



**2010 ANNUAL FARM BUSINESS MANAGEMENT PROGRAM REPORT**  
**Southwest, South Central and Southeast Minnesota**

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## *Participating Instructors*

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### **Minnesota West Community & Technical College**

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Jackson	Chad Benda	507/847-7982
	Mike Dierks	507/847-7937
Lakefield	Chad Benda	507/662-6271
Marshall	Troy Otto	507/929-2627
	Dennis Schroeder	507/929-2626
Mt. Lake	Chad Benda	507/847-7982
St. James	Justin Williamson	507/728-8400
Truman	Kent Janssen	507/776-2974
Tyler	Paul Bartz/Denis Parsley	507/247-5911
Welcome	Bob Roesler	507/728-8400
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Worthington	Mike Dierks	507/372-3427

### **Riverland Community College**

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Austin	David Marr	507/438-7076
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Cannon Falls	John Hobert	507/259-6263
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### **South Central College**

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	Mark Wehe	507/332-5836
	Doug Wertish	507/332-5837
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	Tina Stadtherr	507/389-7391
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New Ulm	Rich Baumann	507/354-7836
Nicollet	Robin Schwieger	507/232-3916
Sleepy Eye	Wayne Schoper	507/794-4241
Waldorf	Todd Stencil	507/521-1232

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A total of 1,226 farm business records were submitted to the Analysis Center prior to the date that averages were processed. On the basis of accuracy and completeness, 1,226 of these were included in this report. This report contains whole farm financial summaries and enterprise data for the major crop and livestock enterprises produced in southwest, south central and southeast Minnesota. Additional data and a downloadable PDF file can be accessed at the MnSCU Farm Business Management website at [www.mgt.org](http://www.mgt.org), or <http://www.fbm.mnscu.edu/>.

## **INTRODUCTION**

Farm Business Management Education Programs have been a part of the Agriculture Education program in Minnesota since 1952. From the early cooperative efforts of the State Department of Education and the Department of Agriculture Education at the University of Minnesota, the program has expanded to serve over 5,000 farm families annually in six farm management regions. Programs are now administered and managed by the Minnesota State Colleges and Universities System through the Technical Colleges.

The purpose of farm management education is to help farm families achieve their farm business and family goals. This is done through improved management, organization and efficiency of their farm operations. This purpose has not changed over the years.

To accomplish these purposes, programs have been organized to conform to the following guidelines:

1. Farm families enroll in specific management courses.
2. Each course has specific goals and objectives.
3. Courses are offered in sequence and farm operators are expected to enroll in the first of the sequence of courses.
4. There is a continuity to each course. Each leads to the next course in the sequence.
5. Instruction occurs both in the classroom and at the farm with the farm family.

Programs organize their courses around the same central theme:

- Level 1 - Introduction to Farm System Management
- Level 2 - Farm System Analysis and Evaluation
- Level 3 - Interpreting and Modifying Farm System Management Plans
- Level 4 - Farm System Trends and Projections
- Level 5 - Integrating Current Information into Farm System Plans
- Level 6 - Examining the Context of Farm System Management Plans

Like most educational programs, students benefit from the instruction in relation to how much effort they put into study and application. Some farm operators have benefited more and some less, depending on how seriously they studied the results of their annual business analysis and the kinds of decisions they have made as a result of their analysis.

Farm Business Management education programs became course/credit based in 1992. Each individual enrollee completes a needs assessment with the instructor, after which the student enrolls in coursework to meet these needs. A typical farm business management student registers for 10 semester credits per year. The purpose of this effort is to more adequately address the needs of the individual farmer, making enrollment even more beneficial.

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## 2010 - The Year at a Glance

<u>Items for Comparison</u>	<u>Regional Average</u>	<u>State Average</u>	<u>Local Average</u>	<u>Your Farm</u>	<u>Your Goal</u>
<u>Pages 9 &amp; 10:</u>	1226 Farms	2336 Farms			
Gross Cash Farm Income	\$708,501	\$654,983	_____	_____	_____
Total Cash Operating Expense	\$584,669	\$533,116	_____	_____	_____
Net Cash Farm Income	\$123,831	\$121,867	_____	_____	_____
Net Farm Income	\$183,808	\$187,881	_____	_____	_____
<u>Pages 13 &amp; 14:</u>					
Rate of Return on Farm Assets - Cost	11.5%	12.2%	_____	_____	_____
Rate of Return on Farm Equity - Cost	17.4%	18.6%	_____	_____	_____
<u>Page 15 (Cost Basis):</u>					
Total Assets - Year End	\$1,786,154	\$1,687,597	_____	_____	_____
Total Liabilities - Year End	\$778,521	\$726,868	_____	_____	_____
Net Worth - Year End	\$1,007,633	\$960,728	_____	_____	_____
Change in Net Worth	\$152,469	\$155,675	_____	_____	_____
<u>Page 20:</u>					
Current Ratio - Year End	2.04	2.08	_____	_____	_____
Working Capital	\$284,667	\$273,046	_____	_____	_____
Working Capital as a percent Gross Income	36.0	36.8	_____	_____	_____
Debt to Asset Ratio - Year End	45%	45%	_____	_____	_____
Operating Profit Margin	25.4%	26.6%	_____	_____	_____
Earning before interest, taxes, depreciation and amortization (EBITDA)	\$261,759	\$259,184	_____	_____	_____
Term Debt Coverage Ratio	2.78	2.93	_____	_____	_____
Asset Turnover Rate (Cost)	45.5%	46.1%	_____	_____	_____
<u>Page 21:</u>					
Average Age of the Farmer	48.9	47.5	_____	_____	_____
Average Years Farming	25.8	24.0	_____	_____	_____
<u>Pages 22 &amp; 23:</u>					
Total Family Living Expense	\$84,378	\$78,783	_____	_____	_____
Total Non-Farm Income	\$31,302	\$27,972	_____	_____	_____

**Financial Summary**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Debt To Asset Ratio)**

	<u>Avg. Of All Farms</u>	<u>Less than 20%</u>	<u>20%-40%</u>	<u>40%-60%</u>	<u>60%-80%</u>	<u>Over 80%</u>
Number of farms	1226	134	361	430	226	75
<b>Income Statement</b>						
Gross cash farm income	708,501	453,242	673,536	779,596	703,286	940,955
Total cash farm expense	584,669	361,009	518,162	647,598	620,369	836,028
Net cash farm income	123,831	92,233	155,374	131,998	82,917	104,927
Inventory change	102,349	87,636	111,860	114,204	92,659	44,086
Depreciation	-42,973	-34,960	-47,343	-46,761	-39,251	-25,755
Net farm income from operations	183,207	144,909	219,891	199,440	136,326	123,258
Gain or loss on capital sales	601	56	381	927	831	68
Average net farm income	183,808	144,965	220,272	200,367	137,156	123,326
Median net farm income	122,774	112,861	151,921	133,765	88,058	67,302
<b>Profitability (cost)</b>						
Rate of return on assets	11.5 %	9.1 %	12.3 %	11.8 %	10.8 %	11.5 %
Rate of return on equity	17.4 %	9.7 %	15.4 %	19.5 %	27.3 %	93.0 %
Operating profit margin	25.4 %	24.2 %	28.1 %	26.1 %	21.6 %	20.0 %
Asset turnover rate	45.5 %	37.7 %	43.6 %	45.3 %	50.1 %	57.6 %
<b>Profitability (market)</b>						
Rate of return on assets	8.5 %	6.9 %	8.6 %	8.5 %	8.9 %	10.8 %
Rate of return on equity	12.5 %	8.0 %	11.2 %	13.1 %	19.0 %	64.9 %
Operating profit margin	25.6 %	27.2 %	28.6 %	25.0 %	22.4 %	22.2 %
Asset turnover rate	33.3 %	25.3 %	30.1 %	33.9 %	39.7 %	48.8 %
<b>Liquidity &amp; Repayment (end of year)</b>						
Current assets	558,335	438,598	600,764	609,243	496,902	461,286
Current liabilities	273,668	62,144	187,254	339,104	377,974	378,055
Current ratio	2.04	7.06	3.21	1.80	1.31	1.22
Working capital	284,667	376,455	413,510	270,139	118,928	83,231
Working capital to gross inc	36.0 %	70.2 %	53.7 %	31.2 %	15.4 %	8.6 %
Term debt coverage ratio	2.78	8.88	4.08	2.37	1.87	1.86
Replacement coverage ratio	2.27	3.47	2.86	2.07	1.72	1.76
<b>Solvency (end of year at cost)</b>						
Number of farms	1,226	134	361	430	226	75
Total farm assets	1,585,325	1,266,685	1,686,574	1,766,590	1,396,422	1,197,251
Total farm liabilities	736,264	135,804	494,188	922,673	1,016,416	1,061,343
Total assets	1,786,154	1,592,831	1,925,369	1,947,131	1,535,923	1,292,565
Total liabilities	778,521	144,227	533,035	967,677	1,074,588	1,116,751
Net worth	1,007,633	1,448,605	1,392,334	979,454	461,335	175,814
Net worth change	152,469	130,599	183,263	166,930	103,407	108,254
Farm debt to asset ratio	46 %	11 %	29 %	52 %	73 %	89 %
Total debt to asset ratio	44 %	9 %	28 %	50 %	70 %	86 %
<b>Solvency (end of year at market)</b>						
Number of farms	1,226	134	361	430	226	75
Total farm assets	2,148,198	1,873,900	2,411,699	2,344,432	1,757,357	1,422,628
Total farm liabilities	977,181	331,294	775,974	1,185,708	1,203,939	1,220,782
Total assets	2,389,265	2,267,721	2,702,254	2,561,120	1,921,019	1,525,582
Total liabilities	1,029,081	354,147	826,547	1,238,024	1,272,614	1,278,035
Net worth	1,360,184	1,913,574	1,875,706	1,323,095	648,405	247,546
Net worth change	156,172	145,824	192,243	158,587	110,863	123,725
Farm debt to asset ratio	45 %	18 %	32 %	51 %	69 %	86 %
Total debt to asset ratio	43 %	16 %	31 %	48 %	66 %	84 %
<b>Nonfarm Information</b>						
Net nonfarm income	31,302	35,390	36,016	29,619	27,404	22,709
Farms reporting living expenses	396	51	121	147	58	19
Total family living expense	56,965	49,304	56,336	60,744	60,853	40,424
Total living, invest, cap. purch	84,378	82,935	86,997	87,428	83,796	49,761
<b>Crop Acres</b>						
Total acres owned	226	261	282	236	149	65
Total crop acres	693	453	725	777	674	546
Total crop acres owned	197	197	240	219	132	65
Total crop acres cash rented	475	243	457	533	531	463
Total crop acres share rented	21	13	28	24	11	18

**Financial Summary**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Gross Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Less than 50,000</u>	<u>50,001 - 100,000</u>	<u>100,001 - 250,000</u>	<u>250,001 - 500,000</u>	<u>500,001 - 1,000,000</u>	<u>Over 1,000,000</u>
Number of farms	1226	26	53	198	363	357	229
<b>Income Statement</b>							
Gross cash farm income	708,501	32,422	79,296	179,235	364,413	711,035	1,929,983
Total cash farm expense	584,669	32,460	65,039	139,155	292,707	567,462	1,642,464
Net cash farm income	123,831	-39	14,256	40,080	71,706	143,573	287,519
Inventory change	102,349	8,236	7,228	28,812	65,348	119,147	231,096
Depreciation	-42,973	-4,471	-6,546	-14,183	-26,295	-48,269	-98,850
Net farm income from operations	183,207	3,726	14,939	54,709	110,758	214,451	419,766
Gain or loss on capital sales	601	115	29	-75	694	481	1,413
Average net farm income	183,808	3,841	14,968	54,634	111,452	214,931	421,179
Median net farm income	122,774	5,071	16,071	47,472	101,187	200,802	359,676
<b>Profitability (cost)</b>							
Rate of return on assets	11.5 %	-0.2 %	3.8 %	8.8 %	10.5 %	11.7 %	12.5 %
Rate of return on equity	17.4 %	-8.2 %	2.6 %	12.0 %	16.0 %	17.0 %	19.6 %
Operating profit margin	25.4 %	-0.9 %	15.3 %	24.6 %	25.4 %	27.0 %	24.5 %
Asset turnover rate	45.5 %	19.8 %	25.2 %	35.7 %	41.5 %	43.5 %	50.8 %
<b>Profitability (market)</b>							
Rate of return on assets	8.5 %	2.4 %	5.1 %	7.1 %	7.7 %	8.7 %	9.1 %
Rate of return on equity	12.5 %	1.7 %	6.1 %	9.2 %	10.8 %	12.5 %	14.3 %
Operating profit margin	25.6 %	21.1 %	34.2 %	30.2 %	27.1 %	27.5 %	23.1 %
Asset turnover rate	33.3 %	11.4 %	15.0 %	23.6 %	28.4 %	31.7 %	39.5 %
<b>Liquidity &amp; Repayment (end of year)</b>							
Current assets	558,335	28,938	64,920	140,609	313,651	623,618	1,379,903
Current liabilities	273,668	15,923	28,817	64,092	150,938	291,467	707,605
Current ratio	2.04	1.82	2.25	2.19	2.08	2.14	1.95
Working capital	284,667	13,015	36,103	76,518	162,713	332,152	672,298
Working capital to gross inc	36.0 %	33.3 %	42.7 %	37.9 %	38.8 %	40.8 %	31.9 %
Term debt coverage ratio	2.78	2.01	1.64	2.03	2.45	2.87	3.02
Replacement coverage ratio	2.27	1.56	1.24	1.67	1.98	2.30	2.53
<b>Solvency (end of year at cost)</b>							
Number of farms	1,226	26	53	198	363	357	229
Total farm assets	1,585,325	200,232	337,647	557,214	992,409	1,808,497	3,512,229
Total farm liabilities	736,264	130,991	184,827	269,233	481,912	782,070	1,668,195
Total assets	1,786,154	380,990	496,010	725,765	1,195,811	2,019,191	3,733,617
Total liabilities	778,521	175,973	247,035	302,538	524,830	824,103	1,712,565
Net worth	1,007,633	205,018	248,975	423,227	670,981	1,195,088	2,021,052
Net worth change	152,469	26,018	23,175	48,509	96,786	170,357	347,017
Farm debt to asset ratio	46 %	65 %	55 %	48 %	49 %	43 %	47 %
Total debt to asset ratio	44 %	46 %	50 %	42 %	44 %	41 %	46 %
<b>Solvency (end of year at market)</b>							
Number of farms	1,226	26	53	198	363	357	229
Total farm assets	2,148,198	342,552	567,079	837,267	1,437,932	2,462,367	4,488,718
Total farm liabilities	977,181	156,013	236,964	350,651	636,535	1,065,679	2,185,456
Total assets	2,389,265	555,462	758,934	1,038,685	1,677,832	2,729,324	4,740,137
Total liabilities	1,029,081	206,637	306,446	389,858	688,278	1,119,897	2,241,044
Net worth	1,360,184	348,825	452,488	648,827	989,555	1,609,428	2,499,093
Net worth change	156,172	32,284	40,731	60,852	103,914	180,107	324,896
Farm debt to asset ratio	45 %	46 %	42 %	42 %	44 %	43 %	49 %
Total debt to asset ratio	43 %	37 %	40 %	38 %	41 %	41 %	47 %
<b>Nonfarm Information</b>							
Net nonfarm income	31,302	51,527	53,370	31,408	34,719	27,910	23,682
Farms reporting living expenses	396	6	21	71	124	118	56
Total family living expense	56,965	40,560	48,971	48,020	51,789	62,403	73,063
Total living, invest, cap. purch	84,378	56,875	57,152	69,390	73,468	93,435	121,613
<b>Crop Acres</b>							
Total acres owned	226	52	92	127	185	271	356
Total crop acres	693	44	110	220	448	821	1,500
Total crop acres owned	197	20	62	96	152	248	330
Total crop acres cash rented	475	24	47	110	272	552	1,141
Total crop acres share rented	21	-	1	15	24	21	30

**Financial Summary**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Age Of Operator)**

	<u>Avg. Of All Farms</u>	<u>Less Than 31</u>	<u>31 - 40</u>	<u>41 - 50</u>	<u>51 - 60</u>	<u>Over 60</u>
Number of farms	1226	99	184	351	376	216
<b>Income Statement</b>						
Gross cash farm income	708,501	296,165	533,268	750,960	807,599	805,258
Total cash farm expense	584,669	245,805	444,773	612,078	669,137	667,577
Net cash farm income	123,831	50,360	88,495	138,882	138,462	137,681
Inventory change	102,349	45,167	89,779	97,589	128,928	100,731
Depreciation	-42,973	-18,613	-35,896	-43,345	-50,937	-45,698
Net farm income from operations	183,207	76,914	142,378	193,126	216,452	192,714
Gain or loss on capital sales	601	-130	202	690	376	1,521
Average net farm income	183,808	76,784	142,581	193,816	216,828	194,235
Median net farm income	122,774	54,684	88,643	129,677	156,391	125,003
<b>Profitability (cost)</b>						
Rate of return on assets	11.5 %	11.3 %	12.1 %	11.8 %	11.7 %	10.6 %
Rate of return on equity	17.4 %	23.1 %	19.8 %	18.9 %	17.0 %	14.6 %
Operating profit margin	25.4 %	23.7 %	25.7 %	25.4 %	25.7 %	24.8 %
Asset turnover rate	45.5 %	47.8 %	47.2 %	46.6 %	45.3 %	42.7 %
<b>Profitability (market)</b>						
Rate of return on assets	8.5 %	10.9 %	10.7 %	8.8 %	8.1 %	7.4 %
Rate of return on equity	12.5 %	23.4 %	17.9 %	13.4 %	11.5 %	10.1 %
Operating profit margin	25.6 %	25.2 %	28.0 %	25.3 %	25.2 %	25.4 %
Asset turnover rate	33.3 %	43.3 %	38.4 %	34.8 %	32.3 %	29.3 %
<b>Liquidity &amp; Repayment (end of year)</b>						
Current assets	558,335	213,615	437,216	580,743	653,964	616,629
Current liabilities	273,668	127,155	220,252	303,091	306,869	280,717
Current ratio	2.04	1.68	1.99	1.92	2.13	2.20
Working capital	284,667	86,460	216,964	277,653	347,095	335,912
Working capital to gross inc	36.0 %	26.0 %	36.0 %	33.2 %	38.0 %	38.3 %
Term debt coverage ratio	2.78	2.26	2.75	2.57	2.95	2.94
Replacement coverage ratio	2.27	2.12	2.38	2.14	2.38	2.23
<b>Solvency (end of year at cost)</b>						
Number of farms	1,226	99	184	351	376	216
Total farm assets	1,585,325	685,981	1,181,395	1,636,896	1,858,823	1,781,719
Total farm liabilities	736,264	430,260	607,802	810,314	812,627	732,687
Total assets	1,786,154	771,946	1,340,302	1,813,565	2,087,972	2,060,869
Total liabilities	778,521	471,476	666,550	848,902	858,953	760,251
Net worth	1,007,633	300,470	673,752	964,663	1,229,019	1,300,618
Net worth change	152,469	69,278	119,322	150,965	181,011	171,596
Farm debt to asset ratio	46 %	63 %	51 %	50 %	44 %	41 %
Total debt to asset ratio	44 %	61 %	50 %	47 %	41 %	37 %
<b>Solvency (end of year at market)</b>						
Number of farms	1,226	99	184	351	376	216
Total farm assets	2,148,198	760,407	1,454,870	2,175,737	2,580,032	2,578,421
Total farm liabilities	977,181	485,643	751,467	1,048,439	1,107,429	1,052,220
Total assets	2,389,265	853,410	1,643,429	2,392,550	2,852,095	2,917,534
Total liabilities	1,029,081	529,689	817,612	1,094,615	1,163,952	1,096,840
Net worth	1,360,184	323,721	825,817	1,297,935	1,688,143	1,820,694
Net worth change	156,172	73,954	132,571	151,177	180,093	180,436
Farm debt to asset ratio	45 %	64 %	52 %	48 %	43 %	41 %
Total debt to asset ratio	43 %	62 %	50 %	46 %	41 %	38 %
<b>Nonfarm Information</b>						
Net nonfarm income	31,302	24,063	33,639	28,441	35,333	30,265
Farms reporting living expenses	396	29	48	114	134	71
Total family living expense	56,965	34,579	52,146	62,089	58,880	57,525
Total living, invest, cap. purch	84,378	54,679	78,659	86,231	92,307	82,437
<b>Crop Acres</b>						
Total acres owned	226	53	114	192	286	351
Total crop acres	693	310	560	720	813	731
Total crop acres owned	197	63	105	176	247	287
Total crop acres cash rented	475	238	438	524	538	423
Total crop acres share rented	21	9	17	20	28	21



**Financial Summary**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Farm Type)**

	<u>Avg. Of All Farms</u>	<u>Crop</u>	<u>Dairy</u>	<u>Hog</u>	<u>Beef</u>	<u>Crop and Dairy</u>	<u>Crop and Hog</u>	<u>Crop and Beef</u>	<u>Other</u>
Number of farms	1226	702	170	36	10	73	54	47	132
<b>Income Statement</b>									
Gross cash farm income	708,501	611,218	940,036	2,192,788	795,100	585,776	1,162,695	551,965	459,691
Total cash farm expense	584,669	479,776	839,158	2,088,355	726,236	491,853	930,814	465,961	350,267
Net cash farm income	123,831	131,442	100,879	104,434	68,864	93,923	231,880	86,004	109,424
Inventory change	102,349	114,818	76,959	229,202	130,894	60,755	144,150	99,997	40,583
Depreciation	-42,973	-42,537	-47,318	-47,880	-32,056	-39,403	-65,033	-33,736	-35,759
Net farm income from operations	183,207	203,723	130,520	285,755	167,702	115,275	310,997	152,265	114,248
Gain or loss on capital sales	601	829	386	-	-	757	358	1,071	-273
Average net farm income	183,808	204,552	130,906	285,755	167,702	116,032	311,354	153,336	113,975
Median net farm income	122,774	145,677	83,810	254,668	69,626	119,303	265,299	77,390	78,793
<b>Profitability (cost)</b>									
Rate of return on assets	11.5 %	12.6 %	7.7 %	14.4 %	11.4 %	7.5 %	12.7 %	12.2 %	10.5 %
Rate of return on equity	17.4 %	18.9 %	10.4 %	29.2 %	18.5 %	9.7 %	18.7 %	19.5 %	16.8 %
Operating profit margin	25.4 %	27.4 %	15.9 %	27.7 %	33.1 %	17.6 %	30.1 %	29.2 %	27.1 %
Asset turnover rate	45.5 %	46.2 %	48.6 %	52.0 %	34.5 %	42.4 %	42.4 %	41.7 %	38.7 %
<b>Profitability (market)</b>									
Rate of return on assets	8.5 %	8.9 %	6.5 %	10.6 %	11.7 %	4.8 %	10.0 %	8.2 %	9.3 %
Rate of return on equity	12.5 %	13.2 %	8.4 %	19.7 %	21.8 %	5.7 %	14.7 %	12.0 %	13.9 %
Operating profit margin	25.6 %	26.4 %	17.2 %	25.7 %	39.1 %	17.0 %	33.6 %	27.1 %	35.1 %
Asset turnover rate	33.3 %	33.7 %	38.1 %	41.3 %	30.0 %	28.4 %	29.8 %	30.4 %	26.5 %
<b>Liquidity &amp; Repayment (end of year)</b>									
Current assets	558,335	630,865	308,850	1,120,473	755,934	370,759	882,671	545,574	308,051
Current liabilities	273,668	290,280	165,628	720,064	520,076	182,030	387,437	281,665	187,261
Current ratio	2.04	2.17	1.86	1.56	1.45	2.04	2.28	1.94	1.65
Working capital	284,667	340,585	143,222	400,409	235,858	188,730	495,234	263,909	120,790
Working capital to gross inc	36.0 %	48.6 %	14.3 %	16.4 %	25.1 %	29.6 %	38.8 %	40.9 %	24.7 %
Term debt coverage ratio	2.78	3.24	1.90	3.19	3.59	1.89	3.09	3.12	1.79
Replacement coverage ratio	2.27	2.59	1.61	2.86	2.83	1.47	2.50	2.44	1.56
<b>Solvency (end of year at cost)</b>									
Number of farms	1,226	702	170	36	10	73	54	47	132
Total farm assets	1,585,325	1,618,626	1,591,605	2,209,855	1,475,928	1,361,675	2,443,540	1,285,179	1,125,212
Total farm liabilities	736,264	706,256	800,668	1,292,464	772,681	656,548	1,032,685	645,130	613,446
Total assets	1,786,154	1,848,189	1,687,913	2,378,090	1,557,355	1,519,261	2,686,174	1,439,797	1,351,311
Total liabilities	778,521	757,688	820,344	1,307,927	793,804	676,216	1,062,344	677,950	666,522
Net worth	1,007,633	1,090,501	867,570	1,070,163	763,550	843,045	1,623,830	761,848	684,789
Net worth change	152,469	176,762	86,313	263,216	127,076	75,470	253,500	139,577	86,663
Farm debt to asset ratio	46 %	44 %	50 %	58 %	52 %	48 %	42 %	50 %	55 %
Total debt to asset ratio	44 %	41 %	49 %	55 %	51 %	45 %	40 %	47 %	49 %
<b>Solvency (end of year at market)</b>									
Number of farms	1,226	702	170	36	10	73	54	47	132
Total farm assets	2,148,198	2,188,535	2,030,504	2,763,936	1,713,943	2,006,727	3,473,018	1,741,458	1,645,576
Total farm liabilities	977,181	971,447	947,810	1,587,885	965,536	890,890	1,464,137	833,989	782,213
Total assets	2,389,265	2,465,553	2,147,566	2,959,353	1,811,364	2,205,013	3,754,754	1,936,397	1,904,563
Total liabilities	1,029,081	1,032,674	981,128	1,607,663	989,340	917,035	1,506,192	873,848	842,610
Net worth	1,360,184	1,432,879	1,166,438	1,351,690	822,024	1,287,978	2,248,562	1,062,550	1,061,953
Net worth change	156,172	173,355	94,401	243,404	152,760	74,609	288,004	131,740	121,293
Farm debt to asset ratio	45 %	44 %	47 %	57 %	56 %	44 %	42 %	48 %	48 %
Total debt to asset ratio	43 %	42 %	46 %	54 %	55 %	42 %	40 %	45 %	44 %
<b>Nonfarm Information</b>									
Net nonfarm income	31,302	38,568	11,559	13,872	17,275	17,616	26,468	26,854	34,974
Farms reporting living expenses	396	259	28	11	3	21	18	15	40
Total family living expense	56,965	59,423	44,034	61,853	-	49,401	58,908	54,152	55,993
Total living, invest, cap. purch	84,378	91,118	46,832	91,419	-	55,852	103,681	87,789	77,183
<b>Crop Acres</b>									
Total acres owned	226	243	142	172	125	255	349	242	189
Total crop acres	693	869	330	449	447	503	941	584	357
Total crop acres owned	197	226	105	147	115	211	312	193	131
Total crop acres cash rented	475	612	224	301	317	291	618	364	210
Total crop acres share rented	21	31	1	1	15	1	11	26	16

## OVERVIEW OF FARM FINANCIAL STATEMENTS

### Farm Income Statement -- pages 9-12

This is a summary of income, expenses and the resulting profit or loss from operations. The Farm Income Statement is divided into two parts -- Income and Expenses. The income portion provides a detailed picture of cash farm income flowing into the business. The Expense portion of the statement is further divided into three sections providing cash expenses, inventory changes, and depreciation and other capital adjustments. Inventory changes, depreciation and other capital adjustments (shown in more detail on pages 12-13) are accrual adjustments to Net Cash Farm Income, which result in Net Farm Income -- a more accurate reflection of actual farm business profitability. Net Farm Income represents the return to the operator's and family's unpaid labor, management, and equity capital investment.

