

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Cash Farm Income				
Barley	872	170	1,156	2,026
Beans, Black Turtle	427	-	-	1,438
Beans, Cranberry	26	-	-	128
Beans, Dark Red Kidney	835	973	634	2,266
Beans, Green	121	0	355	249
Beans, Light Red Kidney	413	948	-	1,118
Beans, Lupin	43	-	217	-
Beans, Navy	924	-	522	3,088
Beans, Pinto	443	-	-	2,043
Canola	115	-	-	290
Corn	171,470	59,530	122,940	397,037
Corn Silage	771	225	724	1,339
Corn, Seed	211	117	-	937
Flax	30	-	120	-
Grass Seed, Kentucky Blue	26	-	-	130
Grass Seed, Perennial Rye	180	-	-	902
Hay, Alfalfa	2,317	2,485	3,039	1,881
Hay, Grass	238	164	603	101
Hay, Mixed	170	321	150	12
Hay, Mixed Alfalfa/Grass	58	-	46	202
Haylage, Alfalfa	191	129	88	262
Oats	300	328	472	186
Peas, Processing	1,240	428	1,156	2,573
Peas, Field	407	0	368	1,325
Potatoes	1,503	1	-	5,242
Rice, Wild	89	405	41	-
Rye	118	30	75	289
Soybeans	113,286	43,238	80,453	262,551
Soybeans Seed	816	-	404	1,741
Straw	263	232	283	236
Sugar Beets	20,189	4,772	4,748	72,844
Sunflowers	1,622	109	971	3,968
Sunflowers, Confectionary	487	-	262	2,052
Sweet Corn, Processing	2,259	397	1,745	5,830
Wheat, Spring	24,770	4,462	12,384	74,512
Wheat, Winter	474	249	593	521
Rented Out	466	228	713	956
Corn, Waxy	202	-	374	-
Sunflowers, Seed	61	-	-	303
Soybeans, Organic	614	239	659	491
Soybeans, Food	616	-	26	1,453
Barley, Organic	95	-	108	101
Corn, Organic	527	242	451	1,474
Hay, Alfalfa, Organic	286	60	84	210
Oats, Organic	46	70	118	-
Sunflowers, Organic	49	-	-	206
Wheat, Spring, Organic	320	321	341	492

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Corn, Blue, Organic	67	-	186	-
Miscellaneous crop income	276	151	153	461
Beef Cow-Calf, Beef Calves	2,216	3,363	2,832	939
Beef Replacement Heifers	121	270	14	310
Beef Backgrounding	1,151	2,990	1,663	43
Beef Finishing	11,387	14,044	8,720	12,791
Beef Yearlings	1,242	44	2,277	454
Dairy, Milk	136,928	91,934	121,719	250,057
Dairy, Dairy Calves	1,075	724	944	1,699
Dairy Heifers (for sale)	929	1,746	1,709	284
Dairy Replacement Heifers	627	633	416	1,086
Dairy Finishing	6,482	6,318	5,561	5,139
Goats, Dairy, Goat Milk	128	332	106	-
Hogs, Farrow To Finish, Raised Ho	18,119	45,922	12,573	8,447
Hogs, Feeder Pig Prod, Feeder Pig	129	27	318	7
Hogs, Finish Feeder Pigs	21,081	41,571	8,990	29,156
Sheep, Lamb Finishing	31	18	122	13
Sheep, Market Lamb Prod, Mkt Lamb	217	159	679	40
Turkeys	1,761	6,670	698	1,445
Beef Finish Cull Cows	163	35	315	-
Hogs, Farrow to Weaning, Weaning	2,268	1,900	1,747	3,146
Hogs, Weaning to Feeder	426	1,101	-	699
Hogs, Weaning to Finish	22,585	70,721	7,958	9,431
Dairy Feeder	449	953	627	179
Dairy Backgrounding	126	151	445	5
Cull breeding livestock	6,131	7,060	5,521	8,676
Misc. livestock income	1,814	3,878	922	1,348
Direct & CC govt payments	13,926	6,542	10,414	30,168
CRP payments	664	488	310	1,206
Livestock govt payments	173	247	252	91
Other government payments	4,499	1,977	4,605	9,312
Custom work income	14,476	7,688	10,321	29,731
Patronage dividends, cash	4,939	2,419	3,796	10,461
Insurance income	16,660	7,780	13,266	31,857
Contract livestock income	5,632	4,214	5,531	11,444
Other farm income	15,721	9,409	8,892	34,995
Gross Cash Farm Income	665,602	464,352	482,025	1,350,127

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Cash Farm Expense				
Seed	41,750	16,076	30,755	94,374
Fertilizer	64,456	23,427	44,511	155,698
Crop chemicals	24,511	9,335	17,166	58,109
Crop insurance	18,090	6,671	12,875	42,437
Drying expense	7,858	3,576	6,035	16,676
Storage	709	483	518	1,443
Irrigation energy	386	459	257	760
Packaging and supplies	56	37	116	10
Crop custom hire	188	78	121	486
Crop hauling and trucking	823	766	497	1,487
Crop marketing	1,317	653	1,033	3,319
Crop miscellaneous	2,810	1,563	2,215	6,240
Feeder livestock purchase	22,465	41,977	13,119	21,849
Purchased feed	83,170	131,308	55,701	108,243
Breeding fees	2,226	2,484	1,873	3,065
Veterinary	6,155	7,569	5,109	8,662
BST	1,042	545	619	2,717
Supplies	5,767	5,866	5,267	8,151
DHIA	518	414	558	673
Contract production exp.	5,736	9,326	2,134	9,592
Livestock custom hire	284	222	19	764
Livestock building leases	24	-	114	-
Livestock leases	498	1,307	173	388
Livestock hauling and trucking	2,486	3,278	1,870	3,371
Livestock marketing	2,094	2,722	2,047	2,618
Bedding	2,414	1,691	2,072	4,874
Interest	34,087	27,980	29,766	56,865
CCC buyback	12,885	5,603	8,090	31,293
Fuel & oil	31,734	19,683	24,093	63,724
Repairs	29,345	19,544	24,585	54,868
Repair, machinery	3,805	2,761	3,152	6,838
Repair, livestock equip	561	478	298	1,055
Custom hire	11,626	7,780	8,487	20,555
Repair, buildings	966	719	709	1,548
Repair, irrigation equip	42	101	0	74
Hired labor	25,184	17,992	17,483	57,374
Land rent	58,550	22,774	39,384	141,292
Stock/quota lease	1,503	61	525	5,324
Machinery leases	4,786	3,508	3,057	11,745
Building leases	4,947	9,299	2,102	7,225
Real estate taxes	4,467	2,979	3,726	7,998
Farm insurance	6,598	4,945	5,486	11,880
Utilities	8,198	7,683	7,269	12,329
Dues & professional fees	2,713	1,751	1,925	5,883
Miscellaneous	8,116	6,867	6,465	12,819
Total cash expense	547,945	434,339	393,382	1,066,691
Net cash farm income	117,657	30,012	88,644	283,436

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Inventory Changes				
Prepays and supplies	23,542	1,729	15,392	70,037
Accounts receivable	12,681	-2,150	6,165	36,404
Hedging accounts	2,025	-226	-378	9,122
Other current assets	350	-703	57	2,982
Crops and feed	23,223	-13,374	12,258	87,097
Market livestock	-3,103	-11,480	-2,655	979
Breeding livestock	-839	-6,166	96	2,167
Other assets	1,052	-1,654	1,696	5,696
Accounts payable	-3,509	-5,464	-3,934	-2,979
Accrued interest	121	-70	-464	915
Total inventory change	55,544	-39,559	28,234	212,421
Net operating profit	173,201	-9,547	116,877	495,857
Depreciation				
Machinery and equipment	-23,982	-14,193	-18,828	-47,469
Titled vehicles	-1,985	-1,369	-1,660	-3,634
Buildings and improvements	-8,336	-7,405	-6,760	-14,944
Total depreciation	-34,304	-22,967	-27,249	-66,046
Net farm income from operations	138,898	-32,514	89,628	429,810
Gain or loss on capital sales	966	133	254	3,806
Net farm income	139,864	-32,381	89,882	433,616

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

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Net cash farm income	117,657	30,012	88,644	283,436
Crops and Feed				
Ending inventory	241,830	87,308	158,085	605,615
Beginning inventory	218,606	100,682	145,827	518,518
Inventory change	23,223	-13,374	12,258	87,097
Market Livestock				
Ending inventory	34,648	61,106	24,124	30,773
Beginning inventory	37,750	72,586	26,779	29,794
Inventory change	-3,103	-11,480	-2,655	979
Accts Receivable				
Ending inventory	40,316	21,116	23,545	97,259
Beginning inventory	27,635	23,266	17,380	60,856
Inventory change	12,681	-2,150	6,165	36,404
Prepaid Expenses and Supplies				
Ending inventory	63,224	19,059	40,402	166,867
Beginning inventory	39,682	17,331	25,010	96,830
Inventory change	23,542	1,729	15,392	70,037
Hedging Activities				
Ending inventory	3,431	824	1,035	11,265
Withdrawals	8,030	3,525	2,099	24,443
Beginning inventory	1,815	1,279	906	5,134
Deposits	7,620	3,296	2,605	21,452
Gain or loss	2,025	-226	-378	9,122
Other Current Assets				
Ending inventory	4,633	2,462	2,879	10,584
Beginning inventory	4,282	3,165	2,822	7,602
Inventory change	350	-703	57	2,982
Breeding Livestock				
Ending inventory	74,820	72,692	69,305	108,636
Capital sales	2,231	4,717	2,059	1,367
Beginning inventory	71,515	75,543	66,236	99,914
Capital purchases	6,375	8,032	5,032	7,923
Depreciation, capital adjust	-839	-6,166	96	2,167
Other Capital Assets				
Ending inventory	66,809	27,957	41,800	165,956
Capital sales	1,951	1,960	423	5,255
Beginning inventory	62,685	29,510	37,284	155,761
Capital purchases	5,023	2,061	3,244	9,755
Depreciation, capital adjust	1,052	-1,654	1,696	5,696
Accounts Payable				
Beginning inventory	15,042	19,101	10,038	27,119
Ending inventory	18,551	24,566	13,972	30,098
Inventory change	-3,509	-5,464	-3,934	-2,979
Accrued Interest				
Beginning inventory	8,586	5,898	6,659	16,795
Ending inventory	8,470	5,972	7,119	15,901
Inventory change	121	-70	-464	915
Total inventory change	55,544	-39,559	28,234	212,421
Net operating profit	173,201	-9,547	116,877	495,857

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Net operating profit	173,201	-9,547	116,877	495,857
Machinery and Equipment				
Ending inventory	249,194	145,977	201,805	482,682
Capital sales	5,664	3,760	3,868	12,571
Beginning inventory	217,421	138,452	176,058	409,737
Capital purchases	61,420	25,479	48,443	132,984
Depreciation, capital adjust.	-23,982	-14,193	-18,828	-47,469
Titled Vehicles				
Ending inventory	17,812	11,975	14,621	30,417
Capital sales	265	267	154	482
Beginning inventory	14,840	10,106	12,604	24,853
Capital purchases	5,223	3,505	3,832	9,680
Depreciation, capital adjust.	-1,985	-1,369	-1,660	-3,634
Buildings and Improvements				
Ending inventory	162,638	127,099	142,158	292,259
Capital sales	981	74	1,135	2,168
Beginning inventory	142,940	117,995	127,593	253,122
Capital purchases	29,015	16,582	22,460	56,249
Depreciation, capital adjust.	-8,336	-7,405	-6,760	-14,944
Total depreciation, capital adj.	-34,304	-22,967	-27,249	-66,046
Net farm income from operations	138,898	-32,514	89,628	429,810
Gain or loss on capital sales	966	133	254	3,806
Net farm income	139,864	-32,381	89,882	433,616

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Profitability (assets valued at cost)				
Net farm income from operations	138,898	-32,514	89,628	429,810
Rate of return on assets	10.5 %	-4.4 %	8.6 %	16.6 %
Rate of return on equity	14.6 %	-18.7 %	11.3 %	24.4 %
Operating profit margin	21.7 %	-13.8 %	19.3 %	30.0 %
Asset turnover rate	48.3 %	31.8 %	44.6 %	55.5 %
Farm interest expense	33,966	28,050	30,229	55,950
Value of operator lbr and mgmt.	43,862	30,751	36,751	76,888
Return on farm assets	129,001	-35,214	83,107	408,873
Average farm assets	1,232,573	801,960	964,302	2,458,394
Return on farm equity	95,035	-63,265	52,878	352,923
Average farm equity	650,653	337,674	468,852	1,445,201
Value of farm production	595,275	255,204	430,444	1,364,130

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Profitability (assets valued at market)				
Net farm income from operations	148,108	-8,348	104,330	416,441
Rate of return on assets	8.6 %	-1.0 %	7.7 %	12.7 %
Rate of return on equity	12.2 %	-7.5 %	10.4 %	19.7 %
Operating profit margin	23.2 %	-4.3 %	22.7 %	29.0 %
Asset turnover rate	37.0 %	23.4 %	33.9 %	43.9 %
Farm interest expense	33,966	28,050	30,229	55,950
Value of operator lbr and mgmt.	43,862	30,751	36,751	76,888
Return on farm assets	138,212	-11,048	97,809	395,504
Average farm assets	1,608,910	1,091,151	1,268,443	3,105,093
Return on farm equity	104,246	-39,099	67,579	339,554
Average farm equity	857,594	518,127	652,272	1,726,313
Value of farm production	595,275	255,204	430,444	1,364,130

**Liquidity & Repayment Capacity Measures
Minnesota State Colleges and Universities
Farm Business Management Database
(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Liquidity				
Current ratio	1.91	1.30	1.74	2.32
Working capital	213,110	52,032	127,158	596,896
Working capital to gross inc	30.4 %	12.1 %	25.5 %	39.9 %
Current assets	448,301	227,563	298,138	1,047,909
Current liabilities	235,191	175,531	170,981	451,012
Gross revenues (accrual)	700,910	428,489	499,264	1,494,222
Repayment capacity				
Net farm income from operations	138,898	-32,514	89,628	429,810
Depreciation	34,304	22,967	27,249	66,046
Personal income	24,834	32,926	23,663	18,126
Family living/owner withdrawals	-54,050	-40,604	-48,983	-81,809
Payments on personal debt	-4,571	-4,296	-4,332	-6,038
Income taxes paid	-8,095	-4,450	-6,310	-15,806
Interest on term debt	24,814	21,449	22,180	41,174
Capital debt repayment capacity	156,146	-4,520	103,096	451,504
Scheduled term debt payments	-65,762	-50,588	-55,618	-116,804
Capital debt repayment margin	90,384	-55,108	47,478	334,700
Cash replacement allowance	-10,879	-6,994	-8,239	-19,864
Replacement margin	79,505	-62,102	39,239	314,836
Term debt coverage ratio	2.37	-0.09	1.85	3.87
Replacement coverage ratio	2.04	-0.08	1.61	3.30

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2316	463	463	464
Assets				
Current Farm Assets				
Cash and checking balance	16,687	9,248	13,128	37,895
Prepaid expenses & supplies	63,278	19,059	40,402	166,867
Growing crops	1,499	301	849	3,474
Accounts receivable	40,350	21,116	23,545	97,259
Hedging accounts	3,434	824	1,035	11,265
Crops held for sale or feed	244,896	87,051	162,839	611,738
Crops under government loan	40,567	26,697	30,187	81,528
Market livestock held for sale	34,677	61,106	24,124	30,773
Other current assets	3,137	2,161	2,030	7,111
Total current farm assets	448,526	227,563	298,138	1,047,909
Intermediate Farm Assets				
Breeding livestock	74,726	72,692	69,305	108,636
Machinery and equipment	249,140	145,977	201,805	482,682
Titled vehicles	17,809	11,975	14,621	30,417
Other intermediate assets	35,681	10,383	17,152	102,806
Total intermediate farm assets	377,356	241,026	302,883	724,542
Long Term Farm Assets				
Farm land	302,989	198,011	258,374	567,167
Buildings and improvements	162,689	127,099	142,158	292,259
Other long-term assets	31,185	17,574	24,648	63,150
Total long-term farm assets	496,863	342,684	425,180	922,576
Total Farm Assets	1,322,746	811,273	1,026,201	2,695,027
Total Nonfarm Assets	150,020	120,862	142,495	195,970
Total Assets	1,472,766	932,136	1,168,697	2,890,997
Liabilities				
Current Farm Liabilities				
Accrued interest	8,511	5,999	7,138	15,973
Accounts payable	18,567	24,566	13,972	30,098
Current notes	142,750	100,734	98,383	279,986
Government crop loans	19,410	13,291	14,934	37,232
Principal due on term debt	46,026	30,942	36,553	87,723
Total current farm liabilities	235,247	175,531	170,981	451,012
Total intermediate farm liabs	119,822	104,916	104,019	196,381
Total long term farm liabilities	270,012	214,260	256,525	437,635
Total farm liabilities	625,098	494,706	531,524	1,085,029
Total nonfarm liabilities	37,856	30,262	34,328	54,971
Total liabilities	662,954	524,968	565,852	1,139,999
Net worth (farm and nonfarm)	809,811	407,168	602,845	1,750,998
Net worth change	98,792	-38,886	54,712	342,622
Ratio Analysis				
Current farm liabilities / assets	52 %	77 %	57 %	43 %
Intermediate farm liab. / assets	32 %	44 %	34 %	27 %
Long term farm liab. / assets	54 %	63 %	60 %	47 %
Total debt to asset ratio	45 %	56 %	48 %	39 %

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

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2316	463	463	464
Assets				
Current Farm Assets				
Cash and checking balance	16,687	9,248	13,128	37,895
Prepaid expenses & supplies	63,278	19,059	40,402	166,867
Growing crops	1,499	301	849	3,474
Accounts receivable	40,350	21,116	23,545	97,259
Hedging accounts	3,434	824	1,035	11,265
Crops held for sale or feed	244,896	87,051	162,839	611,738
Crops under government loan	40,567	26,697	30,187	81,528
Market livestock held for sale	34,677	61,106	24,124	30,773
Other current assets	3,137	2,161	2,030	7,111
Total current farm assets	448,526	227,563	298,138	1,047,909
Intermediate Farm Assets				
Breeding livestock	82,587	80,703	75,796	123,369
Machinery and equipment	339,815	201,177	267,818	655,046
Titled vehicles	21,488	14,732	16,948	37,981
Other intermediate assets	46,539	11,800	22,594	132,990
Total intermediate farm assets	490,429	308,412	383,155	949,385
Long Term Farm Assets				
Farm land	526,807	390,609	453,698	910,088
Buildings and improvements	209,889	166,796	175,773	374,673
Other long-term assets	37,545	18,922	32,048	81,873
Total long-term farm assets	774,240	576,327	661,518	1,366,633
Total Farm Assets	1,713,196	1,112,303	1,342,812	3,363,927
Total Nonfarm Assets	175,258	146,782	165,867	229,214
Total Assets	1,888,454	1,259,085	1,508,679	3,593,141
Liabilities				
Current Farm Liabilities				
Accrued interest	8,511	5,999	7,138	15,973
Accounts payable	18,567	24,566	13,972	30,098
Current notes	142,750	100,734	98,383	279,986
Government crop loans	19,410	13,291	14,934	37,232
Principal due on term debt	46,026	30,942	36,553	87,723
Total current farm liabilities	235,247	175,531	170,981	451,012
Total intermediate farm liabs	119,822	104,916	104,019	196,381
Total long term farm liabilities	270,012	214,260	256,525	437,635
Total farm liabilities	625,098	494,706	531,524	1,085,029
Total nonfarm liabilities	37,856	30,262	34,328	54,971
Total liabs excluding deferreds	662,954	524,968	565,852	1,139,999
Total deferred liabilities	186,040	113,171	129,934	410,685
Total liabilities	848,995	638,139	695,786	1,550,684
Retained earnings	809,811	407,168	602,845	1,750,998
Market valuation equity	229,648	213,778	210,048	291,458
Net worth (farm and nonfarm)	1,039,459	620,946	812,893	2,042,456
Net worth excluding deferreds	1,225,499	734,117	942,828	2,453,141
Net worth change	104,288	-16,982	68,084	319,515
Ratio Analysis				
Current farm liabilities / assets	52 %	77 %	57 %	43 %
Intermediate farm liab. / assets	24 %	34 %	27 %	21 %
Long term farm liab. / assets	35 %	37 %	39 %	32 %
Total debt to asset ratio	45 %	51 %	46 %	43 %
Debt to assets excl deferreds	35 %	42 %	38 %	32 %

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Beginning cash (farm & nonfarm)	21,104	15,121	21,636	36,289
Cash Provided By Operating Activities				
Gross cash farm income	665,602	464,352	482,025	1,350,127
Total cash farm expense	-547,945	-434,339	-393,382	-1,066,691
Net cash from hedging transactions	410	230	-506	2,992
Cash provided by operating	118,067	30,242	88,137	286,427
Cash Provided By Investing Activities				
Sale of breeding livestock	2,163	4,495	2,009	1,223
Sale of machinery & equipment	5,941	3,757	4,020	13,340
Sale of titled vehicles	264	267	160	485
Sale of farm land	2,823	2,762	1,342	7,382
Sale of farm buildings	1,041	123	1,263	2,260
Sale of other farm assets	2,023	2,172	423	5,422
Sale of nonfarm assets	2,674	2,785	2,741	3,616
Purchase of breeding livestock	-6,375	-8,032	-5,032	-7,923
Purchase of machinery & equip.	-61,420	-25,479	-48,443	-132,984
Purchase of titled vehicles	-5,223	-3,505	-3,832	-9,680
Purchase of farm land	-36,180	-10,313	-28,961	-85,046
Purchase of farm buildings	-29,015	-16,582	-22,460	-56,249
Purchase of other farm assets	-5,023	-2,061	-3,244	-9,755
Purchase of nonfarm assets	-16,103	-7,582	-14,718	-30,254
Cash provided by investing	-142,410	-57,193	-114,733	-298,162
Cash Provided By Financing Activities				
Money borrowed	360,208	255,093	288,351	681,529
Principal payments	-299,708	-221,023	-235,334	-584,764
Personal income	24,834	32,926	23,663	18,126
Family living/owner withdrawals	-54,050	-40,604	-48,983	-81,809
Income and social security tax	-8,095	-4,450	-6,310	-15,806
Capital contributions	1,284	2,387	1,733	1,611
Capital distributions	-467	-61	-143	-1,787
Dividends paid	-279	-1	-117	-805
Cash gifts and inheritances	3,461	3,432	2,133	4,961
Gifts given	-482	-223	-337	-646
Cash provided by financing	26,705	27,477	24,657	20,610
Net change in cash balance	2,363	526	-1,938	8,875
Ending cash (farm & nonfarm)	23,467	15,647	19,698	45,165

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Liquidity				
Current ratio	1.91	1.30	1.74	2.32
Working capital	213,093	52,032	127,158	596,896
Working capital to gross inc	30.4 %	12.1 %	25.5 %	39.9 %
Solvency (market)				
Farm debt to asset ratio	47 %	54 %	49 %	44 %
Farm equity to asset ratio	53 %	46 %	51 %	56 %
Farm debt to equity ratio	0.88	1.18	0.96	0.79
Profitability (cost)				
Rate of return on farm assets	10.5 %	-4.4 %	8.6 %	16.6 %
Rate of return on farm equity	14.6 %	-18.7 %	11.3 %	24.4 %
Operating profit margin	21.7 %	-13.8 %	19.3 %	30.0 %
Net farm income	139,864	-32,381	89,882	433,616
EBIDTA	207,167	18,503	147,107	551,806
Repayment Capacity				
Capital debt repayment capacity	156,146	-4,520	103,096	451,504
Capital debt repayment margin	90,384	-55,108	47,478	334,700
Replacement margin	79,505	-62,102	39,239	314,836
Term debt coverage ratio	2.37	-0.09	1.85	3.87
Replacement coverage ratio	2.04	-0.08	1.61	3.30
Efficiency				
Asset turnover rate (cost)	48.3 %	31.8 %	44.6 %	55.5 %
Operating expense ratio	70.4 %	95.7 %	70.5 %	63.1 %
Depreciation expense ratio	4.9 %	5.4 %	5.5 %	4.4 %
Interest expense ratio	4.9 %	6.5 %	6.0 %	3.8 %
Net farm income ratio	20.0 %	-7.6 %	18.0 %	29.0 %

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Acreage Summary				
Total acres owned	266	203	231	452
Total crop acres	787	359	580	1,735
Crop acres owned	220	129	185	414
Crop acres cash rented	546	223	377	1,285
Crop acres share rented	21	6	18	37
Total pasture acres	11	21	12	2
Percent crop acres owned	28 %	36 %	32 %	24 %
Average Price Received (Cash Sales Only)				
Soybeans per bushel	10.26	10.19	10.14	10.32
Corn per bushel	4.15	4.03	4.12	4.15
Wheat, Spring per bushel	7.54	7.45	7.38	7.62
Hay, Alfalfa per ton	115.03	127.59	117.64	116.02
Straw per ton	40.58	49.66	41.92	41.87
Oats per bushel	3.11	2.82	3.29	3.02
Sweet Corn, Processing per ton	91.56	-	87.81	89.36
Hay, Grass per ton	74.33	72.36	82.09	-
Peas, Processing per lb	0.118	-	0.212	0.081
Corn Silage per ton	30.34	34.66	31.17	25.81
Wheat, Winter per bushel	6.12	6.54	-	-
Sunflowers per cwt	23.37	-	-	23.59
Barley per bushel	4.04	-	5.16	4.09
Hay, Mixed per ton	80.21	95.19	-	-
Sugar Beets per ton	29.50	-	-	39.28
Beans, Navy per cwt	15.32	-	-	12.21
Rented Out per \$	52.06	-	-	-
Soybeans, Organic per bushel	22.03	-	-	-
Peas, Field per lb	0.187	-	-	-
Stover per ton	49.60	-	-	-
Corn, Organic per bushel	8.86	-	-	-
Rye per bushel	7.58	-	-	-
Hay, Alfalfa, Organic per ton	119.68	-	-	-
Soybeans Seed per bushel	11.35	-	-	-
Sunflowers, Confectionary per cwt	25.57	-	-	-
Hay, Mixed Alfalfa/Grass per ton	111.52	-	-	-
Wheat, Spring, Organic per bushel	16.34	-	-	-
Oats, Organic per bushel	4.46	-	-	-
Haylage, Alfalfa per ton	57.62	-	-	-
Average Yield Per Acre				
Corn (bushel)	166.28	161.65	162.25	169.42
Soybeans (bushel)	39.73	39.79	39.98	39.83
Wheat, Spring (bushel)	61.58	49.65	55.96	64.95
Hay, Alfalfa (ton)	4.30	4.06	4.27	4.62
Corn Silage (ton)	19.27	17.97	19.19	20.51
Hay, Grass (ton)	3.20	1.94	2.41	2.76

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Sugar Beets (ton)	23.11	-	20.00	24.51
CRP (\$)	60.98	62.09	57.86	54.80
Hay, Mixed (ton)	2.37	2.05	2.85	-
Pasture (aum)	5.92	4.30	6.63	-
Oats (bushel)	70.35	58.78	80.77	80.70
Haylage, Alfalfa (ton)	8.91	7.93	9.54	8.90
Sweet Corn, Processing (ton)	7.62	-	8.41	7.64
Peas, Processing (lb)	3,973.22	-	3,181.22	4,051.81
Wheat, Winter (bushel)	58.43	50.07	67.03	64.77
Rented Out (\$)	130.50	117.43	170.18	111.29
Corn, Organic (bushel)	113.17	112.76	107.39	-
Hay, Alfalfa, Organic (ton)	3.32	-	3.17	-
Barley (bushel)	82.56	-	83.40	85.34
Sunflowers (cwt)	16.17	-	16.10	16.14
Soybeans Seed (bushel)	41.21	-	36.09	41.76
Oatlage (ton)	4.60	5.47	-	-
Soybeans, Organic (bushel)	17.79	-	21.78	-
Pasture, Organic (aum)	9.91	-	-	-
Soybeans, Food (bushel)	32.14	-	-	37.63
Custom Work (\$)	54.84	-	-	64.45
Beans, Navy (cwt)	19.47	-	-	19.92
Corn Silage, Organic (ton)	14.79	-	16.43	-
Oats, Organic (bushel)	53.67	69.20	45.33	-
Barley Silage (ton)	5.25	-	-	-
Wheat, Spring, Organic (bushel)	42.84	-	-	-
Barley, Organic (bushel)	49.68	-	-	-
Sunflowers, Confectionary (cwt)	12.17	-	-	12.81
Rye (bushel)	32.51	-	-	-
Corn, Ear (ton)	29.03	-	-	-
Hay, Small Grain (ton)	1.58	-	-	-
Hay, Grass, Organic (ton)	3.36	-	-	-
Hay, Mixed Alfalfa/Grass (ton)	3.93	-	-	-
Hay, Mixed, Organic (ton)	2.91	-	-	-
Oatlage, Organic (ton)	9.66	-	-	-
Hay, Native Grass (ton)	2.21	-	-	-
Pasture, Intensive (aum)	6.29	-	-	-
Beans, Pinto (cwt)	20.13	-	-	20.13
Beans, Black Turtle (cwt)	13.19	-	-	-
Peas, Field (lb)	2,844.66	-	-	-
Corn, Blue, Organic (bushel)	43.76	-	-	-

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	733	123	145	148
Average family size	3.3	3.0	3.4	3.5
Family Living Expenses				
Food and meals expense	6,992	6,559	6,665	8,027
Medical care	3,765	2,725	3,738	4,680
Health insurance	3,924	2,900	3,148	5,114
Cash donations	1,860	1,478	1,703	2,688
Household supplies	4,385	3,226	4,232	6,334
Clothing	1,630	1,235	1,591	2,165
Personal care	2,607	1,550	2,716	3,678
Child / Dependent care	486	359	464	557
Alimony and child support	242	208	230	180
Gifts	2,103	1,435	1,347	3,308
Education	1,939	1,303	1,711	3,155
Recreation	3,435	2,392	2,579	5,463
Utilities (household share)	2,229	2,380	2,138	2,119
Personal vehicle operating exp	3,514	3,636	3,572	3,767
Household real estate taxes	253	248	241	263
Dwelling rent	97	17	75	79
Household repairs	2,155	1,163	2,144	3,046
Personal interest	1,636	2,239	1,782	1,454
Disability / Long term care ins	280	212	377	87
Life insurance payments	2,220	1,577	2,291	2,934
Personal property insurance	212	253	175	212
Miscellaneous	3,956	3,465	3,871	5,187
Total cash family living expense	49,919	40,562	46,791	64,498
Family living from the farm	346	465	474	193
Total family living	50,265	41,028	47,265	64,691
Other Nonfarm Expenditures				
Income taxes	9,002	6,289	7,861	16,049
Furnishing & appliance purchases	803	303	733	1,706
Nonfarm vehicle purchases	3,169	2,755	3,307	4,977
Nonfarm real estate purchases	6,104	-1,167	3,869	18,111
Other nonfarm capital purchases	2,671	1,973	3,133	4,287
Nonfarm savings & investments	3,959	1,823	1,188	5,428
Total other nonfarm expenditures	25,708	11,975	20,091	50,558
Total cash family living investment & nonfarm capital purch	75,627	52,538	66,882	115,056

