

<u><b>Year at a Glance</b></u> <i>Data for the Average Farm</i>	<b>Southern Minnesota</b>	<b>State FBM Data</b>	<b>Local Area</b>	<b>Your Farm Data</b>	<b>Your Farm Goal</b>
	<b>1,584</b> <b><u>Farms</u></b>	<b>2,293</b> <b><u>Farms</u></b>			
<b><u>Income Statement</u></b>					
Gross Cash Farm Income	\$967,436	\$960,023	_____	_____	_____
Total Cash Operating Expense	\$790,104	\$777,556	_____	_____	_____
Net Cash Farm Income	\$177,333	\$182,467	_____	_____	_____
Net Operating Profit	\$333,764	\$319,878	_____	_____	_____
Net Farm Income	\$280,900	\$267,379	_____	_____	_____
Median Farm Income	\$176,426	\$158,294	_____	_____	_____
<b><u>Balance Sheet (Market)</u></b>					
Total Assets - 12/31	\$3,410,335	\$3,361,681	_____	_____	_____
Total Liabilities - 12/31	\$1,396,394	\$1,399,648	_____	_____	_____
Net Worth - 12/31	\$2,013,942	\$1,962,033	_____	_____	_____
Change in Net Worth	\$294,905	\$278,019	_____	_____	_____
<b><u>Financial Standards Measures</u></b>					
Working Capital - 12/31	\$454,239	\$423,102	_____	_____	_____
Debt to Asset Ratio - 12/31	44%	44%	_____	_____	_____
Rate of Return on Farm Assets - Cost	11.4%	10.7%	_____	_____	_____
Rate of Return on Farm Equity - Cost	17.6%	16.4%	_____	_____	_____
Term Debt Coverage Ratio	3.89	3.59	_____	_____	_____
Asset Turnover Rate	41.2%	40.8%	_____	_____	_____
Operating Expense Ratio	66.6%	67.0%	_____	_____	_____
Interest Expense Ratio	3.1%	3.2%	_____	_____	_____
<b><u>Operator Information</u></b>					
Average Age of the Farmer	47.0	47.0	_____	_____	_____
Average Years Farming	22.9	22.8	_____	_____	_____
<b><u>Personal Spending &amp; Income</u></b>					
Total Cash Family Living Expense	\$66,062	\$65,250	_____	_____	_____
Total Non Farm Income	\$46,943	\$44,586	_____	_____	_____

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	(+)	\$280,900	\$267,379
Depreciation	(+)	\$54,881	\$55,493
Family Living (Excl Health/Med)	(-)	\$55,978	\$55,425
Social Security and Income Tax	(-)	\$16,531	\$15,453
Health and Medical Expense	(-)	\$10,541	\$9,825
Retirement Accounts	(-)	\$8,876	\$9,437
Principal Payments	(-)	\$66,088	\$67,903
Balance	(=)	\$177,767	\$164,829

## How does your Farm Stack Up?

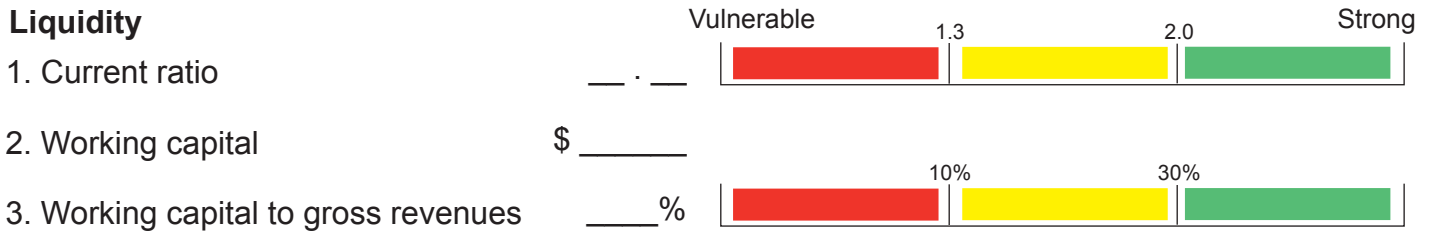
### Southern Minnesota Farm Business Management Data