### Profitability and Liquidity Measures -- pages 13-14

These reports provide a number of measures of performance. Profitability measures the value the farm has produced for the resources contributed. Measures reported (net farm income, labor and management earnings, rate of return on assets, rate of return on equity, operating profit margin, and the asset turnover rate) are calculated with assets valued at both cost and market basis.

Liquidity measures the ability of a business to meet its financial obligations; including family living, taxes and debt payments. Measures reported (the amount available to service intermediate debt and the years required to turnover intermediate debt) are provided on both a cash and an accrual basis. Both measures are determined after providing for family living and taxes, and for servicing real estate debt.

### Balance Sheets -- pages 15-16

Two separate Balance Sheet reports are provided, one at cost basis and the other at market basis for assets. These balance sheets provide a categorical listing of all assets, liabilities, and equity.

Solvency measures are also provided on the Balance Sheets. The percentages shown represent the percent in debt for current assets, current & intermediate assets, long term assets, and the total assets of the business.

### Statement of Cash Flows -- page 17

This table reports all the sources from which cash was generated, where cash was used, and what remains at year-end. It starts with the Beginning Cash Balance and concludes with the Ending Cash Balance. Cash from Operating Activities represents inflows and outflows from ordinary farming and non-farm activities. The result is a net Cash from Operations. Cash from Investing Activities reports the cash inflows and outflows from the purchase and sale of farm and non-farm assets and investments. The result is a net Cash from Investing Activities. Cash from Financing Activities represents cash inflows from money borrowed and gifts received, and outflows for principal paid and gifts and dividends given. The result is a net Cash from Financing Activities. The Net Change in Cash Balance is the sum total of the cash position from each of the three activities.

### Crop Production and Marketing Summary -- page 18

This table contains three sections. The Acreage Summary reports the owned and rented acres in the farm business. The Average Price Received section reports the average prices received for crops sold -- actual sales only. The Average Yield per Acre section reports the average yields of the various crops produced. Results are shown only where there was a total of five or more in the group.

### Financial Standards Measures -- page 20

The Financial Standards Measures are the sixteen financial measures selected by the Farm Financial Standards Task Force of the American Bankers Association. These ratios are explained on page 20.

### Operator and Labor Information -- page 21

The Operator and Labor Analysis summarizes the results per operator and the labor utilized in the operation of the farm business, both paid and unpaid. It also provides a calculated value of farm production per hour of labor, and a net farm income per unpaid hour. These measures could be considered measures of labor efficiency.

### Household & Personal Expenses and Non-Farm Summary -- pages 22-23

The Household and Personal Expenses is a detailed summary of expenditures by farm households that maintained a record of their household spending. The Non-Farm Summary is a report of non-farm income, expenses and liabilities.

**Farm Income Statement**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
<b>Cash Farm Income</b>				
Beans, Green	40	-	127	-
Corn	237,400	80,465	164,870	555,486
Corn Silage	541	23	189	1,016
Corn, Seed	263	-	-	-
Hay, Alfalfa	1,818	1,229	2,667	2,020
Hay, Grass	164	67	75	126
Hay, Mixed	37	-	168	-
Oats	195	205	142	183
Peas, Processing	1,711	1,031	1,645	3,739
Peas, Field	127	-	56	305
Soybeans	126,171	43,234	88,522	280,717
Soybeans Seed	1,047	-	1,308	3,002
Straw	133	152	51	112
Sugar Beets	2,723	-	-	13,571
Sweet Corn, Processing	2,451	1,351	2,071	5,634
Wheat, Spring	833	430	773	1,247
Wheat, Winter	181	188	166	200
Rented Out	533	316	1,472	313
Corn, Waxy	295	-	1,143	-
Soybeans, Organic	243	515	129	413
Barley, Organic	74	14	170	180
Corn, Organic	744	785	478	1,360
Hay, Alfalfa, Organic	84	105	-	-
Wheat, Spring, Organic	97	118	-	343
Sweet Corn Silage	37	-	-	170
Peas, Direct	32	133	-	-
Beans, Green, Direct	22	109	-	-
Miscellaneous crop income	487	220	165	178
Beef Cow-Calf, Beef Calves	1,386	1,382	410	1,159
Beef Backgrounding	498	1,261	524	107
Beef Finishing	15,940	9,908	7,187	30,343
Beef Yearlings	1,524	1,298	226	2,181
Dairy, Milk	129,422	128,079	117,278	144,180
Dairy, Dairy Calves	1,504	1,301	1,342	1,336
Dairy Heifers (for sale)	320	148	171	281
Dairy Replacement Heifers	350	234	566	136
Dairy Finishing	6,160	3,734	7,955	7,625
Hogs, Farrow To Finish, Raised Ho	17,868	3,383	2,029	57,987
Hogs, Finish Feeder Pigs	34,850	68,101	17,793	63,701
Sheep, Market Lamb Prod, Mkt Lamb	272	150	72	36
Turkeys	1,673	6,679	747	942
Beef Finish Cull Cows	49	3	203	-
Hogs, Farrow to Weaning, Weaning	5,078	1,453	7,035	15,702
Hogs, Weaning to Finish	27,233	2,177	15,774	108,627
Dairy Feeder	852	830	496	912
Dairy Backgrounding	181	-	-	333
User Added Livestock, User Added	21	-	-	103
Cull breeding livestock	7,613	7,505	6,441	10,049
Misc. livestock income	1,901	2,440	1,363	3,559
CCC market loan gain	29	0	0	146
Direct, CCP & ACRE pymts	13,799	5,577	10,099	30,270
CRP payments	265	136	207	450
Livestock govt payments	368	321	323	415
Other government payments	3,900	1,937	3,757	8,681
Custom work income	19,163	11,110	19,107	45,512
Patronage dividends, cash	4,933	2,329	3,593	10,803
Insurance income	6,275	4,982	3,937	12,092
Sale of resale items	1,766	582	961	3,642
Contract livestock income	8,699	3,185	6,707	14,291
Other farm income	16,126	11,792	13,718	32,553
Gross Cash Farm Income	708,501	412,709	516,410	1,478,467

**Farm Income Statement (Continued)**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
<b>Cash Farm Expense</b>				
Seed	53,648	20,689	39,168	119,586
Fertilizer	59,460	21,675	41,889	134,412
Crop chemicals	18,236	7,826	13,240	38,664
Crop insurance	10,652	4,391	7,166	23,590
Drying expense	3,794	1,613	2,853	7,814
Storage	1,080	467	800	2,224
Packaging and supplies	134	109	20	161
Crop hauling and trucking	1,180	671	715	2,533
Crop marketing	1,504	829	712	2,875
Crop miscellaneous	2,912	1,847	3,069	6,019
Feeder livestock purchase	33,711	34,691	20,766	78,291
Purchased feed	81,565	84,975	52,900	150,087
Breeding fees	2,574	2,449	2,294	3,409
Veterinary	7,000	6,704	5,049	10,293
BST	1,408	1,264	1,268	1,967
Supplies	6,188	5,417	5,255	8,735
DHIA	587	628	589	447
Contract production exp.	6,012	4,453	3,555	10,466
Livestock building leases	74	-	-	367
Livestock leases	249	425	68	694
Livestock hauling and trucking	2,233	2,367	2,092	3,354
Livestock marketing	2,840	2,068	2,412	4,888
Bedding	2,384	2,761	2,404	2,313
Interest	35,559	27,815	29,893	61,788
CCC buyback	10,774	5,110	8,894	24,659
Fuel & oil	25,181	15,585	19,254	48,017
Repairs	30,740	20,502	26,243	52,197
Repair, machinery	5,464	4,671	4,553	9,081
Repair, livestock equip	993	1,218	824	1,507
Custom hire	14,150	10,575	12,820	22,027
Repair, buildings	1,307	996	823	2,075
Repair, irrigation equip	50	38	1	103
Hired labor	29,160	22,624	22,597	55,509
Land rent	81,158	29,142	51,763	199,074
Machinery leases	4,706	2,870	3,038	12,233
Building leases	8,013	9,565	3,773	16,376
Real estate taxes	6,222	3,721	5,299	11,642
Farm insurance	7,600	5,372	6,245	13,257
Utilities	9,807	7,722	8,316	16,259
Dues & professional fees	2,928	2,373	1,923	5,652
Purchase of resale items	1,624	448	1,801	3,389
Miscellaneous	9,810	8,433	8,426	15,529
Total cash expense	584,669	387,098	424,770	1,183,565
Net cash farm income	123,831	25,612	91,640	294,901
<b>Inventory Changes</b>				
Prepays and supplies	16,299	1,652	13,256	39,331
Accounts receivable	1,292	-402	-1,349	9,808
Hedging accounts	-8,550	-5,146	-6,084	-25,665
Other current assets	795	97	532	4,788
Crops and feed	77,326	7,456	49,487	223,158
Market livestock	9,714	3,572	7,126	29,751
Breeding livestock	609	-1,743	1,060	2,021
Other assets	2,413	79	-866	11,646
Accounts payable	2,473	-4,498	1,758	8,974
Accrued interest	-20	-787	-522	1,325
Total inventory change	102,349	281	64,399	305,137
Net operating profit	226,180	25,892	156,039	600,038
<b>Depreciation</b>				
Machinery and equipment	-28,699	-13,719	-22,208	-60,021
Titled vehicles	-2,764	-1,633	-2,338	-5,205
Buildings and improvements	-11,510	-9,289	-8,630	-22,817
Total depreciation	-42,973	-24,641	-33,177	-88,044
Net farm income from operations	183,207	1,251	122,862	511,995
Gain or loss on capital sales	601	2	607	1,637
Net farm income	183,808	1,253	123,469	513,631

**Inventory Changes**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
Net cash farm income	123,831	25,612	91,640	294,901
<b>Crops and Feed</b>				
Ending inventory	332,219	103,111	222,170	818,107
Beginning inventory	254,893	95,655	172,683	594,949
Inventory change	77,326	7,456	49,487	223,158
<b>Market Livestock</b>				
Ending inventory	49,450	41,117	29,777	116,579
Beginning inventory	39,737	37,545	22,651	86,828
Inventory change	9,714	3,572	7,126	29,751
<b>Accts Receivable</b>				
Ending inventory	22,293	11,660	14,628	48,421
Beginning inventory	21,002	12,062	15,977	38,613
Inventory change	1,292	-402	-1,349	9,808
<b>Prepaid Expenses and Supplies</b>				
Ending inventory	74,099	16,444	48,421	190,619
Beginning inventory	57,801	14,792	35,164	151,288
Inventory change	16,299	1,652	13,256	39,331
<b>Hedging Activities</b>				
Ending inventory	3,518	1,419	1,843	10,322
Withdrawals	4,076	-145	892	13,576
Beginning inventory	2,973	1,170	2,227	7,878
Deposits	13,171	5,250	6,592	41,684
Gain or loss	-8,550	-5,146	-6,084	-25,665
<b>Other Current Assets</b>				
Ending inventory	6,634	5,037	3,524	20,365
Beginning inventory	5,839	4,939	2,992	15,577
Inventory change	795	97	532	4,788
<b>Breeding Livestock</b>				
Ending inventory	78,384	81,331	71,207	81,185
Capital sales	1,344	510	1,019	1,658
Beginning inventory	75,385	76,858	69,244	78,873
Capital purchases	3,733	6,725	1,921	1,950
Depreciation, capital adjust	609	-1,743	1,060	2,021
<b>Other Capital Assets</b>				
Ending inventory	67,609	28,126	45,225	170,012
Capital sales	1,414	1,371	1,009	2,121
Beginning inventory	61,895	27,218	44,493	150,425
Capital purchases	4,715	2,200	2,606	10,062
Depreciation, capital adjust	2,413	79	-866	11,646
<b>Accounts Payable</b>				
Beginning inventory	20,380	19,803	14,319	36,121
Ending inventory	17,907	24,301	12,561	27,147
Inventory change	2,473	-4,498	1,758	8,974
<b>Accrued Interest</b>				
Beginning inventory	8,410	5,018	6,658	16,705
Ending inventory	8,428	5,803	7,176	15,382
Inventory change	-20	-787	-522	1,325
Total inventory change	102,349	281	64,399	305,137
Net operating profit	226,180	25,892	156,039	600,038

**Depreciation**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
Net operating profit	226,180	25,892	156,039	600,038
<b>Machinery and Equipment</b>				
Ending inventory	271,177	142,297	225,098	543,344
Capital sales	6,020	4,908	4,392	13,857
Beginning inventory	250,443	139,809	209,199	491,271
Capital purchases	55,453	21,115	42,500	125,951
Depreciation, capital adjust.	-28,699	-13,719	-22,208	-60,021
<b>Titled Vehicles</b>				
Ending inventory	20,491	12,322	16,809	37,615
Capital sales	303	417	462	250
Beginning inventory	18,766	11,588	15,543	33,758
Capital purchases	4,792	2,784	4,067	9,311
Depreciation, capital adjust.	-2,764	-1,633	-2,338	-5,205
<b>Buildings and Improvements</b>				
Ending inventory	193,768	143,827	162,899	364,238
Capital sales	494	598	316	1,060
Beginning inventory	183,425	141,869	153,971	337,156
Capital purchases	22,347	11,844	17,875	50,960
Depreciation, capital adjust.	-11,510	-9,289	-8,630	-22,817
Total depreciation, capital adj.	-42,973	-24,641	-33,177	-88,044
Net farm income from operations	183,207	1,251	122,862	511,995
Gain or loss on capital sales	601	2	607	1,637
Net farm income	183,808	1,253	123,469	513,631

**Profitability Measures**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
<b>Profitability (assets valued at cost)</b>				
Net farm income from operations	183,207	1,251	122,862	511,995
Rate of return on assets	11.5 %	0.3 %	9.5 %	15.9 %
Rate of return on equity	17.4 %	-9.8 %	13.8 %	23.7 %
Operating profit margin	25.4 %	0.7 %	22.8 %	32.7 %
Asset turnover rate	45.5 %	37.0 %	41.7 %	48.6 %
Farm interest expense	35,579	28,602	30,415	60,463
Value of operator lbr and mgmt.	47,539	27,742	41,484	81,504
Return on farm assets	171,246	2,111	111,793	490,953
Average farm assets	1,484,406	802,063	1,177,528	3,087,141
Return on farm equity	135,668	-26,491	81,378	430,490
Average farm equity	778,596	270,650	589,476	1,818,256
Value of farm production	674,884	296,510	490,877	1,500,580

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	1226	245	245	246
<b>Profitability (assets valued at market)</b>				
Net farm income from operations	184,631	29,825	132,199	470,014
Rate of return on assets	8.5 %	2.6 %	7.3 %	11.2 %
Rate of return on equity	12.5 %	0.4 %	10.1 %	17.2 %
Operating profit margin	25.6 %	10.3 %	24.7 %	29.9 %
Asset turnover rate	33.3 %	25.6 %	29.6 %	37.4 %
Farm interest expense	35,579	28,602	30,415	60,463
Value of operator lbr and mgmt.	47,539	27,742	41,484	81,504
Return on farm assets	172,670	30,685	121,130	448,972
Average farm assets	2,027,345	1,159,043	1,656,777	4,006,999
Return on farm equity	137,091	2,083	90,715	388,510
Average farm equity	1,099,841	521,977	895,392	2,259,189
Value of farm production	674,884	296,510	490,877	1,500,580

**Liquidity & Repayment Capacity Measures**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
<b>Liquidity</b>				
Current ratio	2.04	1.27	1.91	2.32
Working capital	284,667	42,732	176,582	789,952
Working capital to gross inc	36.0 %	10.3 %	31.2 %	45.6 %
Current assets	558,335	201,513	369,992	1,387,702
Current liabilities	273,668	158,780	193,411	597,751
Gross revenues (accrual)	791,785	416,623	566,344	1,732,347
<b>Repayment capacity</b>				
Net farm income from operations	183,207	1,251	122,862	511,995
Depreciation	42,973	24,641	33,177	88,044
Personal income	31,302	40,608	31,271	29,622
Family living/owner withdrawals	-58,597	-43,438	-53,824	-85,126
Payments on personal debt	-5,041	-5,844	-4,262	-7,154
Income taxes paid	-10,780	-5,082	-7,587	-23,528
Interest on term debt	27,546	22,511	24,890	45,246
Capital debt repayment capacity	210,610	34,647	146,527	559,099
Scheduled term debt payments	-75,891	-52,229	-66,481	-137,058
Capital debt repayment margin	134,719	-17,582	80,046	422,042
Cash replacement allowance	-17,037	-9,808	-12,529	-33,095
Replacement margin	117,682	-27,390	67,517	388,947
Term debt coverage ratio	2.78	0.66	2.20	4.08
Replacement coverage ratio	2.27	0.56	1.85	3.29



**Balance Sheet at Cost Values**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
<b>Assets</b>				
<b>Current Farm Assets</b>				
Cash and checking balance	18,606	10,559	17,545	34,464
Prepaid expenses & supplies	74,099	16,444	48,421	190,619
Growing crops	1,253	8	108	6,034
Accounts receivable	22,293	11,660	14,628	48,421
Hedging accounts	3,518	1,419	1,843	10,322
Crops held for sale or feed	322,934	102,730	216,646	785,434
Crops under government loan	60,800	12,547	37,609	181,499
Market livestock held for sale	49,450	41,117	29,777	116,579
Other current assets	5,381	5,028	3,416	14,332
Total current farm assets	558,335	201,513	369,992	1,387,702
<b>Intermediate Farm Assets</b>				
Breeding livestock	78,384	81,331	71,207	81,185
Machinery and equipment	271,177	142,297	225,098	543,344
Titled vehicles	20,491	12,322	16,809	37,615
Other intermediate assets	25,373	15,393	14,148	65,721
Total intermediate farm assets	395,426	251,344	327,262	727,864
<b>Long Term Farm Assets</b>				
Farm land	395,560	209,456	357,690	774,641
Buildings and improvements	193,768	143,827	162,899	364,238
Other long-term assets	42,236	12,733	31,077	104,291
Total long-term farm assets	631,564	366,016	551,666	1,243,171
Total Farm Assets	1,585,325	818,873	1,248,921	3,358,737
Total Nonfarm Assets	200,829	163,503	174,962	286,999
Total Assets	1,786,154	982,375	1,423,883	3,645,736
<b>Liabilities</b>				
<b>Current Farm Liabilities</b>				
Accrued interest	8,448	5,807	7,190	15,438
Accounts payable	17,907	24,301	12,561	27,147
Current notes	172,383	92,995	118,256	382,086
Government crop loans	22,860	4,735	13,592	68,319
Principal due on term debt	52,070	30,943	41,811	104,760
Total current farm liabilities	273,668	158,780	193,411	597,751
Total intermediate farm liabs	128,482	104,264	122,525	203,445
Total long term farm liabilities	334,114	286,486	298,106	531,513
Total farm liabilities	736,264	549,530	614,041	1,332,708
Total nonfarm liabilities	42,257	50,522	37,427	53,503
Total liabilities	778,521	600,053	651,469	1,386,211
Net worth (farm and nonfarm)	1,007,633	382,323	772,414	2,259,525
Net worth change	152,469	4,784	100,269	435,669
Percent net worth change	18 %	1 %	15 %	24 %
<b>Ratio Analysis</b>				
Current farm liabilities / assets	49 %	79 %	52 %	43 %
Intermediate farm liab. / assets	32 %	41 %	37 %	28 %
Long term farm liab. / assets	53 %	78 %	54 %	43 %
Total debt to asset ratio	44 %	61 %	46 %	38 %

