

Farm Income Statement
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	Low20%	High 20%
Number of farms	2332	466	467
Cash Farm Income			
Barley	337	609	490
Beans, Black Turtle	117	145	157
Beans, Dark Red Kidney	267	301	840
Beans, Green	37	10	147
Beans, Light Red Kidney	104	-	521
Beans, Navy	605	192	1,476
Beans, Pink	61	-	246
Beans, Pinto	303	-	1,339
Canola	178	187	381
Corn	95,171	41,944	200,960
Corn Silage	452	639	651
Corn, Seed	98	-	160
Grass Seed, Kentucky Blue	99	172	321
Grass Seed, Perennial Rye	104	127	395
Hay, Alfalfa	2,084	2,597	2,374
Hay, Grass	155	146	42
Hay, Mixed	122	236	70
Haylage, Alfalfa	120	47	363
Oats	261	331	169
Peas	731	441	1,825
Potatoes	1,248	1,285	3,647
Rice, Wild	177	21	-
Soybeans	70,486	33,073	140,274
Soybeans Seed	235	226	271
Straw	166	165	119
Sugar Beets	19,727	2,106	77,105
Sunflowers	1,039	1,026	1,612
Sunflowers, Confectionary	371	24	1,164
Sweet Corn	1,151	1,012	2,288
Wheat, Spring	15,764	8,097	37,816
Wheat, Winter	272	605	297
Rented Out	159	83	90
Corn, Waxy	90	160	-
Corn, Blue	31	127	-
Soybeans, Organic	552	614	1
Soybeans, Food	314	104	338
Corn, Organic	202	342	7
Hay, Alfalfa, Organic	203	313	-
Oats, Organic	61	224	-
Sunflowers, Organic	55	262	-
Wheat, Spring, Organic	170	366	-
Miscellaneous crop income	423	459	242
Beef Cow-Calf, Beef Calves	2,485	4,139	1,504
Beef Replacement Heifers	102	80	5
Beef, Custom Fed	1,034	769	3,073
Beef, Background Beef	1,625	4,561	444
Beef, Finish Beef Calves	9,765	8,656	14,402
Beef, Finish Yrlg Steers	2,992	567	9,968
Dairy, Milk	86,077	85,954	129,253
Dairy, Dairy Calves	2,216	2,791	3,308
Dairy Heifers (for sale)	1,671	2,993	406
Dairy Replacement Heifers	641	536	328
Dairy Steer Finishing	6,564	5,666	7,118
Hogs, Farrow-Fin, Raised Hogs	20,152	5,952	80,938
Hogs, Feeder Pigs, Feeder Pigs	590	528	1,159
Hogs, Finish Feeder Pigs	27,720	27,705	74,931
Sheep, Lamb Finishing	427	38	7
Sheep, Market Lambs, Mkt Lambs	201	319	37
Turkeys	741	-	701
Turkeys, Contract	505	-	-
Hogs, Contractee	1,389	420	3,008
Hogs, Weaning Pigs, Weaning Pigs	4,066	-	13,924
Hogs, Weaning to Feeder	434	-	687
Hogs, Weaning to Finish	25,359	981	98,898
Hogs, Contractor	687	-	3,421
Beef Cow-Calf (shares), Beef Calv	43	112	23
Dairy Steer Feeders	872	2,279	555
Dairy Steer Backgrounding	114	121	-
CCC market loan gain	311	12	773
Cull breeding livestock	6,039	5,615	9,620
Misc. livestock income	1,245	1,257	1,439
LDP payments	1,413	454	3,246
Direct & CC govt payments	20,630	11,183	42,039
CRP payments	633	784	997
Livestock govt payments	2,354	2,498	2,179
Other government payments	2,109	1,154	3,022
Custom work income	15,155	6,917	32,965
Patronage dividends, cash	4,463	1,676	11,807
Insurance income	5,437	4,631	10,303
Cash from hedging acct	1,741	493	5,384
Contract livestock income	231	-	-
Other farm income	13,857	11,079	30,513
Gross Cash Farm Income	488,392	301,739	1,080,583

Farm Income Statement (Continued)
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Cash Farm Expense			
Seed	27,142	13,479	57,877
Fertilizer	29,273	16,375	60,849
Crop chemicals	17,188	8,688	39,779
Crop insurance	8,029	4,032	17,400
Drying fuel	3,411	1,541	7,041
Irrigation energy	318	560	544
CCC buyback	13,444	8,083	24,005
Crop custom hire	225	64	386
Crop hauling and trucking	754	453	1,652
Crop marketing	1,376	643	2,374
Crop miscellaneous	2,481	1,717	5,139
Feeder livestock purchase	33,335	24,928	87,454
Purchased feed	56,344	46,527	137,017
Breeding fees	2,020	1,661	4,093
Veterinary	6,091	5,876	12,286
BST	978	1,276	1,730
Supplies	5,163	4,860	9,135
DHIA	443	506	475
Contract production exp.	4,961	2,516	13,528
Livestock custom hire	293	426	569
Livestock leases	801	993	2,106
Livestock hauling and trucking	1,986	1,935	3,901
Livestock marketing	2,088	2,040	4,418
Bedding	1,694	1,680	3,289
Interest	29,206	26,362	49,379
Fuel & oil	21,630	14,502	42,892
Repairs	26,482	19,376	49,059
Custom hire	9,000	8,336	16,334
Hired labor	22,094	16,111	56,722
Land rent	48,304	22,821	111,602
Stock/quota lease	1,659	22	5,929
Machinery leases	4,554	3,197	11,159
Building leases	4,383	4,766	11,742
Real estate taxes	3,615	2,443	7,096
Farm insurance	6,162	4,419	11,804
Utilities	7,027	5,505	11,878
Dues & professional fees	2,112	1,699	4,356
Hedging account deposits	4,067	3,048	10,447
Miscellaneous	6,559	5,810	9,932
Total cash expense	416,694	289,273	907,381
Net cash farm income	71,698	12,466	173,203
Inventory Changes			
Crops and feed	47,255	4,163	145,193
Market livestock	1,129	-4,748	12,755
Accounts receivable	979	-1,334	6,838
Prepaid expenses and supplies	149	-1,414	2,071
Accounts payable	-3,133	-5,421	-962
Total inventory change	46,380	-8,755	165,896
Net operating profit	118,077	3,711	339,099
Depreciation and Other Capital Adjustments			
Breeding livestock	-285	-5,255	1,919
Machinery and equipment	-20,783	-13,622	-40,863
Buildings and improvements	-6,265	-4,443	-12,148
Other farm capital	1,226	-174	3,909
Total depr. and other capital adj	-26,107	-23,495	-47,182
Net farm income	91,971	-19,784	291,916

Inventory Changes
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Net cash farm income	71,698	12,466	173,203
Crops and Feed			
Ending inventory	190,370	73,195	468,341
Beginning inventory	143,115	69,031	323,148
Inventory change	47,255	4,163	145,193
Market Livestock			
Ending inventory	42,890	29,081	106,071
Beginning inventory	41,760	33,830	93,315
Inventory change	1,129	-4,748	12,755
Accts Receivable & Other Current Assets			
Ending inventory	26,462	16,577	70,602
Beginning inventory	25,482	17,911	63,764
Inventory change	979	-1,334	6,838
Prepaid Expenses and Supplies			
Ending inventory	27,494	7,426	78,495
Beginning inventory	27,345	8,840	76,424
Inventory change	149	-1,414	2,071
Accounts Payable & Accrued Expenses			
Beginning inventory	18,091	18,757	31,982
Ending inventory	21,225	24,178	32,943
Inventory change	-3,133	-5,421	-962
Total inventory change	46,380	-8,755	165,896
Net operating profit	118,077	3,711	339,099

Depreciation and Other Capital Adjustments
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Net operating profit	118,077	3,711	339,099
Breeding Livestock			
Ending inventory	68,088	77,038	91,107
Capital sales	1,877	2,827	2,842
Beginning inventory	62,918	72,002	85,613
Capital purchases	7,332	13,118	6,417
Depreciation, capital adjust.	-285	-5,255	1,919
Machinery and Equipment			
Ending inventory	219,032	147,338	411,107
Capital sales	3,627	2,523	5,640
Beginning inventory	202,773	138,902	376,243
Capital purchases	40,669	24,582	81,367
Depreciation, capital adjust.	-20,783	-13,622	-40,863
Buildings and Improvements			
Ending inventory	128,312	99,131	251,208
Capital sales	179	218	452
Beginning inventory	114,443	85,998	221,287
Capital purchases	20,312	17,794	42,520
Depreciation, capital adjust.	-6,265	-4,443	-12,148
Other Capital Assets			
Ending inventory	61,797	24,936	169,411
Capital sales	2,389	1,637	7,324
Beginning inventory	56,690	24,031	157,671
Capital purchases	6,270	2,716	15,154
Depreciation, capital adjust.	1,226	-174	3,909
Total depreciation, capital adj.	-26,107	-23,495	-47,182
Net farm income	91,971	-19,784	291,916

Profitability Measures
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Profitability (assets valued at cost)			
Net farm income	91,971	-19,784	291,916
Labor and management earnings	62,570	-33,541	223,272
Rate of return on assets	9.1 %	-2.7 %	14.2 %
Rate of return on equity	11.8 %	-20.8 %	20.3 %
Operating profit margin	19.7 %	-7.7 %	27.8 %
Asset turnover rate	46.1 %	35.3 %	51.3 %
Interest on farm net worth	29,401	13,757	68,644
Farm interest expense	31,183	27,667	52,788
Value of operator lbr and mgmt.	35,051	24,970	60,396
Return on farm assets	88,103	-17,087	284,308
Average farm assets	972,313	631,671	1,995,665
Return on farm equity	56,920	-44,754	231,520
Average farm equity	483,686	215,339	1,141,076
Value of farm production	447,791	223,109	1,022,817

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Profitability (assets valued at market)			
Net farm income	109,070	7,485	303,471
Labor and management earnings	68,439	-13,966	216,971
Rate of return on assets	8.2 %	1.2 %	11.5 %
Rate of return on equity	10.9 %	-4.9 %	16.9 %
Operating profit margin	23.5 %	4.6 %	28.9 %
Asset turnover rate	34.7 %	26.4 %	39.9 %
Interest on farm net worth	40,631	21,451	86,500
Farm interest expense	31,183	27,667	52,788
Value of operator lbr and mgmt.	35,051	24,970	60,396
Return on farm assets	105,202	10,182	295,863
Average farm assets	1,289,251	844,252	2,566,537
Return on farm equity	74,019	-17,485	243,075
Average farm equity	676,386	355,678	1,440,441
Value of farm production	447,791	223,109	1,022,817

Liquidity Measures
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Liquidity (cash)			
Net cash farm income	71,698	12,466	173,203
Net nonfarm income	24,249	33,752	19,044
Family living and taxes	52,799	39,027	86,395
Principal due on long term debt	15,126	10,128	29,110
Cash available for interm. debt	28,021	-2,937	76,741
Average intermediate debt	128,407	118,127	212,100
Years to turnover interm. debt	4.6	**	2.8
Expense as a % of income	85 %	96 %	84 %
Interest as a % of income	6 %	9 %	5 %
Working capital to gross income	23 %	-1 %	35 %
Liquidity (accrual)			
Total accrual farm income	537,756	299,820	1,245,370
Total accrual operating expense	419,678	296,109	906,271
Net accrual operating income	118,077	3,711	339,099
Net nonfarm income	24,249	33,752	19,044
Family living and taxes	52,799	39,027	86,395
Principal due on long term debt	15,126	10,128	29,110
Available for intermediate debt	74,401	-11,692	242,637
Average intermediate debt	128,407	118,127	212,100
Years to turnover interm. debt	1.7	**	0.9
Expense as a % of income	78 %	99 %	73 %
Interest as a % of income	6 %	9 %	4 %
Working capital to gross income	21 %	-1 %	30 %

** Income insufficient to meet debt servicing requirements

Balance Sheet at Cost Values
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of</u> <u>All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>
Number of farms	2332		466		467	
Assets						
Current Farm Assets						
Cash and checking balance	12,107	10,417	7,119	5,763	26,120	21,225
Prepaid expenses & supplies	27,345	27,494	8,840	7,426	76,424	78,495
Growing crops	1,081	967	1,175	1,063	1,586	1,854
Accounts receivable	20,860	21,427	13,847	13,070	52,944	57,583
Hedging accounts	1,220	1,492	851	945	3,314	4,352
Crops held for sale or feed	129,923	162,266	59,644	57,305	297,195	410,916
Crops under government loan	26,113	46,523	18,850	28,604	47,271	87,291
Market livestock held for sale	41,760	42,890	33,830	29,081	93,315	106,071
Other current assets	2,321	2,575	2,038	1,499	5,921	6,813
Total current farm assets	262,729	316,051	146,194	144,756	604,088	774,599
Intermediate Farm Assets						
Breeding livestock	62,918	68,088	72,002	77,038	85,613	91,107
Machinery and equipment	192,518	207,234	130,219	137,831	360,120	391,232
Titled vehicles	10,255	11,798	8,683	9,507	16,124	19,876
Other intermediate assets	30,770	33,277	11,877	12,551	94,991	101,919
Total intermediate farm assets	296,461	320,397	222,782	236,927	556,847	604,133
Long Term Farm Assets						
Farmland	235,316	250,699	159,760	168,095	433,892	470,004
Buildings and improvements	114,443	128,312	85,998	99,131	221,287	251,208
Other long-term assets	25,920	28,520	12,153	12,384	62,680	67,492
Total long-term farm assets	375,679	407,530	257,912	279,610	717,859	788,703
Total Farm Assets	934,869	1,043,978	626,887	661,293	1,878,794	2,167,435
Total Nonfarm Assets	130,731	143,550	95,166	104,180	191,324	212,767
Total Assets	1,065,600	1,187,528	722,053	765,473	2,070,118	2,380,202
Liabilities						
Current Farm Liabilities						
Accrued interest	6,608	8,625	5,533	6,833	11,652	15,094
Accounts payable	11,439	12,645	13,195	17,373	20,268	17,912
Current notes	98,468	109,237	68,143	75,901	206,045	231,464
Government crop loans	22,570	31,445	15,707	19,407	40,832	58,949
Principal due on term debt	36,957	39,868	26,059	29,342	70,572	73,858
Total current farm liabilities	176,041	201,819	128,637	148,855	349,367	397,277
Total intermediate farm liabs	100,047	106,587	90,735	107,488	166,061	167,105
Total long term farm liabilities	205,561	221,421	181,535	200,250	329,286	354,981
Total farm liabilities	481,649	529,827	400,907	456,593	844,715	919,363
Total nonfarm liabilities	31,684	34,939	28,664	31,673	45,814	52,519
Total liabilities	513,333	564,766	429,571	488,267	890,529	971,882
Net worth (farm and nonfarm)	552,267	622,762	292,481	277,207	1,179,589	1,408,320
Net worth change		70,495		-15,275		228,731
Ratio Analysis						
Current farm liabilities / assets	67 %	64 %	88 %	103 %	58 %	51 %
Curr. & interm farm liab. / assets	49 %	48 %	59 %	67 %	44 %	41 %
Long term farm liab. / assets	55 %	54 %	70 %	72 %	46 %	45 %
Total debt to asset ratio	48 %	48 %	59 %	64 %	43 %	41 %

Balance Sheet at Market Values
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>
Number of farms	2332		466		467	
Assets						
Current Farm Assets						
Cash and checking balance	12,107	10,417	7,119	5,763	26,120	21,225
Prepaid expenses & supplies	27,345	27,494	8,840	7,426	76,424	78,495
Growing crops	1,081	967	1,175	1,063	1,586	1,854
Accounts receivable	20,860	21,427	13,847	13,070	52,944	57,583
Hedging accounts	1,220	1,492	851	945	3,314	4,352
Crops held for sale or feed	129,923	162,266	59,644	57,305	297,195	410,916
Crops under government loan	26,113	46,523	18,850	28,604	47,271	87,291
Market livestock held for sale	41,760	42,890	33,830	29,081	93,315	106,071
Other current assets	2,321	2,575	2,038	1,499	5,921	6,813
Total current farm assets	262,729	316,051	146,194	144,756	604,088	774,599
Intermediate Farm Assets						
Breeding livestock	68,889	74,272	76,513	81,590	94,303	99,413
Machinery and equipment	264,325	284,673	168,497	179,238	504,419	547,519
Titled vehicles	12,778	14,607	10,577	11,503	17,715	26,297
Other intermediate assets	40,776	45,750	12,992	13,929	133,894	149,531
Total intermediate farm assets	386,769	419,302	268,578	286,259	754,331	822,761
Long Term Farm Assets						
Farm land	405,107	441,122	287,826	321,046	698,332	765,376
Buildings and improvements	150,452	169,059	106,846	125,739	288,920	326,477
Other long-term assets	29,313	32,818	12,853	13,246	72,678	80,412
Total long-term farm assets	584,873	642,999	407,525	460,030	1,059,930	1,172,265
Total Farm Assets	1,234,371	1,378,353	822,297	891,045	2,418,349	2,769,625
Total Nonfarm Assets	153,635	170,288	117,456	128,886	220,525	248,949
Total Assets	1,388,006	1,548,641	939,753	1,019,930	2,638,874	3,018,575
Liabilities						
Current Farm Liabilities						
Accrued interest	6,608	8,625	5,533	6,833	11,652	15,094
Accounts payable	11,439	12,645	13,195	17,373	20,268	17,912
Current notes	98,468	109,237	68,143	75,901	206,045	231,464
Government crop loans	22,570	31,445	15,707	19,407	40,832	58,949
Principal due on term debt	36,957	39,868	26,059	29,342	70,572	73,858
Total current farm liabilities	176,041	201,819	128,637	148,855	349,367	397,277
Total intermediate farm liabs	100,047	106,587	90,735	107,488	166,061	167,105
Total long term farm liabilities	205,561	221,421	181,535	200,250	329,286	354,981
Total farm liabilities	481,649	529,827	400,907	456,593	844,715	919,363
Total nonfarm liabilities	31,684	34,939	28,664	31,673	45,814	52,519
Total liabs excluding deferreds	513,333	564,766	429,571	488,267	890,529	971,882
Total deferred liabilities	120,480	139,179	73,602	81,241	253,246	306,002
Total liabilities	633,813	703,945	503,173	569,507	1,143,775	1,277,884
Retained earnings	552,267	622,762	292,481	277,207	1,179,589	1,408,320
Market valuation equity	201,926	221,934	144,098	173,216	315,510	332,371
Net worth (farm and nonfarm)	754,192	844,696	436,580	450,423	1,495,099	1,740,691
Net worth excluding deferreds	874,672	983,875	510,181	531,664	1,748,345	2,046,692
Net worth change		90,504		13,843		245,592
Ratio Analysis						
Current farm liabilities / assets	67 %	64 %	88 %	103 %	58 %	51 %
Curr. & interm farm liab. / assets	43 %	42 %	53 %	59 %	38 %	35 %
Long term farm liab. / assets	35 %	34 %	45 %	44 %	31 %	30 %
Total debt to asset ratio	46 %	45 %	54 %	56 %	43 %	42 %
Debt to assets excl deferreds	37 %	36 %	46 %	48 %	34 %	32 %

Statement Of Cash Flows
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Beginning cash (farm & nonfarm)	18,011	10,474	35,374
Cash From Operating Activities			
Gross cash farm income	488,392	301,739	1,080,583
Net nonfarm income	24,249	33,752	19,044
Total cash farm expense	-416,694	-289,273	-907,381
Apparent family living expense	-45,141	-35,333	-66,537
Income and social security tax	-6,904	-3,660	-16,773
Cash from operations	43,901	7,225	108,936
Cash From Investing Activities			
Sale of breeding livestock	1,877	2,827	2,842
Sale of machinery & equipment	3,350	2,339	5,009
Sale of titled vehicles	277	185	631
Sale of farm land	4,413	5,010	11,511
Sale of farm buildings	179	218	452
Sale of other farm assets	2,383	1,637	7,324
Sale of nonfarm assets	2,974	2,355	4,559
Purchase of breeding livestock	-7,332	-13,118	-6,417
Purchase of machinery & equip.	-38,021	-22,931	-76,384
Purchase of titled vehicles	-2,647	-1,651	-4,983
Purchase of farm land	-18,399	-9,992	-46,320
Purchase of farm buildings	-20,312	-17,794	-42,520
Purchase of other farm assets	-6,270	-2,716	-15,154
Purchase of nonfarm assets	-12,826	-8,854	-22,148
Cash from investing activities	-90,355	-62,485	-181,597
Cash From Financing Activities			
Money borrowed	259,911	204,793	505,429
Cash gifts and inheritances	3,771	3,167	3,699
Principal payments	-217,203	-154,118	-434,762
Dividends paid	-754	-34	-3,085
Gifts given	-687	-140	-2,499
Cash from financing activities	45,038	53,668	68,782
Net change in cash balance	-1,416	-1,592	-3,879
Ending cash (farm & nonfarm)	16,595	8,882	31,495

Financial Standards Measures
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Liquidity			
Current ratio	1.57	0.97	1.95
Working capital	114,233	-4,100	377,323
Solvency (market)			
Farm debt to asset ratio	48 %	60 %	44 %
Farm equity to asset ratio	52 %	40 %	56 %
Farm debt to equity ratio	93 %	148 %	78 %
Profitability (cost)			
Rate of return on farm assets	9.1 %	-2.7 %	14.2 %
Rate of return on farm equity	11.8 %	-20.8 %	20.3 %
Operating profit margin	19.7 %	-7.7 %	27.8 %
Net farm income	91,971	-19,784	291,916
Repayment Capacity			
Term debt coverage ratio	178 %	39 %	275 %
Capital replacement margin	47,929	-29,379	190,754
Efficiency			
Asset turnover rate (cost)	46.1 %	35.3 %	51.3 %
Operating expense ratio	72.2 %	89.5 %	68.5 %
Depreciation expense ratio	4.9 %	7.8 %	3.8 %
Interest expense ratio	5.8 %	9.2 %	4.2 %
Net farm income ratio	17.1 %	-6.6 %	23.4 %

Crop Production and Marketing Summary
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Acreage Summary			
Total acres owned	273	223	446
Total crop acres	782	472	1,586
Crop acres owned	217	147	396
Crop acres cash rented	541	308	1,156
Crop acres share rented	23	16	34
Total pasture acres	13	24	4
Average Price Received (Cash Sales Only)			
Soybeans per bushel	5.52	5.59	5.55
Corn per bushel	2.07	2.17	2.07
Wheat, Spring per bushel	4.02	3.92	4.01
Hay, Alfalfa per ton	79.62	75.09	99.96
Oats per bushel	1.78	1.73	1.84
Straw per ton	39.41	25.96	36.58
Peas per lb	0.076	0.067	0.081
Sweet Corn per ton	43.32	45.40	41.77
Hay, Grass per ton	45.32	46.87	50.16
Corn Silage per ton	17.04	18.71	15.30
Sunflowers per cwt	14.90	13.25	19.48
Barley per bushel	2.40	2.40	2.45
Hay, Mixed per ton	64.81	62.07	-
Beans, Navy per cwt	17.06	9.69	18.04
Soybeans, Organic per bushel	14.15	15.60	-
Wheat, Winter per bushel	4.27	4.36	4.31
Sugar Beets per ton	30.48	-	30.33
Rye per bushel	2.86	-	-
Stover per ton	35.92	-	-
Haylage, Alfalfa per ton	33.66	-	32.50
Corn, Organic per bushel	5.10	5.28	-
Sunflowers, Confectionary per cwt	18.06	-	18.07
Hay, Alfalfa, Organic per ton	132.72	132.28	-
Rented Out per \$	7.90	-	-
Soybeans Seed per bushel	5.90	-	-
Canola per cwt	9.80	-	-
Soybeans, Food per bushel	7.02	-	-
Beans, Pinto per cwt	16.26	-	16.91
Potatoes per cwt	7.15	-	-
CRP per \$	1.00	-	-
Oats, Organic per bushel	2.96	-	-
Beans, Black Turtle per cwt	17.78	-	-
Beans, Dark Red Kidney per cwt	23.76	-	-
Flax per bushel	6.81	-	-
Wheat, Spring, Organic per bushel	5.76	-	-
Corn, Seed per bushel	3.51	-	-
Barley, Organic per bushel	3.64	-	-
Rice, Wild per lb	1.63	-	-
Hay, Mixed Alfalfa/Grass per ton	64.82	-	-