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

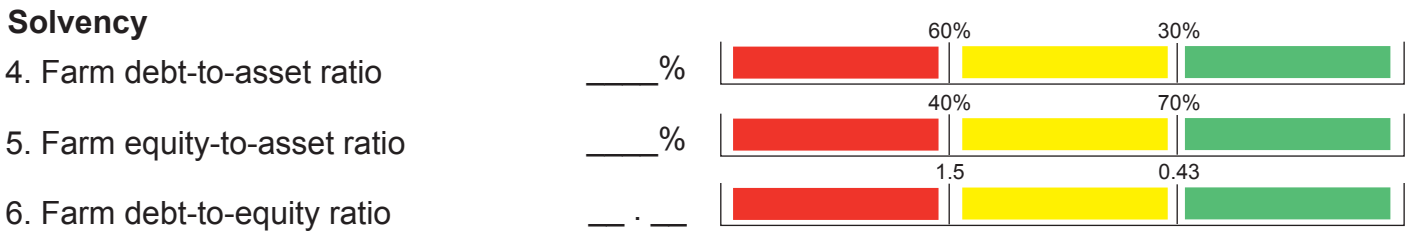
<b>Evaluation Chart</b>	<u>Low Farms</u>		<u>Average</u>		<u>High Farms</u>		<u>Your Farm</u>	
	2021	5 Yr Ave	2021	5 Yr Ave	2021	5 Yr Ave	2021	5 Yr Ave
<b><u>Liquidity</u></b>								
Current Ratio	1.75	1.24	2.47	1.82	2.83	2.32		
Working Capital	\$ 81,817	51,142	454,239	263,844	1,325,508	779,036		
Working Capital to Gross Inc.	% 19.3%	8.9%	41.3%	29.3%	49.6%	39.5%		
<b><u>Solvency (Market)</u></b>								
Farm Debt to Asset Ratio	% 51%	53%	44%	45%	41%	41%		
Farm Equity to Asset Ratio	% 49%	47%	56%	55%	59%	59%		
Farm Debt to Equity Ratio	% 1.05	1.12	0.77	0.82	0.69	0.69		
<b><u>Profitability (Cost)</u></b>								
Rate of Return on Farm Assets	% -0.4%	-2.7%	11.4%	5.1%	15.1%	9.0%		
Rate of Return on Farm Equity	% -6.5%	-12.9%	17.6%	5.8%	22.2%	12.3%		
Operating Profit Margin	% -1.3%	-8.7%	27.5%	13.4%	33.2%	22.3%		
Net Farm Income	\$ 1,971	-62,115	280,900	124,278	831,831	442,155		
EBIDTA	\$ 51,239	37,314	367,628	210,698	1,003,158	587,344		
<b><u>Repayment Capacity (Accrual)</u></b>								
Capital Debt Repayment Cap.	\$ 52,356	9,907	336,424	172,395	914,459	493,994		
Capital Debt Repayment Margin	\$ 4,257	-81,849	250,006	86,304	749,000	343,701		
Replacement Margin	\$ -8,828	-112,179	218,132	55,080	679,721	286,581		
Term Debt Coverage Ratio	1.09	0.30	3.89	2.01	5.53	3.17		
Replacement Coverage Ratio	0.86	0.23	2.84	1.47	3.9	2.29		
<b><u>Efficiency</u></b>								
Asset Turnover Rate (Cost)	% 32.4%	30.4%	41.2%	35.5%	45.5%	39.2%		
Operating Expense Ratio	% 87.9%	93.3%	66.6%	76.8%	62.5%	70.8%		
Depreciation Expense Ratio	% 6.6%	7.1%	5.0%	6.0%	4.4%	5.3%		
Interest Expense Ratio	% 5.1%	6.8%	3.1%	4.6%	2.2%	3.3%		
Net Farm Income Ratio	% 0.4%	-7.1%	25.3%	12.9%	30.9%	21.0%		

