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# 1992

## Annual Report

### Southwestern Minnesota Farm Business Management Association

#### COOPERATING AGENCIES:

University of Minnesota, Institute of Agriculture, Forestry, and Home Economics  
County Extension Services of the 16 Southwestern Counties  
Southwestern Minnesota Farm Business Management Association

Economic Report ER93-3  
Department of Agricultural and Applied Economics  
University of Minnesota  
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April, 1993

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## EXECUTIVE SUMMARY

### 1992 ANNUAL REPORT OF THE SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

by

Dale W. Nordquist, Erlin J. Weness, Dary E. Talley, Perry A. Fales  
and James Christensen

Average farm income in the Southwestern Association rebounded somewhat in 1992. The average farm profit was \$37,659 for the 201 farms included in this report compared to \$29,702 for the 207 farms in 1991. This was an increase of 27% from 1991. Accrual profit is calculated by subtracting cash farm expenses and depreciation from total cash farm income and adjusting the difference for changes in other capital and inventory items.

As in previous years, the actual profit levels experienced by individual farms can vary greatly from the overall average profit of \$37,659. The high 20% of these farms had an average profit of \$103,528; the low 20%, \$-11,418. Both of these groups showed increases in profitability over 1991.

Average gross cash farm income in 1992 was \$301,907. This was an increase of 5% from 1991. Cash expenses increased 7% to an average of \$236,768 in 1992.

Both the rate of return to investment (ROI) and the rate of return to equity (ROE) increased from 1991. ROI averaged 7% and ROE was 6%. Following the pattern of the early- and mid-1980s, ROI was greater than ROE showing that the cost of debt capital was greater than its return.

Average total equity of the sole proprietors in the association was \$369,394 at the end of 1992: an increase of \$9,918 during the year. (Assets were valued on a market value basis.) Average equity dropped from 1981 through 1985. It remained about the same in 1986, recovered slightly in 1987, and has improved steadily over the 1988 through 1992 period. The average debt-asset ratio improved from a peak of 50% in 1985 to 36% at the end of 1990. By the end of 1992, it had increased slightly to 38%.

The report provides additional information on profitability, liquidity, and solvency as well as other whole-farm information and detailed information on crop and livestock enterprises. Also reported are whole-farm financial condition and performance over time, by county, sales size class, and type of farm and corn and soybean returns by county (Tables 14-19, respectively).

# 1992 ANNUAL REPORT OF THE SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

by

Dale W. Nordquist, Erlin J. Weness, Dary E. Talley, Perry A. Fales  
and James Christensen<sup>1</sup>

This report summarizes the individual farm records of the members of the Southwestern Minnesota Farm Business Management Association for 1992.

As you review this information, remember that 1992 was a very unusual weather year in southwest Minnesota. Due to wet, cool weather during the growing season, crop yields were reduced. In addition, a widespread killing frost invaded the area on September 28 and 29, 1992, to end the growing season prematurely. Some crops were not salvaged and other fields had vastly reduced yields due to low test weights and high moisture content. Many farmers ended the year with corn still standing the field.

Whole-farm information and enterprise costs and returns are reported. The year-end analysis of the individual farms was performed by the fieldman using FINANX 7.0 from the Center for Farm Financial Management within the Department of Agricultural and Applied Economics. The individual analyses were summarized at the Department of Agricultural and Applied Economics using FINANSUM. In addition to the average of all farms, the averages for the high and low income groups are also presented. The tables are divided into three major groups. Tables 1 through 10 present whole-farm information. Tables in the 11-x series provide information on crop enterprises. Tables in the 12-x series provide information on livestock enterprises. Table 13 contains information on the prices used in the analysis. A summary of the average whole-farm information over time is presented in Table 14. Tables 15, 16 and 17 categorize the whole-farm information by county, by gross income class, and by type of farm, respectively. Tables 18 and 19, respectively, report the corn and soybean cash rented enterprises by county.

Of the 209 farms in the Southwestern Association, the data for 201 farms are included in this report. The rest were omitted because the records were incomplete at the time that this report was prepared. In two separate studies the farmers who belong to a management association were found to be larger than the average farm reported by the agricultural census and were more likely to have livestock.

In addition to this report, members receive an annual farm business analysis; on-farm instructional visits; end-of-year income tax planning and preparation; periodic meetings, tours, and seminars; a monthly newsletter; and other managerial and educational assistance. Each farmer pays an annual fee which covers a large part of the cost, with the balance defrayed by the Minnesota Extension Service and research programs of the University of Minnesota.

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<sup>1</sup>Nordquist is an Assistant Extension Economist, University of Minnesota-Twin Cities; Weness, Talley, Fales, and Christensen are Farm Management Extension Agents and Fieldmen for the Association. The review and helpful comments of Vernon Eidman, Bill Lazarus, and Earl Fuller are appreciated.

SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

**DISTRIBUTION OF MEMBERSHIP -- 1992**

County	Number of Farm Units	Number of Records Submitted	Association Directors	County Extension Agent Agriculture
Cottonwood	37	37	Jerome Stoesz Harlan Rasmussen Bill Janzen	James Christenson
Jackson	33	27	Robert Hartman Brian Ihnen	James Nesseth
Martin	13	11	Curtis Mayo	William Crawford
Murray	24	27	Jerry Blankers Jim Malone	Robert Koehler
Nobles	30	30	Doug Bauman Dave Vanderkooi Alan Vogt	Arthur Frame
Pipestone	13	14	Arwin Spronk Jim Vanderlugt	Jeffrey Kearnan
Redwood	33	30	Terry Flesner John Tiffany Dave Simonsen	Wayne Hanson
Watonwan	8	9	Ken Besel	Gary Wyatt
Others <sup>2</sup>	<u>18</u>	<u>16</u>		
TOTAL	209	201		

Harlan Rasmussen, President  
Mark Loewen, Vice President  
Tom Keller, Secretary-Treasurer

<sup>2</sup>In 1992 the Association had records submitted from members in Brown, Faribault, Lincoln, Lyon, Nicollet, Rock, and Yellow Medicine counties, in addition to the counties listed individually.

# SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

## TABLE OF CONTENTS

	Page
Explanatory Notes for the Whole-farm Reports . . . . .	4-7
Table 1 - Detailed Farm Profit or Loss Statement . . . . .	8-9
Table 2 - Inventory Changes . . . . .	10
Table 3* - Depreciation and Other Capital Adjustments . . . . .	11
Table 5* - Profitability and Liquidity Analysis . . . . .	12
Table 6 - Comparative Financial Statements . . . . .	13
Table 7 - Sources and Uses of Cash . . . . .	14
Table 8 - Crop Production and Marketing Summary . . . . .	15
Table 9 - Household and Personal Expenses . . . . .	16
Table 10 - Operator Information, Nonfarm Income and Assets . . . . .	17
Explanatory Notes for Crops Tables . . . . .	18
Table 11-1 - Corn on Owned Land . . . . .	19
Table 11-2 - Corn on Cash Rented Land . . . . .	20
Table 11-3 - Corn on Share Rented Land . . . . .	21
Table 11-4 - Soybeans on Owned Land . . . . .	22
Table 11-5 - Soybeans on Cash Rented Land . . . . .	23
Table 11-6 - Soybeans on Share Rented Land . . . . .	24
Table 11-7 - Oats on Owned Land . . . . .	25
Table 11-8 - Oats on Cash Rented Land . . . . .	26
Table 11-9 - Spring Wheat on Owned Land . . . . .	27
Table 11-10 - Spring Wheat on Cash Rented Land . . . . .	28
Table 11-11 - Corn Silage on Owned Land . . . . .	29
Table 11-12 - Corn Silage on Cash Rented Land . . . . .	30
Table 11-13 - Alfalfa Hay on Owned Land . . . . .	31
Table 11-14 - Alfalfa Hay on Cash Rented Land . . . . .	32
Table 11-15 - Pasture on Owned Land . . . . .	33
Table 11-16 - Pasture on Cash Rented Land . . . . .	34
Table 11-17 - Sweet Corn on Owned Land . . . . .	35
Table 11-18 - Peas Cash Rented Land . . . . .	36
Table 11-19 - Set Aside Acres on Owned Land . . . . .	37
Table 11-20 - Set Aside Acres on Cash Rented Land . . . . .	38
Table 11-21 - Set Aside Acres on Share Rented Land . . . . .	39
Table 11-22 - CRP on Owned Land . . . . .	40
Table 11-23 - CRP on Cash Rented Land . . . . .	41
Explanatory Notes for Livestock Tables . . . . .	42
Table 12-1 - Farrow-to-Finish Hogs, per litter . . . . .	43
Table 12-2 - Farrow-to-Finish Hogs, per cwt. produced . . . . .	44
Table 12-3 - Feeder Pig Production, per litter . . . . .	45
Table 12-4 - Finish Feeder Pigs, per head sold . . . . .	46
Table 12-5 - Finish Feeder Pigs, per cwt. produced . . . . .	47
Table 12-6 - Mixed Hogs, per cwt. produced . . . . .	48
Table 12-7 - Beef Cow/Calf, per cow . . . . .	49
Table 12-8 - Beef Cow/Calf, per cwt. produced . . . . .	50
Table 12-9 - Beef Finishing, All Types, per head sold . . . . .	51
Table 12-10 - Beef Finishing, All Types, per cwt. produced . . . . .	52
Table 12-11 - Dairy (Milking Herd), per dairy cow . . . . .	53
Table 12-12 - Dairy Replacements & Feeder Stock, per head . . . . .	54
Table 12-13 - Dairy Heifers, per head . . . . .	55
Table 12-14 - Dairy (Whole Herd), per dairy cow . . . . .	56
Table 12-15 - Dairy Steers, per head . . . . .	57
Table 12-16 - Dairy Steers, per cwt. produced . . . . .	58
Table 13 - Prices Used in the Analysis . . . . .	59
Explanatory Notes for the Summary Tables . . . . .	60
Table 14 - Summary of the Whole-Farm Analysis by Years . . . . .	61
Table 15 - Summary of the Whole-Farm Analysis by County . . . . .	62
Table 16 - Summary of the Whole-Farm Analysis by Gross Income Class . . . . .	63
Table 17 - Summary of the Whole-Farm Analysis by Type of Farm . . . . .	64
Table 18 - Corn on Cash Rented Land by County . . . . .	65
Table 19 - Soybeans on Cash Rented Land by County . . . . .	66

\*Table 4 (Farm Profit After Extraordinary Items) is not printed for 1992 due to an insufficient number of farms having debts forgiven or assets repossessed.

## EXPLANATORY NOTES FOR THE WHOLE-FARM REPORTS

Tables 1 through 5, 7, and 8 include the same number of farms, which were all of the farms whose records were judged to be of sufficient quality to be included in the overall report. Table 6, the Comparative Financial Statement, includes only sole proprietors. Partnerships and corporations are excluded because some debt is held outside of the business causing potential misinterpretations of the financial statement. The number of farms included in each of the crop and livestock tables varies because all farms do not have the same enterprises. Also, some farmers' records were complete enough to be included in the whole-farm tables, but at times, these same farmers' crop or livestock records were not complete enough to include in the respective crop or livestock tables.

Rounding of individual items may have caused minor discrepancies between those items and the printed totals which are calculated before rounding.

### Table 1. Detailed Farm Profit or Loss Statement

This statement is a summary of income, expenses, and resultant profit or loss from farming operations during the calendar year.

The first section of Table 1 lists cash farm income from all sources. There are three possible sources of cash income from crops. The first is income from cash sales. The second is income from crop enterprises labeled as "CCC or Reserve" or "Sealed," which refers to crops stored under government programs with the crop value treated as income for the year in which the crop was stored. If the crop value had not been entered as income when it was stored, then its entire value would be treated as income in the year it was sold. The third is "Net Government Sales," which refers to the difference between income credited in the year a crop was stored and the actual income received at the time it was sold. There are two categories of cash income from livestock sales. "Raised" steer, hogs, and lambs refer to animals raised from birth to market weight on the farm. "Finished" animals refers to those purchased as feeders and fed to market weight. "Other Government Payments" refers primarily to commodity storage payments.

The second section of Table 1 lists cash expenses. "Labor" includes only labor hired. "Interest" includes only interest actually paid. No opportunity charges on farm equity capital or unpaid labor are included.

The difference between "Gross Cash Farm Income" and "Total Cash Expense" is the "Net Cash Farm Income." This is net farm income on a cash basis.

The third and fourth sections of Table 1 deal with noncash changes in the farm business. The "Inventory Changes" and "Depreciation and Other Capital Adjustments" sections are used to convert the cash income statement (Net Cash Farm Income) derived from the first two sections into an accrual income statement. The "bottom line," labeled "Profit or Loss," represents the return to the operator's and family's unpaid labor, management, and equity capital (net worth). In other words, it represents the return to all of the resources which are owned by the farm family and, hence, not purchased or paid a wage. However, it does not include any debt forgiveness or asset reposessions.



## **Table 2. Inventory Changes**

This is the detailed statement of inventory changes which is summarized in Table 1. It includes beginning and ending inventories and the calculated changes.

## **Table 3. Depreciation and Other Capital Adjustments**

This is the detailed statement of depreciation and other capital adjustments which is summarized in Table 1. It includes beginning and ending inventories, sales, repossessions, purchases, and depreciation.

## **Table 4. Farm Profit After Extraordinary Items**

Table 4 is not printed since there are fewer than 5 farms reporting any debts forgiven or assets repossessed. The value of debts forgiven which exceeds the value of assets repossessed is technically income to the business. (Whether it is taxable or not depends upon the specific situation.)

## **Table 5. Profitability and Liquidity Analysis**

Various measures of performance are calculated for the farms in this report. These include measures of profitability and liquidity. (Solvency measures are in Table 6.) In Tables 1-4, no opportunity costs are used. In Table 5, opportunity costs for labor, capital, and management are used. The measures and their components are described below.

### **Profitability**

"Labor and management earnings" equals "Profit and Loss" from Table 1 minus an opportunity interest cost of 6% on average farm net worth.

"Rate of return on investment" is the "Return to farm investment" divided by "Average farm investment."

"Rate of return on net worth" is the "Return to farm net worth" divided by "Average farm net worth."

"Net profit margin" is the "Return to farm investment" divided by "Value of farm production."

"Asset turnover rate" is the "Value of farm production" divided by "Average farm investment."

"Interest on farm net worth" is the "Average farm net worth" multiplied by a 6% opportunity interest cost charge.

"Farm interest (accrual)" is the accrued interest cost so it will be different from the cash interest paid shown in Table 1.

"Value of operator's labor and management" is its opportunity cost. It is evaluated using the suggested values listed in Table 13.

"Return to farm investment" is calculated by adding "Farm interest paid" and "Profit or Loss" and then subtracting the "Value of operator's labor and management."

"Average farm investment" is the average of beginning and ending total farm assets.

"Return to farm net worth" is calculated by subtracting the "Value of operator's labor and management" from "Profit or loss."

"Average farm net worth" is the average of beginning and ending farm net worth.

"Value of farm production" is gross farm income minus feeder livestock purchased and adjusted for inventory changes in crops, market livestock and breeding livestock.

#### Liquidity: Cash Basis

"Family Living and Taxes Paid" is the apparent total family expenses and income and social security taxes paid from Table 7.

"Cash available for intermediate debt service" on the cash basis is "Total net income" minus "Family living and taxes paid" and "Real estate principal payments."

"Average intermediate debt" is the average of beginning and ending intermediate farm liabilities.

"Years to turn over intermediate debt" is "Average intermediate debt" divided by "Cash available for intermediate debt service." If either the cash-based or accrual-based "Cash available for intermediate debt" is a negative number, debt repayment is not possible because of negative cash flow and "Years to turn over intermediate debt" cannot be calculated.

"Expense as a percent of income" is "Total cash expense" divided by "Gross cash farm income."

"Interest as a percent of income" is "Interest paid" divided by "Gross cash farm income."

#### Liquidity: Accrual Basis

"Cash available for intermediate debt service" on the accrual basis is "Total net accrual income" minus "Family living and taxes paid" and "Real estate principal payments."

"Accrual expense as a percent of income" is "Total accrual farm expense" divided by "Total accrual farm income."

"Interest as a percent of income" is "Interest paid" minus beginning accrued interest plus ending accrued interest divided by "Total accrual farm income."

#### **Table 6. Comparative Financial Statement**

The beginning and ending net worth statements and solvency measures are presented for sole proprietors only in Table 6. Current assets are valued at market price at the time of the inventory which is January 1, and December 31, for the beginning and ending inventories, respectively. Intermediate and long-term assets that are depreciable are valued at cost remaining (amount remaining to be depreciated, plus salvage value). Raised breeding livestock is valued at conservative market replacement costs. Land is valued at conservative market price (by county average) for the Southwestern Association and at cost basis for the Southeastern Association.

#### **Table 7. Sources and Uses of Cash**

This table reports the sources from which cash was available or obtained and where that cash was used or remains at the end of the year.

#### **Table 8. Crop Production and Marketing Summary**

This table contains three sections. The first section reports average acreage by land use. The next two sections show average price received and average yields for major crops.

#### **Table 9. Household and Personal Expense**

For those farms that kept records, the household and personal expenses are summarized in Table 9. The farms are grouped based on profit as in Table 1. Since not all farms keep these records, the number of farms may be different for each group. Averages are determined by the number of farms keeping these records.

#### **Table 10. Nonfarm Income and Operator Information**

Table 10 reports the averages for the number of operators per farm, the operator's age, and the number of years farming. This table also reports the income from nonfarm sources which is included in a farmer's total net income. Not all farms have nonfarm income, but the figure reported is the average over all farms not just those reporting nonfarm income. Also reported are the beginning and ending values for nonfarm assets for all farms (not just sole proprietors as in Table 6).

