

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

	Avg. Of All Farms	Low20%	High 20%
Number of farms	2484	496	497
<b>Cash Farm Income</b>			
Barley	531	755	1,160
Beans, Black Turtle	146	-	110
Beans, Dark Red Kidney	506	-	1,738
Beans, Great Northern	23	-	113
Beans, Green	64	140	-
Beans, Light Red Kidney	256	-	439
Beans, Navy	534	233	1,718
Beans, Pink	61	113	194
Beans, Pinto	332	-	1,447
Beans, Small Red	122	-	517
Canola	84	-	318
Corn	125,614	46,223	276,715
Corn Silage	493	341	1,094
Corn, Seed	288	373	201
Flax	31	-	103
Grass Seed, Annual Rye	20	-	100
Grass Seed, Kentucky Blue	141	-	706
Grass Seed, Perennial Rye	200	-	998
Hay, Alfalfa	2,617	3,423	3,104
Hay, Grass	221	234	254
Hay, Mixed	101	272	16
Haylage, Alfalfa	147	392	281
Oats	362	508	328
Peas	1,193	982	3,048
Potatoes	1,358	1,166	1,477
Rice, Wild	146	420	-
Rye	92	29	220
Soybeans	89,068	29,889	194,415
Soybeans Seed	331	-	814
Straw	188	336	173
Sugar Beets	20,204	-	69,269
Sunflowers	995	239	3,046
Sunflowers, Confectionary	861	-	3,752
Sweet Corn	1,093	512	2,053
Wheat, Spring	20,296	4,250	61,049
Wheat, Winter	305	219	804
Rented Out	344	349	643
Soybeans, Organic	406	89	1,072
Soybeans, Food	456	-	1,459
Barley, Organic	92	100	172
Corn, Organic	315	66	1,118
Hay, Alfalfa, Organic	407	16	1,464
Oats, Organic	152	115	459
Wheat, Spring, Organic	250	-	906
Other crops	138	161	96
Miscellaneous crop income	409	238	355
Beef Cow-Calf, Beef Calves	2,457	5,002	1,361
Beef Replacement Heifers	72	185	118
Beef, Custom Fed	1,375	268	5,841
Beef, Background Beef	1,224	3,686	155
Beef, Finish Beef Calves	12,157	12,940	19,323
Beef, Finish Yrlg Steers	2,443	1,410	5,072
Dairy, Milk	125,248	38,949	272,920
Dairy, Dairy Calves	1,486	523	3,123
Dairy Heifers (for sale)	1,326	754	1,035
Dairy Replacement Heifers	521	484	595
Dairy Steer Finishing	6,043	5,746	4,744
Goats, Dairy Goats, Goat Milk	93	191	-
Hogs, Farrow-Fin, Raised Hogs	16,391	12,406	44,748
Hogs, Feeder Pigs, Feeder Pigs	351	900	360
Hogs, Finish Feeder Pigs	33,658	83,647	29,474
Sheep, Market Lambs, Mkt Lambs	269	242	6
Turkeys	777	431	799
Turkeys, Contract	541	-	-
Hogs, Contractee	2,788	2,694	3,269
Chickens, Pullets	109	-	-
Hogs, Weaning Pigs, Weaning Pigs	4,376	6,845	8,304
Hogs, Weaning to Feeder	617	311	3
Hogs, Weaning to Finish	28,442	34,364	46,990
Hogs, Contractor	66	80	252
Dairy Steer Feeders	457	553	96
Dairy Steer Backgrounding	80	292	-
CCC market loan gain	17	1	14
Cull breeding livestock	5,917	4,537	11,046
Misc. livestock income	1,852	1,352	4,870
Direct & CC govt payments	12,547	4,682	28,341
CRP payments	651	397	1,213
Livestock govt payments	446	236	811
Other government payments	2,077	1,068	3,374
Custom work income	17,104	7,357	42,719
Patronage dividends, cash	4,525	1,511	10,679
Insurance income	9,378	5,336	17,085
Cash from hedging accts	2,473	2,689	5,709
Contract livestock income	481	-	-
Other farm income	13,840	9,091	31,201
Gross Cash Farm Income	586,667	343,348	1,245,170

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

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
<b>Cash Farm Expense</b>			
Seed	34,035	12,127	78,402
Fertilizer	42,789	15,325	100,100
Crop chemicals	18,844	5,990	46,034
Crop insurance	11,836	4,208	27,471
Drying fuel	2,634	1,166	5,551
Storage	438	157	857
Irrigation energy	380	205	990
CCC buyback	18,184	7,727	41,831
Crop custom hire	266	126	473
Crop land rent	47	233	-
Crop hauling and trucking	857	490	1,613
Crop marketing	1,365	401	3,092
Crop miscellaneous	2,230	1,109	4,943
Feeder livestock purchase	33,479	52,332	45,742
Purchased feed	76,243	80,220	141,077
Breeding fees	2,288	1,480	4,629
Veterinary	6,952	5,628	13,915
BST	1,035	368	2,988
Supplies	5,602	3,149	10,991
DHIA	478	196	776
Contract production exp.	5,895	6,612	10,686
Livestock custom hire	388	261	1,099
Livestock building leases	53	163	-
Livestock leases	861	235	2,690
Livestock hauling and trucking	2,324	2,817	3,262
Livestock marketing	2,078	1,813	4,161
Bedding	1,990	584	4,321
Interest	33,847	25,096	58,229
Fuel & oil	23,552	12,557	48,442
Repairs	31,026	18,035	60,070
Custom hire	10,733	7,033	22,187
Hired labor	24,054	10,984	61,961
Land rent	51,241	16,532	124,415
Stock/quota lease	1,852	1	5,955
Machinery leases	4,372	1,295	11,401
Building leases	5,085	7,924	8,426
Real estate taxes	4,021	2,586	7,622
Farm insurance	6,286	3,922	12,037
Utilities	7,543	5,553	12,673
Hauling and trucking	31	8	140
Dues & professional fees	2,610	1,646	5,375
Hedging account deposits	5,658	3,875	14,911
Miscellaneous	7,390	6,273	13,100
Total cash expense	492,867	328,442	1,024,637
Net cash farm income	93,800	14,905	220,533
<b>Inventory Changes</b>			
Crops and feed	66,326	746	201,881
Market livestock	2,287	1,627	3,827
Accounts receivable	8,957	2,423	27,690
Prepaid expenses and supplies	12,921	-65	41,500
Accounts payable	-2,989	-6,982	-902
Total inventory change	87,502	-2,251	273,996
Net operating profit	181,302	12,654	494,529
<b>Depreciation and Other Capital Adjustments</b>			
Breeding livestock	-359	-5,544	1,545
Machinery and equipment	-22,760	-12,828	-48,592
Buildings and improvements	-7,169	-4,735	-14,177
Other farm capital	1,418	61	5,888
Total depr. and other capital adj	-28,869	-23,046	-55,336
Net farm income	152,432	-10,392	439,193

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
Net cash farm income	93,800	14,905	220,533
<b>Crops and Feed</b>			
Ending inventory	249,941	63,309	645,784
Beginning inventory	183,615	62,563	443,903
Inventory change	66,326	746	201,881
<b>Market Livestock</b>			
Ending inventory	44,340	60,731	60,480
Beginning inventory	42,053	59,103	56,654
Inventory change	2,287	1,627	3,827
<b>Accts Receivable &amp; Other Current Assets</b>			
Ending inventory	32,773	14,935	82,129
Beginning inventory	23,817	12,513	54,439
Inventory change	8,957	2,423	27,690
<b>Prepaid Expenses and Supplies</b>			
Ending inventory	39,306	11,879	107,768
Beginning inventory	26,386	11,944	66,268
Inventory change	12,921	-65	41,500
<b>Accounts Payable &amp; Accrued Expenses</b>			
Beginning inventory	21,024	14,332	41,821
Ending inventory	24,013	21,314	42,724
Inventory change	-2,989	-6,982	-902
Total inventory change	87,502	-2,251	273,996
Net operating profit	181,302	12,654	494,529

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
Net operating profit	181,302	12,654	494,529
<b>Breeding Livestock</b>			
Ending inventory	73,831	46,142	127,596
Capital sales	1,854	1,997	2,281
Beginning inventory	68,568	45,104	116,687
Capital purchases	7,476	8,578	11,645
Depreciation, capital adjust.	-359	-5,544	1,545
<b>Machinery and Equipment</b>			
Ending inventory	235,426	127,073	476,624
Capital sales	4,408	2,592	8,485
Beginning inventory	210,589	119,589	416,381
Capital purchases	52,005	22,904	117,321
Depreciation, capital adjust.	-22,760	-12,828	-48,592
<b>Buildings and Improvements</b>			
Ending inventory	142,914	95,512	275,633
Capital sales	377	284	978
Beginning inventory	129,254	88,291	244,098
Capital purchases	21,206	12,240	46,689
Depreciation, capital adjust.	-7,169	-4,735	-14,177
<b>Other Capital Assets</b>			
Ending inventory	62,513	22,979	159,334
Capital sales	1,415	815	3,661
Beginning inventory	57,710	21,654	146,480
Capital purchases	4,800	2,078	10,626
Depreciation, capital adjust.	1,418	61	5,888
Total depreciation, capital adj.	-28,869	-23,046	-55,336
Net farm income	152,432	-10,392	439,193

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
<b>Profitability (assets valued at cost)</b>			
Net farm income	152,432	-10,392	439,193
Labor and management earnings	119,063	-24,334	361,063
Rate of return on assets	13.8 %	-1.3 %	19.2 %
Rate of return on equity	20.7 %	-15.6 %	28.4 %
Operating profit margin	26.8 %	-3.9 %	33.1 %
Asset turnover rate	51.4 %	34.9 %	57.8 %
Interest on farm net worth	33,370	13,942	78,130
Farm interest expense	34,773	26,162	59,563
Value of operator lbr and mgmt.	38,493	23,859	70,222
Return on farm assets	148,713	-8,088	428,534
Average farm assets	1,078,955	602,433	2,237,056
Return on farm equity	113,940	-34,251	368,971
Average farm equity	550,724	219,842	1,300,819
Value of farm production	554,157	210,046	1,293,295

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
<b>Profitability (assets valued at market)</b>			
Net farm income	161,715	12,229	428,270
Labor and management earnings	116,713	-11,454	333,599
Rate of return on assets	11.1 %	1.7 %	14.8 %
Rate of return on equity	16.5 %	-3.0 %	22.7 %
Operating profit margin	28.5 %	6.9 %	32.3 %
Asset turnover rate	39.0 %	24.8 %	45.9 %
Interest on farm net worth	45,003	23,683	94,671
Farm interest expense	34,773	26,162	59,563
Value of operator lbr and mgmt.	38,493	23,859	70,222
Return on farm assets	157,996	14,532	417,611
Average farm assets	1,419,972	846,444	2,817,826
Return on farm equity	123,223	-11,630	358,047
Average farm equity	749,020	391,863	1,577,559
Value of farm production	554,157	210,046	1,293,295

**Liquidity Measures**  
**Minnesota State Colleges and Universities**  
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	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
<b>Liquidity (cash)</b>			
Net cash farm income	93,800	14,905	220,533
Net nonfarm income	24,532	37,289	18,687
Family living and taxes	55,225	41,118	85,386
Principal due on long term debt	15,473	11,158	27,705
Cash available for interm. debt	47,634	-82	126,128
Average intermediate debt	135,488	87,969	245,875
Years to turnover interm. debt	2.8	**	1.9
Expense as a % of income	84 %	96 %	82 %
Interest as a % of income	6 %	7 %	5 %
Working capital to gross income	31 %	6 %	42 %
<b>Liquidity (accrual)</b>			
Total accrual farm income	664,237	348,143	1,478,568
Total accrual operating expense	482,935	335,489	984,039
Net accrual operating income	181,302	12,654	494,529
Net nonfarm income	24,532	37,289	18,687
Family living and taxes	55,225	41,118	85,386
Principal due on long term debt	15,473	11,158	27,705
Available for intermediate debt	135,136	-2,333	400,124
Average intermediate debt	135,488	87,969	245,875
Years to turnover interm. debt	1.0	**	0.6
Expense as a % of income	73 %	96 %	67 %
Interest as a % of income	5 %	8 %	4 %
Working capital to gross income	27 %	5 %	36 %

\*\* Income insufficient to meet debt servicing requirements

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

	<u>Avg. Of</u> <u>All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
Number of farms	2484		496		497	
	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>
<b>Assets</b>						
Current Farm Assets						
Cash and checking balance	11,045	14,041	7,331	9,917	20,141	24,193
Prepaid expenses & supplies	26,386	39,306	11,944	11,879	66,268	107,768
Growing crops	542	638	592	575	795	999
Accounts receivable	18,945	26,966	9,874	12,529	42,617	67,721
Hedging accounts	1,541	2,185	907	884	3,852	5,773
Crops held for sale or feed	157,184	216,599	48,054	48,477	390,350	573,316
Crops under government loan	43,163	44,689	22,218	20,004	88,780	97,100
Market livestock held for sale	42,053	44,340	59,103	60,731	56,654	60,480
Other current assets	2,788	2,984	1,139	948	7,174	7,636
Total current farm assets	303,648	391,748	161,164	165,944	676,631	944,986
Intermediate Farm Assets						
Breeding livestock	68,568	73,831	45,104	46,142	116,687	127,596
Machinery and equipment	198,102	220,869	110,449	116,668	395,900	452,765
Titled vehicles	12,486	14,557	9,140	10,405	20,481	23,860
Other intermediate assets	31,472	33,451	9,281	9,980	92,422	97,240
Total intermediate farm assets	310,628	342,708	173,975	183,195	625,489	701,460
Long Term Farm Assets						
Farmland	244,817	267,562	154,019	173,056	456,728	499,408
Buildings and improvements	129,254	142,914	88,291	95,512	244,098	275,633
Other long-term assets	26,238	29,062	12,373	12,999	54,058	62,094
Total long-term farm assets	400,309	439,538	254,683	281,567	754,884	837,134
Total Farm Assets	1,014,585	1,173,994	589,822	630,706	2,057,004	2,483,581
Total Nonfarm Assets	135,548	147,069	113,750	119,308	183,371	200,333
Total Assets	1,150,133	1,321,063	703,572	750,014	2,240,375	2,683,914
<b>Liabilities</b>						
Current Farm Liabilities						
Accrued interest	8,213	8,814	4,671	5,587	16,288	16,929
Accounts payable	12,848	15,162	9,682	15,706	25,604	25,724
Current notes	106,940	125,322	74,743	91,160	207,866	250,173
Government crop loans	29,293	21,257	14,702	9,930	60,696	45,764
Principal due on term debt	37,639	40,724	21,961	24,501	72,623	78,032
Total current farm liabilities	194,933	211,280	125,758	146,885	383,076	416,622
Total intermediate farm liabs	107,361	112,204	69,338	77,807	194,460	197,632
Total long term farm liabilities	220,868	240,485	170,722	190,333	359,353	387,803
Total farm liabilities	523,162	563,969	365,818	415,026	936,889	1,002,057
Total nonfarm liabilities	35,466	37,361	36,068	36,622	50,174	54,953
Total liabilities	558,628	601,330	401,887	451,648	987,063	1,057,010
Net worth (farm and nonfarm)	591,505	719,733	301,686	298,367	1,253,311	1,626,904
Net worth change		128,228		-3,319		373,592
<b>Ratio Analysis</b>						
Current farm liabilities / assets	64 %	54 %	78 %	89 %	57 %	44 %
Curr. & interm farm liab. / assets	49 %	44 %	58 %	64 %	44 %	37 %
Long term farm liab. / assets	55 %	55 %	67 %	68 %	48 %	46 %
Total debt to asset ratio	49 %	46 %	57 %	60 %	44 %	39 %

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	2484		496		497	
	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>
Number of farms						
<b>Assets</b>						
Current Farm Assets						
Cash and checking balance	11,045	14,041	7,331	9,917	20,141	24,193
Prepaid expenses & supplies	26,386	39,306	11,944	11,879	66,268	107,768
Growing crops	542	638	592	575	795	999
Accounts receivable	18,945	26,966	9,874	12,529	42,617	67,721
Hedging accounts	1,541	2,185	907	884	3,852	5,773
Crops held for sale or feed	157,184	216,599	48,054	48,477	390,350	573,316
Crops under government loan	43,163	44,689	22,218	20,004	88,780	97,100
Market livestock held for sale	42,053	44,340	59,103	60,731	56,654	60,480
Other current assets	2,788	2,984	1,139	948	7,174	7,636
Total current farm assets	303,648	391,748	161,164	165,944	676,631	944,986
Intermediate Farm Assets						
Breeding livestock	74,785	81,375	48,345	50,360	129,831	143,756
Machinery and equipment	271,624	302,102	148,673	160,834	546,043	617,864
Titled vehicles	15,385	17,895	12,121	13,649	26,402	30,747
Other intermediate assets	43,562	45,376	10,595	11,427	127,601	132,153
Total intermediate farm assets	405,355	446,747	219,734	236,270	829,878	924,520
Long Term Farm Assets						
Farm land	428,165	474,893	314,041	348,494	714,448	802,340
Buildings and improvements	167,414	185,219	113,439	124,092	313,776	351,060
Other long-term assets	32,101	35,325	12,425	12,946	67,547	76,937
Total long-term farm assets	627,680	695,437	439,906	485,533	1,095,771	1,230,338
Total Farm Assets	1,336,682	1,533,932	820,804	887,746	2,602,280	3,099,844
Total Nonfarm Assets	161,539	176,289	140,163	148,875	216,441	238,240
Total Assets	1,498,221	1,710,221	960,966	1,036,621	2,818,721	3,338,084
<b>Liabilities</b>						
Current Farm Liabilities						
Accrued interest	8,213	8,814	4,671	5,587	16,288	16,929
Accounts payable	12,848	15,162	9,682	15,706	25,604	25,724
Current notes	106,940	125,322	74,743	91,160	207,866	250,173
Government crop loans	29,293	21,257	14,702	9,930	60,696	45,764
Principal due on term debt	37,639	40,724	21,961	24,501	72,623	78,032
Total current farm liabilities	194,933	211,280	125,758	146,885	383,076	416,622
Total intermediate farm liabs	107,361	112,204	69,338	77,807	194,460	197,632
Total long term farm liabilities	220,868	240,485	170,722	190,333	359,353	387,803
Total farm liabilities	523,162	563,969	365,818	415,026	936,889	1,002,057
Total nonfarm liabilities	35,466	37,361	36,068	36,622	50,174	54,953
Total liabs excluding deferreds	558,628	601,330	401,887	451,648	987,063	1,057,010
Total deferred liabilities	134,294	163,657	75,160	79,261	271,332	354,530
Total liabilities	692,922	764,987	477,047	530,909	1,258,396	1,411,540
Retained earnings	591,505	719,733	301,686	298,367	1,253,311	1,626,904
Market valuation equity	213,794	225,502	182,234	207,345	307,014	299,640
Net worth (farm and nonfarm)	805,299	945,235	483,919	505,712	1,560,326	1,926,544
Net worth excluding deferreds	939,593	1,108,891	559,080	584,973	1,831,658	2,281,073
Net worth change		139,936		21,792		366,218
<b>Ratio Analysis</b>						
Current farm liabilities / assets	64 %	54 %	78 %	89 %	57 %	44 %
Curr. & interm farm liab. / assets	43 %	39 %	51 %	56 %	38 %	33 %
Long term farm liab. / assets	35 %	35 %	39 %	39 %	33 %	32 %
Total debt to asset ratio	46 %	45 %	50 %	51 %	45 %	42 %
Debt to assets excl deferreds	37 %	35 %	42 %	44 %	35 %	32 %

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
Beginning cash (farm & nonfarm)	16,755	12,392	27,151
<b>Cash From Operating Activities</b>			
Gross cash farm income	586,667	343,348	1,245,170
Net nonfarm income	24,532	37,289	18,687
Total cash farm expense	-492,867	-328,442	-1,024,637
Apparent family living expense	-49,009	-37,039	-72,451
Income and social security tax	-6,045	-3,958	-12,535
Cash from operations	63,278	11,197	154,233
<b>Cash From Investing Activities</b>			
Sale of breeding livestock	1,854	1,997	2,281
Sale of machinery & equipment	4,157	2,422	8,098
Sale of titled vehicles	250	170	387
Sale of farm land	4,277	3,475	3,418
Sale of farm buildings	377	284	978
Sale of other farm assets	1,415	815	3,661
Sale of nonfarm assets	2,895	2,102	4,838
Purchase of breeding livestock	-7,476	-8,578	-11,645
Purchase of machinery & equip.	-48,214	-20,416	-110,150
Purchase of titled vehicles	-3,791	-2,489	-7,171
Purchase of farm land	-23,484	-15,480	-43,119
Purchase of farm buildings	-21,206	-12,240	-46,689
Purchase of other farm assets	-4,800	-2,078	-10,626
Purchase of nonfarm assets	-12,993	-6,557	-21,858
Cash from investing activities	-106,739	-56,573	-227,599
<b>Cash From Financing Activities</b>			
Money borrowed	287,228	182,915	558,592
Cash gifts and inheritances	3,562	2,733	4,237
Principal payments	-242,312	-137,707	-480,457
Dividends paid	-171	-121	-399
Gifts given	-802	-18	-3,382
Cash from financing activities	47,505	47,802	78,591
Net change in cash balance	4,044	2,426	5,225
Ending cash (farm & nonfarm)	20,799	14,818	32,376

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

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	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
<b>Liquidity</b>			
Current ratio	1.85	1.13	2.27
Working capital	180,469	19,059	528,364
<b>Solvency (market)</b>			
Farm debt to asset ratio	47 %	55 %	43 %
Farm equity to asset ratio	53 %	45 %	57 %
Farm debt to equity ratio	89 %	122 %	77 %
<b>Profitability (cost)</b>			
Rate of return on farm assets	13.8 %	-1.3 %	19.2 %
Rate of return on farm equity	20.7 %	-15.6 %	28.4 %
Operating profit margin	26.8 %	-3.9 %	33.1 %
Net farm income	152,432	-10,392	439,193
<b>Repayment Capacity</b>			
Term debt coverage ratio	263 %	62 %	388 %
Capital replacement margin	105,629	-16,139	337,589
<b>Efficiency</b>			
Asset turnover rate (cost)	51.4 %	34.9 %	57.8 %
Operating expense ratio	67.5 %	88.9 %	62.5 %
Depreciation expense ratio	4.3 %	6.6 %	3.7 %
Interest expense ratio	5.2 %	7.5 %	4.0 %
Net farm income ratio	22.9 %	-3.0 %	29.7 %

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

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
<b>Acreage Summary</b>			
Total acres owned	269	200	465
Total crop acres	777	331	1,709
Crop acres owned	211	114	402
Crop acres cash rented	545	208	1,274
Crop acres share rented	22	10	32
Total pasture acres	11	20	4
<b>Average Price Received (Cash Sales Only)</b>			
Soybeans per bushel	7.14	7.12	7.08
Corn per bushel	3.01	2.97	3.02
Wheat, Spring per bushel	5.16	5.24	5.10
Hay, Alfalfa per ton	89.47	97.03	89.18
Oats per bushel	2.39	2.29	2.24
Straw per ton	36.48	27.84	35.98
Peas per lb	0.108	0.116	0.101
Sweet Corn per ton	58.73	59.98	61.29
Hay, Grass per ton	70.88	76.68	66.98
Corn Silage per ton	20.76	20.36	20.34
Barley per bushel	3.12	3.40	3.08
Hay, Mixed per ton	78.68	76.44	-
Sunflowers per cwt	15.87	-	15.17
Wheat, Winter per bushel	4.95	5.02	4.85
Stover per ton	37.05	27.11	-
Beans, Navy per cwt	20.87	-	21.36
Soybeans, Organic per bushel	15.57	-	18.57
Sugar Beets per ton	35.99	-	38.21
Rye per bushel	4.11	-	-
Rented Out per \$	20.85	143.96	-
Sunflowers, Confectionary per cwt	19.06	-	19.28
Corn, Organic per bushel	6.98	-	6.63
Oats, Organic per bushel	4.94	4.17	-
Hay, Alfalfa, Organic per ton	131.31	-	-
Soybeans Seed per bushel	7.16	-	-
Barley, Organic per bushel	5.59	5.07	-
Potatoes per cwt	7.22	-	-
Beans, Pinto per cwt	21.74	-	21.65
Beans, Black Turtle per cwt	20.32	-	-
Soybeans, Food per bushel	8.29	-	-
Beans, Dark Red Kidney per cwt	29.71	-	28.64
Haylage, Alfalfa per ton	40.78	-	-
CRP per \$	1.00	-	-
Corn, Seed per bushel	4.11	-	-
Wheat, Spring, Organic per bushel	9.87	-	-
Canola per cwt	15.05	-	-
Flax per bushel	10.40	-	-
Grass Seed, Perennial Rye per lb	0.384	-	0.384
Hay, Grass, Organic per ton	62.13	-	-

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

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
<b>Average Yield Per Acre</b>			
Corn (bushel)	154.53	139.06	161.02
Soybeans (bushel)	43.43	37.27	44.67
Wheat, Spring (bushel)	51.05	39.42	54.06
Hay, Alfalfa (ton)	3.75	3.29	4.29
Corn Silage (ton)	14.43	12.25	15.53
Sugar Beets (ton)	23.15	-	24.20
Hay, Grass (ton)	1.68	1.22	2.42
CRP(\$)	59.79	50.49	61.46
Hay, Mixed (ton)	1.90	1.67	2.72
Oats (bushel)	72.17	71.47	89.23
Pasture (aum)	2.27	1.89	2.93
Peas (lb)	3,730.21	3,359.62	4,291.31
Barley (bushel)	54.10	57.19	52.12
Sweet Corn (ton)	6.66	6.41	6.72
Haylage, Alfalfa (ton)	6.89	4.24	7.66
Sunflowers (cwt)	17.50	15.03	17.91
Rented Out (\$)	121.11	134.03	102.82
Wheat, Winter (bushel)	45.93	36.43	45.57
Hay, Alfalfa, Organic (ton)	3.33	1.67	4.25
Soybeans, Food (bushel)	33.69	-	34.66
Corn, Organic (bushel)	80.79	31.26	84.89
Soybeans, Organic (bushel)	20.76	15.57	24.51
Beans, Navy (cwt)	15.57	-	16.44
Soybeans Seed (bushel)	48.87	-	59.51
Sunflowers, Confectionary (cwt)	13.64	-	13.20
Beans, Pinto (cwt)	20.65	-	22.06
Rye (bushel)	26.72	-	-
Oatlage (ton)	4.41	-	5.10
Pasture, Organic (aum)	5.48	3.66	-
Corn Silage, Organic (ton)	12.42	-	-
Pasture, Intensive (aum)	5.53	-	-
Barley, Organic (bushel)	30.95	-	-
Hay, Native Grass (ton)	2.13	-	-
Beans, Black Turtle (cwt)	16.38	-	17.02
Hay, Grass, Organic (ton)	2.58	2.59	-
Corn, Ear (ton)	6.26	-	-
Wheat, Spring, Organic (bushel)	25.33	-	35.63
Oats, Organic (bushel)	77.27	-	-
Canola (cwt)	13.39	-	13.89
Sunflowers, Organic (cwt)	12.59	-	-
Grass Seed, Perennial Rye (lb)	708.15	-	708.15
Beans, Dark Red Kidney (cwt)	15.86	-	15.97
Hay, Small Grain (ton)	1.86	-	-
Potatoes (cwt)	175.60	-	-
Grass Seed, Kentucky Blue (lb)	234.41	-	234.41

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

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	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
Hay, Mixed, Organic (ton)	2.03	2.23	-
Corn, Waxy (bushel)	179.99	-	-
Sorghum Silage, Organic (ton)	4.78	-	-
Barley Silage (ton)	6.12	-	-
Flax (bushel)	24.57	-	-
Haylage, Mixed (ton)	3.84	-	-
Beans, Pink (cwt)	14.39	-	-

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	723	132	126
Average family size	3.4	3.1	3.5
<b>Family Living Expenses</b>			
Food and meals expense	6,659	6,145	7,658
Medical care	3,601	2,330	4,605
Health insurance	3,491	2,345	5,062
Cash donations	1,843	1,024	2,655
Household supplies	4,427	2,998	6,183
Clothing	1,702	1,124	2,151
Personal care	2,589	2,152	3,268
Child / Dependent care	555	467	755
Alimony and Child support	258	278	135
Gifts	2,155	1,591	3,668
Education	1,759	1,202	2,157
Recreation	3,081	2,375	4,569
Utilities (household share)	1,969	1,892	2,124
Nonfarm vehicle operating expense	3,360	3,358	3,744
Household real estate taxes	216	170	267
Dwelling rent	149	268	80
Household repairs	1,525	1,091	2,425
Nonfarm interest	1,458	1,897	1,988
Disability / Long term care insuran	276	155	301
Life insurance payments	2,106	1,597	2,868
Nonfarm property insurance	227	117	200
Miscellaneous	3,299	2,321	4,171
Total cash family living expense	46,706	36,898	61,035
Family living from the farm	425	289	373
Total family living	47,131	37,187	61,408
<b>Other Nonfarm Expenditures</b>			
Income taxes	8,377	5,771	20,408
Furnishing & appliance purchases	713	644	590
Nonfarm vehicle purchases	3,227	1,993	4,362
Nonfarm real estate purchases	4,688	2,453	8,357
Other nonfarm capital purchases	1,415	-1,116	5,134
Nonfarm savings & investments	4,210	659	7,389
Total other nonfarm expenditures	22,631	10,404	46,240
Total cash family living investment & nonfarm capital purch	69,337	47,302	107,275

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
<b>Operator Information</b>			
Average number of operators	1.2	1.1	1.4
Average age of operators	46.7	45.4	48.6
Average number of years farming	23.2	20.6	26.3
<b>Results Per Operator</b>			
Working capital	151,504	17,326	365,530
Total assets (market)	1,435,733	942,383	2,309,337
Total liabilities	642,207	482,645	976,525
Net worth (market)	793,526	459,738	1,332,812
Net worth excl deferred liabs	930,916	531,794	1,578,081
Gross farm income	557,628	316,494	1,022,896
Total farm expense	429,661	325,941	719,055
Net farm income	127,967	-9,447	303,841
Net nonfarm income	20,595	33,899	12,928
Family living & tax withdrawals	46,362	37,380	59,071
Total acres owned	226.0	181.6	321.8
Total crop acres	652.7	301.0	1,182.2
Crop acres owned	177.2	103.3	278.3
Crop acres cash rented	457.2	188.7	881.5
Crop acres share rented	18.3	9.0	22.4
Total pasture acres	9.1	18.5	3.0
<b>Labor Analysis</b>			
Number of farms	2483	495	497
Total unpaid labor hours	2,538	1,885	3,341
Total hired labor hours	1,709	802	4,307
Total labor hours per farm	4,247	2,687	7,648
Unpaid hours per operator	2,131	1,713	2,311
Value of farm production / hour	130.53	78.25	169.10
Net farm income / unpaid hour	60.08	-5.53	131.47
Average hourly hired labor wage	15.49	15.62	16.16
<b>Partnerships &amp; LLCs</b>			
Number of farms	254	23	112
Number of operators	2.0	2.0	2.2
Owner withdrawals per farm	79,133	53,429	116,473
Withdrawals per operator	38,267	24,933	50,127
<b>Corporations</b>			
Number of farms	127	20	46
Number of operators	1.9	2.1	2.1

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

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
<b>Nonfarm Income</b>			
Nonfarm wages & salary	17,307	27,021	10,254
Net nonfarm business income	2,149	3,789	2,970
Nonfarm rental income	553	592	643
Nonfarm interest income	465	371	706
Nonfarm cash dividends	162	121	270
Tax refunds	997	1,509	579
Other nonfarm income	2,971	3,933	3,265
Total nonfarm income	24,605	37,336	18,687
Gifts and inheritances	3,562	2,733	4,237
<b>Nonfarm Assets (market)</b>			
Checking & savings	6,758	4,900	8,183
Stocks & bonds	10,864	6,744	14,416
Other current assets	5,200	1,460	13,079
Furniture & appliances	10,521	9,401	10,800
Nonfarm vehicles	12,081	10,144	14,062
Cash value of life ins.	10,071	5,506	13,874
Retirement accounts	34,809	30,587	48,778
Other intermediate assets	7,642	8,589	10,104
Nonfarm real estate	66,125	64,479	74,244
Other long term assets	12,218	7,064	30,700
Total nonfarm assets	176,289	148,875	238,240
<b>Nonfarm Liabilities</b>			
Accrued interest	134	71	333
Accounts payable	3,055	1,250	7,955
Current notes	1,246	2,370	482
Princ due on term debt	2,761	2,814	3,791
Total current liabilities	7,196	6,504	12,562
Intermediate liabilities	6,568	5,909	12,238
Long term liabilities	23,598	24,209	30,153
Total nonfarm liabilities	37,361	36,622	54,953
Nonfarm net worth	138,928	112,252	183,287
Nonfarm debt to asset ratio	21 %	25 %	23 %

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

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>High 20%</u>
Number of farms	2484	496	497
<b>Income Statement</b>			
Gross cash farm income	586,667	343,348	1,245,170
Total cash farm expense	492,867	328,442	1,024,637
Net cash farm income	93,800	14,905	220,533
Inventory change	87,502	-2,251	273,996
Depreciation and capital adjust	-28,869	-23,046	-55,336
Average net farm income	152,432	-10,392	439,193
Median net farm income	101,803	4,395	361,252
<b>Profitability (cost)</b>			
Labor and management earnings	119,063	-24,334	361,063
Rate of return on assets	13.8 %	-1.3 %	19.2 %
Rate of return on equity	20.7 %	-15.6 %	28.4 %
Operating profit margin	26.8 %	-3.9 %	33.1 %
Asset turnover rate	51.4 %	34.9 %	57.8 %
<b>Profitability (market)</b>			
Labor and management earnings	116,713	-11,454	333,599
Rate of return on assets	11.1 %	1.7 %	14.8 %
Rate of return on equity	16.5 %	-3.0 %	22.7 %
Operating profit margin	28.5 %	6.9 %	32.3 %
Asset turnover rate	39.0 %	24.8 %	45.9 %
<b>Liquidity</b>			
Ending current ratio	1.85	1.13	2.27
Ending working capital	180,469	19,059	528,364
End working capital to gross inc	30.8 %	5.6 %	42.4 %
Term debt coverage ratio	263.4 %	62.1 %	387.7 %
Expense as a percent of income	72.7 %	96.4 %	66.6 %
Interest as a percent of income	5.2 %	7.5 %	4.0 %
<b>Solvency (cost)</b>			
Number of farms	2,484	496	497
Ending farm assets	1,173,994	630,706	2,483,581
Ending farm liabilities	563,969	415,026	1,002,057
Ending total assets	1,321,063	750,014	2,683,914
Ending total liabilities	601,330	451,648	1,057,010
Ending net worth	719,733	298,367	1,626,904
Net worth change	128,228	-3,319	373,592
Ending farm debt to asset ratio	48 %	66 %	40 %
Beg total debt to asset ratio	49 %	57 %	44 %
End total debt to asset ratio	46 %	60 %	39 %
<b>Solvency (market)</b>			
Number of farms	2,484	496	497
Ending farm assets	1,533,932	887,746	3,099,844
Ending farm liabilities	720,970	488,735	1,347,043
Ending total assets	1,710,221	1,036,621	3,338,084
Ending total liabilities	764,987	530,909	1,411,540
Ending net worth	945,235	505,712	1,926,544
Net worth change	139,936	21,792	366,218
Ending farm debt to asset ratio	47 %	55 %	43 %
Beg total debt to asset ratio	46 %	50 %	45 %
End total debt to asset ratio	45 %	51 %	42 %
<b>Nonfarm Information</b>			
Net nonfarm income	24,532	37,289	18,687
Farms reporting living expenses	957	196	163
Total family living expense	43,517	33,303	57,014
Total living, invest, & capital	65,882	45,113	103,413
<b>Crop Acres</b>			
Total acres owned	269	200	465
Total crop acres	777	331	1,709
Total crop acres owned	211	114	402
Total crop acres cash rented	545	208	1,274
Total crop acres share rented	22	10	32

