worth change | 51,304 | 52,678 | 50,341 | 54,151 | 40,820 | 64,551 |
| Farm debt to asset ratio | 44 % | 70 % | 54 % | 48 % | 43 % | 33 % |
| Total debt to asset ratio | 42 % | 67 % | 52 % | 46 % | 40 % | 31 % |
| Change in earned net worth % | 4 % | 19 % | 7 % | 4 % | 2 % | 4 % |
| Solvency (end of year at market) | | | | | | |
| Number of farms | 1,347 | 145 | 205 | 257 | 444 | 296 |
| Total assets | 3,089,636 | 1,165,267 | 1,961,359 | 3,299,581 | 3,881,905 | 3,443,039 |
| Total liabilities | 1,280,133 | 765,615 | 1,018,813 | 1,484,036 | 1,541,846 | 1,143,551 |
| Net worth | 1,809,503 | 399,652 | 942,546 | 1,815,544 | 2,340,059 | 2,299,487 |
| Total net worth change | 86,583 | 65,166 | 78,503 | 92,979 | 85,739 | 98,384 |
| Farm debt to asset ratio | 43 % | 68 % | 54 % | 47 % | 42 % | 35 % |
| Total debt to asset ratio | 41 % | 66 % | 52 % | 45 % | 40 % | 33 % |
| Change in total net worth % | 5 % | 19 % | 9 % | 5 % | 4 % | 4 % |
| Nonfarm Information | | | | | | |
| Net nonfarm income | 34,228 | 31,077 | 39,671 | 33,678 | 36,756 | 28,687 |
| Farms reporting living expenses | 409 | 31 | 47 | 79 | 157 | 95 |
| Total family living expense | 66,073 | 40,174 | 68,753 | 75,463 | 73,108 | 53,763 |
| Total living, invest, cap. purch | 110,312 | 56,353 | 95,181 | 113,280 | 123,250 | 111,555 |
| Crop Acres | | | | | | |
| Total crop acres | 697 | 338 | 537 | 783 | 839 | 698 |
| Total crop acres owned | 198 | 46 | 106 | 180 | 258 | 260 |
| Total crop acres cash rented | 484 | 289 | 421 | 596 | 552 | 422 |
| Total crop acres share rented | 16 | 3 | 10 | 7 | 29 | 15 |
| Machinery value per crop acre | 861 | 543 | 672 | 827 | 907 | 986 |

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

| | Avg. Of All Farms | Crop | Dairy | Hog | Beef | Crop and Dairy | Crop and Hog | Crop and Beef | Other |
|--|------------------------------|-------------|--------------|------------|-------------|---------------------------|-------------------------|--------------------------|--------------|
| Number of farms | 1347 | 617 | 176 | 43 | 27 | 33 | 17 | 64 | 366 |
| Income Statement | | | | | | | | | |
| Gross cash farm income | 925,932 | 687,126 | 1,688,453 | 2,607,194 | 1,710,958 | 1,104,739 | 1,870,622 | 540,475 | 719,408 |
| Total cash farm expense | 776,714 | 559,315 | 1,440,844 | 2,203,936 | 1,626,156 | 913,124 | 1,579,582 | 494,989 | 597,980 |
| Net cash farm income | 149,218 | 127,811 | 247,609 | 403,258 | 84,802 | 191,615 | 291,040 | 45,486 | 121,428 |
| Inventory change | 4,824 | -48,193 | 116,781 | 24,501 | 278,103 | 6,124 | -10,699 | 60,034 | 9,414 |
| Depreciation | -58,851 | -57,150 | -68,955 | -78,741 | -45,334 | -69,666 | -111,921 | -35,880 | -56,514 |
| Net farm income from operations | 95,191 | 22,468 | 295,435 | 349,018 | 317,571 | 128,073 | 168,420 | 69,640 | 74,329 |
| Gain or loss on capital sales | 1,146 | 1,547 | 226 | 663 | 1,978 | 262 | -1,471 | -1 | 1,355 |
| Average net farm income | 96,337 | 24,015 | 295,661 | 349,681 | 319,550 | 128,335 | 166,949 | 69,639 | 75,684 |
| Median net farm income | 39,913 | 13,130 | 185,431 | 255,592 | 107,279 | 104,006 | 113,152 | 36,089 | 35,389 |
| Profitability (cost) | | | | | | | | | |
| Rate of return on assets | 3.7 % | 0.1 % | 12.1 % | 10.6 % | 11.7 % | 5.1 % | 3.7 % | 3.8 % | 3.4 % |
| Rate of return on equity | 3.5 % | -2.3 % | 18.1 % | 18.4 % | 24.8 % | 5.7 % | 3.5 % | 3.2 % | 2.8 % |
| Operating profit margin | 10.1 % | 0.4 % | 21.7 % | 22.9 % | 31.9 % | 12.2 % | 10.9 % | 12.5 % | 10.0 % |
| Asset turnover rate | 36.5 % | 31.3 % | 55.9 % | 46.3 % | 36.8 % | 41.7 % | 34.0 % | 30.6 % | 34.2 % |
| Profitability (market) | | | | | | | | | |
| Rate of return on assets | 3.9 % | 1.5 % | 10.0 % | 8.8 % | 9.4 % | 4.6 % | 3.1 % | 4.9 % | 4.0 % |
| Rate of return on equity | 4.7 % | 0.6 % | 14.6 % | 15.9 % | 21.0 % | 5.4 % | 3.4 % | 5.9 % | 4.7 % |
| Operating profit margin | 14.3 % | 6.3 % | 22.5 % | 23.3 % | 30.0 % | 15.6 % | 12.8 % | 22.5 % | 15.9 % |
| Asset turnover rate | 27.3 % | 23.3 % | 44.3 % | 37.7 % | 31.3 % | 29.2 % | 24.6 % | 21.6 % | 24.9 % |
| Liquidity & Repayment (end of year) | | | | | | | | | |
| Current assets | 631,535 | 647,716 | 511,680 | 1,211,073 | 1,615,267 | 468,168 | 1,286,753 | 511,800 | 531,065 |
| Current liabilities | 351,898 | 347,386 | 219,566 | 692,867 | 1,136,557 | 228,431 | 667,920 | 293,703 | 333,546 |
| Current ratio | 1.79 | 1.86 | 2.33 | 1.75 | 1.42 | 2.05 | 1.93 | 1.74 | 1.59 |
| Working capital | 279,637 | 300,330 | 292,114 | 518,206 | 478,710 | 239,736 | 618,833 | 218,097 | 197,519 |
| Working capital to gross inc | 29.9 % | 45.5 % | 16.7 % | 19.8 % | 24.1 % | 21.8 % | 32.9 % | 35.8 % | 26.8 % |
| Term debt coverage ratio | 1.33 | 0.55 | 2.75 | 3.06 | 3.53 | 1.65 | 1.44 | 1.24 | 1.23 |
| Replacement coverage ratio | 1.05 | 0.40 | 2.45 | 2.55 | 3.09 | 1.36 | 1.07 | 0.97 | 0.99 |
| Term debt to EBITDA | 2.97 | 4.61 | 1.73 | 1.59 | 1.28 | 2.67 | 2.83 | 3.15 | 3.39 |
| Solvency (end of year at cost) | | | | | | | | | |
| Number of farms | 1,347 | 617 | 176 | 43 | 27 | 33 | 17 | 64 | 366 |
| Total assets | 2,326,687 | 2,384,564 | 2,427,274 | 3,111,069 | 3,066,362 | 2,212,062 | 4,300,399 | 1,752,003 | 2,065,495 |
| Total liabilities | 974,167 | 917,313 | 960,565 | 1,558,765 | 1,778,554 | 848,083 | 1,768,321 | 779,669 | 961,750 |
| Net worth | 1,352,519 | 1,467,251 | 1,466,709 | 1,552,305 | 1,287,809 | 1,363,979 | 2,532,078 | 972,334 | 1,103,746 |
| Net worth change | 51,304 | -23,250 | 246,077 | 255,344 | 268,239 | 91,881 | 76,819 | 47,283 | 39,949 |
| Farm debt to asset ratio | 44 % | 41 % | 41 % | 51 % | 60 % | 41 % | 44 % | 47 % | 49 % |
| Total debt to asset ratio | 42 % | 38 % | 40 % | 50 % | 58 % | 38 % | 41 % | 45 % | 47 % |
| Change in earned net worth % | 4 % | -2 % | 20 % | 20 % | 26 % | 7 % | 3 % | 5 % | 4 % |
| Solvency (end of year at market) | | | | | | | | | |
| Number of farms | 1,347 | 617 | 176 | 43 | 27 | 33 | 17 | 64 | 366 |
| Total assets | 3,089,636 | 3,186,582 | 3,048,132 | 3,788,591 | 3,620,069 | 3,117,902 | 5,814,835 | 2,474,248 | 2,820,773 |
| Total liabilities | 1,280,133 | 1,244,450 | 1,200,111 | 1,971,527 | 2,182,404 | 1,134,184 | 2,453,618 | 1,015,585 | 1,243,012 |
| Net worth | 1,809,503 | 1,942,133 | 1,848,021 | 1,817,063 | 1,437,666 | 1,983,717 | 3,361,217 | 1,458,663 | 1,577,761 |
| Total net worth change | 86,583 | 18,481 | 257,951 | 265,934 | 254,559 | 125,528 | 102,737 | 96,713 | 80,653 |
| Farm debt to asset ratio | 43 % | 41 % | 40 % | 53 % | 63 % | 38 % | 44 % | 43 % | 46 % |
| Total debt to asset ratio | 41 % | 39 % | 39 % | 52 % | 60 % | 36 % | 42 % | 41 % | 44 % |
| Change in total net worth % | 5 % | 1 % | 16 % | 17 % | 22 % | 7 % | 3 % | 7 % | 5 % |
| Nonfarm Information | | | | | | | | | |
| Net nonfarm income | 34,228 | 41,976 | 13,254 | 23,860 | 17,252 | 12,990 | 33,066 | 33,021 | 35,881 |
| Farms reporting living expenses | 409 | 224 | 26 | 13 | 8 | 10 | 7 | 18 | 100 |
| Total family living expense | 66,073 | 68,013 | 66,177 | 82,777 | 64,631 | 65,794 | 67,293 | 47,399 | 63,635 |
| Total living, invest, cap. purch | 110,312 | 119,354 | 74,567 | 165,187 | 93,416 | 85,603 | 163,579 | 78,247 | 99,691 |
| Crop Acres | | | | | | | | | |
| Total crop acres | 697 | 870 | 405 | 608 | 572 | 569 | 1,124 | 529 | 591 |
| Total crop acres owned | 198 | 241 | 119 | 136 | 170 | 161 | 346 | 178 | 172 |
| Total crop acres cash rented | 484 | 604 | 285 | 470 | 402 | 408 | 778 | 318 | 408 |
| Total crop acres share rented | 16 | 25 | 0 | 2 | - | - | 0 | 32 | 11 |
| Machinery value per crop acre | 861 | 766 | 1,301 | 937 | 816 | 1,103 | 989 | 817 | 922 |

OVERVIEW OF FARM FINANCIAL STATEMENTS

Farm Income Statement -- pages 11-16

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 13-15) 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 15-16

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 17-18

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 19

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 20

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 22

The Financial Standards Measures are the twenty-one financial measures selected by the Farm Financial Standards Task Force of the American Bankers Association. These ratios are explained on page 21.

Operator and Labor Information -- page 25

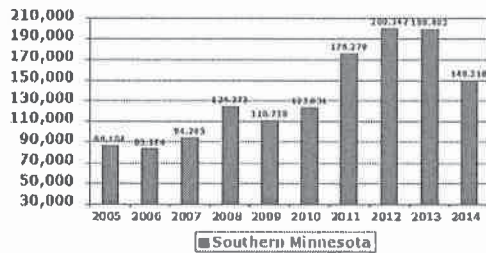
The Operator and Labor Analysis summarizes the results per operator and the labor utilized in the operation of the farm business, both paid and unpaid. It also provides a calculated value of farm production per hour of labor, and a net farm income per unpaid hour. These measures could be considered measures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

Household & Personal Expenses and Non-Farm Summary -- pages 26-27

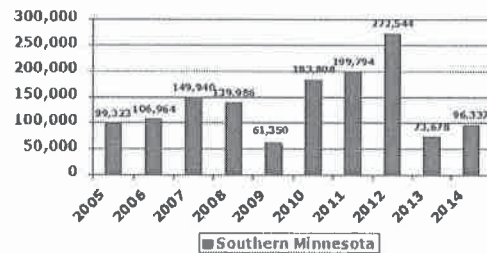
The Household and Personal Expenses is a detailed summary of expenditures by farm households that maintained a record of their household spending. The Non-Farm Summary is a report of non-farm income, expenses and liabilities.

Selected Financial Guideline Measures

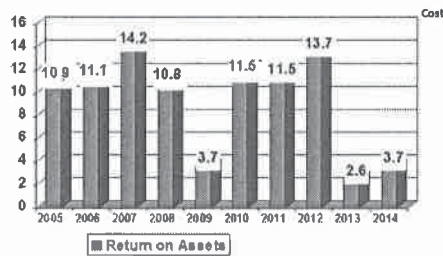
Net Cash Income



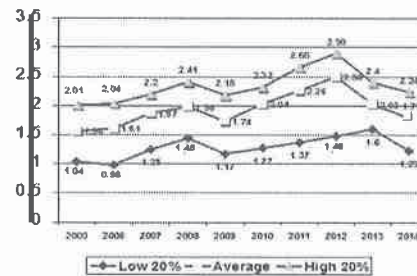
Net Farm Income (Ave)



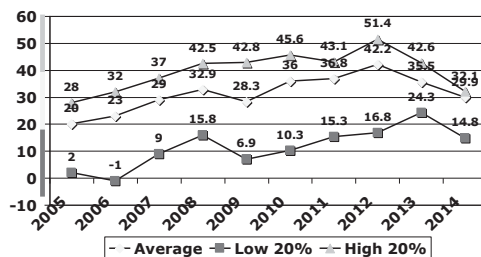
Profitability Analysis Rate of Return on Assets



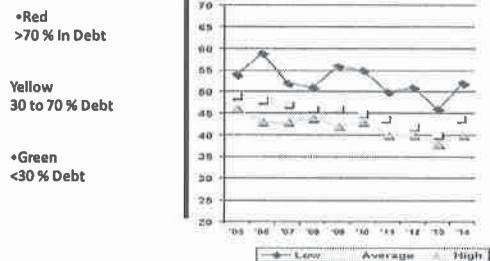
Current Ratio (Liquidity) Current farm assets / current farm liabilities



Working Capital to Gross Income All Farms



Debt to Asset Ratio (Solvency) Total farm liabilities / total farm assets



Farm Income Statement
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Cash Farm Income | | | | |
| Aftermath Grazing | 162 | - | 662 | 7 |
| Barley | 163 | 790 | - | 27 |
| Beans, Dark Red Kidney | 1,616 | 3,309 | 287 | 4,478 |
| Beans, Green | 39 | - | - | 192 |
| Beans, Light Red Kidney | 544 | - | - | 2,715 |
| Beans, Navy | 645 | 1,257 | - | 94 |
| Corn | 231,558 | 352,717 | 181,212 | 278,851 |
| Corn Silage | 1,335 | 1,856 | 464 | 2,294 |
| Corn, Seed | 614 | 409 | - | 2,654 |
| Hay, Alfalfa | 2,132 | 3,165 | 2,309 | 2,336 |
| Hay, Grass | 316 | 520 | 321 | 92 |
| Haylage, Alfalfa | 289 | 863 | - | 24 |
| Oats | 262 | 163 | 139 | 742 |
| Peas, Processing | 1,366 | 1,511 | 1,138 | 2,746 |
| Peas, Field | 191 | 61 | 66 | 64 |
| Rye | 41 | 103 | 46 | - |
| Soybeans | 125,770 | 186,042 | 95,183 | 137,083 |
| Soybeans Seed | 237 | 471 | - | 178 |
| Stover | 95 | 148 | 13 | 275 |
| Straw | 122 | 175 | 94 | 138 |
| Sugar Beets | 4,405 | 5,458 | 4,907 | 10,015 |
| Sunflowers | 242 | 165 | 410 | 632 |
| Sweet Corn, Processing | 3,057 | 2,818 | 2,642 | 5,096 |
| Wheat, Spring | 1,310 | 2,146 | 643 | 493 |
| Wheat, Winter | 231 | 119 | - | 775 |
| Rented Out | 810 | 369 | 583 | 2,511 |
| Corn, Waxy | 30 | 151 | - | - |
| Prevented planting | 578 | 2,266 | 26 | 113 |
| Soybeans, Organic | 358 | 219 | 34 | 1,437 |
| Soybeans, Food | 93 | 467 | - | - |
| Corn, Organic | 1,075 | 36 | 214 | 3,232 |
| Hay, Alfalfa, Organic | 60 | 144 | - | 44 |
| Wheat, Spring, Organic | 172 | 43 | - | 818 |
| Corn, Blue, Organic | 384 | - | - | 1,915 |
| Miscellaneous crop income | 287 | 166 | 39 | 158 |
| Beef Cow-Calf, Beef Calves | 2,718 | 2,327 | 1,860 | 3,927 |
| Beef Backgrounding | 2,960 | 4,380 | 40 | 7,274 |
| Beef Finishing | 34,249 | 18,817 | 7,442 | 109,743 |
| Beef Finish Yearlings | 1,111 | 1,883 | 1,419 | - |
| Broilers | 89 | 24 | 421 | - |
| Dairy, Milk | 208,855 | 22,463 | 45,494 | 792,816 |
| Dairy, Dairy Calves | 3,657 | 107 | 661 | 14,303 |
| Dairy Heifers (for sale) | 304 | 230 | 65 | 616 |
| Dairy Replacement Heifers | 1,337 | 3,111 | 377 | 1,866 |
| Dairy Finishing | 18,305 | 15,284 | 12,069 | 42,221 |
| Hogs, Farrow To Finish, Raised Hog | 18,959 | 145 | 2,036 | 65,570 |
| Hogs, Feeder Pig Prod, Feeder Pigs | 52 | - | 120 | 129 |

Farm Income Statement (continued)
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Hogs, Finish Feeder Pigs | 30,283 | 44,110 | 4,085 | 78,650 |
| Honey Production, Honey | 164 | - | - | 819 |
| Sheep, Market Lamb Prod, Mkt Lambs | 471 | 150 | 1,306 | - |
| Turkeys | 3,709 | 1,108 | 5,516 | 5,095 |
| Beef Finish Cull Cows | 3,262 | - | - | 15,848 |
| Hogs, Farrow to Weaning, Weaning P | 6,184 | 1,328 | 1,868 | 27,663 |
| Hogs, Weaning to Feeder | 2,037 | 523 | 8,730 | 911 |
| Hogs, Weaning to Finish | 40,801 | 12,733 | 1,782 | 168,327 |
| Dairy Feeder | 5,372 | 970 | 1,757 | 20,926 |
| Dairy Backgrounding | 116 | - | 344 | - |
| User Added Livestock, User Added | 57 | - | - | 284 |
| User Added Livestock, User Added | 74 | - | - | 368 |
| Cull breeding livestock | 14,733 | 2,569 | 3,667 | 52,913 |
| Misc. livestock income | 2,514 | 2,296 | 429 | 5,854 |
| Crop government payments | 2,136 | 2,376 | 1,446 | 3,582 |
| CRP payments | 383 | 408 | 299 | 524 |
| Livestock govt payments | 399 | 209 | 390 | 779 |
| Other government payments | 4,364 | 5,588 | 3,058 | 5,158 |
| Custom work income | 26,096 | 19,233 | 16,031 | 59,529 |
| Patronage dividends, cash | 8,237 | 6,361 | 5,713 | 18,169 |
| Crop insurance income | 59,761 | 95,259 | 40,086 | 70,286 |
| Property insurance income | 3,615 | 2,040 | 1,418 | 8,752 |
| Sale of resale items | 4,972 | 2,510 | 565 | 4,462 |
| Livestock insurance inc | 69 | - | 24 | 307 |
| Contract livestock income | 10,195 | 7,136 | 8,631 | 14,991 |
| Other farm income | 22,743 | 16,932 | 13,070 | 38,947 |
| Gross Cash Farm Income | 925,932 | 860,736 | 483,649 | 2,103,835 |

Farm Income Statement (continued)
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Cash Farm Expense | | | | |
| Seed | 64,845 | 84,521 | 46,296 | 95,375 |
| Fertilizer | 63,738 | 86,577 | 46,454 | 90,390 |
| Crop chemicals | 27,186 | 36,534 | 18,022 | 43,664 |
| Crop insurance | 14,480 | 21,927 | 10,823 | 18,539 |
| Drying expense | 8,422 | 13,584 | 6,273 | 9,773 |
| Storage | 1,287 | 2,122 | 1,313 | 1,764 |
| Irrigation energy | 322 | 491 | 102 | 936 |
| Packaging and supplies | 117 | 157 | 49 | 209 |
| Crop custom hire | 3,066 | 3,094 | 3,225 | 2,974 |
| Crop hauling and trucking | 1,300 | 2,200 | 634 | 2,074 |
| Crop marketing | 1,172 | 1,976 | 652 | 1,606 |
| Crop miscellaneous | 3,134 | 2,152 | 1,712 | 8,382 |
| Crop consultants | 1,016 | 1,486 | 611 | 1,587 |
| Feeder livestock purchase | 55,829 | 44,609 | 21,347 | 157,035 |
| Purchased feed | 126,487 | 35,797 | 30,019 | 461,512 |
| Breeding fees | 3,275 | 462 | 746 | 12,307 |
| Veterinary | 8,427 | 2,820 | 2,051 | 30,269 |
| BST | 2,282 | 165 | 197 | 9,861 |
| Supplies | 8,795 | 2,358 | 2,954 | 29,759 |
| DHIA | 629 | 22 | 189 | 2,195 |
| Contract production exp. | 6,479 | 766 | 437 | 27,677 |
| Livestock insurance | 86 | 4 | 0 | 333 |
| Livestock custom hire | 824 | 100 | 198 | 2,573 |
| Livestock leases | 569 | - | 753 | 1,647 |
| Livestock hauling and trucking | 2,863 | 654 | 926 | 10,114 |
| Livestock marketing | 3,604 | 873 | 919 | 13,045 |
| Bedding | 3,898 | 578 | 737 | 14,099 |
| Livestock consultants | 380 | 242 | 27 | 1,543 |
| Interest | 34,484 | 45,304 | 22,231 | 53,009 |
| CCC buyback | 2,755 | 3,924 | 5,093 | 1,656 |
| Fuel & oil | 36,170 | 36,915 | 20,535 | 72,983 |
| Repairs | 41,040 | 42,179 | 25,347 | 77,391 |
| Repair, machinery | 4,976 | 8,380 | 2,057 | 8,015 |
| Repair, livestock equip | 1,080 | 163 | 228 | 4,193 |
| Custom hire | 11,587 | 8,256 | 4,602 | 31,964 |
| Repair, buildings | 1,702 | 843 | 638 | 5,781 |
| Repair, irrigation equip | 34 | 17 | 0 | 151 |
| Hired labor | 40,103 | 24,512 | 10,421 | 132,770 |
| Land rent | 117,354 | 188,162 | 77,416 | 166,230 |
| Machinery leases | 6,923 | 12,361 | 3,810 | 13,999 |
| Building leases | 7,533 | 6,925 | 1,106 | 25,487 |
| Real estate taxes | 9,611 | 10,234 | 6,490 | 14,745 |
| Farm insurance | 11,395 | 12,213 | 7,047 | 20,368 |
| Utilities | 12,127 | 9,626 | 6,740 | 27,388 |
| Dues & professional fees | 3,789 | 4,921 | 2,245 | 6,394 |
| Purchase of resale items | 5,649 | 1,973 | 1,310 | 5,012 |
| Miscellaneous | 13,888 | 9,790 | 7,220 | 18,757 |

Farm Income Statement (continued)
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Total cash expense | 776,714 | 772,972 | 402,205 | 1,737,536 |
| Net cash farm income | 149,218 | 87,764 | 81,443 | 366,300 |
| Inventory Changes | | | | |
| Prepays and supplies | -6,818 | -32,197 | -8,074 | 20,115 |
| Accounts receivable | 22,005 | 8,092 | 4,147 | 70,558 |
| Hedging accounts | -2,227 | -8,982 | 126 | -6,673 |
| Other current assets | 7 | -242 | 769 | -423 |
| Crops and feed | -36,721 | -87,915 | -11,332 | -30,290 |
| Market livestock | 21,795 | -264 | 4,694 | 85,697 |
| Breeding livestock | 3,219 | -455 | 2,360 | 10,863 |
| Other assets | 1,889 | -612 | 2,338 | 4,657 |
| Accounts payable | 2,252 | -4,186 | 1,393 | 12,991 |
| Accrued interest | -576 | -1,931 | -564 | 217 |
| Total inventory change | 4,824 | -128,694 | -4,142 | 167,712 |
| Net operating profit | 154,042 | -40,930 | 77,302 | 534,012 |
| Depreciation | | | | |
| Machinery and equipment | -39,824 | -46,453 | -23,679 | -68,666 |
| Titled vehicles | -4,359 | -5,671 | -3,434 | -6,412 |
| Buildings and improvements | -14,668 | -15,951 | -9,215 | -27,388 |
| Total depreciation | -58,851 | -68,075 | -36,327 | -102,465 |
| Net farm income from operations | 95,191 | -109,005 | 40,975 | 431,546 |
| Gain or loss on capital sales | 1,146 | 740 | -205 | 3,948 |
| Net farm income | 96,337 | -108,265 | 40,770 | 435,495 |

Profitability Measures
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Profitability (assets valued at cost) | | | | |
| Net farm income from operations | 95,191 | -109,005 | 40,975 | 431,546 |
| Rate of return on assets | 3.7 % | -5.5 % | 2.0 % | 10.4 % |
| Rate of return on equity | 3.5 % | -16.9 % | 0.4 % | 14.5 % |
| Operating profit margin | 10.1 % | -16.9 % | 5.9 % | 24.0 % |
| Asset turnover rate | 36.5 % | 32.5 % | 33.8 % | 43.4 % |
| Farm interest expense | 35,060 | 47,236 | 22,795 | 52,792 |
| Value of operator lbr and mgmt. | 54,939 | 54,748 | 37,966 | 96,336 |
| Return on farm assets | 75,313 | -116,517 | 25,803 | 388,002 |
| Average farm assets | 2,048,121 | 2,115,245 | 1,285,636 | 3,717,829 |
| Return on farm equity | 40,252 | -163,753 | 3,008 | 335,210 |
| Average farm equity | 1,150,440 | 968,225 | 710,545 | 2,303,931 |
| Value of farm production | 747,973 | 688,371 | 434,067 | 1,614,358 |
| | <u>Avg. Of All Farms</u> | <u>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
| Number of farms | 1347 | 269 | 270 | 270 |
| Profitability (assets valued at market) | | | | |
| Net farm income from operations | 127,133 | -21,754 | 66,115 | 419,725 |
| Rate of return on assets | 3.9 % | -1.0 % | 2.8 % | 8.2 % |
| Rate of return on equity | 4.7 % | -5.2 % | 2.7 % | 11.8 % |
| Operating profit margin | 14.3 % | -4.3 % | 11.7 % | 23.3 % |
| Asset turnover rate | 27.3 % | 23.3 % | 23.8 % | 35.1 % |
| Farm interest expense | 35,060 | 47,236 | 22,795 | 52,792 |
| Value of operator lbr and mgmt. | 54,939 | 54,748 | 37,966 | 96,336 |
| Return on farm assets | 107,254 | -29,267 | 50,944 | 376,181 |
| Average farm assets | 2,736,696 | 2,952,606 | 1,820,537 | 4,605,545 |
| Return on farm equity | 72,194 | -76,502 | 28,149 | 323,388 |
| Average farm equity | 1,549,922 | 1,461,703 | 1,052,442 | 2,732,634 |
| Value of farm production | 747,973 | 688,371 | 434,067 | 1,614,358 |