TABLE 1  
 \*\*\*\* DETAILED FARM PROFIT OR LOSS STATEMENT FOR 1992 \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Profit / Loss)

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Farms	201	40	40
Farm Income			
-----			
Corn	35,124	31,727	51,354
Corn - CCC	11,869	11,479	19,886
Corn - Net Govt	1,386	419	1,114
Soybeans	48,158	37,120	70,339
Soybeans - CCC	4,452	8,011	3,962
Soybeans - Net Govt	580	1,071	751
Oats	457	472	357
Alfalfa Hay	1,004	141	265
Spring Wheat	410	299	321
Dry Beans	137	0	651
Straw	75	14	108
Sweet Corn	565	40	1,916
Peas	785	0	1,903
Other Crop Income	2,162	1,228	5,636
Dairy - Milk	12,238	6,077	21,893
Dairy - Calves	353	0	136
Farrow-Finish Hogs	47,656	22,943	51,104
Feeder Pigs	3,591	4,358	293
Finish Feeder Pigs	15,236	6,658	19,567
Custom Fed Hogs	956	417	0
Beef Cow-Calf	901	149	0
Beef Growing & Finishing	69,911	46,473	218,895
Custom Fed Beef	1,633	265	7,764
Dairy Steers	2,594	1,306	2,179
Dairy Heifers	1,141	4,263	101
Dairy Repl. & Feeder Stock	405	1,211	0
Market Lamb Production	299	0	0
Feeder Lamb Production	35	140	0
Lamb Finishing	331	0	48
Wool	13	13	2
Laying Hens - Eggs	2,658	13,061	0
Turkeys	5,826	7,120	22,158
Broilers	669	24	0
Cull Livestock Sales	6,068	3,043	7,986
Other Livestock Income	2,572	3,064	5,559
Machine Work	2,141	2,742	2,756
Patronage Dividends	796	648	1,073
Deficiency and Diversion	9,074	7,229	14,110
Government CRP Income	632	567	1,653
Other Government Payments	819	1,177	515
Insurance Income	1,642	392	1,293
Hedging Account Withdrawals	705	190	1,641
Other Farm Income	3,851	5,845	3,890
Gross Cash Farm Income	301,907	231,393	543,177

TABLE 1 (cont.)  
 \*\*\*\* DETAILED FARM PROFIT OR LOSS STATEMENT FOR 1992 \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Profit / Loss)

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Farms	201	40	40
Cash Expense			
Hired Labor	8,592	5,557	13,962
Repairs	14,466	11,712	18,551
Land Rent	23,046	20,006	29,137
Mach. and Bldg. Leases	3,636	3,055	4,187
Interest	17,943	19,048	22,181
Feed Purchased	46,490	35,864	72,811
Seed	9,645	9,112	13,322
Fertilizer	9,544	7,550	14,072
Crop Chemicals	10,743	9,361	17,749
Machinery Work Hired	4,223	3,177	7,470
Livestock Supplies	2,163	1,271	3,355
Breeding Fees	426	809	484
Veterinary and Medicine	3,933	2,371	5,295
Gasoline, Fuel, Oil and Drying	9,108	7,588	12,408
Real Estate Taxes	3,202	2,183	5,453
Crop Insurance	1,829	1,988	2,129
Farm Insurance	2,004	1,980	2,645
Utilities	3,726	3,000	4,451
Crop Marketing, Storage, Hauling	644	282	1,179
Livestock Trucking and Marketing	407	550	442
Feeder Livestock Purchases	54,533	28,255	174,494
Livestock Grazing Fees	6	0	6
Miscellaneous Farm	3,326	4,067	3,981
Miscellaneous Crop	1,528	2,481	1,005
Personal Property Taxes	4	20	0
Cash Paid into Hedging Accounts	1,602	1,355	3,148
Total Cash Expense	236,768	182,641	433,915
Net Cash Farm Income	65,139	48,752	109,263
Inventory Changes			
Feed and Grain	-3,184	-15,956	8,590
Market Livestock	2,460	-14,374	15,986
Supplies and Prepaid Expenses	-1,155	380	-1,464
Accounts Receivable	1,962	-473	9,128
Accounts Payable	-512	-1,995	-1,357
Total Inventory Change	-429	-32,420	30,882
Net Operating Profit	64,710	16,333	140,144
Depreciation and Other Capital Adj.			
Breeding Livestock	-4,391	-5,047	-5,408
Machinery and Equipment	-16,685	-16,827	-24,190
Buildings and Improvements	-7,078	-6,668	-9,206
Investment Stock and Other	1,104	791	2,187
Total Depr. and Other Capital Adj.	-27,051	-27,751	-36,617
Profit or Loss	37,659	-11,418	103,528

TABLE 2  
 \*\*\*\*\* INVENTORY CHANGES FOR 1992 \*\*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Profit / Loss)

	Average For All Farms	Average For Low 20%	Average For High 20%
	-----	-----	-----
Number of Farms	201	40	40
Net Cash Farm Income	65,139	48,752	109,263
Feed and Grain			
Ending Inventory	107,917	62,280	166,500
Beginning Inventory	111,101	78,236	157,910
Inventory Change	-3,184	-15,956	8,590
Market Livestock			
Ending Inventory	62,844	26,704	141,107
Beginning Inventory	60,384	41,079	125,121
Inventory Change	2,460	-14,374	15,986
Supplies and Prepaid Expenses			
Ending Inventory	8,909	2,625	23,201
Beginning Inventory	10,064	2,245	24,666
Inventory Change	-1,155	380	-1,464
Accounts Receivable			
Ending Inventory	6,080	3,112	16,392
Beginning Inventory	4,119	3,585	7,265
Inventory Change	1,962	-473	9,128
Accounts Payable			
Beginning Inventory	3,345	2,762	6,573
Ending Inventory	3,857	4,757	7,930
Inventory Change	-512	-1,995	-1,357
Total Inventory Change	-429	-32,420	30,882
Net Operating Profit	64,710	16,333	140,144

TABLE 3  
 \*\*\*\* DEPRECIATION AND OTHER CAPITAL ADJUSTMENTS FOR 1992 \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Profit / Loss)

	Average For All Farms	Average For Low 20%	Average For High 20%
	----- 201	----- 40	----- 40
Number of Farms	201	40	40
Net Operating Profit	64,710	16,333	140,144
Breeding Livestock			
Ending Inventory	19,565	11,180	18,449
Sales + Repossessions	197	499	14
Ending Inventory + Sales + Rep.	19,761	11,679	18,462
Beginning Inventory	19,630	12,763	19,628
Purchases	4,522	3,963	4,243
Beg. Inventory + Purchases	24,152	16,726	23,870
Depreciation, Capital Adj.	-4,391	-5,047	-5,408
Machinery and Equipment			
Ending Inventory	62,680	51,617	103,156
Sales + Repossessions	563	763	548
Ending Inventory + Sales + Rep.	63,243	52,380	103,704
Beginning Inventory	61,743	53,941	95,476
Purchases	18,186	15,265	32,419
Beg. Inventory + Purchases	79,929	69,207	127,895
Depreciation, Capital Adj.	-16,685	-16,827	-24,190
Buildings and Improvements			
Ending Inventory	45,104	40,027	64,073
Sales + Repossessions	524	0	1,287
Ending Inventory + Sales + Rep.	45,628	40,027	65,360
Beginning Inventory	44,968	41,806	63,313
Purchases	7,738	4,889	11,253
Beg. Inventory + Purchases	52,706	46,695	74,566
Depreciation, Capital Adj.	-7,078	-6,668	-9,206
Stock and Other Assets			
Ending Inventory	22,990	15,699	38,369
Sales + Repossessions	177	489	260
Ending Inventory + Sales + Rep.	23,167	16,188	38,629
Beginning Inventory	21,660	15,311	35,382
Purchases	403	86	1,059
Beg. Inventory + Purchases	22,063	15,397	36,442
Depreciation, Capital Adj.	1,104	791	2,187
Total Depreciation, Capital Adj.	-27,051	-27,751	-36,617
Profit or Loss	37,659	-11,418	103,528
Land (for information only)			
Ending Inventory	190,699	141,538	318,162
Sales + Repossessions	10	0	52
Ending Inventory + Sales + Rep.	190,709	141,538	318,214
Beginning Inventory	178,812	134,573	297,627
Purchases	11,539	5,602	20,588
Beg. Inventory + Purchases	190,351	140,175	318,214

TABLE 5  
 \*\*\*\* PROFITABILITY AND LIQUIDITY ANALYSIS FOR 1992 \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Profit / Loss)

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Farms	201	40	40
<b>Profitability</b>			
Profit or Loss	37,659	-11,418	103,528
Labor and Management Earnings	19,467	-20,750	69,116
Rate of Return on Investment (%)	7	-3	12
Rate of Return on Net Worth (%)	6	-20	14
Net Profit Margin (%)	14	-6	27
Asset Turnover Rate (%)	46	44	46
Interest on Farm Net Worth	18,193	9,332	34,412
Farm Interest	17,813	19,081	22,278
Value of Operators Labor and Mgmt.	20,221	18,063	20,550
Return to Farm Investment	35,251	-10,400	105,256
Average Farm Investment	531,868	380,801	868,708
Return to Farm Net Worth	17,438	-29,480	82,978
Average Farm Net Worth	300,527	145,342	573,527
Value of Farm Production	244,243	167,287	396,979
<b>Liquidity</b>			
<b>-Cash Basis</b>			
Net Cash Farm Income	65,139	48,752	109,263
Net Nonfarm Income	12,329	17,775	7,551
Total Net Cash Income	77,468	66,527	116,814
Family Living and Taxes Paid	42,885	35,276	58,266
Real Estate Principal Payments	13,889	14,294	12,748
Cash Available for Intern. Debt	20,694	16,958	45,799
Average Intermediate Debt	53,575	56,463	51,301
Years to Turn Over Intern. Debt	2.6	3.3	1.1
Expense as a % of Income	78	79	80
Interest as a % of Income	6	8	4
<b>-Accrual Basis</b>			
Inventory Change (Income Items)	1,259	-30,804	33,703
Total Accrual Farm Income	303,167	200,590	576,880
Inventory Change (Expense Items)	1,689	1,616	2,822
Total Accrual Farm Expense	238,456	184,257	436,736
Net Accrual Farm Income	64,710	16,333	140,144
Net Nonfarm Income	12,329	17,775	7,551
Total Net Accrual Income	77,039	34,108	147,695
Family Living and Taxes Paid	42,885	35,276	58,266
Real Estate Principal Payments	13,889	14,294	12,748
Cash Available for Intern. Debt	20,265	-15,462	76,681
Average Intermediate Debt	53,575	56,463	51,301
Years to Turn Over Intern. Debt	2.6	**	0.7
Expense as a % of Income	79	92	76
Interest as a % of Income	6	10	4

\*\* Income insufficient to meet debt servicing requirements.



TABLE 6  
 \*\*\*\* COMPARATIVE FINANCIAL STATEMENT FOR 1992 \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Profit / Loss)

	Average For All Farms ----- 180		Average For Low 20% ----- 37		Average For High 20% ----- 31	
Number of Farms						
Assets	Beginning	Ending	Beginning	Ending	Beginning	Ending
-----	-----	-----	-----	-----	-----	-----
Current Farm Assets						
Cash and Checking Balance	11,673	11,621	12,578	11,815	-2,258	5,508
Prepaid Expenses and Supplies	9,512	8,483	2,427	2,838	26,060	26,351
Growing Crops	0	24	0	0	0	0
Farm Accounts Receivable	1,878	2,581	2,082	1,830	4,455	7,345
Hedging Accounts	604	570	524	252	1,497	1,547
Crops Held for Sale or Feed	106,314	101,550	76,058	59,298	155,416	157,443
Livestock Held for Sale	55,604	56,988	42,086	25,979	119,305	137,880
Other Assets	170	28	0	0	0	0
Total Current Farm Assets	185,755	181,846	135,755	102,012	304,474	336,073
Intermediate Farm Assets						
Breeding Livestock	17,181	16,972	8,805	8,035	19,620	18,463
Machinery and Equipment	56,816	57,070	48,500	45,827	90,557	96,332
Other Intermediate Assets	986	1,060	405	418	290	447
Total Intermediate Farm Assets	74,984	75,102	57,710	54,279	110,467	115,243
Long-term Farm Assets						
Buildings and Improvements	40,946	41,703	38,216	37,289	63,890	68,127
Farm Land	184,510	196,482	135,552	143,081	342,138	368,209
Other Long-term Farm Assets	17,430	18,704	7,900	8,080	35,111	38,613
Total Long-term Farm Assets	242,886	256,889	181,668	188,451	441,139	474,949
Total Farm Assets	503,625	513,836	375,134	344,742	856,080	926,265
Total Nonfarm Assets	76,320	82,689	51,450	53,361	116,292	123,380
Total Assets	579,945	596,525	426,584	398,102	972,372	1,049,645
Liabilities						
-----						
Current Farm Liabilities						
Accrued Interest and Accounts Payable	3,593	3,858	2,986	5,143	8,080	9,009
Current Notes	65,440	67,948	75,093	73,963	89,967	92,971
Total Current Farm Liabilities	69,034	71,806	78,079	79,106	98,046	101,980
Intermediate Farm Liabilities	43,447	42,284	32,891	30,454	43,646	49,365
Long-term Farm Liabilities	103,405	108,202	114,716	114,022	144,170	163,197
Total Farm Liabilities	215,886	222,292	225,686	223,581	285,862	314,541
Total Nonfarm Liabilities	4,582	4,839	7,526	6,095	837	347
Total Liabilities	220,468	227,131	233,212	229,676	286,700	314,888
Net Worth (Farm and Nonfarm)	359,476	369,394	193,372	168,426	685,672	734,757
Net Worth Change		9,918		-24,946		49,085
Solvency Measures						
-----						
Curr. + Intern. Farm Liab. / Assets (%)	43	44	57	70	34	34
Long-term Farm Liabilities / Assets (%)	43	42	63	61	33	34
Total Farm Liabilities / Assets (%)	43	43	60	65	33	34
Total Liabilities / Assets (%)	38	38	55	58	29	30

TABLE 7  
 \*\*\*\*\* SOURCES AND USES OF CASH FOR 1992 \*\*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Profit / Loss)

	Average For All Farms	Average For Low 20%	Average For High 20%
	-----	-----	-----
Number of Farms	201	40	40
<b>Sources of Cash</b>			
Beginning Cash Balance	12,455	12,120	7,264
Gross Cash Farm Income	301,907	231,393	543,177
Farm Capital Sales	1,472	1,751	2,162
Nonfarm Capital Sales	1,714	2,400	3,882
Farm Borrowings	163,557	136,514	283,832
Nonfarm Borrowings	1,135	496	30
Nonfarm Income	15,283	20,630	8,023
Gifts and Inheritances	2,892	1,435	2,406
Withdrawals From Savings	557	942	473
Total Sources of Cash	500,972	407,681	851,249
<b>Uses of Cash</b>			
Total Cash Farm Expense	236,768	182,641	433,915
Farm Capital Purchases	42,388	29,806	69,561
Nonfarm Capital Purchases	6,488	4,232	8,306
Farm Principal Payments	155,318	139,165	263,170
Nonfarm Principal Payments	712	1,680	279
Nonfarm Business Expense	2,954	2,855	471
Calculated Family Living Expense	32,947	29,431	43,714
Income and Social Security Taxes	9,938	5,845	14,552
Deposits to Savings	1,449	864	2,925
Ending Cash Balance	12,010	11,163	14,355
Total Uses of Cash	500,972	407,681	851,249

TABLE 8  
 \*\*\*\* CROP PRODUCTION AND MARKETING SUMMARY FOR 1992 \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Profit / Loss)

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Farms	201	40	40
Total Acres Owned	251	178	396
Total Crop Acres	586	467	834
Crop Acres Owned	203	154	329
Crop Acres Cash Rented	286	238	377
Crop Acres Share Rented	96	76	129
Total Pasture Acres	15	6	7
Average Price Received			
-----			
(For Cash Sales Only)			
Corn per Bu	2.20	2.06	2.26
Soybeans per Bu	5.39	5.17	5.44
Oats per Bu	1.44	1.24	1.30
Spring Wheat per Bu	3.02	-	-
Alfalfa Hay per Ton	77.54	35.21	58.12
Peas per Lb	0.07	-	-
Sweet Corn per Ton	43.32	-	-
Average Yield per Acre			
-----			
Corn (Bu)	125.61	116.43	131.59
Soybeans (Bu)	37.65	36.67	40.30
Alfalfa Hay (Ton)	4.20	4.26	4.10
Corn Silage (Ton)	16.74	17.49	20.07
Oats (Bu)	79.77	77.67	90.12
Spring Wheat (Bu)	50.37	-	-
Sweet Corn (Ton)	3.42	-	-
Peas (Lb)	5,060.68	-	-

TABLE 9  
 \*\*\*\* HOUSEHOLD AND PERSONAL EXPENSES FOR 1992 \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Profit / Loss)

	Average For All Farms	Average For Low 20%	Average For High 20%
	-----	-----	-----
Number of Farms	136	28	24
Average Family Size	4.1	3.8	4.3
Household Expenses			
Food and Meals	5,047	5,942	4,947
Medical Care and Health Insurance	4,790	5,383	4,563
Church and Charity Donations	1,592	1,628	1,982
Operation and Supplies	2,639	3,376	2,754
Clothing and Clothing Materials	1,923	1,749	2,274
Personal Care and Spending	2,135	1,947	2,638
Child Care	311	408	292
Gifts and Special Events	1,855	1,228	2,497
Education	1,162	486	1,709
Recreation	1,851	1,404	2,449
Utilities (Household Share)	1,429	1,077	1,590
Nonfarm Vehicle Operating Expenses	2,005	1,898	2,456
Household Real Estate Taxes	124	105	108
Dwelling Rent	43	22	94
Nonfarm Interest Expense	180	175	33
Living from the Farm (Noncash)	341	371	460
Total Family Living Expenses	27,428	27,199	30,848
Capital Expenditures & Investments			
Upkeep on Dwelling	405	281	510
Furnishings and Equipment	334	249	607
Personal Vehicle Purchases	1,595	2,678	1,698
Other Personal Purchases	1,331	1,215	1,173
Life Insurance Payments	1,615	1,494	2,359
Savings	1,392	-2,245	4,736
Total Capital Expenditures & Invest.	6,672	3,671	11,083
Income Taxes	10,974	5,942	18,022
Partnership Draws	906	0	0
Total Family uses of Cash	45,638	36,441	59,492

TABLE 10  
 \*\*\*\* OPERATOR INFORMATION, NONFARM INCOME & ASSETS FOR 1992 \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Profit / Loss)

	Average For All Farms	Average For Low 20%	Average For High 20%
	-----	-----	-----
Number of Farms	201	40	40
Operator Information			
-----			
Average Number of Operators	1.10	1.00	1.30
Average Age of Operators	44.53	46.03	45.87
Average Number of Years Farming	21.97	21.60	23.15
Nonfarm Income			
-----			
Wages	5,942	12,164	3,693
Net Nonfarm Business Income	569	2,200	371
Rental Income	1,410	1,751	650
Interest Dividends	0	0	0
Cash Dividends	1,456	810	2,073
Tax Refunds	319	404	282
Other Nonfarm Income	2,633	446	481
Total Nonfarm Income	12,329	17,775	7,551
Nonfarm Assets			
-----			
	Average For All Farms		
	-----		
	Beginning	Ending	
	-----	-----	
Nonfarm Savings and Checking	2,362	2,365	
Keogh's and IRA's	7,884	9,528	
Stocks and Bonds	10,078	10,974	
Cash Value of Life Insurance	6,801	7,525	
Nonfarm Vehicles	5,183	5,525	
Household Furnishings and Appliances	8,884	9,299	
Other Nonfarm Assets	38,476	40,710	
Total Nonfarm Assets	79,668	85,928	

## EXPLANATORY NOTES FOR CROPS TABLES

The "Crop Enterprise Analysis" tables show the average physical production, gross return, direct costs, overhead costs, and net returns per acre. All costs are actual costs; no opportunity costs are included. The "Net Return per Acre" is the "Gross Return per Acre" minus the direct and overhead costs. The "Net cash flow generated for principal payments, income taxes, and family living" is calculated as "Net return per acre" plus "Depreciation." (All overhead costs except depreciation are assumed to be cash costs.) The last section of each crop table contains economic efficiency measures which provide useful standards or goals for individual managers and the returns to overhead and net return per acre including government payments.

