

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

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Cash Farm Income			
Barley	561	1,571	475
Beans, Black Turtle	70	100	194
Beans, Dark Red Kidney	335	211	1,185
Beans, Light Red Kidney	88	-	437
Beans, Navy	636	708	1,172
Beans, Pinto	127	-	257
Canola	235	208	-
Corn	66,775	29,640	143,874
Corn Silage	279	437	305
Corn, Seed	193	68	111
Flax	55	57	181
Grass Seed, Kentucky Blue	147	226	-
Hay, Alfalfa	1,969	1,895	2,706
Hay, Grass	124	92	125
Hay, Mixed	122	113	14
Haylage, Alfalfa	114	391	99
Oats	234	225	199
Peas	690	495	1,308
Potatoes	841	-	314
Potatoes, Seed	89	447	-
Radish Seed	20	102	-
Soybeans	62,994	38,670	113,995
Soybeans Seed	593	132	2,097
Straw	125	192	68
Sugar Beets	14,058	19,830	25,226
Sunflowers	310	563	268
Sunflowers, Confectionary	345	707	272
Sweet Corn	1,252	455	2,239
Wheat, Spring	15,603	25,488	14,948
Wheat, Winter	113	247	86
Rented Out	140	173	58
Soybeans, Food	267	20	699
Miscellaneous crop income	480	402	157
Beef Bulls	50	145	39
Beef Cow-Calf, Beef Calves	2,652	2,442	3,378
Beef, Custom Fed	884	75	3,330
Beef, Background Beef	1,449	1,178	997
Beef, Finish Beef Calves	9,989	7,245	26,296
Beef, Finish Yrlg Steers	2,216	2,171	6,170
Dairy, Milk	100,489	32,095	221,311
Dairy, Dairy Calves	1,841	594	3,720
Dairy Heifers (for sale)	1,651	492	1,477
Dairy Replacement Heifers	877	551	1,096
Dairy Steers	7,302	7,225	6,506
Hogs, Farrow-Fin, Raised Hogs	20,137	1,109	77,605
Hogs, Feeder Pigs, Feeder Pigs	374	22	163
Hogs, Finish Feeder Pigs	24,169	5,260	84,779
Sheep, Lamb Finishing	535	-	343
Sheep, Market Lambs, Mkt Lambs	237	185	327
Turkeys	661	-	712
Turkeys, Contract	150	-	-
Hogs, Contractee	1,312	497	2,468
Chickens, Pullets	149	-	-
Hogs, Weaning Pigs, Weaning Pigs	3,205	736	12,361
Hogs, Weaning to Finish	19,274	240	78,568
Hogs, Contractor	88	-	216
CCC market loan gain	527	208	1,247
Cull breeding livestock	6,580	2,540	13,583
Misc. livestock income	1,946	977	3,349
LDP payments	16,689	6,716	37,541
Direct & CC govt payments	23,567	15,287	45,889
CRP payments	746	1,209	1,000
Livestock govt payments	157	123	219
Other government payments	8,629	8,705	13,686
Custom work income	11,036	4,733	23,955
Patronage dividends, cash	3,390	1,877	7,774
Insurance income	11,972	15,503	15,494
Cash from hedging accts	1,599	590	5,741
Contract livestock income	333	-	1,078
Other farm income	11,527	11,130	23,640
Gross Cash Farm Income	468,370	255,722	1,039,127

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

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Cash Farm Expense			
Seed	26,265	17,603	50,196
Fertilizer	27,917	20,983	50,520
Crop chemicals	18,398	16,180	32,743
Crop insurance	7,231	6,279	12,020
Drying fuel	3,988	2,223	8,429
Irrigation energy	205	155	534
CCC buyback	13,815	9,572	21,538
Crop custom hire	247	212	322
Crop hauling and trucking	491	380	863
Crop marketing	1,052	717	2,221
Crop miscellaneous	2,737	1,690	5,297
Feeder livestock purchase	27,653	12,583	79,920
Purchased feed	52,938	15,881	149,621
Breeding fees	2,030	861	5,347
Veterinary	5,912	2,139	14,435
BST	952	159	2,896
Supplies	5,080	2,048	11,197
DHIA	493	198	987
Contract production exp.	4,277	321	13,247
Livestock custom hire	373	34	1,135
Livestock leases	325	159	929
Grazing fees	112	17	326
Livestock hauling and trucking	1,722	671	3,872
Livestock marketing	2,217	653	6,026
Bedding	1,447	511	3,618
Interest	24,997	20,482	42,658
Fuel & oil	19,132	14,404	34,220
Repairs	25,975	20,227	45,842
Custom hire	8,840	5,107	19,072
Hired labor	20,208	9,643	52,298
Land rent	44,435	29,192	91,548
Stock/quota lease	1,161	2,419	1,137
Machinery leases	4,179	2,926	8,088
Building leases	2,945	793	10,315
Real estate taxes	3,310	2,643	5,643
Farm insurance	6,033	4,655	10,633
Utilities	6,838	4,660	11,878
Dues & professional fees	1,958	1,734	3,512
Hedging account deposits	2,410	1,393	7,285
Miscellaneous	6,110	5,128	11,433
Total cash expense	386,406	237,635	833,799
Net cash farm income	81,964	18,087	205,328
Inventory Changes			
Crops and feed	24,961	3,510	60,635
Market livestock	3,453	983	11,356
Accounts receivable	-4,308	-12,204	5,826
Prepaid expenses and supplies	4,788	-380	16,547
Accounts payable	-1,056	-3,189	1,362
Total inventory change	27,839	-11,280	95,726
Net operating profit	109,802	6,807	301,053
Depreciation and Other Capital Adjustments			
Breeding livestock	183	-1,853	3,179
Machinery and equipment	-20,177	-16,401	-35,853
Buildings and improvements	-6,557	-3,232	-15,458
Other farm capital	948	163	2,796
Total depr. and other capital adj	-25,604	-21,322	-45,336
Net farm income	84,198	-14,515	255,718

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Net cash farm income	81,964	18,087	205,328
Crops and Feed			
Ending inventory	143,711	79,573	295,439
Beginning inventory	118,750	76,062	234,804
Inventory change	24,961	3,510	60,635
Market Livestock			
Ending inventory	41,450	19,434	108,594
Beginning inventory	37,997	18,451	97,238
Inventory change	3,453	983	11,356
Accts Receivable & Other Current Assets			
Ending inventory	25,694	10,591	69,294
Beginning inventory	30,002	22,796	63,468
Inventory change	-4,308	-12,204	5,826
Prepaid Expenses and Supplies			
Ending inventory	27,381	12,048	70,927
Beginning inventory	22,592	12,428	54,380
Inventory change	4,788	-380	16,547
Accounts Payable & Accrued Expenses			
Beginning inventory	15,818	14,591	27,026
Ending inventory	16,874	17,780	25,664
Inventory change	-1,056	-3,189	1,362
Total inventory change	27,839	-11,280	95,726
Net operating profit	109,802	6,807	301,053

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Net operating profit	109,802	6,807	301,053
Breeding Livestock			
Ending inventory	67,019	30,530	133,534
Capital sales	2,325	1,679	4,930
Beginning inventory	60,618	27,752	118,970
Capital purchases	8,543	6,310	16,315
Depreciation, capital adjust.	183	-1,853	3,179
Machinery and Equipment			
Ending inventory	203,747	158,649	357,358
Capital sales	3,728	3,427	7,861
Beginning inventory	186,180	149,516	312,310
Capital purchases	41,472	28,961	88,762
Depreciation, capital adjust.	-20,177	-16,401	-35,853
Buildings and Improvements			
Ending inventory	121,312	65,331	271,482
Capital sales	408	927	683
Beginning inventory	108,933	56,086	245,642
Capital purchases	19,345	13,404	41,982
Depreciation, capital adjust.	-6,557	-3,232	-15,458
Other Capital Assets			
Ending inventory	54,608	43,958	115,800
Capital sales	700	911	1,079
Beginning inventory	50,225	42,456	104,486
Capital purchases	4,136	2,249	9,597
Depreciation, capital adjust.	948	163	2,796
Total depreciation, capital adj.	-25,604	-21,322	-45,336
Net farm income	84,198	-14,515	255,718

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Profitability (assets valued at cost)			
Net farm income	84,198	-14,515	255,718
Labor and management earnings	57,722	-28,464	199,976
Rate of return on assets	8.5 %	-3.1 %	14.2 %
Rate of return on equity	11.5 %	-19.0 %	21.6 %
Operating profit margin	18.5 %	-8.6 %	27.3 %
Asset turnover rate	46.1 %	36.3 %	51.8 %
Interest on farm net worth	26,476	13,949	55,742
Farm interest expense	26,049	22,253	43,693
Value of operator lbr and mgmt.	34,170	26,374	55,942
Return on farm assets	76,077	-18,636	243,469
Average farm assets	893,108	599,085	1,719,755
Return on farm equity	50,027	-40,889	199,776
Average farm equity	433,418	215,094	923,967
Value of farm production	412,068	217,694	890,582

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Profitability (assets valued at market)			
Net farm income	105,164	11,280	284,222
Labor and management earnings	68,336	-11,472	214,000
Rate of return on assets	8.2 %	0.9 %	12.5 %
Rate of return on equity	11.6 %	-4.0 %	19.5 %
Operating profit margin	23.6 %	3.3 %	30.5 %
Asset turnover rate	34.9 %	26.1 %	40.9 %
Interest on farm net worth	36,829	22,752	70,222
Farm interest expense	26,049	22,253	43,693
Value of operator lbr and mgmt.	34,170	26,374	55,942
Return on farm assets	97,043	7,159	271,973
Average farm assets	1,181,724	834,951	2,175,243
Return on farm equity	70,994	-15,093	228,280
Average farm equity	613,236	377,032	1,170,338
Value of farm production	412,068	217,694	890,582

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Liquidity (cash)			
Net cash farm income	81,964	18,087	205,328
Net nonfarm income	23,678	34,553	14,148
Family living and taxes	49,875	41,633	71,762
Principal due on long term debt	15,307	11,014	29,493
Cash available for interm. debt	40,460	-7	118,220
Average intermediate debt	125,342	105,505	213,048
Years to turnover interm. debt	3.1	**	1.8
Expense as a % of income	83 %	93 %	80 %
Interest as a % of income	5 %	8 %	4 %
Working capital to gross income	19 %	0 %	27 %
Liquidity (accrual)			
Total accrual farm income	492,477	248,011	1,116,944
Total accrual operating expense	382,674	241,204	815,891
Net accrual operating income	109,802	6,807	301,053
Net nonfarm income	23,678	34,553	14,148
Family living and taxes	49,875	41,633	71,762
Principal due on long term debt	15,307	11,014	29,493
Available for intermediate debt	68,298	-11,287	213,946
Average intermediate debt	125,342	105,505	213,048
Years to turnover interm. debt	1.8	**	1.0
Expense as a % of income	78 %	97 %	73 %
Interest as a % of income	5 %	9 %	4 %
Working capital to gross income	18 %	0 %	25 %

** Income insufficient to meet debt servicing requirements

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
Number of farms	2247		449		450	
	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>
Assets						
Current Farm Assets						
Cash and checking balance	11,420	11,956	11,072	8,492	19,309	24,483
Prepaid expenses & supplies	22,592	27,381	12,428	12,048	54,380	70,927
Growing crops	560	705	251	481	481	654
Accounts receivable	26,062	21,277	20,809	8,613	53,553	57,980
Hedging accounts	1,244	1,118	554	671	3,650	3,366
Crops held for sale or feed	108,479	131,306	68,028	68,455	217,380	274,489
Crops under government loan	23,206	26,129	18,962	24,766	36,919	41,451
Market livestock held for sale	37,997	41,450	18,451	19,434	97,238	108,594
Other current assets	2,137	2,594	1,181	826	5,784	7,295
Total current farm assets	233,696	263,916	151,736	143,786	488,694	589,238
Intermediate Farm Assets						
Breeding livestock	60,618	67,019	27,752	30,530	118,970	133,534
Machinery and equipment	178,143	194,703	140,483	149,406	300,741	343,225
Titled vehicles	8,037	9,044	9,033	9,244	11,569	14,132
Other intermediate assets	27,344	29,329	31,839	32,109	50,426	56,493
Total intermediate farm assets	274,143	300,094	209,108	221,288	481,706	547,384
Long Term Farm Assets						
Farmland	223,883	240,509	174,276	181,370	355,313	388,933
Buildings and improvements	108,933	121,312	56,086	65,331	245,642	271,482
Other long-term assets	22,880	25,280	10,617	11,849	54,060	59,307
Total long-term farm assets	355,696	387,101	240,979	258,550	655,015	719,722
Total Farm Assets	863,535	951,111	601,824	623,624	1,625,415	1,856,345
Total Nonfarm Assets	119,627	132,183	109,426	118,063	143,564	159,546
Total Assets	983,163	1,083,294	711,249	741,688	1,768,978	2,015,891
Liabilities						
Current Farm Liabilities						
Accrued interest	5,464	6,526	5,538	7,266	8,491	9,563
Accounts payable	10,330	10,372	9,033	10,535	18,492	16,144
Current notes	87,462	95,675	71,999	78,404	168,058	178,308
Government crop loans	21,155	22,545	17,253	21,369	33,092	34,561
Principal due on term debt	36,215	38,151	26,840	26,931	67,920	72,052
Total current farm liabilities	160,626	173,269	130,664	144,505	296,053	310,626
Total intermediate farm liabs	99,538	103,066	83,662	90,354	166,722	172,774
Total long term farm liabilities	198,020	213,290	163,862	182,211	333,078	354,572
Total farm liabilities	458,184	489,625	378,188	417,071	795,853	837,972
Total nonfarm liabilities	27,134	29,872	31,788	33,584	30,152	33,844
Total liabilities	485,318	519,497	409,976	450,654	826,004	871,815
Net worth (farm and nonfarm)	497,845	563,796	301,273	291,033	942,974	1,144,075
Net worth change		65,952		-10,240		201,101
Ratio Analysis						
Current farm liabilities / assets	69 %	66 %	86 %	100 %	61 %	53 %
Curr. & interm farm liab. / assets	51 %	49 %	59 %	64 %	48 %	43 %
Long term farm liab. / assets	56 %	55 %	68 %	70 %	51 %	49 %
Total debt to asset ratio	49 %	48 %	58 %	61 %	47 %	43 %

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	2247		449		450	
	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>
Number of farms						
Assets						
Current Farm Assets						
Cash and checking balance	11,420	11,956	11,072	8,492	19,309	24,483
Prepaid expenses & supplies	22,592	27,381	12,428	12,048	54,380	70,927
Growing crops	560	705	251	481	481	654
Accounts receivable	26,062	21,277	20,809	8,613	53,553	57,980
Hedging accounts	1,244	1,118	554	671	3,650	3,366
Crops held for sale or feed	108,479	131,306	68,028	68,455	217,380	274,489
Crops under government loan	23,206	26,129	18,962	24,766	36,919	41,451
Market livestock held for sale	37,997	41,450	18,451	19,434	97,238	108,594
Other current assets	2,137	2,594	1,181	826	5,784	7,295
Total current farm assets	233,696	263,916	151,736	143,786	488,694	589,238
Intermediate Farm Assets						
Breeding livestock	66,648	74,499	29,374	32,663	127,174	145,282
Machinery and equipment	248,959	270,159	194,641	208,138	422,328	473,385
Titled vehicles	10,239	11,392	10,440	10,937	16,987	19,757
Other intermediate assets	36,878	40,348	45,012	46,375	65,293	74,771
Total intermediate farm assets	362,723	396,398	279,468	298,113	631,782	713,195
Long Term Farm Assets						
Farm land	371,087	408,337	302,931	327,567	558,734	627,872
Buildings and improvements	143,252	158,920	78,699	90,321	313,044	346,002
Other long-term assets	24,891	28,657	11,448	13,109	57,503	66,673
Total long-term farm assets	539,230	595,914	393,077	430,998	929,280	1,040,547
Total Farm Assets	1,135,650	1,256,228	824,282	872,897	2,049,756	2,342,980
Total Nonfarm Assets	139,798	156,187	134,415	146,228	167,235	188,695
Total Assets	1,275,448	1,412,415	958,697	1,019,125	2,216,991	2,531,676
Liabilities						
Current Farm Liabilities						
Accrued interest	5,464	6,526	5,538	7,266	8,491	9,563
Accounts payable	10,330	10,372	9,033	10,535	18,492	16,144
Current notes	87,462	95,675	71,999	78,404	168,058	178,308
Government crop loans	21,155	22,545	17,253	21,369	33,092	34,561
Principal due on term debt	36,215	38,151	26,840	26,931	67,920	72,052
Total current farm liabilities	160,626	173,269	130,664	144,505	296,053	310,626
Total intermediate farm liabs	99,538	103,066	83,662	90,354	166,722	172,774
Total long term farm liabilities	198,020	213,290	163,862	182,211	333,078	354,572
Total farm liabilities	458,184	489,625	378,188	417,071	795,853	837,972
Total nonfarm liabilities	27,134	29,872	31,788	33,584	30,152	33,844
Total liabs excluding deferreds	485,318	519,497	409,976	450,654	826,004	871,815
Total deferred liabilities	107,227	120,164	78,653	80,581	197,814	232,793
Total liabilities	592,545	639,662	488,629	531,235	1,023,818	1,104,608
Retained earnings	497,845	563,796	301,273	291,033	942,974	1,144,075
Market valuation equity	185,058	208,957	168,794	196,857	250,199	282,992
Net worth (farm and nonfarm)	682,903	772,753	470,067	487,890	1,193,173	1,427,068
Net worth excluding deferreds	790,130	892,917	548,721	568,471	1,390,987	1,659,860
Net worth change		89,850		17,823		233,894
Ratio Analysis						
Current farm liabilities / assets	69 %	66 %	86 %	100 %	61 %	53 %
Curr. & interm farm liab. / assets	44 %	42 %	50 %	53 %	41 %	37 %
Long term farm liab. / assets	37 %	36 %	42 %	42 %	36 %	34 %
Total debt to asset ratio	46 %	45 %	51 %	52 %	46 %	44 %
Debt to assets excl deferreds	38 %	37 %	43 %	44 %	37 %	34 %

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Beginning cash (farm & nonfarm)	16,877	15,502	24,256
Cash From Operating Activities			
Gross cash farm income	468,370	255,722	1,039,127
Net nonfarm income	23,678	34,553	14,148
Total cash farm expense	-386,406	-237,635	-833,799
Apparent family living expense	-44,233	-37,284	-61,389
Income and social security tax	-5,548	-4,341	-10,317
Cash from operations	55,860	11,015	147,770
Cash From Investing Activities			
Sale of breeding livestock	2,325	1,679	4,930
Sale of machinery & equipment	3,598	3,289	7,666
Sale of titled vehicles	131	138	195
Sale of farm land	4,004	8,628	2,224
Sale of farm buildings	408	927	683
Sale of other farm assets	700	911	1,079
Sale of nonfarm assets	4,283	3,344	6,596
Purchase of breeding livestock	-8,543	-6,310	-16,315
Purchase of machinery & equip.	-39,420	-27,690	-84,658
Purchase of titled vehicles	-2,052	-1,271	-4,103
Purchase of farm land	-18,355	-11,541	-34,236
Purchase of farm buildings	-19,345	-13,404	-41,982
Purchase of other farm assets	-4,136	-2,249	-9,597
Purchase of nonfarm assets	-14,101	-9,785	-23,747
Cash from investing activities	-90,504	-53,335	-191,265
Cash From Financing Activities			
Money borrowed	231,843	202,489	412,749
Cash gifts and inheritances	3,762	5,132	3,929
Principal payments	-199,391	-167,330	-366,923
Dividends paid	-93	-8	-57
Gifts given	-384	-620	-781
Cash from financing activities	35,736	39,663	48,918
Net change in cash balance	1,092	-2,656	5,424
Ending cash (farm & nonfarm)	17,969	12,845	29,680

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Liquidity			
Current ratio	1.52	1.00	1.90
Working capital	90,647	-719	278,612
Solvency (market)			
Farm debt to asset ratio	48 %	56 %	45 %
Farm equity to asset ratio	52 %	44 %	55 %
Farm debt to equity ratio	93 %	129 %	83 %
Profitability (cost)			
Rate of return on farm assets	8.5 %	-3.1 %	14.2 %
Rate of return on farm equity	11.5 %	-19.0 %	21.6 %
Operating profit margin	18.5 %	-8.6 %	27.3 %
Net farm income	84,198	-14,515	255,718
Repayment Capacity			
Term debt coverage ratio	174 %	36 %	261 %
Capital replacement margin	43,951	-29,679	168,978
Efficiency			
Asset turnover rate (cost)	46.1 %	36.3 %	51.8 %
Operating expense ratio	72.4 %	88.3 %	69.1 %
Depreciation expense ratio	5.2 %	8.6 %	4.1 %
Interest expense ratio	5.3 %	9.0 %	3.9 %
Net farm income ratio	17.1 %	-5.9 %	22.9 %

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

	Avg. Of All Farms	Low20%	High 20%
Number of farms	2247	449	450
Acreage Summary			
Total acres owned	275	264	360
Total crop acres	761	654	1,256
Crop acres owned	218	192	308
Crop acres cash rented	520	450	923
Crop acres share rented	24	13	24
Total pasture acres	11	6	4
Average Price Received (Cash Sales Only)			
Soybeans per bushel	5.78	5.72	5.83
Corn per bushel	1.93	1.84	1.97
Wheat, Spring per bushel	3.44	3.35	3.54
Hay, Alfalfa per ton	78.18	71.44	97.95
Oats per bushel	1.70	1.62	1.81
Straw per ton	40.82	47.64	23.15
Sweet Corn per ton	42.97	42.59	43.16
Peas per lb	0.083	0.070	0.092
Hay, Grass per ton	57.10	60.77	62.34
Corn Silage per ton	18.31	20.74	19.29
Barley per bushel	2.33	2.31	2.71
Hay, Mixed per ton	60.96	61.40	-
Sugar Beets per ton	36.43	37.87	35.79
Sunflowers per cwt	14.46	15.84	-
Beans, Navy per cwt	18.65	-	19.08
Haylage, Alfalfa per ton	51.28	-	-
Sunflowers, Confectionary per cwt	17.95	17.81	-
Canola per cwt	10.32	9.69	-
Rented Out per \$	12.46	-	-
Wheat, Winter per bushel	2.99	2.89	-
Rye per bushel	2.89	3.14	-
Soybeans Seed per bushel	6.87	-	7.63
Stover per ton	31.96	-	-
Soybeans, Food per bushel	7.25	-	-
Beans, Dark Red Kidney per cwt	25.45	-	-
Corn, Seed per bushel	3.34	-	-
Flax per bushel	8.71	-	-
Potatoes per cwt	8.14	-	-
Hay, Mixed Alfalfa/Grass per ton	60.94	-	-
Beans, Black Turtle per cwt	16.05	-	-
Beans, Pinto per cwt	16.13	-	-
Average Yield Per Acre			
Corn (bushel)	178.10	158.55	187.99
Soybeans (bushel)	46.54	38.34	50.89
Hay, Alfalfa (ton)	4.06	3.20	4.87
Wheat, Spring (bushel)	42.60	37.94	47.38
Corn Silage (ton)	17.73	15.63	18.70
Sugar Beets (ton)	19.84	17.01	23.50
Hay, Grass (ton)	2.34	2.42	2.51
CRP (\$)	61.95	49.66	80.28
Oats (bushel)	62.76	47.79	70.06
Hay, Mixed (ton)	2.54	2.17	2.80
Pasture (aum)	4.12	6.09	12.71
Sweet Corn (ton)	7.41	6.65	7.16
Barley (bushel)	46.82	42.55	57.48
Peas (lb)	2,704.26	2,814.39	2,425.76
Rented Out (\$)	100.69	87.70	116.65
Sunflowers (cwt)	14.53	12.75	15.24
Haylage, Alfalfa (ton)	8.04	7.91	8.02
Oatlage (ton)	5.89	4.35	8.79
Hay, Small Grain (ton)	2.38	1.85	-
Soybeans, Food (bushel)	33.61	-	44.17
Beans, Navy (cwt)	16.69	-	22.21
Sunflowers, Confectionary (cwt)	14.61	15.45	16.46
Canola (cwt)	10.09	9.06	-
Soybeans Seed (bushel)	55.88	-	60.56
Custom Work (\$)	21.24	-	45.79
Sorghum Silage (ton)	17.88	-	26.32
Pasture, Intensive (aum)	8.14	-	-
Rye (bushel)	21.33	-	-
Wheat, Winter (bushel)	37.28	-	49.93
Hay, Mixed Alfalfa/Grass (ton)	4.64	-	-
Potatoes (cwt)	105.47	-	-
Beans, Pinto (cwt)	20.06	-	21.98
Haylage, Mixed (ton)	5.54	-	-
Grass Seed, Kentucky Blue (lb)	281.73	325.51	-
Corn, Ear (ton)	16.03	-	-
Hay, Clover (ton)	1.72	-	-
Beans, Dark Red Kidney (cwt)	13.75	-	-
Grass Seed, Perennial Rye (lb)	625.62	-	-
Barley Silage (ton)	4.76	-	-
Soybeans, Organic (bushel)	31.70	-	-
Flax (bushel)	12.45	11.75	-
Hay, Native Grass (ton)	3.74	-	-

