

FARM BUSINESS MANAGEMENT

S O U T H E R N M I N N E S O T A
2 0 1 8 A N N U A L R E P O R T



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Farm Finance Scorecard

Liquidity

1. Current ratio



2. Working capital

\$ _____

3. Working capital to gross revenues

_____ %



Solvency

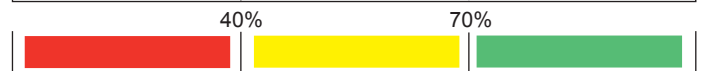
4. Farm debt-to-asset ratio

_____ %



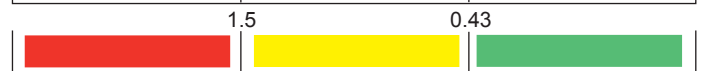
5. Farm equity-to-asset ratio

_____ %



6. Farm debt-to-equity ratio

_____ . _____



Profitability

7. Net farm income

\$ _____

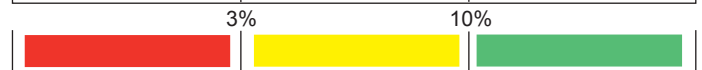
8. Rate of return on farm assets

_____ %



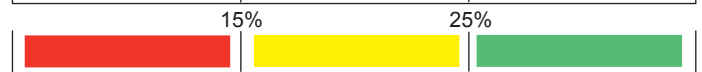
9. Rate of return on farm equity

_____ %



10. Operating profit margin

_____ %



11. EBITDA

\$ _____

Repayment capacity

12. Capital debt repayment capacity

\$ _____

13. Capital debt repayment margin

\$ _____

14. Replacement margin

\$ _____

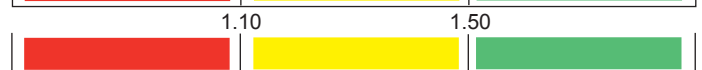
15. Term-debt coverage ratio

_____ . _____



16. Replacement margin coverage ratio

_____ . _____



Financial efficiency

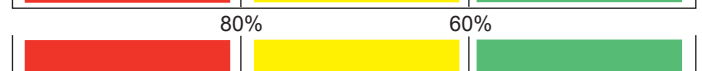
17. Asset-turnover rate

_____ %



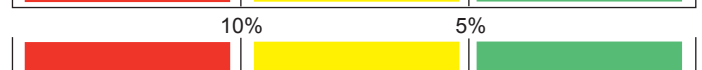
18. Operating-expense ratio

_____ %



19. Depreciation-expense ratio

_____ %



20. Interest-expense ratio

_____ %



21. Net farm income ratio

_____ %



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SOUTHERN MINNESOTA ANNUAL REPORT INSTRUCTORS & LOCATIONS

The following instructors contributed data to this report. Instructors are located throughout Southern Minnesota and office locations are listed below.

Minnesota West Community & Technical College

<i>LOCATION:</i>	<i>INSTRUCTOR:</i>	
Jackson	Mike Dierks	(507) 847-7937
Jackson/Lakefield	Larry Griffin	(507) 847-7936
Marshall	Mike Boersma	(605) 690-5336
	Paul Lanoue	(507) 829-1851
	Troy Otto	(507) 530-5238
	Lori Van Overbeke	(507) 530-8344
	Brad Verly	(507) 828-8506
Pipestone	Brian Boomgaarden	(507) 825-6829
Trimont/Truman	Kent Janssen	(507) 220-8176
Welcome	Aaron Brudellie	(320) 894-2033
	Bob Roesler	(507) 728-8400
	Justin Williamson	(507) 728-8400
Westbrook	Linda Carter	(507) 828-6651
Worthington	Mike Dierks	(507) 372-3427

Ridgewater College

<i>LOCATION:</i>	<i>INSTRUCTOR:</i>	
Barrett	Deron Erickson	(320) 808-5187
Belgrade	Mike Mastey	(320) 254-8068
Hutchinson	Paul Filzen	(320) 249-1960
	Shawn Meyer	(320) 249-1958
Lac qui Parle	Kami Schoenfeld	(320) 212-5255
Melrose	Robert Stommes	(320) 256-4340
Olivia	Travis Birhanzi	(320) 979-4609
Willmar	Zach Rada	(320) 222-7561

Riverland Community College

<i>LOCATION:</i>	<i>INSTRUCTOR:</i>	
Adams/LeRoy	Lynn Hoffmann	(507) 320-8193
Austin/Albert Lea	Traci Nelson	(507) 383-3225
Wanamingo	Jennifer Smith	(507) 384-8676
	Rex Quam	(507) 301-1140
	Kyle Huneke	(507) 438-4924
LeRoy/Plainview	Wayne Pike	(507) 251-1937
Owatonna	Eric Deters	(507) 259-6262
Plainview	Tom Anderson	(507) 259-6269
Rochester	Sue Gorman	(507) 320-8680
St. Charles/Lewiston	Jack LaValla	(507) 951-9453
	Ryan Steele	(507) 320-2278
Spring Valley	Dan Miller	(507) 259-6270

South Central College

<i>LOCATION:</i>	<i>INSTRUCTOR:</i>	
Blue Earth	Al Roesler	(507) 526-2894
Fairfax	Brad Augustin	(507) 766-1985
Faribault	Eric Kinsley	(507) 332-5813
	Jeff Schultz	(507) 838-7459
	Mark Wehe	(507) 332-5836
Glencoe	Myron Oftedahl	(507) 995-5346
Mankato	Tina LeBrun	(507) 327-3732
	Brent Roiger	(507) 380-8269
	Pam Uhlenkamp	(507) 351-0463
Montgomery	Ira Beckman	(612) 756-2843
	Denise Reeser	(218) 330-7355
Nicollet	Robin Schwieger	(507) 327-6160
Sleepy Eye	Wayne Schoper	(507) 766-6677
Waldorf	Todd Stencil	(507) 521-1232

Our Mission:

The Southern Minnesota Center of Agriculture will align students with the resources of academic institutions and industry to develop and sustain the workforce needs of agriculture in Southern Minnesota.

Our Vision:

The Southern Minnesota Center of Agriculture will serve as a dominate force in the promotion of education in agriculture careers, aligning colleges and curriculums across the region.

The Southern Minnesota Center of Agriculture was established to promote and establish agricultural education excellence in Minnesota across the industry. We work to establish partnerships with key businesses and organizations in the agriculture industry to meet workforce demands, training needs, and to deliver the highest quality agricultural education for the region.

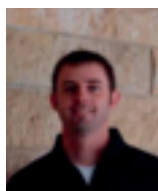
The Center serves as a starting point for those pursuing a career in the agriculture industry. Follow us on Facebook at facebook.com/centerofagriculture or on Twitter at [@centerofag](https://twitter.com/centerofag) to stay up to date on all things ag education in the region!

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

Farm Business Management Instructors



Mike Dierks
Minnesota West
507-372-3427



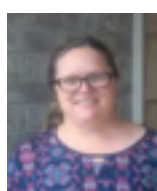
Aaron Brudellie
Minnesota West
320-894-2033



Paul Lanoue
Minnesota West
507-829-1851



Troy Otto
Minnesota West
507-530-5238



Lori Van Overbeke
Minnesota West
507-530-8344



Kent Janssen
Minnesota West
507-220-8176



Bob Roesler
Minnesota West
507-728-8400



Justin Williamson
Minnesota West
507-728-8400



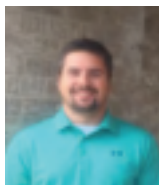
Mike Boersma
Minnesota West
605-690-5336



Larry Griffin
Minnesota West
507-847-7936



Linda Carter
Minnesota West
507-828-6651



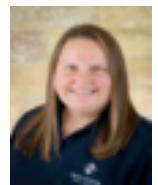
Brad Verly
Minnesota West
507-828-8506



Brian Boomgaarden
Minnesota West
507-825-6829



Eric Kinsley
South Central
507-332-5813



Denise Reeser
South Central
218-330-7355



Jeff Schultz
South Central
507-838-7459



Pam Uhlenkamp
South Central
507-351-0463



Tina LeBrun
South Central
507-327-3732



Ira Beckman
South Central
612-756-2843



Al Roesler
South Central
507-526-2894



Brad Augustin
South Central
507-766-1985



Myron Oftedahl
South Central
507-995-5346



Todd Stencil
South Central
507-521-1232



Brent Roiger
South Central
507-380-8269



Wayne Schoper
South Central
507-766-6677



Robin Schwieger
South Central
507-327-6160



Mark Wehe
South Central
507-332-5836



Traci Nelson
Riverland
507-383-3225



Sue Gorman
Riverland
507-320-8680



Dan Miller
Riverland
507-259-6270



Eric Deters
Riverland
507-259-6262



Jennifer Smith
Riverland
507-384-8676



Rex Quam
Riverland
507-301-1140



Wayne Pike
Riverland
507-251-1937



Tom Anderson
Riverland
507-259-6269



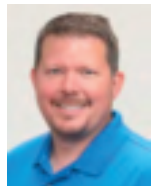
Jack LaValla
Riverland
507-951-9453



Lynn Hoffmann
Riverland
507-320-8193



Kyle Huneke
Riverland
507-438-4924



Ryan Steele
Riverland
507-320-2278



Deron Erickson
Ridgewater
320-808-5187



Paul Filzen
Ridgewater
320-249-1960



Mike Mastey
Ridgewater
320-254-8068



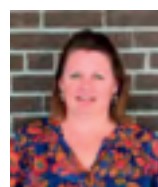
Shawn Meyer
Ridgewater
320-249-1958



Zach Rada
Ridgewater
320-222-7561



Travis Birhanzl
Ridgewater
320-979-4609



Kami Schoenfeld
Ridgewater
320-212-5255



Robert Stommes
Ridgewater
320-256-4340

2018 Annual Report – Executive Summary

2018 Southern Minnesota farms saw the sixth consecutive year of low returns on investment. The low returns were led by crop farms showing a rate of return of 1.2%. All of other major farm types showed a negative rate of return with dairy posting a -1.5%. The average farm showed a rate of return of 1.0%. Page 8 details the financial summary of each farm type in the report.

Financial Factors	2015	2016	2017	2018
Average Net Farm Income	\$37,070	\$46,742	\$54,241	\$32,866
Median Net Farm Income	\$22,434	\$33,071	\$25,337	\$20,655

Average net farm income for the 1460 farms in the Southern Minnesota database was \$32,866 in 2018. This the lowest in the past six years. Net farm income is used to pay family living expenses, principle debt repayment and taxes. The continued poor profitability in virtually all major sectors caused Southern Minnesota farm profits to remain low and debt to continue to tick upward.

Most of the key financial measures continue to deteriorate. Working capital also dropped for the fourth straight year. From 2015 through 2018 it has decreased by 31%. The working capital decreases were most prevalent in the livestock industries. Dairy, beef and hog operations all showed reductions on average of over \$50,000 in 2018. Working capital shows the dollar amount that current assets can or cannot cover current liabilities. Working capital remains respectable for most operations, but the concern becomes how long can farms continue to handle the low or negative returns.

Financial Factors	2015	2016	2017	2018
Working Capital	\$255,346	\$218,537	\$203,059	\$175,969
Working Capital as % of Gross	27.4%	27.5%	25.6%	23.2%
Term Debt Coverage Ratio	0.77	0.90	1.02	0.91
Operating Expense Ratio	84.6%	83.0%	82.3%	84.3%

Term debt coverage is a key financial measure that agriculture lenders consider in loan decisions. The 2018 Southern Minnesota average was 0.91. 2017 was at 1.02 and that remains the only year out of the past four this ratio has been above 1.00. When this ratio falls below that level farms needed to use working capital to help make all their scheduled payments on intermediate, long-term and personal loans. Working capital was used to offset the shortage of income in those operations in the past four years which has resulted in the average working capital amount to decrease.

With poor profitability in 2018, the operating expense ratio rose to 84.3%; which is in the highly concerning range based on the financial scorecard located on the inside of the front cover of this report. 80% and above falls in the concerning area for the operating expense ratio. This ratio indicates that for every dollar of farm revenue produced, it took 84.3 cents in 2018 to cover the annual operating expenses; excluding interest paid, loan payments or depreciation, and family living. When operating expenses take that large of a slice of the gross revenue, cash flow issues are created for most farms. The above chart shows the previous four years has shown operating expense ratios in Southern Minnesota to be at these concerning levels.

Trend information for the 2014-2018 financial summary is located on page 6 of this report. A quick look at 2018 is located on page 7, year at a glance. The impact of spending on the farm economy by the average farmer in this report is located on page 10.

2018 Annual Report – Executive Summary

Overall 2018 was a tough year for crop yields in Southern Minnesota. Some areas experienced average to above average yields while most saw weather challenges that lowered yields in those areas. The average yield per acre for the southern half of Minnesota was 179.5 bushels for corn and 54 bushels for soybeans. This makes the sixth consecutive year of negative returns on cash rented land for corn in Southern Minnesota. Soybeans showed a net return of \$93.67 per acre. The Market Facilitation Program payment made up about \$87 of this net return. Without the MFP payment net return per acre would have been only slightly above the cost of production. These returns are before family living costs are applied.

Rented Land		Yield per Acre	Value per Unit	Gross Revenue /Acre	Dir & Ovhd Expense /Acre	Net Return /Acre	Dir & Ovhd Expense /Unit
Corn	2015	205.9	\$3.54	\$738.04	\$793.30	(\$55.26)	\$3.85
	2016	204.8	\$3.37	\$705.31	\$760.67	(\$55.36)	\$3.71
	2017	215.3	\$3.24	\$711.55	\$748.29	(\$36.75)	\$3.48
	2018	179.5	\$3.48	\$674.25	\$731.51	(\$57.26)	\$4.08
Soybeans	2015	60.1	\$8.63	\$525.63	\$518.64	\$6.99	\$8.63
	2016	61.3	\$9.40	\$588.03	\$503.22	\$84.82	\$8.21
	2017	55.3	\$9.25	\$526.85	\$498.74	\$28.11	\$9.02
	2018	54.0	\$8.73	\$588.80	\$495.13	\$93.67	\$9.17

Our two major livestock enterprises in Minnesota are dairy and beef cow-calf operations. On a statewide basis, the non organic dairy cow enterprise showed a net return per cow of -\$38. The milk price dropped throughout the previous year and continued throughout 2018 resulting in most dairy farms operating below the cost of production. The average milk price for 2018 dropped to \$16.44. The 2018 price shows a loss of -\$0.16 per CWT before family living costs are applied.

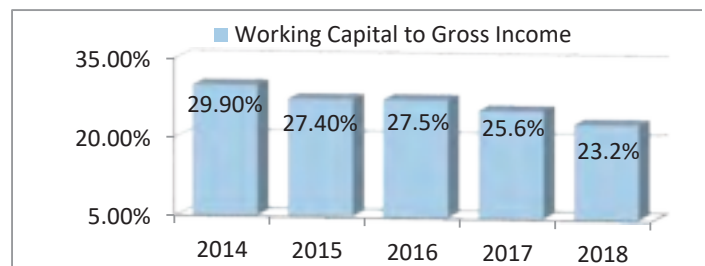
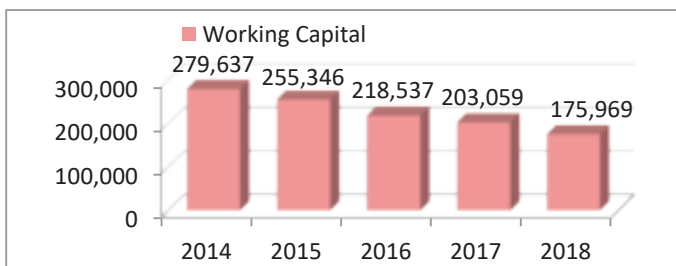
Statewide FBM Data	Dairy (Excluding Organic & Organic Transition)			
	2015	2016	2017	2018
Gross Margin	\$4,187	\$3,767	\$4,123	\$3,667
Feed Cost/Cow	\$2,108	\$1,899	\$1,937	\$1,933
Dir & Ovhd Expense/Cow	\$3,897	\$3,659	\$3,780	\$3,705
Net Return/Cow	\$289	\$109	\$343	(\$38)
Average Milk Price	\$17.75	\$16.33	\$17.72	\$16.44
Cost of Prod w Lab&Mgmt/Cwt	\$17.42	\$16.65	\$17.08	\$17.29

Beef cow-calf (excluding backgrounded calves) enterprises showed a third year of negative net returns per cow. 2018 showed a loss of -\$54 compared to the loss of -\$19 in 2017. Feed and total costs rose for the beef cow-calf enterprises in 2018. These increases offset the small increase in prices.

Statewide FBM Data	Beef Cow - Calf			
	2015	2016	2017	2018
Gross Margin	\$864	\$633	\$698	\$692
Feed Cost/Cow	\$439	\$413	\$395	\$423
Dir & Ovhd Expense/Cow	\$747	\$718	\$717	\$746
Net Return/Cow	\$117	(\$84)	(\$19)	(\$54)
Avg Price per Cwt Calf Sold	\$206.46	\$156.00	\$147.47	\$151.73

Financial Trend Summary
Southern Minnesota Farm Business Management Data

	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
Income Statement					
Gross Cash Farm Income	925,932	840,341	791,868	774,349	759,254
Total Cash Farm Expense	776,714	724,501	683,984	680,554	675,400
Net Cash Farm Income	149,218	115,841	107,885	93,795	83,855
Inventory Change	4,824	-23,760	-8,742	9,243	-5,271
Depreciation	-58,851	-56,164	-54,856	-51,355	-49,741
Net Farm Income From Operations	95,191	35,915	44,287	51,683	28,843
Gain or Loss on Capital Sales	1146	1,155	2,456	2,558	4,023
Average Net Farm Income	96,337	37,070	46,742	54,241	32,866
Median Net Farm Income	39,913	22,434	33,071	25,337	20,655
Profitability (Cost)					
Rate of Return on Assets	3.7%	0.8%	1.4%	1.9%	1.0%
Rate of Return on Equity	3.5%	-1.7%	-0.7%	0.0%	-2.0%
Operating Profit Margin	10.1%	2.5%	4.4%	5.8%	3.2%
Asset Turnover Rate	36.5%	33.0%	32.1%	32.2%	32.3%
Liquidity & Repayment (end of year)					
Current Assets	631,535	578,379	568,571	561,180	523,498
Current Liabilities	351,898	353,033	350,034	358,121	347,528
Current Ratio	1.79	1.64	1.62	1.57	1.51
Working Capital	279,637	255,346	218,537	203,059	175,969
Working Capital to Gross Income	29.90%	27.40%	27.5%	25.6%	23.2%
Term Debt Coverage Ratio	1.33	0.77	0.90	1.02	0.91
Replacement Coverage Ratio	1.05	0.60	0.68	0.75	0.67
Term Debt to EBITDA	2.97	4.26	4.23	4.12	4.92
Solvency (Market)					
Number of Farms	1,347	1,287	1,380	1,420	1,460
Total Assets	3,089,636	2,987,149	3,063,428	3,103,692	2,969,437
Total Liabilities	1,280,133	1,271,496	1,292,302	1,323,581	1,291,735
Net Worth	1,809,503	1,715,654	1,771,126	1,780,111	1,667,702
Net Worth Change	86,583	34,810	51,239	64,497	30,522
Farm Debt to Asset Ratio	43%	45%	45%	45%	49%
Total Debt to Asset Ratio	41%	43%	42%	43%	46%
Change in Total Net Worth %	5%	2%	3%	4%	1%
Nonfarm Information					
Net Nonfarm Income	34,228	36,528	36,099	35,787	41,383
Farms Reporting Living Expenses	409	368	338	352	320
Total Family Living Expense	66,073	62,829	60,731	59,601	58,828
Total Living, Invest, & Cap Purch	110,312	101,316	86,584	87,463	86,327
Crop Acres					
Total Crop Acres	697	683	693	699	699
Total Crop Acres Owned	198	184	186	187	174
Total Crop Acres Cash Rented	484	483	493	497	511
Total Crop Acres Share Rent	16	16	14	14	14
Machinery Value Per Crop Acre	861	879	880	851	812



<u>Year at a Glance</u> <i>Data for the Average Farm</i>	Southern Minnesota	State FBM Data	Local Area	Your Farm Data	Your Farm Goal
	<u>1,460</u> <u>Farms</u>	<u>2,209</u> <u>Farms</u>			
<u>Income Statement</u>					
Gross Cash Farm Income	\$759,254	\$734,201	_____	_____	_____
Total Cash Operating Expense	\$675,400	\$646,508	_____	_____	_____
Net Cash Farm Income	\$83,855	\$87,693	_____	_____	_____
Net Operating Profit	\$78,584	\$95,925	_____	_____	_____
Net Farm Income	\$32,866	\$49,068	_____	_____	_____
Median Farm Income	\$20,655	\$24,817	_____	_____	_____
<u>Balance Sheet (Market)</u>					
Total Assets - 12/31	\$2,969,437	\$2,897,360	_____	_____	_____
Total Liabilities - 12/31	\$1,291,735	\$1,265,455	_____	_____	_____
Net Worth - 12/31	\$1,677,702	\$1,631,905	_____	_____	_____
Change in Net Worth	\$30,522	\$39,220	_____	_____	_____
<u>Financial Standards Measures</u>					
Working Capital - 12/31	\$175,969	\$180,805	_____	_____	_____
Debt to Asset Ratio - 12/31	46%	46%	_____	_____	_____
Rate of Return on Farm Assets - Cost	1.0%	1.8%	_____	_____	_____
Rate of Return on Farm Equity - Cost	-2.0%	-0.3%	_____	_____	_____
Term Debt Coverage Ratio	0.91	1.08	_____	_____	_____
Asset Turnover Rate	32.3%	32.4%	_____	_____	_____
Operating Expense Ratio	84.3%	81.9%	_____	_____	_____
Interest Expense Ratio	5.4%	5.3%	_____	_____	_____
<u>Operator Information</u>					
Average Age of the Farmer	48	47	_____	_____	_____
Average Years Farming	24	23	_____	_____	_____
<u>Personal Spending & Income</u>					
Total Cash Family Living Expense	\$58,828	\$57,859	_____	_____	_____
Total Non Farm Income	\$41,383	\$37,849	_____	_____	_____

Net farm income dollars are used to pay for family living, social security and income tax, retirement accounts, medical and health expenses, and loan principle payments. A positive balance indicates revenue for other uses, while a negative balance indicates a need for revenue from other sources.