There are potentially three tables for each group depending on the farmer's tenure on the land. The crop tables may be for (1) owned land, (2) cash rented land, or (3) share rented land. It is possible for an individual farm to have data in all three tables if all three land tenure categories are represented in that farm business. When there are less than five farms with a particular crop and tenure, that table is not included in the report. Farms are classified into low 20% or high 20% on the basis of returns to overhead costs. The classification is done separately for each table, i.e., an individual farm may be in the low 20% for one crop, the high 20% for a second, and the middle 60% for a third. When there are less than 25 total farms with any particular crop and farmer's tenure, only overall averages are presented.

Several cost items, such as "utilities," "hired labor," and "interest paid," are listed under both "direct" and "overhead" costs because some farm records have been kept in enough detail to permit assigning these costs specifically to that crop. "Direct Lease Payments" refers to nonland inputs or resources leased and used only in that crop enterprise and not listed elsewhere under direct costs; the most common example is the lease of equipment that is crop specific. "Land Rent" is listed as a separate category and is assigned as a direct cost for each crop enterprise because it is identifiable with the specific crop. In the case of double cropping, one-half of the rent is charged to each crop. Machinery lease payments are for leased machinery used on more than one crop. Interest payments are likewise divided into those incurred directly for a specific crop and those that are not.

The "unit" referred to in the "Value per unit" and the efficiency measures at the bottom is the unit of measurement for the principal product from this enterprise. It is "bushel" for corn, soybeans, wheat and oats. It is "ton" for corn silage and hay. It is "dollar" for set aside where the yield is the estimated cash deficiency payment received from the government per acre.

To estimate the return to crops in the government programs, the return to overhead and the net return including setaside income (and expenses) is estimated and included in the appropriate tables. This is done by allocating the deficiency payments and the expenses reported in the set aside enterprise to the program crop and then dividing by the total of the production and set aside acres.

Rounding of individual items for the report may have caused minor discrepancies with the calculated totals.

TABLE 11 - 1  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

CORN ON OWNED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	173	33	34
Number of Farms	149	30	30
Acres	119.90	96.48	140.34
Yield per Acre	126.89	102.55	144.27
Operators Share of Yield %	100.00	100.00	100.00
Value per Bushel	1.80	1.80	1.80
Crop Product Return per Acre	228.41	184.59	259.69
Other Crop Income per Acre	2.64	4.75	0.16
Gross Return per Acre	231.05	189.33	259.86
Direct Costs per Acre			
Seed	24.83	25.48	24.19
Fertilizer	35.72	34.32	34.37
Chemicals	21.96	25.70	21.07
Crop Insurance	2.73	3.91	1.61
Custom Work Hired	3.26	5.65	1.71
Fuel and Oil	8.52	8.60	8.40
Repairs	21.03	27.53	17.38
Crop Drying	11.27	12.54	8.85
Special Hired Labor	0.14	0.00	0.00
Crop Marketing	0.17	0.43	0.02
Utilities	0.08	0.00	0.00
Lease Payments	0.13	0.76	0.04
Miscellaneous Crop Expense	1.73	1.94	1.58
Operating Interest	7.66	6.98	9.65
Total Direct Costs per Acre	139.24	153.85	128.87
Return to Overhead per Acre	91.82	35.49	130.99
Overhead Costs per Acre			
Utilities	2.65	2.70	3.41
Hired Labor	5.64	6.56	7.38
Farm Insurance	2.02	1.76	1.87
Machinery Lease Payments	2.29	2.99	3.44
Real Estate Taxes	12.45	9.70	14.44
Miscellaneous Farm Expense	4.23	4.69	4.81
Interest	35.76	40.21	44.23
Depreciation	35.07	32.79	37.03
Total Overhead Costs per Acre	100.11	101.39	116.61
Total Listed Costs per Acre	239.35	255.23	245.47
Net Return per Acre	-8.29	-65.90	14.38
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	26.78	-33.11	51.41
Total Direct Costs per Bushel	1.10	1.50	0.89
Total Listed Costs per Bushel	1.89	2.49	1.70
Net Return per Bushel	-0.07	-0.64	0.10
Break Even Yield per Acre	131.50	139.16	136.28
Return to Overhead (incl. setaside)	129.73	76.96	170.57
Net Return per Acre (incl. setaside)	31.66	-17.50	53.44

TABLE 11 - 2  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

CORN ON CASH RENTED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	249	51	40
Number of Farms	145	29	29
Acres	191.45	194.27	192.73
Yield per Acre	125.78	109.04	142.26
Operators Share of Yield %	100.00	100.00	100.00
Value per Bushel	1.80	1.80	1.80
Crop Product Return per Acre	226.41	196.27	256.07
Other Crop Income per Acre	1.86	1.53	1.29
Gross Return per Acre	228.27	197.80	257.36
Direct Costs per Acre			
Seed	24.20	25.06	23.40
Fertilizer	35.01	35.68	32.90
Chemicals	21.15	19.73	19.68
Crop Insurance	2.99	4.21	1.86
Custom Work Hired	4.53	10.04	2.10
Fuel and Oil	7.92	7.81	6.16
Repairs	18.12	18.26	15.41
Crop Drying	11.41	13.78	11.77
Special Hired Labor	0.03	0.08	0.00
Crop Marketing	0.37	1.05	0.02
Land Rent	79.52	78.06	80.76
Lease Payments	0.12	0.21	0.00
Miscellaneous Crop Expense	1.67	2.09	1.21
Operating Interest	7.84	11.17	4.90
Total Direct Costs per Acre	214.87	227.24	200.18
Return to Overhead per Acre	13.41	-29.44	57.18
Overhead Costs per Acre			
Utilities	2.42	2.45	1.89
Hired Labor	8.70	3.55	19.60
Farm Insurance	1.94	1.69	1.90
Machinery Lease Payments	3.74	1.20	5.45
Real Estate Taxes	0.00	0.00	0.00
Miscellaneous Farm Expense	4.45	2.47	4.29
Interest	3.70	4.12	2.31
Depreciation	28.27	24.77	31.51
Total Overhead Costs per Acre	53.21	40.25	66.94
Total Listed Costs per Acre	268.08	267.49	267.12
Net Return per Acre	-39.81	-69.69	-9.76
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	-11.54	-44.92	21.76
Total Direct Costs per Bushel	1.71	2.08	1.41
Total Listed Costs per Bushel	2.13	2.45	1.88
Net Return per Bushel	-0.32	-0.64	-0.07
Break Even Yield per Acre	147.90	147.75	147.68
Return to Overhead (incl. setaside)	49.31	6.00	93.39
Net Return per Acre (incl. setaside)	-1.64	-33.16	26.81



TABLE 11 - 3  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

CORN ON SHARE RENTED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	96	19	20
Number of Farms	70	14	14
Acres	131.04	105.19	140.89
Yield per Acre	120.67	96.29	137.49
Operators Share of Yield %	57.61	56.01	58.40
Value per Bushel	1.80	1.80	1.80
Crop Product Return per Acre	124.97	97.60	143.63
Other Crop Income per Acre	0.34	0.00	0.50
Gross Return per Acre	125.32	97.60	144.13
Direct Costs per Acre			
Seed	20.91	21.51	19.22
Fertilizer	21.34	20.98	18.45
Chemicals	13.36	12.34	12.01
Crop Insurance	1.77	2.34	1.11
Custom Work Hired	3.72	2.58	1.27
Fuel and Oil	8.77	9.41	9.33
Repairs	19.26	26.45	16.57
Crop Drying	7.20	7.36	6.43
Special Hired Labor	0.07	0.04	0.05
Crop Marketing	0.32	1.01	0.01
Lease Payments	0.26	0.84	0.00
Miscellaneous Crop Expense	0.81	1.09	0.41
Operating Interest	6.04	11.40	2.94
Total Direct Costs per Acre	103.82	117.35	87.81
Return to Overhead per Acre	21.50	-19.75	56.32
Overhead Costs per Acre			
Utilities	2.27	2.92	2.06
Hired Labor	4.36	2.60	5.93
Farm Insurance	1.99	1.96	2.38
Machinery Lease Payments	2.84	4.43	3.21
Real Estate Taxes	0.00	0.00	0.00
Miscellaneous Farm Expense	3.26	3.62	5.22
Interest	3.87	2.86	4.65
Depreciation	27.36	30.66	20.94
Total Overhead Costs per Acre	45.95	49.03	44.39
Total Listed Costs per Acre	149.77	166.38	132.19
Net Return per Acre	-24.45	-68.78	11.93
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	2.91	-38.13	32.87
Total Direct Costs per Bushel	1.49	2.18	1.09
Total Listed Costs per Bushel	2.15	3.08	1.65
Net Return per Bushel	-0.35	-1.28	0.15
Break Even Yield per Acre	144.09	165.03	125.27
Return to Overhead (incl. setaside)	42.56	1.96	76.16
Net Return per Acre (incl. setaside)	-2.41	-45.79	25.65

TABLE 11 - 4  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

SOYBEANS ON OWNED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	179	31	37
Number of Farms	150	30	30
Acres	112.31	64.70	143.85
Yield per Acre	38.81	29.09	45.06
Operators Share of Yield %	100.00	100.00	100.00
Value per Bushel	5.25	5.25	5.25
Crop Product Return per Acre	203.74	152.71	236.59
Other Crop Income per Acre	4.79	7.98	2.62
Gross Return per Acre	208.52	160.68	239.21
Direct Costs per Acre			
Seed	12.18	13.61	10.42
Fertilizer	2.10	0.19	1.27
Chemicals	22.14	26.22	17.86
Crop Insurance	4.32	3.16	4.60
Custom Work Hired	2.33	4.12	0.97
Fuel and Oil	6.73	7.23	5.85
Repairs	16.85	22.01	14.44
Crop Drying	0.00	0.00	0.00
Special Hired Labor	0.23	0.03	0.10
Crop Marketing	0.21	0.16	0.24
Lease Payments	0.04	0.00	0.13
Miscellaneous Crop Expense	1.15	1.81	1.13
Operating Interest	5.69	6.83	6.13
Total Direct Costs per Acre	73.99	85.38	63.16
Return to Overhead per Acre	134.53	75.30	176.05
Overhead Costs per Acre			
Utilities	2.16	3.02	2.48
Hired Labor	4.22	3.61	6.53
Farm Insurance	1.59	1.35	1.63
Machinery Lease Payments	2.06	1.20	3.13
Real Estate Taxes	12.30	9.21	13.40
Miscellaneous Farm Expense	3.42	2.46	3.85
Interest	33.96	31.14	31.63
Depreciation	27.62	26.06	28.80
Total Overhead Costs per Acre	87.34	78.05	91.46
Total Listed Costs per Acre	161.33	163.43	154.62
Net Return per Acre	47.19	-2.75	84.59
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	74.82	23.32	113.40
Total Direct Costs per Bushel	1.91	2.94	1.40
Total Listed Costs per Bushel	4.16	5.62	3.43
Net Return per Bushel	1.22	-0.09	1.88
Break Even Yield per Acre	29.82	29.61	28.95

TABLE 11 - 5  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

SOYBEANS ON CASH RENTED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	239	43	36
Number of Farms	145	29	29
Acres	165.04	123.20	145.24
Yield per Acre	37.18	27.53	43.19
Operators Share of Yield %	100.00	100.00	100.00
Value per Bushel	5.25	5.25	5.25
Crop Product Return per Acre	195.18	144.56	226.75
Other Crop Income per Acre	4.31	16.71	2.10
Gross Return per Acre	199.50	161.26	228.84
Direct Costs per Acre			
Seed	13.08	13.75	11.47
Fertilizer	2.43	1.73	0.80
Chemicals	21.89	23.57	21.83
Crop Insurance	4.14	5.89	2.82
Custom Work Hired	3.47	3.41	2.42
Fuel and Oil	6.12	6.56	4.90
Repairs	14.29	14.31	14.21
Special Hired Labor	0.09	0.00	0.06
Crop Marketing	0.49	0.01	1.16
Land Rent	77.54	82.52	65.80
Lease Payments	0.03	0.00	0.03
Miscellaneous Crop Expense	1.26	2.92	0.95
Operating Interest	5.74	8.10	3.69
Total Direct Costs per Acre	150.55	162.78	130.14
Return to Overhead per Acre	48.94	-1.52	98.71
Overhead Costs per Acre			
Utilities	1.73	1.95	1.85
Hired Labor	7.11	4.11	8.21
Farm Insurance	1.55	1.61	1.78
Machinery Lease Payments	2.71	0.98	5.11
Real Estate Taxes	0.00	0.00	0.00
Miscellaneous Farm Expense	3.22	3.65	4.71
Interest	2.82	3.05	2.10
Depreciation	22.29	24.15	23.80
Total Overhead Costs per Acre	41.43	39.50	47.57
Total Listed Costs per Acre	191.98	202.28	177.70
Net Return per Acre	7.52	-41.02	51.14
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	29.81	-16.87	74.94
Total Direct Costs per Bushel	4.05	5.91	3.01
Total Listed Costs per Bushel	5.16	7.35	4.11
Net Return per Bushel	0.20	-1.49	1.18
Break Even Yield per Acre	35.75	35.35	33.45

TABLE 11 - 6  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

SOYBEANS ON SHARE RENTED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	93	19	16
Number of Farms	70	14	14
Acres	119.73	100.97	119.99
Yield per Acre	36.70	29.59	41.41
Operators Share of Yield %	57.74	56.10	60.20
Value per Bushel	5.21	4.97	5.25
Crop Product Return per Acre	110.20	81.16	130.35
Other Crop Income per Acre	2.29	9.68	0.00
Gross Return per Acre	112.50	90.84	130.35
Direct Costs per Acre			
Seed	10.68	13.41	9.29
Fertilizer	1.30	1.17	1.64
Chemicals	14.97	16.04	15.27
Crop Insurance	3.01	3.82	2.64
Custom Work Hired	3.87	2.30	0.75
Fuel and Oil	6.91	8.19	5.55
Repairs	15.46	19.48	13.99
Special Hired Labor	0.12	0.09	0.46
Crop Marketing	0.30	0.81	0.01
Miscellaneous Crop Expense	0.89	1.44	0.05
Operating Interest	4.95	9.41	2.86
Total Direct Costs per Acre	62.45	76.15	52.50
Return to Overhead per Acre	50.05	14.69	77.85
Overhead Costs per Acre			
Utilities	1.74	1.48	1.58
Hired Labor	3.84	1.82	3.72
Farm Insurance	1.50	1.51	1.79
Machinery Lease Payments	2.51	3.18	2.67
Real Estate Taxes	0.00	0.00	0.00
Miscellaneous Farm Expense	2.69	3.25	4.24
Interest	3.21	4.34	2.76
Depreciation	23.01	24.01	20.33
Total Overhead Costs per Acre	38.49	39.59	37.09
Total Listed Costs per Acre	100.94	115.74	89.60
Net Return per Acre	11.56	-24.90	40.75
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	34.57	-0.89	61.08
Total Direct Costs per Bushel	2.95	4.59	2.11
Total Listed Costs per Bushel	4.76	6.97	3.59
Net Return per Bushel	0.55	-1.50	1.63
Break Even Yield per Acre	32.77	38.00	28.35

TABLE 11 - 7  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

OATS ON OWNED LAND

	Average For All Farms -----
Number of Fields	21
Number of Farms	19
Acres	18.61
Yield per Acre	86.12
Operators Share of Yield %	100.00
Value per Bushel	1.00
Crop Product Return per Acre	86.12
Other Crop Income per Acre	57.32
Gross Return per Acre	143.44
Direct Costs per Acre	
Seed	11.40
Fertilizer	8.87
Chemicals	1.81
Crop Insurance	1.30
Custom Work Hired	7.11
Fuel and Oil	4.70
Repairs	12.32
Miscellaneous Crop Expense	2.11
Operating Interest	1.09
Total Direct Costs per Acre	50.71
Return to Overhead per Acre	92.73
Overhead Costs per Acre	
Utilities	1.32
Hired Labor	2.26
Farm Insurance	1.29
Machinery Lease Payments	1.12
Real Estate Taxes	8.51
Miscellaneous Farm Expense	3.47
Interest	25.05
Depreciation	21.87
Total Overhead Costs per Acre	64.90
Total Listed Costs per Acre	115.60
Net Return per Acre	27.84
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	49.71
Total Direct Costs per Bushel	0.59
Total Listed Costs per Bushel	1.34
Net Return per Bushel	0.32
Break Even Yield per Acre	58.28

