

# 2021

# FARM

# ANALYSIS

# REPORT OF

# MOORHEAD

46<sup>th</sup> Edition

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**NORTHLAND**  
COMMUNITY & TECHNICAL COLLEGE

**Farm Business Management Program**

**[www.NorthlandFBM-Moorhead.com](http://www.NorthlandFBM-Moorhead.com)**

March 17, 2022

## INTRODUCTION

This is the 46<sup>th</sup> edition of this report published by the Northland College-Moorhead MN. Farm Business Management Department. The original numbers for this report came from pages of the account book and/or from computerized records kept by each farm family enrolled in the farm management education program provided by Northland Community and Technical College, Thief River Falls, MN. After a closeout procedure to check the accuracy of the records, the analysis is generated for each individual enrollee.

We use the FINPACK and RANKEM software system developed by the Center for Farm Financial Management, University of Minnesota Extension, to do our year-end analysis. This is an excellent farm financial computer package because it incorporates the year-end analysis with a farmer's beginning and ending Balance Sheet and with their projected Cash Flow.

Use your imagination and figure out ways to use the tables. There are many factors that can affect a farm operations' profitability. We encourage you to look and compare your numbers to the averages and see where you could fine-tune your farming operation. Please feel free to contact Ron or Josh to schedule a review meeting with them before spring planting.

Information about our Farm Business Management program and other financial reports can be found at our website: [www.NorthlandFBM-Moorhead.com](http://www.NorthlandFBM-Moorhead.com)

We wish you a Successful and Prosperous year!

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## **Financial Guideline Measures**

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

### **Liquidity**

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

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

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

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

### **Solvency**

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

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

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

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

### **Profitability**

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

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

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

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

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## ***Financial Guideline Measures***

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

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

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

### **Repayment Capacity**

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

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

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

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

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

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

### **Efficiency**

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

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

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

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

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

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

# Financial Standards Measures

Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>
<b>Number of Farms</b>	79.2	80	87	79	76	74
<b>Liquidity</b>						
Current Ratio	1.63	2.01	1.76	1.38	1.47	1.51
Working Capital	356,504	549,082	428,138	244,154	288,430	272,718
Working Cap/Gross Revenue	27.3%	34.2%	32.5%	21.6%	24.0%	24.1%
<b>Solvency (market)</b>						
Farm Debt to Asset	44%	45%	45%	44%	45%	41%
Farm Equity to Asset	56%	55%	55%	56%	55%	59%
Farm Debt to Equity	0.78	0.83	0.80	0.80	0.80	0.69
<b>Profitability (cost)</b>						
Rate of Return on Assets	4.6%	10.6%	6.3%	-0.3%	3.6%	2.6%
Rate of Return on Equity	5.1%	16.5%	8.2%	-3.8%	3.1%	1.5%
Operating Profit Margin	10.3%	22.1%	15.0%	-0.8%	9.0%	6.4%
Net Farm Income	187,160	413,481	237,943	31,286	144,499	108,593
EBIDTA	313,243	544,414	355,799	156,874	275,977	233,153
<b>Repayment Capacity</b>						
Capital Debt Repay Capacity	206,881	430,180	259,445	39,823	168,638	136,321
Capital Debt Repay Margin	99,345	315,937	153,868	-60,609	58,650	28,879
Replacement Margin	47,512	263,758	107,225	-113,157	5,112	-25,379
Term Debt Coverage Ratio	1.89	3.77	2.46	0.40	1.53	1.27
Replacement Coverage Ratio	1.28	2.58	1.70	0.26	1.03	0.84
<b>Efficiency</b>						
Asset Turnover Rate	41.6%	48.1%	41.6%	37.5%	40.4%	40.2%
Operating Exp Ratio	76.5%	66.1%	73.0%	86.1%	77.7%	79.4%
Depreciation Exp Ratio	6.0%	4.9%	5.1%	6.7%	6.3%	6.8%
Interest Exp Ratio	4.3%	3.3%	4.2%	4.9%	4.7%	4.2%
Net Farm Inc Ratio	13.3%	25.6%	17.0%	2.3%	12.0%	9.6%

**Farm Income Statement**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
<b>Cash Farm Income</b>				
Barley	3,149	12,378	-	236
Beans, Black Turtle	16,236	1,595	12,145	67,441
Beans, Small Red	5,571	-	-	27,853
Corn	276,024	266,622	206,472	620,698
Hay, Alfalfa	5,904	22,483	5,752	422
Hay, Mixed	3,075	1,492	1,940	11,053
Soybeans	294,451	168,093	220,113	620,746
Soybeans Seed	32,932	31,227	8,369	78,373
Sugar Beets	313,339	152,999	175,979	760,148
Sunflowers	3,687	-	-	-
Wheat, Spring	252,207	66,125	206,126	518,185
Miscellaneous crop income	6,431	6,090	17,892	2,075
Livestock income	8,722	31,921	11,696	-
Crop government payments	10,999	7,281	7,245	17,044
CRP payments	422	-	1,457	374
Livestock govt payments	374	1,788	81	-
Other government payments	85,243	72,695	66,746	159,164
Conservation govt payment	310	463	-	1,085
Custom work income	8,050	2,948	4,148	19,680
Patronage dividends, cash	21,047	9,294	12,120	51,358
Crop insurance income	75,409	18,568	16,284	224,347
Sale of resale items	215	-	-	1,077
Farm rental income	37,762	5,930	16,553	76,064
Other farm income	44,551	10,699	28,363	159,002
<b>Gross Cash Farm Income</b>	<b>1,494,415</b>	<b>890,690</b>	<b>1,019,480</b>	<b>3,416,423</b>

**Farm Income Statement (continued)**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	80	16	16	16
<b>Cash Farm Expense</b>				
Seed and plants	170,973	100,186	114,536	396,893
Fertilizer	197,520	119,878	129,699	466,517
Crop chemicals	119,652	88,851	68,928	276,751
Crop insurance	41,258	20,264	32,802	99,547
Drying expense	1,959	565	2,347	5,032
Storage	1,100	2,184	360	812
Packaging and supplies	67	334	-	-
Crop miscellaneous	4,579	2,505	1,990	7,668
Consultants	5,496	2,503	3,692	11,489
Feeder livestock purchase	2,817	6,921	234	6,931
Purchased feed	2,940	14,017	665	-
Veterinary	453	718	100	14
Supplies	358	1,055	395	-
Contract production exp.	66	331	-	-
Interest	57,801	43,395	23,850	143,221
Fuel & oil	47,947	31,856	29,476	109,553
Repairs	104,845	65,793	68,548	248,321
Custom hire	23,109	4,826	22,622	36,041
Hired labor	64,468	40,728	33,601	187,432
Land rent	242,592	176,676	175,102	535,771
Stock/quota lease	30,811	12,970	12,523	70,362
Machinery leases	15,569	14,995	8,818	39,166
Building leases	1,284	813	1,206	3,187
Real estate taxes	12,937	3,216	5,559	39,593
Farm insurance	16,577	12,197	10,701	35,755
Utilities	9,359	6,443	7,883	16,727
Hauling and trucking	2,301	2,794	1,153	3,994
Marketing	1,105	937	381	2,430
Dues & professional fees	7,855	5,891	5,368	16,927
Purchase of resale items	117	-	-	-
Miscellaneous	9,380	5,218	12,025	19,784
Total cash expense	1,197,298	789,059	774,564	2,779,915
Net cash farm income	297,117	101,631	244,916	636,508
<b>Inventory Changes</b>				
Prepays and supplies	99,687	33,015	68,548	288,299
Accounts receivable	-40,650	-27,584	-39,170	-59,108
Hedging accounts	-372	-32,720	-6,542	36,832
Other current assets	-35	-3,350	2,728	448
Crops and feed	136,179	-668	70,596	481,755
Market livestock	805	4,975	-7,943	6,993
Breeding livestock	-513	-2,598	31	-
Other assets	16,756	4,045	9,494	46,125
Accounts payable	-22,361	-11,212	-58,506	-10,567
Accrued interest	4,805	3,239	-1,485	17,759
Total inventory change	194,301	-32,856	37,752	808,536
Net operating profit	491,418	68,776	282,668	1,445,044
<b>Depreciation</b>				
Machinery and equipment	-62,456	-36,988	-29,716	-156,177
Titled vehicles	-5,790	-4,756	-3,171	-13,080
Buildings and improvements	-11,198	-4,706	-3,891	-34,292
Total depreciation	-79,443	-46,450	-36,779	-203,548
Net farm income from operations	411,975	22,326	245,889	1,241,496
Gain or loss on capital sales	1,506	-2,538	-1,275	6,150
Net farm income	413,481	19,787	244,615	1,247,646

**Inventory Changes**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
Net cash farm income	297,117	101,631	244,916	636,508
<b>Crops and Feed</b>				
Ending inventory	688,548	246,647	408,044	1,878,317
Beginning inventory	552,370	247,314	337,448	1,396,562
Inventory change	136,179	-668	70,596	481,755
<b>Market Livestock</b>				
Ending inventory	10,363	43,993	828	6,993
Beginning inventory	9,558	39,018	8,771	-
Inventory change	805	4,975	-7,943	6,993
<b>Accts Receivable</b>				
Ending inventory	61,223	65,365	16,201	166,372
Beginning inventory	101,873	92,949	55,371	225,480
Inventory change	-40,650	-27,584	-39,170	-59,108
<b>Prepaid Expenses and Supplies</b>				
Ending inventory	209,371	51,079	145,007	625,901
Beginning inventory	109,684	18,064	76,458	337,602
Inventory change	99,687	33,015	68,548	288,299
<b>Hedging Activities</b>				
Ending inventory	23,574	13,313	9,632	89,436
Withdrawals	33,268	7,500	-	156,348
Beginning inventory	27,349	36,908	2,692	93,069
Deposits	29,864	16,625	13,481	115,882
Gain or loss	-372	-32,720	-6,542	36,832
<b>Other Current Assets</b>				
Ending inventory	16,661	1,172	4,291	77,622
Beginning inventory	16,695	4,522	1,563	77,174
Inventory change	-35	-3,350	2,728	448
<b>Breeding Livestock</b>				
Ending inventory	11,945	58,977	688	-
Capital sales	135	675	-	-
Beginning inventory	11,776	58,256	563	-
Capital purchases	817	3,993	94	-
Depreciation, capital adjust	-513	-2,598	31	-
<b>Other Capital Assets</b>				
Ending inventory	430,786	204,068	181,447	1,247,338
Capital sales	2,648	-	4,176	5,872
Beginning inventory	399,432	181,993	165,130	1,171,951
Capital purchases	17,246	18,030	11,000	35,134
Depreciation, capital adjust	16,756	4,045	9,494	46,125
<b>Accounts Payable</b>				
Beginning inventory	53,095	57,892	19,157	134,216
Ending inventory	75,456	69,104	77,663	144,783
Inventory change	-22,361	-11,212	-58,506	-10,567
<b>Accrued Interest</b>				
Beginning inventory	30,227	21,857	12,958	68,996
Ending inventory	25,422	18,617	14,443	51,237
Inventory change	4,805	3,239	-1,485	17,759
Total inventory change	194,301	-32,856	37,752	808,536
Net operating profit	491,418	68,776	282,668	1,445,044