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

**Barley on Owned Land**

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	28	5
Number of farms	24	5
Acres	79.03	44.78
Yield per acre (bu.)	53.46	51.36
Operators share of yield %	100.00	100.00
Value per bu.	3.56	5.10
Total product return per acre	190.48	261.88
Miscellaneous income per acre	10.53	30.57
Gross return per acre	201.01	292.45
<b>Direct Expenses</b>		
Seed	10.08	9.83
Fertilizer	35.80	24.94
Crop chemicals	19.15	5.48
Crop insurance	7.88	4.23
Fuel & oil	15.86	15.47
Repairs	16.96	13.22
Custom hire	3.32	0.63
Machinery leases	1.57	-
Marketing	0.06	0.62
Operating interest	4.33	0.98
Miscellaneous	0.51	1.12
Total direct expenses per acre	115.52	76.51
Return over direct exp per acre	85.49	215.94
<b>Overhead Expenses</b>		
Custom hire	4.22	1.81
Hired labor	6.34	9.40
Machinery leases	1.37	0.86
RE & pers. property taxes	8.18	8.03
Farm insurance	3.62	2.44
Utilities	2.31	2.13
Dues & professional fees	1.99	1.65
Interest	30.42	19.85
Mach & bldg depreciation	16.30	17.41
Miscellaneous	2.10	1.31
Total overhead expenses per acre	76.83	64.91
Total dir & ovhd expenses per acre	192.36	141.41
Net return per acre	8.66	151.04
Government payments	14.53	7.53
Net return with govt pmts	23.18	158.57
Labor & management charge	16.38	21.73
Net return over lbr & mgt	6.80	136.84
<b>Cost of Production</b>		
Total direct expense per bu.	2.16	1.49
Total dir & ovhd exp per bu.	3.60	2.75
Less govt & other income	3.13	2.01
With labor & management	3.44	2.43
Machinery cost per acre	63.36	51.69
Est. labor hours per acre	1.52	3.36

**Crop Enterprise Analysis**  
**Minnesota State Colleges and Universities**  
**Farm Business Management Combined 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	49	8	9
Number of farms	38	7	8
Acres	140.34	150.44	70.67
Yield per acre (bu.)	55.88	40.57	62.44
Operators share of yield %	100.00	100.00	100.00
Value per bu.	3.69	3.54	5.32
Other product return per acre	1.63	-	-
Total product return per acre	207.95	143.64	332.26
Miscellaneous income per acre	10.78	11.19	5.47
Gross return per acre	218.74	154.83	337.74
<b>Direct Expenses</b>			
Seed	10.44	12.53	10.06
Fertilizer	36.68	42.87	45.38
Crop chemicals	18.14	14.79	18.76
Crop insurance	10.57	9.28	7.87
Drying fuel	0.16	-	1.10
Fuel & oil	14.32	13.42	16.18
Repairs	15.50	15.19	20.83
Custom hire	2.95	9.83	1.96
Land rent	45.32	61.19	40.76
Machinery leases	1.19	-	1.53
Operating interest	5.66	2.99	4.96
Miscellaneous	0.24	-	0.14
Total direct expenses per acre	161.19	182.09	169.53
Return over direct exp per acre	57.55	-27.26	168.21
<b>Overhead Expenses</b>			
Custom hire	3.61	0.65	1.15
Hired labor	5.63	10.76	4.41
Machinery leases	2.15	1.71	1.92
Farm insurance	3.02	2.55	1.68
Utilities	1.97	1.86	1.79
Dues & professional fees	2.80	1.82	0.81
Interest	5.02	1.70	2.88
Mach & bldg depreciation	12.27	11.13	11.39
Miscellaneous	1.61	1.70	0.52
Total overhead expenses per acre	38.09	33.89	26.56
Total dir & ovhd expenses per acre	199.28	215.98	196.09
Net return per acre	19.46	-61.15	141.65
Government payments	13.66	13.84	13.28
Net return with govt pmts	33.12	-47.31	154.92
Labor & management charge	15.88	16.70	17.61
Net return over lbr & mgt	17.24	-64.01	137.32
<b>Cost of Production</b>			
Total direct expense per bu.	2.88	4.49	2.72
Total dir & ovhd exp per bu.	3.57	5.32	3.14
Less govt & other income	3.10	4.71	2.84
With labor & management	3.38	5.12	3.12
Machinery cost per acre	56.62	52.76	57.61
Est. labor hours per acre	1.22	1.49	1.27

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

**Barley, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	7
Number of farms	6
Acres	48.53
Yield per acre (bu.)	32.76
Operators share of yield %	100.00
Value per bu.	6.06
Total product return per acre	198.41
Miscellaneous income per acre	44.45
Gross return per acre	242.86
<b>Direct Expenses</b>	
Seed	16.72
Fertilizer	15.31
Crop insurance	5.32
Fuel & oil	14.40
Repairs	22.34
Custom hire	1.70
Hauling and trucking	0.85
Organic certification	2.70
Operating interest	7.97
Miscellaneous	0.32
Total direct expenses per acre	87.64
Return over direct exp per acre	155.22
<b>Overhead Expenses</b>	
Custom hire	9.94
Hired labor	8.57
RE & pers. property taxes	7.17
Farm insurance	3.83
Utilities	3.69
Dues & professional fees	3.27
Interest	19.63
Mach & bldg depreciation	17.96
Miscellaneous	3.87
Total overhead expenses per acre	77.93
Total dir & ovhd expenses per acre	165.57
Net return per acre	77.29
Government payments	14.33
Net return with govt pmts	91.62
Labor & management charge	38.07
Net return over lbr & mgt	53.55
<b>Cost of Production</b>	
Total direct expense per bu.	2.68
Total dir & ovhd exp per bu.	5.05
Less govt & other income	3.26
With labor & management	4.42
Machinery cost per acre	68.66
Est. labor hours per acre	3.93

**Crop Enterprise Analysis**  
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**Barley, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	9
Number of farms	8
Acres	78.93
Yield per acre (bu.)	30.08
Operators share of yield %	100.00
Value per bu.	6.81
Total product return per acre	204.88
Miscellaneous income per acre	17.22
Gross return per acre	222.10
<b>Direct Expenses</b>	
Seed	20.18
Fertilizer	24.08
Crop insurance	6.62
Fuel & oil	20.80
Repairs	27.35
Custom hire	3.04
Land rent	60.66
Hauling and trucking	4.63
Organic certification	1.55
Operating interest	5.52
Miscellaneous	1.06
Total direct expenses per acre	175.48
Return over direct exp per acre	46.62
<b>Overhead Expenses</b>	
Custom hire	3.35
Hired labor	7.31
Machinery leases	0.89
Farm insurance	3.58
Utilities	3.57
Dues & professional fees	3.82
Interest	3.35
Mach & bldg depreciation	17.32
Miscellaneous	3.36
Total overhead expenses per acre	46.56
Total dir & ovhd expenses per acre	222.04
Net return per acre	0.05
Government payments	12.04
Net return with govt pmts	12.10
Labor & management charge	33.18
Net return over lbr & mgt	-21.08
<b>Cost of Production</b>	
Total direct expense per bu.	5.83
Total dir & ovhd exp per bu.	7.38
Less govt & other income	6.41
With labor & management	7.51
Machinery cost per acre	74.93
Est. labor hours per acre	2.99

**Crop Enterprise Analysis**  
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**Beans, Black Turtle on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	10
Number of farms	9
Acres	149.78
Yield per acre (cwt.)	16.32
Operators share of yield %	100.00
Value per cwt.	24.22
Total product return per acre	395.34
Miscellaneous income per acre	1.56
Gross return per acre	396.89
<b>Direct Expenses</b>	
Seed	31.35
Fertilizer	28.12
Crop chemicals	32.96
Crop insurance	18.26
Fuel & oil	22.80
Repairs	24.64
Custom hire	1.64
Land rent	65.76
Operating interest	7.47
Total direct expenses per acre	232.99
Return over direct exp per acre	163.90
<b>Overhead Expenses</b>	
Custom hire	3.16
Hired labor	12.84
Machinery leases	5.67
Farm insurance	4.52
Utilities	1.99
Dues & professional fees	2.61
Interest	8.68
Mach & bldg depreciation	16.67
Miscellaneous	3.77
Total overhead expenses per acre	59.92
Total dir & ovhd expenses per acre	292.91
Net return per acre	103.98
Government payments	-
Net return with govt pmts	103.98
Labor & management charge	25.90
Net return over lbr & mgt	78.09
<b>Cost of Production</b>	
Total direct expense per cwt.	14.28
Total dir & ovhd exp per cwt.	17.95
Less govt & other income	17.85
With labor & management	19.44
Machinery cost per acre	82.89
Est. labor hours per acre	1.89

**Crop Enterprise Analysis**  
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**Beans, Dark Red Kidney on Cash Rent**

	<u>Avg. Of All Farms</u>
Number of fields	8
Number of farms	7
Acres	173.21
Yield per acre (cwt.)	16.05
Operators share of yield %	100.00
Value per cwt.	35.33
Total product return per acre	566.83
Miscellaneous income per acre	8.98
Gross return per acre	575.81
<b>Direct Expenses</b>	
Seed	50.66
Fertilizer	46.16
Crop chemicals	37.42
Crop insurance	24.40
Fuel & oil	19.14
Repairs	20.39
Custom hire	15.29
Land rent	81.72
Operating interest	6.52
Miscellaneous	0.54
Total direct expenses per acre	302.24
Return over direct exp per acre	273.57
<b>Overhead Expenses</b>	
Custom hire	1.35
Hired labor	9.78
Machinery leases	3.46
Farm insurance	2.81
Utilities	4.66
Dues & professional fees	4.08
Interest	3.48
Mach & bldg depreciation	11.92
Miscellaneous	2.65
Total overhead expenses per acre	44.19
Total dir & ovhd expenses per acre	346.43
Net return per acre	229.38
Government payments	-
Net return with govt pmts	229.38
Labor & management charge	19.37
Net return over lbr & mgt	210.00
<b>Cost of Production</b>	
Total direct expense per cwt.	18.84
Total dir & ovhd exp per cwt.	21.59
Less govt & other income	21.03
With labor & management	22.24
Machinery cost per acre	74.76
Est. labor hours per acre	1.29

**Crop Enterprise Analysis**  
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**Beans, Navy on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	6
Number of farms	6
Acres	79.82
Yield per acre (cwt.)	16.37
Operators share of yield %	100.00
Value per cwt.	24.33
Total product return per acre	398.29
Miscellaneous income per acre	0.48
Gross return per acre	398.77
<b>Direct Expenses</b>	
Seed	38.98
Fertilizer	29.19
Crop chemicals	50.18
Crop insurance	19.45
Fuel & oil	21.93
Repairs	32.84
Custom hire	6.86
Marketing	0.11
Operating interest	13.18
Total direct expenses per acre	212.73
Return over direct exp per acre	186.04
<b>Overhead Expenses</b>	
Custom hire	5.10
Hired labor	22.05
Machinery leases	1.64
RE & pers. property taxes	8.95
Farm insurance	8.19
Utilities	2.08
Dues & professional fees	1.87
Interest	74.12
Mach & bldg depreciation	27.78
Miscellaneous	3.28
Total overhead expenses per acre	155.06
Total dir & ovhd expenses per acre	367.79
Net return per acre	30.98
Government payments	-
Net return with govt pmts	30.98
Labor & management charge	25.63
Net return over lbr & mgt	5.35
<b>Cost of Production</b>	
Total direct expense per cwt.	12.99
Total dir & ovhd exp per cwt.	22.46
Less govt & other income	22.44
With labor & management	24.00
Machinery cost per acre	99.69
Est. labor hours per acre	2.70

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

**Beans, Navy on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	29	6
Number of farms	21	5
Acres	121.60	158.77
Yield per acre (cwt.)	15.60	19.88
Operators share of yield %	100.00	100.00
Value per cwt.	21.65	21.85
Total product return per acre	337.83	434.50
Miscellaneous income per acre	15.82	1.07
Gross return per acre	353.65	435.57
<b>Direct Expenses</b>		
Seed	36.09	34.50
Fertilizer	33.94	34.95
Crop chemicals	37.95	32.59
Crop insurance	20.18	23.52
Fuel & oil	17.38	16.58
Repairs	22.45	24.13
Custom hire	4.54	5.83
Land rent	71.09	61.86
Machinery leases	2.40	-
Operating interest	8.08	6.74
Miscellaneous	0.38	0.99
Total direct expenses per acre	254.49	241.67
Return over direct exp per acre	99.16	193.90
<b>Overhead Expenses</b>		
Custom hire	5.24	1.55
Hired labor	10.62	15.02
Machinery leases	2.30	2.94
Farm insurance	5.37	9.40
Utilities	2.92	2.68
Dues & professional fees	3.27	2.30
Interest	5.75	5.23
Mach & bldg depreciation	15.67	16.42
Miscellaneous	2.87	3.91
Total overhead expenses per acre	54.02	59.43
Total dir & ovhd expenses per acre	308.51	301.10
Net return per acre	45.14	134.47
Government payments	-	-
Net return with govt pmts	45.14	134.47
Labor & management charge	25.52	24.64
Net return over lbr & mgt	19.62	109.83
<b>Cost of Production</b>		
Total direct expense per cwt.	16.31	12.15
Total dir & ovhd exp per cwt.	19.77	15.14
Less govt & other income	18.76	15.09
With labor & management	20.39	16.33
Machinery cost per acre	75.25	72.23
Est. labor hours per acre	1.95	2.42

**Crop Enterprise Analysis**  
**Minnesota State Colleges and Universities**  
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**Beans, Pinto on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	19
Number of farms	8
Acres	132.63
Yield per acre (cwt.)	20.43
Operators share of yield %	100.00
Value per cwt.	25.13
Total product return per acre	513.44
Miscellaneous income per acre	13.55
Gross return per acre	526.99
<b>Direct Expenses</b>	
Seed	32.67
Fertilizer	22.74
Crop chemicals	32.74
Crop insurance	19.99
Fuel & oil	19.66
Repairs	26.38
Custom hire	4.90
Land rent	59.94
Operating interest	5.26
Total direct expenses per acre	224.28
Return over direct exp per acre	302.71
<b>Overhead Expenses</b>	
Custom hire	3.98
Hired labor	16.65
Machinery leases	3.51
Farm insurance	5.75
Utilities	2.05
Dues & professional fees	2.64
Interest	3.19
Mach & bldg depreciation	25.74
Miscellaneous	2.06
Total overhead expenses per acre	65.57
Total dir & ovhd expenses per acre	289.85
Net return per acre	237.14
Government payments	-
Net return with govt pmts	237.14
Labor & management charge	30.30
Net return over lbr & mgt	206.84
<b>Cost of Production</b>	
Total direct expense per cwt.	10.98
Total dir & ovhd exp per cwt.	14.18
Less govt & other income	13.52
With labor & management	15.00
Machinery cost per acre	86.54
Est. labor hours per acre	2.29

**Crop Enterprise Analysis**  
**Minnesota State Colleges and Universities**  
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**Canola on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	6
Number of farms	5
Acres	158.38
Yield per acre (cwt.)	14.48
Operators share of yield %	100.00
Value per cwt.	17.50
Total product return per acre	253.41
Miscellaneous income per acre	2.61
Gross return per acre	256.01
<b>Direct Expenses</b>	
Seed	26.74
Fertilizer	47.94
Crop chemicals	29.52
Crop insurance	10.88
Fuel & oil	16.89
Repairs	15.93
Custom hire	4.74
Land rent	28.63
Marketing	0.18
Operating interest	4.86
Miscellaneous	0.05
Total direct expenses per acre	186.36
Return over direct exp per acre	69.65
<b>Overhead Expenses</b>	
Custom hire	3.71
Hired labor	6.52
Machinery leases	0.53
Farm insurance	1.75
Utilities	1.95
Dues & professional fees	1.29
Interest	4.53
Mach & bldg depreciation	9.95
Miscellaneous	0.92
Total overhead expenses per acre	31.15
Total dir & ovhd expenses per acre	217.51
Net return per acre	38.50
Government payments	12.63
Net return with govt pmts	51.13
Labor & management charge	22.21
Net return over lbr & mgt	28.92
<b>Cost of Production</b>	
Total direct expense per cwt.	12.87
Total dir & ovhd exp per cwt.	15.02
Less govt & other income	13.97
With labor & management	15.51
Machinery cost per acre	56.29
Est. labor hours per acre	1.61

**Crop Enterprise Analysis**  
**Minnesota State Colleges and Universities**  
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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	1419	254	308
Number of farms	1154	230	231
Acres	120.50	107.27	127.74
Yield per acre (bu.)	156.20	112.44	183.85
Operators share of yield %	100.00	100.00	100.00
Value per bu.	3.68	3.32	3.96
Other product return per acre	0.45	1.10	0.26
Total product return per acre	574.91	374.53	728.25
Miscellaneous income per acre	13.91	33.27	8.10
Gross return per acre	588.81	407.80	736.34
<b>Direct Expenses</b>			
Seed	59.02	57.58	59.27
Fertilizer	78.30	78.54	75.87
Crop chemicals	21.86	22.01	21.78
Crop insurance	19.09	18.02	18.93
Drying fuel	8.57	8.91	7.37
Storage	0.78	1.30	0.77
Fuel & oil	23.73	24.98	23.64
Repairs	31.67	35.37	29.25
Custom hire	5.53	9.02	3.97
Machinery leases	0.54	0.32	0.31
Hauling and trucking	1.06	1.05	1.00
Marketing	0.96	0.49	0.70
Operating interest	11.98	13.77	9.26
Miscellaneous	1.68	0.93	2.19
Total direct expenses per acre	264.78	272.28	254.31
Return over direct exp per acre	324.04	135.52	482.04
<b>Overhead Expenses</b>			
Custom hire	2.57	1.26	2.95
Hired labor	8.20	8.40	8.98
Machinery leases	2.00	2.53	1.69
Building leases	0.91	0.42	0.92
RE & pers. property taxes	16.04	12.51	17.81
Farm insurance	5.79	5.54	5.56
Utilities	4.42	4.49	4.00
Dues & professional fees	1.79	1.62	1.68
Interest	56.80	52.71	55.67
Mach & bldg depreciation	33.02	28.10	36.60
Miscellaneous	6.28	5.54	5.65
Total overhead expenses per acre	137.82	123.13	141.51
Total dir & ovhd expenses per acre	402.60	395.41	395.82
Net return per acre	186.22	12.39	340.52
Government payments	19.40	16.10	20.84
Net return with govt pmts	205.61	28.49	361.37
Labor & management charge	34.86	32.47	36.12
Net return over lbr & mgt	170.75	-3.98	325.25
<b>Cost of Production</b>			
Total direct expense per bu.	1.70	2.42	1.38
Total dir & ovhd exp per bu.	2.58	3.52	2.15
Less govt & other income	2.36	3.07	1.99
With labor & management	2.58	3.36	2.19
Machinery cost per acre	100.34	106.59	97.18
Est. labor hours per acre	2.84	3.23	2.94

**Crop Enterprise Analysis**  
**Minnesota State Colleges and Universities**  
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**(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	2477	428	486
Number of farms	1419	283	284
Acres	205.42	177.35	194.85
Yield per acre (bu.)	153.82	123.96	176.45
Operators share of yield %	100.00	100.00	100.00
Value per bu.	3.63	3.27	3.99
Other product return per acre	0.25	0.39	0.37
Total product return per acre	558.26	405.97	704.31
Miscellaneous income per acre	15.42	28.16	5.89
Gross return per acre	573.68	434.14	710.21
<b>Direct Expenses</b>			
Seed	59.84	58.29	59.41
Fertilizer	80.57	85.67	74.66
Crop chemicals	20.50	22.27	20.13
Crop insurance	20.47	20.64	19.08
Drying fuel	7.81	8.50	6.32
Storage	0.76	0.78	0.77
Fuel & oil	22.78	23.41	22.70
Repairs	28.02	32.70	27.17
Custom hire	4.62	8.04	3.49
Hired labor	0.51	0.38	0.15
Land rent	109.74	96.49	116.97
Machinery leases	0.99	1.11	0.55
Hauling and trucking	1.02	1.52	0.75
Marketing	0.94	0.68	1.35
Operating interest	13.83	18.05	10.65
Miscellaneous	1.11	0.81	1.07
Total direct expenses per acre	373.53	379.34	365.21
Return over direct exp per acre	200.15	54.79	344.99
<b>Overhead Expenses</b>			
Custom hire	2.55	1.95	2.44
Hired labor	7.85	7.18	9.48
Machinery leases	4.16	3.42	2.48
Building leases	1.00	0.60	0.96
Farm insurance	4.68	4.79	5.06
Utilities	3.53	3.91	3.55
Dues & professional fees	1.85	2.18	1.57
Interest	7.97	8.15	7.55
Mach & bldg depreciation	27.35	26.00	31.62
Miscellaneous	5.84	5.58	6.50
Total overhead expenses per acre	66.78	63.76	71.20
Total dir & ovhd expenses per acre	440.31	443.10	436.41
Net return per acre	133.38	-8.96	273.79
Government payments	19.19	18.32	20.30
Net return with govt pmts	152.57	9.36	294.09
Labor & management charge	32.46	29.44	35.20
Net return over lbr & mgt	120.11	-20.08	258.90
<b>Cost of Production</b>			
Total direct expense per bu.	2.43	3.06	2.07
Total dir & ovhd exp per bu.	2.86	3.57	2.47
Less govt & other income	2.64	3.20	2.32
With labor & management	2.85	3.43	2.52
Machinery cost per acre	93.59	100.29	92.03
Est. labor hours per acre	2.42	2.70	2.57

**Crop Enterprise Analysis**  
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**Corn on Share Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	149	25	33
Number of farms	120	24	24
Acres	118.66	111.97	111.02
Yield per acre (bu.)	158.66	150.45	176.37
Operators share of yield %	53.54	54.63	52.51
Value per bu.	3.64	3.38	3.86
Total product return per acre	308.91	277.89	357.90
Miscellaneous income per acre	2.91	4.61	0.46
Gross return per acre	311.82	282.50	358.36
<b>Direct Expenses</b>			
Seed	40.67	52.15	32.14
Fertilizer	50.56	65.89	37.62
Crop chemicals	11.71	20.55	8.24
Crop insurance	10.97	13.59	9.89
Drying fuel	3.29	6.25	3.58
Fuel & oil	20.14	23.65	15.42
Repairs	28.23	37.12	21.21
Custom hire	3.11	8.99	0.56
Machinery leases	0.50	0.58	0.18
Marketing	0.46	0.72	1.21
Operating interest	12.14	18.13	8.37
Miscellaneous	1.34	0.82	1.00
Total direct expenses per acre	183.11	248.44	139.42
Return over direct exp per acre	128.71	34.05	218.94
<b>Overhead Expenses</b>			
Custom hire	3.81	3.06	5.16
Hired labor	6.66	5.51	8.26
Machinery leases	4.61	1.47	9.49
Building leases	0.50	0.17	0.20
Farm insurance	4.64	4.67	4.43
Utilities	3.83	4.49	3.68
Dues & professional fees	2.07	1.67	3.81
Interest	7.46	8.83	6.30
Mach & bldg depreciation	23.44	19.73	22.47
Miscellaneous	5.45	5.72	2.62
Total overhead expenses per acre	62.46	55.31	66.43
Total dir & ovhd expenses per acre	245.56	303.76	205.85
Net return per acre	66.26	-21.26	152.51
Government payments	10.92	11.79	11.76
Net return with govt pmts	77.18	-9.47	164.27
Labor & management charge	33.18	30.60	30.02
Net return over lbr & mgt	44.00	-40.07	134.25
<b>Cost of Production</b>			
Total direct expense per bu.	2.16	3.02	1.51
Total dir & ovhd exp per bu.	2.89	3.70	2.22
Less govt & other income	2.73	3.50	2.09
With labor & management	3.12	3.87	2.42
Machinery cost per acre	86.94	99.32	76.13
Est. labor hours per acre	2.50	2.48	2.31

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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	433	88	84
Number of farms	413	82	83
Acres	49.55	54.90	39.20
Yield per acre (ton)	14.64	8.23	23.41
Operators share of yield %	100.00	100.00	100.00
Value per ton	28.30	25.57	31.54
Total product return per acre	414.34	210.54	738.47
Miscellaneous income per acre	72.78	59.49	28.87
Gross return per acre	487.12	270.03	767.34
<b>Direct Expenses</b>			
Seed	49.90	45.40	57.10
Fertilizer	49.56	53.08	52.25
Crop chemicals	27.53	26.78	25.39
Crop insurance	13.76	11.63	14.41
Storage	1.60	1.18	0.24
Fuel & oil	32.25	32.47	32.71
Repairs	40.78	46.57	41.69
Custom hire	25.41	21.48	18.06
Operating interest	6.72	7.33	9.99
Miscellaneous	4.96	4.00	6.30
Total direct expenses per acre	252.48	249.92	258.13
Return over direct exp per acre	234.64	20.11	509.22
<b>Overhead Expenses</b>			
Custom hire	6.73	8.41	5.87
Hired labor	15.10	14.80	14.86
Machinery leases	3.17	3.91	3.43
Building leases	0.76	0.51	0.80
RE & pers. property taxes	10.21	8.06	14.61
Farm insurance	5.48	5.71	5.26
Utilities	4.08	4.41	4.82
Dues & professional fees	1.50	1.04	1.63
Interest	47.31	38.26	60.22
Mach & bldg depreciation	35.58	32.99	42.54
Miscellaneous	5.31	4.89	6.88
Total overhead expenses per acre	135.21	122.99	160.94
Total dir & ovhd expenses per acre	387.69	372.91	419.06
Net return per acre	99.43	-102.88	348.28
Government payments	13.63	10.16	17.17
Net return with govt pmts	113.06	-92.72	365.45
Labor & management charge	35.63	37.15	31.54
Net return over lbr & mgt	77.43	-129.88	333.91
<b>Cost of Production</b>			
Total direct expense per ton	17.25	30.35	11.03
Total dir & ovhd exp per ton	26.48	45.29	17.90
Less govt & other income	20.58	36.83	15.93
With labor & management	23.01	41.34	17.28
Machinery cost per acre	150.65	150.87	152.99
Est. labor hours per acre	5.11	5.63	4.27

**Crop Enterprise Analysis**  
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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	368	70	74
Number of farms	352	70	71
Acres	75.88	96.22	57.53
Yield per acre (ton)	14.26	9.98	21.12
Operators share of yield %	100.00	100.00	100.00
Value per ton	28.42	25.47	31.81
Total product return per acre	405.35	254.13	671.72
Miscellaneous income per acre	86.81	59.81	84.79
Gross return per acre	492.16	313.94	756.51
<b>Direct Expenses</b>			
Seed	54.35	54.50	60.52
Fertilizer	51.49	53.16	57.68
Crop chemicals	28.01	30.48	21.33
Crop insurance	14.11	14.61	14.59
Storage	1.26	1.66	-
Fuel & oil	33.07	34.28	34.95
Repairs	43.06	48.68	45.24
Custom hire	20.98	24.16	17.88
Land rent	75.31	60.83	105.13
Machinery leases	0.59	0.13	-
Operating interest	6.86	6.43	10.84
Miscellaneous	4.55	4.26	8.14
Total direct expenses per acre	333.62	333.18	376.29
Return over direct exp per acre	158.54	-19.25	380.22
<b>Overhead Expenses</b>			
Custom hire	11.72	17.31	6.21
Hired labor	19.22	19.63	18.11
Machinery leases	3.03	5.89	3.79
Building leases	1.50	0.86	1.95
Farm insurance	4.20	4.57	4.33
Utilities	2.89	2.90	3.24
Dues & professional fees	1.36	1.18	2.09
Interest	12.31	12.97	13.28
Mach & bldg depreciation	31.52	23.09	39.66
Miscellaneous	5.14	4.06	6.83
Total overhead expenses per acre	92.88	92.47	99.49
Total dir & ovhd expenses per acre	426.50	425.66	475.78
Net return per acre	65.66	-111.72	280.73
Government payments	13.32	12.73	13.44
Net return with govt pmts	78.98	-98.99	294.17
Labor & management charge	30.27	27.67	35.15
Net return over lbr & mgt	48.71	-126.67	259.02
<b>Cost of Production</b>			
Total direct expense per ton	23.39	33.40	17.82
Total dir & ovhd exp per ton	29.90	42.67	22.53
Less govt & other income	22.88	35.40	17.88
With labor & management	25.00	38.17	19.54
Machinery cost per acre	153.12	164.08	156.14
Est. labor hours per acre	5.13	5.60	4.21

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**Corn Silage, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	13
Number of farms	11
Acres	24.79
Yield per acre (ton)	12.15
Operators share of yield %	100.00
Value per ton	36.55
Total product return per acre	444.01
Miscellaneous income per acre	54.99
Gross return per acre	499.00
<b>Direct Expenses</b>	
Seed	37.02
Fertilizer	29.55
Crop insurance	8.85
Storage	2.64
Irrigation energy	1.59
Fuel & oil	34.23
Repairs	70.03
Custom hire	18.93
Organic certification	1.04
Operating interest	2.41
Miscellaneous	3.82
Total direct expenses per acre	210.12
Return over direct exp per acre	288.88
<b>Overhead Expenses</b>	
Custom hire	9.98
Hired labor	36.74
Machinery leases	4.36
RE & pers. property taxes	8.36
Farm insurance	7.63
Utilities	5.36
Dues & professional fees	3.11
Interest	34.27
Mach & bldg depreciation	29.68
Miscellaneous	6.34
Total overhead expenses per acre	145.83
Total dir & ovhd expenses per acre	355.95
Net return per acre	143.04
Government payments	11.01
Net return with govt pmts	154.05
Labor & management charge	46.69
Net return over lbr & mgt	107.36
<b>Cost of Production</b>	
Total direct expense per ton	17.30
Total dir & ovhd exp per ton	29.30
Less govt & other income	23.87
With labor & management	27.71
Machinery cost per acre	176.95
Est. labor hours per acre	6.51

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**Corn Silage, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	5
Number of farms	5
Acres	15.40
Yield per acre (ton)	13.57
Operators share of yield %	100.00
Value per ton	32.29
Total product return per acre	438.20
Miscellaneous income per acre	9.55
Gross return per acre	447.74
<b>Direct Expenses</b>	
Seed	37.43
Fertilizer	26.93
Crop chemicals	4.81
Non-chemical crop protect	0.92
Crop insurance	4.74
Fuel & oil	38.77
Repairs	69.78
Custom hire	9.07
Land rent	95.36
Organic certification	1.44
Operating interest	2.23
Miscellaneous	5.47
Total direct expenses per acre	296.94
Return over direct exp per acre	150.80
<b>Overhead Expenses</b>	
Custom hire	6.82
Hired labor	24.95
Building leases	3.97
Farm insurance	5.61
Utilities	4.47
Dues & professional fees	5.56
Interest	15.41
Mach & bldg depreciation	40.20
Miscellaneous	4.52
Total overhead expenses per acre	111.49
Total dir & ovhd expenses per acre	408.44
Net return per acre	39.31
Government payments	5.48
Net return with govt pmts	44.79
Labor & management charge	62.25
Net return over lbr & mgt	-17.46
<b>Cost of Production</b>	
Total direct expense per ton	21.88
Total dir & ovhd exp per ton	30.10
Less govt & other income	28.99
With labor & management	33.58
Machinery cost per acre	175.78
Est. labor hours per acre	10.69

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**Corn, Ear on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	8
Number of farms	8
Acres	87.31
Yield per acre (ton)	5.08
Operators share of yield %	100.00
Value per ton	74.92
Total product return per acre	380.76
Miscellaneous income per acre	23.89
Gross return per acre	404.64
<b>Direct Expenses</b>	
Seed	57.16
Fertilizer	46.31
Crop chemicals	15.50
Crop insurance	9.98
Storage	11.10
Fuel & oil	30.08
Repairs	35.04
Custom hire	15.06
Land rent	82.82
Machinery leases	3.00
Operating interest	10.38
Miscellaneous	0.49
Total direct expenses per acre	316.92
Return over direct exp per acre	87.73
<b>Overhead Expenses</b>	
Custom hire	3.68
Hired labor	23.62
Building leases	7.43
Farm insurance	2.49
Utilities	1.99
Dues & professional fees	0.74
Interest	7.44
Mach & bldg depreciation	36.45
Miscellaneous	4.29
Total overhead expenses per acre	88.14
Total dir & ovhd expenses per acre	405.06
Net return per acre	-0.42
Government payments	17.23
Net return with govt pmts	16.82
Labor & management charge	26.53
Net return over lbr & mgt	-9.71
<b>Cost of Production</b>	
Total direct expense per ton	62.36
Total dir & ovhd exp per ton	79.70
Less govt & other income	71.61
With labor & management	76.83
Machinery cost per acre	129.09
Est. labor hours per acre	3.55

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**Corn, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	18
Number of farms	14
Acres	41.55
Yield per acre (bu.)	97.56
Operators share of yield %	100.00
Value per bu.	8.95
Other product return per acre	6.81
Total product return per acre	880.13
Miscellaneous income per acre	51.35
Gross return per acre	931.48
<b>Direct Expenses</b>	
Seed	38.57
Fertilizer	48.93
Non-chemical crop protect	1.35
Crop insurance	17.11
Drying fuel	2.98
Fuel & oil	34.85
Repairs	30.08
Custom hire	3.50
Machinery leases	0.53
Hauling and trucking	0.33
Organic certification	2.57
Operating interest	6.10
Miscellaneous	1.39
Total direct expenses per acre	188.29
Return over direct exp per acre	743.19
<b>Overhead Expenses</b>	
Custom hire	9.03
Hired labor	15.72
Machinery leases	4.41
RE & pers. property taxes	14.05
Farm insurance	8.77
Utilities	5.25
Dues & professional fees	7.32
Interest	60.67
Mach & bldg depreciation	28.24
Miscellaneous	6.03
Total overhead expenses per acre	159.52
Total dir & ovhd expenses per acre	347.81
Net return per acre	583.67
Government payments	18.07
Net return with govt pmts	601.74
Labor & management charge	37.80
Net return over lbr & mgt	563.95
<b>Cost of Production</b>	
Total direct expense per bu.	1.93
Total dir & ovhd exp per bu.	3.57
Less govt & other income	2.78
With labor & management	3.17
Machinery cost per acre	116.30
Est. labor hours per acre	5.34

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**Corn, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	23
Number of farms	18
Acres	73.77
Yield per acre (bu.)	71.18
Operators share of yield %	100.00
Value per bu.	8.36
Other product return per acre	4.14
Total product return per acre	599.18
Miscellaneous income per acre	68.36
Gross return per acre	667.54
<b>Direct Expenses</b>	
Seed	46.21
Fertilizer	51.70
Non-chemical crop protect	4.65
Crop insurance	15.13
Drying fuel	1.48
Storage	0.52
Fuel & oil	27.67
Repairs	31.92
Custom hire	25.07
Land rent	93.95
Hauling and trucking	3.43
Organic certification	3.00
Operating interest	12.29
Miscellaneous	0.87
Total direct expenses per acre	317.89
Return over direct exp per acre	349.65
<b>Overhead Expenses</b>	
Custom hire	13.73
Hired labor	13.03
Machinery leases	6.18
Farm insurance	7.79
Utilities	4.86
Dues & professional fees	5.50
Interest	9.17
Mach & bldg depreciation	28.64
Miscellaneous	13.99
Total overhead expenses per acre	102.89
Total dir & ovhd expenses per acre	420.79
Net return per acre	246.76
Government payments	17.47
Net return with govt pmts	264.23
Labor & management charge	39.56
Net return over lbr & mgt	224.67
<b>Cost of Production</b>	
Total direct expense per bu.	4.47
Total dir & ovhd exp per bu.	5.91
Less govt & other income	4.65
With labor & management	5.20
Machinery cost per acre	140.38
Est. labor hours per acre	4.03

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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	185	41	37
Number of farms	174	34	35
Acres	77.30	146.40	10.15
Yield per acre (\$)	60.67	41.23	149.45
Operators share of yield %	100.00	100.00	100.00
Value per \$	1.00	1.00	1.00
Total product return per acre	60.67	41.23	149.45
Miscellaneous income per acre	0.01	0.00	-
Gross return per acre	60.68	41.23	149.45
<b>Direct Expenses</b>			
Seed	0.62	0.06	1.13
Crop chemicals	1.26	1.61	0.27
Fuel & oil	2.09	2.44	1.88
Repairs	2.56	2.82	2.54
Operating interest	0.83	1.13	0.56
Miscellaneous	0.25	0.44	0.10
Total direct expenses per acre	7.62	8.49	6.49
Return over direct exp per acre	53.06	32.74	142.96
<b>Overhead Expenses</b>			
Custom hire	0.40	0.52	0.73
RE & pers. property taxes	7.12	5.32	17.48
Farm insurance	0.69	0.96	0.54
Utilities	0.45	0.56	0.43
Interest	18.64	11.01	41.79
Mach & bldg depreciation	1.85	1.80	3.20
Miscellaneous	1.23	1.25	1.33
Total overhead expenses per acre	30.37	21.42	65.51
Total dir & ovhd expenses per acre	37.99	29.92	71.99
Net return per acre	22.69	11.32	77.46
Government payments	-	-	-
Net return with govt pmts	22.69	11.32	77.46
Labor & management charge	3.30	3.85	2.85
Net return over lbr & mgt	19.38	7.47	74.61
<b>Cost of Production</b>			
Total direct expense per \$	0.13	0.21	0.04
Total dir & ovhd exp per \$	0.63	0.73	0.48
Less govt & other income	0.63	0.73	0.48
With labor & management	0.68	0.82	0.50
Machinery cost per acre	7.57	8.63	8.51
Est. labor hours per acre	0.24	0.27	0.30