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Operator Information				
Average number of operators	1.2	1.2	1.1	1.4
Average age of operators	47.0	46.7	46.4	48.6
Average number of years farming	23.6	22.2	23.1	26.3
Results Per Operator				
Working capital	178,558	43,770	112,527	427,209
Total assets (market)	1,581,835	1,059,150	1,335,089	2,571,676
Total liabilities	711,076	536,807	615,728	1,109,853
Net worth (market)	870,759	522,344	719,361	1,461,823
Net worth excl deferred liabs	1,026,540	617,544	834,345	1,755,757
Gross farm income	587,269	360,448	441,818	1,069,442
Total farm expense	470,892	387,799	362,502	761,819
Net farm income from operations	116,378	-27,351	79,316	307,623
Net nonfarm income	20,807	27,698	20,941	12,973
Family living & tax withdrawals	52,069	37,899	48,930	69,865
Total acres owned	223.3	170.4	204.3	323.8
Total crop acres	659.7	301.7	513.3	1,241.9
Crop acres owned	184.2	108.7	163.7	296.0
Crop acres cash rented	457.5	188.0	333.9	919.4
Crop acres share rented	17.9	5.0	15.7	26.6
Total pasture acres	9.5	18.1	10.5	1.7
Labor Analysis				
Number of farms	2318	463	463	464
Total unpaid labor hours	2,483	2,176	2,481	3,106
Total hired labor hours	1,822	1,370	1,266	4,096
Total labor hours per farm	4,305	3,546	3,747	7,203
Unpaid hours per operator	2,080	1,830	2,195	2,223
Value of farm production / hour	138.27	71.97	114.88	189.39
Net farm income / unpaid hour	55.95	-14.94	36.13	138.37
Average hourly hired labor wage	15.84	17.28	15.79	15.90
Partnerships & LLCs				
Number of farms	246	46	35	91
Number of operators	2.1	2.0	2.0	2.3
Owner withdrawals per farm	86,556	37,822	47,251	144,701
Withdrawals per operator	41,687	20,867	24,938	60,990
Corporations				
Number of farms	120	30	15	40
Number of operators	1.9	2.2	1.7	2.0

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Nonfarm Income				
Personal wages & salary	17,564	23,678	16,932	11,611
Net nonfarm business income	2,154	3,015	2,039	1,351
Personal rental income	752	1,175	445	642
Personal interest income	432	242	370	734
Personal cash dividends	198	110	304	381
Tax refunds	1,267	1,689	1,461	899
Other nonfarm income	2,467	3,017	2,112	2,508
Total nonfarm income	24,834	32,926	23,663	18,126
Gifts and inheritances	3,461	3,432	2,133	4,961
Nonfarm Assets (market)				
Checking & savings	6,784	6,399	6,570	7,270
Stocks & bonds	9,098	3,177	12,471	14,476
Other current assets	4,025	1,270	3,283	4,744
Furniture & appliances	10,750	9,648	10,610	11,630
Nonfarm vehicles	12,649	9,300	13,033	15,319
Cash value of life ins.	10,316	9,018	10,160	12,595
Retirement accounts	30,600	28,115	28,438	42,322
Other intermediate assets	6,116	4,976	4,721	7,420
Nonfarm real estate	71,636	63,546	68,244	93,120
Personal bus. investment	340	592	391	537
Other long term assets	12,859	10,743	7,948	19,781
Total nonfarm assets	175,173	146,782	165,867	229,214
Nonfarm Liabilities				
Accrued interest	141	73	123	252
Accounts payable	2,963	970	894	8,398
Current notes	1,125	1,706	824	627
Princ due on term debt	2,861	2,511	2,990	3,532
Total current liabilities	7,090	5,261	4,831	12,809
Intermediate liabilities	5,342	4,808	5,331	7,344
Long term liabilities	25,394	20,192	24,166	34,818
Total nonfarm liabilities	37,826	30,262	34,328	54,971
Nonfarm net worth	137,347	116,520	131,539	174,243
Nonfarm debt to asset ratio	22 %	21 %	21 %	24 %

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

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	2318	463	463	464
Income Statement				
Gross cash farm income	665,602	464,352	482,025	1,350,127
Total cash farm expense	547,945	434,339	393,382	1,066,691
Net cash farm income	117,657	30,012	88,644	283,436
Inventory change	55,544	-39,559	28,234	212,421
Depreciation and capital adjust	-34,304	-22,967	-27,249	-66,046
Net farm income from operations	138,898	-32,514	89,628	429,810
Gain or loss on capital sales	966	133	254	3,806
Average net farm income	139,864	-32,381	89,882	433,616
Median net farm income	88,352	-5,250	86,845	351,471
Profitability (cost)				
Rate of return on assets	10.5 %	-4.4 %	8.6 %	16.6 %
Rate of return on equity	14.6 %	-18.7 %	11.3 %	24.4 %
Operating profit margin	21.7 %	-13.8 %	19.3 %	30.0 %
Asset turnover rate	48.3 %	31.8 %	44.6 %	55.5 %
Profitability (market)				
Rate of return on assets	8.6 %	-1.0 %	7.7 %	12.7 %
Rate of return on equity	12.2 %	-7.5 %	10.4 %	19.7 %
Operating profit margin	23.2 %	-4.3 %	22.7 %	29.0 %
Asset turnover rate	37.0 %	23.4 %	33.9 %	43.9 %
Liquidity & Repayment (end of year)				
Current assets	448,301	227,563	298,138	1,047,909
Current liabilities	235,191	175,531	170,981	451,012
Current ratio	1.91	1.30	1.74	2.32
Working capital	213,110	52,032	127,158	596,896
Working capital to gross inc	30.4 %	12.1 %	25.5 %	39.9 %
Term debt coverage ratio	2.37	-0.09	1.85	3.87
Replacement coverage ratio	2.04	-0.08	1.61	3.30
Solvency (end of year at cost)				
Number of farms	2,318	463	463	464
Total farm assets	1,322,414	811,273	1,026,201	2,695,027
Total farm liabilities	624,923	494,706	531,524	1,085,029
Total assets	1,472,371	932,136	1,168,697	2,890,997
Total liabilities	662,749	524,968	565,852	1,139,999
Net worth	809,270	405,785	602,857	1,750,610
Net worth change	98,537	-39,862	54,725	342,234
Farm debt to asset ratio	47 %	61 %	52 %	40 %
Total debt to asset ratio	45 %	56 %	48 %	39 %
Solvency (end of year at market)				
Number of farms	2,318	463	463	464
Total farm assets	1,712,759	1,112,303	1,342,812	3,363,927
Total farm liabilities	624,923	494,706	531,524	1,085,029
Total assets	1,887,932	1,259,085	1,508,679	3,593,141
Total liabilities	848,675	638,139	695,786	1,550,684
Net worth	1,039,257	620,946	812,893	2,042,456
Net worth change	104,306	-16,982	68,084	319,515
Farm debt to asset ratio	36 %	44 %	40 %	32 %
Total debt to asset ratio	45 %	51 %	46 %	43 %
Nonfarm Information				
Net nonfarm income	24,834	32,926	23,663	18,126
Farms reporting living expenses	733	123	145	148
Total family living expense	50,265	41,028	47,265	64,691
Total living, invest, cap. purch	75,627	52,538	66,882	115,056
Crop Acres				
Total acres owned	266	203	231	452
Total crop acres	787	359	580	1,735
Total crop acres owned	220	129	185	414
Total crop acres cash rented	546	223	377	1,285
Total crop acres share rented	21	6	18	37

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

Barley

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	58	11	17	11
Number of farms	44	8	9	9
Acres	116.54	32.45	153.08	191.89
Yield per acre (bu.)	82.72	50.42	76.41	99.43
Operators share of yield %	99.92	97.48	100.00	100.00
Value per bu.	5.24	2.65	4.96	6.02
Other product return per acre	1.90	-	0.15	3.82
Total product return per acre	435.39	130.23	379.50	602.43
Crop insurance per acre	0.03	0.64	-	-
Other crop income per acre	1.56	-	3.64	0.15
Gross return per acre	436.99	130.87	383.14	602.58
Direct Expenses				
Seed	16.02	11.62	14.42	18.31
Fertilizer	66.13	13.33	61.62	84.06
Crop chemicals	22.17	1.31	20.62	29.99
Crop insurance	15.20	5.25	14.83	20.59
Fuel & oil	21.96	24.35	22.35	22.69
Repairs	20.93	31.31	24.43	15.12
Repair, machinery	0.10	1.90	-	-
Custom hire	2.10	-	2.04	1.63
Land rent	33.70	17.38	35.78	39.68
Operating interest	6.08	1.40	5.81	5.94
Miscellaneous	1.12	0.53	0.57	0.49
Total direct expenses per acre	205.52	108.40	202.46	238.52
Return over direct exp per acre	231.47	22.47	180.68	364.06
Overhead Expenses				
Custom hire	3.57	0.58	0.80	7.61
Hired labor	8.04	6.08	9.04	9.65
Machinery leases	3.89	3.00	0.38	10.07
Building leases	0.81	-	1.02	0.15
RE & pers. property taxes	2.64	7.14	0.76	2.53
Farm insurance	3.59	4.11	3.27	3.81
Utilities	2.59	3.31	2.19	2.02
Dues & professional fees	3.06	0.85	3.79	2.44
Interest	16.56	16.78	13.19	18.15
Mach & bldg depreciation	16.43	15.91	14.68	20.00
Miscellaneous	3.71	1.90	3.17	4.39
Total overhead expenses per acre	64.89	59.67	52.30	80.84
Total dir & ovhd expenses per acre	270.41	168.07	254.76	319.36
Net return per acre	166.58	-37.20	128.38	283.21
Government payments	13.30	8.05	11.20	16.18
Net return with govt pmts	179.88	-29.14	139.58	299.39
Labor & management charge	21.71	18.85	19.17	21.86
Net return over lbr & mgt	158.16	-47.99	120.41	277.53
Cost of Production				
Total direct expense per bu.	2.49	2.21	2.65	2.40
Total dir & ovhd exp per bu.	3.27	3.42	3.33	3.21
Less govt & other income	3.07	3.24	3.14	3.01
With labor & management	3.33	3.63	3.39	3.23
Net value per unit	5.24	2.65	4.96	6.02
Machinery cost per acre	74.64	76.43	73.16	84.52
Est. labor hours per acre	1.47	2.55	1.25	1.31

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

Barley Silage

	Avg. Of All Farms
Number of fields	15
Number of farms	15
Acres	32.40
Yield per acre (ton)	5.27
Operators share of yield %	100.00
Value per ton	32.16
Other product return per acre	5.14
Total product return per acre	174.55
Gross return per acre	174.55
Direct Expenses	
Seed	24.46
Fertilizer	13.32
Crop chemicals	0.21
Storage	1.65
Fuel & oil	30.13
Repairs	30.31
Repair, machinery	11.61
Custom hire	3.62
Land rent	34.81
Machinery leases	5.88
Operating interest	6.52
Miscellaneous	2.21
Total direct expenses per acre	164.72
Return over direct exp per acre	9.83
Overhead Expenses	
Hired labor	13.75
Machinery leases	4.08
Building leases	0.22
RE & pers. property taxes	4.17
Farm insurance	6.47
Utilities	4.93
Dues & professional fees	1.30
Interest	26.34
Mach & bldg depreciation	27.79
Miscellaneous	8.36
Total overhead expenses per acre	97.43
Total dir & ovhd expenses per acre	262.15
Net return per acre	-87.60
Government payments	10.16
Net return with govt pmts	-77.43
Labor & management charge	42.67
Net return over lbr & mgt	-120.11
Cost of Production	
Total direct expense per ton	31.28
Total dir & ovhd exp per ton	49.77
Less govt & other income	46.87
With labor & management	54.97
Net value per unit	32.16
Machinery cost per acre	123.26
Est. labor hours per acre	4.13

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

Barley, Organic

	<u>Avg. Of All Farms</u>
Number of fields	17
Number of farms	13
Acres	71.43
Yield per acre (bu.)	47.54
Operators share of yield %	100.00
Value per bu.	7.45
Total product return per acre	354.01
Crop insurance per acre	9.23
Other crop income per acre	4.13
Gross return per acre	367.38
Direct Expenses	
Seed	23.33
Fertilizer	26.35
Crop insurance	7.04
Fuel & oil	25.14
Repairs	30.78
Custom hire	5.03
Hired labor	0.56
Land rent	20.34
Utilities	0.73
Hauling and trucking	1.82
Marketing	0.55
Organic certification	3.83
Operating interest	5.20
Miscellaneous	7.93
Total direct expenses per acre	158.64
Return over direct exp per acre	208.74
Overhead Expenses	
Custom hire	0.70
Hired labor	8.98
RE & pers. property taxes	4.63
Farm insurance	4.56
Utilities	3.27
Dues & professional fees	2.20
Interest	16.07
Mach & bldg depreciation	30.62
Miscellaneous	2.52
Total overhead expenses per acre	73.56
Total dir & ovhd expenses per acre	232.20
Net return per acre	135.17
Government payments	12.29
Net return with govt pmts	147.46
Labor & management charge	38.11
Net return over lbr & mgt	109.35
Cost of Production	
Total direct expense per bu.	3.34
Total dir & ovhd exp per bu.	4.88
Less govt & other income	4.34
With labor & management	5.15
Net value per unit	7.45
Machinery cost per acre	95.37
Est. labor hours per acre	2.77

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

Beans, Black Turtle

	Avg. Of All Farms
Number of fields	11
Number of farms	9
Acres	131.82
Yield per acre (cwt.)	13.19
Operators share of yield %	100.00
Value per cwt.	33.45
Total product return per acre	441.38
Crop insurance per acre	9.65
Gross return per acre	451.02
Direct Expenses	
Seed	37.61
Fertilizer	39.53
Crop chemicals	47.58
Crop insurance	24.36
Drying expense	1.45
Fuel & oil	31.37
Repairs	24.84
Custom hire	0.97
Hired labor	0.56
Land rent	60.77
Operating interest	6.23
Miscellaneous	0.24
Total direct expenses per acre	275.52
Return over direct exp per acre	175.50
Overhead Expenses	
Custom hire	3.45
Hired labor	16.70
Machinery leases	3.53
Building leases	0.18
RE & pers. property taxes	1.20
Farm insurance	3.75
Utilities	3.16
Dues & professional fees	3.11
Interest	6.77
Mach & bldg depreciation	24.44
Miscellaneous	6.56
Total overhead expenses per acre	72.86
Total dir & ovhd expenses per acre	348.37
Net return per acre	102.65
Government payments	1.26
Net return with govt pmts	103.90
Labor & management charge	31.93
Net return over lbr & mgt	71.98
Cost of Production	
Total direct expense per cwt.	20.88
Total dir & ovhd exp per cwt.	26.40
Less govt & other income	25.58
With labor & management	28.00
Net value per unit	33.45
Machinery cost per acre	91.90
Est. labor hours per acre	2.09

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

Beans, Dark Red Kidney

	<u>Avg. Of All Farms</u>
Number of fields	7
Number of farms	6
Acres	138.57
Yield per acre (cwt.)	21.02
Operators share of yield %	100.00
Value per cwt.	36.90
Total product return per acre	775.67
Crop insurance per acre	78.82
Gross return per acre	854.50
Direct Expenses	
Seed	57.46
Fertilizer	64.06
Crop chemicals	44.66
Crop insurance	29.87
Fuel & oil	29.77
Repairs	35.30
Custom hire	2.06
Hired labor	1.02
Land rent	91.43
Hauling and trucking	0.08
Marketing	0.71
Operating interest	9.57
Total direct expenses per acre	366.00
Return over direct exp per acre	488.49
Overhead Expenses	
Custom hire	0.78
Hired labor	19.92
Machinery leases	16.18
RE & pers. property taxes	0.03
Farm insurance	3.86
Utilities	4.43
Dues & professional fees	3.99
Interest	6.03
Mach & bldg depreciation	14.65
Miscellaneous	9.19
Total overhead expenses per acre	79.06
Total dir & ovhd expenses per acre	445.06
Net return per acre	409.44
Government payments	11.53
Net return with govt pmts	420.97
Labor & management charge	37.02
Net return over lbr & mgt	383.94
Cost of Production	
Total direct expense per cwt.	17.41
Total dir & ovhd exp per cwt.	21.17
Less govt & other income	16.87
With labor & management	18.63
Net value per unit	36.90
Machinery cost per acre	104.51
Est. labor hours per acre	1.44

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

Beans, Navy

	Avg. Of All Farms
Number of fields	28
Number of farms	20
Acres	114.87
Yield per acre (cwt.)	19.40
Operators share of yield %	100.00
Value per cwt.	31.20
Total product return per acre	605.29
Crop insurance per acre	0.44
Gross return per acre	605.73
Direct Expenses	
Seed	48.18
Fertilizer	42.22
Crop chemicals	43.71
Crop insurance	25.58
Fuel & oil	29.16
Repairs	34.82
Custom hire	6.43
Hired labor	0.64
Land rent	70.03
Machinery leases	1.97
Operating interest	10.51
Miscellaneous	0.29
Total direct expenses per acre	313.54
Return over direct exp per acre	292.20
Overhead Expenses	
Custom hire	2.46
Hired labor	15.16
Machinery leases	7.08
Building leases	0.23
RE & pers. property taxes	1.81
Farm insurance	6.12
Utilities	4.04
Dues & professional fees	2.86
Interest	9.48
Mach & bldg depreciation	26.98
Miscellaneous	3.81
Total overhead expenses per acre	80.05
Total dir & ovhd expenses per acre	393.59
Net return per acre	212.15
Government payments	1.69
Net return with govt pmts	213.84
Labor & management charge	30.59
Net return over lbr & mgt	183.25
Cost of Production	
Total direct expense per cwt.	16.16
Total dir & ovhd exp per cwt.	20.29
Less govt & other income	20.18
With labor & management	21.76
Net value per unit	31.20
Machinery cost per acre	114.39
Est. labor hours per acre	2.20

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

Beans, Pinto

	Avg. Of All Farms
Number of fields	12
Number of farms	5
Acres	144.55
Yield per acre (cwt.)	20.13
Operators share of yield %	100.00
Value per cwt.	27.37
Total product return per acre	551.02
Gross return per acre	551.02
Direct Expenses	
Seed	47.22
Fertilizer	30.77
Crop chemicals	51.13
Crop insurance	27.13
Fuel & oil	23.72
Repairs	31.01
Custom hire	8.04
Land rent	54.61
Operating interest	4.98
Total direct expenses per acre	278.60
Return over direct exp per acre	272.43
Overhead Expenses	
Custom hire	2.95
Hired labor	16.36
Machinery leases	1.32
Building leases	5.10
RE & pers. property taxes	0.82
Farm insurance	4.07
Utilities	3.61
Dues & professional fees	2.80
Interest	5.40
Mach & bldg depreciation	23.85
Miscellaneous	2.61
Total overhead expenses per acre	68.88
Total dir & ovhd expenses per acre	347.48
Net return per acre	203.55
Government payments	-
Net return with govt pmts	203.55
Labor & management charge	29.45
Net return over lbr & mgt	174.10
Cost of Production	
Total direct expense per cwt.	13.84
Total dir & ovhd exp per cwt.	17.26
Less govt & other income	17.26
With labor & management	18.72
Net value per unit	27.37
Machinery cost per acre	93.56
Est. labor hours per acre	1.99

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

Canola

	Avg. Of All Farms
Number of fields	6
Number of farms	5
Acres	154.58
Yield per acre (cwt.)	21.20
Operators share of yield %	100.00
Value per cwt.	15.87
Total product return per acre	336.43
Gross return per acre	336.43
Direct Expenses	
Seed	30.32
Fertilizer	90.45
Crop chemicals	27.46
Crop insurance	18.07
Fuel & oil	20.06
Repairs	18.34
Custom hire	14.08
Land rent	38.84
Operating interest	4.35
Total direct expenses per acre	261.96
Return over direct exp per acre	74.47
Overhead Expenses	
Custom hire	3.90
Hired labor	9.87
Machinery leases	1.51
Building leases	2.36
Farm insurance	2.01
Utilities	2.63
Dues & professional fees	0.91
Interest	4.64
Mach & bldg depreciation	12.27
Miscellaneous	1.14
Total overhead expenses per acre	41.25
Total dir & ovhd expenses per acre	303.20
Net return per acre	33.22
Government payments	15.55
Net return with govt pmts	48.77
Labor & management charge	22.87
Net return over lbr & mgt	25.90
Cost of Production	
Total direct expense per cwt.	12.36
Total dir & ovhd exp per cwt.	14.30
Less govt & other income	13.57
With labor & management	14.65
Net value per unit	15.87
Machinery cost per acre	74.67
Est. labor hours per acre	1.57

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

Corn

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	3681	624	800	712
Number of farms	1563	312	312	313
Acres	161.71	148.38	173.92	158.26
Yield per acre (bu.)	166.23	153.66	167.04	178.87
Operators share of yield %	98.86	99.14	98.65	99.65
Value per bu.	3.86	3.59	3.82	4.22
Other product return per acre	0.79	0.65	1.01	1.34
Total product return per acre	635.43	547.46	631.19	753.66
Hedging gains/losses per acre	1.37	0.50	0.44	5.42
Crop insurance per acre	32.29	17.11	26.32	48.71
Other crop income per acre	2.38	1.66	1.92	4.13
Gross return per acre	671.46	566.73	659.87	811.92
Direct Expenses				
Seed	70.92	71.31	70.41	72.21
Fertilizer	112.02	128.18	112.29	99.83
Crop chemicals	24.57	29.70	23.20	22.54
Crop insurance	27.16	26.49	26.84	28.34
Drying expense	29.49	32.58	30.27	26.66
Storage	1.19	1.86	1.29	0.59
Fuel & oil	30.55	33.30	30.27	29.20
Repairs	27.29	29.65	26.59	24.39
Repair, machinery	5.47	7.51	5.14	5.60
Custom hire	7.14	10.90	6.81	4.95
Repair, buildings	0.86	0.99	0.83	1.35
Hired labor	2.11	1.77	1.90	1.82
Land rent	88.79	100.70	93.80	78.96
Machinery leases	1.53	3.36	0.95	0.79
Utilities	0.82	0.71	0.78	0.81
Hauling and trucking	1.26	2.00	1.48	1.07
Marketing	0.89	1.21	0.70	0.86
Operating interest	11.91	14.91	11.02	9.73
Miscellaneous	1.50	2.57	1.56	1.25
Total direct expenses per acre	445.44	499.68	446.10	410.95
Return over direct exp per acre	226.02	67.06	213.77	400.96
Overhead Expenses				
Custom hire	0.44	0.68	0.48	0.07
Hired labor	8.44	7.85	8.60	9.38
Machinery leases	3.57	6.89	2.72	3.81
Building leases	1.53	1.01	0.89	3.80
RE & pers. property taxes	4.83	2.70	4.60	7.15
Farm insurance	5.41	5.13	5.37	6.06
Utilities	3.74	3.53	3.78	3.96
Dues & professional fees	2.14	1.92	1.97	2.34
Interest	21.87	16.07	20.24	25.93
Mach & bldg depreciation	35.06	29.67	35.83	43.13
Miscellaneous	6.63	5.72	6.34	7.24
Total overhead expenses per acre	93.64	81.19	90.81	112.86
Total dir & ovhd expenses per acre	539.08	580.86	536.91	523.82
Net return per acre	132.38	-14.13	122.96	288.10
Government payments	19.91	18.93	19.77	21.49
Net return with govt prmts	152.29	4.80	142.73	309.59
Labor & management charge	40.39	38.87	38.71	45.50
Net return over lbr & mgt	111.90	-34.07	104.03	264.09
Cost of Production				
Total direct expense per bu.	2.71	3.28	2.71	2.31
Total dir & ovhd exp per bu.	3.28	3.81	3.26	2.94
Less govt & other income	2.94	3.56	2.96	2.48
With labor & management	3.18	3.81	3.19	2.74
Net value per unit	3.87	3.59	3.83	4.25
Machinery cost per acre	113.12	125.50	109.23	111.11
Est. labor hours per acre	2.62	2.72	2.51	2.68

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

Corn Silage

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	684	147	139	122
Number of farms	519	103	104	104
Acres	58.16	62.37	63.52	50.34
Yield per acre (ton)	19.18	15.29	19.68	23.92
Operators share of yield %	99.86	99.53	100.00	100.00
Value per ton	31.24	27.88	30.69	34.63
Total product return per acre	598.14	424.29	603.86	828.40
Crop insurance per acre	36.35	17.18	30.53	40.48
Other crop income per acre	2.64	2.44	5.38	2.54
Gross return per acre	637.13	443.90	639.77	871.42
Direct Expenses				
Seed	64.92	66.21	64.19	67.11
Fertilizer	67.29	71.06	60.31	58.48
Crop chemicals	30.28	32.74	31.04	28.90
Crop insurance	22.40	24.16	23.19	18.11
Drying expense	0.26	1.09	-	-
Storage	2.33	2.91	3.95	0.84
Packaging and supplies	1.31	4.55	-	0.07
Fuel & oil	45.06	44.76	47.03	43.59
Repairs	42.83	43.46	49.42	35.86
Repair, machinery	6.17	4.31	3.34	8.63
Custom hire	38.88	51.72	24.86	31.10
Repair, buildings	0.27	0.21	0.28	0.64
Hired labor	1.82	1.26	0.59	1.35
Land rent	47.56	52.20	60.58	26.04
Machinery leases	0.65	0.82	0.29	0.32
Utilities	0.34	0.37	0.20	0.59
Operating interest	5.40	5.10	5.35	5.25
Miscellaneous	6.29	5.51	6.53	5.91
Total direct expenses per acre	384.07	412.42	381.15	332.80
Return over direct exp per acre	253.06	31.48	258.62	538.61
Overhead Expenses				
Custom hire	2.27	0.24	8.49	1.09
Hired labor	23.83	16.31	34.24	26.78
Machinery leases	4.22	1.10	8.30	1.88
Building leases	1.17	0.46	2.50	0.65
RE & pers. property taxes	5.13	3.11	4.43	9.85
Farm insurance	5.56	5.14	4.74	7.35
Utilities	3.62	2.84	3.51	4.91
Dues & professional fees	1.72	1.51	1.63	2.06
Interest	31.23	19.03	30.37	43.16
Mach & bldg depreciation	36.35	27.51	37.88	41.80
Miscellaneous	5.77	4.33	5.55	7.33
Total overhead expenses per acre	120.85	81.57	141.63	146.86
Total dir & ovhd expenses per acre	504.92	494.00	522.78	479.67
Net return per acre	132.21	-50.09	116.98	391.75
Government payments	17.20	16.07	17.46	20.32
Net return with govt pmts	149.41	-34.02	134.45	412.07
Labor & management charge	37.60	38.16	27.31	60.30
Net return over lbr & mgt	111.81	-72.18	107.14	351.77
Cost of Production				
Total direct expense per ton	20.06	27.10	19.37	13.91
Total dir & ovhd exp per ton	26.37	32.46	26.57	20.05
Less govt & other income	23.43	30.11	23.85	17.41
With labor & management	25.40	32.62	25.24	19.93
Net value per unit	31.24	27.88	30.69	34.63
Machinery cost per acre	184.19	179.96	189.08	168.15
Est. labor hours per acre	5.40	5.97	5.10	4.65

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

Corn Silage, Organic

	<u>Avg. Of All Farms</u>
Number of fields	26
Number of farms	19
Acres	24.83
Yield per acre (ton)	14.85
Operators share of yield %	100.00
Value per ton	43.58
Total product return per acre	647.00
Crop insurance per acre	16.58
Other crop income per acre	0.14
Gross return per acre	663.71
Direct Expenses	
Seed	53.80
Fertilizer	40.21
Crop chemicals	1.10
Non-chemical crop protect	5.63
Crop insurance	9.46
Storage	4.56
Irrigation energy	0.95
Fuel & oil	41.20
Repairs	48.54
Repair, machinery	2.11
Custom hire	28.42
Repair, buildings	0.24
Land rent	31.76
Organic certification	1.58
Operating interest	6.29
Miscellaneous	5.15
Total direct expenses per acre	281.00
Return over direct exp per acre	382.71
Overhead Expenses	
Hired labor	19.43
Machinery leases	0.68
Building leases	7.66
RE & pers. property taxes	4.56
Farm insurance	3.41
Utilities	3.90
Dues & professional fees	1.93
Interest	17.90
Mach & bldg depreciation	38.39
Miscellaneous	8.12
Total overhead expenses per acre	105.98
Total dir & ovhd expenses per acre	386.98
Net return per acre	276.73
Government payments	34.61
Net return with govt pmts	311.35
Labor & management charge	37.12
Net return over lbr & mgt	274.23
Cost of Production	
Total direct expense per ton	18.93
Total dir & ovhd exp per ton	26.07
Less govt & other income	22.61
With labor & management	25.11
Net value per unit	43.58
Machinery cost per acre	164.75
Est. labor hours per acre	4.93

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

Corn, Blue, Organic

	<u>Avg. Of All Farms</u>
Number of fields	8
Number of farms	6
Acres	55.18
Yield per acre (bu.)	46.81
Operators share of yield %	100.00
Value per bu.	11.81
Total product return per acre	552.82
Other crop income per acre	0.68
Gross return per acre	553.50
Direct Expenses	
Seed	51.50
Fertilizer	62.55
Crop insurance	5.22
Drying expense	19.05
Fuel & oil	21.87
Repairs	36.32
Custom hire	15.26
Hired labor	3.52
Land rent	20.69
Utilities	1.72
Hauling and trucking	4.31
Marketing	1.28
Organic certification	4.95
Operating interest	6.92
Miscellaneous	6.58
Total direct expenses per acre	261.74
Return over direct exp per acre	291.77
Overhead Expenses	
Custom hire	0.98
Hired labor	13.58
RE & pers. property taxes	7.70
Farm insurance	5.48
Utilities	6.45
Dues & professional fees	1.65
Interest	11.41
Mach & bldg depreciation	61.17
Miscellaneous	3.67
Total overhead expenses per acre	112.09
Total dir & ovhd expenses per acre	373.83
Net return per acre	179.67
Government payments	26.06
Net return with govt pmts	205.73
Labor & management charge	56.53
Net return over lbr & mgt	149.20
Cost of Production	
Total direct expense per bu.	5.59
Total dir & ovhd exp per bu.	7.99
Less govt & other income	7.41
With labor & management	8.62
Net value per unit	11.81
Machinery cost per acre	140.83
Est. labor hours per acre	4.12

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

Corn, Ear

	<u>Avg. Of All Farms</u>
Number of fields	13
Number of farms	13
Acres	71.15
Yield per acre (ton)	7.15
Operators share of yield %	100.00
Value per ton	103.25
Other product return per acre	1.68
Total product return per acre	739.46
Crop insurance per acre	23.56
Other crop income per acre	9.12
Gross return per acre	772.14
Direct Expenses	
Seed	83.19
Fertilizer	69.02
Crop chemicals	28.26
Crop insurance	20.01
Drying expense	0.47
Storage	0.53
Packaging and supplies	0.86
Fuel & oil	39.96
Repairs	50.45
Custom hire	25.53
Land rent	83.23
Operating interest	7.61
Miscellaneous	2.13
Total direct expenses per acre	411.26
Return over direct exp per acre	360.88
Overhead Expenses	
Hired labor	42.59
Machinery leases	12.52
Building leases	3.00
RE & pers. property taxes	1.25
Farm insurance	3.84
Utilities	2.62
Dues & professional fees	1.18
Interest	13.47
Mach & bldg depreciation	31.03
Miscellaneous	5.33
Total overhead expenses per acre	116.82
Total dir & ovhd expenses per acre	528.07
Net return per acre	244.07
Government payments	17.41
Net return with govt pmts	261.48
Labor & management charge	24.59
Net return over lbr & mgt	236.89
Cost of Production	
Total direct expense per ton	57.56
Total dir & ovhd exp per ton	73.90
Less govt & other income	66.66
With labor & management	70.10
Net value per unit	103.25
Machinery cost per acre	167.27
Est. labor hours per acre	3.92