**Balance Sheet at Market Values**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
<b>Assets</b>				
<b>Current Farm Assets</b>				
Cash and checking balance	18,606	10,559	17,545	34,464
Prepaid expenses & supplies	74,099	16,444	48,421	190,619
Growing crops	1,253	8	108	6,034
Accounts receivable	22,293	11,660	14,628	48,421
Hedging accounts	3,518	1,419	1,843	10,322
Crops held for sale or feed	322,934	102,730	216,646	785,434
Crops under government loan	60,800	12,547	37,609	181,499
Market livestock held for sale	49,450	41,117	29,777	116,579
Other current assets	5,381	5,028	3,416	14,332
<b>Total current farm assets</b>	<b>558,335</b>	<b>201,513</b>	<b>369,992</b>	<b>1,387,702</b>
<b>Intermediate Farm Assets</b>				
Breeding livestock	81,280	83,050	73,035	84,670
Machinery and equipment	413,282	214,824	333,010	828,651
Titled vehicles	27,868	18,373	23,464	51,504
Other intermediate assets	30,075	20,203	17,515	74,822
<b>Total intermediate farm assets</b>	<b>552,505</b>	<b>336,450</b>	<b>447,023</b>	<b>1,039,648</b>
<b>Long Term Farm Assets</b>				
Farm land	713,880	454,634	659,456	1,258,741
Buildings and improvements	276,936	187,344	232,059	511,745
Other long-term assets	46,543	14,965	36,148	113,420
<b>Total long-term farm assets</b>	<b>1,037,358</b>	<b>656,943</b>	<b>927,663</b>	<b>1,883,905</b>
<b>Total Farm Assets</b>	<b>2,148,198</b>	<b>1,194,906</b>	<b>1,744,678</b>	<b>4,311,256</b>
<b>Total Nonfarm Assets</b>	<b>241,066</b>	<b>202,483</b>	<b>215,406</b>	<b>333,859</b>
<b>Total Assets</b>	<b>2,389,265</b>	<b>1,397,389</b>	<b>1,960,084</b>	<b>4,645,115</b>
<b>Liabilities</b>				
<b>Current Farm Liabilities</b>				
Accrued interest	8,448	5,807	7,190	15,438
Accounts payable	17,907	24,301	12,561	27,147
Current notes	172,383	92,995	118,256	382,086
Government crop loans	22,860	4,735	13,592	68,319
Principal due on term debt	52,070	30,943	41,811	104,760
<b>Total current farm liabilities</b>	<b>273,668</b>	<b>158,780</b>	<b>193,411</b>	<b>597,751</b>
<b>Total intermediate farm liab</b>	<b>128,482</b>	<b>104,264</b>	<b>122,525</b>	<b>203,445</b>
<b>Total long term farm liabilities</b>	<b>334,114</b>	<b>286,486</b>	<b>298,106</b>	<b>531,513</b>
<b>Total farm liabilities</b>	<b>736,264</b>	<b>549,530</b>	<b>614,041</b>	<b>1,332,708</b>
<b>Total nonfarm liabilities</b>	<b>42,257</b>	<b>50,522</b>	<b>37,427</b>	<b>53,503</b>
<b>Total liab</b> excluding deferreds	<b>778,521</b>	<b>600,053</b>	<b>651,469</b>	<b>1,386,211</b>
<b>Total deferred liabilities</b>	<b>250,560</b>	<b>117,775</b>	<b>193,800</b>	<b>542,468</b>
<b>Total liabilities</b>	<b>1,029,081</b>	<b>717,827</b>	<b>845,268</b>	<b>1,928,679</b>
<b>Retained earnings</b>	<b>1,007,633</b>	<b>382,323</b>	<b>772,414</b>	<b>2,259,525</b>
<b>Market valuation equity</b>	<b>352,551</b>	<b>297,239</b>	<b>342,401</b>	<b>456,911</b>
<b>Net worth (farm and nonfarm)</b>	<b>1,360,184</b>	<b>679,562</b>	<b>1,114,816</b>	<b>2,716,436</b>
<b>Net worth excluding deferreds</b>	<b>1,610,744</b>	<b>797,336</b>	<b>1,308,615</b>	<b>3,258,904</b>
<b>Net worth change</b>	<b>156,172</b>	<b>35,091</b>	<b>110,986</b>	<b>398,560</b>
<b>Percent net worth change</b>	<b>13 %</b>	<b>5 %</b>	<b>11 %</b>	<b>17 %</b>
<b>Ratio Analysis</b>				
Current farm liabilities / assets	49 %	79 %	52 %	43 %
Intermediate farm liab. / assets	23 %	31 %	27 %	20 %
Long term farm liab. / assets	32 %	44 %	32 %	28 %
Total debt to asset ratio	43 %	51 %	43 %	42 %
Debt to assets excl deferreds	33 %	43 %	33 %	30 %

**Statement Of Cash Flows**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
Beginning cash (farm & nonfarm)	31,200	21,974	24,487	53,860
<b>Cash Provided By Operating Activities</b>				
Gross cash farm income	708,501	412,709	516,410	1,478,467
Total cash farm expense	-584,669	-387,098	-424,770	-1,183,565
Net cash from hedging transactions	-9,095	-5,395	-5,700	-28,108
Cash provided by operating	114,736	20,217	85,940	266,793
<b>Cash Provided By Investing Activities</b>				
Sale of breeding livestock	1,328	573	962	1,658
Sale of machinery & equipment	6,432	4,878	4,700	15,244
Sale of titled vehicles	302	382	454	250
Sale of farm land	1,413	2,855	135	817
Sale of farm buildings	671	598	721	1,079
Sale of other farm assets	1,425	1,373	968	2,352
Sale of nonfarm assets	4,127	2,447	2,856	10,194
Purchase of breeding livestock	-3,733	-6,725	-1,921	-1,950
Purchase of machinery & equip.	-55,453	-21,115	-42,500	-125,951
Purchase of titled vehicles	-4,792	-2,784	-4,067	-9,311
Purchase of farm land	-31,825	-11,200	-27,917	-69,110
Purchase of farm buildings	-22,347	-11,844	-17,875	-50,960
Purchase of other farm assets	-4,715	-2,200	-2,606	-10,062
Purchase of nonfarm assets	-15,555	-5,104	-16,506	-31,116
Cash provided by investing	-122,722	-47,866	-102,597	-266,866
<b>Cash Provided By Financing Activities</b>				
Money borrowed	380,458	224,512	290,515	778,512
Principal payments	-340,400	-201,642	-248,462	-708,391
Personal income	31,302	40,608	31,271	29,622
Family living/owner withdrawals	-58,597	-43,438	-53,824	-85,126
Income and social security tax	-10,780	-5,082	-7,587	-23,528
Capital contributions	1,337	3,587	405	1,620
Capital distributions	-1,862	-147	-237	-6,739
Dividends paid	-39	-	-1	-
Cash gifts and inheritances	4,180	3,617	5,360	5,876
Gifts given	-572	-229	-356	-1,374
Other cash flows	-	-	-	-
Cash provided by financing	5,027	21,785	17,085	-9,528
Net change in cash balance	-2,959	-5,864	428	-9,601
Ending cash (farm & nonfarm)	28,241	16,111	24,915	44,259

**Crop Production and Marketing Summary**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
<b>Acreage Summary</b>				
Total acres owned	226	137	206	389
Total crop acres	693	264	520	1,514
Crop acres owned	197	97	179	371
Crop acres cash rented	475	159	320	1,115
Crop acres share rented	21	8	22	29
Total pasture acres	3	3	3	2
Percent crop acres owned	28 %	37 %	34 %	24 %
<b>Average Price Received (Cash Sales Only)</b>				
Corn per bushel	3.76	3.85	3.76	3.78
Soybeans per bushel	9.75	9.88	9.62	9.81
Hay, Alfalfa per ton	107.40	93.43	100.68	110.04
Wheat, Spring per bushel	6.03	5.75	6.06	5.99
Peas, Processing per lb	0.120	0.108	0.132	0.122
Sweet Corn, Processing per ton	66.42	61.29	49.09	72.14
Oats per bushel	2.22	2.32	2.07	2.08
Straw per ton	59.39	29.20	-	-
Hay, Grass per ton	50.86	-	74.40	-
Corn Silage per ton	27.56	-	-	-
Rented Out per \$	5.49	-	-	1.78
Wheat, Winter per bushel	4.82	-	-	-
Corn, Organic per bushel	5.85	6.62	-	-
Stover per ton	56.79	-	-	94.23
CRP per \$	1.00	-	-	-
Soybeans, Organic per bushel	17.32	16.06	-	-
Soybeans Seed per bushel	11.06	-	-	-
Sugar Beets per ton	43.00	-	-	43.00
Peas, Field per lb	0.113	-	-	-
Haylage, Alfalfa per ton	59.24	-	-	-
Hay, Alfalfa, Organic per ton	121.16	-	-	-
Oats, Organic per bushel	3.95	-	-	-
<b>Average Yield Per Acre</b>				
Corn (bushel)	189.98	182.30	184.79	194.38
Soybeans (bushel)	51.73	49.74	50.37	52.87
Hay, Alfalfa (ton)	5.67	5.74	5.35	5.71
Corn Silage (ton)	24.71	24.40	24.27	25.63
CRP (\$)	109.90	123.09	99.08	108.96
Wheat, Spring (bushel)	46.41	45.63	39.66	48.10
Sweet Corn, Processing (ton)	6.85	8.10	6.29	6.76
Peas, Processing (lb)	3,501.37	3,035.26	3,181.47	3,680.71
Oats (bushel)	90.72	68.17	83.43	-
Hay, Grass (ton)	2.71	2.36	-	1.99
Soybeans Seed (bushel)	48.60	41.80	52.61	49.13
Corn, Organic (bushel)	131.58	112.69	-	148.60
Rented Out (\$)	210.00	210.86	241.54	165.32
Oatlage (ton)	5.27	-	-	-
Hay, Mixed (ton)	4.25	-	-	4.50
Soybeans, Organic (bushel)	31.33	27.07	-	-
Pasture (aum)	3.26	-	-	-
Sugar Beets (ton)	26.36	-	-	26.36
Wheat, Winter (bushel)	58.00	56.10	-	-
Hay, Alfalfa, Organic (ton)	4.91	-	-	-
Pasture, Organic (aum)	6.65	5.66	-	-
Haylage, Alfalfa (ton)	12.30	-	-	-
Barley, Organic (bushel)	59.95	-	-	-
Oats, Organic (bushel)	64.77	-	-	-
Hay, Mixed Alfalfa/Grass (ton)	4.41	-	-	-
Corn Silage, Organic (ton)	19.41	-	-	-
Barley Silage (ton)	7.16	-	-	-
Sorghum Silage, Organic (ton)	11.60	-	-	-
Hay, Grass, Organic (ton)	4.14	-	-	-
Corn, Ear (ton)	10.60	-	-	-
Hay, Small Grain (ton)	3.94	-	-	-
Soybeans, Food (bushel)	43.72	-	-	-

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## Financial Guideline Measures

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

### Liquidity

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

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

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

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

### Solvency

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

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

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

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

### Profitability

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

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

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

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

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

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

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

### Repayment Capacity

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

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

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

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

**Financial Standards Measures**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
<b>Liquidity</b>				
Current ratio	2.04	1.27	1.91	2.32
Working capital	284,667	42,732	176,582	789,952
Working capital to gross inc	36.0%	10.3%	31.2%	45.6%
<b>Solvency</b>				
Farm debt to asset ratio	45%	55%	46%	43%
Farm equity to asset ratio	55%	45%	54%	57%
Farm debt to equity ratio	0.83	1.23	0.85	0.76
<b>Profitability (cost)</b>				
Rate of return on farm assets	11.5%	0.3%	9.5%	15.9%
Rate of return on farm equity	17.4%	-9.8%	13.8%	23.7%
Operating profit margin	25.4%	0.7%	22.8%	32.7%
Net farm income	183,808	1,253	123,469	513,631
EBIDTA	261,759	54,494	186,454	660,501
<b>Repayment Capacity</b>				
Capital debt repayment capacity	210,610	34,647	146,527	559,099
Capital debt repayment margin	134,719	-17,582	80,046	422,042
Replacement margin	117,682	-27,390	67,517	388,947
Term debt coverage ratio	2.78	0.66	2.2	4.08
Replacement coverage ratio	2.27	0.56	1.85	3.29
<b>Efficiency</b>				
Asset turnover rate (cost)	45.5%	37.0%	41.7%	48.6%
Operating expense ratio	66.9%	86.9%	67.1%	61.9%
Depreciation expense ratio	5.4%	5.9%	5.9%	5.1%
Interest expense ratio	4.5%	6.7%	5.3%	3.6%
Net farm income ratio	23.2%	0.3%	21.8%	29.6%

**Term Debt Coverage Ratio:** The term debt coverage ratio measures that ability of the business to cover all term debt payments. A number less than 1.00 percent indicates that the business, plus non-farm income, is not generating sufficient cash to meet all of the debt payments, after family living expenses and taxes have been paid. A number greater than 100 indicates the business is generating sufficient cash to pay all term debt obligations with some surplus margin remaining.

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

**Efficiency**

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

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

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

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

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

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

**Operator and Labor Information**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
<b>Operator Information</b>				
Average number of operators	1.2	1.1	1.1	1.4
Average age of operators	48.9	46.4	48.7	50.4
Average number of years farming	25.8	22.1	26.0	28.6
<b>Results Per Operator</b>				
Working capital	238,415	38,603	155,509	570,212
Total assets (market)	2,001,065	1,262,344	1,726,170	3,352,988
Total liabilities	861,879	648,456	744,395	1,392,180
Net worth (market)	1,139,186	613,888	981,775	1,960,808
Net worth excl deferred liabs	1,349,036	720,281	1,152,447	2,352,378
Gross farm income	663,138	376,360	498,758	1,250,462
Total farm expense	509,698	375,230	390,558	880,888
Net farm income from operations	153,440	1,131	108,200	369,574
Net nonfarm income	26,216	36,683	27,539	21,382
Family living & tax withdrawals	58,105	43,831	54,082	78,429
Total acres owned	189.2	123.8	181.5	280.6
Total crop acres	580.5	238.4	458.1	1,093.2
Crop acres owned	165.4	87.9	157.4	267.8
Crop acres cash rented	397.4	143.6	281.6	804.6
Crop acres share rented	17.7	6.9	19.1	20.8
Total pasture acres	2.4	2.9	2.2	1.4
<b>Labor Analysis</b>				
Number of farms	1226	245	245	246
Total unpaid labor hours	2,390	1,798	2,341	3,145
Total hired labor hours	2,307	1,845	2,636	3,535
Total labor hours per farm	4,698	3,643	4,978	6,680
Unpaid hours per operator	2,002	1,624	2,062	2,270
Value of farm production / hour	143.66	81.39	98.62	224.63
Net farm income / unpaid hour	76.65	0.70	52.48	162.79
Average hourly hired labor wage	13.68	13.52	8.97	16.42
<b>Partnerships &amp; LLCs</b>				
Number of farms	140	14	24	55
Number of operators	2.0	1.6	1.9	2.2
Owner withdrawals per farm	91,858	-	48,197	160,778
Withdrawals per operator	46,445	-	24,099	69,526
<b>Corporations</b>				
Number of farms	64	11	12	18
Number of operators	1.8	1.9	1.2	1.8

**Household and Personal Expenses**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Net Farm Income)**

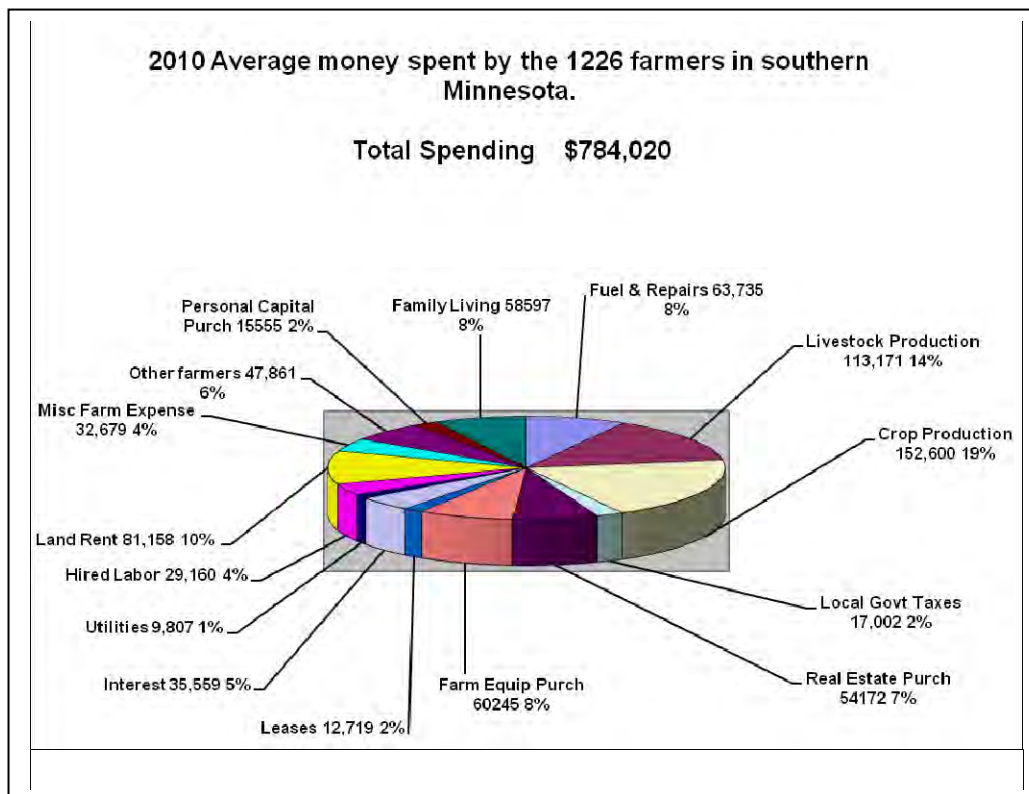
	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	396	79	80	82
Average family size	3.1	2.8	3.3	3.2
<b>Family Living Expenses</b>				
Food and meals expense	7,211	6,283	7,632	7,899
Medical care	4,761	3,316	4,317	5,958
Health insurance	4,190	2,811	3,046	6,395
Cash donations	2,199	1,411	2,330	2,600
Household supplies	4,963	3,133	5,794	6,572
Clothing	2,103	1,241	2,701	2,585
Personal care	3,478	2,316	3,110	4,832
Child / Dependent care	403	626	306	412
Alimony and child support	417	428	321	443
Gifts	3,010	2,774	3,165	4,163
Education	2,134	1,131	2,406	3,114
Recreation	4,365	3,336	4,050	6,264
Utilities (household share)	2,507	2,776	2,443	2,381
Personal vehicle operating exp	3,599	3,849	3,130	4,155
Household real estate taxes	303	323	468	325
Dwelling rent	215	274	58	235
Household repairs	1,913	1,407	2,316	2,422
Personal interest	1,643	2,690	1,228	1,632
Disability / Long term care ins	420	253	393	639
Life insurance payments	3,003	2,647	3,074	3,684
Personal property insurance	277	332	172	288
Miscellaneous	3,555	3,933	3,637	4,828
Total cash family living expense	56,669	47,291	56,099	71,827
Family living from the farm	296	227	345	355
Total family living	56,965	47,517	56,444	72,182
<b>Other Nonfarm Expenditures</b>				
Income taxes	14,017	5,668	10,879	29,501
Furnishing & appliance purchases	588	270	650	660
Nonfarm vehicle purchases	3,148	1,931	1,360	5,079
Nonfarm real estate purchases	5,848	927	5,298	12,492
Other nonfarm capital purchases	949	864	528	1,561
Nonfarm savings & investments	3,158	-362	1,861	6,430
Total other nonfarm expenditures	27,709	9,298	20,575	55,724
Total cash family living investment & nonfarm capital purch	84,378	56,589	76,674	127,551



**Nonfarm Summary**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined 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	1226	245	245	246
<b>Nonfarm Income</b>				
Personal wages & salary	20,389	29,360	19,600	15,218
Net nonfarm business income	2,447	1,525	1,991	3,688
Personal rental income	1,870	3,251	919	2,426
Personal interest income	370	450	308	358
Personal cash dividends	231	52	216	635
Tax refunds	1,479	2,097	1,373	1,382
Other nonfarm income	4,517	3,873	6,864	5,914
Total nonfarm income	31,302	40,608	31,271	29,622
Gifts and inheritances	4,180	3,617	5,360	5,876
<b>Nonfarm Assets (market)</b>				
Checking & savings	9,635	5,552	7,370	9,796
Stocks & bonds	12,369	9,730	9,510	25,489
Other current assets	7,903	1,170	5,467	8,431
Furniture & appliances	12,290	10,576	12,761	13,607
Nonfarm vehicles	14,945	12,064	14,664	17,169
Cash value of life ins.	15,301	9,616	12,897	25,055
Retirement accounts	52,633	43,285	49,222	74,841
Other intermediate assets	7,335	4,465	10,178	9,307
Nonfarm real estate	90,302	93,159	80,697	111,068
Personal bus. investment	1,949	2,166	925	1,074
Other long term assets	16,405	10,701	11,715	38,024
Total nonfarm assets	241,066	202,483	215,406	333,859
<b>Nonfarm Liabilities</b>				
Accrued interest	158	172	107	183
Accounts payable	3,184	888	2,120	8,417
Current notes	1,399	1,701	1,390	619
Princ due on term debt	2,914	3,111	2,360	4,618
Total current liabilities	7,656	5,871	5,977	13,837
Intermediate liabilities	6,045	6,945	5,887	7,386
Long term liabilities	28,555	37,707	25,563	32,280
Total nonfarm liabilities	42,257	50,522	37,427	53,503
Nonfarm net worth	198,810	151,961	177,978	280,356
Nonfarm debt to asset ratio	18 %	25 %	17 %	16 %

**MONEY SPENT BY THE AVERAGE SOUTHWEST, SOUTH CENTRAL and SOUTHEAST  
MINNESOTA FARM OPERATOR – 2010**



**EXPLANATION OF INDIVIDUAL CROP ENTERPRISE ANALYSES**

The individual crop enterprise analysis tables show acres, yield, value per unit (at harvest time), and gross return for each crop raised. Crops raised on owned and rented land are analyzed separately. This allows the farm business operator to evaluate the costs and returns for each individual crop.

Costs for seed, fertilizer, chemicals, fuel, repairs, custom hire, utilities, etc. are assigned to each crop by the farm operator and are termed *Direct Costs*. Other costs not directly assigned by the operator are called *Overhead Costs* and are allocated by formula. All costs are actual costs; no opportunity costs are included.

Be aware of two differences between the Owned Land and Cash Rented Land tables. On cash rented land, the land cost is identified and included in the Direct Cost section. In the case of owned land, the land cost is actually divided and reported on two different lines in the Overhead Cost section representing land ownership costs -- real estate taxes and interest on long term debt.

In addition to the average for each crop, farms are classified into low 20% and high 20% on the basis of returns to overhead costs. This classification is done separately for each table where there are at least five farms in the category.