Crop Production and Marketing Summary (Continued)
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Average Yield Per Acre			
Soybeans (bushel)	45.29	37.01	47.41
Corn (bushel)	166.85	147.06	175.13
Wheat, Spring (bushel)	50.15	42.01	53.92
Hay, Alfalfa (ton)	4.04	3.62	4.79
Corn Silage (ton)	16.55	15.32	18.46
Sugar Beets (ton)	23.93	23.81	24.12
Hay, Grass (ton)	1.86	1.76	1.80
CRP (\$)	60.84	53.42	68.44
Hay, Mixed (ton)	2.07	1.73	-
Oats (bushel)	64.13	61.70	65.07
Pasture (aum)	3.50	2.67	8.65
Sweet Corn (ton)	7.15	6.48	7.69
Peas (lb)	3,567.04	3,034.53	3,522.34
Haylage, Alfalfa (ton)	7.48	7.32	6.26
Rented Out (\$)	103.95	119.64	84.88
Soybeans, Organic (bushel)	14.88	12.40	-
Soybeans, Food (bushel)	32.76	39.12	32.11
Barley (bushel)	67.75	66.29	73.28
Hay, Alfalfa, Organic (ton)	3.82	4.44	3.20
Sunflowers (cwt)	19.62	19.52	19.08
Beans, Navy (cwt)	14.43	10.51	14.47
Wheat, Winter (bushel)	56.75	53.23	64.08
Corn, Organic (bushel)	84.13	-	79.42
Hay, Grass, Organic (ton)	2.98	2.01	-
Oats, Organic (bushel)	40.00	-	-
Corn Silage, Organic (ton)	14.70	-	-
Hay, Small Grain (ton)	1.66	1.59	-
Wheat, Spring, Organic (bushel)	28.17	-	-
Sunflowers, Confectionary (cwt)	19.07	-	19.09
Beans, Pinto (cwt)	14.35	-	15.20
Pasture, Organic (aum)	7.04	-	-
Rye (bushel)	26.01	-	-
Oatlage (ton)	5.38	-	-
Pasture, Intensive (aum)	21.33	-	-
Barley, Organic (bushel)	31.78	-	-
Soybeans Seed (bushel)	51.08	48.32	-
Canola (cwt)	14.24	10.47	-
Barley Silage (ton)	4.51	-	-
Beans, Black Turtle (cwt)	17.33	-	-
Potatoes (cwt)	165.95	-	-
Grass Seed, Perennial Rye (lb)	722.16	-	704.50
Corn, Ear (ton)	7.17	-	-
Sunflowers, Organic (cwt)	13.96	-	-
Grass Seed, Kentucky Blue (lb)	339.50	-	-
Beans, Pink (cwt)	14.50	-	-

Crop Production and Marketing Summary (Continued)
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Rye, Organic (bushel)	35.75	-	-
Flax (bushel)	15.66	-	-

Household and Personal Expenses
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	683	101	121
Average family size	3.4	3.5	3.6
Family Living Expenses			
Food and meals expense	6,325	6,205	7,064
Medical care	3,421	3,179	4,369
Health insurance	3,475	2,598	4,501
Cash donations	1,623	902	2,188
Household supplies	3,699	3,445	3,889
Clothing	1,689	1,291	2,116
Personal care	2,635	1,607	3,612
Child / Dependent care	613	694	779
Alimony and Child support	299	402	237
Gifts	2,120	1,701	3,408
Education	1,649	1,083	2,621
Recreation	2,855	2,075	4,098
Utilities (household share)	1,915	2,086	1,620
Nonfarm vehicle operating expense	3,257	3,064	3,315
Household real estate taxes	230	289	241
Dwelling rent	148	144	308
Household repairs	1,376	1,228	1,802
Nonfarm interest	1,484	2,614	1,612
Disability / Long term care insuran	256	349	284
Life insurance payments	1,854	1,810	2,654
Nonfarm property insurance	237	422	144
Miscellaneous	3,140	2,972	3,502
Total cash family living expense	44,301	40,161	54,364
Family living from the farm	357	833	187
Total family living	44,657	40,994	54,551
Other Nonfarm Expenditures			
Income taxes	9,416	6,621	25,202
Furnishing & appliance purchases	735	791	968
Nonfarm vehicle purchases	2,786	2,577	4,350
Nonfarm real estate purchases	3,481	6,810	11,362
Other nonfarm capital purchases	3,251	785	10,167
Nonfarm savings & investments	3,186	1,292	5,145
Total other nonfarm expenditures	22,854	18,874	57,194
Total cash family living investment & nonfarm capital purch	67,155	59,035	111,558

Operator and Labor Information
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Operator Information			
Average number of operators	1.2	1.1	1.4
Average age of operators	46.4	45.1	48.4
Average number of years farming	23.0	20.6	26.3
Results Per Operator			
Working capital	96,125	-3,682	265,376
Total assets (market)	1,303,154	915,952	2,123,004
Total liabilities	592,357	511,448	898,753
Net worth (market)	710,797	404,504	1,224,251
Net worth excl deferred liabs	827,914	477,462	1,439,466
Gross farm income	452,512	269,254	875,885
Total farm expense	375,121	287,021	670,576
Net farm income	77,392	-17,767	205,309
Net nonfarm income	20,405	30,311	13,394
Family living & tax withdrawals	44,430	35,049	60,763
Total acres owned	229.7	200.7	313.5
Total crop acres	658.3	423.5	1,115.3
Crop acres owned	183.0	132.4	278.3
Crop acres cash rented	455.7	276.5	813.1
Crop acres share rented	19.7	14.7	23.8
Total pasture acres	10.9	21.4	3.1
Labor Analysis			
Number of farms	2332	466	467
Total unpaid labor hours	2,538	2,134	3,146
Total hired labor hours	1,603	1,274	3,856
Total labor hours per farm	4,141	3,408	7,002
Unpaid hours per operator	2,135	1,917	2,213
Value of farm production / hour	108.14	65.46	146.07
Net farm income / unpaid hour	36.24	-9.27	92.78
Average hourly hired labor wage	15.09	14.24	16.32
Partnerships & LLCs			
Number of farms	225	30	86
Number of operators	2.1	1.9	2.2
Owner withdrawals per farm	71,740	45,404	107,465
Withdrawals per operator	33,957	28,893	46,056
Corporations			
Number of farms	129	24	52
Number of operators	1.9	1.8	2.1

Nonfarm Summary
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Nonfarm Income			
Nonfarm wages & salary	17,212	24,234	11,451
Net nonfarm business income	1,917	3,396	1,496
Nonfarm rental income	617	625	549
Nonfarm interest income	406	237	789
Nonfarm cash dividends	345	132	615
Tax refunds	949	1,694	355
Other nonfarm income	2,811	3,434	3,789
Total nonfarm income	24,258	33,752	19,044
Gifts and inheritances	3,771	3,167	3,699
Nonfarm Assets (market)			
Checking & savings	6,178	3,120	10,270
Stocks & bonds	10,158	5,352	16,004
Other current assets	4,917	1,257	12,839
Furniture & appliances	10,417	9,872	11,434
Nonfarm vehicles	11,607	9,453	13,906
Cash value of life ins.	10,118	4,629	14,594
Retirement accounts	32,835	24,101	45,232
Other intermediate assets	8,093	6,097	14,290
Nonfarm real estate	63,483	57,795	79,261
Other long term assets	12,482	7,209	31,118
Total nonfarm assets	170,288	128,886	248,949
Nonfarm Liabilities			
Accrued interest	116	58	266
Accounts payable	2,629	1,391	7,531
Current notes	1,198	2,029	274
Princ due on term debt	2,508	2,412	3,442
Total current liabilities	6,451	5,890	11,514
Intermediate liabilities	6,441	4,642	12,557
Long term liabilities	22,048	21,141	28,448
Total nonfarm liabilities	34,939	31,673	52,519
Nonfarm net worth	135,349	97,212	196,430
Nonfarm debt to asset ratio	21 %	25 %	21 %

Financial Summary
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2332	466	467
Income Statement			
Gross cash farm income	488,392	301,739	1,080,583
Total cash farm expense	416,694	289,273	907,381
Net cash farm income	71,698	12,466	173,203
Inventory change	46,380	-8,755	165,896
Depreciation and capital adjust	-26,107	-23,495	-47,182
Net farm income	91,971	-19,784	291,916
Profitability (cost)			
Labor and management earnings	62,570	-33,541	223,272
Rate of return on assets	9.1 %	-2.7 %	14.2 %
Rate of return on equity	11.8 %	-20.8 %	20.3 %
Operating profit margin	19.7 %	-7.7 %	27.8 %
Asset turnover rate	46.1 %	35.3 %	51.3 %
Profitability (market)			
Labor and management earnings	68,439	-13,966	216,971
Rate of return on assets	8.2 %	1.2 %	11.5 %
Rate of return on equity	10.9 %	-4.9 %	16.9 %
Operating profit margin	23.5 %	4.6 %	28.9 %
Asset turnover rate	34.7 %	26.4 %	39.9 %
Liquidity			
Ending current ratio	1.57	0.97	1.95
Ending working capital	114,233	-4,100	377,323
End working capital to gross inc	23.4 %	-1.4 %	34.9 %
Term debt coverage ratio	178.3 %	38.6 %	275.2 %
Expense as a percent of income	78.0 %	98.8 %	72.8 %
Interest as a percent of income	5.8 %	9.2 %	4.2 %
Solvency (cost)			
Number of farms	2,332	466	467
Ending farm assets	1,043,978	661,293	2,167,435
Ending farm liabilities	529,827	456,593	919,363
Ending total assets	1,187,528	765,473	2,380,202
Ending total liabilities	564,766	488,267	971,882
Ending net worth	622,762	277,207	1,408,320
Net worth change	70,495	-15,275	228,731
Ending farm debt to asset ratio	51 %	69 %	42 %
Beg total debt to asset ratio	48 %	59 %	43 %
End total debt to asset ratio	48 %	64 %	41 %
Solvency (market)			
Number of farms	2,332	466	467
Ending farm assets	1,378,353	891,045	2,769,625
Ending farm liabilities	662,952	532,372	1,216,410
Ending total assets	1,548,641	1,019,930	3,018,575
Ending total liabilities	703,945	569,507	1,277,884
Ending net worth	844,696	450,423	1,740,691
Net worth change	90,504	13,843	245,592
Ending farm debt to asset ratio	48 %	60 %	44 %
Beg total debt to asset ratio	46 %	54 %	43 %
End total debt to asset ratio	45 %	56 %	42 %
Nonfarm Information			
Net nonfarm income	24,249	33,752	19,044
Farms reporting living expenses	893	144	158
Total family living expense	41,399	35,379	51,823
Total living, invest, & capital	66,293	53,340	117,393
Crop Acres			
Total acres owned	273	223	446
Total crop acres	782	472	1,586
Total crop acres owned	217	147	396
Total crop acres cash rented	541	308	1,156
Total crop acres share rented	23	16	34

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Barley on Owned Land

	Avg. Of All Farms
Number of fields	20
Number of farms	17
Acres	51.50
Yield per acre (bu.)	63.02
Operators share of yield %	100.00
Value per bu.	2.40
Other product return per acre	4.85
Total product return per acre	155.90
Miscellaneous income per acre	10.35
Gross return per acre	166.26
Direct Expenses	
Seed	9.66
Fertilizer	24.10
Crop chemicals	8.12
Crop insurance	6.92
Fuel & oil	18.63
Repairs	19.33
Custom hire	2.41
Operating interest	3.84
Miscellaneous	0.80
Total direct expenses per acre	93.81
Return over direct exp per acre	72.44
Overhead Expenses	
Custom hire	0.50
Hired labor	9.94
Machinery leases	0.54
RE & pers. property taxes	3.85
Farm insurance	1.74
Utilities	2.51
Dues & professional fees	2.06
Interest	26.69
Mach & bldg depreciation	12.35
Miscellaneous	2.38
Total overhead expenses per acre	62.56
Total dir & ovhd expenses per acre	156.38
Net return per acre	9.88
Government payments	13.70
Net return with govt pmts	23.58
Labor & management charge	18.59
Net return over lbr & mgt	5.00
Cost of Production	
Total direct expense per bu.	1.49
Total dir & ovhd exp per bu.	2.48
Less govt & other income	2.02
With labor & management	2.32
Machinery cost per acre	60.78
Est. labor hours per acre	1.92

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Barley on Cash Rent

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	26	5
Number of farms	21	5
Acres	117.77	98.12
Yield per acre (bu.)	69.56	76.54
Operators share of yield %	100.00	100.00
Value per bu.	2.68	2.98
Other product return per acre	0.30	-
Total product return per acre	186.63	228.21
Miscellaneous income per acre	8.27	13.81
Gross return per acre	194.90	242.03
Direct Expenses		
Seed	9.29	8.69
Fertilizer	37.14	37.03
Crop chemicals	12.65	13.21
Crop insurance	8.98	6.92
Fuel & oil	15.14	14.55
Repairs	15.40	15.22
Custom hire	2.87	5.90
Hired labor	0.13	-
Land rent	48.52	54.39
Operating interest	3.69	1.78
Miscellaneous	0.37	0.07
Total direct expenses per acre	154.18	157.75
Return over direct exp per acre	40.71	84.27
Overhead Expenses		
Custom hire	0.98	1.60
Hired labor	5.21	8.23
Machinery leases	1.25	0.22
Building leases	0.50	1.05
Farm insurance	2.23	1.80
Utilities	2.40	1.76
Dues & professional fees	2.22	1.35
Interest	6.81	3.20
Mach & bldg depreciation	12.47	9.41
Miscellaneous	1.40	0.91
Total overhead expenses per acre	35.48	29.53
Total dir & ovhd expenses per acre	189.66	187.29
Net return per acre	5.24	54.74
Government payments	14.01	14.60
Net return with govt pmts	19.25	69.34
Labor & management charge	14.93	14.43
Net return over lbr & mgt	4.32	54.91
Cost of Production		
Total direct expense per bu.	2.22	2.06
Total dir & ovhd exp per bu.	2.73	2.45
Less govt & other income	2.40	2.08
With labor & management	2.62	2.26
Machinery cost per acre	54.05	49.49
Est. labor hours per acre	1.48	1.51

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Barley Silage on Owned Land

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	23.40
Yield per acre (ton)	4.27
Operators share of yield %	100.00
Value per ton	19.88
Total product return per acre	84.90
Miscellaneous income per acre	-
Gross return per acre	84.90
Direct Expenses	
Seed	12.52
Fertilizer	6.14
Fuel & oil	15.22
Repairs	19.56
Custom hire	24.41
Operating interest	2.39
Miscellaneous	5.69
Total direct expenses per acre	85.93
Return over direct exp per acre	-1.04
Overhead Expenses	
Hired labor	1.94
Machinery leases	0.60
RE & pers. property taxes	16.15
Farm insurance	5.22
Utilities	4.31
Dues & professional fees	0.42
Interest	50.40
Mach & bldg depreciation	19.88
Miscellaneous	12.66
Total overhead expenses per acre	111.57
Total dir & ovhd expenses per acre	197.51
Net return per acre	-112.61
Government payments	12.57
Net return with govt pmts	-100.04
Labor & management charge	31.35
Net return over lbr & mgt	-131.39
Cost of Production	
Total direct expense per ton	20.13
Total dir & ovhd exp per ton	46.25
Less govt & other income	43.31
With labor & management	50.65
Machinery cost per acre	97.23
Est. labor hours per acre	3.10

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Beans, Black Turtle on Cash Rent

	Avg. Of All Farms
Number of fields	8
Number of farms	7
Acres	92.50
Yield per acre (cwt.)	19.40
Operators share of yield %	100.00
Value per cwt.	19.02
Total product return per acre	368.84
Miscellaneous income per acre	2.55
Gross return per acre	371.40
Direct Expenses	
Seed	36.03
Fertilizer	38.90
Crop chemicals	25.85
Crop insurance	15.35
Drying fuel	0.74
Fuel & oil	20.97
Repairs	20.83
Custom hire	1.38
Land rent	64.95
Machinery leases	0.57
Operating interest	14.92
Total direct expenses per acre	240.49
Return over direct exp per acre	130.91
Overhead Expenses	
Custom hire	5.00
Hired labor	13.37
Machinery leases	1.42
Farm insurance	5.16
Utilities	3.51
Dues & professional fees	5.52
Interest	5.63
Mach & bldg depreciation	17.79
Miscellaneous	3.44
Total overhead expenses per acre	60.84
Total dir & ovhd expenses per acre	301.33
Net return per acre	70.07
Government payments	-
Net return with govt pmts	70.07
Labor & management charge	28.61
Net return over lbr & mgt	41.46
Cost of Production	
Total direct expense per cwt.	12.40
Total dir & ovhd exp per cwt.	15.53
Less govt & other income	15.40
With labor & management	16.88
Machinery cost per acre	71.93
Est. labor hours per acre	2.16

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Beans, Navy on Owned Land

	Avg. Of All Farms
Number of fields	10
Number of farms	10
Acres	70.70
Yield per acre (cwt.)	10.82
Operators share of yield %	100.00
Value per cwt.	18.58
Total product return per acre	200.96
Miscellaneous income per acre	69.55
Gross return per acre	270.51
Direct Expenses	
Seed	33.95
Fertilizer	29.47
Crop chemicals	41.73
Crop insurance	19.29
Fuel & oil	24.49
Repairs	23.02
Custom hire	6.82
Marketing	1.24
Operating interest	10.86
Total direct expenses per acre	190.97
Return over direct exp per acre	79.54
Overhead Expenses	
Custom hire	2.50
Hired labor	13.84
Machinery leases	1.76
RE & pers. property taxes	8.13
Farm insurance	3.69
Utilities	2.42
Dues & professional fees	1.33
Interest	47.92
Mach & bldg depreciation	18.96
Miscellaneous	2.73
Total overhead expenses per acre	103.30
Total dir & ovhd expenses per acre	294.27
Net return per acre	-23.76
Government payments	-
Net return with govt pmts	-23.76
Labor & management charge	21.62
Net return over lbr & mgt	-45.37
Cost of Production	
Total direct expense per cwt.	17.66
Total dir & ovhd exp per cwt.	27.21
Less govt & other income	20.78
With labor & management	22.78
Machinery cost per acre	84.01
Est. labor hours per acre	2.15

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Beans, Navy on Cash Rent

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	28	5
Number of farms	22	5
Acres	111.14	122.18
Yield per acre (cwt.)	14.73	19.27
Operators share of yield %	100.00	100.00
Value per cwt.	18.09	18.94
Total product return per acre	266.44	365.04
Miscellaneous income per acre	26.80	-
Gross return per acre	293.24	365.04
Direct Expenses		
Seed	33.80	38.57
Fertilizer	31.42	31.48
Crop chemicals	36.43	25.43
Crop insurance	18.23	15.90
Fuel & oil	21.45	22.84
Repairs	23.55	24.60
Custom hire	3.20	1.14
Land rent	66.74	67.41
Machinery leases	0.33	-
Operating interest	8.30	7.74
Miscellaneous	0.64	-
Total direct expenses per acre	244.07	235.10
Return over direct exp per acre	49.17	129.94
Overhead Expenses		
Custom hire	3.26	6.47
Hired labor	11.25	11.28
Machinery leases	1.33	0.49
Building leases	0.07	0.08
Farm insurance	5.65	4.82
Utilities	3.05	1.82
Dues & professional fees	2.78	2.84
Interest	7.19	2.11
Mach & bldg depreciation	18.39	19.37
Miscellaneous	3.02	3.25
Total overhead expenses per acre	55.98	52.53
Total dir & ovhd expenses per acre	300.06	287.63
Net return per acre	-6.82	77.41
Government payments	-	-
Net return with govt pmts	-6.82	77.41
Labor & management charge	24.10	23.84
Net return over lbr & mgt	-30.91	53.57
Cost of Production		
Total direct expense per cwt.	16.57	12.20
Total dir & ovhd exp per cwt.	20.37	14.93
Less govt & other income	18.55	14.93
With labor & management	20.19	16.16
Machinery cost per acre	78.19	76.95
Est. labor hours per acre	2.37	2.67

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Beans, Pinto on Cash Rent

	Avg. Of All Farms
Number of fields	11
Number of farms	9
Acres	202.04
Yield per acre (cwt.)	14.27
Operators share of yield %	100.00
Value per cwt.	19.11
Total product return per acre	272.69
Miscellaneous income per acre	11.43
Gross return per acre	284.12
Direct Expenses	
Seed	28.02
Fertilizer	21.26
Crop chemicals	27.95
Non-chemical crop protect	0.08
Crop insurance	19.05
Fuel & oil	21.66
Repairs	23.40
Custom hire	5.81
Hired labor	0.33
Land rent	65.54
Operating interest	5.03
Miscellaneous	0.24
Total direct expenses per acre	218.38
Return over direct exp per acre	65.73
Overhead Expenses	
Custom hire	2.57
Hired labor	15.56
Machinery leases	1.47
Farm insurance	5.88
Utilities	2.41
Dues & professional fees	2.58
Interest	4.95
Mach & bldg depreciation	17.67
Miscellaneous	1.84
Total overhead expenses per acre	54.94
Total dir & ovhd expenses per acre	273.32
Net return per acre	10.80
Government payments	-
Net return with govt pmts	10.80
Labor & management charge	28.96
Net return over lbr & mgt	-18.16
Cost of Production	
Total direct expense per cwt.	15.30
Total dir & ovhd exp per cwt.	19.15
Less govt & other income	18.35
With labor & management	20.38
Machinery cost per acre	77.34
Est. labor hours per acre	2.40

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Canola on Cash Rent

	Avg. Of All Farms
Number of fields	6
Number of farms	5
Acres	110.17
Yield per acre (cwt.)	14.66
Operators share of yield %	100.00
Value per cwt.	11.63
Total product return per acre	170.52
Miscellaneous income per acre	-
Gross return per acre	170.52
Direct Expenses	
Seed	25.67
Fertilizer	46.98
Crop chemicals	14.09
Crop insurance	9.36
Fuel & oil	17.83
Repairs	16.88
Custom hire	4.93
Land rent	32.10
Operating interest	4.00
Miscellaneous	0.12
Total direct expenses per acre	171.96
Return over direct exp per acre	-1.44
Overhead Expenses	
Custom hire	3.22
Hired labor	3.82
Building leases	0.03
Farm insurance	1.57
Utilities	2.16
Dues & professional fees	1.10
Interest	3.96
Mach & bldg depreciation	8.18
Miscellaneous	1.57
Total overhead expenses per acre	25.61
Total dir & ovhd expenses per acre	197.58
Net return per acre	-27.06
Government payments	13.69
Net return with govt pmts	-13.36
Labor & management charge	19.01
Net return over lbr & mgt	-32.38
Cost of Production	
Total direct expense per cwt.	11.73
Total dir & ovhd exp per cwt.	13.48
Less govt & other income	12.55
With labor & management	13.84
Machinery cost per acre	54.83
Est. labor hours per acre	1.46