The following list shows expenses for the year:

		<u>Southern Minnesota</u>	<u>State Data</u>
Net Farm Income	(+)	\$32,866	\$49,068
Depreciation	(+)	\$49,741	\$49,692
Family Living (Excl Health/Med)	(-)	\$49,229	\$45,699
Social Security and Income Tax	(-)	\$8,470	\$8,123
Health and Medical Expense	(-)	\$9,599	\$9,704
Retirement Accounts	(-)	\$7,903	\$6,638
Principal Payments	(-)	\$58,911	\$59,201
Balance	(=)	-\$51,505	-\$30,650

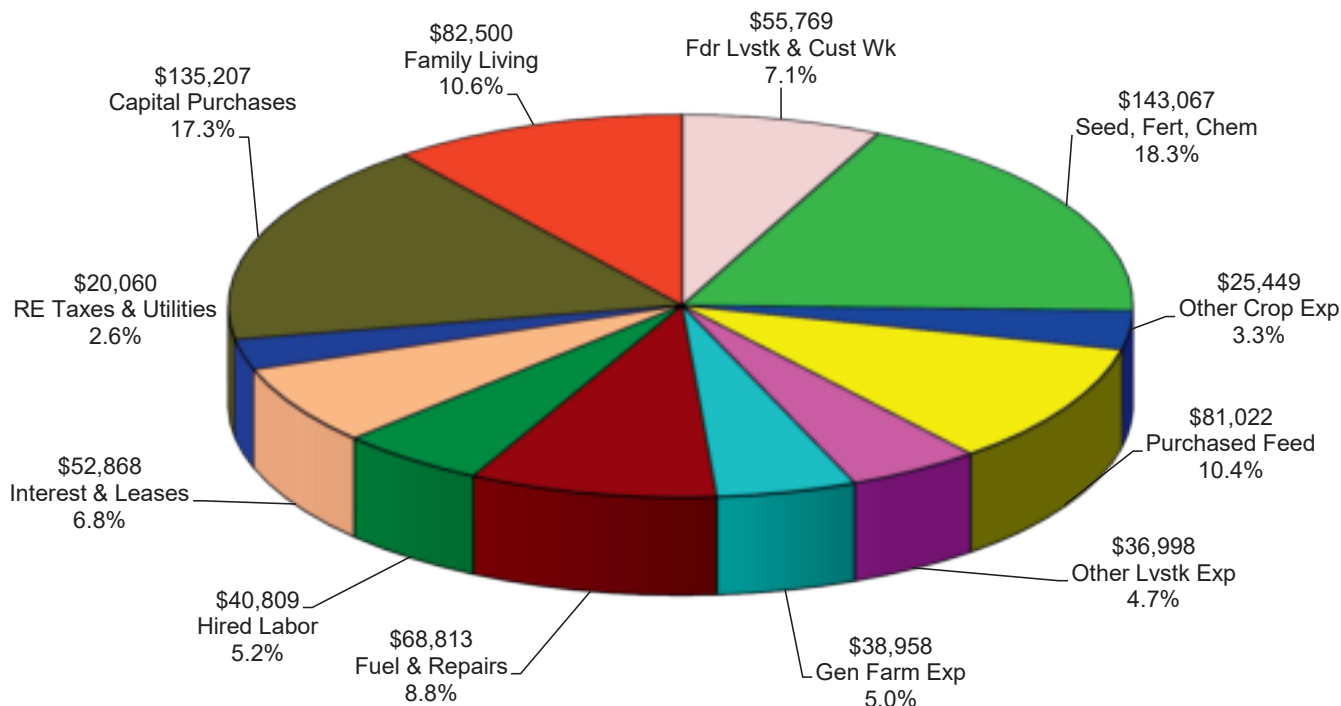
Financial Summary
Southern Minnesota Farm Business Management Data
(Farms Sorted By Farm Type)

	<u>Avg. Of All Farms</u>	<u>Crop</u>	<u>Dairy</u>	<u>Hog</u>	<u>Beef</u>	<u>Crop and Dairy</u>	<u>Crop and Hog</u>	<u>Crop and Beef</u>	<u>Crop and Sheep</u>	<u>Other</u>
Number of farms	1460	775	149	32	26	46	27	62	5	338
Income Statement										
Gross cash farm income	759,254	639,600	1,363,264	1,844,161	1,109,343	907,335	1,722,170	631,499	538,656	567,327
Total cash farm expense	675,400	567,712	1,294,255	1,704,642	960,739	830,574	1,542,266	572,633	449,805	461,938
Net cash farm income	83,855	71,889	69,008	139,519	148,604	76,761	179,904	58,866	88,851	105,389
Inventory change	-5,271	4,015	-25,359	-73,468	-149,284	-48,433	-36,524	-6,290	-26,730	8,704
Depreciation	-49,741	-46,453	-70,987	-62,823	-32,599	-55,886	-88,734	-33,936	-41,222	-47,068
Net farm income from operations	28,843	29,451	-27,338	3,229	-33,279	-27,559	54,645	18,640	20,899	67,025
Gain or loss on capital sales	4,023	5,602	2,786	7,097	2,979	-1,114	1,158	513	-	2,368
Average net farm income	32,866	35,053	-24,552	10,326	-30,300	-28,672	55,803	19,153	20,899	69,393
Median net farm income	20,655	17,400	-3,813	5,207	-2,626	-18,317	56,802	14,685	16,679	38,523
Profitability (cost)										
Rate of return on assets	1.0 %	1.2 %	-1.5 %	-0.5 %	-0.5 %	-2.3 %	0.4 %	0.7 %	0.1 %	3.8 %
Rate of return on equity	-2.0 %	-1.5 %	-7.1 %	-6.3 %	-13.5 %	-8.0 %	-2.7 %	-2.5 %	-2.9 %	3.2 %
Operating profit margin	3.2 %	3.6 %	-4.0 %	-1.6 %	-2.8 %	-7.3 %	1.2 %	2.5 %	0.6 %	12.3 %
Asset turnover rate	32.3 %	32.2 %	37.3 %	30.8 %	18.9 %	31.5 %	33.2 %	28.6 %	24.0 %	31.2 %
Profitability (market)										
Rate of return on assets	1.3 %	1.0 %	0.0 %	0.9 %	3.1 %	-1.3 %	2.2 %	0.8 %	0.7 %	3.5 %
Rate of return on equity	-0.4 %	-0.8 %	-3.2 %	-2.5 %	1.2 %	-5.0 %	1.4 %	-1.0 %	-1.5 %	3.5 %
Operating profit margin	5.5 %	4.2 %	0.1 %	3.5 %	21.6 %	-5.3 %	8.9 %	4.2 %	3.7 %	15.2 %
Asset turnover rate	24.0 %	23.5 %	30.4 %	25.8 %	14.6 %	23.5 %	24.2 %	19.8 %	19.9 %	22.9 %
Liquidity & Repayment (end of year)										
Current assets	523,498	582,052	416,401	829,666	774,679	458,626	1,093,862	519,627	365,626	354,454
Current liabilities	347,528	384,978	314,533	586,053	748,579	314,647	626,064	301,345	202,503	215,614
Current ratio	1.51	1.51	1.32	1.42	1.03	1.46	1.75	1.72	1.81	1.64
Working capital	175,969	197,074	101,868	243,613	26,100	143,979	467,798	218,281	163,123	138,840
Change in working capital	-11,411	-5,911	-51,766	-52,542	-64,173	-43,474	-84,614	-1,242	-17,290	10,155
Working capital to gross inc	23.2 %	30.6 %	7.5 %	13.5 %	2.6 %	16.4 %	27.8 %	34.7 %	30.5 %	24.0 %
Term debt coverage ratio	0.91	1.05	0.24	0.43	0.09	0.28	0.51	0.85	1.05	1.44
Replacement coverage ratio	0.67	0.72	0.20	0.35	0.07	0.21	0.39	0.61	0.78	1.12
Term debt to EBITDA	4.92	4.62	9.13	5.82	9.30	9.91	4.47	5.07	3.97	3.70
Solvency (end of year at cost)										
Number of farms	1,460	775	149	32	26	46	27	62	5	338
Total assets	2,216,859	2,283,337	2,660,769	2,937,808	2,115,901	2,303,949	4,041,409	1,695,215	1,838,813	1,751,935
Total liabilities	1,014,208	988,013	1,297,954	1,535,738	1,418,358	1,072,053	1,792,341	763,973	605,941	850,633
Net worth	1,202,651	1,295,324	1,362,814	1,402,070	697,543	1,231,897	2,249,068	931,243	1,232,872	901,301
Net worth change	16,845	30,473	-62,433	-11,495	-39,121	-54,374	-94,726	3,473	-6,539	48,937
Farm debt to asset ratio	49 %	47 %	50 %	56 %	72 %	48 %	47 %	48 %	36 %	52 %
Total debt to asset ratio	46 %	43 %	49 %	52 %	67 %	47 %	44 %	45 %	33 %	49 %
Change in earned net worth %	1 %	2 %	-4 %	-1 %	-5 %	-4 %	-4 %	0 %	-1 %	6 %
Solvency (end of year at market)										
Number of farms	1,460	775	149	32	26	46	27	62	5	338
Total assets	2,969,437	3,103,463	3,287,550	3,548,031	2,825,994	3,085,823	5,531,588	2,449,441	2,246,893	2,363,716
Total liabilities	1,291,735	1,292,187	1,525,552	1,893,734	1,605,195	1,370,382	2,252,676	1,041,645	801,469	1,072,182
Net worth	1,677,702	1,811,276	1,761,998	1,654,298	1,220,799	1,715,441	3,278,912	1,407,796	1,445,424	1,291,535
Total net worth change	30,522	34,022	-22,579	31,908	48,794	-39,094	621	12,586	1,663	59,948
Farm debt to asset ratio	46 %	45 %	48 %	57 %	61 %	46 %	42 %	45 %	39 %	48 %
Total debt to asset ratio	44 %	42 %	46 %	53 %	57 %	44 %	41 %	43 %	36 %	45 %
Change in total net worth %	2 %	2 %	-1 %	2 %	4 %	-2 %	0 %	1 %	0 %	5 %
Nonfarm Information										
Net nonfarm income	41,383	49,992	13,234	26,073	24,266	31,834	31,212	33,334	29,300	40,585
Farms reporting living expenses	320	183	18	10	2	9	8	11	1	78
Total family living expense	58,828	58,469	57,117	68,208	-	57,205	61,748	56,045	-	59,207
Total living, invest, cap. purch	86,327	91,540	63,675	108,837	-	69,656	65,299	103,613	-	76,998
Crop Acres										
Total crop acres	699	893	457	462	344	701	1,209	597	602	389
Total crop acres owned	174	216	110	120	108	160	239	159	196	114
Total crop acres cash rented	511	656	346	342	236	541	970	411	323	269
Total crop acres share rented	14	21	1	-	-	-	-	27	83	5
Machinery value per crop acre	812	698	1,540	900	1,081	1,054	858	810	581	945

Financial Summary
Southern Minnesota Farm Business Management Data
(Farms Sorted By Number of Years Farming)

	<u>Avg. Of All Farms</u>	<u>10 or Less</u>	<u>11 - 20</u>	<u>21 - 30</u>	<u>31 - 40</u>	<u>Over 40</u>
Number of farms	1460	400	197	209	293	361
Income Statement						
Gross cash farm income	759,254	341,651	613,255	879,472	928,723	1,094,499
Total cash farm expense	675,400	313,088	536,386	774,135	831,054	969,217
Net cash farm income	83,855	28,563	76,869	105,337	97,669	125,283
Inventory change	-5,271	27,099	12,814	-28,885	-11,866	-31,982
Depreciation	-49,741	-20,614	-41,332	-60,198	-63,186	-69,636
Net farm income from operations	28,843	35,048	48,351	16,255	22,617	23,665
Gain or loss on capital sales	4,023	285	3,931	7,771	2,605	7,197
Average net farm income	32,866	35,333	52,281	24,025	25,222	30,862
Median net farm income	20,655	21,223	33,543	12,305	22,267	16,548
Profitability (cost)						
Rate of return on assets	1.0 %	3.3 %	2.9 %	0.7 %	0.5 %	0.4 %
Rate of return on equity	-2.0 %	2.3 %	1.1 %	-3.8 %	-2.5 %	-2.5 %
Operating profit margin	3.2 %	9.1 %	7.5 %	2.2 %	1.7 %	1.2 %
Asset turnover rate	32.3 %	36.1 %	38.8 %	32.0 %	28.5 %	32.4 %
Profitability (market)						
Rate of return on assets	1.3 %	3.9 %	3.7 %	1.2 %	0.9 %	0.4 %
Rate of return on equity	-0.4 %	4.6 %	3.8 %	-1.2 %	-0.8 %	-1.6 %
Operating profit margin	5.5 %	12.1 %	11.9 %	5.1 %	4.5 %	1.7 %
Asset turnover rate	24.0 %	32.0 %	31.4 %	23.5 %	20.4 %	23.2 %
Liquidity & Repayment (end of year)						
Current assets	523,498	238,003	350,701	591,667	673,381	773,014
Current liabilities	347,528	150,415	238,590	447,396	466,411	471,077
Current ratio	1.51	1.58	1.47	1.32	1.44	1.64
Working capital	175,969	87,588	112,111	144,271	206,970	301,938
Change in working capital	-11,411	10,171	2,941	-21,407	-36,284	-17,180
Working capital to gross inc	23.2 %	23.8 %	17.8 %	16.8 %	22.4 %	28.1 %
Term debt coverage ratio	0.91	1.64	1.32	0.72	0.70	0.76
Replacement coverage ratio	0.67	1.41	1.08	0.55	0.50	0.52
Term debt to EBITDA	4.92	4.45	4.37	6.02	5.32	4.55
Solvency (end of year at cost)						
Number of farms	1,460	400	197	209	293	361
Total assets	2,216,859	1,021,629	1,621,588	2,505,032	2,984,018	3,076,569
Total liabilities	1,014,208	607,882	887,427	1,292,603	1,241,002	1,188,367
Net worth	1,202,651	413,747	734,161	1,212,429	1,743,016	1,888,202
Net worth change	16,845	42,597	44,366	11,812	-2,821	-7,832
Farm debt to asset ratio	49 %	63 %	58 %	55 %	45 %	41 %
Total debt to asset ratio	46 %	60 %	55 %	52 %	42 %	39 %
Change in earned net worth %	1 %	11 %	6 %	1 %	0 %	0 %
Solvency (end of year at market)						
Number of farms	1,460	400	197	209	293	361
Total assets	2,969,437	1,162,995	2,017,324	3,409,139	4,157,644	4,271,657
Total liabilities	1,291,735	675,283	1,014,623	1,622,218	1,667,300	1,629,854
Net worth	1,677,702	487,712	1,002,701	1,786,921	2,490,344	2,641,803
Total net worth change	30,522	52,975	67,675	33,250	16,784	-5,061
Farm debt to asset ratio	46 %	62 %	53 %	51 %	43 %	41 %
Total debt to asset ratio	44 %	58 %	50 %	48 %	40 %	38 %
Change in total net worth %	2 %	12 %	7 %	2 %	1 %	0 %
Nonfarm Information						
Net nonfarm income	41,383	44,890	43,395	40,392	36,736	40,744
Farms reporting living expenses	320	57	35	51	81	96
Total family living expense	58,828	43,484	57,578	75,651	62,729	56,165
Total living, invest, cap. purch	86,327	66,821	70,218	98,185	91,950	92,739
Crop Acres						
Total crop acres	699	335	533	803	882	983
Total crop acres owned	174	44	84	179	277	279
Total crop acres cash rented	511	273	443	616	592	686
Total crop acres share rented	14	18	6	8	14	18
Machinery value per crop acre	812	453	644	861	931	888

Each farmer, on average, spent \$781,520 in the Greater Community in 2018



Average Money Spent by Each Farmer in the Greater Community:

\$781,520

Average Money Spent by Each Farmer in a 40 Yr. Career:
Money Spent in Community by 1,460 Farmers:

\$31,260,800
\$1,141,019,200

2018 Report Overview

Farm Business Management Education has been a part of agricultural education in Minnesota since 1953. FBM Programs are now an integral part of Minnesota State, delivered through eight two-year colleges. In 2018 the Southern Minnesota Annual Report is an expansion of a multi-year partnership between Minnesota West Community & Technical College, South Central College, Riverland Community College and Ridgewater College.

This report was prepared following statewide leadership by Ron Dvergsten on database management, guidance and assistance by Aaron Bruderie, Josh Tjosaas and DelRay Lecy. A complete listing of instructors who have students with data in this report is found on page 2 of this Annual Report. Statewide leadership on this report and Farm Business Management Education is provided by Keith Olander, Director of AgCentric and Brad Schloesser, Executive Director, Southern Agricultural Center of Excellence.

The tables in this report were created using FINPACK and RankEm Central, copyrighted software of the Center for Farm Financial Management, University of Minnesota. The financial scorecard located on the inside front cover is provided by the Center for Farm Financial Management, University of Minnesota.

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

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

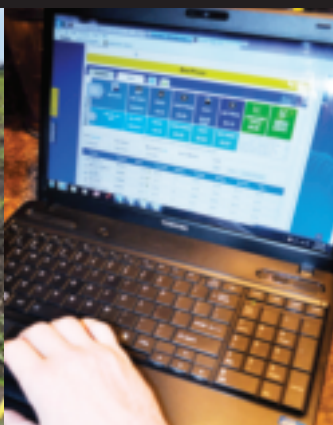
The criteria for determining the 20% categories in each area are listed below.

(Analysis section) - Criteria to determine the "20%" categories

(Financial) - Net Farm Income

(Crops) - Return to Overhead

(Statewide Livestock) - Return to Overhead



Assist in Meeting Farm Business and Personal Goals

Direct Effective Financial Management

Support Rural Mental Health

Guide Sound Business Decisions

Advise Farm Transition and Succession Planning

Develop Farm Efficiency and Risk Management

Increase Access to Lending Opportunities

**MN Mental Health
Outreach Line
320-266-2390**

**Farm Info Line
1-800-232-9077**

**MN Farm & Rural Helpline
833-600-2670, x1**

Assisting Veterans through the AgSpark Program

Colleges Supporting Farm Business Management

Alexandria Technical College

Central Lakes College

Minnesota West Community and Technical College

Northland Community and Technical College

Ridgewater College

Riverland Community College

South Central College

St. Cloud Technical College

Visit us at www.centerofagriculture.org or www.agcentric.org



**For More
Information**

Brad Schloesser, Director
Southern MN Center of Agriculture
Brad.Schloesser@southcentral.edu
(507) 389-7263

Keith Olander, Director
AgCentric
kolander@clcmn.edu
(763) 257-2881



MINNESOTA STATE
Southern Agricultural Center of Excellence

Financial Summary
Southern Minnesota Farm Business Management Data
(Farms Sorted By Gross Farm Income)

	<u>Avg. Of All Farms</u>	<u>Less than 100,000</u>	<u>100,001 - 250,000</u>	<u>250,001 - 500,000</u>	<u>500,001 - 1,000,000</u>	<u>1,000,001- 2,000,000</u>	<u>Over 2,000,000</u>
Number of farms	1460	155	304	318	377	195	111
Income Statement							
Gross cash farm income	759,254	53,348	172,677	366,294	703,155	1,393,206	3,554,076
Total cash farm expense	675,400	57,481	148,846	311,474	605,907	1,250,797	3,248,139
Net cash farm income	83,855	-4,133	23,831	54,819	97,249	142,409	305,936
Inventory change	-5,271	19,870	7,580	4,534	-4,227	-20,111	-81,134
Depreciation	-49,741	-4,980	-14,916	-28,870	-55,437	-91,981	-173,859
Net farm income from operations	28,843	10,757	16,494	30,484	37,585	30,317	50,942
Gain or loss on capital sales	4,023	-105	2,386	5,548	1,227	15,340	-480
Average net farm income	32,866	10,652	18,880	36,032	38,811	45,656	50,462
Median net farm income	20,655	6,993	15,086	30,997	35,428	33,543	42,661
Profitability (cost)							
Rate of return on assets	1.0 %	2.1 %	1.3 %	1.8 %	1.2 %	0.8 %	0.5 %
Rate of return on equity	-2.0 %	-0.2 %	-2.2 %	-0.6 %	-1.2 %	-2.7 %	-3.1 %
Operating profit margin	3.2 %	10.4 %	5.1 %	6.6 %	4.2 %	2.5 %	1.1 %
Asset turnover rate	32.3 %	19.8 %	25.7 %	27.0 %	29.3 %	31.8 %	42.6 %
Profitability (market)							
Rate of return on assets	1.3 %	5.7 %	1.1 %	1.6 %	1.3 %	0.9 %	1.3 %
Rate of return on equity	-0.4 %	8.1 %	-1.0 %	0.3 %	-0.2 %	-1.5 %	-0.7 %
Operating profit margin	5.5 %	37.1 %	6.2 %	8.9 %	5.9 %	3.6 %	3.9 %
Asset turnover rate	24.0 %	15.3 %	18.0 %	18.2 %	21.2 %	24.4 %	34.3 %
Liquidity & Repayment (end of year)							
Current assets	523,498	62,761	136,247	296,235	544,470	960,502	2,039,581
Current liabilities	347,528	37,562	85,535	197,341	355,048	737,687	1,217,207
Current ratio	1.51	1.67	1.59	1.50	1.53	1.30	1.68
Working capital	175,969	25,199	50,712	98,894	189,422	222,816	822,375
Change in working capital	-11,411	6,759	8,630	-2,831	-7,739	-35,269	-86,808
Working capital to gross inc	23.2 %	34.0 %	27.9 %	26.3 %	27.1 %	16.1 %	23.5 %
Term debt coverage ratio	0.91	2.55	1.21	1.09	0.99	0.71	0.73
Replacement coverage ratio	0.67	2.11	0.94	0.79	0.68	0.52	0.57
Term debt to EBITDA	4.92	6.30	5.68	4.99	4.48	5.24	4.70
Solvency (end of year at cost)							
Number of farms	1,460	155	304	318	377	195	111
Total assets	2,216,859	567,740	892,472	1,522,384	2,445,080	3,960,711	6,297,763
Total liabilities	1,014,208	294,810	423,688	678,059	1,033,329	1,876,931	3,018,541
Net worth	1,202,651	272,930	468,785	844,325	1,411,751	2,083,780	3,279,222
Net worth change	16,845	38,915	24,101	27,944	25,352	2,654	-69,607
Farm debt to asset ratio	49 %	60 %	55 %	49 %	45 %	50 %	48 %
Total debt to asset ratio	46 %	52 %	47 %	45 %	42 %	47 %	48 %
Change in earned net worth %	1 %	17 %	5 %	3 %	2 %	0 %	-2 %
Solvency (end of year at market)							
Number of farms	1,460	155	304	318	377	195	111
Total assets	2,969,437	720,162	1,234,425	2,220,836	3,360,007	5,131,209	7,882,468
Total liabilities	1,291,735	326,982	508,312	879,034	1,362,770	2,392,109	3,792,486
Net worth	1,677,702	393,180	726,112	1,341,803	1,997,237	2,739,100	4,089,983
Total net worth change	30,522	53,457	27,558	35,253	36,157	15,248	750
Farm debt to asset ratio	46 %	52 %	47 %	43 %	43 %	49 %	49 %
Total debt to asset ratio	44 %	45 %	41 %	40 %	41 %	47 %	48 %
Change in total net worth %	2 %	16 %	4 %	3 %	2 %	1 %	0 %
Nonfarm Information							
Net nonfarm income	41,383	61,668	45,835	41,335	34,557	31,453	41,631
Farms reporting living expenses	320	19	72	76	103	37	13
Total family living expense	58,828	44,389	45,417	53,141	62,085	79,676	102,316
Total living, invest, cap. purch	86,327	51,067	62,327	80,846	95,934	113,057	150,636
Crop Acres							
Total crop acres	699	93	222	438	792	1,326	2,179
Total crop acres owned	174	32	74	141	215	300	374
Total crop acres cash rented	511	52	139	282	558	1,010	1,794
Total crop acres share rented	14	10	9	15	19	16	11
Machinery value per crop acre	812	501	684	817	851	842	783

Financial Summary
Southern Minnesota Farm Business Management Data
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>20 - 40%</u>	<u>40 - 60%</u>	<u>60 - 80%</u>	<u>High 20%</u>
Number of farms	1460	292	292	292	292	292
Income Statement						
Gross cash farm income	759,254	1,252,241	394,752	393,091	521,548	1,234,639
Total cash farm expense	675,400	1,206,673	362,140	348,158	431,580	1,028,447
Net cash farm income	83,855	45,568	32,612	44,934	89,968	206,192
Inventory change	-5,271	-92,612	-12,869	1,049	4,838	73,241
Depreciation	-49,741	-78,253	-27,336	-25,492	-38,129	-79,493
Net farm income from operations	28,843	-125,297	-7,594	20,491	56,677	199,940
Gain or loss on capital sales	4,023	-664	217	790	1,886	17,886
Average net farm income	32,866	-125,961	-7,377	21,281	58,563	217,827
Median net farm income	20,655	-79,757	-7,739	18,103	54,397	158,785
Profitability (cost)						
Rate of return on assets	1.0 %	-4.0 %	-1.3 %	1.3 %	3.0 %	5.2 %
Rate of return on equity	-2.0 %	-16.8 %	-7.2 %	-1.7 %	2.0 %	5.9 %
Operating profit margin	3.2 %	-12.3 %	-4.5 %	4.2 %	9.3 %	15.2 %
Asset turnover rate	32.3 %	32.3 %	29.3 %	30.5 %	31.7 %	34.3 %
Profitability (market)						
Rate of return on assets	1.3 %	-1.8 %	-0.6 %	1.5 %	2.4 %	4.2 %
Rate of return on equity	-0.4 %	-8.3 %	-4.0 %	0.0 %	1.8 %	5.0 %
Operating profit margin	5.5 %	-7.5 %	-2.7 %	6.9 %	10.4 %	15.9 %
Asset turnover rate	24.0 %	23.7 %	20.9 %	22.3 %	22.9 %	26.6 %
Liquidity & Repayment (end of year)						
Current assets	523,498	732,876	259,624	268,787	368,304	987,898
Current liabilities	347,528	683,792	195,072	191,659	217,467	449,651
Current ratio	1.51	1.07	1.33	1.40	1.69	2.20
Working capital	175,969	49,084	64,551	77,128	150,838	538,247
Change in working capital	-11,411	-88,070	-15,009	-8,530	173	54,383
Working capital to gross inc	23.2 %	4.1 %	16.7 %	19.6 %	28.5 %	41.3 %
Term debt coverage ratio	0.91	-0.21	0.64	1.02	1.41	2.08
Replacement coverage ratio	0.67	-0.16	0.46	0.75	1.02	1.47
Term debt to EBITDA	4.92	32.31	8.60	4.94	3.54	2.36
Solvency (end of year at cost)						
Number of farms	1,460	292	292	292	292	292
Total assets	2,216,859	2,998,931	1,355,273	1,295,962	1,735,059	3,699,072
Total liabilities	1,014,208	1,762,359	650,499	593,108	743,335	1,321,740
Net worth	1,202,651	1,236,571	704,774	702,854	991,724	2,377,332
Net worth change	16,845	-126,466	-453	19,767	39,207	152,170
Farm debt to asset ratio	49 %	62 %	53 %	50 %	46 %	37 %
Total debt to asset ratio	46 %	59 %	48 %	46 %	43 %	36 %
Change in earned net worth %	1 %	-9 %	0 %	3 %	4 %	7 %
Solvency (end of year at market)						
Number of farms	1,460	292	292	292	292	292
Total assets	2,969,437	4,096,423	1,892,262	1,743,933	2,367,051	4,747,518
Total liabilities	1,291,735	2,151,276	816,232	748,404	956,040	1,786,724
Net worth	1,677,702	1,945,147	1,076,030	995,529	1,411,011	2,960,794
Total net worth change	30,522	-83,493	8,340	29,495	44,242	154,025
Farm debt to asset ratio	46 %	55 %	47 %	47 %	44 %	39 %
Total debt to asset ratio	44 %	53 %	43 %	43 %	40 %	38 %
Change in total net worth %	2 %	-4 %	1 %	3 %	3 %	5 %
Nonfarm Information						
Net nonfarm income	41,383	40,229	47,807	42,719	33,331	42,828
Farms reporting living expenses	320	56	47	63	70	84
Total family living expense	58,828	58,407	51,382	48,036	56,116	73,627
Total living, invest, cap. purch	86,327	81,248	77,192	63,978	75,778	120,378
Crop Acres						
Total crop acres	699	1,014	412	408	514	1,146
Total crop acres owned	174	211	112	107	138	301
Total crop acres cash rented	511	801	291	289	361	814
Total crop acres share rented	14	2	10	13	15	31
Machinery value per crop acre	812	902	814	784	814	741