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	697	109	148
Average family size	3.5	3.2	3.7
Family Living Expenses			
Food and meals expense	6,045	5,658	6,637
Medical care	3,292	2,402	4,266
Health insurance	3,482	2,237	4,653
Cash donations	1,681	946	2,414
Household supplies	3,603	2,524	4,680
Clothing	1,550	1,162	2,035
Personal care	2,464	2,413	3,451
Child / Dependent care	625	670	1,023
Alimony and Child support	184	248	311
Gifts	1,918	1,736	2,472
Education	1,468	1,182	1,645
Recreation	2,698	2,098	4,194
Utilities (household share)	1,818	1,977	1,852
Nonfarm vehicle operating expense	3,023	3,068	3,100
Household real estate taxes	161	269	92
Dwelling rent	129	97	176
Household repairs	1,210	997	1,331
Nonfarm interest	1,216	2,011	1,187
Disability / Long term care insuran	241	172	255
Life insurance payments	1,780	1,413	2,421
Nonfarm property insurance	199	312	203
Miscellaneous	2,828	1,350	3,228
Total cash family living expense	41,612	34,942	51,627
Family living from the farm	461	337	354
Total family living	42,073	35,280	51,981
Other Nonfarm Expenditures			
Income taxes	6,591	5,064	13,107
Furnishing & appliance purchases	865	455	1,557
Nonfarm vehicle purchases	2,886	1,892	3,554
Nonfarm real estate purchases	5,522	2,810	10,753
Other nonfarm capital purchases	-1,707	403	1,818
Nonfarm savings & investments	4,487	1,492	4,654
Total other nonfarm expenditures	18,643	12,116	35,444
Total cash family living investment & nonfarm capital purch	60,256	47,058	87,071

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Operator Information			
Average number of operators	1.2	1.1	1.4
Average age of operators	46.3	45.1	47.4
Average number of years farming	23.0	21.1	25.0
Results Per Operator			
Working capital	76,306	-657	195,838
Total assets (market)	1,188,962	931,380	1,779,528
Total liabilities	538,463	485,497	776,435
Net worth (market)	650,499	445,884	1,003,093
Net worth excl deferred liabs	751,652	519,527	1,166,725
Gross farm income	414,564	226,658	785,106
Total farm expense	343,687	239,923	605,361
Net farm income	70,877	-13,265	179,745
Net nonfarm income	19,932	31,578	9,945
Family living & tax withdrawals	41,984	38,048	50,442
Total acres owned	231.2	241.6	252.9
Total crop acres	641.0	597.7	882.6
Crop acres owned	183.5	175.3	216.7
Crop acres cash rented	437.7	410.9	648.9
Crop acres share rented	19.8	11.5	17.0
Total pasture acres	9.1	5.1	2.8
Labor Analysis			
Number of farms	2247	449	450
Total unpaid labor hours	2,579	1,838	3,499
Total hired labor hours	1,524	775	3,872
Total labor hours per farm	4,103	2,614	7,370
Unpaid hours per operator	2,171	1,680	2,459
Value of farm production / hour	100.44	83.29	120.84
Net farm income / unpaid hour	32.65	-7.90	73.09
Average hourly hired labor wage	14.74	15.50	14.78
Partnerships & LLCs			
Number of farms	228	31	89
Number of operators	2.1	1.9	2.3
Owner withdrawals per farm	63,485	36,961	101,788
Withdrawals per operator	30,884	19,902	42,281
Corporations			
Number of farms	127	20	49
Number of operators	1.8	1.4	2.1

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Nonfarm Income			
Nonfarm wages & salary	16,482	25,381	8,751
Net nonfarm business income	2,006	3,149	1,152
Nonfarm rental income	607	1,040	559
Nonfarm interest income	325	285	288
Nonfarm cash dividends	265	128	289
Tax refunds	859	1,515	328
Other nonfarm income	3,136	3,055	2,782
Total nonfarm income	23,681	34,553	14,149
Gifts and inheritances	3,762	5,132	3,929
Nonfarm Assets (market)			
Checking & savings	6,013	4,353	5,197
Stocks & bonds	9,621	7,028	12,224
Other current assets	4,486	1,207	3,490
Furniture & appliances	10,282	10,736	10,182
Nonfarm vehicles	11,233	11,259	12,707
Cash value of life ins.	9,791	4,990	13,767
Retirement accounts	29,132	26,227	38,832
Other intermediate assets	7,237	5,695	12,594
Nonfarm real estate	57,326	65,791	53,798
Other long term assets	11,066	8,942	25,905
Total nonfarm assets	156,187	146,228	188,695
Nonfarm Liabilities			
Accrued interest	83	130	102
Accounts payable	2,159	1,202	4,688
Current notes	1,057	1,768	584
Princ due on term debt	2,227	2,451	2,499
Total current liabilities	5,526	5,551	7,873
Intermediate liabilities	5,206	4,643	7,046
Long term liabilities	19,140	23,390	18,925
Total nonfarm liabilities	29,872	33,584	33,844
Nonfarm net worth	126,315	112,644	154,852
Nonfarm debt to asset ratio	19 %	23 %	18 %

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

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2247	449	450
Income Statement			
Gross cash farm income	468,370	255,722	1,039,127
Total cash farm expense	386,406	237,635	833,799
Net cash farm income	81,964	18,087	205,328
Inventory change	27,839	-11,280	95,726
Depreciation and capital adjust	-25,604	-21,322	-45,336
Net farm income	84,198	-14,515	255,718
Profitability (cost)			
Labor and management earnings	57,722	-28,464	199,976
Rate of return on assets	8.5 %	-3.1 %	14.2 %
Rate of return on equity	11.5 %	-19.0 %	21.6 %
Operating profit margin	18.5 %	-8.6 %	27.3 %
Asset turnover rate	46.1 %	36.3 %	51.8 %
Profitability (market)			
Labor and management earnings	68,336	-11,472	214,000
Rate of return on assets	8.2 %	0.9 %	12.5 %
Rate of return on equity	11.6 %	-4.0 %	19.5 %
Operating profit margin	23.6 %	3.3 %	30.5 %
Asset turnover rate	34.9 %	26.1 %	40.9 %
Liquidity			
Ending current ratio	1.52	1.00	1.90
Ending working capital	90,647	-719	278,612
End working capital to gross inc	19.4 %	-0.3 %	26.8 %
Term debt coverage ratio	174.3 %	36.0 %	261.3 %
Expense as a percent of income	77.7 %	97.3 %	73.0 %
Interest as a percent of income	5.3 %	9.0 %	3.9 %
Solvency (cost)			
Number of farms	2,247	449	450
Ending farm assets	951,111	623,624	1,856,345
Ending farm liabilities	489,625	417,071	837,972
Ending total assets	1,083,294	741,688	2,015,891
Ending total liabilities	519,497	450,654	871,815
Ending net worth	563,796	291,033	1,144,075
Net worth change	65,952	-10,240	201,101
Ending farm debt to asset ratio	51 %	67 %	45 %
Beg total debt to asset ratio	49 %	58 %	47 %
End total debt to asset ratio	48 %	61 %	43 %
Solvency (market)			
Number of farms	2,247	449	450
Ending farm assets	1,256,228	872,897	2,342,980
Ending farm liabilities	604,441	491,508	1,063,984
Ending total assets	1,412,415	1,019,125	2,531,676
Ending total liabilities	639,662	531,235	1,104,608
Ending net worth	772,753	487,890	1,427,068
Net worth change	89,850	17,823	233,894
Ending farm debt to asset ratio	48 %	56 %	45 %
Beg total debt to asset ratio	46 %	51 %	46 %
End total debt to asset ratio	45 %	52 %	44 %
Nonfarm Information			
Net nonfarm income	23,678	34,553	14,148
Farms reporting living expenses	873	144	174
Total family living expense	39,162	32,426	49,080
Total living, invest, & capital	59,573	49,536	89,437
Crop Acres			
Total acres owned	275	264	360
Total crop acres	761	654	1,256
Total crop acres owned	218	192	308
Total crop acres cash rented	520	450	923
Total crop acres share rented	24	13	24

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

Barley on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	32	6	7
Number of farms	32	6	7
Acres	69.00	103.35	56.21
Yield per acre (bu.)	40.38	33.77	65.55
Operators share of yield %	100.00	100.00	100.00
Value per bu.	1.94	1.42	2.47
Total product return per acre	78.35	47.82	161.71
Miscellaneous income per acre	41.93	36.16	40.10
Gross return per acre	120.28	83.99	201.81
Direct Expenses			
Seed	9.29	10.32	8.49
Fertilizer	27.53	30.27	27.68
Crop chemicals	14.32	17.55	16.54
Crop insurance	7.77	6.14	5.12
Fuel & oil	13.62	15.94	12.96
Repairs	18.71	28.74	17.61
Custom hire	3.84	5.50	0.99
Hired labor	0.23	0.81	-
Hauling and trucking	0.13	-	0.71
Marketing	0.21	-	1.08
Operating interest	2.60	2.02	3.70
Miscellaneous	1.04	0.76	0.10
Total direct expenses per acre	99.30	118.05	94.99
Return over direct exp per acre	20.98	-34.06	106.82
Overhead Expenses			
Custom hire	2.22	4.42	1.49
Hired labor	4.75	3.83	5.59
Machinery leases	1.66	0.49	1.65
RE & pers. property taxes	6.11	6.77	8.75
Farm insurance	4.10	7.32	3.36
Utilities	2.95	3.97	3.30
Dues & professional fees	1.30	1.62	1.92
Interest	21.15	22.52	21.19
Mach & bldg depreciation	11.78	10.04	12.36
Miscellaneous	1.73	1.34	2.39
Total overhead expenses per acre	57.76	62.33	62.01
Total dir & ovhd expenses per acre	157.06	180.38	156.99
Net return per acre	-36.78	-96.39	44.82
Government payments	16.89	18.99	17.12
Net return with govt pmts	-19.89	-77.41	61.94
Labor & management charge	18.44	21.33	17.34
Net return over lbr & mgt	-38.33	-98.73	44.60
Cost of Production			
Total direct expense per bu.	2.46	3.50	1.45
Total dir & ovhd exp per bu.	3.89	5.34	2.40
Less govt & other income	2.43	3.71	1.52
With labor & management	2.89	4.34	1.79
Machinery cost per acre	54.16	68.08	50.34
Est. labor hours per acre	1.89	2.21	1.76

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

Barley on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	45	8	9
Number of farms	39	7	8
Acres	116.02	164.44	88.06
Yield per acre (bu.)	41.28	25.15	52.29
Operators share of yield %	100.00	100.00	100.00
Value per bu.	2.23	1.73	2.64
Total product return per acre	92.26	43.51	137.90
Miscellaneous income per acre	20.86	19.34	25.07
Gross return per acre	113.12	62.85	162.97
Direct Expenses			
Seed	9.75	10.28	11.76
Fertilizer	30.45	31.93	24.46
Crop chemicals	13.37	11.22	10.51
Crop insurance	7.32	5.72	6.79
Drying fuel	0.40	-	0.98
Fuel & oil	11.68	9.97	13.64
Repairs	13.43	12.12	16.58
Custom hire	1.94	1.67	-
Land rent	44.36	43.42	40.37
Operating interest	3.35	2.87	5.25
Miscellaneous	0.46	0.56	-
Total direct expenses per acre	136.51	129.75	130.34
Return over direct exp per acre	-23.38	-66.90	32.62
Overhead Expenses			
Custom hire	1.74	2.08	0.79
Hired labor	4.28	2.01	8.14
Machinery leases	1.27	0.12	0.80
Farm insurance	3.36	4.20	1.50
Utilities	2.18	1.49	2.48
Dues & professional fees	1.42	0.61	4.31
Interest	4.24	3.28	8.30
Mach & bldg depreciation	11.11	11.10	14.65
Miscellaneous	1.66	1.02	1.61
Total overhead expenses per acre	31.25	25.91	42.58
Total dir & ovhd expenses per acre	167.76	155.66	172.92
Net return per acre	-54.64	-92.81	-9.95
Government payments	15.45	15.07	12.54
Net return with govt pmts	-39.18	-77.74	2.59
Labor & management charge	16.17	12.68	17.53
Net return over lbr & mgt	-55.35	-90.42	-14.94
Cost of Production			
Total direct expense per bu.	3.31	5.16	2.49
Total dir & ovhd exp per bu.	4.06	6.19	3.31
Less govt & other income	3.18	4.82	2.59
With labor & management	3.58	5.33	2.92
Machinery cost per acre	44.62	39.77	54.46
Est. labor hours per acre	1.53	1.35	1.63

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

Beans, Dark Red Kidney on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	5
Number of farms	5
Acres	132.32
Yield per acre (cwt.)	15.78
Operators share of yield %	100.00
Value per cwt.	22.12
Total product return per acre	349.00
Miscellaneous income per acre	9.19
Gross return per acre	358.19
Direct Expenses	
Seed	50.23
Fertilizer	52.26
Crop chemicals	55.45
Crop insurance	4.92
Fuel & oil	16.88
Repairs	13.88
Custom hire	1.51
Land rent	84.58
Machinery leases	0.52
Operating interest	2.57
Total direct expenses per acre	282.81
Return over direct exp per acre	75.38
Overhead Expenses	
Hired labor	10.89
Machinery leases	3.78
Farm insurance	5.40
Utilities	5.49
Dues & professional fees	1.49
Interest	5.74
Mach & bldg depreciation	12.65
Miscellaneous	3.93
Total overhead expenses per acre	49.38
Total dir & ovhd expenses per acre	332.20
Net return per acre	25.99
Government payments	-
Net return with govt pmts	25.99
Labor & management charge	10.74
Net return over lbr & mgt	15.25
Cost of Production	
Total direct expense per cwt.	17.92
Total dir & ovhd exp per cwt.	21.05
Less govt & other income	20.47
With labor & management	21.15
Machinery cost per acre	54.85
Est. labor hours per acre	1.10

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

Beans, Navy on Owned Land

	Avg. Of All Farms
Number of fields	10
Number of farms	10
Acres	92.34
Yield per acre (cwt.)	19.75
Operators share of yield %	100.00
Value per cwt.	18.85
Total product return per acre	372.29
Miscellaneous income per acre	0.80
Gross return per acre	373.09
Direct Expenses	
Seed	34.18
Fertilizer	26.01
Crop chemicals	43.61
Crop insurance	15.91
Fuel & oil	24.52
Repairs	31.88
Custom hire	3.52
Hired labor	0.64
Operating interest	3.48
Miscellaneous	0.19
Total direct expenses per acre	183.92
Return over direct exp per acre	189.17
Overhead Expenses	
Custom hire	7.19
Hired labor	23.94
Machinery leases	4.13
RE & pers. property taxes	7.95
Farm insurance	6.32
Utilities	3.74
Dues & professional fees	4.16
Interest	36.42
Mach & bldg depreciation	19.26
Miscellaneous	3.55
Total overhead expenses per acre	116.67
Total dir & ovhd expenses per acre	300.59
Net return per acre	72.50
Government payments	-
Net return with govt pmts	72.50
Labor & management charge	22.49
Net return over lbr & mgt	50.01
Cost of Production	
Total direct expense per cwt.	9.31
Total dir & ovhd exp per cwt.	15.22
Less govt & other income	15.18
With labor & management	16.32
Machinery cost per acre	96.52
Est. labor hours per acre	2.58

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

Beans, Navy on Cash Rent

	Avg. Of All Farms
Number of fields	18
Number of farms	18
Acres	172.72
Yield per acre (cwt.)	15.24
Operators share of yield %	100.00
Value per cwt.	18.38
Total product return per acre	280.19
Miscellaneous income per acre	21.45
Gross return per acre	301.64
Direct Expenses	
Seed	33.44
Fertilizer	31.39
Crop chemicals	33.58
Crop insurance	16.09
Fuel & oil	16.76
Repairs	23.68
Custom hire	3.03
Hired labor	0.16
Land rent	61.45
Machinery leases	1.25
Operating interest	5.70
Miscellaneous	0.68
Total direct expenses per acre	227.20
Return over direct exp per acre	74.44
Overhead Expenses	
Custom hire	1.70
Hired labor	11.09
Machinery leases	1.79
Farm insurance	6.06
Utilities	3.14
Dues & professional fees	2.41
Interest	6.42
Mach & bldg depreciation	15.41
Miscellaneous	3.79
Total overhead expenses per acre	51.81
Total dir & ovhd expenses per acre	279.01
Net return per acre	22.63
Government payments	-
Net return with govt pmts	22.63
Labor & management charge	27.25
Net return over lbr & mgt	-4.62
Cost of Production	
Total direct expense per cwt.	14.91
Total dir & ovhd exp per cwt.	18.30
Less govt & other income	16.90
With labor & management	18.68
Machinery cost per acre	69.41
Est. labor hours per acre	2.31

Crop Enterprise Analysis
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(Farms Sorted By Return to Overhead)

Beans, Pinto on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	5
Number of farms	5
Acres	227.48
Yield per acre (cwt.)	20.46
Operators share of yield %	100.00
Value per cwt.	15.31
Total product return per acre	313.14
Miscellaneous income per acre	34.99
Gross return per acre	348.13
Direct Expenses	
Seed	32.62
Fertilizer	21.32
Crop chemicals	32.37
Crop insurance	18.65
Drying fuel	1.32
Fuel & oil	21.80
Repairs	27.59
Custom hire	1.31
Hired labor	0.62
Land rent	62.04
Operating interest	3.22
Miscellaneous	2.51
Total direct expenses per acre	225.36
Return over direct exp per acre	122.77
Overhead Expenses	
Custom hire	2.64
Hired labor	17.28
Machinery leases	2.07
Building leases	0.13
Farm insurance	6.94
Utilities	2.24
Dues & professional fees	3.29
Interest	4.84
Mach & bldg depreciation	17.28
Miscellaneous	5.64
Total overhead expenses per acre	62.36
Total dir & ovhd expenses per acre	287.71
Net return per acre	60.42
Government payments	-
Net return with govt pmts	60.42
Labor & management charge	30.31
Net return over lbr & mgt	30.11
Cost of Production	
Total direct expense per cwt.	11.02
Total dir & ovhd exp per cwt.	14.07
Less govt & other income	12.35
With labor & management	13.84
Machinery cost per acre	76.87
Est. labor hours per acre	2.79

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Canola on Owned Land

	Avg. Of All Farms
Number of fields	14
Number of farms	10
Acres	182.97
Yield per acre (cwt.)	7.79
Operators share of yield %	100.00
Value per cwt.	9.71
Total product return per acre	75.63
Miscellaneous income per acre	47.17
Gross return per acre	122.81
Direct Expenses	
Seed	21.77
Fertilizer	46.99
Crop chemicals	16.36
Crop insurance	8.34
Fuel & oil	13.49
Repairs	11.04
Custom hire	6.02
Operating interest	2.10
Miscellaneous	0.40
Total direct expenses per acre	126.51
Return over direct exp per acre	-3.70
Overhead Expenses	
Custom hire	2.12
Hired labor	5.69
Machinery leases	0.91
RE & pers. property taxes	3.22
Farm insurance	2.75
Utilities	2.05
Dues & professional fees	0.84
Interest	10.86
Mach & bldg depreciation	13.21
Miscellaneous	1.38
Total overhead expenses per acre	43.03
Total dir & ovhd expenses per acre	169.54
Net return per acre	-46.73
Government payments	13.98
Net return with govt pmts	-32.75
Labor & management charge	17.73
Net return over lbr & mgt	-50.48
Cost of Production	
Total direct expense per cwt.	16.24
Total dir & ovhd exp per cwt.	21.76
Less govt & other income	13.91
With labor & management	16.19
Machinery cost per acre	48.37
Est. labor hours per acre	1.49

Crop Enterprise Analysis
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Canola on Cash Rent

	Avg. Of All Farms
Number of fields	19
Number of farms	15
Acres	144.79
Yield per acre (cwt.)	9.03
Operators share of yield %	100.00
Value per cwt.	10.20
Total product return per acre	92.09
Miscellaneous income per acre	25.85
Gross return per acre	117.94
Direct Expenses	
Seed	22.25
Fertilizer	42.66
Crop chemicals	15.94
Crop insurance	8.39
Fuel & oil	11.26
Repairs	11.69
Custom hire	10.44
Land rent	28.60
Operating interest	3.64
Miscellaneous	0.75
Total direct expenses per acre	155.62
Return over direct exp per acre	-37.69
Overhead Expenses	
Custom hire	0.76
Hired labor	7.85
Machinery leases	1.29
Building leases	0.21
Farm insurance	2.71
Utilities	2.50
Dues & professional fees	0.91
Interest	2.76
Mach & bldg depreciation	10.28
Miscellaneous	1.78
Total overhead expenses per acre	31.05
Total dir & ovhd expenses per acre	186.67
Net return per acre	-68.73
Government payments	14.39
Net return with govt pmts	-54.34
Labor & management charge	15.52
Net return over lbr & mgt	-69.86
Cost of Production	
Total direct expense per cwt.	17.24
Total dir & ovhd exp per cwt.	20.68
Less govt & other income	16.22
With labor & management	17.94
Machinery cost per acre	46.78
Est. labor hours per acre	1.23

Crop Enterprise Analysis
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Corn on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	1224	223	274
Number of farms	1077	215	216
Acres	113.19	78.46	135.27
Yield per acre (bu.)	179.13	138.72	198.48
Operators share of yield %	100.00	100.00	100.00
Value per bu.	2.01	1.91	2.10
Other product return per acre	0.07	0.59	-
Total product return per acre	360.05	265.44	417.02
Miscellaneous income per acre	45.96	25.02	69.04
Gross return per acre	406.01	290.47	486.06
Direct Expenses			
Seed	48.25	44.02	50.39
Fertilizer	61.61	62.07	56.18
Crop chemicals	24.78	28.01	21.61
Crop insurance	9.30	10.04	8.89
Drying fuel	15.04	13.23	14.32
Fuel & oil	19.53	22.21	18.91
Repairs	27.01	32.15	24.74
Custom hire	5.44	7.10	2.93
Hired labor	0.43	1.73	0.12
Machinery leases	0.65	0.77	1.00
Hauling and trucking	0.72	1.20	0.46
Marketing	1.35	1.55	0.98
Operating interest	7.34	9.04	6.13
Miscellaneous	1.14	1.25	1.01
Total direct expenses per acre	222.59	234.37	207.68
Return over direct exp per acre	183.42	56.10	278.38
Overhead Expenses			
Custom hire	1.68	2.93	1.56
Hired labor	7.59	8.05	9.39
Machinery leases	2.15	1.91	2.88
Building leases	0.69	0.60	0.56
RE & pers. property taxes	12.82	10.27	14.34
Farm insurance	5.40	5.32	5.24
Utilities	3.95	4.30	3.55
Dues & professional fees	1.32	1.13	1.10
Interest	47.07	43.19	45.34
Mach & bldg depreciation	29.62	27.81	31.48
Miscellaneous	5.35	5.98	6.16
Total overhead expenses per acre	117.65	111.48	121.58
Total dir & ovhd expenses per acre	340.23	345.84	329.26
Net return per acre	65.78	-55.38	156.80
Government payments	36.78	32.46	40.40
Net return with govt pmts	102.55	-22.92	197.20
Labor & management charge	31.64	34.03	30.39
Net return over lbr & mgt	70.91	-56.95	166.81
Cost of Production			
Total direct expense per bu.	1.24	1.69	1.05
Total dir & ovhd exp per bu.	1.90	2.49	1.66
Less govt & other income	1.44	2.07	1.11
With labor & management	1.61	2.32	1.26
Machinery cost per acre	85.90	98.69	81.15
Est. labor hours per acre	2.93	4.01	2.65

