Crop Financial Sorts - 2010

Financial Summary
Financial Standards Measures
Crop Production and Marketing Summary
Enterprise Information

Location of the Regional Program Center:

<table>
<thead>
<tr>
<th>Central Lakes Community and Technical College</th>
<th>Northeast and East Central</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minnesota West Community and Technical College</td>
<td>Southwestern</td>
</tr>
<tr>
<td>Northland Community and Technical College</td>
<td>Northwestern &amp; Red River Valley</td>
</tr>
<tr>
<td>Ridgewater Community and Technical College</td>
<td>Central and West Central</td>
</tr>
<tr>
<td>Riverland Community and Technical College</td>
<td>Southeastern</td>
</tr>
<tr>
<td>South Central College</td>
<td>South Central</td>
</tr>
</tbody>
</table>

April, 2011

In cooperation with the Center for Farm Financial Management University of Minnesota

For more information, contact Dr. Richard Joerger at richard.joerger@so.mnscu.edu

For more Information go to
Farm Management Program Website: http://www.fbm.mnscu.edu/
<table>
<thead>
<tr>
<th>Financial Summary Statewide Database Special Sorts for Crops</th>
<th>Farm Business Management Combined Database (Farms Sorted By Gross Farm Income)</th>
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<tr>
<th>Avg. Of All Farms</th>
<th>50,001 - 100,000</th>
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<td>1282</td>
<td>66</td>
<td>205</td>
<td>353</td>
<td>395</td>
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### Income Statement

<table>
<thead>
<tr>
<th>Gross cash farm income</th>
<th>Total cash farm expense</th>
<th>Net cash farm income</th>
<th>Depreciation</th>
<th>Net farm income from operations</th>
<th>Gain or loss on capital sales</th>
<th>Average net farm income</th>
<th>Median net farm income</th>
<th>Rate of return on assets</th>
<th>Rate of return on equity</th>
<th>Operating profit margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>656,020</td>
<td>511,288</td>
<td>144,732</td>
<td>-43,226</td>
<td>233,158</td>
<td>1,676</td>
<td>234,835</td>
<td>20,071</td>
<td>13.90%</td>
<td>20.80%</td>
<td>28.70%</td>
</tr>
<tr>
<td></td>
<td>77,124</td>
<td>14,942</td>
<td>-4,976</td>
<td>1,641,065</td>
<td>1,600</td>
<td>20,078</td>
<td>66,082</td>
<td>5.90%</td>
<td>7.90%</td>
<td>20.60%</td>
</tr>
<tr>
<td></td>
<td>139,217</td>
<td>10,105</td>
<td>-11,067</td>
<td>571,571</td>
<td>203</td>
<td>17,739</td>
<td>60,682</td>
<td>11.50%</td>
<td>17.90%</td>
<td>28.10%</td>
</tr>
<tr>
<td></td>
<td>35,829</td>
<td>3,185</td>
<td>90,205</td>
<td>742,625</td>
<td>203</td>
<td>17,739</td>
<td>60,682</td>
<td>12.70%</td>
<td>19.40%</td>
<td>28.50%</td>
</tr>
<tr>
<td></td>
<td>71,755</td>
<td>881</td>
<td>142,468</td>
<td>1,672,426</td>
<td>881</td>
<td>17,739</td>
<td>60,682</td>
<td>13.60%</td>
<td>19.90%</td>
<td>28.40%</td>
</tr>
<tr>
<td></td>
<td>718,353</td>
<td>2,771</td>
<td>302,115</td>
<td>2,267,284</td>
<td>2,771</td>
<td>17,739</td>
<td>60,682</td>
<td>15.10%</td>
<td>22.70%</td>
<td>29.10%</td>
</tr>
</tbody>
</table>