Liquidity & Repayment Capacity Measures
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Liquidity | | | | |
| Current ratio | 1.79 | 1.23 | 1.79 | 2.24 |
| Working capital | 279,637 | 114,361 | 159,079 | 718,019 |
| Working capital to gross inc | 29.9 % | 14.8 % | 32.7 % | 32.1 % |
| Current assets | 631,535 | 621,766 | 361,646 | 1,294,856 |
| Current liabilities | 351,898 | 507,404 | 202,567 | 576,838 |
| Gross revenues (accrual) | 935,938 | 770,750 | 486,744 | 2,237,918 |
| Repayment capacity | | | | |
| Net farm income from operations | 95,191 | -109,005 | 40,975 | 431,546 |
| Depreciation | 58,851 | 68,075 | 36,327 | 102,465 |
| Personal income | 34,228 | 41,877 | 34,860 | 23,121 |
| Family living/owner withdrawals | -67,082 | -67,076 | -51,494 | -102,874 |
| Cash discrepancy | -41 | -26 | -32 | -58 |
| Payments on personal debt | -3,395 | -4,527 | -3,297 | -3,223 |
| Income taxes paid | -18,322 | -13,723 | -12,801 | -33,562 |
| Interest on term debt | 26,930 | 32,276 | 18,252 | 40,762 |
| Capital debt repayment capacity | 126,400 | -52,102 | 62,822 | 458,237 |
| Scheduled term debt payments | -95,179 | -110,279 | -64,151 | -154,129 |
| Capital debt repayment margin | 31,221 | -162,382 | -1,329 | 304,108 |
| Cash replacement allowance | -25,285 | -27,001 | -16,185 | -40,786 |
| Replacement margin | 5,937 | -189,382 | -17,513 | 263,322 |
| Term debt coverage ratio | 1.33 | -0.47 | 0.98 | 2.97 |
| Replacement coverage ratio | 1.05 | -0.38 | 0.78 | 2.35 |

Balance Sheet at Cost Values
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Assets | | | | |
| Current Farm Assets | | | | |
| Cash and checking balance | 26,663 | 31,689 | 15,918 | 33,665 |
| Prepaid expenses & supplies | 95,084 | 83,950 | 62,826 | 190,388 |
| Growing crops | 868 | 3,301 | 11 | 928 |
| Accounts receivable | 89,502 | 87,371 | 49,781 | 197,227 |
| Hedging accounts | 5,763 | 6,884 | 1,670 | 13,820 |
| Crops held for sale or feed | 297,744 | 319,491 | 186,642 | 538,324 |
| Crops under government loan | 19,530 | 39,344 | 15,337 | 17,735 |
| Market livestock held for sale | 91,054 | 46,069 | 28,008 | 287,212 |
| Other current assets | 5,327 | 3,666 | 1,454 | 15,557 |
| Total current farm assets | 631,535 | 621,766 | 361,646 | 1,294,856 |
| Intermediate Farm Assets | | | | |
| Breeding livestock | 87,014 | 15,670 | 25,691 | 312,260 |
| Machinery and equipment | 408,626 | 471,423 | 257,828 | 686,212 |
| Titled vehicles | 32,680 | 42,343 | 23,687 | 48,526 |
| Other intermediate assets | 29,541 | 36,165 | 21,166 | 54,151 |
| Total intermediate farm assets | 557,861 | 565,602 | 328,372 | 1,101,149 |
| Long Term Farm Assets | | | | |
| Farm land | 598,249 | 635,857 | 406,683 | 914,237 |
| Buildings and improvements | 260,124 | 217,911 | 186,763 | 489,803 |
| Other long-term assets | 46,375 | 47,636 | 24,573 | 99,150 |
| Total long-term farm assets | 904,747 | 901,404 | 618,019 | 1,503,190 |
| Total Farm Assets | 2,094,144 | 2,088,771 | 1,308,037 | 3,899,195 |
| Total Nonfarm Assets | 232,543 | 250,172 | 206,688 | 268,793 |
| Total Assets | 2,326,687 | 2,338,943 | 1,514,724 | 4,167,989 |
| Liabilities | | | | |
| Current Farm Liabilities | | | | |
| Accrued interest | 8,480 | 15,072 | 5,671 | 9,286 |
| Accounts payable | 19,565 | 28,520 | 10,337 | 37,990 |
| Current notes | 243,558 | 364,943 | 132,439 | 401,543 |
| Government crop loans | 9,082 | 19,038 | 6,713 | 8,049 |
| Principal due on term debt | 71,214 | 79,830 | 47,407 | 119,969 |
| Total current farm liabilities | 351,898 | 507,404 | 202,567 | 576,838 |
| Total intermediate farm liabs | 140,352 | 175,626 | 83,045 | 251,910 |
| Total long term farm liabilities | 433,236 | 512,177 | 309,920 | 614,759 |
| Total farm liabilities | 925,487 | 1,195,207 | 595,532 | 1,443,507 |
| Total nonfarm liabilities | 48,680 | 57,801 | 45,600 | 53,099 |
| Total liabilities | 974,167 | 1,253,009 | 641,133 | 1,496,606 |
| Net worth (farm and nonfarm) | 1,352,519 | 1,085,935 | 873,592 | 2,671,383 |
| Net worth change | 51,304 | -139,801 | 19,429 | 325,604 |
| Percent net worth change | 4 % | -11 % | 2 % | 14 % |
| Ratio Analysis | | | | |
| Current farm liabilities / assets | 56 % | 82 % | 56 % | 45 % |
| Intermediate farm liab. / assets | 25 % | 31 % | 25 % | 23 % |
| Long term farm liab. / assets | 48 % | 57 % | 50 % | 41 % |
| Total debt to asset ratio | 42 % | 54 % | 42 % | 36 % |

Balance Sheet at Market Values
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Assets | | | | |
| Current Farm Assets | | | | |
| Cash and checking balance | 26,663 | 31,689 | 15,918 | 33,665 |
| Prepaid expenses & supplies | 95,084 | 83,950 | 62,826 | 190,388 |
| Growing crops | 868 | 3,301 | 11 | 928 |
| Accounts receivable | 89,502 | 87,371 | 49,781 | 197,227 |
| Hedging accounts | 5,763 | 6,884 | 1,670 | 13,820 |
| Crops held for sale or feed | 297,744 | 319,491 | 186,642 | 538,324 |
| Crops under government loan | 19,530 | 39,344 | 15,337 | 17,735 |
| Market livestock held for sale | 91,054 | 46,069 | 28,008 | 287,212 |
| Other current assets | 5,327 | 3,666 | 1,454 | 15,557 |
| Total current farm assets | 631,535 | 621,766 | 361,646 | 1,294,856 |
| Intermediate Farm Assets | | | | |
| Breeding livestock | 94,005 | 19,142 | 29,395 | 327,350 |
| Machinery and equipment | 595,067 | 697,550 | 383,749 | 957,826 |
| Titled vehicles | 45,402 | 61,692 | 32,359 | 65,834 |
| Other intermediate assets | 37,331 | 44,988 | 28,944 | 64,621 |
| Total intermediate farm assets | 771,806 | 823,372 | 474,447 | 1,415,630 |
| Long Term Farm Assets | | | | |
| Farm land | 999,814 | 1,162,806 | 733,303 | 1,355,412 |
| Buildings and improvements | 347,632 | 299,939 | 257,979 | 626,135 |
| Other long-term assets | 52,116 | 51,495 | 28,600 | 116,222 |
| Total long-term farm assets | 1,399,561 | 1,514,241 | 1,019,882 | 2,097,769 |
| Total Farm Assets | 2,802,902 | 2,959,379 | 1,855,976 | 4,808,256 |
| Total Nonfarm Assets | 286,734 | 311,645 | 247,452 | 327,313 |
| Total Assets | 3,089,636 | 3,271,023 | 2,103,427 | 5,135,569 |
| Liabilities | | | | |
| Current Farm Liabilities | | | | |
| Accrued interest | 8,480 | 15,072 | 5,671 | 9,286 |
| Accounts payable | 19,565 | 28,520 | 10,337 | 37,990 |
| Current notes | 243,558 | 364,943 | 132,439 | 401,543 |
| Government crop loans | 9,082 | 19,038 | 6,713 | 8,049 |
| Principal due on term debt | 71,214 | 79,830 | 47,407 | 119,969 |
| Total current farm liabilities | 351,898 | 507,404 | 202,567 | 576,838 |
| Total intermediate farm liabs | 140,352 | 175,626 | 83,045 | 251,910 |
| Total long term farm liabilities | 433,236 | 512,177 | 309,920 | 614,759 |
| Total farm liabilities | 925,487 | 1,195,207 | 595,532 | 1,443,507 |
| Total nonfarm liabilities | 48,680 | 57,801 | 45,600 | 53,099 |
| Total liabs excluding deferreds | 974,167 | 1,253,009 | 641,133 | 1,496,606 |
| Total deferred liabilities | 305,965 | 354,461 | 201,102 | 499,984 |
| Total liabilities | 1,280,133 | 1,607,469 | 842,235 | 1,996,590 |
| Retained earnings | 1,352,519 | 1,085,935 | 873,592 | 2,671,383 |
| Market valuation equity | 456,984 | 577,619 | 387,601 | 467,596 |
| Net worth (farm and nonfarm) | 1,809,503 | 1,663,554 | 1,261,192 | 3,138,979 |
| Net worth excluding deferreds | 2,115,469 | 2,018,015 | 1,462,294 | 3,638,963 |
| Net worth change | 86,583 | -48,016 | 45,367 | 315,490 |
| Percent net worth change | 5 % | -3 % | 4 % | 11 % |
| Ratio Analysis | | | | |
| Current farm liabilities / assets | 56 % | 82 % | 56 % | 45 % |
| Intermediate farm liab. / assets | 18 % | 21 % | 18 % | 18 % |
| Long term farm liab. / assets | 31 % | 34 % | 30 % | 29 % |
| Total debt to asset ratio | 41 % | 49 % | 40 % | 39 % |
| Debt to assets excl deferreds | 32 % | 38 % | 30 % | 29 % |

Statement Of Cash Flows
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Beginning cash (farm & nonfarm) | 39,473 | 45,025 | 30,047 | 43,595 |
| Cash Provided By Operating Activities | | | | |
| Gross cash farm income | 925,932 | 860,736 | 483,649 | 2,103,835 |
| Total cash farm expense | -776,714 | -772,972 | -402,205 | -1,737,536 |
| Net cash from hedging transactions | -2,408 | -9,327 | -201 | -4,832 |
| Cash provided by operating | 146,810 | 78,437 | 81,242 | 361,468 |
| Cash Provided By Investing Activities | | | | |
| Sale of breeding livestock | 2,622 | 406 | 1,552 | 7,576 |
| Sale of machinery & equipment | 10,665 | 11,041 | 5,938 | 22,180 |
| Sale of titled vehicles | 400 | 686 | 207 | 410 |
| Sale of farm land | 2,507 | 3,498 | 1,489 | 4,822 |
| Sale of farm buildings | 838 | 668 | 284 | 1,217 |
| Sale of other farm assets | 2,311 | 4,793 | 806 | 3,783 |
| Sale of nonfarm assets | 5,608 | 6,513 | 5,175 | 6,504 |
| Purchase of breeding livestock | -5,948 | -2,449 | -1,364 | -17,999 |
| Purchase of machinery & equip. | -70,493 | -65,732 | -38,931 | -150,093 |
| Purchase of titled vehicles | -6,055 | -5,435 | -3,345 | -11,892 |
| Purchase of farm land | -30,448 | -29,201 | -16,329 | -60,506 |
| Purchase of farm buildings | -36,727 | -23,710 | -27,875 | -77,109 |
| Purchase of other farm assets | -6,134 | -4,038 | -2,116 | -15,590 |
| Purchase of nonfarm assets | -18,974 | -14,546 | -17,075 | -26,268 |
| Cash provided by investing | -149,828 | -117,506 | -91,583 | -312,965 |
| Cash Provided By Financing Activities | | | | |
| Money borrowed | 457,908 | 671,378 | 260,548 | 753,988 |
| Principal payments | -407,198 | -598,406 | -226,643 | -683,742 |
| Personal income | 34,228 | 41,877 | 34,860 | 23,121 |
| Family living/owner withdrawals | -66,995 | -67,076 | -51,494 | -102,439 |
| Income and social security tax | -17,985 | -13,737 | -12,813 | -31,254 |
| Capital contributions | 968 | 1,725 | 664 | 955 |
| Capital distributions | -2,729 | -1,960 | -799 | -9,811 |
| Dividends paid | -87 | - | - | -435 |
| Cash gifts and inheritances | 5,743 | 3,810 | 3,913 | 10,062 |
| Gifts given | -531 | -655 | -38 | -1,683 |
| Other cash flows | - | - | - | - |
| Cash provided by financing | 3,322 | 36,956 | 8,199 | -41,238 |
| Net change in cash balance | 304 | -2,113 | -2,142 | 7,264 |
| Ending cash (farm & nonfarm) | 39,735 | 42,886 | 27,874 | 50,801 |
| Discrepancy | 41 | 26 | 32 | 58 |

Crop Production and Marketing Summary
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Acreage Summary | | | | |
| Total acres owned | 220 | 233 | 173 | 289 |
| Total crop acres | 697 | 977 | 490 | 957 |
| Crop acres owned | 198 | 202 | 155 | 280 |
| Crop acres cash rented | 484 | 755 | 323 | 660 |
| Crop acres share rented | 16 | 20 | 11 | 18 |
| Total pasture acres | 4 | 5 | 4 | 4 |
| Percent crop acres owned | 28 % | 21 % | 32 % | 29 % |
| Mach invest/crop acre cost | 594 | 515 | 558 | 673 |
| Mach invest/crop acre market | 861 | 756 | 823 | 945 |
| Average Price Received (Cash Sales Only) | | | | |
| Corn per bushel | 4.47 | 4.37 | 4.44 | 4.68 |
| Soybeans per bushel | 11.74 | 11.57 | 11.51 | 12.08 |
| Hay, Alfalfa per ton | 145.02 | 129.23 | 142.41 | 157.84 |
| Wheat, Spring per bushel | 5.93 | 5.69 | 6.30 | 6.18 |
| Sweet Corn, Processing per ton | 90.36 | 97.84 | 90.93 | 91.03 |
| Peas, Processing per lb | 0.173 | 0.163 | 0.183 | 0.168 |
| Oats per bushel | 3.62 | 3.36 | 4.21 | 3.56 |
| Hay, Grass per ton | 114.99 | 103.89 | 113.41 | - |
| Straw per ton | 86.43 | 97.67 | 83.89 | - |
| Corn Silage per ton | 36.11 | 36.62 | 30.30 | 44.16 |
| Stover per ton | 35.16 | 56.71 | - | - |
| Sugar Beets per ton | 42.63 | 46.23 | - | - |
| Corn, Organic per bushel | 11.46 | - | - | - |
| Rented Out per \$ | 340.99 | - | - | - |
| Wheat, Winter per bushel | 4.65 | - | - | - |
| Prevented planting per unit | 1.00 | - | - | - |
| Hay, Mixed per ton | 97.17 | - | - | - |
| CRP per \$ | 1.00 | - | - | - |
| Beans, Navy per cwt | 36.12 | - | - | - |
| Peas, Field per lb | 0.174 | - | - | - |
| Haylage, Alfalfa per ton | 86.40 | - | - | - |
| Average Yield Per Acre | | | | |
| Corn (bushel) | 164.23 | 159.86 | 164.54 | 170.66 |
| Soybeans (bushel) | 47.27 | 45.19 | 47.87 | 50.05 |
| Corn Silage (ton) | 20.54 | 22.71 | 19.76 | 20.97 |
| Hay, Alfalfa (ton) | 4.99 | 4.71 | 4.61 | 5.28 |
| CRP (\$) | 131.52 | 126.13 | 130.31 | 138.72 |
| Sweet Corn, Processing (ton) | 6.32 | 5.38 | 6.49 | 6.43 |
| Wheat, Spring (bushel) | 57.46 | 55.74 | 61.30 | 55.26 |
| Hay, Grass (ton) | 2.93 | 2.96 | 4.16 | 2.91 |
| Peas, Processing (lb) | 2,335.59 | 1,691.94 | 2,529.08 | 2,361.36 |
| Oats (bushel) | 61.89 | - | 62.48 | 57.75 |
| Sugar Beets (ton) | 23.37 | 20.63 | 25.86 | 25.75 |
| Rented Out (\$) | 302.71 | 298.78 | 349.31 | 292.82 |
| Custom Work (\$) | 33.81 | 26.22 | - | - |
| Corn, Organic (bushel) | 81.01 | - | - | 87.07 |
| Oatlage (ton) | 4.45 | - | 4.31 | 4.10 |
| Haylage, Alfalfa (ton) | 8.56 | - | - | 9.34 |
| Hay, Mixed (ton) | 3.44 | - | 4.09 | - |
| Hay, Alfalfa, Organic (ton) | 4.29 | - | - | 4.21 |
| Corn, Ear (ton) | 8.78 | - | - | 8.87 |
| Pasture, Organic (aum) | 4.54 | - | - | 3.85 |
| Rye Silage (ton) | 5.23 | - | - | - |
| Pasture (aum) | 5.33 | - | - | - |
| Soybeans, Organic (bushel) | 24.89 | - | - | 28.42 |
| Hay, Mixed Alfalfa/Grass (ton) | 3.68 | - | - | - |
| Soybeans Seed (bushel) | 53.77 | - | - | - |
| Hay, Grass, Organic (ton) | 2.94 | - | - | - |
| Beans, Navy (cwt) | 22.95 | - | - | - |
| Oats, Organic (bushel) | 40.11 | - | - | - |
| Hay, Small Grain (ton) | 1.70 | - | - | - |
| Sorghum Silage (ton) | 4.60 | - | - | - |
| Wheat, Spring, Organic (bushel) | 51.27 | - | - | - |
| Wheat, Winter (bushel) | 47.30 | - | - | - |
| Corn snaplage (ton) | 11.23 | - | - | - |

Financial Guideline Measures

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, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Liquidity | | | | |
| Current ratio | 1.79 | 1.23 | 1.79 | 2.24 |
| Working capital | 279,637 | 114,361 | 159,079 | 718,019 |
| Working capital to gross inc | 29.9 % | 14.8 % | 32.7 % | 32.1 % |
| Solvency (market) | | | | |
| Farm debt to asset ratio | 43 % | 52 % | 43 % | 40 % |
| Farm equity to asset ratio | 57 % | 48 % | 57 % | 60 % |
| Farm debt to equity ratio | 0.77 | 1.07 | 0.74 | 0.67 |
| Profitability (cost) | | | | |
| Rate of return on farm assets | 3.7 % | -5.5 % | 2.0 % | 10.4 % |
| Rate of return on farm equity | 3.5 % | -16.9 % | 0.4 % | 14.5 % |
| Operating profit margin | 10.1 % | -16.9 % | 5.9 % | 24.0 % |
| Net farm income | 96,337 | -108,265 | 40,770 | 435,495 |
| EBITDA | 189,102 | 6,306 | 100,097 | 586,804 |
| Repayment Capacity | | | | |
| Capital debt repayment capacity | 126,400 | -52,102 | 62,822 | 458,237 |
| Capital debt repayment margin | 31,221 | -162,382 | -1,329 | 304,108 |
| Replacement margin | 5,937 | -189,382 | -17,513 | 263,322 |
| Term debt coverage ratio | 1.33 | -0.47 | 0.98 | 2.97 |
| Replacement coverage ratio | 1.05 | -0.38 | 0.78 | 2.35 |
| Efficiency | | | | |
| Asset turnover rate (cost) | 36.5 % | 32.5 % | 33.8 % | 43.4 % |
| Operating expense ratio | 79.8 % | 99.2 % | 79.4 % | 73.8 % |
| Depreciation expense ratio | 6.3 % | 8.8 % | 7.5 % | 4.6 % |
| Interest expense ratio | 3.7 % | 6.1 % | 4.7 % | 2.4 % |
| Net farm income ratio | 10.3 % | -14.0 % | 8.4 % | 19.5 % |

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.

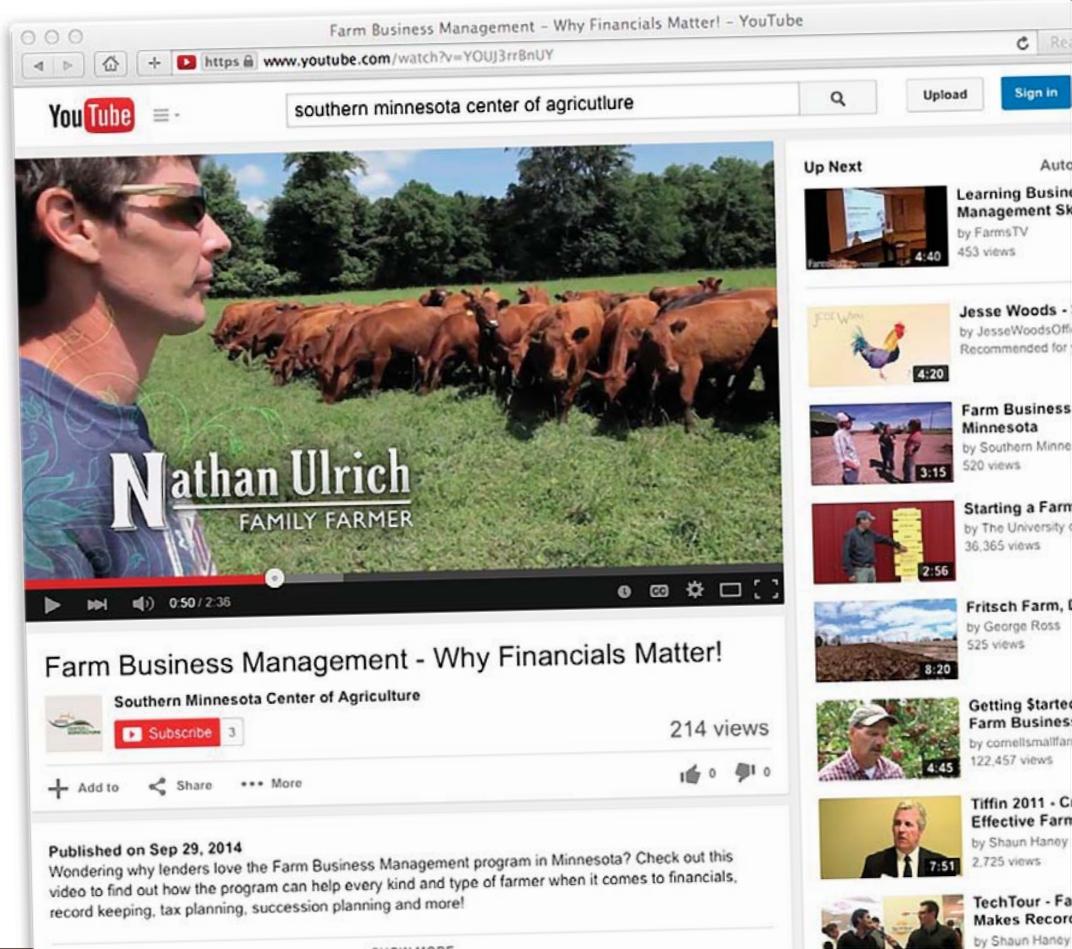
Net Farm Income Ratio: The ratio indicates the percent of the gross farm income, which remains after all expenses.



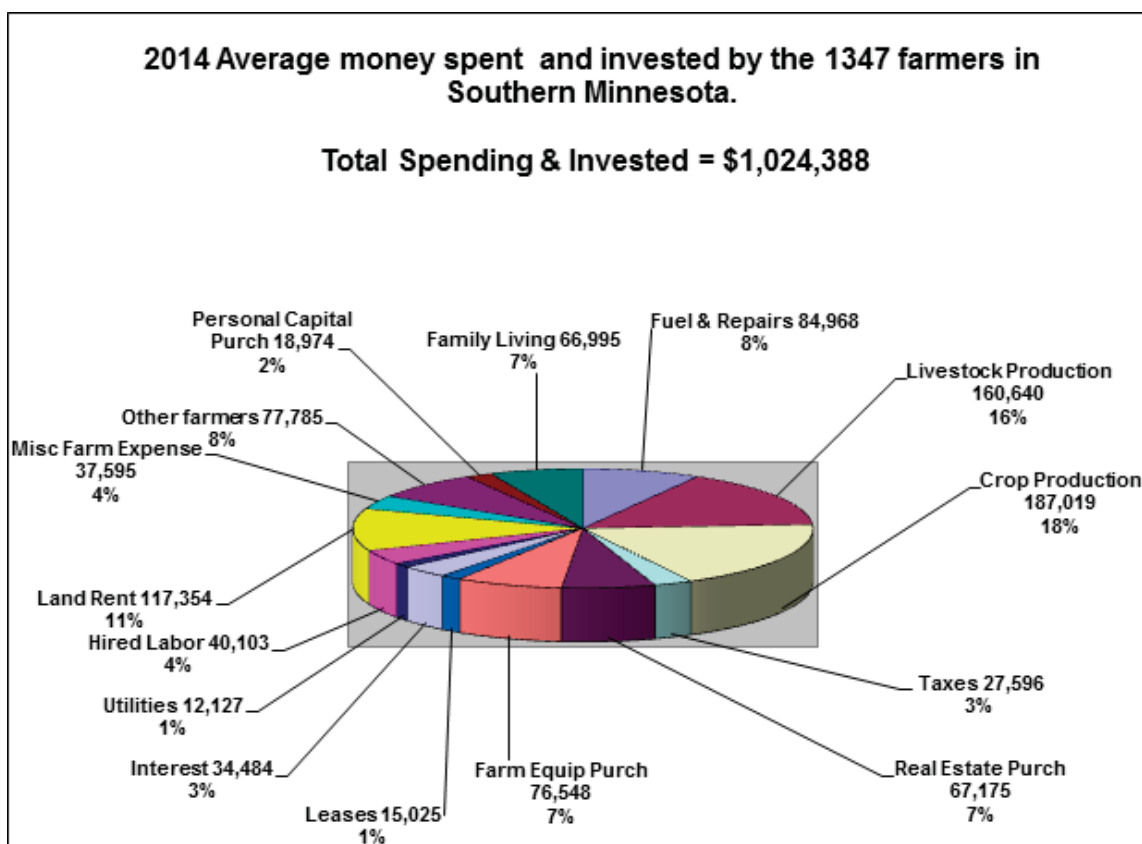
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MINNESOTA FARMER – 2014**



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.