**Depreciation**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
Net operating profit	491,418	68,776	282,668	1,445,044
<b>Machinery and Equipment</b>				
Ending inventory	706,110	458,108	338,957	1,675,841
Capital sales	40,340	35,959	12,941	119,038
Beginning inventory	647,759	417,300	294,863	1,538,788
Capital purchases	161,147	113,755	86,751	412,268
Depreciation, capital adjust.	-62,456	-36,988	-29,716	-156,177
<b>Titled Vehicles</b>				
Ending inventory	49,462	38,440	24,506	107,605
Capital sales	1,571	775	3,502	594
Beginning inventory	45,968	32,152	26,306	97,257
Capital purchases	10,855	11,820	4,874	24,022
Depreciation, capital adjust.	-5,790	-4,756	-3,171	-13,080
<b>Buildings and Improvements</b>				
Ending inventory	311,710	106,752	116,910	899,090
Capital sales	3,909	-	16,870	-
Beginning inventory	292,383	110,635	118,306	825,875
Capital purchases	34,433	823	19,366	107,508
Depreciation, capital adjust.	-11,198	-4,706	-3,891	-34,292
Total depreciation, capital adj.	-79,443	-46,450	-36,779	-203,548
Net farm income from operations	411,975	22,326	245,889	1,241,496
Gain or loss on capital sales	1,506	-2,538	-1,275	6,150
Net farm income	413,481	19,787	244,615	1,247,646

**Profitability Measures**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
<b>Profitability (assets valued at cost)</b>				
Net farm income from operations	411,975	22,326	245,889	1,241,496
Rate of return on assets	10.6 %	-0.2 %	12.6 %	12.5 %
Rate of return on equity	16.5 %	-6.6 %	21.8 %	19.1 %
Operating profit margin	22.1 %	-0.4 %	19.3 %	28.1 %
Asset turnover rate	48.1 %	48.8 %	65.1 %	44.2 %
Farm interest expense	52,996	40,156	25,335	125,462
Value of operator lbr and mgmt.	111,804	65,571	68,717	262,852
Return on farm assets	353,167	-3,090	202,508	1,104,105
Average farm assets	3,327,169	1,672,127	1,607,894	8,866,708
Return on farm equity	300,170	-43,246	177,173	978,644
Average farm equity	1,813,799	659,956	813,368	5,121,977
Value of farm production	1,601,293	815,205	1,047,337	3,922,537
	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	80	16	16	16
<b>Profitability (assets valued at market)</b>				
Net farm income from operations	378,550	74,688	267,524	960,983
Rate of return on assets	6.9 %	2.1 %	9.3 %	6.9 %
Rate of return on equity	10.6 %	0.9 %	15.7 %	10.6 %
Operating profit margin	20.0 %	6.0 %	21.4 %	21.0 %
Asset turnover rate	34.4 %	35.4 %	43.5 %	32.7 %
Farm interest expense	52,996	40,156	25,335	125,462
Value of operator lbr and mgmt.	111,804	65,571	68,717	262,852
Return on farm assets	319,742	49,273	224,143	823,593
Average farm assets	4,651,081	2,299,849	2,408,796	11,990,521
Return on farm equity	266,746	9,117	198,807	698,132
Average farm equity	2,524,723	1,026,403	1,267,020	6,575,544
Value of farm production	1,601,293	815,205	1,047,337	3,922,537

**Liquidity & Repayment Capacity Measures**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
<b>Liquidity</b>				
Current ratio	2.01	1.13	2.28	2.19
Working capital	549,082	56,375	395,659	1,610,868
Working capital to gross inc	34.2 %	6.7 %	37.7 %	41.0 %
Current assets	1,091,784	488,084	703,729	2,968,358
Current liabilities	542,702	431,710	308,070	1,357,491
Gross revenues (accrual)	1,607,167	836,142	1,048,236	3,929,468
<b>Repayment capacity</b>				
Net farm income from operations	411,975	22,326	245,889	1,241,496
Depreciation	79,443	46,450	36,779	203,548
Personal income	38,675	41,419	36,994	30,381
Family living/owner withdrawals	-96,034	-78,612	-79,710	-152,773
Cash discrepancy	-164	-427	65	52
Payments on personal debt	-7,747	-10,015	-3,004	-12,611
Income taxes paid	-32,675	-11,372	-15,656	-93,274
Interest on term debt	36,707	27,069	13,714	86,744
Capital debt repayment capacity	430,180	36,838	235,071	1,303,564
Scheduled term debt payments	-114,243	-74,831	-65,478	-271,789
Capital debt repayment margin	315,937	-37,993	169,593	1,031,775
Cash replacement allowance	-52,179	-21,176	-13,811	-150,801
Replacement margin	263,758	-59,170	155,781	880,974
Term debt coverage ratio	3.77	0.49	3.59	4.80
Replacement coverage ratio	2.58	0.38	2.96	3.08

**Balance Sheet at Cost Values**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
<b>Assets</b>				
<b>Current Farm Assets</b>				
Cash and checking balance	82,045	66,515	119,727	123,718
Prepaid expenses & supplies	209,371	51,079	145,007	625,901
Growing crops	322	1,172	438	-
Accounts receivable	61,223	65,365	16,201	166,372
Hedging accounts	23,574	13,313	9,632	89,436
Crops held for sale or feed	688,548	246,647	408,044	1,878,317
Crops under government loan	-	-	-	-
Market livestock held for sale	10,363	43,993	828	6,993
Other current assets	16,339	-	3,852	77,622
Total current farm assets	1,091,784	488,084	703,729	2,968,358
<b>Intermediate Farm Assets</b>				
Breeding livestock	11,945	58,977	688	-
Machinery and equipment	706,110	458,108	338,957	1,675,841
Titled vehicles	49,462	38,440	24,506	107,605
Other intermediate assets	374,371	158,075	146,372	1,109,845
Total intermediate farm assets	1,141,888	713,600	510,522	2,893,292
<b>Long Term Farm Assets</b>				
Farm land	900,567	333,650	341,489	2,519,627
Buildings and improvements	311,710	106,752	116,910	899,090
Other long-term assets	56,415	45,993	35,075	137,493
Total long-term farm assets	1,268,692	486,395	493,475	3,556,210
Total Farm Assets	3,502,364	1,688,080	1,707,726	9,417,861
Total Nonfarm Assets	401,979	383,263	129,665	850,096
Total Assets	3,904,343	2,071,343	1,837,391	10,267,956
<b>Liabilities</b>				
<b>Current Farm Liabilities</b>				
Accrued interest	25,422	18,617	14,443	51,237
Accounts payable	75,456	69,104	77,663	144,783
Current notes	357,162	282,962	162,264	965,775
Government crop loans	-	-	-	-
Principal due on term debt	84,661	61,027	53,700	195,694
Total current farm liabilities	542,702	431,710	308,070	1,357,491
Total intermediate farm liabs	240,138	284,004	176,801	425,478
Total long term farm liabilities	759,837	336,852	320,819	2,038,534
Total farm liabilities	1,542,677	1,052,565	805,691	3,821,502
Total nonfarm liabilities	129,745	122,277	59,223	237,721
Total liabilities	1,672,421	1,174,842	864,914	4,059,223
Net worth (farm and nonfarm)	2,231,922	896,501	972,477	6,208,733
Net worth change	316,378	-32,943	171,678	1,012,490
Percent net worth change	17 %	-4 %	21 %	19 %
<b>Ratio Analysis</b>				
Current farm liabilities / assets	50 %	88 %	44 %	46 %
Intermediate farm liab. / assets	21 %	40 %	35 %	15 %
Long term farm liab. / assets	60 %	69 %	65 %	57 %
Total debt to asset ratio	43 %	57 %	47 %	40 %

**Balance Sheet at Market Values**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	80	16	16	16
<b>Assets</b>				
<b>Current Farm Assets</b>				
Cash and checking balance	82,045	66,515	119,727	123,718
Prepaid expenses & supplies	209,371	51,079	145,007	625,901
Growing crops	322	1,172	438	-
Accounts receivable	61,223	65,365	16,201	166,372
Hedging accounts	23,574	13,313	9,632	89,436
Crops held for sale or feed	688,548	246,647	408,044	1,878,317
Crops under government loan	-	-	-	-
Market livestock held for sale	10,363	43,993	828	6,993
Other current assets	16,339	-	3,852	77,622
<b>Total current farm assets</b>	<b>1,091,784</b>	<b>488,084</b>	<b>703,729</b>	<b>2,968,358</b>
<b>Intermediate Farm Assets</b>				
Breeding livestock	12,138	59,752	875	-
Machinery and equipment	935,245	592,209	489,599	2,233,769
Titled vehicles	67,691	48,037	45,123	147,570
Other intermediate assets	549,826	346,099	219,069	1,411,470
<b>Total intermediate farm assets</b>	<b>1,564,900</b>	<b>1,046,097</b>	<b>754,667</b>	<b>3,792,809</b>
<b>Long Term Farm Assets</b>				
Farm land	1,706,518	607,199	851,136	4,377,576
Buildings and improvements	399,633	143,206	163,199	1,174,536
Other long-term assets	95,406	56,902	58,537	278,457
<b>Total long-term farm assets</b>	<b>2,201,556</b>	<b>807,307</b>	<b>1,072,872</b>	<b>5,830,570</b>
<b>Total Farm Assets</b>	<b>4,858,240</b>	<b>2,341,488</b>	<b>2,531,268</b>	<b>12,591,737</b>
<b>Total Nonfarm Assets</b>	<b>589,972</b>	<b>516,547</b>	<b>274,378</b>	<b>1,233,109</b>
<b>Total Assets</b>	<b>5,448,212</b>	<b>2,858,036</b>	<b>2,805,646</b>	<b>13,824,846</b>
<b>Liabilities</b>				
<b>Current Farm Liabilities</b>				
Accrued interest	25,422	18,617	14,443	51,237
Accounts payable	75,456	69,104	77,663	144,783
Current notes	357,162	282,962	162,264	965,775
Government crop loans	-	-	-	-
Principal due on term debt	84,661	61,027	53,700	195,694
<b>Total current farm liabilities</b>	<b>542,702</b>	<b>431,710</b>	<b>308,070</b>	<b>1,357,491</b>
<b>Total intermediate farm liabs</b>	<b>240,138</b>	<b>284,004</b>	<b>176,801</b>	<b>425,478</b>
<b>Total long term farm liabilities</b>	<b>759,837</b>	<b>336,852</b>	<b>320,819</b>	<b>2,038,534</b>
<b>Total farm liabilities</b>	<b>1,542,677</b>	<b>1,052,565</b>	<b>805,691</b>	<b>3,821,502</b>
<b>Total nonfarm liabilities</b>	<b>129,745</b>	<b>122,277</b>	<b>59,223</b>	<b>237,721</b>
<b>Total liabs excluding deferreds</b>	<b>1,672,421</b>	<b>1,174,842</b>	<b>864,914</b>	<b>4,059,223</b>
<b>Total deferred liabilities</b>	<b>699,961</b>	<b>289,714</b>	<b>382,653</b>	<b>1,948,348</b>
<b>Total liabilities</b>	<b>2,372,382</b>	<b>1,464,556</b>	<b>1,247,567</b>	<b>6,007,571</b>
<b>Retained earnings</b>	<b>2,231,922</b>	<b>896,501</b>	<b>972,477</b>	<b>6,208,733</b>
<b>Market valuation equity</b>	<b>843,908</b>	<b>496,978</b>	<b>585,603</b>	<b>1,608,542</b>
<b>Net worth (farm and nonfarm)</b>	<b>3,075,830</b>	<b>1,393,480</b>	<b>1,558,079</b>	<b>7,817,275</b>
<b>Net worth excluding deferreds</b>	<b>3,775,791</b>	<b>1,683,194</b>	<b>1,940,732</b>	<b>9,765,623</b>
<b>Net worth change</b>	<b>315,077</b>	<b>55,796</b>	<b>236,309</b>	<b>772,751</b>
<b>Percent net worth change</b>	<b>11 %</b>	<b>4 %</b>	<b>18 %</b>	<b>11 %</b>
<b>Ratio Analysis</b>				
Current farm liabilities / assets	50 %	88 %	44 %	46 %
Intermediate farm liab. / assets	15 %	27 %	23 %	11 %
Long term farm liab. / assets	35 %	42 %	30 %	35 %
Total debt to asset ratio	44 %	51 %	44 %	43 %
Debt to assets excl deferreds	31 %	41 %	31 %	29 %