Farm Income Statement
Southern Minnesota Farm Business Management Data
(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	1460	292	292	292
Cash Farm Income				
Beans, Black Turtle	44	219	-	-
Beans, Dark Red Kidney	2,955	6,599	-	8,177
Beans, Green	22	-	-	110
Beans, Light Red Kidney	319	1,596	-	-
Beans, Navy	443	440	270	1,180
Beans, Pinto	41	206	-	-
Clover Seed	99	-	-	493
Corn	221,536	330,081	130,248	359,793
Corn Silage	1,525	2,681	505	2,305
Corn, Seed	354	-	400	-
Hay, Alfalfa	1,049	565	584	2,234
Hay, Mixed	1,185	846	479	2,547
Oats	205	114	163	122
Peas, Processing	1,249	1,996	831	1,988
Peas, Field	24	122	-	-
Rye	62	25	149	91
Sorghum, Grain	768	-	-	3,840
Soybeans	128,827	164,806	76,425	235,215
Soybeans Seed	1,263	-	-	3,636
Sugar Beets	5,274	6,373	1,881	16,702
Sweet Corn, Processing	2,364	3,897	1,137	2,859
Wheat, Spring	549	266	694	1,090
Wheat, Winter	639	-	61	3,029
Custom Work	138	-	225	136
Rented Out	366	114	637	807
Oats, Organic	137	-	108	349
Sweet Corn Silage	21	-	103	-
Vegetables, Assorted	153	-	486	-
Miscellaneous crop income	889	636	550	990
Beef Cow-Calf, Beef Calves	1,866	2,197	2,073	1,408
Beef Backgrounding	732	2,793	486	-
Beef Finishing	29,612	46,457	9,177	73,423
Beef Finish Yearlings	3,906	6,811	1,856	9,901
Dairy, Milk	132,571	370,613	47,508	114,112
Dairy, Dairy Calves	1,577	4,567	422	981
Dairy Replacement Heifers	685	2,142	555	36
Dairy Finishing	14,721	29,327	18,271	9,031
Deer, Deer	31	-	154	-
Goats, Dairy, Goat Milk	90	-	160	-
Hogs, Farrow To Finish, Raised Hog	8,770	10,254	517	30,908
Hogs, Feeder Pig Prod, Feeder Pigs	1,612	2	2	8,042
Hogs, Finish Feeder Pigs	17,806	44,489	3,339	29,912
Sheep, Feeder Lamb Prod, Fdr Lambs	242	10	323	805
Sheep, Lamb Finishing	386	1,749	83	-
Sheep, Market Lamb Prod, Mkt Lambs	214	199	127	402
Turkeys	2,601	2	-	13,002
Bison Finishing	147	-	-	734
Hogs, Farrow to Weaning, Weaning P	6,989	2	1,329	24,236
Hogs, Weaning to Feeder	57	-	-	283
Hogs, Weaning to Finish	21,432	38,717	18,223	16,376
Dairy Feeder	1,627	2,557	421	2,887
Dairy Backgrounding	67	-	334	-
Cull breeding livestock	9,067	25,920	3,630	7,603
Misc. livestock income	2,800	4,244	493	6,371
Crop government payments	7,444	10,521	4,678	10,793
CRP payments	685	296	703	1,777
Livestock govt payments	1,850	2,891	1,254	2,473
Other government payments	17,466	26,105	9,513	26,733
Custom work income	33,408	33,942	12,593	68,100
Patronage dividends, cash	6,090	11,638	2,887	9,312
Crop insurance income	15,728	19,957	9,326	25,885
Property insurance income	3,007	2,583	798	9,694
Sale of resale items	5,044	2,823	5,344	5,950
Livestock insurance inc	307	1,151	40	155
Contract livestock income	14,910	6,143	8,941	30,921
Other farm income	21,210	19,555	11,596	44,700
Gross Cash Farm Income	759,254	1,252,241	393,091	1,234,639

Farm Income Statement (continued)
Southern Minnesota Farm Business Management Data
(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	1460	292	292	292
Cash Farm Expense				
Seed and plants	60,498	92,259	38,647	96,550
Fertilizer	53,573	81,889	29,645	89,361
Crop chemicals	28,996	42,084	17,927	46,966
Crop insurance	12,847	18,978	7,729	21,124
Drying expense	6,899	11,532	3,852	10,392
Storage	1,555	2,305	906	2,229
Irrigation energy	329	275	105	963
Packaging and supplies	176	499	130	55
Crop miscellaneous	2,422	2,919	1,577	4,492
Crop consultants	1,221	2,299	674	1,920
Feeder livestock purchase	38,969	66,563	19,011	78,066
Purchased feed	81,022	202,963	39,648	82,727
Breeding fees	2,523	6,728	819	2,572
Veterinary	7,018	17,313	3,273	7,176
Supplies	7,125	19,526	2,474	6,024
DHIA	588	1,512	243	498
Contract production exp.	6,737	18,190	1,590	9,355
Livestock insurance	155	445	17	164
Livestock leases	713	1,571	684	832
Grazing fees	76	142	106	11
Govt program expense	81	229	7	15
Bedding	3,514	11,176	1,219	2,455
Livestock consultants	198	764	9	51
Interest	39,178	74,788	22,469	48,471
Fuel & oil	27,286	45,764	14,031	40,360
Repairs	42,376	68,052	22,578	62,916
Custom hire	16,800	26,336	8,391	23,438
Hired labor	40,809	92,685	11,393	64,059
Land rent	111,147	185,930	59,254	172,857
Stock/quota lease	149	127	90	523
Machinery leases	6,755	13,305	2,610	12,448
Building leases	6,786	8,702	2,430	12,979
Real estate taxes	7,897	10,961	4,615	12,222
Farm insurance	12,127	19,075	6,759	17,446
Utilities	12,163	20,461	6,507	17,363
Hauling and trucking	4,714	9,278	2,157	7,013
Marketing	3,392	7,685	1,683	3,884
Dues & professional fees	3,759	5,733	1,950	5,927
Purchase of resale items	6,518	2,941	5,954	14,206
Miscellaneous	16,305	12,694	4,994	48,334
Total cash expense	675,400	1,206,673	348,158	1,028,447
Net cash farm income	83,855	45,568	44,934	206,192
Inventory Changes				
Prepays and supplies	-2,100	-17,380	1,392	8,109
Accounts receivable	10,079	4,289	5,974	25,062
Hedging accounts	3,100	1,799	1,898	7,618
Other current assets	1,806	-219	317	7,679
Crops and feed	-12,752	-52,402	-6,532	10,891
Market livestock	-2,698	-15,172	-669	5,029
Breeding livestock	-490	-2,121	527	494
Other assets	1,287	-2,968	-227	9,726
Accounts payable	-1,933	-5,200	-1,030	716
Accrued interest	-1,570	-3,237	-600	-2,083
Total inventory change	-5,271	-92,612	1,049	73,241
Net operating profit	78,584	-47,044	45,983	279,433
Depreciation				
Machinery and equipment	-32,681	-56,011	-16,347	-48,977
Titled vehicles	-4,231	-5,433	-2,374	-6,169
Buildings and improvements	-12,829	-16,809	-6,772	-24,347
Total depreciation	-49,741	-78,253	-25,492	-79,493
Net farm income from operations	28,843	-125,297	20,491	199,940
Gain or loss on capital sales	4,023	-664	790	17,886
Net farm income	32,866	-125,961	21,281	217,827

Balance Sheet at Cost Values
Southern Minnesota Farm Business Management Data
(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	1460	292	292	292
Assets				
Current Farm Assets				
Cash and checking balance	31,209	35,507	20,429	51,942
Prepaid expenses & supplies	67,257	63,202	34,917	153,197
Growing crops	623	368	180	2,090
Accounts receivable	39,885	55,924	19,879	78,887
Hedging accounts	4,751	4,485	1,623	12,951
Crops held for sale or feed	319,329	471,237	159,646	586,453
Crops under government loan	-	-	-	-
Market livestock held for sale	52,975	98,209	29,479	85,647
Other current assets	7,468	3,944	2,634	16,731
Total current farm assets	523,498	732,876	268,787	987,898
Intermediate Farm Assets				
Breeding livestock	75,713	199,984	30,517	62,424
Machinery and equipment	380,088	612,305	216,305	580,402
Titled vehicles	34,828	44,353	20,384	47,971
Other intermediate assets	28,827	42,443	10,687	54,877
Total intermediate farm assets	519,456	899,086	277,893	745,674
Long Term Farm Assets				
Farm land	601,771	667,158	354,984	1,106,938
Buildings and improvements	298,113	423,045	179,129	471,682
Other long-term assets	46,326	66,264	25,409	75,321
Total long-term farm assets	946,211	1,156,468	559,521	1,653,941
Total Farm Assets	1,989,165	2,788,430	1,106,200	3,387,514
Total Nonfarm Assets	227,695	210,501	189,762	311,559
Total Assets	2,216,859	2,998,931	1,295,962	3,699,072
Liabilities				
Current Farm Liabilities				
Accrued interest	9,997	19,808	5,477	12,226
Accounts payable	21,473	55,769	9,396	22,045
Current notes	258,185	522,699	141,921	326,415
Government crop loans	-	-	-	-
Principal due on term debt	57,873	85,515	34,864	88,965
Total current farm liabilities	347,528	683,792	191,659	449,651
Total intermediate farm liabs	130,134	273,962	65,483	140,997
Total long term farm liabilities	492,025	762,317	299,805	674,544
Total farm liabilities	969,688	1,720,071	556,947	1,265,192
Total nonfarm liabilities	44,520	42,288	36,161	56,548
Total liabilities	1,014,208	1,762,359	593,108	1,321,740
Net worth (farm and nonfarm)	1,202,651	1,236,571	702,854	2,377,332
Net worth change	16,845	-126,466	19,767	152,170
Percent net worth change	1 %	-9 %	3 %	7 %
Ratio Analysis				
Current farm liabilities / assets	66 %	93 %	71 %	46 %
Intermediate farm liab. / assets	25 %	30 %	24 %	19 %
Long term farm liab. / assets	52 %	66 %	54 %	41 %
Total debt to asset ratio	46 %	59 %	46 %	36 %

Balance Sheet at Market Values
Southern Minnesota Farm Business Management Data
(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	1460	292	292	292
Assets				
Current Farm Assets				
Cash and checking balance	31,209	35,507	20,429	51,942
Prepaid expenses & supplies	67,257	63,202	34,917	153,197
Growing crops	623	368	180	2,090
Accounts receivable	39,885	55,924	19,879	78,887
Hedging accounts	4,751	4,485	1,623	12,951
Crops held for sale or feed	319,329	471,237	159,646	586,453
Crops under government loan	-	-	-	-
Market livestock held for sale	52,975	98,209	29,479	85,647
Other current assets	7,468	3,944	2,634	16,731
Total current farm assets	523,498	732,876	268,787	987,898
Intermediate Farm Assets				
Breeding livestock	82,617	221,589	32,310	64,582
Machinery and equipment	552,684	885,376	313,897	833,603
Titled vehicles	50,028	67,258	27,840	73,565
Other intermediate assets	37,924	57,128	13,975	68,872
Total intermediate farm assets	723,252	1,231,351	388,022	1,040,622
Long Term Farm Assets				
Farm land	974,631	1,234,889	591,239	1,590,346
Buildings and improvements	393,534	543,713	227,006	639,772
Other long-term assets	56,490	81,236	33,981	85,200
Total long-term farm assets	1,424,655	1,859,838	852,226	2,315,317
Total Farm Assets	2,671,405	3,824,065	1,509,034	4,343,837
Total Nonfarm Assets	298,032	272,358	234,899	403,681
Total Assets	2,969,437	4,096,423	1,743,933	4,747,518
Liabilities				
Current Farm Liabilities				
Accrued interest	9,997	19,808	5,477	12,226
Accounts payable	21,473	55,769	9,396	22,045
Current notes	258,185	522,699	141,921	326,415
Government crop loans	-	-	-	-
Principal due on term debt	57,873	85,515	34,864	88,965
Total current farm liabilities	347,528	683,792	191,659	449,651
Total intermediate farm liabs	130,134	273,962	65,483	140,997
Total long term farm liabilities	492,025	762,317	299,805	674,544
Total farm liabilities	969,688	1,720,071	556,947	1,265,192
Total nonfarm liabilities	44,520	42,288	36,161	56,548
Total liabs excluding deferreds	1,014,208	1,762,359	593,108	1,321,740
Total deferred liabilities	277,527	388,916	155,296	464,984
Total liabilities	1,291,735	2,151,276	748,404	1,786,724
Retained earnings	1,202,651	1,236,571	702,854	2,377,332
Market valuation equity	475,051	708,576	292,674	583,461
Net worth (farm and nonfarm)	1,677,702	1,945,147	995,529	2,960,794
Net worth excluding deferreds	1,955,229	2,334,064	1,150,824	3,425,778
Net worth change	30,522	-83,493	29,495	154,025
Percent net worth change	2 %	-4 %	3 %	5 %
Ratio Analysis				
Current farm liabilities / assets	66 %	93 %	71 %	46 %
Intermediate farm liab. / assets	18 %	22 %	17 %	14 %
Long term farm liab. / assets	35 %	41 %	35 %	29 %
Total debt to asset ratio	44 %	53 %	43 %	38 %
Debt to assets excl deferreds	34 %	43 %	34 %	28 %

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.

Financial Guideline Measures

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

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

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

Repayment Capacity:

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

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

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

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

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

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

Efficiency

These measures reflect the 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 gross farm income, which remains after all expenses.

Financial Standards Measures
Southern Minnesota Farm Business Management Data
(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	1460	292	292	292
Liquidity				
Current ratio	1.51	1.07	1.40	2.20
Working capital	175,969	49,084	77,128	538,247
Working capital to gross inc	23.2 %	4.1 %	19.6 %	41.3 %
Solvency (market)				
Farm debt to asset ratio	46 %	55 %	47 %	39 %
Farm equity to asset ratio	54 %	45 %	53 %	61 %
Farm debt to equity ratio	0.86	1.22	0.88	0.65
Profitability (cost)				
Rate of return on farm assets	1.0 %	-4.0 %	1.3 %	5.2 %
Rate of return on farm equity	-2.0 %	-16.8 %	-1.7 %	5.9 %
Operating profit margin	3.2 %	-12.3 %	4.2 %	15.2 %
Net farm income	32,866	-125,961	21,281	217,827
EBITDA	119,332	30,981	69,052	329,987
Repayment Capacity				
Capital debt repayment capacity	78,607	-30,585	51,464	249,412
Capital debt repayment margin	-7,388	-176,406	820	129,489
Replacement margin	-38,253	-219,099	-16,866	79,853
Term debt coverage ratio	0.91	-0.21	1.02	2.08
Replacement coverage ratio	0.67	-0.16	0.75	1.47
Efficiency				
Asset turnover rate (cost)	32.3 %	32.3 %	30.5 %	34.3 %
Operating expense ratio	84.3 %	97.4 %	82.5 %	74.7 %
Depreciation expense ratio	6.5 %	6.6 %	6.5 %	6.1 %
Interest expense ratio	5.4 %	6.6 %	5.8 %	3.9 %
Net farm income ratio	4.3 %	-10.6 %	5.4 %	16.7 %

Profitability Measures
Southern Minnesota Farm Business Management Data
(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	1460	292	292	292
Profitability (assets valued at cost)				
Net farm income from operations	28,843	-125,297	20,491	199,940
Rate of return on assets	1.0 %	-4.0 %	1.3 %	5.2 %
Rate of return on equity	-2.0 %	-16.8 %	-1.7 %	5.9 %
Operating profit margin	3.2 %	-12.3 %	4.2 %	15.2 %
Asset turnover rate	32.3 %	32.3 %	30.5 %	34.3 %
Farm interest expense	40,748	78,025	23,069	50,554
Value of operator lbr and mgmt.	49,155	65,378	29,697	78,660
Return on farm assets	20,437	-112,650	13,863	171,834
Average farm assets	1,959,734	2,828,009	1,081,391	3,289,242
Return on farm equity	-20,311	-190,675	-9,206	121,280
Average farm equity	1,013,548	1,133,309	542,627	2,048,900
Value of farm production	633,240	912,899	329,747	1,127,219
	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	1460	292	292	292
Profitability (assets valued at market)				
Net farm income from operations	42,977	-81,098	29,312	207,076
Rate of return on assets	1.3 %	-1.8 %	1.5 %	4.2 %
Rate of return on equity	-0.4 %	-8.3 %	0.0 %	5.0 %
Operating profit margin	5.5 %	-7.5 %	6.9 %	15.9 %
Asset turnover rate	24.0 %	23.7 %	22.3 %	26.6 %
Farm interest expense	40,748	78,025	23,069	50,554
Value of operator lbr and mgmt.	49,155	65,378	29,697	78,660
Return on farm assets	34,570	-68,451	22,685	178,970
Average farm assets	2,634,188	3,851,464	1,478,416	4,232,340
Return on farm equity	-6,178	-146,476	-385	128,416
Average farm equity	1,422,320	1,767,683	792,518	2,551,908
Value of farm production	633,240	912,899	329,747	1,127,219

Liquidity & Repayment Capacity Measures
Southern Minnesota Farm Business Management Data
(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	1460	292	292	292
Liquidity				
Current ratio	1.51	1.07	1.40	2.20
Working capital	175,969	49,084	77,128	538,247
Working capital to gross inc	23.2 %	4.1 %	19.6 %	41.3 %
Current assets	523,498	732,876	268,787	987,898
Current liabilities	347,528	683,792	191,659	449,651
Gross revenues (accrual)	759,749	1,185,366	394,360	1,302,218
Repayment capacity				
Net farm income from operations	28,843	-125,297	20,491	199,940
Depreciation	49,741	78,253	25,492	79,493
Personal income	41,383	40,229	42,719	42,828
Family living/owner withdrawals	-56,905	-64,416	-44,408	-85,371
Cash discrepancy	-28	-62	2	-72
Payments on personal debt	-3,044	-3,119	-3,102	-3,302
Income taxes paid	-8,467	-5,370	-5,538	-17,496
Interest on term debt	27,084	49,196	15,808	33,391
Capital debt repayment capacity	78,607	-30,585	51,464	249,412
Scheduled term debt payments	-85,995	-145,821	-50,644	-119,923
Capital debt repayment margin	-7,388	-176,406	820	129,489
Cash replacement allowance	-30,865	-42,693	-17,686	-49,636
Replacement margin	-38,253	-219,099	-16,866	79,853
Term debt coverage ratio	0.91	-0.21	1.02	2.08
Replacement coverage ratio	0.67	-0.16	0.75	1.47

Operator and Labor Information
Southern Minnesota Farm Business Management Data
(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	1460	292	292	292
Operator Information				
Average number of operators	1.2	1.4	1.1	1.3
Average age of operators	47.7	52.6	45.3	48.4
Average number of years farming	23.9	29.7	20.9	25.7
Results Per Operator				
Working capital	143,228	34,354	69,041	425,353
Total assets (market)	2,416,936	2,867,103	1,561,092	3,751,760
Total liabilities	1,051,391	1,505,687	669,939	1,411,972
Net worth (market)	1,365,544	1,361,417	891,154	2,339,788
Net worth excl deferred liabs	1,591,434	1,633,621	1,030,168	2,707,246
Gross farm income	618,388	829,642	353,014	1,029,087
Total farm expense	594,911	917,338	334,672	871,083
Net farm income from operations	23,477	-87,696	18,342	158,004
Net nonfarm income	33,683	28,156	38,241	33,845
Family living & tax withdrawals	53,231	48,886	44,707	81,348
Total acres owned	163.5	167.6	112.9	279.3
Total crop acres	568.7	709.7	365.3	905.3
Crop acres owned	141.4	147.8	95.7	237.5
Crop acres cash rented	416.0	560.4	258.4	643.5
Crop acres share rented	11.3	1.5	11.2	24.3
Total pasture acres	5.0	4.2	2.6	12.8
Labor Analysis				
Number of farms	1460	292	292	292
Total unpaid labor hours	1,963	2,395	1,555	2,479
Total hired labor hours	2,322	5,775	728	3,067
Total labor hours per farm	4,285	8,170	2,283	5,546
Unpaid hours per operator	1,598	1,676	1,392	1,959
Value of farm production / hour	147.79	111.74	144.43	203.24
Net farm income / unpaid hour	14.69	-52.31	13.18	80.65
Average hourly hired labor wage	20.22	18.57	18.18	25.00
Partnerships & LLCs				
Number of farms	207	68	22	47
Number of operators	2.0	2.0	2.0	2.0
Owner withdrawals per farm	114,010	68,453	52,387	254,199
Withdrawals per operator	60,403	37,338	26,193	130,055
Corporations				
Number of farms	71	26	12	18
Number of operators	1.8	2.3	1.2	1.8

Household and Personal Expenses
Southern Minnesota Farm Business Management Data
(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	320	56	63	84
Average family size	2.8	2.6	2.7	3.1
Family Living Expenses				
Food and meals expense	8,297	8,213	8,629	9,130
Medical care	3,933	3,798	3,712	4,196
Health insurance	5,666	6,259	4,217	7,844
Cash donations	2,289	1,923	1,699	3,053
Household supplies	5,259	4,388	2,895	8,113
Clothing	1,876	1,592	1,561	2,444
Personal care	3,673	2,136	2,782	5,983
Child / Dependent care	556	197	961	524
Alimony and child support	125	-	90	249
Gifts	2,151	2,427	1,739	2,259
Education	1,390	965	488	2,181
Recreation	3,891	3,169	2,938	5,764
Utilities (household share)	2,971	3,181	2,269	3,363
Personal vehicle operating exp	3,271	3,324	3,354	3,314
Household real estate taxes	480	529	212	937
Dwelling rent	164	128	377	179
Household repairs	1,769	1,605	1,888	1,831
Personal interest	1,381	1,745	970	1,681
Disability / Long term care ins	478	180	180	537
Life insurance payments	3,554	4,707	2,517	3,927
Personal property insurance	457	433	183	844
Miscellaneous	4,986	7,213	4,176	5,176
Total cash family living expense	58,617	58,111	47,836	73,524
Family living from the farm	210	296	200	103
Total family living	58,828	58,407	48,036	73,627
Other Nonfarm Expenditures				
Income taxes	12,720	8,901	7,317	20,838
Furnishing & appliance purchases	372	139	280	635
Nonfarm vehicle purchases	3,344	3,522	4,171	2,766
Nonfarm real estate purchases	5,661	5,780	927	16,605
Other nonfarm capital purchases	-2,290	5,840	2,900	-16,718
Nonfarm savings & investments	7,903	-1,045	548	22,727
Total other nonfarm expenditures	27,710	23,137	16,143	46,854
Total cash family living investment & nonfarm capital purch	86,327	81,248	63,978	120,378