**Crop Enterprise Analysis**  
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**CRP on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	14
Number of farms	13
Acres	80.49
Yield per acre (\$)	65.88
Operators share of yield %	100.00
Value per \$	1.00
Total product return per acre	65.88
Miscellaneous income per acre	-
Gross return per acre	65.88
<b>Direct Expenses</b>	
Seed	2.37
Fertilizer	0.31
Crop chemicals	0.72
Fuel & oil	2.74
Repairs	3.70
Land rent	49.34
Operating interest	1.31
Total direct expenses per acre	60.50
Return over direct exp per acre	5.39
<b>Overhead Expenses</b>	
Hired labor	1.82
Farm insurance	0.67
Utilities	0.68
Interest	0.90
Mach & bldg depreciation	2.38
Miscellaneous	0.51
Total overhead expenses per acre	6.96
Total dir & ovhd expenses per acre	67.46
Net return per acre	-1.58
Government payments	-
Net return with govt pmts	-1.58
Labor & management charge	3.51
Net return over lbr & mgt	-5.09
<b>Cost of Production</b>	
Total direct expense per \$	0.92
Total dir & ovhd exp per \$	1.02
Less govt & other income	1.02
With labor & management	1.08
Machinery cost per acre	9.73
Est. labor hours per acre	0.31

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**Fallow on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	11
Number of farms	11
Acres	11.46
Yield per acre	-
Operators share of yield %	-
Value per unit	-
Total product return per acre	-
Miscellaneous income per acre	-
Gross return per acre	-
<b>Direct Expenses</b>	
Seed	0.78
Fuel & oil	8.53
Repairs	9.13
Operating interest	2.31
Miscellaneous	0.29
Total direct expenses per acre	21.04
Return over direct exp per acre	-21.04
<b>Overhead Expenses</b>	
Custom hire	1.87
Hired labor	1.72
Machinery leases	0.51
RE & pers. property taxes	9.18
Farm insurance	1.36
Utilities	0.84
Dues & professional fees	0.60
Interest	19.51
Mach & bldg depreciation	9.08
Miscellaneous	0.99
Total overhead expenses per acre	45.67
Total dir & ovhd expenses per acre	66.71
Net return per acre	-66.71
Government payments	11.78
Net return with govt pmts	-54.93
Labor & management charge	11.43
Net return over lbr & mgt	-66.35
<b>Cost of Production</b>	
Total direct expense per unit	-
Total dir & ovhd exp per unit	-
Less govt & other income	-
With labor & management	-
Machinery cost per acre	32.62
Est. labor hours per acre	1.50

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**Flax on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	5
Number of farms	5
Acres	33.00
Yield per acre (bu.)	24.57
Operators share of yield %	100.00
Value per bu.	13.90
Total product return per acre	341.56
Miscellaneous income per acre	5.33
Gross return per acre	346.90
<b>Direct Expenses</b>	
Seed	15.63
Fertilizer	15.08
Crop chemicals	18.92
Crop insurance	9.93
Fuel & oil	14.07
Repairs	12.74
Custom hire	3.65
Land rent	35.54
Operating interest	6.46
Miscellaneous	0.27
Total direct expenses per acre	132.31
Return over direct exp per acre	214.59
<b>Overhead Expenses</b>	
Custom hire	6.55
Hired labor	4.33
Machinery leases	1.75
Farm insurance	4.17
Utilities	2.35
Dues & professional fees	2.84
Interest	5.14
Mach & bldg depreciation	8.38
Miscellaneous	1.93
Total overhead expenses per acre	37.44
Total dir & ovhd expenses per acre	169.75
Net return per acre	177.14
Government payments	13.57
Net return with govt pmts	190.71
Labor & management charge	18.71
Net return over lbr & mgt	172.00
<b>Cost of Production</b>	
Total direct expense per bu.	5.39
Total dir & ovhd exp per bu.	6.91
Less govt & other income	6.14
With labor & management	6.90
Machinery cost per acre	51.95
Est. labor hours per acre	1.32

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**Grass Seed, Perennial Rye on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	6
Number of farms	5
Acres	182.83
Yield per acre (lb.)	683.32
Operators share of yield %	100.00
Value per lb.	0.42
Total product return per acre	286.87
Miscellaneous income per acre	5.94
Gross return per acre	292.80
<b>Direct Expenses</b>	
Seed	13.29
Fertilizer	51.78
Crop chemicals	39.31
Crop insurance	0.82
Fuel & oil	13.17
Repairs	14.58
Custom hire	5.26
Land rent	31.68
Operating interest	5.76
Total direct expenses per acre	175.68
Return over direct exp per acre	117.12
<b>Overhead Expenses</b>	
Custom hire	3.77
Hired labor	4.28
Farm insurance	3.24
Utilities	2.42
Dues & professional fees	1.23
Interest	3.64
Mach & bldg depreciation	9.44
Miscellaneous	2.38
Total overhead expenses per acre	30.41
Total dir & ovhd expenses per acre	206.09
Net return per acre	86.72
Government payments	12.71
Net return with govt pmts	99.43
Labor & management charge	20.40
Net return over lbr & mgt	79.03
<b>Cost of Production</b>	
Total direct expense per lb.	0.26
Total dir & ovhd exp per lb.	0.30
Less govt & other income	0.27
With labor & management	0.30
Machinery cost per acre	49.78
Est. labor hours per acre	1.10

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**Hay, Alfalfa on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	423	88	86
Number of farms	396	79	80
Acres	50.23	50.57	48.93
Yield per acre (ton)	3.59	1.92	5.36
Operators share of yield %	100.00	100.00	100.00
Value per ton	108.53	87.96	127.29
Other product return per acre	0.08	-	-
Total product return per acre	389.54	168.93	682.60
Miscellaneous income per acre	5.85	3.92	8.42
Gross return per acre	395.38	172.85	691.02
<b>Direct Expenses</b>			
Fertilizer	24.65	17.26	32.70
Crop chemicals	5.79	2.15	11.61
Crop insurance	1.34	1.74	0.72
Fuel & oil	29.33	33.02	29.85
Repairs	37.71	40.19	39.07
Custom hire	18.02	10.22	18.23
Operating interest	7.85	6.70	10.07
Miscellaneous	6.04	5.03	5.84
Total direct expenses per acre	130.72	116.31	148.09
Return over direct exp per acre	264.66	56.54	542.94
<b>Overhead Expenses</b>			
Custom hire	5.16	5.61	5.66
Hired labor	12.15	9.27	16.36
Machinery leases	2.89	5.23	0.97
Building leases	0.47	0.15	1.04
RE & pers. property taxes	11.17	8.38	14.91
Farm insurance	5.55	6.27	5.60
Utilities	4.66	4.59	4.82
Dues & professional fees	1.40	1.47	1.20
Interest	44.75	34.78	60.44
Mach & bldg depreciation	34.40	27.74	43.15
Miscellaneous	5.58	4.24	7.03
Total overhead expenses per acre	128.17	107.73	161.17
Total dir & ovhd expenses per acre	258.89	224.04	309.26
Net return per acre	136.49	-51.19	381.77
Government payments	11.08	10.87	11.14
Net return with govt pmts	147.58	-40.32	392.91
Labor & management charge	34.75	32.54	31.79
Net return over lbr & mgt	112.83	-72.85	361.12
<b>Cost of Production</b>			
Total direct expense per ton	36.43	60.56	27.62
Total dir & ovhd exp per ton	72.14	116.65	57.67
Less govt & other income	67.40	108.95	54.02
With labor & management	77.09	125.89	59.95
Machinery cost per acre	133.23	129.45	143.11
Est. labor hours per acre	4.25	4.18	4.01

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

**Hay, Alfalfa on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	448	89	85
Number of farms	394	78	79
Acres	60.66	50.67	72.55
Yield per acre (ton)	3.88	2.20	5.42
Operators share of yield %	100.00	100.00	100.00
Value per ton	111.60	88.30	126.33
Other product return per acre	0.19	0.94	-
Total product return per acre	433.49	195.12	684.74
Miscellaneous income per acre	3.32	2.41	6.34
Gross return per acre	436.80	197.52	691.08
<b>Direct Expenses</b>			
Seed	0.18	0.81	0.10
Fertilizer	29.27	23.04	24.92
Crop chemicals	7.71	5.21	11.73
Crop insurance	1.38	1.71	1.09
Storage	0.68	1.24	0.15
Fuel & oil	29.18	28.75	32.95
Repairs	38.00	37.89	38.76
Custom hire	23.40	25.51	18.50
Land rent	85.49	60.72	113.66
Hauling and trucking	0.19	-	0.75
Operating interest	7.68	8.51	6.48
Miscellaneous	5.61	5.08	6.88
Total direct expenses per acre	228.77	198.46	255.99
Return over direct exp per acre	208.03	-0.94	435.09
<b>Overhead Expenses</b>			
Custom hire	8.85	4.02	14.59
Hired labor	14.24	8.46	21.59
Machinery leases	3.24	2.47	1.48
Building leases	1.63	1.05	1.00
Farm insurance	4.74	4.85	4.88
Utilities	3.50	4.26	3.33
Dues & professional fees	1.70	1.24	1.68
Interest	10.38	8.14	10.79
Mach & bldg depreciation	29.54	23.84	31.34
Miscellaneous	5.18	4.76	5.39
Total overhead expenses per acre	83.00	63.08	96.06
Total dir & ovhd expenses per acre	311.77	261.55	352.05
Net return per acre	125.03	-64.02	339.03
Government payments	9.75	9.02	11.04
Net return with govt pmts	134.79	-55.00	350.07
Labor & management charge	31.72	33.23	32.33
Net return over lbr & mgt	103.06	-88.23	317.74
<b>Cost of Production</b>			
Total direct expense per ton	58.92	90.26	47.23
Total dir & ovhd exp per ton	80.30	118.94	64.95
Less govt & other income	76.89	113.32	61.75
With labor & management	85.06	128.43	67.71
Machinery cost per acre	139.71	128.02	145.00
Est. labor hours per acre	4.03	3.34	4.42

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

**Hay, Alfalfa on Share Rent**

	<b>Avg. Of All Farms</b>
Number of fields	11
Number of farms	11
Acres	50.19
Yield per acre (ton)	3.43
Operators share of yield %	68.17
Value per ton	88.77
Total product return per acre	207.74
Miscellaneous income per acre	-
Gross return per acre	207.74
<b>Direct Expenses</b>	
Fertilizer	7.54
Crop chemicals	0.53
Fuel & oil	26.09
Repairs	37.48
Custom hire	4.37
Operating interest	6.46
Miscellaneous	4.23
Total direct expenses per acre	86.70
Return over direct exp per acre	121.04
<b>Overhead Expenses</b>	
Hired labor	2.77
Machinery leases	11.94
Farm insurance	5.64
Utilities	3.97
Dues & professional fees	1.41
Interest	15.70
Mach & bldg depreciation	32.45
Miscellaneous	7.55
Total overhead expenses per acre	81.43
Total dir & ovhd expenses per acre	168.13
Net return per acre	39.61
Government payments	3.50
Net return with govt pmts	43.12
Labor & management charge	30.57
Net return over lbr & mgt	12.54
<b>Cost of Production</b>	
Total direct expense per ton	37.05
Total dir & ovhd exp per ton	71.84
Less govt & other income	70.34
With labor & management	83.41
Machinery cost per acre	125.99
Est. labor hours per acre	3.67

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

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

	<b>Avg. Of All Farms</b>
Number of fields	27
Number of farms	20
Acres	60.77
Yield per acre (ton)	3.51
Operators share of yield %	100.00
Value per ton	150.05
Total product return per acre	526.25
Miscellaneous income per acre	-
Gross return per acre	526.25
<b>Direct Expenses</b>	
Seed	5.96
Fertilizer	30.92
Crop insurance	1.73
Fuel & oil	36.56
Repairs	40.45
Custom hire	64.75
Hauling and trucking	8.33
Organic certification	2.71
Operating interest	7.69
Miscellaneous	0.78
Total direct expenses per acre	199.88
Return over direct exp per acre	326.37
<b>Overhead Expenses</b>	
Custom hire	21.08
Hired labor	14.94
Machinery leases	6.12
RE & pers. property taxes	10.39
Farm insurance	8.59
Utilities	5.86
Dues & professional fees	9.73
Interest	46.75
Mach & bldg depreciation	33.91
Miscellaneous	6.51
Total overhead expenses per acre	163.89
Total dir & ovhd expenses per acre	363.77
Net return per acre	162.48
Government payments	12.96
Net return with govt pmts	175.44
Labor & management charge	45.82
Net return over lbr & mgt	129.61
<b>Cost of Production</b>	
Total direct expense per ton	56.99
Total dir & ovhd exp per ton	103.72
Less govt & other income	100.02
With labor & management	113.09
Machinery cost per acre	213.50
Est. labor hours per acre	4.57

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

**Hay, Alfalfa, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	24
Number of farms	16
Acres	80.80
Yield per acre (ton)	3.18
Operators share of yield %	100.00
Value per ton	139.15
Total product return per acre	442.76
Miscellaneous income per acre	1.19
Gross return per acre	443.95
<b>Direct Expenses</b>	
Seed	7.01
Fertilizer	30.40
Non-chemical crop protect	1.28
Fuel & oil	27.89
Repairs	33.76
Custom hire	39.53
Land rent	67.72
Hauling and trucking	7.06
Organic certification	2.27
Operating interest	11.89
Miscellaneous	2.06
Total direct expenses per acre	230.85
Return over direct exp per acre	213.10
<b>Overhead Expenses</b>	
Custom hire	25.37
Hired labor	21.72
Machinery leases	1.67
Farm insurance	9.53
Utilities	4.70
Dues & professional fees	2.70
Interest	5.36
Mach & bldg depreciation	32.16
Miscellaneous	18.67
Total overhead expenses per acre	121.88
Total dir & ovhd expenses per acre	352.73
Net return per acre	91.22
Government payments	15.37
Net return with govt pmts	106.59
Labor & management charge	33.23
Net return over lbr & mgt	73.36
<b>Cost of Production</b>	
Total direct expense per ton	72.55
Total dir & ovhd exp per ton	110.85
Less govt & other income	105.65
With labor & management	116.09
Machinery cost per acre	164.20
Est. labor hours per acre	3.19

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

**Hay, Grass on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	123	24	26
Number of farms	121	24	25
Acres	25.41	28.25	16.08
Yield per acre (ton)	1.94	0.89	3.56
Operators share of yield %	100.00	100.00	100.00
Value per ton	68.19	59.39	81.73
Total product return per acre	132.02	52.90	290.57
Miscellaneous income per acre	0.99	-	-
Gross return per acre	133.01	52.90	290.57
<b>Direct Expenses</b>			
Fertilizer	5.10	3.07	12.09
Fuel & oil	16.06	20.21	13.08
Repairs	17.75	16.68	12.16
Custom hire	4.77	5.88	12.86
Hired labor	0.73	2.32	-
Operating interest	3.78	1.71	2.81
Miscellaneous	1.48	1.71	1.52
Total direct expenses per acre	49.67	51.58	54.53
Return over direct exp per acre	83.35	1.32	236.04
<b>Overhead Expenses</b>			
Custom hire	2.72	3.04	5.64
Hired labor	6.44	5.18	6.36
Machinery leases	0.97	0.54	0.17
Building leases	0.29	-	0.82
RE & pers. property taxes	7.20	5.62	11.94
Farm insurance	2.70	1.80	3.02
Utilities	1.89	1.18	2.02
Dues & professional fees	0.55	0.54	0.29
Interest	34.73	24.85	49.17
Mach & bldg depreciation	17.09	14.54	18.66
Miscellaneous	2.17	1.50	4.44
Total overhead expenses per acre	76.76	58.80	102.54
Total dir & ovhd expenses per acre	126.42	110.37	157.07
Net return per acre	6.59	-57.47	133.50
Government payments	4.04	2.01	6.09
Net return with govt pmts	10.63	-55.46	139.59
Labor & management charge	18.66	19.12	17.97
Net return over lbr & mgt	-8.04	-74.58	121.62
<b>Cost of Production</b>			
Total direct expense per ton	25.65	57.91	15.34
Total dir & ovhd exp per ton	65.29	123.92	44.18
Less govt & other income	62.70	121.66	42.47
With labor & management	72.34	143.13	47.52
Machinery cost per acre	64.30	67.00	67.39
Est. labor hours per acre	2.91	3.42	2.28

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

**Hay, Grass on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	118	23	24
Number of farms	106	21	22
Acres	69.41	55.43	37.21
Yield per acre (ton)	1.63	1.33	3.43
Operators share of yield %	100.00	100.00	100.00
Value per ton	71.26	68.20	71.23
Total product return per acre	115.94	90.43	244.15
Miscellaneous income per acre	1.72	0.90	1.65
Gross return per acre	117.66	91.33	245.80
<b>Direct Expenses</b>			
Fertilizer	6.01	13.59	5.46
Crop insurance	0.12	0.54	0.34
Fuel & oil	12.56	11.56	19.10
Repairs	14.36	19.54	20.56
Custom hire	3.76	15.47	7.23
Land rent	24.56	47.07	23.57
Operating interest	3.55	5.12	2.63
Miscellaneous	1.53	2.99	1.10
Total direct expenses per acre	66.44	115.87	79.98
Return over direct exp per acre	51.21	-24.54	165.82
<b>Overhead Expenses</b>			
Custom hire	1.17	1.65	4.56
Hired labor	3.83	5.29	9.85
Machinery leases	0.99	0.60	0.92
Building leases	0.31	0.22	0.78
Farm insurance	1.40	1.10	2.17
Utilities	0.88	0.77	0.95
Dues & professional fees	0.54	0.36	0.35
Interest	5.19	4.38	11.15
Mach & bldg depreciation	14.09	12.26	15.06
Miscellaneous	2.27	2.33	2.22
Total overhead expenses per acre	30.67	28.97	48.02
Total dir & ovhd expenses per acre	97.11	144.84	128.00
Net return per acre	20.55	-53.51	117.81
Government payments	2.34	2.16	2.99
Net return with govt pmts	22.89	-51.35	120.80
Labor & management charge	12.17	10.35	14.33
Net return over lbr & mgt	10.71	-61.70	106.47
<b>Cost of Production</b>			
Total direct expense per ton	40.84	87.38	23.33
Total dir & ovhd exp per ton	59.69	109.23	37.34
Less govt & other income	57.19	106.93	35.99
With labor & management	64.67	114.73	40.17
Machinery cost per acre	51.26	64.93	77.19
Est. labor hours per acre	2.20	1.80	3.19

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

**Hay, Grass on Share Rent**

	<b>Avg. Of All Farms</b>
Number of fields	20
Number of farms	9
Acres	61.15
Yield per acre (ton)	1.31
Operators share of yield %	78.08
Value per ton	75.46
Total product return per acre	77.29
Miscellaneous income per acre	-
Gross return per acre	77.29
<b>Direct Expenses</b>	
Fuel & oil	15.25
Repairs	10.36
Custom hire	1.39
Hired labor	2.80
Miscellaneous	2.62
Total direct expenses per acre	32.42
Return over direct exp per acre	44.87
<b>Overhead Expenses</b>	
Hired labor	6.58
Machinery leases	1.17
Farm insurance	2.66
Utilities	0.91
Dues & professional fees	1.84
Interest	6.40
Mach & bldg depreciation	12.28
Miscellaneous	4.25
Total overhead expenses per acre	36.08
Total dir & ovhd expenses per acre	68.50
Net return per acre	8.79
Government payments	-
Net return with govt pmts	8.79
Labor & management charge	14.46
Net return over lbr & mgt	-5.67
<b>Cost of Production</b>	
Total direct expense per ton	31.65
Total dir & ovhd exp per ton	66.88
Less govt & other income	66.88
With labor & management	81.00
Machinery cost per acre	46.28
Est. labor hours per acre	2.45

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

**Hay, Grass, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	7
Number of farms	7
Acres	56.77
Yield per acre (ton)	2.25
Operators share of yield %	100.00
Value per ton	102.48
Total product return per acre	230.67
Miscellaneous income per acre	-
Gross return per acre	230.67
<b>Direct Expenses</b>	
Seed	2.45
Fertilizer	6.68
Fuel & oil	13.30
Repairs	17.99
Custom hire	24.88
Miscellaneous	3.20
Total direct expenses per acre	68.50
Return over direct exp per acre	162.18
<b>Overhead Expenses</b>	
Hired labor	8.65
Machinery leases	0.64
RE & pers. property taxes	9.65
Farm insurance	4.22
Utilities	2.02
Dues & professional fees	1.38
Interest	48.80
Mach & bldg depreciation	24.94
Miscellaneous	1.87
Total overhead expenses per acre	102.17
Total dir & ovhd expenses per acre	170.66
Net return per acre	60.01
Government payments	10.01
Net return with govt pmts	70.02
Labor & management charge	14.16
Net return over lbr & mgt	55.86
<b>Cost of Production</b>	
Total direct expense per ton	30.43
Total dir & ovhd exp per ton	75.82
Less govt & other income	71.37
With labor & management	77.66
Machinery cost per acre	87.74
Est. labor hours per acre	2.04

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

**Hay, Grass, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	6
Number of farms	6
Acres	57.35
Yield per acre (ton)	2.95
Operators share of yield %	100.00
Value per ton	104.69
Total product return per acre	308.76
Miscellaneous income per acre	1.45
Gross return per acre	310.22
<b>Direct Expenses</b>	
Seed	2.39
Fertilizer	10.65
Fuel & oil	15.62
Repairs	16.63
Custom hire	35.33
Land rent	74.54
Organic certification	0.37
Operating interest	0.12
Miscellaneous	2.35
Total direct expenses per acre	158.00
Return over direct exp per acre	152.22
<b>Overhead Expenses</b>	
Hired labor	14.15
Machinery leases	0.41
Farm insurance	3.39
Utilities	0.81
Dues & professional fees	1.67
Interest	13.60
Mach & bldg depreciation	24.35
Miscellaneous	1.83
Total overhead expenses per acre	60.19
Total dir & ovhd expenses per acre	218.19
Net return per acre	92.02
Government payments	8.14
Net return with govt pmts	100.16
Labor & management charge	10.59
Net return over lbr & mgt	89.56
<b>Cost of Production</b>	
Total direct expense per ton	53.57
Total dir & ovhd exp per ton	73.98
Less govt & other income	70.73
With labor & management	74.32
Machinery cost per acre	100.64
Est. labor hours per acre	2.48

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

**Hay, Mixed on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	77	13	15
Number of farms	69	13	14
Acres	66.88	74.37	20.65
Yield per acre (ton)	1.99	1.38	3.53
Operators share of yield %	100.00	100.00	100.00
Value per ton	64.45	54.48	84.88
Total product return per acre	128.27	75.33	299.88
Miscellaneous income per acre	2.71	2.16	-
Gross return per acre	130.98	77.49	299.88
<b>Direct Expenses</b>			
Seed	0.29	1.57	-
Fertilizer	20.24	29.53	15.24
Crop insurance	0.83	1.24	0.44
Fuel & oil	16.49	15.06	18.89
Repairs	18.25	19.53	21.38
Custom hire	0.79	0.76	3.45
Operating interest	2.56	2.50	5.90
Miscellaneous	4.49	6.32	0.48
Total direct expenses per acre	63.94	76.50	65.80
Return over direct exp per acre	67.04	0.99	234.08
<b>Overhead Expenses</b>			
Custom hire	2.25	2.32	0.36
Hired labor	5.02	1.48	3.73
Machinery leases	1.18	0.27	0.95
RE & pers. property taxes	6.36	6.60	8.98
Farm insurance	2.91	1.72	5.57
Utilities	2.08	1.70	3.46
Dues & professional fees	0.69	0.33	1.04
Interest	18.70	21.85	33.54
Mach & bldg depreciation	20.77	19.35	20.50
Miscellaneous	3.23	2.73	3.71
Total overhead expenses per acre	63.19	58.35	81.84
Total dir & ovhd expenses per acre	127.13	134.85	147.63
Net return per acre	3.85	-57.36	152.25
Government payments	5.49	4.17	8.59
Net return with govt pmts	9.34	-53.19	160.83
Labor & management charge	23.08	22.62	30.51
Net return over lbr & mgt	-13.74	-75.81	130.33
<b>Cost of Production</b>			
Total direct expense per ton	32.13	55.33	18.62
Total dir & ovhd exp per ton	63.88	97.53	41.78
Less govt & other income	59.76	92.96	39.35
With labor & management	71.36	109.32	47.99
Machinery cost per acre	63.65	64.97	68.53
Est. labor hours per acre	2.84	1.62	4.66

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**Minnesota State Colleges and Universities**  
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**Hay, Mixed on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	95	20	19
Number of farms	78	15	16
Acres	82.13	54.79	59.24
Yield per acre (ton)	1.86	1.36	3.22
Operators share of yield %	100.00	100.00	100.00
Value per ton	78.18	57.82	96.38
Total product return per acre	145.14	78.65	310.04
Miscellaneous income per acre	2.01	3.38	-
Gross return per acre	147.15	82.03	310.04
<b>Direct Expenses</b>			
Seed	0.37	2.66	-
Fertilizer	13.58	24.00	20.62
Crop chemicals	0.37	-	1.11
Crop insurance	0.60	2.95	0.06
Fuel & oil	17.33	21.12	19.18
Repairs	21.20	30.35	19.39
Custom hire	3.93	0.27	22.47
Land rent	20.11	25.65	44.72
Marketing	0.23	-	1.33
Operating interest	3.67	3.87	10.45
Miscellaneous	3.31	6.70	3.45
Total direct expenses per acre	84.69	117.57	142.79
Return over direct exp per acre	62.46	-35.53	167.26
<b>Overhead Expenses</b>			
Custom hire	2.24	0.50	3.68
Hired labor	4.80	3.42	3.81
Machinery leases	1.16	4.33	0.23
Farm insurance	2.85	2.21	3.79
Utilities	2.13	2.03	2.74
Dues & professional fees	0.59	1.45	1.11
Interest	5.12	10.32	7.02
Mach & bldg depreciation	16.88	21.75	12.17
Miscellaneous	2.92	2.67	4.99
Total overhead expenses per acre	38.68	48.68	39.53
Total dir & ovhd expenses per acre	123.38	166.25	182.32
Net return per acre	23.78	-84.22	127.72
Government payments	6.03	6.76	10.73
Net return with govt pmnts	29.81	-77.46	138.46
Labor & management charge	17.55	18.46	19.40
Net return over lbr & mgt	12.26	-95.92	119.05
<b>Cost of Production</b>			
Total direct expense per ton	45.62	86.43	44.38
Total dir & ovhd exp per ton	66.45	122.22	56.67
Less govt & other income	62.12	114.77	53.34
With labor & management	71.58	128.34	59.37
Machinery cost per acre	66.24	87.59	81.31
Est. labor hours per acre	2.66	1.90	3.20

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

**Hay, Native Grass on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	6
Number of farms	6
Acres	20.75
Yield per acre (ton)	2.23
Operators share of yield %	100.00
Value per ton	83.13
Other product return per acre	8.93
Total product return per acre	194.32
Miscellaneous income per acre	-
Gross return per acre	194.32
<b>Direct Expenses</b>	
Fertilizer	7.04
Fuel & oil	10.87
Repairs	22.82
Custom hire	11.91
Operating interest	4.20
Total direct expenses per acre	56.84
Return over direct exp per acre	137.48
<b>Overhead Expenses</b>	
Custom hire	3.58
Hired labor	3.36
RE & pers. property taxes	7.20
Farm insurance	3.14
Utilities	1.49
Dues & professional fees	0.64
Interest	8.12
Mach & bldg depreciation	19.71
Miscellaneous	4.53
Total overhead expenses per acre	51.78
Total dir & ovhd expenses per acre	108.62
Net return per acre	85.71
Government payments	4.49
Net return with govt pmts	90.20
Labor & management charge	23.94
Net return over lbr & mgt	66.26
<b>Cost of Production</b>	
Total direct expense per ton	25.49
Total dir & ovhd exp per ton	48.71
Less govt & other income	42.69
With labor & management	53.42
Machinery cost per acre	69.40
Est. labor hours per acre	1.29

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

**Hay, Native Grass on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	9
Number of farms	9
Acres	32.11
Yield per acre (ton)	2.09
Operators share of yield %	100.00
Value per ton	67.58
Other product return per acre	2.69
Total product return per acre	143.89
Miscellaneous income per acre	-
Gross return per acre	143.89
<b>Direct Expenses</b>	
Fertilizer	0.73
Fuel & oil	12.62
Repairs	11.52
Custom hire	3.79
Land rent	21.84
Operating interest	3.79
Total direct expenses per acre	54.28
Return over direct exp per acre	89.61
<b>Overhead Expenses</b>	
Custom hire	1.00
Hired labor	2.65
Farm insurance	3.13
Utilities	2.96
Dues & professional fees	0.51
Interest	1.02
Mach & bldg depreciation	15.21
Miscellaneous	1.95
Total overhead expenses per acre	28.41
Total dir & ovhd expenses per acre	82.69
Net return per acre	61.19
Government payments	0.25
Net return with govt pmts	61.44
Labor & management charge	21.34
Net return over lbr & mgt	40.10
<b>Cost of Production</b>	
Total direct expense per ton	25.98
Total dir & ovhd exp per ton	39.58
Less govt & other income	38.18
With labor & management	48.39
Machinery cost per acre	43.84
Est. labor hours per acre	2.23

**Crop Enterprise Analysis**  
**Minnesota State Colleges and Universities**  
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**Hay, Small Grain on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	6
Number of farms	6
Acres	51.50
Yield per acre (ton)	1.97
Operators share of yield %	100.00
Value per ton	59.42
Total product return per acre	116.96
Miscellaneous income per acre	5.70
Gross return per acre	122.66
<b>Direct Expenses</b>	
Seed	9.09
Fertilizer	22.08
Crop chemicals	0.64
Crop insurance	2.58
Fuel & oil	24.31
Repairs	16.95
Operating interest	4.14
Miscellaneous	5.29
Total direct expenses per acre	85.07
Return over direct exp per acre	37.59
<b>Overhead Expenses</b>	
Custom hire	1.14
Hired labor	4.75
Machinery leases	1.25
RE & pers. property taxes	4.72
Farm insurance	2.09
Utilities	3.53
Dues & professional fees	0.64
Interest	17.04
Mach & bldg depreciation	12.92
Miscellaneous	5.47
Total overhead expenses per acre	53.54
Total dir & ovhd expenses per acre	138.61
Net return per acre	-15.95
Government payments	6.42
Net return with govt pmts	-9.53
Labor & management charge	25.50
Net return over lbr & mgt	-35.04
<b>Cost of Production</b>	
Total direct expense per ton	43.22
Total dir & ovhd exp per ton	70.42
Less govt & other income	64.27
With labor & management	77.23
Machinery cost per acre	58.36
Est. labor hours per acre	2.72

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**Haylage, Alfalfa on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	38	7	8
Number of farms	38	7	8
Acres	61.01	49.09	49.86
Yield per acre (ton)	7.05	3.84	9.45
Operators share of yield %	100.00	100.00	100.00
Value per ton	55.89	51.93	60.37
Total product return per acre	394.08	199.33	570.60
Miscellaneous income per acre	5.98	9.20	2.24
Gross return per acre	400.07	208.53	572.85
<b>Direct Expenses</b>			
Seed	0.91	1.68	-
Fertilizer	36.24	47.20	29.08
Crop chemicals	7.04	7.44	8.45
Crop insurance	1.48	0.89	3.48
Storage	1.22	-	-
Fuel & oil	25.25	20.44	36.23
Repairs	27.81	20.53	32.30
Custom hire	11.58	0.25	-
Operating interest	3.17	2.76	1.45
Miscellaneous	3.49	3.73	0.55
Total direct expenses per acre	118.18	104.91	111.56
Return over direct exp per acre	281.89	103.61	461.29
<b>Overhead Expenses</b>			
Custom hire	2.81	1.14	4.06
Hired labor	11.14	14.38	16.81
Machinery leases	0.95	0.92	3.46
Building leases	1.79	0.29	0.21
RE & pers. property taxes	8.95	7.23	8.74
Farm insurance	3.24	2.28	6.57
Utilities	2.90	1.70	3.26
Dues & professional fees	0.95	0.35	0.96
Interest	52.20	30.10	61.82
Mach & bldg depreciation	24.19	24.41	41.49
Miscellaneous	6.30	4.35	4.25
Total overhead expenses per acre	115.41	87.15	151.63
Total dir & ovhd expenses per acre	233.59	192.06	263.19
Net return per acre	166.47	16.46	309.66
Government payments	11.91	10.26	11.00
Net return with govt pmts	178.38	26.72	320.66
Labor & management charge	26.67	18.56	29.71
Net return over lbr & mgt	151.71	8.16	290.94
<b>Cost of Production</b>			
Total direct expense per ton	16.76	27.33	11.80
Total dir & ovhd exp per ton	33.13	50.04	27.84
Less govt & other income	30.59	44.97	26.44
With labor & management	34.38	49.81	29.59
Machinery cost per acre	97.26	70.93	111.27
Est. labor hours per acre	3.72	4.60	4.24

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**Haylage, Alfalfa on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	35	7	7
Number of farms	35	7	7
Acres	93.50	64.57	57.08
Yield per acre (ton)	6.82	4.46	8.27
Operators share of yield %	100.00	100.00	100.00
Value per ton	55.91	50.76	68.96
Other product return per acre	0.44	-	-
Total product return per acre	381.49	226.50	570.58
Miscellaneous income per acre	11.21	7.08	13.50
Gross return per acre	392.70	233.58	584.08
<b>Direct Expenses</b>			
Seed	1.48	-	5.15
Fertilizer	40.43	35.31	37.77
Crop chemicals	6.37	4.09	7.23
Crop insurance	1.79	-	5.75
Storage	3.33	1.45	10.60
Fuel & oil	26.76	14.38	32.66
Repairs	32.37	23.14	34.61
Custom hire	8.27	30.54	-
Land rent	81.65	96.62	78.40
Machinery leases	0.32	2.33	-
Operating interest	5.67	3.49	4.91
Miscellaneous	9.46	0.03	20.96
Total direct expenses per acre	217.89	211.38	238.03
Return over direct exp per acre	174.81	22.20	346.05
<b>Overhead Expenses</b>			
Custom hire	4.47	7.39	6.93
Hired labor	18.62	17.27	16.99
Machinery leases	0.99	1.67	3.01
Building leases	1.27	0.89	0.16
Farm insurance	3.03	3.24	5.19
Utilities	1.96	2.16	1.66
Dues & professional fees	1.42	1.57	0.82
Interest	8.92	4.21	12.29
Mach & bldg depreciation	27.93	13.40	38.06
Miscellaneous	4.68	6.17	2.51
Total overhead expenses per acre	73.30	57.98	87.63
Total dir & ovhd expenses per acre	291.19	269.36	325.66
Net return per acre	101.51	-35.78	258.42
Government payments	9.37	9.60	13.31
Net return with govt pmts	110.88	-26.18	271.73
Labor & management charge	21.48	21.58	25.51
Net return over lbr & mgt	89.41	-47.76	246.22
<b>Cost of Production</b>			
Total direct expense per ton	31.97	47.37	28.77
Total dir & ovhd exp per ton	42.73	60.36	39.36
Less govt & other income	39.64	56.62	36.12
With labor & management	42.79	61.46	39.20
Machinery cost per acre	106.06	96.17	114.52
Est. labor hours per acre	4.31	3.12	2.37

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**Oatlage on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	6
Number of farms	5
Acres	13.98
Yield per acre (ton)	7.00
Operators share of yield %	100.00
Value per ton	18.74
Total product return per acre	131.18
Miscellaneous income per acre	-
Gross return per acre	131.18
<b>Direct Expenses</b>	
Seed	10.26
Fertilizer	22.43
Crop chemicals	1.72
Fuel & oil	21.68
Repairs	18.67
Custom hire	4.73
Operating interest	1.13
Miscellaneous	0.24
Total direct expenses per acre	80.85
Return over direct exp per acre	50.33
<b>Overhead Expenses</b>	
Hired labor	1.84
Machinery leases	1.59
RE & pers. property taxes	13.53
Farm insurance	5.64
Utilities	5.05
Interest	46.49
Mach & bldg depreciation	21.26
Miscellaneous	9.00
Total overhead expenses per acre	104.39
Total dir & ovhd expenses per acre	185.24
Net return per acre	-54.06
Government payments	17.67
Net return with govt pmts	-36.38
Labor & management charge	34.91
Net return over lbr & mgt	-71.30
<b>Cost of Production</b>	
Total direct expense per ton	11.55
Total dir & ovhd exp per ton	26.46
Less govt & other income	23.94
With labor & management	28.92
Machinery cost per acre	68.78
Est. labor hours per acre	3.52