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Farm Business Management Statewide Database
(Farms Sorted By Return to Overhead)

Corn on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	1864	351	375
Number of farms	1277	255	256
Acres	191.05	147.49	213.13
Yield per acre (bu.)	178.39	156.97	191.41
Operators share of yield %	100.00	100.00	100.00
Value per bu.	2.04	1.88	2.14
Other product return per acre	0.01	0.02	-
Total product return per acre	364.33	295.53	409.27
Miscellaneous income per acre	38.55	26.26	64.91
Gross return per acre	402.88	321.79	474.17
Direct Expenses			
Seed	48.36	47.99	48.97
Fertilizer	64.41	68.14	60.16
Crop chemicals	23.79	29.13	21.04
Crop insurance	10.00	10.64	9.35
Drying fuel	13.99	16.07	14.20
Fuel & oil	18.94	20.38	18.41
Repairs	23.63	28.03	20.82
Custom hire	4.96	8.06	2.93
Land rent	100.50	98.76	96.50
Machinery leases	0.99	0.72	2.10
Hauling and trucking	0.67	1.08	0.33
Marketing	0.95	1.32	0.57
Operating interest	8.62	10.79	6.01
Miscellaneous	1.43	1.85	0.92
Total direct expenses per acre	321.23	342.95	302.30
Return over direct exp per acre	81.65	-21.16	171.88
Overhead Expenses			
Custom hire	1.72	2.38	1.24
Hired labor	7.20	5.49	9.53
Machinery leases	3.56	3.16	4.47
Building leases	0.90	1.93	0.58
Farm insurance	4.47	4.56	4.60
Utilities	3.25	3.42	3.43
Dues & professional fees	1.32	1.20	1.37
Interest	6.31	7.71	5.54
Mach & bldg depreciation	24.53	27.04	27.59
Miscellaneous	4.96	4.89	5.57
Total overhead expenses per acre	58.22	61.78	63.92
Total dir & ovhd expenses per acre	379.45	404.74	366.22
Net return per acre	23.43	-82.95	107.95
Government payments	37.03	37.60	40.85
Net return with govt pmts	60.46	-45.35	148.80
Labor & management charge	28.94	32.36	26.23
Net return over lbr & mgt	31.53	-77.71	122.57
Cost of Production			
Total direct expense per bu.	1.80	2.18	1.58
Total dir & ovhd exp per bu.	2.13	2.58	1.91
Less govt & other income	1.70	2.17	1.36
With labor & management	1.87	2.38	1.50
Machinery cost per acre	80.43	93.44	77.65
Est. labor hours per acre	2.46	2.87	2.18

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Corn Silage on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	404	82	83
Number of farms	395	79	79
Acres	43.66	40.93	47.04
Yield per acre (ton)	18.02	12.11	23.63
Operators share of yield %	100.00	100.00	100.00
Value per ton	19.52	18.94	20.44
Total product return per acre	351.60	229.34	482.97
Miscellaneous income per acre	36.01	13.60	61.35
Gross return per acre	387.62	242.94	544.32
Direct Expenses			
Seed	41.36	40.34	43.23
Fertilizer	40.72	43.73	39.22
Crop chemicals	29.15	27.94	33.02
Crop insurance	6.90	7.01	7.12
Fuel & oil	26.09	24.83	27.79
Repairs	34.07	38.50	31.00
Custom hire	17.59	32.56	3.38
Operating interest	5.05	5.47	6.01
Miscellaneous	5.79	4.81	3.43
Total direct expenses per acre	206.72	225.20	194.19
Return over direct exp per acre	180.89	17.74	350.13
Overhead Expenses			
Custom hire	8.46	5.07	13.48
Hired labor	13.92	8.30	23.09
Machinery leases	3.43	1.70	7.49
Building leases	0.88	0.53	0.97
RE & pers. property taxes	8.32	6.34	10.43
Farm insurance	4.73	3.96	4.87
Utilities	3.64	3.63	3.79
Dues & professional fees	1.10	0.76	1.57
Interest	39.37	34.19	48.95
Mach & bldg depreciation	31.59	28.33	34.87
Miscellaneous	5.26	4.72	7.16
Total overhead expenses per acre	120.68	97.53	156.68
Total dir & ovhd expenses per acre	327.40	322.72	350.87
Net return per acre	60.21	-79.78	193.45
Government payments	28.52	21.79	34.65
Net return with govt pmts	88.74	-58.00	228.10
Labor & management charge	31.65	35.88	28.35
Net return over lbr & mgt	57.08	-93.87	199.75
Cost of Production			
Total direct expense per ton	11.47	18.59	8.22
Total dir & ovhd exp per ton	18.17	26.65	14.85
Less govt & other income	14.59	23.72	10.79
With labor & management	16.35	26.69	11.99
Machinery cost per acre	125.47	135.58	120.43
Est. labor hours per acre	5.41	5.80	4.72

Crop Enterprise Analysis
Minnesota State Colleges and Universities
Farm Business Management Statewide Database
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Corn Silage on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	335	68	67
Number of farms	325	65	65
Acres	56.82	55.35	50.01
Yield per acre (ton)	17.59	12.00	23.41
Operators share of yield %	100.00	100.00	100.00
Value per ton	19.57	18.06	20.81
Total product return per acre	344.23	216.63	487.05
Miscellaneous income per acre	37.22	17.32	50.03
Gross return per acre	381.45	233.95	537.07
Direct Expenses			
Seed	43.66	41.68	44.29
Fertilizer	40.51	45.08	41.24
Crop chemicals	27.94	30.47	26.80
Crop insurance	6.84	7.80	6.29
Fuel & oil	27.40	26.32	29.17
Repairs	36.54	38.23	32.33
Custom hire	17.67	29.02	7.97
Land rent	69.86	57.83	73.91
Operating interest	5.16	4.20	6.12
Miscellaneous	6.95	8.17	1.51
Total direct expenses per acre	282.53	288.79	269.64
Return over direct exp per acre	98.92	-54.84	267.44
Overhead Expenses			
Custom hire	5.94	4.64	9.62
Hired labor	18.68	14.83	22.55
Machinery leases	4.28	3.41	8.37
Building leases	1.71	2.48	2.07
Farm insurance	4.27	4.50	4.83
Utilities	3.03	3.67	3.42
Dues & professional fees	1.19	1.07	1.72
Interest	8.51	7.98	10.36
Mach & bldg depreciation	28.88	24.96	33.92
Miscellaneous	5.52	5.80	5.38
Total overhead expenses per acre	82.01	73.31	102.25
Total dir & ovhd expenses per acre	364.54	362.10	371.89
Net return per acre	16.91	-128.15	165.18
Government payments	30.08	28.63	31.15
Net return with govt pmts	46.99	-99.52	196.33
Labor & management charge	34.54	38.84	33.05
Net return over lbr & mgt	12.45	-138.37	163.28
Cost of Production			
Total direct expense per ton	16.06	24.07	11.52
Total dir & ovhd exp per ton	20.72	30.18	15.89
Less govt & other income	16.89	26.35	12.42
With labor & management	18.86	29.59	13.83
Machinery cost per acre	125.91	132.00	128.07
Est. labor hours per acre	5.41	5.04	5.29

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CRP on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	190	39	36
Number of farms	178	35	36
Acres	72.25	135.11	12.58
Yield per acre (\$)	62.20	42.59	142.59
Operators share of yield %	100.00	100.00	100.00
Value per \$	1.00	1.00	1.00
Total product return per acre	62.20	42.59	142.59
Miscellaneous income per acre	1.06	2.13	-
Gross return per acre	63.27	44.72	142.59
Direct Expenses			
Seed	0.45	0.78	4.26
Crop chemicals	0.22	0.25	0.55
Fuel & oil	3.01	2.48	4.76
Repairs	4.18	4.13	6.41
Operating interest	1.00	0.43	1.85
Miscellaneous	0.41	0.36	-
Total direct expenses per acre	9.26	8.43	17.83
Return over direct exp per acre	54.01	36.29	124.76
Overhead Expenses			
Hired labor	0.53	0.25	0.73
Machinery leases	0.29	0.46	0.71
RE & pers. property taxes	6.74	4.11	12.68
Farm insurance	2.68	3.12	1.29
Utilities	0.66	0.56	0.89
Interest	17.97	10.33	40.37
Mach & bldg depreciation	2.76	1.60	6.44
Miscellaneous	1.23	0.85	1.74
Total overhead expenses per acre	32.86	21.30	64.84
Total dir & ovhd expenses per acre	42.12	29.73	82.67
Net return per acre	21.15	14.99	59.91
Government payments	-	-	-
Net return with govt pmts	21.15	14.99	59.91
Labor & management charge	4.79	3.67	7.56
Net return over lbr & mgt	16.36	11.32	52.35
Cost of Production			
Total direct expense per \$	0.15	0.20	0.13
Total dir & ovhd exp per \$	0.68	0.70	0.58
Less govt & other income	0.66	0.65	0.58
With labor & management	0.74	0.73	0.63
Machinery cost per acre	11.24	9.82	17.87
Est. labor hours per acre	0.37	0.28	0.76

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CRP on Cash Rent

	Avg. Of All Farms
Number of fields	17
Number of farms	16
Acres	42.34
Yield per acre (\$)	69.51
Operators share of yield %	100.00
Value per \$	1.00
Total product return per acre	69.51
Miscellaneous income per acre	7.10
Gross return per acre	76.61
Direct Expenses	
Seed	0.27
Crop chemicals	0.49
Fuel & oil	2.35
Repairs	4.28
Hired labor	0.54
Land rent	41.15
Operating interest	0.53
Total direct expenses per acre	49.61
Return over direct exp per acre	27.01
Overhead Expenses	
Hired labor	0.47
Machinery leases	0.17
Farm insurance	2.58
Utilities	0.46
Interest	0.41
Mach & bldg depreciation	1.54
Miscellaneous	0.61
Total overhead expenses per acre	6.23
Total dir & ovhd expenses per acre	55.83
Net return per acre	20.78
Government payments	-
Net return with govt pmts	20.78
Labor & management charge	3.85
Net return over lbr & mgt	16.94
Cost of Production	
Total direct expense per \$	0.71
Total dir & ovhd exp per \$	0.80
Less govt & other income	0.70
With labor & management	0.76
Machinery cost per acre	8.70
Est. labor hours per acre	0.22

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Custom Work on Cash Rent

	Avg. Of All Farms
Number of fields	8
Number of farms	8
Acres	979.38
Yield per acre (\$)	18.23
Operators share of yield %	100.00
Value per \$	1.00
Total product return per acre	18.23
Miscellaneous income per acre	9.12
Gross return per acre	27.35
Direct Expenses	
Fuel & oil	5.50
Repairs	11.54
Operating interest	2.90
Miscellaneous	0.00
Total direct expenses per acre	19.94
Return over direct exp per acre	7.41
Overhead Expenses	
Hired labor	1.74
Machinery leases	0.58
Farm insurance	1.10
Utilities	1.19
Interest	2.38
Mach & bldg depreciation	9.79
Miscellaneous	2.15
Total overhead expenses per acre	18.93
Total dir & ovhd expenses per acre	38.86
Net return per acre	-11.51
Government payments	-
Net return with govt pmts	-11.51
Labor & management charge	9.34
Net return over lbr & mgt	-20.85
Cost of Production	
Total direct expense per \$	1.09
Total dir & ovhd exp per \$	2.13
Less govt & other income	1.63
With labor & management	2.14
Machinery cost per acre	28.67
Est. labor hours per acre	0.79

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Fallow on Owned Land

	Avg. Of All Farms
Number of fields	15
Number of farms	15
Acres	41.81
Yield per acre	-
Operators share of yield %	-
Value per unit	-
Total product return per acre	-
Miscellaneous income per acre	-
Gross return per acre	-
Direct Expenses	
Fertilizer	0.66
Crop chemicals	2.70
Crop insurance	0.55
Fuel & oil	5.74
Repairs	9.04
Custom hire	0.96
Operating interest	1.55
Miscellaneous	0.06
Total direct expenses per acre	21.27
Return over direct exp per acre	-21.27
Overhead Expenses	
Custom hire	1.15
Hired labor	0.81
Machinery leases	0.17
RE & pers. property taxes	6.88
Farm insurance	2.62
Utilities	0.88
Interest	14.25
Mach & bldg depreciation	5.91
Miscellaneous	1.29
Total overhead expenses per acre	33.95
Total dir & ovhd expenses per acre	55.22
Net return per acre	-55.22
Government payments	10.86
Net return with govt pmts	-44.36
Labor & management charge	8.53
Net return over lbr & mgt	-52.89
Cost of Production	
Total direct expense per unit	-
Total dir & ovhd exp per unit	-
Less govt & other income	-
With labor & management	-
Machinery cost per acre	23.88
Est. labor hours per acre	1.09

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Fallow on Cash Rent

	Avg. Of All Farms
Number of fields	10
Number of farms	9
Acres	43.17
Yield per acre	-
Operators share of yield %	-
Value per unit	-
Total product return per acre	-
Miscellaneous income per acre	-
Gross return per acre	-
Direct Expenses	
Crop chemicals	13.75
Crop insurance	0.83
Fuel & oil	7.42
Repairs	6.57
Land rent	30.76
Operating interest	1.38
Total direct expenses per acre	60.71
Return over direct exp per acre	-60.71
Overhead Expenses	
Hired labor	3.78
Machinery leases	1.55
Farm insurance	4.78
Utilities	0.56
Interest	1.10
Mach & bldg depreciation	4.88
Miscellaneous	1.70
Total overhead expenses per acre	18.35
Total dir & ovhd expenses per acre	79.06
Net return per acre	-79.06
Government payments	13.69
Net return with govt pmts	-65.37
Labor & management charge	10.63
Net return over lbr & mgt	-76.00
Cost of Production	
Total direct expense per unit	-
Total dir & ovhd exp per unit	-
Less govt & other income	-
With labor & management	-
Machinery cost per acre	21.63
Est. labor hours per acre	1.07

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

Hay, Alfalfa on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	453	97	87
Number of farms	429	85	86
Acres	54.03	59.14	61.18
Yield per acre (ton)	3.94	2.39	5.58
Operators share of yield %	100.00	100.00	100.00
Value per ton	89.06	68.33	101.04
Other product return per acre	0.00	0.00	-
Total product return per acre	350.91	163.03	563.84
Miscellaneous income per acre	3.14	8.30	0.31
Gross return per acre	354.06	171.32	564.15
Direct Expenses			
Fertilizer	18.41	17.19	16.67
Crop chemicals	4.37	1.10	7.84
Crop insurance	1.50	2.07	0.81
Fuel & oil	24.90	26.38	24.37
Repairs	34.27	36.12	35.03
Custom hire	13.54	6.53	11.50
Operating interest	5.09	4.28	4.31
Miscellaneous	4.83	5.33	3.24
Total direct expenses per acre	106.91	99.00	103.77
Return over direct exp per acre	247.14	72.32	460.38
Overhead Expenses			
Custom hire	5.10	2.28	10.26
Hired labor	12.77	6.73	22.04
Machinery leases	3.05	4.69	2.72
Building leases	0.67	0.33	1.11
RE & pers. property taxes	8.90	6.76	11.58
Farm insurance	5.09	4.95	4.67
Utilities	4.05	4.40	3.57
Dues & professional fees	1.20	1.70	1.15
Interest	36.95	27.65	47.05
Mach & bldg depreciation	32.83	29.40	32.79
Miscellaneous	5.06	4.68	4.98
Total overhead expenses per acre	115.68	93.57	141.92
Total dir & ovhd expenses per acre	222.59	192.57	245.70
Net return per acre	131.47	-21.25	318.46
Government payments	26.19	17.44	30.77
Net return with govt pmts	157.65	-3.81	349.23
Labor & management charge	32.44	34.23	31.57
Net return over lbr & mgt	125.21	-38.04	317.66
Cost of Production			
Total direct expense per ton	27.14	41.49	18.60
Total dir & ovhd exp per ton	56.50	80.71	44.03
Less govt & other income	49.05	69.92	38.46
With labor & management	57.28	84.27	44.11
Machinery cost per acre	117.29	109.66	119.04
Est. labor hours per acre	4.44	3.87	4.49

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

Hay, Alfalfa on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	430	85	78
Number of farms	387	77	78
Acres	59.22	63.23	74.14
Yield per acre (ton)	4.16	2.59	5.80
Operators share of yield %	100.00	100.00	100.00
Value per ton	87.11	68.49	97.95
Other product return per acre	0.00	0.02	-
Total product return per acre	362.64	177.28	568.60
Miscellaneous income per acre	2.14	5.08	0.46
Gross return per acre	364.79	182.36	569.07
Direct Expenses			
Fertilizer	24.29	25.20	22.70
Crop chemicals	4.70	2.24	7.30
Crop insurance	1.23	0.91	1.52
Fuel & oil	22.90	21.53	23.80
Repairs	30.35	27.56	28.96
Custom hire	18.40	18.44	19.11
Land rent	74.29	53.42	92.12
Operating interest	5.22	5.98	3.36
Miscellaneous	5.40	1.85	6.22
Total direct expenses per acre	186.78	157.14	205.09
Return over direct exp per acre	178.00	25.22	363.97
Overhead Expenses			
Custom hire	4.62	2.00	8.04
Hired labor	12.89	7.79	18.17
Machinery leases	2.87	3.36	1.27
Building leases	1.18	0.23	1.72
Farm insurance	4.11	3.31	4.06
Utilities	3.39	4.32	2.31
Dues & professional fees	1.49	1.93	0.67
Interest	6.80	7.37	7.80
Mach & bldg depreciation	26.54	21.14	30.61
Miscellaneous	4.64	4.06	4.24
Total overhead expenses per acre	68.53	55.51	78.89
Total dir & ovhd expenses per acre	255.31	212.64	283.98
Net return per acre	109.48	-30.28	285.09
Government payments	27.65	23.92	32.61
Net return with govt pmts	137.13	-6.36	317.69
Labor & management charge	30.93	28.46	30.96
Net return over lbr & mgt	106.20	-34.82	286.73
Cost of Production			
Total direct expense per ton	44.87	60.72	35.33
Total dir & ovhd exp per ton	61.33	82.16	48.92
Less govt & other income	54.17	70.95	43.22
With labor & management	61.60	81.95	48.56
Machinery cost per acre	109.49	100.17	115.38
Est. labor hours per acre	4.11	3.08	5.16

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

Hay, Grass on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	109	22	22
Number of farms	106	21	22
Acres	24.25	24.80	13.44
Yield per acre (ton)	2.51	1.44	3.89
Operators share of yield %	100.00	100.00	100.00
Value per ton	50.93	48.86	64.21
Total product return per acre	127.87	70.13	250.03
Miscellaneous income per acre	0.77	-	-
Gross return per acre	128.64	70.13	250.03
Direct Expenses			
Fertilizer	4.87	2.84	0.90
Crop chemicals	0.68	-	-
Fuel & oil	10.62	12.60	8.51
Repairs	14.85	16.78	12.76
Custom hire	2.42	6.33	5.00
Hired labor	0.11	-	0.94
Utilities	0.12	-	0.55
Operating interest	2.12	2.10	1.41
Miscellaneous	2.01	0.47	0.10
Total direct expenses per acre	37.79	41.12	30.17
Return over direct exp per acre	90.85	29.01	219.85
Overhead Expenses			
Custom hire	2.82	2.94	3.84
Hired labor	7.17	6.71	8.10
Machinery leases	0.83	1.14	0.61
RE & pers. property taxes	5.78	6.02	7.93
Farm insurance	2.27	3.08	2.37
Utilities	1.34	1.31	0.94
Dues & professional fees	0.36	0.42	0.87
Interest	21.06	19.61	37.63
Mach & bldg depreciation	14.49	13.40	14.19
Miscellaneous	1.87	1.48	3.28
Total overhead expenses per acre	57.98	56.11	79.78
Total dir & ovhd expenses per acre	95.77	97.24	109.95
Net return per acre	32.87	-27.11	140.07
Government payments	12.77	6.57	26.60
Net return with govt pmts	45.64	-20.53	166.68
Labor & management charge	15.75	18.65	19.12
Net return over lbr & mgt	29.88	-39.19	147.55
Cost of Production			
Total direct expense per ton	15.05	28.65	7.75
Total dir & ovhd exp per ton	38.14	67.75	28.24
Less govt & other income	32.75	63.17	21.41
With labor & management	39.03	76.17	26.32
Machinery cost per acre	47.93	55.24	46.56
Est. labor hours per acre	2.86	3.59	2.75

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

Hay, Grass on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	98	19	19
Number of farms	90	18	18
Acres	68.22	24.27	50.25
Yield per acre (ton)	2.24	1.67	3.59
Operators share of yield %	100.00	100.00	100.00
Value per ton	51.32	45.72	55.36
Total product return per acre	115.13	76.34	198.87
Miscellaneous income per acre	0.15	-	-
Gross return per acre	115.28	76.34	198.87
Direct Expenses			
Fertilizer	5.78	1.16	3.49
Fuel & oil	10.04	14.03	12.97
Repairs	13.92	26.94	18.44
Custom hire	1.70	8.16	2.73
Land rent	24.26	61.65	24.70
Operating interest	2.16	2.59	2.19
Miscellaneous	1.67	0.48	2.74
Total direct expenses per acre	59.54	115.00	67.27
Return over direct exp per acre	55.74	-38.67	131.60
Overhead Expenses			
Custom hire	0.72	1.49	2.52
Hired labor	3.83	5.91	7.14
Machinery leases	0.85	1.31	1.49
Farm insurance	1.29	2.41	1.52
Utilities	0.83	1.88	1.11
Dues & professional fees	0.47	0.84	0.27
Interest	4.83	3.16	4.56
Mach & bldg depreciation	11.76	14.25	13.72
Miscellaneous	2.27	2.11	3.01
Total overhead expenses per acre	26.84	33.37	35.35
Total dir & ovhd expenses per acre	86.38	148.37	102.62
Net return per acre	28.90	-72.03	96.25
Government payments	9.67	13.04	13.22
Net return with govt pmts	38.58	-58.99	109.47
Labor & management charge	13.44	20.14	14.52
Net return over lbr & mgt	25.13	-79.14	94.96
Cost of Production			
Total direct expense per ton	26.54	68.88	18.73
Total dir & ovhd exp per ton	38.50	88.86	28.57
Less govt & other income	34.13	81.05	24.88
With labor & management	40.12	93.11	28.93
Machinery cost per acre	43.08	67.81	55.25
Est. labor hours per acre	2.04	2.96	2.75

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

Hay, Mixed on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	97	18	18
Number of farms	87	17	18
Acres	74.70	113.72	31.04
Yield per acre (ton)	2.59	2.13	3.71
Operators share of yield %	100.00	100.00	100.00
Value per ton	50.29	38.88	69.78
Total product return per acre	130.31	82.96	258.84
Miscellaneous income per acre	1.26	2.78	1.00
Gross return per acre	131.56	85.74	259.84
Direct Expenses			
Seed	0.73	0.26	-
Fertilizer	17.68	26.53	14.30
Crop insurance	0.61	0.37	1.18
Fuel & oil	15.13	16.30	14.62
Repairs	20.64	21.05	19.58
Custom hire	1.38	0.11	16.85
Operating interest	2.49	2.24	2.51
Miscellaneous	3.61	6.49	0.74
Total direct expenses per acre	62.28	73.36	69.77
Return over direct exp per acre	69.29	12.38	190.07
Overhead Expenses			
Custom hire	1.99	0.58	2.51
Hired labor	3.84	0.88	7.04
Machinery leases	0.40	0.08	0.97
RE & pers. property taxes	5.18	5.24	10.87
Farm insurance	2.39	2.15	2.77
Utilities	1.89	1.62	1.15
Dues & professional fees	0.29	0.15	0.78
Interest	13.84	8.02	38.48
Mach & bldg depreciation	17.60	17.31	12.17
Miscellaneous	3.39	3.84	2.61
Total overhead expenses per acre	50.82	39.86	79.34
Total dir & ovhd expenses per acre	113.10	113.22	149.12
Net return per acre	18.47	-27.48	110.73
Government payments	10.41	7.27	17.25
Net return with govt pmts	28.88	-20.21	127.98
Labor & management charge	21.77	23.92	17.82
Net return over lbr & mgt	7.11	-44.13	110.16
Cost of Production			
Total direct expense per ton	24.04	34.38	18.81
Total dir & ovhd exp per ton	43.65	53.06	40.20
Less govt & other income	39.15	48.35	35.28
With labor & management	47.55	59.56	40.08
Machinery cost per acre	59.05	57.19	69.75
Est. labor hours per acre	2.56	2.40	2.00