**Statement Of Cash Flows**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
Beginning cash (farm & nonfarm)	120,951	93,075	126,626	259,750
<b>Cash Provided By Operating Activities</b>				
Gross cash farm income	1,494,415	890,690	1,019,480	3,416,423
Total cash farm expense	-1,197,298	-789,059	-774,564	-2,779,915
Net cash from hedging transactions	3,404	-9,125	-13,481	40,466
Cash provided by operating	300,521	92,506	231,435	676,974
<b>Cash Provided By Investing Activities</b>				
Sale of breeding livestock	135	675	-	-
Sale of machinery & equipment	37,796	33,418	12,450	109,680
Sale of titled vehicles	1,371	778	2,719	594
Sale of farm land	8,083	-	-	25,413
Sale of farm buildings	3,909	-	16,870	-
Sale of other farm assets	3,242	-	4,176	5,872
Sale of nonfarm assets	13,337	10,552	4,379	-
Purchase of breeding livestock	-817	-3,993	-94	-
Purchase of machinery & equip.	-161,147	-113,755	-86,751	-412,268
Purchase of titled vehicles	-10,855	-11,820	-4,874	-24,022
Purchase of farm land	-73,457	-	-42,775	-211,894
Purchase of farm buildings	-34,433	-823	-19,366	-107,508
Purchase of other farm assets	-17,246	-18,030	-11,000	-35,134
Purchase of nonfarm assets	-50,316	-47,183	-3,828	-132,048
Cash provided by investing	-280,401	-150,181	-128,094	-781,315
<b>Cash Provided By Financing Activities</b>				
Money borrowed	899,213	613,595	275,523	2,492,796
Principal payments	-851,570	-524,578	-311,968	-2,302,190
Personal income	38,675	41,419	36,994	30,381
Family living/owner withdrawals	-96,034	-78,612	-79,710	-152,773
Income and social security tax	-26,596	-9,872	-13,889	-72,389
Capital contributions	-	-	-	-
Capital distributions	-2,662	-	-12,339	-
Dividends paid	-	-	-	-
Cash gifts and inheritances	1,989	5,023	381	3,963
Gifts given	-1,807	-	-	-8,260
Other cash flows	-	-	-	-
Cash provided by financing	-38,791	46,975	-105,009	-8,472
Net change in cash balance	-18,671	-10,700	-1,667	-112,813
Ending cash (farm & nonfarm)	102,116	81,947	125,023	146,990
Discrepancy	164	427	-65	-52

**Financial Standards Measures**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
<b>Liquidity</b>				
Current ratio	2.01	1.13	2.28	2.19
Working capital	549,082	56,375	395,659	1,610,868
Working capital to gross inc	34.2 %	6.7 %	37.7 %	41.0 %
<b>Solvency (market)</b>				
Farm debt to asset ratio	45 %	56 %	46 %	45 %
Farm equity to asset ratio	55 %	44 %	54 %	55 %
Farm debt to equity ratio	0.83	1.28	0.85	0.82
<b>Profitability (cost)</b>				
Rate of return on farm assets	10.6 %	-0.2 %	12.6 %	12.5 %
Rate of return on farm equity	16.5 %	-6.6 %	21.8 %	19.1 %
Operating profit margin	22.1 %	-0.4 %	19.3 %	28.1 %
Net farm income	413,481	19,787	244,615	1,247,646
EBITDA	544,414	108,932	308,003	1,570,506
<b>Repayment Capacity</b>				
Capital debt repayment capacity	430,180	36,838	235,071	1,303,564
Capital debt repayment margin	315,937	-37,993	169,593	1,031,775
Replacement margin	263,758	-59,170	155,781	880,974
Term debt coverage ratio	3.77	0.49	3.59	4.80
Replacement coverage ratio	2.58	0.38	2.96	3.08
<b>Efficiency</b>				
Asset turnover rate (cost)	48.1 %	48.8 %	65.1 %	44.2 %
Operating expense ratio	66.1 %	87.0 %	70.6 %	60.0 %
Depreciation expense ratio	4.9 %	5.6 %	3.5 %	5.2 %
Interest expense ratio	3.3 %	4.8 %	2.4 %	3.2 %
Net farm income ratio	25.6 %	2.7 %	23.5 %	31.6 %

**Crop Production and Marketing Summary**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
<b>Acreage Summary</b>				
Total acres owned	443	177	252	1,040
Total crop acres	2,104	1,388	1,240	4,743
Crop acres owned	404	164	220	1,061
Crop acres cash rented	1,657	1,175	905	3,631
Crop acres share rented	43	49	114	52
Total pasture acres	30	148	-	-
Percent crop acres owned	19 %	12 %	18 %	22 %
Mach invest/crop acre cost	338	341	223	360
Mach invest/crop acre market	446	428	339	481
<b>Average Price Received (Cash Sales Only)</b>				
Soybeans per bushel	11.62	10.81	11.94	11.94
Wheat, Spring per bushel	7.20	8.97	7.59	7.07
Corn per bushel	4.87	5.34	4.74	4.74
Soybeans Seed per bushel	13.57	-	-	-
Hay, Alfalfa per ton	153.85	-	-	-
Soybeans, Food per bushel	14.52	-	-	-
<b>Average Yield Per Acre</b>				
Soybeans (bushel)	31.22	32.71	30.83	30.81
Corn (bushel)	133.49	131.87	146.11	129.57
Sugar Beets (ton)	28.93	28.53	31.01	28.85
Wheat, Spring (bushel)	57.70	55.46	59.03	59.01
Soybeans Seed (bushel)	34.15	28.41	-	36.09
Hay, Alfalfa (ton)	2.24	-	-	-
Soybeans, Food (bushel)	28.13	30.99	-	-



**Household and Personal Expenses**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>
Number of farms	18
Average family size	3.3
<b>Family Living Expenses</b>	
Food and meals expense	12,967
Medical care	5,370
Health insurance	5,826
Cash donations	4,292
Household supplies	5,460
Clothing	3,471
Personal care	2,240
Child / Dependent care	429
Alimony and child support	6,145
Gifts	1,890
Education	2,929
Recreation	8,648
Utilities (household share)	4,485
Personal vehicle operating exp	5,949
Household real estate taxes	2,121
Dwelling rent	-
Household repairs	8,755
Personal interest	6,378
Disability / Long term care ins	468
Life insurance payments	1,978
Personal property insurance	1,669
Miscellaneous	8,582
Total cash family living expense	100,050
Family living from the farm	-
Total family living	100,050
<b>Other Nonfarm Expenditures</b>	
Income taxes	30,253
Furnishing & appliance purchases	-
Nonfarm vehicle purchases	4,854
Nonfarm real estate purchases	-5,524
Other nonfarm capital purchases	-82
Nonfarm savings & investments	25,476
Total other nonfarm expenditures	54,976
Total cash family living investment & nonfarm capital purch	155,026

**Statement Of Owner's Equity**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
Beginning net worth	2,760,752	1,337,684	1,321,771	7,044,524
Net farm income	413,481	19,787	244,615	1,247,646
Personal income	38,675	41,419	36,994	30,381
Family living/owner withdrawals	-96,034	-78,612	-79,710	-152,773
Dividends paid	-	-	-	-
Income taxes (accrued)	-32,675	-11,372	-15,656	-93,274
Change in personal assets	-4,341	-9,349	-2,120	-15,310
Change in nonfarm accounts payable	-84	588	-552	66
Total change in retained earnings	318,858	-37,965	183,636	1,016,788
Capital contributions	-	-	-	-
Gifts and inheritances received	1,989	5,023	381	3,963
Debts forgiven	-	-	-	-
Gifts given	-1,807	-	-	-8,260
Capital distributions	-2,662	-	-12,339	-
Total change in contributed capital	-2,480	5,023	-11,958	-4,297
Chg in mkt value of capital assets	105,000	96,649	93,977	154,863
Change in deferred liabilities (-)	-106,300	-7,911	-29,346	-394,602
Total change in market valuation	-1,301	88,738	64,631	-239,739
Total change in net worth	315,077	55,796	236,309	772,751
Ending net worth calculated	3,075,994	1,393,907	1,558,014	7,817,222
Ending net worth reported	3,075,830	1,393,480	1,558,079	7,817,275
Discrepancy	164	427	-65	-52