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**Oatlage on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	13
Number of farms	10
Acres	24.92
Yield per acre (ton)	3.74
Operators share of yield %	100.00
Value per ton	34.33
Total product return per acre	128.34
Miscellaneous income per acre	-
Gross return per acre	128.34
<b>Direct Expenses</b>	
Seed	17.31
Fertilizer	3.18
Crop chemicals	2.78
Fuel & oil	23.22
Repairs	31.54
Custom hire	2.37
Land rent	56.21
Operating interest	9.56
Miscellaneous	0.68
Total direct expenses per acre	146.85
Return over direct exp per acre	-18.51
<b>Overhead Expenses</b>	
Custom hire	14.04
Hired labor	11.59
Machinery leases	1.20
Building leases	0.68
Farm insurance	2.19
Utilities	2.18
Dues & professional fees	0.88
Interest	16.88
Mach & bldg depreciation	23.46
Miscellaneous	5.99
Total overhead expenses per acre	79.09
Total dir & ovhd expenses per acre	225.94
Net return per acre	-97.60
Government payments	20.58
Net return with govt pmts	-77.02
Labor & management charge	18.96
Net return over lbr & mgt	-95.98
<b>Cost of Production</b>	
Total direct expense per ton	39.28
Total dir & ovhd exp per ton	60.43
Less govt & other income	54.93
With labor & management	60.00
Machinery cost per acre	108.56
Est. labor hours per acre	2.94

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**Oats on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	78	15	15
Number of farms	75	15	15
Acres	27.96	27.45	19.95
Yield per acre (bu.)	74.09	42.30	108.93
Operators share of yield %	100.00	100.00	100.00
Value per bu.	2.40	2.19	2.44
Other product return per acre	4.50	5.71	4.10
Total product return per acre	182.58	98.27	269.33
Miscellaneous income per acre	27.59	15.36	91.78
Gross return per acre	210.18	113.63	361.12
<b>Direct Expenses</b>			
Seed	10.00	11.24	13.33
Fertilizer	16.64	17.39	11.42
Crop chemicals	5.53	2.91	7.88
Crop insurance	2.85	1.05	4.43
Fuel & oil	14.01	18.15	16.67
Repairs	16.60	18.20	18.24
Custom hire	4.21	-	10.89
Hired labor	0.20	-	1.47
Operating interest	3.42	2.26	2.03
Miscellaneous	1.61	3.10	2.08
Total direct expenses per acre	75.07	74.31	88.44
Return over direct exp per acre	135.11	39.32	272.67
<b>Overhead Expenses</b>			
Custom hire	1.58	2.08	2.40
Hired labor	3.59	5.32	2.84
Machinery leases	0.43	0.16	1.24
RE & pers. property taxes	7.29	5.85	10.32
Farm insurance	3.82	2.57	3.21
Utilities	2.59	1.70	2.79
Dues & professional fees	1.08	0.89	2.40
Interest	25.40	12.14	48.94
Mach & bldg depreciation	17.58	26.64	19.16
Miscellaneous	3.08	1.87	2.75
Total overhead expenses per acre	66.43	59.22	96.05
Total dir & ovhd expenses per acre	141.50	133.53	184.50
Net return per acre	68.67	-19.90	176.62
Government payments	11.83	8.50	11.37
Net return with govt pmts	80.50	-11.41	187.99
Labor & management charge	18.98	19.09	17.81
Net return over lbr & mgt	61.52	-30.50	170.18
<b>Cost of Production</b>			
Total direct expense per bu.	1.01	1.76	0.81
Total dir & ovhd exp per bu.	1.91	3.16	1.69
Less govt & other income	1.32	2.46	0.71
With labor & management	1.57	2.91	0.87
Machinery cost per acre	58.62	67.47	71.69
Est. labor hours per acre	2.37	3.89	1.74

**Crop Enterprise Analysis**  
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**Oats on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	75	14	17
Number of farms	73	14	15
Acres	37.60	23.35	28.39
Yield per acre (bu.)	71.37	49.22	92.78
Operators share of yield %	100.00	100.00	100.00
Value per bu.	2.55	2.38	2.93
Other product return per acre	4.00	5.42	10.73
Total product return per acre	185.87	122.74	282.63
Miscellaneous income per acre	31.88	27.05	59.44
Gross return per acre	217.75	149.79	342.06
<b>Direct Expenses</b>			
Seed	11.66	11.60	11.60
Fertilizer	20.65	19.74	19.69
Crop chemicals	5.92	3.29	4.55
Crop insurance	2.90	4.30	3.67
Fuel & oil	14.73	18.18	17.78
Repairs	17.78	27.22	25.43
Custom hire	1.67	2.01	2.49
Land rent	46.03	69.67	55.43
Hauling and trucking	0.89	-	-
Operating interest	3.49	7.34	4.16
Miscellaneous	1.31	0.32	0.62
Total direct expenses per acre	127.03	163.66	145.42
Return over direct exp per acre	90.72	-13.87	196.64
<b>Overhead Expenses</b>			
Repairs	1.12	-	-
Custom hire	2.89	1.01	10.65
Hired labor	3.59	5.28	3.04
Machinery leases	0.91	0.54	1.30
Farm insurance	2.00	2.33	2.32
Utilities	1.45	1.97	2.02
Dues & professional fees	0.86	1.00	1.11
Interest	5.83	3.69	5.59
Mach & bldg depreciation	14.90	17.66	15.16
Miscellaneous	2.61	1.89	6.01
Total overhead expenses per acre	36.17	35.38	47.21
Total dir & ovhd expenses per acre	163.20	199.04	192.64
Net return per acre	54.55	-49.25	149.43
Government payments	9.47	12.98	11.36
Net return with govt pmts	64.02	-36.28	160.79
Labor & management charge	15.15	17.25	19.17
Net return over lbr & mgt	48.87	-53.53	141.62
<b>Cost of Production</b>			
Total direct expense per bu.	1.78	3.32	1.57
Total dir & ovhd exp per bu.	2.29	4.04	2.08
Less govt & other income	1.65	3.12	1.20
With labor & management	1.86	3.47	1.40
Machinery cost per acre	58.86	69.01	77.06
Est. labor hours per acre	2.01	2.66	1.61

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**Oats, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	7
Number of farms	5
Acres	51.80
Yield per acre (bu.)	82.43
Operators share of yield %	100.00
Value per bu.	4.14
Total product return per acre	341.48
Miscellaneous income per acre	33.51
Gross return per acre	374.99
<b>Direct Expenses</b>	
Seed	11.45
Fertilizer	12.69
Crop insurance	7.45
Fuel & oil	22.90
Repairs	21.63
Custom hire	22.83
Hauling and trucking	2.40
Organic certification	2.35
Operating interest	3.91
Miscellaneous	0.55
Total direct expenses per acre	108.16
Return over direct exp per acre	266.84
<b>Overhead Expenses</b>	
Custom hire	5.24
Hired labor	13.30
Machinery leases	7.66
RE & pers. property taxes	14.29
Farm insurance	6.25
Utilities	4.98
Dues & professional fees	5.29
Interest	53.78
Mach & bldg depreciation	28.64
Miscellaneous	7.63
Total overhead expenses per acre	147.06
Total dir & ovhd expenses per acre	255.21
Net return per acre	119.78
Government payments	17.64
Net return with govt pmts	137.42
Labor & management charge	39.76
Net return over lbr & mgt	97.66
<b>Cost of Production</b>	
Total direct expense per bu.	1.31
Total dir & ovhd exp per bu.	3.10
Less govt & other income	2.48
With labor & management	2.96
Machinery cost per acre	113.15
Est. labor hours per acre	3.55

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**Pasture on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	96	18	20
Number of farms	93	18	19
Acres	84.53	74.06	56.53
Yield per acre (aum)	2.18	0.80	4.82
Operators share of yield %	100.00	100.00	100.00
Value per aum	12.51	8.04	16.36
Other product return per acre	0.02	-	-
Total product return per acre	27.31	6.42	78.88
Miscellaneous income per acre	0.34	-	-
Gross return per acre	27.65	6.42	78.88
<b>Direct Expenses</b>			
Seed	0.68	0.82	-
Fertilizer	1.18	2.94	0.90
Fuel & oil	2.29	3.20	2.19
Repairs	2.51	2.93	2.51
Operating interest	0.52	0.30	0.62
Miscellaneous	0.36	0.42	0.40
Total direct expenses per acre	7.54	10.61	6.62
Return over direct exp per acre	20.11	-4.19	72.26
<b>Overhead Expenses</b>			
Custom hire	0.42	1.25	0.42
Hired labor	0.50	0.37	0.85
RE & pers. property taxes	5.36	6.57	7.15
Utilities	0.35	0.26	0.54
Interest	15.61	26.74	16.70
Mach & bldg depreciation	2.03	1.99	2.43
Miscellaneous	1.27	1.02	1.22
Total overhead expenses per acre	25.54	38.21	29.32
Total dir & ovhd expenses per acre	33.08	48.82	35.93
Net return per acre	-5.43	-42.40	42.95
Government payments	0.99	0.53	1.87
Net return with govt pmts	-4.44	-41.87	44.82
Labor & management charge	2.96	2.74	3.37
Net return over lbr & mgt	-7.39	-44.62	41.46
<b>Cost of Production</b>			
Total direct expense per aum	3.46	13.28	1.37
Total dir & ovhd exp per aum	15.16	61.10	7.45
Less govt & other income	14.54	60.44	7.06
With labor & management	15.89	63.88	7.76
Machinery cost per acre	7.85	10.21	7.80
Est. labor hours per acre	0.41	0.34	0.47

**Crop Enterprise Analysis**  
**Minnesota State Colleges and Universities**  
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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	60	12	12
Number of farms	59	11	12
Acres	155.10	66.77	152.75
Yield per acre (aum)	2.08	1.12	4.75
Operators share of yield %	100.00	100.00	100.00
Value per aum	10.95	14.38	8.60
Total product return per acre	22.77	16.06	40.82
Miscellaneous income per acre	0.13	0.48	-
Gross return per acre	22.89	16.54	40.82
<b>Direct Expenses</b>			
Fertilizer	0.83	1.97	0.39
Crop chemicals	0.25	-	1.13
Fuel & oil	1.96	2.51	2.28
Repairs	2.17	2.19	2.64
Land rent	13.95	40.88	10.92
Operating interest	0.65	0.62	0.50
Miscellaneous	0.25	0.01	-
Total direct expenses per acre	20.05	48.19	17.88
Return over direct exp per acre	2.85	-31.65	22.94
<b>Overhead Expenses</b>			
Custom hire	0.25	0.23	0.76
Interest	0.56	1.11	0.34
Mach & bldg depreciation	1.93	1.77	1.77
Miscellaneous	1.64	1.47	1.84
Total overhead expenses per acre	4.39	4.58	4.71
Total dir & ovhd expenses per acre	24.44	52.77	22.59
Net return per acre	-1.54	-36.22	18.23
Government payments	0.28	1.48	-
Net return with govt pmnts	-1.26	-34.74	18.23
Labor & management charge	2.08	2.40	2.35
Net return over lbr & mgt	-3.34	-37.14	15.88
<b>Cost of Production</b>			
Total direct expense per aum	9.64	43.14	3.77
Total dir & ovhd exp per aum	11.76	47.24	4.76
Less govt & other income	11.56	45.48	4.76
With labor & management	12.56	47.63	5.25
Machinery cost per acre	6.88	7.75	8.17
Est. labor hours per acre	0.31	0.37	0.24

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

**Pasture, Intensive on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	10
Number of farms	9
Acres	40.34
Yield per acre (aum)	5.27
Operators share of yield %	100.00
Value per aum	27.11
Total product return per acre	142.82
Miscellaneous income per acre	-
Gross return per acre	142.82
<b>Direct Expenses</b>	
Seed	10.33
Fertilizer	19.06
Irrigation energy	0.16
Fuel & oil	11.36
Repairs	18.27
Custom hire	1.74
Organic certification	0.22
Operating interest	6.68
Miscellaneous	2.92
Total direct expenses per acre	70.74
Return over direct exp per acre	72.08
<b>Overhead Expenses</b>	
Custom hire	8.61
Hired labor	7.54
Building leases	0.39
RE & pers. property taxes	10.75
Farm insurance	1.85
Utilities	1.80
Dues & professional fees	0.05
Interest	37.25
Mach & bldg depreciation	10.48
Miscellaneous	2.51
Total overhead expenses per acre	81.22
Total dir & ovhd expenses per acre	151.97
Net return per acre	-9.15
Government payments	6.23
Net return with govt pmts	-2.92
Labor & management charge	15.25
Net return over lbr & mgt	-18.17
<b>Cost of Production</b>	
Total direct expense per aum	13.43
Total dir & ovhd exp per aum	28.84
Less govt & other income	27.66
With labor & management	30.55
Machinery cost per acre	52.98
Est. labor hours per acre	1.90

**Crop Enterprise Analysis**  
**Minnesota State Colleges and Universities**  
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**Pasture, Intensive on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	7
Number of farms	7
Acres	70.79
Yield per acre (aum)	5.74
Operators share of yield %	100.00
Value per aum	36.16
Total product return per acre	207.65
Miscellaneous income per acre	-
Gross return per acre	207.65
<b>Direct Expenses</b>	
Seed	12.47
Fertilizer	22.28
Fuel & oil	10.28
Repairs	13.10
Land rent	74.61
Operating interest	9.88
Miscellaneous	4.58
Total direct expenses per acre	147.19
Return over direct exp per acre	60.46
<b>Overhead Expenses</b>	
Custom hire	12.06
Hired labor	8.28
Machinery leases	0.78
Building leases	0.84
Farm insurance	1.29
Utilities	1.59
Interest	5.40
Mach & bldg depreciation	8.97
Miscellaneous	1.83
Total overhead expenses per acre	41.03
Total dir & ovhd expenses per acre	188.23
Net return per acre	19.42
Government payments	7.94
Net return with govt pmts	27.37
Labor & management charge	15.18
Net return over lbr & mgt	12.19
<b>Cost of Production</b>	
Total direct expense per aum	25.63
Total dir & ovhd exp per aum	32.78
Less govt & other income	31.40
With labor & management	34.04
Machinery cost per acre	47.81
Est. labor hours per acre	2.45

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

	<b>Avg. Of All Farms</b>
Number of fields	13
Number of farms	9
Acres	68.53
Yield per acre (aum)	4.16
Operators share of yield %	100.00
Value per aum	32.79
Total product return per acre	136.50
Miscellaneous income per acre	-
Gross return per acre	136.50
<b>Direct Expenses</b>	
Seed	2.04
Fertilizer	2.62
Fuel & oil	2.46
Repairs	3.49
Organic certification	0.89
Total direct expenses per acre	11.56
Return over direct exp per acre	124.94
<b>Overhead Expenses</b>	
Hired labor	1.01
Machinery leases	0.15
RE & pers. property taxes	7.96
Farm insurance	0.62
Utilities	0.38
Interest	15.47
Mach & bldg depreciation	3.77
Miscellaneous	1.00
Total overhead expenses per acre	30.36
Total dir & ovhd expenses per acre	41.92
Net return per acre	94.58
Government payments	5.90
Net return with govt pmts	100.48
Labor & management charge	3.69
Net return over lbr & mgt	96.78
<b>Cost of Production</b>	
Total direct expense per aum	2.78
Total dir & ovhd exp per aum	10.07
Less govt & other income	8.65
With labor & management	9.54
Machinery cost per acre	10.77
Est. labor hours per acre	0.48

**Crop Enterprise Analysis**  
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**Pasture, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	6
Number of farms	5
Acres	85.63
Yield per acre (aum)	7.76
Operators share of yield %	100.00
Value per aum	30.15
Total product return per acre	233.98
Miscellaneous income per acre	-
Gross return per acre	233.98
<b>Direct Expenses</b>	
Seed	1.92
Fertilizer	10.71
Fuel & oil	2.46
Repairs	1.65
Land rent	100.44
Organic certification	0.90
Total direct expenses per acre	118.11
Return over direct exp per acre	115.88
<b>Overhead Expenses</b>	
Hired labor	1.27
Farm insurance	1.27
Utilities	1.32
Interest	0.87
Mach & bldg depreciation	2.24
Miscellaneous	0.29
Total overhead expenses per acre	7.26
Total dir & ovhd expenses per acre	125.37
Net return per acre	108.62
Government payments	7.49
Net return with govt pmts	116.11
Labor & management charge	7.62
Net return over lbr & mgt	108.49
<b>Cost of Production</b>	
Total direct expense per aum	15.22
Total dir & ovhd exp per aum	16.15
Less govt & other income	15.19
With labor & management	16.17
Machinery cost per acre	6.85
Est. labor hours per acre	0.83

**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	28	5	6
Number of farms	28	5	6
Acres	63.46	52.02	49.17
Yield per acre (lb.)	3,917.33	2,506.13	5,499.03
Operators share of yield %	100.00	100.00	100.00
Value per lb.	0.11	0.11	0.13
Total product return per acre	436.08	279.68	714.51
Miscellaneous income per acre	16.16	23.76	-
Gross return per acre	452.24	303.44	714.51
<b>Direct Expenses</b>			
Fertilizer	14.93	20.78	18.86
Crop chemicals	15.57	21.43	11.09
Crop insurance	4.70	4.96	4.98
Fuel & oil	9.51	8.31	8.58
Repairs	15.43	14.71	13.13
Custom hire	3.26	3.96	1.49
Hired labor	0.12	0.80	-
Operating interest	3.07	6.61	2.04
Miscellaneous	0.52	-	1.16
Total direct expenses per acre	67.11	81.56	61.34
Return over direct exp per acre	385.13	221.88	653.18
<b>Overhead Expenses</b>			
Custom hire	1.07	0.95	0.75
Hired labor	4.21	5.01	4.19
Machinery leases	0.50	-	1.49
Building leases	0.16	0.91	0.10
RE & pers. property taxes	17.52	16.22	20.49
Farm insurance	2.10	1.53	3.06
Utilities	1.51	1.74	1.97
Dues & professional fees	0.38	0.75	0.51
Interest	48.94	83.13	29.32
Mach & bldg depreciation	15.03	11.22	14.43
Miscellaneous	2.37	1.65	1.57
Total overhead expenses per acre	93.81	123.12	77.89
Total dir & ovhd expenses per acre	160.92	204.68	139.22
Net return per acre	291.33	98.76	575.29
Government payments	-	-	-
Net return with govt pmts	291.33	98.76	575.29
Labor & management charge	11.02	13.29	12.30
Net return over lbr & mgt	280.30	85.47	562.99
<b>Cost of Production</b>			
Total direct expense per lb.	0.02	0.03	0.01
Total dir & ovhd exp per lb.	0.04	0.08	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	44.25	40.71	36.79
Est. labor hours per acre	1.03	1.03	1.21

**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	61	12	13
Number of farms	61	12	13
Acres	55.70	76.13	56.99
Yield per acre (lb.)	3,644.37	2,410.58	4,893.19
Operators share of yield %	100.00	100.00	100.00
Value per lb.	0.11	0.11	0.11
Total product return per acre	385.28	272.41	546.24
Miscellaneous income per acre	23.54	52.29	13.65
Gross return per acre	408.82	324.70	559.88
<b>Direct Expenses</b>			
Fertilizer	13.32	15.21	11.36
Crop chemicals	14.74	15.82	12.93
Crop insurance	5.85	7.96	4.79
Fuel & oil	10.27	13.99	9.10
Repairs	12.91	13.18	12.93
Custom hire	3.42	5.00	1.17
Hired labor	0.61	-	-
Land rent	128.72	139.69	136.43
Machinery leases	0.41	1.52	-
Operating interest	4.49	4.97	6.86
Miscellaneous	1.93	0.37	1.60
Total direct expenses per acre	196.66	217.71	197.17
Return over direct exp per acre	212.15	106.99	362.71
<b>Overhead Expenses</b>			
Custom hire	0.50	1.07	0.20
Hired labor	4.54	6.02	5.06
Machinery leases	1.64	2.07	1.87
Farm insurance	2.67	2.88	2.50
Utilities	1.44	1.05	1.69
Dues & professional fees	0.94	0.90	0.69
Interest	2.82	3.02	2.63
Mach & bldg depreciation	11.02	11.29	9.25
Miscellaneous	3.86	3.05	2.30
Total overhead expenses per acre	29.44	31.35	26.18
Total dir & ovhd expenses per acre	226.10	249.07	223.35
Net return per acre	182.72	75.63	336.53
Government payments	-	-	-
Net return with govt pmts	182.72	75.63	336.53
Labor & management charge	10.83	11.54	10.73
Net return over lbr & mgt	171.89	64.10	325.80
<b>Cost of Production</b>			
Total direct expense per lb.	0.05	0.09	0.04
Total dir & ovhd exp per lb.	0.06	0.10	0.05
Less govt & other income	0.06	0.08	0.04
With labor & management	0.06	0.09	0.05
Machinery cost per acre	40.81	48.92	34.79
Est. labor hours per acre	1.07	1.24	1.15

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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	50	9	10
Number of farms	48	9	10
Acres	200.15	208.03	227.05
Yield per acre (\$)	121.38	58.55	158.86
Operators share of yield %	100.00	100.00	100.00
Value per \$	1.00	1.00	1.00
Total product return per acre	121.38	58.55	158.86
Miscellaneous income per acre	-	-	-
Gross return per acre	121.38	58.55	158.86
<b>Direct Expenses</b>			
Fuel & oil	2.04	1.60	1.15
Repairs	9.47	14.36	1.84
Operating interest	3.13	0.83	0.87
Miscellaneous	0.11	0.09	0.34
Total direct expenses per acre	14.74	16.88	4.20
Return over direct exp per acre	106.64	41.67	154.66
<b>Overhead Expenses</b>			
Custom hire	0.22	0.83	0.00
Hired labor	0.53	0.37	0.57
RE & pers. property taxes	18.27	13.09	21.84
Farm insurance	3.75	1.17	2.39
Utilities	1.41	0.64	0.55
Interest	20.86	21.42	21.58
Mach & bldg depreciation	7.06	4.57	4.13
Miscellaneous	5.51	6.08	2.55
Total overhead expenses per acre	57.61	48.17	53.61
Total dir & ovhd expenses per acre	72.35	65.04	57.81
Net return per acre	49.03	-6.49	101.05
Government payments	1.08	-	0.42
Net return with govt pmts	50.11	-6.49	101.47
Labor & management charge	7.82	6.82	8.13
Net return over lbr & mgt	42.29	-13.32	93.34
<b>Cost of Production</b>			
Total direct expense per \$	0.12	0.29	0.03
Total dir & ovhd exp per \$	0.60	1.11	0.36
Less govt & other income	0.59	1.11	0.36
With labor & management	0.65	1.23	0.41
Machinery cost per acre	12.43	12.94	6.16
Est. labor hours per acre	0.44	0.50	0.34

**Crop Enterprise Analysis**  
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**Rented Out on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	12
Number of farms	12
Acres	69.89
Yield per acre (\$)	117.85
Operators share of yield %	100.00
Value per \$	1.00
Total product return per acre	117.85
Miscellaneous income per acre	-
Gross return per acre	117.85
<b>Direct Expenses</b>	
Fertilizer	2.34
Crop chemicals	1.29
Fuel & oil	1.66
Repairs	2.64
Custom hire	0.09
Land rent	72.56
Machinery leases	1.92
Operating interest	0.47
Total direct expenses per acre	82.97
Return over direct exp per acre	34.88
<b>Overhead Expenses</b>	
Custom hire	1.16
Farm insurance	0.92
Interest	0.62
Mach & bldg depreciation	5.22
Miscellaneous	2.58
Total overhead expenses per acre	10.51
Total dir & ovhd expenses per acre	93.48
Net return per acre	24.37
Government payments	2.85
Net return with govt pmts	27.22
Labor & management charge	4.15
Net return over lbr & mgt	23.07
<b>Cost of Production</b>	
Total direct expense per \$	0.70
Total dir & ovhd exp per \$	0.79
Less govt & other income	0.77
With labor & management	0.80
Machinery cost per acre	11.63
Est. labor hours per acre	0.22

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**Rye on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	5
Number of farms	5
Acres	11.66
Yield per acre (bu.)	45.15
Operators share of yield %	100.00
Value per bu.	3.73
Total product return per acre	168.29
Miscellaneous income per acre	34.66
Gross return per acre	202.94
<b>Direct Expenses</b>	
Seed	7.88
Fertilizer	16.59
Crop chemicals	0.90
Crop insurance	1.06
Fuel & oil	19.81
Repairs	19.32
Operating interest	3.04
Total direct expenses per acre	68.60
Return over direct exp per acre	134.34
<b>Overhead Expenses</b>	
Hired labor	2.30
RE & pers. property taxes	6.32
Farm insurance	4.61
Utilities	2.81
Dues & professional fees	0.58
Interest	26.44
Mach & bldg depreciation	8.41
Miscellaneous	1.26
Total overhead expenses per acre	52.72
Total dir & ovhd expenses per acre	121.32
Net return per acre	81.62
Government payments	12.49
Net return with govt pmts	94.11
Labor & management charge	20.08
Net return over lbr & mgt	74.03
<b>Cost of Production</b>	
Total direct expense per bu.	1.52
Total dir & ovhd exp per bu.	2.69
Less govt & other income	1.64
With labor & management	2.09
Machinery cost per acre	50.91
Est. labor hours per acre	2.37

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**Rye on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	16
Number of farms	16
Acres	75.25
Yield per acre (bu.)	25.83
Operators share of yield %	100.00
Value per bu.	4.26
Other product return per acre	5.51
Total product return per acre	115.51
Miscellaneous income per acre	18.24
Gross return per acre	133.75
<b>Direct Expenses</b>	
Seed	10.29
Fertilizer	16.28
Crop chemicals	0.09
Crop insurance	0.41
Fuel & oil	13.77
Repairs	19.32
Custom hire	1.63
Land rent	35.28
Machinery leases	1.29
Hauling and trucking	1.97
Operating interest	6.69
Total direct expenses per acre	107.03
Return over direct exp per acre	26.72
<b>Overhead Expenses</b>	
Custom hire	0.96
Hired labor	4.04
Machinery leases	0.81
Farm insurance	3.14
Utilities	1.92
Dues & professional fees	0.56
Interest	4.52
Mach & bldg depreciation	13.36
Miscellaneous	1.54
Total overhead expenses per acre	30.85
Total dir & ovhd expenses per acre	137.88
Net return per acre	-4.14
Government payments	13.34
Net return with govt pmts	9.20
Labor & management charge	16.85
Net return over lbr & mgt	-7.65
<b>Cost of Production</b>	
Total direct expense per bu.	4.14
Total dir & ovhd exp per bu.	5.34
Less govt & other income	3.90
With labor & management	4.55
Machinery cost per acre	54.83
Est. labor hours per acre	2.39

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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	1147	214	244
Number of farms	973	194	195
Acres	115.02	117.04	102.94
Yield per acre (bu.)	43.98	32.41	54.68
Operators share of yield %	100.00	100.00	100.00
Value per bu.	9.26	8.08	10.46
Other product return per acre	0.01	0.06	-
Total product return per acre	407.20	261.79	572.13
Miscellaneous income per acre	5.92	14.02	2.90
Gross return per acre	413.12	275.81	575.03
<b>Direct Expenses</b>			
Seed	33.49	36.61	31.58
Fertilizer	5.78	8.54	2.30
Crop chemicals	18.45	15.98	21.31
Crop insurance	14.65	14.56	15.27
Storage	0.48	0.10	0.78
Fuel & oil	17.17	16.63	17.42
Repairs	22.58	22.79	21.53
Custom hire	3.09	3.06	2.84
Hauling and trucking	0.44	0.60	0.59
Marketing	0.57	0.37	0.68
Operating interest	7.66	7.88	7.32
Miscellaneous	1.25	1.11	1.89
Total direct expenses per acre	125.61	128.22	123.52
Return over direct exp per acre	287.51	147.59	451.51
<b>Overhead Expenses</b>			
Custom hire	1.99	2.14	1.96
Hired labor	5.76	6.06	7.10
Machinery leases	1.54	1.69	1.54
RE & pers. property taxes	13.96	9.74	19.37
Farm insurance	4.37	3.76	4.31
Utilities	3.26	3.14	3.01
Dues & professional fees	1.37	1.46	1.14
Interest	46.18	41.35	53.76
Mach & bldg depreciation	22.51	18.02	30.27
Miscellaneous	4.77	3.60	5.47
Total overhead expenses per acre	105.70	90.95	127.92
Total dir & ovhd expenses per acre	231.32	219.17	251.45
Net return per acre	181.80	56.64	323.59
Government payments	17.50	14.91	20.16
Net return with govt pmts	199.30	71.55	343.74
Labor & management charge	26.23	22.77	31.62
Net return over lbr & mgt	173.07	48.78	312.12
<b>Cost of Production</b>			
Total direct expense per bu.	2.86	3.96	2.26
Total dir & ovhd exp per bu.	5.26	6.76	4.60
Less govt & other income	4.73	5.87	4.18
With labor & management	5.32	6.57	4.76
Machinery cost per acre	70.41	68.52	74.89
Est. labor hours per acre	2.01	2.07	2.02

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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	2138	404	439
Number of farms	1341	268	269
Acres	188.05	168.55	147.25
Yield per acre (bu.)	43.15	33.46	52.41
Operators share of yield %	100.00	100.00	100.00
Value per bu.	9.22	8.07	10.42
Other product return per acre	0.01	0.03	0.01
Total product return per acre	397.92	270.07	546.25
Miscellaneous income per acre	6.17	13.84	2.28
Gross return per acre	404.08	283.91	548.54
<b>Direct Expenses</b>			
Seed	33.40	35.71	31.22
Fertilizer	5.03	8.95	2.15
Crop chemicals	18.29	18.86	19.29
Crop insurance	15.23	14.28	15.26
Storage	0.49	0.27	0.72
Fuel & oil	16.40	17.37	17.13
Repairs	19.88	21.83	19.73
Custom hire	3.02	4.24	1.52
Land rent	95.40	81.29	114.10
Machinery leases	0.69	1.56	0.35
Hauling and trucking	0.38	0.67	0.50
Marketing	0.62	0.50	0.60
Operating interest	8.88	10.54	8.00
Miscellaneous	0.94	0.97	0.96
Total direct expenses per acre	218.67	217.04	231.52
Return over direct exp per acre	185.41	66.88	317.02
<b>Overhead Expenses</b>			
Custom hire	1.83	1.67	2.24
Hired labor	5.41	4.72	5.82
Machinery leases	2.46	2.01	2.99
Building leases	0.58	0.79	0.71
Farm insurance	3.55	3.41	3.61
Utilities	2.63	2.77	2.89
Dues & professional fees	1.50	1.28	1.31
Interest	5.60	6.33	5.09
Mach & bldg depreciation	18.98	17.22	23.22
Miscellaneous	3.81	4.31	3.86
Total overhead expenses per acre	46.35	44.51	51.76
Total dir & ovhd expenses per acre	265.02	261.55	283.28
Net return per acre	139.06	22.37	265.25
Government payments	17.53	16.19	19.33
Net return with govt pmts	156.59	38.56	284.58
Labor & management charge	23.81	22.54	27.51
Net return over lbr & mgt	132.78	16.02	257.08
<b>Cost of Production</b>			
Total direct expense per bu.	5.07	6.49	4.42
Total dir & ovhd exp per bu.	6.14	7.82	5.40
Less govt & other income	5.59	6.92	4.99
With labor & management	6.14	7.59	5.52
Machinery cost per acre	65.96	69.62	67.93
Est. labor hours per acre	1.78	2.00	1.94

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

**Soybeans on Share Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	164	30	40
Number of farms	132	26	27
Acres	104.82	82.83	105.56
Yield per acre (bu.)	45.40	36.24	51.81
Operators share of yield %	56.62	55.10	57.46
Value per bu.	9.29	8.41	10.14
Total product return per acre	238.68	168.00	301.79
Miscellaneous income per acre	0.83	2.87	-
Gross return per acre	239.51	170.86	301.79
<b>Direct Expenses</b>			
Seed	23.90	25.68	21.69
Fertilizer	3.93	6.53	3.99
Crop chemicals	12.44	12.68	12.62
Crop insurance	8.40	10.31	7.97
Fuel & oil	15.17	18.08	12.97
Repairs	20.28	30.60	15.12
Custom hire	3.14	4.49	1.80
Operating interest	7.64	12.55	4.97
Miscellaneous	1.50	1.26	1.11
Total direct expenses per acre	96.39	122.18	82.24
Return over direct exp per acre	143.12	48.69	219.55
<b>Overhead Expenses</b>			
Custom hire	2.62	1.34	4.01
Hired labor	4.73	2.92	5.29
Machinery leases	2.70	1.55	4.45
Farm insurance	3.40	4.62	2.99
Utilities	2.64	3.77	2.22
Dues & professional fees	1.42	0.99	2.67
Interest	4.87	5.11	3.68
Mach & bldg depreciation	16.84	13.38	23.20
Miscellaneous	4.18	4.50	2.13
Total overhead expenses per acre	43.39	38.17	50.64
Total dir & ovhd expenses per acre	139.78	160.35	132.88
Net return per acre	99.73	10.51	168.91
Government payments	10.59	9.35	10.30
Net return with govt pmts	110.32	19.86	179.21
Labor & management charge	24.51	28.74	20.97
Net return over lbr & mgt	85.81	-8.88	158.23
<b>Cost of Production</b>			
Total direct expense per bu.	3.75	6.12	2.76
Total dir & ovhd exp per bu.	5.44	8.03	4.46
Less govt & other income	4.99	7.42	4.12
With labor & management	5.95	8.86	4.82
Machinery cost per acre	62.69	70.81	59.89
Est. labor hours per acre	1.84	2.23	1.50

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**Soybeans Seed on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	8
Number of farms	8
Acres	108.64
Yield per acre (bu.)	44.33
Operators share of yield %	100.00
Value per bu.	10.05
Total product return per acre	445.55
Miscellaneous income per acre	7.87
Gross return per acre	453.42
<b>Direct Expenses</b>	
Seed	31.33
Fertilizer	12.55
Crop chemicals	18.30
Crop insurance	10.52
Fuel & oil	17.93
Repairs	22.33
Custom hire	3.75
Hired labor	0.93
Hauling and trucking	0.47
Operating interest	19.03
Miscellaneous	1.93
Total direct expenses per acre	139.08
Return over direct exp per acre	314.34
<b>Overhead Expenses</b>	
Custom hire	0.52
Hired labor	5.98
Machinery leases	3.44
RE & pers. property taxes	13.64
Farm insurance	3.63
Utilities	1.73
Dues & professional fees	2.36
Interest	53.53
Mach & bldg depreciation	24.16
Miscellaneous	4.66
Total overhead expenses per acre	113.65
Total dir & ovhd expenses per acre	252.73
Net return per acre	200.69
Government payments	17.48
Net return with govt pmts	218.17
Labor & management charge	23.22
Net return over lbr & mgt	194.95
<b>Cost of Production</b>	
Total direct expense per bu.	3.14
Total dir & ovhd exp per bu.	5.70
Less govt & other income	5.13
With labor & management	5.65
Machinery cost per acre	72.88
Est. labor hours per acre	2.18

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**Soybeans Seed on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	25
Number of farms	13
Acres	121.31
Yield per acre (bu.)	50.17
Operators share of yield %	100.00
Value per bu.	9.93
Total product return per acre	498.38
Miscellaneous income per acre	8.79
Gross return per acre	507.17
<b>Direct Expenses</b>	
Seed	28.98
Fertilizer	11.87
Crop chemicals	24.74
Crop insurance	16.39
Fuel & oil	20.24
Repairs	23.27
Custom hire	8.13
Hired labor	0.83
Land rent	111.17
Machinery leases	6.68
Marketing	0.92
Operating interest	15.19
Miscellaneous	1.27
Total direct expenses per acre	269.68
Return over direct exp per acre	237.49
<b>Overhead Expenses</b>	
Custom hire	0.38
Hired labor	9.34
Machinery leases	4.42
Farm insurance	3.31
Utilities	2.10
Dues & professional fees	2.64
Interest	2.97
Mach & bldg depreciation	19.77
Miscellaneous	6.58
Total overhead expenses per acre	51.51
Total dir & ovhd expenses per acre	321.19
Net return per acre	185.99
Government payments	18.76
Net return with govt pmts	204.75
Labor & management charge	25.47
Net return over lbr & mgt	179.28
<b>Cost of Production</b>	
Total direct expense per bu.	5.38
Total dir & ovhd exp per bu.	6.40
Less govt & other income	5.85
With labor & management	6.36
Machinery cost per acre	81.89
Est. labor hours per acre	2.28