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Corn on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	1193	222	243
Number of farms	1033	206	207
Acres	117.19	96.09	127.26
Yield per acre (bu.)	167.47	121.20	189.77
Operators share of yield %	100.00	100.00	100.00
Value per bu.	2.90	2.60	3.17
Other product return per acre	0.22	0.64	0.51
Total product return per acre	485.50	316.34	601.87
Miscellaneous income per acre	5.60	10.77	7.39
Gross return per acre	491.10	327.11	609.26
Direct Expenses			
Seed	51.22	45.76	52.46
Fertilizer	69.63	64.38	64.64
Crop chemicals	22.66	21.50	22.84
Crop insurance	10.39	12.11	10.20
Drying fuel	12.91	10.36	12.46
Fuel & oil	21.22	22.94	20.86
Repairs	26.72	29.08	24.23
Custom hire	5.52	6.14	3.64
Machinery leases	0.52	0.88	0.38
Hauling and trucking	0.91	1.08	1.19
Marketing	1.78	2.21	1.62
Operating interest	10.26	10.33	7.16
Miscellaneous	1.46	1.32	1.77
Total direct expenses per acre	235.18	228.09	223.45
Return over direct exp per acre	255.92	99.01	385.81
Overhead Expenses			
Custom hire	1.56	1.76	1.78
Hired labor	7.67	8.51	9.26
Machinery leases	2.06	1.75	2.09
Building leases	1.06	0.42	1.06
RE & pers. property taxes	14.03	10.43	15.75
Farm insurance	5.38	5.16	4.99
Utilities	4.20	3.91	3.83
Dues & professional fees	1.50	1.69	1.08
Interest	51.00	43.96	51.99
Mach & bldg depreciation	29.23	26.30	34.36
Miscellaneous	5.72	5.26	5.41
Total overhead expenses per acre	123.42	109.14	131.61
Total dir & ovhd expenses per acre	358.59	337.23	355.05
Net return per acre	132.50	-10.13	254.21
Government payments	30.04	25.13	32.39
Net return with govt pmts	162.54	15.01	286.59
Labor & management charge	31.89	30.00	30.55
Net return over lbr & mgt	130.65	-14.99	256.04
Cost of Production			
Total direct expense per bu.	1.40	1.88	1.18
Total dir & ovhd exp per bu.	2.14	2.78	1.87
Less govt & other income	1.93	2.48	1.66
With labor & management	2.12	2.73	1.82
Machinery cost per acre	88.09	93.87	87.35
Est. labor hours per acre	2.92	3.36	2.97

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Corn on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	2016	384	419
Number of farms	1275	255	255
Acres	197.04	153.00	178.58
Yield per acre (bu.)	166.74	137.11	185.02
Operators share of yield %	100.00	100.00	100.00
Value per bu.	2.86	2.55	3.15
Other product return per acre	0.08	0.07	0.20
Total product return per acre	477.70	350.11	582.63
Miscellaneous income per acre	5.46	10.73	5.32
Gross return per acre	483.16	360.84	587.95
Direct Expenses			
Seed	52.74	51.29	52.77
Fertilizer	72.12	74.48	65.91
Crop chemicals	22.19	24.21	20.98
Crop insurance	11.19	12.18	10.89
Drying fuel	12.42	12.21	12.09
Fuel & oil	20.58	20.68	20.98
Repairs	23.98	26.28	22.47
Custom hire	4.99	5.17	4.51
Land rent	102.89	91.22	108.34
Machinery leases	1.19	0.91	0.82
Hauling and trucking	1.04	1.56	1.06
Marketing	1.57	1.23	1.41
Operating interest	11.67	12.43	8.20
Miscellaneous	1.63	1.60	1.82
Total direct expenses per acre	340.20	335.46	332.25
Return over direct exp per acre	142.95	25.38	255.70
Overhead Expenses			
Custom hire	1.59	1.33	1.48
Hired labor	7.03	6.33	8.34
Machinery leases	4.27	1.93	2.98
Building leases	1.12	0.60	0.61
Farm insurance	4.64	4.57	4.74
Utilities	3.35	3.35	3.38
Dues & professional fees	1.50	1.77	1.39
Interest	6.61	7.62	5.49
Mach & bldg depreciation	24.55	23.99	30.02
Miscellaneous	4.71	5.39	4.21
Total overhead expenses per acre	59.39	56.89	62.65
Total dir & ovhd expenses per acre	399.59	392.36	394.89
Net return per acre	83.56	-31.51	193.06
Government payments	28.81	28.70	29.83
Net return with govt pmts	112.38	-2.81	222.89
Labor & management charge	28.39	29.19	28.44
Net return over lbr & mgt	83.99	-32.00	194.45
Cost of Production			
Total direct expense per bu.	2.04	2.45	1.80
Total dir & ovhd exp per bu.	2.40	2.86	2.13
Less govt & other income	2.19	2.57	1.94
With labor & management	2.36	2.79	2.10
Machinery cost per acre	83.80	84.52	83.39
Est. labor hours per acre	2.41	2.72	2.57

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Corn Silage on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	403	80	79
Number of farms	388	77	78
Acres	45.68	46.30	41.52
Yield per acre (ton)	16.43	10.64	22.57
Operators share of yield %	100.00	100.00	100.00
Value per ton	20.92	19.38	22.41
Total product return per acre	343.75	206.18	505.77
Miscellaneous income per acre	27.03	12.86	52.72
Gross return per acre	370.77	219.04	558.49
Direct Expenses			
Seed	43.87	40.20	50.56
Fertilizer	38.27	40.84	41.00
Crop chemicals	27.43	29.71	27.73
Crop insurance	6.93	6.69	8.33
Fuel & oil	27.93	28.78	28.74
Repairs	33.33	36.78	35.53
Custom hire	19.53	26.41	10.14
Operating interest	5.67	4.47	5.98
Miscellaneous	6.95	7.33	4.08
Total direct expenses per acre	209.92	221.21	212.10
Return over direct exp per acre	160.85	-2.17	346.39
Overhead Expenses			
Custom hire	3.69	5.62	3.62
Hired labor	14.13	13.18	19.56
Machinery leases	2.54	1.35	4.00
Building leases	1.31	0.10	2.00
RE & pers. property taxes	8.62	6.60	11.81
Farm insurance	5.16	4.44	5.05
Utilities	3.92	3.67	5.06
Dues & professional fees	1.59	1.14	1.41
Interest	44.00	39.13	46.92
Mach & bldg depreciation	29.95	27.46	32.30
Miscellaneous	5.57	4.74	7.24
Total overhead expenses per acre	120.48	107.43	138.97
Total dir & ovhd expenses per acre	330.40	328.64	351.06
Net return per acre	40.37	-109.60	207.43
Government payments	26.76	20.59	30.58
Net return with govt pmts	67.13	-89.01	238.01
Labor & management charge	36.52	34.30	38.47
Net return over lbr & mgt	30.60	-123.32	199.54
Cost of Production			
Total direct expense per ton	12.78	20.79	9.40
Total dir & ovhd exp per ton	20.11	30.89	15.55
Less govt & other income	16.84	27.75	11.86
With labor & management	19.06	30.97	13.57
Machinery cost per acre	123.22	132.36	120.41
Est. labor hours per acre	5.13	5.55	4.99

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Corn Silage on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	340	72	66
Number of farms	326	65	66
Acres	64.68	56.11	81.62
Yield per acre (ton)	16.64	11.94	20.95
Operators share of yield %	100.00	100.00	100.00
Value per ton	21.28	20.77	22.55
Total product return per acre	354.11	248.03	472.36
Miscellaneous income per acre	28.88	11.89	32.25
Gross return per acre	382.99	259.93	504.61
Direct Expenses			
Seed	45.54	48.01	47.39
Fertilizer	40.69	43.91	37.01
Crop chemicals	27.19	30.12	22.33
Crop insurance	7.68	8.32	7.21
Fuel & oil	28.50	30.52	33.57
Repairs	34.63	35.57	41.57
Custom hire	17.49	30.51	1.87
Land rent	69.57	63.32	71.97
Machinery leases	0.32	1.06	-
Operating interest	5.88	5.71	6.76
Miscellaneous	6.44	9.23	2.94
Total direct expenses per acre	283.93	306.27	272.62
Return over direct exp per acre	99.06	-46.35	231.99
Overhead Expenses			
Custom hire	7.10	5.33	11.85
Hired labor	17.32	22.29	21.67
Machinery leases	3.63	1.35	7.13
Building leases	1.54	1.16	0.94
Farm insurance	4.15	4.54	4.94
Utilities	2.98	3.33	3.42
Dues & professional fees	1.32	1.13	1.67
Interest	10.83	10.58	14.81
Mach & bldg depreciation	27.05	27.16	30.69
Miscellaneous	5.62	5.91	7.38
Total overhead expenses per acre	81.54	82.78	104.51
Total dir & ovhd expenses per acre	365.47	389.05	377.13
Net return per acre	17.52	-129.12	127.47
Government payments	27.40	30.10	26.10
Net return with govt pmts	44.92	-99.02	153.58
Labor & management charge	29.78	24.92	24.80
Net return over lbr & mgt	15.14	-123.94	128.78
Cost of Production			
Total direct expense per ton	17.06	25.65	13.02
Total dir & ovhd exp per ton	21.96	32.58	18.01
Less govt & other income	18.58	29.06	15.22
With labor & management	20.37	31.15	16.40
Machinery cost per acre	126.78	137.35	138.95
Est. labor hours per acre	5.50	4.91	5.93

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Corn, Ear on Owned Land

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	37.22
Yield per acre (ton)	7.32
Operators share of yield %	100.00
Value per ton	64.12
Total product return per acre	469.52
Miscellaneous income per acre	2.56
Gross return per acre	472.07
Direct Expenses	
Seed	59.80
Fertilizer	37.33
Crop chemicals	25.19
Crop insurance	13.06
Fuel & oil	24.18
Repairs	32.81
Custom hire	6.70
Operating interest	4.83
Miscellaneous	9.73
Total direct expenses per acre	213.65
Return over direct exp per acre	258.43
Overhead Expenses	
Hired labor	21.28
Machinery leases	0.68
RE & pers. property taxes	10.74
Farm insurance	3.66
Utilities	5.07
Dues & professional fees	0.13
Interest	31.95
Mach & bldg depreciation	27.71
Miscellaneous	5.59
Total overhead expenses per acre	106.81
Total dir & ovhd expenses per acre	320.46
Net return per acre	151.62
Government payments	28.80
Net return with govt pmts	180.41
Labor & management charge	33.14
Net return over lbr & mgt	147.27
Cost of Production	
Total direct expense per ton	29.18
Total dir & ovhd exp per ton	43.76
Less govt & other income	39.48
With labor & management	44.01
Machinery cost per acre	89.57
Est. labor hours per acre	5.63

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

CRP on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	181	39	35
Number of farms	169	33	34
Acres	84.04	154.22	13.19
Yield per acre (\$)	60.46	40.60	136.78
Operators share of yield %	100.00	100.00	100.00
Value per \$	1.00	1.00	1.00
Total product return per acre	60.46	40.60	136.78
Miscellaneous income per acre	0.03	-	0.28
Gross return per acre	60.49	40.60	137.06
Direct Expenses			
Crop chemicals	1.17	1.84	0.16
Fuel & oil	2.58	2.63	1.62
Repairs	2.93	3.21	2.15
Operating interest	1.13	0.73	0.83
Miscellaneous	0.05	0.01	-
Total direct expenses per acre	7.86	8.43	4.77
Return over direct exp per acre	52.63	32.17	132.29
Overhead Expenses			
Hired labor	0.70	0.46	0.67
RE & pers. property taxes	7.43	5.79	15.48
Farm insurance	1.63	1.13	0.43
Utilities	0.69	0.42	0.38
Dues & professional fees	0.52	0.37	0.05
Interest	19.03	12.68	41.79
Mach & bldg depreciation	2.28	2.25	2.79
Miscellaneous	1.08	0.99	1.07
Total overhead expenses per acre	33.34	24.08	62.66
Total dir & ovhd expenses per acre	41.20	32.51	67.43
Net return per acre	19.28	8.09	69.63
Government payments	-	-	-
Net return with govt pmts	19.28	8.09	69.63
Labor & management charge	3.55	3.51	2.98
Net return over lbr & mgt	15.73	4.58	66.65
Cost of Production			
Total direct expense per \$	0.13	0.21	0.03
Total dir & ovhd exp per \$	0.68	0.80	0.49
Less govt & other income	0.68	0.80	0.49
With labor & management	0.74	0.89	0.51
Machinery cost per acre	8.75	9.04	6.82
Est. labor hours per acre	0.29	0.26	0.32

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

CRP on Cash Rent

	Avg. Of All Farms
Number of fields	14
Number of farms	13
Acres	54.85
Yield per acre (\$)	71.01
Operators share of yield %	100.00
Value per \$	1.00
Total product return per acre	71.01
Miscellaneous income per acre	-
Gross return per acre	71.01
Direct Expenses	
Crop chemicals	0.55
Fuel & oil	3.28
Repairs	4.26
Land rent	51.29
Operating interest	0.90
Total direct expenses per acre	60.28
Return over direct exp per acre	10.73
Overhead Expenses	
Hired labor	2.12
Farm insurance	0.78
Utilities	0.88
Dues & professional fees	0.57
Interest	0.64
Mach & bldg depreciation	2.55
Miscellaneous	1.09
Total overhead expenses per acre	8.63
Total dir & ovhd expenses per acre	68.91
Net return per acre	2.10
Government payments	-
Net return with govt pmts	2.10
Labor & management charge	3.42
Net return over lbr & mgt	-1.32
Cost of Production	
Total direct expense per \$	0.85
Total dir & ovhd exp per \$	0.97
Less govt & other income	0.97
With labor & management	1.02
Machinery cost per acre	11.50
Est. labor hours per acre	0.39

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Fallow on Owned Land

	Avg. Of All Farms
Number of fields	12
Number of farms	12
Acres	21.87
Yield per acre	-
Operators share of yield %	-
Value per unit	-
Total product return per acre	-
Miscellaneous income per acre	-
Gross return per acre	-
Direct Expenses	
Crop chemicals	1.09
Fuel & oil	10.41
Repairs	12.10
Operating interest	1.59
Total direct expenses per acre	25.19
Return over direct exp per acre	-25.19
Overhead Expenses	
Custom hire	0.79
Hired labor	1.92
RE & pers. property taxes	4.03
Farm insurance	1.54
Utilities	1.55
Interest	8.78
Mach & bldg depreciation	16.37
Miscellaneous	1.98
Total overhead expenses per acre	36.96
Total dir & ovhd expenses per acre	62.15
Net return per acre	-62.15
Government payments	4.98
Net return with govt pmts	-57.18
Labor & management charge	15.32
Net return over lbr & mgt	-72.49
Cost of Production	
Total direct expense per unit	-
Total dir & ovhd exp per unit	-
Less govt & other income	-
With labor & management	-
Machinery cost per acre	40.51
Est. labor hours per acre	1.44

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Fallow on Cash Rent

	Avg. Of All Farms
Number of fields	10
Number of farms	9
Acres	15.13
Yield per acre	-
Operators share of yield %	-
Value per unit	-
Total product return per acre	-
Miscellaneous income per acre	-
Gross return per acre	-
Direct Expenses	
Fertilizer	4.34
Fuel & oil	12.02
Repairs	13.50
Land rent	42.47
Operating interest	5.05
Total direct expenses per acre	77.38
Return over direct exp per acre	-77.38
Overhead Expenses	
Custom hire	0.77
Hired labor	1.97
Machinery leases	1.89
Farm insurance	4.76
Utilities	1.14
Dues & professional fees	0.54
Interest	2.57
Mach & bldg depreciation	6.29
Miscellaneous	0.86
Total overhead expenses per acre	20.77
Total dir & ovhd expenses per acre	98.16
Net return per acre	-98.16
Government payments	11.39
Net return with govt pmts	-86.77
Labor & management charge	11.63
Net return over lbr & mgt	-98.40
Cost of Production	
Total direct expense per unit	-
Total dir & ovhd exp per unit	-
Less govt & other income	-
With labor & management	-
Machinery cost per acre	36.12
Est. labor hours per acre	1.19

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Grass Seed, Perennial Rye on Cash Rent

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	199.08
Yield per acre (lb.)	700.78
Operators share of yield %	100.00
Value per lb.	0.40
Total product return per acre	278.66
Miscellaneous income per acre	0.63
Gross return per acre	279.29
Direct Expenses	
Seed	15.81
Fertilizer	36.50
Crop chemicals	32.92
Crop insurance	2.56
Fuel & oil	9.89
Repairs	7.80
Custom hire	12.47
Land rent	31.88
Operating interest	2.98
Total direct expenses per acre	152.81
Return over direct exp per acre	126.49
Overhead Expenses	
Custom hire	1.30
Hired labor	4.64
Farm insurance	1.86
Utilities	1.06
Dues & professional fees	0.53
Interest	1.89
Mach & bldg depreciation	6.62
Miscellaneous	0.95
Total overhead expenses per acre	18.84
Total dir & ovhd expenses per acre	171.64
Net return per acre	107.65
Government payments	13.84
Net return with govt pmts	121.49
Labor & management charge	11.91
Net return over lbr & mgt	109.58
Cost of Production	
Total direct expense per lb.	0.22
Total dir & ovhd exp per lb.	0.24
Less govt & other income	0.22
With labor & management	0.24
Machinery cost per acre	40.16
Est. labor hours per acre	0.99

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hay, Alfalfa on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	416	92	80
Number of farms	392	78	79
Acres	50.32	47.58	55.89
Yield per acre (ton)	4.00	2.28	5.64
Operators share of yield %	100.00	100.00	100.00
Value per ton	89.84	72.01	99.68
Other product return per acre	0.07	0.34	-
Total product return per acre	359.71	164.62	561.91
Miscellaneous income per acre	2.60	8.73	-
Gross return per acre	362.31	173.35	561.91
Direct Expenses			
Fertilizer	19.91	19.25	21.36
Crop chemicals	4.10	0.98	8.31
Crop insurance	1.36	2.34	1.79
Fuel & oil	26.10	29.25	25.24
Repairs	33.64	34.50	32.63
Custom hire	14.92	10.91	12.67
Machinery leases	0.57	0.19	0.85
Operating interest	6.19	3.71	5.42
Miscellaneous	4.85	3.57	6.19
Total direct expenses per acre	111.64	104.72	114.44
Return over direct exp per acre	250.67	68.63	447.47
Overhead Expenses			
Custom hire	4.21	3.22	3.46
Hired labor	12.85	8.65	18.61
Machinery leases	2.61	4.75	1.57
Building leases	1.21	0.31	1.67
RE & pers. property taxes	9.77	7.04	12.50
Farm insurance	5.11	4.78	5.45
Utilities	4.26	4.47	4.56
Dues & professional fees	1.29	1.45	1.05
Interest	38.30	24.02	49.05
Mach & bldg depreciation	31.03	24.84	38.90
Miscellaneous	5.43	3.34	7.48
Total overhead expenses per acre	116.05	86.87	144.30
Total dir & ovhd expenses per acre	227.69	191.59	258.74
Net return per acre	134.62	-18.24	303.17
Government payments	19.93	14.43	23.03
Net return with govt pmts	154.54	-3.81	326.20
Labor & management charge	34.36	34.83	34.40
Net return over lbr & mgt	120.19	-38.64	291.80
Cost of Production			
Total direct expense per ton	27.89	45.90	20.30
Total dir & ovhd exp per ton	56.88	83.98	45.90
Less govt & other income	51.24	73.68	41.81
With labor & management	59.82	88.95	47.91
Machinery cost per acre	117.62	112.59	119.51
Est. labor hours per acre	4.67	3.96	4.61

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hay, Alfalfa on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	426	93	79
Number of farms	385	77	77
Acres	61.91	59.50	62.80
Yield per acre (ton)	4.17	2.61	5.91
Operators share of yield %	100.00	100.00	100.00
Value per ton	89.70	74.14	100.28
Total product return per acre	374.15	193.26	592.19
Miscellaneous income per acre	1.60	1.45	-
Gross return per acre	375.75	194.71	592.19
Direct Expenses			
Fertilizer	22.07	20.59	25.31
Crop chemicals	5.07	3.43	9.56
Crop insurance	1.32	1.39	0.13
Fuel & oil	24.39	24.40	26.57
Repairs	29.97	28.20	27.48
Custom hire	20.12	23.02	24.83
Land rent	74.08	58.02	89.86
Machinery leases	0.30	0.17	0.52
Operating interest	6.75	7.38	5.12
Miscellaneous	5.48	4.31	10.54
Total direct expenses per acre	189.56	170.90	219.94
Return over direct exp per acre	186.20	23.82	372.25
Overhead Expenses			
Custom hire	5.53	4.38	8.41
Hired labor	12.81	9.65	15.13
Machinery leases	2.39	2.34	1.50
Building leases	1.64	1.25	1.70
Farm insurance	4.57	3.84	4.33
Utilities	3.42	3.46	3.23
Dues & professional fees	1.28	1.49	1.07
Interest	8.12	5.53	7.97
Mach & bldg depreciation	26.65	18.78	29.26
Miscellaneous	4.41	3.74	5.23
Total overhead expenses per acre	70.81	54.47	77.82
Total dir & ovhd expenses per acre	260.37	225.36	297.75
Net return per acre	115.38	-30.65	294.43
Government payments	21.42	15.48	25.88
Net return with govt pmts	136.80	-15.17	320.32
Labor & management charge	29.54	28.97	29.22
Net return over lbr & mgt	107.26	-44.14	291.09
Cost of Production			
Total direct expense per ton	45.45	65.56	37.25
Total dir & ovhd exp per ton	62.42	86.45	50.42
Less govt & other income	56.90	79.95	46.04
With labor & management	63.99	91.07	50.99
Machinery cost per acre	114.45	104.87	122.32
Est. labor hours per acre	4.20	3.23	5.10

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hay, Grass on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	122	26	24
Number of farms	116	23	24
Acres	22.66	21.20	19.82
Yield per acre (ton)	2.20	1.30	3.60
Operators share of yield %	100.00	100.00	100.00
Value per ton	56.29	46.43	66.70
Total product return per acre	123.76	60.58	239.91
Miscellaneous income per acre	0.86	-	3.03
Gross return per acre	124.62	60.58	242.94
Direct Expenses			
Fertilizer	7.36	12.36	12.32
Fuel & oil	12.87	15.39	11.25
Repairs	17.26	24.64	13.91
Custom hire	3.68	4.31	2.49
Operating interest	3.09	1.40	2.73
Miscellaneous	1.52	2.85	1.76
Total direct expenses per acre	45.78	60.95	44.46
Return over direct exp per acre	78.84	-0.37	198.48
Overhead Expenses			
Custom hire	3.32	0.82	8.10
Hired labor	6.15	8.31	7.69
Machinery leases	0.66	0.60	0.27
RE & pers. property taxes	6.02	3.71	8.49
Farm insurance	2.34	1.51	2.50
Utilities	1.68	1.30	1.94
Interest	25.39	18.86	26.63
Mach & bldg depreciation	14.93	18.78	16.12
Miscellaneous	2.64	2.10	3.06
Total overhead expenses per acre	63.12	55.99	74.80
Total dir & ovhd expenses per acre	108.90	116.94	119.26
Net return per acre	15.72	-56.36	123.68
Government payments	6.66	5.57	12.89
Net return with govt pmts	22.38	-50.79	136.57
Labor & management charge	18.24	17.95	16.03
Net return over lbr & mgt	4.14	-68.74	120.54
Cost of Production			
Total direct expense per ton	20.82	46.71	12.36
Total dir & ovhd exp per ton	49.53	89.62	33.16
Less govt & other income	46.11	85.35	28.73
With labor & management	54.41	99.11	33.19
Machinery cost per acre	56.50	67.69	55.75
Est. labor hours per acre	2.93	2.86	2.10