Nonfarm Summary
Southern Minnesota Farm Business Management Data
(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	1460	292	292	292
Nonfarm Income				
Personal wages & salary	27,296	21,535	34,127	18,949
Net nonfarm business income	5,804	6,913	3,380	15,433
Personal rental income	1,214	2,335	360	1,866
Personal interest income	290	495	94	359
Personal cash dividends	292	508	582	130
Tax refunds	1,703	1,841	1,391	1,519
Other nonfarm income	4,784	6,601	2,785	4,572
Total nonfarm income	41,383	40,229	42,719	42,828
Gifts and inheritances	7,680	6,148	6,082	14,874
Nonfarm Assets (market)				
Checking & savings	12,672	7,044	13,703	16,284
Stocks & bonds	13,865	13,359	2,687	25,687
Other current assets	9,078	6,051	2,597	29,642
Furniture & appliances	10,460	13,352	9,283	10,066
Nonfarm vehicles	18,990	18,726	17,857	24,127
Cash value of life ins.	15,263	11,822	11,297	17,838
Retirement accounts	92,088	75,219	80,351	120,547
Other intermediate assets	6,805	3,528	2,991	10,228
Nonfarm real estate	95,331	97,817	77,708	116,215
Personal bus. investment	10,018	5,455	5,623	16,319
Other long term assets	13,463	19,986	10,802	16,730
Total nonfarm assets	298,032	272,358	234,899	403,681
Nonfarm Liabilities				
Accrued interest	94	136	73	66
Accounts payable	3,029	330	476	12,437
Current notes	1,886	1,438	1,106	1,020
Princ due on term debt	3,054	3,179	3,069	3,222
Total current liabilities	10,492	6,242	6,241	23,419
Intermediate liabilities	4,872	5,722	5,864	3,265
Long term liabilities	29,156	30,324	24,056	29,863
Total nonfarm liabilities	44,520	42,288	36,161	56,548
Nonfarm net worth	253,512	230,070	198,738	347,134
Nonfarm debt to asset ratio	15 %	16 %	15 %	14 %

Financial Summary
Southern Minnesota Farm Business Management Data
(Farms Sorted By Total Acres)

	<u>Avg. Of All Farms</u>	<u>Less than 100</u>	<u>101 - 250</u>	<u>251 - 500</u>	<u>501 - 1,000</u>	<u>1,001 - 1,500</u>	<u>1,501 - 2,000</u>	<u>2,001 - 5,000</u>
Number of farms	872	122	108	176	220	120	53	73
Income Statement								
Gross cash farm income	889,940	464,413	237,316	485,049	866,023	1,326,680	1,423,631	2,509,479
Total cash farm expense	798,416	389,142	196,894	440,464	757,800	1,208,806	1,245,249	2,358,712
Net cash farm income	91,525	75,271	40,422	44,585	108,222	117,874	178,382	150,766
Inventory change	-6,965	-4,422	-8,207	-3,176	-24,028	17,284	-6,372	-7,375
Depreciation	-58,768	-37,075	-16,486	-30,265	-55,452	-83,122	-122,088	-150,278
Net farm income from operations	25,793	33,773	15,729	11,143	28,742	52,036	49,923	-6,886
Gain or loss on capital sales	6,608	2,485	4,768	10,928	301	2,695	13,650	26,136
Average net farm income	32,401	36,259	20,498	22,071	29,043	54,731	63,572	19,250
Median net farm income	19,428	16,866	15,746	17,162	29,227	89,605	100,659	-47,122
Profitability (cost)								
Rate of return on assets	0.9 %	2.6 %	1.5 %	0.7 %	1.0 %	1.3 %	1.2 %	-0.1 %
Rate of return on equity	-2.4 %	0.4 %	-2.8 %	-3.8 %	-2.1 %	-1.3 %	-1.6 %	-4.5 %
Operating profit margin	2.9 %	8.8 %	5.9 %	2.3 %	3.3 %	3.8 %	4.2 %	-0.2 %
Asset turnover rate	31.6 %	29.0 %	24.4 %	28.6 %	29.4 %	32.6 %	27.8 %	39.5 %
Profitability (market)								
Rate of return on assets	1.4 %	4.4 %	1.7 %	1.4 %	1.6 %	1.1 %	1.0 %	0.9 %
Rate of return on equity	-0.3 %	5.7 %	-0.5 %	-0.6 %	0.1 %	-0.6 %	-1.1 %	-1.7 %
Operating profit margin	6.0 %	19.9 %	9.6 %	7.0 %	7.4 %	4.6 %	4.5 %	2.8 %
Asset turnover rate	23.8 %	22.1 %	17.8 %	20.4 %	22.0 %	23.9 %	21.3 %	31.1 %
Liquidity & Repayment (end of year)								
Current assets	605,239	180,061	121,221	290,188	579,657	883,770	1,187,083	1,988,266
Current liabilities	420,420	167,160	91,751	201,197	378,310	589,781	828,342	1,410,813
Current ratio	1.44	1.08	1.32	1.44	1.53	1.50	1.43	1.41
Working capital	184,819	12,901	29,471	88,991	201,348	293,989	358,740	577,453
Change in working capital	-15,945	2,264	7,282	4,942	-17,646	-11,893	-30,898	-121,772
Working capital to gross inc	20.8 %	2.8 %	12.8 %	18.3 %	23.8 %	21.9 %	24.9 %	22.8 %
Term debt coverage ratio	0.80	1.28	1.02	0.74	0.84	0.83	0.88	0.48
Replacement coverage ratio	0.60	1.06	0.84	0.58	0.60	0.60	0.64	0.36
Term debt to EBITDA	5.20	4.69	5.51	6.65	4.97	4.56	4.99	5.76
Solvency (end of year at cost)								
Number of farms	872	122	108	176	220	120	53	73
Total assets	2,555,284	1,183,182	945,955	1,541,503	2,548,826	3,649,491	5,186,052	5,984,248
Total liabilities	1,190,404	695,943	489,916	748,884	1,089,440	1,602,347	2,264,339	2,964,990
Net worth	1,364,880	487,238	456,039	792,619	1,459,386	2,047,144	2,921,714	3,019,257
Net worth change	15,747	43,889	22,698	8,634	11,026	13,121	65,498	-41,992
Farm debt to asset ratio	50 %	63 %	57 %	54 %	46 %	46 %	47 %	51 %
Total debt to asset ratio	47 %	59 %	52 %	49 %	43 %	44 %	44 %	50 %
Change in earned net worth %	1 %	10 %	5 %	1 %	1 %	1 %	2 %	-1 %
Solvency (end of year at market)								
Number of farms	872	122	108	176	220	120	53	73
Total assets	3,391,025	1,553,316	1,262,776	2,117,658	3,403,166	4,963,083	6,704,572	7,654,423
Total liabilities	1,505,983	794,490	571,430	918,133	1,391,371	2,137,843	3,004,752	3,713,544
Net worth	1,885,043	758,826	691,347	1,199,526	2,011,795	2,825,240	3,699,820	3,940,879
Total net worth change	36,857	66,391	31,983	25,665	36,877	21,992	63,370	26,823
Farm debt to asset ratio	47 %	54 %	49 %	47 %	44 %	46 %	47 %	50 %
Total debt to asset ratio	44 %	51 %	45 %	43 %	41 %	43 %	45 %	49 %
Change in total net worth %	2 %	10 %	5 %	2 %	2 %	1 %	2 %	1 %
Nonfarm Information								
Net nonfarm income	38,483	36,846	48,231	43,379	34,445	34,234	55,710	21,638
Farms reporting living expenses	202	19	30	43	60	23	15	12
Total family living expense	61,494	56,840	50,476	52,031	58,745	81,333	78,578	84,672
Total living, invest, cap. purch	92,131	74,620	66,360	88,816	89,615	94,910	159,200	119,578
Crop Acres								
Total crop acres	797	24	167	368	739	1,231	1,713	2,855
Total crop acres owned	192	13	67	127	211	295	463	415
Total crop acres cash rented	590	10	86	235	520	892	1,241	2,404
Total crop acres share rented	15	1	13	6	9	43	8	36
Machinery value per crop acre	833	1,337	1,166	978	954	847	869	630

Crop Production and Marketing Summary
Southern Minnesota Farm Business Management Data
(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	1460	292	292	292
Acreage Summary				
Total acres owned	201	239	126	353
Total crop acres	699	1,014	408	1,146
Crop acres owned	174	211	107	301
Crop acres cash rented	511	801	289	814
Crop acres share rented	14	2	13	31
Total pasture acres	6	6	3	16
Percent crop acres owned	25 %	21 %	26 %	26 %
Mach invest/crop acre cost	555	629	536	503
Mach invest/crop acre market	812	902	784	741
Average Price Received (Cash Sales Only)				
Corn per bushel	3.37	3.35	3.33	3.40
Soybeans per bushel	9.10	9.22	9.17	9.23
Hay per ton	124.46	109.11	98.48	139.13
Hay, Alfalfa per ton	96.99	80.42	121.56	128.19
Sweet Corn, Processing per ton	69.09	67.15	70.32	70.22
Wheat, Spring per bushel	5.21	4.50	5.23	5.28
Oats per bushel	3.20	2.88	2.58	-
Hay, Grass per ton	83.56	-	101.70	67.16
Corn Silage per ton	25.42	27.17	-	-
Corn, Organic per bushel	8.92	-	-	8.90
Stover per ton	69.23	-	-	79.60
Sugar Beets per ton	39.95	-	-	39.99
Soybeans, Organic per bushel	19.36	-	-	20.84
Rented Out per \$	2.44	-	-	-
Soybeans Seed per bushel	9.95	-	-	10.30
CRP per \$	10.44	-	-	-
Beans, Navy per cwt	26.42	-	-	-
Oats, Organic per bushel	5.62	-	-	-
Rye per bushel	6.72	-	-	-
Average Yield Per Acre				
Corn (bushel)	180.14	181.50	176.71	182.26
Soybeans (bushel)	54.29	53.93	52.94	56.04
Corn Silage (ton)	22.68	22.26	20.95	24.48
Hay, Alfalfa (ton)	5.12	5.16	4.60	5.36
Sweet Corn, Processing (ton)	6.17	6.47	6.94	5.50
Wheat, Spring (bushel)	35.61	23.42	40.93	33.92
Hay (ton)	3.79	4.07	2.97	4.80
Hay, Grass (ton)	2.27	2.86	3.18	1.10
Peas, Processing (lb)	2,409.65	3,383.86	1,763.32	1,692.62
Sugar Beets (ton)	18.88	19.78	-	19.05
Oats (bushel)	66.41	-	71.10	-
Soybeans Seed (bushel)	59.61	-	-	62.91
Corn, Organic (bushel)	123.23	-	-	130.40
Haylage, Alfalfa (ton)	9.67	9.70	-	-
Oatlage (ton)	3.32	2.84	-	-
Hay, Alfalfa, Organic (ton)	3.95	-	-	4.13
Soybeans, Organic (bushel)	30.73	-	-	29.91
Corn snaplage (ton)	9.29	9.39	-	-
Rye Silage (ton)	4.83	-	-	5.21
Pasture, Organic (aum)	6.84	-	-	9.59
Oats, Organic (bushel)	44.78	-	-	-
Beans, Navy (cwt)	28.18	-	-	-
Corn Silage, Organic (ton)	20.75	-	-	-
Soybeans, Food (bushel)	63.41	-	-	63.41
Beans, Dark Red Kidney (cwt)	21.12	-	-	-
Hay, Grass, Organic (ton)	2.07	-	-	2.07

Individual Enterprise Analysis Tables

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

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

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

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

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

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

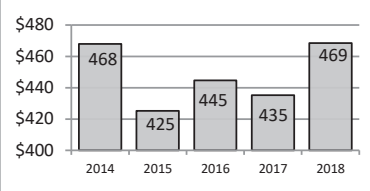
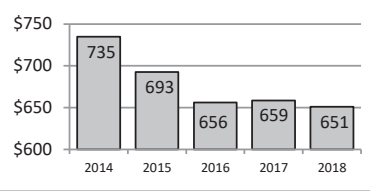
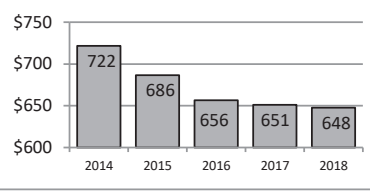
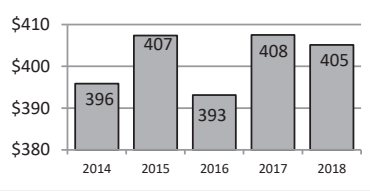
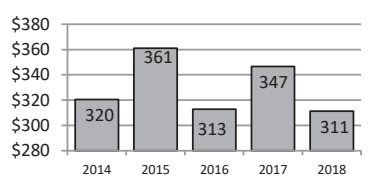
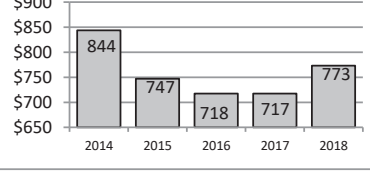
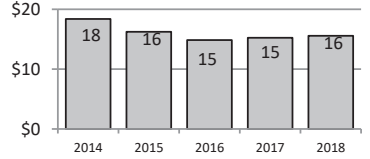
At the bottom of each livestock report, there is a list of selected factors for each enterprise. These factors are a combination of production indicators and efficiency indicators.

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

Machinery Cost per Acre is a factor used to combine all costs related to machinery usage. The Machinery Cost per Acre includes: Fuel & Oil, Repairs, Custom hire, Machinery leases, Interest on machinery debt, and Machinery depreciation. A machinery cost summary for seven prominent Southern Minnesota crops is listed below. Data is taken from the owned land enterprise tables.

Crop	2014	2015	2016	2017	2018
Alfalfa Hay	\$232.87	\$190.26	\$214.02	\$207.72	220.54
Corn	\$166.70	\$141.12	\$139.52	\$141.54	142.70
Corn Silage	\$243.79	\$222.94	\$213.19	\$202.68	199.68
Peas	\$69.38	\$58.36	\$61.70	\$64.87	68.44
Soybeans	\$106.84	\$91.07	\$93.51	\$95.41	95.00
Spring Wheat	\$98.37	\$98.56	\$90.53	\$106.22	90.74
Sweet Corn	\$141.10	\$107.38	\$119.76	\$111.23	130.48

Selected Crop & Livestock Enterprise Trend Summary
Southern Minnesota Farm Business Management Data

	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>Total Dir&Ovhd Expense</u>
<u>Alfalfa Hay</u>						
Yield per Acre	4.9	5.4	5.7	5.5	5.1	
Value per Ton	\$175.22	\$146.49	\$125.77	\$126.55	\$129.88	
Fuel, Oil, Repairs per Acre	\$116.80	\$81.54	\$86.00	\$87.35	\$93.15	
Total Dir & Ovhd Exp per Acre	\$468.01	\$425.20	\$444.60	\$435.17	\$468.56	
Net Return per Acre	\$404.09	\$363.36	\$269.75	\$260.62	\$200.01	
Total Direct Expenses per Ton	\$55.30	\$46.12	\$41.79	\$41.13	\$48.31	
Total Dir & Ovhd Exp per Ton	\$95.58	\$79.41	\$78.75	\$79.35	\$91.25	
						
<u>Corn</u>						
Yield per Acre	165.4	207.2	206.4	215.1	183.0	
Value per Bushel	\$3.90	\$3.50	\$3.33	\$3.19	\$3.46	
Fuel, Oil, Repairs per Acre	\$83.90	\$69.38	\$65.11	\$68.67	\$73.08	
Total Dir & Ovhd Exp per Acre	\$735.06	\$692.79	\$656.07	\$658.67	\$651.00	
Net Return per Acre	\$71.74	\$39.05	\$46.61	\$45.26	\$24.97	
Total Direct Expenses per Bu.	\$3.04	\$2.22	\$2.11	\$2.01	\$2.36	
Total Dir & Ovhd Exp per Bushel	\$4.44	\$3.34	\$3.18	\$3.05	\$3.56	
						
<u>Corn Silage</u>						
Yield per Acre	20.4	24.7	23.7	23.8	22.8	
Value per Ton	\$35.59	\$32.60	\$31.83	\$31.20	\$32.59	
Fuel, Oil, Repairs per Acre	\$119.85	\$83.07	\$84.09	\$78.34	\$79.40	
Total Dir & Ovhd Exp per Acre	\$721.80	\$686.41	\$656.49	\$651.19	\$647.77	
Net Return per Acre	\$127.48	\$118.76	\$112.18	\$101.40	\$117.81	
Total Direct Expenses per Ton	\$24.63	\$19.34	\$18.95	\$18.47	\$19.27	
Total Dir & Ovhd Exp per Ton	\$35.35	\$27.81	\$27.66	\$27.34	\$28.39	
						
<u>Soybeans</u>						
Yield per Acre	48.1	60.3	62.1	56.4	55.5	
Value per Bushel	\$10.12	\$8.62	\$9.39	\$9.23	\$8.67	
Fuel, Oil, Repairs per Acre	\$52.88	\$44.42	\$42.01	\$45.30	\$47.24	
Total Dir & Ovhd Exp per Acre	\$395.82	\$407.40	\$393.11	\$407.53	\$405.10	
Net Return per Acre	\$145.53	\$116.85	\$200.18	\$127.05	\$188.74	
Total Direct Expenses per Bu.	\$4.58	\$3.82	\$3.52	\$4.00	\$4.11	
Total Dir & Ovhd Exp per Bushel	\$8.23	\$6.76	\$6.34	\$7.23	\$7.30	
						
<u>Spring Wheat</u>						
Yield per Acre	52.5	63.7	61.9	62.9	31.3	
Value per Bushel	\$5.32	\$4.96	\$4.78	\$6.20	\$5.41	
Fuel, Oil, Repairs per Acre	\$40.57	\$39.46	\$35.45	\$46.26	\$43.00	
Total Dir & Ovhd Exp per Acre	\$320.40	\$361.09	\$312.75	\$346.52	\$311.21	
Net Return per Acre	\$32.83	\$37.44	\$28.19	\$116.67	-\$15.46	
Total Direct Expenses per Bu.	\$4.34	\$3.08	\$2.67	\$3.03	\$5.03	
Total Dir & Ovhd Exp per Bushel	\$7.39	\$5.67	\$5.06	\$5.51	\$9.94	
						
<u>Beef Cow Calf-Includes Bkgd</u>						
Price Recv'd/Cwt Calf Sold	\$212.33	\$206.46	\$156.42	\$147.47	\$147.81	
Total Feed Cost/Cow	\$508.48	\$438.89	\$412.73	\$395.34	\$443.22	
Return over Feed/Cow	\$786.66	\$425.07	\$220.56	\$302.85	\$271.23	
Net Return/Cow	\$451.63	\$117.23	-\$84.29	-\$19.01	-\$58.70	
Total Direct & Ovhd Expenses	\$843.51	\$746.72	\$717.58	\$717.20	\$773.15	
						
<u>Dairy Cows-Non Org. and Org.</u>						
Production/Cow	23,765	24,034	24,399	24,687	23,791	
Price Recv'd/Cwt Milk	\$24.36	\$17.75	\$16.20	\$17.72	\$16.62	
Total Feed Cost/Cwt Milk	\$10.22	\$8.77	\$7.71	\$7.80	\$8.13	
Return over Feed/Cwt Milk	\$14.13	\$8.98	\$8.49	\$9.92	\$8.49	
Net Return/Cwt Milk	\$5.26	\$1.20	\$0.44	\$1.38	-\$0.10	
Total Direct & Ovhd Expenses	\$18.38	\$16.22	\$14.87	\$15.22	\$15.55	
						

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(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	660	132	132	132
Acres	160.40	139.06	173.24	154.07
Yield per acre (bu.)	182.96	169.73	181.52	203.31
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	3.46	3.40	3.43	3.52
Other product return per acre	0.44	1.63	0.04	0.44
Total product return per acre	633.24	578.47	622.78	715.35
Hedging gains/losses per acre	1.99	-1.27	6.07	1.65
Crop insurance per acre	34.83	23.76	36.79	36.21
Other crop income per acre	5.90	3.84	4.88	8.78
Gross return per acre	675.96	604.81	670.52	761.99
Direct Expenses				
Seed and plants	114.94	122.19	112.63	112.47
Fertilizer	119.78	137.02	119.51	108.27
Crop chemicals	37.72	43.72	37.47	36.13
Crop insurance	18.09	17.86	17.38	18.12
Drying expense	20.35	24.71	19.85	18.14
Storage	3.19	4.56	7.37	0.61
Fuel & oil	27.67	29.52	29.31	25.17
Repairs	45.41	57.76	40.65	35.98
Custom hire	14.03	28.13	12.23	9.72
Hired labor	4.58	2.74	9.33	1.67
Machinery leases	2.61	1.69	1.59	0.50
Utilities	2.14	2.20	2.16	0.92
Hauling and trucking	1.93	2.16	2.20	1.63
Marketing	1.62	2.00	1.74	1.35
Operating interest	15.07	22.15	16.15	9.39
Miscellaneous	2.68	3.46	2.35	2.68
Total direct expenses per acre	431.80	501.86	431.91	382.77
Return over direct exp per acre	244.16	102.96	238.61	379.23
Overhead Expenses				
Hired labor	9.47	5.39	11.34	10.55
Machinery leases	1.68	1.36	0.97	2.46
Building leases	0.78	0.46	1.02	0.46
RE & pers. property taxes	35.64	34.77	34.92	38.10
Farm insurance	13.05	14.63	13.25	12.03
Utilities	6.44	6.92	5.88	7.19
Dues & professional fees	3.86	4.72	3.51	3.43
Interest	83.58	74.13	67.22	96.26
Mach & bldg depreciation	56.27	58.20	47.73	57.92
Miscellaneous	8.42	8.86	7.36	8.39
Total overhead expenses per acre	219.19	209.45	193.20	236.81
Total dir & ovhd expenses per acre	651.00	711.31	625.11	619.58
Net return per acre	24.97	-106.50	45.41	142.42
Government payments	0.78	1.31	0.28	0.38
Net return with govt pmts	25.75	-105.18	45.69	142.80
Labor & management charge	53.44	56.89	58.13	48.81
Net return over lbr & mgt	-27.70	-162.08	-12.44	93.99
Cost of Production				
Total direct expense per bu.	2.36	2.96	2.38	1.88
Total dir & ovhd exp per bu.	3.56	4.19	3.44	3.05
Less govt & other income	3.32	4.02	3.18	2.81
With labor & management	3.61	4.35	3.50	3.05
Net value per unit	3.47	3.39	3.46	3.52
Machinery cost per acre	142.70	169.69	127.80	127.09
Est. labor hours per acre	2.80	3.21	2.76	2.69

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Corn on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	927	185	186	186
Acres	335.20	295.75	333.35	294.18
Yield per acre (bu.)	179.48	167.87	178.12	196.24
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	3.48	3.43	3.48	3.50
Other product return per acre	0.49	0.09	-	1.52
Total product return per acre	624.81	576.28	620.57	687.91
Hedging gains/losses per acre	2.96	1.49	1.36	3.68
Crop insurance per acre	40.79	34.36	40.43	39.94
Other crop income per acre	5.69	3.43	5.87	10.79
Gross return per acre	674.25	615.56	668.23	742.32
Direct Expenses				
Seed and plants	112.13	118.51	113.62	107.61
Fertilizer	116.60	134.33	121.80	102.39
Crop chemicals	35.47	37.78	35.15	34.04
Crop insurance	19.20	19.23	18.64	19.10
Drying expense	19.37	22.78	18.51	18.61
Storage	2.54	4.40	2.43	0.96
Fuel & oil	27.29	29.89	26.10	26.18
Repairs	42.45	47.05	38.14	38.85
Custom hire	11.93	17.63	12.34	8.12
Hired labor	4.40	5.91	2.94	2.88
Land rent	215.77	236.52	209.86	188.94
Machinery leases	4.52	7.36	3.50	4.30
Utilities	1.87	2.96	1.65	1.40
Hauling and trucking	1.80	2.17	1.60	1.33
Marketing	1.82	2.39	1.74	1.44
Operating interest	16.19	20.88	15.13	11.87
Miscellaneous	3.19	4.78	2.59	4.05
Total direct expenses per acre	636.55	714.57	625.75	572.06
Return over direct exp per acre	37.70	-99.01	42.48	170.25
Overhead Expenses				
Hired labor	11.35	7.45	11.87	14.07
Machinery leases	2.76	2.00	3.56	3.31
Building leases	1.70	1.15	1.98	0.89
Farm insurance	10.19	10.99	9.61	10.84
Utilities	5.49	4.05	4.84	6.99
Dues & professional fees	3.49	3.29	4.00	3.21
Interest	6.68	7.06	6.86	6.74
Mach & bldg depreciation	46.82	44.62	40.97	52.20
Miscellaneous	6.48	6.24	6.06	7.00
Total overhead expenses per acre	94.96	86.85	89.75	105.24
Total dir & ovhd expenses per acre	731.51	801.42	715.50	677.31
Net return per acre	-57.26	-185.86	-47.27	65.01
Government payments	0.74	0.62	0.37	0.67
Net return with govt pmts	-56.52	-185.23	-46.89	65.68
Labor & management charge	47.64	45.32	45.41	51.87
Net return over lbr & mgt	-104.16	-230.56	-92.31	13.81
Cost of Production				
Total direct expense per bu.	3.55	4.26	3.51	2.92
Total dir & ovhd exp per bu.	4.08	4.77	4.02	3.45
Less govt & other income	3.79	4.54	3.75	3.16
With labor & management	4.06	4.81	4.00	3.43
Net value per unit	3.49	3.44	3.49	3.52
Machinery cost per acre	134.74	148.00	126.07	130.73
Est. labor hours per acre	2.55	2.53	2.53	2.65