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**Soybeans, Food on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	7
Number of farms	5
Acres	98.67
Yield per acre (bu.)	36.30
Operators share of yield %	100.00
Value per bu.	11.52
Total product return per acre	418.33
Miscellaneous income per acre	14.29
Gross return per acre	432.62
<b>Direct Expenses</b>	
Seed	20.47
Fertilizer	9.51
Crop chemicals	23.34
Crop insurance	11.58
Fuel & oil	14.06
Repairs	17.11
Marketing	0.05
Operating interest	13.39
Miscellaneous	0.08
Total direct expenses per acre	109.58
Return over direct exp per acre	323.04
<b>Overhead Expenses</b>	
Custom hire	3.79
Hired labor	7.02
Machinery leases	4.53
Building leases	0.13
RE & pers. property taxes	7.33
Farm insurance	5.28
Utilities	4.21
Dues & professional fees	1.19
Interest	39.53
Mach & bldg depreciation	25.77
Miscellaneous	0.89
Total overhead expenses per acre	99.67
Total dir & ovhd expenses per acre	209.26
Net return per acre	223.37
Government payments	13.92
Net return with govt pmts	237.28
Labor & management charge	24.70
Net return over lbr & mgt	212.58
<b>Cost of Production</b>	
Total direct expense per bu.	3.02
Total dir & ovhd exp per bu.	5.76
Less govt & other income	4.99
With labor & management	5.67
Machinery cost per acre	69.16
Est. labor hours per acre	1.98

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**Soybeans, Food on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	37	12
Number of farms	21	5
Acres	132.01	86.07
Yield per acre (bu.)	33.32	42.82
Operators share of yield %	100.00	100.00
Value per bu.	11.26	12.35
Total product return per acre	375.26	528.99
Miscellaneous income per acre	22.81	15.05
Gross return per acre	398.07	544.05
<b>Direct Expenses</b>		
Seed	18.84	20.52
Fertilizer	2.02	0.20
Crop chemicals	28.34	33.56
Crop insurance	17.47	23.01
Storage	0.85	0.16
Fuel & oil	14.43	14.49
Repairs	22.43	31.30
Custom hire	2.34	4.93
Land rent	80.91	110.70
Machinery leases	0.17	0.79
Operating interest	7.35	4.33
Miscellaneous	0.31	0.22
Total direct expenses per acre	195.45	244.21
Return over direct exp per acre	202.62	299.84
<b>Overhead Expenses</b>		
Custom hire	2.02	0.24
Hired labor	4.76	5.19
Machinery leases	4.73	0.59
Building leases	0.65	0.04
Farm insurance	2.98	2.34
Utilities	2.17	2.06
Dues & professional fees	4.04	4.28
Interest	4.82	3.60
Mach & bldg depreciation	17.56	27.62
Miscellaneous	2.90	3.45
Total overhead expenses per acre	46.62	49.41
Total dir & ovhd expenses per acre	242.08	293.62
Net return per acre	155.99	250.43
Government payments	15.07	18.96
Net return with govt pmts	171.06	269.39
Labor & management charge	28.35	47.30
Net return over lbr & mgt	142.71	222.09
<b>Cost of Production</b>		
Total direct expense per bu.	5.87	5.70
Total dir & ovhd exp per bu.	7.27	6.86
Less govt & other income	6.13	6.06
With labor & management	6.98	7.17
Machinery cost per acre	64.57	68.59
Est. labor hours per acre	1.34	1.71

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**Soybeans, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	16
Number of farms	15
Acres	80.65
Yield per acre (bu.)	22.76
Operators share of yield %	100.00
Value per bu.	19.69
Total product return per acre	448.10
Miscellaneous income per acre	19.40
Gross return per acre	467.49
<b>Direct Expenses</b>	
Seed	35.41
Fertilizer	4.28
Non-chemical crop protect	3.01
Crop insurance	10.81
Fuel & oil	20.79
Repairs	21.38
Custom hire	2.76
Hired labor	1.01
Machinery leases	3.36
Hauling and trucking	1.88
Marketing	0.08
Organic certification	1.69
Operating interest	3.70
Miscellaneous	0.36
Total direct expenses per acre	110.52
Return over direct exp per acre	356.97
<b>Overhead Expenses</b>	
Custom hire	4.25
Hired labor	10.29
Machinery leases	1.37
RE & pers. property taxes	11.49
Farm insurance	4.21
Utilities	4.24
Dues & professional fees	3.85
Interest	56.89
Mach & bldg depreciation	26.72
Miscellaneous	6.49
Total overhead expenses per acre	129.82
Total dir & ovhd expenses per acre	240.34
Net return per acre	227.15
Government payments	14.06
Net return with govt pmts	241.21
Labor & management charge	34.87
Net return over lbr & mgt	206.34
<b>Cost of Production</b>	
Total direct expense per bu.	4.86
Total dir & ovhd exp per bu.	10.56
Less govt & other income	9.09
With labor & management	10.62
Machinery cost per acre	83.68
Est. labor hours per acre	3.25

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**Soybeans, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	22
Number of farms	18
Acres	70.30
Yield per acre (bu.)	19.10
Operators share of yield %	100.00
Value per bu.	19.18
Other product return per acre	0.53
Total product return per acre	366.81
Miscellaneous income per acre	20.79
Gross return per acre	387.60
<b>Direct Expenses</b>	
Seed	30.90
Fertilizer	4.58
Non-chemical crop protect	2.00
Crop insurance	12.59
Irrigation energy	0.96
Fuel & oil	19.15
Repairs	23.68
Custom hire	9.65
Hired labor	6.53
Land rent	86.28
Hauling and trucking	2.72
Organic certification	2.24
Operating interest	6.26
Miscellaneous	1.36
Total direct expenses per acre	208.89
Return over direct exp per acre	178.71
<b>Overhead Expenses</b>	
Custom hire	4.34
Hired labor	6.28
Machinery leases	3.70
Farm insurance	4.33
Utilities	3.30
Dues & professional fees	4.25
Interest	5.14
Mach & bldg depreciation	19.00
Miscellaneous	8.34
Total overhead expenses per acre	58.67
Total dir & ovhd expenses per acre	267.57
Net return per acre	120.03
Government payments	11.79
Net return with govt pmts	131.83
Labor & management charge	34.67
Net return over lbr & mgt	97.16
<b>Cost of Production</b>	
Total direct expense per bu.	10.94
Total dir & ovhd exp per bu.	14.01
Less govt & other income	12.28
With labor & management	14.09
Machinery cost per acre	83.40
Est. labor hours per acre	2.87

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**Sugar Beets on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	65	12	11
Number of farms	49	9	10
Acres	116.86	119.28	93.58
Yield per acre (ton)	23.03	20.90	26.91
Operators share of yield %	100.00	100.00	100.00
Value per ton	37.63	33.37	38.31
Total product return per acre	866.57	697.57	1,030.99
Miscellaneous income per acre	28.42	16.98	2.12
Gross return per acre	894.99	714.54	1,033.11
<b>Direct Expenses</b>			
Seed	57.89	51.85	61.65
Fertilizer	51.93	63.62	50.74
Crop chemicals	109.18	116.02	88.38
Crop insurance	19.86	18.37	15.94
Fuel & oil	60.89	53.21	62.48
Repairs	74.44	72.07	51.51
Custom hire	9.45	5.36	6.87
Hired labor	24.75	27.26	28.89
Stock/quota lease	71.60	167.53	-
Machinery leases	1.19	0.48	-
Hauling and trucking	10.00	2.88	22.11
Operating interest	27.81	27.40	22.24
Miscellaneous	6.72	1.07	1.71
Total direct expenses per acre	525.69	607.12	412.52
Return over direct exp per acre	369.30	107.42	620.59
<b>Overhead Expenses</b>			
Custom hire	9.03	4.39	8.34
Hired labor	35.05	15.18	25.46
Machinery leases	7.17	5.53	6.05
RE & pers. property taxes	12.40	10.85	11.56
Farm insurance	12.28	7.12	14.13
Utilities	7.51	5.17	8.92
Dues & professional fees	6.56	4.41	6.30
Interest	61.66	73.66	39.64
Mach & bldg depreciation	67.28	52.47	71.11
Miscellaneous	9.32	7.88	10.15
Total overhead expenses per acre	228.25	186.66	201.66
Total dir & ovhd expenses per acre	753.94	793.78	614.18
Net return per acre	141.05	-79.24	418.94
Government payments	13.63	12.68	14.06
Net return with govt pmts	154.67	-66.56	433.00
Labor & management charge	86.16	78.41	124.49
Net return over lbr & mgt	68.51	-144.97	308.50
<b>Cost of Production</b>			
Total direct expense per ton	22.83	29.05	15.33
Total dir & ovhd exp per ton	32.74	37.98	22.82
Less govt & other income	30.91	36.56	22.22
With labor & management	34.65	40.31	26.85
Machinery cost per acre	248.73	218.93	217.12
Est. labor hours per acre	6.03	5.43	6.35

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**Sugar Beets on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	217	44	51
Number of farms	111	22	23
Acres	188.07	227.69	145.88
Yield per acre (ton)	23.13	20.02	27.17
Operators share of yield %	100.00	100.00	100.00
Value per ton	37.71	35.27	38.53
Total product return per acre	872.09	706.24	1,046.71
Miscellaneous income per acre	17.72	28.09	7.86
Gross return per acre	889.82	734.33	1,054.57
<b>Direct Expenses</b>			
Seed	58.39	60.32	57.64
Fertilizer	48.16	53.11	43.33
Crop chemicals	105.78	106.67	108.92
Crop insurance	19.43	18.19	20.16
Fuel & oil	61.44	66.27	64.60
Repairs	70.29	78.98	68.87
Custom hire	11.19	4.85	4.23
Hired labor	23.84	23.09	21.33
Land rent	82.47	85.37	78.30
Stock/quota lease	120.56	174.18	32.87
Machinery leases	1.15	1.03	-
Hauling and trucking	9.97	5.32	10.22
Marketing	0.17	-	0.94
Operating interest	24.24	34.42	18.75
Miscellaneous	4.65	2.43	5.26
Total direct expenses per acre	641.72	714.21	535.41
Return over direct exp per acre	248.10	20.12	519.17
<b>Overhead Expenses</b>			
Custom hire	6.94	1.81	10.44
Hired labor	36.72	36.28	50.99
Machinery leases	11.40	9.60	6.12
Building leases	0.57	0.22	1.66
Farm insurance	10.25	8.99	14.88
Utilities	6.15	5.00	8.49
Dues & professional fees	7.30	7.47	7.49
Interest	20.74	21.46	24.66
Mach & bldg depreciation	54.17	47.87	75.15
Miscellaneous	8.84	7.09	7.59
Total overhead expenses per acre	163.07	145.78	207.45
Total dir & ovhd expenses per acre	804.79	860.00	742.86
Net return per acre	85.02	-125.67	311.71
Government payments	13.56	13.10	15.49
Net return with govt pmts	98.58	-112.57	327.20
Labor & management charge	82.26	72.60	109.46
Net return over lbr & mgt	16.31	-185.17	217.74
<b>Cost of Production</b>			
Total direct expense per ton	27.75	35.67	19.71
Total dir & ovhd exp per ton	34.80	42.95	27.35
Less govt & other income	33.45	40.90	26.49
With labor & management	37.00	44.52	30.52
Machinery cost per acre	234.07	229.32	249.98
Est. labor hours per acre	5.70	5.20	7.08

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**Sunflowers on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	20
Number of farms	19
Acres	109.88
Yield per acre (cwt.)	16.58
Operators share of yield %	100.00
Value per cwt.	19.00
Total product return per acre	315.03
Miscellaneous income per acre	8.28
Gross return per acre	323.31
<b>Direct Expenses</b>	
Seed	23.44
Fertilizer	35.77
Crop chemicals	19.31
Crop insurance	14.51
Drying fuel	0.75
Fuel & oil	20.42
Repairs	19.63
Custom hire	2.58
Hauling and trucking	1.23
Operating interest	3.09
Miscellaneous	0.72
Total direct expenses per acre	141.44
Return over direct exp per acre	181.88
<b>Overhead Expenses</b>	
Custom hire	2.71
Hired labor	4.30
Machinery leases	1.81
Building leases	0.30
RE & pers. property taxes	5.54
Farm insurance	3.91
Utilities	3.03
Dues & professional fees	1.65
Interest	18.42
Mach & bldg depreciation	16.70
Miscellaneous	2.81
Total overhead expenses per acre	61.18
Total dir & ovhd expenses per acre	202.62
Net return per acre	120.69
Government payments	13.08
Net return with govt pmts	133.77
Labor & management charge	25.01
Net return over lbr & mgt	108.76
<b>Cost of Production</b>	
Total direct expense per cwt.	8.53
Total dir & ovhd exp per cwt.	12.22
Less govt & other income	10.93
With labor & management	12.44
Machinery cost per acre	66.12
Est. labor hours per acre	1.81

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**Sunflowers on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	38	6	7
Number of farms	34	6	7
Acres	183.42	182.80	286.31
Yield per acre (cwt.)	18.43	12.49	21.37
Operators share of yield %	100.00	100.00	100.00
Value per cwt.	19.64	17.77	21.48
Total product return per acre	361.92	221.91	459.00
Miscellaneous income per acre	6.71	12.34	-
Gross return per acre	368.63	234.25	459.00
<b>Direct Expenses</b>			
Seed	23.93	24.69	21.71
Fertilizer	37.75	41.61	35.55
Crop chemicals	20.59	22.22	20.76
Crop insurance	13.56	15.34	9.82
Drying fuel	0.49	-	0.84
Fuel & oil	20.24	20.45	18.70
Repairs	20.08	18.37	24.03
Custom hire	4.25	5.32	1.39
Land rent	44.42	43.83	41.49
Operating interest	6.84	8.72	5.99
Miscellaneous	0.94	-	-
Total direct expenses per acre	193.10	200.55	180.28
Return over direct exp per acre	175.53	33.69	278.72
<b>Overhead Expenses</b>			
Custom hire	4.45	1.39	5.94
Hired labor	5.92	3.51	3.26
Machinery leases	3.10	1.41	5.89
Farm insurance	3.92	4.42	3.59
Utilities	2.45	2.55	2.14
Dues & professional fees	1.88	1.51	2.05
Interest	3.53	3.12	2.19
Mach & bldg depreciation	14.77	13.15	17.41
Miscellaneous	2.43	3.31	1.75
Total overhead expenses per acre	42.44	34.39	44.22
Total dir & ovhd expenses per acre	235.54	234.94	224.51
Net return per acre	133.09	-0.69	234.50
Government payments	14.61	13.57	14.87
Net return with govt pmts	147.70	12.88	249.37
Labor & management charge	24.21	18.37	27.00
Net return over lbr & mgt	123.49	-5.49	222.37
<b>Cost of Production</b>			
Total direct expense per cwt.	10.48	16.06	8.44
Total dir & ovhd exp per cwt.	12.78	18.81	10.51
Less govt & other income	11.62	16.74	9.81
With labor & management	12.94	18.21	11.07
Machinery cost per acre	70.07	62.32	74.54
Est. labor hours per acre	1.77	2.00	1.54

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

**Sunflowers, Confectionary on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	23
Number of farms	17
Acres	186.61
Yield per acre (cwt.)	13.79
Operators share of yield %	100.00
Value per cwt.	21.65
Total product return per acre	298.53
Miscellaneous income per acre	2.05
Gross return per acre	300.58
<b>Direct Expenses</b>	
Seed	29.41
Fertilizer	33.46
Crop chemicals	28.20
Crop insurance	15.42
Drying fuel	0.80
Fuel & oil	18.39
Repairs	16.67
Custom hire	8.62
Land rent	57.25
Hauling and trucking	0.19
Operating interest	4.84
Total direct expenses per acre	213.45
Return over direct exp per acre	87.13
<b>Overhead Expenses</b>	
Custom hire	3.00
Hired labor	9.92
Machinery leases	1.75
Building leases	1.37
Farm insurance	4.05
Utilities	2.34
Dues & professional fees	3.44
Interest	4.05
Mach & bldg depreciation	15.46
Miscellaneous	1.98
Total overhead expenses per acre	47.35
Total dir & ovhd expenses per acre	260.80
Net return per acre	39.78
Government payments	14.57
Net return with govt pmts	54.35
Labor & management charge	25.89
Net return over lbr & mgt	28.46
<b>Cost of Production</b>	
Total direct expense per cwt.	15.48
Total dir & ovhd exp per cwt.	18.92
Less govt & other income	17.71
With labor & management	19.59
Machinery cost per acre	67.21
Est. labor hours per acre	1.66

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

**Sunflowers, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	5
Number of farms	5
Acres	78.42
Yield per acre (cwt.)	11.78
Operators share of yield %	100.00
Value per cwt.	26.86
Total product return per acre	316.49
Miscellaneous income per acre	6.30
Gross return per acre	322.79
<b>Direct Expenses</b>	
Seed	23.14
Fertilizer	30.10
Crop insurance	14.10
Fuel & oil	23.37
Repairs	25.52
Custom hire	13.05
Hired labor	5.30
Organic certification	4.30
Operating interest	11.24
Total direct expenses per acre	150.58
Return over direct exp per acre	172.21
<b>Overhead Expenses</b>	
Custom hire	19.67
Hired labor	15.18
Machinery leases	3.33
RE & pers. property taxes	10.92
Farm insurance	7.37
Utilities	4.49
Dues & professional fees	3.29
Interest	40.80
Mach & bldg depreciation	25.90
Miscellaneous	7.08
Total overhead expenses per acre	138.02
Total dir & ovhd expenses per acre	288.60
Net return per acre	34.19
Government payments	17.59
Net return with govt pmts	51.78
Labor & management charge	28.81
Net return over lbr & mgt	22.97
<b>Cost of Production</b>	
Total direct expense per cwt.	12.78
Total dir & ovhd exp per cwt.	24.49
Less govt & other income	22.46
With labor & management	24.91
Machinery cost per acre	114.45
Est. labor hours per acre	2.74

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

**Sweet Corn on Owned Land**

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	23	5
Number of farms	23	5
Acres	67.41	51.76
Yield per acre (ton)	6.73	8.34
Operators share of yield %	100.00	100.00
Value per ton	59.89	62.19
Total product return per acre	402.88	518.77
Miscellaneous income per acre	0.60	3.39
Gross return per acre	403.49	522.16
<b>Direct Expenses</b>		
Fertilizer	61.10	45.04
Crop chemicals	30.07	25.21
Crop insurance	4.80	3.53
Fuel & oil	18.94	23.04
Repairs	24.98	27.92
Custom hire	8.15	-
Hauling and trucking	1.31	-
Operating interest	11.33	9.74
Miscellaneous	4.99	0.76
Total direct expenses per acre	165.67	135.23
Return over direct exp per acre	237.82	386.92
<b>Overhead Expenses</b>		
Custom hire	1.96	2.77
Hired labor	10.14	8.95
Machinery leases	1.87	6.06
RE & pers. property taxes	19.88	11.06
Farm insurance	4.92	3.57
Utilities	3.08	4.23
Dues & professional fees	0.61	0.60
Interest	44.33	61.08
Mach & bldg depreciation	26.50	18.34
Miscellaneous	5.26	5.60
Total overhead expenses per acre	118.56	122.27
Total dir & ovhd expenses per acre	284.23	257.50
Net return per acre	119.26	264.66
Government payments	-	-
Net return with govt pmts	119.26	264.66
Labor & management charge	26.64	30.86
Net return over lbr & mgt	92.61	233.79
<b>Cost of Production</b>		
Total direct expense per ton	24.63	16.21
Total dir & ovhd exp per ton	42.25	30.87
Less govt & other income	42.16	30.46
With labor & management	46.12	34.16
Machinery cost per acre	83.74	80.13
Est. labor hours per acre	2.48	2.66

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

**Sweet Corn on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	52	10	11
Number of farms	51	10	11
Acres	75.16	67.82	75.09
Yield per acre (ton)	6.66	5.09	8.16
Operators share of yield %	100.00	100.00	100.00
Value per ton	59.39	55.75	59.64
Total product return per acre	395.79	283.52	486.57
Miscellaneous income per acre	6.48	7.45	8.54
Gross return per acre	402.27	290.97	495.11
<b>Direct Expenses</b>			
Fertilizer	72.06	83.16	54.91
Crop chemicals	28.94	35.27	25.33
Crop insurance	3.34	0.84	4.15
Fuel & oil	20.60	20.61	19.46
Repairs	23.17	18.50	20.91
Custom hire	5.46	5.27	3.41
Land rent	120.19	125.70	104.02
Hauling and trucking	1.62	-	1.40
Operating interest	9.85	10.39	4.65
Miscellaneous	0.84	0.85	-
Total direct expenses per acre	286.06	300.59	238.24
Return over direct exp per acre	116.21	-9.62	256.87
<b>Overhead Expenses</b>			
Custom hire	0.75	0.69	0.98
Hired labor	6.61	5.97	13.32
Machinery leases	2.94	0.01	2.26
Building leases	0.38	0.81	0.02
Farm insurance	4.31	3.06	5.05
Utilities	3.23	3.08	3.55
Dues & professional fees	1.58	1.27	2.53
Interest	6.15	5.37	4.16
Mach & bldg depreciation	21.10	16.64	25.43
Miscellaneous	12.53	6.96	28.96
Total overhead expenses per acre	59.57	43.86	86.26
Total dir & ovhd expenses per acre	345.63	344.44	324.50
Net return per acre	56.64	-53.48	170.61
Government payments	-	-	-
Net return with govt pmts	56.64	-53.48	170.61
Labor & management charge	27.20	17.02	28.89
Net return over lbr & mgt	29.44	-70.50	141.72
<b>Cost of Production</b>			
Total direct expense per ton	42.92	59.11	29.20
Total dir & ovhd exp per ton	51.86	67.73	39.77
Less govt & other income	50.89	66.27	38.73
With labor & management	54.97	69.61	42.27
Machinery cost per acre	75.98	63.29	74.18
Est. labor hours per acre	2.38	1.62	2.86

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

**Wheat, Spring on Owned Land**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	319	57	68
Number of farms	258	51	52
Acres	148.62	121.34	151.94
Yield per acre (bu.)	52.12	38.78	60.31
Operators share of yield %	100.00	100.00	100.00
Value per bu.	6.25	5.44	7.21
Other product return per acre	0.46	-	1.88
Total product return per acre	326.02	210.90	436.52
Miscellaneous income per acre	4.87	6.43	6.59
Gross return per acre	330.89	217.33	443.11
<b>Direct Expenses</b>			
Seed	15.03	15.73	14.45
Fertilizer	47.69	52.02	44.08
Crop chemicals	24.34	16.64	31.39
Crop insurance	13.11	13.24	13.29
Drying fuel	0.51	0.27	0.47
Fuel & oil	14.03	14.94	13.48
Repairs	16.25	16.93	14.59
Custom hire	3.86	3.50	5.45
Machinery leases	0.26	0.55	0.34
Marketing	0.32	0.69	0.03
Operating interest	5.22	6.66	4.86
Miscellaneous	0.66	0.77	0.28
Total direct expenses per acre	141.29	141.96	142.71
Return over direct exp per acre	189.60	75.37	300.40
<b>Overhead Expenses</b>			
Custom hire	2.43	2.22	3.44
Hired labor	5.78	7.15	6.34
Machinery leases	1.33	0.74	1.31
RE & pers. property taxes	9.10	9.19	8.56
Farm insurance	3.40	3.24	3.71
Utilities	2.49	2.59	3.04
Dues & professional fees	1.74	1.89	1.36
Interest	29.77	40.84	22.15
Mach & bldg depreciation	14.72	13.23	18.66
Miscellaneous	2.64	3.17	2.75
Total overhead expenses per acre	73.39	84.27	71.30
Total dir & ovhd expenses per acre	214.67	226.23	214.01
Net return per acre	116.22	-8.89	229.10
Government payments	13.80	13.52	14.04
Net return with govt pmts	130.02	4.63	243.15
Labor & management charge	20.01	19.95	23.03
Net return over lbr & mgt	110.01	-15.32	220.11
<b>Cost of Production</b>			
Total direct expense per bu.	2.71	3.66	2.37
Total dir & ovhd exp per bu.	4.12	5.83	3.55
Less govt & other income	3.75	5.32	3.17
With labor & management	4.14	5.83	3.56
Machinery cost per acre	55.85	55.30	59.12
Est. labor hours per acre	1.44	1.68	1.39

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

**Wheat, Spring on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	609	114	114
Number of farms	394	78	79
Acres	203.98	153.14	280.95
Yield per acre (bu.)	50.72	37.62	57.35
Operators share of yield %	100.00	100.00	100.00
Value per bu.	6.34	5.20	7.52
Other product return per acre	0.17	0.10	0.34
Total product return per acre	321.71	195.77	431.56
Miscellaneous income per acre	6.39	17.23	2.57
Gross return per acre	328.10	213.00	434.12
<b>Direct Expenses</b>			
Seed	15.64	18.23	14.64
Fertilizer	48.26	52.98	45.25
Crop chemicals	24.76	18.97	28.51
Crop insurance	12.57	12.30	12.21
Drying fuel	0.44	0.38	0.54
Fuel & oil	13.46	12.35	13.86
Repairs	14.58	15.57	13.11
Custom hire	3.91	4.01	2.91
Land rent	59.50	65.44	55.87
Machinery leases	0.54	0.48	0.64
Operating interest	4.85	6.54	3.61
Miscellaneous	0.61	1.15	0.11
Total direct expenses per acre	199.12	208.42	191.28
Return over direct exp per acre	128.98	4.58	242.85
<b>Overhead Expenses</b>			
Custom hire	1.81	1.32	1.81
Hired labor	5.83	3.71	7.45
Machinery leases	1.92	2.85	2.01
Farm insurance	3.14	4.09	3.12
Utilities	1.98	2.11	1.91
Dues & professional fees	1.77	1.65	1.66
Interest	3.84	4.07	3.17
Mach & bldg depreciation	12.52	11.34	12.49
Miscellaneous	2.55	3.14	2.60
Total overhead expenses per acre	35.36	34.28	36.21
Total dir & ovhd expenses per acre	234.48	242.70	227.49
Net return per acre	93.62	-29.70	206.64
Government payments	14.59	14.41	14.64
Net return with govt pmts	108.21	-15.28	221.28
Labor & management charge	18.55	16.96	19.50
Net return over lbr & mgt	89.66	-32.24	201.78
<b>Cost of Production</b>			
Total direct expense per bu.	3.93	5.54	3.34
Total dir & ovhd exp per bu.	4.62	6.45	3.97
Less govt & other income	4.21	5.61	3.66
With labor & management	4.57	6.06	4.00
Machinery cost per acre	51.92	51.03	49.61
Est. labor hours per acre	1.34	1.33	1.35

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

**Wheat, Spring on Share Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	32	6	6
Number of farms	27	5	6
Acres	138.08	146.12	175.73
Yield per acre (bu.)	49.35	38.15	57.10
Operators share of yield %	69.41	72.82	70.59
Value per bu.	6.52	6.48	8.73
Total product return per acre	223.27	179.98	352.03
Miscellaneous income per acre	-3.96	-38.76	0.38
Gross return per acre	219.31	141.22	352.40
<b>Direct Expenses</b>			
Seed	13.48	15.65	15.26
Fertilizer	42.94	49.83	38.08
Crop chemicals	18.07	14.97	14.83
Crop insurance	10.08	10.27	10.12
Fuel & oil	15.14	15.24	17.10
Repairs	16.77	20.28	21.13
Custom hire	5.49	24.48	0.09
Operating interest	3.96	6.22	3.14
Miscellaneous	0.57	0.54	-
Total direct expenses per acre	126.50	157.47	119.75
Return over direct exp per acre	92.81	-16.25	232.66
<b>Overhead Expenses</b>			
Custom hire	2.93	0.36	8.42
Hired labor	5.23	6.34	3.87
Machinery leases	2.03	2.12	0.23
Farm insurance	3.15	2.94	2.83
Utilities	2.33	1.55	2.27
Dues & professional fees	1.26	2.04	0.76
Interest	3.52	3.36	3.74
Mach & bldg depreciation	10.60	7.70	9.18
Miscellaneous	1.35	1.32	1.63
Total overhead expenses per acre	32.40	27.73	32.92
Total dir & ovhd expenses per acre	158.90	185.20	152.67
Net return per acre	60.41	-43.98	199.74
Government payments	9.99	10.66	9.74
Net return with govt pmts	70.40	-33.32	209.47
Labor & management charge	18.43	22.50	16.13
Net return over lbr & mgt	51.97	-55.82	193.35
<b>Cost of Production</b>			
Total direct expense per bu.	3.69	5.67	2.97
Total dir & ovhd exp per bu.	4.64	6.67	3.79
Less govt & other income	4.46	7.68	3.54
With labor & management	5.00	8.49	3.94
Machinery cost per acre	56.00	72.60	58.96
Est. labor hours per acre	1.29	1.62	0.96

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

**Wheat, Spring, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	9
Number of farms	6
Acres	123.37
Yield per acre (bu.)	28.16
Operators share of yield %	100.00
Value per bu.	13.99
Total product return per acre	394.07
Miscellaneous income per acre	7.28
Gross return per acre	401.36
<b>Direct Expenses</b>	
Seed	27.27
Fertilizer	34.52
Crop insurance	13.40
Drying fuel	1.11
Fuel & oil	19.41
Repairs	25.48
Custom hire	8.87
Land rent	64.34
Hauling and trucking	12.58
Organic certification	2.28
Operating interest	9.60
Total direct expenses per acre	218.87
Return over direct exp per acre	182.48
<b>Overhead Expenses</b>	
Custom hire	12.95
Hired labor	15.76
Machinery leases	0.07
Farm insurance	5.05
Utilities	4.32
Dues & professional fees	2.66
Interest	3.04
Mach & bldg depreciation	21.65
Miscellaneous	5.62
Total overhead expenses per acre	71.13
Total dir & ovhd expenses per acre	290.00
Net return per acre	111.35
Government payments	16.08
Net return with govt pmts	127.44
Labor & management charge	23.88
Net return over lbr & mgt	103.55
<b>Cost of Production</b>	
Total direct expense per bu.	7.77
Total dir & ovhd exp per bu.	10.30
Less govt & other income	9.47
With labor & management	10.32
Machinery cost per acre	91.07
Est. labor hours per acre	2.34

**Crop Enterprise Analysis**  
**Minnesota State Colleges and Universities**  
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**Wheat, Winter on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	15
Number of farms	12
Acres	84.79
Yield per acre (bu.)	44.09
Operators share of yield %	100.00
Value per bu.	6.06
Total product return per acre	267.22
Miscellaneous income per acre	6.27
Gross return per acre	273.48
<b>Direct Expenses</b>	
Seed	12.32
Fertilizer	42.41
Crop chemicals	22.57
Crop insurance	12.71
Drying fuel	0.97
Fuel & oil	13.77
Repairs	16.32
Custom hire	10.29
Marketing	0.51
Operating interest	6.69
Miscellaneous	0.06
Total direct expenses per acre	138.62
Return over direct exp per acre	134.86
<b>Overhead Expenses</b>	
Custom hire	1.51
Hired labor	7.80
Machinery leases	1.05
RE & pers. property taxes	6.03
Farm insurance	3.61
Utilities	2.91
Dues & professional fees	1.73
Interest	19.10
Mach & bldg depreciation	12.02
Miscellaneous	3.06
Total overhead expenses per acre	58.83
Total dir & ovhd expenses per acre	197.46
Net return per acre	76.03
Government payments	15.29
Net return with govt pmts	91.32
Labor & management charge	18.99
Net return over lbr & mgt	72.32
<b>Cost of Production</b>	
Total direct expense per bu.	3.14
Total dir & ovhd exp per bu.	4.48
Less govt & other income	3.99
With labor & management	4.42
Machinery cost per acre	58.82
Est. labor hours per acre	1.48

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

**Wheat, Winter on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of fields	38	5	10
Number of farms	28	5	6
Acres	89.41	103.16	85.57
Yield per acre (bu.)	46.62	28.76	60.68
Operators share of yield %	100.00	100.00	100.00
Value per bu.	5.55	5.21	5.90
Total product return per acre	258.78	149.75	358.03
Miscellaneous income per acre	3.04	-	5.96
Gross return per acre	261.82	149.75	363.98
<b>Direct Expenses</b>			
Seed	12.20	9.95	12.56
Fertilizer	36.59	41.20	31.23
Crop chemicals	16.28	16.89	20.66
Crop insurance	11.06	5.44	10.21
Fuel & oil	12.97	12.16	13.86
Repairs	13.86	14.60	13.36
Custom hire	3.65	14.68	-
Hired labor	0.74	2.83	-
Land rent	52.08	42.14	49.53
Operating interest	6.03	5.59	3.52
Miscellaneous	0.13	0.17	0.16
Total direct expenses per acre	165.61	165.64	155.09
Return over direct exp per acre	96.22	-15.89	208.90
<b>Overhead Expenses</b>			
Custom hire	1.24	0.74	2.90
Hired labor	8.98	0.94	24.02
Machinery leases	2.13	2.19	1.46
Farm insurance	2.69	1.50	2.97
Utilities	2.40	2.32	2.03
Dues & professional fees	1.57	0.70	1.33
Interest	3.04	1.60	3.12
Mach & bldg depreciation	12.00	12.07	13.90
Miscellaneous	2.71	1.44	4.90
Total overhead expenses per acre	36.76	23.48	56.64
Total dir & ovhd expenses per acre	202.37	189.12	211.72
Net return per acre	59.45	-39.37	152.26
Government payments	14.48	11.89	14.36
Net return with govt pmts	73.93	-27.48	166.62
Labor & management charge	16.88	14.30	9.49
Net return over lbr & mgt	57.06	-41.77	157.13
<b>Cost of Production</b>			
Total direct expense per bu.	3.55	5.76	2.56
Total dir & ovhd exp per bu.	4.34	6.58	3.49
Less govt & other income	3.97	6.16	3.15
With labor & management	4.33	6.66	3.31
Machinery cost per acre	48.39	56.74	48.35
Est. labor hours per acre	1.62	1.15	2.34

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

**Beef Cow-Calf -- Average Per Cwt. Produced**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	167		33		34	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Beef Calves sold (lb)	35.07	38.04	21.08	22.84	51.01	54.51
Transferred out (lb)	44.43	50.12	58.94	71.85	25.71	28.78
Cull sales (lb)	21.08	17.07	26.85	22.22	14.78	17.45
Butchered (lb)	0.85	0.74	0.47	0.93	0.86	0.69
Less purchased (lb)	-9.20	-19.08	-6.30	-14.27	-9.64	-14.99
Less transferred in (lb)	-4.08	-5.72	-2.81	-5.75	-3.90	-5.12
Inventory change (lb)	12.19	15.48	5.19	-19.91	20.59	28.31
Total production (lb)	100.00	96.65	100.00	77.89	100.00	109.63
Other income		0.15		0.09		0.23
Gross return		96.80		77.98		109.86
<b>Direct Expenses</b>						
Corn (bu.)	0.52	1.40	1.40	4.12	0.08	0.17
Corn Silage (lb.)	845.87	9.33	1,074.62	11.92	681.14	7.04
Hay, Alfalfa (lb.)	353.03	12.06	560.02	23.47	146.05	4.12
Hay, Grass & Other (lb.)	754.53	21.13	905.23	30.60	913.49	22.96
Pasture (aum)	0.87	6.82	0.52	7.51	0.72	6.46
Complete Ration (lb.)	22.58	1.58	45.14	2.49	9.85	0.90
Protein Vit Minerals (lb.)	22.53	4.32	27.61	5.26	21.57	3.52
Other feed stuffs	221.32	3.81	80.96	2.62	170.55	2.56
Breeding fees		0.50		0.62		0.37
Veterinary		4.15		4.76		4.10
Supplies		2.14		2.65		1.92
Fuel & oil		4.27		4.98		4.60
Repairs		5.62		8.16		3.74
Livestock leases		0.14		0.85		0.01
Hauling and trucking		0.53		0.22		0.91
Marketing		0.54		0.59		0.62
Bedding		0.37		0.43		0.57
Operating interest		1.93		3.03		0.96
Total direct expenses		80.63		114.29		65.53
Return over direct expense		16.17		-36.31		44.33
<b>Overhead Expenses</b>						
Hired labor		1.61		2.25		0.77
RE & pers. property taxes		0.72		1.05		0.60
Farm insurance		2.08		2.44		1.88
Utilities		2.33		2.21		1.94
Dues & professional fees		0.64		0.56		0.51
Interest		5.29		4.84		6.18
Mach & bldg depreciation		6.22		9.42		4.39
Miscellaneous		2.35		3.33		1.71
Total overhead expenses		21.24		26.11		17.97
Total dir & ovhd expenses		101.87		140.40		83.50
Net return		-5.06		-62.42		26.35
Labor & management charge		15.19		15.17		15.49
Net return over lbr & mgt		-20.26		-77.59		10.87
<b>Cost of Production</b>						
Total direct expense per cwt.		80.58		113.85		65.53
Total dir & ovhd expense per cwt.		101.81		139.86		83.50
With other revenue adjustments		89.86		137.86		58.24
With labor and management		104.62		152.44		73.43
Est. labor hours per unit		1.83		2.28		1.64
<b>Other Information</b>						
Number of cows		75.1		66.1		93.9
Pregnancy percentage		95.8		93.9		96.5
Pregnancy loss percentage		1.1		0.4		1.2
Culling percentage		13.0		14.3		13.4
Calving percentage		94.7		93.5		95.3
Weaning percentage		88.4		85.1		90.5
Calves sold per cow		0.80		0.77		0.82
Calf death loss percent		7.0		10.4		5.7
Average weaning weight		525		515		550
Lbs weaned/exposed female		464		439		498
Feed cost per cow		327.27		408.55		296.14
Avg wgt/Beef Calf sold		581		536		606
Avg price / cwt		108.47		108.31		106.87