TABLE 11 - 8  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

OATS ON CASH RENTED LAND

	Average For All Farms -----
Number of Fields	25
Number of Farms	24
Acres	18.68
Yield per Acre	85.86
Operators Share of Yield %	100.00
Value per Bushel	1.00
Crop Product Return per Acre	85.86
Other Crop Income per Acre	47.30
Gross Return per Acre	133.17
Direct Costs per Acre	
Seed	8.63
Fertilizer	8.00
Chemicals	1.93
Crop Insurance	0.38
Custom Work Hired	10.83
Fuel and Oil	5.38
Repairs	12.21
Land Rent	62.70
Miscellaneous Crop Expense	1.17
Operating Interest	3.68
Total Direct Costs per Acre	114.91
Return to Overhead per Acre	18.25
Overhead Costs per Acre	
Utilities	1.54
Hired Labor	4.28
Farm Insurance	0.95
Machinery Lease Payments	1.00
Real Estate Taxes	0.00
Miscellaneous Farm Expense	2.28
Interest	2.26
Depreciation	17.25
Total Overhead Costs per Acre	29.56
Total Listed Costs per Acre	144.48
Net Return per Acre	-11.31
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	5.94
Total Direct Costs per Bushel	1.34
Total Listed Costs per Bushel	1.68
Net Return per Bushel	-0.13
Break Even Yield per Acre	97.17
Return to Overhead (incl. setaside)	18.30
Net Return per Acre (incl. setaside)	-6.37

TABLE 11 - 9  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

SPRING WHEAT ON OWNED LAND

	Average For All Farms -----
Number of Fields	18
Number of Farms	18
Acres	21.34
Yield per Acre	50.95
Operators Share of Yield %	100.00
Value per Bushel	2.75
Crop Product Return per Acre	140.10
Other Crop Income per Acre	15.34
Gross Return per Acre	155.44
Direct Costs per Acre	
Seed	13.62
Fertilizer	18.67
Chemicals	2.56
Crop Insurance	2.18
Custom Work Hired	3.46
Fuel and Oil	5.11
Repairs	11.55
Crop Marketing	0.03
Miscellaneous Crop Expense	1.54
Operating Interest	2.05
Total Direct Costs per Acre	60.76
Return to Overhead per Acre	94.68
Overhead Costs per Acre	
Utilities	1.03
Hired Labor	3.17
Farm Insurance	1.36
Machinery Lease Payments	0.91
Real Estate Taxes	10.25
Miscellaneous Farm Expense	1.51
Interest	27.26
Depreciation	19.88
Total Overhead Costs per Acre	65.37
Total Listed Costs per Acre	126.13
Net Return per Acre	29.31
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	49.18
Total Direct Costs per Bushel	1.19
Total Listed Costs per Bushel	2.48
Net Return per Bushel	0.58
Break Even Yield per Acre	40.29
Return to Overhead (incl. setaside)	99.32
Net Return per Acre (incl. setaside)	34.88

TABLE 11 - 10  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

SPRING WHEAT ON CASH RENTED LAND

	Average For All Farms -----
Number of Fields	12
Number of Farms	10
Acres	28.49
Yield per Acre	51.13
Operators Share of Yield %	100.00
Value per Bushel	2.75
Crop Product Return per Acre	140.60
Other Crop Income per Acre	13.29
Gross Return per Acre	153.88
Direct Costs per Acre	
Seed	10.20
Fertilizer	11.67
Chemicals	8.49
Crop Insurance	2.48
Custom Work Hired	4.17
Fuel and Oil	3.48
Repairs	7.30
Crop Drying	0.16
Land Rent	69.89
Miscellaneous Crop Expense	0.30
Operating Interest	4.09
Total Direct Costs per Acre	122.24
Return to Overhead per Acre	31.65
Overhead Costs per Acre	
Utilities	1.47
Hired Labor	4.00
Farm Insurance	1.16
Machinery Lease Payments	2.37
Real Estate Taxes	0.00
Miscellaneous Farm Expense	6.36
Interest	1.75
Depreciation	15.22
Total Overhead Costs per Acre	32.33
Total Listed Costs per Acre	154.57
Net Return per Acre	-0.68
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	14.54
Total Direct Costs per Bushel	2.39
Total Listed Costs per Bushel	3.02
Net Return per Bushel	-0.01
Break Even Yield per Acre	51.37
Return to Overhead (incl. setaside)	51.00
Net Return per Acre (incl. setaside)	19.04



TABLE 11 - 11  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

CORN SILAGE ON OWNED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	32	6	6
Number of Farms	31	6	6
Acres	33.27	52.38	20.27
Yield per Acre	16.87	12.07	23.05
Operators Share of Yield %	100.00	100.00	100.00
Value per Ton	17.53	15.82	18.00
Crop Product Return per Acre	295.69	190.91	414.92
Other Crop Income per Acre	3.45	0.00	1.09
Gross Return per Acre	299.14	190.91	416.01
Direct Costs per Acre			
Seed	24.25	23.15	23.40
Fertilizer	35.11	33.99	32.85
Chemicals	21.79	19.10	16.10
Crop Insurance	2.18	1.52	4.33
Custom Work Hired	9.11	19.69	9.96
Fuel and Oil	10.85	11.91	9.03
Repairs	27.12	25.32	35.44
Lease Payments	0.15	0.00	0.00
Miscellaneous Crop Expense	2.64	3.39	3.80
Operating Interest	3.85	1.39	4.01
Total Direct Costs per Acre	137.05	139.47	138.91
Return to Overhead per Acre	162.09	51.44	277.10
Overhead Costs per Acre			
Utilities	1.90	0.78	3.73
Hired Labor	5.14	1.18	6.14
Farm Insurance	1.41	1.07	2.75
Machinery Lease Payments	0.69	0.64	0.94
Real Estate Taxes	9.73	6.62	11.15
Miscellaneous Farm Expense	4.33	3.44	2.62
Interest	30.49	29.18	29.43
Depreciation	36.40	37.75	35.78
Total Overhead Costs per Acre	90.09	80.66	92.54
Total Listed Costs per Acre	227.13	220.13	231.45
Net Return per Acre	72.00	-29.22	184.56
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	108.41	8.53	220.34
Total Direct Costs per Ton	8.12	11.56	6.03
Total Listed Costs per Ton	13.46	18.24	10.04
Net Return per Ton	4.27	-2.42	8.01
Break Even Yield per Acre	12.76	13.91	12.80
Return to Overhead (incl. setaside)	184.43	67.44	290.01
Net Return per Acre (incl. setaside)	100.95	13.73	198.31

TABLE 11 - 12  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

CORN SILAGE ON CASH RENTED LAND

	Average For All Farms -----
Number of Fields	24
Number of Farms	24
Acres	28.74
Yield per Acre	16.55
Operators Share of Yield %	100.00
Value per Ton	18.00
Crop Product Return per Acre	297.90
Other Crop Income per Acre	7.44
Gross Return per Acre	305.33
Direct Costs per Acre	
Seed	24.05
Fertilizer	28.13
Chemicals	22.35
Crop Insurance	2.59
Custom Work Hired	4.73
Fuel and Oil	9.87
Repairs	23.33
Land Rent	72.80
Lease Payments	0.36
Miscellaneous Crop Expense	2.56
Operating Interest	7.89
Total Direct Costs per Acre	198.64
Return to Overhead per Acre	106.69
Overhead Costs per Acre	
Utilities	3.03
Hired Labor	12.33
Farm Insurance	2.18
Machinery Lease Payments	3.16
Real Estate Taxes	0.00
Miscellaneous Farm Expense	4.36
Interest	4.63
Depreciation	31.05
Total Overhead Costs per Acre	60.74
Total Listed Costs per Acre	259.39
Net Return per Acre	45.95
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	76.99
Total Direct Costs per Ton	12.00
Total Listed Costs per Ton	15.67
Net Return per Ton	2.78
Break Even Yield per Acre	14.00
Return to Overhead (incl. setaside)	139.26
Net Return per Acre (incl. setaside)	83.55

TABLE 11 - 13  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

ALFALFA HAY ON OWNED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	44	8	8
Number of Farms	42	8	8
Acres	24.57	34.25	17.36
Yield per Acre	3.91	2.46	5.39
Operators Share of Yield %	100.00	100.00	100.00
Value per Ton	55.13	55.02	55.00
Crop Product Return per Acre	215.68	135.28	296.42
Other Crop Income per Acre	0.00	0.00	0.00
Gross Return per Acre	215.68	135.28	296.42
Direct Costs per Acre			
Seed	13.65	25.62	3.30
Fertilizer	13.48	14.02	7.37
Chemicals	0.97	2.36	0.00
Custom Work Hired	15.26	18.65	0.00
Fuel and Oil	6.74	5.71	6.89
Repairs	19.81	13.41	20.87
Special Hired Labor	0.36	0.00	0.00
Miscellaneous Crop Expense	4.26	3.33	3.02
Operating Interest	2.91	2.52	1.63
Total Direct Costs per Acre	77.45	85.61	43.08
Return to Overhead per Acre	138.23	49.67	253.35
Overhead Costs per Acre			
Utilities	1.80	1.80	1.70
Hired Labor	6.63	4.75	4.39
Farm Insurance	1.27	1.01	1.82
Machinery Lease Payments	3.13	7.79	0.00
Real Estate Taxes	8.57	10.64	8.44
Miscellaneous Farm Expense	3.57	2.03	1.84
Interest	37.61	50.40	49.96
Depreciation	25.08	25.05	14.92
Total Overhead Costs per Acre	87.67	103.48	83.06
Total Listed Costs per Acre	165.13	189.09	126.14
Net Return per Acre	50.56	-53.80	170.28
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	75.63	-28.76	185.20
Total Direct Costs per Ton	19.80	34.82	7.99
Total Listed Costs per Ton	42.21	76.91	23.40
Net Return per Ton	12.92	-21.88	31.60
Break Even Yield per Acre	3.00	3.44	2.29

TABLE 11 - 14  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

ALFALFA HAY ON CASH RENTED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	47	7	7
Number of Farms	34	7	7
Acres	44.49	19.86	39.46
Yield per Acre	4.46	4.03	5.22
Operators Share of Yield %	100.00	100.00	100.00
Value per Ton	55.00	55.00	55.00
Crop Product Return per Acre	245.11	221.68	287.15
Other Crop Income per Acre	0.00	0.00	0.00
Gross Return per Acre	245.11	221.68	287.15
Direct Costs per Acre			
Seed	9.53	12.49	10.07
Fertilizer	12.05	20.39	8.20
Chemicals	1.82	2.38	0.00
Custom Work Hired	8.15	33.88	1.45
Fuel and Oil	9.77	8.37	5.10
Repairs	22.90	32.69	16.28
Special Hired Labor	0.18	0.00	0.00
Land Rent	68.67	65.50	54.58
Lease Payments	2.37	25.84	0.00
Miscellaneous Crop Expense	2.98	0.12	3.36
Operating Interest	4.37	6.32	1.87
Total Direct Costs per Acre	142.80	207.99	100.92
Return to Overhead per Acre	102.31	13.69	186.23
Overhead Costs per Acre			
Utilities	3.02	4.22	0.80
Hired Labor	7.40	2.24	4.64
Farm Insurance	1.10	1.17	0.92
Machinery Lease Payments	1.70	0.51	0.00
Real Estate Taxes	0.00	0.00	0.00
Miscellaneous Farm Expense	4.19	1.87	1.88
Interest	5.14	0.99	7.08
Depreciation	27.72	24.18	18.87
Total Overhead Costs per Acre	50.27	35.19	34.19
Total Listed Costs per Acre	193.07	243.18	135.10
Net Return per Acre	52.03	-21.50	152.04
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	79.76	2.68	170.91
Total Direct Costs per Ton	32.04	51.60	19.33
Total Listed Costs per Ton	43.32	60.33	25.88
Net Return per Ton	11.68	-5.33	29.12
Break Even Yield per Acre	3.51	4.42	2.46

TABLE 11 - 15  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

PASTURE ON OWNED LAND

	Average For All Farms -----
Number of Fields	17
Number of Farms	17
Acres	102.52
Operators Share (%)	100.00
Gross Return per Acre	19.47
Direct Costs per Acre	
Seed	0.06
Fertilizer	0.84
Chemicals	2.18
Custom Work Hired	0.10
Fuel and Oil	1.15
Repairs	2.46
Operating Interest	0.09
Total Direct Costs per Acre	6.87
Return to Overhead per Acre	12.60
Overhead Costs per Acre	
Utilities	0.08
Hired Labor	0.35
Farm Insurance	0.11
Machinery Lease Payments	0.04
Real Estate Taxes	6.22
Miscellaneous Farm Expense	0.16
Interest	16.62
Depreciation	2.78
Total Overhead Costs per Acre	26.35
Total Listed Costs per Acre	33.22
Net Return per Acre	-13.75
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	-10.97

TABLE 11 - 16  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

PASTURE ON CASH RENTED LAND

	Average For All Farms -----
Number of Fields	16
Number of Farms	16
Acres	85.05
Operators Share (%)	100.00
Gross Return per Acre	15.14
Direct Costs per Acre	
Seed	0.04
Fertilizer	0.15
Chemicals	1.91
Custom Work Hired	0.21
Fuel and Oil	1.22
Repairs	2.93
Land Rent	11.33
Operating Interest	0.07
Total Direct Costs per Acre	17.85
Return to Overhead per Acre	-2.71
Overhead Costs per Acre	
Utilities	0.09
Hired Labor	0.28
Farm Insurance	0.13
Machinery Lease Payments	0.01
Real Estate Taxes	0.00
Miscellaneous Farm Expense	0.12
Interest	0.62
Depreciation	4.65
Total Overhead Costs per Acre	5.91
Total Listed Costs per Acre	23.75
Net Return per Acre	-8.61
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	-3.96

TABLE 11 - 17  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

SWEET CORN ON OWNED LAND

	Average For All Farms -----
Number of Fields	6
Number of Farms	6
Acres	40.85
Yield per Acre	4.14
Operators Share of Yield %	100.00
Value per Ton	47.05
Crop Product Return per Acre	194.84
Other Crop Income per Acre	99.03
Gross Return per Acre	293.87
Direct Costs per Acre	
Fertilizer	36.79
Chemicals	16.77
Crop Insurance	7.19
Custom Work Hired	6.88
Fuel and Oil	6.26
Repairs	18.82
Operating Interest	7.56
Total Direct Costs per Acre	100.27
Return to Overhead per Acre	193.61
Overhead Costs per Acre	
Utilities	2.52
Hired Labor	5.38
Farm Insurance	1.79
Machinery Lease Payments	0.16
Real Estate Taxes	14.17
Miscellaneous Farm Expense	2.28
Interest	36.87
Depreciation	26.64
Total Overhead Costs per Acre	89.81
Total Listed Costs per Acre	190.08
Net Return per Acre	103.79
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	130.44
Total Direct Costs per Ton	24.21
Total Listed Costs per Ton	45.90
Net Return per Ton	25.06
Break Even Yield per Acre	1.94

TABLE 11 - 18  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

PEAS ON CASH RENTED LAND

	Average For All Farms -----
Number of Fields	7
Number of Farms	6
Acres	37.07
Yield per Acre	4,984.37
Operators Share of Yield %	100.00
Value per Lb.	0.07
Crop Product Return per Acre	357.16
Other Crop Income per Acre	0.00
Gross Return per Acre	357.16
Direct Costs per Acre	
Seed	0.36
Fertilizer	16.23
Chemicals	2.32
Crop Insurance	4.25
Custom Work Hired	1.53
Fuel and Oil	3.84
Repairs	10.01
Land Rent	81.54
Miscellaneous Crop Expense	0.94
Operating Interest	4.28
Total Direct Costs per Acre	125.31
Return to Overhead per Acre	231.85
Overhead Costs per Acre	
Utilities	0.94
Hired Labor	5.51
Farm Insurance	0.46
Machinery Lease Payments	1.25
Real Estate Taxes	0.00
Miscellaneous Farm Expense	1.63
Interest	3.18
Depreciation	15.34
Total Overhead Costs per Acre	28.30
Total Listed Costs per Acre	153.61
Net Return per Acre	203.55
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	218.89
Total Direct Costs per Lb.	0.03
Total Listed Costs per Lb.	0.03
Net Return per Lb.	0.04
Break Even Yield per Acre	2,143.69



TABLE 11 - 19  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

SET ASIDE ON OWNED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	109	22	22
Number of Farms	109	22	22
Acres	8.64	10.98	7.29
Operators Share (%)	100.00	100.00	100.00
Government Payment per Acre	889.80	719.77	1,044.97
Other Income per Acre	28.46	6.47	97.61
Gross Return per Acre	918.27	726.25	1,142.58
Direct Costs per Acre			
Seed	6.28	9.95	3.31
Fertilizer	0.34	0.21	1.66
Chemicals	1.91	1.52	3.93
Custom Work Hired	0.87	0.00	1.33
Fuel and Oil	2.82	2.68	3.48
Repairs	7.02	5.82	9.91
Miscellaneous Crop Expense	0.22	0.27	0.42
Operating Interest	2.66	2.86	2.99
Total Direct Costs per Acre	22.12	23.31	27.03
Return to Overhead per Acre	896.14	702.93	1,115.55
Overhead Costs per Acre			
Utilities	0.93	0.65	0.87
Hired Labor	1.57	1.00	1.70
Farm Insurance	0.64	0.55	0.69
Machinery Lease Payments	0.80	0.31	2.02
Real Estate Taxes	11.73	10.52	13.96
Miscellaneous Farm Expense	1.36	0.99	1.90
Interest	31.64	26.97	34.78
Depreciation	11.52	10.56	17.19
Total Overhead Costs per Acre	60.19	51.55	73.11
Total Listed Costs per Acre	82.31	74.86	100.14
Net Return per Acre	835.96	651.38	1,042.43
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	847.48	661.94	1,059.62