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

Hay, Mixed on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	87	18	16
Number of farms	78	15	16
Acres	82.84	45.25	92.32
Yield per acre (ton)	2.49	1.77	3.23
Operators share of yield %	100.00	100.00	100.00
Value per ton	57.02	58.41	63.05
Total product return per acre	141.99	103.33	203.56
Miscellaneous income per acre	1.06	5.03	-
Gross return per acre	143.05	108.36	203.56
Direct Expenses			
Fertilizer	11.77	17.64	12.43
Crop chemicals	0.09	0.67	0.01
Crop insurance	0.94	1.27	1.53
Fuel & oil	14.63	15.89	16.01
Repairs	19.82	18.59	20.20
Custom hire	4.18	17.89	1.43
Land rent	23.01	33.87	20.85
Marketing	0.20	1.79	-
Operating interest	2.93	3.10	1.92
Miscellaneous	1.62	0.42	2.35
Total direct expenses per acre	79.20	111.14	76.73
Return over direct exp per acre	63.85	-2.78	126.82
Overhead Expenses			
Custom hire	2.07	0.27	3.38
Hired labor	4.55	2.45	7.36
Machinery leases	0.88	0.38	0.57
Building leases	0.90	0.18	0.02
Farm insurance	2.19	2.39	3.27
Utilities	1.93	2.27	2.65
Dues & professional fees	0.39	1.48	0.16
Interest	4.16	4.49	4.41
Mach & bldg depreciation	15.81	12.54	20.39
Miscellaneous	3.04	2.58	2.90
Total overhead expenses per acre	35.92	29.03	45.11
Total dir & ovhd expenses per acre	115.12	140.17	121.84
Net return per acre	27.93	-31.82	81.71
Government payments	12.20	14.15	18.00
Net return with govt pmts	40.13	-17.67	99.72
Labor & management charge	20.10	18.04	21.24
Net return over lbr & mgt	20.03	-35.70	78.48
Cost of Production			
Total direct expense per ton	31.81	62.83	23.77
Total dir & ovhd exp per ton	46.23	79.24	37.74
Less govt & other income	40.91	68.40	32.16
With labor & management	48.98	78.60	38.74
Machinery cost per acre	59.84	69.29	64.52
Est. labor hours per acre	3.08	2.90	3.46

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

Hay, Mixed Alfalfa/Grass on Cash Rent

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	68.58
Yield per acre (ton)	5.15
Operators share of yield %	100.00
Value per ton	85.67
Total product return per acre	441.08
Miscellaneous income per acre	-
Gross return per acre	441.08
Direct Expenses	
Fertilizer	37.06
Fuel & oil	5.60
Repairs	8.18
Custom hire	17.77
Land rent	41.10
Operating interest	3.28
Miscellaneous	14.51
Total direct expenses per acre	127.49
Return over direct exp per acre	313.59
Overhead Expenses	
Hired labor	1.19
Machinery leases	1.79
Farm insurance	1.03
Dues & professional fees	0.93
Interest	1.27
Mach & bldg depreciation	4.59
Miscellaneous	1.48
Total overhead expenses per acre	12.27
Total dir & ovhd expenses per acre	139.76
Net return per acre	301.32
Government payments	29.21
Net return with govt pmts	330.53
Labor & management charge	8.50
Net return over lbr & mgt	322.03
Cost of Production	
Total direct expense per ton	24.76
Total dir & ovhd exp per ton	27.14
Less govt & other income	21.47
With labor & management	23.12
Machinery cost per acre	39.25
Est. labor hours per acre	3.39

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

Hay, Small Grain on Owned Land

	Avg. Of All Farms
Number of fields	17
Number of farms	17
Acres	20.32
Yield per acre (ton)	1.84
Operators share of yield %	100.00
Value per ton	39.50
Total product return per acre	72.79
Miscellaneous income per acre	10.53
Gross return per acre	83.32
Direct Expenses	
Seed	18.79
Fertilizer	13.66
Crop insurance	0.71
Irrigation energy	0.75
Fuel & oil	14.54
Repairs	17.04
Custom hire	2.14
Operating interest	3.01
Miscellaneous	1.91
Total direct expenses per acre	72.55
Return over direct exp per acre	10.77
Overhead Expenses	
Custom hire	2.64
Hired labor	1.31
Machinery leases	2.10
RE & pers. property taxes	8.52
Farm insurance	4.40
Utilities	3.52
Dues & professional fees	0.40
Interest	18.70
Mach & bldg depreciation	22.98
Miscellaneous	6.21
Total overhead expenses per acre	70.80
Total dir & ovhd expenses per acre	143.35
Net return per acre	-60.03
Government payments	15.53
Net return with govt pmts	-44.50
Labor & management charge	27.98
Net return over lbr & mgt	-72.48
Cost of Production	
Total direct expense per ton	39.37
Total dir & ovhd exp per ton	77.79
Less govt & other income	63.65
With labor & management	78.83
Machinery cost per acre	62.67
Est. labor hours per acre	2.95

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

Hay, Small Grain on Cash Rent

	Avg. Of All Farms
Number of fields	7
Number of farms	7
Acres	28.29
Yield per acre (ton)	2.05
Operators share of yield %	100.00
Value per ton	43.52
Total product return per acre	89.19
Miscellaneous income per acre	-
Gross return per acre	89.19
Direct Expenses	
Seed	17.16
Fertilizer	24.35
Crop insurance	4.15
Fuel & oil	18.93
Repairs	15.44
Land rent	28.36
Operating interest	0.88
Miscellaneous	0.43
Total direct expenses per acre	109.70
Return over direct exp per acre	-20.51
Overhead Expenses	
Custom hire	2.36
Hired labor	1.40
Machinery leases	0.68
Farm insurance	2.90
Utilities	3.28
Dues & professional fees	0.20
Interest	8.42
Mach & bldg depreciation	18.91
Miscellaneous	2.55
Total overhead expenses per acre	40.70
Total dir & ovhd expenses per acre	150.40
Net return per acre	-61.21
Government payments	12.69
Net return with govt pmts	-48.52
Labor & management charge	19.58
Net return over lbr & mgt	-68.09
Cost of Production	
Total direct expense per ton	53.52
Total dir & ovhd exp per ton	73.38
Less govt & other income	67.19
With labor & management	76.74
Machinery cost per acre	64.25
Est. labor hours per acre	2.20

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

Haylage, Alfalfa on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	27	5	6
Number of farms	27	5	6
Acres	70.18	53.16	61.06
Yield per acre (ton)	7.95	5.34	11.29
Operators share of yield %	100.00	100.00	100.00
Value per ton	46.91	42.05	56.01
Total product return per acre	372.76	224.56	632.61
Miscellaneous income per acre	-	-	-
Gross return per acre	372.76	224.56	632.61
Direct Expenses			
Fertilizer	21.81	32.07	14.49
Crop chemicals	4.12	4.80	12.45
Crop insurance	1.29	0.02	3.84
Fuel & oil	21.95	20.86	30.21
Repairs	27.04	20.14	38.72
Custom hire	2.25	-	5.58
Hired labor	0.60	4.29	-
Operating interest	2.49	3.69	6.03
Miscellaneous	8.39	13.91	2.58
Total direct expenses per acre	89.95	99.79	113.89
Return over direct exp per acre	282.81	124.77	518.71
Overhead Expenses			
Custom hire	2.44	0.22	0.13
Hired labor	11.79	5.37	27.25
Machinery leases	0.73	1.34	2.04
Building leases	1.96	-	-
RE & pers. property taxes	6.44	6.06	8.91
Farm insurance	4.25	3.28	6.72
Utilities	2.45	1.49	2.94
Dues & professional fees	0.96	0.05	2.12
Interest	21.02	30.29	31.87
Mach & bldg depreciation	25.03	13.38	35.22
Miscellaneous	4.99	7.02	6.72
Total overhead expenses per acre	82.04	68.50	123.93
Total dir & ovhd expenses per acre	171.99	168.28	237.82
Net return per acre	200.76	56.27	394.79
Government payments	20.11	30.01	31.12
Net return with govt pmts	220.88	86.28	425.90
Labor & management charge	28.42	39.89	34.07
Net return over lbr & mgt	192.46	46.39	391.84
Cost of Production			
Total direct expense per ton	11.32	18.69	10.08
Total dir & ovhd exp per ton	21.64	31.51	21.06
Less govt & other income	19.11	25.89	18.30
With labor & management	22.69	33.36	21.32
Machinery cost per acre	80.65	60.95	113.06
Est. labor hours per acre	5.57	6.81	6.69

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

Haylage, Alfalfa on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	29	5	6
Number of farms	28	5	6
Acres	73.95	66.03	84.50
Yield per acre (ton)	7.69	4.82	10.38
Operators share of yield %	100.00	100.00	100.00
Value per ton	44.15	41.02	47.15
Total product return per acre	339.32	197.77	489.33
Miscellaneous income per acre	-	-	-
Gross return per acre	339.32	197.77	489.33
Direct Expenses			
Seed	1.03	-	-
Fertilizer	24.82	14.35	13.72
Crop chemicals	0.82	-	1.99
Crop insurance	1.15	2.75	2.30
Fuel & oil	23.79	15.37	23.73
Repairs	25.75	27.83	32.10
Custom hire	0.28	-	0.52
Hired labor	0.70	-	-
Land rent	68.84	78.84	67.52
Operating interest	4.08	2.89	2.08
Miscellaneous	4.12	0.22	1.56
Total direct expenses per acre	155.39	142.25	145.52
Return over direct exp per acre	183.93	55.51	343.82
Overhead Expenses			
Custom hire	9.77	0.58	7.24
Hired labor	23.30	17.10	32.54
Machinery leases	8.75	3.51	0.18
Building leases	0.70	0.19	2.84
Farm insurance	3.50	2.47	4.28
Utilities	2.24	3.13	1.42
Dues & professional fees	1.40	0.41	2.07
Interest	5.05	2.12	5.92
Mach & bldg depreciation	19.48	14.66	21.86
Miscellaneous	6.28	4.64	6.79
Total overhead expenses per acre	80.47	48.82	85.13
Total dir & ovhd expenses per acre	235.87	191.08	230.65
Net return per acre	103.45	6.69	258.68
Government payments	23.99	29.23	28.68
Net return with govt pmts	127.45	35.92	287.36
Labor & management charge	25.34	18.27	59.29
Net return over lbr & mgt	102.11	17.64	228.07
Cost of Production			
Total direct expense per ton	20.22	29.51	14.02
Total dir & ovhd exp per ton	30.69	39.64	22.22
Less govt & other income	27.57	33.57	19.46
With labor & management	30.86	37.36	25.17
Machinery cost per acre	89.90	62.59	88.55
Est. labor hours per acre	4.86	3.30	5.94

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

Oatlage on Owned Land

	Avg. Of All Farms
Number of fields	11
Number of farms	11
Acres	27.88
Yield per acre (ton)	5.30
Operators share of yield %	100.00
Value per ton	25.34
Total product return per acre	134.19
Miscellaneous income per acre	-
Gross return per acre	134.19
Direct Expenses	
Seed	13.18
Fertilizer	13.63
Crop insurance	0.51
Fuel & oil	18.53
Repairs	24.11
Custom hire	3.84
Operating interest	3.12
Miscellaneous	4.16
Total direct expenses per acre	81.09
Return over direct exp per acre	53.10
Overhead Expenses	
Hired labor	9.48
Machinery leases	0.38
RE & pers. property taxes	7.76
Farm insurance	3.26
Utilities	3.44
Interest	32.08
Mach & bldg depreciation	19.03
Miscellaneous	4.85
Total overhead expenses per acre	80.27
Total dir & ovhd expenses per acre	161.36
Net return per acre	-27.17
Government payments	27.93
Net return with govt pmts	0.76
Labor & management charge	21.99
Net return over lbr & mgt	-21.23
Cost of Production	
Total direct expense per ton	15.31
Total dir & ovhd exp per ton	30.47
Less govt & other income	25.20
With labor & management	29.35
Machinery cost per acre	72.10
Est. labor hours per acre	3.01

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Oatlage on Cash Rent

	Avg. Of All Farms
Number of fields	15
Number of farms	15
Acres	25.36
Yield per acre (ton)	5.59
Operators share of yield %	100.00
Value per ton	19.81
Total product return per acre	110.78
Miscellaneous income per acre	12.38
Gross return per acre	123.16
Direct Expenses	
Seed	19.37
Fertilizer	8.17
Crop insurance	0.11
Fuel & oil	10.66
Repairs	14.00
Custom hire	0.63
Hired labor	1.78
Land rent	44.29
Operating interest	1.69
Miscellaneous	9.41
Total direct expenses per acre	110.13
Return over direct exp per acre	13.03
Overhead Expenses	
Custom hire	0.20
Hired labor	2.72
Machinery leases	0.43
Building leases	0.33
Farm insurance	1.87
Utilities	1.35
Interest	3.13
Mach & bldg depreciation	10.23
Miscellaneous	2.23
Total overhead expenses per acre	22.49
Total dir & ovhd expenses per acre	132.61
Net return per acre	-9.46
Government payments	32.81
Net return with govt pmts	23.35
Labor & management charge	25.02
Net return over lbr & mgt	-1.67
Cost of Production	
Total direct expense per ton	19.69
Total dir & ovhd exp per ton	23.71
Less govt & other income	15.63
With labor & management	20.11
Machinery cost per acre	38.50
Est. labor hours per acre	2.45

Crop Enterprise Analysis
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Farm Business Management Statewide Database
(Farms Sorted By Return to Overhead)

Oats on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	96	20	19
Number of farms	95	19	19
Acres	26.27	29.82	18.21
Yield per acre (bu.)	61.94	29.48	88.25
Operators share of yield %	100.00	100.00	100.00
Value per bu.	1.52	1.36	1.60
Other product return per acre	1.10	-	4.75
Total product return per acre	95.04	40.16	145.56
Miscellaneous income per acre	36.23	21.52	100.28
Gross return per acre	131.27	61.68	245.85
Direct Expenses			
Seed	13.66	13.71	14.96
Fertilizer	13.36	20.50	7.58
Crop chemicals	2.11	2.72	1.28
Crop insurance	2.74	1.95	2.87
Fuel & oil	12.24	11.01	13.61
Repairs	16.46	17.20	17.49
Custom hire	5.33	9.57	2.14
Operating interest	1.68	1.42	2.40
Miscellaneous	1.59	3.24	0.40
Total direct expenses per acre	69.18	81.32	62.73
Return over direct exp per acre	62.09	-19.64	183.11
Overhead Expenses			
Custom hire	1.18	1.05	0.75
Hired labor	3.49	4.20	3.39
Machinery leases	1.06	0.24	0.29
Building leases	0.95	0.25	5.26
RE & pers. property taxes	6.68	4.49	10.02
Farm insurance	2.53	2.43	2.41
Utilities	2.14	2.55	2.08
Dues & professional fees	0.63	1.10	0.59
Interest	24.45	14.07	35.15
Mach & bldg depreciation	15.30	13.00	22.51
Miscellaneous	2.22	2.55	2.93
Total overhead expenses per acre	60.62	45.93	85.39
Total dir & ovhd expenses per acre	129.80	127.25	148.13
Net return per acre	1.47	-65.57	97.72
Government payments	24.49	20.14	30.81
Net return with govt pmts	25.97	-45.43	128.53
Labor & management charge	19.51	22.70	19.57
Net return over lbr & mgt	6.46	-68.12	108.96
Cost of Production			
Total direct expense per bu.	1.12	2.76	0.71
Total dir & ovhd exp per bu.	2.10	4.32	1.68
Less govt & other income	1.10	2.90	0.14
With labor & management	1.41	3.67	0.36
Machinery cost per acre	53.50	55.16	56.73
Est. labor hours per acre	2.18	2.02	2.17

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

Oats on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	84	16	17
Number of farms	83	16	17
Acres	29.66	30.19	27.43
Yield per acre (bu.)	58.83	57.20	67.95
Operators share of yield %	100.00	100.00	100.00
Value per bu.	1.56	1.40	1.75
Other product return per acre	0.98	-	1.49
Total product return per acre	92.59	80.24	120.07
Miscellaneous income per acre	33.70	16.17	72.02
Gross return per acre	126.29	96.41	192.09
Direct Expenses			
Seed	10.52	12.93	9.19
Fertilizer	17.46	25.31	10.51
Crop chemicals	3.75	8.67	1.85
Crop insurance	2.22	2.04	3.47
Fuel & oil	12.59	10.18	12.94
Repairs	20.10	25.48	19.82
Custom hire	3.97	2.74	2.05
Land rent	47.07	67.76	38.48
Marketing	0.57	1.47	-
Operating interest	2.44	2.53	2.40
Miscellaneous	1.15	0.49	0.56
Total direct expenses per acre	121.85	159.60	101.26
Return over direct exp per acre	4.44	-63.19	90.83
Overhead Expenses			
Custom hire	0.99	1.97	1.60
Hired labor	3.76	0.96	5.99
Machinery leases	0.96	0.45	1.95
Farm insurance	2.11	2.63	1.93
Utilities	1.67	1.85	1.35
Dues & professional fees	0.39	0.74	0.31
Interest	4.21	5.80	3.91
Mach & bldg depreciation	15.49	13.25	15.68
Miscellaneous	2.77	2.51	2.57
Total overhead expenses per acre	32.33	30.15	35.27
Total dir & ovhd expenses per acre	154.19	189.75	136.54
Net return per acre	-27.89	-93.34	55.56
Government payments	22.27	25.24	25.78
Net return with govt pmts	-5.62	-68.10	81.34
Labor & management charge	18.13	14.03	12.39
Net return over lbr & mgt	-23.75	-82.14	68.94
Cost of Production			
Total direct expense per bu.	2.07	2.79	1.49
Total dir & ovhd exp per bu.	2.62	3.32	2.01
Less govt & other income	1.65	2.59	0.55
With labor & management	1.96	2.84	0.73
Machinery cost per acre	57.23	57.99	57.35
Est. labor hours per acre	2.28	2.17	2.48

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

Pasture on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	96	18	22
Number of farms	91	18	19
Acres	80.79	86.41	37.30
Yield per acre (aum)	5.04	0.79	19.05
Operators share of yield %	100.00	100.00	100.00
Value per aum	6.29	4.95	6.52
Total product return per acre	31.74	3.91	124.22
Miscellaneous income per acre	0.93	-	0.68
Gross return per acre	32.67	3.91	124.91
Direct Expenses			
Fertilizer	1.26	-	6.36
Fuel & oil	1.75	2.55	2.05
Repairs	2.69	3.42	2.80
Operating interest	0.35	0.56	0.05
Miscellaneous	0.92	0.06	-
Total direct expenses per acre	6.96	6.59	11.26
Return over direct exp per acre	25.71	-2.68	113.65
Overhead Expenses			
Hired labor	0.55	0.66	1.52
RE & pers. property taxes	5.19	2.78	9.68
Farm insurance	0.91	1.26	1.30
Utilities	0.31	0.55	0.37
Interest	8.29	4.88	17.07
Mach & bldg depreciation	2.12	1.70	2.96
Miscellaneous	0.72	0.62	0.81
Total overhead expenses per acre	18.09	12.43	33.72
Total dir & ovhd expenses per acre	25.05	19.01	44.97
Net return per acre	7.62	-15.10	79.93
Government payments	2.71	0.37	8.24
Net return with govt pmnts	10.33	-14.73	88.18
Labor & management charge	3.40	5.50	2.87
Net return over lbr & mgt	6.93	-20.24	85.31
Cost of Production			
Total direct expense per aum	1.38	8.34	0.59
Total dir & ovhd exp per aum	4.97	24.06	2.36
Less govt & other income	4.24	23.59	1.89
With labor & management	4.92	30.56	2.04
Machinery cost per acre	7.00	8.11	8.43
Est. labor hours per acre	0.44	0.78	0.48

Crop Enterprise Analysis
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Pasture on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	62	12	13
Number of farms	60	12	12
Acres	174.08	103.91	123.95
Yield per acre (aum)	3.07	6.80	5.15
Operators share of yield %	100.00	100.00	100.00
Value per aum	8.03	2.00	10.78
Other product return per acre	0.16	-	-
Total product return per acre	24.84	13.58	55.47
Miscellaneous income per acre	0.29	-	0.60
Gross return per acre	25.13	13.58	56.07
Direct Expenses			
Fertilizer	1.05	1.84	1.79
Crop chemicals	0.47	1.11	0.53
Fuel & oil	1.20	1.83	1.25
Repairs	1.72	3.18	2.03
Custom hire	0.29	0.78	-
Land rent	16.17	39.64	16.79
Miscellaneous	0.50	0.86	0.52
Total direct expenses per acre	21.39	49.24	22.93
Return over direct exp per acre	3.74	-35.67	33.14
Overhead Expenses			
Custom hire	0.19	0.79	0.12
Hired labor	0.44	0.18	0.96
Building leases	0.13	0.88	-
Farm insurance	0.38	0.98	0.79
Interest	0.69	0.57	0.49
Mach & bldg depreciation	1.47	1.85	1.53
Miscellaneous	0.60	0.91	0.75
Total overhead expenses per acre	3.89	6.15	4.65
Total dir & ovhd expenses per acre	25.28	55.40	27.58
Net return per acre	-0.16	-41.82	28.49
Government payments	1.67	6.33	1.24
Net return with govt pmts	1.51	-35.49	29.73
Labor & management charge	2.18	5.26	1.31
Net return over lbr & mgt	-0.67	-40.75	28.43
Cost of Production			
Total direct expense per aum	6.96	7.24	4.45
Total dir & ovhd exp per aum	8.23	8.15	5.36
Less govt & other income	7.54	7.22	5.00
With labor & management	8.25	7.99	5.25
Machinery cost per acre	5.64	9.13	5.67
Est. labor hours per acre	0.30	0.58	0.20

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

Pasture, Intensive on Owned Land

	Avg. Of All Farms
Number of fields	10
Number of farms	10
Acres	46.64
Yield per acre (aum)	6.94
Operators share of yield %	100.00
Value per aum	15.27
Total product return per acre	106.03
Miscellaneous income per acre	29.26
Gross return per acre	135.28
Direct Expenses	
Seed	10.14
Fertilizer	13.42
Crop chemicals	2.01
Fuel & oil	15.20
Repairs	20.19
Custom hire	1.73
Operating interest	4.55
Miscellaneous	2.79
Total direct expenses per acre	70.02
Return over direct exp per acre	65.26
Overhead Expenses	
Custom hire	6.03
Hired labor	6.27
RE & pers. property taxes	8.35
Farm insurance	2.61
Utilities	1.44
Dues & professional fees	0.19
Interest	34.25
Mach & bldg depreciation	13.19
Miscellaneous	3.18
Total overhead expenses per acre	75.51
Total dir & ovhd expenses per acre	145.53
Net return per acre	-10.25
Government payments	13.97
Net return with govt pmts	3.73
Labor & management charge	17.08
Net return over lbr & mgt	-13.35
Cost of Production	
Total direct expense per aum	10.08
Total dir & ovhd exp per aum	20.96
Less govt & other income	14.73
With labor & management	17.19
Machinery cost per acre	58.17
Est. labor hours per acre	2.20

Crop Enterprise Analysis
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Peas on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	27	7	5
Number of farms	25	5	5
Acres	49.69	41.90	42.52
Yield per acre (lb.)	3,026.73	1,325.27	5,297.73
Operators share of yield %	100.00	100.00	100.00
Value per lb.	0.08	0.09	0.08
Total product return per acre	256.61	117.94	416.74
Miscellaneous income per acre	17.16	33.02	-
Gross return per acre	273.77	150.96	416.74
Direct Expenses			
Fertilizer	16.58	7.02	23.49
Crop chemicals	15.01	23.78	11.13
Crop insurance	4.00	4.06	4.94
Fuel & oil	7.13	6.18	7.69
Repairs	11.77	18.42	9.67
Custom hire	1.06	0.30	1.81
Marketing	0.21	0.58	-
Operating interest	1.95	1.64	3.19
Miscellaneous	1.20	0.10	1.70
Total direct expenses per acre	58.92	62.10	63.62
Return over direct exp per acre	214.86	88.86	353.12
Overhead Expenses			
Custom hire	0.69	0.00	0.63
Hired labor	4.30	1.35	7.48
Machinery leases	1.89	0.74	6.09
RE & pers. property taxes	14.43	12.91	13.88
Farm insurance	2.64	4.56	2.30
Utilities	1.86	1.75	2.48
Dues & professional fees	1.00	1.10	0.82
Interest	37.95	26.15	45.40
Mach & bldg depreciation	10.77	11.58	12.23
Miscellaneous	1.35	1.09	1.51
Total overhead expenses per acre	76.89	61.23	92.82
Total dir & ovhd expenses per acre	135.81	123.33	156.44
Net return per acre	137.96	27.63	260.30
Government payments	-	-	-
Net return with govt pmts	137.96	27.63	260.30
Labor & management charge	13.79	20.66	12.09
Net return over lbr & mgt	124.18	6.97	248.21
Cost of Production			
Total direct expense per lb.	0.02	0.05	0.01
Total dir & ovhd exp per lb.	0.04	0.09	0.03
Less govt & other income	0.04	0.07	0.03
With labor & management	0.04	0.08	0.03
Machinery cost per acre	31.60	31.04	36.54
Est. labor hours per acre	1.22	0.80	1.67