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	167		33		34	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Beef Calves sold (lb)	189.90	205.99	97.90	106.03	316.40	338.15
Transferred out (lb)	240.57	271.39	273.67	333.59	159.49	178.49
Cull sales (lb)	114.12	92.44	124.65	103.17	91.71	108.23
Butchered (lb)	4.62	4.01	2.20	4.32	5.31	4.28
Less purchased (lb)	-49.82	-103.32	-29.24	-66.26	-59.78	-92.99
Less transferred in (lb)	-22.09	-30.98	-13.06	-26.72	-24.17	-31.75
Inventory change (lb)	66.00	83.80	24.12	-92.46	127.73	175.63
Total production (lb)	541.45	523.33	464.31	361.66	620.30	680.04
Other income		0.81		0.42		1.41
Gross return		524.14		362.08		681.45
<b>Direct Expenses</b>						
Corn (bu.)	2.83	7.56	6.50	19.14	0.51	1.06
Corn Silage (lb.)	4,579.98	50.49	4,989.54	55.33	4,225.17	43.66
Hay, Alfalfa (lb.)	1,911.51	65.31	2,600.18	108.97	905.95	25.56
Hay, Grass & Other (lb.)	4,085.43	114.39	4,203.03	142.06	5,666.41	142.44
Pasture (aum)	4.69	36.94	2.42	34.87	4.45	40.09
Complete Ration (lb.)	122.26	8.55	209.60	11.57	61.11	5.58
Protein Vit Minerals (lb.)	121.97	23.39	128.19	24.44	133.79	21.86
Other feed stuffs	1,198.36	20.62	375.91	12.17	1,057.93	15.87
Breeding fees		2.70		2.86		2.26
Veterinary		22.46		22.10		25.41
Supplies		11.58		12.32		11.91
Fuel & oil		23.09		23.14		28.52
Repairs		30.41		37.89		23.22
Livestock leases		0.77		3.95		0.05
Hauling and trucking		2.89		1.01		5.61
Marketing		2.94		2.74		3.85
Bedding		2.01		2.01		3.55
Operating interest		10.44		14.09		5.96
Total direct expenses		436.57		530.66		406.48
Return over direct expense		87.57		-168.58		274.97
<b>Overhead Expenses</b>						
Hired labor		8.73		10.47		4.77
RE & pers. property taxes		3.89		4.89		3.73
Farm insurance		11.27		11.33		11.68
Utilities		12.61		10.27		12.00
Dues & professional fees		3.48		2.61		3.14
Interest		28.62		22.47		38.32
Mach & bldg depreciation		33.66		43.74		27.22
Miscellaneous		12.72		15.45		10.61
Total overhead expenses		114.98		121.24		111.49
Total dir & ovhd expenses		551.55		651.90		517.97
Net return		-27.42		-289.82		163.48
Labor & management charge		82.25		70.46		96.07
Net return over lbr & mgt		-109.67		-360.28		67.41
<b>Cost of Production</b>						
Total direct expense per cwt.		80.58		113.85		65.53
Total dir & ovhd expense per cwt.		101.81		139.86		83.50
With other revenue adjustments		89.86		137.86		58.24
With labor and management		104.62		152.44		73.43
Est. labor hours per unit		9.90		10.58		10.19
<b>Other Information</b>						
Number of cows		75.1		66.1		93.9
Pregnancy percentage		95.8		93.9		96.5
Pregnancy loss percentage		1.1		0.4		1.2
Culling percentage		13.0		14.3		13.4
Calving percentage		94.7		93.5		95.3
Weaning percentage		88.4		85.1		90.5
Calves sold per cow		0.80		0.77		0.82
Calf death loss percent		7.0		10.4		5.7
Average weaning weight		525		515		550
Lbs weaned/exposed female		464		439		498
Feed cost per cow		327.27		408.55		296.14
Avg wgt/Beef Calf sold		581		536		606
Avg price / cwt		108.47		108.31		106.87

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**All Beef Backgrounding -- Average Per Cwt. Produced**

	<u>Avg. Of</u> <u>All Farms</u>		<u>High 20%</u>	
	24		5	
Number of farms				
	Quantity	Value	Quantity	Value
Backgnd Beef sold (lb)	245.55	251.19	260.98	260.79
Transferred out (lb)	6.90	5.95	19.92	16.93
Butchered (lb)	3.14	2.51	-	-
Less purchased (lb)	-84.79	-94.44	-	-
Less transferred in (lb)	-100.36	-108.41	-223.51	-225.05
Inventory change (lb)	29.56	26.03	42.61	54.95
Total production (lb)	100.00	82.84	100.00	107.63
Other income		-		-
Gross return		82.84		107.63
<b>Direct Expenses</b>				
Corn (bu.)	1.57	4.97	1.59	4.82
Corn Silage (lb.)	1,228.04	15.78	206.27	2.13
Hay, Alfalfa (lb.)	58.41	1.86	168.29	5.61
Hay, Grass & Other (lb.)	267.07	7.91	28.13	0.98
Haylage, Alfalfa (lb.)	59.98	1.05	-	-
Oats (bu.)	1.22	2.62	-	-
Oats, Organic (bu.)	0.04	0.14	0.33	1.32
Pasture, Organic (aum)	0.01	0.22	0.10	2.02
Hay, Grass, Organic (lb.)	23.17	0.71	210.95	6.45
Complete Ration (lb.)	93.22	7.25	110.87	9.12
Protein Vit Minerals (lb.)	16.59	3.18	18.05	4.28
Beet Pulp (lb.)	77.10	1.62	-	-
Other feed stuffs	58.95	1.73	11.72	0.12
Veterinary		3.26		5.59
Supplies		1.45		2.90
Fuel & oil		3.27		4.27
Repairs		3.85		7.65
Machinery leases		0.06		0.59
Hauling and trucking		1.08		-
Marketing		2.54		4.66
Bedding		1.26		0.98
Operating interest		3.92		1.60
Total direct expenses		69.75		65.07
Return over direct expense		13.09		42.56
<b>Overhead Expenses</b>				
Hired labor		0.59		0.24
Farm insurance		1.03		1.24
Utilities		1.35		1.36
Dues & professional fees		0.28		0.10
Interest		2.14		1.30
Mach & bldg depreciation		2.26		2.85
Miscellaneous		2.04		3.87
Total overhead expenses		9.69		10.97
Total dir & ovhd expenses		79.44		76.03
Net return		3.40		31.60
Labor & management charge		6.22		8.07
Net return over lbr & mgt		-2.82		23.53
<b>Cost of Production</b>				
Total direct expense per cwt.		96.67		83.72
Total dir & ovhd expense per cwt.		100.51		87.62
With other revenue adjustments		100.51		87.62
With labor and management		102.97		90.49
Est. labor hours per unit		0.89		0.97
<b>Other Information</b>				
No. purchased or trans in		125		68
Number sold or trans out		108		64
Percentage death loss		0.8		0.9
Avg. daily gain (lbs)		1.26		1.67
Lbs of conc / lb of gain		3.49		2.29
Lbs of feed / lb of gain		11.47		7.14
Feed cost per cwt of gain		49.06		36.83
Feed cost per head		126.06		100.36
Average purchase weight		457		-
Average sales weight		753		745
Avg purch price / cwt		111.37		-
Avg sales price / cwt		102.30		99.93

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**All Beef Backgrounding -- Average Per Head**

	<u>Avg. Of</u> <u>All Farms</u>		<u>High 20%</u>	
	24		5	
Number of farms				
	Quantity	Value	Quantity	Value
Backgnd Beef sold (lb)	631.00	645.48	711.13	710.61
Transferred out (lb)	17.72	15.29	54.29	46.14
Butchered (lb)	8.08	6.46	-	-
Less purchased (lb)	-217.90	-242.67	-	-
Less transferred in (lb)	-257.89	-278.58	-609.04	-613.23
Inventory change (lb)	75.96	66.89	116.11	149.74
Total production (lb)	256.97	212.87	272.48	293.27
Other income		-		-
Gross return		212.87		293.27
<b>Direct Expenses</b>				
Corn (bu.)	4.05	12.78	4.34	13.14
Corn Silage (lb.)	3,155.72	40.56	562.04	5.80
Hay, Alfalfa (lb.)	150.10	4.78	458.57	15.27
Hay, Grass & Other (lb.)	686.30	20.33	76.64	2.68
Haylage, Alfalfa (lb.)	154.13	2.70	-	-
Oats (bu.)	3.14	6.74	-	-
Oats, Organic (bu.)	0.09	0.37	0.90	3.59
Pasture, Organic (aum)	0.03	0.57	0.27	5.49
Hay, Grass, Organic (lb.)	59.53	1.82	574.81	17.56
Complete Ration (lb.)	239.56	18.64	302.10	24.84
Protein Vit Minerals (lb.)	42.64	8.16	49.18	11.66
Beet Pulp (lb.)	198.12	4.16	-	-
Other feed stuffs	151.48	4.45	31.93	0.32
Veterinary		8.37		15.24
Supplies		3.72		7.89
Fuel & oil		8.41		11.64
Repairs		9.89		20.84
Machinery leases		0.17		1.60
Hauling and trucking		2.77		-
Marketing		6.53		12.70
Bedding		3.25		2.67
Operating interest		10.07		4.35
Total direct expenses		179.24		177.29
Return over direct expense		33.63		115.98
<b>Overhead Expenses</b>				
Hired labor		1.51		0.66
Farm insurance		2.66		3.39
Utilities		3.46		3.71
Dues & professional fees		0.72		0.26
Interest		5.51		3.54
Mach & bldg depreciation		5.80		7.78
Miscellaneous		5.25		10.55
Total overhead expenses		24.90		29.88
Total dir & ovhd expenses		204.14		207.17
Net return		8.73		86.10
Labor & management charge		15.97		21.98
Net return over lbr & mgt		-7.24		64.12
<b>Cost of Production</b>				
Total direct expense per cwt.		96.67		83.72
Total dir & ovhd expense per cwt.		100.51		87.62
With other revenue adjustments		100.51		87.62
With labor and management		102.97		90.49
Est. labor hours per unit		2.30		2.64
<b>Other Information</b>				
No. purchased or trans in		125		68
Number sold or trans out		108		64
Percentage death loss		0.8		0.9
Avg. daily gain (lbs)		1.26		1.67
Lbs of conc / lb of gain		3.49		2.29
Lbs of feed / lb of gain		11.47		7.14
Feed cost per cwt of gain		49.06		36.83
Feed cost per head		126.06		100.36
Average purchase weight		457		-
Average sales weight		753		745
Avg purch price / cwt		111.37		-
Avg sales price / cwt		102.30		99.93

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**All Beef Finish Calves -- Average Per Cwt. Produced**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	91		17		18	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Finish Beef sold (lb)	181.27	160.85	215.50	190.98	155.94	137.01
Transferred out (lb)	0.97	1.12	2.10	2.33	0.87	1.04
Cull sales (lb)	0.08	0.04	0.03	0.03	-	-
Butchered (lb)	1.39	1.31	1.36	1.17	1.43	1.63
Less purchased (lb)	-83.29	-93.11	-121.48	-134.64	-46.81	-47.22
Less transferred in (lb)	-12.35	-11.45	-9.05	-9.34	-13.74	-14.52
Inventory change (lb)	11.93	9.46	11.55	5.81	2.31	4.00
Total production (lb)	100.00	68.21	100.00	56.35	100.00	81.95
Other income		1.40		1.66		-
Gross return		69.62		58.01		81.95
<b>Direct Expenses</b>						
Corn (bu.)	8.74	27.47	11.30	38.03	6.41	16.39
Corn Silage (lb.)	305.58	3.61	414.55	4.74	303.49	3.52
Hay, Alfalfa (lb.)	71.62	2.85	143.80	5.90	97.93	3.22
Hay, Grass & Other (lb.)	40.73	1.36	34.47	1.02	10.35	0.40
Complete Ration (lb.)	42.96	1.48	0.05	0.01	22.84	1.05
Protein Vit Minerals (lb.)	39.97	6.13	39.46	4.35	43.13	8.49
Corn Gluten (lb.)	51.94	0.85	8.78	0.37	-	-
Other feed stuffs	43.98	1.45	23.08	0.56	50.77	1.26
Veterinary		1.74		2.31		1.74
Supplies		0.58		0.34		0.79
Fuel & oil		1.65		1.46		1.70
Repairs		2.87		3.77		3.59
Custom hire		1.32		0.11		0.06
Hauling and trucking		1.25		3.43		0.10
Marketing		0.76		0.84		1.56
Bedding		0.55		1.31		0.18
Operating interest		3.37		4.41		2.66
Total direct expenses		59.29		72.97		46.71
Return over direct expense		10.33		-14.96		35.24
<b>Overhead Expenses</b>						
Custom hire		0.14		0.37		0.01
Hired labor		1.48		2.84		2.39
Farm insurance		0.86		1.14		1.28
Utilities		1.36		1.25		1.06
Interest		1.85		2.00		0.87
Mach & bldg depreciation		3.58		3.16		3.90
Miscellaneous		1.48		0.91		1.19
Total overhead expenses		10.74		11.67		10.69
Total dir & ovhd expenses		70.02		84.64		57.40
Net return		-0.40		-26.63		24.55
Labor & management charge		5.09		6.09		3.83
Net return over lbr & mgt		-5.49		-32.72		20.72
<b>Cost of Production</b>						
Total direct expense per cwt.		83.98		96.48		65.56
Total dir & ovhd expense per cwt.		89.87		101.84		72.38
With other revenue adjustments		89.10		101.08		72.38
With labor and management		91.89		103.88		74.82
Est. labor hours per unit		0.64		0.62		0.40
<b>Other Information</b>						
No. purchased or trans in		187		248		111
Number sold or trans out		173		217		110
Percentage death loss		0.8		0.7		0.6
Avg. daily gain (lbs)		2.39		2.22		2.52
Lbs of conc / lb of gain		6.57		6.82		4.57
Lbs of feed / lb of gain		8.78		10.10		6.78
Feed cost per cwt of gain		45.20		54.98		34.33
Feed cost per head		289.51		331.87		262.79
Average purchase weight		643		689		540
Average sales weight		1,287		1,298		1,316
Avg purch price / cwt		111.80		110.83		100.87
Avg sales price / cwt		88.73		88.62		87.86

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**All Beef Finish Calves -- Average Per Head**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	91		17		18	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Finish Beef sold (lb)	1,161.14	1,030.34	1,300.75	1,152.78	1,193.55	1,048.64
Transferred out (lb)	6.23	7.19	12.67	14.06	6.65	7.95
Cull sales (lb)	0.48	0.26	0.17	0.19	-	-
Butchered (lb)	8.90	8.37	8.21	7.07	10.91	12.51
Less purchased (lb)	-533.50	-596.43	-733.26	-812.68	-358.26	-361.38
Less transferred in (lb)	-79.08	-73.33	-54.65	-56.39	-105.18	-111.11
Inventory change (lb)	76.39	60.57	69.72	35.10	17.69	30.60
Total production (lb)	640.57	436.96	603.61	340.13	765.38	627.21
Other income		8.98		10.02		-
Gross return		445.94		350.16		627.21
<b>Direct Expenses</b>						
Corn (bu.)	56.01	175.95	68.19	229.55	49.06	125.44
Corn Silage (lb.)	1,957.47	23.13	2,502.27	28.61	2,322.86	26.92
Hay, Alfalfa (lb.)	458.75	18.23	867.98	35.62	749.52	24.66
Hay, Grass & Other (lb.)	260.93	8.68	208.09	6.14	79.24	3.04
Complete Ration (lb.)	275.17	9.50	0.30	0.08	174.79	8.05
Protein Vit Minerals (lb.)	256.03	39.25	238.16	26.28	330.08	65.01
Corn Distillers Grn (dry) (lb.)	110.89	3.52	-	-	228.94	5.11
Corn Gluten (lb.)	332.69	5.45	52.99	2.23	-	-
Other feed stuffs	170.83	5.80	139.29	3.36	159.68	4.57
Veterinary		11.13		13.95		13.34
Supplies		3.71		2.07		6.05
Fuel & oil		10.59		8.84		12.99
Repairs		18.38		22.77		27.45
Custom hire		8.46		0.66		0.46
Hauling and trucking		7.98		20.69		0.77
Marketing		4.90		5.07		11.96
Bedding		3.50		7.93		1.36
Operating interest		21.58		26.60		20.35
Total direct expenses		379.76		440.45		357.52
Return over direct expense		66.18		-90.30		269.69
<b>Overhead Expenses</b>						
Custom hire		0.87		2.24		0.06
Hired labor		9.50		17.12		18.27
Farm insurance		5.52		6.86		9.80
Utilities		8.70		7.57		8.09
Interest		11.82		12.09		6.63
Mach & bldg depreciation		22.91		19.08		29.81
Miscellaneous		9.46		5.47		9.12
Total overhead expenses		68.77		70.45		81.79
Total dir & ovhd expenses		448.53		510.90		439.31
Net return		-2.59		-160.74		187.90
Labor & management charge		32.58		36.73		29.34
Net return over lbr & mgt		-35.17		-197.48		158.55
<b>Cost of Production</b>						
Total direct expense per cwt.		83.98		96.48		65.56
Total dir & ovhd expense per cwt.		89.87		101.84		72.38
With other revenue adjustments		89.10		101.08		72.38
With labor and management		91.89		103.88		74.82
Est. labor hours per unit		4.07		3.75		3.06
<b>Other Information</b>						
No. purchased or trans in		187		248		111
Number sold or trans out		173		217		110
Percentage death loss		0.8		0.7		0.6
Avg. daily gain (lbs)		2.39		2.22		2.52
Lbs of conc / lb of gain		6.57		6.82		4.57
Lbs of feed / lb of gain		8.78		10.10		6.78
Feed cost per cwt of gain		45.20		54.98		34.33
Feed cost per head		289.51		331.87		262.79
Average purchase weight		643		689		540
Average sales weight		1,287		1,298		1,316
Avg purch price / cwt		111.80		110.83		100.87
Avg sales price / cwt		88.73		88.62		87.86

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

**All Beef Finish Yearlings -- Average Per Cwt. Produced**

	<u>Avg. Of All Farms</u>		<u>High 20%</u>	
	22		5	
Number of farms				
	Quantity	Value	Quantity	Value
Fin Yrlg Hfr sold (lb)	186.88	162.72	173.88	148.54
Transferred out (lb)	1.78	1.50	-	-
Butchered (lb)	1.45	3.38	0.31	12.77
Less purchased (lb)	-77.78	-84.35	-85.95	-86.83
Less transferred in (lb)	-6.69	-7.29	-1.05	-1.21
Inventory change (lb)	-5.64	-3.40	12.80	14.19
Total production (lb)	100.00	72.56	100.00	87.46
Other income		-		-
Gross return		72.56		87.46
<b>Direct Expenses</b>				
Corn (bu.)	9.13	30.41	5.87	19.15
Corn Silage (lb.)	291.21	3.91	532.92	7.13
Hay, Alfalfa (lb.)	52.48	2.39	153.42	7.63
Hay, Grass & Other (lb.)	75.96	1.98	13.79	0.39
Haylage, Alfalfa (lb.)	10.61	0.26	33.84	0.93
Protein Vit Minerals (lb.)	38.48	6.70	29.48	6.55
Corn Distillers Grn (dry) (lb.)	13.42	0.22	78.96	1.30
Corn Gluten (lb.)	69.44	2.66	-	-
Other feed stuffs	22.19	0.95	42.20	0.48
Veterinary		1.39		0.43
Supplies		0.55		0.16
Contract production exp.		2.29		-
Fuel & oil		3.12		0.67
Repairs		2.61		2.02
Custom hire		0.29		0.35
Machinery leases		0.09		-
Hauling and trucking		0.60		1.28
Marketing		1.05		1.20
Bedding		0.09		0.04
Operating interest		3.34		1.81
Total direct expenses		64.91		51.52
Return over direct expense		7.65		35.94
<b>Overhead Expenses</b>				
Custom hire		0.24		0.10
Hired labor		3.03		0.67
Building leases		0.26		0.88
RE & pers. property taxes		0.69		0.21
Farm insurance		0.82		0.91
Utilities		1.11		0.55
Interest		1.40		1.85
Mach & bldg depreciation		3.97		2.92
Miscellaneous		1.72		2.85
Total overhead expenses		13.23		10.94
Total dir & ovhd expenses		78.14		62.46
Net return		-5.58		25.01
Labor & management charge		3.93		3.03
Net return over lbr & mgt		-9.51		21.97
<b>Cost of Production</b>				
Total direct expense per cwt.		82.99		64.75
Total dir & ovhd expense per cwt.		90.00		71.04
With other revenue adjustments		90.00		71.04
With labor and management		92.08		72.79
Est. labor hours per unit		0.65		0.42
<b>Other Information</b>				
No. purchased or trans in		154		124
Number sold or trans out		155		112
Percentage death loss		1.2		2.1
Avg. daily gain (lbs)		2.23		1.88
Lbs of conc / lb of gain		6.52		4.37
Lbs of feed / lb of gain		8.92		8.32
Feed cost per cwt of gain		49.48		43.57
Feed cost per head		326.09		322.49
Average purchase weight		620		589
Average sales weight		1,369		1,301
Avg purch price / cwt		108.45		101.02
Avg sales price / cwt		87.07		85.42

**Livestock Enterprise Analysis**  
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**All Beef Finish Yearlings -- Average Per Head**

	<u>Avg. Of All Farms</u>		<u>High 20%</u>	
	22		5	
Number of farms				
	Quantity	Value	Quantity	Value
Fin Yrlg Hfr sold (lb)	1,231.50	1,072.30	1,286.95	1,099.36
Transferred out (lb)	11.70	9.85	-	-
Butchered (lb)	9.59	22.30	2.29	94.51
Less purchased (lb)	-512.55	-555.86	-636.12	-642.62
Less transferred in (lb)	-44.09	-48.06	-7.76	-8.92
Inventory change (lb)	-37.17	-22.39	94.75	105.01
Total production (lb)	658.97	478.15	740.12	647.33
Other income		-		-
Gross return		478.15		647.33
<b>Direct Expenses</b>				
Corn (bu.)	60.16	200.40	43.47	141.73
Corn Silage (lb.)	1,918.97	25.77	3,944.26	52.80
Hay, Alfalfa (lb.)	345.84	15.74	1,135.49	56.47
Hay, Grass & Other (lb.)	500.53	13.04	102.09	2.91
Haylage, Alfalfa (lb.)	69.94	1.68	250.47	6.89
Protein Vit Minerals (lb.)	253.60	44.18	218.16	48.49
Corn Distillers Grn (dry) (lb.)	88.46	1.46	584.42	9.64
Corn Gluten (lb.)	457.60	17.56	-	-
Other feed stuffs	146.25	6.26	312.35	3.56
Veterinary		9.17		3.15
Supplies		3.64		1.16
Contract production exp.		15.09		-
Fuel & oil		20.58		4.94
Repairs		17.17		14.94
Custom hire		1.91		2.59
Machinery leases		0.60		-
Hauling and trucking		3.94		9.47
Marketing		6.94		8.90
Bedding		0.57		0.27
Operating interest		22.01		13.40
Total direct expenses		427.74		381.32
Return over direct expense		50.41		266.01
<b>Overhead Expenses</b>				
Custom hire		1.57		0.72
Hired labor		19.93		4.96
Building leases		1.68		6.49
RE & pers. property taxes		4.57		1.57
Farm insurance		5.41		6.75
Utilities		7.32		4.09
Interest		9.20		13.66
Mach & bldg depreciation		26.15		21.58
Miscellaneous		11.34		21.11
Total overhead expenses		87.18		80.93
Total dir & ovhd expenses		514.92		462.26
Net return		-36.78		185.07
Labor & management charge		25.87		22.44
Net return over lbr & mgt		-62.64		162.64
<b>Cost of Production</b>				
Total direct expense per cwt.		82.99		64.75
Total dir & ovhd expense per cwt.		90.00		71.04
With other revenue adjustments		90.00		71.04
With labor and management		92.08		72.79
Est. labor hours per unit		4.31		3.10
<b>Other Information</b>				
No. purchased or trans in		154		124
Number sold or trans out		155		112
Percentage death loss		1.2		2.1
Avg. daily gain (lbs)		2.23		1.88
Lbs of conc / lb of gain		6.52		4.37
Lbs of feed / lb of gain		8.92		8.32
Feed cost per cwt of gain		49.48		43.57
Feed cost per head		326.09		322.49
Average purchase weight		620		589
Average sales weight		1,369		1,301
Avg purch price / cwt		108.45		101.02
Avg sales price / cwt		87.07		85.42

**Livestock Enterprise Analysis**  
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**Dairy -- Average Per Cwt Of Milk**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	571		114		115	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms		571		114		115
Milk sold (lb)	99.52	18.55	99.41	18.21	99.81	19.06
Milk used in home (lb)	0.02	0.00	0.03	0.01	0.01	0.00
Milk fed to animals (lb)	0.46	0.07	0.56	0.08	0.18	0.02
Dairy Calves sold (hd)	0.00	0.18	0.00	0.13	0.00	0.21
Transferred out (hd)	0.00	0.64	0.00	0.74	0.00	0.54
Cull sales (hd)	0.00	0.66	0.00	0.75	0.00	0.65
Butchered (hd)	0.00	0.01	0.00	0.02	0.00	0.00
Less purchased (hd)	0.00	-0.43	0.00	-1.25	0.00	-0.27
Less transferred in (hd)	0.00	-2.24	0.00	-2.59	0.00	-1.88
Inventory change (hd)	0.01	0.46	0.00	0.45	0.00	0.49
Total production		17.90		16.53		18.83
Other income		0.05		0.06		0.08
Gross return		17.95		16.59		18.91
<b>Direct Expenses</b>						
Corn (bu.)	0.28	0.91	0.36	1.20	0.26	0.79
Corn Silage (lb.)	71.19	0.93	81.00	1.04	64.52	0.81
Hay, Alfalfa (lb.)	14.13	0.79	24.30	1.31	10.35	0.57
Haylage, Alfalfa (lb.)	31.55	0.63	21.76	0.59	26.57	0.60
Complete Ration (lb.)	6.25	0.83	6.24	0.75	8.64	1.13
Protein Vit Minerals (lb.)	14.41	2.14	15.12	2.34	11.28	1.74
Other feed stuffs	8.75	0.53	14.06	0.74	5.09	0.37
Breeding fees		0.19		0.20		0.20
Veterinary		0.54		0.55		0.50
BST		0.16		0.13		0.18
Supplies		0.64		0.79		0.58
Fuel & oil		0.37		0.46		0.31
Repairs		0.64		0.72		0.62
Custom hire		0.15		0.17		0.13
Hired labor		0.07		0.33		0.01
Hauling and trucking		0.17		0.21		0.17
Marketing		0.24		0.21		0.30
Bedding		0.26		0.27		0.24
Operating interest		0.08		0.15		0.05
Total direct expenses		10.25		12.17		9.31
Return over direct expense		7.70		4.42		9.59
<b>Overhead Expenses</b>						
Hired labor		1.36		0.78		1.72
Building leases		0.20		0.05		0.34
Farm insurance		0.16		0.19		0.14
Utilities		0.34		0.43		0.29
Interest		0.61		0.98		0.47
Mach & bldg depreciation		0.63		0.67		0.66
Miscellaneous		0.38		0.40		0.35
Total overhead expenses		3.68		3.49		3.98
Total dir & ovhd expenses		13.93		15.66		13.29
Net return		4.02		0.94		5.61
Labor & management charge		1.06		1.38		0.97
Net return over lbr & mgt		2.96		-0.44		4.64
<b>Cost of Production</b>						
Total direct expense per cwt.		10.25		12.17		9.31
Total dir & ovhd expense per cwt.		13.93		15.66		13.29
With other revenue adjustments		14.59		17.35		13.47
With labor and management		15.66		18.73		14.44
Est. labor hours per unit		0.20		0.23		0.19
<b>Other Information</b>						
Avg. number of Cows		127.8		80.2		176.8
Milk produced per Cow		21,245		17,277		24,214
Culling percentage		24.1		22.7		25.1
Turnover rate		32.9		35.8		31.9
Percent of barn capacity		108.3		96.6		111.0
Lbs. milk/lb grain & conc.		2.4		2.2		2.7
Feed cost per cwt of milk		6.76		7.97		6.02
Feed cost per Cow		1,435.41		1,377.82		1,457.32
Avg. milk price per cwt.		18.64		18.32		19.09

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	571		114		115	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (lb)	21,142.94	3,940.04	17,174.28	3,145.84	24,166.99	4,614.66
Milk used in home (lb)	4.32	0.96	4.90	0.98	2.63	0.48
Milk fed to animals (lb)	97.55	14.16	97.58	13.16	44.47	5.72
Dairy Calves sold (hd)	0.26	37.68	0.15	22.68	0.33	50.91
Transferred out (hd)	0.64	136.54	0.67	128.20	0.62	130.43
Cull sales (hd)	0.24	140.88	0.23	129.39	0.25	157.50
Butchered (hd)	0.00	2.45	0.01	3.73	0.00	1.07
Less purchased (hd)	-0.06	-90.32	-0.14	-216.60	-0.04	-65.99
Less transferred in (hd)	-0.32	-476.29	-0.30	-447.62	-0.33	-455.11
Inventory change (hd)	1.95	97.46	0.06	76.94	0.05	118.75
Total production		3,803.56		2,856.71		4,558.42
Other income		10.24		10.29		19.46
Gross return		3,813.80		2,867.00		4,577.88
<b>Direct Expenses</b>						
Corn (bu.)	59.78	192.29	62.28	206.59	61.85	191.28
Corn Silage (lb.)	15,123.30	196.93	13,994.07	179.37	15,622.79	195.90
Hay, Alfalfa (lb.)	3,001.97	168.04	4,197.88	226.88	2,505.29	138.85
Haylage, Alfalfa (lb.)	6,702.54	134.35	3,759.48	102.67	6,433.07	145.80
Complete Ration (lb.)	1,327.24	177.17	1,077.40	130.30	2,092.74	274.70
Protein Vit Minerals (lb.)	3,060.89	454.73	2,612.62	404.31	2,730.23	421.99
Cottonseed (lb.)	235.40	25.64	216.65	21.51	400.05	41.87
Other feed stuffs	1,623.05	86.26	2,212.73	106.19	831.95	46.93
Breeding fees		40.86		33.90		48.23
Veterinary		114.52		95.53		121.91
BST		33.99		22.35		44.64
Supplies		136.45		136.09		140.18
Fuel & oil		78.13		80.18		75.23
Repairs		135.25		123.99		150.63
Custom hire		30.81		30.13		32.07
Hired labor		14.30		57.06		2.19
Hauling and trucking		36.60		36.82		40.14
Marketing		50.23		36.64		72.03
Bedding		54.44		46.52		58.87
Operating interest		16.83		25.59		11.78
Total direct expenses		2,177.83		2,102.62		2,255.21
Return over direct expense		1,635.97		764.38		2,322.67
<b>Overhead Expenses</b>						
Hired labor		289.98		134.57		416.04
Building leases		42.69		7.90		82.63
Farm insurance		33.64		32.48		35.07
Utilities		71.86		75.07		70.32
Interest		129.20		168.91		114.44
Mach & bldg depreciation		133.03		115.38		158.93
Miscellaneous		80.97		68.35		85.92
Total overhead expenses		781.36		602.65		963.35
Total dir & ovhd expenses		2,959.19		2,705.28		3,218.57
Net return		854.61		161.73		1,359.32
Labor & management charge		225.34		238.52		235.69
Net return over lbr & mgt		629.27		-76.79		1,123.63
<b>Cost of Production</b>						
Total direct expense per cwt.		10.25		12.17		9.31
Total dir & ovhd expense per cwt.		13.93		15.66		13.29
With other revenue adjustments		14.59		17.35		13.47
With labor and management		15.66		18.73		14.44
Est. labor hours per unit		42.08		40.01		44.89
<b>Other Information</b>						
Avg. number of Cows		127.8		80.2		176.8
Milk produced per Cow		21,245		17,277		24,214
Culling percentage		24.1		22.7		25.1
Turnover rate		32.9		35.8		31.9
Percent of barn capacity		108.3		96.6		111.0
Lbs. milk/lb grain & conc.		2.4		2.2		2.7
Feed cost per cwt of milk		6.76		7.97		6.02
Feed cost per Cow		1,435.41		1,377.82		1,457.32
Avg. milk price per cwt.		18.64		18.32		19.09

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**Dairy and Repl Heifers -- Average Per Cwt Of Milk**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	440		88		88	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (lb)	99.52	18.53	99.50	18.43	99.75	19.11
Milk used in home (lb)	0.02	0.00	0.04	0.01	0.01	0.00
Milk fed to animals (lb)	0.46	0.07	0.46	0.10	0.23	0.03
Dairy Calves sold (hd)	0.00	0.38	0.00	0.34	0.00	0.54
Transferred out (hd)	0.00	3.06	0.01	3.41	0.00	2.71
Cull sales (hd)	0.00	0.69	0.00	0.82	0.00	0.72
Butchered (hd)	0.00	0.02	0.00	0.03	0.00	0.02
Less purchased (hd)	0.00	-0.60	0.00	-0.98	0.00	-0.36
Less transferred in (hd)	0.00	-2.98	0.00	-3.45	0.00	-2.63
Inventory change (hd)	0.01	0.82	0.00	-0.11	0.00	1.00
Total production		20.00		18.60		21.15
Other income		0.03		0.09		0.08
Gross return		20.03		18.69		21.23
<b>Direct Expenses</b>						
Corn (bu.)	0.31	1.00	0.40	1.33	0.28	0.87
Corn Silage (lb.)	91.97	1.14	99.54	1.29	78.78	0.99
Hay, Alfalfa (lb.)	17.61	0.97	30.91	1.68	13.66	0.73
Hay, Grass & Other (lb.)	4.85	0.18	7.69	0.30	2.91	0.10
Haylage, Alfalfa (lb.)	37.07	0.73	27.44	0.75	31.70	0.74
Complete Ration (lb.)	7.38	0.85	6.29	0.86	13.16	1.16
Protein Vit Minerals (lb.)	17.18	2.45	14.62	2.53	13.68	2.01
Other feed stuffs	10.23	0.64	23.50	0.99	9.61	0.52
Breeding fees		0.23		0.24		0.25
Veterinary		0.59		0.57		0.55
BST		0.17		0.12		0.16
Supplies		0.66		0.80		0.60
Contract production exp.		0.36		0.25		0.39
Fuel & oil		0.40		0.48		0.37
Repairs		0.70		0.92		0.70
Custom hire		0.16		0.20		0.14
Hired labor		0.06		0.38		0.03
Hauling and trucking		0.17		0.25		0.15
Marketing		0.21		0.19		0.21
Bedding		0.30		0.26		0.27
Operating interest		0.08		0.13		0.05
Total direct expenses		12.06		14.50		10.98
Return over direct expense		7.97		4.19		10.25
<b>Overhead Expenses</b>						
Hired labor		1.59		0.65		1.98
Building leases		0.21		0.09		0.36
Farm insurance		0.17		0.23		0.17
Utilities		0.38		0.55		0.34
Interest		0.68		1.03		0.50
Mach & bldg depreciation		0.73		0.78		0.83
Miscellaneous		0.43		0.56		0.38
Total overhead expenses		4.19		3.89		4.56
Total dir & ovhd expenses		16.26		18.39		15.54
Net return		3.77		0.30		5.69
Labor & management charge		1.16		1.75		1.17
Net return over lbr & mgt		2.61		-1.45		4.52
<b>Cost of Production</b>						
Total direct expense per cwt.		12.06		14.50		10.98
Total dir & ovhd expense per cwt.		16.26		18.39		15.54
With other revenue adjustments		14.83		18.24		13.45
With labor and management		16.00		19.98		14.63
Est. labor hours per unit		0.23		0.26		0.22
<b>Other Information</b>						
Avg. number of Cows		134.8		73.1		160.7
Milk produced per Cow		21,454		17,046		24,053
Culling percentage		25.5		24.7		27.7
Turnover rate		39.8		44.2		39.0
Percent of barn capacity		109.1		96.4		109.2
Lbs. milk/lb grain & conc.		2.1		1.9		2.2
Feed cost per cwt of milk		7.95		9.72		7.12
Feed cost per Cow		1,706.39		1,656.03		1,712.52
Avg. milk price per cwt.		18.62		18.52		19.16