**Operator and Labor Information**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
<b>Operator Information</b>				
Average number of operators	1.1	0.9	1.0	1.6
Average age of operators	47.5	42.9	43.6	50.4
Average number of years farming	23.6	18.9	20.1	29.0
<b>Results Per Operator</b>				
Working capital	512,264	59,933	415,118	1,030,955
Total assets (market)	5,082,880	3,038,443	2,943,629	8,847,901
Total liabilities	2,213,301	1,557,003	1,308,922	3,844,845
Net worth (market)	2,869,579	1,481,440	1,634,706	5,003,056
Net worth excl deferred liabs	3,522,604	1,789,442	2,036,178	6,249,999
Gross farm income	1,499,398	888,922	1,099,789	2,514,860
Total farm expense	1,115,049	865,187	841,807	1,720,302
Net farm income from operations	384,349	23,735	257,982	794,557
Net nonfarm income	36,082	44,034	38,814	19,444
Family living & tax withdrawals	120,231	96,118	99,988	157,436
Total acres owned	413.3	188.2	264.0	665.8
Total crop acres	1,962.9	1,475.4	1,301.1	3,035.5
Crop acres owned	376.7	174.1	231.1	678.8
Crop acres cash rented	1,546.0	1,249.3	950.0	2,323.8
Crop acres share rented	40.2	52.0	120.0	33.0
Total pasture acres	27.6	157.1	-	-
<b>Labor Analysis</b>				
Number of farms	80	16	16	16
Total unpaid labor hours	1,964	1,583	1,628	3,344
Total hired labor hours	3,094	1,667	1,868	9,079
Total labor hours per farm	5,058	3,249	3,496	12,423
Unpaid hours per operator	1,832	1,682	1,708	2,140
Value of farm production / hour	316.58	250.90	299.61	315.74
Net farm income / unpaid hour	209.76	14.11	151.03	371.29
Average hourly hired labor wage	25.48	31.70	22.11	24.60
<b>Partnerships &amp; LLCs</b>				
Number of farms	8	-	1	5
Number of operators	2.1	-	-	2.6
Owner withdrawals per farm	-	-	-	-
Withdrawals per operator	-	-	-	-
<b>Corporations</b>				
Number of farms	6	1	2	1
Number of operators	1.2	-	-	-

**Nonfarm Summary**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
<b>Nonfarm Income</b>				
Personal wages & salary	24,385	27,343	31,593	8,340
Net nonfarm business income	1,942	8,304	-	13
Personal rental income	227	-	250	686
Personal interest income	114	99	8	389
Tax refunds	1,245	1,452	1,419	1,578
Other nonfarm income	10,764	4,221	3,724	19,375
Total nonfarm income	38,675	41,419	36,994	30,381
Gifts and inheritances	1,989	5,023	381	3,963
<b>Nonfarm Assets (market)</b>				
Checking & savings	20,071	15,432	5,296	23,272
Stocks & bonds	16,248	40,841	7,223	23,797
Other current assets	10,028	11,960	5,171	24,468
Furniture & appliances	10,508	9,190	4,125	15,188
Nonfarm vehicles	30,163	29,078	19,435	47,463
Cash value of life ins.	20,173	3,194	32,812	36,050
Retirement accounts	186,883	155,789	117,747	342,795
Other intermediate assets	20,259	88,252	3,482	3,604
Nonfarm real estate	213,274	129,999	77,595	462,518
Personal bus. investment	16,603	3,125	-	79,892
Other long term assets	45,761	29,688	1,492	174,064
Total nonfarm assets	589,972	516,547	274,378	1,233,109
<b>Nonfarm Liabilities</b>				
Accrued interest	412	219	179	493
Accounts payable	422	128	916	-
Current notes	282	177	63	-
Princ due on term debt	8,396	12,163	3,344	13,875
Total current liabilities	32,382	17,749	18,719	80,555
Intermediate liabilities	9,650	32,616	1,139	2,727
Long term liabilities	87,713	71,912	39,366	154,438
Total nonfarm liabilities	129,745	122,277	59,223	237,721
Nonfarm net worth	460,227	394,271	215,154	995,388
Nonfarm debt to asset ratio	22 %	24 %	22 %	19 %

**Financial Summary Excluding Deferred Liabilities**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
<b>Income Statement</b>				
Gross cash farm income	1,494,415	890,690	1,019,480	3,416,423
Total cash farm expense	1,197,298	789,059	774,564	2,779,915
Net cash farm income	297,117	101,631	244,916	636,508
Inventory change	194,301	-32,856	37,752	808,536
Depreciation	-79,443	-46,450	-36,779	-203,548
Net farm income from operations	411,975	22,326	245,889	1,241,496
Gain or loss on capital sales	1,506	-2,538	-1,275	6,150
Average net farm income	413,481	19,787	244,615	1,247,646
Median net farm income	247,945	35,434	247,945	932,250
<b>Profitability (cost)</b>				
Rate of return on assets	10.6 %	-0.2 %	12.6 %	12.5 %
Rate of return on equity	16.5 %	-6.6 %	21.8 %	19.1 %
Operating profit margin	22.1 %	-0.4 %	19.3 %	28.1 %
Asset turnover rate	48.1 %	48.8 %	65.1 %	44.2 %
<b>Profitability (market)</b>				
Rate of return on assets	6.9 %	2.1 %	9.3 %	6.9 %
Rate of return on equity	8.8 %	0.8 %	12.8 %	8.7 %
Operating profit margin	20.0 %	6.0 %	21.4 %	21.0 %
Asset turnover rate	34.4 %	35.4 %	43.5 %	32.7 %
<b>Liquidity &amp; Repayment (end of year)</b>				
Current assets	1,091,784	488,084	703,729	2,968,358
Current liabilities	542,702	431,710	308,070	1,357,491
Current ratio	2.01	1.13	2.28	2.19
Working capital	549,082	56,375	395,659	1,610,868
Change in working capital	194,641	-60,220	110,123	659,943
Working capital to gross inc	34.2 %	6.7 %	37.7 %	41.0 %
Term debt coverage ratio	3.77	0.49	3.59	4.80
Replacement coverage ratio	2.58	0.38	2.96	3.08
Term debt to EBITDA	1.68	5.20	1.51	1.44
<b>Solvency (end of year at cost)</b>				
Number of farms	80	16	16	16
Total assets	3,904,343	2,071,343	1,837,391	10,267,956
Total liabilities	1,672,421	1,174,842	864,914	4,059,223
Net worth	2,231,922	896,501	972,477	6,208,733
Net worth change	316,378	-32,943	171,678	1,012,490
Farm debt to asset ratio	44 %	62 %	47 %	41 %
Total debt to asset ratio	43 %	57 %	47 %	40 %
Change in earned net worth %	17 %	-4 %	21 %	19 %
<b>Solvency (end of year at market)</b>				
Number of farms	80	16	16	16
Total assets	5,448,212	2,858,036	2,805,646	13,824,846
Total liabilities	1,672,421	1,174,842	864,914	4,059,223
Net worth	3,775,791	1,683,194	1,940,732	9,765,623
Total net worth change	421,378	63,706	265,655	1,167,353
Farm debt to asset ratio	32 %	45 %	32 %	30 %
Total debt to asset ratio	31 %	41 %	31 %	29 %
Change in total net worth %	13 %	4 %	16 %	14 %
<b>Nonfarm Information</b>				
Net nonfarm income	38,675	41,419	36,994	30,381
Farms reporting living expenses	18	2	1	4
Total family living expense	100,050	-	-	-
Total living, invest, cap. purch	155,026	-	-	-
<b>Crop Acres</b>				
Total crop acres	2,104	1,388	1,240	4,743
Total crop acres owned	404	164	220	1,061
Total crop acres cash rented	1,657	1,175	905	3,631
Total crop acres share rented	43	49	114	52
Machinery value per crop acre	446	428	339	481

**Summary Farm Income Statement**  
**2021 Moorhead Farm Business Management Annual Report**  
**(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	80	16	16	16
Crop sales	1,213,007	729,104	854,787	2,707,228
Crop inventory change	136,179	-668	70,596	481,755
Gross crop income	1,349,186	728,436	925,383	3,188,983
Livestock sales	8,429	30,449	11,696	-
Livestock inventory change	805	4,975	-7,943	6,993
Gross livestock income	9,234	35,424	3,753	6,993
Government payments	97,347	82,227	75,529	177,667
Other cash farm income	175,633	48,911	77,467	531,528
Change in accounts receivable	-40,650	-27,584	-39,170	-59,108
Gain or loss on hedging accounts	-372	-32,720	-6,542	36,832
Change in other assets	17,303	4,045	11,784	46,573
Gain or loss on breeding lvst	-513	-2,598	31	-
Gross farm income	1,607,167	836,142	1,048,236	3,929,468
Cash operating expenses	1,139,497	745,664	750,714	2,636,694
Change in prepaids and supplies	-99,687	-33,015	-68,548	-288,299
Change in growing crops	582	3,350	-438	-
Change in accounts payable	22,361	11,212	58,506	10,567
Depreciation	79,443	46,450	36,779	203,548
Total operating expense	1,142,196	773,661	777,012	2,562,511
Interest paid	57,801	43,395	23,850	143,221
Change in accrued interest	-4,805	-3,239	1,485	-17,759
Total interest expense	52,996	40,156	25,335	125,462
Total expenses	1,195,193	813,817	802,347	2,687,972
Net farm income from operations	411,975	22,326	245,889	1,241,496
Gain or loss on capital sales	1,506	-2,538	-1,275	6,150
Net farm income	413,481	19,787	244,615	1,247,646

## Per Operator Information

Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>
<b>Number of Farms</b>	79.2	80	87	79	76	74
<b>Operator Information</b>						
Ave Age of Operator	47.4	47.5	47.6	47.2	46.7	47.8
Ave Years Farming	24.3	23.6	24.9	24.4	23.7	24.9
Net Farm Income / Op	170,010	384,349	204,698	22,624	135,779	102,601
Net Non-farm Income	30,484	36,082	31,106	24,939	31,624	28,669
Family Living + Income Taxes	102,788	120,231	91,386	99,626	103,499	99,198
<b>Crop Acres per Operator</b>						
Total Crop Acres	1,885.3	1,962.9	1,888.7	1,807.1	1,909.9	1,857.7
Crop Acres Owned	415.9	413.3	426.1	363.9	450.9	425.1
Crop Acres Cash Rented	1,466.1	1,546.0	1,487.9	1,405.5	1,488.3	1,402.7
Crop Acres Share Rented	36.1	40.2	44.8	37.6	27.7	30.0
<b>Labor Analysis</b>						
Total labor Hours per farm	5,179	5,058	5,163	5,271	5,118	5,285
Value of farm prod/hour	246.06	316.58	254.03	213.62	233.58	212.51
Net farm Income / unpaid hour	97.70	209.76	111.34	12.78	86.12	68.48