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Soybeans on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	567	113	114	114
Acres	135.99	123.17	135.66	145.71
Yield per acre (bu.)	55.47	45.42	55.98	62.49
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	8.67	8.48	8.61	8.89
Total product return per acre	480.83	384.90	481.76	555.69
Hedging gains/losses per acre	1.84	0.07	0.78	2.52
Crop insurance per acre	22.15	36.89	15.19	22.46
Other crop income per acre	89.03	65.65	86.95	107.02
Gross return per acre	593.84	487.52	584.67	687.68
Direct Expenses				
Seed and plants	57.01	59.74	58.05	52.96
Fertilizer	22.71	27.01	20.86	19.89
Crop chemicals	49.41	51.14	50.41	43.95
Crop insurance	19.50	20.00	17.16	20.31
Storage	1.61	1.47	1.55	0.57
Fuel & oil	17.75	17.82	16.77	17.35
Repairs	29.49	35.64	31.53	24.34
Custom hire	10.15	17.15	11.73	5.49
Hired labor	2.73	2.69	1.26	1.30
Machinery leases	1.61	1.15	2.98	0.77
Utilities	1.27	1.89	0.64	0.88
Hauling and trucking	0.93	0.78	0.74	0.64
Marketing	1.48	1.21	1.57	0.86
Operating interest	10.17	14.69	7.44	6.94
Miscellaneous	2.31	2.93	2.66	1.99
Total direct expenses per acre	228.13	255.31	225.34	198.24
Return over direct exp per acre	365.71	232.21	359.33	489.45
Overhead Expenses				
Hired labor	5.86	4.09	8.11	7.28
Machinery leases	1.10	0.55	0.86	1.76
RE & pers. property taxes	34.08	33.16	34.20	35.72
Farm insurance	8.89	8.23	8.90	8.89
Utilities	4.32	4.70	5.12	4.54
Dues & professional fees	2.69	2.34	2.52	2.89
Interest	75.53	68.72	58.09	93.82
Mach & bldg depreciation	38.80	35.53	35.76	41.66
Miscellaneous	5.71	6.67	5.32	5.45
Total overhead expenses per acre	176.97	163.99	158.88	202.00
Total dir & ovhd expenses per acre	405.10	419.30	384.21	400.24
Net return per acre	188.74	68.21	200.45	287.44
Government payments	0.73	0.93	0.74	0.76
Net return with govt pmts	189.47	69.14	201.20	288.20
Labor & management charge	37.05	38.10	33.47	37.85
Net return over lbr & mgt	152.42	31.04	167.72	250.35
Cost of Production				
Total direct expense per bu.	4.11	5.62	4.03	3.17
Total dir & ovhd exp per bu.	7.30	9.23	6.86	6.40
Less govt & other income	5.25	6.95	5.01	4.28
With labor & management	5.92	7.79	5.61	4.89
Net value per unit	8.70	8.48	8.62	8.93
Machinery cost per acre	95.00	104.38	95.14	86.78
Est. labor hours per acre	1.80	1.86	1.81	1.80

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Soybeans on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	843	168	168	169
Acres	292.40	272.40	299.90	243.63
Yield per acre (bu.)	53.99	48.62	52.86	60.35
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	8.73	8.58	8.72	8.88
Other product return per acre	0.07	-	-	0.40
Total product return per acre	471.40	417.42	460.75	536.40
Hedging gains/losses per acre	3.52	0.99	3.73	9.54
Crop insurance per acre	26.40	28.89	32.04	29.38
Other crop income per acre	87.48	75.38	89.09	99.39
Gross return per acre	588.80	522.67	585.60	674.71
Direct Expenses				
Seed and plants	57.18	60.45	58.50	53.42
Fertilizer	19.82	27.13	17.73	17.89
Crop chemicals	47.17	50.18	45.94	44.27
Crop insurance	20.26	22.35	19.61	20.14
Storage	0.98	1.52	0.78	0.41
Fuel & oil	17.36	18.06	17.17	16.54
Repairs	27.27	30.94	26.37	22.37
Custom hire	9.06	12.48	8.86	5.33
Hired labor	3.22	4.29	1.61	1.86
Land rent	211.65	229.62	211.22	190.39
Machinery leases	3.59	3.44	4.64	2.47
Utilities	1.48	1.92	1.32	0.98
Hauling and trucking	0.93	0.29	0.59	1.62
Marketing	1.36	1.68	1.26	0.94
Operating interest	10.25	15.72	8.61	7.05
Miscellaneous	2.80	2.93	3.13	2.31
Total direct expenses per acre	434.37	483.00	427.33	387.98
Return over direct exp per acre	154.43	39.67	158.27	286.73
Overhead Expenses				
Hired labor	6.65	4.22	6.36	9.21
Machinery leases	1.73	1.53	1.15	1.64
Building leases	0.98	0.95	0.83	0.59
Farm insurance	7.12	7.58	7.32	6.99
Utilities	3.34	3.32	3.10	4.01
Dues & professional fees	2.43	2.31	2.64	2.67
Interest	4.40	5.00	3.83	4.61
Mach & bldg depreciation	29.61	27.86	26.26	33.55
Miscellaneous	4.50	4.90	5.00	4.34
Total overhead expenses per acre	60.75	57.68	56.49	67.60
Total dir & ovhd expenses per acre	495.13	540.68	483.82	455.58
Net return per acre	93.67	-18.01	101.78	219.13
Government payments	0.68	1.26	0.38	0.91
Net return with govt pmts	94.35	-16.75	102.16	220.04
Labor & management charge	31.56	30.79	33.39	32.85
Net return over lbr & mgt	62.79	-47.54	68.77	187.19
Cost of Production				
Total direct expense per bu.	8.05	9.93	8.08	6.43
Total dir & ovhd exp per bu.	9.17	11.12	9.15	7.55
Less govt & other income	6.98	8.93	6.78	5.24
With labor & management	7.57	9.56	7.42	5.78
Net value per unit	8.80	8.61	8.79	9.04
Machinery cost per acre	88.15	94.35	83.35	81.23
Est. labor hours per acre	1.62	1.55	1.52	1.73

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Wheat, Spring on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	20
Acres	28.91
Yield per acre (bu.)	31.31
Operators share of yield %	100.00
Value per bu.	5.41
Other product return per acre	3.11
Total product return per acre	172.54
Crop insurance per acre	49.18
Other crop income per acre	74.04
Gross return per acre	295.75
Direct Expenses	
Seed and plants	29.16
Fertilizer	35.51
Crop chemicals	20.80
Crop insurance	6.26
Fuel & oil	15.76
Repairs	27.24
Custom hire	12.18
Hired labor	0.20
Hauling and trucking	2.24
Marketing	0.19
Operating interest	6.58
Miscellaneous	1.41
Total direct expenses per acre	157.54
Return over direct exp per acre	138.22
Overhead Expenses	
Hired labor	7.67
Machinery leases	2.07
RE & pers. property taxes	27.19
Farm insurance	10.51
Utilities	5.80
Dues & professional fees	2.08
Interest	65.64
Mach & bldg depreciation	27.86
Miscellaneous	4.85
Total overhead expenses per acre	153.68
Total dir & ovhd expenses per acre	311.21
Net return per acre	-15.46
Government payments	0.47
Net return with govt pmts	-14.99
Labor & management charge	34.28
Net return over lbr & mgt	-49.27
Cost of Production	
Total direct expense per bu.	5.03
Total dir & ovhd exp per bu.	9.94
Less govt & other income	5.89
With labor & management	6.99
Net value per unit	5.41
Machinery cost per acre	90.74
Est. labor hours per acre	1.72

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Wheat, Spring on Cash Rent

	<u>Avg. Of All Farms</u>
Number of farms	32
Acres	43.99
Yield per acre (bu.)	37.34
Operators share of yield %	100.00
Value per bu.	5.31
Other product return per acre	6.31
Total product return per acre	204.71
Crop insurance per acre	26.41
Other crop income per acre	24.35
Gross return per acre	255.47
Direct Expenses	
Seed and plants	26.61
Fertilizer	58.20
Crop chemicals	19.45
Cover crop expense	1.55
Crop insurance	7.76
Fuel & oil	15.95
Repairs	25.39
Custom hire	6.17
Land rent	140.81
Marketing	0.47
Operating interest	10.00
Miscellaneous	2.25
Total direct expenses per acre	314.62
Return over direct exp per acre	-59.14
Overhead Expenses	
Hired labor	10.20
Machinery leases	1.62
Building leases	1.90
Farm insurance	6.85
Utilities	4.08
Dues & professional fees	2.35
Interest	3.45
Mach & bldg depreciation	29.43
Miscellaneous	3.83
Total overhead expenses per acre	63.70
Total dir & ovhd expenses per acre	378.32
Net return per acre	-122.85
Government payments	2.00
Net return with govt pmts	-120.84
Labor & management charge	24.57
Net return over lbr & mgt	-145.42
Cost of Production	
Total direct expense per bu.	8.43
Total dir & ovhd exp per bu.	10.13
Less govt & other income	8.55
With labor & management	9.21
Net value per unit	5.31
Machinery cost per acre	79.46
Est. labor hours per acre	1.67

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Corn Silage on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	100	20	20	20
Acres	60.77	38.59	89.23	60.53
Yield per acre (ton)	22.82	18.21	22.75	26.94
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	32.59	30.07	30.94	35.43
Total product return per acre	743.64	547.46	703.92	954.23
Crop insurance per acre	17.13	17.75	24.13	1.21
Other crop income per acre	4.82	1.95	1.16	0.38
Gross return per acre	765.58	567.16	729.20	955.82
Direct Expenses				
Seed and plants	115.35	117.93	123.40	117.07
Fertilizer	94.36	101.62	98.62	81.81
Crop chemicals	41.75	40.66	33.88	40.32
Crop insurance	15.18	14.72	16.62	13.25
Storage	2.67	6.54	0.83	2.90
Packaging and supplies	3.10	-	0.57	7.73
Fuel & oil	30.70	27.47	29.78	27.46
Repairs	48.70	60.09	50.82	38.76
Custom hire	64.66	115.12	50.94	32.62
Hired labor	2.84	0.16	1.07	1.79
Machinery leases	1.42	-	0.06	2.59
Hauling and trucking	1.78	-	0.24	-
Operating interest	10.62	11.42	10.84	7.81
Miscellaneous	6.50	7.13	4.89	4.50
Total direct expenses per acre	439.64	502.88	422.57	378.60
Return over direct exp per acre	325.94	64.28	306.63	577.22
Overhead Expenses				
Hired labor	16.76	21.27	16.50	20.16
Machinery leases	2.87	3.70	0.09	5.04
Building leases	0.87	0.05	2.04	0.97
RE & pers. property taxes	29.00	29.92	32.20	21.10
Farm insurance	11.22	11.74	10.69	9.94
Utilities	7.98	10.19	7.33	7.51
Dues & professional fees	2.98	3.01	3.18	3.10
Interest	76.42	81.16	54.51	92.00
Mach & bldg depreciation	52.17	38.76	49.30	51.46
Miscellaneous	7.86	10.51	4.90	5.93
Total overhead expenses per acre	208.13	210.30	180.74	217.20
Total dir & ovhd expenses per acre	647.77	713.18	603.31	595.80
Net return per acre	117.81	-146.02	125.89	360.02
Government payments	0.65	-	1.15	-
Net return with govt pmts	118.46	-146.02	127.04	360.02
Labor & management charge	44.67	36.85	69.06	29.03
Net return over lbr & mgt	73.79	-182.87	57.98	330.99
Cost of Production				
Total direct expense per ton	19.27	27.62	18.57	14.06
Total dir & ovhd exp per ton	28.39	39.17	26.52	22.12
Less govt & other income	27.40	38.09	25.36	22.06
With labor & management	29.35	40.11	28.39	23.14
Net value per unit	32.59	30.07	30.94	35.43
Machinery cost per acre	199.68	244.33	179.93	160.43
Est. labor hours per acre	3.67	3.28	3.74	3.23

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(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	136	27	27	28
Acres	123.05	114.81	191.97	106.29
Yield per acre (ton)	22.60	20.15	23.03	23.66
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	32.80	28.02	34.18	34.88
Total product return per acre	741.24	564.45	787.15	825.40
Crop insurance per acre	11.14	12.50	5.32	10.61
Other crop income per acre	1.87	1.36	1.62	4.09
Gross return per acre	754.24	578.32	794.10	840.11
Direct Expenses				
Seed and plants	108.24	110.76	109.37	104.11
Fertilizer	78.79	85.91	74.80	55.63
Crop chemicals	44.29	40.41	43.41	42.84
Crop insurance	16.11	22.09	16.83	12.96
Storage	4.78	6.30	1.25	2.55
Packaging and supplies	2.02	1.18	2.95	-
Fuel & oil	37.97	25.30	48.86	44.22
Repairs	45.03	34.67	54.12	47.22
Custom hire	61.84	74.44	64.58	24.23
Hired labor	6.43	7.26	9.06	2.87
Land rent	199.00	221.30	211.99	166.06
Machinery leases	4.82	0.14	13.86	1.24
Utilities	0.78	0.01	1.07	0.37
Hauling and trucking	1.05	2.16	-	-
Marketing	0.64	0.82	1.54	-
Operating interest	10.04	13.22	12.65	4.62
Miscellaneous	7.36	8.59	8.40	3.61
Total direct expenses per acre	629.17	654.55	674.73	512.54
Return over direct exp per acre	125.07	-76.23	119.37	327.57
Overhead Expenses				
Hired labor	33.51	7.01	42.30	70.03
Machinery leases	1.62	1.20	2.43	0.93
Building leases	2.66	0.14	0.74	4.78
Farm insurance	8.32	8.20	6.71	10.35
Utilities	4.61	4.37	5.41	2.08
Dues & professional fees	3.17	2.95	3.10	3.12
Interest	9.16	2.84	11.60	16.41
Mach & bldg depreciation	39.31	30.46	43.16	34.14
Miscellaneous	5.00	3.69	2.63	5.19
Total overhead expenses per acre	107.36	60.87	118.08	147.03
Total dir & ovhd expenses per acre	736.53	715.42	792.81	659.56
Net return per acre	17.71	-137.10	1.29	180.55
Government payments	1.02	0.85	0.32	0.01
Net return with govt pmts	18.73	-136.25	1.61	180.55
Labor & management charge	28.80	33.28	18.76	34.74
Net return over lbr & mgt	-10.07	-169.53	-17.15	145.82
Cost of Production				
Total direct expense per ton	27.84	32.49	29.30	21.66
Total dir & ovhd exp per ton	32.59	35.51	34.43	27.87
Less govt & other income	31.97	34.78	34.11	27.25
With labor & management	33.24	36.43	34.93	28.72
Net value per unit	32.80	28.02	34.18	34.88
Machinery cost per acre	194.83	158.76	235.48	165.43
Est. labor hours per acre	4.32	3.06	4.95	7.06

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

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	76	15	15	16
Acres	52.67	37.79	63.76	39.19
Yield per acre (ton)	5.13	3.79	5.29	6.13
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	129.88	95.91	127.96	151.38
Total product return per acre	666.91	363.51	677.10	927.23
Crop insurance per acre	1.06	-	0.97	-
Other crop income per acre	0.61	-	1.14	1.73
Gross return per acre	668.57	363.51	679.21	928.96
Direct Expenses				
Seed and plants	4.81	4.15	7.40	-
Fertilizer	49.26	30.52	62.02	49.89
Crop chemicals	6.03	11.50	7.95	2.88
Crop insurance	1.39	0.86	1.95	1.97
Storage	1.42	0.75	3.75	-
Packaging and supplies	4.50	5.45	1.14	10.55
Fuel & oil	33.16	31.11	38.69	32.81
Repairs	59.99	42.68	73.39	67.90
Custom hire	64.71	87.43	70.14	25.63
Hired labor	1.76	-	-	0.65
Machinery leases	0.51	-	0.13	1.99
Hauling and trucking	0.63	-	-	-
Operating interest	11.43	14.89	9.49	8.37
Miscellaneous	8.44	17.18	10.97	3.53
Total direct expenses per acre	248.04	246.52	287.03	206.16
Return over direct exp per acre	420.53	116.99	392.18	722.80
Overhead Expenses				
Hired labor	21.49	18.61	26.15	15.20
Machinery leases	3.59	10.23	1.63	2.54
RE & pers. property taxes	28.99	33.44	32.72	24.88
Farm insurance	11.22	10.36	14.80	10.67
Utilities	8.52	8.19	9.44	6.04
Dues & professional fees	3.56	2.71	4.16	2.45
Interest	74.35	64.84	77.61	84.46
Mach & bldg depreciation	61.25	49.43	75.29	59.70
Miscellaneous	7.54	4.46	12.53	6.57
Total overhead expenses per acre	220.52	202.27	254.32	212.51
Total dir & ovhd expenses per acre	468.56	448.79	541.35	418.67
Net return per acre	200.01	-85.28	137.86	510.29
Government payments	0.75	-	-	-
Net return with govt pmts	200.76	-85.28	137.86	510.29
Labor & management charge	41.94	26.90	62.88	39.77
Net return over lbr & mgt	158.82	-112.18	74.98	470.53
Cost of Production				
Total direct expense per ton	48.31	65.04	54.24	33.66
Total dir & ovhd exp per ton	91.25	118.41	102.31	68.35
Less govt & other income	90.78	118.41	101.91	68.07
With labor & management	98.95	125.51	113.79	74.56
Net value per unit	129.88	95.91	127.96	151.38
Machinery cost per acre	220.54	215.74	253.81	188.05
Est. labor hours per acre	3.97	3.08	5.27	3.67

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Hay, Alfalfa on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	121	24	24	25
Acres	86.94	68.23	105.51	108.39
Yield per acre (ton)	5.09	4.28	5.22	5.59
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	131.57	112.72	123.58	149.88
Total product return per acre	670.14	482.18	645.40	838.03
Crop insurance per acre	2.90	-	10.38	-
Other crop income per acre	1.21	2.49	0.64	0.13
Gross return per acre	674.25	484.67	656.42	838.16
Direct Expenses				
Seed and plants	2.49	9.82	-	-
Fertilizer	53.51	61.47	75.30	34.33
Crop chemicals	7.29	12.10	9.16	6.43
Crop insurance	2.40	1.61	0.80	4.05
Storage	1.24	0.15	-	1.70
Packaging and supplies	2.63	3.31	3.11	3.28
Fuel & oil	31.73	35.51	24.06	34.86
Repairs	46.76	42.57	48.91	47.88
Custom hire	44.86	98.72	38.23	18.53
Hired labor	7.01	11.67	10.81	0.33
Land rent	192.09	221.45	170.79	180.89
Machinery leases	1.58	0.30	3.49	1.53
Utilities	1.27	3.10	2.25	0.03
Hauling and trucking	0.54	0.14	-	-
Marketing	0.14	0.57	0.21	0.00
Operating interest	9.88	10.15	10.77	6.33
Miscellaneous	5.83	9.06	7.06	4.23
Total direct expenses per acre	411.26	521.70	404.95	344.41
Return over direct exp per acre	262.99	-37.02	251.46	493.76
Overhead Expenses				
Hired labor	23.87	9.42	27.89	35.87
Machinery leases	2.78	2.65	2.42	0.33
Building leases	2.31	6.60	2.86	0.33
Farm insurance	8.61	8.48	8.18	6.59
Utilities	5.17	4.20	7.03	3.80
Dues & professional fees	3.29	6.84	2.37	2.61
Interest	6.03	5.30	6.01	6.10
Mach & bldg depreciation	40.60	35.50	27.24	47.48
Miscellaneous	5.68	7.74	7.04	3.30
Total overhead expenses per acre	98.35	86.74	91.03	106.40
Total dir & ovhd expenses per acre	509.61	608.44	495.98	450.81
Net return per acre	164.64	-123.77	160.44	387.35
Government payments	0.48	0.61	0.33	0.83
Net return with govt pmts	165.12	-123.15	160.77	388.18
Labor & management charge	33.47	44.96	26.40	30.81
Net return over lbr & mgt	131.65	-168.11	134.37	357.37
Cost of Production				
Total direct expense per ton	80.74	121.96	77.54	61.59
Total dir & ovhd exp per ton	100.05	142.23	94.97	80.62
Less govt & other income	99.15	141.51	92.79	80.45
With labor & management	105.72	152.02	97.85	85.96
Net value per unit	131.57	112.72	123.58	149.88
Machinery cost per acre	168.49	213.14	145.75	153.25
Est. labor hours per acre	3.57	3.39	3.53	3.38

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Sweet Corn, Processing on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	22
Acres	73.60
Yield per acre (ton)	6.26
Operators share of yield %	100.00
Value per ton	64.20
Total product return per acre	401.64
Crop insurance per acre	47.49
Other crop income per acre	11.39
Gross return per acre	460.52
Direct Expenses	
Fertilizer	85.92
Crop chemicals	30.05
Cover crop expense	1.79
Crop insurance	4.59
Fuel & oil	25.55
Repairs	50.35
Custom hire	4.43
Machinery leases	5.51
Marketing	1.27
Operating interest	8.96
Miscellaneous	1.26
Total direct expenses per acre	219.68
Return over direct exp per acre	240.84
Overhead Expenses	
Hired labor	11.46
Machinery leases	1.06
Building leases	0.14
RE & pers. property taxes	37.59
Farm insurance	13.54
Utilities	9.11
Dues & professional fees	3.22
Interest	85.87
Mach & bldg depreciation	47.57
Miscellaneous	4.53
Total overhead expenses per acre	214.09
Total dir & ovhd expenses per acre	433.78
Net return per acre	26.75
Government payments	-
Net return with govt pmts	26.75
Labor & management charge	42.31
Net return over lbr & mgt	-15.56
Cost of Production	
Total direct expense per ton	35.12
Total dir & ovhd exp per ton	69.34
Less govt & other income	59.93
With labor & management	66.69
Net value per unit	64.20
Machinery cost per acre	130.48
Est. labor hours per acre	2.35

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Sweet Corn, Processing on Cash Rent

	<u>Avg. Of All Farms</u>
Number of farms	46
Acres	75.58
Yield per acre (ton)	6.11
Operators share of yield %	100.00
Value per ton	67.36
Total product return per acre	411.64
Crop insurance per acre	35.63
Other crop income per acre	5.90
Gross return per acre	453.17
Direct Expenses	
Fertilizer	84.63
Crop chemicals	27.16
Cover crop expense	1.61
Crop insurance	5.70
Fuel & oil	22.42
Repairs	37.24
Custom hire	5.33
Hired labor	0.46
Land rent	213.81
Machinery leases	1.25
Utilities	0.31
Marketing	1.51
Organic certification	0.62
Operating interest	14.09
Miscellaneous	2.91
Total direct expenses per acre	419.04
Return over direct exp per acre	34.14
Overhead Expenses	
Hired labor	13.85
Machinery leases	2.80
Building leases	0.65
Farm insurance	7.52
Utilities	5.47
Dues & professional fees	3.09
Interest	4.48
Mach & bldg depreciation	44.06
Miscellaneous	6.92
Total overhead expenses per acre	88.83
Total dir & ovhd expenses per acre	507.87
Net return per acre	-54.69
Government payments	-
Net return with govt pmts	-54.69
Labor & management charge	36.86
Net return over lbr & mgt	-91.55
Cost of Production	
Total direct expense per ton	68.57
Total dir & ovhd exp per ton	83.11
Less govt & other income	76.31
With labor & management	82.34
Net value per unit	67.36
Machinery cost per acre	108.97
Est. labor hours per acre	2.19