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

Corn, Organic

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	56	7	20	9
Number of farms	34	6	7	7
Acres	34.58	22.00	36.77	20.33
Yield per acre (bu.)	106.45	36.69	116.59	154.52
Operators share of yield %	97.57	100.00	94.15	100.00
Value per bu.	9.06	7.95	8.98	8.67
Total product return per acre	940.53	291.72	985.24	1,338.97
Crop insurance per acre	36.00	81.49	16.96	40.74
Other crop income per acre	9.93	16.52	5.40	6.21
Gross return per acre	986.46	389.73	1,007.61	1,385.92
Direct Expenses				
Seed	53.80	48.31	59.42	50.27
Fertilizer	67.10	15.46	82.49	12.11
Crop chemicals	3.39	-	-	-
Non-chemical crop protect	5.61	14.40	7.07	5.70
Crop insurance	21.76	12.46	28.11	9.95
Drying expense	10.39	-	13.27	7.65
Irrigation energy	0.28	2.15	-	1.17
Fuel & oil	36.65	23.71	34.52	39.34
Repairs	33.82	53.80	28.68	54.24
Repair, machinery	5.52	-	9.96	0.86
Custom hire	16.54	12.26	18.05	18.14
Repair, buildings	1.04	-	1.98	-
Hired labor	5.61	1.37	0.74	-
Land rent	47.34	38.56	33.13	54.50
Utilities	1.11	0.77	0.38	6.56
Hauling and trucking	0.05	-	-	0.58
Marketing	0.79	-	0.79	4.99
Organic certification	1.20	2.40	0.87	1.99
Operating interest	10.50	2.40	14.68	17.39
Miscellaneous	1.18	2.71	1.33	3.23
Total direct expenses per acre	323.67	230.77	335.46	288.69
Return over direct exp per acre	662.79	158.96	672.15	1,097.22
Overhead Expenses				
Custom hire	0.15	0.72	0.16	-
Hired labor	23.87	22.24	30.57	17.56
Machinery leases	0.79	-	0.81	1.90
Building leases	2.68	-	-	0.16
RE & pers. property taxes	5.75	6.76	6.81	2.94
Farm insurance	5.36	2.17	6.37	3.40
Utilities	5.64	1.29	7.26	3.47
Dues & professional fees	4.52	1.92	7.20	3.01
Interest	37.22	24.78	51.68	8.64
Mach & bldg depreciation	33.18	35.94	35.04	38.88
Miscellaneous	10.41	3.44	9.53	9.78
Total overhead expenses per acre	129.57	99.26	155.44	89.74
Total dir & ovhd expenses per acre	453.25	330.03	490.90	378.43
Net return per acre	533.22	59.70	516.70	1,007.48
Government payments	18.54	10.98	19.96	15.87
Net return with govt pmts	551.75	70.68	536.67	1,023.35
Labor & management charge	48.01	42.21	50.60	39.06
Net return over lbr & mgt	503.74	28.48	486.07	984.29
Cost of Production				
Total direct expense per bu.	3.12	6.29	3.06	1.87
Total dir & ovhd exp per bu.	4.36	9.00	4.47	2.45
Less govt & other income	3.74	6.02	4.09	2.04
With labor & management	4.21	7.18	4.55	2.30
Net value per unit	9.06	7.95	8.98	8.67
Machinery cost per acre	131.76	137.06	137.55	152.63
Est. labor hours per acre	5.83	3.58	6.66	5.13

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

CRP

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	178	41	33	36
Number of farms	159	31	32	32
Acres	67.30	151.60	61.21	13.36
Yield per acre (\$)	63.59	47.93	88.70	139.15
Operators share of yield %	100.00	100.00	100.00	100.00
Value per \$	1.00	1.00	1.00	1.00
Total product return per acre	63.59	47.93	88.70	139.15
Other crop income per acre	0.35	-	0.02	-
Gross return per acre	63.94	47.93	88.72	139.15
Direct Expenses				
Crop chemicals	0.52	0.70	0.63	0.83
Fuel & oil	3.02	4.27	1.18	2.51
Repairs	3.18	4.80	1.07	2.85
Repair, machinery	0.11	0.00	0.10	0.67
Land rent	5.46	9.83	0.01	0.53
Operating interest	0.96	1.38	0.26	0.91
Miscellaneous	0.31	0.31	0.07	0.06
Total direct expenses per acre	13.57	21.29	3.32	8.36
Return over direct exp per acre	50.37	26.65	85.40	130.79
Overhead Expenses				
Hired labor	0.95	1.50	0.19	0.31
Machinery leases	0.31	0.51	0.09	0.06
RE & pers. property taxes	8.05	4.95	12.90	20.74
Farm insurance	0.79	0.84	0.95	0.49
Utilities	0.70	0.86	0.84	0.34
Interest	19.40	12.45	24.48	44.17
Mach & bldg depreciation	2.72	3.42	1.29	3.35
Miscellaneous	0.94	1.30	0.65	0.60
Total overhead expenses per acre	33.86	25.83	41.39	70.08
Total dir & ovhd expenses per acre	47.42	47.12	44.71	78.44
Net return per acre	16.52	0.82	44.01	60.71
Government payments	-	-	-	-
Net return with govt pmts	16.52	0.82	44.01	60.71
Labor & management charge	4.26	5.72	1.58	3.24
Net return over lbr & mgt	12.25	-4.90	42.43	57.47
Cost of Production				
Total direct expense per \$	0.21	0.44	0.04	0.06
Total dir & ovhd exp per \$	0.75	0.98	0.50	0.56
Less govt & other income	0.74	0.98	0.50	0.56
With labor & management	0.81	1.10	0.52	0.59
Net value per unit	1.00	1.00	1.00	1.00
Machinery cost per acre	9.86	13.71	3.74	9.40
Est. labor hours per acre	0.28	0.40	0.12	0.26

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

Custom Work

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	25	5	6
Number of farms	24	5	5
Acres	480.32	529.60	241.52
Yield per acre (\$)	61.42	54.68	102.26
Operators share of yield %	93.15	87.87	92.57
Value per \$	1.00	1.00	1.00
Total product return per acre	57.21	48.05	94.66
Gross return per acre	57.21	48.05	94.66
Direct Expenses			
Fuel & oil	14.33	9.33	13.90
Repairs	12.05	9.48	10.72
Repair, machinery	0.52	-	-
Hired labor	0.32	-	-
Operating interest	3.53	1.25	7.19
Miscellaneous	1.73	0.00	0.00
Total direct expenses per acre	32.47	20.06	31.82
Return over direct exp per acre	24.74	27.99	62.84
Overhead Expenses			
Hired labor	5.77	8.92	2.84
Machinery leases	1.92	4.38	0.22
Building leases	0.63	1.91	0.30
Farm insurance	1.93	1.56	2.42
Utilities	1.20	0.65	0.72
Dues & professional fees	0.36	0.13	0.72
Interest	8.60	5.36	9.33
Mach & bldg depreciation	16.86	10.16	20.75
Miscellaneous	5.95	12.26	2.51
Total overhead expenses per acre	43.22	45.33	39.84
Total dir & ovhd expenses per acre	75.69	65.39	71.66
Net return per acre	-18.48	-17.34	23.00
Government payments	-	-	-
Net return with govt pmts	-18.48	-17.34	23.00
Labor & management charge	17.39	14.67	28.17
Net return over lbr & mgt	-35.87	-32.01	-5.17
Cost of Production			
Total direct expense per \$	0.57	0.42	0.34
Total dir & ovhd exp per \$	1.32	1.36	0.76
Less govt & other income	1.32	1.36	0.76
With labor & management	1.63	1.67	1.05
Net value per unit	1.00	1.00	1.00
Machinery cost per acre	52.10	37.97	52.22
Est. labor hours per acre	1.26	0.88	1.22

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

Fallow

	Avg. Of All Farms
Number of fields	15
Number of farms	10
Acres	22.89
Yield per acre	-
Operators share of yield %	-
Value per 0	-
Total product return per acre	-
Gross return per acre	-
Direct Expenses	
Seed	1.43
Crop chemicals	0.44
Fuel & oil	21.63
Repairs	20.82
Repair, machinery	0.06
Land rent	31.63
Operating interest	2.42
Total direct expenses per acre	78.42
Return over direct exp per acre	-78.42
Overhead Expenses	
Hired labor	4.64
Building leases	0.05
RE & pers. property taxes	3.87
Farm insurance	0.92
Utilities	0.68
Interest	15.31
Mach & bldg depreciation	16.24
Miscellaneous	1.49
Total overhead expenses per acre	43.21
Total dir & ovhd expenses per acre	121.64
Net return per acre	-121.64
Government payments	5.61
Net return with govt pmts	-116.02
Labor & management charge	18.35
Net return over lbr & mgt	-134.37
Cost of Production	
Total direct expense per 0	-
Total dir & ovhd exp per 0	-
Less govt & other income	-
With labor & management	-
Net value per unit	-
Machinery cost per acre	64.69
Est. labor hours per acre	0.93

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

Grass Seed, Perennial Rye

	Avg. Of All Farms
Number of fields	8
Number of farms	5
Acres	197.00
Yield per acre (lb.)	1,044.37
Operators share of yield %	100.00
Value per lb.	0.51
Total product return per acre	530.51
Other crop income per acre	1.27
Gross return per acre	531.77
Direct Expenses	
Seed	10.80
Fertilizer	84.01
Crop chemicals	39.02
Drying expense	0.22
Fuel & oil	23.58
Repairs	16.11
Custom hire	10.49
Land rent	17.41
Operating interest	1.94
Total direct expenses per acre	203.95
Return over direct exp per acre	327.82
Overhead Expenses	
Custom hire	5.03
Hired labor	7.83
Machinery leases	2.03
RE & pers. property taxes	2.44
Farm insurance	2.09
Utilities	2.86
Dues & professional fees	0.98
Interest	4.83
Mach & bldg depreciation	15.96
Miscellaneous	1.85
Total overhead expenses per acre	45.90
Total dir & ovhd expenses per acre	249.85
Net return per acre	281.92
Government payments	18.82
Net return with govt pmts	300.74
Labor & management charge	27.53
Net return over lbr & mgt	273.21
Cost of Production	
Total direct expense per lb.	0.20
Total dir & ovhd exp per lb.	0.24
Less govt & other income	0.22
With labor & management	0.25
Net value per unit	0.51
Machinery cost per acre	75.79
Est. labor hours per acre	1.47

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

Hay, Alfalfa

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	747	143	149	152
Number of farms	520	104	104	104
Acres	54.01	46.82	51.79	57.23
Yield per acre (ton)	4.25	2.75	4.14	5.60
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	127.82	90.61	120.61	150.66
Other product return per acre	1.13	-	-	5.23
Total product return per acre	544.19	248.87	499.03	849.61
Hedging gains/losses per acre	0.00	-	-	-
Crop insurance per acre	0.89	1.10	0.65	-
Other crop income per acre	1.26	0.77	0.04	4.57
Gross return per acre	546.34	250.74	499.72	854.18
Direct Expenses				
Seed	1.24	2.76	1.67	-
Fertilizer	39.19	36.51	43.55	34.19
Crop chemicals	4.42	1.86	4.26	4.27
Crop insurance	1.82	1.86	2.16	1.27
Storage	1.13	1.39	1.08	1.21
Packaging and supplies	0.60	0.21	0.25	1.15
Fuel & oil	39.64	39.34	39.41	43.30
Repairs	41.51	43.88	43.20	41.23
Repair, machinery	5.67	3.11	7.61	7.98
Custom hire	26.58	15.28	20.68	28.36
Repair, buildings	0.39	0.44	0.53	0.29
Hired labor	1.44	1.07	0.74	1.00
Land rent	51.24	34.57	48.99	46.10
Machinery leases	0.27	0.05	0.49	0.62
Hauling and trucking	0.14	0.53	-	0.10
Operating interest	7.19	9.53	7.89	4.08
Miscellaneous	4.94	2.72	5.31	4.42
Total direct expenses per acre	227.40	195.09	227.82	219.58
Return over direct exp per acre	318.94	55.65	271.90	634.60
Overhead Expenses				
Custom hire	1.28	1.79	2.27	0.28
Hired labor	15.86	10.05	12.84	20.59
Machinery leases	2.61	2.58	1.96	1.14
Building leases	1.13	1.10	0.83	0.75
RE & pers. property taxes	5.47	4.03	5.39	8.29
Farm insurance	5.87	6.38	5.61	6.31
Utilities	4.25	4.38	4.23	4.74
Dues & professional fees	1.84	2.50	1.58	1.53
Interest	25.28	18.71	23.13	36.77
Mach & bldg depreciation	36.07	35.14	36.43	44.18
Miscellaneous	5.76	5.88	5.37	7.39
Total overhead expenses per acre	105.40	92.52	99.63	131.98
Total dir & ovhd expenses per acre	332.81	287.62	327.46	351.56
Net return per acre	213.54	-36.88	172.27	502.62
Government payments	10.62	9.56	12.87	8.10
Net return with govt prmts	224.16	-27.31	185.13	510.72
Labor & management charge	39.01	39.79	42.42	42.07
Net return over lbr & mgt	185.14	-67.10	142.71	468.65
Cost of Production				
Total direct expense per ton	53.52	71.03	55.06	39.18
Total dir & ovhd exp per ton	78.33	104.72	79.14	62.73
Less govt & other income	75.06	100.55	75.86	59.53
With labor & management	84.24	115.04	86.12	67.04
Net value per unit	127.82	90.61	120.61	150.66
Machinery cost per acre	158.59	143.79	156.43	173.08
Est. labor hours per acre	4.50	3.90	4.42	4.74

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

Hay, Alfalfa, Organic

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	61	12	9	15
Number of farms	29	5	6	6
Acres	61.78	85.86	28.38	45.15
Yield per acre (ton)	3.32	2.22	3.61	4.05
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	139.94	126.08	147.63	180.53
Total product return per acre	465.00	279.59	532.37	731.55
Crop insurance per acre	0.85	-	-	-
Other crop income per acre	0.60	-	8.81	-
Gross return per acre	466.45	279.59	541.18	731.55
Direct Expenses				
Seed	1.05	-	0.23	2.21
Fertilizer	22.12	7.76	37.88	31.09
Crop insurance	0.99	1.20	1.97	-
Storage	1.17	-	-	6.52
Irrigation energy	0.08	-	1.20	-
Fuel & oil	31.89	9.14	40.50	38.56
Repairs	33.80	16.02	79.94	38.85
Repair, machinery	4.19	1.79	0.81	-
Custom hire	48.51	83.93	46.06	57.67
Repair, buildings	2.15	0.71	-	-
Hired labor	0.26	-	2.91	-
Land rent	42.98	50.47	27.56	39.48
Utilities	0.25	0.26	2.67	-
Hauling and trucking	7.70	28.04	0.54	-
Marketing	0.13	-	1.35	-
Organic certification	2.05	2.15	1.18	1.48
Operating interest	9.16	7.86	8.77	13.04
Miscellaneous	3.58	0.72	9.17	-
Total direct expenses per acre	212.06	210.07	262.73	228.90
Return over direct exp per acre	254.38	69.53	278.45	502.65
Overhead Expenses				
Hired labor	22.27	4.53	14.01	17.71
Machinery leases	1.15	0.05	1.94	0.70
Building leases	3.90	-	0.17	17.85
RE & pers. property taxes	5.44	2.02	12.00	6.12
Farm insurance	5.06	2.42	5.84	8.38
Utilities	4.76	1.48	3.41	9.10
Dues & professional fees	2.25	0.23	2.63	3.16
Interest	18.59	18.31	26.27	39.05
Mach & bldg depreciation	32.22	16.42	68.38	34.97
Miscellaneous	8.40	9.18	10.50	11.52
Total overhead expenses per acre	104.03	54.65	145.15	148.56
Total dir & ovhd expenses per acre	316.09	264.72	407.88	377.46
Net return per acre	150.35	14.88	133.30	354.09
Government payments	15.27	12.67	15.91	22.17
Net return with govt prmts	165.63	27.55	149.21	376.26
Labor & management charge	43.76	37.30	76.24	50.55
Net return over lbr & mgt	121.87	-9.75	72.97	325.71
Cost of Production				
Total direct expense per ton	63.82	94.73	72.86	56.49
Total dir & ovhd exp per ton	95.13	119.37	113.11	93.15
Less govt & other income	90.10	113.66	106.26	87.68
With labor & management	103.27	130.48	127.40	100.15
Net value per unit	139.94	126.08	147.63	180.53
Machinery cost per acre	158.45	140.53	247.39	182.60
Est. labor hours per acre	4.64	1.92	6.83	6.35

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

Hay, Grass

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	282	48	56	49
Number of farms	199	39	40	40
Acres	44.88	61.34	64.75	19.65
Yield per acre (ton)	2.22	1.66	2.18	4.48
Operators share of yield %	98.01	100.00	98.43	98.73
Value per ton	71.14	56.68	68.12	90.08
Other product return per acre	0.12	-	-	-
Total product return per acre	155.13	94.34	146.48	398.44
Crop insurance per acre	0.09	-	0.30	-
Other crop income per acre	0.42	0.82	0.54	0.46
Gross return per acre	155.64	95.16	147.32	398.90
Direct Expenses				
Seed	0.27	0.35	0.36	0.74
Fertilizer	9.16	5.07	11.49	21.31
Crop chemicals	0.08	0.05	-	0.51
Irrigation energy	0.09	-	-	0.90
Packaging and supplies	0.83	1.09	1.04	0.18
Fuel & oil	19.41	21.25	17.75	20.88
Repairs	17.54	18.60	14.23	18.06
Repair, machinery	0.45	0.58	0.20	2.64
Custom hire	7.21	9.73	7.54	13.48
Hired labor	0.26	0.76	-	-
Land rent	18.30	27.43	13.34	24.37
Hauling and trucking	0.38	1.58	-	0.13
Operating interest	2.91	1.84	4.07	3.61
Miscellaneous	2.73	2.83	0.31	3.19
Total direct expenses per acre	79.63	91.15	70.32	110.01
Return over direct exp per acre	76.01	4.01	77.00	288.89
Overhead Expenses				
Hired labor	6.05	6.77	2.35	7.24
Machinery leases	0.49	0.18	0.16	1.95
Building leases	0.37	0.36	0.13	0.53
RE & pers. property taxes	1.93	0.66	1.51	5.79
Farm insurance	2.26	2.11	1.51	2.73
Utilities	1.39	1.21	0.99	1.38
Dues & professional fees	0.61	0.81	0.27	1.12
Interest	12.70	9.11	10.30	28.78
Mach & bldg depreciation	16.36	12.61	12.16	20.47
Miscellaneous	3.12	2.39	3.08	3.84
Total overhead expenses per acre	45.26	36.19	32.46	73.81
Total dir & ovhd expenses per acre	124.89	127.34	102.78	183.82
Net return per acre	30.75	-32.19	44.54	215.08
Government payments	2.75	2.75	1.69	5.59
Net return with govt pmts	33.50	-29.43	46.23	220.67
Labor & management charge	16.70	14.41	12.62	19.04
Net return over lbr & mgt	16.79	-43.84	33.60	201.63
Cost of Production				
Total direct expense per ton	36.54	54.76	32.70	24.87
Total dir & ovhd exp per ton	57.32	76.51	47.80	41.56
Less govt & other income	55.77	74.36	46.62	40.19
With labor & management	63.43	83.02	52.49	44.49
Net value per unit	71.14	56.68	68.12	90.08
Machinery cost per acre	65.91	67.44	56.77	79.74
Est. labor hours per acre	2.41	2.22	1.80	2.31

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

Hay, Grass, Organic

	Avg. Of All Farms
Number of fields	16
Number of farms	13
Acres	71.14
Yield per acre (ton)	3.40
Operators share of yield %	100.00
Value per ton	131.78
Total product return per acre	447.93
Other crop income per acre	0.20
Gross return per acre	448.13
Direct Expenses	
Seed	9.08
Fertilizer	18.72
Irrigation energy	0.33
Fuel & oil	24.43
Repairs	19.24
Repair, machinery	2.20
Custom hire	30.57
Repair, buildings	1.49
Land rent	49.69
Organic certification	0.81
Operating interest	5.56
Miscellaneous	5.46
Total direct expenses per acre	167.57
Return over direct exp per acre	280.56
Overhead Expenses	
Custom hire	1.11
Hired labor	8.65
Machinery leases	0.17
RE & pers. property taxes	3.64
Farm insurance	3.23
Utilities	1.96
Dues & professional fees	0.59
Interest	20.30
Mach & bldg depreciation	13.30
Miscellaneous	1.89
Total overhead expenses per acre	54.84
Total dir & ovhd expenses per acre	222.41
Net return per acre	225.72
Government payments	4.98
Net return with govt pmts	230.70
Labor & management charge	12.38
Net return over lbr & mgt	218.31
Cost of Production	
Total direct expense per ton	49.30
Total dir & ovhd exp per ton	65.43
Less govt & other income	63.91
With labor & management	67.55
Net value per unit	131.78
Machinery cost per acre	94.09
Est. labor hours per acre	2.41

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

Hay, Mixed

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	159	40	33	24
Number of farms	102	20	21	21
Acres	68.55	44.49	124.10	35.01
Yield per acre (ton)	2.32	1.82	2.21	3.96
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	73.04	68.70	67.92	97.42
Total product return per acre	169.59	125.32	150.08	386.23
Other crop income per acre	0.35	-	0.65	1.38
Gross return per acre	169.94	125.32	150.73	387.61
Direct Expenses				
Seed	1.33	6.79	-	1.37
Fertilizer	12.15	29.68	10.27	8.69
Crop chemicals	0.28	0.77	0.24	0.81
Crop insurance	1.37	2.26	1.73	0.12
Packaging and supplies	0.96	1.20	1.29	0.60
Fuel & oil	24.23	26.44	24.04	27.03
Repairs	23.45	34.28	20.31	29.44
Repair, machinery	0.95	3.82	0.24	0.02
Custom hire	5.77	5.23	3.31	7.85
Repair, buildings	0.10	0.52	0.00	-
Hired labor	0.67	-	1.64	-
Land rent	11.72	20.82	4.92	26.20
Utilities	0.24	0.53	0.19	-
Hauling and trucking	0.61	0.19	-	-
Operating interest	3.84	8.00	1.53	2.97
Miscellaneous	1.99	2.06	2.54	1.41
Total direct expenses per acre	89.64	142.59	72.25	106.51
Return over direct exp per acre	80.30	-17.28	78.48	281.11
Overhead Expenses				
Custom hire	0.29	0.18	0.12	0.58
Hired labor	4.28	2.48	5.50	4.00
Machinery leases	0.85	2.80	0.13	0.13
RE & pers. property taxes	2.95	3.49	2.32	3.67
Farm insurance	3.32	4.18	3.05	4.61
Utilities	2.43	3.55	2.47	3.00
Dues & professional fees	0.84	1.01	0.56	2.03
Interest	10.81	14.41	7.64	22.20
Mach & bldg depreciation	18.37	22.78	13.98	27.06
Miscellaneous	3.78	3.17	2.41	7.18
Total overhead expenses per acre	47.92	58.05	38.19	74.47
Total dir & ovhd expenses per acre	137.56	200.64	110.43	180.98
Net return per acre	32.38	-75.33	40.30	206.63
Government payments	5.55	9.26	2.98	11.33
Net return with govt pmts	37.93	-66.07	43.28	217.96
Labor & management charge	21.19	23.13	15.23	31.86
Net return over lbr & mgt	16.73	-89.20	28.05	186.10
Cost of Production				
Total direct expense per ton	38.60	78.17	32.70	26.86
Total dir & ovhd exp per ton	59.24	109.99	49.98	45.65
Less govt & other income	56.70	104.92	48.34	42.44
With labor & management	65.83	117.60	55.23	50.48
Net value per unit	73.04	68.70	67.92	97.42
Machinery cost per acre	77.09	101.34	65.08	95.13
Est. labor hours per acre	2.71	2.27	2.71	4.34

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

Hay, Mixed, Organic

	Avg. Of All Farms
Number of fields	15
Number of farms	9
Acres	41.91
Yield per acre (ton)	2.95
Operators share of yield %	100.00
Value per ton	138.80
Total product return per acre	409.93
Other crop income per acre	17.65
Gross return per acre	427.58
Direct Expenses	
Seed	6.17
Fertilizer	18.49
Crop insurance	1.49
Irrigation energy	1.07
Fuel & oil	28.23
Repairs	42.80
Custom hire	27.34
Land rent	15.46
Machinery leases	0.44
Organic certification	1.91
Operating interest	1.31
Miscellaneous	0.06
Total direct expenses per acre	144.78
Return over direct exp per acre	282.80
Overhead Expenses	
Hired labor	13.83
Machinery leases	0.54
RE & pers. property taxes	6.16
Farm insurance	3.87
Utilities	2.69
Dues & professional fees	1.96
Interest	25.25
Mach & bldg depreciation	19.52
Miscellaneous	6.40
Total overhead expenses per acre	80.22
Total dir & ovhd expenses per acre	225.00
Net return per acre	202.58
Government payments	7.39
Net return with govt pmts	209.97
Labor & management charge	31.87
Net return over lbr & mgt	178.10
Cost of Production	
Total direct expense per ton	49.02
Total dir & ovhd exp per ton	76.18
Less govt & other income	67.71
With labor & management	78.50
Net value per unit	138.80
Machinery cost per acre	131.99
Est. labor hours per acre	2.09

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

Hay, Small Grain

	Avg. Of All Farms
Number of fields	13
Number of farms	11
Acres	14.90
Yield per acre (ton)	1.88
Operators share of yield %	100.00
Value per ton	70.49
Total product return per acre	132.73
Other crop income per acre	10.84
Gross return per acre	143.57
Direct Expenses	
Seed	21.21
Fertilizer	12.58
Fuel & oil	24.31
Repairs	34.65
Repair, machinery	0.45
Custom hire	33.34
Repair, buildings	0.29
Land rent	6.54
Operating interest	3.13
Miscellaneous	0.99
Total direct expenses per acre	137.50
Return over direct exp per acre	6.07
Overhead Expenses	
Custom hire	1.47
Hired labor	4.81
Machinery leases	0.26
RE & pers. property taxes	5.10
Farm insurance	5.04
Utilities	6.20
Dues & professional fees	1.27
Interest	14.81
Mach & bldg depreciation	32.70
Miscellaneous	6.66
Total overhead expenses per acre	78.34
Total dir & ovhd expenses per acre	215.84
Net return per acre	-72.27
Government payments	13.70
Net return with govt pmts	-58.56
Labor & management charge	29.46
Net return over lbr & mgt	-88.03
Cost of Production	
Total direct expense per ton	73.03
Total dir & ovhd exp per ton	114.64
Less govt & other income	101.60
With labor & management	117.25
Net value per unit	70.49
Machinery cost per acre	128.45
Est. labor hours per acre	3.36

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

Haylage, Alfalfa

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	89	20	21	19
Number of farms	61	12	12	13
Acres	77.10	67.96	55.45	68.27
Yield per acre (ton)	8.90	7.53	9.59	10.78
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	59.80	49.48	51.40	68.98
Other product return per acre	0.28	1.43	-	-
Total product return per acre	532.46	373.87	492.95	743.67
Crop insurance per acre	4.05	-	2.80	-
Other crop income per acre	3.44	3.06	0.98	13.65
Gross return per acre	539.95	376.93	496.72	757.32
Direct Expenses				
Seed	1.33	5.44	1.46	-
Fertilizer	47.25	47.42	21.51	57.70
Crop chemicals	5.64	6.12	3.45	8.42
Non-chemical crop protect	0.59	0.44	-	-
Crop insurance	1.37	0.86	0.94	3.49
Storage	6.25	21.32	2.23	0.78
Irrigation energy	0.10	0.50	-	-
Packaging and supplies	0.77	-	-	-
Fuel & oil	36.34	26.58	31.19	33.59
Repairs	31.11	19.28	40.03	34.54
Repair, machinery	3.74	6.39	-	-
Custom hire	49.29	104.45	51.51	29.76
Hired labor	3.83	4.75	1.62	13.48
Land rent	57.98	84.73	34.89	50.94
Machinery leases	0.60	1.51	-	-
Utilities	0.38	0.95	0.12	0.76
Operating interest	4.50	3.63	2.16	4.63
Miscellaneous	6.08	3.89	13.48	7.99
Total direct expenses per acre	257.15	338.25	204.59	246.08
Return over direct exp per acre	282.80	38.68	292.14	511.24
Overhead Expenses				
Hired labor	23.53	20.34	21.14	19.65
Machinery leases	9.24	1.13	0.08	2.30
Building leases	1.27	3.63	1.52	-
RE & pers. property taxes	3.70	1.68	6.09	5.01
Farm insurance	4.69	2.43	4.16	3.64
Utilities	2.77	2.65	3.71	1.24
Dues & professional fees	2.40	1.80	2.08	0.97
Interest	29.61	28.30	38.80	26.89
Mach & bldg depreciation	29.57	25.18	20.58	22.78
Miscellaneous	4.46	3.25	6.43	6.20
Total overhead expenses per acre	111.24	90.39	104.58	88.66
Total dir & ovhd expenses per acre	368.39	428.64	309.17	334.75
Net return per acre	171.56	-51.71	187.56	422.57
Government payments	12.61	14.64	10.02	14.40
Net return with govt pmts	184.17	-37.07	197.58	436.97
Labor & management charge	26.86	20.22	36.28	34.01
Net return over lbr & mgt	157.31	-57.29	161.29	402.96
Cost of Production				
Total direct expense per ton	28.90	44.94	21.33	22.83
Total dir & ovhd exp per ton	41.40	56.95	32.23	31.05
Less govt & other income	39.11	54.40	30.80	28.45
With labor & management	42.13	57.09	34.58	31.60
Net value per unit	59.80	49.48	51.40	68.98
Machinery cost per acre	168.59	199.26	144.88	130.42
Est. labor hours per acre	5.02	2.87	6.75	5.28

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

Oatlage

	Avg. Of All Farms
Number of fields	24
Number of farms	20
Acres	33.90
Yield per acre (ton)	4.26
Operators share of yield %	100.00
Value per ton	35.41
Total product return per acre	150.98
Gross return per acre	150.98
Direct Expenses	
Seed	20.40
Fertilizer	19.95
Crop chemicals	0.58
Crop insurance	1.06
Storage	0.73
Fuel & oil	26.28
Repairs	27.59
Repair, machinery	1.54
Custom hire	28.08
Repair, buildings	0.40
Hired labor	0.37
Land rent	29.17
Utilities	0.64
Operating interest	3.58
Miscellaneous	3.15
Total direct expenses per acre	163.51
Return over direct exp per acre	-12.53
Overhead Expenses	
Hired labor	12.72
Building leases	0.96
RE & pers. property taxes	5.30
Farm insurance	4.11
Utilities	2.78
Dues & professional fees	1.35
Interest	21.49
Mach & bldg depreciation	32.86
Miscellaneous	7.56
Total overhead expenses per acre	89.14
Total dir & ovhd expenses per acre	252.65
Net return per acre	-101.66
Government payments	7.04
Net return with govt pmts	-94.63
Labor & management charge	28.80
Net return over lbr & mgt	-123.43
Cost of Production	
Total direct expense per ton	38.35
Total dir & ovhd exp per ton	59.26
Less govt & other income	57.61
With labor & management	64.37
Net value per unit	35.41
Machinery cost per acre	119.76
Est. labor hours per acre	3.08