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hay, Grass on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	107	18	20
Number of farms	94	18	19
Acres	68.48	37.46	38.64
Yield per acre (ton)	1.76	1.62	2.85
Operators share of yield %	100.00	100.00	100.00
Value per ton	53.21	57.35	67.30
Other product return per acre	0.75	-	7.12
Total product return per acre	94.17	93.09	199.05
Miscellaneous income per acre	0.59	-	-
Gross return per acre	94.76	93.09	199.05
Direct Expenses			
Fertilizer	5.40	22.82	3.09
Fuel & oil	9.95	16.19	11.04
Repairs	13.83	29.76	10.94
Custom hire	2.11	9.59	3.61
Land rent	21.82	46.03	44.24
Operating interest	2.80	3.70	1.70
Miscellaneous	2.92	12.30	3.84
Total direct expenses per acre	58.84	140.39	78.47
Return over direct exp per acre	35.92	-47.31	120.58
Overhead Expenses			
Custom hire	0.74	1.31	3.05
Hired labor	3.46	13.44	3.17
Machinery leases	0.91	2.92	0.42
Building leases	0.25	0.59	0.19
Farm insurance	1.23	1.94	1.67
Utilities	0.95	2.24	1.52
Interest	4.16	5.24	4.43
Mach & bldg depreciation	10.64	15.19	14.02
Miscellaneous	1.78	2.14	2.70
Total overhead expenses per acre	24.14	45.00	31.18
Total dir & ovhd expenses per acre	82.98	185.39	109.65
Net return per acre	11.79	-92.31	89.40
Government payments	4.85	9.77	9.35
Net return with govt pmts	16.63	-82.54	98.75
Labor & management charge	12.91	18.35	14.50
Net return over lbr & mgt	3.72	-100.88	84.25
Cost of Production			
Total direct expense per ton	33.51	86.50	27.51
Total dir & ovhd exp per ton	47.26	114.23	38.45
Less govt & other income	43.73	108.21	32.67
With labor & management	51.09	119.51	37.76
Machinery cost per acre	41.44	78.33	45.84
Est. labor hours per acre	2.04	2.06	2.60

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hay, Grass, Organic on Owned Land

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	31.68
Yield per acre (ton)	2.33
Operators share of yield %	100.00
Value per ton	88.36
Total product return per acre	206.17
Miscellaneous income per acre	-
Gross return per acre	206.17
Direct Expenses	
Fertilizer	9.92
Fuel & oil	13.46
Repairs	27.96
Custom hire	59.75
Operating interest	0.69
Miscellaneous	0.02
Total direct expenses per acre	111.80
Return over direct exp per acre	94.37
Overhead Expenses	
Hired labor	17.81
Machinery leases	1.62
RE & pers. property taxes	15.59
Farm insurance	2.46
Utilities	3.47
Dues & professional fees	0.54
Interest	100.88
Mach & bldg depreciation	10.14
Miscellaneous	2.96
Total overhead expenses per acre	155.46
Total dir & ovhd expenses per acre	267.26
Net return per acre	-61.09
Government payments	23.26
Net return with govt pmts	-37.82
Labor & management charge	18.73
Net return over lbr & mgt	-56.55
Cost of Production	
Total direct expense per ton	47.91
Total dir & ovhd exp per ton	114.54
Less govt & other income	104.57
With labor & management	112.59
Machinery cost per acre	116.77
Est. labor hours per acre	3.12

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hay, Mixed on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	85	20	15
Number of farms	75	15	15
Acres	63.62	88.80	22.98
Yield per acre (ton)	2.06	1.46	4.06
Operators share of yield %	100.00	100.00	100.00
Value per ton	54.18	49.58	67.23
Total product return per acre	111.71	72.42	272.78
Miscellaneous income per acre	2.06	1.29	-
Gross return per acre	113.77	73.71	272.78
Direct Expenses			
Seed	0.67	0.97	-
Fertilizer	15.14	18.58	7.90
Crop insurance	0.58	0.66	-
Fuel & oil	19.69	24.08	17.52
Repairs	22.41	28.57	18.40
Custom hire	0.63	0.09	1.22
Operating interest	2.22	2.08	3.35
Miscellaneous	4.36	5.23	7.30
Total direct expenses per acre	65.70	80.26	55.68
Return over direct exp per acre	48.07	-6.54	217.11
Overhead Expenses			
Custom hire	1.63	2.34	2.69
Hired labor	5.66	3.06	2.67
RE & pers. property taxes	5.13	4.30	7.36
Farm insurance	2.62	2.87	2.40
Utilities	2.30	2.40	2.76
Dues & professional fees	0.51	0.86	0.47
Interest	13.22	8.10	35.96
Mach & bldg depreciation	22.23	21.47	19.93
Miscellaneous	2.49	2.54	2.99
Total overhead expenses per acre	55.79	47.94	77.22
Total dir & ovhd expenses per acre	121.49	128.19	132.89
Net return per acre	-7.72	-54.48	139.89
Government payments	6.42	4.84	13.20
Net return with govt pmts	-1.29	-49.64	153.09
Labor & management charge	21.92	24.71	28.11
Net return over lbr & mgt	-23.21	-74.35	124.99
Cost of Production			
Total direct expense per ton	31.87	54.95	13.72
Total dir & ovhd exp per ton	58.93	87.77	32.75
Less govt & other income	54.81	83.57	29.50
With labor & management	65.44	100.48	36.42
Machinery cost per acre	69.81	79.76	62.73
Est. labor hours per acre	2.78	2.54	2.75

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hay, Mixed on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	97	26	20
Number of farms	76	15	16
Acres	83.01	52.50	62.43
Yield per acre (ton)	2.03	1.52	3.14
Operators share of yield %	100.00	100.00	100.00
Value per ton	62.04	53.36	78.88
Total product return per acre	125.69	81.04	247.85
Miscellaneous income per acre	3.88	7.35	1.70
Gross return per acre	129.57	88.39	249.56
Direct Expenses			
Seed	0.55	-	0.21
Fertilizer	11.21	19.26	12.76
Crop insurance	1.01	2.82	0.57
Fuel & oil	17.81	21.18	16.40
Repairs	21.73	29.15	26.25
Custom hire	2.54	0.25	3.72
Land rent	17.45	22.95	32.38
Machinery leases	0.09	-	0.57
Operating interest	4.34	4.14	2.68
Miscellaneous	2.09	1.67	3.24
Total direct expenses per acre	78.81	101.42	98.78
Return over direct exp per acre	50.77	-13.03	150.77
Overhead Expenses			
Custom hire	1.42	2.31	0.01
Hired labor	7.47	7.18	12.46
Machinery leases	2.28	0.32	9.26
Farm insurance	3.15	2.81	5.40
Utilities	2.71	3.50	3.04
Dues & professional fees	0.46	1.48	0.35
Interest	4.82	4.43	6.81
Mach & bldg depreciation	16.71	17.02	23.07
Miscellaneous	3.12	2.13	4.84
Total overhead expenses per acre	42.15	41.18	65.24
Total dir & ovhd expenses per acre	120.96	142.59	164.03
Net return per acre	8.62	-54.21	85.53
Government payments	7.74	7.13	13.29
Net return with govt pmts	16.36	-47.08	98.82
Labor & management charge	20.81	20.46	20.69
Net return over lbr & mgt	-4.45	-67.54	78.13
Cost of Production			
Total direct expense per ton	38.90	66.78	31.44
Total dir & ovhd exp per ton	59.70	93.89	52.20
Less govt & other income	53.96	84.35	47.43
With labor & management	64.23	97.83	54.01
Machinery cost per acre	65.97	73.39	84.49
Est. labor hours per acre	3.42	2.61	3.60

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hay, Small Grain on Owned Land

	Avg. Of All Farms
Number of fields	9
Number of farms	8
Acres	34.80
Yield per acre (ton)	1.95
Operators share of yield %	100.00
Value per ton	44.77
Total product return per acre	87.09
Miscellaneous income per acre	-
Gross return per acre	87.09
Direct Expenses	
Seed	16.28
Fertilizer	18.88
Crop chemicals	0.76
Fuel & oil	20.37
Repairs	19.70
Custom hire	6.04
Operating interest	2.70
Miscellaneous	0.91
Total direct expenses per acre	85.64
Return over direct exp per acre	1.46
Overhead Expenses	
Hired labor	3.79
Machinery leases	2.12
RE & pers. property taxes	9.21
Farm insurance	7.22
Utilities	4.92
Dues & professional fees	1.25
Interest	29.17
Mach & bldg depreciation	28.82
Miscellaneous	2.95
Total overhead expenses per acre	89.46
Total dir & ovhd expenses per acre	175.09
Net return per acre	-88.00
Government payments	23.89
Net return with govt pmts	-64.12
Labor & management charge	20.84
Net return over lbr & mgt	-84.95
Cost of Production	
Total direct expense per ton	44.02
Total dir & ovhd exp per ton	90.00
Less govt & other income	77.72
With labor & management	88.43
Machinery cost per acre	78.29
Est. labor hours per acre	2.23

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hay, Small Grain on Cash Rent

	Avg. Of All Farms
Number of fields	6
Number of farms	6
Acres	24.32
Yield per acre (ton)	1.01
Operators share of yield %	100.00
Value per ton	39.33
Total product return per acre	39.70
Miscellaneous income per acre	1.64
Gross return per acre	41.35
Direct Expenses	
Seed	9.75
Fertilizer	10.83
Crop insurance	0.69
Fuel & oil	24.59
Repairs	22.64
Hired labor	0.09
Land rent	16.94
Operating interest	2.36
Miscellaneous	0.55
Total direct expenses per acre	88.42
Return over direct exp per acre	-47.07
Overhead Expenses	
Custom hire	0.35
Hired labor	0.65
Farm insurance	4.34
Utilities	2.28
Dues & professional fees	0.90
Interest	1.00
Mach & bldg depreciation	19.89
Miscellaneous	2.79
Total overhead expenses per acre	32.20
Total dir & ovhd expenses per acre	120.62
Net return per acre	-79.27
Government payments	7.73
Net return with govt pmts	-71.54
Labor & management charge	22.93
Net return over lbr & mgt	-94.46
Cost of Production	
Total direct expense per ton	87.60
Total dir & ovhd exp per ton	119.50
Less govt & other income	110.20
With labor & management	132.92
Machinery cost per acre	68.19
Est. labor hours per acre	2.29

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Haylage, Alfalfa on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	40	7	8
Number of farms	39	7	8
Acres	60.29	44.52	55.05
Yield per acre (ton)	7.38	6.23	11.62
Operators share of yield %	100.00	100.00	100.00
Value per ton	42.52	43.44	46.42
Total product return per acre	313.58	270.79	539.53
Miscellaneous income per acre	1.27	-	-
Gross return per acre	314.84	270.79	539.53
Direct Expenses			
Seed	1.62	-	1.99
Fertilizer	18.41	31.10	21.68
Crop chemicals	4.70	-	9.09
Crop insurance	1.59	1.32	1.36
Fuel & oil	25.58	30.76	31.35
Repairs	23.67	38.22	29.75
Custom hire	16.90	73.08	4.91
Hired labor	0.46	3.55	-
Operating interest	3.90	3.84	1.99
Miscellaneous	6.18	11.71	6.68
Total direct expenses per acre	103.01	193.58	108.81
Return over direct exp per acre	211.84	77.21	430.72
Overhead Expenses			
Custom hire	1.42	3.63	1.75
Hired labor	12.51	7.35	18.17
Machinery leases	2.44	2.70	0.32
Building leases	2.56	-	12.02
RE & pers. property taxes	6.17	5.96	6.69
Farm insurance	3.81	4.68	3.54
Utilities	2.80	3.59	3.56
Dues & professional fees	1.32	1.66	0.85
Interest	43.04	69.13	36.94
Mach & bldg depreciation	19.75	21.88	35.65
Miscellaneous	4.56	7.57	8.24
Total overhead expenses per acre	100.38	128.15	127.73
Total dir & ovhd expenses per acre	203.38	321.74	236.54
Net return per acre	111.46	-50.95	303.00
Government payments	12.09	17.25	17.12
Net return with govt pmts	123.55	-33.69	320.12
Labor & management charge	25.71	23.81	26.43
Net return over lbr & mgt	97.84	-57.50	293.69
Cost of Production			
Total direct expense per ton	13.97	31.05	9.36
Total dir & ovhd exp per ton	27.58	51.61	20.35
Less govt & other income	25.77	48.84	18.88
With labor & management	29.25	52.66	21.15
Machinery cost per acre	94.26	172.99	105.47
Est. labor hours per acre	4.42	6.28	4.24

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Haylage, Alfalfa on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	35	6	7
Number of farms	34	6	7
Acres	72.01	91.76	49.57
Yield per acre (ton)	7.65	5.44	11.92
Operators share of yield %	100.00	100.00	100.00
Value per ton	44.70	37.45	47.20
Total product return per acre	341.92	203.73	562.52
Miscellaneous income per acre	2.18	3.01	-
Gross return per acre	344.09	206.74	562.52
Direct Expenses			
Seed	0.88	-	0.84
Fertilizer	21.94	21.87	11.80
Crop chemicals	2.82	2.24	7.23
Crop insurance	1.44	1.90	1.78
Fuel & oil	26.62	24.28	25.13
Repairs	25.11	27.64	26.11
Custom hire	6.13	4.32	9.34
Hired labor	1.05	4.80	-
Land rent	55.44	49.76	64.73
Operating interest	4.55	7.16	0.95
Miscellaneous	9.71	7.31	40.56
Total direct expenses per acre	155.69	151.28	188.48
Return over direct exp per acre	188.40	55.46	374.05
Overhead Expenses			
Custom hire	4.82	0.96	0.35
Hired labor	12.44	12.26	6.48
Machinery leases	1.76	2.74	3.07
Building leases	1.35	-	5.28
Farm insurance	3.17	3.38	3.29
Utilities	2.55	2.66	2.41
Dues & professional fees	1.24	1.27	0.87
Interest	7.98	5.90	2.93
Mach & bldg depreciation	20.35	13.82	22.38
Miscellaneous	6.86	3.26	7.08
Total overhead expenses per acre	62.53	46.25	54.14
Total dir & ovhd expenses per acre	218.22	197.53	242.62
Net return per acre	125.88	9.21	319.91
Government payments	12.18	9.87	10.41
Net return with govt pmts	138.06	19.09	330.31
Labor & management charge	24.80	25.14	47.50
Net return over lbr & mgt	113.26	-6.05	282.81
Cost of Production			
Total direct expense per ton	20.35	27.81	15.82
Total dir & ovhd exp per ton	28.53	36.31	20.36
Less govt & other income	26.65	33.94	19.48
With labor & management	29.89	38.56	23.47
Machinery cost per acre	90.33	76.86	87.78
Est. labor hours per acre	5.45	4.57	4.14

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Oatlage on Cash Rent

	Avg. Of All Farms
Number of fields	10
Number of farms	8
Acres	24.83
Yield per acre (ton)	5.48
Operators share of yield %	100.00
Value per ton	18.36
Total product return per acre	100.55
Miscellaneous income per acre	-
Gross return per acre	100.55
Direct Expenses	
Seed	15.64
Fertilizer	10.16
Crop chemicals	1.54
Fuel & oil	11.17
Repairs	10.71
Custom hire	1.05
Land rent	49.11
Machinery leases	4.59
Operating interest	1.51
Miscellaneous	4.40
Total direct expenses per acre	109.88
Return over direct exp per acre	-9.33
Overhead Expenses	
Custom hire	0.65
Hired labor	0.93
Farm insurance	1.48
Utilities	1.02
Dues & professional fees	0.50
Interest	2.93
Mach & bldg depreciation	9.68
Miscellaneous	2.12
Total overhead expenses per acre	19.31
Total dir & ovhd expenses per acre	129.19
Net return per acre	-28.64
Government payments	45.68
Net return with govt pmts	17.04
Labor & management charge	12.65
Net return over lbr & mgt	4.39
Cost of Production	
Total direct expense per ton	20.07
Total dir & ovhd exp per ton	23.60
Less govt & other income	15.25
With labor & management	17.56
Machinery cost per acre	40.05
Est. labor hours per acre	0.98

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Oats on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	95	19	19
Number of farms	94	18	19
Acres	29.18	48.36	17.26
Yield per acre (bu.)	62.32	35.86	91.08
Operators share of yield %	100.00	100.00	100.00
Value per bu.	1.89	1.70	1.97
Other product return per acre	4.43	1.19	0.98
Total product return per acre	122.38	62.09	180.12
Miscellaneous income per acre	31.44	16.46	113.24
Gross return per acre	153.82	78.55	293.36
Direct Expenses			
Seed	10.41	7.42	13.35
Fertilizer	10.70	10.47	9.01
Crop chemicals	3.56	3.67	3.19
Crop insurance	1.71	2.37	0.57
Fuel & oil	14.63	17.59	11.43
Repairs	16.86	17.93	16.12
Custom hire	2.78	2.23	7.61
Operating interest	2.82	1.91	4.30
Miscellaneous	1.70	2.39	0.84
Total direct expenses per acre	65.16	65.98	66.41
Return over direct exp per acre	88.66	12.58	226.95
Overhead Expenses			
Custom hire	2.10	3.03	3.06
Hired labor	4.85	6.21	3.74
Machinery leases	0.81	1.21	1.52
RE & pers. property taxes	7.49	4.92	12.86
Farm insurance	2.30	1.50	2.97
Utilities	2.00	1.61	2.15
Dues & professional fees	0.57	0.41	0.20
Interest	25.10	12.21	55.35
Mach & bldg depreciation	17.31	17.48	15.93
Miscellaneous	2.81	2.00	5.49
Total overhead expenses per acre	65.34	50.59	103.25
Total dir & ovhd expenses per acre	130.50	116.56	169.67
Net return per acre	23.32	-38.01	123.69
Government payments	18.73	15.67	32.11
Net return with govt pmts	42.05	-22.33	155.80
Labor & management charge	19.53	20.58	13.76
Net return over lbr & mgt	22.52	-42.91	142.05
Cost of Production			
Total direct expense per bu.	1.05	1.84	0.73
Total dir & ovhd exp per bu.	2.09	3.25	1.86
Less govt & other income	1.22	2.32	0.26
With labor & management	1.53	2.90	0.41
Machinery cost per acre	56.94	61.96	56.42
Est. labor hours per acre	2.41	2.59	1.59

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Oats on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	89	17	19
Number of farms	88	17	18
Acres	38.37	31.75	34.83
Yield per acre (bu.)	65.76	50.16	79.47
Operators share of yield %	100.00	100.00	100.00
Value per bu.	1.96	1.69	2.22
Other product return per acre	1.44	0.76	4.44
Total product return per acre	130.39	85.72	180.64
Miscellaneous income per acre	31.03	4.75	53.74
Gross return per acre	161.42	90.47	234.38
Direct Expenses			
Seed	11.73	9.31	13.95
Fertilizer	20.84	19.39	8.55
Crop chemicals	4.77	2.00	3.06
Crop insurance	2.67	3.88	1.14
Fuel & oil	12.76	15.91	14.16
Repairs	18.19	20.44	18.10
Custom hire	5.30	8.45	0.83
Land rent	44.00	52.97	42.69
Operating interest	3.48	2.64	3.62
Miscellaneous	2.01	1.15	1.50
Total direct expenses per acre	125.74	136.14	107.60
Return over direct exp per acre	35.69	-45.67	126.78
Overhead Expenses			
Custom hire	1.44	1.21	3.73
Hired labor	6.68	7.05	4.85
Machinery leases	0.50	0.18	0.59
Farm insurance	2.19	2.09	2.41
Utilities	1.94	1.91	3.32
Dues & professional fees	0.58	0.47	0.62
Interest	4.34	3.41	6.70
Mach & bldg depreciation	13.67	12.24	18.23
Miscellaneous	2.58	1.96	2.54
Total overhead expenses per acre	33.91	30.52	42.99
Total dir & ovhd expenses per acre	159.64	166.66	150.59
Net return per acre	1.78	-76.19	83.79
Government payments	19.01	26.12	15.76
Net return with govt pmts	20.79	-50.07	99.55
Labor & management charge	16.04	17.10	18.11
Net return over lbr & mgt	4.75	-67.17	81.45
Cost of Production			
Total direct expense per bu.	1.91	2.71	1.35
Total dir & ovhd exp per bu.	2.43	3.32	1.89
Less govt & other income	1.64	2.69	0.96
With labor & management	1.89	3.03	1.19
Machinery cost per acre	55.18	60.25	61.14
Est. labor hours per acre	2.13	1.79	2.71

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Pasture on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	86	17	18
Number of farms	80	16	16
Acres	76.25	103.88	44.44
Yield per acre (aum)	4.33	1.41	4.96
Operators share of yield %	100.00	100.00	100.00
Value per aum	6.55	7.26	15.81
Other product return per acre	0.17	-	-
Total product return per acre	28.50	10.25	78.47
Miscellaneous income per acre	0.31	-	-
Gross return per acre	28.81	10.25	78.47
Direct Expenses			
Seed	0.10	-	0.58
Fertilizer	1.22	0.54	2.60
Crop chemicals	0.68	-	1.24
Fuel & oil	2.20	2.44	1.60
Repairs	2.58	2.84	2.87
Marketing	0.19	0.72	-
Operating interest	0.57	0.66	0.73
Total direct expenses per acre	7.63	7.27	9.62
Return over direct exp per acre	21.17	2.98	68.85
Overhead Expenses			
RE & pers. property taxes	5.77	4.31	8.25
Farm insurance	0.65	0.47	0.52
Interest	13.15	7.70	21.98
Mach & bldg depreciation	2.04	2.05	2.19
Miscellaneous	1.83	1.18	1.76
Total overhead expenses per acre	23.44	15.72	34.70
Total dir & ovhd expenses per acre	31.07	22.98	44.32
Net return per acre	-2.26	-12.73	34.15
Government payments	0.51	-	0.74
Net return with govt pmts	-1.75	-12.73	34.89
Labor & management charge	2.64	2.92	2.45
Net return over lbr & mgt	-4.40	-15.66	32.43
Cost of Production			
Total direct expense per aum	1.76	5.15	1.94
Total dir & ovhd exp per aum	7.18	16.29	8.93
Less govt & other income	6.95	16.29	8.78
With labor & management	7.56	18.36	9.28
Machinery cost per acre	7.73	7.74	7.57
Est. labor hours per acre	0.36	0.39	0.30

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Pasture on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	58	10	11
Number of farms	54	10	11
Acres	176.67	244.19	119.73
Yield per acre (aum)	2.93	1.23	5.10
Operators share of yield %	100.00	100.00	100.00
Value per aum	7.25	9.04	8.82
Total product return per acre	21.22	11.15	45.04
Miscellaneous income per acre	-	-	-
Gross return per acre	21.22	11.15	45.04
Direct Expenses			
Fertilizer	1.14	1.78	0.13
Fuel & oil	1.45	1.65	1.40
Repairs	1.91	1.62	2.19
Land rent	12.06	16.65	10.95
Operating interest	0.60	0.98	0.25
Miscellaneous	0.41	0.12	0.49
Total direct expenses per acre	17.57	22.80	15.41
Return over direct exp per acre	3.65	-11.65	29.63
Overhead Expenses			
Custom hire	0.11	0.05	0.55
Interest	0.47	0.70	0.31
Mach & bldg depreciation	1.63	1.60	1.52
Miscellaneous	1.31	0.89	1.42
Total overhead expenses per acre	3.54	3.24	3.81
Total dir & ovhd expenses per acre	21.11	26.04	19.22
Net return per acre	0.12	-14.89	25.82
Government payments	0.80	2.96	0.05
Net return with govt pmts	0.91	-11.93	25.87
Labor & management charge	2.17	1.73	1.74
Net return over lbr & mgt	-1.25	-13.65	24.13
Cost of Production			
Total direct expense per aum	6.01	18.49	3.02
Total dir & ovhd exp per aum	7.21	21.11	3.77
Less govt & other income	6.94	18.71	3.76
With labor & management	7.68	20.11	4.10
Machinery cost per acre	5.64	5.57	6.07
Est. labor hours per acre	0.31	0.31	0.22

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Pasture, Intensive on Owned Land

	Avg. Of All Farms
Number of fields	6
Number of farms	6
Acres	60.15
Yield per acre (aum)	8.20
Operators share of yield %	100.00
Value per aum	14.40
Total product return per acre	118.10
Miscellaneous income per acre	-
Gross return per acre	118.10
Direct Expenses	
Seed	4.68
Fuel & oil	10.75
Repairs	20.20
Custom hire	0.62
Operating interest	4.37
Miscellaneous	4.10
Total direct expenses per acre	44.73
Return over direct exp per acre	73.37
Overhead Expenses	
Custom hire	3.88
Hired labor	6.80
RE & pers. property taxes	10.03
Farm insurance	1.94
Utilities	1.74
Interest	32.12
Mach & bldg depreciation	13.71
Miscellaneous	1.79
Total overhead expenses per acre	72.01
Total dir & ovhd expenses per acre	116.73
Net return per acre	1.36
Government payments	8.94
Net return with govt pmts	10.31
Labor & management charge	18.16
Net return over lbr & mgt	-7.85
Cost of Production	
Total direct expense per aum	5.45
Total dir & ovhd exp per aum	14.23
Less govt & other income	13.14
With labor & management	15.35
Machinery cost per acre	52.08
Est. labor hours per acre	2.35