### Liquidity & Repayment (end of year)

<table>
<thead>
<tr>
<th>Current assets</th>
<th>Current liabilities</th>
<th>Current ratio</th>
<th>Working capital</th>
<th>Working capital to gross inc</th>
<th>Term debt coverage ratio</th>
<th>Replacement coverage ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>654,015</td>
<td>300,872</td>
<td>2.17</td>
<td>353,144</td>
<td>46.30%</td>
<td>3.55</td>
<td>2.85</td>
</tr>
<tr>
<td></td>
<td>31,952</td>
<td>2.06</td>
<td>33,713</td>
<td>39.70%</td>
<td>2.35</td>
<td>1.87</td>
</tr>
<tr>
<td></td>
<td>74,731</td>
<td>2.21</td>
<td>90,749</td>
<td>43.50%</td>
<td>2.89</td>
<td>2.31</td>
</tr>
<tr>
<td></td>
<td>178,678</td>
<td>2.12</td>
<td>200,568</td>
<td>45.50%</td>
<td>3.31</td>
<td>2.58</td>
</tr>
<tr>
<td></td>
<td>329,247</td>
<td>2.17</td>
<td>384,313</td>
<td>45.90%</td>
<td>3.46</td>
<td>2.73</td>
</tr>
<tr>
<td></td>
<td>742,625</td>
<td>2.2</td>
<td>888,587</td>
<td>47.30%</td>
<td>3.86</td>
<td>3.18</td>
</tr>
</tbody>
</table>

### Solvency (end of year at cost)

| Net worth change     | 199,648             | 2.85          | 125,619         | 42%                            | 40%                     |
|                      | 32,134              | 1.87          | 61,527          | 46%                            | 45%                     |
|                      | 125,619             | 2.31          | 251,122         | 44%                            | 45%                     |
|                      | 21,744              | 2.58          | 251,122         | 45%                            | 46%                     |
|                      | 2,489,758           | 2.73          | 1,251,122       | 44%                            | 47%                     |

### Solvency (end of year at market)

| Net worth change     | 216,615             | 2.85          | 125,619         | 42%                            | 40%                     |
|                      | 35,178              | 1.87          | 61,527          | 46%                            | 45%                     |
|                      | 125,619             | 2.31          | 251,122         | 44%                            | 45%                     |
|                      | 21,744              | 2.58          | 251,122         | 45%                            | 46%                     |
|                      | 2,489,758           | 2.73          | 1,251,122       | 44%                            | 47%                     |

### Nonfarm Information

<table>
<thead>
<tr>
<th>Nonfarm Information</th>
<th>Net nonfarm income</th>
<th>Farms reporting living expenses</th>
<th>Total family living expense</th>
<th>Total living, invest, cap. purch</th>
<th>Total acres owned</th>
<th>Total crop acres</th>
<th>Total crop acres cash rented</th>
<th>Total crop acres share rented</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>33,389</td>
<td>379</td>
<td>57,642</td>
<td>89,536</td>
<td>305</td>
<td>1,114</td>
<td>801</td>
<td>31</td>
</tr>
<tr>
<td></td>
<td>53,715</td>
<td>21</td>
<td>47,871</td>
<td>59,736</td>
<td>101</td>
<td>137</td>
<td>62</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>34,732</td>
<td>69</td>
<td>49,904</td>
<td>71,694</td>
<td>165</td>
<td>349</td>
<td>186</td>
<td>29</td>
</tr>
<tr>
<td></td>
<td>38,314</td>
<td>114</td>
<td>52,333</td>
<td>76,198</td>
<td>237</td>
<td>685</td>
<td>442</td>
<td>28</td>
</tr>
<tr>
<td></td>
<td>28,234</td>
<td>119</td>
<td>62,697</td>
<td>100,627</td>
<td>369</td>
<td>1,266</td>
<td>695</td>
<td>31</td>
</tr>
<tr>
<td></td>
<td>25,482</td>
<td>48</td>
<td>75,260</td>
<td>137,234</td>
<td>509</td>
<td>2,565</td>
<td>2,013</td>
<td>48</td>
</tr>
</tbody>
</table>

### Crop Acres

<table>
<thead>
<tr>
<th>Crop Acres</th>
<th>Total acres owned</th>
<th>Total crop acres</th>
<th>Total crop acres owned</th>
<th>Total crop acres cash rented</th>
<th>Total crop acres share rented</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>305</td>
<td>1,114</td>
<td>282</td>
<td>801</td>
<td>31</td>
</tr>
<tr>
<td></td>
<td>101</td>
<td>137</td>
<td>74</td>
<td>62</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>165</td>
<td>349</td>
<td>134</td>
<td>186</td>
<td>29</td>
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<td>504</td>
<td>2,013</td>
<td>48</td>
</tr>
</tbody>
</table>
# Financial Summary