Operator and Labor Information
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Operator Information | | | | |
| Average number of operators | 1.2 | 1.2 | 1.1 | 1.5 |
| Average age of operators | 48.9 | 51.1 | 47.3 | 50.1 |
| Average number of years farming | 25.4 | 27.5 | 22.8 | 27.7 |
| Results Per Operator | | | | |
| Working capital | 230,218 | 94,919 | 140,824 | 493,295 |
| Total assets (market) | 2,543,618 | 2,714,919 | 1,862,050 | 3,528,253 |
| Total liabilities | 1,053,900 | 1,334,185 | 745,585 | 1,371,703 |
| Net worth (market) | 1,489,717 | 1,380,734 | 1,116,465 | 2,156,550 |
| Net worth excl deferred liabs | 1,741,611 | 1,674,933 | 1,294,490 | 2,500,051 |
| Gross farm income | 770,534 | 639,716 | 430,888 | 1,537,501 |
| Total farm expense | 692,165 | 730,189 | 394,616 | 1,241,018 |
| Net farm income from operations | 78,369 | -90,473 | 36,273 | 296,482 |
| Net nonfarm income | 28,179 | 34,758 | 30,860 | 15,885 |
| Family living & tax withdrawals | 70,346 | 67,084 | 56,945 | 93,774 |
| Total acres owned | 181.5 | 193.2 | 153.1 | 198.6 |
| Total crop acres | 574.2 | 811.1 | 433.8 | 657.7 |
| Crop acres owned | 162.7 | 167.8 | 137.6 | 192.1 |
| Crop acres cash rented | 398.2 | 626.7 | 286.2 | 453.4 |
| Crop acres share rented | 13.3 | 16.6 | 10.0 | 12.3 |
| Total pasture acres | 3.3 | 3.9 | 3.4 | 2.5 |
| Labor Analysis | | | | |
| Number of farms | 1347 | 269 | 270 | 270 |
| Total unpaid labor hours | 2,168 | 1,806 | 1,850 | 3,412 |
| Total hired labor hours | 2,373 | 1,314 | 644 | 7,943 |
| Total labor hours per farm | 4,540 | 3,120 | 2,493 | 11,355 |
| Unpaid hours per operator | 1,785 | 1,499 | 1,637 | 2,344 |
| Value of farm production / hour | 164.74 | 220.63 | 174.08 | 142.17 |
| Net farm income / unpaid hour | 43.92 | -60.35 | 22.15 | 126.48 |
| Average hourly hired labor wage | 18.91 | 22.41 | 19.13 | 18.32 |
| Partnerships & LLCs | | | | |
| Number of farms | 173 | 31 | 27 | 59 |
| Number of operators | 2.0 | 2.1 | 1.8 | 2.3 |
| Owner withdrawals per farm | 153,973 | 240,623 | 36,717 | 222,798 |
| Withdrawals per operator | 77,483 | 133,679 | 28,244 | 90,323 |
| Corporations | | | | |
| Number of farms | 67 | 22 | 7 | 23 |
| Number of operators | 1.8 | 1.6 | 1.8 | 1.9 |

Household and Personal Expenses
Minnesota West, Ridgewater, Riverland, 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 | 409 | 71 | 88 | 75 |
| Average family size | 2.9 | 2.9 | 2.6 | 3.4 |
| Family Living Expenses | | | | |
| Food and meals expense | 7,934 | 7,376 | 8,092 | 9,360 |
| Medical care | 4,591 | 4,339 | 3,391 | 5,872 |
| Health insurance | 6,088 | 5,499 | 4,850 | 8,176 |
| Cash donations | 2,612 | 2,145 | 1,820 | 3,898 |
| Household supplies | 5,171 | 5,341 | 3,722 | 6,041 |
| Clothing | 2,131 | 2,434 | 1,666 | 2,240 |
| Personal care | 4,259 | 4,645 | 3,409 | 6,316 |
| Child / Dependent care | 574 | 156 | 751 | 494 |
| Alimony and child support | 26 | - | 147 | - |
| Gifts | 2,824 | 3,465 | 2,268 | 5,036 |
| Education | 2,466 | 1,418 | 1,886 | 4,525 |
| Recreation | 4,945 | 4,719 | 3,973 | 7,489 |
| Utilities (household share) | 3,126 | 2,634 | 2,651 | 3,192 |
| Personal vehicle operating exp | 3,970 | 4,129 | 3,387 | 3,923 |
| Household real estate taxes | 414 | 272 | 259 | 779 |
| Dwelling rent | 204 | 311 | 348 | 151 |
| Household repairs | 2,173 | 2,543 | 2,360 | 2,667 |
| Personal interest | 1,558 | 1,686 | 1,471 | 2,270 |
| Disability / Long term care ins | 538 | 411 | 654 | 638 |
| Life insurance payments | 4,412 | 5,402 | 3,118 | 6,292 |
| Personal property insurance | 370 | 199 | 360 | 608 |
| Miscellaneous | 5,308 | 5,491 | 3,619 | 5,777 |
| Total cash family living expense | 65,694 | 64,616 | 54,206 | 85,742 |
| Family living from the farm | 379 | 105 | 177 | 531 |
| Total family living | 66,073 | 64,720 | 54,383 | 86,273 |
| Other Nonfarm Expenditures | | | | |
| Income taxes | 26,042 | 17,623 | 17,991 | 47,034 |
| Furnishing & appliance purchases | 672 | 526 | 180 | 1,455 |
| Nonfarm vehicle purchases | 3,696 | 2,097 | 2,536 | 5,023 |
| Nonfarm real estate purchases | 6,308 | 2,877 | 964 | 15,183 |
| Other nonfarm capital purchases | 915 | 1,191 | 5,121 | -6,426 |
| Nonfarm savings & investments | 6,986 | 3,261 | 655 | 18,421 |
| Total other nonfarm expenditures | 44,618 | 27,576 | 27,448 | 80,691 |
| Total cash family living investment & nonfarm capital purch | 110,312 | 92,192 | 81,654 | 166,432 |

Nonfarm Summary
Minnesota West, Ridgewater, Riverland, 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 | 1347 | 269 | 270 | 270 |
| Nonfarm Income | | | | |
| Personal wages & salary | 22,250 | 22,860 | 25,673 | 11,693 |
| Net nonfarm business income | 3,897 | 5,310 | 3,529 | 4,238 |
| Personal rental income | 1,692 | 3,020 | 1,352 | 2,212 |
| Personal interest income | 309 | 254 | 206 | 584 |
| Personal cash dividends | 259 | 476 | 46 | 357 |
| Tax refunds | 1,062 | 1,073 | 973 | 1,539 |
| Other nonfarm income | 4,758 | 8,884 | 3,082 | 2,499 |
| Total nonfarm income | 34,228 | 41,877 | 34,860 | 23,121 |
| Gifts and inheritances | 5,743 | 3,810 | 3,913 | 10,062 |
| Nonfarm Assets (market) | | | | |
| Checking & savings | 13,072 | 11,196 | 11,956 | 17,136 |
| Stocks & bonds | 15,685 | 18,263 | 7,347 | 29,356 |
| Other current assets | 6,284 | 7,565 | 7,209 | 8,802 |
| Furniture & appliances | 11,594 | 13,398 | 10,998 | 9,892 |
| Nonfarm vehicles | 20,382 | 22,943 | 21,568 | 18,519 |
| Cash value of life ins. | 15,138 | 17,470 | 17,408 | 13,984 |
| Retirement accounts | 74,475 | 69,620 | 66,145 | 89,436 |
| Other intermediate assets | 7,112 | 8,853 | 7,128 | 5,866 |
| Nonfarm real estate | 100,504 | 124,285 | 81,417 | 109,262 |
| Personal bus. investment | 5,275 | 1,580 | 6,236 | 6,264 |
| Other long term assets | 17,213 | 16,471 | 10,040 | 18,797 |
| Total nonfarm assets | 286,734 | 311,645 | 247,452 | 327,313 |
| Nonfarm Liabilities | | | | |
| Accrued interest | 153 | 88 | 90 | 245 |
| Accounts payable | 1,090 | 864 | 770 | 1,534 |
| Current notes | 1,241 | 1,410 | 2,816 | 574 |
| Princ due on term debt | 3,434 | 4,081 | 3,578 | 3,385 |
| Total current liabilities | 11,245 | 9,263 | 10,232 | 18,357 |
| Intermediate liabilities | 5,148 | 6,302 | 6,729 | 4,363 |
| Long term liabilities | 32,288 | 42,236 | 28,639 | 30,379 |
| Total nonfarm liabilities | 48,680 | 57,801 | 45,600 | 53,099 |
| Nonfarm net worth | 238,054 | 253,843 | 201,851 | 274,214 |
| Nonfarm debt to asset ratio | 17 % | 19 % | 18 % | 16 % |

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

Corn, Organic on Owned Land

| | <u>Avg. Of All Farms</u> |
|------------------------------------|-------------------------------------|
| Number of farms | 11 |
| Yield per acre (bu.) | 61.95 |
| Operators share of yield % | 100.00 |
| Value per bu. | 10.81 |
| Other product return per acre | 14.14 |
| Total product return per acre | 683.56 |
| Crop insurance per acre | 480.11 |
| Gross return per acre | 1,163.67 |
| Direct Expenses | |
| Seed | 104.02 |
| Fertilizer | 96.50 |
| Non-chemical crop protect | 0.69 |
| Crop insurance | 19.05 |
| Drying expense | 13.25 |
| Storage | 2.86 |
| Fuel & oil | 39.43 |
| Repairs | 64.56 |
| Custom hire | 16.84 |
| Repair, buildings | 1.15 |
| Hired labor | 6.03 |
| Machinery leases | 12.10 |
| Utilities | 0.42 |
| Organic certification | 5.72 |
| Operating interest | 2.14 |
| Miscellaneous | 2.49 |
| Total direct expenses per acre | 387.25 |
| Return over direct exp per acre | 776.42 |
| Overhead Expenses | |
| Hired labor | 30.36 |
| Machinery leases | 3.37 |
| Building leases | 8.26 |
| RE & pers. property taxes | 25.79 |
| Farm insurance | 13.51 |
| Utilities | 10.54 |
| Dues & professional fees | 29.12 |
| Interest | 65.70 |
| Mach & bldg depreciation | 66.12 |
| Miscellaneous | 14.40 |
| Total overhead expenses per acre | 267.16 |
| Total dir & ovhd expenses per acre | 654.41 |
| Net return per acre | 509.26 |
| Government payments | - |
| Net return with govt pmts | 509.26 |
| Labor & management charge | 43.91 |
| Net return over lbr & mgt | 465.35 |
| Cost of Production | |
| Total direct expense per bu. | 6.25 |
| Total dir & ovhd exp per bu. | 10.56 |
| Less govt & other income | 2.59 |
| With labor & management | 3.29 |
| Net value per unit | 10.81 |
| Machinery cost per acre | 200.38 |
| Est. labor hours per acre | 4.43 |

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

Corn on Owned Land

| | <u>Avg. Of All Farms</u> | <u>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
|------------------------------------|------------------------------|----------------|-----------------|-----------------|
| Number of farms | 708 | 141 | 141 | 142 |
| Yield per acre (bu.) | 165.42 | 148.97 | 166.76 | 174.26 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per bu. | 3.90 | 3.69 | 3.83 | 4.12 |
| Other product return per acre | 0.53 | 0.46 | 0.61 | - |
| Total product return per acre | 645.42 | 550.88 | 639.34 | 717.12 |
| Hedging gains/losses per acre | 5.06 | 0.09 | 3.76 | 12.00 |
| Crop insurance per acre | 151.64 | 91.93 | 137.00 | 188.99 |
| Other crop income per acre | 4.68 | 3.02 | 5.39 | 1.93 |
| Gross return per acre | 806.80 | 645.92 | 785.49 | 920.05 |
| Direct Expenses | | | | |
| Seed | 127.81 | 126.58 | 128.80 | 123.01 |
| Fertilizer | 171.81 | 189.22 | 173.86 | 157.12 |
| Crop chemicals | 37.32 | 42.84 | 38.26 | 33.19 |
| Crop insurance | 22.71 | 21.11 | 22.96 | 23.50 |
| Drying expense | 24.59 | 29.29 | 21.72 | 21.88 |
| Storage | 1.62 | 2.89 | 2.05 | 0.78 |
| Fuel & oil | 35.79 | 38.41 | 37.05 | 32.33 |
| Repairs | 40.82 | 48.93 | 47.26 | 32.40 |
| Repair, machinery | 7.29 | 11.12 | 3.59 | 3.75 |
| Custom hire | 11.66 | 19.72 | 10.97 | 8.37 |
| Repair, buildings | 1.67 | 1.65 | 0.80 | 2.65 |
| Hired labor | 2.95 | 1.77 | 3.70 | 3.75 |
| Machinery leases | 1.55 | 1.30 | 1.28 | 1.27 |
| Utilities | 1.43 | 0.81 | 1.03 | 1.30 |
| Hauling and trucking | 1.46 | 1.80 | 1.24 | 1.16 |
| Marketing | 1.26 | 1.81 | 1.38 | 0.67 |
| Operating interest | 9.36 | 12.15 | 9.21 | 6.64 |
| Miscellaneous | 2.14 | 2.48 | 2.32 | 2.63 |
| Total direct expenses per acre | 503.23 | 553.85 | 507.48 | 456.40 |
| Return over direct exp per acre | 303.57 | 92.06 | 278.01 | 463.65 |
| Overhead Expenses | | | | |
| Hired labor | 11.34 | 9.58 | 10.87 | 12.73 |
| Machinery leases | 2.77 | 1.56 | 2.28 | 5.72 |
| Building leases | 1.03 | 0.44 | 0.87 | 1.63 |
| RE & pers. property taxes | 37.55 | 34.93 | 36.10 | 39.45 |
| Farm insurance | 12.57 | 13.72 | 13.68 | 11.39 |
| Utilities | 6.78 | 8.67 | 7.85 | 5.48 |
| Dues & professional fees | 3.54 | 4.61 | 3.94 | 2.92 |
| Interest | 71.54 | 56.63 | 70.30 | 75.28 |
| Mach & bldg depreciation | 75.23 | 71.98 | 72.20 | 81.66 |
| Miscellaneous | 9.48 | 11.02 | 9.08 | 9.52 |
| Total overhead expenses per acre | 231.83 | 213.14 | 227.17 | 245.77 |
| Total dir & ovhd expenses per acre | 735.06 | 766.99 | 734.65 | 702.16 |
| Net return per acre | 71.74 | -121.07 | 50.84 | 217.89 |
| Government payments | 1.09 | 1.27 | 0.95 | 0.60 |
| Net return with govt pmts | 72.83 | -119.80 | 51.79 | 218.49 |
| Labor & management charge | 63.41 | 78.13 | 62.12 | 57.12 |
| Net return over lbr & mgt | 9.42 | -197.93 | -10.34 | 161.36 |
| Cost of Production | | | | |
| Total direct expense per bu. | 3.04 | 3.72 | 3.04 | 2.62 |
| Total dir & ovhd exp per bu. | 4.44 | 5.15 | 4.41 | 4.03 |
| Less govt & other income | 3.46 | 4.50 | 3.52 | 2.86 |
| With labor & management | 3.84 | 5.02 | 3.89 | 3.19 |
| Net value per unit | 3.93 | 3.70 | 3.85 | 4.18 |
| Machinery cost per acre | 166.70 | 187.52 | 167.48 | 150.19 |
| Est. labor hours per acre | 3.09 | 3.68 | 3.34 | 2.74 |

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

Corn 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 farms | 855 | 171 | 171 | 171 |
| Yield per acre (bu.) | 163.81 | 155.03 | 161.66 | 171.37 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per bu. | 3.98 | 3.82 | 3.96 | 4.16 |
| Other product return per acre | 0.58 | 0.23 | 0.05 | 1.36 |
| Total product return per acre | 651.92 | 592.17 | 639.56 | 714.60 |
| Hedging gains/losses per acre | 1.06 | 0.00 | -3.47 | 7.32 |
| Crop insurance per acre | 155.05 | 117.73 | 158.02 | 197.77 |
| Other crop income per acre | 4.92 | 3.12 | 5.65 | 5.26 |
| Gross return per acre | 812.95 | 713.02 | 799.77 | 924.95 |
| Direct Expenses | | | | |
| Seed | 127.43 | 130.53 | 127.27 | 122.13 |
| Fertilizer | 170.03 | 195.09 | 168.42 | 159.59 |
| Crop chemicals | 34.48 | 37.07 | 33.02 | 32.06 |
| Crop insurance | 23.36 | 20.56 | 24.72 | 23.56 |
| Drying expense | 22.82 | 25.02 | 20.26 | 20.83 |
| Storage | 2.49 | 3.91 | 2.70 | 1.50 |
| Fuel & oil | 35.95 | 39.92 | 36.35 | 32.76 |
| Repairs | 38.59 | 50.48 | 38.55 | 34.20 |
| Repair, machinery | 5.76 | 8.26 | 4.70 | 4.49 |
| Custom hire | 11.01 | 17.04 | 8.21 | 13.77 |
| Repair, buildings | 0.99 | 0.98 | 1.39 | 1.60 |
| Hired labor | 5.27 | 7.58 | 5.06 | 2.25 |
| Land rent | 247.23 | 268.90 | 247.26 | 221.56 |
| Machinery leases | 4.81 | 3.23 | 6.68 | 1.59 |
| Utilities | 1.63 | 1.29 | 1.79 | 1.34 |
| Hauling and trucking | 1.81 | 1.95 | 0.60 | 0.77 |
| Marketing | 1.56 | 1.18 | 1.19 | 1.00 |
| Operating interest | 11.57 | 15.15 | 11.46 | 9.72 |
| Miscellaneous | 2.67 | 3.87 | 2.72 | 2.73 |
| Total direct expenses per acre | 749.46 | 832.00 | 742.36 | 687.48 |
| Return over direct exp per acre | 63.50 | -118.98 | 57.41 | 237.47 |
| Overhead Expenses | | | | |
| Hired labor | 10.72 | 8.31 | 11.31 | 10.72 |
| Machinery leases | 4.35 | 9.88 | 1.92 | 5.06 |
| Building leases | 1.92 | 1.99 | 1.26 | 1.96 |
| Farm insurance | 10.52 | 10.45 | 10.34 | 11.30 |
| Utilities | 5.58 | 6.18 | 5.37 | 5.57 |
| Dues & professional fees | 3.77 | 3.32 | 4.83 | 3.27 |
| Interest | 7.39 | 7.09 | 7.52 | 6.47 |
| Mach & bldg depreciation | 62.28 | 57.11 | 61.17 | 66.38 |
| Miscellaneous | 8.23 | 8.14 | 6.44 | 10.26 |
| Total overhead expenses per acre | 114.76 | 112.48 | 110.15 | 121.01 |
| Total dir & ovhd expenses per acre | 864.21 | 944.48 | 852.51 | 808.49 |
| Net return per acre | -51.26 | -231.46 | -52.74 | 116.46 |
| Government payments | 1.08 | 1.00 | 0.45 | 0.89 |
| Net return with govt pmts | -50.18 | -230.46 | -52.29 | 117.35 |
| Labor & management charge | 55.84 | 51.80 | 61.48 | 58.57 |
| Net return over lbr & mgt | -106.02 | -282.26 | -113.77 | 58.78 |
| Cost of Production | | | | |
| Total direct expense per bu. | 4.58 | 5.37 | 4.59 | 4.01 |
| Total dir & ovhd exp per bu. | 5.28 | 6.09 | 5.27 | 4.72 |
| Less govt & other income | 4.28 | 5.30 | 4.28 | 3.48 |
| With labor & management | 4.62 | 5.64 | 4.66 | 3.82 |
| Net value per unit | 3.98 | 3.82 | 3.93 | 4.20 |
| Machinery cost per acre | 161.12 | 185.17 | 157.19 | 152.05 |
| Est. labor hours per acre | 2.74 | 2.79 | 2.66 | 2.64 |

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

Soybeans on Owned Land

| | <u>Avg. Of</u> <u>All Farms</u> | <u>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
|------------------------------------|------------------------------------|----------------|-----------------|-----------------|
| Number of farms | 571 | 114 | 114 | 115 |
| Yield per acre (bu.) | 48.10 | 40.28 | 48.58 | 53.05 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per bu. | 10.12 | 9.80 | 10.19 | 10.39 |
| Total product return per acre | 486.62 | 394.89 | 494.89 | 550.96 |
| Hedging gains/losses per acre | 2.59 | 0.63 | 0.10 | 9.72 |
| Crop insurance per acre | 47.81 | 32.57 | 37.33 | 86.55 |
| Other crop income per acre | 4.33 | 4.22 | 3.39 | 5.51 |
| Gross return per acre | 541.35 | 432.31 | 535.72 | 652.73 |
| Direct Expenses | | | | |
| Seed | 61.66 | 63.91 | 65.35 | 58.70 |
| Fertilizer | 17.69 | 26.69 | 15.49 | 15.85 |
| Crop chemicals | 41.14 | 42.43 | 45.94 | 36.16 |
| Crop insurance | 21.60 | 18.45 | 22.79 | 24.47 |
| Storage | 0.67 | 0.96 | 0.65 | 0.48 |
| Fuel & oil | 22.25 | 23.69 | 21.60 | 21.64 |
| Repairs | 25.56 | 27.69 | 26.90 | 19.11 |
| Repair, machinery | 5.07 | 9.34 | 3.17 | 4.72 |
| Custom hire | 9.33 | 15.44 | 9.02 | 6.10 |
| Repair, buildings | 1.30 | 1.70 | 0.81 | 1.69 |
| Hired labor | 2.40 | 1.62 | 2.65 | 1.77 |
| Machinery leases | 1.15 | 0.48 | 1.39 | 0.71 |
| Utilities | 0.83 | 0.29 | 0.82 | 0.91 |
| Hauling and trucking | 0.77 | 1.42 | 0.27 | 0.84 |
| Marketing | 1.24 | 1.28 | 0.96 | 0.98 |
| Operating interest | 5.47 | 8.87 | 6.01 | 3.33 |
| Miscellaneous | 2.26 | 3.76 | 1.81 | 1.67 |
| Total direct expenses per acre | 220.39 | 248.00 | 225.62 | 199.14 |
| Return over direct exp per acre | 320.96 | 184.31 | 310.10 | 453.59 |
| Overhead Expenses | | | | |
| Hired labor | 6.22 | 3.60 | 6.99 | 7.93 |
| Machinery leases | 1.21 | 0.77 | 1.59 | 1.26 |
| Building leases | 0.55 | 0.38 | 0.88 | 0.28 |
| RE & pers. property taxes | 35.50 | 33.32 | 36.29 | 38.39 |
| Farm insurance | 8.11 | 7.68 | 8.06 | 8.43 |
| Utilities | 4.17 | 5.38 | 3.58 | 4.36 |
| Dues & professional fees | 2.30 | 2.46 | 2.23 | 2.21 |
| Interest | 63.85 | 66.21 | 60.77 | 71.72 |
| Mach & bldg depreciation | 46.98 | 42.43 | 48.76 | 54.21 |
| Miscellaneous | 6.53 | 5.86 | 7.06 | 6.27 |
| Total overhead expenses per acre | 175.43 | 168.09 | 176.20 | 195.05 |
| Total dir & ovhd expenses per acre | 395.82 | 416.09 | 401.82 | 394.19 |
| Net return per acre | 145.53 | 16.22 | 133.90 | 258.54 |
| Government payments | 1.00 | 0.78 | 0.98 | 0.24 |
| Net return with govt pmts | 146.54 | 17.00 | 134.88 | 258.78 |
| Labor & management charge | 41.02 | 46.55 | 36.26 | 43.28 |
| Net return over lbr & mgt | 105.52 | -29.55 | 98.62 | 215.50 |
| Cost of Production | | | | |
| Total direct expense per bu. | 4.58 | 6.16 | 4.64 | 3.75 |
| Total dir & ovhd exp per bu. | 8.23 | 10.33 | 8.27 | 7.43 |
| Less govt & other income | 7.07 | 9.38 | 7.41 | 5.51 |
| With labor & management | 7.92 | 10.54 | 8.16 | 6.32 |
| Net value per unit | 10.17 | 9.82 | 10.19 | 10.57 |
| Machinery cost per acre | 106.84 | 117.63 | 109.00 | 98.54 |
| Est. labor hours per acre | 1.95 | 2.13 | 1.79 | 1.92 |

Crop Enterprise Analysis
Minnesota West, Ridgewater, 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>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
|------------------------------------|------------------------------------|----------------|-----------------|-----------------|
| Number of farms | 758 | 151 | 151 | 152 |
| Yield per acre (bu.) | 47.01 | 42.84 | 47.67 | 51.40 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per bu. | 10.21 | 10.05 | 10.16 | 10.25 |
| Total product return per acre | 479.85 | 430.40 | 484.25 | 526.87 |
| Hedging gains/losses per acre | 1.49 | 0.07 | 1.66 | 5.49 |
| Crop insurance per acre | 51.97 | 38.70 | 44.39 | 86.53 |
| Other crop income per acre | 3.58 | 2.20 | 3.46 | 5.34 |
| Gross return per acre | 536.88 | 471.37 | 533.75 | 624.23 |
| Direct Expenses | | | | |
| Seed | 61.25 | 62.71 | 62.67 | 58.34 |
| Fertilizer | 18.61 | 23.67 | 15.93 | 12.52 |
| Crop chemicals | 39.11 | 41.51 | 38.73 | 37.96 |
| Crop insurance | 21.98 | 21.07 | 23.42 | 24.75 |
| Storage | 0.83 | 0.55 | 1.42 | 0.42 |
| Fuel & oil | 21.79 | 22.94 | 21.68 | 20.04 |
| Repairs | 23.65 | 25.30 | 22.13 | 21.40 |
| Repair, machinery | 3.54 | 4.32 | 5.00 | 3.25 |
| Custom hire | 8.83 | 11.33 | 7.41 | 3.77 |
| Repair, buildings | 0.73 | 1.62 | 0.34 | 0.95 |
| Hired labor | 4.42 | 6.66 | 6.15 | 1.62 |
| Land rent | 240.72 | 283.30 | 234.44 | 198.91 |
| Machinery leases | 3.36 | 3.95 | 3.16 | 1.16 |
| Utilities | 1.04 | 0.54 | 1.02 | 1.16 |
| Hauling and trucking | 0.97 | 1.23 | 1.05 | 0.50 |
| Marketing | 1.31 | 1.89 | 1.25 | 0.89 |
| Operating interest | 7.12 | 8.64 | 7.13 | 5.46 |
| Miscellaneous | 2.50 | 2.81 | 2.74 | 1.88 |
| Total direct expenses per acre | 461.75 | 524.04 | 455.69 | 394.98 |
| Return over direct exp per acre | 75.13 | -52.68 | 78.07 | 229.26 |
| Overhead Expenses | | | | |
| Hired labor | 6.35 | 7.06 | 5.96 | 6.40 |
| Machinery leases | 2.64 | 5.97 | 1.52 | 1.87 |
| Building leases | 0.98 | 1.73 | 0.57 | 0.27 |
| Farm insurance | 6.68 | 6.21 | 7.22 | 7.12 |
| Utilities | 3.50 | 3.19 | 3.84 | 3.24 |
| Dues & professional fees | 2.38 | 2.26 | 2.23 | 2.42 |
| Interest | 4.26 | 4.57 | 4.26 | 3.33 |
| Mach & bldg depreciation | 38.56 | 37.08 | 39.96 | 40.47 |
| Miscellaneous | 5.48 | 4.14 | 5.92 | 4.98 |
| Total overhead expenses per acre | 70.84 | 72.22 | 71.47 | 70.11 |
| Total dir & ovhd expenses per acre | 532.59 | 596.26 | 527.15 | 465.09 |
| Net return per acre | 4.29 | -124.89 | 6.60 | 159.14 |
| Government payments | 0.63 | 0.46 | 0.74 | 0.52 |
| Net return with govt pmts | 4.92 | -124.43 | 7.34 | 159.67 |
| Labor & management charge | 35.12 | 31.17 | 38.65 | 37.41 |
| Net return over lbr & mgt | -30.20 | -155.61 | -31.31 | 122.26 |
| Cost of Production | | | | |
| Total direct expense per bu. | 9.82 | 12.23 | 9.56 | 7.68 |
| Total dir & ovhd exp per bu. | 11.33 | 13.92 | 11.06 | 9.05 |
| Less govt & other income | 10.10 | 12.95 | 10.00 | 7.14 |
| With labor & management | 10.85 | 13.68 | 10.81 | 7.87 |
| Net value per unit | 10.24 | 10.05 | 10.19 | 10.36 |
| Machinery cost per acre | 101.08 | 111.00 | 99.73 | 88.12 |
| Est. labor hours per acre | 1.71 | 1.71 | 1.75 | 1.66 |

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

Sweet Corn, Processing on Owned Land

| | <u>Avg. Of All Farms</u> |
|------------------------------------|-------------------------------------|
| Number of farms | 20 |
| Yield per acre (ton) | 6.59 |
| Operators share of yield % | 100.00 |
| Value per ton | 85.77 |
| Total product return per acre | 565.12 |
| Crop insurance per acre | 23.64 |
| Other crop income per acre | 5.65 |
| Gross return per acre | 594.41 |
| Direct Expenses | |
| Fertilizer | 113.20 |
| Crop chemicals | 33.55 |
| Crop insurance | 7.32 |
| Fuel & oil | 35.31 |
| Repairs | 29.99 |
| Repair, machinery | 12.80 |
| Custom hire | 1.06 |
| Hired labor | 2.00 |
| Utilities | 0.72 |
| Marketing | 0.15 |
| Operating interest | 6.89 |
| Miscellaneous | 5.26 |
| Total direct expenses per acre | 248.25 |
| Return over direct exp per acre | 346.16 |
| Overhead Expenses | |
| Hired labor | 9.26 |
| Machinery leases | 1.94 |
| Building leases | 0.19 |
| RE & pers. property taxes | 36.31 |
| Farm insurance | 11.55 |
| Utilities | 9.19 |
| Dues & professional fees | 4.65 |
| Interest | 63.42 |
| Mach & bldg depreciation | 61.39 |
| Miscellaneous | 12.30 |
| Total overhead expenses per acre | 210.21 |
| Total dir & ovhd expenses per acre | 458.46 |
| Net return per acre | 135.95 |
| Government payments | - |
| Net return with govt pmts | 135.95 |
| Labor & management charge | 51.40 |
| Net return over lbr & mgt | 84.55 |
| Cost of Production | |
| Total direct expense per ton | 37.68 |
| Total dir & ovhd exp per ton | 69.58 |
| Less govt & other income | 65.14 |
| With labor & management | 72.94 |
| Net value per unit | 85.77 |
| Machinery cost per acre | 141.10 |
| Est. labor hours per acre | 2.60 |