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Return to Overhead)**

**Corn on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	26	5	5	6
Acres	234.97	87.48	180.04	282.17
Yield per acre (bu.)	138.50	97.61	145.07	166.54
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	5.49	5.16	5.31	5.89
Total product return per acre	760.26	503.41	769.61	981.17
Hedging gains/losses per acre	-7.72	-1.40	-	-
Crop insurance per acre	33.60	95.20	-	-
Other crop income per acre	5.62	3.83	2.22	6.32
Gross return per acre	791.76	601.05	771.83	987.49
<b>Direct Expenses</b>				
Seed and plants	91.04	99.85	93.83	96.01
Fertilizer	117.45	122.66	138.25	106.11
Crop chemicals	26.88	25.89	31.38	29.04
Crop insurance	21.08	23.94	21.92	15.48
Drying expense	2.42	1.41	1.04	0.53
Storage	0.26	0.05	1.75	-
Fuel & oil	24.68	32.39	23.89	29.52
Repairs	56.39	48.99	63.29	63.13
Custom hire	1.85	2.34	3.42	-
Hired labor	10.80	-	-	34.13
Machinery leases	0.91	7.43	1.01	0.84
Marketing	0.40	0.20	1.17	-
Operating interest	6.47	15.05	8.73	4.10
Miscellaneous	6.40	1.73	1.14	17.01
Total direct expenses per acre	367.02	381.93	390.82	395.91
Return over direct exp per acre	424.73	219.12	381.01	591.58
<b>Overhead Expenses</b>				
Hired labor	27.46	24.41	35.95	18.60
Machinery leases	7.69	0.09	2.99	22.32
RE & pers. property taxes	24.28	20.48	23.59	24.37
Farm insurance	8.80	7.99	11.78	10.18
Utilities	6.80	7.73	14.30	5.70
Dues & professional fees	5.04	3.16	4.35	5.98
Interest	51.08	46.45	44.87	43.39
Mach & bldg depreciation	44.31	30.25	39.99	41.75
Miscellaneous	5.07	8.39	4.81	8.30
Total overhead expenses per acre	180.54	148.94	182.61	180.58
Total dir & ovhd expenses per acre	547.56	530.87	573.43	576.48
Net return per acre	244.20	70.18	198.40	411.00
Government payments	3.92	6.99	5.16	3.69
Net return with govt pmts	248.11	77.17	203.56	414.69
Labor & management charge	68.03	59.43	78.47	83.81
Net return over lbr & mgt	180.08	17.74	125.09	330.89
<b>Cost of Production</b>				
Total direct expense per bu.	2.65	3.91	2.69	2.38
Total dir & ovhd exp per bu.	3.95	5.44	3.95	3.46
Less govt & other income	3.70	4.37	3.90	3.40
With labor & management	4.19	4.98	4.44	3.90
Net value per unit	5.43	5.14	5.31	5.89
Machinery cost per acre	131.27	123.22	136.52	145.08
Est. labor hours per acre	2.69	2.71	2.83	3.64



**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Return to Overhead)**

**Corn on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	48	9	9	10
Acres	625.95	482.96	401.18	726.00
Yield per acre (bu.)	131.27	119.43	135.44	157.32
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	5.45	4.99	5.41	5.97
Total product return per acre	715.18	595.95	733.09	939.55
Hedging gains/losses per acre	-12.46	-6.38	-	-30.68
Crop insurance per acre	48.65	29.35	1.43	21.95
Other crop income per acre	2.58	1.55	3.40	4.00
Gross return per acre	753.95	620.48	737.92	934.82
<b>Direct Expenses</b>				
Seed and plants	89.97	92.86	90.61	91.20
Fertilizer	126.37	127.90	130.31	114.94
Crop chemicals	30.31	26.66	32.10	26.24
Crop insurance	22.06	22.96	18.99	18.66
Drying expense	2.62	2.38	2.24	1.54
Storage	0.37	0.00	1.40	-
Fuel & oil	24.40	29.50	20.38	26.23
Repairs	50.68	55.86	46.85	54.19
Custom hire	6.06	2.20	16.17	4.70
Hired labor	5.38	-	-	18.85
Land rent	137.67	155.92	134.36	144.64
Machinery leases	1.08	2.89	-	1.96
Marketing	0.40	1.44	0.54	0.02
Operating interest	7.63	15.87	7.88	2.42
Miscellaneous	4.53	4.46	1.92	9.95
Total direct expenses per acre	509.54	540.90	503.76	515.57
Return over direct exp per acre	244.41	79.58	234.16	419.26
<b>Overhead Expenses</b>				
Hired labor	23.55	31.57	25.41	18.12
Machinery leases	4.52	1.54	0.31	11.04
Building leases	0.78	0.52	0.33	0.18
Farm insurance	7.28	7.95	8.13	7.77
Utilities	4.77	4.48	6.42	5.15
Dues & professional fees	3.19	4.34	3.26	3.44
Interest	4.11	7.31	3.97	3.60
Mach & bldg depreciation	38.88	32.97	37.75	45.29
Miscellaneous	4.74	12.60	1.53	3.53
Total overhead expenses per acre	91.81	103.28	87.11	98.12
Total dir & ovhd expenses per acre	601.35	644.18	590.86	613.69
Net return per acre	152.60	-23.70	147.06	321.14
Government payments	4.41	6.18	3.39	2.60
Net return with govt pmts	157.01	-17.52	150.45	323.73
Labor & management charge	59.07	47.49	67.37	71.68
Net return over lbr & mgt	97.94	-65.01	83.08	252.06
<b>Cost of Production</b>				
Total direct expense per bu.	3.88	4.53	3.72	3.28
Total dir & ovhd exp per bu.	4.58	5.39	4.36	3.90
Less govt & other income	4.25	5.14	4.30	3.91
With labor & management	4.70	5.53	4.80	4.37
Net value per unit	5.35	4.94	5.41	5.78
Machinery cost per acre	123.82	125.92	122.08	136.12
Est. labor hours per acre	2.34	2.20	2.12	2.88

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Return to Overhead)**

**Hay, Alfalfa on Cash Rent**

	<u>Avg. Of All Farms</u>
Number of farms	6
Acres	215.08
Yield per acre (ton)	2.18
Operators share of yield %	100.00
Value per ton	152.22
Total product return per acre	331.63
Crop insurance per acre	1.93
Other crop income per acre	2.67
Gross return per acre	336.23
<b>Direct Expenses</b>	
Fertilizer	14.83
Crop chemicals	3.21
Crop insurance	2.38
Fuel & oil	20.75
Repairs	34.89
Custom hire	5.97
Land rent	152.51
Machinery leases	21.41
Operating interest	10.43
Miscellaneous	2.18
Total direct expenses per acre	268.56
Return over direct exp per acre	67.67
<b>Overhead Expenses</b>	
Hired labor	24.22
Machinery leases	1.56
Farm insurance	7.04
Utilities	3.96
Dues & professional fees	1.73
Interest	4.04
Mach & bldg depreciation	25.76
Miscellaneous	3.40
Total overhead expenses per acre	71.72
Total dir & ovhd expenses per acre	340.28
Net return per acre	-4.05
Government payments	0.32
Net return with govt pmts	-3.73
Labor & management charge	31.59
Net return over lbr & mgt	-35.32
<b>Cost of Production</b>	
Total direct expense per ton	123.27
Total dir & ovhd exp per ton	156.19
Less govt & other income	153.93
With labor & management	168.43
Net value per unit	152.22
Machinery cost per acre	110.94
Est. labor hours per acre	1.65

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Return to Overhead)**

**Soybeans on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	34	6	7	7
Acres	308.71	277.42	389.94	388.04
Yield per acre (bu.)	31.11	22.48	26.18	42.68
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	12.62	12.42	12.40	12.92
Total product return per acre	392.48	279.30	324.75	551.50
Hedging gains/losses per acre	-2.21	-	0.09	-7.30
Crop insurance per acre	55.66	52.49	93.37	24.92
Other crop income per acre	4.58	8.06	3.62	4.42
Gross return per acre	450.51	339.85	421.83	573.54
<b>Direct Expenses</b>				
Seed and plants	61.37	60.26	71.51	50.83
Fertilizer	12.53	20.18	6.78	9.36
Crop chemicals	38.48	47.08	41.51	30.63
Crop insurance	20.43	16.47	16.61	24.82
Fuel & oil	13.31	17.89	11.35	12.62
Repairs	29.52	27.08	25.47	31.38
Custom hire	1.61	0.87	0.80	4.47
Hired labor	0.50	-	-	0.96
Machinery leases	1.66	8.04	-	-
Marketing	0.58	0.05	0.93	0.63
Operating interest	4.11	8.10	2.42	3.03
Miscellaneous	3.27	3.31	1.33	4.87
Total direct expenses per acre	187.37	209.32	178.71	173.59
Return over direct exp per acre	263.14	130.53	243.12	399.95
<b>Overhead Expenses</b>				
Hired labor	15.04	22.02	16.82	12.14
Machinery leases	2.16	0.90	0.96	3.92
Building leases	0.33	0.02	0.64	0.32
RE & pers. property taxes	24.60	20.43	20.08	29.46
Farm insurance	6.69	6.92	6.91	6.39
Utilities	3.65	5.09	4.36	3.42
Dues & professional fees	3.15	4.65	2.99	3.07
Interest	63.45	53.39	59.28	66.85
Mach & bldg depreciation	24.51	24.32	26.55	24.94
Miscellaneous	2.47	3.05	1.29	1.57
Total overhead expenses per acre	146.06	140.77	139.88	152.08
Total dir & ovhd expenses per acre	333.43	350.09	318.59	325.68
Net return per acre	117.08	-10.24	103.25	247.87
Government payments	4.65	7.73	4.47	4.93
Net return with govt pmts	121.73	-2.51	107.71	252.79
Labor & management charge	34.58	36.87	33.94	38.61
Net return over lbr & mgt	87.16	-39.38	73.78	214.18
<b>Cost of Production</b>				
Total direct expense per bu.	6.02	9.31	6.83	4.07
Total dir & ovhd exp per bu.	10.72	15.57	12.17	7.63
Less govt & other income	8.70	12.53	8.29	7.00
With labor & management	9.82	14.17	9.59	7.90
Net value per unit	12.55	12.42	12.41	12.75
Machinery cost per acre	72.30	76.47	65.77	77.17
Est. labor hours per acre	1.34	2.05	1.07	1.27