TABLE 11 - 20  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

SET ASIDE ON CASH RENTED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	160	28	36
Number of Farms	127	25	25
Acres	11.08	10.22	11.50
Operators Share (%)	100.00	100.00	100.00
Government Payment per Acre	933.11	718.95	1,099.65
Other Income per Acre	28.02	10.77	91.76
Gross Return per Acre	961.13	729.71	1,191.41
Direct Costs per Acre			
Seed	5.47	3.86	6.14
Fertilizer	0.98	0.27	0.45
Chemicals	2.06	3.65	1.26
Custom Work Hired	1.32	0.21	1.29
Fuel and Oil	2.76	2.07	4.17
Repairs	6.16	4.60	7.90
Special Hired Labor	0.01	0.00	0.03
Land Rent	75.55	71.25	72.33
Miscellaneous Crop Expense	0.29	0.70	0.12
Operating Interest	2.55	2.37	4.70
Total Direct Costs per Acre	97.14	88.98	98.39
Return to Overhead per Acre	863.99	640.73	1,093.02
Overhead Costs per Acre			
Utilities	0.85	0.80	1.22
Hired Labor	3.41	1.30	4.43
Farm Insurance	0.61	0.64	0.82
Machinery Lease Payments	1.03	0.41	1.26
Real Estate Taxes	0.00	0.00	0.00
Miscellaneous Farm Expense	1.46	1.24	1.17
Interest	1.58	2.19	2.12
Depreciation	9.58	8.93	12.88
Total Overhead Costs per Acre	18.53	15.49	23.90
Total Listed Costs per Acre	115.67	104.47	122.29
Net Return per Acre	845.46	625.24	1,069.12
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	855.04	634.17	1,082.00

TABLE 11 - 21  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

SET ASIDE ON SHARE RENTED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	66	13	13
Number of Farms	58	12	12
Acres	7.24	6.08	6.74
Operators Share (%)	58.44	58.77	58.74
Government Payment per Acre	586.04	395.37	886.18
Other Income per Acre	12.11	0.00	25.96
Gross Return per Acre	598.14	395.37	912.14
Direct Costs per Acre			
Seed	4.73	3.87	4.36
Fertilizer	0.05	0.31	0.00
Chemicals	1.10	2.05	0.10
Custom Work Hired	0.52	0.00	0.91
Fuel and Oil	2.40	2.52	2.81
Repairs	5.26	6.85	5.25
Miscellaneous Crop Expense	0.13	0.00	0.18
Operating Interest	1.70	2.05	3.00
Total Direct Costs per Acre	15.90	17.65	16.62
Return to Overhead per Acre	582.24	377.72	895.52
Overhead Costs per Acre			
Utilities	0.72	1.30	0.93
Hired Labor	1.15	0.55	1.41
Farm Insurance	0.48	0.41	0.55
Machinery Lease Payments	0.78	0.46	0.13
Real Estate Taxes	0.00	0.00	0.00
Miscellaneous Farm Expense	0.87	0.75	0.63
Interest	1.07	1.10	1.44
Depreciation	8.31	10.39	8.12
Total Overhead Costs per Acre	13.37	14.97	13.22
Total Listed Costs per Acre	29.28	32.62	29.85
Net Return per Acre	568.87	362.75	882.29
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	577.18	373.14	890.42

TABLE 11 - 22  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per Acre)

CRP ON OWNED LAND

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Fields	31	6	7
Number of Farms	30	6	6
Acres	46.14	29.87	43.30
Operators Share (%)	100.00	100.00	100.00
Government Payment per Acre	79.22	59.46	84.99
Other Income per Acre	0.28	0.00	1.48
Gross Return per Acre	79.50	59.46	86.47
Direct Costs per Acre			
Seed	0.02	0.00	0.00
Chemicals	0.12	0.00	0.00
Fuel and Oil	0.51	1.11	0.00
Repairs	1.22	3.13	0.00
Operating Interest	0.16	0.17	0.00
Total Direct Costs per Acre	2.04	4.41	0.00
Return to Overhead per Acre	77.46	55.05	86.47
Overhead Costs per Acre			
Utilities	0.12	0.00	0.00
Hired Labor	0.45	0.00	0.00
Farm Insurance	0.12	0.00	0.00
Machinery Lease Payments	0.10	0.00	0.00
Real Estate Taxes	10.54	8.43	8.69
Miscellaneous Farm Expense	0.14	0.06	0.00
Interest	19.29	13.25	20.61
Depreciation	1.67	0.22	0.00
Total Overhead Costs per Acre	32.43	21.96	29.30
Total Listed Costs per Acre	34.47	26.37	29.30
Net Return per Acre	45.03	33.09	57.17
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	46.70	33.31	57.17

TABLE 11 - 23  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

CRP ON CASH RENTED LAND

	Average For All Farms -----
Number of Fields	9
Number of Farms	9
Acres	27.54
Operators Share (%)	100.00
Government Payment per Acre	56.62
Other Income per Acre	0.00
Gross Return per Acre	56.62
Direct Costs per Acre	
Chemicals	0.62
Fuel and Oil	0.17
Repairs	0.51
Land Rent	52.59
Operating Interest	0.03
Total Direct Costs per Acre	53.93
Return to Overhead per Acre	2.69
Overhead Costs per Acre	
Utilities	0.02
Hired Labor	0.06
Farm Insurance	0.10
Machinery Lease Payments	0.08
Real Estate Taxes	0.00
Miscellaneous Farm Expense	0.04
Interest	0.17
Depreciation	1.37
Total Overhead Costs per Acre	1.84
Total Listed Costs per Acre	55.77
Net Return per Acre	0.86
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	2.23

## EXPLANATORY NOTES FOR LIVESTOCK TABLES

The "Livestock Enterprise Analysis" tables show the average physical production, gross returns, direct costs, overhead costs, and net returns per budget unit. All costs are actual costs; no opportunity costs are included. The "Net Return" to the enterprise is the "Total Return" minus the direct and overhead costs. The "Net cash flow for principal payments, income taxes, and family living" is the "Net Return" plus "Depreciation" and minus "Home Use," "Fed," and "Butchered." The last section of each livestock table contains both economic and technical efficiency measures which are particularly useful to individual managers in assessing their performance as compared to their peers.

The "Dairy (Milking Herd)" table contains the information for only the milking herd (which includes dry cows). "Dairy Heifers" are those heifers kept for replacement into the milking herd. "Dairy Replacements and Feeder Stock" includes replacement heifers and dairy animals intended for feeding and slaughter. "Dairy Steers" includes only steers for feeding. The "Dairy (Whole Herd)" table includes those farms in the "Dairy (Milking Herd)", "Dairy Heifers", and "Dairy Replacements and Feeder Stock" tables; it does not include "Dairy Steers."

The "All Beef Finishing" table includes the FINANX codes for beef, steer calf, heifer calf, yearling steer, and yearling heifer finishing.

When there is a sufficient number (i.e., more than 24), farms are divided into low 20% and high 20% on the basis of returns to overhead costs. The classification is done separately for each livestock enterprise.

"Lbs. feed per lb. of gain" is the lbs. of total feed divided by "Gross production." The total feed is calculated by adding total pounds of feed. For grains, these pounds per unit are used: corn, 56; oats, 32; barley, 48; grain sorghum, 56; wheat, 60; and millet, 48. For these roughages, the pounds are calculated by these factors: alfalfa haylage, 0.5; corn silage, 0.33; oatlage, 0.5; and sorghum silage, 0.33; and small grain silage, 0.33.

The calving and weaning percentages are calculated as the number of calves which are calved and weaned, respectively, divided by the number of cows which are supposed to bear young.

Rounding of individual items for the report may have caused minor discrepancies with the calculated totals.

Table 12 - 1  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per unit produced)

Farrow-Finish Hogs -- Average per Litter

Number of Farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	45		9		9	
	Quantity	Value	Quantity	Value	Quantity	Value
Sales (lbs)	1,818.63	790.65	1,640.93	702.54	1,934.79	858.02
Livestock Transferred Out (lbs)	0.96	0.88	5.12	4.68	0.00	0.00
Butchered (lbs)	1.67	0.67	1.96	0.78	1.76	0.63
Cull Sales (lbs)	133.17	43.18	155.62	49.01	125.98	41.95
Less Livestock Purchased (lbs)	41.94	41.66	25.19	28.30	37.52	37.94
Less Livestock Transferred In (lbs)	0.29	0.30	0.00	0.00	0.00	0.00
Change in Inventory (lbs)	2.26	20.86	-16.65	0.45	2.34	30.97
Gross Production (lbs)	1,914.44	814.28	1,761.78	729.15	2,027.36	893.63
Other Income		0.41		0.00		0.00
Total Return		814.69		729.15		893.63
Direct Costs						
Corn (bu)	92.59	199.82	94.05	202.15	93.67	201.38
Oats (bu)	0.29	0.33	0.10	0.12	0.12	0.13
Other Grain (lbs)	16.00	1.34	0.0	0.0	35.95	2.78
Alfalfa Hay (lbs)	0.36	0.01	0.0	0.0	0.0	0.0
Protein, Vitamins, Minerals (lbs)	1,670.45	261.65	1,542.44	299.04	1,747.00	244.31
Complete Ration (lbs)	45.40	8.93	71.28	10.50	5.88	1.24
Pasture (AUM)	0.00	0.00	0.0	0.0	0.0	0.0
Breeding		0.20		0.00		0.87
Veterinarian and Medicine		28.04		30.86		26.56
Supplies		8.20		16.38		11.60
Marketing		0.49		0.43		1.43
Fuel and Oil		11.82		9.61		8.89
Repairs		28.21		25.41		18.28
Special Hired Labor		2.24		0.00		0.00
Machinery Work Hired		8.19		28.57		2.04
Utilities		0.66		0.00		0.04
Lease Payments		10.78		2.17		11.76
Bedding		1.03		0.61		0.05
Operating Interest		8.94		6.50		2.81
Total Direct Costs		580.88		632.35		534.17
Return to Overhead		233.81		96.80		359.46
Overhead Costs (allocated by farmers)						
Utilities		17.55		15.51		16.47
Real Estate Taxes		2.71		3.39		3.45
Farm Insurance		6.28		5.86		4.56
Overhead Hired Labor		47.52		23.16		31.07
Lease Payments		8.83		1.88		18.59
Miscellaneous Farm Expense		7.57		5.44		3.45
Interest		14.77		7.30		13.76
Depreciation		43.83		40.60		35.04
Total Overhead Costs		149.05		103.15		126.39
Total Listed Costs		729.93		735.51		660.56
Net Return		84.76		-6.35		233.07
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living		127.92		33.47		267.49
Other Information						
Average Number of Sows per Farm		123.05		114.82		102.61
Number of Litters Farrowed per Farm		244.47		228.83		205.00
Number of Litters per Crate		9.20		8.67		9.92
Number of Litters per Sow		1.99		1.99		2.00
Pigs Born per Litter		9.85		9.44		9.91
Pigs Weaned per Litter		8.67		7.92		8.69
Pigs Weaned per Sow		17.22		15.78		17.36
Market Hogs Sold per Litter		6.80		6.81		7.46
Lbs of Feed Fed per Lb of Gain		3.62		3.91		3.47
Feed Cost per Cwt of Gain		24.66		29.05		22.19
Avg. Weight of Market Hogs Sold (lbs)		229.57		240.59		230.69
Average Price Received per Cwt Sold		43.48		42.81		44.35

Table 12 - 2  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per unit produced)

Farrow-Finish Hogs -- Average per CWT Produced

	Average For All Farms		Average For Low 20%		Average For High 20%	
	Quantity	Value	Quantity	Value	Quantity	Value
Number of Farms	45		9		9	
Sales (lbs)	95.00	41.30	93.14	39.88	95.43	42.32
Livestock Transferred Out (lbs)	0.05	0.05	0.29	0.27	0.00	0.00
Butchered (lbs)	0.09	0.04	0.11	0.04	0.09	0.03
Cull Sales (lbs)	6.96	2.26	8.83	2.78	6.21	2.07
Less Livestock Purchased (lbs)	2.19	2.18	1.43	1.61	1.85	1.87
Less Livestock Transferred In (lbs)	0.02	0.02	0.00	0.00	0.00	0.00
Change in Inventory (lbs)	0.12	1.09	-0.95	0.03	0.12	1.53
Gross Production (lbs)	100.00	42.53	100.00	41.39	100.00	44.08
Other Income		0.02		0.00		0.00
Total Return		42.56		41.39		44.08
Direct Costs						
Corn (bu)	4.84	10.44	5.34	11.47	4.62	9.93
Oats (bu)	0.02	0.02	0.01	0.01	0.01	0.01
Other Grain (lbs)	0.84	0.07	0.0	0.0	1.77	0.14
Alfalfa Hay (lbs)	0.02	0.00	0.0	0.0	0.0	0.0
Protein, Vitamins, Minerals (lbs)	87.25	13.67	87.55	16.97	86.17	12.05
Complete Ration (lbs)	2.37	0.47	4.05	0.60	0.29	0.06
Pasture (AUM)	0.00	0.00	0.0	0.0	0.0	0.0
Breeding		0.01		0.00		0.04
Veterinarian and Medicine		1.46		1.75		1.31
Supplies		0.43		0.93		0.57
Marketing		0.03		0.02		0.07
Fuel and Oil		0.62		0.55		0.44
Repairs		1.47		1.44		0.90
Special Hired Labor		0.12		0.00		0.00
Machinery Work Hired		0.43		1.62		0.10
Utilities		0.03		0.00		0.00
Lease Payments		0.56		0.12		0.58
Bedding		0.05		0.03		0.00
Operating Interest		0.47		0.37		0.14
Total Direct Costs		30.34		35.89		26.35
Return to Overhead		12.21		5.49		17.73
Overhead Costs (allocated by farmers)						
Utilities		0.92		0.88		0.81
Real Estate Taxes		0.14		0.19		0.17
Farm Insurance		0.33		0.33		0.22
Overhead Hired Labor		2.48		1.31		1.53
Lease Payments		0.46		0.11		0.92
Miscellaneous Farm Expense		0.40		0.31		0.17
Interest		0.77		0.41		0.68
Depreciation		2.29		2.30		1.73
Total Overhead Costs		7.79		5.86		6.23
Total Listed Costs		38.13		41.75		32.58
Net Return		4.43		-0.36		11.50
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living		6.68		1.90		13.19
Other Information						
Average Number of Sows per Farm		123.05		114.82		102.61
Number of Litters Farrowed per Farm		244.47		228.83		205.00
Number of Litters per Crate		9.20		8.67		9.92
Number of Litters per Sow		1.99		1.99		2.00
Pigs Born per Litter		9.85		9.44		9.91
Pigs Weaned per Litter		8.67		7.92		8.69
Pigs Weaned per Sow		17.22		15.78		17.36
Market Hogs Sold per Litter		6.80		6.81		7.46
Lbs of Feed Fed per Lb of Gain		3.62		3.91		3.47
Feed Cost per Cwt of Gain		24.66		29.05		22.19
Avg. Weight of Market Hogs Sold (lbs)		229.57		240.59		230.69
Average Price Received per Cwt Sold		43.48		42.81		44.35



Table 12 - 3  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

Feeder Pigs -- Average per Litter

Number of Farms	13	
	Quantity	Value
	-----	-----
Sales (hd)	5.23	198.76
Livestock Transferred Out (hd)	3.09	117.16
Butchered (hd)	0.01	1.32
Cull Sales (hd)	0.28	39.69
Less Livestock Purchased (hd)	0.09	17.87
Less Livestock Transferred In (hd)	0.16	16.87
Change in Inventory (hd)	0.26	12.53
Gross Production		334.71
Other Income		0.20
Total Return		334.91
Direct Costs		
Corn (bu)	21.50	46.23
Oats (bu)	0.48	0.53
Protein, Vitamins, Minerals (lbs)	403.60	75.30
Complete Ration (lbs)	349.95	50.61
Breeding		0.21
Veterinarian and Medicine		22.61
Supplies		6.30
Marketing		0.88
Fuel and Oil		7.00
Repairs		15.84
Machinery Work Hired		2.10
Utilities		0.35
Bedding		2.28
Operating Interest		6.75
Total Direct Costs		236.99
Return to Overhead		97.92
Overhead Costs (allocated by farmers)		
Utilities		10.47
Real Estate Taxes		0.90
Farm Insurance		3.05
Overhead Hired Labor		14.41
Lease Payments		0.97
Miscellaneous Farm Expense		5.31
Interest		8.08
Depreciation		26.37
Total Overhead Costs		69.55
Total Listed Costs		306.55
Net Return		28.37
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		53.42
Other Information		
Average Number of Sows per Farm		92.31
Number of Litters Farrowed per Farm		175.88
Number of Litters per Crate		9.37
Number of Litters per Sow		1.91
Pigs Born per Litter		10.09
Pigs Weaned per Litter		8.68
Pigs Weaned per Sow		16.54
Pigs Sold or Transferred / Litter		8.32
Avg. Weight per Pig Sold (lbs)		48.12
Avg. Price Received per Pig Sold		37.99

Table 12 - 4  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per unit produced)

Finish Feeder Pigs -- Average per Head

Number of Farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	28		6		6	
	Quantity	Value	Quantity	Value	Quantity	Value
Sales (lbs)	236.48	101.54	243.38	104.83	232.75	103.46
Livestock Transferred Out (lbs)	3.95	1.66	0.17	0.07	5.91	2.53
Butchered (lbs)	0.33	0.13	0.35	0.13	0.25	0.11
Cull Sales (lbs)	0.00	0.00	0.00	0.00	0.00	0.00
Less Livestock Purchased (lbs)	32.63	27.88	39.13	39.23	37.30	29.89
Less Livestock Transferred In (lbs)	16.88	12.63	2.04	1.86	8.23	6.69
Change in Inventory (lbs)	-3.92	1.63	-15.27	-4.23	-12.45	-1.50
Gross Production (lbs)	187.32	64.45	187.46	59.70	180.94	68.02
Other Income		0.00		0.00		0.00
Total Return		64.45		59.70		68.02
Direct Costs						
Corn (bu)	8.63	18.63	6.36	13.63	8.97	19.17
Protein, Vitamins, Minerals (lbs)	117.02	18.17	93.72	16.29	122.92	17.91
Complete Ration (lbs)	67.88	5.50	227.10	16.30	0.0	0.0
Veterinarian and Medicine		1.89		1.24		2.23
Supplies		0.43		0.27		0.60
Marketing		0.02		0.02		0.00
Fuel and Oil		0.68		0.71		0.51
Repairs		1.94		0.65		1.76
Special Hired Labor		0.51		1.41		0.69
Machinery Work Hired		0.47		0.45		0.07
Utilities		0.04		0.00		0.00
Lease Payments		1.70		6.07		0.00
Bedding		0.17		0.12		0.00
Operating Interest		1.77		3.35		1.19
Total Direct Costs		51.92		60.52		44.13
Return to Overhead		12.52		-0.82		23.89
Overhead Costs (allocated by farmers)						
Utilities		0.96		0.67		1.80
Real Estate Taxes		0.17		0.24		0.34
Farm Insurance		0.64		0.62		1.15
Overhead Hired Labor		1.33		0.41		1.05
Lease Payments		0.15		0.20		0.00
Miscellaneous Farm Expense		0.50		0.53		0.57
Interest		0.38		0.18		0.69
Depreciation		3.06		1.25		6.82
Total Overhead Costs		7.19		4.09		12.41
Total Listed Costs		59.11		64.62		56.54
Net Return		5.33		-4.91		11.47
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living		8.26		-3.80		18.18
Other Information						
Animals Purchased or Transferred In		796.11		873.17		440.75
Animals Sold or Transferred Out		768.04		862.33		450.83
Percentage Death Loss		2.71		3.49		2.53
Effective Daily Gain (lbs)		1.50		1.62		1.51
Lbs of Feed Fed per lb of Gain		3.57		3.61		3.46
Feed Cost per Cwt of Gain		22.58		24.65		20.50
Avg. Weight per Animal Bought		46.70		41.01		46.20
Avg. Weight per Animal Sold		240.40		243.56		238.49
Avg. Price Paid per Animal Bought		39.89		41.12		37.03
Average Price Received per Cwt Sold		42.94		43.07		44.45