# Farm Finance Scorecard

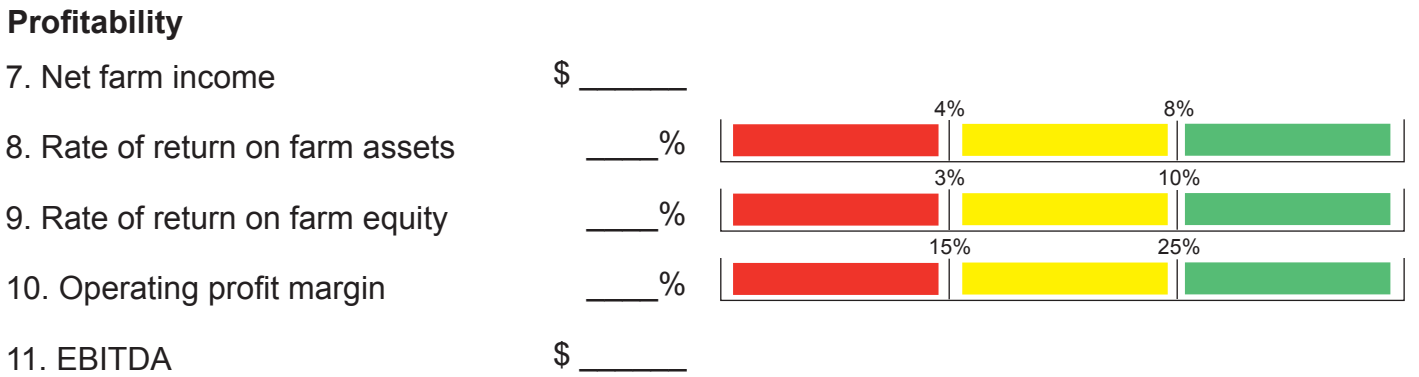
## Liquidity



## Solvency



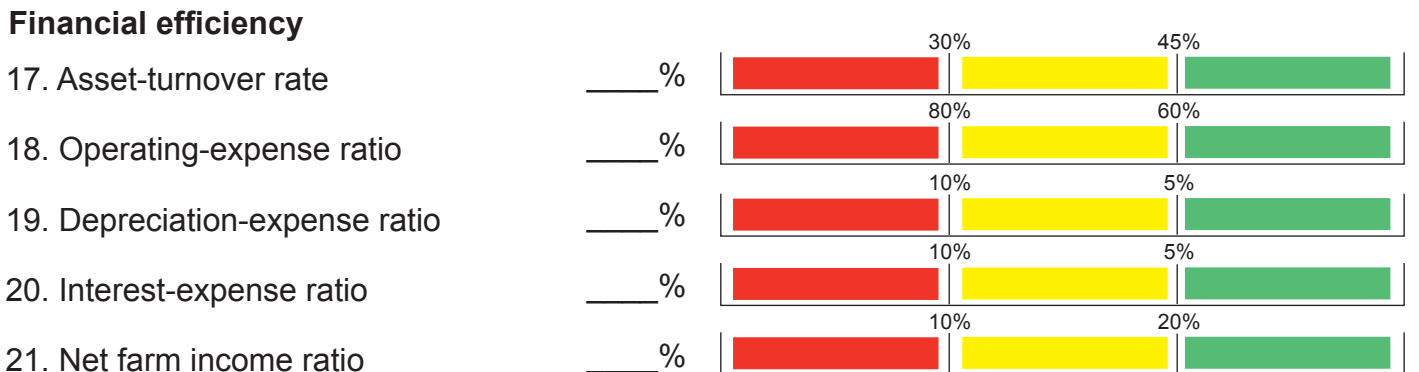
## Profitability



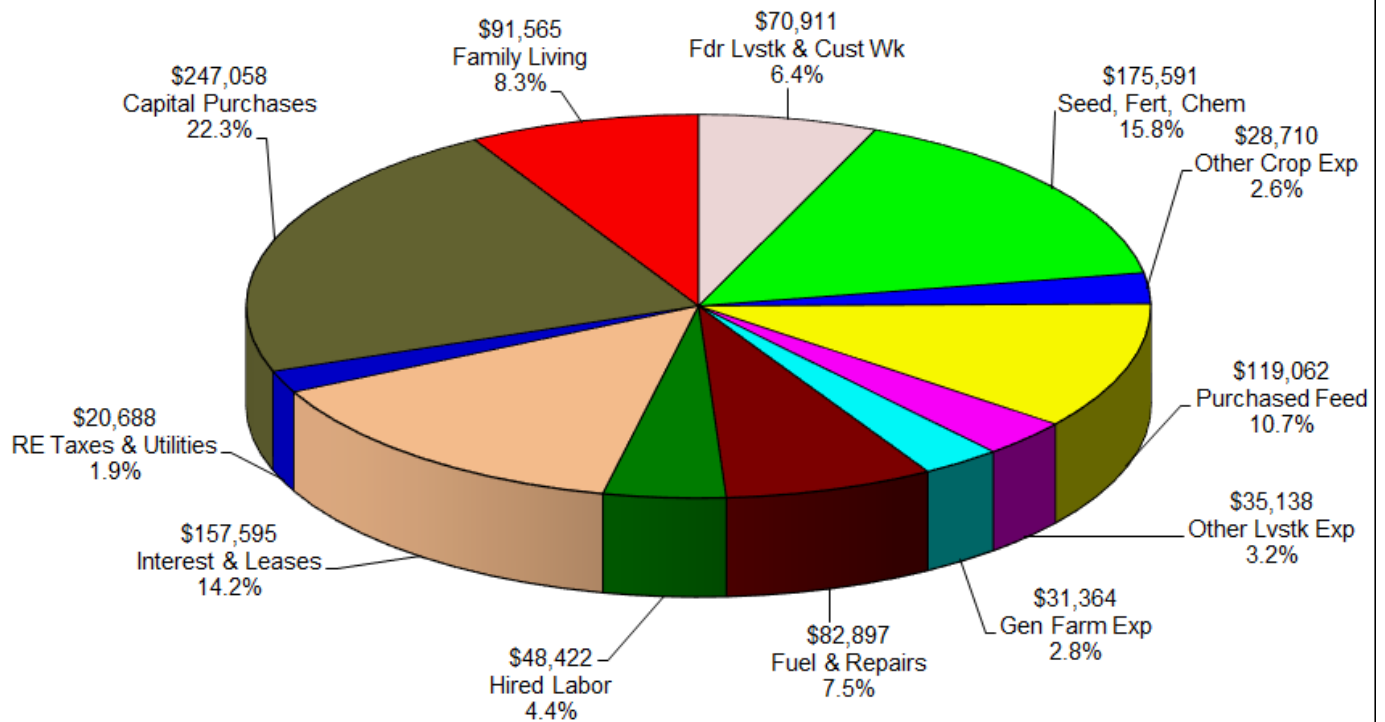
## Repayment capacity



## Financial efficiency



**Each farmer, on average, spent \$1,109,001 in the Greater Community in 2021**



<b>Average Money Spent by Each Farmer in the Greater Community:</b>		<b>\$1,109,001</b>
<b>Average Money Spent by Each Farmer in a</b>	<b>40 Yr. Career:</b>	<b>\$44,360,040</b>
<b>Money Spent in Community by</b>	<b>1,584 Farmers:</b>	<b>\$1,756,657,584</b>

**Your Goals based on current year Analysis**

*Short Term*

*Timeline*

1	
2	
3	
4	

*Intermediate and LongTerm*

*Timeline*

1	
2	
3	
4	