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Return to Overhead)**

**Soybeans on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	50	10	10	10
Acres	675.08	630.09	856.23	782.31
Yield per acre (bu.)	31.07	27.36	28.80	36.43
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	12.41	12.20	12.35	12.68
Total product return per acre	385.56	333.96	355.60	461.71
Hedging gains/losses per acre	-1.60	-2.94	-	-3.49
Crop insurance per acre	50.32	24.97	76.03	34.87
Other crop income per acre	2.88	4.28	2.85	2.19
Gross return per acre	437.16	360.27	434.48	495.28
<b>Direct Expenses</b>				
Seed and plants	60.42	65.17	65.07	51.60
Fertilizer	13.36	21.51	8.66	15.16
Crop chemicals	37.18	34.34	40.00	32.98
Crop insurance	21.53	22.24	20.45	20.93
Fuel & oil	13.92	18.92	11.50	12.40
Repairs	28.49	27.47	28.87	24.31
Custom hire	4.08	2.33	1.39	8.31
Hired labor	0.39	1.52	-	0.46
Land rent	136.90	149.79	136.86	132.38
Machinery leases	0.54	-	-	-
Marketing	0.42	0.07	0.46	0.54
Operating interest	4.33	4.86	3.11	2.79
Miscellaneous	3.67	5.31	2.15	5.13
Total direct expenses per acre	325.23	353.53	318.52	306.98
Return over direct exp per acre	111.92	6.74	115.96	188.30
<b>Overhead Expenses</b>				
Hired labor	12.78	15.61	17.95	8.26
Machinery leases	2.57	4.30	2.41	3.33
Building leases	0.48	0.47	1.13	0.32
Farm insurance	5.69	5.81	5.97	4.57
Utilities	2.84	4.00	2.23	1.77
Dues & professional fees	3.24	4.23	3.15	2.10
Interest	3.80	1.67	2.57	2.50
Mach & bldg depreciation	21.30	15.84	24.37	23.94
Miscellaneous	2.30	2.82	0.73	0.85
Total overhead expenses per acre	55.00	54.74	60.51	47.64
Total dir & ovhd expenses per acre	380.23	408.27	379.03	354.62
Net return per acre	56.93	-48.01	55.45	140.66
Government payments	5.64	7.11	6.05	5.02
Net return with govt pmts	62.57	-40.90	61.50	145.67
Labor & management charge	32.57	33.45	29.77	36.33
Net return over lbr & mgt	30.00	-74.35	31.73	109.34
<b>Cost of Production</b>				
Total direct expense per bu.	10.47	12.92	11.06	8.43
Total dir & ovhd exp per bu.	12.24	14.92	13.16	9.74
Less govt & other income	10.39	13.70	10.21	8.68
With labor & management	11.44	14.92	11.25	9.67
Net value per unit	12.36	12.10	12.35	12.58
Machinery cost per acre	72.15	68.50	68.75	71.70
Est. labor hours per acre	1.36	1.88	1.33	1.14

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Return to Overhead)**

**Soybeans Seed on Owned Land**

	<u>Avg. Of All Farms</u>
Number of farms	7
Acres	388.56
Yield per acre (bu.)	38.81
Operators share of yield %	100.00
Value per bu.	12.65
Total product return per acre	491.07
Crop insurance per acre	11.18
Other crop income per acre	8.08
Gross return per acre	510.34
<b>Direct Expenses</b>	
Seed and plants	54.57
Fertilizer	6.26
Crop chemicals	35.12
Crop insurance	19.91
Fuel & oil	15.63
Repairs	35.49
Custom hire	0.34
Hired labor	23.66
Machinery leases	3.43
Marketing	0.12
Operating interest	2.48
Miscellaneous	3.05
Total direct expenses per acre	200.07
Return over direct exp per acre	310.27
<b>Overhead Expenses</b>	
Hired labor	4.72
Machinery leases	13.90
RE & pers. property taxes	17.92
Farm insurance	5.58
Utilities	2.23
Dues & professional fees	4.36
Interest	54.40
Mach & bldg depreciation	21.96
Miscellaneous	3.27
Total overhead expenses per acre	128.34
Total dir & ovhd expenses per acre	328.41
Net return per acre	181.93
Government payments	4.29
Net return with govt pmts	186.22
Labor & management charge	45.98
Net return over lbr & mgt	140.24
<b>Cost of Production</b>	
Total direct expense per bu.	5.16
Total dir & ovhd exp per bu.	8.46
Less govt & other income	7.86
With labor & management	9.04
Net value per unit	12.65
Machinery cost per acre	84.63
Est. labor hours per acre	2.04

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Return to Overhead)**

**Soybeans Seed on Cash Rent**

	<u>Avg. Of All Farms</u>
Number of farms	17
Acres	727.99
Yield per acre (bu.)	33.24
Operators share of yield %	100.00
Value per bu.	13.00
Total product return per acre	432.03
Crop insurance per acre	53.12
Other crop income per acre	6.62
Gross return per acre	491.78
<b>Direct Expenses</b>	
Seed and plants	59.69
Fertilizer	11.87
Crop chemicals	37.24
Crop insurance	20.04
Storage	0.42
Fuel & oil	14.80
Repairs	33.43
Custom hire	0.94
Hired labor	10.56
Land rent	142.40
Machinery leases	2.07
Marketing	0.08
Operating interest	3.85
Miscellaneous	2.55
Total direct expenses per acre	339.94
Return over direct exp per acre	151.84
<b>Overhead Expenses</b>	
Hired labor	9.07
Machinery leases	6.72
Farm insurance	7.14
Utilities	2.76
Dues & professional fees	4.02
Interest	3.33
Mach & bldg depreciation	23.43
Miscellaneous	2.60
Total overhead expenses per acre	59.07
Total dir & ovhd expenses per acre	399.01
Net return per acre	92.77
Government payments	6.10
Net return with govt pmts	98.87
Labor & management charge	41.86
Net return over lbr & mgt	57.02
<b>Cost of Production</b>	
Total direct expense per bu.	10.23
Total dir & ovhd exp per bu.	12.00
Less govt & other income	10.02
With labor & management	11.28
Net value per unit	13.00
Machinery cost per acre	79.66
Est. labor hours per acre	1.70

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Return to Overhead)**

**Wheat, Spring on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	27	5	6	6
Acres	205.05	206.90	136.67	116.18
Yield per acre (bu.)	57.15	49.91	51.78	75.97
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	8.80	8.39	8.68	8.99
Total product return per acre	503.06	418.94	449.53	682.95
Hedging gains/losses per acre	1.80	-	-	14.33
Crop insurance per acre	20.58	15.38	35.39	-
Other crop income per acre	9.17	4.68	12.20	2.76
Gross return per acre	534.61	439.00	497.12	700.05
<b>Direct Expenses</b>				
Seed and plants	24.86	28.41	23.83	24.59
Fertilizer	90.73	94.35	86.89	80.70
Crop chemicals	29.12	26.02	29.74	25.10
Crop insurance	16.58	20.78	17.50	13.62
Storage	0.58	2.42	-	-
Fuel & oil	13.66	16.34	12.04	14.64
Repairs	30.93	33.93	20.16	42.66
Custom hire	1.97	4.05	2.36	2.47
Hired labor	1.79	-	-	-
Machinery leases	0.57	2.44	-	-
Hauling and trucking	0.28	-	1.90	-
Marketing	0.25	0.28	-	1.40
Operating interest	5.51	9.53	6.32	4.37
Miscellaneous	3.79	7.64	1.88	3.22
Total direct expenses per acre	220.61	246.17	202.61	212.76
Return over direct exp per acre	314.01	192.83	294.51	487.28
<b>Overhead Expenses</b>				
Hired labor	14.53	17.65	6.40	14.62
Machinery leases	4.19	1.96	5.82	1.26
Building leases	0.37	0.50	0.54	0.25
RE & pers. property taxes	28.11	29.48	21.64	36.49
Farm insurance	7.73	8.01	5.16	6.64
Utilities	4.22	6.55	1.92	3.00
Dues & professional fees	5.35	6.57	3.01	3.62
Interest	75.28	104.44	64.35	71.24
Mach & bldg depreciation	26.22	28.42	20.76	27.93
Miscellaneous	2.01	1.56	0.89	6.09
Total overhead expenses per acre	168.01	205.14	130.49	171.15
Total dir & ovhd expenses per acre	388.62	451.31	333.10	383.91
Net return per acre	145.99	-12.31	164.01	316.13
Government payments	5.87	6.33	7.03	4.30
Net return with govt pmts	151.86	-5.98	171.04	320.44
Labor & management charge	36.16	35.90	39.01	33.49
Net return over lbr & mgt	115.70	-41.88	132.03	286.95
<b>Cost of Production</b>				
Total direct expense per bu.	3.86	4.93	3.91	2.80
Total dir & ovhd exp per bu.	6.80	9.04	6.43	5.05
Less govt & other income	6.15	8.51	5.38	4.77
With labor & management	6.78	9.23	6.13	5.21
Net value per unit	8.83	8.39	8.68	9.18
Machinery cost per acre	76.87	83.18	61.26	87.46
Est. labor hours per acre	1.61	1.65	1.70	1.24

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**(Farms Sorted By Return to Overhead)**

**Wheat, Spring on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	48	9	9	10
Acres	555.59	545.70	536.04	433.74
Yield per acre (bu.)	58.08	53.64	56.07	74.63
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	8.74	7.87	9.40	9.14
Total product return per acre	507.48	421.94	527.02	681.97
Hedging gains/losses per acre	-1.01	0.71	-5.39	-1.77
Crop insurance per acre	22.10	27.37	3.20	-
Other crop income per acre	7.77	24.67	6.26	2.24
Gross return per acre	536.35	474.69	531.09	682.44
<b>Direct Expenses</b>				
Seed and plants	23.50	26.32	19.91	19.13
Fertilizer	91.77	100.52	97.55	87.00
Crop chemicals	27.38	30.00	26.13	25.05
Crop insurance	13.75	17.38	9.93	14.89
Drying expense	0.41	0.12	0.56	0.28
Storage	0.64	-	0.48	0.20
Fuel & oil	14.22	14.65	15.11	16.18
Repairs	28.27	26.82	31.53	28.09
Custom hire	2.92	3.43	5.16	3.80
Hired labor	0.98	-	-	0.45
Land rent	134.76	154.21	133.56	125.26
Machinery leases	1.76	6.31	1.23	-
Operating interest	4.20	8.10	2.80	3.29
Miscellaneous	3.59	5.29	3.79	4.67
Total direct expenses per acre	348.17	393.15	347.74	328.28
Return over direct exp per acre	188.17	81.54	183.34	354.16
<b>Overhead Expenses</b>				
Hired labor	12.41	15.74	13.88	11.00
Machinery leases	2.44	1.63	0.16	1.15
Building leases	0.37	0.80	-	0.36
Farm insurance	6.57	6.94	6.98	5.15
Utilities	2.99	2.80	4.33	2.80
Dues & professional fees	3.17	5.29	1.50	2.78
Interest	4.54	7.38	8.34	0.85
Mach & bldg depreciation	22.47	25.89	25.01	20.82
Miscellaneous	2.19	3.38	2.79	3.05
Total overhead expenses per acre	57.15	69.85	62.99	47.97
Total dir & ovhd expenses per acre	405.32	463.00	410.73	376.25
Net return per acre	131.03	11.69	120.36	306.19
Government payments	6.35	10.00	5.65	5.44
Net return with govt pmts	137.38	21.69	126.00	311.63
Labor & management charge	33.26	30.13	31.41	35.57
Net return over lbr & mgt	104.12	-8.44	94.59	276.06
<b>Cost of Production</b>				
Total direct expense per bu.	6.00	7.33	6.20	4.40
Total dir & ovhd exp per bu.	6.98	8.63	7.32	5.04
Less govt & other income	6.37	7.46	7.15	4.96
With labor & management	6.95	8.02	7.71	5.44
Net value per unit	8.72	7.88	9.30	9.11
Machinery cost per acre	74.02	83.69	82.76	67.88
Est. labor hours per acre	1.34	1.29	1.38	1.47