Crop Enterprise Analysis
Minnesota West, Ridgewater, 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 farms | 50 | 10 | 10 | 10 |
| Yield per acre (ton) | 6.24 | 4.80 | 6.88 | 8.15 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per ton | 89.07 | 96.18 | 80.64 | 95.90 |
| Total product return per acre | 555.63 | 461.95 | 555.03 | 781.39 |
| Crop insurance per acre | 21.14 | 14.05 | 5.36 | - |
| Other crop income per acre | 10.71 | 3.15 | 8.59 | 0.06 |
| Gross return per acre | 587.47 | 479.15 | 568.98 | 781.45 |
| Direct Expenses | | | | |
| Fertilizer | 132.68 | 150.76 | 134.94 | 121.93 |
| Crop chemicals | 29.34 | 34.06 | 29.67 | 32.17 |
| Crop insurance | 8.85 | 4.47 | 3.18 | 21.62 |
| Fuel & oil | 32.60 | 38.86 | 28.47 | 29.93 |
| Repairs | 37.16 | 29.07 | 39.47 | 36.69 |
| Repair, machinery | 5.56 | 27.64 | - | - |
| Custom hire | 4.88 | 4.75 | 6.22 | 19.45 |
| Repair, buildings | 0.25 | 0.72 | - | - |
| Hired labor | 1.62 | 2.74 | 4.85 | 0.53 |
| Land rent | 233.79 | 281.68 | 205.36 | 224.70 |
| Machinery leases | 0.36 | 0.53 | - | - |
| Utilities | 0.35 | - | - | 0.74 |
| Hauling and trucking | 0.40 | - | - | 3.27 |
| Marketing | 0.49 | - | 0.13 | 3.45 |
| Operating interest | 11.09 | 12.55 | 18.79 | 7.59 |
| Miscellaneous | 2.81 | 1.64 | 8.06 | 1.20 |
| Total direct expenses per acre | 502.23 | 589.47 | 479.14 | 503.28 |
| Return over direct exp per acre | 85.24 | -110.32 | 89.83 | 278.17 |
| Overhead Expenses | | | | |
| Hired labor | 14.93 | 20.53 | 18.41 | 9.75 |
| Machinery leases | 2.64 | 9.80 | 0.68 | 3.58 |
| Building leases | 0.58 | 2.29 | 0.83 | 0.09 |
| Farm insurance | 8.23 | 8.48 | 8.86 | 5.81 |
| Utilities | 5.88 | 7.12 | 5.16 | 3.98 |
| Dues & professional fees | 2.92 | 3.67 | 3.64 | 2.06 |
| Interest | 5.52 | 5.49 | 8.61 | 3.78 |
| Mach & bldg depreciation | 55.05 | 49.76 | 42.53 | 45.58 |
| Miscellaneous | 7.24 | 7.45 | 4.36 | 11.57 |
| Total overhead expenses per acre | 102.99 | 114.59 | 93.07 | 86.20 |
| Total dir & ovhd expenses per acre | 605.22 | 704.07 | 572.22 | 589.48 |
| Net return per acre | -17.74 | -224.91 | -3.24 | 191.97 |
| Government payments | - | - | - | - |
| Net return with govt pmts | -17.74 | -224.91 | -3.24 | 191.97 |
| Labor & management charge | 50.77 | 56.44 | 37.49 | 50.20 |
| Net return over lbr & mgt | -68.51 | -281.35 | -40.73 | 141.77 |
| Cost of Production | | | | |
| Total direct expense per ton | 80.51 | 122.73 | 69.61 | 61.77 |
| Total dir & ovhd exp per ton | 97.02 | 146.59 | 83.14 | 72.35 |
| Less govt & other income | 91.91 | 143.01 | 81.11 | 72.34 |
| With labor & management | 100.05 | 154.76 | 86.56 | 78.50 |
| Net value per unit | 89.07 | 96.18 | 80.64 | 95.90 |
| Machinery cost per acre | 133.62 | 158.53 | 121.27 | 126.57 |
| Est. labor hours per acre | 2.48 | 2.04 | 2.49 | 3.12 |

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

Peas, Processing on Owned Land

| | <u>Avg. Of All Farms</u> |
|------------------------------------|-------------------------------------|
| Number of farms | 14 |
| Yield per acre (lb.) | 2,501.25 |
| Operators share of yield % | 100.00 |
| Value per lb. | 0.16 |
| Total product return per acre | 396.87 |
| Crop insurance per acre | 117.50 |
| Other crop income per acre | 6.74 |
| Gross return per acre | 521.11 |
| Direct Expenses | |
| Fertilizer | 32.92 |
| Crop chemicals | 19.22 |
| Crop insurance | 5.16 |
| Fuel & oil | 15.15 |
| Repairs | 17.59 |
| Repair, machinery | 5.73 |
| Custom hire | 3.09 |
| Hired labor | 3.42 |
| Operating interest | 3.06 |
| Miscellaneous | 0.13 |
| Total direct expenses per acre | 105.48 |
| Return over direct exp per acre | 415.64 |
| Overhead Expenses | |
| Hired labor | 3.96 |
| Building leases | 0.26 |
| RE & pers. property taxes | 27.72 |
| Farm insurance | 7.64 |
| Utilities | 4.09 |
| Dues & professional fees | 1.62 |
| Interest | 56.00 |
| Mach & bldg depreciation | 32.86 |
| Miscellaneous | 4.66 |
| Total overhead expenses per acre | 138.80 |
| Total dir & ovhd expenses per acre | 244.28 |
| Net return per acre | 276.83 |
| Government payments | - |
| Net return with govt pmts | 276.83 |
| Labor & management charge | 25.59 |
| Net return over lbr & mgt | 251.24 |
| Cost of Production | |
| Total direct expense per lb. | 0.04 |
| Total dir & ovhd exp per lb. | 0.10 |
| Less govt & other income | 0.05 |
| With labor & management | 0.06 |
| Net value per unit | 0.16 |
| Machinery cost per acre | 69.38 |
| Est. labor hours per acre | 1.12 |

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

Peas, Processing on Cash Rent

| | <u>Avg. Of All Farms</u> | <u>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
|------------------------------------|------------------------------|----------------|-----------------|-----------------|
| Number of farms | 31 | 6 | 6 | 7 |
| Yield per acre (lb.) | 2,277.91 | 1,264.76 | 2,292.10 | 4,029.58 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per lb. | 0.19 | 0.18 | 0.18 | 0.18 |
| Total product return per acre | 423.26 | 233.73 | 411.32 | 708.36 |
| Crop insurance per acre | 104.74 | 138.11 | 95.54 | 98.32 |
| Other crop income per acre | 2.40 | 6.13 | - | - |
| Gross return per acre | 530.40 | 377.96 | 506.86 | 806.67 |
| Direct Expenses | | | | |
| Seed | 0.24 | 1.10 | - | - |
| Fertilizer | 33.20 | 27.40 | 40.49 | 45.81 |
| Crop chemicals | 19.78 | 19.51 | 15.50 | 22.79 |
| Crop insurance | 9.19 | 4.44 | 6.88 | 24.99 |
| Fuel & oil | 15.83 | 17.62 | 11.16 | 12.96 |
| Repairs | 17.04 | 13.14 | 8.99 | 17.40 |
| Repair, machinery | 2.75 | 6.96 | 6.98 | - |
| Custom hire | 7.05 | 8.04 | 1.05 | 5.37 |
| Hired labor | 1.63 | - | 0.19 | 2.81 |
| Land rent | 246.05 | 276.54 | 251.23 | 206.92 |
| Machinery leases | 0.78 | - | 0.26 | 3.30 |
| Utilities | 0.54 | 0.46 | - | 0.57 |
| Marketing | 0.28 | - | 1.62 | - |
| Operating interest | 4.86 | 4.15 | 3.13 | 6.90 |
| Miscellaneous | 3.68 | 0.49 | 1.17 | 11.93 |
| Total direct expenses per acre | 362.90 | 379.85 | 348.65 | 361.77 |
| Return over direct exp per acre | 167.51 | -1.89 | 158.20 | 444.90 |
| Overhead Expenses | | | | |
| Hired labor | 5.83 | 9.30 | 4.79 | 7.77 |
| Machinery leases | 2.33 | 0.72 | 0.05 | 1.45 |
| Farm insurance | 3.96 | 3.41 | 5.36 | 3.75 |
| Utilities | 2.47 | 1.92 | 2.04 | 2.89 |
| Dues & professional fees | 1.32 | 1.10 | 1.73 | 1.80 |
| Interest | 2.45 | 1.43 | 1.36 | 3.04 |
| Mach & bldg depreciation | 22.92 | 25.14 | 24.83 | 20.80 |
| Miscellaneous | 3.07 | 3.62 | 3.40 | 3.03 |
| Total overhead expenses per acre | 44.34 | 46.63 | 43.56 | 44.53 |
| Total dir & ovhd expenses per acre | 407.24 | 426.48 | 392.21 | 406.30 |
| Net return per acre | 123.17 | -48.52 | 114.65 | 400.37 |
| Government payments | - | - | - | - |
| Net return with govt pmts | 123.17 | -48.52 | 114.65 | 400.37 |
| Labor & management charge | 17.81 | 14.59 | 20.94 | 20.79 |
| Net return over lbr & mgt | 105.35 | -63.11 | 93.71 | 379.58 |
| Cost of Production | | | | |
| Total direct expense per lb. | 0.16 | 0.30 | 0.15 | 0.09 |
| Total dir & ovhd exp per lb. | 0.18 | 0.34 | 0.17 | 0.10 |
| Less govt & other income | 0.13 | 0.22 | 0.13 | 0.08 |
| With labor & management | 0.14 | 0.23 | 0.14 | 0.08 |
| Net value per unit | 0.19 | 0.18 | 0.18 | 0.18 |
| Machinery cost per acre | 67.41 | 69.53 | 51.00 | 59.47 |
| Est. labor hours per acre | 1.10 | 1.04 | 0.84 | 1.41 |

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

Hay, Alfalfa on Owned Land

| | <u>Avg. Of</u> <u>All Farms</u> | <u>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
|------------------------------------|------------------------------------|----------------|-----------------|-----------------|
| Number of farms | 119 | 23 | 24 | 24 |
| Yield per acre (ton) | 4.90 | 3.52 | 4.70 | 6.38 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per ton | 175.22 | 142.79 | 166.93 | 202.00 |
| Other product return per acre | 7.15 | - | - | - |
| Total product return per acre | 865.10 | 502.47 | 784.29 | 1,289.18 |
| Crop insurance per acre | 3.65 | - | 0.78 | - |
| Other crop income per acre | 3.35 | 0.77 | - | 6.07 |
| Gross return per acre | 872.10 | 503.24 | 785.07 | 1,295.25 |
| Direct Expenses | | | | |
| Seed | 1.65 | 4.75 | 0.94 | - |
| Fertilizer | 66.09 | 42.46 | 67.76 | 75.89 |
| Crop chemicals | 11.46 | 13.83 | 7.55 | 14.08 |
| Crop insurance | 3.26 | 1.94 | 0.72 | 6.89 |
| Storage | 0.87 | - | 0.13 | 1.67 |
| Packaging and supplies | 0.21 | 0.06 | 0.74 | - |
| Fuel & oil | 45.58 | 44.57 | 45.21 | 51.66 |
| Repairs | 64.65 | 85.59 | 75.18 | 56.40 |
| Repair, machinery | 6.57 | 1.84 | - | 8.02 |
| Custom hire | 48.49 | 61.44 | 49.64 | 41.49 |
| Repair, buildings | 0.64 | - | 0.16 | 0.33 |
| Hired labor | 4.40 | 8.08 | 8.44 | 2.87 |
| Machinery leases | 3.81 | 0.59 | 9.55 | 4.20 |
| Utilities | 0.35 | 0.97 | - | 0.76 |
| Hauling and trucking | 0.14 | 1.02 | - | - |
| Operating interest | 5.03 | 3.72 | 4.11 | 5.01 |
| Miscellaneous | 7.57 | 23.74 | 3.19 | 4.53 |
| Total direct expenses per acre | 270.77 | 294.63 | 273.33 | 273.78 |
| Return over direct exp per acre | 601.33 | 208.60 | 511.74 | 1,021.47 |
| Overhead Expenses | | | | |
| Hired labor | 18.43 | 6.89 | 20.97 | 21.23 |
| Machinery leases | 2.57 | 1.94 | 3.97 | 1.64 |
| Building leases | 0.41 | 0.01 | 0.56 | 0.80 |
| RE & pers. property taxes | 27.46 | 30.86 | 23.94 | 29.40 |
| Farm insurance | 10.57 | 7.84 | 9.42 | 12.46 |
| Utilities | 6.83 | 5.42 | 7.99 | 5.12 |
| Dues & professional fees | 4.13 | 5.11 | 4.16 | 4.81 |
| Interest | 54.77 | 65.23 | 44.53 | 58.25 |
| Mach & bldg depreciation | 62.18 | 54.58 | 50.98 | 49.07 |
| Miscellaneous | 9.90 | 11.28 | 13.61 | 8.35 |
| Total overhead expenses per acre | 197.24 | 189.15 | 180.13 | 191.14 |
| Total dir & ovhd expenses per acre | 468.01 | 483.79 | 453.45 | 464.92 |
| Net return per acre | 404.09 | 19.45 | 331.62 | 830.33 |
| Government payments | 0.36 | - | 1.04 | - |
| Net return with govt pmts | 404.45 | 19.45 | 332.66 | 830.33 |
| Labor & management charge | 49.43 | 48.60 | 42.64 | 60.24 |
| Net return over lbr & mgt | 355.02 | -29.14 | 290.02 | 770.09 |
| Cost of Production | | | | |
| Total direct expense per ton | 55.30 | 83.73 | 58.18 | 42.90 |
| Total dir & ovhd exp per ton | 95.58 | 137.48 | 96.52 | 72.85 |
| Less govt & other income | 92.62 | 137.26 | 96.13 | 71.90 |
| With labor & management | 102.71 | 151.07 | 105.20 | 81.33 |
| Net value per unit | 175.22 | 142.79 | 166.93 | 202.00 |
| Machinery cost per acre | 232.87 | 252.30 | 231.25 | 215.24 |
| Est. labor hours per acre | 4.05 | 3.56 | 4.45 | 4.21 |

Crop Enterprise Analysis
Minnesota West, Ridgewater, 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 farms | 148 | 29 | 29 | 30 |
| Yield per acre (ton) | 5.05 | 3.96 | 4.72 | 6.00 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per ton | 171.30 | 119.05 | 163.23 | 204.37 |
| Total product return per acre | 864.59 | 472.02 | 770.75 | 1,225.23 |
| Crop insurance per acre | 6.51 | - | 25.85 | 2.26 |
| Other crop income per acre | 3.37 | 1.58 | 7.00 | 3.68 |
| Gross return per acre | 874.47 | 473.59 | 803.59 | 1,231.16 |
| Direct Expenses | | | | |
| Seed | 1.35 | 3.31 | 2.02 | 2.83 |
| Fertilizer | 63.80 | 59.63 | 85.08 | 54.48 |
| Crop chemicals | 11.29 | 13.96 | 6.50 | 14.12 |
| Crop insurance | 3.69 | 2.75 | 3.62 | 2.79 |
| Storage | 4.53 | - | 9.05 | 1.45 |
| Packaging and supplies | 1.22 | 3.88 | 3.17 | - |
| Fuel & oil | 54.11 | 41.24 | 36.35 | 57.63 |
| Repairs | 62.55 | 59.57 | 54.67 | 53.67 |
| Repair, machinery | 4.88 | 7.51 | 4.36 | 15.63 |
| Custom hire | 34.64 | 67.57 | 44.62 | 11.86 |
| Repair, buildings | 0.67 | 0.80 | 0.43 | 0.34 |
| Hired labor | 4.06 | 12.13 | 7.50 | 3.17 |
| Land rent | 211.33 | 213.37 | 210.13 | 186.72 |
| Machinery leases | 4.27 | 0.83 | 13.31 | 2.48 |
| Utilities | 0.58 | 1.05 | 1.02 | 0.72 |
| Operating interest | 6.38 | 7.72 | 2.05 | 3.43 |
| Miscellaneous | 9.48 | 24.07 | 12.88 | 11.44 |
| Total direct expenses per acre | 478.84 | 519.39 | 496.76 | 422.76 |
| Return over direct exp per acre | 395.63 | -45.80 | 306.83 | 808.40 |
| Overhead Expenses | | | | |
| Custom hire | 0.21 | - | 0.95 | - |
| Hired labor | 35.35 | 13.13 | 14.17 | 37.70 |
| Machinery leases | 9.53 | 7.17 | 5.57 | 4.54 |
| Building leases | 2.36 | 6.53 | 3.53 | 3.76 |
| Farm insurance | 9.15 | 10.93 | 9.24 | 11.65 |
| Utilities | 4.90 | 7.58 | 4.44 | 4.58 |
| Dues & professional fees | 2.98 | 2.10 | 1.95 | 3.47 |
| Interest | 11.37 | 5.78 | 13.44 | 8.57 |
| Mach & bldg depreciation | 53.09 | 52.25 | 47.43 | 57.18 |
| Miscellaneous | 8.34 | 12.12 | 13.28 | 5.08 |
| Total overhead expenses per acre | 137.28 | 117.59 | 114.00 | 136.54 |
| Total dir & ovhd expenses per acre | 616.12 | 636.98 | 610.76 | 559.29 |
| Net return per acre | 258.35 | -163.38 | 192.84 | 671.86 |
| Government payments | 0.33 | - | 0.59 | - |
| Net return with govt pmts | 258.68 | -163.38 | 193.42 | 671.86 |
| Labor & management charge | 35.16 | 49.96 | 39.04 | 31.53 |
| Net return over lbr & mgt | 223.52 | -213.34 | 154.39 | 640.33 |
| Cost of Production | | | | |
| Total direct expense per ton | 94.87 | 131.00 | 105.20 | 70.52 |
| Total dir & ovhd exp per ton | 122.07 | 160.66 | 129.35 | 93.29 |
| Less govt & other income | 120.05 | 160.26 | 122.27 | 92.30 |
| With labor & management | 127.01 | 172.86 | 130.53 | 97.56 |
| Net value per unit | 171.30 | 119.05 | 163.23 | 204.37 |
| Machinery cost per acre | 229.46 | 236.68 | 216.14 | 204.09 |
| Est. labor hours per acre | 4.26 | 4.93 | 3.32 | 3.77 |

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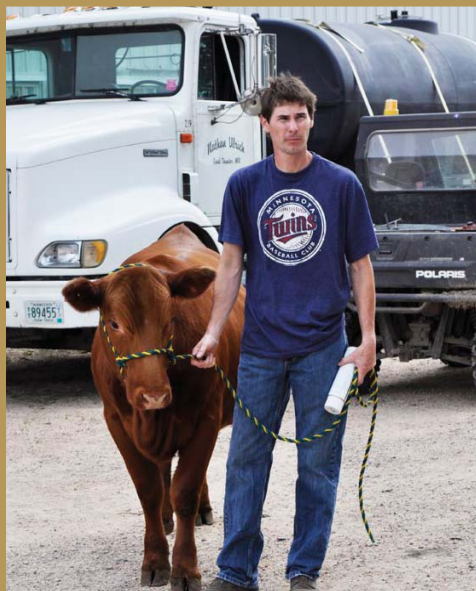
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Crop Enterprise Analysis
Minnesota West, Ridgewater, Riverland, and South Central Colleges
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

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 farms | 27 | 5 | 6 | 6 |
| Yield per acre (ton) | 2.37 | 0.87 | 2.09 | 3.06 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per ton | 192.53 | 150.00 | 201.55 | 205.59 |
| Other product return per acre | 19.08 | - | - | 48.79 |
| Total product return per acre | 475.92 | 130.72 | 420.99 | 678.93 |
| Other crop income per acre | 4.53 | 4.76 | - | 1.29 |
| Gross return per acre | 480.45 | 135.48 | 420.99 | 680.22 |
| Direct Expenses | | | | |
| Seed | 107.53 | 140.78 | 117.77 | 82.45 |
| Fertilizer | 61.40 | 77.33 | 90.75 | 43.85 |
| Crop chemicals | 15.64 | 24.88 | 15.10 | 16.78 |
| Crop insurance | 2.14 | - | 5.30 | 2.45 |
| Fuel & oil | 56.01 | 53.53 | 42.02 | 74.37 |
| Repairs | 47.75 | 75.90 | 64.17 | 13.68 |
| Repair, machinery | 21.36 | - | - | 54.61 |
| Custom hire | 41.56 | 50.48 | 12.34 | 34.03 |
| Repair, buildings | 0.30 | 0.36 | - | 0.65 |
| Hired labor | 3.49 | - | 0.41 | - |
| Machinery leases | 6.97 | 2.08 | 10.56 | 0.30 |
| Operating interest | 4.19 | 3.37 | 4.71 | 3.65 |
| Miscellaneous | 4.76 | 17.92 | 5.12 | 1.50 |
| Total direct expenses per acre | 373.10 | 446.61 | 368.26 | 328.33 |
| Return over direct exp per acre | 107.36 | -311.14 | 52.73 | 351.89 |
| Overhead Expenses | | | | |
| Hired labor | 28.82 | 19.39 | 20.98 | 47.59 |
| Machinery leases | 0.73 | 0.74 | 0.70 | 1.21 |
| Building leases | 0.54 | 0.36 | 1.97 | 0.12 |
| RE & pers. property taxes | 36.32 | 10.88 | 29.85 | 55.51 |
| Farm insurance | 7.34 | 8.86 | 10.42 | 4.14 |
| Utilities | 6.28 | 7.35 | 7.04 | 4.91 |
| Dues & professional fees | 3.92 | 2.95 | 2.24 | 5.85 |
| Interest | 68.34 | 57.31 | 93.47 | 57.10 |
| Mach & bldg depreciation | 55.93 | 61.97 | 87.13 | 37.31 |
| Miscellaneous | 10.46 | 7.72 | 8.12 | 5.61 |
| Total overhead expenses per acre | 218.67 | 177.53 | 261.91 | 219.34 |
| Total dir & ovhd expenses per acre | 591.76 | 624.15 | 630.17 | 547.67 |
| Net return per acre | -111.31 | -488.67 | -209.18 | 132.55 |
| Government payments | - | - | - | - |
| Net return with govt pmts | -111.31 | -488.67 | -209.18 | 132.55 |
| Labor & management charge | 45.39 | 44.30 | 73.96 | 27.34 |
| Net return over lbr & mgt | -156.70 | -532.97 | -283.14 | 105.21 |
| Cost of Production | | | | |
| Total direct expense per ton | 157.23 | 512.50 | 176.31 | 107.12 |
| Total dir & ovhd exp per ton | 249.39 | 716.22 | 301.70 | 178.69 |
| Less govt & other income | 239.44 | 710.76 | 301.70 | 162.35 |
| With labor & management | 258.57 | 761.59 | 337.11 | 171.27 |
| Net value per unit | 192.53 | 150.00 | 201.55 | 205.59 |
| Machinery cost per acre | 234.18 | 246.87 | 221.17 | 222.01 |
| Est. labor hours per acre | 3.58 | 4.72 | 3.53 | 2.76 |

Crop Enterprise Analysis
Minnesota West, Ridgewater, 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 farms | 43 | 8 | 8 | 9 |
| Yield per acre (ton) | 2.43 | 1.77 | 2.25 | 4.58 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per ton | 155.30 | 113.26 | 146.48 | 157.84 |
| Other product return per acre | 12.07 | 15.75 | - | - |
| Total product return per acre | 389.00 | 216.63 | 329.11 | 722.38 |
| Crop insurance per acre | 2.36 | - | - | - |
| Other crop income per acre | 5.05 | - | 27.86 | - |
| Gross return per acre | 396.41 | 216.63 | 356.97 | 722.38 |
| Direct Expenses | | | | |
| Seed | 100.33 | 114.56 | 85.47 | 78.68 |
| Fertilizer | 44.64 | 71.09 | 62.76 | 63.72 |
| Crop chemicals | 11.91 | 17.48 | 11.42 | 21.99 |
| Crop insurance | 2.72 | 3.23 | 0.20 | 0.83 |
| Storage | 0.45 | 0.61 | 1.85 | - |
| Packaging and supplies | 1.93 | 4.56 | - | 6.99 |
| Fuel & oil | 46.58 | 48.15 | 39.74 | 44.71 |
| Repairs | 47.40 | 35.89 | 66.42 | 45.27 |
| Repair, machinery | 9.06 | 17.47 | - | - |
| Custom hire | 20.86 | 39.32 | 16.80 | 24.62 |
| Repair, buildings | 1.14 | 5.71 | - | - |
| Hired labor | 5.18 | 14.00 | 1.96 | 7.20 |
| Land rent | 212.52 | 231.40 | 169.65 | 211.44 |
| Machinery leases | 5.86 | - | 1.87 | 23.02 |
| Utilities | 0.97 | 1.54 | - | 3.89 |
| Marketing | 0.84 | - | 0.05 | 5.23 |
| Operating interest | 5.60 | 4.09 | 12.38 | 4.08 |
| Miscellaneous | 13.72 | 42.68 | 3.71 | 4.59 |
| Total direct expenses per acre | 531.69 | 651.77 | 474.28 | 546.26 |
| Return over direct exp per acre | -135.28 | -435.13 | -117.31 | 176.11 |
| Overhead Expenses | | | | |
| Custom hire | 0.61 | - | - | - |
| Hired labor | 27.42 | 17.77 | 43.79 | 5.06 |
| Machinery leases | 7.23 | 9.85 | 2.91 | 1.09 |
| Building leases | 7.39 | 12.55 | 0.89 | 27.52 |
| Farm insurance | 9.06 | 9.60 | 9.51 | 5.23 |
| Utilities | 4.95 | 5.60 | 6.83 | 2.66 |
| Dues & professional fees | 3.00 | 2.61 | 2.45 | 4.56 |
| Interest | 8.42 | 4.87 | 8.95 | 15.23 |
| Mach & bldg depreciation | 53.16 | 58.72 | 78.40 | 41.22 |
| Miscellaneous | 6.60 | 7.27 | 9.22 | 7.36 |
| Total overhead expenses per acre | 127.84 | 128.83 | 162.95 | 109.92 |
| Total dir & ovhd expenses per acre | 659.53 | 780.59 | 637.23 | 656.19 |
| Net return per acre | -263.12 | -563.96 | -280.26 | 66.19 |
| Government payments | 0.46 | - | 2.56 | - |
| Net return with govt pmts | -262.66 | -563.96 | -277.69 | 66.19 |
| Labor & management charge | 36.53 | 48.36 | 35.04 | 24.16 |
| Net return over lbr & mgt | -299.19 | -612.32 | -312.73 | 42.03 |
| Cost of Production | | | | |
| Total direct expense per ton | 219.07 | 367.46 | 211.09 | 119.36 |
| Total dir & ovhd exp per ton | 271.74 | 440.09 | 283.61 | 143.38 |
| Less govt & other income | 263.52 | 431.22 | 270.07 | 143.38 |
| With labor & management | 278.58 | 458.48 | 285.67 | 148.66 |
| Net value per unit | 155.30 | 113.26 | 146.48 | 157.84 |
| Machinery cost per acre | 192.31 | 211.81 | 201.74 | 191.88 |
| Est. labor hours per acre | 3.26 | 4.17 | 4.04 | 1.70 |

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

Corn Silage on Owned Land

| | <u>Avg. Of</u> <u>All Farms</u> | <u>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
|------------------------------------|------------------------------------|----------------|-----------------|-----------------|
| Number of farms | 140 | 28 | 28 | 28 |
| Yield per acre (ton) | 20.42 | 17.65 | 20.31 | 24.66 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per ton | 35.59 | 30.65 | 32.91 | 40.64 |
| Total product return per acre | 726.77 | 541.17 | 668.39 | 1,002.40 |
| Crop insurance per acre | 121.28 | 60.11 | 182.04 | 84.11 |
| Other crop income per acre | 1.23 | 0.44 | - | 0.41 |
| Gross return per acre | 849.28 | 601.72 | 850.44 | 1,086.92 |
| Direct Expenses | | | | |
| Seed | 120.81 | 120.66 | 123.63 | 117.19 |
| Fertilizer | 113.41 | 142.46 | 110.17 | 103.03 |
| Crop chemicals | 38.44 | 35.96 | 43.62 | 35.56 |
| Crop insurance | 15.42 | 11.24 | 17.94 | 17.58 |
| Storage | 2.76 | 2.91 | 1.55 | 2.19 |
| Fuel & oil | 49.67 | 61.52 | 51.42 | 47.12 |
| Repairs | 57.19 | 58.92 | 52.90 | 60.36 |
| Repair, machinery | 12.99 | 22.77 | 17.25 | 2.73 |
| Custom hire | 61.20 | 67.32 | 80.57 | 36.30 |
| Repair, buildings | 1.42 | 0.07 | 3.48 | 1.67 |
| Hired labor | 3.84 | 0.36 | 0.47 | 7.63 |
| Machinery leases | 2.88 | 0.82 | 2.56 | 8.36 |
| Utilities | 0.90 | 1.34 | 0.09 | 0.53 |
| Hauling and trucking | 5.11 | 26.16 | - | 0.15 |
| Marketing | 0.22 | - | - | 0.90 |
| Operating interest | 5.70 | 7.22 | 5.95 | 4.51 |
| Miscellaneous | 11.09 | 6.03 | 4.93 | 10.34 |
| Total direct expenses per acre | 503.03 | 565.76 | 516.55 | 456.17 |
| Return over direct exp per acre | 346.25 | 35.96 | 333.89 | 630.75 |
| Overhead Expenses | | | | |
| Custom hire | 0.54 | - | 1.96 | - |
| Hired labor | 27.77 | 33.00 | 31.08 | 43.14 |
| Machinery leases | 2.39 | 0.18 | 4.38 | 3.48 |
| Building leases | 0.71 | 0.11 | 0.90 | 0.61 |
| RE & pers. property taxes | 28.90 | 43.23 | 28.14 | 24.35 |
| Farm insurance | 10.43 | 10.28 | 8.94 | 12.47 |
| Utilities | 7.61 | 7.39 | 7.89 | 8.33 |
| Dues & professional fees | 3.96 | 4.82 | 2.89 | 6.11 |
| Interest | 68.93 | 67.15 | 77.22 | 54.25 |
| Mach & bldg depreciation | 57.51 | 46.16 | 59.08 | 66.10 |
| Miscellaneous | 10.03 | 5.68 | 11.21 | 10.96 |
| Total overhead expenses per acre | 218.77 | 217.99 | 233.69 | 229.79 |
| Total dir & ovhd expenses per acre | 721.80 | 783.75 | 750.23 | 685.97 |
| Net return per acre | 127.48 | -182.03 | 100.20 | 400.95 |
| Government payments | - | - | - | - |
| Net return with govt pmts | 127.48 | -182.03 | 100.20 | 400.95 |
| Labor & management charge | 49.96 | 43.19 | 52.76 | 64.41 |
| Net return over lbr & mgt | 77.52 | -225.22 | 47.44 | 336.55 |
| Cost of Production | | | | |
| Total direct expense per ton | 24.63 | 32.05 | 25.43 | 18.50 |
| Total dir & ovhd exp per ton | 35.35 | 44.39 | 36.94 | 27.81 |
| Less govt & other income | 29.35 | 40.96 | 27.97 | 24.39 |
| With labor & management | 31.80 | 43.41 | 30.57 | 27.00 |
| Net value per unit | 35.59 | 30.65 | 32.91 | 40.64 |
| Machinery cost per acre | 243.79 | 262.53 | 266.48 | 218.73 |
| Est. labor hours per acre | 3.91 | 3.09 | 4.42 | 4.52 |