Table 12 - 5  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per unit produced)

Finish Feeder Pigs -- Average per CWT Produced

Number of Farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	28		6		6	
	Quantity	Value	Quantity	Value	Quantity	Value
Sales (lbs)	126.24	54.21	129.82	55.92	128.63	57.18
Livestock Transferred Out (lbs)	2.11	0.88	0.09	0.04	3.27	1.40
Butchered (lbs)	0.17	0.07	0.19	0.07	0.14	0.06
Cull Sales (lbs)	0.00	0.00	0.00	0.00	0.00	0.00
Less Livestock Purchased (lbs)	17.42	14.88	20.87	20.93	20.61	16.52
Less Livestock Transferred In (lbs)	9.01	6.74	1.09	0.99	4.55	3.70
Change in Inventory (lbs)	-2.09	0.87	-8.14	-2.26	-6.88	-0.83
Gross Production (lbs)	100.00	34.40	100.00	31.85	100.00	37.59
Other Income		0.00		0.00		0.00
Total Return		34.40		31.85		37.59
Direct Costs						
Corn (bu)	4.61	9.95	3.39	7.27	4.96	10.60
Protein, Vitamins, Minerals (lbs)	62.47	9.70	49.99	8.69	67.93	9.90
Complete Ration (lbs)	36.24	2.94	121.14	8.70	0.0	0.0
Veterinarian and Medicine		1.01		0.66		1.23
Supplies		0.23		0.15		0.33
Marketing		0.01		0.01		0.00
Fuel and Oil		0.36		0.38		0.28
Repairs		1.04		0.35		0.97
Special Hired Labor		0.27		0.75		0.38
Machinery Work Hired		0.25		0.24		0.04
Utilities		0.02		0.00		0.00
Lease Payments		0.91		3.24		0.00
Bedding		0.09		0.06		0.00
Operating Interest		0.95		1.79		0.66
Total Direct Costs		27.72		32.29		24.39
Return to Overhead		6.69		-0.44		13.20
Overhead Costs (allocated by farmers)						
Utilities		0.51		0.36		1.00
Real Estate Taxes		0.09		0.13		0.19
Farm Insurance		0.34		0.33		0.64
Overhead Hired Labor		0.71		0.22		0.58
Lease Payments		0.08		0.11		0.00
Miscellaneous Farm Expense		0.27		0.28		0.31
Interest		0.20		0.10		0.38
Depreciation		1.63		0.67		3.77
Total Overhead Costs		3.84		2.18		6.86
Total Listed Costs		31.56		34.47		31.25
Net Return		2.85		-2.62		6.34
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living		4.41		-2.03		10.05
Other Information						
Animals Purchased or Transferred In		796.11		873.17		440.75
Animals Sold or Transferred Out		768.04		862.33		450.83
Percentage Death Loss		2.71		3.49		2.53
Effective Daily Gain (lbs)		1.50		1.62		1.51
Lbs of Feed Fed per lb of Gain		3.57		3.61		3.46
Feed Cost per Cwt of Gain		22.58		24.65		20.50
Avg. Weight per Animal Bought		46.70		41.01		46.20
Avg. Weight per Animal Sold		240.40		243.56		238.49
Avg. Price Paid per Animal Bought		39.89		41.12		37.03
Average Price Received per Cwt Sold		42.94		43.07		44.45

Table 12 - 6  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

Mixed Hogs -- Average per CWT Produced

Number of Farms	14	
	Quantity	Value
	-----	-----
Sales (lbs)	93.33	42.36
Livestock Transferred Out (lbs)	0.05	0.02
Butchered (lbs)	0.10	0.04
Cull Sales (lbs)	6.08	1.93
Less Livestock Purchased (lbs)	4.07	4.55
Less Livestock Transferred In (lbs)	0.00	0.00
Change in Inventory (lbs)	4.52	3.15
Gross Production (lbs)	100.00	42.95
Other Income		0.01
Total Return		42.96
Direct Costs		
Corn (bu)	4.74	10.27
Oats (bu)	0.02	0.02
Grass Hay (lbs)	0.53	0.01
Protein, Vitamins, Minerals (lbs)	89.79	14.36
Complete Ration (lbs)	6.25	1.00
Veterinarian and Medicine		1.71
Supplies		0.73
Marketing		0.15
Fuel and Oil		0.71
Repairs		1.54
Special Hired Labor		0.06
Machinery Work Hired		0.44
Lease Payments		0.09
Bedding		0.14
Operating Interest		0.82
Total Direct Costs		32.05
Return to Overhead		10.91
Overhead Costs (allocated by farmers)		
Utilities		0.85
Real Estate Taxes		0.09
Farm Insurance		0.37
Overhead Hired Labor		1.39
Lease Payments		0.71
Miscellaneous Farm Expense		0.35
Interest		1.34
Depreciation		3.07
Total Overhead Costs		8.18
Total Listed Costs		40.23
Net Return		2.74
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		5.77

Table 12 - 7  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

Beef Cow-Calf -- Average per Cow

Number of Farms	14	
	Quantity	Value
Sales (lbs)	44.59	34.96
Livestock Transferred Out (lbs)	442.98	393.32
Butchered (lbs)	1.85	0.93
Cull Sales (lbs)	227.82	116.86
Less Livestock Purchased (lbs)	88.89	66.66
Less Livestock Transferred In (lbs)	82.80	60.81
Change in Inventory (lbs)	-35.67	-9.39
Gross Production (lbs)	509.88	409.21
Other Income		0.00
Total Return		409.21
Direct Costs		
Corn (bu)	10.70	23.01
Oats (bu)	1.43	1.64
Alfalfa Hay (lbs)	2,199.36	55.65
Alfalfa Haylage (lbs)	68.47	2.05
Corn Silage (lbs)	895.70	24.18
Oatlage (lbs)	27.48	0.49
Sorghum Silage (lbs)	478.29	11.46
Stover (lbs)	176.72	2.68
Grass Hay (lbs)	797.57	10.20
Mixed Hay (lbs)	574.03	10.06
Protein, Vitamins, Minerals (lbs)	125.42	22.82
Complete Ration (lbs)	11.84	1.50
Pasture (AUM)	3.05	30.04
Breeding		4.37
Veterinarian and Medicine		14.30
Supplies		3.20
Marketing		0.08
Fuel and Oil		6.45
Repairs		8.30
Machinery Work Hired		1.84
Bedding		1.48
Operating Interest		6.87
Total Direct Costs		242.69
Return to Overhead		166.52
Overhead Costs (allocated by farmers)		
Utilities		5.62
Real Estate Taxes		1.86
Farm Insurance		2.78
Overhead Hired Labor		12.23
Lease Payments		0.40
Miscellaneous Farm Expense		2.81
Interest		8.69
Depreciation		20.37
Total Overhead Costs		54.76
Total Listed Costs		297.45
Net Return		111.76
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		131.21
Other Information		
Average Number of Cows per Farm		77.20
Calving Percentage		97.63
Weaning Percentage		82.84
Calves Sold or Transferred / Cow		0.90
Percent of Cows Culled		16.84
Avg. Weight per Calf Sold		719.25
Average Price Received per Cwt Sold		78.41

Table 12 - 8  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

Beef Cow-Calf -- Average per CWT Produced

Number of Farms	14	
	Quantity	Value
	-----	-----
Sales (lbs)	8.74	6.86
Livestock Transferred Out (lbs)	86.88	77.14
Butchered (lbs)	0.36	0.18
Cull Sales (lbs)	44.68	22.92
Less Livestock Purchased (lbs)	17.43	13.07
Less Livestock Transferred In (lbs)	16.24	11.93
Change in Inventory (lbs)	-7.00	-1.84
Gross Production (lbs)	100.00	80.26
Other Income		0.00
Total Return		80.26
Direct Costs		
Corn (bu)	2.10	4.51
Oats (bu)	0.28	0.32
Alfalfa Hay (lbs)	431.35	10.92
Alfalfa Haylage (lbs)	13.43	0.40
Corn Silage (lbs)	175.67	4.74
Oatlage (lbs)	5.39	0.10
Sorghum Silage (lbs)	93.80	2.25
Stover (lbs)	34.66	0.53
Grass Hay (lbs)	156.42	2.00
Mixed Hay (lbs)	112.58	1.97
Protein, Vitamins, Minerals (lbs)	24.60	4.47
Complete Ration (lbs)	2.32	0.29
Pasture (AUM)	0.60	5.89
Breeding		0.86
Veterinarian and Medicine		2.80
Supplies		0.63
Marketing		0.02
Fuel and Oil		1.27
Repairs		1.63
Machinery Work Hired		0.36
Bedding		0.29
Operating Interest		1.35
Total Direct Costs		47.60
Return to Overhead		32.66
Overhead Costs (allocated by farmers)		
Utilities		1.10
Real Estate Taxes		0.36
Farm Insurance		0.54
Overhead Hired Labor		2.40
Lease Payments		0.08
Miscellaneous Farm Expense		0.55
Interest		1.70
Depreciation		4.00
Total Overhead Costs		10.74
Total Listed Costs		58.34
Net Return		21.92
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living		25.73
Other Information		
Average Number of Cows per Farm		77.20
Calving Percentage		97.63
Weaning Percentage		82.84
Calves Sold or Transferred / Cow		0.90
Percent of Cows Culled		16.84
Avg. Weight per Calf Sold		719.25
Average Price Received per Cwt Sold		78.41

Table 12 - 9  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per unit produced)

Beef Finishing, All Types -- Average per Head

Number of Farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	43		8		9	
	Quantity	Value	Quantity	Value	Quantity	Value
Sales (lbs)	1,126.86	835.45	1,122.68	825.71	1,171.36	847.30
Livestock Transferred Out (lbs)	3.33	2.37	0.00	0.00	10.03	7.02
Butchered (lbs)	3.07	2.18	3.77	2.37	4.49	3.23
Cull Sales (lbs)	0.12	0.09	0.00	0.00	0.00	0.00
Less Livestock Purchased (lbs)	634.21	546.69	503.54	429.80	652.90	545.16
Less Livestock Transferred In (lbs)	23.47	20.71	0.97	1.46	47.24	37.98
Change in Inventory (lbs)	-20.49	8.36	-193.31	-136.12	28.55	78.51
Gross Production (lbs)	455.20	281.05	428.64	260.71	514.28	352.92
Other Income		0.04		0.00		0.00
Total Return		281.09		260.71		352.92
Direct Costs						
Corn (bu)	46.25	99.10	54.17	112.28	50.30	108.05
Oats (bu)	0.21	0.42	0.05	0.06	0.21	0.30
Millet (lbs)	0.19	0.00	1.71	0.01	0.0	0.0
Other Grain (lbs)	193.87	6.51	825.88	11.56	0.94	1.18
Alfalfa Hay (lbs)	257.89	7.48	400.89	10.50	83.83	2.63
Alfalfa Haylage (lbs)	66.97	2.22	0.0	0.0	86.79	3.11
Corn Silage (lbs)	433.85	14.75	237.96	6.42	533.80	14.41
Oatlage (lbs)	31.34	0.71	29.43	0.29	104.60	1.84
Sorghum Silage (lbs)	63.20	1.32	186.54	3.78	0.0	0.0
Stover (lbs)	8.07	0.07	4.96	0.07	33.85	0.20
Grass Hay (lbs)	18.31	0.27	0.0	0.0	25.07	0.25
Mixed Hay (lbs)	40.38	0.66	0.0	0.0	88.76	2.04
Fescue Hay (lbs)	1.28	0.01	11.32	0.07	0.0	0.0
Small Grain Silage (lbs)	4.11	0.09	36.32	0.82	0.0	0.0
Protein, Vitamins, Minerals (lbs)	252.83	30.76	188.60	44.08	178.06	26.17
Complete Ration (lbs)	95.64	3.25	0.0	0.0	10.57	0.15
Veterinarian and Medicine		7.21		9.29		8.60
Supplies		3.05		0.57		0.46
Marketing		1.31		2.04		2.76
Fuel and Oil		3.39		3.63		2.92
Repairs		6.40		8.37		5.56
Special Hired Labor		1.47		12.97		0.00
Machinery Work Hired		4.97		4.78		2.03
Utilities		0.03		0.00		0.00
Lease Payments		2.34		13.01		0.00
Bedding		0.90		0.62		0.19
Operating Interest		15.21		38.07		13.17
Total Direct Costs		213.91		283.29		196.01
Return to Overhead		67.18		-22.58		156.91
Overhead Costs (allocated by farmers)						
Utilities		3.17		2.41		6.83
Real Estate Taxes		1.28		0.81		2.58
Farm Insurance		1.97		2.54		3.60
Overhead Hired Labor		3.88		0.98		15.50
Lease Payments		0.58		0.05		2.26
Miscellaneous Farm Expense		2.29		3.34		3.01
Interest		6.55		2.32		7.07
Depreciation		14.31		14.73		28.62
Total Overhead Costs		34.03		27.19		69.47
Total Listed Costs		247.95		310.47		265.48
Net Return		33.15		-49.76		87.44
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living		45.28		-37.40		112.83
Other Information						
Animals Purchased or Transferred In		387.44		179.13		287.89
Animals Sold or Transferred Out		381.01		231.88		265.89
Percentage Death Loss		0.76		1.13		0.60
Effective Daily Gain (lbs)		2.13		2.41		1.33
Lbs of Conc Fed per lb of Gain		6.90		9.45		5.86
Lbs of Feed Fed per lb of Gain		8.91		11.55		7.65
Avg. Weight per Animal Bought		652.38		660.11		664.85
Avg. Weight per Animal Sold		1,131.69		1,122.68		1,187.23
Average Price Received per Cwt Sold		74.14		73.55		72.33

Table 12 - 10  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms sorted according to Return to Overhead per unit produced)

Beef Finishing, All Types -- Average per CWT Produced

Number of Farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	43		8		9	
	Quantity	Value	Quantity	Value	Quantity	Value
Sales (lbs)	247.55	183.54	261.92	192.63	227.77	164.75
Livestock Transferred Out (lbs)	0.73	0.52	0.00	0.00	1.95	1.37
Butchered (lbs)	0.67	0.48	0.88	0.55	0.87	0.63
Cull Sales (lbs)	0.03	0.02	0.00	0.00	0.00	0.00
Less Livestock Purchased (lbs)	139.32	120.10	117.47	100.27	126.95	106.00
Less Livestock Transferred In (lbs)	5.16	4.55	0.23	0.34	9.19	7.39
Change in Inventory (lbs)	-4.50	1.84	-45.10	-31.76	5.55	15.27
Gross Production (lbs)	100.00	61.74	100.00	60.82	100.00	68.62
Other Income		0.01		0.00		0.00
Total Return		61.75		60.82		68.62
Direct Costs						
Corn (bu)	10.16	21.77	12.64	26.20	9.78	21.01
Oats (bu)	0.05	0.09	0.01	0.01	0.04	0.06
Millet (lbs)	0.04	0.00	0.40	0.00	0.0	0.0
Other Grain (lbs)	42.59	1.43	192.67	2.70	0.18	0.23
Alfalfa Hay (lbs)	56.65	1.64	93.53	2.45	16.30	0.51
Alfalfa Haylage (lbs)	14.71	0.49	0.0	0.0	16.88	0.60
Corn Silage (lbs)	95.31	3.24	55.52	1.50	103.79	2.80
Oatlage (lbs)	6.89	0.16	6.87	0.07	20.34	0.36
Sorghum Silage (lbs)	13.89	0.29	43.52	0.88	0.0	0.0
Stover (lbs)	1.77	0.02	1.16	0.02	6.58	0.04
Grass Hay (lbs)	4.02	0.06	0.0	0.0	4.88	0.05
Mixed Hay (lbs)	8.87	0.15	0.0	0.0	17.26	0.40
Fescue Hay (lbs)	0.28	0.00	2.64	0.02	0.0	0.0
Small Grain Silage (lbs)	0.90	0.02	8.47	0.19	0.0	0.0
Protein, Vitamins, Minerals (lbs)	55.54	6.76	44.00	10.28	34.62	5.09
Complete Ration (lbs)	21.01	0.71	0.0	0.0	2.06	0.03
Veterinarian and Medicine		1.58		2.17		1.67
Supplies		0.67		0.13		0.09
Marketing		0.29		0.48		0.54
Fuel and Oil		0.75		0.85		0.57
Repairs		1.41		1.95		1.08
Special Hired Labor		0.32		3.03		0.00
Machinery Work Hired		1.09		1.12		0.39
Utilities		0.01		0.00		0.00
Lease Payments		0.51		3.03		0.00
Bedding		0.20		0.14		0.04
Operating Interest		3.34		8.88		2.56
Total Direct Costs		46.99		66.09		38.11
Return to Overhead		14.76		-5.27		30.51
Overhead Costs (allocated by farmers)						
Utilities		0.70		0.56		1.33
Real Estate Taxes		0.28		0.19		0.50
Farm Insurance		0.43		0.59		0.70
Overhead Hired Labor		0.85		0.23		3.01
Lease Payments		0.13		0.01		0.44
Miscellaneous Farm Expense		0.50		0.78		0.58
Interest		1.44		0.54		1.37
Depreciation		3.14		3.44		5.56
Total Overhead Costs		7.48		6.34		13.51
Total Listed Costs		54.47		72.43		51.62
Net Return		7.28		-11.61		17.00
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living		9.95		-8.72		21.94
Other Information						
Animals Purchased or Transferred In		387.44		179.13		287.89
Animals Sold or Transferred Out		381.01		231.88		265.89
Percentage Death Loss		0.76		1.13		0.60
Effective Daily Gain (lbs)		2.13		2.41		1.33
Lbs of Conc Fed per lb of Gain		6.90		9.45		5.86
Lbs of Feed Fed per lb of Gain		8.91		11.55		7.65
Avg. Weight per Animal Bought		652.38		660.11		664.85
Avg. Weight per Animal Sold		1,131.69		1,122.68		1,187.23
Average Price Received per Cwt Sold		74.14		73.55		72.33