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Pasture, Intensive on Cash Rent

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	84.70
Yield per acre (aum)	11.28
Operators share of yield %	100.00
Value per aum	15.96
Total product return per acre	180.04
Miscellaneous income per acre	7.08
Gross return per acre	187.12
Direct Expenses	
Seed	8.04
Fertilizer	3.48
Fuel & oil	9.71
Repairs	17.36
Custom hire	1.01
Land rent	85.08
Operating interest	6.84
Miscellaneous	6.73
Total direct expenses per acre	138.24
Return over direct exp per acre	48.88
Overhead Expenses	
Custom hire	3.91
Hired labor	11.39
Building leases	1.49
Farm insurance	1.28
Utilities	1.82
Interest	4.99
Mach & bldg depreciation	17.01
Miscellaneous	2.96
Total overhead expenses per acre	44.86
Total dir & ovhd expenses per acre	183.10
Net return per acre	4.02
Government payments	19.89
Net return with govt pmts	23.91
Labor & management charge	17.32
Net return over lbr & mgt	6.59
Cost of Production	
Total direct expense per aum	12.25
Total dir & ovhd exp per aum	16.23
Less govt & other income	13.84
With labor & management	15.37
Machinery cost per acre	52.02
Est. labor hours per acre	2.49

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Peas on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	31	6	6
Number of farms	30	6	6
Acres	52.66	66.97	68.65
Yield per acre (lb.)	3,697.97	2,229.25	5,251.38
Operators share of yield %	100.00	100.00	100.00
Value per lb.	0.07	0.08	0.07
Total product return per acre	275.74	173.65	366.54
Miscellaneous income per acre	23.27	9.38	42.72
Gross return per acre	299.01	183.04	409.26
Direct Expenses			
Fertilizer	16.84	29.81	10.45
Crop chemicals	13.16	8.68	7.30
Crop insurance	3.82	0.37	3.68
Fuel & oil	7.85	6.86	9.81
Repairs	9.18	10.08	7.97
Custom hire	1.50	0.52	3.07
Marketing	0.41	-	1.51
Operating interest	2.92	4.16	1.59
Miscellaneous	1.65	2.46	0.26
Total direct expenses per acre	57.34	62.96	45.64
Return over direct exp per acre	241.66	120.08	363.62
Overhead Expenses			
Hired labor	3.87	0.80	3.12
Machinery leases	0.57	1.05	0.16
RE & pers. property taxes	15.17	14.81	12.49
Farm insurance	2.27	1.74	3.92
Utilities	1.89	1.12	2.24
Dues & professional fees	0.62	0.27	1.23
Interest	38.21	53.68	27.15
Mach & bldg depreciation	11.56	14.80	5.81
Miscellaneous	2.54	2.22	3.26
Total overhead expenses per acre	76.69	90.49	59.38
Total dir & ovhd expenses per acre	134.04	153.44	105.01
Net return per acre	164.97	29.59	304.24
Government payments	-	-	-
Net return with govt pmts	164.97	29.59	304.24
Labor & management charge	10.77	9.35	9.97
Net return over lbr & mgt	154.20	20.25	294.27
Cost of Production			
Total direct expense per lb.	0.02	0.03	0.01
Total dir & ovhd exp per lb.	0.04	0.07	0.02
Less govt & other income	0.03	0.06	0.01
With labor & management	0.03	0.07	0.01
Machinery cost per acre	31.22	33.28	28.26
Est. labor hours per acre	1.05	0.43	1.06

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Peas on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	52	10	11
Number of farms	52	10	11
Acres	59.29	57.02	44.55
Yield per acre (lb.)	3,492.63	2,492.91	5,519.58
Operators share of yield %	100.00	100.00	100.00
Value per lb.	0.08	0.07	0.06
Total product return per acre	263.35	169.57	356.87
Miscellaneous income per acre	11.40	15.11	28.53
Gross return per acre	274.75	184.69	385.40
Direct Expenses			
Fertilizer	16.40	12.77	25.47
Crop chemicals	12.58	11.99	10.13
Crop insurance	6.60	2.66	9.43
Fuel & oil	8.13	8.00	6.30
Repairs	10.20	9.19	7.28
Custom hire	1.91	1.30	2.42
Land rent	120.39	128.28	109.11
Machinery leases	0.55	2.99	-
Marketing	0.31	-	1.02
Operating interest	5.55	4.30	3.56
Miscellaneous	0.87	1.76	0.19
Total direct expenses per acre	183.49	183.23	174.92
Return over direct exp per acre	91.25	1.46	210.48
Overhead Expenses			
Custom hire	0.91	-	1.10
Hired labor	2.84	3.57	2.76
Machinery leases	1.18	2.08	1.64
Farm insurance	2.68	2.79	4.04
Utilities	1.27	1.31	1.41
Dues & professional fees	1.32	1.63	1.43
Interest	2.54	2.10	1.58
Mach & bldg depreciation	10.06	13.24	8.49
Miscellaneous	1.66	1.09	2.68
Total overhead expenses per acre	24.48	27.80	25.13
Total dir & ovhd expenses per acre	207.97	211.03	200.06
Net return per acre	66.78	-26.34	185.34
Government payments	-	-	-
Net return with govt pmts	66.78	-26.34	185.34
Labor & management charge	10.31	11.02	6.81
Net return over lbr & mgt	56.46	-37.36	178.53
Cost of Production			
Total direct expense per lb.	0.05	0.07	0.03
Total dir & ovhd exp per lb.	0.06	0.08	0.04
Less govt & other income	0.06	0.08	0.03
With labor & management	0.06	0.08	0.03
Machinery cost per acre	33.97	38.08	26.38
Est. labor hours per acre	1.03	0.90	0.81

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Potatoes on Cash Rent

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	74.76
Yield per acre (cwt.)	175.86
Operators share of yield %	100.00
Value per cwt.	5.80
Total product return per acre	1,020.80
Miscellaneous income per acre	86.46
Gross return per acre	1,107.26
Direct Expenses	
Seed	155.15
Fertilizer	93.72
Crop chemicals	143.96
Crop insurance	28.28
Fuel & oil	116.57
Repairs	115.84
Hired labor	42.61
Land rent	48.78
Operating interest	63.47
Total direct expenses per acre	808.36
Return over direct exp per acre	298.90
Overhead Expenses	
Custom hire	37.52
Hired labor	88.30
Farm insurance	36.75
Utilities	17.12
Dues & professional fees	7.72
Interest	29.42
Mach & bldg depreciation	99.79
Miscellaneous	27.23
Total overhead expenses per acre	343.84
Total dir & ovhd expenses per acre	1,152.20
Net return per acre	-44.94
Government payments	-
Net return with govt pmts	-44.94
Labor & management charge	78.96
Net return over lbr & mgt	-123.89
Cost of Production	
Total direct expense per cwt.	4.60
Total dir & ovhd exp per cwt.	6.55
Less govt & other income	6.06
With labor & management	6.51
Machinery cost per acre	386.29
Est. labor hours per acre	15.37

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Prevented planting on Cash Rent

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	58.56
Yield per acre	-
Operators share of yield %	-
Value per unit	-
Total product return per acre	-
Miscellaneous income per acre	73.55
Gross return per acre	73.55
Direct Expenses	
Crop chemicals	2.29
Crop insurance	7.97
Fuel & oil	7.74
Repairs	7.59
Land rent	46.70
Operating interest	2.52
Total direct expenses per acre	74.81
Return over direct exp per acre	-1.26
Overhead Expenses	
Custom hire	2.15
Hired labor	1.20
Machinery leases	0.85
Farm insurance	2.39
Utilities	1.17
Dues & professional fees	1.04
Interest	2.24
Mach & bldg depreciation	5.59
Miscellaneous	2.04
Total overhead expenses per acre	18.67
Total dir & ovhd expenses per acre	93.48
Net return per acre	-19.93
Government payments	11.81
Net return with govt pmts	-8.12
Labor & management charge	7.89
Net return over lbr & mgt	-16.01
Cost of Production	
Total direct expense per unit	-
Total dir & ovhd exp per unit	-
Less govt & other income	-
With labor & management	-
Machinery cost per acre	26.04
Est. labor hours per acre	0.56

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Rented Out on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	49	9	10
Number of farms	48	9	10
Acres	212.21	132.94	174.83
Yield per acre (\$)	104.32	41.80	163.73
Operators share of yield %	100.00	100.00	100.00
Value per \$	1.00	1.00	1.00
Total product return per acre	104.32	41.80	163.73
Miscellaneous income per acre	-	-	-
Gross return per acre	104.32	41.80	163.73
Direct Expenses			
Fuel & oil	2.13	2.18	1.75
Repairs	3.31	2.64	2.65
Operating interest	1.73	0.70	1.10
Miscellaneous	0.39	0.50	-
Total direct expenses per acre	7.55	6.02	5.50
Return over direct exp per acre	96.77	35.79	158.23
Overhead Expenses			
Hired labor	0.67	0.32	0.44
RE & pers. property taxes	12.43	4.50	15.62
Farm insurance	2.03	0.40	1.34
Utilities	1.38	0.41	0.60
Interest	26.73	20.42	41.08
Mach & bldg depreciation	7.70	1.70	3.20
Miscellaneous	2.53	1.09	1.97
Total overhead expenses per acre	53.46	28.85	64.24
Total dir & ovhd expenses per acre	61.01	34.87	69.74
Net return per acre	43.31	6.93	93.99
Government payments	1.50	0.97	6.10
Net return with govt pmts	44.80	7.91	100.09
Labor & management charge	5.79	4.69	2.13
Net return over lbr & mgt	39.02	3.22	97.96
Cost of Production			
Total direct expense per \$	0.07	0.14	0.03
Total dir & ovhd exp per \$	0.58	0.83	0.43
Less govt & other income	0.57	0.81	0.39
With labor & management	0.63	0.92	0.40
Machinery cost per acre	12.52	7.55	8.03
Est. labor hours per acre	0.40	0.33	0.22

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Rented Out on Cash Rent

	Avg. Of All Farms
Number of fields	10
Number of farms	10
Acres	107.65
Yield per acre (\$)	100.37
Operators share of yield %	100.00
Value per \$	1.00
Total product return per acre	100.37
Miscellaneous income per acre	-
Gross return per acre	100.37
Direct Expenses	
Fertilizer	0.12
Fuel & oil	0.88
Repairs	1.16
Land rent	60.91
Operating interest	0.19
Miscellaneous	0.22
Total direct expenses per acre	63.49
Return over direct exp per acre	36.88
Overhead Expenses	
Farm insurance	5.21
Interest	0.68
Mach & bldg depreciation	0.88
Miscellaneous	0.97
Total overhead expenses per acre	7.74
Total dir & ovhd expenses per acre	71.23
Net return per acre	29.14
Government payments	8.62
Net return with govt pmts	37.76
Labor & management charge	2.31
Net return over lbr & mgt	35.44
Cost of Production	
Total direct expense per \$	0.63
Total dir & ovhd exp per \$	0.71
Less govt & other income	0.62
With labor & management	0.65
Machinery cost per acre	3.83
Est. labor hours per acre	0.13

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Rye on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	9
Number of farms	9
Acres	133.09
Yield per acre (bu.)	22.15
Operators share of yield %	100.00
Value per bu.	3.12
Total product return per acre	69.00
Miscellaneous income per acre	16.88
Gross return per acre	85.88
Direct Expenses	
Seed	8.01
Fertilizer	17.17
Fuel & oil	10.75
Repairs	16.17
Land rent	23.54
Hauling and trucking	4.43
Operating interest	6.34
Miscellaneous	0.92
Total direct expenses per acre	87.33
Return over direct exp per acre	-1.45
Overhead Expenses	
Custom hire	0.14
Hired labor	3.08
Machinery leases	1.14
Farm insurance	2.23
Utilities	1.08
Interest	2.77
Mach & bldg depreciation	10.87
Miscellaneous	1.12
Total overhead expenses per acre	22.43
Total dir & ovhd expenses per acre	109.76
Net return per acre	-23.88
Government payments	16.79
Net return with govt pmts	-7.08
Labor & management charge	9.74
Net return over lbr & mgt	-16.82
Cost of Production	
Total direct expense per bu.	3.94
Total dir & ovhd exp per bu.	4.96
Less govt & other income	3.44
With labor & management	3.88
Machinery cost per acre	40.95
Est. labor hours per acre	1.80

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Soybeans on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	1201	237	251
Number of farms	1012	202	203
Acres	126.91	136.80	106.76
Yield per acre (bu.)	45.52	30.19	57.79
Operators share of yield %	100.00	100.00	100.00
Value per bu.	6.03	5.86	6.24
Other product return per acre	0.01	0.03	-
Total product return per acre	274.72	176.81	360.84
Miscellaneous income per acre	6.51	10.87	4.71
Gross return per acre	281.24	187.68	365.55
Direct Expenses			
Seed	31.10	32.90	29.69
Fertilizer	4.87	8.99	2.55
Crop chemicals	18.15	17.49	16.90
Crop insurance	11.86	11.35	11.86
Fuel & oil	16.18	15.33	16.34
Repairs	19.26	17.49	18.50
Custom hire	3.52	4.94	2.05
Machinery leases	0.35	0.35	0.50
Hauling and trucking	0.36	0.07	0.62
Marketing	0.62	0.19	0.86
Operating interest	7.40	5.89	6.57
Miscellaneous	0.95	0.64	1.26
Total direct expenses per acre	114.62	115.65	107.70
Return over direct exp per acre	166.62	72.03	257.85
Overhead Expenses			
Custom hire	1.56	2.55	1.63
Hired labor	5.32	4.51	4.88
Machinery leases	1.51	1.41	1.58
Building leases	0.61	0.23	1.17
RE & pers. property taxes	12.52	7.10	15.75
Farm insurance	4.40	3.88	4.24
Utilities	3.14	2.61	3.07
Dues & professional fees	1.36	1.50	1.01
Interest	43.15	29.74	49.27
Mach & bldg depreciation	20.70	14.53	23.68
Miscellaneous	3.98	2.42	4.97
Total overhead expenses per acre	98.26	70.49	111.26
Total dir & ovhd expenses per acre	212.87	186.14	218.96
Net return per acre	68.36	1.54	146.59
Government payments	24.86	17.97	31.44
Net return with govt pmts	93.23	19.51	178.03
Labor & management charge	24.37	21.61	27.05
Net return over lbr & mgt	68.85	-2.10	150.98
Cost of Production			
Total direct expense per bu.	2.52	3.83	1.86
Total dir & ovhd exp per bu.	4.68	6.17	3.79
Less govt & other income	3.99	5.21	3.16
With labor & management	4.52	5.92	3.63
Machinery cost per acre	64.54	59.44	64.04
Est. labor hours per acre	2.08	1.98	2.29

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Soybeans on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	2067	430	388
Number of farms	1319	263	264
Acres	212.99	180.58	175.62
Yield per acre (bu.)	45.18	35.07	54.61
Operators share of yield %	100.00	100.00	100.00
Value per bu.	6.02	5.78	6.25
Other product return per acre	0.01	0.01	0.09
Total product return per acre	272.08	202.67	341.61
Miscellaneous income per acre	5.70	8.12	4.08
Gross return per acre	277.78	210.79	345.70
Direct Expenses			
Seed	30.47	31.30	28.29
Fertilizer	4.79	6.38	2.61
Crop chemicals	18.38	19.47	16.22
Crop insurance	12.09	12.14	10.81
Fuel & oil	15.54	15.67	15.80
Repairs	17.87	18.72	17.40
Custom hire	3.16	5.35	2.21
Land rent	90.52	80.80	96.59
Machinery leases	0.83	1.01	0.15
Hauling and trucking	0.42	0.66	0.56
Marketing	0.68	0.84	0.69
Operating interest	8.38	9.47	7.36
Miscellaneous	0.98	0.93	0.95
Total direct expenses per acre	204.11	202.72	199.63
Return over direct exp per acre	73.67	8.07	146.07
Overhead Expenses			
Custom hire	1.32	1.43	0.82
Hired labor	5.09	3.91	5.43
Machinery leases	2.67	3.78	2.62
Building leases	0.65	0.58	0.80
Farm insurance	3.66	3.53	4.04
Utilities	2.55	2.57	2.83
Dues & professional fees	1.39	1.77	1.27
Interest	4.91	5.42	4.70
Mach & bldg depreciation	18.08	15.19	20.91
Miscellaneous	3.43	3.00	3.65
Total overhead expenses per acre	43.75	41.19	47.05
Total dir & ovhd expenses per acre	247.86	243.91	246.68
Net return per acre	29.92	-33.12	99.02
Government payments	23.98	22.80	27.45
Net return with govt pmts	53.90	-10.32	126.47
Labor & management charge	21.90	21.70	23.45
Net return over lbr & mgt	32.00	-32.02	103.03
Cost of Production			
Total direct expense per bu.	4.52	5.78	3.66
Total dir & ovhd exp per bu.	5.49	6.96	4.52
Less govt & other income	4.83	6.07	3.94
With labor & management	5.31	6.69	4.37
Machinery cost per acre	61.89	64.65	60.81
Est. labor hours per acre	1.79	1.76	2.04

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Soybeans Seed on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	6
Number of farms	6
Acres	221.82
Yield per acre (bu.)	49.46
Operators share of yield %	100.00
Value per bu.	6.23
Total product return per acre	308.17
Miscellaneous income per acre	2.90
Gross return per acre	311.08
Direct Expenses	
Seed	31.59
Fertilizer	5.54
Crop chemicals	22.61
Crop insurance	10.06
Fuel & oil	17.14
Repairs	22.36
Custom hire	2.37
Land rent	98.47
Hauling and trucking	1.40
Operating interest	9.32
Miscellaneous	3.62
Total direct expenses per acre	224.48
Return over direct exp per acre	86.60
Overhead Expenses	
Hired labor	4.47
Machinery leases	4.68
Building leases	3.89
Farm insurance	4.41
Utilities	1.68
Dues & professional fees	1.47
Interest	4.52
Mach & bldg depreciation	30.08
Miscellaneous	3.19
Total overhead expenses per acre	58.39
Total dir & ovhd expenses per acre	282.87
Net return per acre	28.21
Government payments	29.02
Net return with govt pmts	57.23
Labor & management charge	19.39
Net return over lbr & mgt	37.83
Cost of Production	
Total direct expense per bu.	4.54
Total dir & ovhd exp per bu.	5.72
Less govt & other income	5.07
With labor & management	5.47
Machinery cost per acre	79.14
Est. labor hours per acre	2.01

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Soybeans, Food on Owned Land

	Avg. Of All Farms
Number of fields	17
Number of farms	13
Acres	94.99
Yield per acre (bu.)	32.41
Operators share of yield %	100.00
Value per bu.	7.41
Total product return per acre	240.09
Miscellaneous income per acre	7.54
Gross return per acre	247.63
Direct Expenses	
Seed	20.95
Fertilizer	5.18
Crop chemicals	31.21
Crop insurance	12.69
Fuel & oil	17.54
Repairs	23.09
Custom hire	3.42
Machinery leases	0.95
Operating interest	8.17
Miscellaneous	0.20
Total direct expenses per acre	123.39
Return over direct exp per acre	124.24
Overhead Expenses	
Custom hire	1.27
Hired labor	2.87
Machinery leases	0.64
Building leases	0.25
RE & pers. property taxes	11.98
Farm insurance	3.19
Utilities	3.44
Dues & professional fees	2.71
Interest	31.96
Mach & bldg depreciation	14.45
Miscellaneous	3.34
Total overhead expenses per acre	76.09
Total dir & ovhd expenses per acre	199.48
Net return per acre	48.15
Government payments	19.30
Net return with govt pmts	67.45
Labor & management charge	23.68
Net return over lbr & mgt	43.76
Cost of Production	
Total direct expense per bu.	3.81
Total dir & ovhd exp per bu.	6.15
Less govt & other income	5.33
With labor & management	6.06
Machinery cost per acre	63.02
Est. labor hours per acre	2.18

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Soybeans, Food on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	30
Number of farms	19
Acres	148.55
Yield per acre (bu.)	33.00
Operators share of yield %	100.00
Value per bu.	7.58
Total product return per acre	250.13
Miscellaneous income per acre	13.83
Gross return per acre	263.97
Direct Expenses	
Seed	21.02
Fertilizer	3.88
Crop chemicals	31.54
Crop insurance	14.45
Fuel & oil	16.57
Repairs	19.33
Custom hire	1.19
Land rent	86.62
Machinery leases	0.62
Operating interest	9.29
Miscellaneous	0.61
Total direct expenses per acre	205.12
Return over direct exp per acre	58.85
Overhead Expenses	
Custom hire	1.32
Hired labor	2.99
Machinery leases	1.43
Building leases	0.58
Farm insurance	3.12
Utilities	2.99
Dues & professional fees	2.56
Interest	5.22
Mach & bldg depreciation	17.11
Miscellaneous	3.75
Total overhead expenses per acre	41.07
Total dir & ovhd expenses per acre	246.19
Net return per acre	17.77
Government payments	19.27
Net return with govt pmts	37.04
Labor & management charge	25.49
Net return over lbr & mgt	11.55
Cost of Production	
Total direct expense per bu.	6.22
Total dir & ovhd exp per bu.	7.46
Less govt & other income	6.46
With labor & management	7.23
Machinery cost per acre	60.20
Est. labor hours per acre	1.71

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Sugar Beets on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	68	10	17
Number of farms	47	9	10
Acres	120.13	154.45	119.84
Yield per acre (ton)	23.54	21.47	25.58
Operators share of yield %	100.00	100.00	100.00
Value per ton	40.31	38.28	41.03
Total product return per acre	948.91	822.13	1,049.63
Miscellaneous income per acre	3.25	9.18	2.66
Gross return per acre	952.17	831.32	1,052.29
Direct Expenses			
Seed	56.08	58.01	53.23
Fertilizer	44.55	44.35	40.84
Crop chemicals	97.70	120.06	84.85
Crop insurance	17.20	13.97	14.45
Fuel & oil	62.73	59.54	61.39
Repairs	62.16	62.06	63.25
Custom hire	20.79	61.04	13.39
Hired labor	27.90	40.54	23.89
Stock/quota lease	48.50	82.91	-
Machinery leases	0.93	-	-
Utilities	0.17	0.90	-
Hauling and trucking	5.82	-	16.59
Operating interest	30.38	23.98	30.57
Miscellaneous	2.29	3.52	2.50
Total direct expenses per acre	477.21	570.87	404.96
Return over direct exp per acre	474.96	260.44	647.33
Overhead Expenses			
Custom hire	5.00	6.42	3.72
Hired labor	32.68	22.15	41.20
Machinery leases	5.51	10.55	2.66
Building leases	0.41	2.10	-
RE & pers. property taxes	13.39	14.60	13.97
Farm insurance	9.94	11.32	9.61
Utilities	6.14	4.41	8.28
Dues & professional fees	5.54	5.88	9.94
Interest	62.29	64.01	68.90
Mach & bldg depreciation	60.77	45.36	71.46
Miscellaneous	7.41	5.78	5.93
Total overhead expenses per acre	209.09	192.58	235.66
Total dir & ovhd expenses per acre	686.29	763.45	640.63
Net return per acre	265.87	67.87	411.66
Government payments	16.87	22.79	12.61
Net return with govt pmts	282.74	90.66	424.28
Labor & management charge	74.89	80.25	75.66
Net return over lbr & mgt	207.85	10.41	348.61
Cost of Production			
Total direct expense per ton	20.27	26.58	15.83
Total dir & ovhd exp per ton	29.15	35.55	25.04
Less govt & other income	28.30	34.06	24.44
With labor & management	31.48	37.80	27.40
Machinery cost per acre	235.56	257.81	240.81
Est. labor hours per acre	6.45	7.06	6.82