Crop Enterprise Analysis
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Peas on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	49	9	10
Number of farms	48	9	10
Acres	69.29	52.46	46.86
Yield per acre (lb.)	2,502.09	1,663.61	4,383.42
Operators share of yield %	100.00	100.00	100.00
Value per lb.	0.09	0.09	0.09
Total product return per acre	220.66	157.95	408.68
Miscellaneous income per acre	48.40	40.06	-
Gross return per acre	269.06	198.00	408.68
Direct Expenses			
Fertilizer	14.92	26.21	16.19
Crop chemicals	15.47	15.98	17.57
Crop insurance	4.73	2.48	11.08
Fuel & oil	8.18	7.96	7.55
Repairs	11.15	13.69	8.87
Custom hire	2.51	0.97	-
Land rent	113.17	116.69	103.61
Hauling and trucking	0.09	-	0.66
Operating interest	3.70	4.89	3.29
Miscellaneous	0.76	1.25	0.53
Total direct expenses per acre	174.66	190.12	169.36
Return over direct exp per acre	94.40	7.88	239.32
Overhead Expenses			
Custom hire	0.53	0.70	2.18
Hired labor	3.04	1.86	1.81
Machinery leases	1.36	0.76	0.53
Farm insurance	2.52	3.27	2.58
Utilities	1.57	2.22	2.56
Dues & professional fees	1.24	1.12	1.40
Interest	2.86	3.37	1.58
Mach & bldg depreciation	11.32	12.20	9.31
Miscellaneous	2.40	3.09	1.77
Total overhead expenses per acre	26.82	28.59	23.73
Total dir & ovhd expenses per acre	201.47	218.71	193.09
Net return per acre	67.58	-20.71	215.59
Government payments	-	-	-
Net return with govt pmts	67.58	-20.71	215.59
Labor & management charge	11.76	13.83	14.70
Net return over lbr & mgt	55.82	-34.54	200.89
Cost of Production			
Total direct expense per lb.	0.07	0.11	0.04
Total dir & ovhd exp per lb.	0.08	0.13	0.04
Less govt & other income	0.06	0.11	0.04
With labor & management	0.07	0.12	0.05
Machinery cost per acre	36.30	37.11	29.07
Est. labor hours per acre	1.07	0.93	1.17

Crop Enterprise Analysis
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(Farms Sorted By Return to Overhead)

Potatoes on Cash Rent

	Avg. Of All Farms
Number of fields	8
Number of farms	5
Acres	84.10
Yield per acre (cwt.)	106.00
Operators share of yield %	100.00
Value per cwt.	7.29
Total product return per acre	772.73
Miscellaneous income per acre	267.78
Gross return per acre	1,040.52
Direct Expenses	
Seed	113.98
Fertilizer	50.21
Crop chemicals	129.77
Crop insurance	48.75
Fuel & oil	67.17
Repairs	109.95
Custom hire	11.07
Land rent	58.94
Operating interest	26.25
Miscellaneous	2.71
Total direct expenses per acre	618.81
Return over direct exp per acre	421.71
Overhead Expenses	
Custom hire	12.29
Hired labor	58.61
Machinery leases	27.09
Farm insurance	15.08
Utilities	14.41
Dues & professional fees	9.99
Interest	30.15
Mach & bldg depreciation	51.12
Miscellaneous	6.18
Total overhead expenses per acre	224.92
Total dir & ovhd expenses per acre	843.72
Net return per acre	196.79
Government payments	-
Net return with govt pmts	196.79
Labor & management charge	93.85
Net return over lbr & mgt	102.95
Cost of Production	
Total direct expense per cwt.	5.84
Total dir & ovhd exp per cwt.	7.96
Less govt & other income	5.43
With labor & management	6.32
Machinery cost per acre	302.42
Est. labor hours per acre	12.50

Crop Enterprise Analysis
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(Farms Sorted By Return to Overhead)

Prevented planting on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	61	9	9
Number of farms	45	9	9
Acres	119.75	184.03	65.52
Yield per acre	4.27	-	43.20
Operators share of yield %	100.00	-	100.00
Value per unit	1.00	-	1.00
Total product return per acre	4.27	-	43.20
Miscellaneous income per acre	71.24	65.20	96.67
Gross return per acre	75.52	65.20	139.87
Direct Expenses			
Seed	0.37	0.84	0.51
Fertilizer	4.10	13.37	-
Crop chemicals	4.67	6.81	0.72
Crop insurance	10.34	17.11	6.70
Fuel & oil	8.92	8.34	5.92
Repairs	11.89	10.52	8.18
Custom hire	0.85	0.02	0.92
Hired labor	0.88	-	10.02
Operating interest	2.13	2.03	1.24
Miscellaneous	0.12	0.09	-
Total direct expenses per acre	44.27	59.13	34.20
Return over direct exp per acre	31.25	6.07	105.67
Overhead Expenses			
Custom hire	1.75	2.08	2.34
Hired labor	2.46	3.34	0.35
Machinery leases	0.80	1.54	1.36
RE & pers. property taxes	4.93	3.51	7.81
Farm insurance	3.95	4.64	2.07
Utilities	1.97	2.30	1.13
Dues & professional fees	0.98	0.63	0.23
Interest	19.17	14.18	19.81
Mach & bldg depreciation	8.52	9.90	7.46
Miscellaneous	1.53	1.57	0.99
Total overhead expenses per acre	46.05	43.68	43.54
Total dir & ovhd expenses per acre	90.32	102.81	77.74
Net return per acre	-14.80	-37.61	62.13
Government payments	15.09	10.22	24.30
Net return with govt pmts	0.29	-27.39	86.43
Labor & management charge	13.35	12.50	9.84
Net return over lbr & mgt	-13.06	-39.89	76.59
Cost of Production			
Total direct expense per unit	10.36	-	0.79
Total dir & ovhd exp per unit	21.13	-	1.80
Less govt & other income	0.93	-	-1.00
With labor & management	4.06	-	-0.77
Machinery cost per acre	35.09	36.03	27.99
Est. labor hours per acre	1.19	1.45	0.92

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Prevented planting on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	98	17	18
Number of farms	78	15	16
Acres	180.48	133.15	305.75
Yield per acre	3.29	2.40	5.28
Operators share of yield %	100.00	100.00	100.00
Value per unit	1.00	1.00	1.00
Total product return per acre	3.29	2.40	5.28
Miscellaneous income per acre	74.52	73.94	79.27
Gross return per acre	77.81	76.33	84.55
Direct Expenses			
Seed	0.44	1.42	0.04
Fertilizer	3.90	5.92	1.22
Crop chemicals	2.66	3.17	1.76
Crop insurance	9.10	16.80	8.61
Fuel & oil	8.04	9.40	6.41
Repairs	8.95	12.57	6.58
Custom hire	0.88	0.93	0.37
Hired labor	0.33	-	1.05
Land rent	40.56	60.50	32.52
Operating interest	1.58	2.96	0.85
Miscellaneous	0.19	-	-
Total direct expenses per acre	76.63	113.66	59.41
Return over direct exp per acre	1.17	-37.33	25.14
Overhead Expenses			
Custom hire	1.10	2.24	1.22
Hired labor	2.86	4.90	2.30
Machinery leases	1.38	2.60	0.80
Farm insurance	4.18	4.78	2.73
Utilities	1.38	2.05	0.93
Dues & professional fees	0.74	0.39	0.54
Interest	1.70	1.63	1.30
Mach & bldg depreciation	7.09	6.71	7.54
Miscellaneous	1.43	1.88	1.01
Total overhead expenses per acre	21.85	27.20	18.36
Total dir & ovhd expenses per acre	98.48	140.86	77.77
Net return per acre	-20.68	-64.53	6.78
Government payments	16.42	16.41	14.74
Net return with govt pmts	-4.26	-48.11	21.52
Labor & management charge	11.83	13.71	10.69
Net return over lbr & mgt	-16.09	-61.83	10.83
Cost of Production			
Total direct expense per unit	23.32	47.43	11.25
Total dir & ovhd exp per unit	29.97	58.77	14.73
Less govt & other income	2.29	21.08	-3.07
With labor & management	5.89	26.80	-1.05
Machinery cost per acre	29.02	35.40	24.20
Est. labor hours per acre	0.90	1.20	0.79

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Rented Out on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	55	12	11
Number of farms	52	10	11
Acres	155.38	110.97	198.00
Yield per acre (\$)	103.39	36.06	141.00
Operators share of yield %	100.00	100.00	100.00
Value per \$	1.00	1.00	1.00
Total product return per acre	103.39	36.06	141.00
Miscellaneous income per acre	0.34	-	1.06
Gross return per acre	103.73	36.06	142.06
Direct Expenses			
Fuel & oil	0.76	2.66	0.33
Repairs	1.00	2.19	0.59
Operating interest	0.22	0.51	0.06
Miscellaneous	0.27	-	-
Total direct expenses per acre	2.25	5.37	0.98
Return over direct exp per acre	101.48	30.69	141.08
Overhead Expenses			
RE & pers. property taxes	12.77	5.62	17.31
Farm insurance	2.05	2.59	1.39
Utilities	0.75	0.58	1.43
Interest	24.76	16.01	20.31
Mach & bldg depreciation	1.99	1.21	1.96
Miscellaneous	4.95	1.39	15.77
Total overhead expenses per acre	47.27	27.39	58.17
Total dir & ovhd expenses per acre	49.52	32.75	59.15
Net return per acre	54.21	3.30	82.91
Government payments	3.89	0.73	1.19
Net return with govt pmts	58.10	4.03	84.10
Labor & management charge	3.85	7.40	5.84
Net return over lbr & mgt	54.25	-3.37	78.26
Cost of Production			
Total direct expense per \$	0.02	0.15	0.01
Total dir & ovhd exp per \$	0.48	0.91	0.42
Less govt & other income	0.44	0.89	0.40
With labor & management	0.48	1.09	0.44
Machinery cost per acre	4.00	6.29	3.06
Est. labor hours per acre	0.26	0.62	0.19

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Rented Out on Cash Rent

	Avg. Of All Farms
Number of fields	10
Number of farms	10
Acres	83.05
Yield per acre (\$)	123.23
Operators share of yield %	100.00
Value per \$	1.00
Total product return per acre	123.23
Miscellaneous income per acre	-
Gross return per acre	123.23
Direct Expenses	
Fertilizer	1.62
Fuel & oil	1.46
Repairs	1.55
Land rent	56.57
Operating interest	0.27
Miscellaneous	0.42
Total direct expenses per acre	61.89
Return over direct exp per acre	61.34
Overhead Expenses	
Farm insurance	5.52
Interest	1.09
Mach & bldg depreciation	1.51
Miscellaneous	1.18
Total overhead expenses per acre	9.29
Total dir & ovhd expenses per acre	71.18
Net return per acre	52.05
Government payments	20.68
Net return with govt pmts	72.73
Labor & management charge	3.75
Net return over lbr & mgt	68.98
Cost of Production	
Total direct expense per \$	0.50
Total dir & ovhd exp per \$	0.58
Less govt & other income	0.41
With labor & management	0.44
Machinery cost per acre	5.61
Est. labor hours per acre	0.19

Crop Enterprise Analysis
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Rye on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	8
Number of farms	8
Acres	139.52
Yield per acre (bu.)	20.95
Operators share of yield %	100.00
Value per bu.	3.05
Total product return per acre	63.91
Miscellaneous income per acre	27.21
Gross return per acre	91.12
Direct Expenses	
Seed	11.26
Fertilizer	8.15
Fuel & oil	8.73
Repairs	17.30
Custom hire	4.81
Land rent	25.60
Machinery leases	2.94
Hauling and trucking	1.93
Operating interest	5.22
Miscellaneous	1.13
Total direct expenses per acre	87.07
Return over direct exp per acre	4.05
Overhead Expenses	
Custom hire	0.35
Hired labor	6.61
Building leases	0.35
Farm insurance	2.80
Utilities	1.90
Interest	4.27
Mach & bldg depreciation	12.42
Miscellaneous	2.12
Total overhead expenses per acre	30.82
Total dir & ovhd expenses per acre	117.88
Net return per acre	-26.76
Government payments	25.67
Net return with govt pmts	-1.09
Labor & management charge	13.79
Net return over lbr & mgt	-14.88
Cost of Production	
Total direct expense per bu.	4.16
Total dir & ovhd exp per bu.	5.63
Less govt & other income	3.10
With labor & management	3.76
Machinery cost per acre	49.83
Est. labor hours per acre	2.21

Crop Enterprise Analysis
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Set Aside on Owned Land

	Avg. Of All Farms
Number of fields	9
Number of farms	8
Acres	34.13
Yield per acre	-
Operators share of yield %	-
Value per unit	-
Total product return per acre	-
Miscellaneous income per acre	67.22
Gross return per acre	67.22
Direct Expenses	
Fuel & oil	18.56
Repairs	27.39
Operating interest	4.37
Miscellaneous	0.96
Total direct expenses per acre	51.28
Return over direct exp per acre	15.94
Overhead Expenses	
Custom hire	14.96
Hired labor	5.85
Building leases	0.38
RE & pers. property taxes	5.34
Farm insurance	7.19
Utilities	1.06
Interest	4.56
Mach & bldg depreciation	23.92
Miscellaneous	2.71
Total overhead expenses per acre	65.98
Total dir & ovhd expenses per acre	117.26
Net return per acre	-50.04
Government payments	-
Net return with govt pmts	-
Labor & management charge	-
Net return over lbr & mgt	-50.04
Cost of Production	
Total direct expense per unit	-
Total dir & ovhd exp per unit	-
Less govt & other income	-
With labor & management	-
Machinery cost per acre	82.02
Est. labor hours per acre	4.42

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Set Aside on Cash Rent

	Avg. Of All Farms
Number of fields	8
Number of farms	8
Acres	66.78
Yield per acre	-
Operators share of yield %	-
Value per unit	-
Total product return per acre	-
Miscellaneous income per acre	71.26
Gross return per acre	71.26
Direct Expenses	
Seed	0.67
Crop chemicals	1.87
Crop insurance	3.80
Fuel & oil	12.99
Repairs	22.28
Custom hire	5.40
Land rent	53.09
Operating interest	1.36
Miscellaneous	4.35
Total direct expenses per acre	105.82
Return over direct exp per acre	-34.56
Overhead Expenses	
Custom hire	4.82
Hired labor	9.18
Machinery leases	1.08
Building leases	1.43
Farm insurance	3.38
Utilities	1.65
Interest	1.24
Mach & bldg depreciation	22.56
Miscellaneous	1.73
Total overhead expenses per acre	47.08
Total dir & ovhd expenses per acre	152.90
Net return per acre	-81.64
Government payments	-
Net return with govt pmts	-
Labor & management charge	-
Net return over lbr & mgt	-81.64
Cost of Production	
Total direct expense per unit	-
Total dir & ovhd exp per unit	-
Less govt & other income	-
With labor & management	-
Machinery cost per acre	69.17
Est. labor hours per acre	3.19

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Sorghum Silage on Owned Land

	Avg. Of All Farms
Number of fields	6
Number of farms	6
Acres	30.17
Yield per acre (ton)	6.86
Operators share of yield %	100.00
Value per ton	19.61
Total product return per acre	134.53
Miscellaneous income per acre	-
Gross return per acre	134.53
Direct Expenses	
Seed	16.30
Fertilizer	1.17
Crop chemicals	1.81
Fuel & oil	21.26
Repairs	30.89
Custom hire	15.98
Operating interest	2.25
Total direct expenses per acre	89.66
Return over direct exp per acre	44.87
Overhead Expenses	
Custom hire	1.09
Hired labor	3.06
Machinery leases	0.16
Building leases	0.35
RE & pers. property taxes	10.91
Farm insurance	5.48
Utilities	1.62
Dues & professional fees	0.71
Interest	16.83
Mach & bldg depreciation	13.18
Miscellaneous	1.81
Total overhead expenses per acre	55.19
Total dir & ovhd expenses per acre	144.85
Net return per acre	-10.32
Government payments	15.38
Net return with govt pmts	5.07
Labor & management charge	20.80
Net return over lbr & mgt	-15.73
Cost of Production	
Total direct expense per ton	13.07
Total dir & ovhd exp per ton	21.11
Less govt & other income	18.87
With labor & management	21.90
Machinery cost per acre	85.10
Est. labor hours per acre	2.65

Crop Enterprise Analysis
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Sorghum Silage on Cash Rent

	Avg. Of All Farms
Number of fields	7
Number of farms	7
Acres	32.79
Yield per acre (ton)	28.57
Operators share of yield %	100.00
Value per ton	7.04
Total product return per acre	201.17
Miscellaneous income per acre	1.31
Gross return per acre	202.48
Direct Expenses	
Seed	28.31
Fertilizer	3.38
Crop chemicals	11.30
Crop insurance	8.75
Fuel & oil	19.09
Repairs	34.80
Custom hire	2.95
Land rent	93.79
Marketing	0.97
Operating interest	6.79
Total direct expenses per acre	210.15
Return over direct exp per acre	-7.67
Overhead Expenses	
Custom hire	1.02
Hired labor	8.07
Machinery leases	2.22
Building leases	0.53
Farm insurance	4.93
Utilities	2.12
Dues & professional fees	1.70
Interest	6.47
Mach & bldg depreciation	12.91
Miscellaneous	6.27
Total overhead expenses per acre	46.24
Total dir & ovhd expenses per acre	256.39
Net return per acre	-53.91
Government payments	35.95
Net return with govt pmts	-17.97
Labor & management charge	27.82
Net return over lbr & mgt	-45.79
Cost of Production	
Total direct expense per ton	7.36
Total dir & ovhd exp per ton	8.97
Less govt & other income	7.67
With labor & management	8.64
Machinery cost per acre	77.88
Est. labor hours per acre	3.16

Crop Enterprise Analysis
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Soybeans on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	1124	214	232
Number of farms	992	198	199
Acres	117.87	125.02	106.95
Yield per acre (bu.)	47.61	33.23	58.93
Operators share of yield %	100.00	100.00	100.00
Value per bu.	5.64	5.53	5.77
Other product return per acre	0.10	-	-
Total product return per acre	268.55	183.62	339.76
Miscellaneous income per acre	5.09	7.14	3.93
Gross return per acre	273.64	190.76	343.69
Direct Expenses			
Seed	30.09	31.41	27.82
Fertilizer	5.12	9.58	1.46
Crop chemicals	20.38	20.31	20.76
Crop insurance	10.82	11.26	11.34
Fuel & oil	14.98	15.14	15.20
Repairs	19.94	18.45	20.31
Custom hire	3.57	3.47	2.49
Hired labor	0.45	1.47	0.18
Marketing	0.57	0.17	0.59
Operating interest	5.41	5.30	4.95
Miscellaneous	1.51	1.09	1.21
Total direct expenses per acre	112.82	117.66	106.31
Return over direct exp per acre	160.82	73.10	237.38
Overhead Expenses			
Custom hire	1.49	2.22	1.72
Hired labor	4.92	4.11	4.51
Machinery leases	1.68	2.03	1.45
Building leases	0.40	0.15	0.77
RE & pers. property taxes	11.56	7.82	14.71
Farm insurance	4.53	4.32	5.13
Utilities	2.97	2.67	3.16
Dues & professional fees	1.28	1.48	0.90
Interest	40.60	29.24	48.35
Mach & bldg depreciation	20.94	15.76	26.33
Miscellaneous	3.71	2.92	4.27
Total overhead expenses per acre	94.08	72.73	111.31
Total dir & ovhd expenses per acre	206.90	190.39	217.61
Net return per acre	66.74	0.37	126.07
Government payments	29.06	21.28	35.20
Net return with govt pmts	95.80	21.66	161.27
Labor & management charge	24.33	22.31	27.51
Net return over lbr & mgt	71.47	-0.65	133.76
Cost of Production			
Total direct expense per bu.	2.37	3.54	1.80
Total dir & ovhd exp per bu.	4.35	5.73	3.69
Less govt & other income	3.63	4.87	3.03
With labor & management	4.14	5.55	3.50
Machinery cost per acre	63.50	59.93	66.81
Est. labor hours per acre	2.13	2.05	2.21

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Soybeans on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	1910	338	389
Number of farms	1290	258	258
Acres	207.47	202.00	185.72
Yield per acre (bu.)	46.40	36.59	54.61
Operators share of yield %	100.00	100.00	100.00
Value per bu.	5.66	5.55	5.83
Other product return per acre	0.04	-	-
Total product return per acre	262.71	203.18	318.50
Miscellaneous income per acre	4.19	5.21	4.34
Gross return per acre	266.90	208.39	322.84
Direct Expenses			
Seed	29.96	33.16	28.18
Fertilizer	4.74	9.59	2.64
Crop chemicals	19.30	19.52	18.06
Crop insurance	11.59	12.78	10.73
Fuel & oil	14.27	14.85	13.99
Repairs	17.63	19.07	16.04
Custom hire	3.72	7.37	2.33
Land rent	89.16	75.05	95.33
Machinery leases	0.63	1.48	0.44
Marketing	0.55	0.78	0.39
Operating interest	6.20	6.42	5.98
Miscellaneous	1.35	1.31	1.18
Total direct expenses per acre	199.09	201.40	195.31
Return over direct exp per acre	67.81	6.99	127.53
Overhead Expenses			
Custom hire	1.35	1.35	1.84
Hired labor	5.19	6.88	5.56
Machinery leases	2.67	2.88	3.22
Building leases	0.56	0.37	0.56
Farm insurance	3.88	3.46	4.29
Utilities	2.55	2.60	2.78
Dues & professional fees	1.24	1.32	1.15
Interest	4.52	4.28	4.64
Mach & bldg depreciation	17.46	15.48	19.79
Miscellaneous	3.38	2.95	3.55
Total overhead expenses per acre	42.79	41.58	47.37
Total dir & ovhd expenses per acre	241.88	242.98	242.68
Net return per acre	25.02	-34.59	80.16
Government payments	28.58	26.11	31.06
Net return with govt pmts	53.60	-8.48	111.21
Labor & management charge	21.93	21.09	22.22
Net return over lbr & mgt	31.66	-29.57	88.99
Cost of Production			
Total direct expense per bu.	4.29	5.50	3.58
Total dir & ovhd exp per bu.	5.21	6.64	4.44
Less govt & other income	4.51	5.79	3.80
With labor & management	4.98	6.36	4.20
Machinery cost per acre	59.66	64.49	58.88
Est. labor hours per acre	1.83	1.93	1.85

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Soybeans Seed on Owned Land

	Avg. Of All Farms
Number of fields	6
Number of farms	6
Acres	100.45
Yield per acre (bu.)	53.80
Operators share of yield %	100.00
Value per bu.	6.10
Total product return per acre	328.35
Miscellaneous income per acre	0.49
Gross return per acre	328.85
Direct Expenses	
Seed	26.54
Fertilizer	2.93
Crop chemicals	19.35
Crop insurance	10.64
Fuel & oil	13.74
Repairs	15.27
Custom hire	11.61
Operating interest	10.67
Miscellaneous	0.80
Total direct expenses per acre	111.54
Return over direct exp per acre	217.31
Overhead Expenses	
Hired labor	2.98
Machinery leases	5.23
Building leases	1.06
RE & pers. property taxes	13.15
Farm insurance	4.28
Utilities	3.96
Dues & professional fees	2.18
Interest	58.24
Mach & bldg depreciation	25.11
Miscellaneous	3.37
Total overhead expenses per acre	119.56
Total dir & ovhd expenses per acre	231.09
Net return per acre	97.75
Government payments	33.78
Net return with govt pmts	131.53
Labor & management charge	36.43
Net return over lbr & mgt	95.10
Cost of Production	
Total direct expense per bu.	2.07
Total dir & ovhd exp per bu.	4.30
Less govt & other income	3.66
With labor & management	4.34
Machinery cost per acre	67.89
Est. labor hours per acre	2.05