Crop Enterprise Analysis
Minnesota West, Ridgewater, 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>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
|------------------------------------|------------------------------|----------------|-----------------|-----------------|
| Number of farms | 158 | 31 | 31 | 32 |
| Yield per acre (ton) | 20.47 | 17.62 | 20.86 | 24.16 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per ton | 38.29 | 35.62 | 35.90 | 41.04 |
| Total product return per acre | 783.56 | 627.53 | 748.81 | 991.42 |
| Hedging gains/losses per acre | 0.07 | - | - | - |
| Crop insurance per acre | 110.24 | 78.91 | 87.40 | 115.15 |
| Other crop income per acre | 3.42 | 0.81 | 6.91 | - |
| Gross return per acre | 897.29 | 707.25 | 843.12 | 1,106.57 |
| Direct Expenses | | | | |
| Seed | 118.10 | 131.68 | 124.86 | 106.81 |
| Fertilizer | 96.98 | 105.59 | 89.75 | 89.78 |
| Crop chemicals | 36.68 | 43.43 | 29.73 | 36.66 |
| Non-chemical crop protect | 0.86 | 5.32 | - | - |
| Crop insurance | 16.12 | 15.01 | 14.79 | 13.11 |
| Storage | 5.10 | 2.04 | 11.65 | 1.61 |
| Packaging and supplies | 1.30 | - | 3.55 | 1.42 |
| Fuel & oil | 58.60 | 49.33 | 45.96 | 53.70 |
| Repairs | 66.92 | 89.22 | 45.26 | 56.35 |
| Repair, machinery | 11.98 | 13.46 | 19.52 | - |
| Custom hire | 49.97 | 115.42 | 39.13 | 53.30 |
| Repair, buildings | 0.82 | 2.95 | 1.24 | - |
| Repair, irrigation equip | 0.62 | - | - | - |
| Hired labor | 6.56 | 13.45 | 4.69 | 4.41 |
| Land rent | 220.97 | 241.71 | 229.97 | 207.13 |
| Machinery leases | 5.64 | 5.49 | 9.12 | 1.45 |
| Utilities | 0.83 | 0.63 | 0.72 | 1.05 |
| Hauling and trucking | 1.75 | 9.82 | 0.17 | - |
| Marketing | 0.69 | - | 0.27 | - |
| Operating interest | 6.31 | 2.99 | 3.53 | 2.90 |
| Miscellaneous | 6.70 | 4.62 | 3.63 | 13.10 |
| Total direct expenses per acre | 713.50 | 852.16 | 677.55 | 642.78 |
| Return over direct exp per acre | 183.79 | -144.91 | 165.57 | 463.79 |
| Overhead Expenses | | | | |
| Custom hire | 0.29 | - | - | 0.79 |
| Hired labor | 35.06 | 15.78 | 16.73 | 23.66 |
| Machinery leases | 8.50 | 3.27 | 3.26 | 8.81 |
| Building leases | 4.94 | 7.29 | 4.57 | 5.09 |
| Farm insurance | 8.26 | 5.45 | 5.69 | 10.32 |
| Utilities | 4.13 | 4.42 | 3.29 | 5.24 |
| Dues & professional fees | 3.11 | 3.06 | 1.85 | 5.30 |
| Interest | 12.73 | 9.09 | 11.54 | 7.48 |
| Mach & bldg depreciation | 53.85 | 42.89 | 52.94 | 47.43 |
| Miscellaneous | 9.16 | 5.15 | 11.19 | 8.21 |
| Total overhead expenses per acre | 140.03 | 96.40 | 111.06 | 122.34 |
| Total dir & ovhd expenses per acre | 853.52 | 948.56 | 788.61 | 765.12 |
| Net return per acre | 43.76 | -241.31 | 54.51 | 341.45 |
| Government payments | 0.04 | - | 0.18 | - |
| Net return with govt pmts | 43.80 | -241.31 | 54.69 | 341.45 |
| Labor & management charge | 30.06 | 32.54 | 22.99 | 34.60 |
| Net return over lbr & mgt | 13.74 | -273.85 | 31.70 | 306.85 |
| Cost of Production | | | | |
| Total direct expense per ton | 34.86 | 48.37 | 32.48 | 26.61 |
| Total dir & ovhd exp per ton | 41.71 | 53.84 | 37.80 | 31.68 |
| Less govt & other income | 36.15 | 49.32 | 33.27 | 26.91 |
| With labor & management | 37.62 | 51.17 | 34.38 | 28.34 |
| Net value per unit | 38.29 | 35.62 | 35.90 | 41.04 |
| Machinery cost per acre | 262.93 | 325.05 | 223.73 | 224.73 |
| Est. labor hours per acre | 4.35 | 3.23 | 2.78 | 4.24 |

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

Wheat, Spring on Owned Land

| | <u>Avg. Of All Farms</u> |
|------------------------------------|-------------------------------------|
| Number of farms | 17 |
| Yield per acre (bu.) | 52.46 |
| Operators share of yield % | 100.00 |
| Value per bu. | 5.32 |
| Other product return per acre | 39.33 |
| Total product return per acre | 318.55 |
| Crop insurance per acre | 2.08 |
| Other crop income per acre | 23.38 |
| Gross return per acre | 344.01 |
| Direct Expenses | |
| Seed | 28.40 |
| Fertilizer | 92.90 |
| Crop chemicals | 25.26 |
| Crop insurance | 9.37 |
| Drying expense | 1.44 |
| Fuel & oil | 17.95 |
| Repairs | 20.90 |
| Repair, machinery | 1.72 |
| Custom hire | 16.02 |
| Hired labor | 1.85 |
| Machinery leases | 1.07 |
| Hauling and trucking | 1.12 |
| Marketing | 0.71 |
| Operating interest | 4.90 |
| Miscellaneous | 4.25 |
| Total direct expenses per acre | 227.88 |
| Return over direct exp per acre | 116.13 |
| Overhead Expenses | |
| Hired labor | 9.85 |
| Machinery leases | 4.22 |
| Building leases | 2.75 |
| RE & pers. property taxes | 27.01 |
| Farm insurance | 4.15 |
| Utilities | 3.07 |
| Dues & professional fees | 1.92 |
| Interest | 71.81 |
| Mach & bldg depreciation | 32.16 |
| Miscellaneous | 2.76 |
| Total overhead expenses per acre | 159.71 |
| Total dir & ovhd expenses per acre | 387.59 |
| Net return per acre | -43.58 |
| Government payments | 0.31 |
| Net return with govt pmts | -43.27 |
| Labor & management charge | 25.86 |
| Net return over lbr & mgt | -69.14 |
| Cost of Production | |
| Total direct expense per bu. | 4.34 |
| Total dir & ovhd exp per bu. | 7.39 |
| Less govt & other income | 6.15 |
| With labor & management | 6.64 |
| Net value per unit | 5.32 |
| Machinery cost per acre | 98.37 |
| Est. labor hours per acre | 1.87 |

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

Wheat, Spring on Cash Rent

| | <u>Avg. Of All Farms</u> | <u>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
|------------------------------------|------------------------------|----------------|-----------------|-----------------|
| Number of farms | 36 | 7 | 7 | 8 |
| Yield per acre (bu.) | 58.89 | 46.26 | 54.31 | 59.23 |
| Operators share of yield % | 100.00 | 100.00 | 100.00 | 100.00 |
| Value per bu. | 5.51 | 5.51 | 5.77 | 5.42 |
| Other product return per acre | 9.95 | - | 21.80 | - |
| Total product return per acre | 334.38 | 254.93 | 335.10 | 320.76 |
| Crop insurance per acre | 2.24 | 4.52 | - | 8.88 |
| Other crop income per acre | 33.50 | 20.90 | 56.78 | 91.11 |
| Gross return per acre | 370.12 | 280.36 | 391.88 | 420.74 |
| Direct Expenses | | | | |
| Seed | 28.66 | 33.06 | 39.55 | 28.38 |
| Fertilizer | 82.53 | 74.63 | 74.48 | 93.83 |
| Crop chemicals | 28.92 | 20.60 | 19.58 | 23.44 |
| Crop insurance | 11.00 | 10.39 | 5.43 | 6.31 |
| Drying expense | 3.27 | 0.97 | - | - |
| Fuel & oil | 21.26 | 19.99 | 14.54 | 17.56 |
| Repairs | 15.10 | 37.08 | 21.24 | 18.56 |
| Repair, machinery | 9.00 | - | 20.27 | - |
| Custom hire | 7.14 | 5.62 | 5.50 | 7.67 |
| Hired labor | 10.37 | 1.06 | - | - |
| Land rent | 161.82 | 253.18 | 218.96 | 139.85 |
| Machinery leases | 1.12 | 3.75 | - | - |
| Hauling and trucking | 9.20 | 0.20 | 3.76 | 0.27 |
| Marketing | 1.57 | 0.06 | - | 1.25 |
| Operating interest | 6.26 | 8.20 | 1.43 | 1.30 |
| Miscellaneous | 1.55 | 1.15 | 3.32 | 1.19 |
| Total direct expenses per acre | 398.76 | 469.94 | 428.06 | 339.61 |
| Return over direct exp per acre | -28.63 | -189.58 | -36.18 | 81.14 |
| Overhead Expenses | | | | |
| Hired labor | 3.35 | 14.65 | 13.56 | 1.18 |
| Machinery leases | 13.57 | 7.25 | 4.16 | 0.05 |
| Building leases | 2.24 | 1.72 | 0.68 | 0.09 |
| Farm insurance | 4.40 | 6.45 | 6.05 | 5.03 |
| Utilities | 2.55 | 5.35 | 1.97 | 4.47 |
| Dues & professional fees | 1.25 | 4.95 | 2.06 | 1.05 |
| Interest | 3.87 | 4.69 | 2.54 | 5.60 |
| Mach & bldg depreciation | 26.28 | 25.49 | 38.26 | 28.45 |
| Miscellaneous | 5.76 | 5.16 | 4.72 | 5.38 |
| Total overhead expenses per acre | 63.27 | 75.71 | 74.00 | 51.31 |
| Total dir & ovhd expenses per acre | 462.03 | 545.65 | 502.07 | 390.92 |
| Net return per acre | -91.91 | -265.30 | -110.18 | 29.83 |
| Government payments | 0.51 | - | 3.48 | 1.24 |
| Net return with govt pmts | -91.40 | -265.30 | -106.71 | 31.06 |
| Labor & management charge | 31.07 | 26.92 | 26.72 | 38.72 |
| Net return over lbr & mgt | -122.46 | -292.21 | -133.43 | -7.66 |
| Cost of Production | | | | |
| Total direct expense per bu. | 6.77 | 10.16 | 7.88 | 5.73 |
| Total dir & ovhd exp per bu. | 7.85 | 11.80 | 9.24 | 6.60 |
| Less govt & other income | 7.06 | 11.25 | 7.73 | 4.89 |
| With labor & management | 7.59 | 11.83 | 8.23 | 5.54 |
| Net value per unit | 5.51 | 5.51 | 5.77 | 5.42 |
| Machinery cost per acre | 95.56 | 101.80 | 100.27 | 75.53 |
| Est. labor hours per acre | 1.84 | 1.63 | 1.79 | 1.35 |



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

Sugar Beets on Owned Land

| | <u>Avg. Of All Farms</u> |
|------------------------------------|-------------------------------------|
| Number of farms | 6 |
| Yield per acre (ton) | 28.33 |
| Operators share of yield % | 100.00 |
| Value per ton | 34.81 |
| Total product return per acre | 986.09 |
| Crop insurance per acre | 35.52 |
| Other crop income per acre | 57.88 |
| Gross return per acre | 1,079.49 |
| Direct Expenses | |
| Seed | 184.84 |
| Fertilizer | 130.03 |
| Crop chemicals | 87.24 |
| Crop insurance | 32.79 |
| Fuel & oil | 71.22 |
| Repairs | 45.42 |
| Repair, machinery | 25.39 |
| Custom hire | 57.35 |
| Repair, buildings | 2.01 |
| Hired labor | 18.38 |
| Machinery leases | 8.65 |
| Hauling and trucking | 10.29 |
| Marketing | 0.07 |
| Operating interest | 19.24 |
| Miscellaneous | 24.06 |
| Total direct expenses per acre | 716.99 |
| Return over direct exp per acre | 362.50 |
| Overhead Expenses | |
| Hired labor | 30.59 |
| Machinery leases | 0.61 |
| RE & pers. property taxes | 43.18 |
| Farm insurance | 16.57 |
| Utilities | 18.04 |
| Dues & professional fees | 7.38 |
| Interest | 74.36 |
| Mach & bldg depreciation | 122.16 |
| Miscellaneous | 6.34 |
| Total overhead expenses per acre | 319.24 |
| Total dir & ovhd expenses per acre | 1,036.23 |
| Net return per acre | 43.26 |
| Government payments | - |
| Net return with govt pmts | 43.26 |
| Labor & management charge | 154.18 |
| Net return over lbr & mgt | -110.92 |
| Cost of Production | |
| Total direct expense per ton | 25.31 |
| Total dir & ovhd exp per ton | 36.58 |
| Less govt & other income | 33.28 |
| With labor & management | 38.72 |
| Net value per unit | 34.81 |
| Machinery cost per acre | 302.73 |
| Est. labor hours per acre | 6.93 |

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

Sugar Beets on Cash Rent

| | <u>Avg. Of All Farms</u> |
|------------------------------------|-------------------------------------|
| Number of farms | 16 |
| Yield per acre (ton) | 21.59 |
| Operators share of yield % | 100.00 |
| Value per ton | 34.64 |
| Total product return per acre | 747.98 |
| Crop insurance per acre | 168.20 |
| Other crop income per acre | 17.46 |
| Gross return per acre | 933.63 |
| Direct Expenses | |
| Seed | 190.10 |
| Fertilizer | 113.88 |
| Crop chemicals | 112.09 |
| Crop insurance | 42.06 |
| Fuel & oil | 63.42 |
| Repairs | 54.01 |
| Repair, machinery | 19.69 |
| Custom hire | 57.28 |
| Hired labor | 1.92 |
| Land rent | 253.16 |
| Machinery leases | 17.56 |
| Hauling and trucking | 17.36 |
| Marketing | 0.64 |
| Operating interest | 23.55 |
| Miscellaneous | 7.76 |
| Total direct expenses per acre | 974.49 |
| Return over direct exp per acre | -40.86 |
| Overhead Expenses | |
| Hired labor | 31.36 |
| Machinery leases | 0.66 |
| Farm insurance | 19.58 |
| Utilities | 12.41 |
| Dues & professional fees | 5.60 |
| Interest | 12.21 |
| Mach & bldg depreciation | 130.66 |
| Miscellaneous | 12.25 |
| Total overhead expenses per acre | 224.72 |
| Total dir & ovhd expenses per acre | 1,199.21 |
| Net return per acre | -265.58 |
| Government payments | - |
| Net return with govt pmts | -265.58 |
| Labor & management charge | 101.68 |
| Net return over lbr & mgt | -367.26 |
| Cost of Production | |
| Total direct expense per ton | 45.14 |
| Total dir & ovhd exp per ton | 55.54 |
| Less govt & other income | 46.94 |
| With labor & management | 51.65 |
| Net value per unit | 34.64 |
| Machinery cost per acre | 333.04 |
| Est. labor hours per acre | 5.44 |

Crop Enterprise Analysis
Minnesota West, Ridgewater, 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 farms | 73 | 14 | 14 | 15 |
| Yield per acre (\$) | 131.23 | 81.00 | 131.34 | 183.79 |
| 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 | 131.23 | 81.00 | 131.34 | 183.79 |
| Other crop income per acre | 0.04 | 0.18 | - | - |
| Gross return per acre | 131.27 | 81.17 | 131.34 | 183.79 |
| Direct Expenses | | | | |
| Seed | 0.22 | - | 0.68 | - |
| Crop chemicals | 1.19 | - | 4.69 | - |
| Fuel & oil | 3.22 | 3.53 | 2.96 | 3.27 |
| Repairs | 3.86 | 5.48 | 2.89 | 3.98 |
| Repair, machinery | 0.45 | 0.21 | 0.11 | 1.04 |
| Hired labor | 0.88 | 3.75 | - | - |
| Operating interest | 0.48 | 0.87 | 0.14 | 0.69 |
| Total direct expenses per acre | 10.39 | 13.91 | 11.49 | 9.06 |
| Return over direct exp per acre | 120.88 | 67.27 | 119.85 | 174.73 |
| Overhead Expenses | | | | |
| Hired labor | 1.22 | 1.69 | 0.19 | 0.72 |
| RE & pers. property taxes | 24.30 | 27.19 | 12.75 | 23.01 |
| Farm insurance | 1.48 | 1.28 | 1.30 | 0.99 |
| Utilities | 0.69 | 0.74 | 0.62 | 0.53 |
| Interest | 29.75 | 21.52 | 16.23 | 55.83 |
| Mach & bldg depreciation | 5.56 | 4.82 | 4.45 | 6.39 |
| Miscellaneous | 1.42 | 1.38 | 1.63 | 0.98 |
| Total overhead expenses per acre | 64.42 | 58.61 | 37.16 | 88.44 |
| Total dir & ovhd expenses per acre | 74.81 | 72.51 | 48.65 | 97.50 |
| Net return per acre | 56.46 | 8.66 | 82.69 | 86.29 |
| Government payments | - | - | - | - |
| Net return with govt pmts | 56.46 | 8.66 | 82.69 | 86.29 |
| Labor & management charge | 6.97 | 5.66 | 5.83 | 5.77 |
| Net return over lbr & mgt | 49.49 | 3.00 | 76.86 | 80.52 |
| Cost of Production | | | | |
| Total direct expense per \$ | 0.08 | 0.17 | 0.09 | 0.05 |
| Total dir & ovhd exp per \$ | 0.57 | 0.90 | 0.37 | 0.53 |
| Less govt & other income | 0.57 | 0.89 | 0.37 | 0.53 |
| With labor & management | 0.62 | 0.96 | 0.41 | 0.56 |
| Net value per unit | 1.00 | 1.00 | 1.00 | 1.00 |
| Machinery cost per acre | 12.30 | 13.11 | 9.67 | 14.31 |
| Est. labor hours per acre | 0.30 | 0.28 | 0.37 | 0.24 |

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

Rented Out on Owned Land

| | <u>Avg. Of All Farms</u> | <u>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
|------------------------------------|------------------------------|----------------|-----------------|-----------------|
| Number of farms | 27 | 5 | 6 | 6 |
| Yield per acre (\$) | 303.81 | 169.91 | 285.90 | 414.27 |
| 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 | 303.81 | 169.91 | 285.90 | 414.27 |
| Other crop income per acre | 1.15 | - | - | 4.07 |
| Gross return per acre | 304.96 | 169.91 | 285.90 | 418.35 |
| Direct Expenses | | | | |
| Fuel & oil | 4.02 | 2.88 | 2.20 | 7.97 |
| Repairs | 2.78 | 4.41 | 2.42 | 3.32 |
| Repair, machinery | 2.70 | - | 0.97 | 7.70 |
| Repair, buildings | 1.40 | - | 0.02 | 4.48 |
| Operating interest | 0.65 | 0.15 | 0.02 | 0.13 |
| Total direct expenses per acre | 11.59 | 7.44 | 5.63 | 23.73 |
| Return over direct exp per acre | 293.37 | 162.47 | 280.27 | 394.62 |
| Overhead Expenses | | | | |
| Hired labor | 0.65 | 0.70 | 0.62 | 0.69 |
| RE & pers. property taxes | 40.43 | 32.68 | 32.03 | 59.16 |
| Farm insurance | 4.64 | 1.15 | 2.48 | 7.29 |
| Utilities | 2.11 | 0.34 | 0.59 | 4.32 |
| Dues & professional fees | 0.83 | - | 0.57 | 0.10 |
| Interest | 23.77 | 23.82 | 14.11 | 11.82 |
| Mach & bldg depreciation | 24.18 | 6.86 | 6.18 | 72.39 |
| Miscellaneous | 6.16 | 0.81 | 1.45 | 15.92 |
| Total overhead expenses per acre | 102.75 | 66.36 | 58.03 | 171.69 |
| Total dir & ovhd expenses per acre | 114.34 | 73.80 | 63.67 | 195.41 |
| Net return per acre | 190.61 | 96.11 | 222.23 | 222.93 |
| Government payments | - | - | - | - |
| Net return with govt pmts | 190.61 | 96.11 | 222.23 | 222.93 |
| Labor & management charge | 27.38 | 3.28 | 7.08 | 81.68 |
| Net return over lbr & mgt | 163.24 | 92.83 | 215.15 | 141.26 |
| Cost of Production | | | | |
| Total direct expense per \$ | 0.04 | 0.04 | 0.02 | 0.06 |
| Total dir & ovhd exp per \$ | 0.38 | 0.43 | 0.22 | 0.47 |
| Less govt & other income | 0.37 | 0.43 | 0.22 | 0.46 |
| With labor & management | 0.46 | 0.45 | 0.25 | 0.66 |
| Net value per unit | 1.00 | 1.00 | 1.00 | 1.00 |
| Machinery cost per acre | 19.76 | 12.74 | 7.81 | 45.49 |
| Est. labor hours per acre | 0.43 | 0.23 | 0.29 | 0.70 |

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.

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Hogs, Weaning to Finish (Contract Grower) -- Average Per Pig Space

| | Avg. Of All Farms | | Low 20% | | 40 - 60% | | High 20% | |
|---|------------------------------|-------|----------------|--------|-----------------|--------|-----------------|--------|
| | 63 | | 12 | | 12 | | 13 | |
| Number of farms | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Other income | | 37.72 | | 35.30 | | 32.83 | | 40.93 |
| Gross margin | | 37.72 | | 35.30 | | 32.83 | | 40.93 |
| Direct Expenses | | | | | | | | |
| Supplies | | 1.52 | | 3.22 | | 1.49 | | 0.86 |
| Contract production exp. | | 1.45 | | 0.41 | | 5.11 | | 0.60 |
| Fuel & oil | | 1.94 | | 1.32 | | 1.50 | | 2.14 |
| Repairs | | 2.59 | | 2.72 | | 1.89 | | 2.51 |
| Repair, machinery | | 0.18 | | 0.23 | | 0.08 | | - |
| Repair, livestock equip | | 0.23 | | 0.34 | | 0.19 | | 0.49 |
| Custom hire | | 0.61 | | 1.48 | | 0.11 | | 0.64 |
| Repair, buildings | | 0.09 | | 0.41 | | 0.03 | | - |
| Hired labor | | 0.92 | | 2.15 | | 0.67 | | 0.37 |
| Machinery leases | | 0.05 | | 0.23 | | 0.04 | | - |
| Livestock leases | | 0.36 | | - | | 1.18 | | - |
| Utilities | | 1.13 | | 1.21 | | 0.79 | | 0.34 |
| Operating interest | | 0.17 | | 0.30 | | 0.16 | | 0.03 |
| Total direct expenses | | 11.23 | | 14.03 | | 13.24 | | 7.98 |
| Return over direct expense | | 26.49 | | 21.27 | | 19.59 | | 32.95 |
| Overhead Expenses | | | | | | | | |
| Hired labor | | 0.31 | | 0.41 | | 0.32 | | 0.08 |
| Building leases | | 0.86 | | 2.19 | | 2.52 | | - |
| RE & pers. property taxes | | 0.71 | | 1.26 | | 0.39 | | 0.71 |
| Farm insurance | | 1.48 | | 2.01 | | 0.94 | | 1.14 |
| Utilities | | 1.20 | | 1.53 | | 0.74 | | 1.51 |
| Dues & professional fees | | 0.13 | | 0.23 | | 0.17 | | 0.08 |
| Interest | | 3.70 | | 6.29 | | 1.42 | | 2.09 |
| Mach & bldg depreciation | | 10.23 | | 13.13 | | 5.31 | | 7.40 |
| Miscellaneous | | 0.78 | | 0.80 | | 0.98 | | 0.55 |
| Total overhead expenses | | 19.41 | | 27.86 | | 12.78 | | 13.56 |
| Total dir & ovhd expenses | | 30.64 | | 41.89 | | 26.02 | | 21.53 |
| Net return | | 7.08 | | -6.59 | | 6.81 | | 19.40 |
| Labor & management charge | | 5.00 | | 3.93 | | 3.63 | | 6.19 |
| Net return over lbr & mgt | | 2.08 | | -10.52 | | 3.19 | | 13.20 |
| Cost of Production Per Pig Space | | | | | | | | |
| Total direct expense per unit | | - | | - | | - | | - |
| Total dir & ovhd expense per unit | | - | | - | | - | | - |
| With other revenue adjustments | | - | | - | | - | | - |
| With labor and management | | - | | - | | - | | - |
| Est. labor hours per unit | | 0.32 | | 0.34 | | 0.25 | | 0.35 |
| Other Information | | | | | | | | |
| Number of pigs | | 7,528 | | 5,986 | | 8,118 | | 7,902 |
| Pigs per pig space (per year) | | 2.40 | | 2.12 | | 2.56 | | 2.47 |
| Pigs per 100 sq. ft. (per yr) | | 33.31 | | 27.47 | | 41.18 | | 35.45 |
| Net return per 100 sq. ft. | | 98.15 | | -85.28 | | 109.69 | | 278.39 |
| Net return per labor hour | | 22.39 | | -19.26 | | 27.48 | | 55.33 |
| Square feet per pig space | | 7.22 | | 7.73 | | 6.21 | | 6.97 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Hogs, Farrow To Finish -- Average Per Litter