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Corn, Organic on Cash Rent

	<u>Avg. Of All Farms</u>
Number of farms	11
Acres	117.30
Yield per acre (bu.)	116.31
Operators share of yield %	100.00
Value per bu.	9.16
Total product return per acre	1,064.97
Crop insurance per acre	29.85
Other crop income per acre	0.96
Gross return per acre	1,095.78
Direct Expenses	
Seed and plants	88.12
Fertilizer	107.85
Non-chemical crop protect	27.01
Cover crop expense	5.51
Crop insurance	20.31
Drying expense	20.03
Fuel & oil	46.61
Repairs	50.77
Custom hire	23.70
Hired labor	2.01
Land rent	201.67
Machinery leases	0.38
Hauling and trucking	4.23
Organic certification	6.32
Operating interest	23.95
Miscellaneous	2.50
Total direct expenses per acre	630.98
Return over direct exp per acre	464.80
Overhead Expenses	
Hired labor	23.94
Machinery leases	1.34
Farm insurance	12.46
Utilities	10.08
Dues & professional fees	7.79
Interest	8.91
Mach & bldg depreciation	51.35
Miscellaneous	14.63
Total overhead expenses per acre	130.49
Total dir & ovhd expenses per acre	761.47
Net return per acre	334.30
Government payments	-
Net return with govt pmts	334.30
Labor & management charge	68.72
Net return over lbr & mgt	265.58
Cost of Production	
Total direct expense per bu.	5.42
Total dir & ovhd exp per bu.	6.55
Less govt & other income	6.28
With labor & management	6.87
Net value per unit	9.16
Machinery cost per acre	179.96
Est. labor hours per acre	3.72

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Peas, Processing on Cash Rent

	<u>Avg. Of All Farms</u>
Number of farms	27
Acres	62.59
Yield per acre (lb.)	2,404.27
Operators share of yield %	100.00
Value per lb.	0.12
Total product return per acre	292.10
Crop insurance per acre	55.42
Other crop income per acre	1.03
Gross return per acre	348.55
Direct Expenses	
Seed and plants	1.11
Fertilizer	29.25
Crop chemicals	29.83
Cover crop expense	2.29
Crop insurance	8.08
Fuel & oil	14.71
Repairs	25.18
Custom hire	8.72
Hired labor	0.97
Land rent	229.02
Marketing	1.05
Operating interest	8.30
Miscellaneous	1.51
Total direct expenses per acre	360.03
Return over direct exp per acre	-11.48
Overhead Expenses	
Hired labor	14.76
Machinery leases	3.30
Building leases	0.36
Farm insurance	6.18
Utilities	3.25
Dues & professional fees	1.63
Interest	2.64
Mach & bldg depreciation	20.43
Miscellaneous	5.03
Total overhead expenses per acre	57.58
Total dir & ovhd expenses per acre	417.61
Net return per acre	-69.06
Government payments	-
Net return with govt pmts	-69.06
Labor & management charge	20.40
Net return over lbr & mgt	-89.46
Cost of Production	
Total direct expense per lb.	0.15
Total dir & ovhd exp per lb.	0.17
Less govt & other income	0.15
With labor & management	0.16
Net value per unit	0.12
Machinery cost per acre	71.16
Est. labor hours per acre	1.60

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Oats on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	17
Acres	18.23
Yield per acre (bu.)	75.30
Operators share of yield %	100.00
Value per bu.	2.97
Total product return per acre	223.61
Crop insurance per acre	1.54
Other crop income per acre	29.81
Gross return per acre	254.96
Direct Expenses	
Seed and plants	20.86
Fertilizer	22.49
Crop chemicals	16.36
Cover crop expense	3.14
Crop insurance	3.45
Fuel & oil	13.19
Repairs	37.20
Custom hire	28.30
Hired labor	1.41
Utilities	1.01
Operating interest	9.32
Miscellaneous	0.15
Total direct expenses per acre	156.86
Return over direct exp per acre	98.10
Overhead Expenses	
Hired labor	2.48
Building leases	0.41
RE & pers. property taxes	22.45
Farm insurance	8.17
Utilities	1.49
Dues & professional fees	2.44
Interest	42.55
Mach & bldg depreciation	18.04
Miscellaneous	5.11
Total overhead expenses per acre	103.14
Total dir & ovhd expenses per acre	260.00
Net return per acre	-5.04
Government payments	0.86
Net return with govt pmts	-4.18
Labor & management charge	31.65
Net return over lbr & mgt	-35.84
Cost of Production	
Total direct expense per bu.	2.08
Total dir & ovhd exp per bu.	3.45
Less govt & other income	3.03
With labor & management	3.45
Net value per unit	2.97
Machinery cost per acre	94.37
Est. labor hours per acre	2.15

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Oats on Cash Rent

	<u>Avg. Of All Farms</u>
Number of farms	21
Acres	36.73
Yield per acre (bu.)	64.83
Operators share of yield %	100.00
Value per bu.	2.79
Other product return per acre	21.71
Total product return per acre	202.37
Crop insurance per acre	26.36
Other crop income per acre	25.46
Gross return per acre	254.19
Direct Expenses	
Seed and plants	26.87
Fertilizer	6.55
Crop chemicals	5.20
Cover crop expense	0.93
Crop insurance	7.25
Packaging and supplies	0.93
Fuel & oil	11.55
Repairs	16.12
Custom hire	17.95
Land rent	141.61
Machinery leases	2.66
Organic certification	0.10
Operating interest	1.86
Miscellaneous	1.74
Total direct expenses per acre	241.33
Return over direct exp per acre	12.86
Overhead Expenses	
Hired labor	3.39
Machinery leases	0.37
Building leases	0.71
Farm insurance	4.54
Utilities	2.72
Dues & professional fees	2.43
Interest	2.26
Mach & bldg depreciation	12.93
Miscellaneous	3.56
Total overhead expenses per acre	32.94
Total dir & ovhd expenses per acre	274.27
Net return per acre	-20.08
Government payments	0.46
Net return with govt pmts	-19.63
Labor & management charge	15.73
Net return over lbr & mgt	-35.36
Cost of Production	
Total direct expense per bu.	3.72
Total dir & ovhd exp per bu.	4.23
Less govt & other income	3.09
With labor & management	3.33
Net value per unit	2.79
Machinery cost per acre	62.67
Est. labor hours per acre	1.39

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Establish Hay, Alfalfa on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	19
Acres	43.16
Yield per acre (ton)	2.95
Operators share of yield %	100.00
Value per ton	120.61
Total product return per acre	355.22
Crop insurance per acre	1.12
Gross return per acre	356.34
Direct Expenses	
Seed and plants	114.79
Fertilizer	44.10
Crop chemicals	5.58
Crop insurance	1.19
Storage	0.47
Packaging and supplies	6.10
Fuel & oil	21.16
Repairs	43.13
Custom hire	26.79
Hired labor	0.34
Machinery leases	1.99
Utilities	0.24
Operating interest	8.82
Miscellaneous	4.24
Total direct expenses per acre	278.94
Return over direct exp per acre	77.40
Overhead Expenses	
Hired labor	21.41
Machinery leases	1.17
RE & pers. property taxes	24.07
Farm insurance	8.76
Utilities	6.00
Dues & professional fees	1.80
Interest	64.75
Mach & bldg depreciation	47.89
Miscellaneous	6.39
Total overhead expenses per acre	182.25
Total dir & ovhd expenses per acre	461.19
Net return per acre	-104.85
Government payments	1.00
Net return with govt pmts	-103.85
Labor & management charge	32.51
Net return over lbr & mgt	-136.36
Cost of Production	
Total direct expense per ton	94.71
Total dir & ovhd exp per ton	156.60
Less govt & other income	155.88
With labor & management	166.92
Net value per unit	120.61
Machinery cost per acre	140.58
Est. labor hours per acre	3.01

Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Establish Hay, Alfalfa on Cash Rent

	<u>Avg. Of All Farms</u>
Number of farms	29
Acres	46.01
Yield per acre (ton)	2.72
Operators share of yield %	100.00
Value per ton	137.12
Total product return per acre	372.31
Crop insurance per acre	1.54
Other crop income per acre	2.71
Gross return per acre	376.56
Direct Expenses	
Seed and plants	117.10
Fertilizer	38.62
Crop chemicals	11.63
Crop insurance	3.68
Storage	3.33
Packaging and supplies	3.29
Fuel & oil	30.35
Repairs	43.80
Custom hire	22.36
Hired labor	7.08
Land rent	176.90
Machinery leases	0.69
Utilities	1.03
Marketing	0.25
Operating interest	8.56
Miscellaneous	5.09
Total direct expenses per acre	473.76
Return over direct exp per acre	-97.20
Overhead Expenses	
Hired labor	42.05
Machinery leases	0.65
Building leases	2.85
Farm insurance	10.64
Utilities	3.82
Dues & professional fees	3.04
Interest	10.05
Mach & bldg depreciation	42.97
Miscellaneous	5.69
Total overhead expenses per acre	121.76
Total dir & ovhd expenses per acre	595.51
Net return per acre	-218.96
Government payments	0.49
Net return with govt pmts	-218.47
Labor & management charge	29.74
Net return over lbr & mgt	-248.21
Cost of Production	
Total direct expense per ton	174.48
Total dir & ovhd exp per ton	219.32
Less govt & other income	217.58
With labor & management	228.54
Net value per unit	137.12
Machinery cost per acre	146.78
Est. labor hours per acre	4.82

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Crop Enterprise Analysis
Southern Minnesota Farm Business Management Data
(Farms Sorted By Return to Overhead)

Sugar Beets on Cash Rent

	<u>Avg. Of All Farms</u>
Number of farms	16
Acres	241.62
Yield per acre (ton)	18.13
Operator's share of yield %	100.00
Value per ton	25.51
Total product return per acre	462.47
Crop insurance per acre	307.00
Other crop income per acre	62.11
Gross return per acre	831.58
Direct Expenses	
Seed and plants	191.25
Fertilizer	64.00
Crop chemicals	159.82
Cover crop expense	0.64
Crop insurance	50.94
Fuel & oil	33.13
Repairs	53.80
Custom hire	73.35
Hired labor	8.89
Land rent	208.59
Stock/quota lease	30.98
Machinery leases	4.49
Utilities	0.48
Hauling and trucking	38.70
Marketing	1.93
Operating interest	22.17
Miscellaneous	15.65
Total direct expenses per acre	958.80
Return over direct exp per acre	-127.22
Overhead Expenses	
Hired labor	28.00
Machinery leases	7.20
Building leases	2.40
Farm insurance	11.73
Utilities	8.32
Dues & professional fees	5.67
Interest	8.32
Mach & bldg depreciation	56.69
Miscellaneous	5.11
Total overhead expenses per acre	133.46
Total dir & ovhd expenses per acre	1,092.26
Net return per acre	-260.68
Government payments	0.46
Net return with govt pmts	-260.21
Labor & management charge	68.34
Net return over lbr & mgt	-328.55
Cost of Production	
Total direct expense per ton	52.90
Total dir & ovhd exp per ton	60.26
Less govt & other income	39.87
With labor & management	43.64
Net value per unit	25.51
Machinery cost per acre	224.46
Est. labor hours per acre	4.18

Livestock Enterprise Analysis
Farm Business Management Statewide Data
Excluding Organic & Organic Transition
(Farms Sorted By Return to Overhead)

Dairy -- Average Per Cow

	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
Number of farms	326		65		65		66	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	23,800.9	3,911.70	21,975.7	3,452.36	24,167.2	3,950.64	24,825.1	4,271.40
Dairy Calves sold (hd)	0.3	31.30	0.3	32.22	0.3	27.83	0.3	34.56
Transferred out (hd)	0.7	31.46	0.7	20.64	0.7	20.31	0.7	52.16
Cull sales (hd)	0.3	213.96	0.3	203.09	0.3	245.86	0.3	206.94
Insurance income		13.20		14.87		18.01		7.13
Government payments		51.75		46.57		51.64		54.11
Other income		51.81		42.55		50.02		63.14
Purchased (hd)	0.0	-32.38	0.0	-28.59	0.0	-39.07	0.0	-21.87
Transferred in (hd)	0.4	-42.11	0.4	-38.20	0.4	-26.64	0.4	-55.25
Inventory change (hd)	0.1	66.68	0.0	4.01	0.1	62.07	0.1	120.19
Dairy repl net cost		-630.37		-731.94		-669.49		-556.02
Gross margin		3,667.01		3,017.59		3,691.17		4,176.48
Direct Expenses								
Protein Vit Minerals (lb.)	3,194.4	675.75	2,238.5	515.73	2,411.5	550.20	4,259.0	872.82
Complete Ration (lb.)	1,743.0	333.05	2,741.5	487.25	1,818.4	426.23	1,110.9	197.90
Corn (bu.)	67.9	217.29	53.7	176.32	64.7	205.85	71.3	227.60
Corn Silage (lb.)	19,161.6	305.89	18,233.8	297.62	19,880.9	335.02	20,283.7	309.54
Hay, Alfalfa (lb.)	2,390.5	150.07	3,316.4	191.53	1,842.1	112.40	1,983.3	124.57
Haylage, Alfalfa (lb.)	4,145.2	134.02	4,222.5	126.75	3,418.7	104.31	3,593.8	121.04
Other feed stuffs (lb)	2,700.1	116.84	3,287.9	145.40	3,342.1	174.68	2,036.7	91.73
Breeding fees		45.85		39.00		47.34		54.11
Veterinary		105.43		117.76		103.80		100.62
Supplies		345.01		375.81		380.25		322.56
Fuel & oil		85.79		81.83		113.47		78.21
Repairs		139.24		141.56		133.76		138.97
Custom hire		61.97		61.39		46.02		81.17
Hired labor		294.86		427.07		295.92		173.89
Hauling and trucking		70.11		55.62		81.37		67.91
Total direct expenses		3,081.14		3,240.64		3,110.61		2,962.63
Return over direct expense		585.87		-223.06		580.56		1,213.85
Overhead Expenses								
Hired labor		154.40		18.57		210.96		283.45
Utilities		66.32		41.22		63.75		84.04
Interest		93.11		88.15		94.84		98.77
Mach & bldg depreciation		164.37		158.71		166.43		181.35
Miscellaneous		145.88		127.13		177.35		121.70
Total overhead expenses		624.08		433.78		713.33		769.32
Total dir & ovhd expenses		3,705.21		3,674.42		3,823.94		3,731.95
Net return		-38.21		-656.84		-132.77		444.53
Labor & management charge		170.49		156.38		129.13		192.53
Net return over lbr & mgt		-208.70		-813.22		-261.90		252.00
Cost of Production Per Cwt. Of Milk								
Total direct expense per unit		12.85		14.62		12.78		11.85
Total dir & ovhd expense per unit		15.45		16.58		15.71		14.93
With other revenue adjustments		16.58		18.65		16.87		15.40
With labor and management		17.29		19.35		17.40		16.17
Est. labor hours per unit		39.26		38.97		42.94		38.16
Other Information								
Number of cows		227.5		192.6		252.1		300.1
Milk produced per cow		23,974		22,162		24,339		24,992
Total milk sold		5,413,819		4,231,436		6,092,062		7,449,084
Lb. of milk sold per FTE		1,697,258		1,578,862		1,575,705		1,821,607
Culling percentage		30.6		31.5		32.9		29.4
Turnover rate		37.1		39.2		39.3		35.3
Cow death loss percent		6.2		7.1		6.0		5.6
Percent of barn capacity		114.5		112.7		113.8		114.3
Feed cost per day		5.30		5.32		5.23		5.33
Feed cost per cwt. of milk		8.06		8.76		7.84		7.78
Feed cost per cow		1,932.89		1,940.59		1,908.68		1,945.19
Hired labor per cow		449.25		445.65		506.88		457.34
Avg. milk price per cwt.		16.44		15.71		16.35		17.21
Milk price / feed margin		8.37		6.95		8.51		9.42

Livestock Enterprise Analysis
Farm Business Management Statewide Data
Excluding Organic & Organic Transition
(Farms Sorted By Return to Overhead)

Dairy -- Average Per Cwt. Of Milk

	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
Number of farms	326		65		65		66	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	99.28	16.32	99.16	15.58	99.29	16.23	99.33	17.09
Dairy Calves sold (hd)	0.00	0.13	0.00	0.15	0.00	0.11	0.00	0.14
Transferred out (hd)	0.00	0.13	0.00	0.09	0.00	0.08	0.00	0.21
Cull sales (hd)	0.00	0.89	0.00	0.92	0.00	1.01	0.00	0.83
Insurance income		0.06		0.07		0.07		0.03
Government payments		0.22		0.21		0.21		0.22
Other income		0.22		0.19		0.21		0.25
Purchased (hd)	0.00	-0.14	0.00	-0.13	0.00	-0.16	0.00	-0.09
Transferred in (hd)	0.00	-0.18	0.00	-0.17	0.00	-0.11	0.00	-0.22
Inventory change (hd)	0.00	0.28	0.00	0.02	0.00	0.26	0.00	0.48
Dairy repl net cost		-2.63		-3.30		-2.75		-2.22
Gross margin		15.30		13.62		15.17		16.71
Direct Expenses								
Protein Vit Minerals (lb.)	13.32	2.82	10.10	2.33	9.91	2.26	17.04	3.49
Complete Ration (lb.)	7.27	1.39	12.37	2.20	7.47	1.75	4.45	0.79
Corn (bu.)	0.28	0.91	0.24	0.80	0.27	0.85	0.29	0.91
Corn Silage (lb.)	79.93	1.28	82.28	1.34	81.68	1.38	81.16	1.24
Hay, Alfalfa (lb.)	9.97	0.63	14.96	0.86	7.57	0.46	7.94	0.50
Haylage, Alfalfa (lb.)	17.29	0.56	19.05	0.57	14.05	0.43	14.38	0.48
Other feed stuffs (lb)	11.26	0.49	14.84	0.66	13.73	0.72	8.15	0.37
Breeding fees		0.19		0.18		0.19		0.22
Veterinary		0.44		0.53		0.43		0.40
Supplies		1.99		2.22		2.09		1.89
Fuel & oil		0.36		0.37		0.47		0.31
Repairs		0.58		0.64		0.55		0.56
Hired labor		1.23		1.93		1.22		0.70
Total direct expenses		12.85		14.62		12.78		11.85
Return over direct expense		2.44		-1.01		2.39		4.86
Overhead Expenses								
Hired labor		0.64		0.08		0.87		1.13
Interest		0.39		0.40		0.39		0.40
Mach & bldg depreciation		0.69		0.72		0.68		0.73
Miscellaneous		0.89		0.76		0.99		0.82
Total overhead expenses		2.60		1.96		2.93		3.08
Total dir & ovhd expenses		15.45		16.58		15.71		14.93
Net return		-0.16		-2.96		-0.55		1.78
Labor & management charge		0.71		0.71		0.53		0.77
Net return over lbr & mgt		-0.87		-3.67		-1.08		1.01
Cost of Production Per Cwt. Of Milk								
Total direct expense per unit		12.85		14.62		12.78		11.85
Total dir & ovhd expense per unit		15.45		16.58		15.71		14.93
With other revenue adjustments		16.58		18.65		16.87		15.40
With labor and management		17.29		19.35		17.40		16.17
Est. labor hours per unit		0.16		0.18		0.18		0.15
Other Information								
Number of cows		227.5		192.6		252.1		300.1
Milk produced per cow		23,974		22,162		24,339		24,992
Total milk sold		5,413,819		4,231,436		6,092,062		7,449,084
Lb. of milk sold per FTE		1,697,258		1,578,862		1,575,705		1,821,607
Culling percentage		30.6		31.5		32.9		29.4
Turnover rate		37.1		39.2		39.3		35.3
Cow death loss percent		6.2		7.1		6.0		5.6
Percent of barn capacity		114.5		112.7		113.8		114.3
Feed cost per day		5.30		5.32		5.23		5.33
Feed cost per cwt. of milk		8.06		8.76		7.84		7.78
Feed cost per cow		1,932.89		1,940.59		1,908.68		1,945.19
Hired labor per cow		449.25		445.65		506.88		457.34
Avg. milk price per cwt.		16.44		15.71		16.35		17.21
Milk price / feed margin		8.37		6.95		8.51		9.42

Livestock Enterprise Analysis
Farm Business Management Statewide Data
Excluding Organic & Organic Transition
(Farms Sorted By Return to Overhead)

Dairy and Repl Heifers -- Average Per Cwt. Of Milk

	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
Number of farms	284		56		57		57	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	99.27	16.33	99.45	15.66	99.35	16.37	99.23	17.13
Dairy Calves sold (hd)	-	0.23	-	0.25	-	0.20	-	0.25
Transferred out (hd)	-	0.09	-	0.05	-	0.06	-	0.17
Cull sales (hd)	-	0.93	-	0.97	-	1.02	-	0.86
Insurance income		0.06		0.09		0.08		0.03
Government payments		0.21		0.20		0.18		0.20
Other income		0.23		0.14		0.21		0.28
Purchased (hd)	-	-0.15	-	-0.21	-	-0.12	-	-0.06
Transferred in (hd)	-	-0.05	-	-0.09	-	-0.05	-	-0.02
Inventory change (hd)	-	0.35	-	-0.25	-	0.28	-	0.68
Gross margin		18.23		16.82		18.22		19.52
Direct Expenses								
Protein Vit Minerals (lb.)	14.42	3.06	9.95	2.26	9.58	2.31	19.66	3.94
Complete Ration (lb.)	8.67	1.64	14.90	2.77	9.69	2.16	4.84	0.75
Corn (bu.)	0.31	0.98	0.25	0.84	0.29	0.92	0.32	1.02
Corn Silage (lb.)	96.57	1.53	98.78	1.58	96.93	1.64	99.31	1.50
Hay, Alfalfa (lb.)	13.25	0.81	15.35	0.99	7.17	0.44	12.41	0.77
Haylage, Alfalfa (lb.)	20.27	0.64	29.35	0.86	18.72	0.55	14.88	0.50
Other feed stuffs (lb)	19.20	0.84	23.12	0.94	24.58	1.14	13.90	0.75
Breeding fees		0.26		0.26		0.26		0.29
Veterinary		0.51		0.59		0.48		0.47
Supplies		1.74		2.13		1.86		1.58
Contract production exp.		0.47		0.72		0.63		0.29
Fuel & oil		0.41		0.41		0.52		0.37
Repairs		0.67		0.74		0.62		0.66
Hired labor		1.40		2.12		1.48		0.79
Bedding		0.39		0.41		0.41		0.42
Total direct expenses		15.35		17.62		15.42		14.10
Return over direct expense		2.88		-0.80		2.80		5.43
Overhead Expenses								
Hired labor		0.73		0.12		0.80		1.36
Interest		0.44		0.49		0.39		0.45
Mach & bldg depreciation		0.78		0.88		0.77		0.84
Miscellaneous		1.01		0.90		1.13		0.94
Total overhead expenses		2.95		2.39		3.10		3.59
Total dir & ovhd expenses		18.30		20.01		18.52		17.69
Net return		-0.07		-3.19		-0.30		1.83
Labor & management charge		0.80		0.75		0.57		0.87
Net return over lbr & mgt		-0.87		-3.94		-0.87		0.96
Cost of Production Per Cwt. Of Milk								
Total direct expense per unit		15.35		17.62		15.42		14.10
Total dir & ovhd expense per unit		18.30		20.01		18.52		17.69
With other revenue adjustments		16.50		18.92		16.75		15.40
With labor and management		17.30		19.67		17.33		16.27
Est. labor hours per unit		0.19		0.21		0.19		0.18
Other Information								
Number of cows		238.7		178.1		279.5		299.5
Milk produced per cow		24,196		21,841		24,598		25,440
Total milk sold		5,732,458		3,867,714		6,829,820		7,559,796
Lb. of milk sold per FTE		1,467,354		1,310,330		1,443,142		1,529,238
Culling percentage		30.6		30.6		33.1		29.4
Turnover rate		37.1		38.2		39.2		35.0
Cow death loss percent		6.1		7.0		5.7		5.3
Percent of barn capacity		114.6		111.8		112.4		115.2
Feed cost per day		6.30		6.13		6.17		6.43
Feed cost per cwt. of milk		9.51		10.24		9.16		9.23
Feed cost per cow		2,300.72		2,236.29		2,253.29		2,348.39
Hired labor per cow		513.63		489.52		560.36		547.44
Avg. milk price per cwt.		16.45		15.75		16.48		17.26
Milk price / feed margin		6.94		5.51		7.32		8.03

Livestock Enterprise Analysis
Farm Business Management Statewide Data
Excluding Organic & Organic Transition
(Farms Sorted By Return to Overhead)