Table 12 - 11  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

Dairy (Milking Herd) -- Average per Cow

Number of Farms	16	
	Quantity	Value
Milk Sold (lbs)	15,640.40	2,046.91
Milk Used in Home (lbs)	37.93	5.64
Milk Fed to Animals (lbs)	126.35	19.98
Sales (hd)	0.01	7.93
Livestock Transferred Out (hd)	0.02	6.05
Butchered (hd)	0.01	2.10
Cull Sales (hd)	0.34	204.50
Less Livestock Purchased (hd)	0.00	1.14
Less Livestock Transferred In (hd)	0.34	287.90
Change in Inventory (hd)	-0.03	-5.81
Gross Production		1,998.27
Other Income		2.32
Total Return		2,000.58
Direct Costs		
Corn (bu)	85.15	179.40
Oats (bu)	6.51	7.46
Barley (bu)	0.48	0.95
Wheat (bu)	1.84	10.13
Other Grain (lbs)	166.58	14.39
Alfalfa Hay (lbs)	5,081.22	138.47
Alfalfa Haylage (lbs)	1,541.17	56.37
Corn Silage (lbs)	2,038.38	60.60
Oatlage (lbs)	180.59	5.89
Sorghum Silage (lbs)	12.86	0.29
Stover (lbs)	24.55	1.07
Grass Hay (lbs)	31.56	0.51
Protein, Vitamins, Minerals (lbs)	1,344.89	220.59
Complete Ration (lbs)	475.33	38.30
Pasture (AUM)	0.00	1.05
Breeding		36.30
Veterinarian and Medicine		59.62
Supplies		108.02
Marketing		21.84
Fuel and Oil		19.55
Repairs		75.43
Special Hired Labor		18.30
Machinery Work Hired		59.62
Lease Payments		1.31
Bedding		6.44
Operating Interest		11.31
Total Direct Costs		1,153.22
Return to Overhead		847.37
Overhead Costs (allocated by farmers)		
Utilities		46.16
Real Estate Taxes		4.99
Farm Insurance		13.49
Overhead Hired Labor		64.42
Lease Payments		34.81
Miscellaneous Farm Expense		26.05
Interest		38.43
Depreciation		95.30
Total Overhead Costs		323.64
Total Listed Costs		1,476.86
Net Return		523.73
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		591.31
Other Information		
Average Number of Cows Per Farm		71.29
Lbs of Milk Produced per Cow	15,804.68	
Percent of Barn Capacity Used	109.68	
Percent of Milk Sold as Butterfat	3.91	
Percent of Dairy Herd Culled	33.75	
Lbs Milk Produced per lb Conc. Fed	2.14	
Feed Cost / Cwt of Milk Produced	4.65	
Avg. Price Received per Cwt Milk Sold	13.09	

Table 12 - 12  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

Dairy Repl. & Feeder Stock -- Average per Head

Number of Farms	13	
	Quantity	Value
Sales (lbs)	0.00	223.39
Livestock Transferred Out (lbs)	0.00	340.47
Butchered (lbs)	8.95	7.41
Cull Sales (lbs)	0.00	0.00
Less Livestock Purchased (lbs)	0.00	21.73
Less Livestock Transferred In (lbs)	0.00	5.19
Change in Inventory (lbs)	35.60	3.15
Gross Production (lbs)	44.55	547.50
Other Income		4.41
Total Return		551.91
Direct Costs		
Corn (bu)	33.83	71.25
Oats (bu)	3.09	3.43
Other Grain (lbs)	7.51	1.19
Alfalfa Hay (lbs)	3,425.19	96.05
Alfalfa Haylage (lbs)	209.88	14.21
Corn Silage (lbs)	1,755.61	48.73
Oatlage (lbs)	259.26	5.25
Sorghum Silage (lbs)	362.32	8.15
Grass Hay (lbs)	320.99	3.33
Protein, Vitamins, Minerals (lbs)	222.83	52.60
Complete Ration (lbs)	334.20	22.62
Milk (lbs)	225.84	27.71
Pasture (AUM)	1.18	12.23
Breeding		13.10
Veterinarian and Medicine		24.27
Supplies		20.14
Marketing		0.79
Fuel and Oil		8.96
Repairs		33.34
Special Hired Labor		9.88
Machinery Work Hired		6.72
Bedding		7.25
Operating Interest		4.28
Total Direct Costs		495.48
Return to Overhead		56.43
Overhead Costs (allocated by farmers)		
Utilities		16.65
Real Estate Taxes		1.83
Farm Insurance		4.94
Overhead Hired Labor		29.93
Lease Payments		15.89
Miscellaneous Farm Expense		7.88
Interest		15.98
Depreciation		32.02
Total Overhead Costs		125.13
Total Listed Costs		620.61
Net Return		-68.70
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		-44.09
Other Information		
Number of Animals Purchased per Farm		1.38
Number of Animals Trans. In per Farm		0.54
Number of Animals Sold per Farm		36.46
Number of Animals Trans. Out per Farm		25.85
Percentage Death Loss		7.57
Avg. Price Paid per Animal Bought		977.78
Avg. Price Received per Animal Sold		381.74

Table 12 - 13  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

Dairy Heifers -- Average per Head

Number of Farms	6	
	Quantity	Value
Sales (lbs)	139.56	435.64
Livestock Transferred Out (lbs)	0.00	212.74
Butchered (lbs)	2.50	1.58
Cull Sales (lbs)	0.00	1.08
Less Livestock Purchased (lbs)	141.40	472.51
Less Livestock Transferred In (lbs)	0.00	0.00
Change in Inventory (lbs)	-61.45	236.02
Gross Production (lbs)	-60.78	414.55
Other Income		0.00
Total Return		414.55
Direct Costs		
Corn (bu)	20.32	43.47
Oats (bu)	2.28	2.68
Alfalfa Hay (lbs)	2,662.94	79.93
Corn Silage (lbs)	2,619.06	70.68
Oatlage (lbs)	82.27	3.70
Stover (lbs)	64.06	2.79
Grass Hay (lbs)	297.99	7.05
Protein, Vitamins, Minerals (lbs)	444.17	53.33
Milk (lbs)	5.85	0.91
Pasture (AUM)	0.36	1.26
Breeding		3.17
Veterinarian and Medicine		9.80
Supplies		4.29
Fuel and Oil		8.37
Repairs		26.37
Machinery Work Hired		2.53
Operating Interest		4.17
Total Direct Costs		324.49
Return to Overhead		90.06
Overhead Costs (allocated by farmers)		
Utilities		11.99
Real Estate Taxes		4.04
Farm Insurance		9.44
Overhead Hired Labor		3.67
Lease Payments		0.41
Miscellaneous Farm Expense		8.33
Interest		18.64
Depreciation		55.26
Total Overhead Costs		111.78
Total Listed Costs		436.28
Net Return		-21.72
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		31.96
Other Information		
Number of Animals Purchased per Farm		95.67
Number of Animals Trans. In per Farm		0.00
Number of Animals Sold per Farm		62.17
Number of Animals Trans. Out per Farm		27.33
Percentage Death Loss		5.44
Avg. Price Paid per Animal Bought		442.05
Avg. Price Received per Animal Sold		627.18

Table 12 - 14  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

Dairy (Whole Herd) -- Average per Cow

Number of Farms	16	
	Quantity	Value
Milk Sold (lbs)	15,640.40	2,046.91
Milk Used in Home (lbs)	37.93	5.64
Milk Fed to Animals (lbs)	126.35	19.98
Sales (hd)	0.49	174.47
Livestock Transferred Out (hd)	0.46	347.96
Butchered (hd)	0.02	8.11
Cull Sales (hd)	0.34	204.50
Less Livestock Purchased (hd)	0.02	16.57
Less Livestock Transferred In (hd)	0.34	291.58
Change in Inventory (hd)	-0.07	-6.10
Gross Production		2,493.33
Other Income		5.45
Total Return		2,498.78
Direct Costs		
Corn (bu)	114.36	241.03
Oats (bu)	9.54	10.89
Barley (bu)	0.48	0.95
Wheat (bu)	1.84	10.13
Other Grain (lbs)	171.92	15.23
Alfalfa Hay (lbs)	8,349.77	231.78
Alfalfa Haylage (lbs)	1,690.21	66.47
Corn Silage (lbs)	3,634.47	104.63
Oatlage (lbs)	403.42	11.36
Sorghum Silage (lbs)	270.15	6.08
Stover (lbs)	54.70	2.38
Grass Hay (lbs)	288.18	3.59
Protein, Vitamins, Minerals (lbs)	1,563.01	269.05
Complete Ration (lbs)	712.64	54.37
Milk (lbs)	163.12	20.11
Pasture (AUM)	1.01	10.33
Breeding		47.09
Veterinarian and Medicine		78.63
Supplies		123.46
Marketing		22.40
Fuel and Oil		27.32
Repairs		104.03
Special Hired Labor		25.31
Machinery Work Hired		64.39
Lease Payments		1.31
Bedding		11.60
Operating Interest		14.46
Total Direct Costs		1,578.37
Return to Overhead		920.41
Overhead Costs (allocated by farmers)		
Utilities		61.64
Real Estate Taxes		6.72
Farm Insurance		18.22
Overhead Hired Labor		87.30
Lease Payments		46.10
Miscellaneous Farm Expense		34.36
Interest		51.33
Depreciation		129.31
Total Overhead Costs		434.98
Total Listed Costs		2,013.35
Net Return		485.43
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		581.01
Other Information		
Average Number of Cows Per Farm		71.29
Lbs of Milk Produced per Cow	15,804.68	
Percent of Barn Capacity Used	109.68	
Percent of Milk Sold as Butterfat	3.91	
Percent of Dairy Females Culled	33.75	
Lbs Milk Produced per lb Conc. Fed	1.70	
Feed Cost / Cwt of Milk Produced	6.70	
Avg. Price Received per Cwt Milk Sold	13.09	

Table 12 - 15  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

Dairy Steers -- Average per Head

Number of Farms	8	
	Quantity	Value
Sales (lbs)	829.78	628.97
Livestock Transferred Out (lbs)	0.00	0.00
Butchered (lbs)	3.14	2.06
Cull Sales (lbs)	0.00	0.00
Less Livestock Purchased (lbs)	329.32	396.74
Less Livestock Transferred In (lbs)	71.31	48.66
Change in Inventory (lbs)	70.74	110.05
Gross Production (lbs)	503.04	295.67
Other Income		0.00
Total Return		295.67
Direct Costs		
Corn (bu)	39.23	79.12
Oats (bu)	0.18	0.18
Other Grain (lbs)	598.36	16.45
Alfalfa Hay (lbs)	880.87	24.99
Corn Silage (lbs)	94.77	2.56
Oatlage (lbs)	5.33	0.24
Grass Hay (lbs)	15.03	0.38
Mixed Hay (lbs)	50.82	1.05
Protein, Vitamins, Minerals (lbs)	181.86	28.91
Complete Ration (lbs)	39.48	3.09
Pasture (AUM)	0.06	0.22
Veterinarian and Medicine		10.67
Supplies		2.27
Marketing		2.60
Fuel and Oil		3.70
Repairs		5.24
Machinery Work Hired		4.25
Operating Interest		7.28
Total Direct Costs		193.16
Return to Overhead		102.51
Overhead Costs (allocated by farmers)		
Utilities		4.70
Real Estate Taxes		0.82
Farm Insurance		2.06
Overhead Hired Labor		2.49
Lease Payments		1.46
Miscellaneous Farm Expense		2.85
Interest		4.67
Depreciation		16.53
Total Overhead Costs		35.58
Total Listed Costs		228.74
Net Return		66.93
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		81.40
Other Information		
Animals Purchased or Transferred In		110.50
Animals Sold or Transferred Out		91.50
Percentage Death Loss		1.98
Effective Daily Gain (lbs)		2.10
Lbs of Conc Fed per lb of Gain		6.01
Lbs of Feed Fed per lb of Gain		7.96
Feed Cost per Cwt of Gain		31.24
Avg. Weight per Animal Bought		302.84
Avg. Weight per Animal Sold		829.78
Avg. Price Paid per Animal Bought		364.84
Average Price Received per Cwt Sold		75.80

Table 12 - 16  
 \*\*\*\* 1992 Livestock Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Average of all farms reporting)

Dairy Steers -- Average per CWT Produced

Number of Farms	8	
	Quantity	Value
Sales (lbs)	164.95	125.03
Livestock Transferred Out (lbs)	0.00	0.00
Butchered (lbs)	0.62	0.41
Cull Sales (lbs)	0.00	0.00
Less Livestock Purchased (lbs)	65.47	78.87
Less Livestock Transferred In (lbs)	14.18	9.67
Change in Inventory (lbs)	14.06	21.88
Gross Production (lbs)	100.00	58.78
Other Income		0.00
Total Return		58.78
Direct Costs		
Corn (bu)	7.80	15.73
Oats (bu)	0.04	0.04
Other Grain (lbs)	118.95	3.27
Alfalfa Hay (lbs)	175.11	4.97
Corn Silage (lbs)	18.84	0.51
Oatlage (lbs)	1.06	0.05
Grass Hay (lbs)	2.99	0.07
Mixed Hay (lbs)	10.10	0.21
Protein, Vitamins, Minerals (lbs)	36.15	5.75
Complete Ration (lbs)	7.85	0.61
Pasture (AUM)	0.01	0.04
Veterinarian and Medicine		2.12
Supplies		0.45
Marketing		0.52
Fuel and Oil		0.73
Repairs		1.04
Machinery Work Hired		0.84
Operating Interest		1.45
Total Direct Costs		38.40
Return to Overhead		20.38
Overhead Costs (allocated by farmers)		
Utilities		0.93
Real Estate Taxes		0.16
Farm Insurance		0.41
Overhead Hired Labor		0.50
Lease Payments		0.29
Miscellaneous Farm Expense		0.57
Interest		0.93
Depreciation		3.29
Total Overhead Costs		7.07
Total Listed Costs		45.47
Net Return		13.31
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		16.18
Other Information		
Animals Purchased or Transferred In		110.50
Animals Sold or Transferred Out		91.50
Percentage Death Loss		1.98
Effective Daily Gain (lbs)		2.10
Lbs of Conc Fed per lb of Gain		6.01
Lbs of Feed Fed per lb of Gain		7.96
Feed Cost per Cwt of Gain		31.24
Avg. Weight per Animal Bought		302.84
Avg. Weight per Animal Sold		829.78
Avg. Price Paid per Animal Bought		364.84
Average Price Received per Cwt Sold		75.80

TABLE 13  
PRICES USED IN ANALYSIS - 1992  
SOUTHWEST FARM BUSINESS MANAGEMENT ASSOCIATION

<u>Item</u>	<u>Beginning Inventory</u>	<u>Feed</u>	<u>Harvest</u>	<u>Ending Inventory</u>
Corn/bu.	2.10	2.15	1.80	1.80
Oats/bu.	1.00	1.10	1.00	1.00
Wheat/bu.	3.50	3.00	2.75	3.25
Soybeans/bu.	5.25	5.40	5.25	5.25
Alfalfa hay/t.	60.00	60.00	55.00	60.00
Haylage/t.	30.00	30.00	27.50	30.00
Other hay/t.	50.00	50.00	50.00	50.00
Corn silage/t.	18.00	18.00	18.00	18.00
Grass silage/t.	14.00	14.00	14.00	14.00
Oat silage/t.	15.00	15.00	15.00	15.00
Oat straw/bale	1.00	1.00	1.00	1.00

Corn setaside income: estimated deficiency payment \$.55/bu.

(ASCS yield x 77.5% of corn base acres x estimated deficiency payment)

Wheat setaside income: estimated deficiency payment \$.80/bu.

(The value of harvested crop on setaside acres is included as "other income" on the setaside enterprise.)

Green chop/t.	14.00
Corn stalks/t.	7.00

Pasture/head/mo.	
Cows	7.00
Calves	3.50
Sheep	1.00
Lambs	.60

Board for hired labor	\$6.00/day or \$1.50/meal
Value of milk used in home	\$ .40/qt. or \$1.60/gal.
Value of milk fed calves	\$1.50/gallon

Value of operator's labor      \$20,000

Suggested Land Values:

<u>County</u>	<u>Productive Land Value</u>
Cottonwood	800
Jackson	800
Faribault	1,000
Martin	900
Murray	450
Nobles	600
Pipestone	350
Redwood	600
Watsonwan	800

Land prices may be modified according to each farm situation. Depreciated building and dwelling valuations should be added to land value in most cases.

## EXPLANATORY NOTES FOR SUMMARY TABLES

A better picture of the current profitability, liquidity and solvency conditions can be seen by comparing this year to previous years (Table 14). All items are taken from the annual report for that year. Monetary values are left in nominal terms unadjusted for inflation. The one exception is the "Profit or Loss in Constant \$ using the Consumer Price Index (CPI-U) from the U.S. Department of Commerce. This shows the changes in "buying power" for the farmers.