| | <u>Avg. Of All Farms</u> | |
|---|------------------------------|----------|
| Number of farms | 11 | |
| | Quantity | Value |
| Raised Hogs sold (lb) | 1,824.5 | 1,387.58 |
| Transferred out (lb) | 10.1 | 11.35 |
| Cull sales (lb) | 40.2 | 30.65 |
| Other income | | -8.44 |
| Purchased (lb) | -3.7 | -7.78 |
| Inventory change (lb) | 301.7 | 252.45 |
| Gross margin | | 1,665.80 |
| Direct Expenses | | |
| Protein Vit Minerals (lb.) | 2,031.3 | 477.38 |
| Complete Ration (lb.) | 41.7 | 9.54 |
| Corn (bu.) | 87.0 | 321.12 |
| DDGS, dry (lb.) | 61.8 | 5.66 |
| Other feed stuffs (lb) | 7.8 | 3.14 |
| Veterinary | | 60.04 |
| Supplies | | 65.40 |
| Fuel & oil | | 13.74 |
| Repairs | | 16.30 |
| Custom hire | | 2.78 |
| Hired labor | | 47.97 |
| Livestock leases | | 39.10 |
| Utilities | | 13.39 |
| Hauling and trucking | | 4.40 |
| Marketing | | 8.73 |
| Total direct expenses | | 1,088.67 |
| Return over direct expense | | 577.14 |
| Overhead Expenses | | |
| Hired labor | | 20.95 |
| Building leases | | 51.67 |
| Utilities | | 9.72 |
| Interest | | 5.66 |
| Mach & bldg depreciation | | 26.76 |
| Miscellaneous | | 37.48 |
| Total overhead expenses | | 152.24 |
| Total dir & ovhd expenses | | 1,240.91 |
| Net return | | 424.90 |
| Labor & management charge | | 48.32 |
| Net return over lbr & mgt | | 376.58 |
| Cost of Production/Cwt. Carcass Sold | | |
| Total direct expense per unit | | 83.08 |
| Total dir & ovhd expense per unit | | 94.69 |
| With other revenue adjustments | | 93.79 |
| With labor and management | | 97.47 |
| Est. labor hours per unit | | 4.35 |
| Other Information | | |
| Average number of sows | | 372.4 |
| Litters farrowed | | 807 |
| Litters per sow | | 2.17 |
| Litters per crate | | 7.78 |
| Pigs born per litter | | 11.63 |
| Pigs weaned per litter | | 10.01 |
| Pigs weaned per sow | | 21.09 |
| Pigs sold per litter | | 6.66 |
| Percent substandard hogs | | 2 |
| Lb. of feed / lb. of gain | | 3.23 |
| Feed cost / cwt. of gain | | 37.58 |
| Feed cost per litter | | 816.82 |
| Avg wgt/Raised Hogs sold | | 274 |
| Avg price / cwt. | | 76.05 |
| Average carcass weight | | 201 |
| Average price / cwt. carcass | | 104.32 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Hogs, Weaning to Feeder (Contract Grower) -- Average Per Pig Space

| | <u>Avg. Of All Farms</u> | |
|---|------------------------------|--------|
| Number of farms | 7 | |
| | Quantity | Value |
| Other income | | 38.43 |
| Gross margin | | 38.43 |
| Direct Expenses | | |
| Supplies | | 4.11 |
| Fuel & oil | | 1.63 |
| Repairs | | 1.83 |
| Repair, machinery | | 0.09 |
| Custom hire | | 0.25 |
| Repair, buildings | | 0.08 |
| Hired labor | | 1.37 |
| Machinery leases | | 0.18 |
| Utilities | | 0.42 |
| Total direct expenses | | 9.98 |
| Return over direct expense | | 28.45 |
| Overhead Expenses | | |
| Hired labor | | 0.27 |
| Building leases | | 2.35 |
| RE & pers. property taxes | | 0.35 |
| Farm insurance | | 1.12 |
| Utilities | | 0.86 |
| Interest | | 3.06 |
| Mach & bldg depreciation | | 7.09 |
| Miscellaneous | | 0.99 |
| Total overhead expenses | | 16.10 |
| Total dir & ovhd expenses | | 26.07 |
| Net return | | 12.36 |
| Labor & management charge | | 4.28 |
| Net return over lbr & mgt | | 8.08 |
| Cost of Production Per Pig Space | | |
| Total direct expense per unit | | - |
| Total dir & ovhd expense per unit | | - |
| With other revenue adjustments | | - |
| With labor and management | | - |
| Est. labor hours per unit | | 0.25 |
| Other Information | | |
| Number of pigs | | 31,395 |
| Pigs per pig space (per year) | | 6.67 |
| Pigs per 100 sq. ft. (per yr) | | 213.96 |
| Net return per 100 sq. ft. | | 396.51 |
| Net return per labor hour | | 49.30 |
| Square feet per pig space | | 3.12 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Hogs, Weaning to Finish -- Average Per Cwt. Carcass Sold

| | <u>Avg. Of All Farms</u> | | <u>High 20%</u> | |
|---|------------------------------|--------|-----------------|--------|
| Number of farms | 34 | | 7 | |
| | Quantity | Value | Quantity | Value |
| Wean-Fin Pig sold (lb) | 134.84 | 101.81 | 135.62 | 106.90 |
| Transferred out (lb) | 0.65 | 0.64 | - | - |
| Cull sales (lb) | 0.08 | 0.05 | - | - |
| Other income | | -3.44 | | 1.45 |
| Purchased (lb) | -6.87 | -22.92 | -7.14 | -20.81 |
| Transferred in (lb) | -0.70 | -2.79 | - | - |
| Inventory change (lb) | 5.17 | 4.08 | 5.95 | 2.93 |
| Gross margin | | 77.45 | | 90.48 |
| Direct Expenses | | | | |
| Protein Vit Minerals (lb.) | 87.75 | 16.46 | 71.56 | 16.81 |
| Complete Ration (lb.) | 68.07 | 8.73 | 26.78 | 4.73 |
| Corn (bu.) | 3.55 | 13.97 | 4.34 | 17.89 |
| DDGS, dry (lb.) | 25.59 | 1.98 | 29.82 | 1.86 |
| Other feed stuffs (lb) | 2.90 | 1.44 | - | - |
| Veterinary | | 1.90 | | 0.81 |
| Supplies | | 1.38 | | 0.54 |
| Contract production exp. | | 3.95 | | 2.81 |
| Fuel & oil | | 0.93 | | 1.32 |
| Repairs | | 1.11 | | 2.44 |
| Custom hire | | 0.76 | | 0.31 |
| Hired labor | | 0.54 | | 0.47 |
| Hauling and trucking | | 0.65 | | 0.00 |
| Marketing | | 0.49 | | 0.29 |
| Operating interest | | 0.45 | | 0.42 |
| Total direct expenses | | 54.77 | | 50.69 |
| Return over direct expense | | 22.68 | | 39.79 |
| Overhead Expenses | | | | |
| Hired labor | | 1.18 | | 1.61 |
| Building leases | | 1.76 | | 1.58 |
| Farm insurance | | 0.41 | | 0.64 |
| Utilities | | 0.37 | | 0.98 |
| Interest | | 0.50 | | 0.35 |
| Mach & bldg depreciation | | 1.25 | | 2.57 |
| Miscellaneous | | 0.51 | | 0.57 |
| Total overhead expenses | | 5.99 | | 8.31 |
| Total dir & ovhd expenses | | 60.76 | | 59.00 |
| Net return | | 16.69 | | 31.48 |
| Labor & management charge | | 2.13 | | 3.42 |
| Net return over lbr & mgt | | 14.56 | | 28.07 |
| Cost of Production/Cwt. Carcass Sold | | | | |
| Total direct expense per unit | | 76.25 | | 68.54 |
| Total dir & ovhd expense per unit | | 82.24 | | 76.85 |
| With other revenue adjustments | | 85.78 | | 75.42 |
| With labor and management | | 87.91 | | 78.83 |
| Est. labor hours per unit | | 0.16 | | 0.15 |
| Other Information | | | | |
| No. purchased or trans in | 16,823 | | 11,374 | |
| Number sold or trans out | 14,916 | | 10,475 | |
| Percentage death loss | 4.8 | | 2.8 | |
| Percent substandard hogs | 1 | | 1 | |
| Avg. daily gain (lb.) | 1.51 | | 1.54 | |
| Lb. of feed / lb. of gain | 2.89 | | 2.76 | |
| Feed cost per cwt. of gain | 31.96 | | 30.70 | |
| Feed cost per head | 84.02 | | 80.21 | |
| Average purchase weight | 14 | | 13 | |
| Avg wgt / Wean-Fin Pig sold | 275 | | 272 | |
| Avg purch price / head | 46.06 | | 38.40 | |
| Avg sales price / cwt. | 75.51 | | 78.82 | |
| Average carcass weight | 207 | | 202 | |
| Average price / cwt. carcass | 101.22 | | 106.35 | |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Hogs, Finish Feeder Pigs -- Average Per Cwt. Carcass Sold

| | Avg. Of All Farms | | Low 20% | | High 20% | |
|---|------------------------------|--------|----------------|--------|-----------------|--------|
| Number of farms | 30 | | 6 | | 6 | |
| | Quantity | Value | Quantity | Value | Quantity | Value |
| Finish Hogs sold (lb) | 135.59 | 99.82 | 134.15 | 93.85 | 135.88 | 100.97 |
| Transferred out (lb) | 0.06 | 0.05 | 0.09 | 0.08 | - | - |
| Cull sales (lb) | 0.76 | 0.38 | 0.48 | 0.27 | 1.86 | 0.87 |
| Other income | | 1.94 | | 0.22 | | 7.67 |
| Purchased (lb) | -19.60 | -28.99 | -15.39 | -30.55 | -18.02 | -29.43 |
| Transferred in (lb) | -3.51 | -5.11 | -0.15 | -0.08 | -1.13 | -1.04 |
| Inventory change (lb) | 2.27 | 1.46 | -14.70 | -13.64 | 2.69 | 3.04 |
| Gross margin | | 69.55 | | 50.16 | | 82.06 |
| Direct Expenses | | | | | | |
| Protein Vit Minerals (lb.) | 81.45 | 16.44 | 85.80 | 18.23 | 92.01 | 21.18 |
| Complete Ration (lb.) | 34.99 | 4.91 | 32.64 | 3.87 | 0.61 | 0.08 |
| Corn (bu.) | 3.74 | 15.64 | 3.55 | 15.22 | 4.35 | 16.65 |
| Other feed stuffs (lb) | 9.24 | 0.72 | 17.14 | 0.96 | 6.79 | 0.62 |
| Veterinary | | 0.54 | | 0.43 | | 0.96 |
| Supplies | | 1.15 | | 1.63 | | 0.57 |
| Contract production exp. | | 0.82 | | 0.91 | | - |
| Fuel & oil | | 0.67 | | 0.61 | | 0.30 |
| Repairs | | 0.75 | | 0.42 | | 0.74 |
| Custom hire | | 2.65 | | 1.12 | | 6.24 |
| Hired labor | | 0.20 | | 1.30 | | 0.07 |
| Hauling and trucking | | 0.78 | | 1.78 | | 0.39 |
| Marketing | | 1.15 | | 0.54 | | 1.31 |
| Operating interest | | 0.34 | | 0.52 | | 0.04 |
| Total direct expenses | | 46.74 | | 47.54 | | 49.15 |
| Return over direct expense | | 22.81 | | 2.61 | | 32.91 |
| Overhead Expenses | | | | | | |
| Hired labor | | 0.90 | | 0.24 | | 0.48 |
| Building leases | | 3.18 | | 0.17 | | 5.88 |
| Farm insurance | | 0.44 | | 0.37 | | 0.32 |
| Utilities | | 0.58 | | 1.10 | | 0.28 |
| Interest | | 0.41 | | 0.97 | | 0.25 |
| Mach & bldg depreciation | | 1.52 | | 1.89 | | 1.17 |
| Miscellaneous | | 0.75 | | 0.86 | | 0.52 |
| Total overhead expenses | | 7.78 | | 5.59 | | 8.91 |
| Total dir & ovhd expenses | | 54.52 | | 53.13 | | 58.07 |
| Net return | | 15.03 | | -2.98 | | 23.99 |
| Labor & management charge | | 2.42 | | 2.46 | | 1.10 |
| Net return over lbr & mgt | | 12.61 | | -5.44 | | 22.90 |
| Cost of Production/Cwt. Carcass Sold | | | | | | |
| Total direct expense per unit | | 78.92 | | 91.32 | | 75.70 |
| Total dir & ovhd expense per unit | | 86.70 | | 96.92 | | 84.61 |
| With other revenue adjustments | | 84.84 | | 96.92 | | 76.97 |
| With labor and management | | 87.25 | | 99.38 | | 78.07 |
| Est. labor hours per unit | | 0.12 | | 0.21 | | 0.07 |
| Other Information | | | | | | |
| No. purchased or trans in | | 7,874 | | 2,697 | | 11,600 |
| Number sold or trans out | | 7,468 | | 3,260 | | 10,585 |
| Percentage death loss | | 2.1 | | 4.6 | | 0.5 |
| Percent substandard hogs | | 2 | | 1 | | 2 |
| Avg. daily gain (lb.) | | 1.45 | | 1.59 | | 1.25 |
| Lb. of feed / lb. of gain | | 2.90 | | 3.19 | | 2.83 |
| Feed cost per cwt. of gain | | 32.60 | | 36.53 | | 31.76 |
| Feed cost per head | | 77.11 | | 86.46 | | 82.42 |
| Average purchase weight | | 44 | | 41 | | 36 |
| Avg wgt / Finish Hogs sold | | 281 | | 295 | | 286 |
| Avg purch price / head | | 65.79 | | 82.17 | | 58.64 |
| Avg sales price / cwt. | | 73.61 | | 69.96 | | 74.31 |
| Average carcass weight | | 212 | | 221 | | 215 |
| Average price / cwt. carcass | | 98.79 | | 93.54 | | 99.85 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Dairy Excluding, Organic & Organic transition
-- Average Per Cwt. Of Milk

| | Avg. Of All Farms | | Low 20% | | 40 - 60% | | High 20% | |
|--|------------------------------|-----------|----------------|-----------|-----------------|-----------|-----------------|-----------|
| Number of farms | 374 | | 74 | | 75 | | 75 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Milk sold (hd) | 99.37 | 24.20 | 99.54 | 23.57 | 99.34 | 24.29 | 99.68 | 24.46 |
| Dairy Calves sold (hd) | 0.00 | 0.36 | 0.00 | 0.30 | 0.00 | 0.28 | 0.00 | 0.38 |
| Transferred out (hd) | 0.00 | 0.24 | 0.00 | 0.28 | 0.00 | 0.25 | 0.00 | 0.23 |
| Cull sales (hd) | 0.00 | 1.52 | 0.00 | 1.55 | 0.00 | 1.47 | 0.00 | 1.57 |
| Other income | | 0.14 | | 0.12 | | 0.19 | | 0.14 |
| Purchased (hd) | 0.00 | -0.14 | 0.00 | -0.32 | 0.00 | -0.09 | 0.00 | -0.15 |
| Transferred in (hd) | 0.00 | -0.48 | 0.00 | -0.53 | 0.00 | -0.96 | 0.00 | -0.22 |
| Inventory change (hd) | 0.00 | 0.31 | 0.00 | 0.18 | 0.00 | 0.41 | 0.00 | 0.43 |
| Dairy repl net cost | | -2.51 | | -3.36 | | -1.97 | | -2.37 |
| Gross margin | | 23.64 | | 21.79 | | 23.86 | | 24.48 |
| Direct Expenses | | | | | | | | |
| Protein Vit Minerals (lb.) | 16.65 | 3.96 | 21.81 | 4.36 | 13.09 | 3.59 | 15.44 | 4.00 |
| Complete Ration (lb.) | 6.06 | 1.57 | 12.13 | 1.17 | 7.13 | 2.03 | 4.07 | 1.14 |
| Corn (bu.) | 0.28 | 1.03 | 0.30 | 1.24 | 0.26 | 1.00 | 0.26 | 1.01 |
| Corn Silage (lb.) | 76.02 | 1.45 | 84.83 | 1.52 | 74.49 | 1.41 | 73.24 | 1.41 |
| Hay, Alfalfa (lb.) | 10.49 | 0.94 | 19.75 | 1.86 | 9.15 | 0.79 | 8.55 | 0.65 |
| Haylage, Alfalfa (lb.) | 17.20 | 0.69 | 16.39 | 0.80 | 23.86 | 0.89 | 14.35 | 0.67 |
| Other feed stuffs (lb) | 15.26 | 0.58 | 13.36 | 0.48 | 21.86 | 0.81 | 16.73 | 0.59 |
| Breeding fees | | 0.22 | | 0.19 | | 0.22 | | 0.20 |
| Veterinary | | 0.48 | | 0.53 | | 0.47 | | 0.42 |
| BST | | 0.21 | | 0.20 | | 0.30 | | 0.14 |
| Supplies | | 1.35 | | 1.41 | | 1.54 | | 1.14 |
| Fuel & oil | | 0.49 | | 0.58 | | 0.52 | | 0.47 |
| Repairs | | 0.65 | | 0.75 | | 0.67 | | 0.63 |
| Custom hire | | 0.29 | | 0.30 | | 0.29 | | 0.36 |
| Hired labor | | 1.10 | | 1.46 | | 0.99 | | 0.76 |
| Hauling and trucking | | 0.18 | | 0.23 | | 0.16 | | 0.22 |
| Bedding | | 0.38 | | 0.39 | | 0.44 | | 0.30 |
| Total direct expenses | | 15.57 | | 17.46 | | 16.11 | | 14.10 |
| Return over direct expense | | 8.07 | | 4.33 | | 7.75 | | 10.38 |
| Overhead Expenses | | | | | | | | |
| Hired labor | | 0.76 | | 0.43 | | 1.05 | | 0.64 |
| Building leases | | 0.21 | | 0.11 | | 0.30 | | 0.25 |
| Farm insurance | | 0.20 | | 0.26 | | 0.19 | | 0.17 |
| Utilities | | 0.29 | | 0.41 | | 0.25 | | 0.29 |
| Interest | | 0.36 | | 0.69 | | 0.37 | | 0.22 |
| Mach & bldg depreciation | | 0.71 | | 0.92 | | 0.73 | | 0.73 |
| Miscellaneous | | 0.28 | | 0.37 | | 0.26 | | 0.20 |
| Total overhead expenses | | 2.81 | | 3.18 | | 3.14 | | 2.49 |
| Total dir & ovhd expenses | | 18.38 | | 20.64 | | 19.25 | | 16.59 |
| Net return | | 5.26 | | 1.15 | | 4.61 | | 7.88 |
| Labor & management charge | | 0.94 | | 1.24 | | 0.67 | | 1.25 |
| Net return over lbr & mgt | | 4.32 | | -0.09 | | 3.94 | | 6.64 |
| Cost of Production Per Cwt. Of Milk | | | | | | | | |
| Total direct expense per unit | | 15.57 | | 17.46 | | 16.11 | | 14.10 |
| Total dir & ovhd expense per unit | | 18.38 | | 20.64 | | 19.25 | | 16.59 |
| With other revenue adjustments | | 19.06 | | 22.51 | | 19.80 | | 16.65 |
| With labor and management | | 20.00 | | 23.75 | | 20.47 | | 17.90 |
| Est. labor hours per unit | | 0.17 | | 0.21 | | 0.18 | | 0.15 |
| Other Information | | | | | | | | |
| Number of cows | | 186.4 | | 114.4 | | 202.5 | | 198.5 |
| Milk produced per cow | | 23,765 | | 19,734 | | 24,105 | | 25,393 |
| Total milk sold | | 4,400,933 | | 2,247,545 | | 4,847,911 | | 5,024,109 |
| Lb. of milk sold per FTE | | 1,625,320 | | 1,328,642 | | 1,558,100 | | 1,800,775 |
| Culling percentage | | 30.4 | | 27.4 | | 31.7 | | 30.9 |
| Turnover rate | | 37.5 | | 36.7 | | 38.3 | | 37.7 |
| Cow death loss percent | | 6.5 | | 8.6 | | 6.1 | | 6.0 |
| Percent of barn capacity | | 110.4 | | 97.4 | | 119.7 | | 110.1 |
| Feed cost per day | | 6.66 | | 6.18 | | 6.95 | | 6.59 |
| Feed cost per cwt. of milk | | 10.22 | | 11.43 | | 10.52 | | 9.47 |
| Feed cost per cow | | 2,429.70 | | 2,255.10 | | 2,536.36 | | 2,403.56 |
| Avg. milk price per cwt. | | 24.36 | | 23.68 | | 24.45 | | 24.54 |
| Milk price / feed margin | | 14.13 | | 12.26 | | 13.93 | | 15.08 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Dairy Excluding, Organic & Organic transition -- Average Per Cow

| | Avg. Of All Farms | | Low 20% | | 40 - 60% | | High 20% | |
|--|------------------------------|-----------|----------------|-----------|-----------------|-----------|-----------------|-----------|
| Number of farms | 374 | | 74 | | 75 | | 75 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Milk sold (hd) | 23,613.9 | 5,751.59 | 19,642.4 | 4,652.01 | 23,944.9 | 5,854.40 | 25,311.4 | 6,212.22 |
| Dairy Calves sold (hd) | 0.3 | 85.39 | 0.2 | 58.81 | 0.2 | 66.59 | 0.4 | 96.18 |
| Transferred out (hd) | 0.7 | 56.62 | 0.6 | 56.22 | 0.7 | 59.29 | 0.7 | 57.39 |
| Cull sales (hd) | 0.3 | 360.98 | 0.3 | 305.42 | 0.3 | 355.21 | 0.3 | 398.99 |
| Other income | | 33.70 | | 23.68 | | 44.77 | | 35.87 |
| Purchased (hd) | 0.0 | -33.03 | 0.0 | -63.33 | 0.0 | -21.26 | 0.0 | -38.64 |
| Transferred in (hd) | 0.4 | -113.53 | 0.4 | -105.32 | 0.4 | -230.83 | 0.4 | -55.13 |
| Inventory change (hd) | 0.0 | 72.98 | 0.0 | 35.33 | 0.0 | 98.54 | 0.0 | 110.18 |
| Dairy repl net cost | | -597.25 | | -663.73 | | -474.56 | | -602.41 |
| Gross margin | | 5,617.96 | | 4,299.08 | | 5,752.22 | | 6,215.73 |
| Direct Expenses | | | | | | | | |
| Protein Vit Minerals (lb.) | 3,956.3 | 940.77 | 4,304.8 | 859.45 | 3,156.0 | 866.56 | 3,919.6 | 1,015.77 |
| Complete Ration (lb.) | 1,439.1 | 372.80 | 2,392.8 | 230.92 | 1,718.5 | 488.70 | 1,034.5 | 289.03 |
| Corn (bu.) | 65.5 | 245.95 | 60.1 | 245.32 | 63.8 | 239.91 | 65.6 | 256.13 |
| Corn Silage (lb.) | 18,066.1 | 343.84 | 16,740.4 | 298.97 | 17,955.2 | 339.87 | 18,597.1 | 357.64 |
| Hay, Alfalfa (lb.) | 2,492.7 | 222.99 | 3,896.8 | 367.32 | 2,204.9 | 191.24 | 2,170.7 | 163.98 |
| Haylage, Alfalfa (lb.) | 4,088.6 | 164.58 | 3,233.9 | 158.46 | 5,752.4 | 215.62 | 3,645.0 | 169.98 |
| Other feed stuffs (lb) | 3,626.6 | 138.78 | 2,637.1 | 94.65 | 5,268.8 | 194.46 | 4,248.4 | 151.04 |
| Veterinary | | 113.99 | | 104.37 | | 114.18 | | 107.54 |
| BST | | 49.78 | | 39.78 | | 71.76 | | 35.67 |
| Supplies | | 371.88 | | 315.66 | | 423.59 | | 339.61 |
| Fuel & oil | | 117.58 | | 115.14 | | 124.51 | | 118.71 |
| Repairs | | 153.90 | | 148.37 | | 161.02 | | 159.48 |
| Custom hire | | 68.76 | | 58.29 | | 69.62 | | 91.89 |
| Hired labor | | 262.25 | | 287.62 | | 237.63 | | 192.23 |
| Hauling and trucking | | 43.20 | | 44.48 | | 39.58 | | 56.46 |
| Bedding | | 89.29 | | 76.52 | | 105.38 | | 75.23 |
| Total direct expenses | | 3,700.33 | | 3,445.34 | | 3,883.64 | | 3,580.38 |
| Return over direct expense | | 1,917.62 | | 853.75 | | 1,868.58 | | 2,635.34 |
| Overhead Expenses | | | | | | | | |
| Hired labor | | 179.64 | | 84.13 | | 252.83 | | 162.38 |
| Building leases | | 50.86 | | 20.74 | | 71.41 | | 62.28 |
| Utilities | | 69.56 | | 81.33 | | 61.08 | | 72.69 |
| Interest | | 85.05 | | 136.57 | | 88.05 | | 54.73 |
| Mach & bldg depreciation | | 168.16 | | 180.88 | | 174.99 | | 185.87 |
| Miscellaneous | | 115.17 | | 124.08 | | 108.87 | | 95.18 |
| Total overhead expenses | | 668.43 | | 627.74 | | 757.22 | | 633.13 |
| Total dir & ovhd expenses | | 4,368.76 | | 4,073.07 | | 4,640.86 | | 4,213.51 |
| Net return | | 1,249.20 | | 226.01 | | 1,111.35 | | 2,002.21 |
| Labor & management charge | | 223.19 | | 244.33 | | 161.41 | | 317.10 |
| Net return over lbr & mgt | | 1,026.01 | | -18.32 | | 949.95 | | 1,685.11 |
| Cost of Production Per Cwt. Of Milk | | | | | | | | |
| Total direct expense per unit | | 15.57 | | 17.46 | | 16.11 | | 14.10 |
| Total dir & ovhd expense per unit | | 18.38 | | 20.64 | | 19.25 | | 16.59 |
| With other revenue adjustments | | 19.06 | | 22.51 | | 19.80 | | 16.65 |
| With labor and management | | 20.00 | | 23.75 | | 20.47 | | 17.90 |
| Est. labor hours per unit | | 40.68 | | 41.39 | | 43.03 | | 39.36 |
| Other Information | | | | | | | | |
| Number of cows | | 186.4 | | 114.4 | | 202.5 | | 198.5 |
| Milk produced per cow | | 23,765 | | 19,734 | | 24,105 | | 25,393 |
| Total milk sold | | 4,400,933 | | 2,247,545 | | 4,847,911 | | 5,024,109 |
| Lb. of milk sold per FTE | | 1,625,320 | | 1,328,642 | | 1,558,100 | | 1,800,775 |
| Culling percentage | | 30.4 | | 27.4 | | 31.7 | | 30.9 |
| Turnover rate | | 37.5 | | 36.7 | | 38.3 | | 37.7 |
| Cow death loss percent | | 6.5 | | 8.6 | | 6.1 | | 6.0 |
| Percent of barn capacity | | 110.4 | | 97.4 | | 119.7 | | 110.1 |
| Feed cost per day | | 6.66 | | 6.18 | | 6.95 | | 6.59 |
| Feed cost per cwt. of milk | | 10.22 | | 11.43 | | 10.52 | | 9.47 |
| Feed cost per cow | | 2,429.70 | | 2,255.10 | | 2,536.36 | | 2,403.56 |
| Avg. milk price per cwt. | | 24.36 | | 23.68 | | 24.45 | | 24.54 |
| Milk price / feed margin | | 14.13 | | 12.26 | | 13.93 | | 15.08 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Dairy and Repl Heifers Excluding Organic -- Average Per Cow