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Sugar Beets on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	202	35	47
Number of farms	96	19	20
Acres	181.11	180.94	167.29
Yield per acre (ton)	23.99	22.28	25.97
Operators share of yield %	100.00	100.00	100.00
Value per ton	40.50	39.37	41.15
Total product return per acre	971.65	877.10	1,068.46
Miscellaneous income per acre	7.95	17.49	13.44
Gross return per acre	979.60	894.60	1,081.90
Direct Expenses			
Seed	54.70	52.68	53.88
Fertilizer	42.21	42.09	40.27
Crop chemicals	93.07	97.63	91.03
Crop insurance	17.37	18.01	18.80
Fuel & oil	59.64	65.12	57.42
Repairs	65.41	62.77	60.50
Custom hire	10.87	12.98	6.59
Hired labor	27.63	27.92	29.12
Land rent	81.64	83.38	81.90
Stock/quota lease	105.66	189.37	21.73
Machinery leases	2.35	5.25	-
Hauling and trucking	5.92	14.94	6.37
Marketing	0.26	-	0.89
Operating interest	27.21	41.55	14.53
Miscellaneous	4.76	6.98	6.08
Total direct expenses per acre	598.71	720.67	489.10
Return over direct exp per acre	380.89	173.93	592.80
Overhead Expenses			
Custom hire	6.24	8.63	7.41
Hired labor	33.05	21.87	42.91
Machinery leases	9.35	13.98	2.79
Building leases	0.55	0.05	0.41
Farm insurance	8.89	7.72	12.02
Utilities	5.98	6.01	7.00
Dues & professional fees	7.22	5.68	6.52
Interest	19.41	16.45	19.37
Mach & bldg depreciation	51.52	49.79	58.76
Miscellaneous	6.68	9.30	10.02
Total overhead expenses per acre	148.90	139.47	167.21
Total dir & ovhd expenses per acre	747.61	860.14	656.31
Net return per acre	231.99	34.45	425.59
Government payments	15.70	17.58	15.37
Net return with govt pmts	247.69	52.04	440.95
Labor & management charge	80.25	72.02	100.00
Net return over lbr & mgt	167.44	-19.99	340.95
Cost of Production			
Total direct expense per ton	24.95	32.35	18.84
Total dir & ovhd exp per ton	31.16	38.61	25.28
Less govt & other income	30.17	37.03	24.17
With labor & management	33.52	40.27	28.02
Machinery cost per acre	222.55	232.71	209.67
Est. labor hours per acre	6.14	5.40	7.76

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Sunflowers on Owned Land

	Avg. Of All Farms
Number of fields	13
Number of farms	13
Acres	128.68
Yield per acre (cwt.)	19.92
Operators share of yield %	100.00
Value per cwt.	13.16
Total product return per acre	262.27
Miscellaneous income per acre	-
Gross return per acre	262.27
Direct Expenses	
Seed	23.94
Fertilizer	32.57
Crop chemicals	17.66
Crop insurance	10.18
Fuel & oil	21.59
Repairs	19.05
Custom hire	2.39
Hauling and trucking	0.52
Operating interest	5.70
Total direct expenses per acre	133.82
Return over direct exp per acre	128.45
Overhead Expenses	
Custom hire	1.23
Hired labor	6.86
Machinery leases	0.65
RE & pers. property taxes	4.36
Farm insurance	3.82
Utilities	3.10
Dues & professional fees	1.10
Interest	20.42
Mach & bldg depreciation	15.00
Miscellaneous	2.96
Total overhead expenses per acre	59.51
Total dir & ovhd expenses per acre	193.33
Net return per acre	68.94
Government payments	14.54
Net return with govt pmts	83.48
Labor & management charge	20.12
Net return over lbr & mgt	63.36
Cost of Production	
Total direct expense per cwt.	6.72
Total dir & ovhd exp per cwt.	9.70
Less govt & other income	8.97
With labor & management	9.98
Machinery cost per acre	62.52
Est. labor hours per acre	1.79

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Sunflowers on Cash Rent

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	27	5
Number of farms	24	5
Acres	154.11	156.58
Yield per acre (cwt.)	19.36	24.30
Operators share of yield %	100.00	100.00
Value per cwt.	13.54	14.41
Total product return per acre	262.26	350.23
Miscellaneous income per acre	0.41	-
Gross return per acre	262.67	350.23
Direct Expenses		
Seed	21.46	24.37
Fertilizer	30.99	20.52
Crop chemicals	17.14	14.22
Crop insurance	9.83	10.31
Drying fuel	0.75	0.32
Fuel & oil	18.18	15.38
Repairs	16.71	16.85
Custom hire	4.48	2.22
Land rent	42.61	53.03
Hauling and trucking	0.24	-
Operating interest	4.79	5.66
Miscellaneous	0.49	0.38
Total direct expenses per acre	167.68	163.25
Return over direct exp per acre	95.00	186.99
Overhead Expenses		
Custom hire	3.86	7.16
Hired labor	4.16	2.36
Machinery leases	1.39	1.48
Farm insurance	3.42	1.74
Utilities	2.68	2.28
Dues & professional fees	1.75	3.05
Interest	3.59	3.75
Mach & bldg depreciation	11.71	14.72
Miscellaneous	2.39	2.78
Total overhead expenses per acre	34.94	39.33
Total dir & ovhd expenses per acre	202.62	202.57
Net return per acre	60.05	147.66
Government payments	15.01	11.93
Net return with govt pmts	75.06	159.59
Labor & management charge	21.90	28.89
Net return over lbr & mgt	53.16	130.71
Cost of Production		
Total direct expense per cwt.	8.66	6.72
Total dir & ovhd exp per cwt.	10.46	8.34
Less govt & other income	9.67	7.84
With labor & management	10.80	9.03
Machinery cost per acre	59.25	61.06
Est. labor hours per acre	1.77	1.94

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Sunflowers, Confectionary on Cash Rent

	Avg. Of All Farms
Number of fields	12
Number of farms	10
Acres	195.48
Yield per acre (cwt.)	18.70
Operators share of yield %	100.00
Value per cwt.	16.51
Total product return per acre	308.83
Miscellaneous income per acre	7.83
Gross return per acre	316.66
Direct Expenses	
Seed	28.84
Fertilizer	44.18
Crop chemicals	26.57
Crop insurance	13.96
Drying fuel	1.12
Fuel & oil	16.89
Repairs	18.51
Custom hire	7.48
Land rent	49.31
Operating interest	5.24
Miscellaneous	0.03
Total direct expenses per acre	212.13
Return over direct exp per acre	104.53
Overhead Expenses	
Custom hire	0.73
Hired labor	9.25
Machinery leases	1.19
Building leases	1.30
Farm insurance	3.71
Utilities	1.82
Dues & professional fees	2.63
Interest	2.80
Mach & bldg depreciation	14.38
Miscellaneous	1.76
Total overhead expenses per acre	39.56
Total dir & ovhd expenses per acre	251.69
Net return per acre	64.96
Government payments	16.00
Net return with govt pmts	80.97
Labor & management charge	22.91
Net return over lbr & mgt	58.06
Cost of Production	
Total direct expense per cwt.	11.34
Total dir & ovhd exp per cwt.	13.46
Less govt & other income	12.18
With labor & management	13.41
Machinery cost per acre	61.08
Est. labor hours per acre	1.95

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Sweet Corn on Owned Land

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	25	5
Number of farms	24	5
Acres	55.64	61.36
Yield per acre (ton)	7.25	7.95
Operators share of yield %	100.00	100.00
Value per ton	45.41	48.35
Total product return per acre	329.39	384.53
Miscellaneous income per acre	3.73	16.21
Gross return per acre	333.12	400.74
Direct Expenses		
Fertilizer	58.55	26.27
Crop chemicals	32.71	49.50
Crop insurance	2.64	2.92
Fuel & oil	18.52	10.91
Repairs	23.84	12.56
Custom hire	3.03	3.39
Hired labor	1.02	-
Hauling and trucking	2.86	6.86
Operating interest	8.43	7.08
Miscellaneous	3.22	7.81
Total direct expenses per acre	154.81	127.30
Return over direct exp per acre	178.31	273.44
Overhead Expenses		
Custom hire	1.01	1.96
Hired labor	6.21	7.46
Machinery leases	1.41	1.69
RE & pers. property taxes	15.71	17.85
Farm insurance	4.53	4.76
Utilities	2.98	2.26
Dues & professional fees	1.09	0.34
Interest	43.92	31.42
Mach & bldg depreciation	26.47	17.62
Miscellaneous	3.56	3.31
Total overhead expenses per acre	106.89	88.69
Total dir & ovhd expenses per acre	261.71	215.99
Net return per acre	71.42	184.75
Government payments	-	-
Net return with govt pmts	71.42	184.75
Labor & management charge	27.04	24.18
Net return over lbr & mgt	44.38	160.57
Cost of Production		
Total direct expense per ton	21.34	16.01
Total dir & ovhd exp per ton	36.08	27.16
Less govt & other income	35.56	25.12
With labor & management	39.29	28.16
Machinery cost per acre	74.23	48.66
Est. labor hours per acre	2.52	2.22

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Sweet Corn on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	68	12	15
Number of farms	64	12	13
Acres	85.85	104.40	83.97
Yield per acre (ton)	7.22	6.07	7.95
Operators share of yield %	100.00	100.00	100.00
Value per ton	42.97	39.39	48.10
Total product return per acre	310.14	238.91	382.20
Miscellaneous income per acre	8.43	-	0.98
Gross return per acre	318.57	238.91	383.19
Direct Expenses			
Fertilizer	60.78	73.87	42.17
Crop chemicals	29.23	30.49	19.38
Crop insurance	4.48	6.89	5.02
Fuel & oil	17.13	18.90	18.76
Repairs	20.10	21.74	17.98
Custom hire	2.15	0.40	3.11
Land rent	118.10	117.10	110.39
Machinery leases	0.99	-	0.30
Hauling and trucking	0.78	-	-
Operating interest	10.71	11.54	7.58
Miscellaneous	1.37	0.80	3.50
Total direct expenses per acre	265.80	281.72	228.18
Return over direct exp per acre	52.77	-42.81	155.01
Overhead Expenses			
Custom hire	0.88	0.81	0.70
Hired labor	4.79	6.03	5.77
Machinery leases	2.52	2.86	4.44
Farm insurance	4.04	4.90	5.09
Utilities	2.67	3.22	2.81
Dues & professional fees	1.97	1.24	3.62
Interest	4.42	3.49	2.98
Mach & bldg depreciation	20.90	19.42	22.68
Miscellaneous	3.58	5.35	2.37
Total overhead expenses per acre	45.76	47.31	50.45
Total dir & ovhd expenses per acre	311.56	329.03	278.63
Net return per acre	7.01	-90.12	104.55
Government payments	-	-	-
Net return with govt pmts	7.01	-90.12	104.55
Labor & management charge	23.63	20.02	23.98
Net return over lbr & mgt	-16.62	-110.14	80.58
Cost of Production			
Total direct expense per ton	36.83	46.45	28.72
Total dir & ovhd exp per ton	43.17	54.25	35.07
Less govt & other income	42.00	54.25	34.94
With labor & management	45.27	57.55	37.96
Machinery cost per acre	65.06	63.77	68.75
Est. labor hours per acre	2.06	2.08	1.99

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Wheat, Spring on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	304	59	64
Number of farms	253	50	51
Acres	143.62	154.19	79.53
Yield per acre (bu.)	49.78	35.56	63.44
Operators share of yield %	100.00	100.00	100.00
Value per bu.	4.45	4.21	4.57
Other product return per acre	0.08	-	0.40
Total product return per acre	221.61	149.74	290.05
Miscellaneous income per acre	9.36	11.61	17.82
Gross return per acre	230.97	161.35	307.87
Direct Expenses			
Seed	13.39	13.20	13.41
Fertilizer	45.18	43.12	43.89
Crop chemicals	16.99	16.95	16.29
Crop insurance	10.48	10.89	9.24
Drying fuel	0.32	0.20	0.75
Fuel & oil	13.88	14.24	14.42
Repairs	14.32	15.04	15.11
Custom hire	3.47	4.16	4.53
Machinery leases	0.23	0.81	-
Operating interest	5.64	5.07	3.99
Miscellaneous	0.58	0.56	0.90
Total direct expenses per acre	124.47	124.23	122.53
Return over direct exp per acre	106.50	37.12	185.34
Overhead Expenses			
Custom hire	1.72	2.26	1.13
Hired labor	5.03	4.61	4.42
Machinery leases	1.08	0.73	0.50
RE & pers. property taxes	8.55	6.39	9.09
Farm insurance	3.93	3.79	3.58
Utilities	2.42	2.60	3.01
Dues & professional fees	1.74	1.60	1.31
Interest	28.39	25.95	27.54
Mach & bldg depreciation	13.12	9.65	16.00
Miscellaneous	2.62	1.95	3.55
Total overhead expenses per acre	68.61	59.54	70.14
Total dir & ovhd expenses per acre	193.08	183.77	192.67
Net return per acre	37.89	-22.42	115.20
Government payments	16.20	15.29	19.35
Net return with govt pmts	54.09	-7.13	134.56
Labor & management charge	18.22	16.34	21.14
Net return over lbr & mgt	35.88	-23.47	113.41
Cost of Production			
Total direct expense per bu.	2.50	3.49	1.93
Total dir & ovhd exp per bu.	3.88	5.17	3.04
Less govt & other income	3.36	4.41	2.44
With labor & management	3.73	4.87	2.78
Machinery cost per acre	50.91	50.40	53.31
Est. labor hours per acre	1.56	1.46	1.76

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Wheat, Spring on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	524	91	103
Number of farms	382	76	77
Acres	216.75	211.02	129.52
Yield per acre (bu.)	50.33	40.61	59.28
Operators share of yield %	100.00	100.00	100.00
Value per bu.	4.43	4.22	4.64
Other product return per acre	0.37	0.18	1.14
Total product return per acre	223.57	171.44	276.50
Miscellaneous income per acre	7.75	6.11	12.46
Gross return per acre	231.32	177.55	288.96
Direct Expenses			
Seed	13.03	13.45	12.91
Fertilizer	44.61	44.90	42.38
Crop chemicals	18.62	21.71	16.23
Crop insurance	10.42	10.17	7.93
Fuel & oil	13.21	13.84	13.05
Repairs	13.20	15.17	12.94
Custom hire	2.72	6.70	2.86
Land rent	59.07	54.36	57.14
Machinery leases	0.24	0.96	-
Operating interest	5.02	4.67	4.84
Miscellaneous	0.78	0.84	0.47
Total direct expenses per acre	180.91	186.77	170.76
Return over direct exp per acre	50.41	-9.22	118.20
Overhead Expenses			
Custom hire	1.66	1.93	0.97
Hired labor	5.30	4.62	6.07
Machinery leases	1.51	1.55	1.46
Farm insurance	3.37	3.55	2.73
Utilities	1.94	1.98	2.11
Dues & professional fees	1.77	1.68	1.78
Interest	3.49	3.71	3.19
Mach & bldg depreciation	11.00	9.33	12.40
Miscellaneous	2.27	2.27	2.64
Total overhead expenses per acre	32.32	30.62	33.34
Total dir & ovhd expenses per acre	213.23	217.39	204.10
Net return per acre	18.09	-39.84	84.86
Government payments	16.64	15.74	17.04
Net return with govt pmts	34.73	-24.10	101.90
Labor & management charge	17.07	15.77	16.82
Net return over lbr & mgt	17.66	-39.88	85.08
Cost of Production			
Total direct expense per bu.	3.59	4.60	2.88
Total dir & ovhd exp per bu.	4.24	5.35	3.44
Less govt & other income	3.74	4.81	2.93
With labor & management	4.08	5.20	3.21
Machinery cost per acre	46.50	52.78	46.03
Est. labor hours per acre	1.36	1.39	1.42

Crop Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Wheat, Winter on Owned Land

	Avg. Of All Farms
Number of fields	11
Number of farms	11
Acres	72.81
Yield per acre (bu.)	56.48
Operators share of yield %	100.00
Value per bu.	4.32
Total product return per acre	243.86
Miscellaneous income per acre	1.87
Gross return per acre	245.73
Direct Expenses	
Seed	10.23
Fertilizer	36.99
Crop chemicals	11.79
Crop insurance	10.59
Fuel & oil	10.41
Repairs	13.80
Custom hire	6.55
Operating interest	3.68
Miscellaneous	0.66
Total direct expenses per acre	104.69
Return over direct exp per acre	141.03
Overhead Expenses	
Custom hire	0.55
Hired labor	3.44
Machinery leases	0.10
RE & pers. property taxes	5.77
Farm insurance	3.21
Utilities	1.96
Dues & professional fees	2.19
Interest	18.12
Mach & bldg depreciation	10.05
Miscellaneous	1.95
Total overhead expenses per acre	47.34
Total dir & ovhd expenses per acre	152.03
Net return per acre	93.70
Government payments	20.13
Net return with govt pmts	113.83
Labor & management charge	14.23
Net return over lbr & mgt	99.60
Cost of Production	
Total direct expense per bu.	1.85
Total dir & ovhd exp per bu.	2.69
Less govt & other income	2.30
With labor & management	2.55
Machinery cost per acre	44.02
Est. labor hours per acre	1.50

Crop Enterprise Analysis
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(Farms Sorted By Return to Overhead)

Wheat, Winter on Cash Rent

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	25	7
Number of farms	21	5
Acres	87.49	38.01
Yield per acre (bu.)	56.85	81.31
Operators share of yield %	100.00	100.00
Value per bu.	4.37	4.39
Total product return per acre	248.62	356.58
Miscellaneous income per acre	5.60	15.85
Gross return per acre	254.22	372.43
Direct Expenses		
Seed	10.60	12.93
Fertilizer	33.15	32.85
Crop chemicals	8.98	5.61
Crop insurance	7.83	7.65
Fuel & oil	12.36	10.00
Repairs	15.77	14.40
Custom hire	5.47	9.86
Land rent	44.47	70.01
Hauling and trucking	1.35	-
Operating interest	5.52	5.75
Miscellaneous	0.04	0.31
Total direct expenses per acre	145.54	169.37
Return over direct exp per acre	108.68	203.06
Overhead Expenses		
Hired labor	6.41	0.83
Machinery leases	1.79	0.99
Farm insurance	2.61	1.57
Utilities	2.15	0.86
Dues & professional fees	1.00	0.51
Interest	4.58	3.50
Mach & bldg depreciation	12.45	14.91
Miscellaneous	2.40	2.32
Total overhead expenses per acre	33.40	25.49
Total dir & ovhd expenses per acre	178.93	194.86
Net return per acre	75.29	177.57
Government payments	17.72	23.55
Net return with govt pmts	93.00	201.12
Labor & management charge	17.99	18.63
Net return over lbr & mgt	75.02	182.48
Cost of Production		
Total direct expense per bu.	2.56	2.08
Total dir & ovhd exp per bu.	3.15	2.40
Less govt & other income	2.74	1.91
With labor & management	3.05	2.14
Machinery cost per acre	51.81	52.71
Est. labor hours per acre	1.84	1.46

Livestock Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Beef Cow-Calf -- Average Per Cow

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	117		23		24	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Beef Calves sold (lb)	231.87	256.77	144.94	147.17	228.22	258.29
Transferred out (lb)	245.88	262.95	254.90	263.38	325.78	351.38
Cull sales (lb)	110.28	87.51	100.02	88.29	94.21	90.45
Butchered (lb)	5.68	4.83	6.51	6.77	4.66	3.19
Less purchased (lb)	-77.55	-102.30	-105.62	-177.36	-57.06	-70.61
Less transferred in (lb)	-35.28	-38.46	-15.72	-41.13	-50.38	-46.38
Inventory change (lb)	79.89	75.74	74.34	90.77	175.22	128.35
Total production (lb)	560.77	547.04	459.38	377.89	720.65	714.67
Other income		3.65		1.79		4.47
Gross return		550.68		379.68		719.14
Direct Expenses						
Corn (bu.)	2.07	4.51	3.65	8.03	2.03	4.10
Corn Silage (lb.)	4,694.42	42.85	6,267.65	56.36	4,147.61	39.36
Hay, Alfalfa (lb.)	1,818.68	55.06	2,809.52	93.18	1,143.19	36.61
Hay, Grass & Other (lb.)	4,516.30	98.51	3,868.62	96.07	5,631.27	100.17
Pasture (aum)	5.34	38.73	10.10	47.34	4.02	40.20
Hay, Grass, Organic (lb.)	120.80	3.40	-	-	334.66	8.37
Complete Ration (lb.)	100.88	10.65	85.96	8.48	69.41	8.56
Protein Vit Minerals (lb.)	152.70	24.36	227.45	36.81	177.26	22.38
Other feed stuffs	615.48	12.52	394.94	10.93	278.59	11.41
Breeding fees		4.80		5.68		6.71
Veterinary		22.85		25.34		22.61
Supplies		14.58		16.68		10.95
Fuel & oil		19.69		16.76		19.82
Repairs		31.11		30.29		30.76
Marketing		5.69		4.39		5.46
Operating interest		8.96		14.57		6.74
Total direct expenses		398.28		470.90		374.21
Return over direct expense		152.40		-91.22		344.93
Overhead Expenses						
Hired labor		6.35		4.13		10.96
Building leases		1.05		4.02		0.28
RE & pers. property taxes		3.52		3.60		4.56
Farm insurance		9.53		11.02		10.26
Utilities		11.16		11.08		10.90
Dues & professional fees		3.08		1.90		3.68
Interest		18.67		21.57		20.45
Mach & bldg depreciation		29.14		45.66		33.51
Miscellaneous		8.53		7.19		8.68
Total overhead expenses		91.03		110.16		103.28
Total dir & ovhd expenses		489.31		581.06		477.48
Net return		61.38		-201.38		241.66
Labor & management charge		78.26		53.41		97.43
Net return over lbr & mgt		-16.88		-254.79		144.23
Cost of Production						
Total direct expense per cwt.		71.02		102.51		51.93
Total dir & ovhd expense per cwt.		87.26		126.49		66.26
With other revenue adjustments		77.32		125.52		51.88
With labor and management		91.27		137.15		65.40
Est. labor hours per unit		9.44		8.28		11.22
Other Information						
Number of cows		79.7		70.8		104.6
Pregnancy percentage		96.6		92.8		96.4
Pregnancy loss percentage		1.2		0.6		1.6
Culling percentage		12.6		12.8		12.8
Calving percentage		95.4		92.3		94.9
Weaning percentage		89.4		83.0		89.2
Calves sold per cow		0.83		0.74		0.88
Calf death loss percent		6.2		10.9		4.8
Average weaning weight		539		531		573
Lbs weaned/exposed female		482		441		511
Feed cost per cow		290.60		357.20		271.16
Avg wgt/Beef Calf sold		597		557		640
Avg price / cwt		110.74		101.54		113.17

Livestock Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Beef, Background Beef -- Average Per Head