**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**Sugarbeets Excluding Joint Venture**  
**(Farms Sorted By Return to Overhead)**

**Sugar Beets on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>
Number of farms	14
Acres	129.54
Yield per acre (ton)	28.09
Operators share of yield %	100.00
Value per ton	47.52
Total product return per acre	1,335.14
Crop insurance per acre	8.28
Other crop income per acre	4.16
Gross return per acre	1,347.58
<b>Direct Expenses</b>	
Seed and plants	215.40
Fertilizer	85.24
Crop chemicals	132.79
Crop insurance	33.48
Fuel & oil	56.07
Repairs	126.39
Custom hire	30.02
Hired labor	25.89
Machinery leases	1.32
Hauling and trucking	11.26
Operating interest	19.63
Miscellaneous	6.61
Total direct expenses per acre	744.10
Return over direct exp per acre	603.48
<b>Overhead Expenses</b>	
Hired labor	35.88
Machinery leases	24.77
Building leases	1.33
RE & pers. property taxes	26.66
Farm insurance	11.15
Utilities	9.44
Dues & professional fees	6.58
Interest	79.76
Mach & bldg depreciation	96.21
Miscellaneous	10.30
Total overhead expenses per acre	302.08
Total dir & ovhd expenses per acre	1,046.19
Net return per acre	301.39
Government payments	5.90
Net return with govt pmts	307.30
Labor & management charge	142.61
Net return over lbr & mgt	164.68
<b>Cost of Production</b>	
Total direct expense per ton	26.49
Total dir & ovhd exp per ton	37.24
Less govt & other income	36.59
With labor & management	41.66
Net value per unit	47.52
Machinery cost per acre	335.27
Est. labor hours per acre	5.77

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**Sugarbeets Excluding Joint Venture**  
**(Farms Sorted By Return to Overhead)**

**Sugar Beets on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of farms	23	5
Acres	296.22	290.76
Yield per acre (ton)	29.20	33.63
Operators share of yield %	100.00	100.00
Value per ton	49.07	55.43
Total product return per acre	1,433.10	1,864.23
Crop insurance per acre	4.82	-
Other crop income per acre	5.16	5.04
Gross return per acre	1,443.08	1,869.28
<b>Direct Expenses</b>		
Seed and plants	223.54	221.60
Fertilizer	81.74	79.83
Crop chemicals	146.31	132.13
Crop insurance	34.81	29.34
Fuel & oil	51.65	44.77
Repairs	111.47	85.39
Custom hire	52.27	29.32
Hired labor	34.31	48.37
Land rent	153.23	158.90
Machinery leases	2.11	9.91
Hauling and trucking	15.01	3.54
Operating interest	10.95	4.50
Miscellaneous	7.75	2.51
Total direct expenses per acre	925.16	850.12
Return over direct exp per acre	517.92	1,019.15
<b>Overhead Expenses</b>		
Hired labor	50.43	65.97
Machinery leases	14.21	2.18
Building leases	1.26	0.08
Farm insurance	16.12	19.39
Utilities	9.52	12.29
Dues & professional fees	6.18	4.07
Interest	11.06	7.11
Mach & bldg depreciation	91.36	104.83
Miscellaneous	17.69	59.65
Total overhead expenses per acre	217.84	275.58
Total dir & ovhd expenses per acre	1,143.00	1,125.70
Net return per acre	300.08	743.57
Government payments	5.53	2.82
Net return with govt pmts	305.62	746.39
Labor & management charge	147.04	164.67
Net return over lbr & mgt	158.58	581.72
<b>Cost of Production</b>		
Total direct expense per ton	31.68	25.28
Total dir & ovhd exp per ton	39.14	33.47
Less govt & other income	38.61	33.24
With labor & management	43.64	38.14
Net value per unit	49.07	55.43
Machinery cost per acre	320.43	266.50
Est. labor hours per acre	5.82	6.32

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**Sugarbeets - Joint Ventures**  
**(Farms Sorted By Return to Overhead)**

**Sugar Beets on Owned Land**

	<u>Avg. Of All Farms</u>
Number of farms	7
Acres	216.41
Yield per acre (ton)	29.06
Operators share of yield %	100.00
Value per ton	50.31
Total product return per acre	1,462.16
Crop insurance per acre	6.28
Other crop income per acre	6.61
Gross return per acre	1,475.05
<b>Direct Expenses</b>	
Seed and plants	235.87
Fertilizer	95.70
Crop chemicals	140.01
Crop insurance	35.31
Fuel & oil	42.19
Repairs	110.76
Custom hire	70.99
Hired labor	23.41
Stock/quota lease	187.05
Hauling and trucking	11.29
Operating interest	15.55
Miscellaneous	3.09
Total direct expenses per acre	971.22
Return over direct exp per acre	503.83
<b>Overhead Expenses</b>	
Hired labor	55.62
Machinery leases	14.15
Building leases	0.27
RE & pers. property taxes	31.06
Farm insurance	13.92
Utilities	9.61
Dues & professional fees	7.74
Interest	112.64
Mach & bldg depreciation	78.97
Miscellaneous	4.82
Total overhead expenses per acre	328.79
Total dir & ovhd expenses per acre	1,300.00
Net return per acre	175.04
Government payments	3.78
Net return with govt pmts	178.82
Labor & management charge	110.61
Net return over lbr & mgt	68.21
<b>Cost of Production</b>	
Total direct expense per ton	33.42
Total dir & ovhd exp per ton	44.73
Less govt & other income	44.16
With labor & management	47.96
Net value per unit	50.31
Machinery cost per acre	323.61
Est. labor hours per acre	4.06

**Crop Enterprise Analysis**  
**2021 Moorhead Farm Business Management Annual Report**  
**Sugarbeets - Joint Ventures**  
**(Farms Sorted By Return to Overhead)**

**Sugar Beets on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	27	5	6	6
Acres	293.83	349.59	404.96	290.33
Yield per acre (ton)	28.87	26.50	28.93	32.45
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	51.22	51.59	49.99	54.02
Total product return per acre	1,478.73	1,367.04	1,446.36	1,752.66
Crop insurance per acre	11.91	17.35	5.79	-
Other crop income per acre	3.06	3.45	3.46	1.98
Gross return per acre	1,493.70	1,387.84	1,455.62	1,754.63
<b>Direct Expenses</b>				
Seed and plants	227.91	227.77	226.35	220.59
Fertilizer	86.92	92.82	74.85	83.02
Crop chemicals	158.85	145.13	215.13	125.34
Crop insurance	35.38	31.59	39.35	31.75
Fuel & oil	54.20	53.85	57.91	48.84
Repairs	105.28	89.20	104.98	114.00
Custom hire	49.24	115.77	44.53	22.68
Hired labor	23.08	10.33	31.04	21.07
Land rent	151.23	165.70	147.25	148.79
Stock/quota lease	266.66	368.31	240.82	224.34
Machinery leases	1.15	-	-	5.22
Hauling and trucking	2.58	2.89	-	5.91
Operating interest	21.96	26.40	17.05	16.94
Miscellaneous	4.98	6.89	4.32	3.11
Total direct expenses per acre	1,189.42	1,336.64	1,203.59	1,071.60
Return over direct exp per acre	304.28	51.20	252.02	683.03
<b>Overhead Expenses</b>				
Hired labor	50.15	54.89	63.78	45.18
Machinery leases	10.13	7.71	14.24	14.77
Building leases	1.77	1.85	2.69	-
Farm insurance	10.36	6.04	7.41	11.79
Utilities	8.88	6.21	9.00	7.65
Dues & professional fees	5.27	6.14	4.34	4.40
Interest	13.83	15.77	6.09	16.10
Mach & bldg depreciation	77.14	76.72	66.28	77.62
Miscellaneous	12.66	3.39	31.79	3.71
Total overhead expenses per acre	190.18	178.72	205.63	181.23
Total dir & ovhd expenses per acre	1,379.60	1,515.36	1,409.22	1,252.83
Net return per acre	114.10	-127.52	46.39	501.80
Government payments	6.01	10.25	3.26	2.21
Net return with govt pmts	120.11	-117.28	49.66	504.02
Labor & management charge	110.20	113.92	98.72	110.39
Net return over lbr & mgt	9.91	-231.19	-49.06	393.63
<b>Cost of Production</b>				
Total direct expense per ton	41.20	50.45	41.60	33.03
Total dir & ovhd exp per ton	47.78	57.19	48.70	38.61
Less govt & other income	47.06	56.02	48.27	38.48
With labor & management	50.88	60.32	51.68	41.88
Net value per unit	51.22	51.59	49.99	54.02
Machinery cost per acre	299.62	347.48	282.43	287.20
Est. labor hours per acre	4.14	3.84	4.13	3.98

# Corn on Cash Rented Land

## Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>
Number of Fields	43	48	39	46	41	40
Acres	507.80	625.95	483.42	483.07	485.92	460.64
Yield per Acre	161.99	131.27	164.58	161.57	184.43	168.11
** Value per Unit	3.84	5.45	4.08	3.40	3.29	2.99
Product Value	608.82	715.18	671.89	548.58	606.27	502.20
Other Income	39.12	38.77	51.95	71.01	19.69	14.18
<b>Gross Return</b>	<b>647.94</b>	<b>753.95</b>	<b>723.84</b>	<b>619.59</b>	<b>625.96</b>	<b>516.38</b>
<b>Direct Costs</b>						
Seed	89.93	89.97	88.37	88.45	92.22	90.66
Fertilizer	108.89	126.37	118.45	105.36	101.04	93.21
Chemicals	29.16	30.31	30.88	28.08	24.80	31.74
Crop Insurance	21.25	22.06	23.77	20.48	17.72	22.23
Fuel & Oil	23.96	24.40	24.89	24.81	25.59	20.13
Repairs	42.62	50.68	47.51	44.52	35.53	34.88
Custom Hire	6.02	6.06	7.31	5.05	5.91	5.76
Land Rent	130.58	137.67	122.87	129.64	135.58	127.14
Other Direct Exp	31.14	22.01	30.47	40.49	36.46	26.26
Total Direct	483.55	509.54	494.51	486.88	474.82	452.02
Return over Direct	164.39	244.41	229.33	132.71	151.15	64.36
<b>Overhead Costs</b>						
Other Labor	25.00	23.55	29.02	26.14	23.20	23.11
Intermediate Interest	4.40	4.11	3.79	4.55	5.15	4.42
Depreciation	41.74	38.88	37.21	43.94	41.92	46.75
Other Overhead Exp	29.84	25.27	26.79	32.15	31.23	33.74
Total Ovhd Expenses	100.99	91.81	96.81	106.79	101.50	108.02
<b>Total Direct/Ovhd Expenses</b>	<b>584.54</b>	<b>601.35</b>	<b>591.32</b>	<b>593.68</b>	<b>576.32</b>	<b>560.04</b>
<b>*** Net Return</b>	<b>63.40</b>	<b>152.60</b>	<b>132.52</b>	<b>25.91</b>	<b>49.65</b>	<b>-43.66</b>

\*\* - Value per Unit is a combination of actual Fall selling price and/or value on Dec 31st of that crop year.