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

Oatlage, Organic

	Avg. Of All Farms
Number of fields	10
Number of farms	7
Acres	26.95
Yield per acre (ton)	3.59
Operators share of yield %	100.00
Value per ton	33.00
Total product return per acre	118.45
Other crop income per acre	1.34
Gross return per acre	119.80
Direct Expenses	
Seed	26.02
Fertilizer	29.16
Crop insurance	1.54
Irrigation energy	12.79
Fuel & oil	17.61
Repairs	26.10
Repair, machinery	1.66
Custom hire	20.74
Hired labor	7.88
Land rent	54.95
Utilities	0.32
Hauling and trucking	0.44
Organic certification	1.34
Operating interest	8.91
Miscellaneous	4.69
Total direct expenses per acre	214.15
Return over direct exp per acre	-94.36
Overhead Expenses	
Hired labor	7.11
RE & pers. property taxes	4.48
Farm insurance	1.92
Utilities	1.52
Dues & professional fees	1.61
Interest	22.87
Mach & bldg depreciation	34.61
Miscellaneous	4.25
Total overhead expenses per acre	78.36
Total dir & ovhd expenses per acre	292.52
Net return per acre	-172.72
Government payments	16.89
Net return with govt pmts	-155.83
Labor & management charge	25.86
Net return over lbr & mgt	-181.69
Cost of Production	
Total direct expense per ton	59.67
Total dir & ovhd exp per ton	81.50
Less govt & other income	76.42
With labor & management	83.63
Net value per unit	33.00
Machinery cost per acre	96.71
Est. labor hours per acre	2.81

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

Oats

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	121	23	25	26
Number of farms	104	20	21	21
Acres	25.80	19.97	35.32	22.44
Yield per acre (bu.)	73.73	54.79	74.19	91.96
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	2.61	2.29	2.72	2.84
Other product return per acre	13.79	5.41	15.52	30.63
Total product return per acre	206.25	131.09	216.98	292.06
Crop insurance per acre	0.56	-	0.16	-
Other crop income per acre	34.81	11.82	25.11	73.96
Gross return per acre	241.61	142.91	242.25	366.03
Direct Expenses				
Seed	15.12	18.02	13.58	12.99
Fertilizer	20.83	19.98	28.20	16.36
Crop chemicals	2.85	1.01	2.29	2.66
Crop insurance	3.78	4.66	4.33	2.68
Storage	0.08	0.52	-	0.03
Fuel & oil	20.39	15.32	22.50	21.88
Repairs	20.87	17.77	21.92	16.30
Repair, machinery	1.18	1.17	0.16	4.50
Custom hire	9.28	14.32	9.97	6.99
Hired labor	1.06	2.97	0.44	0.34
Land rent	29.95	61.65	29.97	16.28
Operating interest	3.40	4.18	3.51	4.93
Miscellaneous	1.84	4.54	0.97	1.86
Total direct expenses per acre	130.63	166.11	137.83	107.80
Return over direct exp per acre	110.98	-23.20	104.42	258.23
Overhead Expenses				
Custom hire	0.25	1.11	0.25	0.01
Hired labor	4.67	5.85	4.70	3.37
Machinery leases	0.62	1.33	0.05	0.36
Building leases	0.43	0.27	0.24	0.86
RE & pers. property taxes	4.47	2.59	2.14	6.89
Farm insurance	2.92	2.79	3.59	2.48
Utilities	1.86	1.46	1.52	1.84
Dues & professional fees	0.78	1.04	0.30	1.05
Interest	17.21	14.05	7.86	26.67
Mach & bldg depreciation	17.21	13.47	18.36	20.66
Miscellaneous	3.52	2.65	4.34	3.87
Total overhead expenses per acre	53.92	46.62	43.34	68.06
Total dir & ovhd expenses per acre	184.55	212.73	181.17	175.86
Net return per acre	57.06	-69.82	61.09	190.17
Government payments	10.92	11.98	9.60	10.40
Net return with govt pmts	67.98	-57.84	70.69	200.58
Labor & management charge	22.43	14.94	24.36	31.81
Net return over lbr & mgt	45.55	-72.78	46.34	168.77
Cost of Production				
Total direct expense per bu.	1.77	3.03	1.86	1.17
Total dir & ovhd exp per bu.	2.50	3.88	2.44	1.91
Less govt & other income	1.69	3.35	1.76	0.66
With labor & management	1.99	3.62	2.09	1.01
Net value per unit	2.61	2.29	2.72	2.84
Machinery cost per acre	72.89	70.14	74.91	73.12
Est. labor hours per acre	2.22	1.89	2.36	2.36

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

Oats, Organic

	<u>Avg. Of All Farms</u>
Number of fields	21
Number of farms	16
Acres	33.54
Yield per acre (bu.)	59.48
Operators share of yield %	100.00
Value per bu.	4.72
Other product return per acre	1.02
Total product return per acre	281.98
Crop insurance per acre	1.80
Other crop income per acre	34.58
Gross return per acre	318.37
Direct Expenses	
Seed	16.87
Fertilizer	4.49
Crop insurance	2.08
Irrigation energy	0.55
Fuel & oil	21.07
Repairs	20.18
Repair, machinery	5.73
Custom hire	14.63
Repair, buildings	4.51
Land rent	34.90
Hauling and trucking	0.51
Organic certification	1.02
Operating interest	4.20
Miscellaneous	2.04
Total direct expenses per acre	132.78
Return over direct exp per acre	185.58
Overhead Expenses	
Custom hire	1.60
Hired labor	9.47
Machinery leases	2.71
RE & pers. property taxes	3.81
Farm insurance	4.22
Utilities	3.87
Dues & professional fees	2.63
Interest	12.82
Mach & bldg depreciation	27.66
Miscellaneous	3.29
Total overhead expenses per acre	72.07
Total dir & ovhd expenses per acre	204.86
Net return per acre	113.51
Government payments	11.39
Net return with govt pmts	124.90
Labor & management charge	23.93
Net return over lbr & mgt	100.97
Cost of Production	
Total direct expense per bu.	2.23
Total dir & ovhd exp per bu.	3.44
Less govt & other income	2.62
With labor & management	3.03
Net value per unit	4.72
Machinery cost per acre	97.53
Est. labor hours per acre	2.27

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

Pasture

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	153	28	35	28
Number of farms	117	23	24	24
Acres	117.90	158.90	106.64	65.97
Yield per acre (aum)	2.41	0.89	3.29	5.93
Operators share of yield %	100.00	100.00	100.00	100.00
Value per aum	11.15	9.43	8.53	13.81
Other product return per acre	0.12	-	-	-
Total product return per acre	26.92	8.42	28.09	81.94
Other crop income per acre	0.03	0.13	-	-
Gross return per acre	26.96	8.55	28.09	81.94
Direct Expenses				
Seed	0.54	0.92	0.44	1.59
Fertilizer	0.71	1.84	-	1.08
Crop chemicals	0.30	0.06	0.27	0.91
Fuel & oil	2.69	2.96	2.89	2.91
Repairs	2.44	2.56	2.51	3.13
Custom hire	0.36	0.20	0.01	2.71
Land rent	7.91	14.44	7.34	2.60
Operating interest	0.46	0.50	0.51	0.54
Miscellaneous	0.18	0.26	0.02	0.45
Total direct expenses per acre	15.58	23.73	14.00	15.90
Return over direct exp per acre	11.37	-15.18	14.08	66.03
Overhead Expenses				
Hired labor	0.48	0.38	0.55	0.75
RE & pers. property taxes	2.59	2.01	3.13	3.95
Farm insurance	0.40	0.28	0.36	0.80
Utilities	0.27	0.19	0.32	0.63
Dues & professional fees	0.21	0.11	0.21	0.99
Interest	7.73	8.44	8.89	12.88
Mach & bldg depreciation	2.46	1.99	2.75	5.24
Miscellaneous	0.88	0.78	0.80	2.71
Total overhead expenses per acre	15.03	14.19	17.02	27.93
Total dir & ovhd expenses per acre	30.61	37.92	31.02	43.84
Net return per acre	-3.65	-29.36	-2.94	38.10
Government payments	0.17	0.33	0.14	0.50
Net return with govt pmnts	-3.48	-29.04	-2.80	38.60
Labor & management charge	3.05	2.68	2.62	5.14
Net return over lbr & mgt	-6.53	-31.72	-5.42	33.45
Cost of Production				
Total direct expense per aum	6.48	26.57	4.25	2.68
Total dir & ovhd exp per aum	12.73	42.46	9.42	7.39
Less govt & other income	12.59	41.94	9.38	7.31
With labor & management	13.86	44.94	10.17	8.17
Net value per unit	11.15	9.43	8.53	13.81
Machinery cost per acre	8.59	8.38	8.97	14.90
Est. labor hours per acre	0.39	0.26	0.40	0.68

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

Pasture, Intensive

	Avg. Of All Farms
Number of fields	12
Number of farms	9
Acres	64.58
Yield per acre (aum)	6.29
Operators share of yield %	100.00
Value per aum	31.89
Total product return per acre	200.65
Gross return per acre	200.65
Direct Expenses	
Seed	14.88
Fertilizer	7.10
Crop chemicals	2.21
Fuel & oil	10.38
Repairs	9.94
Repair, machinery	0.67
Custom hire	8.32
Land rent	58.10
Utilities	1.20
Operating interest	30.79
Total direct expenses per acre	143.60
Return over direct exp per acre	57.06
Overhead Expenses	
Custom hire	3.28
Hired labor	9.61
Building leases	0.33
RE & pers. property taxes	5.27
Farm insurance	1.64
Utilities	0.58
Dues & professional fees	0.10
Interest	12.50
Mach & bldg depreciation	13.23
Miscellaneous	1.72
Total overhead expenses per acre	48.25
Total dir & ovhd expenses per acre	191.85
Net return per acre	8.80
Government payments	8.19
Net return with govt pmts	17.00
Labor & management charge	13.36
Net return over lbr & mgt	3.64
Cost of Production	
Total direct expense per aum	22.82
Total dir & ovhd exp per aum	30.49
Less govt & other income	29.19
With labor & management	31.31
Net value per unit	31.89
Machinery cost per acre	45.52
Est. labor hours per acre	1.96

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

Pasture, Organic

	Avg. Of All Farms
Number of fields	36
Number of farms	16
Acres	50.22
Yield per acre (aum)	3.18
Operators share of yield %	100.00
Value per aum	49.22
Total product return per acre	156.46
Other crop income per acre	7.75
Gross return per acre	164.21
Direct Expenses	
Seed	7.49
Fertilizer	14.01
Irrigation energy	0.53
Fuel & oil	5.04
Repairs	4.87
Repair, machinery	0.80
Repair, buildings	0.07
Hired labor	1.41
Land rent	16.01
Utilities	0.21
Hauling and trucking	0.26
Organic certification	0.75
Operating interest	0.99
Miscellaneous	0.85
Total direct expenses per acre	53.29
Return over direct exp per acre	110.92
Overhead Expenses	
Hired labor	1.76
RE & pers. property taxes	7.57
Farm insurance	0.73
Utilities	0.40
Dues & professional fees	0.39
Interest	15.68
Mach & bldg depreciation	4.54
Miscellaneous	1.59
Total overhead expenses per acre	32.67
Total dir & ovhd expenses per acre	85.96
Net return per acre	78.25
Government payments	2.08
Net return with govt pmts	80.33
Labor & management charge	5.05
Net return over lbr & mgt	75.28
Cost of Production	
Total direct expense per aum	16.76
Total dir & ovhd exp per aum	27.04
Less govt & other income	23.95
With labor & management	25.53
Net value per unit	49.22
Machinery cost per acre	16.73
Est. labor hours per acre	0.73

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

Peas, Field

	Avg. Of All Farms
Number of fields	7
Number of farms	7
Acres	52.54
Yield per acre (lb.)	2,745.32
Operators share of yield %	100.00
Value per lb.	0.20
Total product return per acre	549.73
Gross return per acre	549.73
Direct Expenses	
Fertilizer	42.89
Crop chemicals	12.54
Crop insurance	2.06
Fuel & oil	14.81
Repairs	17.75
Repair, machinery	2.39
Custom hire	10.19
Repair, buildings	1.34
Hired labor	5.49
Land rent	68.84
Utilities	6.68
Operating interest	6.56
Miscellaneous	0.51
Total direct expenses per acre	192.04
Return over direct exp per acre	357.69
Overhead Expenses	
Hired labor	2.26
Machinery leases	0.71
RE & pers. property taxes	2.26
Farm insurance	3.07
Utilities	1.37
Dues & professional fees	1.97
Interest	4.42
Mach & bldg depreciation	18.35
Miscellaneous	3.91
Total overhead expenses per acre	38.33
Total dir & ovhd expenses per acre	230.37
Net return per acre	319.36
Government payments	-
Net return with govt pmts	319.36
Labor & management charge	18.38
Net return over lbr & mgt	300.98
Cost of Production	
Total direct expense per lb.	0.07
Total dir & ovhd exp per lb.	0.08
Less govt & other income	0.08
With labor & management	0.09
Net value per unit	0.20
Machinery cost per acre	64.77
Est. labor hours per acre	0.97

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

Peas, Processing

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	71	15	13	15
Number of farms	57	11	12	12
Acres	59.56	66.90	56.12	59.08
Yield per acre (lb.)	3,993.44	2,241.82	3,638.26	5,101.07
Operators share of yield %	99.48	99.31	100.00	100.00
Value per lb.	0.16	0.17	0.18	0.17
Total product return per acre	637.71	373.14	670.03	877.91
Hedging gains/losses per acre	0.00	-	0.00	-
Crop insurance per acre	5.62	21.57	2.93	-
Other crop income per acre	1.26	-	-	-
Gross return per acre	644.60	394.71	672.96	877.91
Direct Expenses				
Fertilizer	27.20	21.71	32.54	41.89
Crop chemicals	15.92	17.14	16.26	14.82
Crop insurance	6.81	8.38	4.15	6.46
Fuel & oil	13.63	9.48	12.95	14.57
Repairs	10.56	5.93	12.16	10.25
Repair, machinery	4.25	4.24	1.25	5.04
Custom hire	5.08	7.91	7.70	0.67
Repair, buildings	0.33	0.15	0.14	0.70
Hired labor	3.04	4.81	3.33	-
Land rent	93.08	135.99	108.06	70.28
Utilities	0.50	0.13	1.62	-
Marketing	0.29	-	0.45	0.58
Operating interest	4.44	4.71	2.06	3.17
Miscellaneous	1.92	0.14	1.28	2.94
Total direct expenses per acre	187.04	220.72	203.95	171.37
Return over direct exp per acre	457.56	173.99	469.01	706.54
Overhead Expenses				
Hired labor	4.36	0.54	6.50	6.03
Machinery leases	0.37	0.73	0.02	0.29
Building leases	0.47	0.02	0.06	2.02
RE & pers. property taxes	6.85	0.75	4.14	12.51
Farm insurance	2.81	2.13	2.48	2.53
Utilities	1.73	1.17	1.07	2.30
Dues & professional fees	0.97	1.69	0.77	0.08
Interest	16.11	5.35	17.07	17.69
Mach & bldg depreciation	14.87	10.71	13.62	16.01
Miscellaneous	3.35	3.02	2.84	3.36
Total overhead expenses per acre	51.87	26.11	48.55	62.83
Total dir & ovhd expenses per acre	238.91	246.83	252.50	234.20
Net return per acre	405.69	147.88	420.46	643.71
Government payments	-	-	-	-
Net return with govt pmts	405.69	147.88	420.46	643.71
Labor & management charge	18.71	15.32	18.34	20.86
Net return over lbr & mgt	386.98	132.56	402.11	622.86
Cost of Production				
Total direct expense per lb.	0.05	0.10	0.06	0.03
Total dir & ovhd exp per lb.	0.06	0.11	0.07	0.05
Less govt & other income	0.06	0.10	0.07	0.05
With labor & management	0.06	0.11	0.07	0.05
Net value per unit	0.16	0.17	0.18	0.17
Machinery cost per acre	50.28	41.00	50.39	48.55
Est. labor hours per acre	1.29	1.62	1.03	1.46

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

Potatoes

	Avg. Of All Farms
Number of fields	7
Number of farms	5
Acres	76.33
Yield per acre (cwt.)	188.93
Operators share of yield %	100.00
Value per cwt.	7.91
Total product return per acre	1,494.83
Crop insurance per acre	12.56
Gross return per acre	1,507.39
Direct Expenses	
Seed	141.34
Fertilizer	112.08
Crop chemicals	171.38
Crop insurance	39.95
Fuel & oil	133.24
Repairs	180.82
Custom hire	0.84
Hired labor	49.04
Land rent	44.55
Operating interest	38.43
Total direct expenses per acre	911.67
Return over direct exp per acre	595.71
Overhead Expenses	
Custom hire	45.86
Hired labor	172.05
Machinery leases	2.46
RE & pers. property taxes	1.58
Farm insurance	16.16
Utilities	23.35
Dues & professional fees	18.87
Interest	37.84
Mach & bldg depreciation	134.63
Miscellaneous	33.33
Total overhead expenses per acre	486.14
Total dir & ovhd expenses per acre	1,397.82
Net return per acre	109.57
Government payments	-
Net return with govt pmts	109.57
Labor & management charge	91.71
Net return over lbr & mgt	17.85
Cost of Production	
Total direct expense per cwt.	4.83
Total dir & ovhd exp per cwt.	7.40
Less govt & other income	7.33
With labor & management	7.82
Net value per unit	7.91
Machinery cost per acre	524.02
Est. labor hours per acre	14.65

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

Rented Out

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	51	11	11	10
Number of farms	47	9	10	10
Acres	182.39	173.11	184.00	214.45
Yield per acre (\$)	137.68	71.57	130.15	221.33
Operators share of yield %	100.00	100.00	100.00	100.00
Value per \$	1.00	1.00	1.00	1.00
Total product return per acre	137.68	71.57	130.15	221.33
Gross return per acre	137.68	71.57	130.15	221.33
Direct Expenses				
Fuel & oil	2.63	1.93	3.38	3.95
Repairs	1.66	1.95	2.15	1.19
Repair, machinery	1.79	-	2.43	3.74
Repair, buildings	2.81	-	0.95	11.01
Land rent	7.18	29.49	4.20	0.99
Operating interest	0.65	0.16	2.18	0.28
Miscellaneous	0.05	-	0.23	-
Total direct expenses per acre	16.77	33.54	15.54	21.16
Return over direct exp per acre	120.90	38.04	114.61	200.17
Overhead Expenses				
Hired labor	0.52	0.27	0.47	0.37
RE & pers. property taxes	17.35	3.69	21.02	24.26
Farm insurance	2.73	0.91	3.47	5.29
Utilities	1.99	1.15	2.86	4.07
Interest	22.26	13.28	22.34	11.07
Mach & bldg depreciation	8.70	1.69	8.35	23.86
Miscellaneous	4.32	1.02	4.65	10.21
Total overhead expenses per acre	57.86	22.01	63.16	79.14
Total dir & ovhd expenses per acre	74.63	55.55	78.70	100.30
Net return per acre	63.05	16.02	51.46	121.03
Government payments	-	-	-	-
Net return with govt pmts	63.05	16.02	51.46	121.03
Labor & management charge	7.76	3.14	11.36	13.92
Net return over lbr & mgt	55.29	12.89	40.10	107.11
Cost of Production				
Total direct expense per \$	0.12	0.47	0.12	0.10
Total dir & ovhd exp per \$	0.54	0.78	0.60	0.45
Less govt & other income	0.54	0.78	0.60	0.45
With labor & management	0.60	0.82	0.69	0.52
Net value per unit	1.00	1.00	1.00	1.00
Machinery cost per acre	11.27	6.54	14.28	20.16
Est. labor hours per acre	0.43	0.15	0.48	0.84

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

Rye

	<u>Avg. Of All Farms</u>
Number of fields	16
Number of farms	12
Acres	69.06
Yield per acre (bu.)	32.48
Operators share of yield %	100.00
Value per bu.	6.74
Other product return per acre	28.44
Total product return per acre	247.34
Other crop income per acre	28.06
Gross return per acre	275.40
Direct Expenses	
Seed	11.21
Fertilizer	25.58
Crop chemicals	0.40
Fuel & oil	16.51
Repairs	28.79
Repair, machinery	0.10
Custom hire	24.37
Hired labor	2.38
Land rent	31.98
Machinery leases	0.87
Utilities	0.25
Organic certification	0.22
Operating interest	4.52
Miscellaneous	0.81
Total direct expenses per acre	147.98
Return over direct exp per acre	127.42
Overhead Expenses	
Hired labor	3.99
Machinery leases	2.39
RE & pers. property taxes	1.12
Farm insurance	2.15
Utilities	1.53
Interest	9.53
Mach & bldg depreciation	15.34
Miscellaneous	1.89
Total overhead expenses per acre	37.94
Total dir & ovhd expenses per acre	185.92
Net return per acre	89.48
Government payments	10.19
Net return with govt pmts	99.67
Labor & management charge	18.83
Net return over lbr & mgt	80.84
Cost of Production	
Total direct expense per bu.	4.56
Total dir & ovhd exp per bu.	5.72
Less govt & other income	3.67
With labor & management	4.25
Net value per unit	6.74
Machinery cost per acre	93.51
Est. labor hours per acre	1.90

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

Sorghum Silage

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	19.00
Yield per acre (ton)	4.69
Operators share of yield %	100.00
Value per ton	35.67
Total product return per acre	167.47
Gross return per acre	167.47
Direct Expenses	
Seed	22.65
Fuel & oil	22.85
Repairs	23.00
Repair, machinery	0.97
Custom hire	4.21
Hired labor	0.72
Land rent	5.05
Utilities	2.60
Operating interest	1.94
Total direct expenses per acre	84.14
Return over direct exp per acre	83.34
Overhead Expenses	
Custom hire	1.69
Hired labor	1.18
RE & pers. property taxes	4.59
Farm insurance	3.39
Utilities	1.48
Dues & professional fees	0.63
Interest	23.05
Mach & bldg depreciation	23.92
Miscellaneous	3.41
Total overhead expenses per acre	63.36
Total dir & ovhd expenses per acre	147.49
Net return per acre	19.98
Government payments	9.95
Net return with govt pmts	29.93
Labor & management charge	18.92
Net return over lbr & mgt	11.01
Cost of Production	
Total direct expense per ton	17.92
Total dir & ovhd exp per ton	31.42
Less govt & other income	29.30
With labor & management	33.33
Net value per unit	35.67
Machinery cost per acre	84.81
Est. labor hours per acre	2.55

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

Soybeans

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	3414	596	721	680
Number of farms	1489	297	298	298
Acres	166.13	177.17	174.55	127.23
Yield per acre (bu.)	39.68	34.19	40.39	45.05
Operator's share of yield %	98.58	98.60	98.44	99.32
Value per bu.	9.53	9.06	9.49	10.19
Other product return per acre	0.03	0.05	-	0.07
Total product return per acre	372.80	305.51	377.23	456.15
Hedging gains/losses per acre	0.25	-0.36	0.27	1.84
Crop insurance per acre	49.03	33.00	45.61	77.60
LDP income per acre	0.00	-	0.02	-
Other crop income per acre	1.80	0.87	0.66	2.31
Gross return per acre	423.88	339.02	423.80	537.90
Direct Expenses				
Seed	36.20	38.34	35.61	34.82
Fertilizer	9.41	16.17	7.95	5.99
Crop chemicals	27.64	28.20	27.14	26.41
Crop insurance	25.84	25.39	24.84	26.90
Drying expense	0.21	0.50	0.08	0.03
Fuel & oil	22.44	22.45	22.20	23.20
Repairs	21.00	23.66	19.52	21.08
Repair, machinery	3.42	2.22	3.86	3.98
Custom hire	5.15	8.26	4.58	3.81
Repair, buildings	0.56	0.22	0.64	0.78
Hired labor	1.34	2.13	1.17	1.38
Land rent	81.19	83.69	86.80	68.17
Machinery leases	1.18	2.96	0.69	0.69
Utilities	0.35	0.43	0.22	0.52
Hauling and trucking	0.55	0.51	0.47	1.26
Marketing	0.63	0.59	0.53	0.84
Operating interest	8.34	9.16	7.64	8.48
Miscellaneous	1.41	0.99	1.34	1.69
Total direct expenses per acre	246.85	265.88	245.28	230.04
Return over direct exp per acre	177.04	73.15	178.52	307.87
Overhead Expenses				
Custom hire	0.67	1.09	0.56	0.33
Hired labor	5.79	4.89	6.04	6.46
Machinery leases	2.48	2.78	2.14	2.75
Building leases	0.94	0.82	0.73	1.69
RE & pers. property taxes	3.78	1.21	3.27	8.09
Farm insurance	4.32	3.87	4.20	5.20
Utilities	3.02	2.77	2.96	3.35
Dues & professional fees	1.90	1.87	1.84	2.25
Interest	16.02	9.84	14.90	26.44
Mach & bldg depreciation	24.88	18.90	26.20	33.09
Miscellaneous	4.99	5.13	4.62	6.36
Total overhead expenses per acre	68.81	53.18	67.45	96.00
Total dir & ovhd expenses per acre	315.66	319.05	312.73	326.03
Net return per acre	108.23	19.97	111.06	211.87
Government payments	17.68	16.23	17.35	19.48
Net return with govt prmts	125.91	36.20	128.42	231.35
Labor & management charge	30.94	28.97	30.46	38.02
Net return over lbr & mgt	94.97	7.23	97.96	193.34
Cost of Production				
Total direct expense per bu.	6.31	7.89	6.17	5.14
Total dir & ovhd exp per bu.	8.07	9.46	7.87	7.29
Less govt & other income	6.31	7.99	6.26	5.02
With labor & management	7.10	8.85	7.02	5.87
Net value per unit	9.54	9.05	9.49	10.24
Machinery cost per acre	83.36	86.01	81.78	88.67
Est. labor hours per acre	1.93	1.88	1.88	2.21

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

Soybeans Seed

	<u>Avg. Of All Farms</u>
Number of fields	43
Number of farms	14
Acres	99.80
Yield per acre (bu.)	41.04
Operators share of yield %	100.00
Value per bu.	10.78
Total product return per acre	442.51
Crop insurance per acre	44.64
Gross return per acre	487.15
Direct Expenses	
Seed	34.50
Fertilizer	5.17
Crop chemicals	30.07
Crop insurance	26.41
Fuel & oil	24.07
Repairs	14.71
Repair, machinery	8.01
Custom hire	11.06
Repair, buildings	1.41
Hired labor	2.03
Land rent	93.74
Machinery leases	10.42
Hauling and trucking	0.14
Marketing	1.09
Operating interest	15.97
Miscellaneous	3.76
Total direct expenses per acre	282.55
Return over direct exp per acre	204.60
Overhead Expenses	
Custom hire	0.32
Hired labor	5.40
Machinery leases	1.59
RE & pers. property taxes	4.81
Farm insurance	3.98
Utilities	2.96
Dues & professional fees	3.20
Interest	13.97
Mach & bldg depreciation	32.72
Miscellaneous	6.25
Total overhead expenses per acre	75.20
Total dir & ovhd expenses per acre	357.74
Net return per acre	129.41
Government payments	19.38
Net return with govt pmts	148.78
Labor & management charge	38.41
Net return over lbr & mgt	110.37
Cost of Production	
Total direct expense per bu.	6.89
Total dir & ovhd exp per bu.	8.72
Less govt & other income	7.16
With labor & management	8.09
Net value per unit	10.78
Machinery cost per acre	99.92
Est. labor hours per acre	1.88

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

Soybeans, Food

	<u>Avg. Of All Farms</u>
Number of fields	35
Number of farms	16
Acres	125.24
Yield per acre (bu.)	32.14
Operators share of yield %	100.00
Value per bu.	12.32
Total product return per acre	395.81
Crop insurance per acre	41.42
Other crop income per acre	0.80
Gross return per acre	438.02
Direct Expenses	
Seed	25.52
Fertilizer	11.01
Crop chemicals	40.09
Crop insurance	24.38
Fuel & oil	23.21
Repairs	19.96
Repair, machinery	1.75
Custom hire	5.36
Hired labor	1.00
Land rent	74.75
Operating interest	7.61
Miscellaneous	0.83
Total direct expenses per acre	235.47
Return over direct exp per acre	202.56
Overhead Expenses	
Custom hire	0.84
Hired labor	5.74
Machinery leases	5.58
Building leases	0.42
RE & pers. property taxes	2.41
Farm insurance	4.24
Utilities	3.00
Dues & professional fees	3.23
Interest	15.15
Mach & bldg depreciation	24.57
Miscellaneous	6.57
Total overhead expenses per acre	71.74
Total dir & ovhd expenses per acre	307.21
Net return per acre	130.82
Government payments	17.24
Net return with govt pmts	148.05
Labor & management charge	32.10
Net return over lbr & mgt	115.95
Cost of Production	
Total direct expense per bu.	7.33
Total dir & ovhd exp per bu.	9.56
Less govt & other income	7.71
With labor & management	8.71
Net value per unit	12.32
Machinery cost per acre	82.75
Est. labor hours per acre	1.59

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

Soybeans, Organic

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	36	12	5
Number of farms	22	5	5
Acres	62.33	87.35	72.20
Yield per acre (bu.)	16.55	15.11	28.04
Operators share of yield %	99.03	100.00	100.00
Value per bu.	22.56	22.28	23.70
Other product return per acre	8.08	17.29	-
Total product return per acre	378.01	354.02	664.60
Crop insurance per acre	61.87	48.02	84.48
Other crop income per acre	42.70	91.09	0.90
Gross return per acre	482.59	493.14	749.98
Direct Expenses			
Seed	38.06	49.01	27.83
Fertilizer	17.29	25.59	1.38
Non-chemical crop protect	5.54	2.67	3.44
Crop insurance	19.24	10.46	37.71
Fuel & oil	25.11	19.09	29.86
Repairs	26.59	27.53	14.30
Repair, machinery	5.92	-	19.39
Custom hire	20.24	33.47	9.92
Repair, buildings	2.46	-	15.27
Hired labor	12.40	17.06	19.72
Land rent	70.63	94.46	83.23
Machinery leases	0.14	-	-
Hauling and trucking	0.69	-	-
Marketing	0.38	0.52	0.57
Organic certification	2.95	1.91	7.18
Operating interest	9.67	9.04	7.51
Miscellaneous	2.36	3.35	1.48
Total direct expenses per acre	259.67	294.16	278.78
Return over direct exp per acre	222.92	198.98	471.19
Overhead Expenses			
Custom hire	0.42	0.23	-
Hired labor	12.31	22.93	0.62
Machinery leases	1.27	0.27	6.15
RE & pers. property taxes	2.72	1.29	-
Farm insurance	5.56	3.57	9.02
Utilities	5.03	2.07	11.43
Dues & professional fees	4.02	2.43	3.06
Interest	22.02	12.26	4.05
Mach & bldg depreciation	23.61	21.03	33.05
Miscellaneous	6.59	4.76	7.49
Total overhead expenses per acre	83.54	70.83	74.87
Total dir & ovhd expenses per acre	343.21	364.99	353.66
Net return per acre	139.38	128.15	396.32
Government payments	15.16	13.98	20.06
Net return with govt pmts	154.54	142.13	416.38
Labor & management charge	40.85	27.92	33.85
Net return over lbr & mgt	113.69	114.21	382.54
Cost of Production			
Total direct expense per bu.	15.84	19.46	9.94
Total dir & ovhd exp per bu.	20.93	24.15	12.61
Less govt & other income	13.14	12.88	8.85
With labor & management	15.63	14.72	10.06
Net value per unit	22.56	22.28	23.70
Machinery cost per acre	108.86	110.05	115.02
Est. labor hours per acre	3.75	2.54	4.10