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	15	
	Quantity	Value
Backgnd Beef sold (lb)	499.17	501.78
Transferred out (lb)	20.75	21.33
Butchered (lb)	7.70	6.55
Less purchased (lb)	-192.80	-228.97
Less transferred in (lb)	-159.69	-179.95
Inventory change (lb)	120.65	71.79
Total production (lb)	295.76	192.54
Other income		-
Gross return		192.54
Direct Expenses		
Corn (bu.)	15.37	29.83
Corn Silage (lb.)	1,909.40	15.38
Hay, Alfalfa (lb.)	168.06	5.76
Hay, Grass & Other (lb.)	409.91	11.10
Haylage, Alfalfa (lb.)	241.67	2.31
Haylage, Grass & Other (lb.)	8.13	0.14
Oats (bu.)	2.81	5.38
Pasture, Intensive (aum)	0.09	1.32
Complete Ration (lb.)	38.10	1.35
Creep / Starter (lb.)	2.18	0.38
Protein Vit Minerals (lb.)	118.25	13.63
Corn Distillers Grn (dry) (lb.)	45.62	2.14
Other feed stuffs	87.50	6.35
Veterinary		8.97
Supplies		3.15
Fuel & oil		7.01
Repairs		5.62
Hauling and trucking		2.15
Marketing		5.08
Operating interest		7.21
Total direct expenses		134.26
Return over direct expense		58.29
Overhead Expenses		
Hired labor		0.46
Building leases		1.66
RE & pers. property taxes		0.45
Farm insurance		2.55
Utilities		3.88
Interest		4.27
Mach & bldg depreciation		3.75
Miscellaneous		3.03
Total overhead expenses		20.05
Total dir & ovhd expenses		154.31
Net return		38.23
Labor & management charge		15.50
Net return over lbr & mgt		22.73
Cost of Production		
Total direct expense per cwt.		89.41
Total dir & ovhd expense per cwt.		93.26
With other revenue adjustments		93.26
With labor and management		96.24
Est. labor hours per unit		1.80
Other Information		
No. purchased or trans in		141
Number sold or trans out		116
Percentage death loss		1.8
Avg. daily gain (lbs)		1.90
Lbs of conc / lb of gain		4.09
Lbs of feed / lb of gain		8.72
Feed cost per cwt of gain		32.14
Feed cost per head		95.07
Average purchase weight		476
Average sales weight		839
Avg purch price / cwt		118.76
Avg sales price / cwt		100.52

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Beef, Finish Beef Calves -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	97		19		20	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Finish Beef sold (lb)	1,237.05	1,026.10	1,285.04	1,036.67	1,240.09	1,060.02
Transferred out (lb)	20.53	18.54	12.83	13.54	0.52	0.52
Butchered (lb)	11.68	9.47	11.89	7.62	13.54	10.75
Less purchased (lb)	-548.39	-620.08	-435.94	-515.30	-621.78	-698.14
Less transferred in (lb)	-69.99	-73.99	-103.82	-106.84	-40.17	-44.65
Inventory change (lb)	44.67	-4.21	-82.89	-187.23	136.45	100.98
Total production (lb)	695.54	355.84	687.12	248.46	728.65	429.47
Other income		4.76		3.83		8.52
Gross return		360.60		252.29		437.99
Direct Expenses						
Corn (bu.)	63.25	127.36	70.40	154.51	46.45	91.09
Corn Silage (lb.)	2,202.37	21.36	2,437.26	24.65	2,258.61	22.23
Hay, Alfalfa (lb.)	489.60	16.25	492.66	15.08	588.01	20.40
Hay, Grass & Other (lb.)	239.35	6.49	398.55	11.01	50.98	1.25
Complete Ration (lb.)	30.63	3.73	29.60	5.46	43.49	2.10
Protein Vit Minerals (lb.)	295.82	40.33	425.04	55.62	249.49	31.39
Other feed stuffs	462.25	7.67	260.94	5.53	563.08	7.96
Veterinary		11.70		9.24		10.82
Supplies		2.84		5.95		2.35
Fuel & oil		13.02		14.12		12.97
Repairs		16.43		22.21		12.28
Custom hire		1.81		7.03		0.30
Hauling and trucking		6.61		4.02		20.02
Marketing		4.76		5.52		3.40
Bedding		1.56		2.77		2.49
Operating interest		20.80		25.53		15.48
Total direct expenses		302.71		368.24		256.53
Return over direct expense		57.88		-115.95		181.46
Overhead Expenses						
Hired labor		11.20		18.15		8.13
Building leases		6.15		0.45		0.83
Farm insurance		5.35		4.75		5.92
Utilities		6.77		6.79		4.56
Interest		7.63		8.04		6.89
Mach & bldg depreciation		22.76		24.17		15.87
Miscellaneous		9.31		10.53		6.80
Total overhead expenses		69.17		72.88		49.00
Total dir & ovhd expenses		371.88		441.13		305.53
Net return		-11.28		-188.84		132.46
Labor & management charge		31.93		32.86		24.20
Net return over lbr & mgt		-43.21		-221.70		108.26
Cost of Production						
Total direct expense per cwt.		78.84		90.15		71.54
Total dir & ovhd expense per cwt.		84.34		95.76		75.49
With other revenue adjustments		83.97		95.47		74.81
With labor and management		86.50		98.00		76.76
Est. labor hours per unit		3.68		4.42		2.56
Other Information						
No. purchased or trans in		183		127		192
Number sold or trans out		178		138		180
Percentage death loss		0.9		1.6		0.8
Avg. daily gain (lbs)		2.45		2.39		2.70
Lbs of conc / lb of gain		6.00		6.47		4.28
Lbs of feed / lb of gain		8.25		9.14		6.50
Feed cost per cwt of gain		32.09		39.57		24.21
Feed cost per head		223.19		271.87		176.42
Average purchase weight		638		582		681
Average sales weight		1,314		1,303		1,334
Avg purch price / cwt		113.07		118.20		112.28
Avg sales price / cwt		82.95		80.67		85.48

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Dairy -- Average Per Cow

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	540		108		108	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (lb)	21,236.22	2,836.88	17,617.19	2,251.01	23,683.26	3,273.57
Milk used in home (lb)	6.02	0.95	9.58	1.16	4.84	0.87
Milk fed to animals (lb)	65.00	7.40	70.92	8.37	67.88	7.51
Dairy Calves sold (hd)	0.27	56.03	0.19	42.35	0.32	63.06
Transferred out (hd)	0.62	122.64	0.60	100.23	0.63	123.98
Cull sales (hd)	0.25	141.73	0.25	139.94	0.25	150.88
Butchered (hd)	0.01	2.79	0.01	3.48	0.00	2.35
Less purchased (hd)	-0.07	-101.03	-0.25	-403.83	-0.03	-56.43
Less transferred in (hd)	-0.33	-432.90	-0.27	-381.61	-0.34	-420.06
Inventory change (hd)	0.07	104.56	0.16	259.93	0.08	118.06
Total production		2,739.05		2,021.04		3,263.79
Other income		80.81		79.58		85.92
Gross return		2,819.86		2,100.62		3,349.71
Direct Expenses						
Corn (bu.)	65.69	141.25	64.48	141.01	61.67	134.01
Corn Silage (lb.)	14,642.85	147.91	15,342.57	158.30	14,927.44	149.94
Hay, Alfalfa (lb.)	3,021.97	136.74	4,833.64	205.22	2,468.73	111.88
Haylage, Alfalfa (lb.)	5,530.52	119.12	4,005.67	86.35	5,795.34	117.67
Complete Ration (lb.)	1,593.18	158.96	1,347.44	159.44	2,341.19	220.44
Protein Vit Minerals (lb.)	2,785.77	360.76	2,467.69	324.10	2,523.13	328.89
Other feed stuffs	1,935.35	80.12	1,518.31	71.88	1,864.61	101.34
Breeding fees		39.02		36.63		41.61
Veterinary		108.96		90.82		110.56
BST		33.45		28.44		36.95
Supplies		123.90		138.11		106.53
DHA		14.56		14.55		15.60
Fuel & oil		69.75		68.92		72.41
Repairs		105.59		107.14		106.60
Custom hire		27.21		20.05		26.05
Hauling and trucking		35.58		37.50		39.43
Marketing		36.71		32.80		35.99
Bedding		51.28		33.06		55.72
Operating interest		14.07		32.57		6.07
Total direct expenses		1,804.94		1,786.87		1,817.68
Return over direct expense		1,014.92		313.75		1,532.02
Overhead Expenses						
Hired labor		263.39		152.98		355.77
Building leases		29.97		25.88		57.55
Farm insurance		32.15		32.15		32.23
Utilities		69.25		78.01		67.82
Interest		122.30		126.18		116.38
Mach & bldg depreciation		119.59		91.57		134.21
Miscellaneous		75.75		55.14		69.34
Total overhead expenses		712.40		561.90		833.31
Total dir & ovhd expenses		2,517.34		2,348.77		2,650.99
Net return		302.53		-248.15		698.71
Labor & management charge		204.61		231.10		210.35
Net return over lbr & mgt		97.91		-479.25		488.36
Cost of Production						
Total direct expense per cwt.		8.47		10.10		7.65
Total dir & ovhd expense per cwt.		11.81		13.27		11.16
With other revenue adjustments		11.93		14.18		10.87
With labor and management		12.89		15.48		11.76
Est. labor hours per unit		40.74		40.20		42.66
Other Information						
Avg. number of Cows		122.0		73.5		162.6
Milk produced per Cow		21,307		17,698		23,756
Culling percentage		24.6		24.7		24.9
Turnover rate		32.3		36.1		30.7
Percent of barn capacity		107.2		96.4		111.7
Lbs. milk/lb grain & conc.		2.4		2.2		2.6
Feed cost per cwt of milk		5.37		6.48		4.90
Feed cost per Cow		1,144.86		1,146.29		1,164.16
Avg. milk price per cwt.		13.36		12.78		13.82

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Dairy and Repl Heifers -- Average Per Cow

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	411		82		83	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (lb)	21,206.90	2,842.07	17,618.06	2,253.23	23,612.37	3,278.60
Milk used in home (lb)	4.69	0.67	8.19	1.01	2.44	0.51
Milk fed to animals (lb)	62.80	7.23	57.56	7.03	66.96	7.20
Dairy Calves sold (hd)	0.40	107.13	0.30	94.93	0.42	111.20
Transferred out (hd)	1.00	595.80	1.05	557.77	1.02	621.49
Cull sales (hd)	0.26	146.50	0.28	147.94	0.25	150.71
Butchered (hd)	0.01	4.07	0.01	4.79	0.01	2.87
Less purchased (hd)	-0.08	-96.20	-0.12	-143.58	-0.05	-83.26
Less transferred in (hd)	-0.90	-574.26	-0.93	-536.99	-0.92	-590.27
Inventory change (hd)	0.10	126.34	0.03	22.78	0.15	198.53
Total production		3,159.35		2,408.92		3,697.59
Other income		82.87		85.15		75.49
Gross return		3,242.21		2,494.07		3,773.09
Direct Expenses						
Corn (bu.)	76.71	164.38	88.60	192.66	71.58	155.70
Corn Silage (lb.)	18,931.09	190.83	20,629.46	211.38	19,538.13	200.30
Hay, Alfalfa (lb.)	3,883.69	171.10	6,083.35	251.65	2,626.08	115.91
Haylage, Alfalfa (lb.)	6,605.82	144.43	5,427.34	109.91	7,259.28	152.56
Complete Ration (lb.)	1,433.84	142.50	1,564.15	182.60	2,465.95	213.70
Protein Vit Minerals (lb.)	3,768.31	426.91	2,183.90	357.88	3,640.20	402.91
Other feed stuffs	2,965.38	135.69	2,704.98	104.40	2,508.74	138.19
Breeding fees		45.12		37.95		47.73
Veterinary		120.75		105.54		126.42
BST		31.54		19.75		41.22
Supplies		142.90		153.82		125.21
Contract production exp.		56.16		26.23		91.64
Fuel & oil		77.35		77.91		77.88
Repairs		119.99		137.66		127.05
Custom hire		27.90		35.17		26.90
Hauling and trucking		34.63		43.44		30.26
Marketing		36.72		31.53		35.98
Bedding		61.80		33.08		86.82
Operating interest		16.06		47.70		8.37
Total direct expenses		2,146.76		2,160.24		2,204.77
Return over direct expense		1,095.46		333.83		1,568.32
Overhead Expenses						
Hired labor		301.44		157.07		439.55
Machinery leases		11.55		7.21		16.88
Building leases		37.15		18.93		63.01
Farm insurance		37.26		41.08		35.01
Utilities		77.38		95.80		72.13
Interest		136.23		112.52		139.04
Mach & bldg depreciation		137.59		118.29		148.12
Miscellaneous		72.89		60.65		64.00
Total overhead expenses		811.48		611.56		977.73
Total dir & ovhd expenses		2,958.24		2,771.80		3,182.50
Net return		283.98		-277.73		590.58
Labor & management charge		235.90		281.00		226.02
Net return over lbr & mgt		48.08		-558.73		364.56
Cost of Production						
Total direct expense per cwt.		10.09		12.22		9.31
Total dir & ovhd expense per cwt.		13.91		15.67		13.44
With other revenue adjustments		12.06		14.36		11.38
With labor and management		13.17		15.95		12.34
Est. labor hours per unit		46.23		47.03		48.61
Other Information						
Avg. number of Cows		125.1		68.0		197.0
Milk produced per Cow		21,274		17,684		23,682
Culling percentage		26.0		27.5		24.8
Turnover rate		38.8		47.4		36.5
Percent of barn capacity		108.2		100.3		113.7
Lbs. milk/lb grain & conc.		2.1		1.9		2.2
Feed cost per cwt of milk		6.47		7.98		5.82
Feed cost per Cow		1,375.85		1,410.47		1,379.28
Avg. milk price per cwt.		13.40		12.79		13.89

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Dairy Heifers (for sale) -- Average Per Head Sold/Trans

	<u>Avg. Of All Farms</u>	
Number of farms	19	
	Quantity	Value
Dairy Hfrs sold (hd)	0.60	591.73
Transferred out (hd)	0.40	17.94
Cull sales (hd)	0.00	0.69
Butchered (hd)	0.00	2.58
Less purchased (hd)	-0.59	-198.78
Less transferred in (hd)	-0.39	-2.90
Inventory change (hd)	-0.07	-19.02
Total production (hd)	0.00	392.25
Other income		318.97
Gross return		711.22
Direct Expenses		
Corn (bu.)	14.60	34.32
Corn Silage (lb.)	10,239.83	87.12
Hay, Alfalfa (lb.)	1,429.94	66.55
Hay, Grass & Other (lb.)	553.13	16.46
Haylage, Alfalfa (lb.)	3,678.65	67.77
Oatlage (lb.)	269.68	2.61
Oats (bu.)	0.86	1.72
Complete Ration (lb.)	351.86	47.45
Milk Replacer (lb.)	16.20	15.91
Protein Vit Minerals (lb.)	433.34	66.52
Other feed stuffs	146.11	6.12
Breeding fees		5.65
Veterinary		27.64
Supplies		12.59
Fuel & oil		23.04
Repairs		33.22
Custom hire		5.65
Hauling and trucking		1.23
Marketing		3.94
Bedding		19.05
Operating interest		33.80
Total direct expenses		578.37
Return over direct expense		132.85
Overhead Expenses		
Custom hire		6.33
Hired labor		24.63
Machinery leases		5.01
RE & pers. property taxes		4.21
Farm insurance		14.74
Utilities		16.02
Interest		28.51
Mach & bldg depreciation		32.17
Miscellaneous		11.67
Total overhead expenses		143.28
Total dir & ovhd expenses		721.66
Net return		-10.43
Labor & management charge		66.25
Net return over lbr & mgt		-76.69
Cost of Production		
Total direct expense per head		795.79
Total dir & ovhd expense per head		939.08
With other revenue adjustments		620.10
With labor and management		686.36
Est. labor hours per unit		9.63
Other Information		
No. purchased or trans in		130
Number sold or trans out		133
Average number of head		165
Percentage death loss		2.1
Feed cost per average head		330.79
Feed cost/head sold+trans		412.57
Avg. purchase weight		-
Avg. sales weight		-
Avg. purch price / head		335.96
Avg. sales price / head		985.57

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Dairy Replacement Heifers -- Average Per Head Sold/Trans

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	459		91		92	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Replacements sold (hd)	0.28	115.56	0.20	129.95	0.10	71.09
Transferred out (hd)	0.72	908.48	0.80	885.02	0.90	1,379.26
Cull sales (hd)	0.02	10.40	0.04	18.34	0.04	18.36
Butchered (hd)	0.01	3.18	0.03	5.92	0.00	1.02
Less purchased (hd)	-0.07	-68.97	-0.10	-133.76	-0.09	-69.07
Less transferred in (hd)	-1.13	-227.24	-1.17	-291.58	-1.21	-239.60
Inventory change (hd)	0.10	98.92	0.03	-56.67	0.20	259.76
Total production (hd)	0.00	840.33	0.00	557.22	0.00	1,420.81
Other income		19.75		-		0.00
Gross return		860.08		557.22		1,420.81
Direct Expenses						
Corn (bu.)	16.26	33.92	21.84	46.52	19.43	38.78
Corn Silage (lb.)	8,504.37	83.57	10,523.75	107.95	11,226.49	114.31
Hay, Alfalfa (lb.)	1,941.74	76.97	2,996.12	131.20	2,113.81	73.77
Hay, Grass & Other (lb.)	1,212.24	32.99	826.55	24.96	1,579.47	41.99
Haylage, Alfalfa (lb.)	1,888.82	38.60	1,587.59	32.98	3,672.00	68.01
Complete Ration (lb.)	505.44	42.32	442.04	58.61	399.07	44.95
Creep / Starter (lb.)	110.90	9.06	284.35	14.25	89.93	12.67
Milk (lb.)	86.57	10.74	35.15	6.27	150.84	19.07
Milk Replacer (lb.)	25.97	27.74	29.32	33.34	45.96	33.08
Protein Vit Minerals (lb.)	1,439.77	82.21	708.94	110.89	1,260.61	86.66
Other feed stuffs	1,436.59	30.39	1,673.90	47.37	1,166.27	30.49
Breeding fees		14.43		20.08		16.56
Veterinary		24.74		25.90		28.34
Supplies		17.49		20.75		15.85
Contract production exp.		95.30		210.16		41.94
Fuel & oil		20.98		26.15		27.90
Repairs		33.04		42.64		43.24
Custom hire		6.10		5.19		0.90
Bedding		17.20		23.26		29.03
Operating interest		4.45		5.98		3.44
Total direct expenses		702.25		994.44		770.96
Return over direct expense		157.83		-437.22		649.85
Overhead Expenses						
Custom hire		4.97		3.50		5.82
Hired labor		72.56		80.17		94.80
Machinery leases		2.63		1.92		6.37
Building leases		8.09		3.72		9.53
Farm insurance		10.02		13.16		11.86
Utilities		21.02		27.36		24.84
Interest		35.22		46.14		43.71
Mach & bldg depreciation		38.20		56.50		39.25
Miscellaneous		14.82		18.23		18.29
Total overhead expenses		207.53		250.69		254.47
Total dir & ovhd expenses		909.78		1,245.13		1,025.43
Net return		-49.70		-687.91		395.38
Labor & management charge		64.79		89.89		75.79
Net return over lbr & mgt		-114.49		-777.80		319.59
Cost of Production						
Total direct expense per head		885.96		1,452.20		800.50
Total dir & ovhd expense per head		1,093.49		1,702.89		1,054.97
With other revenue adjustments		1,073.75		1,702.89		1,054.97
With labor and management		1,138.54		1,792.78		1,130.76
Est. labor hours per unit		12.37		15.19		14.68
Other Information						
No. purchased or trans in		72		54		77
Number sold or trans out		60		42		59
Average number of head		104		81		122
Percentage death loss		3.1		3.5		1.5
Feed cost per average head		272.78		319.38		273.82
Feed cost/head sold+trans		468.51		614.33		563.77
Avg. purchase weight		-		-		-
Avg. sales weight		-		-		-
Avg. purch price / head		999.51		1,295.47		810.80
Avg. sales price / head		414.71		650.61		683.37

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(Farms Sorted By Return to Overhead)

Dairy Steer Feeders -- Average Per Head

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	15	
	Quantity	Value
D Steer Fdrs sold (lb)	401.14	401.07
Cull sales (lb)	16.71	15.27
Less purchased (lb)	-76.89	-131.64
Less transferred in (lb)	-41.72	-42.90
Inventory change (lb)	72.99	41.22
Total production (lb)	372.22	283.01
Other income		-
Gross return		283.01
Direct Expenses		
Corn (bu.)	16.86	34.49
Corn Silage (lb.)	1,343.95	14.66
Hay, Alfalfa (lb.)	295.65	12.02
Hay, Grass & Other (lb.)	191.98	5.03
Oats (bu.)	2.08	2.95
Complete Ration (lb.)	284.70	36.53
Creep / Starter (lb.)	49.62	6.70
Milk Replacer (lb.)	48.20	47.88
Protein Vit Minerals (lb.)	201.11	34.90
Other feed stuffs	110.52	2.43
Veterinary		23.79
Supplies		5.60
Fuel & oil		8.44
Repairs		11.74
Marketing		3.49
Bedding		4.58
Operating interest		5.50
Total direct expenses		260.73
Return over direct expense		22.28
Overhead Expenses		
Custom hire		0.62
Hired labor		4.66
Building leases		1.63
Farm insurance		4.56
Utilities		7.06
Dues & professional fees		0.84
Interest		7.83
Mach & bldg depreciation		10.24
Miscellaneous		4.28
Total overhead expenses		41.71
Total dir & ovhd expenses		302.43
Net return		-19.43
Labor & management charge		42.94
Net return over lbr & mgt		-62.36
Cost of Production		
Total direct expense per cwt.		94.43
Total dir & ovhd expense per cwt.		104.83
With other revenue adjustments		104.83
With labor and management		115.53
Est. labor hours per unit		4.09
Other Information		
No. purchased or trans in		71
Number sold or trans out		52
Percentage death loss		7.8
Avg. daily gain (lbs)		1.53
Lbs of conc / lb of gain		4.15
Lbs of feed / lb of gain		6.95
Feed cost per cwt of gain		53.08
Feed cost per head		197.59
Average purchase weight		93
Average sales weight		462
Avg purch price / head		159.67
Avg sales price / cwt		99.98

Livestock Enterprise Analysis
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Dairy Steer Finishing -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	112		22		23	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
D Steer Fin sold (lb)	1,200.64	927.12	1,439.64	1,092.70	1,182.58	919.29
Transferred out (lb)	0.96	1.05	1.84	1.84	3.48	4.05
Cull sales (lb)	1.97	1.68	1.05	0.64	-	-
Butchered (lb)	24.71	20.09	31.83	25.60	27.51	23.58
Less purchased (lb)	-278.89	-328.99	-379.54	-433.63	-128.17	-160.30
Less transferred in (lb)	-47.16	-56.07	-34.48	-34.74	-107.38	-117.78
Inventory change (lb)	70.10	-30.20	-211.49	-300.19	202.90	126.58
Total production (lb)	972.34	534.67	848.84	352.22	1,180.92	795.42
Other income		0.94		-		-
Gross return		535.62		352.22		795.42
Direct Expenses						
Corn (bu.)	98.89	207.06	100.68	212.85	108.61	232.08
Corn Silage (lb.)	1,732.13	16.72	1,362.28	13.38	1,606.86	15.43
Hay, Alfalfa (lb.)	375.03	13.85	302.93	9.86	195.91	7.71
Hay, Grass & Other (lb.)	231.52	6.91	233.74	5.29	286.45	8.71
Stover (lb.)	238.03	2.45	367.19	1.84	723.11	8.47
Complete Ration (lb.)	92.24	14.52	326.09	50.61	59.04	10.60
Milk Replacer (lb.)	10.47	10.12	12.87	13.08	7.88	8.14
Protein Vit Minerals (lb.)	549.71	92.65	470.13	62.08	664.58	113.19
Other feed stuffs	174.98	10.42	60.52	6.04	298.06	18.78
Veterinary		18.03		20.35		13.41
Supplies		7.71		8.23		6.11
Fuel & oil		15.54		13.27		21.16
Repairs		24.56		21.63		22.65
Custom hire		1.54		3.53		0.19
Hauling and trucking		5.53		10.56		4.21
Marketing		7.56		9.53		7.08
Bedding		5.49		9.24		2.88
Operating interest		15.18		12.37		6.25
Total direct expenses		475.83		483.72		507.03
Return over direct expense		59.78		-131.50		288.40
Overhead Expenses						
Custom hire		2.17		0.55		4.50
Hired labor		14.40		7.43		18.72
Machinery leases		1.55		0.57		3.42
Building leases		2.05		3.99		0.39
RE & pers. property taxes		2.40		1.81		2.83
Farm insurance		8.88		8.81		12.79
Utilities		12.70		10.99		15.55
Interest		14.18		10.82		16.09
Mach & bldg depreciation		24.41		22.17		30.07
Miscellaneous		9.31		8.25		12.18
Total overhead expenses		92.04		75.38		116.54
Total dir & ovhd expenses		567.87		559.10		623.57
Net return		-32.26		-206.88		171.85
Labor & management charge		50.13		41.93		59.52
Net return over lbr & mgt		-82.38		-248.81		112.34
Cost of Production						
Total direct expense per cwt.		72.35		85.05		53.53
Total dir & ovhd expense per cwt.		80.01		90.28		63.36
With other revenue adjustments		79.93		90.28		63.36
With labor and management		84.10		93.19		68.38
Est. labor hours per unit		6.01		5.22		8.63
Other Information						
No. purchased or trans in		87		90		80
Number sold or trans out		74		101		56
Percentage death loss		3.3		3.3		1.7
Avg. daily gain (lbs)		2.36		2.24		2.35
Lbs of conc / lb of gain		6.45		7.60		5.88
Lbs of feed / lb of gain		7.92		9.05		7.35
Feed cost per cwt of gain		38.53		44.18		35.83
Feed cost per head		374.69		375.02		423.10
Average purchase weight		360		457		216
Average sales weight		1,387		1,421		1,390
Avg purch price / head		424.51		521.68		270.51
Avg sales price / cwt		77.22		75.90		77.74