Dairy and Repl Heifers -- Average Per Cow

	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
Number of farms	284		56		57		57	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	24,018.9	3,951.23	21,720.4	3,420.73	24,438.2	4,026.76	25,243.5	4,357.47
Dairy Calves sold (hd)	-	55.72	-	55.40	-	48.96	-	63.89
Transferred out (hd)	-	22.00	-	11.02	-	14.41	-	42.34
Cull sales (hd)	-	223.84	-	212.21	-	251.22	-	219.15
Insurance income		13.86		18.67		19.80		8.74
Government payments		50.97		44.60		43.93		51.24
Other income		55.19		31.32		50.84		70.45
Purchased (hd)	-	-35.31	-	-46.10	-	-30.25	-	-15.33
Transferred in (hd)	-	-11.23	-	-18.95	-	-12.79	-	-4.44
Inventory change (hd)	-	84.47	-	-55.41	-	69.15	-	173.31
Gross margin		4,410.74		3,673.49		4,482.05		4,966.81
Direct Expenses								
Protein Vit Minerals (lb.)	3,488.4	740.41	2,172.4	493.56	2,356.3	568.60	5,000.3	1,002.81
Complete Ration (lb.)	2,097.6	398.01	3,254.4	605.98	2,384.7	530.57	1,231.5	190.09
Corn (bu.)	74.0	236.79	55.5	183.72	72.1	225.85	81.6	260.73
Corn Silage (lb.)	23,366.9	371.08	21,574.4	345.24	23,842.4	404.24	25,264.5	380.61
Hay, Alfalfa (lb.)	3,204.9	196.11	3,352.5	215.38	1,762.8	107.80	3,157.6	196.42
Haylage, Alfalfa (lb.)	4,905.0	155.03	6,411.1	187.27	4,605.5	136.28	3,785.7	127.28
Other feed stuffs (lb)	4,645.0	203.29	5,049.1	205.15	6,046.7	279.94	3,537.2	190.44
Breeding fees		62.06		55.83		65.11		73.33
Veterinary		122.44		128.73		117.50		120.42
Supplies		421.87		465.05		456.97		402.52
Contract production exp.		112.78		157.46		154.87		73.32
Fuel & oil		99.47		88.54		127.40		93.19
Repairs		161.91		162.61		152.55		168.48
Hired labor		337.58		463.89		364.52		200.76
Bedding		95.14		89.63		101.48		106.00
Total direct expenses		3,713.97		3,848.05		3,793.70		3,586.41
Return over direct expense		696.77		-174.56		688.35		1,380.41
Overhead Expenses								
Hired labor		176.05		25.63		195.84		346.68
Interest		105.65		108.10		97.05		113.97
Mach & bldg depreciation		188.12		192.22		189.72		214.02
Miscellaneous		243.47		196.78		279.04		239.01
Total overhead expenses		713.29		522.73		761.66		913.67
Total dir & ovhd expenses		4,427.26		4,370.77		4,555.35		4,500.08
Net return		-16.52		-697.29		-73.31		466.73
Labor & management charge		193.27		163.65		141.42		221.24
Net return over lbr & mgt		-209.79		-860.93		-214.73		245.49
Cost of Production Per Cwt. Of Milk								
Total direct expense per unit		15.35		17.62		15.42		14.10
Total dir & ovhd expense per unit		18.30		20.01		18.52		17.69
With other revenue adjustments		16.50		18.92		16.75		15.40
With labor and management		17.30		19.67		17.33		16.27
Est. labor hours per unit		45.83		46.41		47.42		46.22
Other Information								
Number of cows		238.7		178.1		279.5		299.5
Milk produced per cow		24,196		21,841		24,598		25,440
Total milk sold		5,732,458		3,867,714		6,829,820		7,559,796
Lb. of milk sold per FTE		1,467,354		1,310,330		1,443,142		1,529,238
Culling percentage		30.6		30.6		33.1		29.4
Turnover rate		37.1		38.2		39.2		35.0
Cow death loss percent		6.1		7.0		5.7		5.3
Percent of barn capacity		114.6		111.8		112.4		115.2
Feed cost per day		6.30		6.13		6.17		6.43
Feed cost per cwt. of milk		9.51		10.24		9.16		9.23
Feed cost per cow		2,300.72		2,236.29		2,253.29		2,348.39
Hired labor per cow		513.63		489.52		560.36		547.44
Avg. milk price per cwt.		16.45		15.75		16.48		17.26
Milk price / feed margin		6.94		5.51		7.32		8.03

Livestock Enterprise Analysis
Farm Business Management Statewide Data
Excluding Organic & Organic Transition
(Farms Sorted By Return to Overhead)

Dairy Replacement Heifers -- Average Per Head

	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
Number of farms	302		60		61		61	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Replacements sold (hd)	0.1	37.35	0.2	37.08	0.0	23.50	0.1	60.25
Transferred out (hd)	0.4	544.87	0.4	397.44	0.5	550.00	0.4	677.46
Cull sales (hd)	0.0	3.96	0.0	5.68	0.0	4.75	0.0	5.89
Other income		1.10		0.90		1.64		0.75
Purchased (hd)	0.0	-14.93	0.0	-12.79	0.0	-6.03	0.1	-27.99
Transferred in (hd)	0.6	-105.02	0.7	-112.82	0.6	-94.10	0.6	-112.80
Inventory change (hd)	0.1	22.91	0.0	-36.42	0.0	9.33	0.1	67.02
Gross margin		490.24		279.08		489.10		670.59
Direct Expenses								
Protein Vit Minerals (lb.)	485.5	87.98	618.5	128.99	379.4	102.98	301.5	50.06
Milk Replacer (lb.)	14.7	18.23	10.3	12.11	8.9	11.52	22.1	27.44
Creep / Starter (lb.)	107.3	9.23	8.7	2.06	127.9	20.37	68.2	13.21
Complete Ration (lb.)	307.4	52.72	288.8	55.47	214.3	41.26	321.1	57.17
Corn (bu.)	6.7	20.98	7.0	21.92	9.9	31.33	3.5	11.81
Corn Silage (lb.)	4,608.8	71.06	4,747.3	74.16	4,451.3	71.17	3,937.8	57.65
Hay, Alfalfa (lb.)	838.9	47.19	1,011.7	58.60	1,205.5	62.53	570.9	31.19
Hay, Grass (lb.)	501.8	18.32	458.0	16.79	348.8	14.13	728.4	24.90
Haylage, Alfalfa (lb.)	945.9	30.85	1,763.6	62.71	355.2	9.82	526.7	14.64
Other feed stuffs (lb)	1,466.6	48.39	1,061.6	28.74	1,883.5	66.11	1,578.8	43.86
Breeding fees		15.48		14.76		16.48		17.11
Veterinary		17.88		17.37		17.61		21.59
Supplies		41.46		57.85		32.33		33.01
Contract production exp.		85.18		138.98		80.20		67.79
Repairs		22.90		22.79		21.01		24.20
Hired labor		36.05		44.83		29.44		40.70
Bedding		19.65		14.90		16.58		20.55
Total direct expenses		643.53		773.02		644.87		556.88
Return over direct expense		-153.29		-493.94		-155.77		113.71
Overhead Expenses								
Hired labor		29.41		14.33		30.40		48.63
Interest		16.98		13.92		14.43		21.15
Mach & bldg depreciation		28.43		27.49		26.38		26.64
Miscellaneous		34.25		30.70		33.90		34.91
Total overhead expenses		109.07		86.44		105.10		131.33
Total dir & ovhd expenses		752.61		859.47		749.98		688.21
Net return		-262.37		-580.38		-260.88		-17.62
Labor & management charge		29.12		30.42		25.48		24.55
Net return over lbr & mgt		-291.49		-610.81		-286.36		-42.17
Cost of Production Per Head Per Day								
Total direct expense per unit		2.02		2.54		2.00		1.71
Total dir & ovhd expense per unit		2.31		2.78		2.29		2.07
With other revenue adjustments		2.31		2.78		2.29		2.07
With labor and management		2.39		2.86		2.36		2.14
Est. labor hours per unit		6.36		5.64		5.88		7.35
Other Information								
No. purchased or trans in		132		120		139		179
Number sold or trans out		109		104		120		134
Average number of head		202		177		230		255
Percentage death loss		8.2		11.2		6.7		6.5
Feed cost per average head		404.94		461.54		431.21		331.94
Hired labor per average head		65.46		59.16		59.83		89.33
Feed cost/head sold/trans		749.64		786.76		829.34		633.01
Total cost/head sold/trans		1,617.45		1,781.90		1,653.74		1,487.26
Feed cost per head per day		1.11		1.26		1.18		0.91
Avg. purch price / head		484.25		1,080.16		1,113.95		366.88
Avg. sales price / head		378.72		206.39		706.94		732.98

Livestock Enterprise Analysis
Farm Business Management Statewide Data
Excluding Organic & Organic Transition
(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	105		21		21		21	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Dairy Finish sold (lb)	132.79	125.83	176.74	158.22	134.18	131.02	124.62	125.50
Transferred out (lb)	0.07	0.07	0.14	0.20	0.03	0.03	0.21	0.18
Other income		1.16		1.47		1.89		0.44
Purchased (lb)	-32.53	-36.96	-47.30	-51.89	-28.16	-32.66	-27.88	-33.23
Transferred in (lb)	-1.91	-2.57	-1.79	-2.60	-1.82	-1.91	-2.96	-4.68
Inventory change (lb)	0.67	-0.24	-29.33	-30.38	-5.21	-9.08	5.55	7.53
Gross margin		87.29		75.01		89.29		95.73
Direct Expenses								
Protein Vit Minerals (lb.)	56.49	11.96	69.79	15.21	53.05	10.96	52.93	10.31
Milk (lb.)	3.69	0.61	-	-	-	-	13.14	2.19
Complete Ration (lb.)	34.90	5.34	17.21	4.49	73.59	9.62	28.77	3.32
Corn (bu.)	10.36	31.83	13.28	42.72	10.13	32.64	9.20	26.84
Corn Silage (lb.)	161.27	2.58	92.27	1.58	270.56	4.77	74.45	1.15
Hay, Grass (lb.)	22.47	1.07	50.50	2.25	23.64	1.17	13.12	0.56
DDGS, wet (lb.)	53.12	1.57	47.43	1.62	-	-	67.74	2.30
Other feed stuffs (lb)	72.28	3.82	108.08	3.83	53.00	2.41	27.77	1.24
Veterinary		2.26		2.24		2.81		0.92
Supplies		6.21		6.00		8.26		6.15
Fuel & oil		1.62		3.06		1.60		1.19
Repairs		2.69		7.53		2.60		1.65
Operating interest		1.84		2.35		3.27		0.69
Total direct expenses		73.40		92.88		80.11		58.52
Return over direct expense		13.89		-17.87		9.17		37.21
Overhead Expenses								
Farm insurance		1.17		2.33		1.32		0.80
Interest		1.73		3.39		2.81		1.09
Mach & bldg depreciation		3.89		7.62		5.86		2.15
Miscellaneous		4.18		5.90		3.44		4.35
Total overhead expenses		10.97		19.23		13.44		8.39
Total dir & ovhd expenses		84.37		112.11		93.55		66.91
Net return		2.92		-37.10		-4.26		28.82
Labor & management charge		4.51		8.30		4.14		3.72
Net return over lbr & mgt		-1.59		-45.41		-8.40		25.10
Cost of Production Per Cwt. Produced								
Total direct expense per unit		84.52		99.68		91.51		70.87
Total dir & ovhd expense per unit		92.77		110.55		101.52		77.59
With other revenue adjustments		92.56		110.54		100.83		77.59
With labor and management		95.96		115.23		103.91		80.57
Est. labor hours per unit		0.50		0.64		0.41		0.46
Other Information								
No. purchased or trans in		192		89		203		252
Number sold or trans out		175		111		187		220
Percentage death loss		3.7		2.2		6.3		2.3
Avg. daily gain (lb.)		2.53		2.40		2.25		2.87
Lb. of conc / lb. of gain		7.57		9.17		7.12		6.66
Lb. of feed / lb. of gain		8.68		10.39		8.52		7.42
Feed cost per cwt. of gain		58.77		71.70		61.57		47.91
Feed cost per head		630.55		680.10		664.61		554.21
Hired labor per head		21.54		14.55		21.38		33.90
Average purchase weight		385		539		304		459
Avg wgt / Dairy Finish sold		1,384		1,453		1,387		1,350
Avg purch price / head		437.97		591.40		353.17		547.32
Avg sales price / cwt.		94.76		89.52		97.65		100.71

Livestock Enterprise Analysis
Farm Business Management Statewide Data
Excluding Organic & Organic Transition
(Farms Sorted By Enterprise Size)

Dairy -- Average Per Cow

	Avg. Of All Farms		Up to 50		50 100		100 200		200 500		Over 500	
Number of farms	326		29		104		97		64		32	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	23,800.9	3,911.70	15,739.1	2,467.50	20,807.1	3,303.20	22,173.0	3,534.39	24,240.1	3,971.37	25,297.4	4,250.31
Dairy Calves sold (hd)	0.3	31.30	0.2	45.04	0.2	34.26	0.3	28.98	0.3	34.22	0.3	29.05
Transferred out (hd)	0.7	31.46	0.7	30.05	0.7	55.61	0.7	40.00	0.7	36.86	0.7	17.69
Cull sales (hd)	0.3	213.96	0.3	149.97	0.3	202.67	0.3	202.51	0.3	208.37	0.3	228.28
Insurance income		13.20		19.01		3.68		10.43		21.64		10.81
Government payments		51.75		53.86		84.55		77.89		59.58		25.97
Other income		51.81		35.22		49.10		29.77		64.69		54.12
Purchased (hd)	0.0	-32.38	0.1	-96.73	0.1	-87.47	0.1	-63.37	0.0	-20.01	0.0	-10.44
Transferred in (hd)	0.4	-42.11	0.3	-61.95	0.4	-93.70	0.4	-49.54	0.4	-37.28	0.4	-28.14
Inventory change (hd)	0.1	66.68	0.0	-24.69	0.1	45.96	0.0	23.25	0.1	47.10	0.1	108.64
Dairy repl net cost		-630.37		-372.65		-536.30		-589.72		-621.91		-688.29
Gross margin		3,667.01		2,244.61		3,061.56		3,244.59		3,764.65		3,998.01
Direct Expenses												
Protein Vit Minerals (lb.)	3,194.4	675.75	1,733.5	377.20	3,005.0	646.02	3,010.2	649.62	2,697.2	631.57	3,726.1	736.93
Complete Ration (lb.)	1,743.0	333.05	888.8	143.50	826.2	165.96	1,782.5	290.26	2,652.7	406.93	1,359.1	350.87
Corn (bu.)	67.9	217.29	55.1	169.59	71.8	224.98	63.0	201.84	67.3	214.92	69.9	225.70
Corn Silage (lb.)	19,161.6	305.89	14,690.1	222.07	17,285.4	258.92	17,380.2	264.52	19,219.5	311.75	20,573.7	335.67
Hay, Alfalfa (lb.)	2,390.5	150.07	4,800.9	297.68	4,206.2	296.06	3,203.6	207.90	1,710.1	103.74	1,941.2	113.23
Haylage, Alfalfa (lb.)	4,145.2	134.02	2,049.5	65.11	2,802.5	95.64	2,654.7	88.42	5,923.0	204.05	4,004.5	118.31
Other feed stuffs (lb)	2,700.1	116.84	2,703.9	159.15	2,233.3	100.04	2,823.6	121.95	2,110.2	99.22	3,174.5	129.54
Breeding fees		45.85		32.49		41.03		35.25		39.48		56.80
Veterinary		105.43		62.95		96.00		95.52		111.93		109.39
Supplies		331.24		302.30		288.40		286.57		331.60		363.28
Fuel & oil		85.79		68.63		62.74		74.83		81.01		100.62
Repairs		139.24		131.28		115.34		125.71		139.95		151.28
Hired labor		294.86		11.48		39.18		109.55		333.93		427.58
Hauling and trucking		70.11		92.92		90.13		69.44		68.45		65.58
Bedding		75.74		39.28		49.67		57.94		91.01		81.20
Total direct expenses		3,081.14		2,175.62		2,570.11		2,679.32		3,169.55		3,365.97
Return over direct expense		585.87		68.99		491.45		565.28		595.10		632.04
Overhead Expenses												
Hired labor		154.40		25.39		93.23		120.03		167.99		180.95
Utilities		66.32		93.58		109.93		74.60		60.40		54.48
Interest		93.11		105.23		93.57		114.10		104.89		74.84
Mach & bldg depreciation		164.37		110.86		152.73		181.60		166.01		160.40
Miscellaneous		145.88		148.21		132.91		145.19		151.80		145.32
Total overhead expenses		624.08		483.26		582.38		635.52		651.10		615.99
Total dir & ovhd expenses		3,705.21		2,658.88		3,152.48		3,314.84		3,820.65		3,981.96
Net return		-38.21		-414.27		-90.93		-70.24		-56.00		16.05
Labor & management charge		170.49		369.28		290.01		212.42		155.84		123.72
Net return over lbr & mgt		-208.70		-783.55		-380.94		-282.66		-211.84		-107.67
Cost of Production Per Cwt. Of Milk												
Total direct expense per unit		12.85		13.71		12.25		12.03		12.96		13.21
Total dir & ovhd expense per unit		15.45		16.75		15.02		14.88		15.63		15.63
With other revenue adjustments		16.58		18.26		16.30		16.24		16.59		16.72
With labor and management		17.29		20.58		17.68		17.19		17.23		17.20
Est. labor hours per unit		39.26		46.00		33.30		32.67		40.24		42.85
Other Information												
Number of cows		227.5		38.6		75.0		141.6		330.1		949.0
Milk produced per cow		23,974		15,874		20,982		22,278		24,448		25,479
Total milk sold		5,413,819		606,943		1,559,940		3,140,679		8,002,800		24,007,646
Lb. of milk sold per FTE		1,697,258		958,124		1,749,303		1,900,199		1,686,848		1,652,886
Culling percentage		30.6		25.9		29.2		30.0		29.4		32.1
Turnover rate		37.1		37.3		37.6		37.1		36.3		37.6
Cow death loss percent		6.2		9.6		7.2		6.4		6.5		5.4
Percent of barn capacity		114.5		91.1		105.0		113.0		118.6		116.3
Feed cost per day		5.30		3.93		4.90		5.00		5.40		5.51
Feed cost per cwt. of milk		8.06		9.04		8.52		8.19		8.07		7.89
Feed cost per cow		1,932.89		1,434.29		1,787.61		1,824.50		1,972.20		2,010.25
Hired labor per cow		449.25		36.86		132.42		229.58		501.93		608.53
Avg. milk price per cwt.		16.44		15.68		15.88		15.94		16.38		16.80
Milk price / feed margin		8.37		6.64		7.36		7.75		8.32		8.91

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

Dairy -- Average Per Cwt. Of Milk

	<u>Avg. Of All Farms</u>	
Number of farms	15	
	Quantity	Value
Milk sold (hd)	96.83	28.25
Dairy Calves sold (hd)	0.00	0.21
Transferred out (hd)	0.00	0.07
Cull sales (hd)	0.00	1.38
Insurance income		0.13
Government payments		0.21
Other income		0.76
Purchased (hd)	0.00	-0.06
Transferred in (hd)	0.00	-0.13
Inventory change (hd)	0.00	-0.06
Dairy repl net cost		-4.58
Gross margin		26.18
Direct Expenses		
Protein Vit Minerals (lb.)	5.10	2.01
Complete Ration (lb.)	1.32	0.46
Haylage, Alfalfa (lb.)	34.83	1.37
Corn, Organic (bu.)	0.28	2.38
Corn Silage, Organic (lb.)	57.91	1.72
Hay, Alfalfa, Organic (lb.)	21.33	1.48
Hay, Grass, Organic (lb.)	5.57	0.37
Flax, Organic (bu.)	0.00	0.42
Other feed stuffs (lb)	35.85	2.20
Breeding fees		0.23
Supplies		2.27
Fuel & oil		0.49
Repairs		0.82
Hired labor		1.70
Hauling and trucking		0.45
Total direct expenses		18.38
Return over direct expense		7.80
Overhead Expenses		
Hired labor		1.17
Building leases		0.36
Interest		0.57
Mach & bldg depreciation		0.89
Miscellaneous		0.93
Total overhead expenses		3.91
Total dir & ovhd expenses		22.30
Net return		3.88
Labor & management charge		1.70
Net return over lbr & mgt		2.18
Cost of Production Per Cwt. Of Milk		
Total direct expense per unit		18.38
Total dir & ovhd expense per unit		22.30
With other revenue adjustments		25.09
With labor and management		26.79
Est. labor hours per unit		0.23
Other Information		
Number of cows		111.6
Milk produced per cow		15,694
Total milk sold		1,696,053
Lb. of milk sold per FTE		1,159,355
Culling percentage		27.8
Turnover rate		32.9
Cow death loss percent		4.5
Percent of barn capacity		104.2
Feed cost per day		5.34
Feed cost per cwt. of milk		12.42
Feed cost per cow		1,948.62
Hired labor per cow		450.50
Avg. milk price per cwt.		29.18
Milk price / feed margin		16.76

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

Dairy -- Average Per Cow

	<u>Avg. Of All Farms</u>	
Number of farms	15	
	Quantity	Value
Milk sold (hd)	15,197.1	4,434.12
Dairy Calves sold (hd)	0.2	33.36
Transferred out (hd)	0.6	10.63
Cull sales (hd)	0.3	217.34
Insurance income		19.98
Government payments		33.02
Other income		119.26
Purchased (hd)	0.0	-9.56
Transferred in (hd)	0.3	-20.79
Inventory change (hd)	0.0	-10.18
Dairy repl net cost		-718.17
Gross margin		4,109.03
Direct Expenses		
Protein Vit Minerals (lb.)	800.6	314.82
Complete Ration (lb.)	206.6	72.57
Haylage, Alfalfa (lb.)	5,466.9	215.25
Corn, Organic (bu.)	43.6	373.77
Corn Silage, Organic (lb.)	9,088.7	270.29
Hay, Alfalfa, Organic (lb.)	3,346.8	232.60
Hay, Grass, Organic (lb.)	873.9	58.51
Flax, Organic (bu.)	0.2	65.63
Other feed stuffs (lb)	5,625.9	345.16
Breeding fees		36.54
Supplies		356.46
Fuel & oil		76.39
Repairs		129.42
Hired labor		267.34
Hauling and trucking		70.58
Total direct expenses		2,885.34
Return over direct expense		1,223.69
Overhead Expenses		
Hired labor		183.16
Building leases		56.02
Interest		88.92
Mach & bldg depreciation		139.70
Miscellaneous		146.37
Total overhead expenses		614.18
Total dir & ovhd expenses		3,499.52
Net return		609.50
Labor & management charge		267.09
Net return over lbr & mgt		342.41
Cost of Production Per Cwt. Of Milk		
Total direct expense per unit		18.38
Total dir & ovhd expense per unit		22.30
With other revenue adjustments		25.09
With labor and management		26.79
Est. labor hours per unit		36.70
Other Information		
Number of cows		111.6
Milk produced per cow		15,694
Total milk sold		1,696,053
Lb. of milk sold per FTE		1,159,355
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Milk price / feed margin		16.76

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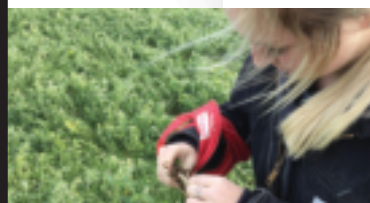


Ag Education at Ridgewater

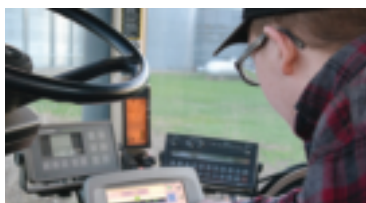
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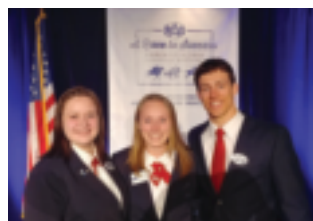
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Livestock Enterprise Analysis
Farm Business Management Statewide Data
(Farms Sorted By Return to Overhead)