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

Sugar Beets

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	247	47	54	59
Number of farms	102	20	21	21
Acres	151.70	195.96	137.16	125.40
Yield per acre (ton)	22.95	19.22	24.02	27.21
Operators share of yield %	99.86	100.00	100.00	99.62
Value per ton	40.38	38.26	40.62	42.01
Total product return per acre	925.22	735.42	975.65	1,138.58
Crop insurance per acre	31.95	81.75	0.83	5.44
Other crop income per acre	2.37	3.59	-	0.91
Gross return per acre	959.55	820.76	976.47	1,144.93
Direct Expenses				
Seed	89.33	98.03	83.13	78.51
Fertilizer	69.18	74.22	65.62	61.05
Crop chemicals	92.80	86.80	100.03	95.69
Crop insurance	21.60	23.13	20.91	22.79
Fuel & oil	74.65	72.53	79.69	73.62
Repairs	75.49	82.32	85.05	68.76
Repair, machinery	1.47	1.64	-	1.64
Custom hire	17.41	10.90	23.19	15.63
Hired labor	29.73	27.11	36.90	31.99
Land rent	69.05	89.51	76.01	46.62
Stock/quota lease	86.94	136.30	91.39	27.56
Machinery leases	1.66	0.16	3.72	-
Utilities	0.16	0.03	0.50	-
Hauling and trucking	11.51	8.06	6.45	16.60
Marketing	1.20	-	5.74	-
Operating interest	22.94	41.34	12.14	11.33
Miscellaneous	4.76	3.58	4.83	9.15
Total direct expenses per acre	669.88	755.64	695.28	560.95
Return over direct exp per acre	289.67	65.12	281.19	583.98
Overhead Expenses				
Custom hire	4.91	1.86	2.73	9.65
Hired labor	30.25	23.36	30.08	34.75
Machinery leases	12.01	19.27	11.36	9.39
Building leases	1.20	0.47	0.06	4.18
RE & pers. property taxes	3.05	2.51	2.20	4.82
Farm insurance	8.92	5.84	6.91	17.33
Utilities	5.23	4.33	4.54	8.08
Dues & professional fees	5.05	5.49	4.91	4.88
Interest	27.98	30.75	22.81	27.31
Mach & bldg depreciation	63.40	57.07	60.50	82.01
Miscellaneous	8.29	12.54	7.68	7.13
Total overhead expenses per acre	170.29	163.49	153.78	209.54
Total dir & ovhd expenses per acre	840.17	919.13	849.06	770.50
Net return per acre	119.38	-98.37	127.41	374.44
Government payments	14.53	14.75	12.63	15.00
Net return with govt prmts	133.91	-83.61	140.05	389.44
Labor & management charge	94.86	74.85	94.64	125.84
Net return over lbr & mgt	39.05	-158.46	45.41	263.59
Cost of Production				
Total direct expense per ton	29.23	39.31	28.95	20.70
Total dir & ovhd exp per ton	36.66	47.81	35.35	28.43
Less govt & other income	34.53	42.60	34.79	27.64
With labor & management	38.67	46.50	38.73	32.28
Net value per unit	40.38	38.26	40.62	42.01
Machinery cost per acre	265.95	264.57	274.01	274.69
Est. labor hours per acre	5.76	5.21	6.79	6.27

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

Sunflowers

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	45	6	12	7
Number of farms	29	5	6	6
Acres	160.88	176.12	175.49	201.26
Yield per acre (cwt.)	16.33	10.78	13.27	20.91
Operators share of yield %	100.00	100.00	100.00	100.00
Value per cwt.	24.53	18.82	26.77	27.43
Total product return per acre	400.47	202.85	355.21	573.48
Crop insurance per acre	29.18	51.14	58.37	4.18
Other crop income per acre	2.56	-	1.61	-
Gross return per acre	432.20	253.99	415.20	577.66
Direct Expenses				
Seed	26.95	30.81	22.96	27.44
Fertilizer	62.67	80.36	57.80	52.16
Crop chemicals	30.30	38.23	25.07	38.65
Crop insurance	25.39	20.52	21.95	24.16
Drying expense	3.16	0.80	1.04	5.52
Fuel & oil	26.89	21.48	30.12	27.02
Repairs	26.68	26.75	24.56	25.56
Custom hire	4.04	3.21	5.24	2.50
Land rent	27.45	22.35	26.03	35.68
Machinery leases	0.37	-	1.26	-
Utilities	0.33	-	1.15	-
Marketing	1.76	-	6.05	-
Operating interest	5.01	8.58	2.88	3.48
Miscellaneous	0.64	-	0.10	-
Total direct expenses per acre	241.65	253.09	226.19	242.17
Return over direct exp per acre	190.55	0.90	189.00	335.49
Overhead Expenses				
Custom hire	3.03	7.72	3.73	0.10
Hired labor	6.33	7.42	1.41	13.43
Machinery leases	4.83	7.23	5.58	1.27
RE & pers. property taxes	2.02	3.04	2.08	1.68
Farm insurance	4.84	3.49	6.69	3.91
Utilities	2.95	3.66	2.11	2.42
Dues & professional fees	1.58	2.39	1.08	2.51
Interest	11.57	18.64	9.88	7.59
Mach & bldg depreciation	17.15	22.95	14.99	14.27
Miscellaneous	3.87	2.54	5.82	3.69
Total overhead expenses per acre	58.17	79.09	53.37	50.88
Total dir & ovhd expenses per acre	299.83	332.18	279.57	293.05
Net return per acre	132.38	-78.19	135.63	284.61
Government payments	13.93	15.18	13.80	13.07
Net return with govt pmnts	146.31	-63.01	149.43	297.68
Labor & management charge	28.55	24.56	25.61	33.58
Net return over lbr & mgt	117.76	-87.57	123.82	264.10
Cost of Production				
Total direct expense per cwt.	14.80	23.49	17.04	11.58
Total dir & ovhd exp per cwt.	18.36	30.83	21.07	14.01
Less govt & other income	15.57	24.67	15.51	13.19
With labor & management	17.31	26.95	17.44	14.80
Net value per unit	24.53	18.82	26.77	27.43
Machinery cost per acre	87.45	96.35	88.48	74.55
Est. labor hours per acre	1.85	2.00	1.41	2.19

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

Sunflowers, Confectionary

	Avg. Of All Farms
Number of fields	20
Number of farms	15
Acres	195.68
Yield per acre (cwt.)	12.17
Operators share of yield %	100.00
Value per cwt.	34.61
Total product return per acre	421.17
Crop insurance per acre	70.10
Other crop income per acre	0.83
Gross return per acre	492.10
Direct Expenses	
Seed	31.65
Fertilizer	56.01
Crop chemicals	37.95
Crop insurance	30.79
Drying expense	2.11
Fuel & oil	25.15
Repairs	20.54
Custom hire	4.93
Land rent	52.11
Operating interest	3.15
Total direct expenses per acre	264.59
Return over direct exp per acre	227.51
Overhead Expenses	
Custom hire	4.55
Hired labor	7.20
Machinery leases	1.90
Building leases	1.25
RE & pers. property taxes	0.95
Farm insurance	4.85
Utilities	2.87
Dues & professional fees	2.30
Interest	5.80
Mach & bldg depreciation	19.88
Miscellaneous	4.56
Total overhead expenses per acre	56.10
Total dir & ovhd expenses per acre	320.69
Net return per acre	171.41
Government payments	13.31
Net return with govt pmts	184.73
Labor & management charge	31.66
Net return over lbr & mgt	153.06
Cost of Production	
Total direct expense per cwt.	21.74
Total dir & ovhd exp per cwt.	26.36
Less govt & other income	19.43
With labor & management	22.03
Net value per unit	34.61
Machinery cost per acre	80.05
Est. labor hours per acre	1.81

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

Sweet Corn, Processing

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	87	15	19	18
Number of farms	76	15	15	16
Acres	74.49	85.24	73.79	76.42
Yield per acre (ton)	7.46	6.21	7.22	8.35
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	95.84	92.27	103.27	95.78
Total product return per acre	715.18	572.61	745.43	799.73
Crop insurance per acre	2.69	-	-	6.87
Gross return per acre	717.86	572.61	745.43	806.60
Direct Expenses				
Seed	1.46	7.40	-	-
Fertilizer	96.77	119.48	105.49	48.96
Crop chemicals	32.01	38.65	31.53	28.17
Crop insurance	5.33	4.06	4.99	9.84
Irrigation energy	0.22	-	1.01	-
Fuel & oil	25.92	32.45	25.51	19.50
Repairs	21.15	19.19	28.92	17.68
Repair, machinery	7.50	11.60	8.60	2.88
Custom hire	2.32	0.32	6.93	1.03
Repair, buildings	0.67	1.78	0.69	0.23
Hired labor	2.52	3.16	0.07	0.40
Land rent	105.27	152.61	88.61	70.81
Machinery leases	2.37	-	10.23	0.48
Hauling and trucking	1.70	2.35	-	-
Marketing	0.63	0.09	0.45	0.44
Operating interest	10.17	5.95	15.97	6.93
Miscellaneous	1.45	2.29	2.45	0.29
Total direct expenses per acre	317.47	401.41	331.45	207.63
Return over direct exp per acre	400.40	171.20	413.98	598.97
Overhead Expenses				
Custom hire	0.36	0.16	1.20	-
Hired labor	8.99	6.81	5.88	19.35
Building leases	1.44	5.16	0.44	0.07
RE & pers. property taxes	5.02	-	5.58	9.24
Farm insurance	4.24	3.58	5.32	4.48
Utilities	3.59	1.92	4.97	3.22
Dues & professional fees	1.57	1.29	1.77	1.97
Interest	18.81	7.10	20.25	30.69
Mach & bldg depreciation	26.30	19.66	27.86	24.15
Miscellaneous	7.10	4.85	11.39	7.00
Total overhead expenses per acre	77.42	50.53	84.67	100.16
Total dir & ovhd expenses per acre	394.88	451.94	416.12	307.80
Net return per acre	322.98	120.67	329.32	498.80
Government payments	-	-	-	-
Net return with govt pmts	322.98	120.67	329.32	498.80
Labor & management charge	36.29	35.42	44.67	32.59
Net return over lbr & mgt	286.69	85.25	284.65	466.21
Cost of Production				
Total direct expense per ton	42.54	64.69	45.92	24.87
Total dir & ovhd exp per ton	52.92	72.83	57.65	36.86
Less govt & other income	52.56	72.83	57.65	36.04
With labor & management	57.42	78.54	63.83	39.94
Net value per unit	95.84	92.27	103.27	95.78
Machinery cost per acre	88.31	88.13	109.70	66.97
Est. labor hours per acre	2.32	2.35	2.08	2.75

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

Wheat, Spring

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	888	162	201	163
Number of farms	461	92	92	93
Acres	173.25	162.90	178.77	125.65
Yield per acre (bu.)	61.76	51.54	60.92	69.30
Operators share of yield %	99.17	98.44	99.37	99.52
Value per bu.	6.72	6.39	6.42	7.57
Other product return per acre	0.60	0.35	0.19	2.99
Total product return per acre	411.98	324.56	388.93	524.75
Hedging gains/losses per acre	-1.21	-7.41	0.54	-
Crop insurance per acre	1.90	3.10	2.77	0.67
Other crop income per acre	3.11	2.13	1.85	8.31
Gross return per acre	415.78	322.37	394.09	533.74
Direct Expenses				
Seed	28.37	30.09	25.97	28.83
Fertilizer	71.64	78.37	65.48	63.25
Crop chemicals	28.35	27.14	26.17	25.35
Crop insurance	28.15	28.09	26.87	24.51
Drying expense	0.98	1.90	1.30	0.36
Fuel & oil	19.13	19.85	18.91	17.45
Repairs	18.46	20.48	19.34	19.24
Repair, machinery	0.28	0.31	0.40	0.60
Custom hire	4.86	4.22	4.75	5.35
Hired labor	0.52	0.48	0.31	0.14
Land rent	45.81	54.91	44.53	45.00
Machinery leases	0.72	0.91	0.27	0.64
Operating interest	4.36	5.67	3.25	5.09
Miscellaneous	1.26	1.85	0.42	1.48
Total direct expenses per acre	252.90	274.27	237.96	237.28
Return over direct exp per acre	162.88	48.10	156.13	296.45
Overhead Expenses				
Custom hire	2.03	1.61	2.99	0.84
Hired labor	6.22	4.60	6.44	6.93
Machinery leases	2.27	2.12	2.89	2.99
Building leases	0.54	0.59	0.60	0.17
RE & pers. property taxes	2.59	1.23	2.68	4.23
Farm insurance	3.69	3.27	4.27	3.70
Utilities	2.73	2.68	2.64	3.26
Dues & professional fees	2.23	2.10	2.22	2.57
Interest	11.28	9.69	9.53	15.57
Mach & bldg depreciation	15.85	13.03	14.97	19.72
Miscellaneous	3.20	3.33	2.89	3.44
Total overhead expenses per acre	52.62	44.25	52.11	63.41
Total dir & ovhd expenses per acre	305.52	318.52	290.07	300.70
Net return per acre	110.27	3.85	104.02	233.04
Government payments	14.66	14.17	14.71	14.69
Net return with govt pmts	124.93	18.02	118.72	247.73
Labor & management charge	23.78	21.20	22.79	24.54
Net return over lbr & mgt	101.15	-3.18	95.94	223.19
Cost of Production				
Total direct expense per bu.	4.13	5.41	3.93	3.44
Total dir & ovhd exp per bu.	4.99	6.28	4.79	4.36
Less govt & other income	4.68	6.03	4.46	3.97
With labor & management	5.06	6.45	4.84	4.33
Net value per unit	6.70	6.24	6.43	7.57
Machinery cost per acre	66.69	66.39	66.94	69.91
Est. labor hours per acre	1.45	1.45	1.40	1.41

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

Wheat, Spring, Organic

	Avg. Of All Farms
Number of fields	18
Number of farms	12
Acres	71.97
Yield per acre (bu.)	41.04
Operators share of yield %	100.00
Value per bu.	14.60
Total product return per acre	599.09
Crop insurance per acre	3.15
Other crop income per acre	9.88
Gross return per acre	612.12
Direct Expenses	
Seed	44.81
Fertilizer	47.10
Crop chemicals	1.17
Crop insurance	21.97
Drying expense	1.19
Fuel & oil	26.63
Repairs	32.73
Repair, machinery	2.58
Custom hire	7.17
Repair, buildings	2.03
Hired labor	1.08
Land rent	46.49
Utilities	0.24
Hauling and trucking	0.93
Marketing	0.38
Organic certification	1.78
Operating interest	7.29
Miscellaneous	1.63
Total direct expenses per acre	247.20
Return over direct exp per acre	364.92
Overhead Expenses	
Custom hire	0.51
Hired labor	21.37
Machinery leases	1.00
RE & pers. property taxes	4.80
Farm insurance	5.61
Utilities	5.42
Dues & professional fees	2.55
Interest	17.34
Mach & bldg depreciation	25.17
Miscellaneous	3.48
Total overhead expenses per acre	87.23
Total dir & ovhd expenses per acre	334.43
Net return per acre	277.69
Government payments	19.00
Net return with govt pmts	296.69
Labor & management charge	33.00
Net return over lbr & mgt	263.69
Cost of Production	
Total direct expense per bu.	6.02
Total dir & ovhd exp per bu.	8.15
Less govt & other income	7.37
With labor & management	8.17
Net value per unit	14.60
Machinery cost per acre	99.57
Est. labor hours per acre	3.60

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

Wheat, Winter

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	75	12	14	11
Number of farms	52	10	11	11
Acres	90.10	96.33	126.49	41.27
Yield per acre (bu.)	58.76	33.18	57.28	72.90
Operators share of yield %	99.07	100.00	100.00	100.00
Value per bu.	6.01	6.03	5.42	7.56
Other product return per acre	1.70	-	-	25.30
Total product return per acre	351.37	200.08	310.43	576.17
Hedging gains/losses per acre	0.52	-	-	7.71
Crop insurance per acre	7.36	0.90	21.41	2.48
Other crop income per acre	14.48	24.88	11.11	53.50
Gross return per acre	373.73	225.85	342.95	639.86
Direct Expenses				
Seed	16.88	14.13	17.54	19.57
Fertilizer	62.54	62.11	55.46	60.74
Crop chemicals	18.96	15.32	11.01	18.50
Crop insurance	26.33	24.34	28.26	16.44
Drying expense	0.51	1.61	-	0.55
Fuel & oil	19.22	18.76	15.61	18.72
Repairs	18.27	15.83	22.72	14.83
Repair, machinery	0.99	1.50	-	1.95
Custom hire	8.30	9.59	2.97	10.32
Repair, buildings	0.09	0.23	-	0.81
Hired labor	0.55	2.06	-	0.11
Land rent	44.41	37.23	43.61	38.62
Machinery leases	0.91	-	-	0.98
Hauling and trucking	0.23	1.07	-	-
Marketing	0.21	1.18	-	0.02
Operating interest	5.10	5.29	3.67	5.96
Miscellaneous	0.88	0.25	0.56	0.90
Total direct expenses per acre	224.39	210.51	201.41	209.02
Return over direct exp per acre	149.35	15.34	141.54	430.83
Overhead Expenses				
Custom hire	1.62	1.13	2.73	2.19
Hired labor	6.27	2.99	9.73	1.57
Machinery leases	3.27	2.94	2.11	0.43
Building leases	0.21	0.66	0.17	0.17
RE & pers. property taxes	1.76	1.49	0.73	3.31
Farm insurance	2.78	3.07	2.49	2.31
Utilities	2.49	1.92	2.86	2.04
Dues & professional fees	1.45	0.78	1.51	0.31
Interest	8.67	9.55	5.94	12.33
Mach & bldg depreciation	16.35	16.39	16.28	20.11
Miscellaneous	3.45	4.63	3.50	3.37
Total overhead expenses per acre	48.32	45.55	48.04	48.12
Total dir & ovhd expenses per acre	272.71	256.06	249.46	257.14
Net return per acre	101.03	-30.22	93.50	382.72
Government payments	14.30	11.69	14.23	13.96
Net return with govt prmts	115.32	-18.53	107.73	396.67
Labor & management charge	22.55	17.22	17.73	32.43
Net return over lbr & mgt	92.77	-35.75	89.99	364.24
Cost of Production				
Total direct expense per bu.	3.85	6.34	3.52	2.87
Total dir & ovhd exp per bu.	4.68	7.72	4.35	3.53
Less govt & other income	4.03	6.59	3.54	2.12
With labor & management	4.41	7.11	3.85	2.56
Net value per unit	6.02	6.03	5.42	7.66
Machinery cost per acre	72.71	72.24	65.31	68.92
Est. labor hours per acre	1.65	1.64	1.60	1.64

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

Beef Backgrounding Excluding Organic -- Average Per Cwt. Produced

	<u>Avg. Of All Farms</u>		<u>High 20%</u>	
	18		5	
Number of farms				
	Quantity	Value	Quantity	Value
Backgnd Beef sold (lb)	230.31	199.03	232.85	222.59
Transferred out (lb)	12.81	11.19	8.58	6.21
Butchered (lb)	6.50	4.74	10.54	9.48
Other income		-		-
Purchased (lb)	-93.44	-82.05	-71.54	-66.89
Transferred in (lb)	-74.04	-71.95	-98.45	-100.44
Inventory change (lb)	17.86	9.17	18.02	20.97
Gross margin		70.14		91.93
Direct Expenses				
Corn Distillers Grn (dry) (lb.)	4.94	0.50	-	-
Protein Vit Minerals (lb.)	18.48	3.89	24.56	3.79
Complete Ration (lb.)	78.86	7.65	-	-
Corn (bu.)	2.44	10.61	0.97	3.09
Corn Silage (lb.)	1,019.25	14.70	1,632.59	20.19
Hay, Alfalfa (lb.)	32.53	1.37	44.48	1.05
Hay, Grass (lb.)	251.91	8.85	115.16	3.45
Oats (bu.)	1.39	2.90	3.39	6.77
Sweet Corn Silage (lb.)	43.89	0.18	-	-
Other feed stuffs (lb)	55.27	1.09	-	-
Veterinary		2.34		3.12
Supplies		1.01		1.19
Contract production exp.		1.18		4.85
Fuel & oil		4.36		2.97
Repairs		3.62		2.74
Custom hire		1.46		-
Hauling and trucking		1.52		1.61
Marketing		2.86		3.19
Operating interest		3.15		4.65
Total direct expenses		73.26		62.66
Return over direct expense		-3.12		29.26
Overhead Expenses				
Hired labor		1.31		0.77
Farm insurance		0.84		0.92
Utilities		1.07		0.95
Interest		1.39		0.59
Mach & bldg depreciation		1.32		1.25
Miscellaneous		1.94		1.18
Total overhead expenses		7.88		5.66
Total dir & ovhd expenses		81.14		68.32
Net return		-11.00		23.61
Labor & management charge		5.55		5.48
Net return over lbr & mgt		-16.55		18.13
Cost of Production Per Cwt. Produced				
Total direct expense per unit		87.75		82.65
Total dir & ovhd expense per unit		90.99		84.99
With other revenue adjustments		90.99		84.99
With labor and management		93.28		87.26
Est. labor hours per unit		0.59		0.93
Other Information				
No. purchased or trans in		127		107
Number sold or trans out		119		98
Percentage death loss		1.3		1.1
Avg. daily gain (lbs)		1.44		1.35
Lbs of conc / lb of gain		2.94		1.87
Lbs of feed / lb of gain		9.49		8.91
Feed cost per cwt of gain		51.74		38.34
Feed cost per head		150.57		125.89
Average purchase weight		533		542
Avg wgt / Backgnd Beef sold		822		874
Avg purch price / cwt.		87.81		93.50
Avg sales price / cwt.		86.42		95.59

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

Beef Backgrounding Excluding Organic -- Average Per Head

	<u>Avg. Of</u> <u>All Farms</u>		<u>High 20%</u>	
Number of farms	18		5	
	Quantity	Value	Quantity	Value
Backgnd Beef sold (lb)	670.2	579.20	764.6	730.95
Transferred out (lb)	37.3	32.58	28.2	20.39
Butchered (lb)	18.9	13.80	34.6	31.14
Other income		-		-
Purchased (lb)	-271.9	-238.77	-234.9	-219.66
Transferred in (lb)	-215.5	-209.38	-323.3	-329.82
Inventory change (lb)	52.0	26.69	59.2	68.86
Gross margin		204.12		301.87
Direct Expenses				
Corn Distillers Grn (dry) (lb.)	14.4	1.45	-	-
Protein Vit Minerals (lb.)	53.8	11.33	80.6	12.43
Complete Ration (lb.)	229.5	22.27	-	-
Corn (bu.)	7.1	30.88	3.2	10.13
Corn Silage (lb.)	2,966.1	42.78	5,361.2	66.30
Hay, Alfalfa (lb.)	94.7	4.00	146.1	3.44
Hay, Grass (lb.)	733.1	25.74	378.2	11.35
Oats (bu.)	4.0	8.43	11.1	22.25
Sweet Corn Silage (lb.)	127.7	0.51	-	-
Other feed stuffs (lb)	160.8	3.17	-	-
Veterinary		6.82		10.26
Supplies		2.95		3.92
Contract production exp.		3.43		15.91
Fuel & oil		12.69		9.75
Repairs		10.55		9.01
Custom hire		4.25		-
Hauling and trucking		4.43		5.30
Marketing		8.33		10.46
Operating interest		9.18		15.27
Total direct expenses		213.20		205.78
Return over direct expense		-9.08		96.10
Overhead Expenses				
Hired labor		3.83		2.53
Farm insurance		2.44		3.03
Utilities		3.12		3.12
Interest		4.04		1.95
Mach & bldg depreciation		3.85		4.09
Miscellaneous		5.65		3.86
Total overhead expenses		22.93		18.58
Total dir & ovhd expenses		236.13		224.35
Net return		-32.01		77.52
Labor & management charge		16.15		17.99
Net return over lbr & mgt		-48.16		59.52
Cost of Production Per Cwt. Produced				
Total direct expense per unit		87.75		82.65
Total dir & ovhd expense per unit		90.99		84.99
With other revenue adjustments		90.99		84.99
With labor and management		93.28		87.26
Est. labor hours per unit		1.72		3.07
Other Information				
No. purchased or trans in		127		107
Number sold or trans out		119		98
Percentage death loss		1.3		1.1
Avg. daily gain (lbs)		1.44		1.35
Lbs of conc / lb of gain		2.94		1.87
Lbs of feed / lb of gain		9.49		8.91
Feed cost per cwt of gain		51.74		38.34
Feed cost per head		150.57		125.89
Average purchase weight		533		542
Avg wgt / Backgnd Beef sold		822		874
Avg purch price / cwt.		87.81		93.50
Avg sales price / cwt.		86.42		95.59

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

Beef Cow-Calf Excluding Organic -- Average Per Cwt. Produced

	<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)	38.46	38.67	11.91	10.29	43.91	44.32
Transferred out (lb)	44.38	45.27	48.71	46.26	47.64	50.64
Cull sales (lb)	25.67	15.61	33.55	14.09	21.15	15.28
Butchered (lb)	0.89	0.84	0.33	0.25	0.95	0.68
Other income		0.48		0.09		1.62
Purchased (lb)	-5.53	-10.60	-2.91	-6.17	-3.74	-4.10
Transferred in (lb)	-7.42	-8.02	-10.13	-9.56	-10.40	-10.18
Inventory change (lb)	3.54	-1.06	18.55	-11.51	0.49	5.09
Gross margin		81.21		43.75		103.34
Direct Expenses						
Protein Vit Minerals (lb.)	55.85	3.91	30.13	5.94	15.05	3.30
Complete Ration (lb.)	66.80	1.35	11.06	1.51	2.05	0.46
Corn (bu.)	0.43	1.69	0.50	1.93	0.32	1.08
Corn Silage (lb.)	724.43	10.17	784.40	11.10	642.55	9.97
Hay, Alfalfa (lb.)	344.17	14.97	549.33	28.09	371.80	12.58
Hay, Grass (lb.)	605.96	18.18	375.38	13.36	481.89	12.01
Pasture (aum)	1.54	8.41	2.88	8.99	2.18	9.81
Other feed stuffs (lb)	322.70	3.85	130.35	4.40	569.57	2.71
Veterinary		4.51		3.77		5.60
Supplies		5.89		5.13		3.82
Fuel & oil		4.16		3.29		5.04
Repairs		4.25		5.31		3.76
Custom hire		0.73		1.16		0.05
Operating interest		1.77		1.77		1.35
Total direct expenses		83.84		95.74		71.54
Return over direct expense		-2.63		-52.00		31.80
Overhead Expenses						
Hired labor		0.95		1.50		0.79
Farm insurance		1.51		1.42		1.39
Utilities		1.79		2.36		1.91
Interest		3.63		3.68		3.84
Mach & bldg depreciation		6.15		5.24		5.16
Miscellaneous		3.01		2.70		3.65
Total overhead expenses		17.04		16.90		16.74
Total dir & ovhd expenses		100.88		112.65		88.29
Net return		-19.67		-68.90		15.06
Labor & management charge		13.42		12.20		11.05
Net return over lbr & mgt		-33.09		-81.10		4.00
Cost of Production Per Cwt. Produced						
Total direct expense per unit		83.84		95.74		71.54
Total dir & ovhd expense per unit		100.88		112.65		88.29
With other revenue adjustments		104.55		134.37		79.33
With labor and management		117.97		146.57		90.38
Est. labor hours per unit		1.42		1.43		1.31
Other Information						
Number of cows		66.9		60.9		84.5
Pregnancy percentage		96.0		94.9		97.2
Pregnancy loss percentage		0.8		0.3		0.4
Culling percentage		12.8		14.6		11.9
Calving percentage		95.2		94.6		96.9
Weaning percentage		88.8		87.4		90.8
Calves sold per cow		0.83		0.77		0.89
Calf death loss percent		6.0		6.8		5.2
Cow death loss percent		2.7		3.2		1.7
Cows per FTE		351.4		288.1		371.5
Average weaning weight		531		552		563
Lbs weaned/exposed female		471		482		511
Feed cost per cow		351.98		512.51		299.36
Avg wgt/ Beef Calves sold		606		675		596
Avg price / cwt.		100.55		86.42		100.94

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

Beef Cow-Calf Excluding Organic -- 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)	216.5	217.70	81.0	70.02	253.2	255.57
Transferred out (lb)	249.9	254.86	331.5	314.82	274.8	292.04
Cull sales (lb)	144.5	87.90	228.3	95.86	122.0	88.13
Butchered (lb)	5.0	4.75	2.2	1.71	5.5	3.90
Other income		2.72		0.60		9.34
Purchased (lb)	-31.1	-59.68	-19.8	-41.96	-21.6	-23.64
Transferred in (lb)	-41.8	-45.13	-68.9	-65.02	-60.0	-58.73
Inventory change (lb)	19.9	-5.97	126.2	-78.34	2.8	29.33
Gross margin		457.16		297.69		595.95
Direct Expenses						
Protein Vit Minerals (lb.)	314.4	21.99	205.0	40.45	86.8	19.04
Complete Ration (lb.)	376.0	7.59	75.3	10.26	11.8	2.63
Corn (bu.)	2.4	9.50	3.4	13.13	1.8	6.21
Corn Silage (lb.)	4,078.0	57.27	5,337.7	75.54	3,705.5	57.49
Hay, Alfalfa (lb.)	1,937.5	84.25	3,738.1	191.17	2,144.1	72.53
Hay, Grass (lb.)	3,411.1	102.32	2,554.4	90.89	2,779.0	69.24
Pasture (aum)	8.7	47.37	19.6	61.16	12.6	56.59
Other feed stuffs (lb)	1,816.6	21.70	887.0	29.93	3,284.6	15.63
Veterinary		25.36		25.65		32.32
Supplies		30.78		28.40		21.85
Fuel & oil		23.40		22.37		29.09
Repairs		23.94		36.15		21.69
Custom hire		4.13		7.90		0.28
Hired labor		2.40		6.52		0.19
Operating interest		9.96		12.01		7.79
Total direct expenses		471.96		651.51		412.58
Return over direct expense		-14.79		-353.82		183.37
Overhead Expenses						
Hired labor		5.34		10.23		4.58
Farm insurance		8.52		9.63		8.03
Utilities		10.06		16.09		11.00
Interest		20.42		25.06		22.15
Mach & bldg depreciation		34.60		35.63		29.75
Miscellaneous		16.96		18.39		21.03
Total overhead expenses		95.91		115.02		96.55
Total dir & ovhd expenses		567.87		766.54		509.13
Net return		-110.70		-468.85		86.82
Labor & management charge		75.55		83.01		63.74
Net return over lbr & mgt		-186.26		-551.86		23.09
Cost of Production Per Cwt. Produced						
Total direct expense per unit		83.84		95.74		71.54
Total dir & ovhd expense per unit		100.88		112.65		88.29
With other revenue adjustments		104.55		134.37		79.33
With labor and management		117.97		146.57		90.38
Est. labor hours per unit		7.97		9.72		7.54
Other Information						
Number of cows		66.9		60.9		84.5
Pregnancy percentage		96.0		94.9		97.2
Pregnancy loss percentage		0.8		0.3		0.4
Culling percentage		12.8		14.6		11.9
Calving percentage		95.2		94.6		96.9
Weaning percentage		88.8		87.4		90.8
Calves sold per cow		0.83		0.77		0.89
Calf death loss percent		6.0		6.8		5.2
Cow death loss percent		2.7		3.2		1.7
Cows per FTE		351.4		288.1		371.5
Average weaning weight		531		552		563
Lbs weaned/exposed female		471		482		511
Feed cost per cow		351.98		512.51		299.36
Avg wgt/ Beef Calves sold		606		675		596
Avg price / cwt.		100.55		86.42		100.94