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Corn on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	899	193	186	172
Number of farms	690	138	138	138
Acres	120.39	83.42	121.03	135.42
Yield per acre (bu.)	191.44	177.50	191.61	201.76
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	4.69	4.06	4.59	5.22
Other product return per acre	0.32	0.39	0.03	0.11
Total product return per acre	897.24	720.64	878.80	1,052.75
Hedging gains/losses per acre	-2.26	-1.80	-3.47	0.20
Crop insurance per acre	3.60	5.45	2.76	2.70
Other crop income per acre	2.06	0.36	2.18	3.16
Gross return per acre	900.63	724.66	880.26	1,058.82
<b>Direct Expenses</b>				
Seed	97.26	98.50	100.10	96.10
Fertilizer	117.67	127.63	118.28	103.79
Crop chemicals	25.06	27.53	23.65	25.64
Crop insurance	15.12	15.56	15.04	14.88
Drying expense	6.73	7.49	6.56	7.70
Storage	1.52	2.31	1.60	1.26
Fuel & oil	28.35	30.56	27.78	28.23
Repairs	33.29	45.24	33.29	31.01
Repair, machinery	8.91	5.63	11.91	8.52
Custom hire	10.55	17.28	9.30	6.18
Repair, buildings	1.39	0.93	0.77	1.21
Hired labor	1.67	2.35	1.96	0.80
Machinery leases	1.40	2.31	1.24	0.46
Utilities	1.14	1.73	1.49	0.75
Hauling and trucking	2.74	2.94	1.80	3.40
Marketing	1.88	3.14	1.64	1.97
Operating interest	10.58	14.49	13.02	8.61
Miscellaneous	2.09	2.24	2.38	1.42
Total direct expenses per acre	367.36	407.87	371.81	341.93
Return over direct exp per acre	533.27	316.79	508.45	716.88
<b>Overhead Expenses</b>				
Custom hire	0.41	-	0.52	0.95
Hired labor	11.14	8.46	9.68	9.10
Machinery leases	1.42	1.32	1.08	1.49
Building leases	1.45	1.46	1.75	1.36
RE & pers. property taxes	24.80	25.22	24.31	25.72
Farm insurance	7.79	10.41	7.76	7.18
Utilities	5.29	5.71	4.64	6.74
Dues & professional fees	2.88	3.11	2.65	3.01
Interest	69.26	66.07	66.67	72.80
Mach & bldg depreciation	59.01	68.15	56.60	63.88
Miscellaneous	9.43	10.47	8.65	9.25
Total overhead expenses per acre	192.86	200.38	184.29	201.49
Total dir & ovhd expenses per acre	560.22	608.25	556.10	543.43
Net return per acre	340.42	116.41	324.16	515.39
Government payments	20.45	20.53	20.25	20.66
Net return with govt pmts	360.86	136.95	344.41	536.04
Labor & management charge	54.81	58.35	53.91	57.78
Net return over lbr & mgt	306.06	78.60	290.50	478.27
<b>Cost of Production</b>				
Total direct expense per bu.	1.92	2.30	1.94	1.69
Total dir & ovhd exp per bu.	2.93	3.43	2.90	2.69
Less govt & other income	2.80	3.29	2.79	2.56
With labor & management	3.09	3.61	3.07	2.85
Net value per unit	4.67	4.05	4.57	5.22
Machinery cost per acre	139.73	171.44	138.17	138.52
Est. labor hours per acre	3.12	3.25	3.09	3.11

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Corn on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	1488	320	313	287
Number of farms	830	166	166	166
Acres	182.42	169.94	174.33	152.95
Yield per acre (bu.)	189.65	178.87	191.48	198.69
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	4.66	4.27	4.65	5.17
Other product return per acre	0.12	-	0.13	0.55
Total product return per acre	884.24	763.63	891.17	1,027.41
Hedging gains/losses per acre	-5.87	-12.76	-2.79	0.19
Crop insurance per acre	2.18	6.67	0.69	1.64
Other crop income per acre	1.59	2.64	1.20	2.28
Gross return per acre	882.14	760.19	890.27	1,031.52
<b>Direct Expenses</b>				
Seed	98.27	98.17	99.72	94.53
Fertilizer	121.00	143.71	127.14	104.57
Crop chemicals	24.00	25.01	23.46	24.56
Crop insurance	16.13	17.63	16.26	15.05
Drying expense	6.50	7.22	6.02	6.45
Storage	1.98	3.13	2.28	1.37
Fuel & oil	27.88	29.02	27.65	27.73
Repairs	33.97	39.86	30.94	33.68
Repair, machinery	5.93	5.17	6.57	5.66
Custom hire	9.66	14.11	9.27	5.84
Repair, buildings	1.04	0.59	0.72	1.08
Hired labor	3.15	6.31	2.29	0.69
Land rent	169.06	176.60	168.93	153.34
Machinery leases	3.31	4.61	4.39	1.74
Utilities	1.22	1.17	1.09	0.85
Hauling and trucking	2.14	1.56	2.18	2.28
Marketing	1.96	2.61	1.91	1.48
Operating interest	12.32	16.71	12.40	7.94
Miscellaneous	1.89	2.06	1.55	1.47
Total direct expenses per acre	541.43	595.24	544.78	490.32
Return over direct exp per acre	340.71	164.95	345.49	541.20
<b>Overhead Expenses</b>				
Hired labor	9.43	5.14	7.21	12.85
Machinery leases	3.66	3.49	3.85	1.19
Building leases	1.81	2.12	1.83	1.31
Farm insurance	6.69	7.02	6.50	6.22
Utilities	4.46	4.22	4.83	5.62
Dues & professional fees	2.64	3.30	2.83	2.12
Interest	8.00	8.31	8.24	7.87
Mach & bldg depreciation	46.93	43.53	42.48	56.33
Miscellaneous	8.23	8.56	7.02	9.52
Total overhead expenses per acre	91.85	85.70	84.79	103.03
Total dir & ovhd expenses per acre	633.28	680.94	629.57	593.35
Net return per acre	248.86	79.25	260.70	438.17
Government payments	20.33	19.83	20.97	20.62
Net return with govt prmts	269.19	99.08	281.67	458.79
Labor & management charge	49.96	51.66	52.36	48.21
Net return over lbr & mgt	219.23	47.41	229.31	410.58
<b>Cost of Production</b>				
Total direct expense per bu.	2.85	3.33	2.85	2.47
Total dir & ovhd exp per bu.	3.34	3.81	3.29	2.99
Less govt & other income	3.24	3.72	3.18	2.86
With labor & management	3.51	4.00	3.46	3.10
Net value per unit	4.63	4.20	4.64	5.17
Machinery cost per acre	132.10	141.91	126.79	130.17
Est. labor hours per acre	2.80	2.91	2.77	2.93

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Soybeans on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	712	145	134	150
Number of farms	573	114	114	115
Acres	105.62	86.25	124.98	104.78
Yield per acre (bu.)	52.60	45.47	53.13	56.83
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	10.78	9.97	10.48	11.95
Total product return per acre	567.02	453.16	556.85	679.29
Hedging gains/losses per acre	-1.38	-2.15	-2.70	-1.06
Crop insurance per acre	6.16	8.77	7.16	4.34
Other crop income per acre	0.66	-	1.97	0.50
Gross return per acre	572.46	459.79	563.27	683.08
<b>Direct Expenses</b>				
Seed	48.32	51.11	48.64	46.87
Fertilizer	11.34	10.72	9.66	8.99
Crop chemicals	26.23	27.16	25.07	26.31
Crop insurance	15.64	15.96	15.58	15.27
Storage	0.66	0.48	0.91	0.83
Fuel & oil	18.20	17.64	18.21	17.96
Repairs	22.63	27.33	23.29	20.43
Repair, machinery	5.20	4.28	5.76	3.74
Custom hire	7.40	12.00	8.07	2.83
Repair, buildings	1.01	1.13	1.11	1.04
Hired labor	1.46	3.84	0.99	0.73
Machinery leases	0.86	1.66	0.63	0.91
Utilities	0.77	1.46	0.46	1.07
Hauling and trucking	1.09	0.86	1.00	1.70
Marketing	1.35	1.19	1.45	1.57
Operating interest	6.49	9.04	6.66	4.74
Miscellaneous	1.94	1.55	1.97	1.99
Total direct expenses per acre	170.61	187.41	169.46	156.96
Return over direct exp per acre	401.85	272.38	393.81	526.12
<b>Overhead Expenses</b>				
Hired labor	6.23	3.82	7.45	6.53
Machinery leases	0.89	1.05	0.64	0.89
Building leases	0.94	0.73	0.62	1.03
RE & pers. property taxes	23.91	23.86	24.81	23.96
Farm insurance	5.33	6.37	5.64	4.81
Utilities	3.38	2.76	3.13	2.96
Dues & professional fees	2.21	3.96	2.03	1.78
Interest	61.08	63.65	57.50	55.26
Mach & bldg depreciation	37.60	31.01	34.54	42.06
Miscellaneous	7.03	8.65	7.49	5.32
Total overhead expenses per acre	148.60	145.85	143.85	144.59
Total dir & ovhd expenses per acre	319.21	333.26	313.31	301.56
Net return per acre	253.25	126.53	249.97	381.52
Government payments	19.77	18.80	19.94	19.55
Net return with govt prmts	273.02	145.33	269.91	401.08
Labor & management charge	37.55	38.33	33.70	38.08
Net return over lbr & mgt	235.47	107.00	236.21	363.00
<b>Cost of Production</b>				
Total direct expense per bu.	3.24	4.12	3.19	2.76
Total dir & ovhd exp per bu.	6.07	7.33	5.90	5.31
Less govt & other income	5.59	6.77	5.40	4.90
With labor & management	6.30	7.61	6.03	5.57
Net value per unit	10.75	9.92	10.43	11.94
Machinery cost per acre	91.44	94.81	89.32	85.18
Est. labor hours per acre	2.04	2.13	1.98	1.96

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Soybeans on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	1259	235	240	237
Number of farms	754	150	151	151
Acres	163.59	173.53	185.89	137.77
Yield per acre (bu.)	51.48	46.57	52.03	55.55
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	10.80	9.94	10.74	12.02
Total product return per acre	555.90	462.83	558.72	667.61
Hedging gains/losses per acre	-1.88	-1.03	-3.16	-1.01
Crop insurance per acre	7.04	8.95	4.86	7.62
Other crop income per acre	0.50	0.20	0.63	0.50
Gross return per acre	561.56	470.95	561.04	674.73
<b>Direct Expenses</b>				
Seed	48.70	50.31	48.59	47.42
Fertilizer	8.22	12.62	6.51	7.08
Crop chemicals	25.23	25.28	24.70	23.77
Crop insurance	16.39	16.42	18.13	14.74
Storage	0.73	0.37	0.71	0.48
Fuel & oil	17.93	18.49	17.45	16.61
Repairs	21.93	22.54	22.02	18.36
Repair, machinery	4.36	7.09	4.50	4.58
Custom hire	6.49	10.30	6.17	3.18
Repair, buildings	0.63	0.81	0.54	0.73
Hired labor	2.38	3.56	2.42	1.01
Land rent	168.61	184.87	165.82	151.58
Machinery leases	2.42	1.84	1.47	3.09
Utilities	0.83	1.03	0.55	0.57
Hauling and trucking	1.19	0.82	0.85	1.64
Marketing	1.35	1.05	1.72	1.22
Operating interest	7.76	9.72	8.56	5.63
Miscellaneous	1.76	1.64	1.50	1.93
Total direct expenses per acre	336.91	368.76	332.21	303.61
Return over direct exp per acre	224.65	102.18	228.84	371.12
<b>Overhead Expenses</b>				
Custom hire	0.19	0.01	0.04	0.79
Hired labor	5.61	4.08	5.72	6.80
Machinery leases	2.79	1.75	6.00	1.38
Building leases	1.11	1.12	1.87	0.49
Farm insurance	4.56	4.49	4.60	3.74
Utilities	2.82	2.49	3.10	2.96
Dues & professional fees	1.73	1.43	1.70	1.44
Interest	5.14	6.31	4.89	4.70
Mach & bldg depreciation	30.99	29.94	28.44	35.44
Miscellaneous	5.65	6.57	6.34	4.76
Total overhead expenses per acre	60.59	58.19	62.69	62.50
Total dir & ovhd expenses per acre	397.50	426.96	394.90	366.11
Net return per acre	164.06	43.99	166.15	308.62
Government payments	19.49	19.11	19.57	19.53
Net return with govt pmts	183.55	63.10	185.72	328.15
Labor & management charge	33.98	32.57	34.53	31.84
Net return over lbr & mgt	149.57	30.53	151.19	296.31
<b>Cost of Production</b>				
Total direct expense per bu.	6.54	7.92	6.38	5.47
Total dir & ovhd exp per bu.	7.72	9.17	7.59	6.59
Less govt & other income	7.23	8.58	7.17	6.11
With labor & management	7.89	9.28	7.83	6.68
Net value per unit	10.76	9.92	10.68	12.00
Machinery cost per acre	87.65	93.43	87.91	82.37
Est. labor hours per acre	1.84	1.79	1.74	1.87

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Sweet Corn, Processing on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	26	5	5	6
Number of farms	26	5	5	6
Acres	67.04	46.70	134.59	52.32
Yield per acre (ton)	6.63	6.57	6.35	8.06
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	69.32	68.57	65.41	75.24
Total product return per acre	459.27	450.79	415.20	606.31
Crop insurance per acre	2.38	-	1.61	9.76
Other crop income per acre	7.49	-	-	41.57
Gross return per acre	469.14	450.79	416.82	657.64
<b>Direct Expenses</b>				
Fertilizer	83.67	128.81	90.24	73.77
Crop chemicals	32.73	37.02	37.76	28.57
Crop insurance	4.55	3.04	3.48	8.07
Fuel & oil	21.06	30.37	10.53	25.17
Repairs	23.21	57.19	8.76	22.66
Repair, machinery	7.02	14.93	2.41	8.76
Custom hire	1.24	-	2.66	0.91
Repair, buildings	0.62	-	-	1.44
Hauling and trucking	1.19	-	-	0.86
Operating interest	6.70	14.56	5.12	3.80
Miscellaneous	1.38	-	1.27	0.95
Total direct expenses per acre	183.38	285.92	162.23	174.97
Return over direct exp per acre	285.76	164.87	254.59	482.68
<b>Overhead Expenses</b>				
Hired labor	10.80	10.65	3.08	26.03
Machinery leases	1.06	5.73	0.19	0.70
Building leases	0.15	0.75	0.08	-
RE & pers. property taxes	24.24	21.30	23.37	23.96
Farm insurance	6.28	11.58	5.01	4.16
Utilities	4.27	3.72	3.64	4.48
Dues & professional fees	2.49	7.11	0.51	0.22
Interest	40.31	44.37	39.33	26.94
Mach & bldg depreciation	35.65	37.52	19.58	39.38
Miscellaneous	7.02	11.34	4.15	5.02
Total overhead expenses per acre	132.28	154.07	98.94	130.88
Total dir & ovhd expenses per acre	315.65	440.00	261.17	305.85
Net return per acre	153.48	10.80	155.65	351.80
Government payments	-	-	-	-
Net return with govt pmts	153.48	10.80	155.65	351.80
Labor & management charge	67.13	63.39	94.31	42.16
Net return over lbr & mgt	86.35	-52.59	61.34	309.63
<b>Cost of Production</b>				
Total direct expense per ton	27.68	43.49	25.56	21.71
Total dir & ovhd exp per ton	47.64	66.93	41.15	37.95
Less govt & other income	46.15	66.93	40.89	31.58
With labor & management	56.28	76.57	55.75	36.81
Net value per unit	69.32	68.57	65.41	75.24
Machinery cost per acre	88.36	140.86	45.23	92.15
Est. labor hours per acre	2.85	2.83	2.86	2.98

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Sweet Corn, Processing on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	44	8	9	9
Number of farms	43	8	8	9
Acres	76.09	94.15	136.16	43.38
Yield per acre (ton)	6.55	6.20	6.64	8.24
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	69.47	67.82	70.95	75.83
Total product return per acre	454.74	420.57	471.32	625.07
Crop insurance per acre	12.47	2.79	1.56	-
Other crop income per acre	4.54	-	3.44	28.18
Gross return per acre	471.75	423.36	476.32	653.24
<b>Direct Expenses</b>				
Seed	15.72	25.44	10.28	-
Fertilizer	91.85	135.21	77.91	105.50
Crop chemicals	28.17	34.56	31.98	17.26
Crop insurance	5.84	11.65	2.82	9.89
Fuel & oil	24.76	30.30	28.56	24.98
Repairs	23.93	45.11	16.82	21.72
Repair, machinery	8.47	6.23	12.89	5.94
Custom hire	6.81	1.25	11.55	2.50
Repair, buildings	2.42	2.72	4.20	0.98
Hired labor	4.47	3.17	-	-
Land rent	175.36	194.60	178.96	146.32
Machinery leases	1.37	3.28	0.37	-
Utilities	0.46	-	0.94	0.22
Hauling and trucking	0.52	0.05	-	2.75
Operating interest	14.55	13.02	20.65	10.26
Miscellaneous	1.67	3.79	0.42	0.99
Total direct expenses per acre	406.37	510.36	398.35	349.31
Return over direct exp per acre	65.38	-87.00	77.97	303.93
<b>Overhead Expenses</b>				
Hired labor	6.09	7.10	2.83	19.21
Machinery leases	1.27	2.32	1.36	0.32
Building leases	0.79	0.52	0.89	1.41
Farm insurance	4.87	6.06	5.27	3.36
Utilities	3.73	6.87	3.59	2.84
Dues & professional fees	2.65	2.55	3.28	0.90
Interest	5.18	6.77	3.98	3.81
Mach & bldg depreciation	31.46	41.89	29.13	29.96
Miscellaneous	6.69	4.68	8.77	4.73
Total overhead expenses per acre	62.73	78.77	59.09	66.54
Total dir & ovhd expenses per acre	469.10	589.13	457.44	415.85
Net return per acre	2.65	-165.77	18.88	237.39
Government payments	-	-	-	-
Net return with govt pmts	2.65	-165.77	18.88	237.39
Labor & management charge	37.28	37.92	35.37	46.45
Net return over lbr & mgt	-34.63	-203.69	-16.49	190.93
<b>Cost of Production</b>				
Total direct expense per ton	62.08	82.30	59.96	42.38
Total dir & ovhd exp per ton	71.66	95.00	68.86	50.45
Less govt & other income	69.06	94.55	68.11	47.03
With labor & management	74.76	100.66	73.43	52.66
Net value per unit	69.47	67.82	70.95	75.83
Machinery cost per acre	99.19	131.15	102.25	82.42
Est. labor hours per acre	2.29	2.14	2.39	2.82



**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Peas, Processing on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	29	5	6	6
Number of farms	29	5	6	6
Acres	55.59	81.34	40.35	41.53
Yield per acre (lb.)	3,455.22	2,704.26	3,056.88	5,317.92
Operators share of yield %	100.00	100.00	100.00	100.00
Value per lb.	0.11	0.10	0.13	0.11
Total product return per acre	371.63	260.25	389.38	578.24
Crop insurance per acre	11.71	1.31	7.05	-
Gross return per acre	383.35	261.57	396.43	578.24
<b>Direct Expenses</b>				
Fertilizer	26.92	15.64	28.50	24.82
Crop chemicals	16.42	12.81	18.53	15.54
Crop insurance	5.03	7.16	5.79	5.01
Fuel & oil	13.81	13.79	13.69	13.01
Repairs	15.52	13.31	21.94	19.26
Repair, machinery	3.53	-	3.15	-
Custom hire	2.06	0.53	4.52	3.83
Hired labor	4.28	16.72	0.40	-
Machinery leases	2.10	3.82	-	-
Utilities	0.37	-	1.36	-
Marketing	0.37	-	-	2.40
Operating interest	4.54	7.72	3.29	5.23
Miscellaneous	4.85	5.27	0.38	6.45
Total direct expenses per acre	99.81	96.78	101.56	95.54
Return over direct exp per acre	283.54	164.79	294.87	482.70
<b>Overhead Expenses</b>				
Hired labor	6.90	3.59	4.32	7.49
Machinery leases	0.49	1.09	0.02	0.96
RE & pers. property taxes	23.26	16.82	23.01	29.84
Farm insurance	3.12	3.03	3.96	4.31
Utilities	2.54	3.37	2.51	3.55
Dues & professional fees	0.80	0.76	1.91	0.72
Interest	44.21	24.53	106.92	40.04
Mach & bldg depreciation	19.51	11.27	24.04	28.39
Miscellaneous	4.68	6.81	4.19	4.69
Total overhead expenses per acre	105.50	71.29	170.88	120.00
Total dir & ovhd expenses per acre	205.31	168.07	272.44	215.54
Net return per acre	178.04	93.49	123.99	362.70
Government payments	-	-	-	-
Net return with govt pmts	178.04	93.49	123.99	362.70
Labor & management charge	16.48	13.16	26.72	19.18
Net return over lbr & mgt	161.56	80.33	97.27	343.52
<b>Cost of Production</b>				
Total direct expense per lb.	0.03	0.04	0.03	0.02
Total dir & ovhd exp per lb.	0.06	0.06	0.09	0.04
Less govt & other income	0.06	0.06	0.09	0.04
With labor & management	0.06	0.07	0.10	0.04
Net value per unit	0.11	0.10	0.13	0.11
Machinery cost per acre	56.10	43.42	70.97	60.66
Est. labor hours per acre	1.33	1.37	1.30	1.47

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
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**(Farms Sorted By Return to Overhead)**

**Peas, Processing on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	42	8	9	9
Number of farms	42	8	9	9
Acres	57.72	48.65	70.07	62.06
Yield per acre (lb.)	3,520.48	2,562.00	3,082.46	4,776.66
Operators share of yield %	100.00	100.00	100.00	100.00
Value per lb.	0.13	0.12	0.12	0.15
Total product return per acre	443.71	306.62	361.59	699.04
Crop insurance per acre	40.96	1.47	22.74	131.45
Other crop income per acre	1.96	-	-	-
Gross return per acre	486.63	308.10	384.32	830.49
<b>Direct Expenses</b>				
Fertilizer	28.97	17.38	34.32	29.79
Crop chemicals	18.91	17.38	18.45	22.09
Crop insurance	4.98	2.84	9.83	2.76
Fuel & oil	10.82	11.15	11.41	7.68
Repairs	11.94	12.91	12.75	9.55
Repair, machinery	4.57	3.24	7.00	1.27
Custom hire	7.46	4.17	-	16.14
Repair, buildings	0.32	0.16	0.04	0.54
Hired labor	3.14	13.37	-	-
Land rent	176.49	188.63	157.30	176.72
Machinery leases	1.02	-	0.77	-
Utilities	0.69	-	0.34	2.07
Operating interest	5.19	4.08	4.67	3.91
Miscellaneous	6.27	22.58	2.88	1.37
Total direct expenses per acre	280.76	297.90	259.77	273.90
Return over direct exp per acre	205.87	10.20	124.55	556.59
<b>Overhead Expenses</b>				
Hired labor	3.17	2.76	4.49	2.18
Machinery leases	0.70	0.52	0.17	0.06
Farm insurance	2.62	2.45	3.78	1.49
Utilities	1.90	1.96	2.30	1.68
Dues & professional fees	1.54	0.78	3.32	0.42
Interest	3.30	2.56	5.31	1.02
Mach & bldg depreciation	15.69	17.85	17.62	9.00
Miscellaneous	4.59	3.57	5.68	1.91
Total overhead expenses per acre	33.51	32.44	42.67	17.75
Total dir & ovhd expenses per acre	314.27	330.35	302.44	291.65
Net return per acre	172.36	-22.25	81.89	538.84
Government payments	-	-	-	-
Net return with govt pmts	172.36	-22.25	81.89	538.84
Labor & management charge	17.77	16.15	18.79	13.83
Net return over lbr & mgt	154.59	-38.39	63.10	525.01
<b>Cost of Production</b>				
Total direct expense per lb.	0.08	0.12	0.08	0.06
Total dir & ovhd exp per lb.	0.09	0.13	0.10	0.06
Less govt & other income	0.08	0.13	0.09	0.03
With labor & management	0.08	0.13	0.10	0.04
Net value per unit	0.13	0.12	0.12	0.15
Machinery cost per acre	53.85	49.60	53.46	43.64
Est. labor hours per acre	1.21	1.07	1.70	0.84

**Crop Enterprise Analysis**  
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**Hay, Alfalfa on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	178	36	33	35
Number of farms	168	33	33	34
Acres	48.94	42.17	55.55	60.61
Yield per acre (ton)	5.60	4.29	5.36	7.27
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	117.99	104.75	115.66	128.08
Total product return per acre	660.23	449.87	619.96	930.57
Crop insurance per acre	1.04	0.61	-	-
Other crop income per acre	0.62	-	-	-
Gross return per acre	661.88	450.48	619.96	930.57
<b>Direct Expenses</b>				
Seed	0.55	-	1.68	0.58
Fertilizer	36.44	42.46	33.99	38.45
Crop chemicals	5.34	4.17	5.90	6.02
Crop insurance	1.73	1.89	1.08	1.37
Storage	0.66	0.53	1.14	0.73
Packaging and supplies	0.96	1.33	-	0.59
Fuel & oil	37.25	44.39	31.58	38.84
Repairs	46.84	42.80	52.84	38.28
Repair, machinery	9.66	11.72	6.67	19.60
Custom hire	51.45	66.00	58.34	42.24
Repair, buildings	0.86	0.64	0.61	2.19
Hired labor	3.14	14.00	0.67	0.99
Machinery leases	2.47	7.76	-	0.13
Utilities	0.91	0.80	0.39	0.16
Marketing	0.31	1.37	0.35	-
Operating interest	9.60	20.77	8.79	3.97
Miscellaneous	7.04	10.46	2.55	10.39
Total direct expenses per acre	215.22	271.08	206.60	204.54
Return over direct exp per acre	446.66	179.40	413.36	726.03
<b>Overhead Expenses</b>				
Custom hire	0.50	0.06	-	1.92
Hired labor	18.57	18.07	14.27	31.71
Machinery leases	1.76	1.64	0.76	4.09
Building leases	0.74	0.22	0.10	1.20
RE & pers. property taxes	19.42	20.51	19.38	21.96
Farm insurance	7.87	11.61	6.78	7.59
Utilities	5.92	5.10	5.87	7.46
Dues & professional fees	3.77	7.33	1.56	2.08
Interest	55.83	37.31	41.04	67.62
Mach & bldg depreciation	45.36	38.74	44.85	58.94
Miscellaneous	10.42	11.74	5.28	11.95
Total overhead expenses per acre	170.16	152.32	139.89	216.52
Total dir & ovhd expenses per acre	385.39	423.40	346.49	421.06
Net return per acre	276.50	27.08	273.47	509.51
Government payments	12.31	15.24	11.81	7.26
Net return with govt prmts	288.80	42.32	285.28	516.77
Labor & management charge	41.42	44.04	37.66	43.29
Net return over lbr & mgt	247.38	-1.72	247.61	473.48
<b>Cost of Production</b>				
Total direct expense per ton	38.46	63.12	38.54	28.15
Total dir & ovhd exp per ton	68.87	98.59	64.64	57.95
Less govt & other income	66.38	94.90	62.44	56.95
With labor & management	73.78	105.15	69.47	62.91
Net value per unit	117.99	104.75	115.66	128.08
Machinery cost per acre	197.63	216.81	196.77	205.71
Est. labor hours per acre	4.21	4.99	3.36	4.53