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Soybeans Seed on Cash Rent

	Avg. Of All Farms
Number of fields	15
Number of farms	12
Acres	161.14
Yield per acre (bu.)	56.40
Operators share of yield %	100.00
Value per bu.	6.38
Total product return per acre	359.94
Miscellaneous income per acre	0.35
Gross return per acre	360.29
Direct Expenses	
Seed	23.60
Fertilizer	1.20
Crop chemicals	17.80
Crop insurance	12.58
Fuel & oil	14.90
Repairs	18.20
Custom hire	5.66
Land rent	109.09
Machinery leases	5.11
Operating interest	11.66
Miscellaneous	0.45
Total direct expenses per acre	220.26
Return over direct exp per acre	140.03
Overhead Expenses	
Hired labor	3.64
Machinery leases	5.12
Building leases	1.38
Farm insurance	3.53
Utilities	2.51
Dues & professional fees	2.13
Interest	1.88
Mach & bldg depreciation	18.30
Miscellaneous	2.73
Total overhead expenses per acre	41.24
Total dir & ovhd expenses per acre	261.50
Net return per acre	98.79
Government payments	36.21
Net return with govt pmts	135.00
Labor & management charge	27.55
Net return over lbr & mgt	107.45
Cost of Production	
Total direct expense per bu.	3.91
Total dir & ovhd exp per bu.	4.64
Less govt & other income	3.99
With labor & management	4.48
Machinery cost per acre	65.48
Est. labor hours per acre	1.78

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Soybeans, Food on Owned Land

	Avg. Of All Farms
Number of fields	8
Number of farms	5
Acres	65.38
Yield per acre (bu.)	26.58
Operators share of yield %	100.00
Value per bu.	7.44
Total product return per acre	197.64
Miscellaneous income per acre	9.95
Gross return per acre	207.58
Direct Expenses	
Fertilizer	7.23
Crop chemicals	26.47
Crop insurance	8.86
Fuel & oil	13.23
Repairs	10.56
Custom hire	1.34
Operating interest	3.82
Miscellaneous	0.40
Total direct expenses per acre	71.91
Return over direct exp per acre	135.67
Overhead Expenses	
Custom hire	0.45
Hired labor	5.59
Machinery leases	1.09
RE & pers. property taxes	9.41
Farm insurance	4.06
Utilities	3.27
Dues & professional fees	3.51
Interest	19.48
Mach & bldg depreciation	19.08
Miscellaneous	3.34
Total overhead expenses per acre	69.28
Total dir & ovhd expenses per acre	141.19
Net return per acre	66.40
Government payments	16.80
Net return with govt pmts	83.19
Labor & management charge	20.96
Net return over lbr & mgt	62.23
Cost of Production	
Total direct expense per bu.	2.71
Total dir & ovhd exp per bu.	5.31
Less govt & other income	4.31
With labor & management	5.09
Machinery cost per acre	47.12
Est. labor hours per acre	1.46

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

Soybeans, Food on Cash Rent

	Avg. Of All Farms
Number of fields	23
Number of farms	11
Acres	105.50
Yield per acre (bu.)	35.31
Operators share of yield %	100.00
Value per bu.	7.30
Total product return per acre	257.65
Miscellaneous income per acre	14.68
Gross return per acre	272.33
Direct Expenses	
Seed	9.10
Fertilizer	4.19
Crop chemicals	32.65
Crop insurance	14.18
Fuel & oil	14.48
Repairs	16.19
Custom hire	3.63
Land rent	82.17
Operating interest	6.11
Miscellaneous	2.02
Total direct expenses per acre	184.73
Return over direct exp per acre	87.61
Overhead Expenses	
Custom hire	1.79
Hired labor	2.69
Machinery leases	1.44
Building leases	0.76
Farm insurance	3.68
Utilities	3.17
Dues & professional fees	1.81
Interest	6.64
Mach & bldg depreciation	21.41
Miscellaneous	2.89
Total overhead expenses per acre	46.27
Total dir & ovhd expenses per acre	231.00
Net return per acre	41.33
Government payments	24.82
Net return with govt pmts	66.15
Labor & management charge	28.64
Net return over lbr & mgt	37.51
Cost of Production	
Total direct expense per bu.	5.23
Total dir & ovhd exp per bu.	6.54
Less govt & other income	5.42
With labor & management	6.24
Machinery cost per acre	60.87
Est. labor hours per acre	1.69

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

Sugar Beets on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	64	11	13
Number of farms	45	9	9
Acres	118.55	128.92	141.65
Yield per acre (ton)	19.22	16.99	21.64
Operators share of yield %	100.00	100.00	100.00
Value per ton	38.28	35.29	40.78
Total product return per acre	735.89	599.47	882.37
Miscellaneous income per acre	29.26	28.34	0.76
Gross return per acre	765.15	627.81	883.13
Direct Expenses			
Seed	51.67	46.48	52.15
Fertilizer	43.54	42.12	41.29
Crop chemicals	118.08	127.92	119.92
Crop insurance	16.06	11.96	14.89
Fuel & oil	50.39	42.98	60.23
Repairs	64.86	63.46	70.73
Custom hire	21.05	5.27	20.19
Hired labor	24.82	24.32	27.54
Stock/quota lease	57.51	135.48	-
Hauling and trucking	2.95	-	5.80
Operating interest	15.84	17.08	13.54
Miscellaneous	5.25	0.18	2.80
Total direct expenses per acre	472.03	517.24	429.07
Return over direct exp per acre	293.12	110.57	454.06
Overhead Expenses			
Custom hire	4.22	1.97	3.24
Hired labor	26.61	18.36	23.91
Machinery leases	9.26	9.86	5.73
RE & pers. property taxes	10.17	8.95	7.55
Farm insurance	7.59	4.83	9.36
Utilities	8.07	5.97	11.66
Dues & professional fees	6.89	6.13	8.46
Interest	54.95	71.92	37.93
Mach & bldg depreciation	57.08	51.44	65.69
Miscellaneous	7.09	8.18	9.06
Total overhead expenses per acre	191.93	187.62	182.61
Total dir & ovhd expenses per acre	663.96	704.87	611.68
Net return per acre	101.19	-77.05	271.45
Government payments	17.17	14.83	15.32
Net return with govt pmts	118.36	-62.23	286.77
Labor & management charge	81.73	68.27	109.74
Net return over lbr & mgt	36.63	-130.50	177.02
Cost of Production			
Total direct expense per ton	24.55	30.45	19.83
Total dir & ovhd exp per ton	34.54	41.49	28.27
Less govt & other income	32.12	38.95	27.53
With labor & management	36.37	42.97	32.60
Machinery cost per acre	226.11	196.00	239.81
Est. labor hours per acre	6.11	5.14	6.48

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

Sugar Beets on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	175	32	41
Number of farms	97	19	20
Acres	182.01	159.34	131.58
Yield per acre (ton)	19.66	15.95	23.03
Operators share of yield %	100.00	100.00	100.00
Value per ton	37.72	36.26	38.69
Total product return per acre	741.64	578.28	891.11
Miscellaneous income per acre	24.30	43.78	0.23
Gross return per acre	765.94	622.06	891.35
Direct Expenses			
Seed	51.39	52.21	51.85
Fertilizer	40.02	37.93	38.90
Crop chemicals	111.15	126.93	107.68
Crop insurance	16.87	13.82	15.59
Fuel & oil	51.69	54.44	55.08
Repairs	61.66	69.91	62.68
Custom hire	17.34	19.14	17.71
Hired labor	21.87	20.40	21.39
Land rent	76.67	70.89	76.00
Stock/quota lease	87.83	147.18	31.84
Machinery leases	1.83	-	3.30
Hauling and trucking	4.22	0.69	12.67
Marketing	1.27	-	1.77
Operating interest	15.77	20.79	8.24
Miscellaneous	3.14	3.64	2.22
Total direct expenses per acre	562.72	637.97	506.91
Return over direct exp per acre	203.22	-15.91	384.44
Overhead Expenses			
Custom hire	4.91	4.12	5.71
Hired labor	33.58	27.90	33.07
Machinery leases	7.45	14.14	2.25
Building leases	0.55	0.17	0.68
Farm insurance	6.13	5.33	7.17
Utilities	6.52	8.04	6.79
Dues & professional fees	7.18	6.94	6.90
Interest	19.71	20.57	12.45
Mach & bldg depreciation	51.69	53.47	57.47
Miscellaneous	8.25	6.82	6.33
Total overhead expenses per acre	145.97	147.49	138.82
Total dir & ovhd expenses per acre	708.69	785.47	645.73
Net return per acre	57.25	-163.40	245.61
Government payments	18.17	20.47	19.71
Net return with govt pmts	75.42	-142.93	265.32
Labor & management charge	80.92	88.48	96.93
Net return over lbr & mgt	-5.50	-231.41	168.39
Cost of Production			
Total direct expense per ton	28.62	40.00	22.01
Total dir & ovhd exp per ton	36.04	49.25	28.03
Less govt & other income	33.88	45.22	27.17
With labor & management	38.00	50.77	31.38
Machinery cost per acre	214.03	233.78	212.53
Est. labor hours per acre	6.37	5.79	6.86

Crop Enterprise Analysis
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Farm Business Management Statewide Database
(Farms Sorted By Return to Overhead)

Sunflowers on Owned Land

	Avg. Of All Farms
Number of fields	19
Number of farms	18
Acres	130.55
Yield per acre (cwt.)	14.71
Operators share of yield %	100.00
Value per cwt.	13.69
Total product return per acre	201.40
Miscellaneous income per acre	5.34
Gross return per acre	206.74
Direct Expenses	
Seed	20.83
Fertilizer	36.32
Crop chemicals	20.72
Crop insurance	10.13
Drying fuel	0.79
Fuel & oil	14.92
Repairs	16.54
Custom hire	5.21
Utilities	0.56
Operating interest	3.53
Miscellaneous	0.35
Total direct expenses per acre	129.90
Return over direct exp per acre	76.84
Overhead Expenses	
Custom hire	2.02
Hired labor	7.35
Machinery leases	3.40
RE & pers. property taxes	4.79
Farm insurance	4.90
Utilities	2.29
Dues & professional fees	0.68
Interest	22.87
Mach & bldg depreciation	14.04
Miscellaneous	2.90
Total overhead expenses per acre	65.25
Total dir & ovhd expenses per acre	195.15
Net return per acre	11.59
Government payments	14.88
Net return with govt pmts	26.47
Labor & management charge	20.04
Net return over lbr & mgt	6.43
Cost of Production	
Total direct expense per cwt.	8.83
Total dir & ovhd exp per cwt.	13.27
Less govt & other income	11.89
With labor & management	13.25
Machinery cost per acre	59.69
Est. labor hours per acre	1.89

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

Sunflowers on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	40	8	7
Number of farms	34	6	7
Acres	153.97	80.55	190.41
Yield per acre (cwt.)	14.22	7.03	17.56
Operators share of yield %	100.00	100.00	100.00
Value per cwt.	14.24	12.65	14.40
Total product return per acre	202.47	88.92	252.84
Miscellaneous income per acre	7.70	49.26	-
Gross return per acre	210.18	138.18	252.84
Direct Expenses			
Seed	21.54	21.14	19.58
Fertilizer	29.24	31.58	17.34
Crop chemicals	19.10	20.47	15.69
Crop insurance	8.72	8.52	5.62
Drying fuel	0.90	0.14	-
Fuel & oil	13.75	16.20	12.75
Repairs	15.44	15.83	13.60
Custom hire	5.44	7.24	3.02
Land rent	42.64	43.78	40.45
Utilities	0.50	-	-
Operating interest	3.91	3.48	5.73
Miscellaneous	0.32	0.27	0.04
Total direct expenses per acre	161.51	168.66	133.83
Return over direct exp per acre	48.67	-30.48	119.01
Overhead Expenses			
Custom hire	1.77	2.79	1.82
Hired labor	6.70	3.05	3.19
Machinery leases	2.55	1.25	0.83
Farm insurance	4.61	3.43	3.60
Utilities	2.35	2.95	2.57
Dues & professional fees	1.29	1.00	1.18
Interest	2.95	2.61	3.58
Mach & bldg depreciation	12.67	10.51	14.45
Miscellaneous	3.19	1.92	3.09
Total overhead expenses per acre	38.08	29.52	34.32
Total dir & ovhd expenses per acre	199.59	198.18	168.16
Net return per acre	10.59	-59.99	84.69
Government payments	15.13	15.76	14.31
Net return with govt pmts	25.72	-44.24	99.00
Labor & management charge	20.85	21.33	21.50
Net return over lbr & mgt	4.87	-65.57	77.49
Cost of Production			
Total direct expense per cwt.	11.36	23.99	7.62
Total dir & ovhd exp per cwt.	14.04	28.19	9.57
Less govt & other income	12.43	18.94	8.76
With labor & management	13.90	21.97	9.98
Machinery cost per acre	53.88	55.58	49.19
Est. labor hours per acre	1.79	2.02	1.78

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

Sunflowers, Confectionary on Owned Land

	Avg. Of All Farms
Number of fields	6
Number of farms	6
Acres	131.20
Yield per acre (cwt.)	15.52
Operators share of yield %	100.00
Value per cwt.	17.83
Total product return per acre	276.68
Miscellaneous income per acre	8.00
Gross return per acre	284.68
Direct Expenses	
Seed	23.66
Fertilizer	31.53
Crop chemicals	25.77
Crop insurance	11.57
Fuel & oil	16.71
Repairs	18.10
Custom hire	1.30
Operating interest	4.42
Miscellaneous	0.51
Total direct expenses per acre	133.58
Return over direct exp per acre	151.10
Overhead Expenses	
Custom hire	1.04
Hired labor	6.72
Machinery leases	2.95
RE & pers. property taxes	7.17
Farm insurance	5.42
Utilities	2.74
Dues & professional fees	2.73
Interest	27.39
Mach & bldg depreciation	15.34
Miscellaneous	3.93
Total overhead expenses per acre	75.42
Total dir & ovhd expenses per acre	209.01
Net return per acre	75.68
Government payments	16.87
Net return with govt pmts	92.55
Labor & management charge	26.22
Net return over lbr & mgt	66.33
Cost of Production	
Total direct expense per cwt.	8.61
Total dir & ovhd exp per cwt.	13.47
Less govt & other income	11.86
With labor & management	13.55
Machinery cost per acre	60.45
Est. labor hours per acre	1.97

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

Sunflowers, Confectionary on Cash Rent

	Avg. Of All Farms
Number of fields	24
Number of farms	19
Acres	191.02
Yield per acre (cwt.)	14.15
Operators share of yield %	100.00
Value per cwt.	18.30
Total product return per acre	258.96
Miscellaneous income per acre	7.76
Gross return per acre	266.72
Direct Expenses	
Seed	26.51
Fertilizer	28.62
Crop chemicals	21.15
Crop insurance	11.95
Drying fuel	0.67
Fuel & oil	16.08
Repairs	14.39
Custom hire	6.69
Land rent	56.17
Operating interest	4.86
Miscellaneous	0.06
Total direct expenses per acre	187.16
Return over direct exp per acre	79.55
Overhead Expenses	
Custom hire	3.40
Hired labor	7.71
Machinery leases	3.13
Building leases	0.46
Farm insurance	4.21
Utilities	2.42
Dues & professional fees	2.52
Interest	4.59
Mach & bldg depreciation	12.92
Miscellaneous	1.98
Total overhead expenses per acre	43.33
Total dir & ovhd expenses per acre	230.50
Net return per acre	36.22
Government payments	15.44
Net return with govt pmts	51.66
Labor & management charge	24.51
Net return over lbr & mgt	27.15
Cost of Production	
Total direct expense per cwt.	13.22
Total dir & ovhd exp per cwt.	16.28
Less govt & other income	14.65
With labor & management	16.38
Machinery cost per acre	60.45
Est. labor hours per acre	1.63

Crop Enterprise Analysis
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Sweet Corn on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	27	5	6
Number of farms	27	5	6
Acres	79.53	86.74	121.63
Yield per acre (ton)	7.68	6.94	8.32
Operators share of yield %	100.00	100.00	100.00
Value per ton	42.59	36.73	44.38
Total product return per acre	327.05	254.72	369.38
Miscellaneous income per acre	6.21	0.32	10.03
Gross return per acre	333.26	255.04	379.41
Direct Expenses			
Fertilizer	46.59	74.71	26.03
Crop chemicals	31.93	36.73	33.51
Crop insurance	4.17	7.41	3.37
Fuel & oil	14.44	14.60	10.77
Repairs	23.64	25.18	14.77
Custom hire	3.48	-	6.16
Hauling and trucking	1.02	-	2.99
Marketing	0.90	-	1.44
Operating interest	5.73	5.27	3.75
Miscellaneous	0.94	-	2.19
Total direct expenses per acre	132.84	163.90	104.98
Return over direct exp per acre	200.43	91.14	274.43
Overhead Expenses			
Custom hire	1.20	0.04	2.39
Hired labor	4.58	0.12	5.23
Machinery leases	1.32	3.77	0.40
RE & pers. property taxes	15.93	15.20	15.63
Farm insurance	5.26	6.02	4.24
Utilities	3.36	3.94	2.68
Dues & professional fees	0.97	1.28	0.15
Interest	46.27	48.54	38.59
Mach & bldg depreciation	24.49	27.50	20.19
Miscellaneous	4.11	4.23	2.67
Total overhead expenses per acre	107.49	110.65	92.16
Total dir & ovhd expenses per acre	240.33	274.55	197.14
Net return per acre	92.94	-19.51	182.27
Government payments	-	-	-
Net return with govt pmts	92.94	-19.51	182.27
Labor & management charge	27.70	32.68	23.96
Net return over lbr & mgt	65.24	-52.19	158.31
Cost of Production			
Total direct expense per ton	17.30	23.63	12.61
Total dir & ovhd exp per ton	31.30	39.58	23.68
Less govt & other income	30.49	39.54	22.48
With labor & management	34.10	44.25	25.36
Machinery cost per acre	68.56	69.45	54.11
Est. labor hours per acre	2.36	2.16	2.22

Crop Enterprise Analysis
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Sweet Corn on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	63	12	13
Number of farms	61	12	13
Acres	89.33	91.26	83.63
Yield per acre (ton)	7.11	6.09	8.12
Operators share of yield %	100.00	100.00	100.00
Value per ton	42.69	38.29	41.56
Total product return per acre	303.43	233.18	337.38
Miscellaneous income per acre	18.20	20.94	36.23
Gross return per acre	321.64	254.12	373.62
Direct Expenses			
Fertilizer	52.08	70.00	42.57
Crop chemicals	22.59	30.76	18.22
Crop insurance	4.61	4.00	4.72
Fuel & oil	15.43	14.52	13.89
Repairs	18.81	21.18	15.98
Custom hire	2.19	2.27	1.17
Land rent	110.62	126.71	83.20
Operating interest	7.16	6.96	4.54
Miscellaneous	2.48	0.36	2.86
Total direct expenses per acre	235.98	276.75	187.14
Return over direct exp per acre	85.66	-22.63	186.47
Overhead Expenses			
Custom hire	1.12	0.16	0.66
Hired labor	6.53	2.20	11.37
Machinery leases	4.85	2.97	2.03
Farm insurance	4.16	4.26	5.56
Utilities	2.49	2.55	2.41
Dues & professional fees	1.44	2.49	1.74
Interest	5.21	4.26	4.85
Mach & bldg depreciation	18.51	22.91	15.80
Miscellaneous	3.58	2.95	3.11
Total overhead expenses per acre	47.90	44.76	47.55
Total dir & ovhd expenses per acre	283.88	321.51	234.69
Net return per acre	37.76	-67.40	138.93
Government payments	-	-	-
Net return with govt pmts	37.76	-67.40	138.93
Labor & management charge	22.69	24.63	22.57
Net return over lbr & mgt	15.07	-92.02	116.36
Cost of Production			
Total direct expense per ton	33.20	45.45	23.05
Total dir & ovhd exp per ton	39.94	52.80	28.91
Less govt & other income	37.38	49.36	24.45
With labor & management	40.57	53.41	27.23
Machinery cost per acre	63.46	66.05	51.58
Est. labor hours per acre	2.21	1.90	2.23

Crop Enterprise Analysis
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Wheat, Spring on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	310	62	59
Number of farms	260	52	52
Acres	135.35	169.52	59.83
Yield per acre (bu.)	40.91	29.95	52.93
Operators share of yield %	100.00	100.00	100.00
Value per bu.	3.63	3.42	3.76
Total product return per acre	148.35	102.38	198.96
Miscellaneous income per acre	9.51	13.89	22.50
Gross return per acre	157.86	116.28	221.46
Direct Expenses			
Seed	12.43	11.85	12.62
Fertilizer	38.64	42.16	34.11
Crop chemicals	19.08	20.88	14.87
Crop insurance	8.98	9.09	8.31
Fuel & oil	11.77	12.56	10.15
Repairs	14.18	14.93	13.48
Custom hire	3.53	5.57	3.53
Hired labor	0.64	0.18	-
Hauling and trucking	0.09	0.04	0.57
Marketing	0.12	0.10	0.83
Operating interest	3.36	2.82	4.14
Miscellaneous	0.87	0.96	0.54
Total direct expenses per acre	113.68	121.14	103.16
Return over direct exp per acre	44.19	-4.86	118.30
Overhead Expenses			
Custom hire	1.75	2.03	1.68
Hired labor	5.03	4.74	3.75
Machinery leases	1.36	0.90	1.36
RE & pers. property taxes	7.86	6.72	7.57
Farm insurance	4.47	4.62	4.45
Utilities	2.16	2.39	2.06
Dues & professional fees	1.57	1.20	0.88
Interest	26.86	23.02	24.06
Mach & bldg depreciation	12.21	11.31	15.02
Miscellaneous	2.03	1.38	2.54
Total overhead expenses per acre	65.28	58.29	63.36
Total dir & ovhd expenses per acre	178.96	179.43	166.52
Net return per acre	-21.10	-63.15	54.94
Government payments	17.66	15.72	24.20
Net return with govt pmts	-3.44	-47.43	79.14
Labor & management charge	17.49	18.14	19.35
Net return over lbr & mgt	-20.93	-65.57	59.79
Cost of Production			
Total direct expense per bu.	2.78	4.04	1.95
Total dir & ovhd exp per bu.	4.37	5.99	3.15
Less govt & other income	3.71	5.00	2.26
With labor & management	4.14	5.61	2.63
Machinery cost per acre	47.65	50.29	47.10
Est. labor hours per acre	1.47	1.48	1.81

Crop Enterprise Analysis
Minnesota State Colleges and Universities
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Wheat, Spring on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	482	104	99
Number of farms	356	71	72
Acres	256.19	232.15	144.69
Yield per acre (bu.)	43.39	33.71	51.98
Operators share of yield %	100.00	100.00	100.00
Value per bu.	3.65	3.48	3.73
Total product return per acre	158.45	117.46	194.05
Miscellaneous income per acre	7.80	8.58	11.11
Gross return per acre	166.26	126.04	205.17
Direct Expenses			
Seed	12.29	12.09	11.55
Fertilizer	40.06	41.01	35.52
Crop chemicals	21.28	20.49	14.98
Crop insurance	9.19	8.70	8.89
Drying fuel	0.53	0.46	0.28
Fuel & oil	11.78	11.47	12.24
Repairs	12.90	13.26	13.95
Custom hire	3.87	4.83	2.77
Land rent	54.51	58.44	51.33
Operating interest	3.28	4.06	2.32
Miscellaneous	0.76	0.82	0.90
Total direct expenses per acre	170.43	175.62	154.74
Return over direct exp per acre	-4.18	-49.58	50.43
Overhead Expenses			
Custom hire	1.47	1.62	1.75
Hired labor	5.36	4.59	5.97
Machinery leases	1.81	1.64	2.24
Farm insurance	4.34	5.19	4.57
Utilities	1.97	2.17	1.94
Dues & professional fees	1.71	1.59	1.23
Interest	3.25	3.38	3.30
Mach & bldg depreciation	10.77	10.57	13.66
Miscellaneous	2.07	2.42	1.86
Total overhead expenses per acre	32.76	33.16	36.53
Total dir & ovhd expenses per acre	203.19	208.78	191.27
Net return per acre	-36.94	-82.74	13.89
Government payments	17.58	16.78	21.18
Net return with govt pmts	-19.36	-65.95	35.07
Labor & management charge	17.81	17.74	16.50
Net return over lbr & mgt	-37.17	-83.69	18.58
Cost of Production			
Total direct expense per bu.	3.93	5.21	2.98
Total dir & ovhd exp per bu.	4.68	6.19	3.68
Less govt & other income	4.10	5.44	3.06
With labor & management	4.51	5.97	3.38
Machinery cost per acre	45.36	45.92	49.02
Est. labor hours per acre	1.36	1.38	1.58