Beef Backgrounding -- Average Per Head

	<u>Avg. Of All Farms</u>	
Number of farms	18	
	Quantity	Value
Backgnd Beef sold (lb)	646.9	889.71
Transferred out (lb)	15.7	21.07
Other income		1.82
Purchased (lb)	-329.1	-523.49
Transferred in (lb)	-125.5	-198.72
Inventory change (lb)	73.3	69.26
Gross margin		259.64
Direct Expenses		
Protein Vit Minerals (lb.)	71.0	14.75
Complete Ration (lb.)	369.8	31.84
Corn (bu.)	8.7	28.27
Corn Silage (lb.)	1,089.8	16.08
Hay, Alfalfa (lb.)	331.2	12.75
Hay, Grass (lb.)	313.1	16.53
Screenings, Heavy (lb.)	76.1	2.97
DDGS, wet (lb.)	54.0	1.48
Hay (lb.)	182.5	8.99
Other feed stuffs (lb)	68.8	2.86
Veterinary		20.59
Supplies		23.75
Contract production exp.		9.64
Repairs		8.44
Hauling and trucking		2.76
Operating interest		15.95
Total direct expenses		217.65
Return over direct expense		41.99
Overhead Expenses		
Interest		17.99
Mach & bldg depreciation		9.49
Miscellaneous		13.82
Total overhead expenses		41.30
Total dir & ovhd expenses		258.95
Net return		0.69
Labor & management charge		17.77
Net return over lbr & mgt		-17.08
Cost of Production Per Cwt. Produced		
Total direct expense per unit		131.12
Total dir & ovhd expense per unit		137.36
With other revenue adjustments		137.36
With labor and management		140.04
Est. labor hours per unit		1.52
Other Information		
No. purchased or trans in		179
Number sold or trans out		169
Percentage death loss		1.3
Avg. daily gain (lb.)		1.29
Lb. of conc / lb. of gain		3.80
Lb. of feed / lb. of gain		8.04
Feed cost per cwt. of gain		48.25
Feed cost per head		136.52
Hired labor per head		2.79
Average purchase weight		540
Avg wgt / Backgnd Beef sold		806
Avg purch price / cwt.		159.09
Avg sales price / cwt.		137.53

Livestock Enterprise Analysis
Farm Business Management Statewide Data
Excluding Beef Backgrounding
(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	101		20		20		21	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	243.4	369.29	182.2	260.33	184.7	311.12	236.4	365.04
Transferred out (lb)	185.9	304.82	197.0	261.96	236.6	384.07	198.4	285.96
Cull sales (lb)	70.3	85.22	53.1	66.17	28.9	71.44	85.6	103.85
Other income		4.94		7.49		2.63		10.06
Purchased (lb)	-38.3	-120.63	-92.5	-170.29	-30.6	-114.92	-39.0	-159.33
Transferred in (lb)	-33.7	-65.42	-55.5	-70.30	-27.7	-93.16	-47.5	-69.71
Inventory change (lb)	42.8	113.60	100.3	48.07	19.4	141.25	108.3	379.04
Gross margin		691.82		403.44		702.44		914.92
Direct Expenses								
Protein Vit Minerals (lb.)	279.9	43.53	677.6	53.74	211.7	48.32	171.3	35.07
Corn Silage (lb.)	4,085.4	62.22	4,758.8	72.19	4,381.1	68.61	1,970.2	31.62
Hay, Alfalfa (lb.)	932.8	48.26	1,271.4	69.71	559.9	30.68	1,485.7	50.35
Hay, Grass (lb.)	2,565.6	88.30	3,317.0	126.35	2,254.3	72.09	1,566.7	51.59
Haylage, Alfalfa (lb.)	184.9	6.06	89.1	3.34	31.8	0.80	928.7	30.35
Pasture (aum)	3.0	43.98	3.2	56.14	3.2	35.83	1.6	29.75
Hay (lb.)	2,038.3	72.96	679.4	31.62	3,040.4	108.48	2,208.4	77.14
Other feed stuffs (lb)	4,304.3	57.41	3,336.5	62.68	3,465.5	84.25	1,223.5	52.51
Veterinary		30.08		17.45		40.13		23.51
Supplies		41.46		66.79		53.21		34.95
Fuel & oil		31.52		47.33		22.82		27.97
Repairs		46.33		78.51		38.39		33.32
Custom hire		5.42		5.61		14.66		0.33
Operating interest		17.09		34.11		15.03		11.56
Total direct expenses		594.61		725.59		633.28		490.01
Return over direct expense		97.21		-322.15		69.15		424.90
Overhead Expenses								
Farm insurance		14.30		22.20		16.34		11.32
Utilities		15.07		28.36		15.44		13.89
Interest		46.87		45.20		19.79		43.28
Mach & bldg depreciation		42.53		73.30		25.98		40.74
Miscellaneous		32.76		37.75		24.90		25.73
Total overhead expenses		151.52		206.81		102.45		134.97
Total dir & ovhd expenses		746.13		932.40		735.74		624.98
Net return		-54.31		-528.96		-33.30		289.93
Labor & management charge		89.22		83.67		104.83		90.56
Net return over lbr & mgt		-143.53		-612.63		-138.13		199.38
Cost of Production Per Cwt. Produced								
Total direct expense per unit		125.58		185.20		153.47		89.12
Total dir & ovhd expense per unit		157.58		237.99		178.30		113.67
With other revenue adjustments		157.97		273.54		177.25		79.34
With labor and management		176.82		294.89		202.66		95.81
Est. labor hours per unit		8.91		12.22		8.75		8.23
Other Information								
Number of cows		74.3		60.1		84.9		58.1
Pregnancy percentage		95.2		92.2		90.2		98.3
Pregnancy loss percentage		1.8		2.3		2.5		0.5
Culling percentage		9.5		8.5		8.9		9.7
Calving percentage		93.5		90.1		88.0		97.8
Weaning percentage		85.0		81.7		81.3		93.8
Calves sold per cow		0.80		0.69		0.83		0.77
Calf death loss percent		8.7		10.3		7.3		3.0
Cow death loss percent		3.0		5.4		2.8		3.9
Cows per FTE		314.2		229.1		320.1		340.1
Average weaning weight		545		522		516		556
Lb. weaned/exposed female		464		427		420		522
Feed cost per cow		422.72		475.78		449.05		358.38
Avg wgt/ Beef Calves sold		588		558		548		575
Avg price / cwt.		151.73		142.87		168.48		154.45

Livestock Enterprise Analysis
Farm Business Management Statewide Data
With Backgrounding Only
(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	36		7		7		8	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	435.8	623.07	442.2	630.49	250.0	371.32	633.6	882.59
Transferred out (lb)	78.9	124.49	-	15.63	221.1	332.82	-	6.42
Cull sales (lb)	160.6	175.09	533.7	559.00	108.2	106.20	78.5	119.69
Other income		13.10		31.94		6.85		1.10
Purchased (lb)	-59.2	-112.66	-	-68.75	-	-3.41	-212.2	-328.82
Transferred in (lb)	-	-10.34	-	-	-	-46.79	-	-
Inventory change (lb)	-45.4	-48.20	-449.0	-642.58	-17.3	-85.83	151.8	321.98
Gross margin		764.56		525.72		681.17		1,002.96
Direct Expenses								
Protein Vit Minerals (lb.)	594.0	54.52	1,489.6	65.16	95.5	29.84	865.9	90.03
Corn Silage (lb.)	4,042.2	58.81	520.8	7.81	2,562.8	35.66	5,405.0	81.08
Hay, Alfalfa (lb.)	1,220.4	59.52	1,232.6	49.31	1,710.7	73.64	180.0	13.50
Hay, Grass (lb.)	1,983.8	58.30	1,131.9	40.07	1,240.6	37.22	3,067.0	94.78
Oatlage (lb.)	345.5	12.54	-	-	-	-	1,207.5	45.28
Pasture (aum)	5.0	71.29	5.7	86.96	4.9	75.38	5.0	83.02
Hay (lb.)	3,923.0	138.74	7,246.5	313.82	2,513.1	82.31	2,946.2	95.24
Other feed stuffs (lb)	1,728.2	34.89	345.5	34.73	2,266.2	49.30	1,649.2	19.24
Veterinary		40.28		55.52		28.49		39.77
Supplies		40.74		57.47		53.28		15.37
Fuel & oil		25.47		34.07		18.42		26.98
Repairs		45.57		52.49		34.12		45.90
Livestock leases		6.17		-		26.74		-
Marketing		16.14		34.65		12.69		14.55
Operating interest		13.45		32.12		11.31		9.78
Total direct expenses		676.45		864.19		568.40		674.52
Return over direct expense		88.11		-338.47		112.77		328.44
Overhead Expenses								
Machinery leases		7.87		46.30		0.00		0.00
Interest		48.54		71.10		26.02		63.99
Mach & bldg depreciation		40.42		74.84		17.69		46.66
Miscellaneous		59.71		93.67		52.55		57.79
Total overhead expenses		156.55		285.90		96.25		168.45
Total dir & ovhd expenses		832.99		1,150.09		664.65		842.97
Net return		-68.44		-624.37		16.52		160.00
Labor & management charge		95.87		78.79		91.83		110.85
Net return over lbr & mgt		-164.31		-703.16		-75.31		49.14
Cost of Production Per Cwt. Produced								
Total direct expense per unit		117.45		164.00		99.47		102.26
Total dir & ovhd expense per unit		144.63		218.26		116.31		127.80
With other revenue adjustments		138.26		213.77		126.03		119.09
With labor and management		154.90		228.72		142.10		135.90
Est. labor hours per unit		8.01		6.36		6.08		11.41
Other Information								
Number of cows		94.1		82.3		106.9		113.9
Pregnancy percentage		94.7		92.7		95.9		96.9
Pregnancy loss percentage		1.0		2.6		0.8		0.3
Culling percentage		15.4		40.3		11.6		12.8
Calving percentage		93.7		90.3		95.1		96.6
Weaning percentage		89.4		88.0		93.0		91.5
Calves sold per cow		0.81		0.77		0.83		0.89
Calf death loss percent		5.4		6.2		4.7		4.2
Cow death loss percent		3.6		4.3		2.9		2.2
Cows per FTE		349.7		440.5		460.4		245.4
Average weaning weight		559		545		547		576
Lb. weaned/exposed female		500		479		509		527
Feed cost per cow		488.61		597.86		383.35		522.16
Avg wgt/ Beef Calves sold		708		749		621		750
Avg price / cwt.		142.96		142.58		148.55		139.29

Livestock Enterprise Analysis
Farm Business Management Statewide Data
(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	75		15		15		15	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Finish Beef sold (lb)	195.55	227.05	202.93	223.96	191.19	219.26	147.53	164.63
Transferred out (lb)	1.07	1.25	8.84	10.38	-	-	1.94	2.62
Insurance income		0.02		-		-		-
Other income		1.77		3.63		0.40		4.59
Purchased (lb)	-100.80	-154.09	-92.41	-134.93	-102.67	-159.08	-48.40	-69.21
Transferred in (lb)	-6.14	-9.10	-25.88	-38.55	-1.47	-2.02	-11.77	-16.26
Inventory change (lb)	9.16	9.47	3.14	0.96	12.49	12.84	7.24	9.19
Gross margin		76.37		65.45		71.41		95.57
Direct Expenses								
Protein Vit Minerals (lb.)	182.18	9.52	1,295.91	18.06	102.04	9.35	28.04	4.98
Complete Ration (lb.)	20.05	1.71	-	-	-	-	64.40	7.72
Corn (bu.)	7.24	22.83	9.79	31.56	7.61	24.85	6.13	19.38
Corn Silage (lb.)	331.38	5.18	576.64	9.02	380.48	5.66	474.19	7.29
Hay, Alfalfa (lb.)	45.68	2.23	93.97	5.99	61.21	2.70	52.25	2.35
Hay, Grass (lb.)	30.43	1.38	43.51	1.86	21.51	1.07	55.25	2.65
DDGS, dry (lb.)	90.88	4.25	20.37	1.64	108.07	4.85	-	-
Hay (lb.)	20.13	0.66	32.88	2.30	1.55	0.08	29.35	1.39
Other feed stuffs (lb)	185.26	4.73	185.50	3.27	55.58	1.23	70.71	2.64
Veterinary		2.01		2.70		2.09		0.98
Supplies		3.28		5.56		2.86		2.53
Fuel & oil		2.75		3.11		1.67		1.11
Repairs		2.89		2.73		3.80		1.67
Hauling and trucking		2.28		3.05		1.98		0.61
Operating interest		2.76		4.59		2.46		0.75
Total direct expenses		68.47		95.45		64.67		56.04
Return over direct expense		7.90		-30.00		6.74		39.53
Overhead Expenses								
Hired labor		2.14		1.04		2.61		0.30
Interest		1.11		2.16		0.76		0.93
Mach & bldg depreciation		4.80		5.94		3.86		2.47
Miscellaneous		4.04		4.47		5.42		3.52
Total overhead expenses		12.09		13.60		12.65		7.22
Total dir & ovhd expenses		80.56		109.05		77.32		63.26
Net return		-4.19		-43.60		-5.91		32.31
Labor & management charge		5.21		6.78		4.36		4.50
Net return over lbr & mgt		-9.40		-50.38		-10.27		27.80
Cost of Production Per Cwt. Produced								
Total direct expense per unit		112.33		124.82		111.08		85.45
Total dir & ovhd expense per unit		118.48		131.25		117.69		90.28
With other revenue adjustments		118.24		131.25		117.77		90.28
With labor and management		120.90		134.45		120.05		93.30
Est. labor hours per unit		0.36		0.57		0.39		0.41
Other Information								
No. purchased or trans in		243		136		430		55
Number sold or trans out		228		124		398		50
Percentage death loss		1.0		1.3		0.9		1.2
Avg. daily gain (lb.)		2.79		2.18		3.17		2.27
Lb. of conc / lb. of gain		7.78		18.86		6.84		4.60
Lb. of feed / lb. of gain		10.09		23.13		9.00		7.92
Feed cost per cwt. of gain		52.49		73.71		49.80		48.39
Feed cost per head		359.52		509.84		364.14		406.07
Hired labor per head		16.66		14.22		22.15		2.50
Average purchase weight		743		706		767		598
Avg wgt / Finish Beef sold		1,417		1,352		1,506		1,396
Avg purch price / cwt.		152.87		146.01		154.94		143.00
Avg sales price / cwt.		116.11		110.36		114.68		111.59

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

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

	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
Number of farms	26		5		5		6	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Wean-Fin Pig sold (lb)	135.10	67.21	135.12	59.76	135.23	66.79	135.24	70.08
Transferred out (lb)	0.01	0.00	0.08	0.05	-	-	-	-
Cull sales (lb)	0.98	0.20	-	-	2.58	0.54	0.31	0.05
Government payments		0.72		-		0.71		0.88
Other income		1.91		0.04		2.24		2.70
Purchased (lb)	-8.14	-23.31	-7.07	-19.42	-7.70	-23.24	-8.36	-23.39
Transferred in (lb)	-0.22	-0.72	-0.08	-0.20	-0.64	-2.11	-	-
Inventory change (lb)	0.27	0.14	1.03	-3.43	-1.70	-2.28	-5.03	0.07
Gross margin		46.15		36.80		42.63		50.39
Direct Expenses								
Protein Vit Minerals (lb.)	71.58	13.49	47.32	11.43	91.74	16.06	67.83	12.72
Complete Ration (lb.)	42.59	4.84	0.99	0.77	17.84	1.81	58.39	5.42
Corn (bu.)	3.33	11.02	4.82	16.55	3.26	10.56	2.97	9.99
Protein Supplement (lb.)	2.64	0.43	41.50	6.75	-	-	-	-
DDGS, dry (lb.)	34.38	2.47	3.21	0.25	43.82	3.23	39.44	2.69
Other feed stuffs (lb)	0.88	0.14	0.87	0.14	0.27	0.16	1.90	0.21
Veterinary		1.87		3.46		2.40		1.24
Supplies		1.44		1.05		1.67		1.25
Contract production exp.		1.41		2.77		-		1.62
Repairs		0.74		1.75		0.35		0.69
Custom hire		1.00		-		1.85		0.61
Hired labor		0.58		0.05		0.27		1.06
Hauling and trucking		0.89		0.14		1.25		0.84
Marketing		0.35		0.93		0.56		0.13
Operating interest		0.62		2.47		0.43		0.35
Total direct expenses		41.29		48.52		40.61		38.82
Return over direct expense		4.85		-11.71		2.02		11.57
Overhead Expenses								
Hired labor		1.09		3.76		1.02		0.36
Building leases		4.75		-		6.36		6.22
Mach & bldg depreciation		0.97		0.83		0.94		1.02
Miscellaneous		2.05		1.79		1.83		1.52
Total overhead expenses		8.87		6.38		10.14		9.11
Total dir & ovhd expenses		50.16		54.89		50.76		47.93
Net return		-4.01		-18.09		-8.12		2.46
Labor & management charge		1.56		2.38		0.66		1.65
Net return over lbr & mgt		-5.57		-20.47		-8.78		0.81
Cost of Production/Cwt. Carcass Sold								
Total direct expense per unit		64.99		71.56		67.71		62.08
Total dir & ovhd expense per unit		73.85		77.94		77.85		71.19
With other revenue adjustments		71.23		77.90		74.91		67.62
With labor and management		72.79		80.28		75.57		69.27
Est. labor hours per unit		0.13		0.23		0.08		0.09
Other Information								
No. purchased or trans in		17,020		5,304		29,014		28,100
Number sold or trans out		15,366		4,981		25,791		26,758
Percentage death loss		6.3		5.3		10.6		4.1
Percent substandard hogs		2		1		3		2
Avg. daily gain (lb.)		1.57		1.52		1.65		1.46
Lb. of feed / lb. of gain		2.62		2.50		2.63		2.73
Feed cost per cwt. of gain		25.31		27.81		24.90		25.40
Feed cost per head		66.77		72.80		66.92		66.92
Hired labor per head		3.45		7.72		2.72		3.05
Average purchase weight		15		13		15		15
Avg wgt / Wean-Fin Pig sold		266		271		276		255
Avg purch price / head		42.60		36.86		46.15		41.91
Avg sales price / cwt.		49.75		44.23		49.39		51.82
Average carcass weight		201		203		209		191
Average price / cwt. carcass		66.78		59.32		66.25		69.65

Livestock Enterprise Analysis
Farm Business Management Statewide Data
(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%	
Number of farms	61		12		12		13	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Transferred out (lb)	-	13.56	-	-	-	15.92	-	35.63
Other income		26.16		34.03		23.57		14.04
Gross margin		39.71		34.03		39.48		49.67
Direct Expenses								
Veterinary		0.09		0.05		0.43		0.01
Supplies		1.40		2.17		1.82		0.39
Contract production exp.		1.34		3.44		1.35		-
Fuel & oil		1.80		1.52		1.79		2.54
Repairs		3.72		6.41		3.47		2.33
Custom hire		0.48		0.81		0.83		0.09
Hired labor		1.52		3.53		1.03		1.12
Machinery leases		0.06		0.26		-		-
Utilities		1.36		1.47		1.13		2.21
Operating interest		0.56		1.66		0.31		0.02
Total direct expenses		12.32		21.32		12.16		8.72
Return over direct expense		27.40		12.71		27.33		40.95
Overhead Expenses								
Hired labor		0.35		0.16		0.21		0.33
Building leases		1.09		1.11		0.11		0.89
RE & pers. property taxes		0.68		1.27		0.61		0.50
Farm insurance		1.82		1.76		2.13		1.58
Utilities		1.44		0.83		1.88		1.35
Dues & professional fees		0.32		0.61		0.25		0.43
Interest		4.43		2.73		3.50		8.81
Mach & bldg depreciation		9.22		7.99		7.78		13.11
Miscellaneous		0.72		0.39		0.57		1.01
Total overhead expenses		20.08		16.84		17.03		28.00
Total dir & ovhd expenses		32.39		38.16		29.19		36.72
Net return		7.32		-4.13		10.29		12.95
Labor & management charge		6.60		6.02		7.59		5.80
Net return over lbr & mgt		0.72		-10.15		2.70		7.15
Cost of Production Per Pig Space								
Total direct expense per unit		12.32		21.32		12.16		8.72
Total dir & ovhd expense per unit		32.39		38.16		29.19		36.72
Est. labor hours per unit		0.36		0.35		0.32		0.35
Other Information								
Number of pigs		7,747		8,910		6,655		7,449
Pigs per pig space (per year)		2.33		2.49		2.39		2.24
Pigs per 100 sq. ft. (per yr)		29.40		31.52		35.26		27.96
Net return per 100 sq. ft.		92.20		-52.25		151.88		161.90
Net return per labor hour		20.10		-11.92		32.23		36.72
Square feet per pig space		7.94		7.91		6.78		8.00

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

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

	Avg. Of All Farms		Low 20%		40 - 60%		High 20%	
Number of farms	24		4		5		5	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Finish Hogs sold (lb)	135.17	67.08	135.73	61.24	136.73	65.68	135.23	71.93
Transferred out (lb)	0.24	0.15	-	-	1.45	0.87	-	-
Cull sales (lb)	0.68	0.13	-	-	-	-	1.68	0.32
Government payments		1.02		0.78		1.59		1.25
Other income		0.77		1.91		0.09		0.46
Purchased (lb)	-17.65	-23.29	-14.64	-22.36	-8.93	-9.52	-18.33	-25.55
Transferred in (lb)	-1.54	-3.47	-	-	-7.88	-19.32	-0.51	-0.51
Inventory change (lb)	-1.22	-2.28	-12.16	-14.67	-4.09	-2.55	0.71	-0.86
Gross margin		40.10		26.91		36.83		47.03
Direct Expenses								
Protein Vit Minerals (lb.)	65.32	12.23	107.67	20.11	50.10	9.25	76.23	14.28
Complete Ration (lb.)	94.08	5.69	0.40	0.34	327.83	10.00	10.67	0.84
Corn (bu.)	3.32	10.99	4.63	14.58	3.05	10.12	4.00	13.21
Other feed stuffs (lb)	6.47	0.53	8.73	0.71	4.11	0.55	9.17	0.72
Veterinary		0.56		0.90		0.60		0.45
Supplies		0.87		0.64		0.97		0.48
Contract production exp.		1.63		-		-		-
Fuel & oil		0.38		0.52		0.91		0.24
Repairs		0.53		1.39		0.90		0.46
Custom hire		0.26		1.12		-		0.18
Livestock leases		0.19		-		1.10		-
Hauling and trucking		0.88		1.08		0.05		1.45
Operating interest		0.51		2.26		0.28		0.42
Total direct expenses		35.25		43.63		34.75		32.73
Return over direct expense		4.85		-16.72		2.08		14.30
Overhead Expenses								
Hired labor		0.77		0.56		1.72		0.88
Building leases		2.87		-		0.57		6.67
Utilities		0.47		0.57		1.38		0.34
Interest		0.50		1.12		0.61		0.56
Mach & bldg depreciation		1.33		3.50		1.48		1.31
Miscellaneous		0.92		1.28		1.18		0.97
Total overhead expenses		6.87		7.03		6.94		10.73
Total dir & ovhd expenses		42.13		50.66		41.69		43.46
Net return		-2.03		-23.75		-4.86		3.57
Labor & management charge		1.33		3.22		2.10		0.57
Net return over lbr & mgt		-3.36		-26.97		-6.96		3.00
Cost of Production/Cwt. Carcass Sold								
Total direct expense per unit		64.12		80.50		66.06		59.31
Total dir & ovhd expense per unit		70.99		87.53		73.00		70.04
With other revenue adjustments		69.25		84.99		71.40		68.36
With labor and management		70.58		88.21		73.50		68.93
Est. labor hours per unit		0.12		0.25		0.19		0.08
Other Information								
No. purchased or trans in		8,876		1,927		8,224		17,026
Number sold or trans out		8,767		2,471		7,546		16,826
Percentage death loss		4.5		4.9		5.6		4.0
Percent substandard hogs		2		3		3		2
Avg. daily gain (lb.)		1.69		1.39		1.58		1.65
Lb. of feed / lb. of gain		2.72		3.44		2.85		2.70
Feed cost per cwt. of gain		25.43		32.70		25.48		24.44
Feed cost per head		61.06		76.59		56.00		63.37
Hired labor per head		1.93		1.93		3.23		1.92
Average purchase weight		41		37		48		38
Avg wgt / Finish Hogs sold		276		267		266		280
Avg purch price / head		54.40		56.45		51.66		53.37
Avg sales price / cwt.		49.62		45.12		48.03		53.19
Average carcass weight		208		202		200		211
Average price / cwt. carcass		66.67		60.73		64.72		71.53

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MnSCU and Participating College Websites:

State FBM Website: agcentric.org/what-we-do/education-training/farm-business-management

Alexandria Technical and Community College: alextech.edu

Central Lakes College Website: clcmn.edu

Minnesota West Community & Technical College: mnwest.edu

Northland Community & Technical College Website: northlandcollege.edu

Ridgewater College: ridgewater.edu

Riverland Community & Technical College: riverland.edu

South Central College: southcentral.edu

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Agricultural Centers of Excellence



Keith Olander, Dean
1830 Airport Road
Staples, MN 56479
Office Phone: 218-894-5163
Keith.Olander@clcmn.edu
Website: Agcentric.org

Brad Schloesser, Dean
1920 Lee Boulevard
North Mankato, MN 56003
Office Phone: 507-389-7263
Brad.Schloesser@southcentral.edu
Website: centerofagriculture.org



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For More Information

Brad Schloesser, Director
Southern Agricultural Center of Excellence
Brad.Schloesser@southcentral.edu
(507) 389-7263

Tracy Drash
Project Coordinator
Tracy.Drash@southcentral.edu
(507) 389-7435



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