**Crop Enterprise Analysis**  
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**Hay, Alfalfa on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	223	45	42	43
Number of farms	191	38	38	39
Acres	60.59	47.24	72.14	67.28
Yield per acre (ton)	5.70	4.76	5.04	7.46
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	117.20	106.93	118.77	123.66
Total product return per acre	668.35	508.47	598.72	922.41
Crop insurance per acre	1.04	4.82	-	-
Other crop income per acre	1.80	0.08	1.33	-
Gross return per acre	671.19	513.37	600.05	922.41
<b>Direct Expenses</b>				
Seed	1.54	0.59	2.00	2.24
Fertilizer	35.86	41.66	25.10	33.28
Crop chemicals	4.42	4.75	4.25	4.08
Crop insurance	2.36	2.96	1.61	2.47
Storage	2.45	2.09	3.34	0.52
Packaging and supplies	0.92	3.89	0.65	0.63
Fuel & oil	38.64	40.38	31.12	50.61
Repairs	44.65	40.12	44.48	44.65
Repair, machinery	9.47	17.71	7.53	13.76
Custom hire	43.63	100.16	33.80	24.63
Repair, buildings	0.51	0.90	0.27	0.65
Hired labor	3.28	7.69	2.86	0.06
Land rent	142.11	174.47	146.21	132.79
Machinery leases	2.16	3.41	0.56	1.19
Utilities	0.52	0.39	0.83	0.30
Marketing	0.38	1.05	0.90	-
Operating interest	8.48	14.09	8.34	8.50
Miscellaneous	7.72	11.59	13.77	9.30
Total direct expenses per acre	349.10	467.89	327.61	329.66
Return over direct exp per acre	322.09	45.48	272.44	592.75
<b>Overhead Expenses</b>				
Custom hire	0.95	-	-	1.76
Hired labor	18.70	3.91	16.72	26.12
Machinery leases	2.72	1.02	4.12	0.85
Building leases	2.33	1.24	2.19	3.21
Farm insurance	6.11	8.50	5.13	6.06
Utilities	4.70	6.06	3.46	4.79
Dues & professional fees	2.06	3.11	2.10	2.26
Interest	9.12	9.04	8.83	11.39
Mach & bldg depreciation	39.54	31.62	35.53	49.27
Miscellaneous	8.55	9.82	9.25	4.31
Total overhead expenses per acre	94.79	74.30	87.32	110.00
Total dir & ovhd expenses per acre	443.89	542.19	414.93	439.66
Net return per acre	227.31	-28.82	185.11	482.75
Government payments	11.30	12.44	13.51	11.15
Net return with govt prmts	238.61	-16.38	198.62	493.90
Labor & management charge	33.35	48.32	21.32	32.02
Net return over lbr & mgt	205.25	-64.71	177.31	461.88
<b>Cost of Production</b>				
Total direct expense per ton	61.22	98.40	64.99	44.19
Total dir & ovhd exp per ton	77.84	114.03	82.31	58.94
Less govt & other income	75.36	110.38	79.37	57.45
With labor & management	81.21	120.54	83.59	61.74
Net value per unit	117.20	106.93	118.77	123.66
Machinery cost per acre	186.80	240.36	160.71	192.39
Est. labor hours per acre	3.72	3.83	3.52	3.55

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Establish Hay, Alfalfa on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	36	7	7	7
Number of farms	35	7	7	7
Acres	25.57	24.64	13.35	39.36
Yield per acre (ton)	3.54	1.93	2.27	5.41
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	104.03	89.44	111.78	116.72
Other product return per acre	0.43	-	-	-
Total product return per acre	368.71	172.22	253.91	631.16
Crop insurance per acre	1.16	6.17	-	-
Other crop income per acre	1.22	-	-	-
Gross return per acre	371.09	178.39	253.91	631.16
<b>Direct Expenses</b>				
Seed	97.47	104.21	59.84	104.98
Fertilizer	36.95	47.10	29.76	44.05
Crop chemicals	4.96	3.98	4.32	5.80
Crop insurance	1.78	3.18	3.14	-
Storage	0.17	-	1.67	-
Packaging and supplies	1.28	-	-	-
Fuel & oil	29.61	50.59	31.90	21.15
Repairs	36.74	38.50	60.74	22.52
Repair, machinery	17.27	19.32	6.62	32.92
Custom hire	48.77	68.57	40.23	17.61
Repair, buildings	1.06	0.23	0.74	3.14
Hired labor	6.04	25.53	0.23	0.39
Machinery leases	2.47	6.75	-	-
Utilities	0.59	0.16	0.76	0.35
Marketing	1.06	-	-	-
Operating interest	13.09	8.64	4.44	26.08
Miscellaneous	5.19	12.89	3.76	0.48
Total direct expenses per acre	304.50	389.66	248.15	279.48
Return over direct exp per acre	66.59	-211.28	5.76	351.68
<b>Overhead Expenses</b>				
Hired labor	14.52	3.53	20.67	27.68
Building leases	0.90	-	-	2.80
RE & pers. property taxes	16.57	20.64	15.65	16.54
Farm insurance	8.23	8.86	10.29	10.97
Utilities	5.59	6.14	7.45	5.71
Dues & professional fees	4.61	3.60	1.43	8.14
Interest	47.94	42.39	52.03	34.98
Mach & bldg depreciation	37.14	45.93	26.12	43.56
Miscellaneous	7.80	10.95	10.30	7.74
Total overhead expenses per acre	143.29	142.05	143.94	158.11
Total dir & ovhd expenses per acre	447.79	531.71	392.09	437.58
Net return per acre	-76.70	-353.32	-138.18	193.58
Government payments	11.65	13.43	14.81	3.13
Net return with govt pmts	-65.05	-339.89	-123.36	196.70
Labor & management charge	45.03	58.10	59.00	39.67
Net return over lbr & mgt	-110.07	-397.99	-182.37	157.03
<b>Cost of Production</b>				
Total direct expense per ton	86.02	202.36	109.25	51.68
Total dir & ovhd exp per ton	126.50	276.13	172.62	80.92
Less govt & other income	122.41	265.95	166.10	80.34
With labor & management	135.13	296.12	192.07	87.68
Net value per unit	104.03	89.44	111.78	116.72
Machinery cost per acre	177.75	240.73	165.55	147.56
Est. labor hours per acre	3.93	4.10	3.59	3.82

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Establish Hay, Alfalfa on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	40	8	7	7
Number of farms	38	7	7	7
Acres	31.89	29.13	16.44	32.21
Yield per acre (ton)	3.04	1.17	3.90	5.67
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	113.01	98.22	82.88	121.03
Total product return per acre	343.40	115.12	323.55	685.79
Crop insurance per acre	1.46	7.99	-	-
Other crop income per acre	2.29	-	-	-
Gross return per acre	347.15	123.12	323.55	685.79
<b>Direct Expenses</b>				
Seed	83.46	75.75	86.78	84.56
Fertilizer	45.37	53.97	27.34	63.19
Crop chemicals	7.24	3.69	0.93	23.36
Crop insurance	1.72	3.20	1.38	0.45
Storage	0.22	1.21	-	-
Packaging and supplies	0.73	-	5.21	-
Fuel & oil	48.64	35.00	35.48	47.60
Repairs	40.08	32.34	42.45	11.19
Repair, machinery	17.61	25.03	28.23	48.96
Custom hire	36.16	59.54	32.17	9.32
Repair, buildings	0.85	0.30	0.44	4.28
Hired labor	2.10	2.01	-	2.65
Land rent	141.68	163.02	148.60	146.79
Machinery leases	3.19	2.78	-	0.75
Utilities	0.82	0.41	-	0.17
Marketing	0.61	3.35	-	-
Operating interest	8.82	8.32	6.55	4.28
Miscellaneous	15.65	12.96	0.01	22.28
Total direct expenses per acre	454.96	482.88	415.56	469.82
Return over direct exp per acre	-107.81	-359.76	-92.01	215.97
<b>Overhead Expenses</b>				
Custom hire	2.36	-	-	13.36
Hired labor	24.44	2.08	20.74	47.74
Machinery leases	1.02	1.16	-	0.91
Building leases	0.71	-	0.80	2.43
Farm insurance	5.62	8.64	6.30	6.13
Utilities	4.86	6.90	6.68	3.67
Dues & professional fees	2.86	2.25	4.36	2.92
Interest	8.94	7.66	11.15	11.77
Mach & bldg depreciation	31.12	26.13	29.53	34.23
Miscellaneous	6.42	4.35	4.64	5.11
Total overhead expenses per acre	88.36	59.16	84.19	128.26
Total dir & ovhd expenses per acre	543.32	542.04	499.75	598.08
Net return per acre	-196.17	-418.92	-176.20	87.71
Government payments	15.00	11.51	15.43	11.04
Net return with govt prmts	-181.17	-407.41	-160.78	98.75
Labor & management charge	31.96	35.78	49.63	27.85
Net return over lbr & mgt	-213.13	-443.19	-210.41	70.90
<b>Cost of Production</b>				
Total direct expense per ton	149.72	411.97	106.46	82.91
Total dir & ovhd exp per ton	178.79	462.45	128.02	105.55
Less govt & other income	172.63	445.80	124.07	103.60
With labor & management	183.14	476.33	136.78	108.51
Net value per unit	113.01	98.22	82.88	121.03
Machinery cost per acre	185.08	187.37	174.86	172.44
Est. labor hours per acre	3.54	3.68	4.82	4.58

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Corn Silage on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	151	30	29	31
Number of farms	148	29	29	30
Acres	41.26	34.77	41.82	34.15
Yield per acre (ton)	24.88	21.42	25.04	28.07
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	36.31	33.17	36.39	38.92
Total product return per acre	903.53	710.53	911.06	1,092.43
Crop insurance per acre	0.43	0.49	-	0.60
Gross return per acre	903.96	711.02	911.06	1,093.02
<b>Direct Expenses</b>				
Seed	96.13	94.83	103.06	88.95
Fertilizer	79.05	105.18	74.98	59.88
Crop chemicals	29.59	25.82	32.93	28.46
Crop insurance	13.12	14.76	11.49	8.99
Storage	1.05	-	2.69	-
Irrigation energy	0.10	0.57	-	-
Packaging and supplies	1.38	-	-	-
Fuel & oil	37.52	44.42	32.13	33.65
Repairs	44.36	55.14	43.70	41.86
Repair, machinery	10.26	7.13	10.45	8.18
Custom hire	54.76	77.65	75.00	30.38
Repair, buildings	1.08	1.92	0.07	0.91
Repair, irrigation equip	0.29	1.71	-	-
Hired labor	1.74	2.61	0.01	0.48
Machinery leases	3.64	0.40	0.11	2.26
Utilities	0.89	1.01	0.20	0.25
Marketing	1.21	6.28	-	-
Operating interest	8.59	14.11	8.81	2.44
Miscellaneous	8.36	3.54	2.80	7.99
Total direct expenses per acre	393.11	457.08	398.44	314.68
Return over direct exp per acre	510.85	253.94	512.63	778.34
<b>Overhead Expenses</b>				
Custom hire	0.40	-	0.02	2.30
Hired labor	17.29	12.63	13.70	17.26
Machinery leases	1.18	0.59	0.94	3.69
Building leases	2.83	0.17	0.14	1.17
RE & pers. property taxes	19.15	18.68	19.71	19.22
Farm insurance	7.24	7.07	6.67	7.28
Utilities	6.59	7.94	7.36	5.67
Dues & professional fees	2.53	1.79	2.73	2.45
Interest	58.14	58.41	64.25	48.25
Mach & bldg depreciation	44.80	39.02	47.20	58.33
Miscellaneous	10.29	8.42	16.78	9.03
Total overhead expenses per acre	170.44	154.71	179.49	174.64
Total dir & ovhd expenses per acre	563.56	611.80	577.93	489.32
Net return per acre	340.40	99.23	333.13	603.70
Government payments	20.88	18.69	26.77	19.93
Net return with govt pmts	361.28	117.92	359.90	623.63
Labor & management charge	39.92	37.56	40.27	39.83
Net return over lbr & mgt	321.36	80.37	319.63	583.80
<b>Cost of Production</b>				
Total direct expense per ton	15.80	21.34	15.91	11.21
Total dir & ovhd exp per ton	22.65	28.56	23.08	17.43
Less govt & other income	21.79	27.67	22.01	16.70
With labor & management	23.39	29.42	23.62	18.12
Net value per unit	36.31	33.17	36.39	38.92
Machinery cost per acre	198.61	226.06	213.86	184.08
Est. labor hours per acre	4.20	4.03	4.57	3.66

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Corn Silage on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	150	30	32	30
Number of farms	145	29	29	29
Acres	57.64	34.58	69.50	75.30
Yield per acre (ton)	24.59	20.80	24.38	26.32
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	37.00	30.17	35.64	40.13
Total product return per acre	909.79	627.63	869.18	1,056.35
Crop insurance per acre	0.12	0.97	-	-
Gross return per acre	909.91	628.60	869.18	1,056.35
<b>Direct Expenses</b>				
Seed	97.91	94.14	100.01	94.64
Fertilizer	75.70	101.09	63.05	74.74
Crop chemicals	31.44	27.25	30.72	29.65
Crop insurance	11.26	13.65	13.42	8.48
Storage	3.16	-	1.23	1.87
Packaging and supplies	0.59	-	1.86	0.16
Fuel & oil	41.88	36.65	53.20	42.45
Repairs	39.70	36.80	32.76	50.64
Repair, machinery	13.10	8.80	19.39	10.19
Custom hire	52.53	64.08	32.86	21.54
Repair, buildings	0.60	0.75	0.61	0.05
Hired labor	4.26	6.42	-	0.88
Land rent	147.86	154.42	139.55	143.30
Machinery leases	3.44	3.76	-	1.75
Utilities	0.44	0.34	-	0.51
Marketing	0.43	2.53	0.50	-
Operating interest	10.11	13.46	12.35	8.05
Miscellaneous	8.91	3.78	15.11	1.48
Total direct expenses per acre	543.33	567.91	516.63	490.38
Return over direct exp per acre	366.57	60.70	352.55	565.97
<b>Overhead Expenses</b>				
Custom hire	1.48	0.22	1.09	-
Hired labor	21.68	10.94	30.53	28.67
Machinery leases	2.21	3.42	1.04	3.96
Building leases	2.84	0.52	3.11	3.54
Farm insurance	5.54	9.14	6.01	5.74
Utilities	3.75	5.76	3.81	3.18
Dues & professional fees	2.17	1.59	3.57	2.13
Interest	7.92	9.31	5.61	7.04
Mach & bldg depreciation	38.55	35.49	36.43	42.64
Miscellaneous	6.68	7.57	6.32	5.11
Total overhead expenses per acre	92.82	83.97	97.51	102.02
Total dir & ovhd expenses per acre	636.15	651.88	614.14	592.40
Net return per acre	273.75	-23.27	255.05	463.95
Government payments	19.74	19.67	18.77	17.80
Net return with govt pmts	293.49	-3.60	273.81	481.75
Labor & management charge	26.64	35.57	24.29	19.92
Net return over lbr & mgt	266.85	-39.17	249.53	461.82
<b>Cost of Production</b>				
Total direct expense per ton	22.10	27.30	21.19	18.63
Total dir & ovhd exp per ton	25.87	31.34	25.19	22.51
Less govt & other income	25.06	30.35	24.42	21.83
With labor & management	26.15	32.06	25.41	22.59
Net value per unit	37.00	30.17	35.64	40.13
Machinery cost per acre	197.51	195.66	178.61	178.58
Est. labor hours per acre	3.77	4.03	3.53	3.96



**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Wheat, Spring on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	35	6	8	7
Number of farms	34	6	7	7
Acres	29.15	27.67	24.89	35.84
Yield per acre (bu.)	46.57	43.97	39.02	51.13
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	6.30	5.82	6.10	7.87
Other product return per acre	12.95	-	-	33.88
Total product return per acre	306.38	255.94	237.95	436.47
Crop insurance per acre	9.00	-	16.07	23.84
Other crop income per acre	27.45	8.43	15.83	24.28
Gross return per acre	342.83	264.36	269.85	484.59
<b>Direct Expenses</b>				
Seed	23.09	22.29	22.70	20.66
Fertilizer	45.69	58.79	43.91	47.26
Crop chemicals	10.62	9.17	6.19	17.05
Crop insurance	8.73	4.58	6.05	12.06
Fuel & oil	17.32	18.56	14.98	18.19
Repairs	18.55	35.86	6.72	21.80
Repair, machinery	3.60	-	8.77	0.68
Custom hire	16.96	41.33	4.64	25.86
Repair, buildings	0.16	-	0.72	-
Hired labor	1.54	3.43	0.54	-
Machinery leases	0.30	1.83	-	-
Hauling and trucking	3.35	4.90	-	1.59
Marketing	1.23	0.67	4.51	0.09
Operating interest	5.05	4.63	6.73	5.50
Miscellaneous	1.55	4.61	-	-
Total direct expenses per acre	157.74	210.65	126.44	170.74
Return over direct exp per acre	185.09	53.71	143.41	313.85
<b>Overhead Expenses</b>				
Hired labor	5.51	3.65	3.59	12.20
Machinery leases	0.95	1.52	0.04	2.47
Building leases	0.86	4.94	0.05	0.03
RE & pers. property taxes	23.24	28.24	24.21	16.51
Farm insurance	4.68	7.86	2.31	3.48
Utilities	3.47	5.40	1.26	3.35
Dues & professional fees	0.74	0.28	0.51	0.30
Interest	54.38	42.29	63.00	66.73
Mach & bldg depreciation	25.66	28.81	28.46	13.77
Miscellaneous	10.53	7.60	2.60	3.27
Total overhead expenses per acre	130.02	130.59	126.03	122.11
Total dir & ovhd expenses per acre	287.76	341.24	252.47	292.86
Net return per acre	55.07	-76.88	17.38	191.74
Government payments	21.34	20.81	24.93	21.35
Net return with govt pmts	76.41	-56.07	42.32	213.08
Labor & management charge	30.70	43.45	25.73	25.55
Net return over lbr & mgt	45.71	-99.52	16.59	187.53
<b>Cost of Production</b>				
Total direct expense per bu.	3.39	4.79	3.24	3.34
Total dir & ovhd exp per bu.	6.18	7.76	6.47	5.73
Less govt & other income	4.66	7.10	5.01	3.71
With labor & management	5.32	8.08	5.67	4.21
Net value per unit	6.30	5.82	6.10	7.87
Machinery cost per acre	85.22	134.35	62.46	83.55
Est. labor hours per acre	1.95	2.37	1.46	2.35

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Wheat, Spring on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	48	10	9	11
Number of farms	46	9	9	10
Acres	32.21	48.53	29.73	23.15
Yield per acre (bu.)	44.72	32.44	46.08	57.51
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	5.97	5.59	5.60	7.29
Other product return per acre	3.98	-	19.62	-
Total product return per acre	270.85	181.41	277.88	419.42
Crop insurance per acre	10.58	32.08	-	-
Other crop income per acre	39.72	10.77	30.43	70.76
Gross return per acre	321.16	224.25	308.31	490.18
<b>Direct Expenses</b>				
Seed	22.70	20.29	17.00	28.24
Fertilizer	35.37	28.58	39.16	42.05
Crop chemicals	11.67	7.33	20.86	18.48
Crop insurance	9.22	16.77	7.99	5.56
Fuel & oil	15.91	14.40	16.65	16.23
Repairs	21.83	21.89	20.15	23.25
Repair, machinery	3.70	5.33	3.16	4.34
Custom hire	11.50	11.64	7.24	19.02
Repair, buildings	0.45	0.60	1.01	0.32
Hired labor	1.69	5.12	-	-
Land rent	139.44	144.66	127.31	119.16
Machinery leases	4.81	14.17	-	0.95
Hauling and trucking	2.29	2.96	0.95	1.40
Marketing	2.26	1.94	0.34	7.94
Operating interest	6.58	8.95	6.20	3.48
Miscellaneous	0.67	1.01	-	1.14
Total direct expenses per acre	290.11	305.64	268.02	291.57
Return over direct exp per acre	31.04	-81.39	40.30	198.61
<b>Overhead Expenses</b>				
Hired labor	7.53	3.32	5.31	12.97
Machinery leases	2.90	0.35	-	0.47
Building leases	0.90	0.34	0.64	0.77
Farm insurance	4.17	5.23	4.24	3.75
Utilities	3.31	2.55	4.21	2.41
Dues & professional fees	0.56	0.93	1.10	0.06
Interest	5.92	5.87	7.67	3.54
Mach & bldg depreciation	23.17	24.70	22.32	23.27
Miscellaneous	6.57	10.46	4.50	4.52
Total overhead expenses per acre	55.02	53.76	49.99	51.76
Total dir & ovhd expenses per acre	345.14	359.40	318.00	343.33
Net return per acre	-23.98	-135.15	-9.69	146.85
Government payments	19.71	18.57	20.19	18.25
Net return with govt pmts	-4.27	-116.58	10.50	165.10
Labor & management charge	26.99	33.06	30.99	21.84
Net return over lbr & mgt	-31.26	-149.64	-20.49	143.25
<b>Cost of Production</b>				
Total direct expense per bu.	6.49	9.42	5.82	5.07
Total dir & ovhd exp per bu.	7.72	11.08	6.90	5.97
Less govt & other income	6.06	9.19	5.38	4.42
With labor & management	6.67	10.21	6.05	4.80
Net value per unit	5.97	5.59	5.60	7.29
Machinery cost per acre	86.51	95.44	73.51	88.66
Est. labor hours per acre	1.77	1.75	1.93	1.91

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**CRP on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	99	19	19	20
Number of farms	90	18	18	18
Acres	15.51	20.10	21.09	9.01
Yield per acre (\$)	108.99	71.91	113.02	167.08
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	108.99	71.91	113.02	167.08
Other crop income per acre	0.27	-	0.42	1.40
Gross return per acre	109.26	71.91	113.44	168.48
<b>Direct Expenses</b>				
Crop chemicals	0.55	0.59	0.65	0.15
Fuel & oil	2.34	2.28	2.68	1.91
Repairs	2.56	3.43	2.28	2.85
Repair, machinery	0.86	1.10	0.75	0.31
Operating interest	0.72	0.75	1.07	0.46
Total direct expenses per acre	7.47	8.76	7.51	6.04
Return over direct exp per acre	101.79	63.14	105.94	162.44
<b>Overhead Expenses</b>				
Hired labor	0.90	0.68	0.42	2.13
RE & pers. property taxes	20.74	21.28	17.16	27.21
Farm insurance	0.91	1.12	0.80	0.72
Utilities	0.48	0.45	0.54	0.38
Dues & professional fees	0.42	0.14	0.87	0.38
Interest	47.34	48.26	55.75	50.23
Mach & bldg depreciation	4.73	4.81	3.55	5.86
Miscellaneous	1.67	1.17	1.32	0.61
Total overhead expenses per acre	77.19	77.91	80.42	87.53
Total dir & ovhd expenses per acre	84.66	86.67	87.92	93.57
Net return per acre	24.60	-14.77	25.52	74.91
Government payments	-	-	-	-
Net return with govt pmnts	24.60	-14.77	25.52	74.91
Labor & management charge	5.02	5.51	5.08	5.23
Net return over lbr & mgt	19.59	-20.28	20.44	69.69
<b>Cost of Production</b>				
Total direct expense per \$	0.07	0.12	0.07	0.04
Total dir & ovhd exp per \$	0.78	1.21	0.78	0.56
Less govt & other income	0.77	1.21	0.77	0.55
With labor & management	0.82	1.28	0.82	0.58
Net value per unit	1.00	1.00	1.00	1.00
Machinery cost per acre	10.29	12.44	9.00	10.67
Est. labor hours per acre	0.28	0.29	0.31	0.35

**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Rented Out on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	28	5	7	6
Number of farms	27	5	6	6
Acres	178.84	101.30	84.67	344.97
Yield per acre (\$)	193.60	61.15	159.92	257.45
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	193.60	61.15	159.92	257.45
Gross return per acre	193.60	61.15	159.92	257.45
<b>Direct Expenses</b>				
Fuel & oil	2.56	2.14	0.89	3.42
Repairs	1.01	0.91	2.76	0.01
Repair, machinery	1.70	1.46	0.56	2.90
Repair, buildings	1.97	0.23	0.09	4.48
Operating interest	1.02	0.31	0.77	0.95
Total direct expenses per acre	8.26	5.05	5.07	11.77
Return over direct exp per acre	185.34	56.10	154.85	245.69
<b>Overhead Expenses</b>				
Hired labor	0.36	2.31	0.10	0.01
RE & pers. property taxes	28.92	26.03	35.09	32.02
Farm insurance	4.26	1.59	0.59	5.76
Utilities	1.84	0.26	0.13	2.82
Dues & professional fees	1.47	0.06	0.04	-
Interest	34.01	9.45	108.73	27.03
Mach & bldg depreciation	12.64	7.21	4.47	19.04
Miscellaneous	11.22	0.47	2.41	23.23
Total overhead expenses per acre	94.73	47.38	151.56	109.90
Total dir & ovhd expenses per acre	102.99	52.42	156.63	121.67
Net return per acre	90.61	8.72	3.28	135.79
Government payments	-	-	-	-
Net return with govt pmnts	90.61	8.72	3.28	135.79
Labor & management charge	10.12	3.99	2.64	12.71
Net return over lbr & mgt	80.49	4.74	0.65	123.07
<b>Cost of Production</b>				
Total direct expense per \$	0.04	0.08	0.03	0.05
Total dir & ovhd exp per \$	0.53	0.86	0.98	0.47
Less govt & other income	0.53	0.86	0.98	0.47
With labor & management	0.58	0.92	1.00	0.52
Net value per unit	1.00	1.00	1.00	1.00
Machinery cost per acre	13.76	11.21	8.54	18.03
Est. labor hours per acre	0.41	0.22	0.10	0.51

## **EXPLANATION OF INDIVIDUAL LIVESTOCK ENTERPRISE ANALYSES**

Productive livestock enterprises are an important part of many Minnesota farm businesses. Many farms have one or more livestock enterprises. The following tables pertain to these livestock enterprises. Statistically, a larger data base provides more credibility. In an effort to increase the credibility and usefulness of the livestock enterprise analyses and to allow the inclusion of more livestock tables, statewide (rather than regional) data was used in computing the following livestock tables.