Crop Enterprise Analysis
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Wheat, Winter on Owned Land

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	86.12
Yield per acre (bu.)	39.70
Operators share of yield %	100.00
Value per bu.	3.61
Total product return per acre	143.19
Miscellaneous income per acre	6.74
Gross return per acre	149.94
Direct Expenses	
Seed	8.34
Fertilizer	30.59
Crop chemicals	13.06
Crop insurance	10.09
Fuel & oil	13.61
Repairs	16.21
Custom hire	2.06
Operating interest	3.43
Miscellaneous	0.32
Total direct expenses per acre	97.71
Return over direct exp per acre	52.23
Overhead Expenses	
Custom hire	2.33
Hired labor	12.62
Machinery leases	1.65
RE & pers. property taxes	4.77
Farm insurance	2.84
Utilities	2.08
Dues & professional fees	1.89
Interest	17.67
Mach & bldg depreciation	11.34
Miscellaneous	2.03
Total overhead expenses per acre	59.20
Total dir & ovhd expenses per acre	156.92
Net return per acre	-6.98
Government payments	17.72
Net return with govt pmts	10.75
Labor & management charge	15.69
Net return over lbr & mgt	-4.94
Cost of Production	
Total direct expense per bu.	2.46
Total dir & ovhd exp per bu.	3.95
Less govt & other income	3.34
With labor & management	3.73
Machinery cost per acre	51.68
Est. labor hours per acre	1.73

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

Wheat, Winter on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	7
Number of farms	7
Acres	62.40
Yield per acre (bu.)	31.95
Operators share of yield %	100.00
Value per bu.	3.35
Total product return per acre	106.96
Miscellaneous income per acre	29.83
Gross return per acre	136.78
Direct Expenses	
Seed	9.60
Fertilizer	29.50
Crop chemicals	10.57
Crop insurance	5.91
Fuel & oil	9.20
Repairs	10.57
Custom hire	7.86
Land rent	61.29
Utilities	0.52
Operating interest	4.99
Miscellaneous	0.34
Total direct expenses per acre	150.36
Return over direct exp per acre	-13.58
Overhead Expenses	
Hired labor	3.11
Machinery leases	2.34
Farm insurance	2.21
Utilities	1.68
Dues & professional fees	0.76
Interest	4.52
Mach & bldg depreciation	12.12
Miscellaneous	2.13
Total overhead expenses per acre	28.88
Total dir & ovhd expenses per acre	179.23
Net return per acre	-42.45
Government payments	24.24
Net return with govt pmts	-18.21
Labor & management charge	16.04
Net return over lbr & mgt	-34.25
Cost of Production	
Total direct expense per bu.	4.71
Total dir & ovhd exp per bu.	5.61
Less govt & other income	3.92
With labor & management	4.42
Machinery cost per acre	45.43
Est. labor hours per acre	1.51

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

Beef Cow-Calf -- Average Per Cow

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	125		24		26	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Beef Calves sold (lb)	205.47	255.04	115.24	154.62	221.29	263.49
Transferred out (lb)	225.79	287.45	236.63	300.53	281.97	340.47
Cull sales (lb)	107.07	78.93	123.31	85.05	89.38	70.68
Butchered (lb)	4.07	3.29	3.17	2.64	4.28	4.26
Less purchased (lb)	-34.85	-78.29	-55.88	-90.97	-4.56	-100.17
Less transferred in (lb)	-36.14	-43.14	-36.36	-70.71	-39.33	-38.13
Inventory change (lb)	52.01	116.22	50.33	107.45	31.95	223.42
Total production (lb)	523.41	619.49	436.43	488.62	584.98	764.02
Other income		3.32		1.29		5.58
Gross return		622.81		489.91		769.60
Direct Expenses						
Corn Silage (lb.)	5,769.92	50.34	7,592.46	67.04	4,119.14	38.24
Hay, Alfalfa (lb.)	1,588.88	51.14	2,157.78	77.99	1,966.84	60.77
Hay, Grass & Other (lb.)	4,423.22	97.45	3,120.63	86.36	4,125.54	86.10
Haylage, Grass & Other (lb.)	144.42	1.48	561.62	7.22	-	-
Pasture (aum)	5.17	36.58	3.39	44.76	7.93	39.71
Complete Ration (lb.)	169.17	10.37	23.12	2.39	94.48	7.36
Protein Vit Minerals (lb.)	118.00	17.09	189.97	21.00	89.33	15.25
Other feed stuffs	370.75	13.35	555.33	25.03	459.50	9.86
Breeding fees		3.65		10.39		2.20
Veterinary		22.09		29.02		19.17
Supplies		10.28		14.83		9.15
Fuel & oil		16.28		18.90		17.14
Repairs		28.56		27.52		27.18
Marketing		4.79		2.95		4.54
Bedding		1.97		3.36		1.45
Operating interest		6.68		8.26		5.74
Total direct expenses		372.10		447.04		343.84
Return over direct expense		250.71		42.87		425.76
Overhead Expenses						
Custom hire		2.27		5.07		3.91
Hired labor		9.61		16.79		10.50
RE & pers. property taxes		2.90		1.34		3.82
Farm insurance		8.89		9.71		10.39
Utilities		10.30		7.98		10.51
Interest		15.97		21.31		13.58
Mach & bldg depreciation		22.56		18.13		28.93
Miscellaneous		9.32		9.39		10.00
Total overhead expenses		81.82		89.72		91.64
Total dir & ovhd expenses		453.92		536.77		435.48
Net return		168.89		-46.86		334.12
Labor & management charge		72.23		70.51		68.28
Net return over lbr & mgt		96.66		-117.37		265.84
Cost of Production						
Total direct expense per cwt.		71.09		102.43		58.78
Total dir & ovhd expense per cwt.		86.72		122.99		74.44
With other revenue adjustments		64.85		101.23		48.06
With labor and management		77.98		115.96		59.60
Est. labor hours per unit		9.07		9.29		10.04
Other Information						
Number of cows		75.3		61.9		83.6
Pregnancy percentage		96.3		94.0		97.9
Pregnancy loss percentage		1.4		2.3		0.9
Culling percentage		11.2		13.2		9.1
Calving percentage		94.9		91.9		97.0
Weaning percentage		89.8		85.2		95.1
Calves sold per cow		0.82		0.76		0.85
Calf death loss percent		5.2		7.0		3.8
Average weaning weight		551		533		602
Lbs weaned/exposed female		495		454		573
Feed cost per cow		277.80		331.81		257.27
Avg wgt/Beef Calf sold		557		503		574
Avg price / cwt		124.12		134.18		119.07

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Beef, Background Beef -- Average Per Head

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	15	
	Quantity	Value
Backgnd Beef sold (lb)	598.47	611.88
Transferred out (lb)	40.06	35.04
Cull sales (lb)	7.80	7.73
Butchered (lb)	7.91	7.70
Less purchased (lb)	-270.71	-333.18
Less transferred in (lb)	-243.70	-290.77
Inventory change (lb)	76.44	174.10
Total production (lb)	216.27	212.51
Other income		7.30
Gross return		219.81
Direct Expenses		
Corn (bu.)	6.35	10.65
Corn Silage (lb.)	2,793.82	28.22
Hay, Alfalfa (lb.)	102.18	2.22
Hay, Grass & Other (lb.)	641.35	15.12
Haylage, Alfalfa (lb.)	316.66	5.54
Oatlage (lb.)	253.17	3.58
Oats (bu.)	2.06	2.84
Pasture, Intensive (aum)	0.15	1.11
Complete Ration (lb.)	215.31	6.42
Creep / Starter (lb.)	19.26	2.89
Protein Vit Minerals (lb.)	46.01	6.21
Other feed stuffs	171.99	5.75
Veterinary		11.42
Supplies		2.35
Fuel & oil		6.89
Repairs		5.42
Hauling and trucking		1.85
Marketing		14.40
Bedding		2.65
Operating interest		12.57
Total direct expenses		148.10
Return over direct expense		71.71
Overhead Expenses		
Hired labor		2.35
RE & pers. property taxes		0.47
Farm insurance		2.39
Utilities		4.01
Interest		5.57
Mach & bldg depreciation		2.59
Miscellaneous		1.68
Total overhead expenses		19.07
Total dir & ovhd expenses		167.18
Net return		52.64
Labor & management charge		20.10
Net return over lbr & mgt		32.54
Cost of Production		
Total direct expense per cwt.		91.23
Total dir & ovhd expense per cwt.		94.21
With other revenue adjustments		93.07
With labor and management		96.22
Est. labor hours per unit		2.27
Other Information		
No. purchased or trans in		131
Number sold or trans out		108
Percentage death loss		2.4
Avg. daily gain (lbs)		1.24
Lbs of conc / lb of gain		3.53
Lbs of feed / lb of gain		12.78
Feed cost per cwt of gain		41.87
Feed cost per head		90.56
Average purchase weight		442
Average sales weight		711
Avg purch price / cwt		123.08
Avg sales price / cwt		102.24

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Beef, Finish Beef Calves -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	62		12		12	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Finish Beef sold (lb)	1,176.91	980.64	1,152.86	946.10	999.17	861.12
Transferred out (lb)	19.13	19.65	3.77	3.58	36.73	41.92
Cull sales (lb)	2.28	1.88	-	-	-	-
Butchered (lb)	9.71	8.78	2.87	2.24	11.29	14.12
Less purchased (lb)	-524.98	-605.92	-716.88	-834.76	-393.02	-471.16
Less transferred in (lb)	-97.20	-119.00	-59.82	-71.34	-117.48	-146.36
Inventory change (lb)	84.96	135.92	231.30	257.68	219.66	277.61
Total production (lb)	670.81	421.95	614.10	303.49	756.36	577.23
Other income		1.29		2.71		2.89
Gross return		423.23		306.20		580.12
Direct Expenses						
Corn (bu.)	72.22	132.10	85.82	158.20	59.93	105.91
Corn Silage (lb.)	2,559.21	22.01	910.88	6.69	3,576.66	30.74
Corn, Ear (lb.)	81.47	1.63	-	-	465.10	9.30
Hay, Alfalfa (lb.)	741.12	23.36	1,313.45	40.71	326.05	10.92
Hay, Grass & Other (lb.)	294.52	8.10	291.50	6.40	296.43	8.15
Protein Vit Minerals (lb.)	306.10	45.27	230.05	38.20	344.97	53.62
Other feed stuffs	241.25	7.50	281.69	3.49	83.16	3.38
Veterinary		14.01		11.03		18.83
Supplies		5.71		3.25		7.35
Fuel & oil		11.47		7.69		12.62
Repairs		19.67		16.70		21.21
Custom hire		2.17		3.66		4.67
Hauling and trucking		6.74		6.29		2.58
Marketing		5.45		0.93		12.66
Operating interest		19.57		26.33		12.16
Total direct expenses		324.76		329.59		314.10
Return over direct expense		98.47		-23.39		266.02
Overhead Expenses						
Custom hire		2.54		1.63		7.45
Hired labor		7.46		12.89		11.22
Farm insurance		7.38		6.67		10.33
Utilities		7.58		5.43		11.97
Interest		9.33		3.90		21.67
Mach & bldg depreciation		24.45		20.29		35.27
Miscellaneous		10.37		6.63		14.79
Total overhead expenses		69.12		57.44		112.70
Total dir & ovhd expenses		393.88		387.03		426.80
Net return		29.35		-80.83		153.32
Labor & management charge		38.54		34.49		49.41
Net return over lbr & mgt		-9.18		-115.32		103.91
Cost of Production						
Total direct expense per cwt.		75.51		84.36		61.77
Total dir & ovhd expense per cwt.		81.29		89.33		72.65
With other revenue adjustments		81.18		89.10		72.37
With labor and management		84.40		92.08		77.14
Est. labor hours per unit		4.97		3.23		6.53
Other Information						
No. purchased or trans in		130		221		107
Number sold or trans out		114		164		91
Percentage death loss		1.1		1.3		1.4
Avg. daily gain (lbs)		2.27		2.11		2.48
Lbs of conc / lb of gain		6.74		8.23		5.63
Lbs of feed / lb of gain		9.68		11.49		8.05
Feed cost per cwt of gain		35.77		41.31		29.35
Feed cost per head		239.98		253.69		222.02
Average purchase weight		586		627		516
Average sales weight		1,257		1,249		1,230
Avg purch price / cwt		115.42		116.44		119.88
Avg sales price / cwt		83.32		82.07		86.18

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Beef, Finish Steer Calves -- Average Per Head

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	19	
	Quantity	Value
Fin Str Calf sold (lb)	1,238.96	1,045.53
Butchered (lb)	8.41	7.02
Less purchased (lb)	-566.18	-660.00
Less transferred in (lb)	-9.79	-12.45
Inventory change (lb)	-53.10	-9.34
Total production (lb)	618.31	370.76
Other income		-
Gross return		370.76
Direct Expenses		
Corn (bu.)	51.06	91.44
Corn Silage (lb.)	1,514.65	13.74
Hay, Alfalfa (lb.)	385.77	12.53
Hay, Grass & Other (lb.)	128.81	4.15
Complete Ration (lb.)	253.64	7.44
Milk Replacer (lb.)	0.97	0.83
Protein Vit Minerals (lb.)	296.47	42.61
Corn Distillers Grn (dry) (lb.)	235.75	6.52
Corn Gluten (lb.)	512.26	5.62
Other feed stuffs	154.97	2.19
Veterinary		12.18
Supplies		2.30
Contract production exp.		0.56
Fuel & oil		10.08
Repairs		17.81
Custom hire		1.06
Hauling and trucking		8.91
Marketing		9.60
Bedding		1.08
Operating interest		24.40
Total direct expenses		275.07
Return over direct expense		95.69
Overhead Expenses		
Custom hire		2.87
Hired labor		12.29
Machinery leases		2.45
Building leases		0.60
Farm insurance		4.48
Utilities		5.11
Dues & professional fees		0.65
Interest		3.80
Mach & bldg depreciation		10.95
Miscellaneous		5.78
Total overhead expenses		48.97
Total dir & ovhd expenses		324.04
Net return		46.72
Labor & management charge		26.01
Net return over lbr & mgt		20.71
Cost of Production		
Total direct expense per cwt.		76.66
Total dir & ovhd expense per cwt.		80.62
With other revenue adjustments		80.62
With labor and management		82.72
Est. labor hours per unit		2.94
Other Information		
No. purchased or trans in		268
Number sold or trans out		287
Percentage death loss		0.8
Avg. daily gain (lbs)		2.45
Lbs of conc / lb of gain		6.74
Lbs of feed / lb of gain		8.54
Feed cost per cwt of gain		30.26
Feed cost per head		187.07
Average purchase weight		651
Average sales weight		1,288
Avg purch price / cwt		116.57
Avg sales price / cwt		84.39

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Beef, Finish Yrlg Steers -- Average Per Head

	<u>Avg. Of</u> <u>All Farms</u>	
Number of farms	16	
	Quantity	Value
Fin Yrlg Str sold (lb)	1,338.81	1,115.89
Transferred out (lb)	12.66	12.25
Butchered (lb)	14.96	12.72
Less purchased (lb)	-621.07	-708.37
Less transferred in (lb)	-71.66	-67.30
Inventory change (lb)	-20.55	67.18
Total production (lb)	653.13	432.37
Other income		3.95
Gross return		436.32
Direct Expenses		
Corn (bu.)	72.36	128.77
Corn Silage (lb.)	1,226.71	10.59
Hay, Alfalfa (lb.)	596.40	21.97
Hay, Grass & Other (lb.)	349.75	11.74
Haylage, Alfalfa (lb.)	266.92	3.70
Complete Ration (lb.)	14.64	3.39
Protein Vit Minerals (lb.)	312.05	36.78
Corn Distillers Grn (dry) (lb.)	232.97	7.77
Corn Gluten (lb.)	795.42	8.35
Other feed stuffs	34.40	1.18
Veterinary		9.87
Supplies		4.00
Fuel & oil		11.77
Repairs		17.70
Custom hire		3.81
Hired labor		4.16
Hauling and trucking		3.03
Marketing		7.61
Operating interest		15.53
Total direct expenses		311.72
Return over direct expense		124.60
Overhead Expenses		
Hired labor		16.86
RE & pers. property taxes		1.27
Farm insurance		5.47
Utilities		5.31
Dues & professional fees		1.24
Interest		5.25
Mach & bldg depreciation		26.53
Miscellaneous		4.80
Total overhead expenses		66.74
Total dir & ovhd expenses		378.46
Net return		57.86
Labor & management charge		46.64
Net return over lbr & mgt		11.22
Cost of Production		
Total direct expense per cwt.		74.55
Total dir & ovhd expense per cwt.		79.49
With other revenue adjustments		79.19
With labor and management		82.65
Est. labor hours per unit		9.33
Other Information		
No. purchased or trans in		193
Number sold or trans out		195
Percentage death loss		1.2
Avg. daily gain (lbs)		2.26
Lbs of conc / lb of gain		8.31
Lbs of feed / lb of gain		10.61
Feed cost per cwt of gain		35.86
Feed cost per head		234.24
Average purchase weight		689
Average sales weight		1,304
Avg purch price / cwt		114.06
Avg sales price / cwt		83.35

Livestock Enterprise Analysis
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Dairy -- Average Per Cow

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	560		112		112	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (lb)	20,582.90	3,231.67	16,889.05	2,595.22	23,367.70	3,699.33
Milk used in home (lb)	7.82	1.44	11.30	2.18	7.08	0.97
Milk fed to animals (lb)	61.30	8.50	89.76	10.66	34.85	4.94
Dairy Calves sold (hd)	0.22	53.93	0.12	21.01	0.29	82.40
Transferred out (hd)	0.66	123.00	0.61	85.96	0.69	137.54
Cull sales (hd)	0.26	156.47	0.25	144.56	0.27	173.88
Butchered (hd)	0.01	3.11	0.01	4.96	0.00	1.46
Less purchased (hd)	-0.07	-118.08	-0.14	-220.21	-0.04	-67.20
Less transferred in (hd)	-0.31	-406.53	-0.28	-345.10	-0.35	-419.04
Inventory change (hd)	0.05	112.98	0.05	107.40	0.04	119.95
Total production		3,166.51		2,406.65		3,734.20
Other income		4.07		3.90		7.12
Gross return		3,170.57		2,410.55		3,741.32
Direct Expenses						
Corn (bu.)	71.94	136.70	69.31	136.23	75.29	141.48
Corn Silage (lb.)	14,982.86	141.57	15,144.84	146.33	15,620.32	138.18
Hay, Alfalfa (lb.)	3,228.16	139.68	4,892.48	175.62	2,354.09	104.93
Haylage, Alfalfa (lb.)	5,214.30	111.05	4,579.99	98.84	6,307.38	134.63
Complete Ration (lb.)	1,515.19	155.96	1,300.50	147.28	2,456.71	213.72
Protein Vit Minerals (lb.)	2,929.63	386.71	2,085.69	306.75	2,966.13	357.17
Other feed stuffs	1,350.84	60.38	1,466.02	72.68	1,008.57	57.16
Breeding fees		36.03		28.94		39.49
Veterinary		107.20		94.50		116.79
BST		29.33		15.74		38.62
Supplies		114.02		128.26		95.52
DHIA		15.27		12.81		16.03
Contract production exp.		5.12		29.59		0.66
Fuel & oil		60.54		51.85		66.84
Repairs		118.73		104.99		134.13
Custom hire		22.62		31.33		22.57
Hauling and trucking		37.64		38.80		41.92
Marketing		39.85		48.91		39.25
Bedding		42.79		32.47		46.82
Operating interest		15.92		24.90		11.38
Total direct expenses		1,793.69		1,850.01		1,817.31
Return over direct expense		1,376.89		560.54		1,924.01
Overhead Expenses						
Custom hire		20.77		7.45		26.10
Hired labor		258.68		200.86		334.07
Machinery leases		18.97		7.75		15.41
Building leases		19.65		13.29		28.58
Farm insurance		34.72		29.53		37.27
Utilities		66.01		66.58		66.52
Interest		109.06		109.46		102.84
Mach & bldg depreciation		132.75		92.27		147.14
Miscellaneous		52.38		51.77		54.85
Total overhead expenses		696.38		455.79		812.77
Total dir & ovhd expenses		2,490.07		2,305.79		2,630.08
Net return		680.51		104.75		1,111.24
Labor & management charge		203.57		197.98		206.77
Net return over lbr & mgt		476.94		-93.23		904.47
Cost of Production						
Total direct expense per cwt.		8.69		10.89		7.76
Total dir & ovhd expense per cwt.		12.06		13.57		11.24
With other revenue adjustments		12.40		14.73		11.08
With labor and management		13.39		15.90		11.96
Est. labor hours per unit		40.53		38.92		42.20
Other Information						
Avg. number of Cows		117.3		79.1		168.0
Milk produced per Cow		20,652		16,990		23,410
Culling percentage		25.5		25.5		27.2
Turnover rate		33.6		36.1		33.5
Percent of barn capacity		104.2		99.3		107.4
Lbs. milk/lb grain & conc.		2.3		2.2		2.3
Feed cost per cwt of milk		5.48		6.38		4.90
Feed cost per Cow		1,132.04		1,083.74		1,147.28
Avg. milk price per cwt.		15.70		15.37		15.83

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Dairy and Repl Heifers -- Average Per Cow

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	407		81		82	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (lb)	20,481.48	3,219.19	15,785.95	2,433.35	22,994.11	3,660.82
Milk used in home (lb)	6.23	1.28	13.59	4.43	3.39	0.53
Milk fed to animals (lb)	53.38	7.37	103.60	12.87	17.84	2.57
Dairy Calves sold (hd)	0.38	117.49	0.31	84.46	0.45	145.17
Transferred out (hd)	1.04	557.59	0.99	407.04	0.99	625.16
Cull sales (hd)	0.26	161.23	0.24	141.52	0.29	183.00
Butchered (hd)	0.01	4.56	0.01	6.11	0.00	3.20
Less purchased (hd)	-0.12	-169.38	-0.26	-354.92	-0.10	-165.97
Less transferred in (hd)	-0.92	-533.42	-0.85	-410.10	-0.94	-602.25
Inventory change (hd)	0.12	218.41	0.15	218.79	0.15	310.02
Total production		3,584.33		2,543.56		4,162.25
Other income		5.16		3.05		3.56
Gross return		3,589.49		2,546.61		4,165.81
Direct Expenses						
Corn (bu.)	81.94	153.92	73.36	137.71	77.88	144.87
Corn Silage (lb.)	19,843.80	181.18	18,725.10	179.30	20,841.48	186.17
Hay, Alfalfa (lb.)	4,374.01	177.63	5,542.40	225.40	3,111.51	143.80
Hay, Grass & Other (lb.)	1,097.92	31.62	2,475.77	79.76	695.01	18.07
Haylage, Alfalfa (lb.)	6,450.16	139.01	5,379.08	117.74	6,094.04	131.47
Complete Ration (lb.)	1,559.06	139.07	1,572.29	168.67	2,304.44	157.67
Protein Vit Minerals (lb.)	3,502.60	457.38	2,085.64	300.70	4,689.98	511.12
Other feed stuffs	1,592.47	75.61	1,902.39	86.64	1,072.02	53.00
Breeding fees		41.71		28.81		46.21
Veterinary		114.57		81.58		121.10
BST		27.29		7.08		41.96
Supplies		130.85		147.90		115.40
Contract production exp.		47.57		27.89		88.12
Fuel & oil		67.75		49.71		70.51
Repairs		133.06		121.11		127.71
Custom hire		28.84		12.44		44.89
Hauling and trucking		36.77		33.43		36.86
Marketing		39.38		28.06		42.81
Bedding		49.91		35.23		64.82
Operating interest		13.11		18.45		9.22
Total direct expenses		2,089.82		1,915.53		2,155.80
Return over direct expense		1,499.67		631.08		2,010.02
Overhead Expenses						
Custom hire		20.80		7.90		30.49
Hired labor		293.10		142.87		446.18
Machinery leases		17.15		9.69		21.58
Building leases		22.95		11.39		34.03
Farm insurance		40.64		36.47		35.28
Utilities		77.78		84.79		71.71
Interest		132.89		135.70		140.33
Mach & bldg depreciation		157.70		113.59		160.92
Miscellaneous		56.98		43.90		63.19
Total overhead expenses		816.43		558.40		1,003.72
Total dir & ovhd expenses		2,906.25		2,473.93		3,159.51
Net return		683.24		72.68		1,006.30
Labor & management charge		238.93		259.94		234.57
Net return over lbr & mgt		444.31		-187.26		771.73
Cost of Production						
Total direct expense per cwt.		10.17		12.04		9.37
Total dir & ovhd expense per cwt.		14.15		15.56		13.73
With other revenue adjustments		12.39		14.95		11.55
With labor and management		13.55		16.59		12.57
Est. labor hours per unit		48.38		45.74		53.41
Other Information						
Avg. number of Cows		115.6		74.2		183.6
Milk produced per Cow		20,541		15,903		23,015
Culling percentage		26.5		24.4		29.2
Turnover rate		40.3		45.1		40.2
Percent of barn capacity		104.0		94.2		108.8
Lbs. milk/lb grain & conc.		2.0		1.9		1.9
Feed cost per cwt of milk		6.60		8.15		5.85
Feed cost per Cow		1,355.44		1,295.93		1,346.18
Avg. milk price per cwt.		15.72		15.41		15.92