| | Avg. Of All Farms | | Low 20% | | 40 - 60% | | High 20% | |
|--|------------------------------|-----------|----------------|-----------|-----------------|-----------|-----------------|-----------|
| Number of farms | 311 | | 62 | | 62 | | 63 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Milk sold (hd) | 23,727.4 | 5,763.03 | 19,822.3 | 4,691.38 | 24,017.4 | 5,738.82 | 25,402.2 | 6,246.13 |
| Dairy Calves sold (hd) | - | 155.99 | - | 111.37 | - | 156.63 | - | 152.79 |
| Transferred out (hd) | - | 31.47 | - | 25.90 | - | 24.68 | - | 35.67 |
| Cull sales (hd) | - | 368.73 | - | 323.03 | - | 345.94 | - | 406.09 |
| Other income | - | 32.24 | - | 38.24 | - | 44.67 | - | 36.77 |
| Purchased (hd) | - | -50.27 | - | -117.33 | - | -32.47 | - | -41.37 |
| Transferred in (hd) | - | -13.67 | - | -25.43 | - | -13.17 | - | -8.21 |
| Inventory change (hd) | - | 119.96 | - | 93.74 | - | 154.50 | - | 199.87 |
| Gross margin | | 6,407.68 | | 5,140.90 | | 6,419.61 | | 7,027.92 |
| Direct Expenses | | | | | | | | |
| Protein Vit Minerals (lb.) | 4,438.3 | 996.91 | 5,311.8 | 1,080.93 | 3,032.1 | 771.74 | 4,344.0 | 1,079.04 |
| Complete Ration (lb.) | 1,755.3 | 468.09 | 2,515.0 | 201.74 | 3,139.0 | 746.56 | 1,212.2 | 370.71 |
| Corn (bu.) | 73.2 | 275.63 | 70.2 | 288.92 | 65.8 | 257.17 | 70.9 | 275.10 |
| Corn Silage (lb.) | 22,618.1 | 428.96 | 22,555.9 | 409.11 | 23,809.4 | 457.88 | 22,871.6 | 437.28 |
| Hay, Alfalfa (lb.) | 3,337.4 | 281.45 | 4,542.2 | 439.30 | 3,350.5 | 247.73 | 3,059.3 | 222.50 |
| Haylage, Alfalfa (lb.) | 4,422.3 | 176.30 | 3,383.1 | 166.26 | 5,483.7 | 208.18 | 4,032.3 | 184.48 |
| Other feed stuffs (lb) | 5,032.3 | 220.07 | 7,026.7 | 217.16 | 2,973.4 | 192.91 | 5,767.9 | 224.20 |
| Breeding fees | | 66.97 | | 46.58 | | 65.97 | | 66.55 |
| Veterinary | | 130.49 | | 107.10 | | 151.45 | | 123.11 |
| BST | | 46.01 | | 38.97 | | 68.53 | | 36.58 |
| Supplies | | 370.06 | | 348.77 | | 409.38 | | 355.07 |
| Contract production exp. | | 114.43 | | 22.67 | | 127.24 | | 142.98 |
| Fuel & oil | | 130.72 | | 133.17 | | 130.30 | | 136.92 |
| Repairs | | 179.96 | | 158.67 | | 192.13 | | 186.99 |
| Custom hire | | 79.41 | | 74.40 | | 86.24 | | 103.72 |
| Hired labor | | 286.02 | | 297.07 | | 277.97 | | 229.04 |
| Bedding | | 111.76 | | 103.95 | | 100.37 | | 92.12 |
| Total direct expenses | | 4,363.26 | | 4,134.77 | | 4,491.75 | | 4,266.41 |
| Return over direct expense | | 2,044.42 | | 1,006.13 | | 1,927.85 | | 2,761.51 |
| Overhead Expenses | | | | | | | | |
| Hired labor | | 198.70 | | 91.99 | | 254.27 | | 183.45 |
| Building leases | | 60.98 | | 25.03 | | 69.02 | | 79.37 |
| Utilities | | 82.92 | | 109.62 | | 76.17 | | 83.45 |
| Interest | | 99.53 | | 163.17 | | 96.99 | | 56.47 |
| Mach & bldg depreciation | | 191.29 | | 221.18 | | 184.63 | | 209.76 |
| Miscellaneous | | 132.25 | | 150.92 | | 132.41 | | 102.61 |
| Total overhead expenses | | 765.67 | | 761.91 | | 813.49 | | 715.10 |
| Total dir & ovhd expenses | | 5,128.93 | | 4,896.68 | | 5,305.25 | | 4,981.51 |
| Net return | | 1,278.75 | | 244.22 | | 1,114.36 | | 2,046.41 |
| Labor & management charge | | 261.48 | | 277.61 | | 208.08 | | 369.81 |
| Net return over lbr & mgt | | 1,017.27 | | -33.39 | | 906.28 | | 1,676.60 |
| Cost of Production Per Cwt. Of Milk | | | | | | | | |
| Total direct expense per unit | | 18.28 | | 20.71 | | 18.60 | | 16.74 |
| Total dir & ovhd expense per unit | | 21.49 | | 24.52 | | 21.97 | | 19.55 |
| With other revenue adjustments | | 18.90 | | 22.41 | | 19.25 | | 16.55 |
| With labor and management | | 20.00 | | 23.80 | | 20.11 | | 18.00 |
| Est. labor hours per unit | | 48.25 | | 51.16 | | 50.37 | | 45.84 |
| Other Information | | | | | | | | |
| Number of cows | | 186.1 | | 118.8 | | 189.0 | | 211.0 |
| Milk produced per cow | | 23,872 | | 19,969 | | 24,146 | | 25,482 |
| Total milk sold | | 4,415,963 | | 2,354,792 | | 4,539,702 | | 5,358,783 |
| Lb. of milk sold per FTE | | 1,377,012 | | 1,084,900 | | 1,335,120 | | 1,551,613 |
| Culling percentage | | 30.3 | | 28.5 | | 29.6 | | 31.1 |
| Turnover rate | | 37.4 | | 37.6 | | 36.5 | | 37.8 |
| Cow death loss percent | | 6.5 | | 8.5 | | 6.3 | | 6.1 |
| Percent of barn capacity | | 110.1 | | 96.2 | | 113.6 | | 110.7 |
| Feed cost per day | | 7.80 | | 7.68 | | 7.90 | | 7.65 |
| Feed cost per cwt. of milk | | 11.93 | | 14.04 | | 11.94 | | 10.96 |
| Feed cost per cow | | 2,847.41 | | 2,803.42 | | 2,882.16 | | 2,793.31 |
| Avg. milk price per cwt. | | 24.29 | | 23.67 | | 23.89 | | 24.59 |
| Milk price / feed margin | | 12.36 | | 9.63 | | 11.96 | | 13.63 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Dairy and Repl Heifers Excluding Organic -- Average Per Cwt. Of Milk

| | Avg. Of All Farms | | Low 20% | | 40 - 60% | | High 20% | |
|--|------------------------------|-----------|----------------|-----------|-----------------|-----------|-----------------|-----------|
| Number of farms | 311 | | 62 | | 62 | | 63 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Milk sold (hd) | 99.39 | 24.14 | 99.26 | 23.49 | 99.47 | 23.77 | 99.69 | 24.51 |
| Dairy Calves sold (hd) | - | 0.65 | - | 0.56 | - | 0.65 | - | 0.60 |
| Transferred out (hd) | - | 0.13 | - | 0.13 | - | 0.10 | - | 0.14 |
| Cull sales (hd) | - | 1.54 | - | 1.62 | - | 1.43 | - | 1.59 |
| Other income | - | 0.14 | - | 0.19 | - | 0.19 | - | 0.14 |
| Purchased (hd) | - | -0.21 | - | -0.59 | - | -0.13 | - | -0.16 |
| Transferred in (hd) | - | -0.06 | - | -0.13 | - | -0.05 | - | -0.03 |
| Inventory change (hd) | - | 0.50 | - | 0.47 | - | 0.64 | - | 0.78 |
| Gross margin | | 26.84 | | 25.74 | | 26.59 | | 27.58 |
| Direct Expenses | | | | | | | | |
| Protein Vit Minerals (lb.) | 18.59 | 4.18 | 26.60 | 5.41 | 12.56 | 3.20 | 17.05 | 4.23 |
| Complete Ration (lb.) | 7.35 | 1.96 | 12.59 | 1.01 | 13.00 | 3.09 | 4.76 | 1.45 |
| Corn (bu.) | 0.31 | 1.15 | 0.35 | 1.45 | 0.27 | 1.07 | 0.28 | 1.08 |
| Corn Silage (lb.) | 94.75 | 1.80 | 112.95 | 2.05 | 98.60 | 1.90 | 89.76 | 1.72 |
| Hay, Alfalfa (lb.) | 13.98 | 1.18 | 22.75 | 2.20 | 13.88 | 1.03 | 12.01 | 0.87 |
| Hay, Grass (lb.) | 3.77 | 0.20 | 9.36 | 0.47 | 2.66 | 0.15 | 2.63 | 0.15 |
| Haylage, Alfalfa (lb.) | 18.53 | 0.74 | 16.94 | 0.83 | 22.71 | 0.86 | 15.82 | 0.72 |
| Other feed stuffs (lb) | 17.31 | 0.72 | 25.83 | 0.61 | 9.66 | 0.65 | 20.00 | 0.73 |
| Veterinary | | 0.55 | | 0.54 | | 0.63 | | 0.48 |
| Supplies | | 2.02 | | 2.17 | | 2.25 | | 1.80 |
| Contract production exp. | | 0.48 | | 0.11 | | 0.53 | | 0.56 |
| Fuel & oil | | 0.55 | | 0.67 | | 0.54 | | 0.54 |
| Repairs | | 0.75 | | 0.79 | | 0.80 | | 0.73 |
| Custom hire | | 0.33 | | 0.37 | | 0.36 | | 0.41 |
| Hired labor | | 1.20 | | 1.49 | | 1.15 | | 0.90 |
| Bedding | | 0.47 | | 0.52 | | 0.42 | | 0.36 |
| Total direct expenses | | 18.28 | | 20.71 | | 18.60 | | 16.74 |
| Return over direct expense | | 8.56 | | 5.04 | | 7.98 | | 10.84 |
| Overhead Expenses | | | | | | | | |
| Hired labor | | 0.83 | | 0.46 | | 1.05 | | 0.72 |
| Building leases | | 0.26 | | 0.13 | | 0.29 | | 0.31 |
| Utilities | | 0.35 | | 0.55 | | 0.32 | | 0.33 |
| Interest | | 0.42 | | 0.82 | | 0.40 | | 0.22 |
| Mach & bldg depreciation | | 0.80 | | 1.11 | | 0.76 | | 0.82 |
| Miscellaneous | | 0.55 | | 0.76 | | 0.55 | | 0.40 |
| Total overhead expenses | | 3.21 | | 3.82 | | 3.37 | | 2.81 |
| Total dir & ovhd expenses | | 21.49 | | 24.52 | | 21.97 | | 19.55 |
| Net return | | 5.36 | | 1.22 | | 4.62 | | 8.03 |
| Labor & management charge | | 1.10 | | 1.39 | | 0.86 | | 1.45 |
| Net return over lbr & mgt | | 4.26 | | -0.17 | | 3.75 | | 6.58 |
| Cost of Production Per Cwt. Of Milk | | | | | | | | |
| Total direct expense per unit | | 18.28 | | 20.71 | | 18.60 | | 16.74 |
| Total dir & ovhd expense per unit | | 21.49 | | 24.52 | | 21.97 | | 19.55 |
| With other revenue adjustments | | 18.90 | | 22.41 | | 19.25 | | 16.55 |
| With labor and management | | 20.00 | | 23.80 | | 20.11 | | 18.00 |
| Est. labor hours per unit | | 0.20 | | 0.26 | | 0.21 | | 0.18 |
| Other Information | | | | | | | | |
| Number of cows | | 186.1 | | 118.8 | | 189.0 | | 211.0 |
| Milk produced per cow | | 23,872 | | 19,969 | | 24,146 | | 25,482 |
| Total milk sold | | 4,415,963 | | 2,354,792 | | 4,539,702 | | 5,358,783 |
| Lb. of milk sold per FTE | | 1,377,012 | | 1,084,900 | | 1,335,120 | | 1,551,613 |
| Culling percentage | | 30.3 | | 28.5 | | 29.6 | | 31.1 |
| Turnover rate | | 37.4 | | 37.6 | | 36.5 | | 37.8 |
| Cow death loss percent | | 6.5 | | 8.5 | | 6.3 | | 6.1 |
| Percent of barn capacity | | 110.1 | | 96.2 | | 113.6 | | 110.7 |
| Feed cost per day | | 7.80 | | 7.68 | | 7.90 | | 7.65 |
| Feed cost per cwt. of milk | | 11.93 | | 14.04 | | 11.94 | | 10.96 |
| Feed cost per cow | | 2,847.41 | | 2,803.42 | | 2,882.16 | | 2,793.31 |
| Avg. milk price per cwt. | | 24.29 | | 23.67 | | 23.89 | | 24.59 |
| Milk price / feed margin | | 12.36 | | 9.63 | | 11.96 | | 13.63 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Dairy Replacement Heifers Excluding Organic -- Average Per Head

| | Avg. Of All Farms | | Low 20% | | 40 - 60% | | High 20% | |
|--|------------------------------|----------|----------------|----------|-----------------|----------|-----------------|----------|
| Number of farms | 345 | | 69 | | 69 | | 69 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Replacements sold (hd) | 0.1 | 58.56 | 0.1 | 34.96 | 0.1 | 63.32 | 0.1 | 48.48 |
| Transferred out (hd) | 0.4 | 610.86 | 0.4 | 374.53 | 0.4 | 594.30 | 0.5 | 796.09 |
| Cull sales (hd) | 0.0 | 4.73 | 0.0 | 4.95 | 0.0 | 3.29 | 0.0 | 5.39 |
| Other income | | 1.33 | | 0.72 | | 1.62 | | 2.35 |
| Purchased (hd) | 0.0 | -17.63 | 0.0 | -28.15 | 0.0 | -6.62 | 0.0 | -12.99 |
| Transferred in (hd) | 0.6 | -142.37 | 0.6 | -135.36 | 0.6 | -144.63 | 0.6 | -155.34 |
| Inventory change (hd) | 0.0 | 51.28 | 0.0 | 3.14 | 0.0 | 32.84 | 0.0 | 118.08 |
| Gross margin | | 566.82 | | 254.79 | | 544.10 | | 802.07 |
| Direct Expenses | | | | | | | | |
| Protein Vit Minerals (lb.) | 384.8 | 95.66 | 654.3 | 185.65 | 318.1 | 71.54 | 254.0 | 65.93 |
| Milk Replacer (lb.) | 15.5 | 17.65 | 11.6 | 23.02 | 28.9 | 22.12 | 8.0 | 10.83 |
| Milk (lb.) | 119.4 | 23.97 | 78.5 | 16.42 | 131.1 | 26.79 | 67.1 | 15.46 |
| Creep / Starter (lb.) | 666.1 | 4.84 | 1.4 | 0.67 | 3.2 | 0.89 | 1,883.6 | 19.69 |
| Complete Ration (lb.) | 334.8 | 60.12 | 388.8 | 52.02 | 340.1 | 56.12 | 304.9 | 60.86 |
| Corn (bu.) | 6.1 | 22.91 | 8.8 | 33.44 | 5.9 | 22.15 | 7.2 | 27.00 |
| Corn Silage (lb.) | 4,451.6 | 81.37 | 6,474.2 | 116.74 | 4,715.1 | 85.64 | 3,440.9 | 62.89 |
| Hay, Alfalfa (lb.) | 769.7 | 60.25 | 1,783.8 | 138.59 | 543.2 | 44.21 | 567.6 | 49.05 |
| Hay, Grass (lb.) | 751.7 | 39.85 | 632.8 | 35.92 | 761.9 | 43.04 | 728.9 | 38.07 |
| Haylage, Alfalfa (lb.) | 872.2 | 32.95 | 895.4 | 41.52 | 992.7 | 38.17 | 733.7 | 25.31 |
| Other feed stuffs (lb) | 1,370.8 | 38.77 | 1,017.8 | 39.99 | 1,357.0 | 33.83 | 803.0 | 17.09 |
| Breeding fees | | 14.68 | | 14.93 | | 13.84 | | 12.44 |
| Veterinary | | 17.64 | | 16.19 | | 15.53 | | 20.63 |
| Supplies | | 28.39 | | 39.65 | | 23.40 | | 29.05 |
| Contract production exp. | | 90.86 | | 134.46 | | 113.09 | | 53.69 |
| Fuel & oil | | 20.94 | | 20.19 | | 17.36 | | 22.71 |
| Repairs | | 27.79 | | 27.70 | | 27.35 | | 25.35 |
| Hired labor | | 23.41 | | 13.28 | | 34.61 | | 13.79 |
| Bedding | | 21.33 | | 21.61 | | 20.26 | | 13.12 |
| Total direct expenses | | 723.37 | | 971.99 | | 709.92 | | 582.97 |
| Return over direct expense | | -156.55 | | -717.20 | | -165.82 | | 219.10 |
| Overhead Expenses | | | | | | | | |
| Hired labor | | 31.13 | | 26.80 | | 19.00 | | 33.79 |
| Building leases | | 12.10 | | 4.53 | | 4.74 | | 8.22 |
| Utilities | | 12.83 | | 9.74 | | 14.27 | | 14.34 |
| Interest | | 15.15 | | 16.71 | | 15.28 | | 12.93 |
| Mach & bldg depreciation | | 29.13 | | 30.66 | | 33.40 | | 25.49 |
| Miscellaneous | | 20.41 | | 24.34 | | 19.38 | | 20.22 |
| Total overhead expenses | | 120.75 | | 112.78 | | 106.08 | | 114.99 |
| Total dir & ovhd expenses | | 844.13 | | 1,084.78 | | 816.00 | | 697.97 |
| Net return | | -277.30 | | -829.98 | | -271.89 | | 104.10 |
| Labor & management charge | | 38.14 | | 41.39 | | 42.39 | | 36.74 |
| Net return over lbr & mgt | | -315.44 | | -871.37 | | -314.29 | | 67.37 |
| Cost of Production Per Head Per Day | | | | | | | | |
| Total direct expense per unit | | 2.26 | | 3.09 | | 2.26 | | 1.71 |
| Total dir & ovhd expense per unit | | 2.59 | | 3.40 | | 2.55 | | 2.03 |
| With other revenue adjustments | | 2.59 | | 3.40 | | 2.55 | | 2.03 |
| With labor and management | | 2.70 | | 3.51 | | 2.66 | | 2.13 |
| Est. labor hours per unit | | 7.03 | | 6.37 | | 6.80 | | 7.10 |
| Other Information | | | | | | | | |
| No. purchased or trans in | | 105 | | 71 | | 115 | | 108 |
| Number sold or trans out | | 90 | | 60 | | 99 | | 93 |
| Average number of head | | 171 | | 125 | | 190 | | 167 |
| Percentage death loss | | 9.0 | | 14.0 | | 8.5 | | 6.5 |
| Feed cost per average head | | 478.34 | | 683.99 | | 444.49 | | 392.19 |
| Feed cost/head sold/trans | | 903.05 | | 1,424.05 | | 857.69 | | 703.68 |
| Total cost/head sold/trans | | 1,859.32 | | 2,666.72 | | 1,875.38 | | 1,394.49 |
| Feed cost per head per day | | 1.31 | | 1.87 | | 1.22 | | 1.07 |
| Avg. purch price / head | | 1,335.00 | | 1,647.96 | | 1,425.41 | | 588.71 |
| Avg. sales price / head | | 606.75 | | 359.50 | | 572.93 | | 553.03 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Dairy Finishing -- Average Per Cwt. Produced

| | Avg. Of All Farms | | Low 20% | | 40 - 60% | | High 20% | |
|---|------------------------------|--------|----------------|---------|-----------------|--------|-----------------|--------|
| Number of farms | 90 | | 18 | | 18 | | 18 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Dairy Finish sold (lb) | 123.73 | 161.64 | 175.49 | 215.11 | 111.80 | 147.53 | 105.29 | 144.36 |
| Transferred out (lb) | 0.16 | 0.37 | 0.70 | 1.05 | - | - | 0.12 | 0.77 |
| Other income | | 1.99 | | 1.46 | | 0.47 | | 1.79 |
| Purchased (lb) | -35.96 | -63.19 | -69.52 | -111.89 | -31.27 | -59.98 | -12.94 | -22.55 |
| Transferred in (lb) | -2.55 | -6.25 | -1.11 | -2.75 | -0.84 | -1.59 | -2.58 | -9.86 |
| Inventory change (lb) | 13.12 | 54.05 | -6.77 | 22.61 | 19.93 | 59.95 | 8.76 | 62.31 |
| Gross margin | | 148.61 | | 125.59 | | 146.37 | | 176.82 |
| Direct Expenses | | | | | | | | |
| Protein Vit Minerals (lb.) | 94.41 | 18.19 | 94.62 | 22.49 | 128.59 | 17.91 | 78.72 | 13.40 |
| Milk Replacer (lb.) | 1.12 | 1.69 | 0.14 | 0.26 | 1.49 | 2.17 | 1.98 | 3.31 |
| Complete Ration (lb.) | 13.00 | 2.20 | 8.56 | 1.39 | 11.37 | 2.51 | 37.32 | 4.54 |
| Corn (bu.) | 10.22 | 39.19 | 10.47 | 43.24 | 10.88 | 41.22 | 9.38 | 34.32 |
| Corn Silage (lb.) | 210.04 | 3.46 | 374.45 | 7.13 | 128.64 | 1.48 | 165.13 | 2.84 |
| Hay, Alfalfa (lb.) | 24.72 | 1.77 | 7.94 | 0.54 | 46.75 | 3.76 | 14.30 | 1.45 |
| Hay, Grass (lb.) | 31.23 | 1.79 | 20.20 | 1.73 | 37.72 | 2.26 | 44.96 | 2.22 |
| DDGS, dry (lb.) | 29.18 | 2.15 | 57.03 | 3.21 | 7.83 | 0.87 | 40.56 | 4.02 |
| DDGS, wet (lb.) | 33.26 | 1.45 | 115.41 | 5.10 | 41.94 | 1.67 | 3.99 | 0.29 |
| Other feed stuffs (lb) | 67.26 | 2.30 | 104.66 | 3.41 | 62.52 | 1.60 | 26.08 | 2.14 |
| Veterinary | | 2.22 | | 2.04 | | 2.35 | | 2.02 |
| Supplies | | 3.73 | | 2.34 | | 3.11 | | 3.32 |
| Fuel & oil | | 2.09 | | 2.49 | | 1.98 | | 1.44 |
| Repairs | | 2.69 | | 2.59 | | 3.69 | | 1.99 |
| Custom hire | | 0.75 | | 1.28 | | 0.41 | | 0.40 |
| Bedding | | 1.54 | | 0.26 | | 3.76 | | 1.31 |
| Operating interest | | 1.62 | | 2.90 | | 1.17 | | 0.27 |
| Total direct expenses | | 88.83 | | 102.40 | | 91.91 | | 79.30 |
| Return over direct expense | | 59.78 | | 23.19 | | 54.46 | | 97.52 |
| Overhead Expenses | | | | | | | | |
| Hired labor | | 1.61 | | 2.19 | | 1.35 | | 2.53 |
| Farm insurance | | 1.10 | | 1.64 | | 1.25 | | 0.57 |
| Utilities | | 1.01 | | 0.87 | | 1.21 | | 0.92 |
| Interest | | 1.70 | | 3.33 | | 0.98 | | 0.40 |
| Mach & bldg depreciation | | 3.82 | | 5.60 | | 3.47 | | 3.22 |
| Miscellaneous | | 1.87 | | 3.02 | | 1.77 | | 1.14 |
| Total overhead expenses | | 11.10 | | 16.66 | | 10.03 | | 8.77 |
| Total dir & ovhd expenses | | 99.94 | | 119.06 | | 101.94 | | 88.08 |
| Net return | | 48.67 | | 6.54 | | 44.43 | | 88.75 |
| Labor & management charge | | 5.77 | | 6.63 | | 6.40 | | 2.97 |
| Net return over lbr & mgt | | 42.90 | | -0.10 | | 38.03 | | 85.78 |
| Cost of Production Per Cwt. Produced | | | | | | | | |
| Total direct expense per unit | | 82.60 | | 109.53 | | 83.25 | | 45.17 |
| Total dir & ovhd expense per unit | | 91.56 | | 118.98 | | 92.22 | | 53.49 |
| With other revenue adjustments | | 91.48 | | 118.98 | | 92.22 | | 53.49 |
| With labor and management | | 96.14 | | 122.75 | | 97.95 | | 56.31 |
| Est. labor hours per unit | | 0.50 | | 0.64 | | 0.50 | | 0.35 |
| Other Information | | | | | | | | |
| No. purchased or trans in | | 151 | | 180 | | 170 | | 132 |
| Number sold or trans out | | 124 | | 176 | | 130 | | 109 |
| Percentage death loss | | 3.0 | | 2.1 | | 3.4 | | 3.4 |
| Avg. daily gain (lb.) | | 2.50 | | 2.47 | | 2.47 | | 2.34 |
| Lb. of conc / lb. of gain | | 7.50 | | 8.81 | | 8.02 | | 6.93 |
| Lb. of feed / lb. of gain | | 9.11 | | 10.79 | | 9.61 | | 8.23 |
| Feed cost per cwt. of gain | | 74.19 | | 88.50 | | 75.45 | | 68.54 |
| Feed cost per head | | 741.93 | | 753.43 | | 774.99 | | 837.99 |
| Average purchase weight | | 411 | | 587 | | 317 | | 243 |
| Avg wgt / Dairy Finish sold | | 1,418 | | 1,396 | | 1,417 | | 1,468 |
| Avg purch price / head | | 723.11 | | 944.07 | | 607.77 | | 423.38 |
| Avg sales price / cwt. | | 130.64 | | 122.58 | | 131.96 | | 137.11 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Dairy Organic Only-- Average Per Cow

| | Avg. Of All Farms | |
|--|------------------------------|-----------|
| Number of farms | 15 | |
| | Quantity | Value |
| Milk sold (hd) | 12,729.2 | 3,978.38 |
| Dairy Calves sold (hd) | 0.1 | 31.08 |
| Transferred out (hd) | 0.8 | 55.47 |
| Cull sales (hd) | 0.3 | 322.48 |
| Other income | | 121.09 |
| Purchased (hd) | 0.0 | -86.54 |
| Transferred in (hd) | 0.3 | -114.77 |
| Inventory change (hd) | 0.0 | 88.79 |
| Dairy repl net cost | | -592.04 |
| Gross margin | | 3,807.30 |
| Direct Expenses | | |
| Protein Vit Minerals (lb.) | 470.5 | 264.98 |
| Complete Ration (lb.) | 587.5 | 63.53 |
| Corn (bu.) | 12.7 | 146.36 |
| Haylage, Alfalfa (lb.) | 3,063.6 | 153.18 |
| Soybeans, Organic (bu.) | 0.5 | 14.09 |
| Barley, Organic (bu.) | 10.1 | 80.79 |
| Corn, Organic (bu.) | 22.3 | 248.09 |
| Corn Silage, Organic (lb.) | 7,263.9 | 159.15 |
| Hay, Alfalfa, Organic (lb.) | 5,640.8 | 475.01 |
| Pasture, Organic (aum) | 2.3 | 106.90 |
| Sorghum Silage, Organic (lb.) | 486.3 | 12.16 |
| Hay, Grass, Organic (lb.) | 613.6 | 57.47 |
| Hay, Mixed, Organic (lb.) | 329.2 | 31.15 |
| Other feed stuffs (lb) | 2,882.1 | 154.41 |
| Supplies | | 291.66 |
| Fuel & oil | | 86.41 |
| Repairs | | 161.25 |
| Hired labor | | 88.78 |
| Bedding | | 86.47 |
| Total direct expenses | | 2,681.85 |
| Return over direct expense | | 1,125.45 |
| Overhead Expenses | | |
| Hired labor | | 140.14 |
| Building leases | | 28.31 |
| Interest | | 76.46 |
| Mach & bldg depreciation | | 88.58 |
| Miscellaneous | | 161.50 |
| Total overhead expenses | | 494.99 |
| Total dir & ovhd expenses | | 3,176.84 |
| Net return | | 630.46 |
| Labor & management charge | | 262.21 |
| Net return over lbr & mgt | | 368.25 |
| Cost of Production Per Cwt. Of Milk | | |
| Total direct expense per unit | | 20.57 |
| Total dir & ovhd expense per unit | | 24.36 |
| With other revenue adjustments | | 26.45 |
| With labor and management | | 28.47 |
| Est. labor hours per unit | | 39.30 |
| Other Information | | |
| Number of cows | | 87.7 |
| Milk produced per cow | | 13,041 |
| Total milk sold | | 1,116,858 |
| Lb. of milk sold per FTE | | 906,847 |
| Culling percentage | | 28.9 |
| Turnover rate | | 33.6 |
| Cow death loss percent | | 4.1 |
| Percent of barn capacity | | 96.4 |
| Feed cost per day | | 5.39 |
| Feed cost per cwt. of milk | | 15.09 |
| Feed cost per cow | | 1,967.27 |
| Avg. milk price per cwt. | | 31.25 |
| Milk price / feed margin | | 16.17 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Dairy Organic Only -- Average Per Cwt. Of Milk

| | <u>Avg. Of All Farms</u> | |
|--|------------------------------|-----------|
| Number of farms | 15 | |
| | Quantity | Value |
| Milk sold (hd) | 97.61 | 30.51 |
| Dairy Calves sold (hd) | 0.00 | 0.24 |
| Transferred out (hd) | 0.01 | 0.43 |
| Cull sales (hd) | 0.00 | 2.47 |
| Other income | | 0.93 |
| Purchased (hd) | 0.00 | -0.66 |
| Transferred in (hd) | 0.00 | -0.88 |
| Inventory change (hd) | 0.00 | 0.68 |
| Dairy repl net cost | | -4.54 |
| Gross margin | | 29.20 |
| Direct Expenses | | |
| Protein Vit Minerals (lb.) | 3.61 | 2.03 |
| Complete Ration (lb.) | 4.50 | 0.49 |
| Corn (bu.) | 0.10 | 1.12 |
| Haylage, Alfalfa (lb.) | 23.49 | 1.17 |
| Soybeans, Organic (bu.) | 0.00 | 0.11 |
| Barley, Organic (bu.) | 0.08 | 0.62 |
| Corn, Organic (bu.) | 0.17 | 1.90 |
| Corn Silage, Organic (lb.) | 55.70 | 1.22 |
| Hay, Alfalfa, Organic (lb.) | 43.25 | 3.64 |
| Pasture, Organic (aum) | 0.02 | 0.82 |
| Hay, Grass, Organic (lb.) | 4.70 | 0.44 |
| Hay, Mixed, Organic (lb.) | 2.52 | 0.24 |
| Other feed stuffs (lb) | 25.83 | 1.28 |
| Supplies | | 2.24 |
| Fuel & oil | | 0.66 |
| Repairs | | 1.24 |
| Hired labor | | 0.68 |
| Bedding | | 0.66 |
| Total direct expenses | | 20.57 |
| Return over direct expense | | 8.63 |
| Overhead Expenses | | |
| Hired labor | | 1.07 |
| Building leases | | 0.22 |
| Utilities | | 0.38 |
| Interest | | 0.59 |
| Mach & bldg depreciation | | 0.68 |
| Miscellaneous | | 0.85 |
| Total overhead expenses | | 3.80 |
| Total dir & ovhd expenses | | 24.36 |
| Net return | | 4.83 |
| Labor & management charge | | 2.01 |
| Net return over lbr & mgt | | 2.82 |
| Cost of Production Per Cwt. Of Milk | | |
| Total direct expense per unit | | 20.57 |
| Total dir & ovhd expense per unit | | 24.36 |
| With other revenue adjustments | | 26.45 |
| With labor and management | | 28.47 |
| Est. labor hours per unit | | 0.30 |
| Other Information | | |
| Number of cows | | 87.7 |
| Milk produced per cow | | 13,041 |
| Total milk sold | | 1,116,858 |
| Lb. of milk sold per FTE | | 906,847 |
| Culling percentage | | 28.9 |
| Turnover rate | | 33.6 |
| Cow death loss percent | | 4.1 |
| Percent of barn capacity | | 96.4 |
| Feed cost per day | | 5.39 |
| Feed cost per cwt. of milk | | 15.09 |
| Feed cost per cow | | 1,967.27 |
| Avg. milk price per cwt. | | 31.25 |
| Milk price / feed margin | | 16.17 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Enterprise Size)
Dairy Excluding Organic -- Average Per Cow