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

Beef Finishing Excluding Organic -- Average Per Cwt. Produced

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	80		15		16	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Finish Beef sold (lb)	186.15	169.64	187.82	168.03	209.43	190.66
Transferred out (lb)	3.58	3.54	0.41	0.32	0.62	0.50
Butchered (lb)	1.36	1.30	1.62	1.08	0.48	1.01
Hedging gain/loss		2.98		0.16		-
Other income		0.07		-		-
Purchased (lb)	-58.47	-60.51	-51.30	-54.15	-23.39	-22.42
Transferred in (lb)	-7.68	-7.90	-20.21	-20.02	-10.63	-10.78
Inventory change (lb)	-24.94	-31.93	-18.34	-33.43	-76.51	-63.14
Gross margin		77.17		61.98		95.83
Direct Expenses						
Corn Gluten (lb.)	71.02	1.87	-	-	-	-
Protein Vit Minerals (lb.)	45.07	7.43	81.78	14.94	64.68	8.27
Complete Ration (lb.)	35.31	3.45	-	-	-	0.08
Corn (bu.)	8.23	32.74	12.15	50.24	8.02	30.62
Corn Silage (lb.)	350.91	5.22	212.48	3.46	454.87	6.34
Hay, Alfalfa (lb.)	49.77	2.34	112.09	4.67	30.93	1.77
Hay, Grass (lb.)	34.14	1.41	45.64	1.78	9.03	0.40
DDGS (lb.)	26.05	1.09	27.47	1.51	17.70	0.35
Other feed stuffs (lb)	78.71	2.02	42.88	1.60	42.30	1.63
Veterinary		1.47		1.75		1.38
Supplies		2.24		3.35		4.48
Contract production exp.		2.49		-		0.00
Fuel & oil		2.27		2.02		4.54
Repairs		1.84		2.48		3.18
Custom hire		1.08		0.88		0.08
Hired labor		0.37		1.56		-
Utilities		0.28		1.22		0.40
Hauling and trucking		1.68		0.25		0.96
Operating interest		2.78		4.26		1.78
Total direct expenses		74.08		95.98		66.27
Return over direct expense		3.09		-34.00		29.55
Overhead Expenses						
Hired labor		1.22		0.52		2.79
Farm insurance		0.81		1.10		1.77
Utilities		0.72		0.53		1.01
Interest		1.57		0.99		1.95
Mach & bldg depreciation		3.69		4.71		5.56
Miscellaneous		1.43		1.22		2.55
Total overhead expenses		9.44		9.08		15.64
Total dir & ovhd expenses		83.52		105.05		81.91
Net return		-6.35		-43.08		13.92
Labor & management charge		6.09		8.09		6.72
Net return over lbr & mgt		-12.44		-51.16		7.20
Cost of Production Per Cwt. Produced						
Total direct expense per unit		91.25		107.58		76.94
Total dir & ovhd expense per unit		96.23		112.41		84.38
With other revenue adjustments		94.63		112.32		84.38
With labor and management		97.83		116.62		87.58
Est. labor hours per unit		0.61		0.50		0.75
Other Information						
No. purchased or trans in		131		77		116
Number sold or trans out		170		88		190
Percentage death loss		1.2		2.0		1.3
Avg. daily gain (lbs)		2.12		1.64		1.48
Lbs of conc / lb of gain		7.01		7.94		5.66
Lbs of feed / lb of gain		9.14		10.50		7.64
Feed cost per cwt of gain		57.58		78.20		49.46
Feed cost per head		369.49		531.81		493.46
Average purchase weight		620		557		489
Avg wgt / Finish Beef sold		1,291		1,298		1,331
Avg purch price / cwt.		103.49		105.56		95.86
Avg sales price / cwt.		91.13		89.46		91.04

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

Beef Finishing Excluding Organic -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	80		15		16	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Finish Beef sold (lb)	1,194.6	1,088.67	1,277.2	1,142.65	2,089.4	1,902.19
Transferred out (lb)	23.0	22.69	2.8	2.20	6.2	4.94
Butchered (lb)	8.7	8.31	11.0	7.32	4.8	10.07
Hedging gain/loss		19.10		1.05		-
Other income		0.46		-		-
Purchased (lb)	-375.2	-388.34	-348.9	-368.26	-233.3	-223.67
Transferred in (lb)	-49.3	-50.72	-137.4	-136.16	-106.0	-107.57
Inventory change (lb)	-160.0	-204.92	-124.7	-227.36	-763.3	-629.94
Gross margin		495.25		421.46		956.03
Direct Expenses						
Corn Gluten (lb.)	455.8	11.99	-	-	-	-
Corn Distillers Grn (dry) (lb.)	63.5	3.40	-	-	312.6	10.93
Protein Vit Minerals (lb.)	289.2	47.68	556.1	101.57	645.3	82.53
Complete Ration (lb.)	226.6	22.15	-	-	-	0.78
Corn (bu.)	52.8	210.12	82.6	341.68	80.0	305.45
Corn Silage (lb.)	2,252.0	33.51	1,445.0	23.50	4,538.2	63.23
Hay, Alfalfa (lb.)	319.4	15.03	762.3	31.79	308.6	17.61
Hay, Grass (lb.)	219.1	9.03	310.4	12.13	90.1	4.02
Other feed stuffs (lb)	608.7	16.57	478.5	21.15	286.0	8.91
Veterinary		9.40		11.90		13.78
Supplies		19.42		26.24		36.01
Contract production exp.		15.98		-		0.02
Fuel & oil		14.59		13.75		45.34
Repairs		11.84		16.85		31.72
Repair, machinery		1.89		2.54		9.48
Hired labor		2.35		10.64		-
Utilities		1.82		8.32		3.96
Hauling and trucking		10.76		1.68		9.61
Operating interest		17.85		28.94		17.80
Total direct expenses		475.39		652.66		661.17
Return over direct expense		19.86		-231.21		294.86
Overhead Expenses						
Hired labor		7.84		3.55		27.87
Farm insurance		5.18		7.51		17.70
Utilities		4.63		3.62		10.05
Interest		10.07		6.70		19.47
Mach & bldg depreciation		23.70		32.04		55.46
Miscellaneous		9.19		8.31		25.44
Total overhead expenses		60.61		61.72		156.00
Total dir & ovhd expenses		536.00		714.39		817.17
Net return		-40.75		-292.93		138.86
Labor & management charge		39.06		54.98		67.05
Net return over lbr & mgt		-79.81		-347.91		71.81
Cost of Production Per Cwt. Produced						
Total direct expense per unit		91.25		107.58		76.94
Total dir & ovhd expense per unit		96.23		112.41		84.38
With other revenue adjustments		94.63		112.32		84.38
With labor and management		97.83		116.62		87.58
Est. labor hours per unit		3.93		3.41		7.49
Other Information						
No. purchased or trans in		131		77		116
Number sold or trans out		170		88		190
Percentage death loss		1.2		2.0		1.3
Avg. daily gain (lbs)		2.12		1.64		1.48
Lbs of conc / lb of gain		7.01		7.94		5.66
Lbs of feed / lb of gain		9.14		10.50		7.64
Feed cost per cwt of gain		57.58		78.20		49.46
Feed cost per head		369.49		531.81		493.46
Average purchase weight		620		557		489
Avg wgt / Finish Beef sold		1,291		1,298		1,331
Avg purch price / cwt.		103.49		105.56		95.86
Avg sales price / cwt.		91.13		89.46		91.04

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

Dairy Excluding Organic -- Average Per Cwt. Of Milk

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	466		93		94	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (hd)	99.66	19.30	99.46	18.68	99.65	19.37
Milk used in home (hd)	0.02	0.00	0.03	0.01	0.01	0.00
Milk fed to animals (hd)	0.33	0.05	0.51	0.08	0.34	0.05
Dairy Calves sold (hd)	0.00	0.15	0.00	0.15	0.00	0.16
Transferred out (hd)	0.00	0.23	0.00	0.26	0.00	0.25
Cull sales (hd)	0.00	0.69	0.00	0.74	0.00	0.67
Butchered (hd)	0.00	0.01	0.00	0.02	0.00	0.01
Hedging gain/loss		-0.06		-0.02		-0.01
Other income		0.04		0.04		0.03
Purchased (hd)	0.00	-0.51	0.00	-1.06	0.00	-0.29
Transferred in (hd)	0.00	-0.46	0.00	-0.57	0.00	-0.41
Inventory change (hd)	0.00	0.35	0.00	0.15	0.00	0.51
Dairy repl net cost		-1.82		-2.33		-1.42
Gross margin		17.98		16.13		18.92
Direct Expenses						
Protein Vit Minerals (lb.)	14.45	2.78	12.56	2.98	14.53	2.63
Complete Ration (lb.)	8.07	1.08	18.62	1.64	6.68	0.81
Corn (bu.)	0.27	1.11	0.31	1.31	0.25	1.00
Corn Silage (lb.)	73.85	1.12	80.70	1.27	70.39	1.03
Hay, Alfalfa (lb.)	14.68	0.97	18.17	1.24	11.90	0.81
Haylage, Alfalfa (lb.)	23.10	0.62	29.16	0.76	19.50	0.54
Other feed stuffs (lb)	8.15	0.51	11.60	0.58	8.58	0.51
Breeding fees		0.20		0.22		0.19
Veterinary		0.54		0.55		0.52
Supplies		1.44		1.57		1.28
Fuel & oil		0.49		0.51		0.45
Repairs		0.49		0.67		0.41
Hired labor		0.49		0.90		0.10
Utilities		0.13		0.25		0.05
Hauling and trucking		0.23		0.30		0.17
Bedding		0.28		0.23		0.28
Total direct expenses		12.45		14.98		10.77
Return over direct expense		5.53		1.16		8.16
Overhead Expenses						
Hired labor		1.11		0.42		1.68
Building leases		0.22		0.12		0.20
Utilities		0.26		0.23		0.29
Interest		0.54		0.73		0.50
Mach & bldg depreciation		0.61		0.58		0.66
Miscellaneous		0.47		0.53		0.46
Total overhead expenses		3.21		2.61		3.79
Total dir & ovhd expenses		15.66		17.59		14.55
Net return		2.32		-1.46		4.37
Labor & management charge		1.03		1.20		0.95
Net return over lbr & mgt		1.29		-2.66		3.42
Cost of Production Per Cwt. Of Milk						
Total direct expense per unit		12.45		14.98		10.77
Total dir & ovhd expense per unit		15.66		17.59		14.55
With other revenue adjustments		17.03		20.21		15.05
With labor and management		18.06		21.42		16.00
Est. labor hours per unit		0.19		0.22		0.18
Other Information						
Number of cows		143.9		96.7		194.7
Milk produced per cow		21,568		17,889		23,352
Total milk sold		3,093,517		1,720,313		4,531,684
Pounds of milk sold per FTE		1,434,095		1,247,224		1,578,068
Culling percentage		24.6		22.7		25.0
Turnover rate		32.9		35.3		32.0
Cow death loss percent		7.9		11.7		6.8
Percent of barn capacity		108.8		103.3		110.1
Feed cost per day		4.83		4.78		4.69
Feed cost per cwt of milk		8.17		9.76		7.33
Feed cost per cow		1,763.02		1,746.48		1,712.05

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

Dairy Excluding Organic -- Average Per Cwt. Of Milk

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
Number of farms	466		93		94	
Avg. milk price per cwt.	Quantity	Value 19.36	Quantity	Value 18.78	Quantity	Value 19.44

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

Dairy Excluding Organic -- Average Per Cow

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	466		93		94	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (hd)	21,494.4	4,161.82	17,792.9	3,341.34	23,269.8	4,522.57
Milk used in home (hd)	3.3	0.60	6.1	1.11	2.1	0.42
Milk fed to animals (hd)	70.2	11.52	90.5	13.44	80.0	12.51
Dairy Calves sold (hd)	0.3	33.26	0.2	25.97	0.3	37.74
Transferred out (hd)	0.6	49.49	0.6	45.99	0.7	59.41
Cull sales (hd)	0.2	148.16	0.2	132.41	0.2	155.71
Butchered (hd)	0.0	2.33	0.0	4.32	0.0	1.60
Hedging gain/loss		-12.37		-4.16		-1.40
Other income		7.93		7.08		8.01
Purchased (hd)	0.1	-109.72	0.1	-190.30	0.0	-68.12
Transferred in (hd)	0.3	-98.88	0.3	-101.10	0.3	-96.36
Inventory change (hd)	0.1	76.06	0.0	27.14	0.1	118.10
Dairy repl net cost		-392.57		-416.92		-331.01
Gross margin		3,877.62		2,886.31		4,419.17
Direct Expenses						
Protein Vit Minerals (lb.)	3,116.3	598.93	2,246.5	532.28	3,391.9	615.16
Complete Ration (lb.)	1,741.1	232.71	3,331.0	292.62	1,559.4	190.13
Corn (bu.)	58.7	239.22	55.3	234.29	58.2	232.80
Corn Silage (lb.)	15,928.8	240.51	14,436.8	226.88	16,438.2	240.56
Hay, Alfalfa (lb.)	3,166.8	209.00	3,250.2	221.37	2,779.6	188.95
Haylage, Alfalfa (lb.)	4,982.7	133.63	5,217.2	135.91	4,553.8	125.39
Other feed stuffs (lb)	1,757.8	109.02	2,075.6	103.14	2,004.0	119.06
Veterinary		115.67		98.35		120.31
Supplies		380.18		365.86		353.64
Fuel & oil		105.02		91.82		104.55
Repairs		106.06		119.79		96.72
Hired labor		104.99		160.91		22.97
Hauling and trucking		49.88		54.48		38.58
Bedding		60.73		41.60		65.73
Total direct expenses		2,685.56		2,679.31		2,514.56
Return over direct expense		1,192.07		207.01		1,904.61
Overhead Expenses						
Hired labor		240.25		75.69		392.50
Building leases		47.11		20.68		46.91
Utilities		55.22		41.81		66.96
Interest		115.54		129.85		117.24
Mach & bldg depreciation		131.90		104.10		153.42
Miscellaneous		101.48		95.28		106.96
Total overhead expenses		691.50		467.41		883.99
Total dir & ovhd expenses		3,377.05		3,146.72		3,398.55
Net return		500.57		-260.40		1,020.63
Labor & management charge		221.90		215.07		221.88
Net return over lbr & mgt		278.67		-475.47		798.74
Cost of Production Per Cwt. Of Milk						
Total direct expense per unit		12.45		14.98		10.77
Total dir & ovhd expense per unit		15.66		17.59		14.55
With other revenue adjustments		17.03		20.21		15.05
With labor and management		18.06		21.42		16.00
Est. labor hours per unit		41.97		39.94		41.29
Other Information						
Number of cows		143.9		96.7		194.7
Milk produced per cow		21,568		17,889		23,352
Total milk sold		3,093,517		1,720,313		4,531,684
Pounds of milk sold per FTE		1,434,095		1,247,224		1,578,068
Culling percentage		24.6		22.7		25.0
Turnover rate		32.9		35.3		32.0
Cow death loss percent		7.9		11.7		6.8
Percent of barn capacity		108.8		103.3		110.1
Feed cost per day		4.83		4.78		4.69
Feed cost per cwt of milk		8.17		9.76		7.33
Feed cost per cow		1,763.02		1,746.48		1,712.05
Avg. milk price per cwt.		19.36		18.78		19.44

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

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	332		66		67	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (hd)	99.72	19.33	99.54	18.84	99.81	19.43
Milk used in home (hd)	0.01	0.00	0.03	0.01	0.01	0.00
Milk fed to animals (hd)	0.26	0.04	0.43	0.06	0.19	0.03
Dairy Calves sold (hd)	0.00	0.31	0.00	0.30	0.00	0.37
Transferred out (hd)	0.00	0.10	0.00	0.14	0.00	0.09
Cull sales (hd)	0.00	0.69	0.00	0.81	0.00	0.65
Butchered (hd)	0.00	0.01	0.00	0.02	0.00	0.01
Hedging gain/loss		-0.03		-0.03		-0.01
Other income		0.05		0.06		0.04
Purchased (hd)	0.00	-0.50	0.00	-1.23	0.00	-0.37
Transferred in (hd)	0.00	-0.06	0.00	-0.18	0.00	-0.08
Inventory change (hd)	0.00	0.58	0.00	0.14	0.00	0.86
Gross margin		20.53		18.94		21.02
Direct Expenses						
Protein Vit Minerals (lb.)	19.11	3.01	36.21	2.97	16.89	2.92
Complete Ration (lb.)	165.00	1.25	199.24	1.87	5.22	0.89
Corn (bu.)	0.30	1.23	0.34	1.45	0.27	1.08
Corn Silage (lb.)	94.75	1.42	105.35	1.67	89.14	1.29
Hay, Alfalfa (lb.)	17.01	1.12	24.24	1.61	12.93	0.87
Haylage, Alfalfa (lb.)	28.12	0.74	36.15	0.90	23.59	0.64
Other feed stuffs (lb)	12.35	0.69	16.68	0.80	11.94	0.63
Breeding fees		0.25		0.28		0.24
Veterinary		0.57		0.63		0.55
Supplies		1.52		1.56		1.38
Contract production exp.		0.47		0.25		0.62
Fuel & oil		0.54		0.58		0.48
Repairs		0.55		0.82		0.41
Hired labor		0.59		1.18		0.11
Utilities		0.14		0.28		0.04
Hauling and trucking		0.24		0.35		0.16
Bedding		0.35		0.30		0.36
Total direct expenses		14.68		17.51		12.67
Return over direct expense		5.84		1.38		8.35
Overhead Expenses						
Hired labor		1.29		0.42		1.96
Utilities		0.29		0.25		0.32
Interest		0.61		0.81		0.62
Mach & bldg depreciation		0.69		0.64		0.72
Miscellaneous		0.76		0.83		0.70
Total overhead expenses		3.65		2.95		4.32
Total dir & ovhd expenses		18.33		20.46		16.99
Net return		2.19		-1.57		4.03
Labor & management charge		1.16		1.34		1.08
Net return over lbr & mgt		1.03		-2.91		2.95
Cost of Production Per Cwt. Of Milk						
Total direct expense per unit		14.68		17.51		12.67
Total dir & ovhd expense per unit		18.33		20.46		16.99
With other revenue adjustments		17.19		20.47		15.43
With labor and management		18.35		21.81		16.51
Est. labor hours per unit		0.23		0.28		0.20
Other Information						
Number of cows		155.1		98.5		217.4
Milk produced per cow		21,800		18,235		23,237
Total milk sold		3,372,492		1,787,322		5,042,085
Pounds of milk sold per FTE		1,219,256		994,653		1,419,619
Culling percentage		24.4		23.6		24.1
Turnover rate		33.1		37.5		31.7
Cow death loss percent		8.3		13.1		7.2
Percent of barn capacity		111.3		101.8		111.2
Feed cost per day		5.65		5.64		5.29
Feed cost per cwt of milk		9.46		11.30		8.31
Feed cost per cow		2,062.67		2,059.99		1,931.52
Avg. milk price per cwt.		19.39		18.93		19.46

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

Dairy and Repl Heifers Excluding Organic -- Average Per Cow

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	332		66		67	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (hd)	21,740.1	4,214.88	18,151.0	3,435.27	23,193.0	4,514.23
Milk used in home (hd)	3.0	0.57	6.0	1.10	1.3	0.25
Milk fed to animals (hd)	57.1	9.59	77.7	10.23	43.1	7.39
Dairy Calves sold (hd)	0.3	66.65	0.2	55.21	0.4	85.68
Transferred out (hd)	0.6	21.01	0.6	25.86	0.6	21.89
Cull sales (hd)	0.2	151.51	0.2	146.85	0.2	151.47
Butchered (hd)	0.0	3.04	0.0	4.12	0.0	2.91
Hedging gain/loss		-5.97		-5.75		-1.76
Other income		11.54		11.40		8.77
Purchased (hd)	0.1	-109.60	0.1	-223.96	0.1	-86.97
Transferred in (hd)	0.3	-13.30	0.3	-32.31	0.3	-19.07
Inventory change (hd)	0.0	126.39	0.0	26.20	0.1	199.21
Gross margin		4,476.30		3,454.20		4,884.00
Direct Expenses						
Protein Vit Minerals (lb.)	4,166.8	655.54	6,603.3	540.88	3,923.7	677.78
Complete Ration (lb.)	35,969.4	271.87	36,331.4	340.76	1,212.5	206.69
Corn (bu.)	65.5	267.77	62.3	263.77	63.2	251.94
Corn Silage (lb.)	20,655.5	310.00	19,210.6	305.21	20,712.7	299.12
Hay, Alfalfa (lb.)	3,707.3	243.64	4,420.3	294.47	3,005.2	202.08
Haylage, Alfalfa (lb.)	6,130.9	160.26	6,592.1	165.00	5,482.3	147.89
Other feed stuffs (lb)	2,691.8	150.77	3,041.6	146.05	2,774.0	146.01
Breeding fees		54.22		51.93		56.66
Veterinary		124.77		114.66		126.73
Supplies		361.88		335.44		331.27
Contract production exp.		103.24		46.39		142.93
Fuel & oil		117.75		105.64		112.62
Repairs		119.74		149.29		96.13
Hired labor		128.49		214.91		24.72
Hauling and trucking		52.32		63.01		36.81
Bedding		76.99		55.33		84.07
Total direct expenses		3,199.25		3,192.76		2,943.44
Return over direct expense		1,272.83		252.34		1,940.55
Overhead Expenses						
Hired labor		281.57		76.38		456.08
Building leases		54.73		43.29		50.98
Utilities		62.41		45.46		74.67
Interest		133.84		147.86		143.31
Mach & bldg depreciation		151.46		117.33		166.71
Miscellaneous		111.68		108.06		111.83
Total overhead expenses		795.68		538.39		1,003.59
Total dir & ovhd expenses		3,994.92		3,731.15		3,947.03
Net return		477.16		-286.05		936.97
Labor & management charge		253.51		243.96		251.24
Net return over lbr & mgt		223.65		-530.01		685.72
Cost of Production Per Cwt. Of Milk						
Total direct expense per unit		14.68		17.51		12.67
Total dir & ovhd expense per unit		18.33		20.46		16.99
With other revenue adjustments		17.19		20.47		15.43
With labor and management		18.35		21.81		16.51
Est. labor hours per unit		49.93		51.10		45.74
Other Information						
Number of cows		155.1		98.5		217.4
Milk produced per cow		21,800		18,235		23,237
Total milk sold		3,372,492		1,787,322		5,042,085
Pounds of milk sold per FTE		1,219,256		994,653		1,419,619
Culling percentage		24.4		23.6		24.1
Turnover rate		33.1		37.5		31.7
Cow death loss percent		8.3		13.1		7.2
Percent of barn capacity		111.3		101.8		111.2
Feed cost per day		5.65		5.64		5.29
Feed cost per cwt of milk		9.46		11.30		8.31
Feed cost per cow		2,062.67		2,059.99		1,931.52
Avg. milk price per cwt.		19.39		18.93		19.46

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

Dairy Backgrounding Excluding Organic -- Average Per Cwt. Produced

	<u>Avg. Of All Farms</u>	
Number of farms	13	
	Quantity	Value
Dairy Bkgd sold (lb)	108.66	94.50
Butchered (lb)	2.34	1.93
Other income		-
Purchased (lb)	-2.75	-2.61
Transferred in (lb)	-11.01	-12.71
Inventory change (lb)	2.76	-1.88
Gross margin		79.22
Direct Expenses		
Corn Distillers Grn (dry) (lb.)	21.97	0.69
Protein Vit Minerals (lb.)	87.56	17.08
Milk (lb.)	31.01	5.92
Complete Ration (lb.)	18.83	4.45
Corn (bu.)	7.70	24.79
Corn Silage (lb.)	82.59	1.07
Corn, Ear (lb.)	38.25	2.38
Hay, Alfalfa (lb.)	55.85	2.95
Hay, Grass (lb.)	22.27	0.92
Oats (bu.)	1.41	3.51
Pasture (aum)	0.09	1.10
Other feed stuffs (lb)	16.11	0.84
Veterinary		1.85
Supplies		2.05
Fuel & oil		1.02
Repairs		1.84
Marketing		0.77
Bedding		0.66
Total direct expenses		73.90
Return over direct expense		5.32
Overhead Expenses		
Hired labor		1.61
Farm insurance		0.54
Utilities		0.67
Interest		0.58
Mach & bldg depreciation		1.01
Miscellaneous		0.77
Total overhead expenses		7.50
Total dir & ovhd expenses		81.40
Net return		-2.18
Labor & management charge		1.97
Net return over lbr & mgt		-4.15
Cost of Production Per Cwt. Produced		
Total direct expense per unit		82.07
Total dir & ovhd expense per unit		88.98
With other revenue adjustments		88.98
With labor and management		90.79
Est. labor hours per unit		0.47
Other Information		
No. purchased or trans in		43
Number sold or trans out		40
Percentage death loss		6.5
Avg. daily gain (lbs)		1.71
Lbs of conc / lb of gain		6.43
Lbs of feed / lb of gain		7.89
Feed cost per cwt of gain		65.70
Feed cost per head		486.48
Average purchase weight		250
Avg wgt / Dairy Bkgd sold		774
Avg purch price / head		237.61
Avg sales price / cwt.		86.97

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

Dairy Backgrounding Excluding Organic -- Average Per Head

	<u>Avg. Of All Farms</u>	
Number of farms	13	
	Quantity	Value
Dairy Bkgd sold (lb)	804.6	699.72
Butchered (lb)	17.4	14.28
Other income		-
Purchased (lb)	-20.3	-19.32
Transferred in (lb)	-81.6	-94.12
Inventory change (lb)	20.4	-13.95
Gross margin		586.61
Direct Expenses		
Corn Distillers Grn (dry) (lb.)	162.7	5.09
Protein Vit Minerals (lb.)	648.3	126.46
Milk (lb.)	229.6	43.83
Complete Ration (lb.)	139.4	32.93
Corn (bu.)	57.0	183.60
Corn Silage (lb.)	611.5	7.95
Corn, Ear (lb.)	283.2	17.65
Hay, Alfalfa (lb.)	413.6	21.85
Hay, Grass (lb.)	164.9	6.80
Oats (bu.)	10.4	25.97
Pasture (aum)	0.7	8.11
Other feed stuffs (lb)	119.3	6.23
Veterinary		13.71
Supplies		14.45
Fuel & oil		7.59
Repairs		13.61
Hired labor		0.77
Marketing		5.72
Bedding		4.89
Total direct expenses		547.21
Return over direct expense		39.40
Overhead Expenses		
Hired labor		11.91
Farm insurance		4.02
Utilities		4.94
Interest		4.30
Mach & bldg depreciation		7.44
Miscellaneous		5.71
Total overhead expenses		55.54
Total dir & ovhd expenses		602.75
Net return		-16.14
Labor & management charge		14.59
Net return over lbr & mgt		-30.73
Cost of Production Per Cwt. Produced		
Total direct expense per unit		82.07
Total dir & ovhd expense per unit		88.98
With other revenue adjustments		88.98
With labor and management		90.79
Est. labor hours per unit		3.45
Other Information		
No. purchased or trans in		43
Number sold or trans out		40
Percentage death loss		6.5
Avg. daily gain (lbs)		1.71
Lbs of conc / lb of gain		6.43
Lbs of feed / lb of gain		7.89
Feed cost per cwt of gain		65.70
Feed cost per head		486.48
Average purchase weight		250
Avg wgt / Dairy Bkgd sold		774
Avg purch price / head		237.61
Avg sales price / cwt.		86.97

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

Dairy Feeder Excluding Organic -- Average Per Cwt. Produced

	<u>Avg. Of</u> <u>All Farms</u>	
Number of farms	15	
	Quantity	Value
Dairy Feeder sold (lb)	93.76	78.39
Transferred out (lb)	21.05	15.79
Butchered (lb)	0.70	0.23
Other income		-
Purchased (lb)	-13.98	-21.23
Transferred in (lb)	-1.99	-2.85
Inventory change (lb)	0.46	-8.15
Gross margin		62.18
Direct Expenses		
Protein Vit Minerals (lb.)	69.31	15.43
Milk Replacer (lb.)	4.43	6.46
Creep / Starter (lb.)	43.47	5.61
Complete Ration (lb.)	72.50	7.34
Corn (bu.)	4.32	17.17
Corn Silage (lb.)	384.96	6.20
Hay, Alfalfa (lb.)	163.52	12.03
Oats (bu.)	0.37	0.98
Other feed stuffs (lb)	43.87	1.70
Veterinary		5.96
Supplies		6.44
Fuel & oil		2.75
Repair, machinery		0.29
Repair, buildings		0.63
Hired labor		1.54
Hauling and trucking		0.55
Marketing		1.79
Bedding		2.37
Total direct expenses		95.22
Return over direct expense		-33.04
Overhead Expenses		
Hired labor		0.47
Farm insurance		0.76
Utilities		1.30
Interest		1.41
Mach & bldg depreciation		2.99
Miscellaneous		0.63
Total overhead expenses		7.56
Total dir & ovhd expenses		102.78
Net return		-40.60
Labor & management charge		6.72
Net return over lbr & mgt		-47.32
Cost of Production Per Cwt. Produced		
Total direct expense per unit		110.81
Total dir & ovhd expense per unit		117.40
With other revenue adjustments		117.40
With labor and management		123.25
Est. labor hours per unit		0.66
Other Information		
No. purchased or trans in		84
Number sold or trans out		70
Percentage death loss		7.5
Avg. daily gain (lbs)		1.41
Lbs of conc / lb of gain		4.58
Lbs of feed / lb of gain		7.80
Feed cost per cwt of gain		72.91
Feed cost per head		219.23
Average purchase weight		54
Avg wgt / Dairy Feeder sold		444
Avg purch price / head		82.09
Avg sales price / cwt.		83.61