Costs that are easily charged to a specific livestock enterprise are termed *Direct Costs*. This category includes costs such as feed, veterinary costs, livestock supplies, custom hire, and marketing.

Other costs are less easily charged directly, and are allocated by formula. These are termed *Overhead Expenses*, and include things like interest, depreciation, dues, insurance, etc.

The table format varies slightly for the different livestock enterprises. Each begins with a calculation of Gross Return with income generated (product sales, market animal sales, cull breeding stock sales, value of butchers, and/or transfers out to other enterprises) minus costs incurred (purchases, transfers in) and adjusted for inventory changes. The Direct and Overhead Expenses are then applied to arrive at the Net Return from the enterprise, typically on a per cow, per head, or per cwt basis.

Each livestock enterprise analysis also includes *Other Information* that provides production and efficiency data that indicate the strengths and/or weaknesses of the enterprise.

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**Livestock Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

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

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms	61		12		12		13	
Other income		36.32		23.03		36.33		43.78
Gross margin		36.32		23.03		36.33		43.78
<b>Direct Expenses</b>								
Supplies		2.14		2.31		3.12		1.20
Contract production exp.		1.43		0.43		2.17		0.72
Fuel & oil		1.80		2.68		0.80		2.16
Repairs		2.13		3.19		1.63		1.63
Custom hire		0.65		0.44		1.17		0.28
Repair, buildings		0.24		0.22		0.98		0.13
Hired labor		0.50		1.55		0.00		0.01
Utilities		0.83		0.93		0.82		0.51
Total direct expenses		9.71		11.76		10.70		6.64
Return over direct expense		26.60		11.28		25.63		37.14
<b>Overhead Expenses</b>								
Hired labor		0.69		0.18		1.11		1.32
Building leases		1.25		-		2.05		2.20
RE & pers. property taxes		0.59		0.62		0.45		0.74
Farm insurance		1.32		0.94		1.39		1.31
Utilities		1.25		1.19		1.76		1.57
Dues & professional fees		0.21		0.28		0.32		0.01
Interest		5.23		2.80		4.52		8.18
Mach & bldg depreciation		8.46		6.27		6.87		12.33
Miscellaneous		0.66		0.93		0.19		0.76
Total overhead expenses		19.66		13.21		18.64		28.42
Total dir & ovhd expenses		29.38		24.97		29.35		35.06
Net return		6.94		-1.94		6.99		8.72
Labor & management charge		5.75		5.43		7.21		4.26
Net return over lbr & mgt		1.19		-7.37		-0.23		4.46
<b>Cost of Production Per Pig Space</b>								
Total direct expense per unit		9.71		11.76		10.70		6.64
Total dir & ovhd expense per unit		29.38		24.97		29.35		35.06
With other revenue adjustments		-6.94		1.94		-6.99		-8.72
With labor and management		-1.19		7.37		0.23		-4.46
Est. labor hours per unit		0.40		0.33		0.55		0.33
<b>Other Information</b>								
Number of pigs		6,217		3,797		5,459		8,040
Pigs per pig space (per year)		2.21		1.73		2.33		2.31
Net return per 100 sq. ft.		96.50		-28.75		91.54		125.20
Net return per labor hour		17.55		-5.83		12.63		26.61
Square feet per pig space		7.19		6.75		7.63		6.97

**Livestock Enterprise Analysis**  
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**(Farms Sorted By Return to Overhead)**

**Hogs, Farrow To Finish -- Average Per Litter**

	<u>Avg. Of All Farms</u>	
Number of farms	12	
	Quantity	Value
Raised Hogs sold (lb)	2,059.7	1,112.83
Transferred out (lb)	1.1	0.68
Cull sales (lb)	95.9	47.36
Other income		2.93
Purchased (lb)	-26.0	-57.69
Transferred in (lb)	-0.2	-0.24
Inventory change (lb)	27.0	91.30
Gross margin		1,197.18
<b>Direct Expenses</b>		
Protein Vit Minerals (lb.)	1,373.4	273.43
Complete Ration (lb.)	739.0	117.70
Corn (bu.)	80.7	299.79
DDGS (lb.)	590.7	36.82
Other feed stuffs (lb)	36.7	11.73
Breeding fees		15.69
Veterinary		62.34
Supplies		43.19
Fuel & oil		9.66
Repairs		29.17
Custom hire		20.68
Hired labor		36.52
Utilities		13.48
Operating interest		7.67
Total direct expenses		977.88
Return over direct expense		219.30
<b>Overhead Expenses</b>		
Hired labor		44.79
Building leases		15.99
Farm insurance		11.50
Utilities		15.86
Interest		23.96
Mach & bldg depreciation		49.56
Miscellaneous		13.90
Total overhead expenses		175.55
Total dir & ovhd expenses		1,153.43
Net return		43.75
Labor & management charge		53.56
Net return over lbr & mgt		-9.81
<b>Cost of Production/Cwt. Carcass Sold</b>		
Total direct expense per unit		64.74
Total dir & ovhd expense per unit		76.36
With other revenue adjustments		76.24
With labor and management		79.79
Est. labor hours per unit		5.82
<b>Other Information</b>		
Average number of sows		192.9
Litters farrowed		354
Litters per sow		1.84
Litters per crate		10.55
Pigs born per litter		10.65
Pigs weaned per litter		8.98
Pigs weaned per sow		16.51
Pigs sold per litter		7.85
Percent substandard hogs		3
Lb. of feed / lb. of gain		3.36
Feed cost / cwt. of gain		34.20
Feed cost per litter		739.47
Avg wgt/Raised Hogs sold		262
Avg price / cwt.		54.03
Average carcass weight		198
Average price / cwt. carcass		72.82

**Livestock Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Hogs, Weaning to Feeder (Contract Grower) -- Average Per Pig Space**

	<b>Avg. Of All Farms</b>	
Number of farms	5	
	Quantity	Value
Other income		28.57
Gross margin		28.57
<b>Direct Expenses</b>		
Supplies		0.22
Fuel & oil		2.50
Repairs		1.19
Repair, machinery		0.60
Hired labor		0.79
Utilities		0.57
Bedding		0.03
Operating interest		0.14
Total direct expenses		6.02
Return over direct expense		22.55
<b>Overhead Expenses</b>		
Hired labor		0.29
RE & pers. property taxes		0.30
Farm insurance		1.10
Utilities		0.70
Interest		5.25
Mach & bldg depreciation		9.00
Miscellaneous		2.05
Total overhead expenses		18.68
Total dir & ovhd expenses		24.71
Net return		3.87
Labor & management charge		6.09
Net return over lbr & mgt		-2.22
<b>Cost of Production Per Pig Space</b>		
Total direct expense per unit		6.02
Total dir & ovhd expense per unit		24.71
With other revenue adjustments		-3.87
With labor and management		2.22
Est. labor hours per unit		0.28
<b>Other Information</b>		
Number of pigs		26,424
Pigs per pig space (per year)		6.52
Net return per 100 sq. ft.		123.69
Net return per labor hour		13.62
Square feet per pig space		3.13



**Livestock Enterprise Analysis**  
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**Hogs, Weaning to Finish -- Average Per Cwt. Carcass Sold**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
	31		7		6		6	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Wean-Fin Pig sold (lb)	133.86	74.15	134.07	64.89	134.35	73.08	131.89	75.97
Transferred out (lb)	0.77	0.75	0.16	0.09	-	-	3.43	3.60
Cull sales (lb)	0.15	0.05	-	-	0.39	0.17	-	-
Other income		-0.37		-0.31		0.03		0.10
Purchased (lb)	-8.80	-20.78	-8.39	-24.81	-7.53	-20.53	-2.19	-4.83
Transferred in (lb)	-1.19	-2.32	-0.26	-0.57	-	-	-5.74	-11.48
Inventory change (lb)	8.16	6.54	13.42	8.57	0.43	1.08	-1.10	2.39
Gross margin		58.04		47.85		53.82		65.75
<b>Direct Expenses</b>								
Corn Distillers Grn (dry) (lb.)	1.82	0.11	16.85	0.97	-	-	-	-
Protein Vit Minerals (lb.)	72.87	12.24	55.71	10.11	37.85	5.76	114.49	17.25
Complete Ration (lb.)	98.45	10.85	10.70	2.34	214.94	24.97	20.39	2.50
Corn (bu.)	3.28	12.15	4.28	14.71	1.32	4.68	4.02	14.96
Protein Supplement (lb.)	3.20	0.62	35.80	6.92	-	-	-	-
Other feed stuffs (lb)	8.27	0.57	6.02	0.57	5.37	0.36	1.79	0.28
Veterinary		1.04		1.99		0.95		0.32
Supplies		0.67		1.40		1.07		0.22
Contract production exp.		0.84		0.67		-		-
Fuel & oil		0.62		1.50		0.26		0.72
Repairs		0.62		0.87		0.29		0.60
Custom hire		0.92		0.12		0.77		0.19
Hired labor		0.78		1.78		1.33		0.27
Livestock leases		0.35		2.36		0.56		-
Utilities		0.28		0.25		0.50		0.15
Marketing		0.65		0.31		0.23		0.00
Operating interest		0.49		1.48		0.49		0.16
Total direct expenses		43.79		48.35		42.23		37.63
Return over direct expense		14.24		-0.49		11.59		28.12
<b>Overhead Expenses</b>								
Building leases		3.17		-		5.69		0.01
Farm insurance		0.32		0.52		0.18		0.48
Utilities		0.29		0.10		0.09		0.50
Interest		0.53		1.04		0.27		0.61
Mach & bldg depreciation		1.12		1.44		0.65		1.70
Miscellaneous		0.75		0.73		0.63		0.37
Total overhead expenses		6.17		3.84		7.51		3.68
Total dir & ovhd expenses		49.97		52.18		49.74		41.31
Net return		8.07		-4.33		4.08		24.44
Labor & management charge		1.61		2.18		1.47		2.51
Net return over lbr & mgt		6.46		-6.51		2.61		21.93
<b>Cost of Production/Cwt. Carcass Sold</b>								
Total direct expense per unit		60.26		65.15		61.51		51.45
Total dir & ovhd expense per unit		66.43		68.98		69.02		55.13
With other revenue adjustments		66.84		69.31		69.00		55.13
With labor and management		68.45		71.49		70.47		57.64
Est. labor hours per unit		0.17		0.27		0.18		0.29
<b>Other Information</b>								
No. purchased or trans in		11,926		5,216		14,422		10,726
Number sold or trans out		10,443		4,128		13,504		10,264
Percentage death loss		4.5		6.2		3.7		4.4
Percent substandard hogs		1		0		1		1
Avg. daily gain (lb.)		1.50		1.32		1.37		1.48
Lb. of feed / lb. of gain		2.75		2.37		2.60		2.86
Feed cost per cwt. of gain		27.47		25.62		28.03		27.67
Feed cost per head		69.51		63.61		70.67		69.57
Average purchase weight		17		13		14		15
Avg wgt / Wean-Fin Pig sold		262		262		264		267
Avg purch price / head		40.75		39.25		37.80		33.14
Avg sales price / cwt.		55.40		48.40		54.40		57.60
Average carcass weight		197		195		199		204
Average price / cwt. carcass		73.96		64.79		72.72		75.75

**Livestock Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
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**(Farms Sorted By Return to Overhead)**

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
	52		9		8		9	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Finish Hogs sold (lb)	135.34	71.81	134.83	74.28	138.36	74.34	133.51	75.20
Transferred out (lb)	0.43	0.57	0.29	0.12	0.16	1.31	0.85	0.44
Cull sales (lb)	0.20	0.07	-	-	0.97	0.32	0.11	0.03
Other income		0.23		0.17		0.32		0.08
Purchased (lb)	-20.30	-21.91	-19.26	-21.38	-9.49	-12.85	-21.89	-21.95
Transferred in (lb)	-7.21	-7.46	-9.67	-9.67	-17.12	-19.44	-7.50	-4.11
Inventory change (lb)	1.91	3.21	-1.19	1.24	6.62	7.90	3.67	6.75
Gross margin		46.52		44.77		51.90		56.44
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	69.00	11.60	88.74	14.37	86.43	16.05	39.98	7.40
Complete Ration (lb.)	40.46	4.61	66.31	6.16	1.22	0.08	61.98	10.68
Corn (bu.)	3.83	14.07	3.27	12.35	4.62	17.41	3.10	11.62
Soybeans (bu.)	0.02	0.19	0.12	1.17	-	-	-	-
Other feed stuffs (lb)	4.48	0.38	6.05	0.33	3.98	0.44	10.66	0.91
Veterinary		0.38		0.29		0.51		0.37
Supplies		1.47		0.54		2.04		0.54
Fuel & oil		0.64		0.66		0.74		0.20
Repairs		0.76		1.50		1.04		0.47
Custom hire		1.06		0.67		0.42		0.33
Building leases		0.17		-		0.90		-
Livestock leases		0.28		1.78		-		-
Hauling and trucking		0.66		0.60		0.61		0.63
Marketing		0.65		2.01		0.62		0.85
Operating interest		0.90		1.07		0.97		0.55
Total direct expenses		37.81		43.51		41.83		34.55
Return over direct expense		8.71		1.26		10.08		21.88
<b>Overhead Expenses</b>								
Hired labor		0.57		0.60		1.76		0.17
Building leases		2.87		1.34		1.23		6.31
Farm insurance		0.40		0.42		0.54		0.22
Utilities		0.63		0.53		1.74		0.27
Interest		0.56		1.07		0.99		0.40
Mach & bldg depreciation		1.22		1.49		1.71		1.70
Miscellaneous		0.80		0.83		0.66		0.37
Total overhead expenses		7.06		6.28		8.62		9.44
Total dir & ovhd expenses		44.88		49.79		50.44		43.99
Net return		1.64		-5.03		1.46		12.45
Labor & management charge		2.60		3.06		2.09		3.94
Net return over lbr & mgt		-0.96		-8.08		-0.63		8.51
<b>Cost of Production/Cwt. Carcass Sold</b>								
Total direct expense per unit		63.84		73.16		65.89		53.76
Total dir & ovhd expense per unit		70.91		79.45		74.50		63.19
With other revenue adjustments		70.74		79.43		74.20		63.19
With labor and management		73.34		82.48		76.28		67.14
Est. labor hours per unit		0.17		0.20		0.26		0.24
<b>Other Information</b>								
No. purchased or trans in		4,091		3,620		5,740		2,883
Number sold or trans out		3,862		3,551		5,110		2,764
Percentage death loss		3.1		3.9		3.3		2.6
Percent substandard hogs		2		1		4		1
Avg. daily gain (lb.)		1.61		1.44		1.63		1.66
Lb. of feed / lb. of gain		2.98		3.27		2.93		2.63
Feed cost per cwt. of gain		27.92		32.67		28.44		28.10
Feed cost per head		61.08		68.69		61.27		64.97
Average purchase weight		50		55		38		52
Avg wgt / Finish Hogs sold		264		261		259		259
Avg purch price / head		54.47		60.63		51.79		52.12
Avg sales price / cwt.		53.06		55.09		53.73		56.33
Average carcass weight		199		196		195		196
Average price / cwt. carcass		71.16		73.84		73.05		74.81

**Livestock Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Dairy Excluding Organic -- Average Per Cow**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
	484		96		97		97	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Milk sold (hd)	21,920.6	3,510.12	18,909.8	2,945.97	20,924.3	3,359.54	23,866.6	3,863.52
Dairy Calves sold (hd)	0.3	35.69	0.2	28.19	0.2	33.64	0.3	47.63
Transferred out (hd)	0.7	45.42	0.6	29.60	0.7	63.33	0.7	48.26
Cull sales (hd)	0.3	178.09	0.3	160.77	0.3	163.47	0.3	175.16
Other income		36.87		28.78		24.74		43.87
Purchased (hd)	0.0	-49.34	0.1	-100.47	0.1	-72.53	0.0	-32.81
Transferred in (hd)	0.4	-82.61	0.3	-80.06	0.3	-63.93	0.4	-92.35
Inventory change (hd)	0.0	47.14	0.0	32.57	0.0	43.96	0.1	80.52
Dairy repl net cost		-448.69		-533.51		-469.95		-379.82
Gross margin		3,272.67		2,511.84		3,082.27		3,753.97
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	2,574.8	488.87	2,037.2	417.64	2,688.7	429.91	2,772.0	559.79
Complete Ration (lb.)	1,669.2	247.55	1,309.5	286.52	1,320.6	221.43	1,527.6	150.26
Corn (bu.)	60.4	224.05	68.4	256.14	67.0	252.19	61.9	222.32
Corn Silage (lb.)	16,041.2	241.61	15,778.1	246.92	15,831.2	246.56	16,002.4	238.95
Hay, Alfalfa (lb.)	3,278.7	166.20	3,628.4	180.68	3,605.5	202.93	2,978.4	142.49
Haylage, Alfalfa (lb.)	4,502.4	112.39	4,657.6	114.54	4,211.4	102.73	4,010.4	100.36
Other feed stuffs (lb)	2,306.0	98.95	1,703.8	89.58	2,417.3	102.44	2,294.7	101.52
Breeding fees		38.96		36.83		37.86		42.01
Veterinary		109.08		98.94		115.04		100.86
Supplies		202.68		202.50		162.67		222.85
Fuel & oil		77.62		76.48		70.11		84.34
Repairs		99.73		112.39		111.26		85.96
Custom hire		55.92		38.01		60.95		45.96
Hired labor		122.82		171.52		91.88		18.06
Utilities		26.30		46.78		25.41		6.43
Hauling and trucking		44.72		40.87		44.58		44.21
Marketing		44.77		38.33		40.04		50.64
Bedding		57.96		53.96		55.26		66.70
Total direct expenses		2,460.18		2,508.63		2,373.26		2,283.73
Return over direct expense		812.49		3.21		709.02		1,470.24
<b>Overhead Expenses</b>								
Hired labor		197.69		73.19		154.15		389.63
Building leases		38.00		9.37		41.69		39.18
Farm insurance		37.21		36.13		39.07		38.84
Utilities		61.89		48.51		64.60		83.83
Interest		100.10		109.74		98.50		113.61
Mach & bldg depreciation		134.45		115.45		141.39		145.65
Miscellaneous		65.89		61.96		62.68		67.73
Total overhead expenses		635.24		454.36		602.08		878.47
Total dir & ovhd expenses		3,095.42		2,962.99		2,975.34		3,162.20
Net return		177.25		-451.14		106.93		591.77
Labor & management charge		199.40		201.87		216.82		212.83
Net return over lbr & mgt		-22.15		-653.02		-109.89		378.94
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		11.17		13.21		11.30		9.51
Total dir & ovhd expense per unit		14.05		15.60		14.17		13.17
With other revenue adjustments		15.19		17.93		15.53		13.70
With labor and management		16.10		18.99		16.56		14.59
Est. labor hours per unit		45.24		44.03		40.97		51.71
<b>Other Information</b>								
Number of cows		139.6		98.5		122.9		172.8
Milk produced per cow		22,028		18,997		20,995		24,008
Total milk sold		3,059,970		1,862,757		2,571,869		4,125,033
Lb. of milk sold per FTE		1,356,751		1,202,497		1,430,196		1,292,241
Culling percentage		28.1		27.3		27.4		27.3
Turnover rate		36.2		40.0		35.4		33.6
Cow death loss percent		7.7		11.9		7.6		5.9
Percent of barn capacity		108.2		100.8		112.7		109.5
Feed cost per day		4.33		4.36		4.27		4.15
Feed cost per cwt. of milk		7.17		8.38		7.42		6.31
Feed cost per cow		1,579.63		1,592.01		1,558.19		1,515.70
Avg. milk price per cwt.		16.01		15.58		16.06		16.19

**Livestock Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
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**(Farms Sorted By Return to Overhead)**

**Dairy Excluding Organic -- Average Per Cwt. Of Milk**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
	484		96		97		97	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Milk sold (hd)	99.51	15.93	99.54	15.51	99.66	16.00	99.41	16.09
Dairy Calves sold (hd)	0.00	0.16	0.00	0.15	0.00	0.16	0.00	0.20
Transferred out (hd)	0.00	0.21	0.00	0.16	0.00	0.30	0.00	0.20
Cull sales (hd)	0.00	0.81	0.00	0.85	0.00	0.78	0.00	0.73
Other income		0.17		0.15		0.12		0.18
Purchased (hd)	0.00	-0.22	0.00	-0.53	0.00	-0.35	0.00	-0.14
Transferred in (hd)	0.00	-0.38	0.00	-0.42	0.00	-0.30	0.00	-0.38
Inventory change (hd)	0.00	0.21	0.00	0.17	0.00	0.21	0.00	0.34
Dairy repl net cost		-2.04		-2.81		-2.24		-1.58
Gross margin		14.86		13.22		14.68		15.64
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	11.69	2.22	10.72	2.20	12.81	2.05	11.55	2.33
Complete Ration (lb.)	7.58	1.12	6.89	1.51	6.29	1.05	6.36	0.63
Corn (bu.)	0.27	1.02	0.36	1.35	0.32	1.20	0.26	0.93
Corn Silage (lb.)	72.82	1.10	83.06	1.30	75.41	1.17	66.65	1.00
Hay, Alfalfa (lb.)	14.88	0.75	19.10	0.95	17.17	0.97	12.41	0.59
Haylage, Alfalfa (lb.)	20.44	0.51	24.52	0.60	20.06	0.49	16.70	0.42
Other feed stuffs (lb)	10.47	0.45	8.97	0.47	11.51	0.49	9.56	0.42
Breeding fees		0.18		0.19		0.18		0.17
Veterinary		0.50		0.52		0.55		0.42
Supplies		0.92		1.07		0.77		0.93
Fuel & oil		0.35		0.40		0.33		0.35
Repairs		0.45		0.59		0.53		0.36
Custom hire		0.25		0.20		0.29		0.19
Hired labor		0.56		0.90		0.44		0.08
Utilities		0.12		0.25		0.12		0.03
Hauling and trucking		0.20		0.22		0.21		0.18
Marketing		0.20		0.20		0.19		0.21
Bedding		0.26		0.28		0.26		0.28
Total direct expenses		11.17		13.21		11.30		9.51
Return over direct expense		3.69		0.02		3.38		6.12
<b>Overhead Expenses</b>								
Hired labor		0.90		0.39		0.73		1.62
Building leases		0.17		0.05		0.20		0.16
Farm insurance		0.17		0.19		0.19		0.16
Utilities		0.28		0.26		0.31		0.35
Interest		0.45		0.58		0.47		0.47
Mach & bldg depreciation		0.61		0.61		0.67		0.61
Miscellaneous		0.30		0.33		0.30		0.28
Total overhead expenses		2.88		2.39		2.87		3.66
Total dir & ovhd expenses		14.05		15.60		14.17		13.17
Net return		0.80		-2.37		0.51		2.46
Labor & management charge		0.91		1.06		1.03		0.89
Net return over lbr & mgt		-0.10		-3.44		-0.52		1.58
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		11.17		13.21		11.30		9.51
Total dir & ovhd expense per unit		14.05		15.60		14.17		13.17
With other revenue adjustments		15.19		17.93		15.53		13.70
With labor and management		16.10		18.99		16.56		14.59
Est. labor hours per unit		0.21		0.23		0.20		0.22
<b>Other Information</b>								
Number of cows		139.6		98.5		122.9		172.8
Milk produced per cow		22,028		18,997		20,995		24,008
Total milk sold		3,059,970		1,862,757		2,571,869		4,125,033
Lb. of milk sold per FTE		1,356,751		1,202,497		1,430,196		1,292,241
Culling percentage		28.1		27.3		27.4		27.3
Turnover rate		36.2		40.0		35.4		33.6
Cow death loss percent		7.7		11.9		7.6		5.9
Percent of barn capacity		108.2		100.8		112.7		109.5
Feed cost per day		4.33		4.36		4.27		4.15
Feed cost per cwt. of milk		7.17		8.38		7.42		6.31
Feed cost per cow		1,579.63		1,592.01		1,558.19		1,515.70
Avg. milk price per cwt.		16.01		15.58		16.06		16.19