| | Avg. Of All Farms | | Up to 50 | | 50 100 | | 100 200 | | 200 500 | | Over 500 | |
|--|------------------------------|-----------|---------------------|----------|-------------------|-----------|--------------------|-----------|--------------------|-----------|---------------------|------------|
| Number of farms | 374 | | 49 | | 139 | | 95 | | 65 | | 26 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Milk sold (hd) | 23,613.9 | 5,751.59 | 16,830.7 | 4,111.82 | 20,228.8 | 4,925.24 | 21,839.4 | 5,346.45 | 23,855.4 | 5,860.79 | 26,383.4 | 6,367.91 |
| Dairy Calves sold (hd) | 0.3 | 85.39 | 0.1 | 46.48 | 0.2 | 68.77 | 0.3 | 65.66 | 0.3 | 74.34 | 0.4 | 116.00 |
| Transferred out (hd) | 0.7 | 56.62 | 0.7 | 58.34 | 0.7 | 85.90 | 0.7 | 42.81 | 0.7 | 67.62 | 0.6 | 42.34 |
| Cull sales (hd) | 0.3 | 360.98 | 0.3 | 294.12 | 0.3 | 353.00 | 0.3 | 339.82 | 0.3 | 334.54 | 0.3 | 404.01 |
| Other income | | 33.70 | | 66.98 | | 35.57 | | 38.89 | | 49.52 | | 13.89 |
| Purchased (hd) | 0.0 | -33.03 | 0.1 | -147.44 | 0.0 | -72.35 | 0.0 | -49.17 | 0.0 | -14.81 | 0.0 | -13.66 |
| Transferred in (hd) | 0.4 | -113.53 | 0.3 | -99.48 | 0.4 | -84.36 | 0.3 | -80.03 | 0.4 | -135.83 | 0.4 | -126.84 |
| Inventory change (hd) | 0.0 | 72.98 | 0.0 | 130.86 | 0.0 | 87.72 | 0.0 | 73.03 | 0.0 | 82.86 | 0.0 | 53.66 |
| Dairy repl net cost | | -597.25 | | -594.36 | | -581.16 | | -608.55 | | -579.56 | | -613.08 |
| Gross margin | | 5,617.96 | | 3,867.32 | | 4,819.40 | | 5,170.21 | | 5,739.81 | | 6,244.24 |
| Direct Expenses | | | | | | | | | | | | |
| Protein Vit Minerals (lb.) | 3,956.3 | 940.77 | 2,330.7 | 610.31 | 2,976.5 | 751.76 | 3,019.0 | 786.66 | 3,748.2 | 943.49 | 5,204.6 | 1,131.51 |
| Complete Ration (lb.) | 1,439.1 | 372.80 | 987.2 | 171.05 | 1,901.3 | 227.25 | 1,577.6 | 398.69 | 1,745.5 | 383.93 | 939.2 | 426.99 |
| Corn (bu.) | 65.5 | 245.95 | 59.8 | 225.24 | 65.2 | 249.45 | 58.3 | 224.15 | 73.1 | 256.94 | 63.6 | 248.93 |
| Corn Silage (lb.) | 18,066.1 | 343.84 | 15,503.2 | 267.69 | 16,317.8 | 289.83 | 17,098.7 | 304.80 | 18,374.9 | 353.41 | 19,293.6 | 386.60 |
| Hay, Alfalfa (lb.) | 2,492.7 | 222.99 | 4,621.1 | 425.65 | 4,454.4 | 437.85 | 2,631.6 | 234.49 | 2,474.4 | 218.59 | 1,424.2 | 112.49 |
| Haylage, Alfalfa (lb.) | 4,088.6 | 164.58 | 2,527.8 | 119.94 | 3,397.3 | 145.06 | 3,387.0 | 148.58 | 4,730.8 | 185.29 | 4,352.9 | 167.76 |
| Other feed stuffs (lb) | 3,626.6 | 138.78 | 2,045.5 | 123.91 | 1,925.5 | 100.58 | 6,765.1 | 131.71 | 1,894.6 | 130.52 | 4,198.5 | 167.24 |
| Veterinary | | 113.99 | | 86.38 | | 97.03 | | 114.88 | | 127.77 | | 111.21 |
| BST | | 49.78 | | 5.08 | | 12.83 | | 23.95 | | 53.90 | | 80.04 |
| Supplies | | 371.88 | | 311.03 | | 332.26 | | 343.26 | | 368.48 | | 412.50 |
| Fuel & oil | | 117.58 | | 72.26 | | 87.86 | | 107.16 | | 115.86 | | 141.16 |
| Repairs | | 153.90 | | 138.76 | | 153.00 | | 155.21 | | 155.90 | | 153.04 |
| Custom hire | | 68.76 | | 22.99 | | 38.73 | | 38.30 | | 65.00 | | 105.42 |
| Hired labor | | 262.25 | | 24.96 | | 67.26 | | 134.28 | | 287.60 | | 414.28 |
| Hauling and trucking | | 43.20 | | 72.01 | | 62.83 | | 52.02 | | 36.82 | | 33.04 |
| Bedding | | 89.29 | | 53.39 | | 74.70 | | 80.44 | | 100.06 | | 94.14 |
| Total direct expenses | | 3,700.33 | | 2,730.65 | | 3,128.27 | | 3,278.59 | | 3,783.57 | | 4,186.36 |
| Return over direct expense | | 1,917.62 | | 1,136.67 | | 1,691.13 | | 1,891.63 | | 1,956.24 | | 2,057.88 |
| Overhead Expenses | | | | | | | | | | | | |
| Hired labor | | 179.64 | | 33.85 | | 111.13 | | 147.77 | | 214.74 | | 208.39 |
| Building leases | | 50.86 | | 23.51 | | 14.72 | | 29.91 | | 67.47 | | 66.02 |
| Utilities | | 69.56 | | 101.18 | | 99.34 | | 69.80 | | 70.22 | | 53.62 |
| Interest | | 85.05 | | 80.13 | | 82.39 | | 100.82 | | 100.53 | | 64.58 |
| Mach & bldg depreciation | | 168.16 | | 110.94 | | 166.02 | | 192.04 | | 184.53 | | 146.32 |
| Miscellaneous | | 115.17 | | 133.10 | | 124.17 | | 114.88 | | 119.39 | | 106.46 |
| Total overhead expenses | | 668.43 | | 482.72 | | 597.77 | | 655.22 | | 756.89 | | 645.39 |
| Total dir & ovhd expenses | | 4,368.76 | | 3,213.37 | | 3,726.04 | | 3,933.81 | | 4,540.46 | | 4,831.75 |
| Net return | | 1,249.20 | | 653.95 | | 1,093.36 | | 1,236.40 | | 1,199.35 | | 1,412.48 |
| Labor & management charge | | 223.19 | | 414.39 | | 313.09 | | 263.92 | | 186.97 | | 177.72 |
| Net return over lbr & mgt | | 1,026.01 | | 239.56 | | 780.27 | | 972.48 | | 1,012.38 | | 1,234.77 |
| Cost of Production Per Cwt. Of Milk | | | | | | | | | | | | |
| Total direct expense per unit | | 15.57 | | 16.01 | | 15.42 | | 14.92 | | 15.70 | | 15.80 |
| Total dir & ovhd expense per unit | | 18.38 | | 18.84 | | 18.36 | | 17.90 | | 18.84 | | 18.23 |
| With other revenue adjustments | | 19.06 | | 20.51 | | 18.95 | | 18.83 | | 19.51 | | 18.78 |
| With labor and management | | 20.00 | | 22.94 | | 20.49 | | 20.03 | | 20.29 | | 19.45 |
| Est. labor hours per unit | | 40.68 | | 47.61 | | 40.77 | | 36.79 | | 40.71 | | 42.24 |
| Other Information | | | | | | | | | | | | |
| Number of cows | | 186.4 | | 38.6 | | 73.4 | | 140.6 | | 313.0 | | 919.2 |
| Milk produced per cow | | 23,765 | | 17,058 | | 20,293 | | 21,971 | | 24,099 | | 26,497 |
| Total milk sold | | 4,400,933 | | 650,159 | | 1,485,536 | | 3,071,083 | | 7,466,323 | | 24,251,449 |
| Lb. of milk sold per FTE | | 1,625,320 | | 989,789 | | 1,389,145 | | 1,662,277 | | 1,640,578 | | 1,748,922 |
| Culling percentage | | 30.4 | | 26.2 | | 29.4 | | 28.1 | | 28.2 | | 34.2 |
| Turnover rate | | 37.5 | | 35.9 | | 36.7 | | 35.3 | | 35.9 | | 40.5 |
| Cow death loss percent | | 6.5 | | 8.4 | | 6.4 | | 6.2 | | 7.0 | | 6.2 |
| Percent of barn capacity | | 110.4 | | 85.6 | | 105.3 | | 107.6 | | 115.7 | | 112.6 |
| Feed cost per day | | 6.66 | | 5.33 | | 6.03 | | 6.11 | | 6.77 | | 7.24 |
| Feed cost per cwt. of milk | | 10.22 | | 11.40 | | 10.85 | | 10.15 | | 10.26 | | 9.97 |
| Feed cost per cow | | 2,429.70 | | 1,943.78 | | 2,201.77 | | 2,229.10 | | 2,472.17 | | 2,641.53 |
| Avg. milk price per cwt. | | 24.36 | | 24.43 | | 24.35 | | 24.48 | | 24.57 | | 24.14 |
| Milk price / feed margin | | 14.13 | | 13.04 | | 13.50 | | 14.34 | | 14.31 | | 14.17 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Beef Backgrounding -- Average Per Head

| | <u>Avg. Of All Farms</u> | |
|---|------------------------------|----------|
| Number of farms | 6 | |
| | Quantity | Value |
| Backgnd Beef sold (lb) | 744.1 | 1,137.45 |
| Transferred out (lb) | 6.5 | 7.21 |
| Other income | | -51.63 |
| Purchased (lb) | -287.8 | -662.67 |
| Transferred in (lb) | -38.9 | -88.63 |
| Inventory change (lb) | -88.6 | 102.18 |
| Gross margin | | 443.91 |
| Direct Expenses | | |
| Beet Pulp (dry) (lb.) | 72.1 | 4.28 |
| Protein Vit Minerals (lb.) | 63.4 | 14.33 |
| Complete Ration (lb.) | 2,149.5 | 34.79 |
| Corn (bu.) | 3.9 | 15.45 |
| Corn Silage (lb.) | 1,488.5 | 26.05 |
| Hay, Grass (lb.) | 731.6 | 30.16 |
| DDGS, dry (lb.) | 980.3 | 36.74 |
| Other feed stuffs (lb) | 154.3 | 2.78 |
| Veterinary | | 20.41 |
| Supplies | | 6.75 |
| Livestock insurance | | 7.31 |
| Fuel & oil | | 11.88 |
| Repairs | | 24.40 |
| Hauling and trucking | | 2.42 |
| Bedding | | 9.36 |
| Operating interest | | 13.19 |
| Total direct expenses | | 260.30 |
| Return over direct expense | | 183.60 |
| Overhead Expenses | | |
| Hired labor | | 7.85 |
| RE & pers. property taxes | | 0.64 |
| Farm insurance | | 3.27 |
| Utilities | | 4.94 |
| Interest | | 6.30 |
| Mach & bldg depreciation | | 17.12 |
| Miscellaneous | | 6.12 |
| Total overhead expenses | | 46.25 |
| Total dir & ovhd expenses | | 306.55 |
| Net return | | 137.35 |
| Labor & management charge | | 17.34 |
| Net return over lbr & mgt | | 120.02 |
| Cost of Production Per Cwt. Produced | | |
| Total direct expense per unit | | 120.97 |
| Total dir & ovhd expense per unit | | 127.14 |
| With other revenue adjustments | | 134.20 |
| With labor and management | | 136.51 |
| Est. labor hours per unit | | 2.25 |
| Other Information | | |
| No. purchased or trans in | | 394 |
| Number sold or trans out | | 455 |
| Percentage death loss | | 0.4 |
| Avg. daily gain (lb.) | | 2.19 |
| Lb. of conc / lb. of gain | | 10.36 |
| Lb. of feed / lb. of gain | | 14.06 |
| Feed cost per cwt. of gain | | 48.95 |
| Feed cost per head | | 164.58 |
| Average purchase weight | | 376 |
| Avg wgt / Backgnd Beef sold | | 762 |
| Avg purch price / cwt. | | 230.27 |
| Avg sales price / cwt. | | 152.86 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Beef Cow-Calf -- Average Per Cow

| | Avg. Of All Farms | | Low 20% | | 40 - 60% | | High 20% | |
|---|------------------------------|----------|----------------|----------|-----------------|----------|-----------------|----------|
| Number of farms | 107 | | 21 | | 22 | | 22 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Beef Calves sold (lb) | 234.2 | 497.29 | 216.3 | 457.35 | 157.7 | 349.16 | 213.5 | 460.27 |
| Transferred out (lb) | 220.8 | 517.30 | 214.8 | 408.10 | 309.0 | 782.70 | 234.5 | 561.80 |
| Cull sales (lb) | 84.6 | 179.46 | 140.9 | 169.92 | 44.3 | 137.54 | 134.9 | 196.94 |
| Other income | | 5.17 | | - | | 1.03 | | 4.06 |
| Purchased (lb) | -24.2 | -98.01 | -37.3 | -93.80 | -7.7 | -42.05 | -49.8 | -138.05 |
| Transferred in (lb) | -49.1 | -104.14 | -49.4 | -101.42 | -76.3 | -195.20 | -64.9 | -97.71 |
| Inventory change (lb) | 145.6 | 290.69 | -5.5 | 56.40 | -10.6 | 152.32 | 476.3 | 547.17 |
| Gross margin | | 1,295.14 | | 896.55 | | 1,194.23 | | 1,554.19 |
| Direct Expenses | | | | | | | | |
| Protein Vit Minerals (lb.) | 413.6 | 39.01 | 2,171.1 | 44.19 | 169.6 | 34.69 | 195.4 | 31.43 |
| Complete Ration (lb.) | 181.5 | 26.29 | 558.2 | 77.16 | 161.8 | 23.62 | 64.0 | 7.87 |
| Corn Silage (lb.) | 5,224.9 | 88.93 | 4,594.0 | 82.71 | 7,275.9 | 126.57 | 4,031.1 | 70.79 |
| Hay, Alfalfa (lb.) | 1,198.1 | 71.12 | 1,301.3 | 95.53 | 880.3 | 48.08 | 1,465.1 | 90.21 |
| Hay, Grass (lb.) | 3,931.7 | 170.03 | 4,564.9 | 230.69 | 4,172.4 | 179.88 | 3,360.6 | 130.87 |
| Pasture (aum) | 5.0 | 62.73 | 1.5 | 23.58 | 4.5 | 55.50 | 4.6 | 77.70 |
| Other feed stuffs (lb) | 1,535.8 | 50.38 | 402.5 | 23.91 | 1,561.5 | 45.93 | 1,532.2 | 46.65 |
| Veterinary | | 27.93 | | 22.65 | | 26.14 | | 32.66 |
| Supplies | | 44.92 | | 56.07 | | 40.82 | | 45.84 |
| Fuel & oil | | 39.11 | | 45.01 | | 42.20 | | 36.18 |
| Repairs | | 44.94 | | 61.10 | | 33.65 | | 48.89 |
| Custom hire | | 6.89 | | 13.17 | | 8.94 | | 5.41 |
| Operating interest | | 12.46 | | 18.66 | | 4.38 | | 15.45 |
| Total direct expenses | | 684.74 | | 794.43 | | 670.42 | | 639.95 |
| Return over direct expense | | 610.40 | | 102.13 | | 523.81 | | 914.24 |
| Overhead Expenses | | | | | | | | |
| Hired labor | | 11.10 | | 9.59 | | 6.33 | | 5.33 |
| RE & pers. property taxes | | 7.20 | | 12.79 | | 4.59 | | 6.38 |
| Farm insurance | | 16.79 | | 23.56 | | 14.79 | | 13.97 |
| Utilities | | 17.91 | | 31.08 | | 10.14 | | 16.93 |
| Dues & professional fees | | 8.10 | | 15.08 | | 5.09 | | 5.23 |
| Interest | | 25.79 | | 45.91 | | 14.54 | | 18.61 |
| Mach & bldg depreciation | | 57.29 | | 115.25 | | 39.94 | | 34.69 |
| Miscellaneous | | 14.58 | | 19.18 | | 6.32 | | 9.36 |
| Total overhead expenses | | 158.77 | | 272.45 | | 101.73 | | 110.51 |
| Total dir & ovhd expenses | | 843.51 | | 1,066.87 | | 772.15 | | 750.46 |
| Net return | | 451.63 | | -170.32 | | 422.08 | | 803.73 |
| Labor & management charge | | 111.40 | | 162.32 | | 112.58 | | 87.95 |
| Net return over lbr & mgt | | 340.23 | | -332.63 | | 309.50 | | 715.78 |
| Cost of Production Per Cwt. Produced | | | | | | | | |
| Total direct expense per unit | | 111.51 | | 165.59 | | 160.97 | | 67.52 |
| Total dir & ovhd expense per unit | | 137.36 | | 222.38 | | 185.39 | | 79.18 |
| With other revenue adjustments | | 115.78 | | 212.51 | | 179.19 | | 49.31 |
| With labor and management | | 133.92 | | 246.35 | | 206.22 | | 58.59 |
| Est. labor hours per unit | | 9.92 | | 13.99 | | 8.43 | | 7.46 |
| Other Information | | | | | | | | |
| Number of cows | | 67.8 | | 33.5 | | 74.0 | | 90.6 |
| Pregnancy percentage | | 96.8 | | 94.1 | | 96.7 | | 98.5 |
| Pregnancy loss percentage | | 3.4 | | 1.1 | | 2.9 | | 1.5 |
| Culling percentage | | 13.1 | | 14.7 | | 10.0 | | 14.2 |
| Calving percentage | | 93.5 | | 93.1 | | 93.9 | | 97.0 |
| Weaning percentage | | 87.3 | | 84.2 | | 88.3 | | 91.5 |
| Calves sold per cow | | 0.79 | | 0.78 | | 0.84 | | 0.80 |
| Calf death loss percent | | 5.8 | | 5.3 | | 7.7 | | 3.1 |
| Cow death loss percent | | 2.4 | | 3.8 | | 2.0 | | 1.6 |
| Cows per FTE | | 282.1 | | 200.2 | | 332.3 | | 375.1 |
| Average weaning weight | | 533 | | 495 | | 541 | | 563 |
| Lb. weaned/exposed female | | 465 | | 417 | | 478 | | 515 |
| Feed cost per cow | | 508.48 | | 577.77 | | 514.28 | | 455.52 |
| Avg wgt/ Beef Calves sold | | 615 | | 574 | | 575 | | 621 |
| Avg price / cwt. | | 212.33 | | 211.43 | | 221.36 | | 215.63 |

Livestock Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)
Beef Finishing -- Average Per Cwt. Produced

| | Avg. Of All Farms | | Low 20% | | 40 - 60% | | High 20% | |
|---|------------------------------|---------|----------------|---------|-----------------|---------|-----------------|---------|
| Number of farms | 63 | | 12 | | 12 | | 13 | |
| | Quantity | Value | Quantity | Value | Quantity | Value | Quantity | Value |
| Finish Beef sold (lb) | 192.67 | 290.15 | 231.27 | 329.93 | 179.55 | 259.58 | 177.00 | 270.78 |
| Transferred out (lb) | 1.55 | 2.42 | 2.53 | 3.78 | 2.49 | 4.77 | 0.59 | 0.88 |
| Cull sales (lb) | 0.01 | 0.01 | - | - | 0.04 | 0.06 | - | - |
| Other income | | -0.51 | | -7.75 | | -0.05 | | 1.01 |
| Purchased (lb) | -83.88 | -165.34 | -161.99 | -339.25 | -59.07 | -117.43 | -72.31 | -130.18 |
| Transferred in (lb) | -5.51 | -12.77 | -3.36 | -9.46 | -10.11 | -21.71 | -4.38 | -10.01 |
| Inventory change (lb) | -5.97 | 35.70 | 30.01 | 122.34 | -14.47 | 10.40 | -1.66 | 38.50 |
| Gross margin | | 149.67 | | 99.60 | | 135.60 | | 170.98 |
| Direct Expenses | | | | | | | | |
| Protein Vit Minerals (lb.) | 34.80 | 7.81 | 24.13 | 7.81 | 21.61 | 8.95 | 26.97 | 5.60 |
| Complete Ration (lb.) | 19.65 | 2.70 | - | - | 3.00 | 1.87 | 46.10 | 4.90 |
| Corn (bu.) | 7.02 | 26.51 | 7.79 | 30.67 | 7.58 | 28.84 | 5.78 | 21.91 |
| Corn Silage (lb.) | 444.55 | 7.69 | 582.54 | 11.93 | 386.94 | 7.30 | 648.09 | 10.96 |
| Hay, Alfalfa (lb.) | 31.57 | 1.94 | 15.89 | 0.91 | 72.28 | 4.92 | 15.61 | 0.90 |
| Hay, Grass (lb.) | 50.84 | 2.19 | 26.91 | 2.04 | 35.71 | 1.95 | 38.60 | 1.64 |
| DDGS, dry (lb.) | 61.10 | 4.01 | 84.38 | 6.15 | 84.96 | 5.16 | 40.43 | 3.18 |
| DDGS, wet (lb.) | 53.17 | 1.93 | - | - | 65.91 | 1.99 | 13.69 | 0.18 |
| Other feed stuffs (lb) | 84.48 | 2.99 | 36.81 | 1.37 | 78.51 | 2.01 | 43.00 | 1.85 |
| Veterinary | | 2.37 | | 1.89 | | 1.68 | | 3.41 |
| Supplies | | 3.93 | | 1.25 | | 4.44 | | 3.41 |
| Fuel & oil | | 2.62 | | 2.42 | | 2.73 | | 2.67 |
| Repairs | | 2.66 | | 3.21 | | 3.78 | | 2.61 |
| Custom hire | | 1.05 | | 0.60 | | 2.83 | | 0.80 |
| Hauling and trucking | | 1.78 | | 2.47 | | 0.13 | | 1.13 |
| Marketing | | 4.89 | | 8.42 | | 0.89 | | 0.19 |
| Operating interest | | 2.75 | | 3.12 | | 2.05 | | 3.54 |
| Total direct expenses | | 79.82 | | 84.28 | | 81.53 | | 68.88 |
| Return over direct expense | | 69.85 | | 15.32 | | 54.07 | | 102.10 |
| Overhead Expenses | | | | | | | | |
| Hired labor | | 2.33 | | 1.56 | | 0.85 | | 3.40 |
| Machinery leases | | 0.37 | | - | | 0.04 | | 1.20 |
| Farm insurance | | 1.26 | | 0.78 | | 0.99 | | 1.83 |
| Interest | | 1.19 | | 1.92 | | 1.30 | | 1.65 |
| Mach & bldg depreciation | | 4.76 | | 5.40 | | 3.58 | | 3.41 |
| Miscellaneous | | 2.19 | | 3.14 | | 2.12 | | 2.44 |
| Total overhead expenses | | 12.09 | | 12.80 | | 8.87 | | 13.92 |
| Total dir & ovhd expenses | | 91.91 | | 97.08 | | 90.41 | | 82.80 |
| Net return | | 57.76 | | 2.52 | | 45.19 | | 88.18 |
| Labor & management charge | | 7.34 | | 6.81 | | 12.31 | | 5.99 |
| Net return over lbr & mgt | | 50.42 | | -4.29 | | 32.88 | | 82.19 |
| Cost of Production Per Cwt. Produced | | | | | | | | |
| Total direct expense per unit | | 113.57 | | 131.88 | | 114.20 | | 95.48 |
| Total dir & ovhd expense per unit | | 119.79 | | 137.36 | | 119.07 | | 103.32 |
| With other revenue adjustments | | 120.90 | | 141.66 | | 120.39 | | 103.32 |
| With labor and management | | 124.68 | | 144.57 | | 127.16 | | 106.69 |
| Est. labor hours per unit | | 0.49 | | 0.44 | | 0.58 | | 0.48 |
| Other Information | | | | | | | | |
| No. purchased or trans in | | 272 | | 280 | | 196 | | 383 |
| Number sold or trans out | | 281 | | 218 | | 229 | | 391 |
| Percentage death loss | | 0.7 | | 0.4 | | 0.9 | | 0.5 |
| Avg. daily gain (lb.) | | 2.73 | | 2.88 | | 2.86 | | 2.86 |
| Lb. of conc / lb. of gain | | 6.12 | | 5.52 | | 6.47 | | 4.90 |
| Lb. of feed / lb. of gain | | 8.53 | | 8.12 | | 9.03 | | 7.62 |
| Feed cost per cwt. of gain | | 57.77 | | 60.90 | | 62.99 | | 51.11 |
| Feed cost per head | | 403.54 | | 356.94 | | 456.72 | | 371.13 |
| Average purchase weight | | 652 | | 781 | | 597 | | 587 |
| Avg wgt / Finish Beef sold | | 1,356 | | 1,412 | | 1,335 | | 1,307 |
| Avg purch price / cwt. | | 197.11 | | 209.42 | | 198.82 | | 180.04 |
| Avg sales price / cwt. | | 150.60 | | 142.66 | | 144.57 | | 152.98 |

Crop Enterprise Analysis
Farm Business Management Statewide Combined Database
(Farms Sorted By Return to Overhead)

Soybeans, Organic on Owned Land

| | <u>Avg. Of All Farms</u> |
|------------------------------------|-------------------------------------|
| Number of farms | 6 |
| Yield per acre (bu.) | 23.41 |
| Operators share of yield % | 100.00 |
| Value per bu. | 26.01 |
| Total product return per acre | 608.84 |
| Crop insurance per acre | 88.82 |
| Gross return per acre | 697.66 |
| Direct Expenses | |
| Seed | 33.32 |
| Fertilizer | 9.95 |
| Crop insurance | 27.82 |
| Packaging and supplies | 5.55 |
| Fuel & oil | 41.30 |
| Repairs | 72.63 |
| Custom hire | 0.47 |
| Hired labor | 67.02 |
| Utilities | 2.37 |
| Hauling and trucking | 2.60 |
| Organic certification | 6.10 |
| Operating interest | 6.53 |
| Miscellaneous | 1.36 |
| Total direct expenses per acre | 277.02 |
| Return over direct exp per acre | 420.64 |
| Overhead Expenses | |
| Hired labor | 31.36 |
| RE & pers. property taxes | 31.46 |
| Farm insurance | 9.70 |
| Utilities | 6.18 |
| Dues & professional fees | 6.77 |
| Interest | 57.76 |
| Mach & bldg depreciation | 48.88 |
| Miscellaneous | 2.24 |
| Total overhead expenses per acre | 194.34 |
| Total dir & ovhd expenses per acre | 471.36 |
| Net return per acre | 226.30 |
| Government payments | - |
| Net return with govt pmts | 226.30 |
| Labor & management charge | 43.59 |
| Net return over lbr & mgt | 182.71 |
| Cost of Production | |
| Total direct expense per bu. | 11.84 |
| Total dir & ovhd exp per bu. | 20.14 |
| Less govt & other income | 16.34 |
| With labor & management | 18.21 |
| Net value per unit | 26.01 |
| Machinery cost per acre | 160.85 |
| Est. labor hours per acre | 2.77 |



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For More Information

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