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

**Dairy and Repl Heifers -- Average Per Cow**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	440		88		88	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Milk sold (lb)	21,350.54	3,975.28	16,960.26	3,141.22	23,993.88	4,596.74
Milk used in home (lb)	4.06	0.97	6.54	1.29	3.13	0.58
Milk fed to animals (lb)	99.01	15.12	78.76	16.49	56.00	7.38
Dairy Calves sold (hd)	0.36	82.22	0.26	58.50	0.41	129.79
Transferred out (hd)	1.00	657.15	0.98	581.42	1.01	652.86
Cull sales (hd)	0.25	147.66	0.25	139.40	0.28	173.19
Butchered (hd)	0.01	4.00	0.01	5.70	0.01	4.87
Less purchased (hd)	-0.09	-128.53	-0.12	-166.51	-0.06	-85.92
Less transferred in (hd)	-0.89	-638.97	-0.84	-588.55	-0.90	-632.55
Inventory change (hd)	2.45	175.35	0.04	-18.91	0.11	240.83
Total production		4,290.26		3,170.05		5,087.77
Other income		6.48		15.89		18.06
Gross return		4,296.75		3,185.95		5,105.83
<b>Direct Expenses</b>						
Corn (bu.)	66.03	213.99	67.99	226.59	67.19	210.26
Corn Silage (lb.)	19,729.95	245.08	16,967.85	219.40	18,949.42	237.21
Hay, Alfalfa (lb.)	3,777.74	208.75	5,269.44	285.65	3,286.39	176.03
Hay, Grass & Other (lb.)	1,040.98	38.21	1,310.64	50.59	700.84	24.78
Haylage, Alfalfa (lb.)	7,953.61	155.56	4,677.66	127.54	7,624.84	177.68
Complete Ration (lb.)	1,582.97	182.20	1,072.37	146.77	3,164.17	279.39
Protein Vit Minerals (lb.)	3,686.03	525.57	2,491.77	431.17	3,290.40	482.74
Other feed stuffs	2,194.78	137.02	4,005.05	168.31	2,311.22	124.44
Breeding fees		50.25		40.19		60.40
Veterinary		125.86		97.75		131.40
BST		35.81		19.66		39.31
Supplies		142.40		136.38		144.32
Contract production exp.		77.45		42.83		93.24
Fuel & oil		86.61		81.70		87.98
Repairs		151.15		157.30		167.26
Custom hire		35.16		33.39		33.41
Hired labor		12.59		65.00		6.99
Hauling and trucking		36.45		42.83		36.01
Marketing		45.51		32.98		49.89
Bedding		65.24		43.96		65.72
Operating interest		17.05		21.81		12.35
Total direct expenses		2,587.91		2,471.81		2,640.80
Return over direct expense		1,708.84		714.14		2,465.03
<b>Overhead Expenses</b>						
Custom hire		16.31		16.49		22.44
Hired labor		341.86		111.43		475.84
Building leases		44.22		15.37		87.16
Farm insurance		37.45		38.96		40.49
Utilities		81.00		93.55		82.92
Interest		146.81		174.79		119.46
Mach & bldg depreciation		156.82		133.65		199.73
Miscellaneous		75.45		79.19		68.63
Total overhead expenses		899.91		663.43		1,096.66
Total dir & ovhd expenses		3,487.83		3,135.24		3,737.46
Net return		808.92		50.71		1,368.37
Labor & management charge		249.10		297.70		281.85
Net return over lbr & mgt		559.82		-246.99		1,086.51
<b>Cost of Production</b>						
Total direct expense per cwt.		12.06		14.50		10.98
Total dir & ovhd expense per cwt.		16.26		18.39		15.54
With other revenue adjustments		14.83		18.24		13.45
With labor and management		16.00		19.98		14.63
Est. labor hours per unit		48.89		45.06		52.69
<b>Other Information</b>						
Avg. number of Cows		134.8		73.1		160.7
Milk produced per Cow		21,454		17,046		24,053
Culling percentage		25.5		24.7		27.7
Turnover rate		39.8		44.2		39.0
Percent of barn capacity		109.1		96.4		109.2
Lbs. milk/lb grain & conc.		2.1		1.9		2.2
Feed cost per cwt of milk		7.95		9.72		7.12
Feed cost per Cow		1,706.39		1,656.03		1,712.52
Avg. milk price per cwt.		18.62		18.52		19.16

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

**Dairy Heifers (for sale) -- Average Per Head**

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	17	
	Quantity	Value
Dairy Hfrs sold (hd)	0.40	493.31
Transferred out (hd)	0.24	15.72
Cull sales (hd)	0.00	0.58
Butchered (hd)	0.00	0.78
Less purchased (hd)	-0.23	-135.98
Less transferred in (hd)	-0.25	-2.86
Inventory change (hd)	-0.20	-142.03
Total production (hd)	0.00	229.53
Other income		365.84
Gross return		595.38
<b>Direct Expenses</b>		
Corn (bu.)	7.02	22.51
Corn Silage (lb.)	6,810.03	70.64
Hay, Alfalfa (lb.)	752.66	34.92
Hay, Grass & Other (lb.)	733.96	28.67
Haylage, Alfalfa (lb.)	2,756.87	60.06
Oatlage (lb.)	141.49	1.54
Oats (bu.)	1.35	3.02
Stover (lb.)	20.39	0.51
Creep / Starter (lb.)	188.33	9.75
Milk Replacer (lb.)	9.27	12.05
Protein Vit Minerals (lb.)	657.49	70.55
Other feed stuffs	128.71	5.75
Breeding fees		5.40
Veterinary		21.67
Supplies		4.23
Fuel & oil		19.60
Repairs		37.07
Custom hire		15.30
Hauling and trucking		0.51
Bedding		19.00
Operating interest		17.13
Total direct expenses		459.90
Return over direct expense		135.48
<b>Overhead Expenses</b>		
Hired labor		18.05
Building leases		2.16
Farm insurance		9.16
Utilities		14.15
Dues & professional fees		2.21
Interest		15.07
Mach & bldg depreciation		24.71
Miscellaneous		12.05
Total overhead expenses		97.55
Total dir & ovhd expenses		557.45
Net return		37.93
Labor & management charge		56.01
Net return over lbr & mgt		-18.09
<b>Cost of Production</b>		
Total direct expense per head		1,153.46
Total dir & ovhd expense per head		1,305.65
With other revenue adjustments		734.93
With labor and management		822.31
Est. labor hours per unit		8.62
<b>Other Information</b>		
No. purchased or trans in		90
Number sold or trans out		122
Average number of head		190
Percentage death loss		2.4
Feed cost per average head		319.99
Feed cost/head sold+trans		499.18
Avg. purchase weight		-
Avg. sales weight		-
Avg. purch price / head		599.66
Avg. sales price / head		1,238.83

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

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

	<u>Avg. Of All Farms</u>	
Number of farms	17	
	Quantity	Value
Dairy Hfrs sold (hd)	0.62	769.57
Transferred out (hd)	0.38	24.53
Cull sales (hd)	0.00	0.90
Butchered (hd)	0.00	1.22
Less purchased (hd)	-0.35	-212.12
Less transferred in (hd)	-0.39	-4.46
Inventory change (hd)	-0.31	-221.56
Total production (hd)	0.00	358.07
Other income		570.72
Gross return		928.79
<b>Direct Expenses</b>		
Corn (bu.)	10.95	35.12
Corn Silage (lb.)	10,623.65	110.20
Hay, Alfalfa (lb.)	1,174.15	54.47
Hay, Grass & Other (lb.)	1,144.98	44.73
Haylage, Alfalfa (lb.)	4,300.72	93.70
Oatlage (lb.)	220.72	2.41
Oats (bu.)	2.10	4.71
Stover (lb.)	31.81	0.80
Creep / Starter (lb.)	293.80	15.21
Milk Replacer (lb.)	14.46	18.80
Protein Vit Minerals (lb.)	1,025.68	110.06
Other feed stuffs	200.78	8.97
Breeding fees		8.42
Veterinary		33.81
Supplies		6.60
Fuel & oil		30.57
Repairs		57.83
Custom hire		23.87
Hauling and trucking		0.80
Bedding		29.64
Operating interest		26.73
Total direct expenses		717.44
Return over direct expense		211.35
<b>Overhead Expenses</b>		
Hired labor		28.16
Machinery leases		1.06
Building leases		3.36
RE & pers. property taxes		3.58
Farm insurance		14.29
Utilities		22.07
Dues & professional fees		3.44
Interest		23.52
Mach & bldg depreciation		38.55
Miscellaneous		14.15
Total overhead expenses		152.19
Total dir & ovhd expenses		869.62
Net return		59.17
Labor & management charge		87.38
Net return over lbr & mgt		-28.21
<b>Cost of Production</b>		
Total direct expense per head		1,153.46
Total dir & ovhd expense per head		1,305.65
With other revenue adjustments		734.93
With labor and management		822.31
Est. labor hours per unit		13.45
<b>Other Information</b>		
No. purchased or trans in		90
Number sold or trans out		122
Average number of head		190
Percentage death loss		2.4
Feed cost per average head		319.99
Feed cost/head sold+trans		499.18
Avg. purchase weight		-
Avg. sales weight		-
Avg. purch price / head		599.66
Avg. sales price / head		1,238.83

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

**Dairy Replacement Heifers -- Average Per Head**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	490		98		98	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Replacements sold (hd)	0.11	56.74	0.08	31.51	0.09	91.12
Transferred out (hd)	0.42	590.55	0.39	427.19	0.34	569.05
Cull sales (hd)	0.01	5.12	0.01	2.58	0.04	9.70
Butchered (hd)	0.00	1.78	0.00	1.49	0.00	2.37
Less purchased (hd)	-0.05	-61.61	-0.04	-65.30	-0.04	-18.37
Less transferred in (hd)	-0.65	-147.62	-0.62	-149.87	-0.55	-130.36
Inventory change (hd)	0.08	90.16	0.08	40.46	0.11	194.43
Total production (hd)	0.00	535.14	0.00	288.07	0.00	717.94
Other income		14.05		-		0.78
Gross return		549.18		288.07		718.73
<b>Direct Expenses</b>						
Corn (bu.)	6.85	23.02	7.65	27.24	5.99	19.48
Corn Silage (lb.)	5,296.64	58.13	7,304.72	57.38	5,005.76	51.04
Hay, Alfalfa (lb.)	1,190.53	58.72	1,511.25	75.32	1,075.67	56.92
Hay, Grass & Other (lb.)	655.46	22.05	397.28	13.90	778.42	22.86
Haylage, Alfalfa (lb.)	885.44	20.49	879.69	18.76	651.68	15.43
Complete Ration (lb.)	554.27	28.36	279.96	40.81	1,764.79	11.32
Creep / Starter (lb.)	42.41	6.13	63.95	10.53	50.50	5.57
Milk (lb.)	38.31	6.75	33.62	6.33	34.19	6.10
Milk Replacer (lb.)	13.53	16.55	16.80	24.07	10.19	11.81
Protein Vit Minerals (lb.)	438.45	52.95	263.33	56.65	383.09	58.32
Other feed stuffs	891.33	22.26	927.09	33.94	1,266.84	22.89
Breeding fees		10.59		12.99		8.95
Veterinary		13.31		11.81		12.52
Supplies		10.60		9.93		13.20
Contract production exp.		82.24		123.33		29.09
Fuel & oil		12.96		13.96		12.53
Repairs		22.15		28.03		21.67
Custom hire		2.56		1.46		8.84
Bedding		10.95		11.74		9.52
Operating interest		2.91		2.62		2.86
Total direct expenses		483.69		580.79		400.91
Return over direct expense		65.50		-292.73		317.82
<b>Overhead Expenses</b>						
Custom hire		3.08		4.74		1.45
Hired labor		44.89		36.19		50.15
Building leases		5.37		3.57		8.56
Farm insurance		5.74		5.58		6.22
Utilities		11.93		12.25		11.73
Interest		21.65		20.31		23.86
Mach & bldg depreciation		24.31		21.76		24.42
Miscellaneous		11.11		13.17		10.37
Total overhead expenses		128.08		117.57		136.76
Total dir & ovhd expenses		611.77		698.36		537.68
Net return		-62.59		-410.30		181.05
Labor & management charge		37.70		40.41		40.02
Net return over lbr & mgt		-100.29		-450.70		141.03
<b>Cost of Production</b>						
Total direct expense per head		1,112.30		1,596.42		799.64
Total dir & ovhd expense per head		1,351.39		1,846.19		1,118.35
With other revenue adjustments		1,325.17		1,846.19		1,116.53
With labor and management		1,395.55		1,932.04		1,209.79
Est. labor hours per unit		6.95		6.60		6.83
<b>Other Information</b>						
No. purchased or trans in		79		59		66
Number sold or trans out		60		42		48
Average number of head		113		89		111
Percentage death loss		9.9		14.2		6.7
Feed cost per average head		315.42		364.93		281.73
Feed cost/head sold+trans		588.80		775.30		656.55
Avg. purchase weight		-		-		-
Avg. sales weight		-		-		-
Avg. purch price / head		1,314.14		1,602.35		507.64
Avg. sales price / head		509.56		382.89		1,067.38

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

**Dairy Replacement Heifers -- Average Per Head Sold/Trans**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	490		98		98	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Replacements sold (hd)	0.21	105.93	0.17	66.95	0.20	212.34
Transferred out (hd)	0.79	1,102.41	0.83	907.56	0.80	1,326.12
Cull sales (hd)	0.02	9.56	0.01	5.48	0.08	22.61
Butchered (hd)	0.01	3.33	0.00	3.16	0.01	5.52
Less purchased (hd)	-0.09	-115.01	-0.09	-138.72	-0.08	-42.80
Less transferred in (hd)	-1.21	-275.57	-1.32	-318.40	-1.29	-303.79
Inventory change (hd)	0.14	168.31	0.17	85.96	0.25	453.11
Total production (hd)	0.00	998.97	0.00	612.00	0.00	1,673.11
Other income		26.22		-		1.82
Gross return		1,025.18		612.00		1,674.93
<b>Direct Expenses</b>						
Corn (bu.)	12.80	42.97	16.26	57.87	13.96	45.39
Corn Silage (lb.)	9,887.49	108.52	15,518.97	121.90	11,665.51	118.95
Hay, Alfalfa (lb.)	2,222.41	109.61	3,210.67	160.03	2,506.77	132.64
Hay, Grass & Other (lb.)	1,223.58	41.16	844.03	29.53	1,814.04	53.26
Haylage, Alfalfa (lb.)	1,652.90	38.25	1,868.92	39.86	1,518.68	35.95
Haylage, Grass & Other (lb.)	153.57	3.32	56.91	1.14	287.09	10.39
Complete Ration (lb.)	1,034.68	52.94	594.77	86.70	4,112.70	26.38
Creep / Starter (lb.)	79.16	11.44	135.87	22.37	117.68	12.99
Milk (lb.)	71.52	12.60	71.42	13.45	79.67	14.21
Milk Replacer (lb.)	25.25	30.90	35.68	51.14	23.75	27.53
Protein Vit Minerals (lb.)	818.47	98.84	559.46	120.36	892.76	135.90
Other feed stuffs	1,510.32	38.24	1,912.71	70.96	2,665.17	42.95
Breeding fees		19.78		27.59		20.86
Veterinary		24.84		25.09		29.17
Supplies		19.78		21.09		30.75
Contract production exp.		153.52		262.02		67.78
Fuel & oil		24.20		29.66		29.21
Repairs		41.34		59.55		50.50
Custom hire		4.78		3.09		20.61
Bedding		20.45		24.94		22.19
Operating interest		5.44		5.57		6.67
Total direct expenses		902.92		1,233.90		934.29
Return over direct expense		122.27		-621.91		740.64
<b>Overhead Expenses</b>						
Custom hire		5.75		10.06		3.39
Hired labor		83.80		76.89		116.87
Building leases		10.02		7.58		19.95
Farm insurance		10.71		11.85		14.49
Utilities		22.28		26.02		27.34
Interest		40.42		43.15		55.61
Mach & bldg depreciation		45.37		46.24		56.91
Miscellaneous		20.75		27.98		24.17
Total overhead expenses		239.10		249.77		318.72
Total dir & ovhd expenses		1,142.02		1,483.68		1,253.01
Net return		-116.83		-871.68		421.93
Labor & management charge		70.38		85.85		93.26
Net return over lbr & mgt		-187.21		-957.53		328.67
<b>Cost of Production</b>						
Total direct expense per head		1,112.30		1,596.42		799.64
Total dir & ovhd expense per head		1,351.39		1,846.19		1,118.35
With other revenue adjustments		1,325.17		1,846.19		1,116.53
With labor and management		1,395.55		1,932.04		1,209.79
Est. labor hours per unit		12.97		14.02		15.91
<b>Other Information</b>						
No. purchased or trans in		79		59		66
Number sold or trans out		60		42		48
Average number of head		113		89		111
Percentage death loss		9.9		14.2		6.7
Feed cost per average head		315.42		364.93		281.73
Feed cost/head sold+trans		588.80		775.30		656.55
Avg. purchase weight		-		-		-
Avg. sales weight		-		-		-
Avg. purch price / head		1,314.14		1,602.35		507.64
Avg. sales price / head		509.56		382.89		1,067.38

**Livestock Enterprise Analysis**  
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**Dairy Steer Feeders -- Average Per Cwt. Produced**

	<b>Avg. Of All Farms</b>	
Number of farms	15	
	Quantity	Value
D Steer Fdrs sold (lb)	105.78	97.76
Transferred out (lb)	6.39	5.43
Butchered (lb)	0.43	0.34
Less purchased (lb)	-21.73	-25.90
Less transferred in (lb)	-14.73	-20.36
Inventory change (lb)	23.86	18.19
Total production (lb)	100.00	75.46
Other income		-
Gross return		75.46
<b>Direct Expenses</b>		
Corn (bu.)	4.97	16.41
Corn Silage (lb.)	207.99	2.70
Hay, Alfalfa (lb.)	69.51	3.87
Hay, Grass & Other (lb.)	20.18	0.78
Oats (bu.)	0.42	0.92
Complete Ration (lb.)	138.31	12.46
Creep / Starter (lb.)	7.37	0.98
Milk Replacer (lb.)	10.05	13.69
Protein Vit Minerals (lb.)	59.17	9.91
Veterinary		5.54
Supplies		3.70
Fuel & oil		2.22
Repairs		2.64
Custom hire		0.13
Marketing		0.82
Bedding		1.89
Operating interest		2.94
Total direct expenses		81.62
Return over direct expense		-6.16
<b>Overhead Expenses</b>		
Hired labor		1.14
RE & pers. property taxes		0.23
Farm insurance		0.69
Utilities		1.12
Dues & professional fees		0.16
Interest		1.49
Mach & bldg depreciation		2.91
Miscellaneous		0.87
Total overhead expenses		8.61
Total dir & ovhd expenses		90.23
Net return		-14.77
Labor & management charge		6.34
Net return over lbr & mgt		-21.11
<b>Cost of Production</b>		
Total direct expense per cwt.		97.48
Total dir & ovhd expense per cwt.		105.16
With other revenue adjustments		105.16
With labor and management		110.81
Est. labor hours per unit		0.69
<b>Other Information</b>		
No. purchased or trans in		137
Number sold or trans out		95
Percentage death loss		7.8
Avg. daily gain (lbs)		1.66
Lbs of conc / lb of gain		4.97
Lbs of feed / lb of gain		6.66
Feed cost per cwt of gain		61.73
Feed cost per head		157.46
Average purchase weight		119
Average sales weight		480
Avg purch price / head		141.22
Avg sales price / cwt		92.41

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

**Dairy Steer Feeders -- Average Per Head**

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	15	
	Quantity	Value
D Steer Fdrs sold (lb)	269.83	249.36
Transferred out (lb)	16.30	13.86
Butchered (lb)	1.10	0.86
Less purchased (lb)	-55.44	-66.06
Less transferred in (lb)	-37.58	-51.93
Inventory change (lb)	60.87	46.40
Total production (lb)	255.09	192.49
Other income		-
Gross return		192.49
<b>Direct Expenses</b>		
Corn (bu.)	12.67	41.87
Corn Silage (lb.)	530.55	6.90
Hay, Alfalfa (lb.)	177.31	9.88
Hay, Grass & Other (lb.)	51.48	1.99
Oats (bu.)	1.08	2.35
Complete Ration (lb.)	352.81	31.79
Creep / Starter (lb.)	18.79	2.50
Milk Replacer (lb.)	25.63	34.93
Protein Vit Minerals (lb.)	150.94	25.27
Veterinary		14.14
Supplies		9.52
Fuel & oil		5.68
Repairs		6.73
Hauling and trucking		0.26
Marketing		2.08
Bedding		4.83
Operating interest		7.49
Total direct expenses		208.20
Return over direct expense		-15.70
<b>Overhead Expenses</b>		
Hired labor		2.90
RE & pers. property taxes		0.58
Farm insurance		1.77
Utilities		2.87
Interest		3.79
Mach & bldg depreciation		7.42
Miscellaneous		2.64
Total overhead expenses		21.97
Total dir & ovhd expenses		230.17
Net return		-37.67
Labor & management charge		16.18
Net return over lbr & mgt		-53.86
<b>Cost of Production</b>		
Total direct expense per cwt.		97.48
Total dir & ovhd expense per cwt.		105.16
With other revenue adjustments		105.16
With labor and management		110.81
Est. labor hours per unit		1.77
<b>Other Information</b>		
No. purchased or trans in		137
Number sold or trans out		95
Percentage death loss		7.8
Avg. daily gain (lbs)		1.66
Lbs of conc / lb of gain		4.97
Lbs of feed / lb of gain		6.66
Feed cost per cwt of gain		61.73
Feed cost per head		157.46
Average purchase weight		119
Average sales weight		480
Avg purch price / head		141.22
Avg sales price / cwt		92.41

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	124		24		25	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
D Steer Fin sold (lb)	112.48	91.14	145.85	116.01	97.49	81.18
Transferred out (lb)	0.08	0.07	-	-	0.16	0.15
Cull sales (lb)	0.27	0.20	1.16	0.82	0.58	0.38
Butchered (lb)	2.11	1.79	2.45	1.77	2.79	2.30
Less purchased (lb)	-28.91	-30.01	-42.98	-35.59	-9.14	-12.03
Less transferred in (lb)	-5.55	-5.90	-11.57	-12.61	-10.35	-10.04
Inventory change (lb)	19.52	16.95	5.09	3.70	18.48	16.52
Total production (lb)	100.00	74.24	100.00	74.09	100.00	78.46
Other income		0.02		-		-
Gross return		74.26		74.09		78.46
<b>Direct Expenses</b>						
Corn (bu.)	9.58	30.82	11.03	33.72	7.85	25.44
Corn Silage (lb.)	198.10	2.44	508.69	5.89	112.42	1.34
Hay, Alfalfa (lb.)	43.64	1.97	49.60	2.73	14.26	0.65
Hay, Grass & Other (lb.)	22.00	0.86	29.47	1.23	39.84	1.52
Stover (lb.)	8.59	0.27	37.54	1.25	-	-
Complete Ration (lb.)	4.21	0.55	18.12	2.19	2.41	0.33
Milk Replacer (lb.)	1.19	1.46	3.15	3.40	0.43	0.12
Protein Vit Minerals (lb.)	53.33	11.02	47.02	13.13	48.91	10.69
Corn Distillers Grn (dry) (lb.)	16.90	1.02	-	-	-	-
Other feed stuffs	24.79	1.64	45.96	2.86	33.85	1.58
Veterinary		1.76		2.15		1.44
Supplies		0.80		2.11		0.40
Contract production exp.		0.26		0.99		-
Fuel & oil		1.73		3.45		1.62
Repairs		2.71		4.64		2.42
Custom hire		0.16		0.61		0.03
Hauling and trucking		0.41		0.52		0.35
Marketing		0.84		1.74		0.79
Bedding		1.30		1.37		1.20
Operating interest		1.97		2.18		1.82
Total direct expenses		63.99		86.15		51.75
Return over direct expense		10.27		-12.05		26.71
<b>Overhead Expenses</b>						
Hired labor		1.89		5.73		2.06
Building leases		0.34		0.85		0.02
Farm insurance		1.05		1.59		0.85
Utilities		1.25		1.84		1.18
Interest		1.71		2.29		1.19
Mach & bldg depreciation		2.92		5.52		2.40
Miscellaneous		1.49		1.95		1.46
Total overhead expenses		10.65		19.78		9.16
Total dir & ovhd expenses		74.64		105.93		60.91
Net return		-0.38		-31.84		17.54
Labor & management charge		5.45		9.39		4.36
Net return over lbr & mgt		-5.83		-41.23		13.19
<b>Cost of Production</b>						
Total direct expense per cwt.		71.93		87.81		55.93
Total dir & ovhd expense per cwt.		81.39		101.37		65.31
With other revenue adjustments		81.37		101.37		65.31
With labor and management		86.22		107.81		69.77
Est. labor hours per unit		0.62		1.16		0.49
<b>Other Information</b>						
No. purchased or trans in		103		99		75
Number sold or trans out		75		68		53
Percentage death loss		4.3		9.5		3.9
Avg. daily gain (lbs)		2.34		1.87		2.42
Lbs of conc / lb of gain		6.25		7.14		5.04
Lbs of feed / lb of gain		7.73		10.08		6.10
Feed cost per cwt of gain		52.04		66.39		41.66
Feed cost per head		512.07		580.72		511.41
Average purchase weight		340		374		189
Average sales weight		1,378		1,294		1,442
Avg purch price / head		353.31		309.33		248.58
Avg sales price / cwt		81.03		79.54		83.27

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**Dairy Steer Finishing -- Average Per Head**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
Number of farms	124		24		25	
	Quantity	Value	Quantity	Value	Quantity	Value
D Steer Fin sold (lb)	1,106.79	896.81	1,275.69	1,014.73	1,196.71	996.49
Transferred out (lb)	0.74	0.67	-	-	2.00	1.80
Cull sales (lb)	2.65	1.93	10.13	7.21	7.12	4.68
Butchered (lb)	20.80	17.59	21.46	15.44	34.26	28.27
Less purchased (lb)	-284.46	-295.29	-375.93	-311.28	-112.21	-147.64
Less transferred in (lb)	-54.60	-58.06	-101.17	-110.33	-127.09	-123.30
Inventory change (lb)	192.02	166.83	44.51	32.33	226.80	202.80
Total production (lb)	983.95	730.48	874.69	648.10	1,227.58	963.10
Other income		0.15		-		-
Gross return		730.63		648.10		963.10
<b>Direct Expenses</b>						
Corn (bu.)	94.23	303.24	96.51	294.94	96.33	312.24
Corn Silage (lb.)	1,949.17	23.97	4,449.42	51.52	1,380.03	16.40
Hay, Alfalfa (lb.)	429.35	19.39	433.86	23.87	175.00	8.03
Hay, Grass & Other (lb.)	216.51	8.44	257.76	10.72	489.12	18.69
Stover (lb.)	84.51	2.69	328.39	10.97	-	-
Complete Ration (lb.)	41.41	5.43	158.47	19.15	29.63	4.00
Milk Replacer (lb.)	11.69	14.35	27.57	29.70	5.32	1.45
Protein Vit Minerals (lb.)	524.72	108.40	411.27	114.83	600.47	131.24
Corn Distillers Grn (dry) (lb.)	166.29	10.02	-	-	-	-
Other feed stuffs	243.97	16.14	401.98	25.02	415.59	19.35
Veterinary		17.36		18.79		17.73
Supplies		7.84		18.48		4.96
Contract production exp.		2.60		8.63		-
Fuel & oil		17.00		30.14		19.91
Repairs		26.70		40.56		29.69
Custom hire		1.58		5.37		0.43
Hauling and trucking		4.05		4.59		4.30
Marketing		8.23		15.21		9.73
Bedding		12.80		11.96		14.78
Operating interest		19.35		19.08		22.32
Total direct expenses		629.59		753.53		635.25
Return over direct expense		101.04		-105.43		327.85
<b>Overhead Expenses</b>						
Hired labor		18.61		50.16		25.24
Building leases		3.30		7.46		0.30
RE & pers. property taxes		2.94		2.35		3.72
Farm insurance		10.36		13.95		10.46
Utilities		12.34		16.12		14.45
Dues & professional fees		1.78		1.58		4.15
Interest		16.85		20.07		14.63
Mach & bldg depreciation		28.69		48.24		29.47
Miscellaneous		9.93		13.14		10.07
Total overhead expenses		104.81		173.05		112.47
Total dir & ovhd expenses		734.40		926.58		747.73
Net return		-3.77		-278.48		215.37
Labor & management charge		53.61		82.11		53.47
Net return over lbr & mgt		-57.38		-360.60		161.90
<b>Cost of Production</b>						
Total direct expense per cwt.		71.93		87.81		55.93
Total dir & ovhd expense per cwt.		81.39		101.37		65.31
With other revenue adjustments		81.37		101.37		65.31
With labor and management		86.22		107.81		69.77
Est. labor hours per unit		6.15		10.15		5.99
<b>Other Information</b>						
No. purchased or trans in		103		99		75
Number sold or trans out		75		68		53
Percentage death loss		4.3		9.5		3.9
Avg. daily gain (lbs)		2.34		1.87		2.42
Lbs of conc / lb of gain		6.25		7.14		5.04
Lbs of feed / lb of gain		7.73		10.08		6.10
Feed cost per cwt of gain		52.04		66.39		41.66
Feed cost per head		512.07		580.72		511.41
Average purchase weight		340		374		189
Average sales weight		1,378		1,294		1,442
Avg purch price / head		353.31		309.33		248.58
Avg sales price / cwt		81.03		79.54		83.27

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**Hogs, Contractee -- Average Per Pig**

	<b>Avg. Of All Farms</b>		<b>Low20%</b>		<b>High 20%</b>	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms	82		16		17	
Total production (hd)	0.00	0.00	0.00	0.00	0.00	0.00
Other income		12.51		10.40		16.35
Gross return		12.51		10.40		16.35
<b>Direct Expenses</b>						
Supplies		0.81		1.19		0.36
Fuel & oil		0.62		0.96		0.64
Repairs		0.85		1.80		0.70
Custom hire		0.12		0.12		0.01
Operating interest		0.06		0.13		0.02
Total direct expenses		2.46		4.20		1.72
Return over direct expense		10.06		6.20		14.63
<b>Overhead Expenses</b>						
Custom hire		0.10		0.05		0.20
Hired labor		0.45		0.28		0.36
Machinery leases		0.04		0.02		0.12
Building leases		0.29		-		1.37
RE & pers. property taxes		0.20		0.39		0.16
Farm insurance		0.41		0.65		0.40
Utilities		0.57		0.78		0.68
Dues & professional fees		0.13		0.07		0.03
Interest		2.36		1.76		3.57
Mach & bldg depreciation		3.01		2.23		4.38
Miscellaneous		0.22		0.36		0.15
Total overhead expenses		7.77		6.59		11.41
Total dir & ovhd expenses		10.23		10.79		13.13
Net return		2.29		-0.39		3.22
Labor & management charge		2.01		2.46		1.98
Net return over lbr & mgt		0.27		-2.85		1.24
<b>Cost of Production</b>						
Total direct expense per head		-		-		-
Total dir & ovhd expense per head		-		-		-
With other revenue adjustments		-		-		-
With labor and management		-		-		-
Est. labor hours per unit		0.14		0.17		0.12
<b>Other Information</b>						
Number of pigs		7,494		3,768		6,519
Pigs per pig space (per year)		2.90		2.55		2.48
Pigs per 100 sq. ft. (per yr)		38.97		34.00		32.01
Net return per 100 sq. ft.		89.18		-13.20		103.05
Net return per labor hour		15.82		-2.32		26.38
Square feet per pig space		7.43		7.49		7.75

**Livestock Enterprise Analysis  
Minnesota State Colleges and Universities  
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**Hogs, Contractee -- Average Per Pig Space**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	82		16		17	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Total production (hd)	0.00	0.00	0.00	0.00	0.00	0.00
Other income		36.23		26.48		40.57
Gross return		36.23		26.48		40.57
<b>Direct Expenses</b>						
Supplies		2.34		3.02		0.88
Fuel & oil		1.79		2.44		1.58
Repairs		2.45		4.57		1.74
Custom hire		0.35		0.31		0.02
Operating interest		0.18		0.34		0.04
Total direct expenses		7.12		10.69		4.26
Return over direct expense		29.12		15.80		36.31
<b>Overhead Expenses</b>						
Custom hire		0.29		0.13		0.50
Hired labor		1.30		0.72		0.88
Machinery leases		0.12		0.04		0.30
Building leases		0.84		-		3.41
RE & pers. property taxes		0.57		0.99		0.39
Farm insurance		1.18		1.66		1.00
Utilities		1.65		1.99		1.68
Dues & professional fees		0.37		0.18		0.06
Interest		6.82		4.49		8.86
Mach & bldg depreciation		8.72		5.68		10.86
Miscellaneous		0.63		0.91		0.38
Total overhead expenses		22.49		16.79		28.32
Total dir & ovhd expenses		29.61		27.47		32.58
Net return		6.63		-0.99		7.99
Labor & management charge		5.83		6.28		4.91
Net return over lbr & mgt		0.80		-7.26		3.08
<b>Cost of Production</b>						
Total direct expense per head		-		-		-
Total dir & ovhd expense per head		-		-		-
With other revenue adjustments		-		-		-
With labor and management		-		-		-
Est. labor hours per unit		0.42		0.43		0.30
<b>Other Information</b>						
Number of pigs		7,494		3,768		6,519
Pigs per pig space (per year)		2.90		2.55		2.48
Pigs per 100 sq. ft. (per yr)		38.97		34.00		32.01
Net return per 100 sq. ft.		89.18		-13.20		103.05
Net return per labor hour		15.82		-2.32		26.38
Square feet per pig space		7.43		7.49		7.75

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**Hogs, Farrow To Finish -- Average Per Cwt. Produced**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	38		7		8	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Raised Hogs sold (lb)	94.16	44.90	89.81	40.32	94.45	45.98
Transferred out (lb)	0.11	0.08	1.77	0.91	0.07	0.06
Cull sales (lb)	4.41	1.26	7.69	2.36	3.57	1.16
Butchered (lb)	0.11	0.05	0.44	0.18	0.06	0.03
Less purchased (lb)	-0.91	-1.10	-0.30	-0.54	-1.06	-1.26
Less transferred in (lb)	-0.13	-0.11	-1.48	-0.74	-	-0.03
Inventory change (lb)	2.25	-0.09	2.05	-2.67	2.90	0.72
Total production (lb)	100.00	45.00	100.00	39.83	100.00	46.65
Other income		0.21		-		0.31
Gross return		45.21		39.83		46.96
<b>Direct Expenses</b>						
Corn (bu.)	3.82	12.54	5.24	17.31	3.72	11.81
Complete Ration (lb.)	20.67	3.57	15.74	2.17	24.79	4.54
Protein Vit Minerals (lb.)	58.62	11.09	94.15	17.42	56.91	9.49
Corn Distillers Grn (dry) (lb.)	12.62	0.76	-	-	19.03	1.14
Other feed stuffs	0.50	0.48	0.16	0.66	0.13	0.39
Breeding fees		0.62		-		0.76
Veterinary		2.11		2.09		2.15
Supplies		1.09		1.60		0.35
Contract production exp.		0.01		0.30		-
Fuel & oil		0.71		2.31		0.65
Repairs		0.95		1.81		0.68
Custom hire		1.66		0.39		2.46
Hauling and trucking		0.24		0.64		0.20
Marketing		0.22		0.23		0.20
Operating interest		0.39		1.81		0.32
Total direct expenses		36.44		48.72		35.12
Return over direct expense		8.77		-8.89		11.84
<b>Overhead Expenses</b>						
Custom hire		0.32		0.57		0.41
Hired labor		3.48		1.11		3.85
Building leases		1.33		-		1.75
Farm insurance		0.48		1.14		0.36
Utilities		0.75		1.55		0.68
Interest		0.91		2.14		0.86
Mach & bldg depreciation		1.70		2.31		1.44
Miscellaneous		0.64		0.83		0.49
Total overhead expenses		9.62		9.65		9.84
Total dir & ovhd expenses		46.06		58.37		44.96
Net return		-0.85		-18.54		2.00
Labor & management charge		1.91		4.63		1.34
Net return over lbr & mgt		-2.76		-23.18		0.65
<b>Cost of Production</b>						
Total direct expense per cwt.		36.44		48.72		35.12
Total dir & ovhd expense per cwt.		46.06		58.37		44.96
With other revenue adjustments		45.84		57.86		44.70
With labor and management		47.75		62.50		46.05
Est. labor hours per unit		0.27		0.73		0.20
<b>Other Information</b>						
Average number of sows		246.7		75.4		695.4
Litters farrowed		519		127		1,559
Litters per sow		2.10		1.69		2.24
Litters per crate		11.81		6.71		13.87
Pigs born per litter		10.71		9.67		11.10
Pigs weaned per litter		9.65		8.25		10.01
Pigs weaned per sow		20.47		14.10		22.65
Number sold per litter		8.38		6.06		8.94
Lbs of feed / lb of gain		3.08		4.11		3.10
Feed cost / cwt. of gain		28.43		37.56		27.36
Feed cost per litter		661.20		644.80		667.05
Avg wgt/Raised Hog sold		262		260		258
Avg price / cwt		47.69		44.89		48.68

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**(Farms Sorted By Return to Overhead)**