\*\*\* - Net Return does **not** include direct government income or principal payment expenses or personal draw expenses

# Soybeans on Cash Rented Land

## Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>
Number of Fields	56	50	58	54	58	61
Acres	659.40	675.08	694.96	549.93	655.42	721.63
Yield per Acre	37.81	31.07	37.30	38.72	45.36	36.59
** Value per Unit	9.56	12.41	10.08	8.21	8.09	8.99
Product Value	355.10	385.56	375.82	317.93	367.09	329.10
Other Income	53.51	51.60	42.13	63.77	90.31	19.74
<b>Gross Return</b>	<b>408.61</b>	<b>437.16</b>	<b>417.96</b>	<b>381.69</b>	<b>457.40</b>	<b>348.84</b>
<b>Direct Costs</b>						
Seed	61.44	60.42	58.42	63.35	61.92	63.07
Fertilizer	11.68	13.36	8.23	12.47	9.09	15.27
Chemicals	33.73	37.18	30.93	32.42	31.88	36.24
Crop Insurance	19.23	21.53	18.19	18.41	18.68	19.36
Fuel & Oil	13.15	13.92	12.92	14.03	13.80	11.06
Repairs	24.34	28.49	27.59	25.58	20.52	19.53
Custom Hire	4.54	4.08	2.87	4.90	5.49	5.34
Land Rent	133.62	136.90	134.96	129.01	134.28	132.93
Other Direct Exp	13.01	9.35	12.72	11.79	18.55	12.64
Total Direct	314.74	325.23	306.83	311.96	314.23	315.45
Return over Direct	93.87	111.92	111.13	69.73	143.16	33.39
<b>Overhead Costs</b>						
Other Labor	12.91	12.78	15.55	10.43	12.19	13.62
Intermediate Interest	3.01	3.80	3.09	3.18	2.64	2.32
Depreciation	23.48	21.30	22.84	24.55	23.95	24.76
Other Overhead Exp	19.97	17.12	20.35	21.23	19.09	22.08
Total Ovhd Expenses	59.37	55.00	61.83	59.39	57.87	62.78
<b>Total Direct/Ovhd Expenses</b>	<b>374.11</b>	<b>380.23</b>	<b>368.66</b>	<b>371.35</b>	<b>372.10</b>	<b>378.22</b>
<b>*** Net Return</b>	<b>34.50</b>	<b>56.93</b>	<b>49.30</b>	<b>10.34</b>	<b>85.30</b>	<b>-29.39</b>

\*\* - Value per Unit is a combination of actual Fall selling price and/or value on Dec 31st of that crop year.

\*\*\* - Net Return does **not** include direct government income or principal payment expenses or personal draw expenses

# Spring Wheat on Cash Rented Land

## Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>
Number of Fields	56	48	57	62	61	51
Acres	530.98	555.59	543.31	576.82	547.54	431.66
Yield per Acre	63.86	58.08	63.47	61.25	63.11	73.41
** Value per Unit	6.13	8.74	5.59	4.77	5.55	6.01
Product Value	389.27	507.48	355.02	292.08	350.24	441.53
Other Income	42.38	28.86	39.88	115.20	24.69	3.26
<b>Gross Return</b>	<b>431.65</b>	<b>536.35</b>	<b>394.90</b>	<b>407.28</b>	<b>374.93</b>	<b>444.79</b>
<b>Direct Costs</b>						
Seed	21.88	23.50	24.13	22.33	19.87	19.55
Fertilizer	83.91	91.77	80.48	89.66	80.23	77.42
Chemicals	30.65	27.38	34.75	32.82	29.05	29.24
Crop Insurance	13.76	13.75	14.25	14.81	12.23	13.74
Fuel & Oil	13.67	14.22	13.15	13.83	14.86	12.31
Repairs	25.73	28.27	27.59	26.69	23.14	22.95
Custom Hire	5.38	2.92	6.38	5.79	6.54	5.29
Land Rent	134.02	134.76	138.44	133.26	131.87	131.79
Other Direct Exp	13.79	10.60	13.94	15.76	15.74	12.89
Total Direct	342.99	348.17	353.10	354.95	333.53	325.19
Return over Direct	88.66	188.17	41.81	52.33	41.40	119.60
<b>Overhead Costs</b>						
Other Labor	13.68	12.41	15.47	12.55	12.53	15.46
Intermediate Interest	3.08	4.54	2.97	2.81	3.05	2.02
Depreciation	23.46	22.47	20.92	24.40	25.00	24.50
Other Overhead Exp	20.80	17.73	23.17	22.71	19.34	21.03
Total Ovhd Expenses	61.02	57.15	62.53	62.47	59.92	63.01
<b>Total Direct/Ovhd Expenses</b>	<b>404.00</b>	<b>405.32</b>	<b>415.63</b>	<b>417.42</b>	<b>393.45</b>	<b>388.20</b>
<b>*** Net Return</b>	<b>27.65</b>	<b>131.03</b>	<b>-20.72</b>	<b>-10.14</b>	<b>-18.52</b>	<b>56.59</b>

\*\* - Value per Unit is a combination of actual Fall selling price and/or value on Dec 31st of that crop year.

\*\*\* - Net Return does **not** include direct government income or principal payment expenses or personal draw expenses

# Sugarbeets on Cash Rented Land (excluding joint venture)

## Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>
Number of Fields	25	23	27	31	24	20
Acres	272.66	296.22	276.46	272.91	258.36	259.34
Yield per Acre	27.08	29.20	25.49	19.57	29.66	31.47
** Value per Unit	39.02	49.07	37.76	30.87	37.60	39.78
Product Value	1,073.32	1,433.10	962.27	604.33	1,115.26	1,251.65
Other Income	69.04	9.98	38.45	274.31	15.63	6.82
<b>Gross Return</b>	<b>1,142.36</b>	<b>1,443.08</b>	<b>1,000.72</b>	<b>878.65</b>	<b>1,130.89</b>	<b>1,258.47</b>
<b>Direct Costs</b>						
Seed	223.56	223.54	225.78	225.18	216.81	226.50
Fertilizer	78.57	81.74	75.49	84.11	73.43	78.06
Chemicals	119.14	146.31	119.92	118.08	112.63	98.77
Crop Insurance	32.11	34.81	32.01	29.91	30.74	33.08
Fuel & Oil	50.96	51.65	47.55	53.74	55.81	46.03
Repairs	100.87	111.47	112.08	103.36	95.82	81.62
Direct Labor	34.48	34.31	33.84	20.93	46.51	36.83
Custom Hire	23.80	67.28	14.94	10.55	15.55	10.67
Land Rent	141.88	153.23	145.27	131.42	137.94	141.53
Other Direct Exp	53.84	20.81	59.52	90.25	58.55	40.08
Total Direct	860.00	925.16	870.34	867.53	843.79	793.17
Return over Direct	282.37	517.92	130.38	11.12	287.10	465.31
<b>Overhead Costs</b>						
Other Labor	70.91	50.43	82.31	66.64	69.43	85.73
Intermediate Interest	9.17	11.06	8.59	8.74	10.15	7.30
Depreciation	91.35	91.36	73.76	95.34	96.40	99.89
Other Overhead Exp	56.69	64.99	57.87	68.97	39.06	52.54
Total Ovhd Expenses	228.11	217.84	222.53	239.69	215.04	245.46
<b>Total Direct/Ovhd Expenses</b>	<b>1,088.11</b>	<b>1,143.00</b>	<b>1,092.87</b>	<b>1,107.22</b>	<b>1,058.83</b>	<b>1,038.63</b>
<b>*** Net Return</b>	<b>54.25</b>	<b>300.08</b>	<b>-92.15</b>	<b>-228.58</b>	<b>72.06</b>	<b>219.84</b>

\*\* - Value per Unit is a combination of actual Fall selling price and/or value on Dec 31st of that crop year.

\*\*\* - Net Return does **not** include direct government income or principal payment expenses or personal draw expenses



## Farm Financial Scorecard

	This Year		5-Year Ave		Strong		Vulnerable	
					2.0	1.3		
<b>Liquidity</b>								
Current ratio	2.01	1.63			30%		10%	
Working capital	\$549,082	\$356,504						
Working cap to gross revenue	34.2%	27.3%			30%		10%	
<b>Solvency (market)</b>	Note: These solvency ratios include deferred liabilities							
Farm debt/asset ratio	45%	44%			30%		60%	
Farm equity/asset ratio	55%	56%			70%		40%	
Farm debt/equity ratio	0.83	0.78			0.43		1.50	
<b>Profitability (Cost)</b>								
Rate of return on farm assets	10.6%	4.6%			8%		4%	
Rate of return on farm equity	16.5%	5.1%			10%		3%	
Operating profit margin	22.1%	10.3%			25%		15%	
Net farm income	\$413,481	\$187,160						
EBITDA	\$544,414	\$313,243						
<b>Repayment Capacity (Accrual)</b>								
Capital debt repay capacity	\$430,180	\$206,881						
Capital debt repay margin	\$315,937	\$99,345						
Replacement margin	\$263,758	\$47,512						
Term-debt coverage ratio	3.77	1.89			1.75		1.25	
Replacement margin ratio	2.58	1.28			1.50		1.10	
<b>Financial Efficiency</b>								
Asset-turnover rate (market)	48.1%	41.6%			45%		30%	
Operating-expense ratio	66.1%	76.5%			60%		80%	
Depreciation-expense ratio	4.9%	6.0%			5%		10%	
Interest-expense ratio	3.3%	4.3%			5%		10%	
Net farm income ratio	25.6%	13.3%			20%		10%	