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

	<u>Avg. Of All Farms</u>	
Number of farms	13	
	Quantity	Value
Dairy Hfrs sold (hd)	0.91	1,088.76
Transferred out (hd)	0.09	59.78
Cull sales (hd)	0.00	0.68
Butchered (hd)	0.00	3.75
Less purchased (hd)	-0.85	-225.39
Less transferred in (hd)	-0.02	-32.81
Inventory change (hd)	-0.18	-136.12
Total production (hd)	0.00	758.64
Other income		106.65
Gross return		865.29
Direct Expenses		
Corn (bu.)	26.32	50.75
Corn Silage (lb.)	10,314.44	93.55
Hay, Alfalfa (lb.)	1,422.79	62.98
Hay, Grass & Other (lb.)	470.88	13.44
Haylage, Alfalfa (lb.)	5,217.50	101.17
Complete Ration (lb.)	2,404.59	90.03
Milk Replacer (lb.)	12.31	16.15
Protein Vit Minerals (lb.)	248.27	44.28
Other feed stuffs	321.38	9.50
Breeding fees		4.43
Veterinary		35.29
Supplies		14.96
Fuel & oil		24.89
Repairs		53.84
Bedding		25.27
Operating interest		22.77
Total direct expenses		663.31
Return over direct expense		201.98
Overhead Expenses		
Custom hire		11.20
Hired labor		25.30
Machinery leases		7.79
RE & pers. property taxes		4.65
Farm insurance		18.43
Utilities		19.07
Interest		23.13
Mach & bldg depreciation		47.59
Miscellaneous		16.53
Total overhead expenses		173.70
Total dir & ovhd expenses		837.01
Net return		28.28
Labor & management charge		89.21
Net return over lbr & mgt		-60.93
Cost of Production		
Total direct expense per head		1,053.21
Total dir & ovhd expense per head		1,226.91
With other revenue adjustments		1,120.26
With labor and management		1,209.47
Est. labor hours per unit		13.12
Other Information		
No. purchased or trans in		107
Number sold or trans out		123
Average number of head		185
Percentage death loss		1.3
Feed cost per average head		319.77
Feed cost/head sold+trans		481.85
Avg. purchase weight		28
Avg. sales weight		34
Avg. purch price / head		265.94
Avg. sales price / head		1,190.71

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Dairy Replacement Heifers -- Average Per Head Sold/Trans

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	468		93		94	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Replacements sold (hd)	0.32	155.10	0.36	94.18	0.20	149.11
Transferred out (hd)	0.68	825.99	0.64	594.50	0.80	1,192.51
Cull sales (hd)	0.02	9.62	0.01	6.29	0.03	17.57
Butchered (hd)	0.01	3.67	0.00	2.67	0.00	3.20
Less purchased (hd)	-0.10	-109.05	-0.09	-99.88	-0.18	-258.49
Less transferred in (hd)	-1.11	-210.56	-1.17	-220.70	-1.30	-257.17
Inventory change (hd)	0.10	188.18	0.10	19.87	0.33	683.00
Total production (hd)	0.00	862.96	0.00	396.92	0.00	1,529.72
Other income		7.79		1.44		-
Gross return		870.75		398.36		1,529.72
Direct Expenses						
Corn (bu.)	19.96	37.14	19.71	36.76	23.54	43.28
Corn Silage (lb.)	8,371.68	77.11	9,633.63	90.83	9,829.71	83.15
Hay, Alfalfa (lb.)	2,027.48	82.94	2,266.07	97.99	2,380.36	95.56
Hay, Grass & Other (lb.)	1,190.95	31.69	1,622.83	48.90	955.86	23.31
Haylage, Alfalfa (lb.)	1,655.49	32.81	2,408.46	49.42	1,041.01	22.52
Oatlage (lb.)	826.40	7.95	1,015.87	9.08	855.01	7.95
Complete Ration (lb.)	365.53	45.40	406.10	55.34	313.26	40.17
Milk (lb.)	65.67	8.59	139.15	19.15	28.49	3.62
Milk Replacer (lb.)	21.25	20.25	27.54	26.28	25.55	23.53
Protein Vit Minerals (lb.)	558.33	85.64	522.62	94.01	411.19	67.19
Other feed stuffs	632.20	24.27	574.04	27.10	642.09	25.88
Breeding fees		13.74		15.32		14.61
Veterinary		25.16		31.96		26.94
Supplies		18.59		18.79		20.42
Contract production exp.		80.54		85.38		132.95
Fuel & oil		19.54		19.72		26.41
Repairs		37.14		49.22		47.87
Custom hire		8.45		3.28		2.22
Bedding		10.40		12.35		14.86
Operating interest		3.57		5.51		4.68
Total direct expenses		671.37		796.40		727.11
Return over direct expense		199.38		-398.04		802.61
Overhead Expenses						
Custom hire		8.77		4.62		4.60
Hired labor		69.37		50.59		94.02
Machinery leases		4.51		4.49		5.33
Building leases		4.85		7.02		4.38
RE & pers. property taxes		3.57		3.55		4.40
Farm insurance		11.07		12.25		13.20
Utilities		21.34		22.93		24.51
Interest		34.57		28.39		49.16
Mach & bldg depreciation		42.92		42.96		50.37
Miscellaneous		12.83		12.69		15.72
Total overhead expenses		213.32		189.49		265.68
Total dir & ovhd expenses		884.69		985.88		992.79
Net return		-13.94		-587.53		536.93
Labor & management charge		69.49		73.95		83.87
Net return over lbr & mgt		-83.43		-661.48		453.06
Cost of Production						
Total direct expense per head		789.50		1,088.15		539.00
Total dir & ovhd expense per head		1,002.82		1,277.64		804.68
With other revenue adjustments		995.03		1,276.20		804.68
With labor and management		1,064.52		1,350.15		888.55
Est. labor hours per unit		13.28		13.89		16.77
Other Information						
No. purchased or trans in		69		64		69
Number sold or trans out		56		51		47
Average number of head		97		90		101
Percentage death loss		3.2		2.3		2.0
Feed cost per average head		264.14		313.75		203.25
Feed cost/head sold+trans		453.78		554.87		436.15
Avg. purchase weight		21		-		5
Avg. sales weight		21		3		88
Avg. purch price / head		1,043.81		1,174.26		1,472.68
Avg. sales price / head		479.60		262.12		758.57

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Dairy Steers -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	123		24		25	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Dairy Steers sold (lb)	1,244.16	966.70	1,172.37	893.96	1,192.76	947.58
Transferred out (lb)	0.59	0.29	-	-	-	-
Butchered (lb)	27.17	24.36	32.44	28.34	56.77	58.01
Less purchased (lb)	-323.50	-352.13	-314.19	-369.68	-116.06	-141.96
Less transferred in (lb)	-61.91	-69.70	-60.48	-66.21	-69.00	-72.90
Inventory change (lb)	80.51	143.94	24.38	14.07	72.84	206.59
Total production (lb)	967.03	713.46	854.51	500.48	1,137.31	997.33
Other income		1.08		-		-
Gross return		714.54		500.48		997.33
Direct Expenses						
Corn (bu.)	108.52	197.84	115.83	224.24	106.25	191.93
Corn Silage (lb.)	1,999.12	17.28	432.86	4.01	2,446.56	22.92
Hay, Alfalfa (lb.)	395.64	14.56	424.09	15.10	537.69	20.00
Hay, Grass & Other (lb.)	246.41	6.39	264.99	6.01	218.26	7.15
Complete Ration (lb.)	166.39	11.56	261.60	6.30	367.35	22.46
Milk Replacer (lb.)	9.35	8.60	10.29	8.31	8.75	8.88
Protein Vit Minerals (lb.)	623.52	99.66	672.15	101.60	787.91	111.31
Other feed stuffs	225.30	8.81	35.02	8.41	244.00	10.18
Veterinary		18.05		17.80		21.67
Supplies		9.72		7.63		10.99
Fuel & oil		14.28		19.56		18.02
Repairs		26.38		25.35		30.82
Hauling and trucking		5.74		9.45		4.11
Marketing		8.22		10.68		9.09
Bedding		6.05		4.08		9.69
Operating interest		14.39		20.34		9.89
Total direct expenses		467.53		488.89		509.12
Return over direct expense		247.01		11.59		488.21
Overhead Expenses						
Hired labor		15.69		9.87		31.75
Farm insurance		9.58		7.27		11.87
Utilities		13.87		14.91		11.60
Dues & professional fees		1.96		2.27		5.01
Interest		16.49		10.74		27.90
Mach & bldg depreciation		29.96		24.89		31.83
Miscellaneous		17.14		14.24		19.37
Total overhead expenses		104.69		84.19		139.33
Total dir & ovhd expenses		572.22		573.08		648.45
Net return		142.32		-72.60		348.87
Labor & management charge		59.55		69.10		57.42
Net return over lbr & mgt		82.77		-141.70		291.45
Cost of Production						
Total direct expense per cwt.		57.93		75.26		38.51
Total dir & ovhd expense per cwt.		66.34		82.45		50.19
With other revenue adjustments		66.25		82.45		50.19
With labor and management		71.04		88.34		55.01
Est. labor hours per unit		7.45		7.79		8.32
Other Information						
No. purchased or trans in		76		54		56
Number sold or trans out		63		47		51
Percentage death loss		3.1		2.9		1.6
Avg. daily gain (lbs)		2.24		2.16		2.24
Lbs of conc / lb of gain		7.25		8.80		6.28
Lbs of feed / lb of gain		8.67		9.78		7.82
Feed cost per cwt of gain		37.71		43.77		34.72
Feed cost per head		364.70		373.99		394.83
Average purchase weight		388		386		182
Average sales weight		1,366		1,308		1,374
Avg purch price / head		422.11		454.28		222.96
Avg sales price / cwt		77.70		76.25		79.44

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Hogs, Contractee -- Average Per Pig Space

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	76		15		16	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Total production (hd)	0.00		0.00	0.00	0.00	0.00
Other income		36.09		29.41		39.73
Gross return		36.09		29.41		39.73
Direct Expenses						
Supplies		0.85		1.74		0.76
Contract production exp.		1.82		2.15		-
Fuel & oil		1.57		1.62		1.01
Repairs		2.67		3.65		2.22
Custom hire		0.24		0.55		0.07
Hired labor		0.14		0.85		0.02
Machinery leases		0.08		0.55		-
Utilities		0.18		0.68		-
Operating interest		0.23		0.24		0.05
Total direct expenses		7.77		12.02		4.14
Return over direct expense		28.32		17.39		35.59
Overhead Expenses						
Custom hire		0.36		0.07		0.53
Hired labor		0.73		0.49		0.32
Machinery leases		0.44		0.12		1.25
Building leases		0.55		-		1.25
RE & pers. property taxes		0.51		0.61		0.53
Farm insurance		1.38		1.50		1.07
Utilities		1.74		1.53		1.66
Interest		6.44		6.85		7.31
Mach & bldg depreciation		7.38		5.09		8.15
Miscellaneous		0.89		0.81		0.98
Total overhead expenses		20.41		17.08		23.04
Total dir & ovhd expenses		28.18		29.10		27.18
Net return		7.91		0.31		12.55
Labor & management charge		5.25		5.27		5.58
Net return over lbr & mgt		2.66		-4.96		6.97
Cost of Production						
Total direct expense per head		-		-		-
Total dir & ovhd expense per head		-		-		-
With other revenue adjustments		-		-		-
With labor and management		-		-		-
Est. labor hours per unit		0.47		0.55		0.43
Other Information						
Number of pigs		5,687		4,073		8,069
Pigs per pig space (per year)		2.54		2.32		2.62
Pigs per 100 sq. ft. (per yr)		32.66		30.74		33.10
Net return per 100 sq. ft.		101.55		4.15		158.40
Net return per labor hour		16.86		0.57		29.54
Square feet per pig space		7.79		7.53		7.93

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Hogs, Farrow To Finish -- Average Per Litter

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	54		10		11	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Raised Hogs sold (lb)	2,087.66	1,055.17	1,759.83	850.65	2,036.40	1,030.79
Transferred out (lb)	20.64	24.60	-	-	22.98	29.10
Cull sales (lb)	106.53	40.89	110.62	38.98	89.09	31.03
Butchered (lb)	6.62	2.39	55.02	9.26	2.07	1.36
Less purchased (lb)	-24.82	-31.10	-48.23	-41.52	-4.27	-6.98
Less transferred in (lb)	-1.38	-1.50	-	-	-0.51	-2.26
Inventory change (lb)	45.74	20.07	-48.14	-108.17	133.39	98.60
Total production (lb)	2,241.00	1,110.51	1,829.10	749.20	2,279.14	1,181.64
Other income		0.58		20.22		-
Gross return		1,111.08		769.43		1,181.64
Direct Expenses						
Corn (bu.)	70.31	131.28	92.87	169.08	64.72	120.26
Hay, Alfalfa (lb.)	195.65	12.73	-	-	460.83	29.98
Complete Ration (lb.)	1,607.09	142.84	60.83	12.75	993.69	78.68
Protein Vit Minerals (lb.)	1,587.33	197.13	2,201.10	279.56	1,807.82	233.63
Corn Distillers Grm (dry) (lb.)	136.70	5.58	-	-	289.02	11.74
Other feed stuffs	9.12	4.15	24.80	18.58	10.35	1.53
Breeding fees		15.98		2.41		17.75
Veterinary		37.34		32.14		41.94
Supplies		20.83		26.96		14.95
Fuel & oil		14.65		19.39		15.05
Repairs		23.59		44.57		22.05
Custom hire		27.41		2.34		11.41
Hired labor		0.54		8.46		-
Machinery leases		2.22		25.62		1.57
Hauling and trucking		6.97		7.74		3.25
Marketing		5.75		4.78		2.20
Operating interest		6.58		8.80		1.65
Total direct expenses		655.57		663.18		607.64
Return over direct expense		455.51		106.24		574.00
Overhead Expenses						
Hired labor		52.91		19.65		64.61
Machinery leases		6.93		-		16.19
Building leases		41.59		-		35.21
Farm insurance		10.00		7.82		8.71
Utilities		15.32		23.04		14.94
Interest		19.30		21.34		13.84
Mach & bldg depreciation		33.66		34.20		33.60
Miscellaneous		14.46		15.17		9.45
Total overhead expenses		194.16		121.22		196.54
Total dir & ovhd expenses		849.73		784.41		804.18
Net return		261.35		-14.98		377.46
Labor & management charge		43.03		47.70		32.19
Net return over lbr & mgt		218.32		-62.68		345.27
Cost of Production						
Total direct expense per cwt.		29.25		36.26		26.66
Total dir & ovhd expense per cwt.		37.92		42.88		35.28
With other revenue adjustments		37.65		42.20		34.19
With labor and management		39.58		44.80		35.61
Est. labor hours per unit		6.94		8.28		6.74
Other Information						
Average number of sows		273.4		120.6		528.3
Litters farrowed		551		180		1,149
Litters per sow		2.02		1.49		2.17
Litters per crate		11.57		6.67		13.39
Pigs born per litter		10.44		9.41		10.69
Pigs weaned per litter		9.49		8.14		9.78
Pigs weaned per sow		18.91		12.13		20.90
Number sold per litter		8.13		7.05		8.00
Lbs of feed / lb of gain		3.35		4.18		3.15
Feed cost / cwt. of gain		22.03		26.24		20.88
Feed cost per litter		493.71		479.96		475.82
Avg wgt/Raised Hog sold		257		250		254
Avg price / cwt		50.54		48.34		50.62

Livestock Enterprise Analysis
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Hogs, Farrow to Weaning -- Average Per Litter

	<u>Avg. Of All Farms</u>	
Number of farms		19
	Quantity	Value
Weaning Pigs sold (hd)	4.62	155.52
Transferred out (hd)	4.36	137.80
Cull sales (hd)	0.21	35.03
Butchered (hd)	0.00	0.80
Less purchased (hd)	-0.16	-32.65
Less transferred in (hd)	-0.08	-8.88
Inventory change (hd)	0.06	1.14
Total production (hd)	0.00	288.77
Other income		0.56
Gross return		289.34
Direct Expenses		
Corn (bu.)	8.22	15.12
Complete Ration (lb.)	464.54	39.87
Protein Vit Minerals (lb.)	157.43	17.97
Other feed stuffs	8.92	1.60
Breeding fees		16.66
Veterinary		14.84
Supplies		7.15
Fuel & oil		5.53
Repairs		8.45
Custom hire		3.20
Hired labor		11.48
Livestock leases		6.19
Utilities		3.16
Operating interest		1.73
Total direct expenses		152.94
Return over direct expense		136.40
Overhead Expenses		
Hired labor		39.41
Machinery leases		4.62
Building leases		8.48
Farm insurance		4.58
Utilities		6.33
Dues & professional fees		2.59
Interest		9.55
Mach & bldg depreciation		14.99
Miscellaneous		2.95
Total overhead expenses		93.49
Total dir & ovhd expenses		246.43
Net return		42.91
Labor & management charge		15.19
Net return over lbr & mgt		27.72
Cost of Production		
Total direct expense per head		17.02
Total dir & ovhd expense per head		27.43
With other revenue adjustments		27.73
With labor and management		29.42
Est. labor hours per unit		2.79
Other Information		
Average number of sows		975.1
Litters farrowed		2,082
Litters per sow		2.14
Litters per crate		14.31
Pigs born per litter		10.17
Pigs weaned per litter		9.40
Pigs weaned per sow		19.65
Number sold per litter		4.62
Feed cost per litter		74.55
Avg wgt/Weaning Pig sold		12
Avg price / head		33.65

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Hogs, Finish Feeder Pigs -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
Number of farms	84		15		16	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Hogs sold (lb)	253.62	125.04	250.32	118.31	267.47	141.12
Transferred out (lb)	2.70	1.28	-	-	2.12	1.87
Cull sales (lb)	0.43	0.16	0.50	0.24	-	-
Butchered (lb)	0.27	0.10	0.11	0.05	0.30	0.14
Less purchased (lb)	-28.52	-36.77	-23.69	-39.04	-28.59	-25.85
Less transferred in (lb)	-14.82	-16.47	-13.65	-18.28	-10.56	-21.29
Inventory change (lb)	11.98	3.94	8.70	3.69	9.12	6.34
Total production (lb)	225.67	77.28	222.30	64.97	239.86	102.34
Other income		0.13		0.01		-
Gross return		77.41		64.98		102.34
Direct Expenses						
Corn (bu.)	5.05	9.67	5.61	11.37	7.76	14.27
Complete Ration (lb.)	254.00	17.13	221.24	16.02	41.98	2.67
Protein Vit Minerals (lb.)	95.93	11.83	91.22	13.46	178.63	22.21
Other feed stuffs	7.61	0.50	-	-	15.45	1.07
Veterinary		0.98		0.97		0.34
Supplies		0.51		0.23		0.92
Contract production exp.		4.56		9.30		4.44
Fuel & oil		0.71		0.88		1.12
Repairs		1.29		1.01		1.54
Custom hire		2.08		0.12		0.05
Hired labor		0.27		0.76		-
Utilities		0.21		0.57		0.31
Hauling and trucking		0.67		0.02		0.95
Marketing		1.79		0.47		3.46
Operating interest		0.98		1.08		0.63
Total direct expenses		53.18		56.24		53.98
Return over direct expense		24.23		8.74		48.36
Overhead Expenses						
Hired labor		0.81		0.11		3.05
Machinery leases		0.42		-		0.65
Building leases		0.70		-		0.08
Farm insurance		0.54		0.45		0.98
Utilities		0.59		0.43		0.73
Interest		0.98		0.88		1.55
Mach & bldg depreciation		1.53		2.16		2.34
Miscellaneous		0.96		0.69		1.22
Total overhead expenses		6.53		4.73		10.61
Total dir & ovhd expenses		59.71		60.98		64.59
Net return		17.70		4.00		37.75
Labor & management charge		2.92		2.52		4.03
Net return over lbr & mgt		14.78		1.48		33.72
Cost of Production						
Total direct expense per cwt.		39.88		43.78		35.10
Total dir & ovhd expense per cwt.		42.43		45.67		39.04
With other revenue adjustments		42.37		45.66		39.04
With labor and management		43.52		46.67		40.53
Est. labor hours per unit		0.22		0.24		0.21
Other Information						
No. purchased or trans in		6,016		5,258		4,834
Number sold or trans out		5,478		4,721		4,587
Percentage death loss		2.9		3.8		2.1
Avg. daily gain (lbs)		1.59		1.51		1.67
Lbs of conc / lb of gain		2.84		2.82		2.81
Lbs of feed / lb of gain		2.84		2.82		2.81
Feed cost per cwt of gain		17.34		18.37		16.77
Feed cost per head		39.13		40.84		40.22
Average purchase weight		38		29		53
Average sales weight		260		243		267
Avg purch price / head		49.30		48.56		47.50
Avg sales price / cwt		49.30		47.26		52.76

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Hogs, Weaning to Finish -- Average Per Head

	Avg. Of All Farms	
Number of farms	37	
	Quantity	Value
Wean-Fin Pig sold (lb)	264.57	133.16
Transferred out (lb)	0.66	0.50
Cull sales (lb)	0.04	0.01
Butchered (lb)	0.10	0.14
Less purchased (lb)	-16.35	-39.38
Less transferred in (lb)	-1.15	-2.89
Inventory change (lb)	1.70	-0.33
Total production (lb)	249.57	91.21
Other income		0.30
Gross return		91.51
Direct Expenses		
Corn (bu.)	5.55	10.24
Complete Ration (lb.)	310.29	21.94
Protein Vit Minerals (lb.)	91.67	12.23
Other feed stuffs	1.53	0.16
Veterinary		1.78
Supplies		1.55
Contract production exp.		3.15
Fuel & oil		1.50
Repairs		1.71
Custom hire		0.82
Hired labor		0.70
Livestock leases		0.10
Hauling and trucking		0.76
Marketing		1.05
Operating interest		0.68
Total direct expenses		58.37
Return over direct expense		33.15
Overhead Expenses		
Hired labor		2.47
Machinery leases		0.84
Building leases		5.29
Farm insurance		0.77
Utilities		1.08
Interest		1.31
Mach & bldg depreciation		2.30
Miscellaneous		1.21
Total overhead expenses		15.29
Total dir & ovhd expenses		73.65
Net return		17.86
Labor & management charge		3.19
Net return over lbr & mgt		14.67
Cost of Production		
Total direct expense per cwt.		38.01
Total dir & ovhd expense per cwt.		43.78
With other revenue adjustments		43.66
With labor and management		44.87
Est. labor hours per unit		0.33
Other Information		
No. purchased or trans in		8,909
Number sold or trans out		7,981
Percentage death loss		6.2
Avg. daily gain (lbs)		1.36
Lbs of conc / lb of gain		2.86
Lbs of feed / lb of gain		2.86
Feed cost per cwt of gain		17.86
Feed cost per head		44.57
Average purchase weight		15
Average sales weight		260
Avg purch price / head		37.03
Avg sales price / cwt		50.33