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Hogs, Contractee -- Average Per Pig Space

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	73		14		15	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Total production (hd)	0.00	0.00	0.00	0.00	0.00	0.00
Other income		35.12		23.40		39.05
Gross return		35.12		23.40		39.05
Direct Expenses						
Supplies		1.63		1.53		0.42
Fuel & oil		1.87		2.36		1.50
Repairs		2.64		2.94		1.59
Custom hire		0.17		0.39		0.07
Utilities		0.07		0.25		-
Operating interest		0.33		0.56		0.31
Total direct expenses		6.70		8.03		3.88
Return over direct expense		28.41		15.38		35.17
Overhead Expenses						
Custom hire		0.30		0.32		0.32
Hired labor		1.50		0.14		2.48
Machinery leases		0.11		0.02		0.34
Building leases		1.13		1.13		3.68
RE & pers. property taxes		0.57		0.66		0.37
Farm insurance		1.40		1.34		1.32
Utilities		1.69		1.31		2.24
Dues & professional fees		0.16		0.05		0.18
Interest		6.16		3.40		7.06
Mach & bldg depreciation		7.67		6.34		7.76
Miscellaneous		0.68		0.56		0.50
Total overhead expenses		21.37		15.27		26.25
Total dir & ovhd expenses		28.07		23.30		30.13
Net return		7.05		0.10		8.92
Labor & management charge		5.15		4.94		5.83
Net return over lbr & mgt		1.90		-4.84		3.09
Cost of Production						
Total direct expense per head		-		-		-
Total dir & ovhd expense per head		-		-		-
With other revenue adjustments		-		-		-
With labor and management		-		-		-
Est. labor hours per unit		0.41		0.35		0.43
Other Information						
Number of pigs		5,874		3,275		7,401
Pigs per pig space (per year)		2.47		2.18		2.51
Pigs per 100 sq. ft. (per yr)		32.10		28.17		32.59
Net return per 100 sq. ft.		91.42		1.32		115.94
Net return per labor hour		17.28		0.29		20.84
Square feet per pig space		7.71		7.74		7.69

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Hogs, Farrow To Finish -- Average Per Litter

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	47		9		10	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Raised Hogs sold (lb)	2,114.48	994.92	1,501.54	684.09	2,232.25	1,045.12
Transferred out (lb)	16.40	13.67	138.23	93.32	-	-
Cull sales (lb)	100.90	32.34	210.98	65.42	102.86	32.90
Butchered (lb)	6.08	2.93	13.64	6.31	6.36	3.13
Less purchased (lb)	-27.38	-30.91	-164.25	-125.05	-5.69	-8.00
Less transferred in (lb)	-2.47	-1.49	-	-	-2.00	-1.43
Inventory change (lb)	20.00	0.99	-76.74	-144.50	54.09	12.73
Total production (lb)	2,228.01	1,012.46	1,623.41	579.60	2,387.87	1,084.44
Other income		0.37		-		-
Gross return		1,012.83		579.60		1,084.44
Direct Expenses						
Corn (bu.)	75.54	155.24	88.18	192.84	86.69	162.68
Complete Ration (lb.)	1,895.94	171.12	77.62	13.20	627.73	56.86
Protein Vit Minerals (lb.)	1,186.32	168.04	1,402.23	220.01	1,791.96	244.36
Other feed stuffs	19.87	5.14	5.83	9.95	5.37	3.35
Breeding fees		16.39		0.91		14.46
Veterinary		40.27		26.63		29.01
Supplies		24.34		17.99		21.44
Contract production exp.		18.66		-		-
Fuel & oil		17.72		34.48		15.57
Repairs		25.01		53.06		28.56
Custom hire		29.21		2.66		0.91
Livestock leases		3.77		-		5.47
Hauling and trucking		5.41		6.44		7.13
Marketing		6.11		5.71		6.17
Operating interest		4.48		12.66		3.21
Total direct expenses		690.91		596.57		599.18
Return over direct expense		321.92		-16.97		485.25
Overhead Expenses						
Custom hire		5.78		8.01		20.79
Hired labor		76.38		62.16		77.89
Building leases		7.91		-		19.58
Farm insurance		11.08		11.22		13.93
Utilities		18.88		25.42		15.17
Interest		23.96		16.16		26.45
Mach & bldg depreciation		35.37		30.36		43.91
Miscellaneous		13.38		19.69		11.14
Total overhead expenses		192.74		173.02		228.86
Total dir & ovhd expenses		883.65		769.59		828.04
Net return		129.18		-189.99		256.40
Labor & management charge		41.19		61.41		53.40
Net return over lbr & mgt		87.98		-251.41		203.00
Cost of Production						
Total direct expense per cwt.		31.01		36.75		25.09
Total dir & ovhd expense per cwt.		39.66		47.41		34.68
With other revenue adjustments		39.51		50.70		33.56
With labor and management		41.36		54.48		35.80
Est. labor hours per unit		6.67		11.90		7.07
Other Information						
Average number of sows		252.4		122.9		256.1
Litters farrowed		505		156		543
Litters per sow		2.00		1.27		2.12
Litters per crate		11.63		7.05		13.55
Pigs born per litter		10.67		9.58		11.31
Pigs weaned per litter		9.46		8.09		9.62
Pigs weaned per sow		18.88		10.15		20.86
Number sold per litter		8.18		6.64		8.53
Lbs of feed / lb of gain		3.31		4.10		3.05
Feed cost / cwt. of gain		22.42		26.86		19.57
Feed cost per litter		499.54		436.01		467.25
Avg wgt/Raised Hog sold		258		226		262
Avg price / cwt		47.05		45.56		46.82

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Hogs, Farrow to Weaning -- Average Per Litter

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	25		5		5	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms		25		5		5
Weaning Pigs sold (hd)	5.16	173.64	-	-	3.85	133.51
Transferred out (hd)	4.31	149.58	9.07	310.26	5.93	211.67
Cull sales (hd)	0.23	30.24	0.23	27.52	0.25	34.39
Butchered (hd)	0.00	0.01	0.00	-	0.00	0.02
Less purchased (hd)	-0.11	-23.89	-0.22	-40.02	-0.01	-3.70
Less transferred in (hd)	-0.15	-17.46	-0.10	-10.41	-0.15	-16.60
Inventory change (hd)	-0.02	3.53	0.07	-1.14	0.05	-2.52
Total production (hd)	0.00	315.65	0.00	286.21	0.00	356.76
Other income		0.24		-		-
Gross return		315.89		286.21		356.76
Direct Expenses						
Corn (bu.)	7.06	15.52	2.97	6.04	7.64	17.09
Complete Ration (lb.)	387.72	41.82	1,037.58	69.97	53.78	36.51
Protein Vit Minerals (lb.)	368.71	19.97	42.70	11.72	224.06	18.90
Other feed stuffs	6.21	1.82	0.47	1.12	0.01	0.03
Breeding fees		16.61		18.87		16.97
Veterinary		13.52		13.62		14.11
Supplies		8.56		0.54		4.83
Contract production exp.		14.12		85.44		-
Fuel & oil		4.89		9.98		6.44
Repairs		10.60		11.35		10.27
Custom hire		1.62		0.06		-
Hired labor		2.15		13.65		-
Utilities		1.04		6.61		-
Operating interest		3.15		8.79		1.07
Total direct expenses		155.37		257.77		126.21
Return over direct expense		160.51		28.44		230.55
Overhead Expenses						
Hired labor		55.82		23.72		68.85
Machinery leases		4.95		0.11		-
Building leases		3.86		6.13		1.60
Farm insurance		5.42		4.54		6.92
Utilities		9.54		4.38		12.69
Dues & professional fees		3.26		3.06		2.16
Interest		10.60		13.31		12.44
Mach & bldg depreciation		15.37		19.48		17.29
Miscellaneous		4.71		4.69		4.25
Total overhead expenses		113.54		79.42		126.20
Total dir & ovhd expenses		268.92		337.18		252.42
Net return		46.97		-50.97		104.35
Labor & management charge		20.33		39.23		27.09
Net return over lbr & mgt		26.64		-90.20		77.25
Cost of Production						
Total direct expense per head		16.41		28.43		12.90
Total dir & ovhd expense per head		28.40		37.19		25.80
With other revenue adjustments		26.91		37.22		23.11
With labor and management		29.06		41.54		25.87
Est. labor hours per unit		3.01		1.57		2.91
Other Information						
Average number of sows		883.0		728.0		1,243.2
Litters farrowed		1,906		1,501		2,789
Litters per sow		2.16		2.06		2.24
Litters per crate		14.18		13.10		15.16
Pigs born per litter		10.51		10.35		10.82
Pigs weaned per litter		9.48		9.28		9.74
Pigs weaned per sow		20.29		18.38		22.14
Number sold per litter		5.16		-		3.85
Feed cost per litter		79.12		88.86		72.52
Avg wgt/Weaning Pig sold		13		-		11
Avg price / head		33.65		-		34.66

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Hogs, Feeder Pig Prod -- Average Per Litter

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	5	
	Quantity	Value
Feeder Pigs sold (hd)	5.85	273.13
Transferred out (hd)	1.21	54.39
Cull sales (hd)	0.22	33.68
Butchered (hd)	0.02	2.69
Less purchased (hd)	-0.34	-93.87
Less transferred in (hd)	-0.08	-12.58
Inventory change (hd)	1.89	168.17
Total production (hd)	0.00	425.60
Other income		-
Gross return		425.60
Direct Expenses		
Corn (bu.)	22.39	49.01
Complete Ration (lb.)	7.39	3.62
Protein Vit Minerals (lb.)	423.13	61.76
Other feed stuffs	13.57	5.75
Breeding fees		8.26
Veterinary		9.78
Supplies		25.93
Fuel & oil		12.03
Repairs		17.86
Custom hire		3.99
Hired labor		12.45
Marketing		2.89
Bedding		0.66
Operating interest		13.93
Total direct expenses		227.90
Return over direct expense		197.70
Overhead Expenses		
Hired labor		12.06
Machinery leases		0.42
Building leases		27.89
RE & pers. property taxes		2.56
Farm insurance		6.66
Utilities		15.11
Dues & professional fees		2.64
Interest		13.38
Mach & bldg depreciation		37.87
Miscellaneous		7.21
Total overhead expenses		125.80
Total dir & ovhd expenses		353.71
Net return		71.90
Labor & management charge		56.47
Net return over lbr & mgt		15.43
Cost of Production		
Total direct expense per head		32.27
Total dir & ovhd expense per head		50.09
With other revenue adjustments		44.84
With labor and management		52.84
Est. labor hours per unit		6.82
Other Information		
Average number of sows		126.2
Litters farrowed		191
Litters per sow		1.51
Litters per crate		6.91
Pigs born per litter		10.06
Pigs weaned per litter		9.00
Pigs weaned per sow		13.12
Number sold per litter		5.85
Feed cost per litter		120.14
Avg wgt/Feeder Pig sold		47
Avg price / head		46.66

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Hogs, Finish Feeder Pigs -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
Number of farms	84		17		16	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Hogs sold (lb)	254.50	117.89	259.49	116.31	280.20	133.12
Transferred out (lb)	0.63	0.72	0.28	1.35	2.03	1.04
Cull sales (lb)	0.70	0.35	1.86	1.33	-	-
Butchered (lb)	0.10	0.04	0.01	0.01	0.01	0.01
Less purchased (lb)	-31.73	-39.49	-22.64	-28.82	-41.28	-44.74
Less transferred in (lb)	-13.99	-13.33	-25.69	-27.79	-7.52	-6.26
Inventory change (lb)	9.83	3.79	2.38	-1.71	-12.36	-4.02
Total production (lb)	220.05	69.99	215.68	60.68	221.08	79.15
Other income		0.20		0.12		0.02
Gross return		70.19		60.80		79.17
Direct Expenses						
Corn (bu.)	4.66	9.56	5.98	11.73	6.64	14.39
Soybeans (bu.)	0.01	0.07	-	-	0.19	1.11
Complete Ration (lb.)	323.68	20.13	353.17	18.60	105.09	6.11
Protein Vit Minerals (lb.)	81.37	9.87	59.76	9.15	120.79	12.94
Other feed stuffs	2.05	0.27	0.30	0.02	6.83	0.56
Veterinary		1.29		1.26		0.41
Supplies		0.77		0.31		1.60
Contract production exp.		3.65		7.86		-
Fuel & oil		0.79		0.55		0.96
Repairs		1.04		0.60		1.32
Custom hire		1.55		3.62		0.00
Utilities		0.18		0.70		-
Hauling and trucking		1.45		1.17		0.64
Marketing		0.92		1.36		0.44
Operating interest		1.48		1.08		1.88
Total direct expenses		53.04		58.02		42.36
Return over direct expense		17.16		2.78		36.81
Overhead Expenses						
Custom hire		0.21		0.13		0.56
Hired labor		1.37		0.75		0.81
Machinery leases		0.42		-		0.02
Building leases		3.77		0.44		0.47
Farm insurance		0.52		0.34		0.90
Utilities		0.58		0.49		1.59
Interest		1.09		1.31		1.01
Mach & bldg depreciation		1.65		1.63		2.55
Miscellaneous		0.72		0.66		1.76
Total overhead expenses		10.33		5.73		9.68
Total dir & ovhd expenses		63.37		63.75		52.04
Net return		6.82		-2.95		27.13
Labor & management charge		2.36		2.11		3.82
Net return over lbr & mgt		4.46		-5.06		23.31
Cost of Production						
Total direct expense per cwt.		39.85		44.27		34.50
Total dir & ovhd expense per cwt.		43.90		46.48		37.93
With other revenue adjustments		43.82		46.43		37.92
With labor and management		44.74		47.24		39.28
Est. labor hours per unit		0.22		0.23		0.36
Other Information						
No. purchased or trans in		7,350		8,333		2,600
Number sold or trans out		6,640		7,754		2,469
Percentage death loss		4.8		5.9		4.7
Avg. daily gain (lbs)		1.68		1.65		1.63
Lbs of conc / lb of gain		3.04		3.47		2.81
Lbs of feed / lb of gain		3.04		3.47		2.81
Feed cost per cwt of gain		18.14		18.31		15.88
Feed cost per head		39.91		39.50		35.10
Average purchase weight		39		42		43
Average sales weight		263		260		271
Avg purch price / head		48.18		53.22		47.05
Avg sales price / cwt		46.32		44.82		47.51

Livestock Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hogs, Weaning to Feeder -- Average Per Head Sold/Trans

	Avg. Of All Farms	
Number of farms	6	
	Quantity	Value
Wean-Fdr Pig sold (hd)	0.02	1.12
Transferred out (hd)	0.98	50.01
Less purchased (hd)	-0.28	-9.54
Less transferred in (hd)	-0.75	-25.64
Inventory change (hd)	-0.02	-0.34
Total production (hd)	0.00	15.62
Other income		-
Gross return		15.62
Direct Expenses		
Corn (bu.)	0.46	1.00
Soybeans (bu.)	0.03	0.17
Complete Ration (lb.)	28.19	3.52
Creep / Starter (lb.)	2.30	1.04
Protein Vit Minerals (lb.)	11.55	2.87
Other feed stuffs	0.00	0.03
Veterinary		0.64
Supplies		0.43
Contract production exp.		0.71
Fuel & oil		0.13
Repairs		0.22
Custom hire		0.24
Hired labor		0.30
Utilities		0.22
Total direct expenses		11.51
Return over direct expense		4.11
Overhead Expenses		
Hired labor		0.32
Building leases		1.52
RE & pers. property taxes		0.01
Farm insurance		0.11
Utilities		0.14
Dues & professional fees		0.08
Interest		0.16
Mach & bldg depreciation		0.38
Miscellaneous		0.06
Total overhead expenses		2.79
Total dir & ovhd expenses		14.30
Net return		1.32
Labor & management charge		0.38
Net return over lbr & mgt		0.93
Cost of Production		
Total direct expense per head		47.03
Total dir & ovhd expense per head		49.82
With other revenue adjustments		49.82
With labor and management		50.20
Est. labor hours per unit		0.06
Other Information		
No. purchased or trans in		16,647
Number sold or trans out		16,156
Average number of head		5,570
Percentage death loss		4.4
Feed cost per average head		25.00
Feed cost/head sold+trans		8.62
Avg. purchase weight		14
Avg. sales weight		55
Avg. purch price / head		34.22
Avg. sales price / head		48.89

Livestock Enterprise Analysis
Minnesota State Colleges and Universities State Wide Database
Farm Business Management Combined Database
(Farms Sorted By Return to Overhead)

Hogs, Weaning to Finish -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	39		7		8	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Wean-Fin Pig sold (lb)	251.39	122.70	250.21	114.58	256.49	137.47
Transferred out (lb)	2.00	1.61	1.86	0.89	9.42	6.34
Cull sales (lb)	0.20	0.14	-	-	0.82	0.75
Butchered (lb)	0.12	0.06	-	-	0.12	0.05
Less purchased (lb)	-12.57	-32.02	-11.41	-27.08	-13.24	-45.33
Less transferred in (lb)	-3.47	-7.98	-7.62	-17.95	-0.41	-0.41
Inventory change (lb)	7.25	3.05	13.82	4.78	-3.30	3.15
Total production (lb)	244.91	87.56	246.86	75.22	249.90	102.01
Other income		0.34		-		0.71
Gross return		87.90		75.22		102.72
Direct Expenses						
Corn (bu.)	6.64	14.26	4.91	10.62	8.19	18.56
Corn, Ear (lb.)	17.63	0.78	82.71	3.68	-	-
Protein Supplement (lb.)	5.60	0.69	26.26	3.25	-	-
Complete Ration (lb.)	172.50	12.70	243.00	22.08	99.68	7.79
Protein Vit Minerals (lb.)	126.91	17.67	99.08	11.68	118.26	18.19
Other feed stuffs	5.85	0.52	7.66	0.76	0.62	0.67
Veterinary		1.47		1.84		0.98
Supplies		1.88		0.51		0.38
Contract production exp.		3.51		5.80		1.29
Fuel & oil		1.47		1.22		2.77
Repairs		1.94		1.19		5.80
Custom hire		0.63		0.13		1.07
Livestock leases		1.53		1.87		0.31
Hauling and trucking		0.83		0.93		0.72
Marketing		2.16		0.27		0.47
Operating interest		1.18		3.08		0.88
Total direct expenses		63.24		68.92		59.88
Return over direct expense		24.67		6.30		42.84
Overhead Expenses						
Hired labor		2.90		2.95		3.20
Machinery leases		0.72		0.14		5.18
Building leases		2.13		2.39		0.59
Farm insurance		0.88		0.59		1.46
Utilities		1.19		1.41		2.44
Dues & professional fees		0.34		0.52		0.76
Interest		1.19		0.52		1.60
Mach & bldg depreciation		2.35		1.89		2.85
Miscellaneous		0.66		0.63		1.04
Total overhead expenses		12.37		11.04		19.12
Total dir & ovhd expenses		75.61		79.96		79.00
Net return		12.29		-4.74		23.72
Labor & management charge		3.10		2.48		3.79
Net return over lbr & mgt		9.19		-7.21		19.93
Cost of Production						
Total direct expense per cwt.		39.46		43.31		38.24
Total dir & ovhd expense per cwt.		44.34		47.69		45.43
With other revenue adjustments		44.21		47.69		45.16
With labor and management		45.43		48.67		46.59
Est. labor hours per unit		0.33		0.38		0.36
Other Information						
No. purchased or trans in		10,050		12,978		6,901
Number sold or trans out		8,928		10,289		6,349
Percentage death loss		6.6		11.4		4.4
Avg. daily gain (lbs)		1.52		1.45		1.39
Lbs of conc / lb of gain		2.86		2.97		2.71
Lbs of feed / lb of gain		2.86		2.97		2.71
Feed cost per cwt of gain		19.04		21.09		18.09
Feed cost per head		46.63		52.07		45.21
Average purchase weight		14		16		11
Average sales weight		255		259		238
Avg purch price / head		35.73		37.93		37.06
Avg sales price / cwt		48.81		45.79		53.60

Livestock Enterprise Analysis
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Farm Business Management Combined Database
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Sheep, Market Lamb Prod -- Average Per Ewe

	<u>Avg. Of</u> <u>All Farms</u>	
Number of farms	10	
	Quantity	Value
Lambs sold (lb)	5.83	3.13
Mkt Lambs sold (lb)	125.71	119.88
Cull sales (lb)	8.77	11.81
Butchered (lb)	0.29	0.31
Less purchased (lb)	-18.50	-17.80
Inventory change (lb)	1.52	1.23
Total production (lb)	117.79	118.57
Other income		2.74
Gross return		121.31
Direct Expenses		
Barley (bu.)	0.81	1.49
Corn (bu.)	11.05	22.03
Hay, Alfalfa (lb.)	495.98	17.51
Hay, Grass & Other (lb.)	217.07	6.26
Pasture (aum)	0.48	4.69
Complete Ration (lb.)	19.77	2.99
Creep / Starter (lb.)	1.23	0.24
Protein Vit Minerals (lb.)	102.71	13.54
Other feed stuffs	331.44	2.49
Veterinary		5.00
Supplies		2.49
Fuel & oil		4.36
Repairs		9.34
Custom hire		2.37
Hired labor		0.71
Hauling and trucking		0.35
Marketing		0.82
Bedding		1.26
Operating interest		2.26
Total direct expenses		100.19
Return over direct expense		21.11
Overhead Expenses		
Custom hire		1.04
Machinery leases		1.06
Building leases		1.06
RE & pers. property taxes		0.71
Farm insurance		2.64
Utilities		3.12
Dues & professional fees		1.08
Interest		1.79
Mach & bldg depreciation		4.02
Miscellaneous		4.73
Total overhead expenses		21.25
Total dir & ovhd expenses		121.45
Net return		-0.14
Labor & management charge		19.74
Net return over lbr & mgt		-19.88
Cost of Production		
Total direct expense per cwt.		85.06
Total dir & ovhd expense per cwt.		103.11
With other revenue adjustments		105.84
With labor and management		122.60
Est. labor hours per unit		2.55
Other Information		
Number of ewes		292.3
Pregnancy percentage		97.2
Pregnancy loss percentage		1.2
Female turnover rate		22.00
Lambs born / ewe exposed		1.39
Lambs born / ewe lambing		1.44
Lambs weaned/ewe exposed		1.23
Lambs sold per ewe		1.06
Lamb dth loss (died/born)		18.2
Average weaning weight		45
Lbs weaned/exposed female		55
Feed cost per ewe		71.23
Avg wgt/Mkt Lamb sold		119
Avg price / cwt		95.36