**Livestock Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
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**Dairy and Repl Heifers Excluding Organic -- Average Per Cow**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
	359		71		72		72	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Milk sold (hd)	22,206.3	3,557.11	19,174.9	2,982.71	21,823.4	3,515.31	23,840.2	3,865.10
Dairy Calves sold (hd)	-	58.20	-	49.49	-	68.28	-	62.96
Transferred out (hd)	-	27.11	-	20.26	-	45.88	-	19.57
Cull sales (hd)	-	181.67	-	161.39	-	186.70	-	175.49
Other income	-	40.20	-	36.86	-	35.58	-	42.92
Purchased (hd)	-	-56.89	-	-158.12	-	-62.04	-	-22.84
Transferred in (hd)	-	-10.28	-	-55.61	-	-8.38	-	-2.14
Inventory change (hd)	-	90.88	-	50.56	-	68.28	-	157.75
Gross margin		3,888.00		3,087.54		3,849.62		4,298.82
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	2,902.3	548.18	2,140.1	426.87	2,893.7	482.21	3,411.2	649.34
Complete Ration (lb.)	1,782.8	270.11	2,944.0	410.04	1,536.1	258.42	846.8	117.29
Corn (bu.)	67.6	251.67	75.8	291.48	81.0	304.08	68.0	244.62
Corn Silage (lb.)	20,726.9	312.38	20,794.8	322.32	21,507.6	335.03	20,732.5	305.42
Hay, Alfalfa (lb.)	3,986.6	202.70	4,077.6	211.14	4,166.4	232.00	3,471.4	169.79
Haylage, Alfalfa (lb.)	6,518.0	139.52	6,115.7	133.74	9,059.8	115.46	6,107.7	156.16
Other feed stuffs (lb)	4,395.9	155.94	2,764.0	135.71	6,336.0	185.77	5,430.5	148.17
Breeding fees		50.32		47.36		52.01		52.35
Veterinary		123.48		113.03		132.92		108.54
Supplies		256.70		254.62		240.17		273.61
Contract production exp.		97.84		8.04		79.00		84.12
Fuel & oil		89.85		90.46		87.08		96.17
Repairs		111.50		125.02		127.88		86.58
Custom hire		62.84		46.90		67.33		56.48
Hired labor		152.04		227.82		162.71		27.24
Utilities		28.14		51.40		32.68		8.80
Hauling and trucking		44.58		38.99		55.57		43.08
Bedding		70.83		68.91		73.98		73.41
Total direct expenses		2,968.62		3,003.87		3,024.31		2,701.17
Return over direct expense		919.39		83.67		825.31		1,597.65
<b>Overhead Expenses</b>								
Hired labor		224.28		74.92		164.31		436.44
Building leases		44.06		11.62		44.86		54.79
Utilities		70.43		52.39		68.86		89.70
Interest		114.14		126.96		106.37		125.04
Mach & bldg depreciation		158.86		129.53		164.83		172.38
Miscellaneous		118.39		116.36		149.73		114.34
Total overhead expenses		730.17		511.79		698.96		992.71
Total dir & ovhd expenses		3,698.78		3,515.65		3,723.27		3,693.88
Net return		189.22		-428.11		126.35		604.94
Labor & management charge		223.20		207.35		232.70		244.91
Net return over lbr & mgt		-33.98		-635.46		-106.34		360.03
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		13.31		15.58		13.80		11.27
Total dir & ovhd expense per unit		16.58		18.23		16.99		15.41
With other revenue adjustments		15.16		17.75		15.52		13.68
With labor and management		16.16		18.82		16.58		14.70
Est. labor hours per unit		49.83		52.39		49.53		47.70
<b>Other Information</b>								
Number of cows		147.5		103.9		137.0		184.5
Milk produced per cow		22,310		19,284		21,914		23,963
Total milk sold		3,275,352		1,992,767		2,989,207		4,399,207
Lb. of milk sold per FTE		1,247,760		1,024,855		1,233,685		1,399,282
Culling percentage		28.3		27.5		28.7		27.4
Turnover rate		36.6		39.9		36.9		34.5
Cow death loss percent		7.8		11.6		7.8		6.5
Percent of barn capacity		108.2		102.4		107.6		108.8
Feed cost per day		5.15		5.29		5.24		4.91
Feed cost per cwt. of milk		8.43		10.01		8.73		7.47
Feed cost per cow		1,880.49		1,931.30		1,912.97		1,790.79
Avg. milk price per cwt.		16.02		15.56		16.11		16.21

**Livestock Enterprise Analysis**  
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**(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>40-60%</u>		<u>High 20%</u>	
	359		71		72		72	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Milk sold (hd)	99.54	15.94	99.43	15.47	99.59	16.04	99.49	16.13
Dairy Calves sold (hd)	-	0.26	-	0.26	-	0.31	-	0.26
Transferred out (hd)	-	0.12	-	0.11	-	0.21	-	0.08
Cull sales (hd)	-	0.81	-	0.84	-	0.85	-	0.73
Other income	-	0.18	-	0.19	-	0.16	-	0.18
Purchased (hd)	-	-0.25	-	-0.82	-	-0.28	-	-0.10
Transferred in (hd)	-	-0.05	-	-0.29	-	-0.04	-	-0.01
Inventory change (hd)	-	0.41	-	0.26	-	0.31	-	0.66
Gross margin		17.43		16.01		17.57		17.94
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	13.01	2.46	11.10	2.21	13.20	2.20	14.24	2.71
Complete Ration (lb.)	7.99	1.21	15.27	2.13	7.01	1.18	3.53	0.49
Corn (bu.)	0.30	1.13	0.39	1.51	0.37	1.39	0.28	1.02
Corn Silage (lb.)	92.90	1.40	107.83	1.67	98.15	1.53	86.52	1.27
Hay, Alfalfa (lb.)	17.87	0.91	21.14	1.09	19.01	1.06	14.49	0.71
Haylage, Alfalfa (lb.)	29.22	0.63	31.71	0.69	41.34	0.53	25.49	0.65
Other feed stuffs (lb)	19.70	0.70	14.33	0.70	28.91	0.85	22.66	0.62
Breeding fees		0.23		0.25		0.24		0.22
Veterinary		0.55		0.59		0.61		0.45
Supplies		1.15		1.32		1.10		1.14
Contract production exp.		0.44		0.04		0.36		0.35
Fuel & oil		0.40		0.47		0.40		0.40
Repairs		0.50		0.65		0.58		0.36
Custom hire		0.28		0.24		0.31		0.24
Hired labor		0.68		1.18		0.74		0.11
Utilities		0.13		0.27		0.15		0.04
Hauling and trucking		0.20		0.20		0.25		0.18
Bedding		0.32		0.36		0.34		0.31
Total direct expenses		13.31		15.58		13.80		11.27
Return over direct expense		4.12		0.43		3.77		6.67
<b>Overhead Expenses</b>								
Hired labor		1.01		0.39		0.75		1.82
Building leases		0.20		0.06		0.20		0.23
Utilities		0.32		0.27		0.31		0.37
Interest		0.51		0.66		0.49		0.52
Mach & bldg depreciation		0.71		0.67		0.75		0.72
Miscellaneous		0.53		0.60		0.68		0.48
Total overhead expenses		3.27		2.65		3.19		4.14
Total dir & ovhd expenses		16.58		18.23		16.99		15.41
Net return		0.85		-2.22		0.58		2.52
Labor & management charge		1.00		1.08		1.06		1.02
Net return over lbr & mgt		-0.15		-3.30		-0.49		1.50
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		13.31		15.58		13.80		11.27
Total dir & ovhd expense per unit		16.58		18.23		16.99		15.41
With other revenue adjustments		15.16		17.75		15.52		13.68
With labor and management		16.16		18.82		16.58		14.70
Est. labor hours per unit		0.22		0.27		0.23		0.20
<b>Other Information</b>								
Number of cows		147.5		103.9		137.0		184.5
Milk produced per cow		22,310		19,284		21,914		23,963
Total milk sold		3,275,352		1,992,767		2,989,207		4,399,207
Lb. of milk sold per FTE		1,247,760		1,024,855		1,233,685		1,399,282
Culling percentage		28.3		27.5		28.7		27.4
Turnover rate		36.6		39.9		36.9		34.5
Cow death loss percent		7.8		11.6		7.8		6.5
Percent of barn capacity		108.2		102.4		107.6		108.8
Feed cost per day		5.15		5.29		5.24		4.91
Feed cost per cwt. of milk		8.43		10.01		8.73		7.47
Feed cost per cow		1,880.49		1,931.30		1,912.97		1,790.79
Avg. milk price per cwt.		16.02		15.56		16.11		16.21

**Livestock Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Dairy Finishing -- Average Per Cwt. Produced**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
Number of farms	106		21		21		22	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Dairy Finish sold (lb)	123.08	101.41	123.02	99.55	121.60	101.21	110.39	93.07
Transferred out (lb)	1.12	0.03	-	-	4.60	-	-	-
Cull sales (lb)	0.12	0.10	-	-	0.48	0.40	-	-
Other income		1.78		1.37		2.44		2.93
Purchased (lb)	-29.90	-26.44	-25.31	-28.53	-36.17	-29.64	-6.20	-5.74
Transferred in (lb)	-3.66	-3.69	-2.22	-3.14	-2.14	-2.08	-5.79	-8.09
Inventory change (lb)	7.65	16.53	3.48	9.76	9.88	15.64	-1.53	10.81
Gross margin		89.72		79.01		87.97		92.98
<b>Direct Expenses</b>								
Corn Gluten (lb.)	19.07	0.80	-	-	76.45	3.17	3.18	0.20
Protein Vit Minerals (lb.)	73.55	12.70	74.57	14.61	115.20	12.55	47.91	10.34
Milk Replacer (lb.)	0.78	0.81	0.10	0.10	1.85	1.81	0.32	0.44
Complete Ration (lb.)	6.26	1.06	14.64	5.74	14.68	0.61	1.93	0.56
Corn (bu.)	9.14	33.01	9.95	36.66	8.43	30.10	8.27	29.50
Corn Silage (lb.)	163.68	2.38	193.55	2.98	108.69	1.89	87.05	1.33
Hay, Alfalfa (lb.)	42.24	1.93	90.72	4.35	41.09	1.64	30.38	1.21
Stover (lb.)	33.83	0.68	100.96	2.49	29.66	0.37	13.25	0.23
DDGS (lb.)	30.96	1.75	-	-	24.70	1.26	11.24	0.79
Other feed stuffs (lb)	132.19	4.58	34.54	1.28	80.75	2.96	49.03	3.33
Veterinary		1.62		1.74		1.78		1.22
Supplies		4.37		4.11		4.14		2.18
Contract production exp.		0.50		2.33		-		-
Fuel & oil		1.50		1.24		1.62		1.05
Repairs		2.41		2.65		2.57		1.45
Operating interest		1.38		1.31		1.84		0.15
Total direct expenses		71.49		81.57		68.31		53.98
Return over direct expense		18.23		-2.56		19.66		39.00
<b>Overhead Expenses</b>								
Hired labor		1.37		1.12		1.12		2.81
Building leases		0.68		0.53		1.06		0.10
Utilities		1.19		1.54		1.12		0.87
Interest		1.24		1.82		1.66		0.93
Mach & bldg depreciation		2.74		2.26		3.06		2.41
Miscellaneous		2.02		2.77		2.10		1.50
Total overhead expenses		9.24		10.03		10.11		8.63
Total dir & ovhd expenses		80.73		91.60		78.43		62.61
Net return		8.98		-12.59		9.54		30.38
Labor & management charge		5.97		8.58		7.62		2.75
Net return over lbr & mgt		3.02		-21.17		1.92		27.62
<b>Cost of Production Per Cwt. Produced</b>								
Total direct expense per unit		67.19		83.01		65.39		48.98
Total dir & ovhd expense per unit		74.63		91.16		73.41		56.79
With other revenue adjustments		74.44		91.16		72.63		56.79
With labor and management		79.24		98.13		78.68		59.28
Est. labor hours per unit		0.65		1.14		0.79		0.51
<b>Other Information</b>								
No. purchased or trans in		140		79		243		62
Number sold or trans out		117		65		205		56
Percentage death loss		6.8		4.5		15.0		3.3
Avg. daily gain (lb.)		2.35		2.35		2.22		2.45
Lb. of conc / lb. of gain		7.04		6.47		7.66		5.59
Lb. of feed / lb. of gain		8.76		9.12		8.83		6.58
Feed cost per cwt. of gain		59.71		68.20		56.37		47.94
Feed cost per head		574.13		621.71		513.02		555.51
Average purchase weight		314		333		228		366
Avg wgt / Dairy Finish sold		1,372		1,401		1,391		1,357
Avg purch price / head		277.58		375.28		187.18		338.54
Avg sales price / cwt.		82.40		80.93		83.23		84.31

**Livestock Enterprise Analysis**  
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**Dairy Backgrounding -- Average Per Head**

	<u>Avg. Of All Farms</u>	
Number of farms	10	
	Quantity	Value
Dairy Bkgd sold (lb)	645.1	541.37
Other income		2.88
Purchased (lb)	-108.3	-142.96
Transferred in (lb)	-111.4	-101.58
Inventory change (lb)	58.8	101.96
Gross margin		401.67
<b>Direct Expenses</b>		
Protein Vit Minerals (lb.)	208.1	12.86
Complete Ration (lb.)	809.5	108.22
Corn (bu.)	28.6	66.96
Corn Silage (lb.)	3,809.1	57.43
Hay, Alfalfa (lb.)	960.4	37.15
Haylage, Alfalfa (lb.)	504.9	10.10
Oatlage (lb.)	42.7	0.96
Other feed stuffs (lb)	751.9	13.32
Veterinary		14.49
Supplies		16.43
Fuel & oil		18.03
Repairs		15.92
Hauling and trucking		5.63
Marketing		3.29
Operating interest		5.97
Total direct expenses		386.76
Return over direct expense		14.91
<b>Overhead Expenses</b>		
Custom hire		3.19
Hired labor		9.51
Machinery leases		6.51
Farm insurance		7.48
Utilities		13.98
Interest		19.35
Mach & bldg depreciation		17.03
Miscellaneous		8.38
Total overhead expenses		85.43
Total dir & ovhd expenses		472.19
Net return		-70.52
Labor & management charge		32.53
Net return over lbr & mgt		-103.06
<b>Cost of Production Per Cwt. Produced</b>		
Total direct expense per unit		81.61
Total dir & ovhd expense per unit		94.85
With other revenue adjustments		94.85
With labor and management		99.90
Est. labor hours per unit		3.82
<b>Other Information</b>		
No. purchased or trans in		103
Number sold or trans out		85
Percentage death loss		2.5
Avg. daily gain (lb.)		1.82
Lb. of conc / lb. of gain		6.29
Lb. of feed / lb. of gain		11.84
Feed cost per cwt. of gain		62.95
Feed cost per head		307.00
Average purchase weight		175
Avg wgt / Dairy Bkgd sold		712
Avg purch price / head		231.49
Avg sales price / cwt.		83.92



**Livestock Enterprise Analysis**  
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**Dairy Including Organic -- Average Per Cow**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
	34		6		7		7	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Milk sold (hd)	12,288.0	3,230.79	7,804.3	1,970.40	12,286.9	3,175.47	15,580.5	4,273.68
Dairy Calves sold (hd)	0.2	16.72	0.3	15.47	0.0	0.65	0.1	22.74
Transferred out (hd)	0.8	64.90	0.7	42.48	1.1	86.29	0.9	52.98
Cull sales (hd)	0.2	137.47	0.2	118.45	0.2	95.83	0.2	153.82
Other income		125.38		135.02		182.27		124.93
Purchased (hd)	0.0	-41.68	0.0	-35.80	0.1	-133.83	-	-
Transferred in (hd)	0.3	-108.52	0.3	-67.39	0.3	-69.07	0.4	-72.43
Inventory change (hd)	0.0	67.38	0.0	30.25	0.1	171.59	0.1	103.07
Dairy repl net cost		-400.75		-498.76		-474.49		-483.32
Gross margin		3,091.69		1,710.14		3,034.71		4,175.48
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	491.7	190.36	118.8	67.79	654.0	143.24	787.2	388.92
Haylage, Alfalfa (lb.)	2,338.6	71.06	-	-	3,442.8	111.35	5,517.1	173.46
Pasture (aum)	1.4	66.46	0.9	54.03	-	-	4.1	106.80
Barley, Organic (bu.)	6.9	39.33	-	-	12.1	72.53	8.5	39.45
Corn, Organic (bu.)	23.4	136.24	12.8	74.41	26.9	115.40	33.4	174.17
Corn Silage, Organic (lb.)	5,676.3	88.85	253.6	3.80	10,256.0	144.38	10,882.9	179.23
Hay, Alfalfa, Organic (lb.)	4,849.6	260.34	5,152.2	272.00	2,137.6	152.33	5,198.9	288.97
Pasture, Organic (aum)	3.0	111.31	6.6	280.51	5.0	147.14	0.8	59.79
Hay, Mixed, Organic (lb.)	1,109.5	42.03	1,460.1	58.41	3,431.6	124.90	-	-
Other feed stuffs (lb)	2,955.7	190.86	1,675.4	94.55	2,061.8	149.93	2,309.1	99.24
Veterinary		33.91		11.22		30.78		52.17
Supplies		234.88		192.44		198.85		223.52
Fuel & oil		69.71		56.15		100.60		67.68
Repairs		109.96		31.48		91.11		173.49
Repair, livestock equip		10.93		34.32		-		14.56
Repair, buildings		9.99		-		-		37.07
Hired labor		41.38		-		11.45		96.02
Livestock leases		15.17		6.98		-		51.03
Marketing		39.75		15.63		33.70		47.96
Bedding		26.52		7.38		13.29		47.81
Total direct expenses		1,789.02		1,261.09		1,641.01		2,321.35
Return over direct expense		1,302.67		449.04		1,393.70		1,854.12
<b>Overhead Expenses</b>								
Hired labor		190.99		334.49		115.85		195.73
Utilities		56.97		60.76		59.94		67.33
Interest		73.55		59.48		43.60		97.96
Mach & bldg depreciation		112.57		125.38		64.43		142.26
Miscellaneous		132.28		97.19		178.88		125.18
Total overhead expenses		566.36		677.29		462.70		628.44
Total dir & ovhd expenses		2,355.38		1,938.38		2,103.71		2,949.79
Net return		736.31		-228.24		931.00		1,225.68
Labor & management charge		273.12		174.93		281.47		374.92
Net return over lbr & mgt		463.18		-403.18		649.53		850.76
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		14.08		15.41		12.72		14.52
Total dir & ovhd expense per unit		18.54		23.69		16.30		18.46
With other revenue adjustments		20.38		28.12		18.50		19.71
With labor and management		22.53		30.25		20.68		22.05
Est. labor hours per unit		39.57		36.11		33.91		39.29
<b>Other Information</b>								
Number of cows		79.6		92.0		66.2		104.1
Milk produced per cow		12,703		8,183		12,904		15,983
Total milk sold		977,794		717,998		813,179		1,622,596
Lb. of milk sold per FTE		869,420		605,131		1,014,569		1,110,368
Culling percentage		22.5		23.6		17.3		24.4
Turnover rate		29.0		30.6		27.0		29.4
Cow death loss percent		5.6		6.7		7.1		4.5
Percent of barn capacity		97.7		74.3		126.9		95.5
Feed cost per day		3.28		2.48		3.18		4.14
Feed cost per cwt. of milk		9.42		11.07		9.00		9.45
Feed cost per cow		1,196.82		905.50		1,161.22		1,510.04
Avg. milk price per cwt.		26.29		25.25		25.84		27.43

**Livestock Enterprise Analysis**  
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**Dairy Including Organic -- Average Per Cwt. Of Milk**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
	34		6		7		7	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Milk sold (hd)	96.73	25.43	95.37	24.08	95.22	24.61	97.48	26.74
Dairy Calves sold (hd)	0.00	0.13	0.00	0.19	0.00	0.01	0.00	0.14
Transferred out (hd)	0.01	0.51	0.01	0.52	0.01	0.67	0.01	0.33
Cull sales (hd)	0.00	1.08	0.00	1.45	0.00	0.74	0.00	0.96
Other income		0.99		1.65		1.41		0.78
Purchased (hd)	0.00	-0.33	0.00	-0.44	0.00	-1.04	-	-
Transferred in (hd)	0.00	-0.85	0.00	-0.82	0.00	-0.54	0.00	-0.45
Inventory change (hd)	0.00	0.53	0.00	0.37	0.00	1.33	0.00	0.64
Dairy repl net cost		-3.15		-6.09		-3.68		-3.02
Gross margin		24.34		20.90		23.52		26.12
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	3.87	1.50	1.45	0.83	5.07	1.11	4.92	2.43
Haylage, Alfalfa (lb.)	18.41	0.56	-	-	26.68	0.86	34.52	1.09
Pasture (aum)	0.01	0.52	0.01	0.66	-	-	0.03	0.67
Barley, Organic (bu.)	0.05	0.31	-	-	0.09	0.56	0.05	0.25
Corn, Organic (bu.)	0.18	1.07	0.16	0.91	0.21	0.89	0.21	1.09
Corn Silage, Organic (lb.)	44.68	0.70	3.10	0.05	79.48	1.12	68.09	1.12
Hay, Alfalfa, Organic (lb.)	38.18	2.05	62.96	3.32	16.57	1.18	32.53	1.81
Pasture, Organic (aum)	0.02	0.88	0.08	3.43	0.04	1.14	0.01	0.37
Hay, Grass, Organic (lb.)	2.85	0.12	11.56	0.52	0.09	0.00	3.88	0.16
Hay, Mixed, Organic (lb.)	8.73	0.33	17.84	0.71	26.59	0.97	-	-
Other feed stuffs (lb)	20.42	1.38	8.92	0.64	15.89	1.16	10.57	0.47
Veterinary		0.27		0.14		0.24		0.33
Supplies		2.31		2.29		1.81		2.19
Fuel & oil		0.55		0.69		0.78		0.42
Repairs		0.87		0.38		0.71		1.09
Repair, livestock equip		0.09		0.42		-		0.09
Custom hire		0.14		0.34		0.10		0.04
Hired labor		0.33		-		0.09		0.60
Livestock leases		0.12		0.09		-		0.32
Total direct expenses		14.08		15.41		12.72		14.52
Return over direct expense		10.25		5.49		10.80		11.60
<b>Overhead Expenses</b>								
Hired labor		1.50		4.09		0.90		1.22
Utilities		0.45		0.74		0.46		0.42
Interest		0.58		0.73		0.34		0.61
Mach & bldg depreciation		0.89		1.53		0.50		0.89
Miscellaneous		1.04		1.19		1.39		0.78
Total overhead expenses		4.46		8.28		3.59		3.93
Total dir & ovhd expenses		18.54		23.69		16.30		18.46
Net return		5.80		-2.79		7.21		7.67
Labor & management charge		2.15		2.14		2.18		2.35
Net return over lbr & mgt		3.65		-4.93		5.03		5.32
<b>Cost of Production Per Cwt. Of Milk</b>								
Total direct expense per unit		14.08		15.41		12.72		14.52
Total dir & ovhd expense per unit		18.54		23.69		16.30		18.46
With other revenue adjustments		20.38		28.12		18.50		19.71
With labor and management		22.53		30.25		20.68		22.05
Est. labor hours per unit		0.31		0.44		0.26		0.25
<b>Other Information</b>								
Number of cows		79.6		92.0		66.2		104.1
Milk produced per cow		12,703		8,183		12,904		15,983
Total milk sold		977,794		717,998		813,179		1,622,596
Lb. of milk sold per FTE		869,420		605,131		1,014,569		1,110,368
Culling percentage		22.5		23.6		17.3		24.4
Turnover rate		29.0		30.6		27.0		29.4
Cow death loss percent		5.6		6.7		7.1		4.5
Percent of barn capacity		97.7		74.3		126.9		95.5
Feed cost per day		3.28		2.48		3.18		4.14
Feed cost per cwt. of milk		9.42		11.07		9.00		9.45
Feed cost per cow		1,196.82		905.50		1,161.22		1,510.04
Avg. milk price per cwt.		26.29		25.25		25.84		27.43