## Statewide Database Special Sorts for Crops

Farm Business Management Combined Database (Farms Sorted By Total Crop Acres)

<table>
<thead>
<tr>
<th></th>
<th>Avg. Of</th>
<th>101 -</th>
<th>251 -</th>
<th>501 -</th>
<th>1,001 -</th>
<th>2,001 -</th>
<th>5,001 -</th>
<th>10,000</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>All Farms</td>
<td>250</td>
<td>500</td>
<td>1,000</td>
<td>1,500</td>
<td>2,000</td>
<td>5,000</td>
<td>10,000</td>
</tr>
<tr>
<td></td>
<td>Number of farms</td>
<td>1282</td>
<td>111</td>
<td>212</td>
<td>387</td>
<td>223</td>
<td>114</td>
<td>178</td>
</tr>
</tbody>
</table>

## Income Statement

### Gross cash farm income
- Avg.: 656,020
- Min.: 250
- Max.: 5,000

### Total cash farm expense
- Avg.: 511,288
- Min.: 250
- Max.: 5,000

### Net cash farm income
- Avg.: 144,732
- Min.: 250
- Max.: 5,000

### Inventory change
- Avg.: 131,653
- Min.: 250
- Max.: 5,000

### Depreciation
- Avg.: -43,226
- Min.: -250
- Max.: -1,000

### Net farm income from operations
- Avg.: 233,158
- Min.: 250
- Max.: 5,000

### Gain or loss on capital sales
- Avg.: 1,676
- Min.: 250
- Max.: 5,000

### Average net farm income
- Avg.: 234,835
- Min.: 250
- Max.: 5,000

### Median net farm income
- Avg.: 161,229
- Min.: 250
- Max.: 5,000

### Rate of return on assets
- Avg.: 13.90%
- Min.: 250
- Max.: 5,000

### Rate of return on equity
- Avg.: 20.80%
- Min.: 250
- Max.: 5,000

### Operating profit margin
- Avg.: 28.70%
- Min.: 250
- Max.: 5,000

### Asset turnover rate
- Avg.: 48.40%
- Min.: 250
- Max.: 5,000

## Liquidity & Repayment (end of year)

### Current assets
- Avg.: 654,015
- Min.: 250
- Max.: 5,000

### Current liabilities
- Avg.: 300,872
- Min.: 250
- Max.: 5,000

### Current ratio
- Avg.: 2.17
- Min.: 250
- Max.: 5,000

### Working capital
- Avg.: 353,144
- Min.: 250
- Max.: 5,000

### Working capital to gross inc
- Avg.: 46.30%
- Min.: 250
- Max.: 5,000

### Term debt coverage ratio
- Avg.: 3.55
- Min.: 250
- Max.: 5,000

### Replacement coverage ratio
- Avg.: 2.85
- Min.: 250
- Max.: 5,000

## Solvency (end of year at cost)

### Number of farms
- Avg.: 1,282
- Min.: 250
- Max.: 5,000

### Total farm assets
- Avg.: 1,691,824
- Min.: 250
- Max.: 5,000

### Total farm liabilities
- Avg.: 714,997
- Min.: 250
- Max.: 5,000

### Total assets
- Avg.: 1,896,303
- Min.: 250
- Max.: 5,000

### Total liabilities
- Avg.: 767,738
- Min.: 250
- Max.: 5,000

### Net worth
- Avg.: 1,128,564
- Min.: 250
- Max.: 5,000

### Net worth change
- Avg.: 199,648
- Min.: 250
- Max.: 5,000

### Farm debt to asset ratio
- Avg.: 42%
- Min.: 250
- Max.: 5,000

### Total debt to asset ratio
- Avg.: 40%
- Min.: 250
- Max.: 5,000

## Solvency (end of year at market)

### Number of farms
- Avg.: 1,282
- Min.: 250
- Max.: 5,000

### Total farm assets
- Avg.: 2,189,957
- Min.: 250
- Max.: 5,000

### Total farm liabilities
- Avg.: 951,468
- Min.: 250
- Max.: 5,000

### Total assets
- Avg.: 2,432,592
- Min.: 250
- Max.: 5,000

### Total liabilities
- Avg.: 1,018,604
- Min.: 250
- Max.: 5,000

### Net worth
- Avg.: 1,413,988
- Min.: 250
- Max.: 5,000

### Net worth change
- Avg.: 216,615
- Min.: 250
- Max.: 5,000

### Farm debt to asset ratio
- Avg.: 42%