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	38		7		8	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Raised Hogs sold (lb)	2,189.99	1,044.31	1,542.01	692.23	2,302.76	1,120.97
Transferred out (lb)	2.63	1.80	30.46	15.68	1.80	1.53
Cull sales (lb)	102.51	29.35	132.10	40.57	87.00	28.22
Butchered (lb)	2.55	1.12	7.57	3.03	1.57	0.63
Less purchased (lb)	-21.16	-25.49	-5.10	-9.22	-25.76	-30.73
Less transferred in (lb)	-3.04	-2.50	-25.36	-12.68	-	-0.66
Inventory change (lb)	52.22	-1.99	35.26	-45.81	70.61	17.47
Total production (lb)	2,325.70	1,046.59	1,716.94	683.79	2,437.97	1,137.42
Other income		4.87		-		7.48
Gross return		1,051.46		683.79		1,144.91
<b>Direct Expenses</b>						
Corn (bu.)	88.75	291.67	90.03	297.18	90.80	287.88
Complete Ration (lb.)	480.79	82.99	270.26	37.24	604.49	110.59
Protein Vit Minerals (lb.)	1,363.41	257.87	1,616.49	299.13	1,387.36	231.31
Corn Distillers Grn (dry) (lb.)	293.42	17.62	-	-	463.84	27.85
Other feed stuffs	11.57	11.05	2.83	11.25	3.12	9.43
Breeding fees		14.47		-		18.55
Veterinary		49.05		35.84		52.32
Supplies		30.72		36.57		13.37
Fuel & oil		16.59		39.58		15.79
Repairs		22.16		31.10		16.65
Custom hire		38.64		6.61		59.87
Hauling and trucking		5.67		10.96		4.96
Operating interest		9.02		31.03		7.68
Total direct expenses		847.50		836.50		856.24
Return over direct expense		203.96		-152.70		288.67
<b>Overhead Expenses</b>						
Custom hire		7.55		9.84		9.99
Hired labor		80.92		19.11		93.89
Building leases		30.99		-		42.70
Farm insurance		11.06		19.52		8.76
Utilities		17.51		26.59		16.59
Interest		21.18		36.72		21.02
Mach & bldg depreciation		39.60		39.66		35.20
Miscellaneous		14.93		14.22		11.83
Total overhead expenses		223.74		165.66		239.98
Total dir & ovhd expenses		1,071.24		1,002.16		1,096.22
Net return		-19.78		-318.37		48.69
Labor & management charge		44.43		79.56		32.74
Net return over lbr & mgt		-64.21		-397.93		15.94
<b>Cost of Production</b>						
Total direct expense per cwt.		36.44		48.72		35.12
Total dir & ovhd expense per cwt.		46.06		58.37		44.96
With other revenue adjustments		45.84		57.86		44.70
With labor and management		47.75		62.50		46.05
Est. labor hours per unit		6.33		12.58		4.80
<b>Other Information</b>						
Average number of sows		246.7		75.4		695.4
Litters farrowed		519		127		1,559
Litters per sow		2.10		1.69		2.24
Litters per crate		11.81		6.71		13.87
Pigs born per litter		10.71		9.67		11.10
Pigs weaned per litter		9.65		8.25		10.01
Pigs weaned per sow		20.47		14.10		22.65
Number sold per litter		8.38		6.06		8.94
Lbs of feed / lb of gain		3.08		4.11		3.10
Feed cost / cwt. of gain		28.43		37.56		27.36
Feed cost per litter		661.20		644.80		667.05
Avg wgt/Raised Hog sold		262		260		258
Avg price / cwt		47.69		44.89		48.68

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

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

	<u>Avg. Of</u> <u>All Farms</u>		<u>High 20%</u>	
	21		5	
Number of farms				
	Quantity	Value	Quantity	Value
Weaning Pigs sold (hd)	0.54	18.35	0.71	25.73
Transferred out (hd)	0.46	12.93	0.29	9.08
Cull sales (hd)	0.02	2.98	0.02	3.06
Butchered (hd)	0.00	0.00	0.00	-
Less purchased (hd)	-0.01	-2.11	-0.01	-1.55
Less transferred in (hd)	-0.01	-2.07	-0.01	-0.94
Inventory change (hd)	0.00	-0.36	-0.02	0.06
Total production (hd)	0.00	29.72	0.00	35.44
Other income		0.18		-
Gross return		29.90		35.44
<b>Direct Expenses</b>				
Corn (bu.)	0.89	2.80	0.71	2.33
Soybeans (bu.)	0.01	0.05	-	-
Complete Ration (lb.)	54.38	4.90	55.71	4.23
Protein Vit Minerals (lb.)	30.48	2.58	59.01	2.31
Other feed stuffs	0.44	0.12	0.96	0.26
Breeding fees		1.63		1.65
Veterinary		1.78		1.47
Supplies		0.97		0.69
Fuel & oil		0.48		0.26
Repairs		0.90		1.08
Custom hire		0.57		0.54
Hired labor		1.91		-
Livestock leases		0.29		-
Marketing		0.02		-
Operating interest		0.34		0.06
Total direct expenses		19.34		14.88
Return over direct expense		10.56		20.55
<b>Overhead Expenses</b>				
Hired labor		4.05		6.95
Machinery leases		0.26		-
Building leases		0.79		1.34
RE & pers. property taxes		0.05		0.01
Farm insurance		0.56		0.60
Utilities		1.45		1.15
Dues & professional fees		0.29		0.16
Interest		0.78		0.73
Mach & bldg depreciation		1.44		1.37
Miscellaneous		0.37		0.41
Total overhead expenses		10.04		12.71
Total dir & ovhd expenses		29.38		27.59
Net return		0.52		7.84
Labor & management charge		1.86		1.95
Net return over lbr & mgt		-1.34		5.89
<b>Cost of Production</b>				
Total direct expense per head		19.34		14.88
Total dir & ovhd expense per head		29.38		27.59
With other revenue adjustments		28.86		26.13
With labor and management		30.72		28.09
Est. labor hours per unit		0.32		0.33
<b>Other Information</b>				
Average number of sows		1,013.4		1,316.4
Litters farrowed		2,172		3,000
Litters per sow		2.14		2.28
Litters per crate		13.14		14.62
Pigs born per litter		10.66		11.09
Pigs weaned per litter		9.45		9.69
Pigs weaned per sow		20.13		22.21
Number sold per litter		9.34		9.66
Feed cost per litter		97.75		88.26
Avg wgt/Weaning Pig sold		12		12
Avg price / head		34.01		36.05

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**Hogs, Farrow to Weaning -- Average Per Litter**

	<u>Avg. Of</u> <u>All Farms</u>		<u>High 20%</u>	
	21		5	
Number of farms				
	Quantity	Value	Quantity	Value
Weaning Pigs sold (hd)	5.04	171.35	6.90	248.58
Transferred out (hd)	4.30	120.72	2.77	87.70
Cull sales (hd)	0.22	27.85	0.23	29.57
Butchered (hd)	0.00	0.02	0.00	-
Less purchased (hd)	-0.09	-19.74	-0.08	-14.99
Less transferred in (hd)	-0.14	-19.33	-0.06	-9.11
Inventory change (hd)	0.00	-3.34	-0.17	0.60
Total production (hd)	0.00	277.55	0.00	342.35
Other income		1.69		-
Gross return		279.24		342.35
<b>Direct Expenses</b>				
Corn (bu.)	8.32	26.20	6.84	22.54
Soybeans (bu.)	0.06	0.50	-	-
Complete Ration (lb.)	507.92	45.80	538.27	40.90
Protein Vit Minerals (lb.)	284.68	24.10	570.10	22.33
Other feed stuffs	4.10	1.15	9.30	2.50
Breeding fees		15.18		15.90
Veterinary		16.61		14.21
Supplies		9.04		6.68
Fuel & oil		4.47		2.49
Repairs		8.38		10.43
Custom hire		5.29		5.17
Hired labor		17.84		-
Livestock leases		2.67		-
Marketing		0.16		-
Operating interest		3.22		0.62
Total direct expenses		180.61		143.77
Return over direct expense		98.63		198.57
<b>Overhead Expenses</b>				
Hired labor		37.87		67.10
Machinery leases		2.44		-
Building leases		7.35		12.93
RE & pers. property taxes		0.42		0.13
Farm insurance		5.24		5.78
Utilities		13.54		11.08
Dues & professional fees		2.67		1.56
Interest		7.26		7.06
Mach & bldg depreciation		13.49		13.23
Miscellaneous		3.45		3.95
Total overhead expenses		93.73		122.82
Total dir & ovhd expenses		274.34		266.60
Net return		4.90		75.75
Labor & management charge		17.38		18.89
Net return over lbr & mgt		-12.48		56.87
<b>Cost of Production</b>				
Total direct expense per head		19.34		14.88
Total dir & ovhd expense per head		29.38		27.59
With other revenue adjustments		28.86		26.13
With labor and management		30.72		28.09
Est. labor hours per unit		2.95		3.20
<b>Other Information</b>				
Average number of sows		1,013.4		1,316.4
Litters farrowed		2,172		3,000
Litters per sow		2.14		2.28
Litters per crate		13.14		14.62
Pigs born per litter		10.66		11.09
Pigs weaned per litter		9.45		9.69
Pigs weaned per sow		20.13		22.21
Number sold per litter		9.34		9.66
Feed cost per litter		97.75		88.26
Avg wgt/Weaning Pig sold		12		12
Avg price / head		34.01		36.05

**Livestock Enterprise Analysis**  
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**Hogs, Feeder Pig Prod -- Average Per Head Sold/Trans**

	<u>Avg. Of All Farms</u>	
Number of farms	6	
	Quantity	Value
Feeder Pigs sold (hd)	0.68	31.83
Transferred out (hd)	0.32	14.93
Cull sales (hd)	0.03	3.42
Less purchased (hd)	-0.02	-3.35
Less transferred in (hd)	-0.01	-1.18
Inventory change (hd)	0.03	-3.23
Total production (hd)	0.00	42.43
Other income		-
Gross return		42.43
<b>Direct Expenses</b>		
Corn (bu.)	2.40	7.82
Complete Ration (lb.)	10.38	0.83
Protein Vit Minerals (lb.)	53.62	11.83
Other feed stuffs	0.26	0.44
Breeding fees		1.49
Veterinary		2.05
Supplies		1.97
Fuel & oil		1.59
Repairs		2.30
Custom hire		0.71
Marketing		0.13
Bedding		0.04
Operating interest		1.09
Total direct expenses		32.28
Return over direct expense		10.15
<b>Overhead Expenses</b>		
Hired labor		3.15
Building leases		2.79
RE & pers. property taxes		0.17
Farm insurance		0.41
Utilities		1.52
Interest		1.20
Mach & bldg depreciation		2.10
Miscellaneous		0.63
Total overhead expenses		11.99
Total dir & ovhd expenses		44.27
Net return		-1.84
Labor & management charge		4.30
Net return over lbr & mgt		-6.14
<b>Cost of Production</b>		
Total direct expense per head		32.28
Total dir & ovhd expense per head		44.27
With other revenue adjustments		47.58
With labor and management		51.88
Est. labor hours per unit		0.54
<b>Other Information</b>		
Average number of sows		203.0
Litters farrowed		378
Litters per sow		1.86
Litters per crate		9.45
Pigs born per litter		10.17
Pigs weaned per litter		8.76
Pigs weaned per sow		16.36
Number sold per litter		7.94
Feed cost per litter		166.18
Avg wgt/Feeder Pig sold		38
Avg price / head		46.53

**Livestock Enterprise Analysis**  
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**Hogs, Feeder Pig Prod -- Average Per Litter**

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	6	
	Quantity	Value
Feeder Pigs sold (hd)	5.43	252.87
Transferred out (hd)	2.51	118.64
Cull sales (hd)	0.20	27.18
Less purchased (hd)	-0.15	-26.64
Less transferred in (hd)	-0.07	-9.38
Inventory change (hd)	0.27	-25.63
Total production (hd)	0.00	337.05
Other income		-
Gross return		337.05
<b>Direct Expenses</b>		
Corn (bu.)	19.05	62.16
Complete Ration (lb.)	82.49	6.57
Protein Vit Minerals (lb.)	426.00	93.98
Other feed stuffs	2.06	3.47
Breeding fees		11.80
Veterinary		16.28
Supplies		15.61
Fuel & oil		12.62
Repairs		18.28
Custom hire		5.63
Marketing		1.05
Bedding		0.29
Operating interest		8.69
Total direct expenses		256.44
Return over direct expense		80.61
<b>Overhead Expenses</b>		
Hired labor		25.04
Building leases		22.19
RE & pers. property taxes		1.39
Farm insurance		3.25
Utilities		12.08
Interest		9.54
Mach & bldg depreciation		16.69
Miscellaneous		5.03
Total overhead expenses		95.22
Total dir & ovhd expenses		351.66
Net return		-14.61
Labor & management charge		34.14
Net return over lbr & mgt		-48.75
<b>Cost of Production</b>		
Total direct expense per head		32.28
Total dir & ovhd expense per head		44.27
With other revenue adjustments		47.58
With labor and management		51.88
Est. labor hours per unit		4.27
<b>Other Information</b>		
Average number of sows		203.0
Litters farrowed		378
Litters per sow		1.86
Litters per crate		9.45
Pigs born per litter		10.17
Pigs weaned per litter		8.76
Pigs weaned per sow		16.36
Number sold per litter		7.94
Feed cost per litter		166.18
Avg wgt/Feeder Pig sold		38
Avg price / head		46.53

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**Hogs, Finish Feeder Pigs -- Average Per Cwt. Produced**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	85		19		18	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Finish Hogs sold (lb)	117.07	56.05	117.05	54.81	118.29	55.92
Transferred out (lb)	0.99	0.45	0.01	0.01	2.92	1.37
Cull sales (lb)	0.11	0.02	0.11	0.02	-	-
Butchered (lb)	0.06	0.02	0.05	0.01	0.04	0.02
Less purchased (lb)	-12.75	-16.97	-6.32	-10.00	-16.54	-15.78
Less transferred in (lb)	-6.62	-5.46	-16.53	-16.34	-7.22	-2.20
Inventory change (lb)	1.14	-0.07	5.62	0.52	2.52	0.92
Total production (lb)	100.00	34.05	100.00	29.03	100.00	40.24
Other income		0.46		-0.14		0.03
Gross return		34.51		28.89		40.27
<b>Direct Expenses</b>						
Corn (bu.)	1.94	6.16	2.63	8.77	2.14	6.33
Complete Ration (lb.)	137.03	11.54	81.98	7.94	119.52	8.33
Protein Vit Minerals (lb.)	39.02	5.60	56.46	8.88	39.12	5.18
Other feed stuffs	0.36	0.08	0.11	0.10	0.43	0.03
Veterinary		0.63		0.68		0.29
Supplies		0.46		0.16		0.40
Contract production exp.		2.06		4.22		1.92
Fuel & oil		0.31		0.25		0.36
Repairs		0.46		0.36		0.59
Custom hire		0.63		0.70		0.96
Hired labor		0.26		-		0.12
Hauling and trucking		0.65		0.72		0.70
Marketing		0.48		0.27		0.18
Operating interest		0.72		0.35		0.47
Total direct expenses		30.03		33.42		25.86
Return over direct expense		4.48		-4.53		14.41
<b>Overhead Expenses</b>						
Hired labor		0.36		0.40		0.42
Machinery leases		0.15		0.01		0.50
Building leases		1.58		0.04		1.31
Farm insurance		0.18		0.12		0.21
Utilities		0.28		0.31		0.26
Interest		0.40		0.35		0.45
Mach & bldg depreciation		0.61		0.24		0.79
Miscellaneous		0.40		0.19		0.44
Total overhead expenses		3.95		1.66		4.37
Total dir & ovhd expenses		33.98		35.08		30.22
Net return		0.53		-6.19		10.05
Labor & management charge		1.13		1.20		0.91
Net return over lbr & mgt		-0.60		-7.40		9.14
<b>Cost of Production</b>						
Total direct expense per cwt.		44.45		50.58		35.40
Total dir & ovhd expense per cwt.		47.79		52.00		39.00
With other revenue adjustments		47.41		52.12		38.98
With labor and management		48.37		53.14		39.73
Est. labor hours per unit		0.09		0.09		0.08
<b>Other Information</b>						
No. purchased or trans in		7,290		6,565		8,088
Number sold or trans out		6,744		5,827		7,519
Percentage death loss		4.9		4.1		4.4
Avg. daily gain (lbs)		1.47		1.52		1.56
Lbs of conc / lb of gain		2.85		2.87		2.79
Lbs of feed / lb of gain		2.85		2.87		2.79
Feed cost per cwt of gain		23.38		25.69		19.87
Feed cost per head		52.91		56.44		43.06
Average purchase weight		35		29		48
Average sales weight		264		261		268
Avg purch price / head		46.89		45.98		46.08
Avg sales price / cwt		47.88		46.83		47.28

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**Hogs, Finish Feeder Pigs -- Average Per Head**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	85		19		18	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Finish Hogs sold (lb)	264.92	126.84	257.15	120.41	256.37	121.20
Transferred out (lb)	2.23	1.02	0.02	0.01	6.32	2.97
Cull sales (lb)	0.26	0.05	0.24	0.05	-	-
Butchered (lb)	0.13	0.04	0.12	0.02	0.08	0.03
Less purchased (lb)	-28.85	-38.40	-13.88	-21.96	-35.85	-34.21
Less transferred in (lb)	-14.98	-12.35	-36.30	-35.91	-15.65	-4.78
Inventory change (lb)	2.58	-0.15	12.34	1.14	5.45	2.00
Total production (lb)	226.29	77.06	219.69	63.77	216.72	87.21
Other income		1.03		-0.31		0.06
Gross return		78.09		63.46		87.27
<b>Direct Expenses</b>						
Corn (bu.)	4.39	13.94	5.79	19.26	4.63	13.72
Complete Ration (lb.)	310.08	26.12	180.10	17.45	259.03	18.04
Protein Vit Minerals (lb.)	88.30	12.68	124.04	19.51	84.78	11.22
Other feed stuffs	0.82	0.18	0.23	0.22	0.92	0.07
Veterinary		1.44		1.50		0.64
Supplies		1.03		0.35		0.86
Contract production exp.		4.67		9.28		4.16
Fuel & oil		0.70		0.55		0.78
Repairs		1.04		0.80		1.28
Custom hire		1.42		1.54		2.09
Hired labor		0.58		-		0.25
Hauling and trucking		1.46		1.59		1.51
Marketing		1.08		0.60		0.40
Operating interest		1.62		0.78		1.02
Total direct expenses		67.95		73.41		56.04
Return over direct expense		10.14		-9.96		31.24
<b>Overhead Expenses</b>						
Hired labor		0.82		0.89		0.90
Machinery leases		0.33		0.01		1.08
Building leases		3.57		0.09		2.85
Farm insurance		0.41		0.26		0.45
Utilities		0.63		0.67		0.57
Interest		0.90		0.78		0.96
Mach & bldg depreciation		1.37		0.53		1.70
Miscellaneous		0.90		0.42		0.95
Total overhead expenses		8.93		3.65		9.46
Total dir & ovhd expenses		76.88		77.07		65.50
Net return		1.21		-13.61		21.77
Labor & management charge		2.57		2.64		1.96
Net return over lbr & mgt		-1.36		-16.25		19.81
<b>Cost of Production</b>						
Total direct expense per cwt.		44.45		50.58		35.40
Total dir & ovhd expense per cwt.		47.79		52.00		39.00
With other revenue adjustments		47.41		52.12		38.98
With labor and management		48.37		53.14		39.73
Est. labor hours per unit		0.21		0.21		0.17
<b>Other Information</b>						
No. purchased or trans in		7,290		6,565		8,088
Number sold or trans out		6,744		5,827		7,519
Percentage death loss		4.9		4.1		4.4
Avg. daily gain (lbs)		1.47		1.52		1.56
Lbs of conc / lb of gain		2.85		2.87		2.79
Lbs of feed / lb of gain		2.85		2.87		2.79
Feed cost per cwt of gain		23.38		25.69		19.87
Feed cost per head		52.91		56.44		43.06
Average purchase weight		35		29		48
Average sales weight		264		261		268
Avg purch price / head		46.89		45.98		46.08
Avg sales price / cwt		47.88		46.83		47.28

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

**Hogs, Weaning to Feeder -- Average Per Head**

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	6	
	Quantity	Value
Wean-Fdr Pig sold (hd)	0.19	9.61
Transferred out (hd)	4.44	158.27
Less purchased (hd)	-0.11	-2.78
Less transferred in (hd)	-4.91	-86.95
Inventory change (hd)	0.19	6.52
Total production (hd)	0.00	84.66
Other income		-
Gross return		84.66
<b>Direct Expenses</b>		
Corn (bu.)	0.97	3.08
Soybeans (bu.)	0.06	0.46
Complete Ration (lb.)	209.94	35.33
Creep / Starter (lb.)	9.86	3.68
Protein Vit Minerals (lb.)	31.29	6.83
Other feed stuffs	0.00	0.11
Veterinary		1.97
Supplies		3.32
Contract production exp.		3.87
Fuel & oil		0.50
Repairs		0.83
Custom hire		0.93
Hired labor		3.49
Operating interest		0.25
Total direct expenses		64.66
Return over direct expense		20.00
<b>Overhead Expenses</b>		
Hired labor		1.95
Building leases		0.59
Farm insurance		0.40
Utilities		1.22
Interest		1.52
Mach & bldg depreciation		1.87
Miscellaneous		0.46
Total overhead expenses		8.01
Total dir & ovhd expenses		72.67
Net return		12.00
Labor & management charge		2.24
Net return over lbr & mgt		9.75
<b>Cost of Production</b>		
Total direct expense per head		31.98
Total dir & ovhd expense per head		33.71
With other revenue adjustments		33.71
With labor and management		34.19
Est. labor hours per unit		0.35
<b>Other Information</b>		
No. purchased or trans in		14,403
Number sold or trans out		13,259
Average number of head		2,867
Percentage death loss		3.9
Feed cost per average head		49.50
Feed cost/head sold+trans		10.70
Avg. purchase weight		12
Avg. sales weight		58
Avg. purch price / head		24.81
Avg. sales price / head		51.03

**Livestock Enterprise Analysis**  
**Minnesota State Colleges and Universities**  
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**Hogs, Weaning to Feeder -- Average Per Head Sold/Trans**

	<b>Avg. Of All Farms</b>	
Number of farms	6	
	Quantity	Value
Wean-Fdr Pig sold (hd)	0.04	2.08
Transferred out (hd)	0.96	34.22
Less purchased (hd)	-0.02	-0.60
Less transferred in (hd)	-1.06	-18.80
Inventory change (hd)	0.04	1.41
Total production (hd)	0.00	18.31
Other income		-
Gross return		18.31
<b>Direct Expenses</b>		
Corn (bu.)	0.21	0.67
Soybeans (bu.)	0.01	0.10
Complete Ration (lb.)	45.40	7.64
Creep / Starter (lb.)	2.13	0.80
Protein Vit Minerals (lb.)	6.77	1.48
Other feed stuffs	0.00	0.02
Veterinary		0.42
Supplies		0.72
Contract production exp.		0.84
Fuel & oil		0.11
Repairs		0.18
Custom hire		0.20
Hired labor		0.75
Operating interest		0.05
Total direct expenses		13.98
Return over direct expense		4.33
<b>Overhead Expenses</b>		
Hired labor		0.42
Building leases		0.13
Farm insurance		0.09
Utilities		0.26
Interest		0.33
Mach & bldg depreciation		0.40
Miscellaneous		0.10
Total overhead expenses		1.73
Total dir & ovhd expenses		15.71
Net return		2.59
Labor & management charge		0.48
Net return over lbr & mgt		2.11
<b>Cost of Production</b>		
Total direct expense per head		31.98
Total dir & ovhd expense per head		33.71
With other revenue adjustments		33.71
With labor and management		34.19
Est. labor hours per unit		0.07
<b>Other Information</b>		
No. purchased or trans in		14,403
Number sold or trans out		13,259
Average number of head		2,867
Percentage death loss		3.9
Feed cost per average head		49.50
Feed cost/head sold+trans		10.70
Avg. purchase weight		12
Avg. sales weight		58
Avg. purch price / head		24.81
Avg. sales price / head		51.03

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

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	34		6		7	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Wean-Fin Pig sold (lb)	101.92	48.58	110.00	51.81	98.69	49.35
Transferred out (lb)	0.53	0.33	0.82	0.38	0.21	0.37
Cull sales (lb)	0.04	0.01	0.26	0.06	-	-
Butchered (lb)	0.04	0.02	0.06	0.02	0.00	0.00
Less purchased (lb)	-4.13	-12.24	-5.12	-16.74	-4.92	-14.73
Less transferred in (lb)	-1.58	-3.70	-0.37	-0.47	-1.23	-2.29
Inventory change (lb)	3.18	1.56	-5.64	-3.44	7.24	4.60
Total production (lb)	100.00	34.55	100.00	31.62	100.00	37.30
Other income		1.02		0.03		3.03
Gross return		35.58		31.65		40.33
<b>Direct Expenses</b>						
Corn (bu.)	1.80	5.82	3.74	11.90	0.83	2.48
Protein Supplement (lb.)	2.94	0.42	-	-	-	-
Complete Ration (lb.)	123.83	11.30	9.09	0.85	182.00	16.27
Creep / Starter (lb.)	0.15	0.08	1.17	0.69	-	-
Protein Vit Minerals (lb.)	49.17	6.16	77.32	14.36	53.98	3.61
Other feed stuffs	2.42	0.12	2.85	0.18	-	-
Veterinary		0.68		1.46		0.78
Supplies		0.34		0.20		0.51
Contract production exp.		1.32		3.29		1.13
Fuel & oil		0.47		0.39		0.43
Repairs		0.58		0.68		0.70
Custom hire		0.32		2.08		0.15
Hired labor		0.04		0.31		-
Livestock leases		0.21		-		0.13
Hauling and trucking		0.38		0.01		0.17
Marketing		0.35		0.33		0.06
Operating interest		0.37		0.72		0.14
Total direct expenses		28.96		37.45		26.55
Return over direct expense		6.62		-5.79		13.77
<b>Overhead Expenses</b>						
Hired labor		1.12		0.30		1.65
Machinery leases		0.26		0.06		0.68
Building leases		2.25		0.16		3.85
Farm insurance		0.27		0.28		0.28
Utilities		0.45		0.37		0.34
Interest		0.42		1.16		0.23
Mach & bldg depreciation		0.73		1.30		0.60
Miscellaneous		0.52		0.48		0.62
Total overhead expenses		6.00		4.11		8.23
Total dir & ovhd expenses		34.96		41.55		34.79
Net return		0.61		-9.90		5.54
Labor & management charge		1.44		0.80		0.93
Net return over lbr & mgt		-0.82		-10.70		4.61
<b>Cost of Production</b>						
Total direct expense per cwt.		42.28		52.35		39.40
Total dir & ovhd expense per cwt.		48.14		56.06		47.73
With other revenue adjustments		47.14		56.03		44.67
With labor and management		48.54		56.76		45.61
Est. labor hours per unit		0.11		0.11		0.10
<b>Other Information</b>						
No. purchased or trans in		11,985		5,985		19,874
Number sold or trans out		10,385		5,861		15,929
Percentage death loss		6.2		5.9		8.0
Avg. daily gain (lbs)		1.57		1.69		1.64
Lbs of conc / lb of gain		2.79		3.00		2.82
Lbs of feed / lb of gain		2.80		3.00		2.82
Feed cost per cwt of gain		23.90		27.98		22.36
Feed cost per head		58.62		69.42		54.81
Average purchase weight		12		12		12
Average sales weight		262		264		253
Avg purch price / head		36.90		40.22		36.32
Avg sales price / cwt		47.67		47.10		50.00

**Livestock Enterprise Analysis**  
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**Hogs, Weaning to Finish -- Average Per Head**

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>High 20%</u>	
	34		6		7	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms						
Wean-Fin Pig sold (lb)	249.98	119.15	272.90	128.54	241.96	120.99
Transferred out (lb)	1.30	0.81	2.02	0.94	0.52	0.90
Cull sales (lb)	0.09	0.02	0.64	0.16	-	-
Butchered (lb)	0.11	0.05	0.14	0.05	0.01	0.00
Less purchased (lb)	-10.13	-30.02	-12.69	-41.52	-12.05	-36.11
Less transferred in (lb)	-3.87	-9.07	-0.93	-1.16	-3.01	-5.62
Inventory change (lb)	7.80	3.82	-13.99	-8.55	17.75	11.28
Total production (lb)	245.28	84.75	248.09	78.46	245.17	91.45
Other income		2.51		0.07		7.42
Gross return		87.26		78.53		98.87
<b>Direct Expenses</b>						
Corn (bu.)	4.43	14.28	9.29	29.52	2.03	6.07
Protein Supplement (lb.)	7.20	1.02	-	-	-	-
Complete Ration (lb.)	303.72	27.71	22.56	2.12	446.22	39.89
Creep / Starter (lb.)	0.38	0.19	2.91	1.71	-	-
Protein Vit Minerals (lb.)	120.60	15.12	191.82	35.62	132.34	8.85
Other feed stuffs	5.94	0.29	7.08	0.44	-	-
Veterinary		1.68		3.63		1.91
Supplies		0.84		0.49		1.25
Contract production exp.		3.24		8.17		2.77
Fuel & oil		1.15		0.96		1.06
Repairs		1.43		1.69		1.72
Custom hire		0.78		5.16		0.37
Hired labor		0.09		0.77		-
Livestock leases		0.51		-		0.31
Hauling and trucking		0.93		0.03		0.42
Marketing		0.85		0.81		0.14
Operating interest		0.91		1.78		0.33
Total direct expenses		71.03		92.90		65.10
Return over direct expense		16.23		-14.37		33.77
<b>Overhead Expenses</b>						
Hired labor		2.74		0.76		4.04
Machinery leases		0.63		0.14		1.66
Building leases		5.53		0.39		9.43
Farm insurance		0.65		0.69		0.67
Utilities		1.09		0.92		0.83
Interest		1.04		2.88		0.55
Mach & bldg depreciation		1.78		3.22		1.48
Miscellaneous		1.26		1.19		1.51
Total overhead expenses		14.72		10.19		20.19
Total dir & ovhd expenses		85.75		103.09		85.29
Net return		1.51		-24.56		13.58
Labor & management charge		3.53		2.00		2.27
Net return over lbr & mgt		-2.02		-26.56		11.30
<b>Cost of Production</b>						
Total direct expense per cwt.		42.28		52.35		39.40
Total dir & ovhd expense per cwt.		48.14		56.06		47.73
With other revenue adjustments		47.14		56.03		44.67
With labor and management		48.54		56.76		45.61
Est. labor hours per unit		0.27		0.28		0.24
<b>Other Information</b>						
No. purchased or trans in		11,985		5,985		19,874
Number sold or trans out		10,385		5,861		15,929
Percentage death loss		6.2		5.9		8.0
Avg. daily gain (lbs)		1.57		1.69		1.64
Lbs of conc / lb of gain		2.79		3.00		2.82
Lbs of feed / lb of gain		2.80		3.00		2.82
Feed cost per cwt of gain		23.90		27.98		22.36
Feed cost per head		58.62		69.42		54.81
Average purchase weight		12		12		12
Average sales weight		262		264		253
Avg purch price / head		36.90		40.22		36.32
Avg sales price / cwt		47.67		47.10		50.00

**Livestock Enterprise Analysis**  
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**Sheep, Market Lamb Prod -- Average Per Cwt. Produced**

	<u>Avg. Of</u> <u>All Farms</u>	
Number of farms	13	
	Quantity	Value
Lambs sold (lb)	4.05	2.21
Mkt Lambs sold (lb)	96.97	98.71
Transferred out (lb)	0.64	0.67
Cull sales (lb)	12.13	7.49
Butchered (lb)	0.13	0.12
Less purchased (lb)	-7.87	-16.87
Less transferred in (lb)	-0.52	-0.34
Inventory change (lb)	-1.48	3.13
Total production (lb)	100.00	95.12
Other income		0.16
Gross return		95.28
<b>Direct Expenses</b>		
Barley (bu.)	0.09	0.27
Corn (bu.)	5.84	17.99
Corn Silage (lb.)	93.99	1.03
Hay, Alfalfa (lb.)	269.22	9.94
Hay, Grass & Other (lb.)	184.21	5.93
Oats (bu.)	0.57	1.41
Pasture (aum)	0.31	3.23
Complete Ration (lb.)	46.19	3.82
Milk Replacer (lb.)	0.05	0.17
Protein Vit Minerals (lb.)	60.20	9.03
Beet Pulp (lb.)	263.24	2.64
Other feed stuffs	24.38	1.17
Veterinary		3.28
Supplies		3.57
Fuel & oil		2.81
Repairs		3.60
Custom hire		0.86
Hauling and trucking		1.16
Marketing		0.74
Bedding		0.61
Operating interest		1.69
Total direct expenses		74.94
Return over direct expense		20.34
<b>Overhead Expenses</b>		
Custom hire		0.60
Hired labor		1.77
Machinery leases		0.80
RE & pers. property taxes		0.80
Farm insurance		1.46
Utilities		2.82
Dues & professional fees		1.79
Interest		1.07
Mach & bldg depreciation		4.34
Miscellaneous		11.39
Total overhead expenses		26.84
Total dir & ovhd expenses		101.77
Net return		-6.49
Labor & management charge		13.61
Net return over lbr & mgt		-20.10
<b>Cost of Production</b>		
Total direct expense per cwt.		74.94
Total dir & ovhd expense per cwt.		101.77
With other revenue adjustments		107.59
With labor and management		121.20
Est. labor hours per unit		1.62
<b>Other Information</b>		
Number of ewes		265.7
Pregnancy percentage		96.6
Pregnancy loss percentage		0.6
Female turnover rate		30.23
Lambs born / ewe exposed		1.49
Lambs born / ewe lambing		1.55
Lambs weaned/ewe exposed		1.36
Lambs sold per ewe		1.22
Lamb dth loss (died/born)		10.0
Average weaning weight		45
Lbs weaned/exposed female		61
Feed cost per ewe		85.82
Avg wgt/Mkt Lamb sold		123
Avg price / cwt		101.80

**Livestock Enterprise Analysis**  
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**Sheep, Market Lamb Prod -- Average Per Ewe**

	<u>Avg. Of</u> <u>All Farms</u>	
Number of farms	13	
	Quantity	Value
Lambs sold (lb)	6.14	3.35
Mkt Lambs sold (lb)	146.96	149.60
Transferred out (lb)	0.97	1.02
Cull sales (lb)	18.39	11.35
Butchered (lb)	0.19	0.18
Less purchased (lb)	-11.93	-25.56
Less transferred in (lb)	-0.78	-0.52
Inventory change (lb)	-2.24	4.74
Total production (lb)	151.56	144.17
Other income		0.24
Gross return		144.40
<b>Direct Expenses</b>		
Barley (bu.)	0.14	0.41
Corn (bu.)	8.86	27.26
Corn Silage (lb.)	142.44	1.57
Hay, Alfalfa (lb.)	408.03	15.06
Hay, Grass & Other (lb.)	279.18	8.98
Oats (bu.)	0.87	2.14
Pasture (aum)	0.47	4.90
Complete Ration (lb.)	70.01	5.79
Milk Replacer (lb.)	0.07	0.25
Protein Vit Minerals (lb.)	91.24	13.69
Beet Pulp (lb.)	398.96	4.01
Other feed stuffs	36.94	1.77
Veterinary		4.97
Supplies		5.42
Fuel & oil		4.26
Repairs		5.45
Custom hire		1.30
Hauling and trucking		1.76
Marketing		1.12
Bedding		0.92
Operating interest		2.56
Total direct expenses		113.57
Return over direct expense		30.83
<b>Overhead Expenses</b>		
Custom hire		0.90
Hired labor		2.68
Machinery leases		1.21
RE & pers. property taxes		1.21
Farm insurance		2.21
Utilities		4.27
Dues & professional fees		2.71
Interest		1.63
Mach & bldg depreciation		6.58
Miscellaneous		17.26
Total overhead expenses		40.67
Total dir & ovhd expenses		154.24
Net return		-9.84
Labor & management charge		20.62
Net return over lbr & mgt		-30.46
<b>Cost of Production</b>		
Total direct expense per cwt.		74.94
Total dir & ovhd expense per cwt.		101.77
With other revenue adjustments		107.59
With labor and management		121.20
Est. labor hours per unit		2.45
<b>Other Information</b>		
Number of ewes		265.7
Pregnancy percentage		96.6
Pregnancy loss percentage		0.6
Female turnover rate		30.23
Lambs born / ewe exposed		1.49
Lambs born / ewe lambing		1.55
Lambs weaned/ewe exposed		1.36
Lambs sold per ewe		1.22
Lamb dth loss (died/born)		10.0
Average weaning weight		45
Lbs weaned/exposed female		61
Feed cost per ewe		85.82
Avg wgt/Mkt Lamb sold		123
Avg price / cwt		101.80