**Livestock Enterprise Analysis**  
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**(Farms Sorted By Enterprise Size)**

**Dairy -- Average Per Cow**

	<u>Avg. Of</u>		<u>Up to</u>		<u>51 -</u>		<u>101 -</u>		<u>201 -</u>		<u>Over</u>	
	<u>All Farms</u>		<u>50</u>		<u>100</u>		<u>200</u>		<u>500</u>		<u>500</u>	
Number of farms	518		102		202		125		68		21	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	21,549.7	3,499.36	16,371.3	2,704.17	19,000.7	3,058.54	20,134.3	3,324.38	23,119.9	3,698.38	24,942.9	4,078.31
Dairy Calves sold (hd)	0.3	34.96	0.1	34.19	0.2	29.87	0.2	30.55	0.3	39.39	0.5	39.21
Transferred out (hd)	0.7	46.17	0.8	80.21	0.7	64.93	0.7	46.27	0.6	52.89	0.6	9.10
Cull sales (hd)	0.3	176.53	0.3	177.62	0.3	181.43	0.3	169.31	0.3	161.11	0.3	200.98
Other income		40.27		49.27		43.06		37.03		31.37		51.14
Purchased (hd)	0.0	-49.05	0.1	-109.58	0.0	-56.25	0.0	-56.48	0.0	-42.49	0.0	-26.16
Transferred in (hd)	0.4	-83.61	0.3	-145.19	0.3	-82.43	0.4	-69.90	0.4	-93.05	0.4	-71.27
Inventory change (hd)	0.0	47.92	0.1	73.96	0.0	15.30	0.1	54.65	0.0	39.64	0.1	76.98
Dairy repl net cost		-446.84		-300.96		-399.85		-454.86		-437.97		-535.35
Gross margin		3,265.71		2,563.70		2,854.60		3,080.95		3,449.26		3,822.94
<b>Direct Expenses</b>												
Protein Vit Minerals (lb.)	2,494.6	477.38	2,933.9	319.64	2,554.0	458.44	1,909.8	432.01	2,548.8	493.71	2,922.4	568.44
Complete Ration (lb.)	1,616.5	239.27	1,440.4	167.33	1,014.4	158.16	1,233.7	207.10	1,872.8	272.47	2,352.6	330.65
Corn (bu.)	58.2	216.39	53.1	196.47	59.1	220.38	58.3	224.69	61.4	230.36	54.3	188.87
Corn Silage (lb.)	15,458.7	233.20	12,986.5	191.40	14,594.4	222.06	13,941.2	213.39	16,309.2	238.23	17,566.5	271.50
Hay, Alfalfa (lb.)	3,172.5	160.97	4,799.4	236.65	3,834.0	195.83	4,013.0	206.49	2,511.7	132.11	2,016.5	93.10
Haylage, Alfalfa (lb.)	4,419.1	110.80	2,604.3	74.30	4,131.2	113.10	3,322.1	95.07	5,737.7	143.38	4,645.3	91.62
Other feed stuffs (lb)	2,713.5	126.86	2,459.5	146.82	2,340.9	112.47	3,802.4	165.54	1,924.8	104.26	2,974.1	122.08
Breeding fees		38.20		34.86		38.36		33.27		40.69		41.24
Veterinary		106.19		84.55		86.64		98.36		124.73		114.91
BST		28.48		5.08		7.32		17.73		35.85		58.06
Supplies		199.57		198.18		195.08		181.01		198.51		227.39
Fuel & oil		77.31		64.37		64.24		75.93		81.81		89.16
Repairs		100.13		105.87		100.56		98.01		102.51		97.33
Custom hire		54.46		14.84		24.66		37.63		52.82		116.43
Hired labor		119.68		6.19		38.42		59.12		155.38		251.80
Hauling and trucking		44.12		69.42		57.46		47.17		34.81		33.39
Marketing		44.58		39.30		39.09		41.13		44.44		55.63
Bedding		56.75		21.42		40.20		51.91		67.54		73.35
Total direct expenses		2,434.34		1,976.70		2,172.48		2,285.56		2,553.62		2,824.94
Return over direct expense		831.36		587.00		682.12		795.39		895.64		998.00
<b>Overhead Expenses</b>												
Hired labor		197.44		57.57		63.76		173.40		261.20		307.59
Building leases		37.00		20.32		14.21		19.04		54.83		60.37
Farm insurance		36.96		38.54		38.07		33.47		38.00		38.08
Utilities		61.70		81.17		79.33		64.07		55.58		44.70
Interest		99.08		83.03		98.79		96.78		116.56		82.22
Mach & bldg depreciation		133.61		98.86		121.98		133.57		130.49		158.75
Miscellaneous		66.80		79.40		64.33		61.94		65.77		72.95
Total overhead expenses		632.58		458.88		480.45		582.27		722.43		764.66
Total dir & ovhd expenses		3,066.93		2,435.58		2,652.93		2,867.83		3,276.05		3,589.60
Net return		198.78		128.11		201.67		213.12		173.21		233.34
Labor & management charge		202.24		368.23		286.18		220.28		155.12		118.56
Net return over lbr & mgt		-3.46		-240.11		-84.51		-7.15		18.09		114.78
<b>Cost of Production Per Cwt. Of Milk</b>												
Total direct expense per unit		11.23		11.95		11.35		11.29		10.99		11.27
Total dir & ovhd expense per unit		14.15		14.73		13.87		14.17		14.10		14.32
With other revenue adjustments		15.31		15.72		15.03		15.45		15.24		15.41
With labor and management		16.24		17.94		16.53		16.54		15.90		15.88
Est. labor hours per unit		45.02		48.14		41.16		38.71		51.74		46.09
<b>Other Information</b>												
Number of cows		135.7		38.3		72.0		136.0		296.7		697.2
Milk produced per cow		21,669		16,540		19,132		20,236		23,229		25,070
Total milk sold		2,923,302		626,772		1,368,382		2,737,819		6,860,230		17,390,647
Lb. of milk sold per FTE		1,340,258		952,249		1,292,579		1,456,298		1,251,126		1,515,407
Culling percentage		27.8		28.0		26.9		27.2		27.0		30.7
Turnover rate		36.0		38.8		35.8		35.1		34.9		37.9
Cow death loss percent		7.6		9.4		7.9		7.2		7.6		7.1
Percent of barn capacity		107.7		91.3		100.4		108.3		112.5		114.1
Feed cost per day		4.29		3.65		4.06		4.23		4.42		4.57
Feed cost per cwt. of milk		7.22		8.06		7.74		7.63		6.95		6.65
Feed cost per cow		1,564.89		1,332.60		1,480.44		1,544.30		1,614.52		1,666.26
Avg. milk price per cwt.		16.24		16.52		16.10		16.51		16.00		16.35

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**Beef Backgrounding -- Average Per Head**

	<u>Avg. Of All Farms</u>		<u>High 20%</u>	
	21		5	
	Quantity	Value	Quantity	Value
Number of farms				
Backgnd Beef sold (lb)	642.5	604.84	890.7	839.23
Transferred out (lb)	31.6	31.40	66.9	66.76
Other income		1.10		0.79
Purchased (lb)	-383.3	-387.06	-595.7	-608.10
Transferred in (lb)	-100.6	-114.61	-88.4	-103.18
Inventory change (lb)	35.5	116.06	66.6	179.39
Gross margin		251.72		374.88
<b>Direct Expenses</b>				
Beet Pulp (dry) (lb.)	314.2	4.84	684.4	10.90
Protein Vit Minerals (lb.)	201.6	16.27	416.1	24.86
Complete Ration (lb.)	7.8	5.26	10.8	1.10
Barley (bu.)	1.0	2.81	0.9	1.95
Corn (bu.)	7.7	25.10	10.3	33.95
Corn Silage (lb.)	1,631.2	24.05	2,273.6	33.58
Hay, Alfalfa (lb.)	117.8	4.58	88.1	3.13
Hay, Grass (lb.)	240.2	7.42	457.4	13.72
Haylage, Alfalfa (lb.)	134.4	3.02	312.6	7.03
Pasture (aum)	0.2	5.70	0.4	13.27
DDGS (lb.)	163.6	6.22	271.0	8.33
Other feed stuffs (lb)	595.2	11.58	162.3	3.88
Veterinary		6.53		3.33
Supplies		4.43		6.41
Fuel & oil		11.15		16.71
Repairs		10.92		16.21
Hauling and trucking		2.77		6.18
Marketing		7.01		13.81
Operating interest		7.52		11.37
Total direct expenses		167.18		229.73
Return over direct expense		84.53		145.15
<b>Overhead Expenses</b>				
Utilities		3.17		6.69
Interest		6.54		4.85
Mach & bldg depreciation		9.21		10.11
Miscellaneous		9.97		15.15
Total overhead expenses		28.90		36.80
Total dir & ovhd expenses		196.08		266.53
Net return		55.64		108.35
Labor & management charge		28.50		34.03
Net return over lbr & mgt		27.14		74.32
<b>Cost of Production Per Cwt. Produced</b>				
Total direct expense per unit		81.85		79.45
Total dir & ovhd expense per unit		86.13		83.29
With other revenue adjustments		86.13		83.29
With labor and management		90.36		86.84
Est. labor hours per unit		2.09		1.77
<b>Other Information</b>				
No. purchased or trans in		232		550
Number sold or trans out		219		532
Percentage death loss		1.7		0.5
Avg. daily gain (lb.)		1.34		1.49
Lb. of conc / lb. of gain		7.12		6.08
Lb. of feed / lb. of gain		11.92		10.41
Feed cost per cwt. of gain		51.48		45.65
Feed cost per head		116.86		155.71
Average purchase weight		569		614
Avg wgt / Backgnd Beef sold		824		872
Avg purch price / cwt.		100.99		102.08
Avg sales price / cwt.		94.14		94.22

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**Beef Cow-Calf -- Average Per Cow**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
Number of farms	128		25		25		26	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	238.0	273.72	75.7	79.38	234.1	274.66	344.5	400.98
Transferred out (lb)	229.9	268.12	303.8	330.83	260.7	285.50	135.5	193.01
Cull sales (lb)	118.2	89.53	117.5	76.44	127.0	94.34	88.1	74.83
Other income		12.41		2.01		5.69		38.43
Purchased (lb)	-39.6	-57.51	-42.6	-47.60	-59.8	-49.53	-59.2	-93.49
Transferred in (lb)	-27.3	-38.12	-25.2	-27.99	-8.3	-12.95	-38.0	-39.73
Inventory change (lb)	29.1	92.70	-29.1	-36.46	-3.2	5.57	119.3	309.41
Gross margin		640.85		376.61		603.28		883.44
<b>Direct Expenses</b>								
Protein Vit Minerals (lb.)	129.8	26.45	140.5	26.94	81.1	42.09	94.9	22.62
Complete Ration (lb.)	34.2	8.61	82.3	13.64	19.7	3.07	34.7	18.52
Corn Silage (lb.)	3,834.9	54.43	3,545.2	60.82	3,628.1	55.94	4,448.0	53.60
Hay, Alfalfa (lb.)	1,882.4	67.11	2,395.0	97.61	1,755.0	70.55	2,088.5	61.45
Hay, Grass (lb.)	4,203.6	120.07	1,965.5	64.00	3,478.7	102.13	4,396.0	121.62
Oatlage (lb.)	167.3	2.61	1,035.6	17.62	19.3	0.09	82.4	0.82
Pasture (aum)	3.9	40.72	1.6	25.14	4.1	34.56	3.6	57.49
Pasture, Organic (aum)	0.2	3.67	0.8	17.83	0.1	2.68	-	-
Hay, Grass, Organic (lb.)	157.9	5.95	1,141.4	42.80	53.3	2.13	-	-
Other feed stuffs (lb)	1,450.0	30.30	1,780.2	22.81	2,084.0	35.77	1,265.3	29.69
Veterinary		20.92		14.81		17.94		23.89
Supplies		26.53		33.17		27.50		31.83
Fuel & oil		23.36		23.64		24.47		24.19
Repairs		29.29		36.24		25.94		27.24
Repair, machinery		1.20		8.92		-		-
Operating interest		12.15		13.47		8.06		5.32
Total direct expenses		473.36		519.45		452.91		478.27
Return over direct expense		167.49		-142.84		150.37		405.16
<b>Overhead Expenses</b>								
Hired labor		5.20		5.87		4.88		9.12
Farm insurance		10.33		11.33		10.95		9.33
Utilities		10.73		7.77		10.02		9.50
Interest		31.85		30.88		24.11		32.15
Mach & bldg depreciation		34.64		52.94		36.75		32.77
Miscellaneous		20.28		13.55		21.05		21.24
Total overhead expenses		113.04		122.33		107.76		114.11
Total dir & ovhd expenses		586.40		641.79		560.67		592.38
Net return		54.45		-265.18		42.60		291.05
Labor & management charge		82.34		76.99		81.70		87.13
Net return over lbr & mgt		-27.89		-342.16		-39.10		203.93
<b>Cost of Production Per Cwt. Produced</b>								
Total direct expense per unit		85.62		129.04		81.17		80.23
Total dir & ovhd expense per unit		106.06		159.44		100.49		99.37
With other revenue adjustments		96.34		173.13		93.09		74.08
With labor and management		111.23		192.25		107.73		88.70
Est. labor hours per unit		9.18		10.42		7.98		7.99
<b>Other Information</b>								
Number of cows		68.9		45.6		69.0		79.8
Pregnancy percentage		96.3		95.2		92.6		97.6
Pregnancy loss percentage		2.0		2.7		1.4		3.0
Culling percentage		11.7		10.0		13.0		9.2
Calving percentage		94.3		92.6		91.3		94.7
Weaning percentage		88.5		82.8		85.6		87.2
Calves sold per cow		0.85		0.80		0.89		0.79
Calf death loss percent		4.9		7.9		3.9		6.3
Cow death loss percent		2.5		3.1		2.2		2.8
Cows per FTE		304.8		268.6		350.9		350.5
Average weaning weight		544		524		555		561
Lb. weaned/exposed female		481		434		475		489
Feed cost per cow		359.91		389.21		349.01		365.80
Avg wgt/ Beef Calves sold		595		583		572		678
Avg price / cwt.		115.02		104.81		117.32		116.41

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**Beef Finishing -- Average Per Cwt. Produced**

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>40 - 60%</b>		<b>High 20%</b>	
Number of farms	68		14		13		13	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Finish Beef sold (lb)	188.28	173.29	213.65	193.64	207.63	190.54	162.82	150.07
Transferred out (lb)	0.64	0.59	-	-	0.70	0.56	-	-
Other income		1.57		1.71		1.68		1.84
Purchased (lb)	-80.91	-90.14	-109.61	-116.51	-98.24	-104.58	-45.26	-48.70
Transferred in (lb)	-7.19	-7.87	-10.70	-13.89	-4.30	-4.98	-5.39	-5.81
Inventory change (lb)	-2.14	13.44	4.67	13.87	-6.74	12.68	-13.41	-5.26
Gross margin		90.88		78.82		95.89		92.14
<b>Direct Expenses</b>								
Corn Gluten (lb.)	64.59	1.99	-	-	97.59	3.22	-	-
Protein Vit Minerals (lb.)	40.47	7.77	76.53	10.46	38.35	8.56	24.11	4.47
Corn (bu.)	7.84	31.73	11.24	43.04	8.53	39.02	6.71	21.08
Corn Silage (lb.)	273.51	4.01	284.01	4.48	206.08	3.02	437.33	5.71
Corn, Ear (lb.)	34.17	1.46	-	-	16.79	0.76	28.60	0.71
Hay, Alfalfa (lb.)	65.27	2.81	103.97	5.43	39.74	1.64	64.13	2.94
Hay, Grass (lb.)	45.56	1.74	63.46	1.99	51.94	2.19	37.61	1.25
DDGS (lb.)	26.16	1.48	62.35	3.90	18.74	0.73	37.26	2.16
Other feed stuffs (lb)	62.51	1.92	37.46	1.49	63.79	1.78	35.41	1.20
Veterinary		1.58		1.01		1.49		1.54
Supplies		1.17		5.17		0.83		1.20
Contract production exp.		2.03		-		0.47		0.19
Fuel & oil		1.44		2.81		1.69		0.62
Repairs		1.65		3.99		1.61		0.26
Custom hire		0.97		-		1.55		0.34
Hauling and trucking		1.13		2.08		1.27		0.60
Marketing		1.15		3.87		1.11		1.90
Operating interest		1.85		1.46		2.23		0.74
Total direct expenses		67.87		91.18		73.17		46.91
Return over direct expense		23.01		-12.36		22.73		45.23
<b>Overhead Expenses</b>								
Hired labor		1.68		0.34		2.39		1.15
Farm insurance		0.80		0.97		0.50		1.11
Interest		0.80		0.73		0.87		0.62
Mach & bldg depreciation		3.09		2.47		2.40		2.92
Miscellaneous		1.74		3.00		1.81		0.92
Total overhead expenses		8.11		7.50		7.97		6.72
Total dir & ovhd expenses		75.98		98.68		81.14		53.63
Net return		14.90		-19.86		14.75		38.51
Labor & management charge		4.33		7.06		4.42		2.60
Net return over lbr & mgt		10.57		-26.92		10.34		35.92
<b>Cost of Production Per Cwt. Produced</b>								
Total direct expense per unit		80.00		96.42		81.18		64.39
Total dir & ovhd expense per unit		84.29		99.93		85.01		68.52
With other revenue adjustments		84.15		99.93		84.65		68.52
With labor and management		86.44		103.24		86.77		70.11
Est. labor hours per unit		0.35		0.49		0.30		0.28
<b>Other Information</b>								
No. purchased or trans in		197		60		477		98
Number sold or trans out		204		54		505		120
Percentage death loss		0.9		1.8		0.7		0.7
Avg. daily gain (lb.)		2.52		2.13		2.78		2.36
Lb. of conc / lb. of gain		6.38		7.82		7.01		4.81
Lb. of feed / lb. of gain		8.55		10.70		8.70		7.48
Feed cost per cwt. of gain		54.90		70.80		60.91		39.52
Feed cost per head		349.05		272.44		380.67		310.59
Average purchase weight		634		640		713		505
Avg wgt / Finish Beef sold		1,302		1,251		1,355		1,310
Avg purch price / cwt.		111.41		106.30		106.45		107.59
Avg sales price / cwt.		92.04		90.64		91.77		92.17

**Crop Enterprise Analysis**  
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**Corn, Organic on Owned Land**

	<u>Avg. Of All Farms</u>
Number of fields	22
Number of farms	19
Acres	36.28
Yield per acre (bu.)	123.91
Operators share of yield %	100.00
Value per bu.	6.93
Other product return per acre	6.33
Total product return per acre	865.36
Crop insurance per acre	2.50
Other crop income per acre	4.74
Gross return per acre	872.60
<b>Direct Expenses</b>	
Seed	69.98
Fertilizer	69.60
Non-chemical crop protect	0.99
Crop insurance	15.59
Drying expense	6.81
Storage	0.38
Fuel & oil	41.52
Repairs	39.14
Custom hire	22.04
Repair, buildings	4.12
Hired labor	0.19
Machinery leases	7.40
Hauling and trucking	5.36
Marketing	0.62
Organic certification	0.54
Operating interest	10.04
Miscellaneous	14.89
Total direct expenses per acre	309.22
Return over direct exp per acre	563.37
<b>Overhead Expenses</b>	
Hired labor	15.46
Machinery leases	0.90
RE & pers. property taxes	17.40
Farm insurance	8.39
Utilities	9.53
Dues & professional fees	4.20
Interest	83.51
Mach & bldg depreciation	46.28
Miscellaneous	10.91
Total overhead expenses per acre	196.57
Total dir & ovhd expenses per acre	505.80
Net return per acre	366.80
Government payments	21.24
Net return with govt pmts	388.04
Labor & management charge	52.56
Net return over lbr & mgt	335.48
<b>Cost of Production</b>	
Total direct expense per bu.	2.50
Total dir & ovhd exp per bu.	4.08
Less govt & other income	3.80
With labor & management	4.23
Net value per unit	6.93
Machinery cost per acre	157.93
Est. labor hours per acre	4.97

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**Hay, Alfalfa, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	19
Number of farms	14
Acres	69.35
Yield per acre (ton)	3.52
Operators share of yield %	100.00
Value per ton	111.81
Total product return per acre	393.82
Other crop income per acre	4.66
Gross return per acre	398.48
<b>Direct Expenses</b>	
Fertilizer	35.47
Crop insurance	0.70
Storage	0.26
Packaging and supplies	0.88
Fuel & oil	22.56
Repairs	26.73
Custom hire	38.49
Hired labor	0.26
Machinery leases	1.41
Hauling and trucking	7.63
Organic certification	1.03
Operating interest	8.34
Miscellaneous	1.90
Total direct expenses per acre	145.65
Return over direct exp per acre	252.83
<b>Overhead Expenses</b>	
Custom hire	1.49
Hired labor	24.13
Machinery leases	1.48
RE & pers. property taxes	11.13
Farm insurance	4.39
Utilities	3.88
Dues & professional fees	3.35
Interest	17.79
Mach & bldg depreciation	25.43
Miscellaneous	8.59
Total overhead expenses per acre	101.66
Total dir & ovhd expenses per acre	247.31
Net return per acre	151.17
Government payments	11.49
Net return with govt pmts	162.66
Labor & management charge	32.73
Net return over lbr & mgt	129.93
<b>Cost of Production</b>	
Total direct expense per ton	41.35
Total dir & ovhd exp per ton	70.22
Less govt & other income	65.63
With labor & management	74.92
Net value per unit	111.81
Machinery cost per acre	121.09
Est. labor hours per acre	4.61



**Crop Enterprise Analysis**  
**Minnesota West, Riverland and South Central College**  
**Farm Business Management Combined Database**  
**(Farms Sorted By Return to Overhead)**

**Soybeans, Organic on Owned Land**

	<u>Avg. Of All Farms</u>
Number of fields	14
Number of farms	12
Acres	54.11
Yield per acre (bu.)	24.04
Operators share of yield %	100.00
Value per bu.	20.07
Total product return per acre	482.46
Crop insurance per acre	1.88
Other crop income per acre	0.36
Gross return per acre	484.70
<b>Direct Expenses</b>	
Seed	32.25
Fertilizer	6.50
Non-chemical crop protect	1.43
Crop insurance	7.22
Fuel & oil	23.79
Repairs	27.16
Custom hire	5.28
Hired labor	15.93
Machinery leases	6.84
Hauling and trucking	1.07
Marketing	0.58
Organic certification	0.91
Operating interest	17.61
Miscellaneous	1.21
Total direct expenses per acre	147.76
Return over direct exp per acre	336.93
<b>Overhead Expenses</b>	
Custom hire	0.27
Hired labor	5.78
Machinery leases	3.31
RE & pers. property taxes	11.73
Farm insurance	4.54
Utilities	5.28
Dues & professional fees	6.10
Interest	41.64
Mach & bldg depreciation	25.98
Miscellaneous	5.64
Total overhead expenses per acre	110.26
Total dir & ovhd expenses per acre	258.03
Net return per acre	226.67
Government payments	19.56
Net return with govt pmts	246.23
Labor & management charge	46.71
Net return over lbr & mgt	199.51
<b>Cost of Production</b>	
Total direct expense per bu.	6.15
Total dir & ovhd exp per bu.	10.73
Less govt & other income	9.83
With labor & management	11.77
Net value per unit	20.07
Machinery cost per acre	95.44
Est. labor hours per acre	3.94