- Min.: 250
- Max.: 5,000

### Total debt to asset ratio
- Avg.: 40%
- Min.: 250
- Max.: 5,000

## Nonfarm Information

### Net nonfarm income
- Avg.: 33,389
- Min.: 250
- Max.: 5,000

### Farms reporting living expenses
- Avg.: 379
- Min.: 250
- Max.: 5,000

### Total family living expense
- Avg.: 57,642
- Min.: 250
- Max.: 5,000

### Total living, invest, cap. purch
- Avg.: 89,536
- Min.: 250
- Max.: 5,000

## Crop Acres

### Total acres owned
- Avg.: 305
- Min.: 250
- Max.: 5,000

### Total crop acres
- Avg.: 1,114
- Min.: 250
- Max.: 5,000

### Total crop acres owned
- Avg.: 282
- Min.: 250
- Max.: 5,000

### Total crop acres cash rented
- Avg.: 801
- Min.: 250
- Max.: 5,000

### Total crop acres share rented
- Avg.: 31
- Min.: 250
- Max.: 5,000
Financial Standards Measures
Statewide Database Special Sorts for Crops
Farm Business Management Combined Database
(Farms Sorted By Gross Farm Income)

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<td>205</td>
<td>353</td>
<td>395</td>
</tr>
</tbody>
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**Liquidity**
- Current ratio: 2.17, 2.06, 2.21, 2.12, 2.17, 2.2
- Working capital: 353,144, 33,713, 90,749, 200,568, 384,313, 888,587
- Working capital to gross inc: 46.30%, 39.70%, 43.50%, 45.50%, 45.90%, 47.30%

**Solvency (market)**
- Farm debt to asset ratio: 43%, 46%, 44%, 43%, 42%, 44%
- Farm equity to asset ratio: 57%, 54%, 56%, 57%, 58%, 56%
- Farm debt to equity ratio: 0.77, 0.87, 0.79, 0.77, 0.73, 0.8

**Profitability (cost)**
- Rate of return on farm assets: 13.90%, 5.90%, 11.50%, 12.70%, 13.60%, 15.10%
- Rate of return on farm equity: 20.80%, 7.90%, 17.90%, 19.40%, 19.90%, 22.70%
- Operating profit margin: 28.70%, 20.60%, 28.10%, 28.50%, 28.40%, 29.10%
- Net farm income: 234,835, 20,078, 66,082, 139,668, 257,537, 574,342
- EBIDTA: 308,933, 32,959, 90,428, 184,563, 340,451, 745,724

**Repayment Capacity**
- Capital debt repayment capacity: 254,588, 34,109, 73,429, 152,250, 275,334, 620,247
- Capital debt repayment margin: 182,894, 19,578, 47,994, 106,270, 195,848, 459,489
- Replacement margin: 165,201, 15,861, 41,617, 93,278, 174,846, 425,410
- Term debt coverage ratio: 3.55, 2.35, 2.89, 3.31, 3.46, 3.86
- Replacement coverage ratio: 2.85, 1.87, 2.31, 2.58, 2.73, 3.18

**Efficiency**
- Asset turnover rate (cost): 48.40%, 28.60%, 40.90%, 44.60%, 47.80%, 51.90%
- Operating expense ratio: 59.50%, 61.20%, 56.60%, 58.20%, 59.40%, 60.30%
- Depreciation expense ratio: 5.70%, 5.90%, 5.60%, 5.80%, 5.80%, 5.50%
- Interest expense ratio: 4.30%, 9.20%, 6.10%, 5.10%, 4.20%, 3.80%
- Net farm income ratio: 30.80%, 23.60%, 31.70%, 31.70%, 30.70%, 30.60%

Average Dollars Spent by a Crop Farm totals $707,301 in 2010

Farm Business Management Education Programs
A Member of the Minnesota State Colleges & Universities System
Crop Farm Sort
April, 2011
Financial Summary
Statewide Database Special Sorts for Crops
Farm Business Management Combined Database

Current Ratio

Farm Debt to Asset Ratio

Operating Expense Ratio

Term Debt Coverage Ratio

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Crop Farm Sort
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