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

Dairy Feeder Excluding Organic -- Average Per Head

	Avg. Of All Farms	
Number of farms	15	
	Quantity	Value
Dairy Feeder sold (lb)	281.9	235.72
Transferred out (lb)	63.3	47.46
Butchered (lb)	2.1	0.70
Other income		-
Purchased (lb)	-42.0	-63.83
Transferred in (lb)	-6.0	-8.57
Inventory change (lb)	1.4	-24.51
Gross margin		186.98
Direct Expenses		
Protein Vit Minerals (lb.)	208.4	46.39
Milk Replacer (lb.)	13.3	19.41
Creep / Starter (lb.)	130.7	16.88
Complete Ration (lb.)	218.0	22.08
Corn (bu.)	13.0	51.62
Corn Silage (lb.)	1,157.5	18.64
Hay, Alfalfa (lb.)	491.7	36.16
Oats (bu.)	1.1	2.94
Other feed stuffs (lb)	131.9	5.12
Veterinary		17.92
Supplies		16.85
Fuel & oil		8.26
Repair, machinery		0.86
Repair, buildings		1.90
Hired labor		4.62
Hauling and trucking		1.65
Marketing		5.37
Bedding		7.11
Operating interest		2.52
Total direct expenses		286.31
Return over direct expense		-99.33
Overhead Expenses		
Hired labor		1.41
Farm insurance		2.29
Utilities		3.92
Interest		4.24
Mach & bldg depreciation		8.98
Miscellaneous		1.90
Total overhead expenses		22.74
Total dir & ovhd expenses		309.05
Net return		-122.07
Labor & management charge		20.20
Net return over lbr & mgt		-142.27
Cost of Production Per Cwt. Produced		
Total direct expense per unit		110.81
Total dir & ovhd expense per unit		117.40
With other revenue adjustments		117.40
With labor and management		123.25
Est. labor hours per unit		1.99
Other Information		
No. purchased or trans in		84
Number sold or trans out		70
Percentage death loss		7.5
Avg. daily gain (lbs)		1.41
Lbs of conc / lb of gain		4.58
Lbs of feed / lb of gain		7.80
Feed cost per cwt of gain		72.91
Feed cost per head		219.23
Average purchase weight		54
Avg wgt / Dairy Feeder sold		444
Avg purch price / head		82.09
Avg sales price / cwt.		83.61

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

Dairy Finishing Excluding Organic -- Average Per Cwt. Produced

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	101		20		21	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Dairy Finish sold (lb)	115.29	95.05	155.44	124.16	84.00	69.29
Transferred out (lb)	0.75	0.63	-	-	-	-
Cull sales (lb)	1.09	0.68	-	-	-	-
Butchered (lb)	2.36	1.93	4.98	3.86	0.62	0.83
Other income		-		-		-
Purchased (lb)	-22.08	-18.90	-5.96	-4.61	-13.03	-10.88
Transferred in (lb)	-4.30	-4.19	-7.90	-10.30	-2.48	-3.95
Inventory change (lb)	6.89	1.31	-46.56	-46.90	30.88	24.63
Gross margin		76.51		66.20		79.92
Direct Expenses						
Corn Gluten (lb.)	7.77	0.52	-	-	47.62	3.19
Protein Vit Minerals (lb.)	62.93	12.05	73.30	19.26	87.02	9.60
Milk Replacer (lb.)	0.93	1.05	2.10	2.50	2.30	2.39
Complete Ration (lb.)	21.25	2.37	12.97	0.78	63.13	3.28
Corn (bu.)	9.37	39.01	12.07	54.43	6.66	23.95
Corn Silage (lb.)	233.51	3.57	398.75	5.92	140.36	2.14
Hay, Alfalfa (lb.)	32.31	1.85	61.92	3.75	37.25	1.64
Haylage, Alfalfa (lb.)	11.28	0.29	76.32	2.11	15.27	0.30
Other feed stuffs (lb)	128.31	4.24	48.65	3.44	52.07	2.33
Veterinary		1.84		1.85		2.03
Supplies		1.75		1.82		1.13
Fuel & oil		1.91		1.60		1.88
Repairs		2.18		1.59		1.54
Custom hire		1.04		0.63		0.73
Hired labor		0.66		-		1.37
Marketing		0.79		0.73		0.42
Bedding		1.32		0.25		1.57
Operating interest		1.20		0.48		0.55
Total direct expenses		77.63		101.14		60.03
Return over direct expense		-1.12		-34.94		19.89
Overhead Expenses						
Hired labor		1.23		1.02		1.19
Farm insurance		0.92		1.88		0.67
Utilities		1.16		1.44		0.96
Interest		1.26		0.69		1.31
Mach & bldg depreciation		2.36		1.70		2.69
Miscellaneous		1.44		1.72		1.72
Total overhead expenses		8.38		8.46		8.53
Total dir & ovhd expenses		86.01		109.59		68.56
Net return		-9.50		-43.40		11.36
Labor & management charge		4.88		4.77		3.97
Net return over lbr & mgt		-14.37		-48.17		7.39
Cost of Production Per Cwt. Produced						
Total direct expense per unit		83.42		102.35		58.81
Total dir & ovhd expense per unit		90.64		107.79		68.97
With other revenue adjustments		90.64		107.79		68.97
With labor and management		94.84		110.86		73.70
Est. labor hours per unit		0.57		0.38		0.62
Other Information						
No. purchased or trans in		95		35		76
Number sold or trans out		79		49		46
Percentage death loss		4.7		3.0		6.4
Avg. daily gain (lbs)		2.30		1.97		2.25
Lbs of conc / lb of gain		6.72		7.96		5.81
Lbs of feed / lb of gain		8.51		10.57		7.16
Feed cost per cwt of gain		64.95		92.19		48.82
Feed cost per head		666.29		892.74		567.22
Average purchase weight		307		160		197
Avg wgt / Dairy Finish sold		1,372		1,423		1,333
Avg purch price / head		263.21		123.71		164.21
Avg sales price / cwt.		82.44		79.87		82.49

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

Dairy Finishing Excluding Organic -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
Number of farms	101		20		21	
	Quantity	Value	Quantity	Value	Quantity	Value
Dairy Finish sold (lb)	1,182.6	974.97	1,505.2	1,202.31	976.0	805.07
Transferred out (lb)	7.7	6.50	-	-	-	-
Cull sales (lb)	11.2	7.00	-	-	-	-
Butchered (lb)	24.2	19.84	48.2	37.41	7.2	9.64
Other income	-	-	-	-	-	-
Purchased (lb)	-226.5	-193.90	-57.8	-44.65	-151.3	-126.38
Transferred in (lb)	-44.1	-42.99	-76.5	-99.78	-28.8	-45.94
Inventory change (lb)	70.6	13.45	-450.8	-454.22	358.7	286.14
Gross margin		784.85		641.06		928.53
Direct Expenses						
Corn Gluten (lb.)	79.7	5.34	-	-	553.2	37.07
Protein Vit Minerals (lb.)	645.5	123.63	709.8	186.53	1,011.0	111.52
Milk Replacer (lb.)	9.6	10.79	20.4	24.16	26.7	27.73
Complete Ration (lb.)	217.9	24.29	125.6	7.55	733.5	38.06
Corn (bu.)	96.1	400.20	116.9	527.06	77.4	278.25
Corn Silage (lb.)	2,395.3	36.59	3,861.4	57.36	1,630.7	24.85
Hay, Alfalfa (lb.)	331.5	18.96	599.6	36.34	432.8	19.11
Haylage, Alfalfa (lb.)	115.7	2.97	739.1	20.47	177.4	3.54
Other feed stuffs (lb)	1,316.2	43.52	471.2	33.28	605.0	27.10
Veterinary		18.84		17.87		23.57
Supplies		17.96		17.60		13.15
Fuel & oil		19.63		15.49		21.80
Repairs		22.31		15.37		17.89
Custom hire		10.64		6.12		8.44
Hired labor		6.77		-		15.92
Marketing		8.08		7.12		4.87
Bedding		13.50		2.46		18.19
Operating interest		12.31		4.64		6.39
Total direct expenses		796.33		979.41		697.45
Return over direct expense		-11.48		-338.35		231.07
Overhead Expenses						
Hired labor		12.66		9.91		13.80
Building leases		3.22		0.40		8.53
Farm insurance		9.39		18.16		7.77
Utilities		11.92		13.98		11.10
Interest		12.95		6.72		15.27
Mach & bldg depreciation		24.23		16.45		31.23
Miscellaneous		11.56		16.28		11.43
Total overhead expenses		85.93		81.90		99.14
Total dir & ovhd expenses		882.26		1,061.30		796.59
Net return		-97.41		-420.24		131.94
Labor & management charge		50.03		46.24		46.12
Net return over lbr & mgt		-147.44		-466.48		85.82
Cost of Production Per Cwt. Produced						
Total direct expense per unit		83.42		102.35		58.81
Total dir & ovhd expense per unit		90.64		107.79		68.97
With other revenue adjustments		90.64		107.79		68.97
With labor and management		94.84		110.86		73.70
Est. labor hours per unit		5.82		3.68		7.18
Other Information						
No. purchased or trans in		95		35		76
Number sold or trans out		79		49		46
Percentage death loss		4.7		3.0		6.4
Avg. daily gain (lbs)		2.30		1.97		2.25
Lbs of conc / lb of gain		6.72		7.96		5.81
Lbs of feed / lb of gain		8.51		10.57		7.16
Feed cost per cwt of gain		64.95		92.19		48.82
Feed cost per head		666.29		892.74		567.22
Average purchase weight		307		160		197
Avg wgt / Dairy Finish sold		1,372		1,423		1,333
Avg purch price / head		263.21		123.71		164.21
Avg sales price / cwt.		82.44		79.87		82.49

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

Dairy Heifers (for sale) Excluding Organic -- Average Per Head Per Day

	Avg. Of All Farms	
Number of farms	12	
	Quantity	Value
Dairy Hfrs sold (hd)	0.00	2.40
Transferred out (hd)	0.00	-
Butchered (hd)	0.00	0.01
Other income		0.63
Purchased (hd)	0.00	-0.90
Transferred in (hd)	0.00	-
Inventory change (hd)	0.00	-0.35
Gross margin		1.78
Direct Expenses		
Protein Vit Minerals (lb.)	0.74	0.18
Milk Replacer (lb.)	0.05	0.05
Complete Ration (lb.)	0.48	0.09
Corn (bu.)	0.02	0.08
Corn Silage (lb.)	13.80	0.21
Hay, Alfalfa (lb.)	8.08	0.37
Hay, Grass (lb.)	0.39	0.02
Haylage, Alfalfa (lb.)	2.21	0.05
Oatlage (lb.)	0.08	0.00
Other feed stuffs (lb)	1.21	0.03
Veterinary		0.05
Supplies		0.11
Fuel & oil		0.06
Repairs		0.06
Repair, livestock equip		0.01
Bedding		0.06
Operating interest		0.02
Total direct expenses		1.46
Return over direct expense		0.33
Overhead Expenses		
Hired labor		0.04
Building leases		0.01
RE & pers. property taxes		0.01
Farm insurance		0.03
Utilities		0.03
Interest		0.07
Mach & bldg depreciation		0.11
Miscellaneous		0.03
Total overhead expenses		0.33
Total dir & ovhd expenses		1.79
Net return		0.00
Labor & management charge		0.25
Net return over lbr & mgt		-0.26
Cost of Production Per Head Per Day		
Total direct expense per unit		2.70
Total dir & ovhd expense per unit		3.03
With other revenue adjustments		2.40
With labor and management		2.65
Est. labor hours per unit		0.02
Other Information		
No. purchased or trans in		108
Number sold or trans out		111
Average number of head		116
Percentage death loss		1.7
Feed cost per average head		398.83
Feed cost/head sold/trans		419.55
Total cost/head sold/trans		1,018.29
Feed cost per head per day		1.09
Avg. purchase weight		198
Avg. purch price / head		535.35
Avg. wgt / Dairy Hfrs sold		366
Avg. sales price / head		1,360.54

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

Dairy Heifers (for sale) Excluding Organic -- Average Per Head

	Avg. Of All Farms	
Number of farms	12	
	Quantity	Value
Dairy Hfrs sold (hd)	0.6	874.56
Transferred out (hd)	0.3	-
Butchered (hd)	0.0	2.04
Other income		230.75
Purchased (hd)	0.6	-329.95
Transferred in (hd)	0.3	-
Inventory change (hd)	0.0	-126.74
Gross margin		650.65
Direct Expenses		
Protein Vit Minerals (lb.)	270.5	66.80
Milk Replacer (lb.)	17.5	19.49
Complete Ration (lb.)	174.7	32.21
Corn (bu.)	8.1	29.88
Corn Silage (lb.)	5,038.8	77.45
Hay, Alfalfa (lb.)	2,947.9	135.34
Hay, Grass (lb.)	140.9	5.66
Haylage, Alfalfa (lb.)	807.4	19.66
Oatlage (lb.)	30.1	0.45
Other feed stuffs (lb)	442.8	11.90
Veterinary		16.43
Supplies		40.91
Fuel & oil		23.29
Repairs		20.70
Repair, livestock equip		2.19
Bedding		21.51
Operating interest		7.82
Total direct expenses		531.68
Return over direct expense		118.98
Overhead Expenses		
Hired labor		14.78
Building leases		3.35
RE & pers. property taxes		3.84
Farm insurance		10.75
Utilities		12.26
Interest		26.61
Mach & bldg depreciation		39.93
Miscellaneous		9.23
Total overhead expenses		120.74
Total dir & ovhd expenses		652.41
Net return		-1.76
Labor & management charge		91.67
Net return over lbr & mgt		-93.43
Cost of Production Per Head Per Day		
Total direct expense per unit		2.70
Total dir & ovhd expense per unit		3.03
With other revenue adjustments		2.40
With labor and management		2.65
Est. labor hours per unit		8.68
Other Information		
No. purchased or trans in		108
Number sold or trans out		111
Average number of head		116
Percentage death loss		1.7
Feed cost per average head		398.83
Feed cost/head sold/trans		419.55
Total cost/head sold/trans		1,018.29
Feed cost per head per day		1.09
Avg. purchase weight		198
Avg. purch price / head		535.35
Avg. wgt / Dairy Hfrs sold		366
Avg. sales price / head		1,360.54

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

Dairy Heifers (for sale) (Contract Grower) Excluding Organic -- Average Per Head

	<u>Avg. Of All Farms</u>	
Number of farms	5	
	Quantity	Value
Dairy Hfrs sold (hd)	0.00	-
Transferred out (hd)	0.00	-
Other income		1.40
Purchased (hd)	0.00	-
Transferred in (hd)	0.00	-
Inventory change (hd)	0.00	-
Gross margin		1.40
Direct Expenses		
Protein Vit Minerals (lb.)	0.79	0.13
Milk Replacer (lb.)	0.03	0.03
Creep / Starter (lb.)	0.47	0.06
Corn (bu.)	0.01	0.03
Corn Silage (lb.)	10.69	0.16
Hay, Alfalfa (lb.)	0.27	0.02
Hay, Grass (lb.)	1.88	0.07
Haylage, Alfalfa (lb.)	7.12	0.14
Oats (bu.)	0.00	0.01
Sweet Corn Silage (lb.)	4.52	0.01
Other feed stuffs (lb)	0.63	0.02
Veterinary		0.06
Supplies		0.01
Contract production exp.		0.06
Fuel & oil		0.06
Repairs		0.03
Repair, machinery		0.01
Repair, livestock equip		0.01
Custom hire		0.02
Repair, buildings		0.00
Hired labor		0.08
Utilities		0.01
Bedding		0.07
Operating interest		0.01
Total direct expenses		1.11
Return over direct expense		0.29
Overhead Expenses		
Hired labor		0.00
Farm insurance		0.01
Utilities		0.01
Dues & professional fees		0.00
Interest		0.02
Mach & bldg depreciation		0.08
Miscellaneous		0.03
Total overhead expenses		0.15
Total dir & ovhd expenses		1.26
Net return		0.14
Labor & management charge		0.07
Net return over lbr & mgt		0.07
Cost of Production		
Total direct expense per unit		1.11
Total dir & ovhd expense per unit		1.26
With other revenue adjustments		-0.14
With labor and management		-0.07
Est. labor hours per unit		0.02
Other Information		

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

Dairy Heifers (for sale) (Contract Grower) Excluding Organic -- Average Per Head

	<u>Avg. Of All Farms</u>	
Number of farms	5	
	Quantity	Value
Dairy Hfrs sold (hd)	0.1	-
Transferred out (hd)	0.3	-
Other income		512.64
Purchased (hd)	0.2	-
Transferred in (hd)	0.3	-
Inventory change (hd)	0.0	-
Gross margin		512.64
Direct Expenses		
Protein Vit Minerals (lb.)	287.0	49.08
Milk Replacer (lb.)	10.5	10.67
Creep / Starter (lb.)	170.0	20.98
Corn (bu.)	2.7	12.40
Corn Silage (lb.)	3,902.3	58.53
Hay, Alfalfa (lb.)	98.7	6.86
Hay, Grass (lb.)	685.2	25.37
Haylage, Alfalfa (lb.)	2,597.9	51.96
Oats (bu.)	1.2	2.61
Sweet Corn Silage (lb.)	1,648.0	4.12
Other feed stuffs (lb)	228.7	6.89
Veterinary		20.09
Supplies		3.75
Contract production exp.		21.78
Fuel & oil		22.03
Repairs		12.25
Repair, machinery		1.88
Repair, livestock equip		2.11
Custom hire		6.58
Repair, buildings		1.63
Hired labor		27.96
Utilities		5.15
Bedding		26.62
Operating interest		3.73
Total direct expenses		405.01
Return over direct expense		107.62
Overhead Expenses		
Hired labor		0.12
Farm insurance		5.11
Utilities		2.30
Dues & professional fees		1.00
Interest		9.12
Mach & bldg depreciation		29.38
Miscellaneous		9.21
Total overhead expenses		56.23
Total dir & ovhd expenses		461.24
Net return		51.39
Labor & management charge		24.34
Net return over lbr & mgt		27.06
Cost of Production		
Total direct expense per unit		1.11
Total dir & ovhd expense per unit		1.26
With other revenue adjustments		-0.14
With labor and management		-0.07
Est. labor hours per unit		6.64
Other Information		

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

Dairy Replacement Heifers Excluding Organic -- Average Per Head Per Day

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	416		83		84	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Replacements sold (hd)	0.00	0.11	0.00	0.10	0.00	0.12
Transferred out (hd)	0.00	1.59	0.00	1.12	0.00	1.93
Cull sales (hd)	0.00	0.01	0.00	0.01	0.00	0.01
Butchered (hd)	0.00	0.00	0.00	0.00	0.00	0.00
Other income		0.01		-		0.01
Purchased (hd)	0.00	-0.08	0.00	-0.12	0.00	-0.06
Transferred in (hd)	0.00	-0.36	0.00	-0.42	0.00	-0.34
Inventory change (hd)	0.00	0.23	0.00	0.08	0.00	0.51
Gross margin		1.51		0.76		2.19
Direct Expenses						
Protein Vit Minerals (lb.)	3.33	0.17	4.79	0.17	0.70	0.15
Milk Replacer (lb.)	0.03	0.04	0.05	0.06	0.02	0.03
Milk (lb.)	0.10	0.02	0.05	0.01	0.14	0.03
Creep / Starter (lb.)	0.10	0.02	0.13	0.03	0.08	0.02
Complete Ration (lb.)	0.80	0.11	0.92	0.20	0.39	0.05
Corn (bu.)	0.02	0.08	0.02	0.10	0.01	0.05
Corn Silage (lb.)	13.67	0.21	16.72	0.26	14.40	0.21
Hay, Alfalfa (lb.)	3.27	0.20	5.10	0.32	2.89	0.17
Hay, Grass (lb.)	1.64	0.06	0.91	0.04	1.84	0.07
Haylage, Alfalfa (lb.)	2.27	0.06	3.29	0.07	2.42	0.06
Other feed stuffs (lb)	2.44	0.06	3.47	0.08	1.46	0.04
Breeding fees		0.03		0.04		0.03
Veterinary		0.04		0.04		0.04
Supplies		0.07		0.08		0.06
Contract production exp.		0.26		0.38		0.18
Fuel & oil		0.05		0.04		0.05
Repairs		0.05		0.05		0.05
Hired labor		0.02		0.05		0.01
Bedding		0.04		0.04		0.05
Total direct expenses		1.58		2.07		1.37
Return over direct expense		-0.07		-1.30		0.82
Overhead Expenses						
Hired labor		0.11		0.04		0.17
Building leases		0.02		0.02		0.02
Utilities		0.03		0.02		0.03
Interest		0.05		0.05		0.06
Mach & bldg depreciation		0.06		0.06		0.07
Miscellaneous		0.05		0.05		0.05
Total overhead expenses		0.32		0.23		0.39
Total dir & ovhd expenses		1.90		2.30		1.76
Net return		-0.39		-1.53		0.42
Labor & management charge		0.11		0.12		0.10
Net return over lbr & mgt		-0.50		-1.65		0.32
Cost of Production Per Head Per Day						
Total direct expense per unit		1.78		2.53		1.25
Total dir & ovhd expense per unit		2.10		2.76		1.64
With other revenue adjustments		2.09		2.76		1.63
With labor and management		2.20		2.87		1.73
Est. labor hours per unit		0.02		0.02		0.02
Other Information						
No. purchased or trans in		75		70		98
Number sold or trans out		61		54		84
Average number of head		118		100		167
Percentage death loss		10.2		13.1		7.6
Feed cost per average head		372.06		487.75		327.34
Feed cost/head sold/trans		722.59		893.20		649.25
Total cost/head sold/trans		1,559.08		1,922.43		1,248.86
Feed cost per head per day		1.02		1.34		0.90
Avg. purch price / head		1,457.62		1,638.07		1,628.46
Avg. sales price / head		439.44		236.18		720.72

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

Dairy Replacement Heifers Excluding Organic -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	416		83		84	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Replacements sold (hd)	0.1	41.36	0.2	36.77	0.1	42.81
Transferred out (hd)	0.4	578.81	0.4	410.02	0.4	705.45
Cull sales (hd)	0.0	4.55	0.0	2.29	0.0	2.58
Butchered (hd)	0.0	1.18	0.0	1.66	0.0	0.94
Other income		2.53		-		5.32
Purchased (hd)	0.0	-27.85	0.0	-45.13	0.0	-20.33
Transferred in (hd)	0.6	-132.98	0.7	-154.84	0.6	-125.55
Inventory change (hd)	0.1	82.14	0.1	28.57	0.1	186.47
Gross margin		549.74		279.35		797.69
Direct Expenses						
Protein Vit Minerals (lb.)	1,215.8	62.84	1,751.4	61.27	254.3	54.38
Milk Replacer (lb.)	11.1	14.80	17.2	21.95	6.8	10.80
Milk (lb.)	38.0	6.79	16.5	3.04	51.6	9.37
Creep / Starter (lb.)	35.7	8.11	47.7	9.48	28.7	7.40
Complete Ration (lb.)	290.4	38.62	336.2	74.88	141.6	19.35
Corn (bu.)	7.1	28.23	9.1	36.68	5.1	19.54
Corn Silage (lb.)	4,990.4	74.89	6,107.1	95.59	5,255.9	77.93
Hay, Alfalfa (lb.)	1,194.4	71.46	1,864.5	115.70	1,053.1	63.33
Hay, Grass (lb.)	599.8	23.20	331.8	14.62	671.9	26.82
Haylage, Alfalfa (lb.)	827.2	20.63	1,203.3	25.16	883.5	23.26
Other feed stuffs (lb)	892.0	22.47	1,266.7	29.37	533.1	15.18
Breeding fees		12.47		14.57		11.05
Veterinary		15.32		14.92		15.29
Supplies		24.53		30.21		20.13
Contract production exp.		93.48		139.88		67.26
Fuel & oil		17.61		16.37		18.81
Repairs		18.45		18.84		17.43
Hired labor		9.09		17.87		5.38
Bedding		13.40		15.56		17.05
Total direct expenses		576.41		755.96		499.75
Return over direct expense		-26.68		-476.62		297.95
Overhead Expenses						
Hired labor		40.67		15.14		61.53
Building leases		6.30		6.76		5.79
Utilities		9.79		6.80		9.73
Interest		19.37		16.86		22.13
Mach & bldg depreciation		22.65		20.88		25.01
Miscellaneous		17.45		17.53		18.65
Total overhead expenses		116.22		83.98		142.83
Total dir & ovhd expenses		692.63		839.94		642.58
Net return		-142.90		-560.59		155.11
Labor & management charge		39.71		42.39		36.50
Net return over lbr & mgt		-182.61		-602.99		118.61
Cost of Production Per Head Per Day						
Total direct expense per unit		1.78		2.53		1.25
Total dir & ovhd expense per unit		2.10		2.76		1.64
With other revenue adjustments		2.09		2.76		1.63
With labor and management		2.20		2.87		1.73
Est. labor hours per unit		7.23		6.78		7.63
Other Information						
No. purchased or trans in		75		70		98
Number sold or trans out		61		54		84
Average number of head		118		100		167
Percentage death loss		10.2		13.1		7.6
Feed cost per average head		372.06		487.75		327.34
Feed cost/head sold/trans		722.59		893.20		649.25
Total cost/head sold/trans		1,559.08		1,922.43		1,248.86
Feed cost per head per day		1.02		1.34		0.90
Avg. purch price / head		1,457.62		1,638.07		1,628.46
Avg. sales price / head		439.44		236.18		720.72

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

Hogs, Farrow To Finish Excluding Organic -- Average Per Cwt. Carcass Sold

	<u>Avg. Of All Farms</u>		<u>High 20%</u>	
	23		5	
	Quantity	Value	Quantity	Value
Number of farms		23		5
Raised Hogs sold (lb)	137.91	66.17	136.06	65.79
Transferred out (lb)	0.40	0.19	0.41	0.17
Cull sales (lb)	7.42	1.80	6.36	1.52
Butchered (lb)	0.09	0.04	0.01	0.00
Hedging gain/loss		0.09		0.12
Other income		-		-
Purchased (lb)	-1.59	-2.03	-1.95	-2.42
Transferred in (lb)	-0.06	-0.04	-0.08	-0.05
Inventory change (lb)	-12.99	-2.82	-14.05	-2.41
Gross margin		63.40		62.74
Direct Expenses				
Corn Distillers Grn (dry) (lb.)	21.28	1.89	27.48	2.42
Protein Vit Minerals (lb.)	70.96	13.02	44.08	8.74
Complete Ration (lb.)	39.30	9.26	51.31	11.83
Corn (bu.)	4.69	18.44	4.19	16.44
Soybeans (bu.)	0.00	0.05	-	-
Other feed stuffs (lb)	1.19	0.22	-	-
Breeding fees		0.76		0.68
Veterinary		2.64		2.22
Supplies		2.15		1.51
Fuel & oil		0.82		0.51
Repairs		1.05		0.97
Custom hire		3.25		4.14
Hired labor		2.52		2.41
Utilities		0.76		0.62
Hauling and trucking		0.06		0.00
Operating interest		0.47		0.39
Total direct expenses		57.37		52.89
Return over direct expense		6.03		9.85
Overhead Expenses				
Hired labor		1.65		2.04
Building leases		1.61		2.03
Interest		0.84		0.72
Mach & bldg depreciation		1.65		1.48
Miscellaneous		1.99		1.56
Total overhead expenses		7.74		7.84
Total dir & ovhd expenses		65.11		60.72
Net return		-1.71		2.01
Labor & management charge		2.23		1.56
Net return over lbr & mgt		-3.94		0.45
Cost of Production/Cwt. Carcass Sold				
Total direct expense per unit		57.37		52.89
Total dir & ovhd expense per unit		65.11		60.72
With other revenue adjustments		64.51		60.23
With labor and management		66.75		61.79
Est. labor hours per unit		0.31		0.22
Other Information				
Average number of sows		332.9		956.2
Litters farrowed		701		2,190
Litters per sow		2.11		2.29
Litters per crate		11.72		14.02
Pigs born per litter		9.18		8.78
Pigs weaned per litter		9.73		10.13
Pigs weaned per sow		20.76		23.50
Pigs sold per litter		9.74		10.59
Percent substandard hogs		2		1
Lbs of feed / lb of gain		3.02		2.82
Feed cost / cwt. of gain		32.69		31.11
Feed cost per litter		774.89		773.69
Avg wgt/Raised Hogs sold		256		252
Avg price / cwt.		47.98		48.36
Average carcass weight		188		187
Average price / cwt. carcass		65.91		65.86

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

Hogs, Farrow To Finish Excluding Organic -- Average Per Litter

	<u>Avg. Of All Farms</u>		<u>High 20%</u>	
	23		5	
	Quantity	Value	Quantity	Value
Number of farms				
Raised Hogs sold (lb)	2,492.2	1,195.70	2,669.6	1,290.93
Transferred out (lb)	7.2	3.41	8.1	3.41
Cull sales (lb)	134.0	32.51	124.7	29.77
Butchered (lb)	1.6	0.77	0.1	0.05
Hedging gain/loss		1.65		2.44
Other income		-		-
Purchased (lb)	-28.8	-36.61	-38.2	-47.41
Transferred in (lb)	-1.1	-0.70	-1.6	-1.04
Inventory change (lb)	-234.7	-51.00	-275.7	-47.22
Gross margin		1,145.73		1,230.94
Direct Expenses				
Corn Distillers Grn (dry) (lb.)	384.5	34.22	539.2	47.58
Protein Vit Minerals (lb.)	1,282.4	235.21	865.0	171.47
Complete Ration (lb.)	710.2	167.36	1,006.7	232.17
Corn (bu.)	84.8	333.31	82.3	322.47
Soybeans (bu.)	0.1	0.82	-	-
Other feed stuffs (lb)	21.6	3.97	-	-
Breeding fees		13.77		13.39
Veterinary		47.79		43.62
Supplies		38.89		29.71
Fuel & oil		14.86		9.92
Repairs		18.89		19.04
Custom hire		58.71		81.21
Hired labor		45.49		47.25
Utilities		13.73		12.23
Hauling and trucking		1.15		0.02
Operating interest		8.50		7.60
Total direct expenses		1,036.69		1,037.69
Return over direct expense		109.04		193.24
Overhead Expenses				
Hired labor		29.78		40.09
Building leases		29.18		39.82
Interest		15.11		14.04
Mach & bldg depreciation		29.81		29.12
Miscellaneous		35.99		30.70
Total overhead expenses		139.87		153.77
Total dir & ovhd expenses		1,176.56		1,191.46
Net return		-30.83		39.48
Labor & management charge		40.35		30.70
Net return over lbr & mgt		-71.18		8.78
Cost of Production/Cwt. Carcass Sold				
Total direct expense per unit		57.37		52.89
Total dir & ovhd expense per unit		65.11		60.72
With other revenue adjustments		64.51		60.23
With labor and management		66.75		61.79
Est. labor hours per unit		5.65		4.27
Other Information				
Average number of sows		332.9		956.2
Litters farrowed		701		2,190
Litters per sow		2.11		2.29
Litters per crate		11.72		14.02
Pigs born per litter		9.18		8.78
Pigs weaned per litter		9.73		10.13
Pigs weaned per sow		20.76		23.50
Pigs sold per litter		9.74		10.59
Percent substandard hogs		2		1
Lbs of feed / lb of gain		3.02		2.82
Feed cost / cwt. of gain		32.69		31.11
Feed cost per litter		774.89		773.69
Avg wgt/Raised Hogs sold		256		252
Avg price / cwt.		47.98		48.36
Average carcass weight		188		187
Average price / cwt. carcass		65.91		65.86

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

Hogs, Farrow to Weaning Excluding Organic -- Average Per Head Sold/Trans

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	14	
	Quantity	Value
Weaning Pigs sold (hd)	0.44	14.95
Transferred out (hd)	0.56	17.83
Cull sales (hd)	0.03	3.79
Butchered (hd)	0.00	0.00
Other income		-
Purchased (hd)	0.02	-2.85
Transferred in (hd)	0.03	-3.87
Inventory change (hd)	0.01	0.49
Gross margin		30.36
Direct Expenses		
Protein Vit Minerals (lb.)	41.13	7.34
Milk Replacer (lb.)	0.12	0.22
Complete Ration (lb.)	8.75	1.37
Corn (bu.)	1.57	7.37
Soybeans (bu.)	0.01	0.11
DDGS (lb.)	2.37	0.19
Other feed stuffs (lb)	1.61	0.07
Breeding fees		1.50
Veterinary		1.62
Supplies		1.35
Fuel & oil		0.95
Repairs		0.94
Repair, machinery		0.35
Repair, livestock equip		0.05
Custom hire		0.38
Repair, buildings		0.32
Hired labor		4.09
Utilities		0.59
Total direct expenses		28.80
Return over direct expense		1.55
Overhead Expenses		
Hired labor		1.77
Building leases		1.12
Farm insurance		0.53
Utilities		0.57
Interest		0.44
Mach & bldg depreciation		1.55
Miscellaneous		0.73
Total overhead expenses		6.70
Total dir & ovhd expenses		35.51
Net return		-5.15
Labor & management charge		1.81
Net return over lbr & mgt		-6.97
Cost of Production Per Head Sold/Trans		
Total direct expense per unit		28.80
Total dir & ovhd expense per unit		35.51
With other revenue adjustments		37.92
With labor and management		39.73
Est. labor hours per unit		0.23
Other Information		
Average number of sows		650.3
Litters farrowed		1,234
Litters per sow		1.90
Litters per crate		10.04
Pigs born per litter		10.93
Pigs weaned per litter		9.62
Pigs weaned per sow		18.01
Number sold per litter		4.37
Feed cost per litter		165.90
Avg wgt/Weaning Pigs sold		13
Avg price / head		34.03

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

Hogs, Farrow to Weaning Excluding Organic -- Average Per Litter

	<u>Avg. Of All Farms</u>	
Number of farms	14	
	Quantity	Value
Weaning Pigs sold (hd)	4.4	148.76
Transferred out (hd)	5.6	177.35
Cull sales (hd)	0.3	37.73
Butchered (hd)	0.0	0.03
Other income		-
Purchased (hd)	0.2	-28.33
Transferred in (hd)	0.3	-38.46
Inventory change (hd)	0.1	4.92
Gross margin		302.00
Direct Expenses		
Protein Vit Minerals (lb.)	409.1	72.98
Milk Replacer (lb.)	1.2	2.23
Complete Ration (lb.)	87.0	13.67
Corn (bu.)	15.6	73.33
Soybeans (bu.)	0.1	1.07
DDGS (lb.)	23.6	1.88
Other feed stuffs (lb)	16.0	0.74
Breeding fees		14.90
Veterinary		16.07
Supplies		13.39
Fuel & oil		9.41
Repairs		9.39
Repair, machinery		3.44
Repair, livestock equip		0.48
Custom hire		3.75
Repair, buildings		3.22
Hired labor		40.71
Utilities		5.90
Total direct expenses		286.56
Return over direct expense		15.45
Overhead Expenses		
Hired labor		17.58
Building leases		11.16
Farm insurance		5.22
Utilities		5.62
Interest		4.39
Mach & bldg depreciation		15.41
Miscellaneous		7.31
Total overhead expenses		66.70
Total dir & ovhd expenses		353.25
Net return		-51.25
Labor & management charge		18.04
Net return over lbr & mgt		-69.30
Cost of Production Per Head Sold/Trans		
Total direct expense per unit		28.80
Total dir & ovhd expense per unit		35.51
With other revenue adjustments		37.92
With labor and management		39.73
Est. labor hours per unit		2.30
Other Information		
Average number of sows		650.3
Litters farrowed		1,234
Litters per sow		1.90
Litters per crate		10.04
Pigs born per litter		10.93
Pigs weaned per litter		9.62
Pigs weaned per sow		18.01
Number sold per litter		4.37
Feed cost per litter		165.90
Avg wgt/Weaning Pigs sold		13
Avg price / head		34.03

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

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	69		17		14	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Finish Hogs sold (lb)	135.51	67.68	135.85	66.37	137.50	73.40
Transferred out (lb)	0.96	0.53	1.24	0.83	-	-
Cull sales (lb)	0.49	0.10	1.60	0.32	-	-
Butchered (lb)	0.13	0.07	0.04	0.03	0.03	0.02
Hedging gain/loss		0.75		-		-
Other income		0.49		-		0.76
Purchased (lb)	-14.92	-19.33	-5.73	-10.27	-24.05	-28.90
Transferred in (lb)	-7.69	-8.00	-18.72	-20.18	-	-
Inventory change (lb)	-0.42	0.60	-0.39	-0.90	2.77	4.35
Gross margin		42.88		36.19		49.63
Direct Expenses						
Protein Vit Minerals (lb.)	48.01	9.03	29.07	5.75	53.33	8.35
Complete Ration (lb.)	105.14	13.11	200.35	26.77	48.70	5.19
Corn (bu.)	2.92	12.92	2.02	9.35	3.60	15.15
Other feed stuffs (lb)	2.33	0.30	0.02	0.01	7.80	0.47
Veterinary		0.47		0.28		0.50
Supplies		0.76		0.26		0.66
Contract production exp.		1.53		1.31		-
Fuel & oil		0.60		1.17		0.27
Repairs		0.47		0.52		0.15
Custom hire		0.38		0.06		0.79
Hired labor		0.37		0.96		0.01
Livestock leases		0.63		2.56		-
Hauling and trucking		0.64		0.05		0.81
Marketing		0.31		0.21		0.27
Operating interest		0.69		0.74		0.86
Total direct expenses		42.21		49.99		33.48
Return over direct expense		0.67		-13.80		16.15
Overhead Expenses						
Machinery leases		0.26		-		1.05
Building leases		1.70		0.39		5.10
Farm insurance		0.34		0.32		0.29
Utilities		0.26		0.43		0.19
Dues & professional fees		0.19		0.06		0.54
Interest		0.61		0.63		0.37
Mach & bldg depreciation		1.00		0.69		0.62
Miscellaneous		0.34		-0.07		0.52
Total overhead expenses		4.69		2.45		8.68
Total dir & ovhd expenses		46.90		52.44		42.15
Net return		-4.02		-16.25		7.47
Labor & management charge		2.01		1.77		1.41
Net return over lbr & mgt		-6.03		-18.02		6.06
Cost of Production/Cwt. Carcass Sold						
Total direct expense per unit		68.77		81.00		58.01
Total dir & ovhd expense per unit		73.47		83.45		66.69
With other revenue adjustments		72.23		83.45		65.93
With labor and management		74.24		85.22		67.34
Est. labor hours per unit		0.15		0.19		0.09
Other Information						
No. purchased or trans in		5,033		5,133		6,218
Number sold or trans out		4,796		4,872		5,683
Percentage death loss		3.5		3.9		3.0
Percent substandard hogs		2		3		3
Avg. daily gain (lbs)		1.62		1.67		1.69
Lbs of feed / lb of gain		2.80		3.01		2.68
Feed cost per cwt of gain		31.00		36.76		25.08
Feed cost per head		69.15		76.78		57.39
Average purchase weight		38		34		43
Avg wgt / Finish Hogs sold		266		262		271
Avg purch price / head		49.72		60.96		52.07
Avg sales price / cwt.		49.95		48.86		53.38
Average carcass weight		201		199		204
Average price / cwt. carcass		67.08		65.64		72.37

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

Hogs, Finish Feeder Pigs Excluding Organic -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	69		17		14	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Finish Hogs sold (lb)	265.0	132.37	249.1	121.71	270.6	144.48
Transferred out (lb)	1.9	1.03	2.3	1.52	-	-
Cull sales (lb)	1.0	0.20	2.9	0.58	-	-
Butchered (lb)	0.3	0.13	0.1	0.05	0.1	0.03
Hedging gain/loss		1.46		-		-
Other income		0.96		-		1.50
Purchased (lb)	-29.2	-37.82	-10.5	-18.84	-47.3	-56.89
Transferred in (lb)	-15.0	-15.64	-34.3	-37.00	-	-
Inventory change (lb)	-0.8	1.17	-0.7	-1.66	5.5	8.57
Gross margin		83.87		66.37		97.69
Direct Expenses						
Protein Vit Minerals (lb.)	93.9	17.66	53.3	10.55	105.0	16.43
Complete Ration (lb.)	205.6	25.64	367.4	49.08	95.9	10.21
Corn (bu.)	5.7	25.27	3.7	17.14	7.1	29.82
Other feed stuffs (lb)	4.6	0.58	0.0	0.01	15.4	0.93
Veterinary		0.93		0.52		0.99
Supplies		1.49		0.47		1.30
Contract production exp.		3.00		2.39		-
Fuel & oil		1.18		2.14		0.53
Repairs		0.92		0.96		0.30
Custom hire		0.74		0.11		1.56
Hired labor		0.72		1.76		0.02
Livestock leases		1.23		4.70		-
Hauling and trucking		1.25		0.10		1.59
Marketing		0.60		0.38		0.53
Operating interest		1.35		1.35		1.69
Total direct expenses		82.55		91.67		65.90
Return over direct expense		1.32		-25.30		31.79
Overhead Expenses						
Machinery leases		0.50		-		2.07
Building leases		3.33		0.71		10.03
Farm insurance		0.67		0.59		0.56
Utilities		0.52		0.79		0.38
Dues & professional fees		0.37		0.12		1.07
Interest		1.19		1.16		0.72
Mach & bldg depreciation		1.95		1.27		1.22
Miscellaneous		0.66		-0.13		1.03
Total overhead expenses		9.18		4.50		17.08
Total dir & ovhd expenses		91.73		96.17		82.98
Net return		-7.87		-29.80		14.71
Labor & management charge		3.93		3.25		2.78
Net return over lbr & mgt		-11.79		-33.05		11.93
Cost of Production/Cwt. Carcass Sold						
Total direct expense per unit		68.77		81.00		58.01
Total dir & ovhd expense per unit		73.47		83.45		66.69
With other revenue adjustments		72.23		83.45		65.93
With labor and management		74.24		85.22		67.34
Est. labor hours per unit		0.29		0.35		0.18
Other Information						
No. purchased or trans in		5,033		5,133		6,218
Number sold or trans out		4,796		4,872		5,683
Percentage death loss		3.5		3.9		3.0
Percent substandard hogs		2		3		3
Avg. daily gain (lbs)		1.62		1.67		1.69
Lbs of feed / lb of gain		2.80		3.01		2.68
Feed cost per cwt of gain		31.00		36.76		25.08
Feed cost per head		69.15		76.78		57.39
Average purchase weight		38		34		43
Avg wgt / Finish Hogs sold		266		262		271
Avg purch price / head		49.72		60.96		52.07
Avg sales price / cwt.		49.95		48.86		53.38
Average carcass weight		201		199		204
Average price / cwt. carcass		67.08		65.64		72.37

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

Hogs, Finish Feeder Pigs (Contract Grower) Excluding Organic -- Average Per Pig

	Avg. Of All Farms	
Number of farms	17	
	Quantity	Value
Other income		15.76
Gross margin		15.76
Direct Expenses		
Supplies		0.87
Contract production exp.		0.54
Fuel & oil		0.70
Repairs		0.85
Custom hire		0.24
Hired labor		0.34
Utilities		0.33
Operating interest		0.12
Total direct expenses		3.99
Return over direct expense		11.77
Overhead Expenses		
Hired labor		0.19
RE & pers. property taxes		0.17
Farm insurance		0.59
Utilities		0.36
Dues & professional fees		0.08
Interest		2.88
Mach & bldg depreciation		3.19
Miscellaneous		0.27
Total overhead expenses		7.73
Total dir & ovhd expenses		11.72
Net return		4.04
Labor & management charge		1.72
Net return over lbr & mgt		2.32
Cost of Production Per Pig Space		
Total direct expense per unit		-
Total dir & ovhd expense per unit		-
With other revenue adjustments		-
With labor and management		-
Est. labor hours per unit		0.16
Other Information		
Number of pigs		5,788
Pigs per pig space (per year)		2.51
Net return per 100 sq. ft.		124.34
Net return per labor hour		25.92
Square feet per pig space		8.15

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

Hogs, Finish Feeder Pigs (Contract Grower) Excluding Organic -- Average Per Pig

	Avg. Of All Farms	
Number of farms	17	
	Quantity	Value
Other income		39.56
Gross margin		39.56
Direct Expenses		
Supplies		2.19
Contract production exp.		1.36
Fuel & oil		1.74
Repairs		2.12
Custom hire		0.59
Hired labor		0.87
Utilities		0.83
Operating interest		0.31
Total direct expenses		10.02
Return over direct expense		29.55
Overhead Expenses		
Hired labor		0.47
RE & pers. property taxes		0.43
Farm insurance		1.48
Utilities		0.89
Dues & professional fees		0.20
Interest		7.24
Mach & bldg depreciation		8.00
Miscellaneous		0.69
Total overhead expenses		19.41
Total dir & ovhd expenses		29.43
Net return		10.14
Labor & management charge		4.32
Net return over lbr & mgt		5.81
Cost of Production Per Pig Space		
Total direct expense per unit		-
Total dir & ovhd expense per unit		-
With other revenue adjustments		-
With labor and management		-
Est. labor hours per unit		0.39
Other Information		
Number of pigs		5,788
Pigs per pig space (per year)		2.51
Net return per 100 sq. ft.		124.34
Net return per labor hour		25.92
Square feet per pig space		8.15

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

Hogs, Weaning to Feeder (Contract Grower) Excluding Organic -- Average Per Pig

	Avg. Of All Farms	
Number of farms	6	
	Quantity	Value
Other income		4.72
Gross margin		4.72
Direct Expenses		
Supplies		0.18
Fuel & oil		0.44
Repairs		0.27
Repair, machinery		0.14
Custom hire		0.17
Hired labor		0.06
Utilities		0.05
Total direct expenses		1.30
Return over direct expense		3.42
Overhead Expenses		
Hired labor		0.19
Farm insurance		0.14
Utilities		0.19
Interest		0.43
Mach & bldg depreciation		1.06
Miscellaneous		0.17
Total overhead expenses		2.17
Total dir & ovhd expenses		3.48
Net return		1.24
Labor & management charge		0.88
Net return over lbr & mgt		0.36
Cost of Production Per Pig Space		
Total direct expense per unit		1.30
Total dir & ovhd expense per unit		3.48
With other revenue adjustments		-1.24
With labor and management		-0.36
Est. labor hours per unit		0.06
Other Information		
Number of pigs		13,999
Pigs per pig space (per year)		6.56
Net return per 100 sq. ft.		245.44
Net return per labor hour		20.96
Square feet per pig space		3.33

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

Hogs, Weaning to Feeder (Contract Grower) Excluding Organic -- Average Per Pig S

	Avg. Of All Farms	
Number of farms	6	
	Quantity	Value
Other income		30.99
Gross margin		30.99
Direct Expenses		
Supplies		1.18
Fuel & oil		2.88
Repairs		1.74
Repair, machinery		0.93
Custom hire		1.11
Hired labor		0.40
Utilities		0.31
Total direct expenses		8.55
Return over direct expense		22.43
Overhead Expenses		
Hired labor		1.26
Farm insurance		0.94
Utilities		1.24
Interest		2.79
Mach & bldg depreciation		6.94
Miscellaneous		1.11
Total overhead expenses		14.27
Total dir & ovhd expenses		22.82
Net return		8.16
Labor & management charge		5.79
Net return over lbr & mgt		2.37
Cost of Production Per Pig Space		
Total direct expense per unit		1.30
Total dir & ovhd expense per unit		3.48
With other revenue adjustments		-1.24
With labor and management		-0.36
Est. labor hours per unit		0.39
Other Information		
Number of pigs		13,999
Pigs per pig space (per year)		6.56
Net return per 100 sq. ft.		245.44
Net return per labor hour		20.96
Square feet per pig space		3.33

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

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	27		5		6	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Wean-Fin Pig sold (lb)	134.83	65.10	134.27	60.58	135.17	66.73
Transferred out (lb)	0.78	0.45	8.87	5.32	0.04	0.01
Cull sales (lb)	0.12	0.02	-	-	-	-
Butchered (lb)	0.44	0.23	0.04	0.01	0.03	0.01
Hedging gain/loss		0.84		-		-0.05
Other income		0.26		0.31		-
Purchased (lb)	-9.92	-18.68	-1.57	-9.45	-7.63	-16.40
Transferred in (lb)	-0.46	-0.94	-5.42	-11.24	-	-
Inventory change (lb)	-5.04	-1.74	1.11	3.21	-6.97	0.16
Gross margin		45.54		48.74		50.47
Direct Expenses						
Protein Vit Minerals (lb.)	73.19	12.05	128.53	19.17	28.66	6.60
Complete Ration (lb.)	88.85	11.33	9.50	2.92	204.21	25.57
Corn (bu.)	3.18	14.44	4.93	22.92	1.63	7.11
Protein Supplement (lb.)	3.85	0.78	-	-	4.24	0.71
Other feed stuffs (lb)	1.79	0.20	1.04	0.08	2.58	0.27
Veterinary		1.11		1.41		0.77
Supplies		1.13		1.50		0.57
Contract production exp.		2.18		5.00		-
Fuel & oil		0.78		2.60		0.56
Repairs		0.83		4.49		0.22
Custom hire		0.86		0.12		0.64
Hired labor		0.51		1.13		0.00
Hauling and trucking		0.77		0.55		0.67
Marketing		0.64		4.61		0.32
Operating interest		0.71		0.49		0.97
Miscellaneous		0.15		-		0.70
Total direct expenses		48.49		67.00		45.69
Return over direct expense		-2.95		-18.26		4.77
Overhead Expenses						
Machinery leases		0.85		0.00		3.99
Building leases		1.46		0.09		1.00
Farm insurance		0.31		1.18		0.29
Utilities		0.33		1.10		0.26
Interest		0.64		1.68		0.82
Mach & bldg depreciation		1.11		3.48		1.01
Miscellaneous		1.03		1.23		1.11
Total overhead expenses		5.72		8.78		8.48
Total dir & ovhd expenses		54.21		75.77		54.18
Net return		-8.67		-27.03		-3.71
Labor & management charge		2.02		7.60		2.73
Net return over lbr & mgt		-10.69		-34.63		-6.44
Cost of Production/Cwt. Carcass Sold						
Total direct expense per unit		69.60		84.47		61.92
Total dir & ovhd expense per unit		75.32		93.24		70.41
With other revenue adjustments		74.22		92.93		70.46
With labor and management		76.24		100.53		73.19
Est. labor hours per unit		0.15		0.43		0.13
Other Information						
No. purchased or trans in		9,958		5,787		8,733
Number sold or trans out		9,483		4,444		8,976
Percentage death loss		6.5		7.5		6.4
Percent substandard hogs		1		1		2
Avg. daily gain (lbs)		1.43		1.32		1.32
Lbs of feed / lb of gain		2.83		3.02		2.71
Feed cost per cwt of gain		32.14		32.84		33.37
Feed cost per head		80.69		84.23		84.57
Average purchase weight		20		5		15
Avg wgt / Wean-Fin Pig sold		266		273		267
Avg purch price / head		37.04		30.30		33.30
Avg sales price / cwt.		48.28		45.12		49.37
Average carcass weight		200		204		201
Average price / cwt. carcass		64.76		60.32		66.29

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

Hogs, Weaning to Finish Excluding Organic -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	27		5		6	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Wean-Fin Pig sold (lb)	280.3	135.35	250.8	113.14	284.0	140.20
Transferred out (lb)	1.6	0.93	16.6	9.94	0.1	0.03
Cull sales (lb)	0.2	0.05	-	-	-	-
Butchered (lb)	0.9	0.48	0.1	0.03	0.1	0.03
Hedging gain/loss		1.75		-		-0.11
Other income		0.54		0.58		-
Purchased (lb)	-20.6	-38.83	-2.9	-17.65	-16.0	-34.45
Transferred in (lb)	-0.9	-1.96	-10.1	-21.00	-	-
Inventory change (lb)	-10.5	-3.63	2.1	6.00	-14.6	0.33
Gross margin		94.67		91.03		106.03
Direct Expenses						
Protein Vit Minerals (lb.)	152.2	25.05	240.0	35.81	60.2	13.86
Complete Ration (lb.)	184.7	23.56	17.7	5.46	429.0	53.72
Corn (bu.)	6.6	30.03	9.2	42.81	3.4	14.93
Protein Supplement (lb.)	8.0	1.62	-	-	8.9	1.49
Other feed stuffs (lb)	3.7	0.42	1.9	0.15	5.4	0.57
Veterinary		2.31		2.64		1.62
Supplies		2.35		2.80		1.20
Contract production exp.		4.53		9.33		-
Fuel & oil		1.62		4.85		1.19
Repairs		1.72		8.39		0.46
Custom hire		1.79		0.23		1.35
Hired labor		1.06		2.12		0.00
Hauling and trucking		1.61		1.03		1.41
Marketing		1.34		8.60		0.67
Operating interest		1.47		0.92		2.05
Miscellaneous		0.31		-		1.47
Total direct expenses		100.81		125.13		96.00
Return over direct expense		-6.13		-34.10		10.03
Overhead Expenses						
Machinery leases		1.76		0.00		8.39
Building leases		3.03		0.18		2.09
Farm insurance		0.64		2.20		0.61
Utilities		0.69		2.06		0.55
Interest		1.32		3.14		1.73
Mach & bldg depreciation		2.31		6.50		2.12
Miscellaneous		2.14		2.30		2.34
Total overhead expenses		11.90		16.39		17.83
Total dir & ovhd expenses		112.70		141.52		113.82
Net return		-18.03		-50.49		-7.80
Labor & management charge		4.20		14.19		5.74
Net return over lbr & mgt		-22.22		-64.68		-13.53
Cost of Production/Cwt. Carcass Sold						
Total direct expense per unit		69.60		84.47		61.92
Total dir & ovhd expense per unit		75.32		93.24		70.41
With other revenue adjustments		74.22		92.93		70.46
With labor and management		76.24		100.53		73.19
Est. labor hours per unit		0.30		0.80		0.28
Other Information						
No. purchased or trans in		9,958		5,787		8,733
Number sold or trans out		9,483		4,444		8,976
Percentage death loss		6.5		7.5		6.4
Percent substandard hogs		1		1		2
Avg. daily gain (lbs)		1.43		1.32		1.32
Lbs of feed / lb of gain		2.83		3.02		2.71
Feed cost per cwt of gain		32.14		32.84		33.37
Feed cost per head		80.69		84.23		84.57
Average purchase weight		20		5		15
Avg wgt / Wean-Fin Pig sold		266		273		267
Avg purch price / head		37.04		30.30		33.30
Avg sales price / cwt.		48.28		45.12		49.37
Average carcass weight		200		204		201
Average price / cwt. carcass		64.76		60.32		66.29

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

Hogs, Weaning to Finish (Contract Grower) Excluding Organic -- Average Per Pig

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms	77		15		15	
Other income		14.34		11.74		19.72
Gross margin		14.34		11.74		19.72
Direct Expenses						
Supplies		0.63		0.98		0.40
Contract production exp.		0.32		0.66		0.03
Fuel & oil		0.89		1.08		0.93
Repairs		0.81		1.32		0.83
Repair, livestock equip		0.17		0.31		0.11
Custom hire		0.24		0.69		0.16
Repair, buildings		0.10		0.15		0.05
Hired labor		0.14		0.21		0.03
Utilities		0.28		0.46		0.27
Operating interest		0.07		0.23		0.11
Total direct expenses		3.66		6.09		2.92
Return over direct expense		10.68		5.66		16.79
Overhead Expenses						
Hired labor		0.22		0.08		0.51
Building leases		0.43		-		1.55
RE & pers. property taxes		0.22		0.28		0.19
Farm insurance		0.55		0.54		0.60
Utilities		0.52		0.34		0.74
Dues & professional fees		0.12		0.47		0.03
Interest		2.58		1.98		4.08
Mach & bldg depreciation		3.33		2.07		6.19
Miscellaneous		0.30		0.42		0.25
Total overhead expenses		8.27		6.17		14.15
Total dir & ovhd expenses		11.93		12.25		17.07
Net return		2.41		-0.51		2.64
Labor & management charge		2.29		2.54		2.12
Net return over lbr & mgt		0.12		-3.05		0.52
Cost of Production Per Pig Space						
Total direct expense per unit		-		-		-
Total dir & ovhd expense per unit		-		-		-
With other revenue adjustments		-		-		-
With labor and management		-		-		-
Est. labor hours per unit		0.16		0.18		0.14
Other Information						
Number of pigs		6,598		4,749		6,945
Pigs per pig space (per year)		2.57		2.42		2.24
Net return per 100 sq. ft.		82.07		-16.19		81.70
Net return per labor hour		15.08		-2.91		18.41
Square feet per pig space		7.53		7.62		7.25

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

Hogs, Weaning to Finish (Contract Grower) Excluding Organic -- Average Per Pig Space

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms	77		15		15	
Other income		36.86		28.42		44.13
Gross margin		36.86		28.42		44.13
Direct Expenses						
Supplies		1.63		2.38		0.89
Contract production exp.		0.82		1.61		0.06
Fuel & oil		2.28		2.60		2.08
Repairs		2.09		3.20		1.86
Repair, livestock equip		0.44		0.74		0.24
Custom hire		0.62		1.66		0.37
Repair, buildings		0.26		0.37		0.12
Hired labor		0.37		0.51		0.06
Utilities		0.73		1.12		0.60
Operating interest		0.18		0.55		0.25
Total direct expenses		9.41		14.73		6.54
Return over direct expense		27.45		13.69		37.59
Overhead Expenses						
Hired labor		0.56		0.20		1.14
Building leases		1.10		-		3.47
RE & pers. property taxes		0.56		0.68		0.43
Farm insurance		1.43		1.31		1.34
Utilities		1.34		0.82		1.65
Dues & professional fees		0.32		1.13		0.08
Interest		6.64		4.78		9.14
Mach & bldg depreciation		8.56		5.00		13.85
Miscellaneous		0.77		1.01		0.56
Total overhead expenses		21.26		14.92		31.67
Total dir & ovhd expenses		30.67		29.65		38.21
Net return		6.18		-1.23		5.92
Labor & management charge		5.88		6.15		4.75
Net return over lbr & mgt		0.30		-7.38		1.16
Cost of Production Per Pig Space						
Total direct expense per unit		-		-		-
Total dir & ovhd expense per unit		-		-		-
With other revenue adjustments		-		-		-
With labor and management		-		-		-
Est. labor hours per unit		0.41		0.42		0.32
Other Information						
Number of pigs		6,598		4,749		6,945
Pigs per pig space (per year)		2.57		2.42		2.24
Net return per 100 sq. ft.		82.07		-16.19		81.70
Net return per labor hour		15.08		-2.91		18.41
Square feet per pig space		7.53		7.62		7.25

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

Sheep, Market Lamb Prod Excluding Organic -- Average Per Cwt. Produced

	<u>Avg. Of All Farms</u>	
Number of farms	8	
	Quantity	Value
Lambs sold (lb)	5.98	3.82
Mkt Lambs sold (lb)	95.58	104.98
Transferred out (lb)	0.66	0.68
Cull sales (lb)	11.79	4.51
Butchered (lb)	0.48	0.40
Other income		0.02
Purchased (lb)	-1.60	-9.34
Inventory change (lb)	-6.90	-8.34
Gross margin		96.73
Direct Expenses		
Protein Vit Minerals (lb.)	52.28	10.15
Complete Ration (lb.)	81.37	9.21
Corn (bu.)	5.42	21.66
Corn Silage (lb.)	287.72	5.08
Hay, Alfalfa (lb.)	303.16	14.82
Hay, Grass (lb.)	268.13	11.38
Pasture (aum)	0.17	2.36
Other feed stuffs (lb)	42.82	4.38
Veterinary		3.27
Supplies		7.83
Fuel & oil		3.71
Repairs		5.04
Hauling and trucking		1.61
Operating interest		2.25
Total direct expenses		102.75
Return over direct expense		-6.02
Overhead Expenses		
Hired labor		2.66
Utilities		3.30
Mach & bldg depreciation		3.97
Miscellaneous		8.12
Total overhead expenses		18.05
Total dir & ovhd expenses		120.81
Net return		-24.07
Labor & management charge		16.24
Net return over lbr & mgt		-40.31
Cost of Production Per Cwt. Produced		
Total direct expense per unit		102.75
Total dir & ovhd expense per unit		120.81
With other revenue adjustments		134.48
With labor and management		150.71
Est. labor hours per unit		2.24
Other Information		
Number of ewes		290.5
Pregnancy percentage		95.4
Pregnancy loss percentage		1.4
Female turnover rate		22.63
Lambs born / ewe exposed		1.36
Lambs born / ewe lambing		1.45
Lambs weaned/ewe exposed		1.32
Lambs sold per ewe		1.13
Lamb dth loss (died/born)		16.5
Ewe death loss percentage		6.5
Ewes per FTE		850.8
Average weaning weight		42
Lbs weaned/exposed female		56
Feed cost per ewe		116.32
Avg wgt/Mkt Lambs sold		129
Avg price / cwt.		109.84

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

Sheep, Market Lamb Prod Excluding Organic -- Average Per Ewe

	Avg. Of All Farms	
Number of farms	8	
	Quantity	Value
Lambs sold (lb)	8.8	5.62
Mkt Lambs sold (lb)	140.7	154.49
Transferred out (lb)	1.0	1.00
Cull sales (lb)	17.4	6.64
Butchered (lb)	0.7	0.59
Other income		0.03
Purchased (lb)	-2.4	-13.75
Inventory change (lb)	-10.2	-12.27
Gross margin		142.35
Direct Expenses		
Protein Vit Minerals (lb.)	76.9	14.94
Milk Replacer (lb.)	0.1	0.33
Complete Ration (lb.)	119.8	13.56
Corn (bu.)	8.0	31.87
Corn Silage (lb.)	423.4	7.48
Hay, Alfalfa (lb.)	446.1	21.81
Hay, Grass (lb.)	394.6	16.75
Pasture (aum)	0.3	3.47
Other feed stuffs (lb)	62.9	6.12
Veterinary		4.81
Supplies		11.52
Fuel & oil		5.46
Repairs		7.42
Hauling and trucking		2.37
Operating interest		3.31
Total direct expenses		151.21
Return over direct expense		-8.86
Overhead Expenses		
Utilities		4.86
Mach & bldg depreciation		5.85
Miscellaneous		15.87
Total overhead expenses		26.57
Total dir & ovhd expenses		177.78
Net return		-35.43
Labor & management charge		23.89
Net return over lbr & mgt		-59.32
Cost of Production Per Cwt. Produced		
Total direct expense per unit		102.75
Total dir & ovhd expense per unit		120.81
With other revenue adjustments		134.48
With labor and management		150.71
Est. labor hours per unit		3.29
Other Information		
Number of ewes		290.5
Pregnancy percentage		95.4
Pregnancy loss percentage		1.4
Female turnover rate		22.63
Lambs born / ewe exposed		1.36
Lambs born / ewe lambing		1.45
Lambs weaned/ewe exposed		1.32
Lambs sold per ewe		1.13
Lamb dth loss (died/born)		16.5
Ewe death loss percentage		6.5
Ewes per FTE		850.8
Average weaning weight		42
Lbs weaned/exposed female		56
Feed cost per ewe		116.32
Avg wgt/Mkt Lambs sold		129
Avg price / cwt.		109.84