The debt-to-asset percentage measures the degree to which assets are financed by external sources. The year-end total farm assets is divided by year-end total liabilities to obtain this measure. The Southeastern Association has continually used the cost basis of asset valuation. Between 1978 and 1979, the Southwestern Association switched from the cost basis to the market-value method of asset valuation.

Starting with 1983, financial analysis was done by FINANX. This new program added new measures which had not been available previously and in some cases used slightly different formulas.

To evaluate current financial performance in other ways, the whole-farm analysis is summarized on a county basis (Table 15), on a gross income category basis (Table 16), and by type of farm (Table 17). Farms are classified as a certain type (e.g., dairy) on the basis of having 70 percent or more of their gross sales from that category. To show productivity differences between counties, the enterprise reports for corn and soybeans on cash rented land are reported by county (Tables 18 and 19, respectively).

<u>Year</u>	<u>CPI-U</u> <u>1982-84=100</u>	<u>Adjusted CPI-U</u> <u>1991=100</u>
1978	65	46
1979	73	52
1980	82	58
1981	91	65
1982	96	69
1983	100	71
1984	104	74
1985	108	77
1986	110	79
1987	114	81
1988	118	84
1989	124	89
1990	131	94
1991	136	97
1992	140	100



TABLE 14  
\*\*\*\*\* SUMMARY OF THE WHOLE FARM ANALYSIS BY YEARS \*\*\*\*\*  
Southwestern Minnesota Farm Business Management Association  
(Overall averages for all farms reporting)

Items	1978	1979	1980	1981	1982	** 1983	1984	1985	1986	1987	1988	1989	1990	1991	1992
Number of Farms	183	179	170	172	180	182	168	180	182	178	202	203	200	207	201
Detailed Farm Profit or Loss															
Gross Cash Farm Income	177,365	203,470	236,231	261,766	247,413	251,287	259,338	237,875	246,048	254,004	262,229	265,019	291,839	288,031	301,907
Total Cash Farm Expense	139,815	164,162	193,190	210,323	205,451	191,634	217,464	185,864	189,097	196,046	206,433	204,939	222,201	221,385	236,768
Total Inventory Change	*	*	*	*	*	-1,304	1,234	-15,056	1,798	31,353	20,577	11,788	22,242	-10,822	-429
Total Depr. & Cap. Adj.	*	*	*	*	*	-30,286	-33,093	-31,469	-26,656	-25,906	-21,370	-21,709	-26,876	-26,122	-27,051
Farm Profit or Loss	62,469	28,746	46,713	2,272	25,838	27,844	9,872	5,487	32,093	63,404	55,004	50,159	65,004	29,702	37,659
Profit or Loss in Constant 1992 \$	134,403	55,589	79,572	3,506	37,573	39,228	13,341	7,159	41,084	78,306	65,233	56,752	69,779	30,596	37,659
Profitability and Liquidity Analysis															
Labor and Management Earnings	51,052	-6,707	16,210	-25,623	13,491	-35,799	-8,161	-5,860	21,241	51,592	39,866	33,078	47,215	11,281	19,467
Rate of return on:															
Average Investment (%)	18	4	7	2	6	6	4	4	9	16	13	10	12	5	7
Average Equity (%)	25	3	6	-2	3	3	-2	-4	9	24	16	11	15	3	6
Net Profit Margin (%)	44	23	35	12	28	19	11	10	18	26	22	19	23	12	14
Asset Turnover Rate (%)	41	16	20	14	22	31	35	40	52	63	58	49	53	43	46
Value of Farm Production	138,757	111,919	148,445	114,372	147,570	201,051	206,568	185,740	211,530	246,235	246,893	233,867	264,282	225,829	244,243
Farm Interest Paid	10,200	12,084	19,830	26,187	30,317	27,769	29,498	26,700	21,446	15,993	14,546	15,489	17,126	17,061	17,943
Cash Expense as a % of Income	79	81	82	80	83	76	84	78	77	77	79	77	76	77	78
Interest Paid as a % of:															
Gross Cash Income	6	6	8	10	12	11	11	11	9	6	6	6	6	6	6
Total Cash Expenses	7	7	10	12	15	14	14	14	11	8	7	8	8	8	8
Yrs. to T/O Non R.E. Debt	*	*	*	*	*	3.34	7.08	1.71	1.54	1.91	1.44	2.18	1.91	3.29	2.60
Comparative Financial Statement		***													
Sole Proprietors	160	132	107	104	143	162	147	160	161	164	182	179	180	187	180
Total Ending Assets	375,954	739,517	755,354	849,984	686,198	728,302	669,773	508,552	462,043	439,918	468,616	506,988	557,912	579,629	596,525
Total Ending Liabilities	153,640	183,249	211,385	233,068	252,574	281,999	304,940	255,031	211,411	180,785	172,714	186,956	202,626	216,189	227,131
Ending Net Worth	222,314	556,268	543,969	616,916	433,624	446,303	364,833	253,521	250,632	259,133	295,902	320,032	355,286	363,440	369,394
Ending Farm C+I Debt to Asset %	36	36	39	39	45	51	55	51	43	37	35	35	36	41	44
Ending Total Debt to Asset %	41	25	28	27	37	39	46	50	46	41	37	37	36	37	38
Household Information		***													
Number of Farms Reporting	83	79	71	84	96	96	89	96	101	102	120	129	126	145	136
Average Family Size	4.00	4.00	4.00	4.00	4.00	*	3.70	3.90	3.62	3.65	3.80	3.90	3.90	4.00	4.10
Total Family Use of Cash	24,313	31,498	30,078	32,664	29,981	35,660	29,540	28,701	28,027	30,729	37,556	44,214	46,587	48,911	45,638
Average Net Nonfarm Income	4,064	4,394	4,524	7,048	9,385	*	11,262	8,445	8,580	7,787	6,890	11,973	12,135	10,803	12,329
Acreage Information															
Total Acres Owned	*	226	226	266	244	*	250	249	231	222	222	237	237	241	251
Total Crop Acres Farmed	460	473	469	478	480	*	519	552	540	520	525	568	561	570	586
Crop Acres Owned	*	196	198	234	206	*	206	212	191	180	186	199	191	200	203
Crop Acres Cash Rented	*	*	*	*	*	*	208	237	236	231	238	269	275	274	286
Crop Acres Share Rented	*	*	*	*	*	*	104	103	113	108	101	100	95	96	96
Crop Yields															
Corn per acre	115	108	110	126	126	88	113	124	136	138	89	141	128	125	125
Soybean per acre	41	31	37	39	40	35	38	35	39	44	32	43	45	38	38
Crop Prices Received (cash sales)															
Corn per Bushel	*	*	2.44	2.83	2.23	*	2.88	2.35	2.03	1.53	2.08	2.20	2.30	2.26	2.20
Soybeans per Bushel	*	*	6.36	6.95	5.63	*	7.12	5.38	5.01	4.89	6.80	6.57	5.69	5.41	5.39

\* Not available.

\*\* Starting with 1983, a new financial analysis program (FINANX) was used. FINANX calculated several measures which had not been available before.

\*\*\* In the Southwest Association, the method of asset valuation changed from cost basis to conservative market value between 1978 and 1979.

TABLE 15  
 \*\*\*\* 1992 FARM FINANCIAL INFORMATION \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms Sorted According To County)

	Average For All Farms	Cottonwood	Jackson	Pipestone	Nobles	Redwood	Faribault Martin Watwanan	Murray Lyon	Other
Number of Farms	201	35	30	15	30	33	23	28	7
Detailed Farm Profit or Loss									
Gross Cash Farm Income	301,907	397,871	239,651	270,054	290,036	233,559	395,458	281,239	305,544
Total Cash Operating Expense	236,768	325,270	186,744	224,045	219,440	172,632	322,856	211,018	232,667
Total Inventory Change	-429	13,769	-8,926	9,738	-12,307	1,872	314	3,141	-33,458
Total Depreciation and Cap. Adj.	-27,051	-35,748	-22,810	-23,882	-26,729	-24,077	-30,421	-25,110	-20,621
Profit or Loss	37,659	50,622	21,171	31,865	31,560	38,723	42,494	48,253	18,797
Profitability and Liquidity Analysis									
Labor and Management Earnings	19,467	24,301	3,090	17,392	18,981	19,859	25,312	31,431	3,096
Rate of Return on Investment	7	7	3	6	6	7	9	9	4
Rate of Return on Net Worth	6	7	0	5	5	7	9	9	-0
Farm Interest Paid	17,813	23,235	11,603	11,381	15,395	15,587	26,738	18,710	19,034
Average Farm Investment	531,868	754,892	477,999	385,400	425,026	528,375	584,711	476,365	484,218
Average Farm Net Worth	300,527	438,474	299,930	241,212	208,375	309,852	282,039	273,178	261,573
Value of Farm Production	244,243	283,375	223,785	187,918	235,316	205,703	322,123	242,724	227,082
Cash Expense as a % of Income	78	82	78	83	76	74	82	75	76
Interest Expense as a % of Income	6	6	5	4	5	7	7	7	6
Comparative Financial Statement									
Sole Proprietors	180	30	29	13	25	31	21	25	6
Total Beginning Farm Assets	503,625	689,532	466,061	356,314	450,960	510,634	493,946	443,668	541,739
Total Ending Farm Assets	513,836	746,495	465,476	357,671	419,756	514,837	518,507	462,620	506,533
Total Beginning Farm Liabilities	215,886	288,059	164,450	135,564	227,698	206,099	214,865	220,903	261,670
Total Ending Farm Liabilities	222,292	316,920	173,192	142,705	208,191	206,490	231,005	229,607	238,333
Beginning Net Worth	283,156	399,957	297,265	220,165	213,583	299,633	269,416	221,040	279,112
Ending Net Worth	286,705	428,214	289,356	214,659	201,320	302,019	278,855	229,393	265,376
Net Worth Change	3,549	28,257	-7,909	-5,506	-12,263	2,386	9,439	8,353	-13,736
Beginning Cur + Int Liab / Assets %	43	42	37	37	49	42	42	51	42
Ending Cur + Int Liab / Assets %	44	41	41	45	50	42	44	51	43
Beginning Long Term Liab / Assets %	43	42	33	39	53	39	45	48	56
Ending Long Term Lib / Assets %	42	44	33	32	49	38	45	48	52
Total Beg Farm Liab / Assets %	43	42	35	38	50	40	43	50	48
Total End Farm Liab / Assets %	43	42	37	40	50	40	45	50	47
Household and Personal Expense									
Number of Farms Included	136	23	25	12	16	21	15	19	5
Total Cash Living Expense	45,638	43,369	47,673	46,645	43,789	49,239	46,743	40,919	48,899
Crop Production and Marketing Summary									
Total Acres Owned	251	361	207	192	168	300	224	230	319
Total Crop Acres Farmed	586	655	581	320	597	576	606	652	488
Crop Acres Owned	203	302	177	152	149	218	183	197	178
Crop Acres Cash Rented	286	298	267	111	371	211	354	322	300
Crop Acres Share Rented	96	55	137	56	76	147	69	133	10
Average Prices Received (cash sales)									
Corn per Bushel	2.20	2.18	2.14	2.22	2.15	2.34	2.09	2.25	1.99
Soybeans per Bushel	5.39	5.38	5.36	5.53	5.37	5.52	5.35	5.34	5.19

TABLE 16  
 \*\*\*\* 1992 FARM FINANCIAL INFORMATION \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms Sorted According To Total Cash Farm Income)

	Average For All Farms	40,000 - 99,999	100,000 - 199,999	200,000 - 499,999	500,000 +
Number of Farms	201	20	66	84	28
Detailed Farm Profit or Loss					
Gross Cash Farm Income	301,907	79,506	148,278	300,612	856,609
Total Cash Operating Expense	236,768	59,022	102,051	228,906	727,589
Total Inventory Change	-429	3,652	-2,934	-5,622	17,231
Total Depreciation and Cap. Adj.	-27,051	-8,341	-17,020	-29,203	-60,121
Profit or Loss	37,659	15,796	26,273	36,882	86,130
Profitability and Liquidity Analysis					
Labor and Management Earnings	19,467	6,251	12,250	19,230	48,617
Rate of Return on Investment	7	1	4	7	9
Rate of Return on Net Worth	6	-2	3	6	11
Farm Interest Paid	17,813	6,145	9,231	21,245	37,596
Average Farm Investment	531,868	250,432	356,366	559,468	1,110,464
Average Farm Net Worth	300,527	154,832	232,598	289,663	625,227
Value of Farm Production	244,243	78,034	143,318	260,113	575,872
Cash Expense as a % of Income	78	74	69	76	85
Interest Expense as a % of Income	6	8	6	7	4
Comparative Financial Statement					
Sole Proprietors	180	20	66	72	19
Total Beginning Farm Assets	503,625	235,580	353,589	584,954	1,064,482
Total Ending Farm Assets	513,836	265,285	359,143	593,170	1,076,774
Total Beginning Farm Liabilities	215,886	84,220	120,294	287,672	440,946
Total Ending Farm Liabilities	222,292	106,980	127,242	291,589	436,254
Beginning Net Worth	283,156	145,690	231,036	292,432	619,070
Ending Net Worth	286,705	153,297	228,896	296,105	637,681
Net Worth Change	3,549	7,607	-2,140	3,674	18,612
Beginning Cur + Int Liab / Assets %	43	40	30	50	43
Ending Cur + Int Liab / Assets %	44	42	34	51	43
Beginning Long Term Liab / Assets %	43	33	38	48	39
Ending Long Term Liab / Assets %	42	39	37	47	38
Total Beg Farm Liab / Assets %	43	36	34	49	41
Total End Farm Liab / Assets %	43	40	35	49	41
Household and Personal Expense					
Number of Farms Included	136	14	46	58	16
Total Cash Living Expense	45,638	34,919	43,654	48,432	53,854
Crop Production and Marketing Summary					
Total Acres Owned	251	175	213	262	384
Total Crop Acres Farmed	586	256	444	660	973
Crop Acres Owned	203	120	174	218	308
Crop Acres Cash Rented	286	90	187	328	565
Crop Acres Share Rented	96	46	83	115	100
Average Prices Received (cash sales)					
Corn per Bushel	2.20	2.08	2.20	2.23	2.14
Soybeans per Bushel	5.39	5.33	5.36	5.41	5.40

NOTE: Missing columns were removed due to an insufficient number of farms.

TABLE 17  
 \*\*\*\* 1992 FARM FINANCIAL INFORMATION \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms Sorted According To Type Of Farm)

	Average For All Farms	Crop	Dairy	Hog	Beef	Crop and Dairy	Crop and Hog	Crop and Beef	Other
Number of Farms	201	57	5	17	11	11	53	22	25
Detailed Farm Profit or Loss									
Gross Cash Farm Income	301,907	178,350	245,108	393,236	1,014,159	242,073	263,683	397,301	242,900
Total Cash Operating Expense	236,768	120,042	180,299	324,244	932,184	183,270	194,098	313,754	194,982
Total Inventory Change	-429	-10,444	3,481	5,208	39,634	30,856	-344	-18,500	2,118
Total Depreciation and Cap. Adj.	-27,051	-19,481	-25,540	-38,367	-39,169	-20,819	-27,494	-31,882	-29,137
Profit or Loss	37,659	28,384	42,751	35,834	82,441	68,840	41,747	33,165	20,899
Profitability and Liquidity Analysis									
Labor and Management Earnings	19,467	9,401	29,562	20,787	48,982	50,889	27,077	4,432	9,785
Rate of Return on Investment	7	4	8	7	10	12	8	5	4
Rate of Return on Net Worth	6	3	7	7	12	15	8	3	0
Farm Interest Paid	17,813	12,377	13,636	15,622	42,615	14,820	15,746	30,035	16,562
Average Farm Investment	531,868	485,055	371,152	463,488	1,094,448	481,491	452,012	826,589	401,813
Average Farm Net Worth	300,527	314,354	219,802	249,590	556,991	299,101	243,583	469,175	179,879
Value of Farm Production	244,243	166,695	250,159	377,836	418,374	251,586	252,312	282,479	198,421
Cash Expense as a % of Income	78	67	74	82	92	76	74	79	80
Interest Expense as a % of Income	6	7	6	4	4	6	6	8	7
Comparative Financial Statement									
Sole Proprietors	180	55	3	14	10	9	45	22	22
Total Beginning Farm Assets	503,625	483,907	438,126	369,023	1,054,506	387,138	390,432	822,585	357,327
Total Ending Farm Assets	513,836	486,348	445,153	373,391	1,073,143	398,485	414,180	830,593	361,341
Total Beginning Farm Liabilities	215,886	173,426	197,332	141,380	476,296	204,148	176,595	360,243	194,422
Total Ending Farm Liabilities	222,292	179,025	191,914	153,843	440,940	208,955	197,042	354,585	203,587
Beginning Net Worth	283,156	308,026	240,552	218,610	577,424	182,301	205,636	460,627	156,464
Ending Net Worth	286,705	304,005	253,239	213,093	632,200	187,147	209,030	472,240	151,896
Net Worth Change	3,549	-4,021	12,688	-5,516	54,776	4,846	3,394	11,613	-4,568
Beginning Cur + Int Liab / Assets %	43	37	42	40	48	46	40	48	48
Ending Cur + Int Liab / Assets %	44	39	42	45	45	48	44	46	52
Beginning Long Term Liab / Assets %	43	35	48	35	41	62	51	39	60
Ending Long Term Liab / Assets %	42	35	45	34	35	59	51	39	60
Total Beg Farm Liab / Assets %	43	36	45	38	45	53	45	44	54
Total End Farm Liab / Assets %	43	37	43	41	41	52	48	43	56
Household and Personal Expense									
Number of Farms Included	136	39	3	11	6	7	36	16	18
Total Cash Living Expense	45,638	49,229	43,884	45,157	43,280	39,338	49,460	44,010	35,485
Crop Production and Marketing Summary									
Total Acres Owned	251	314	135	62	413	206	191	461	149
Total Crop Acres Farmed	586	623	391	443	688	542	609	823	351
Crop Acres Owned	203	257	117	58	382	122	164	323	132
Crop Acres Cash Rented	286	264	257	317	257	321	335	387	125
Crop Acres Share Rented	96	103	18	68	49	99	109	113	94
Average Prices Received (cash sales)									
Corn per Bushel	2.20	2.23	2.05	1.90	2.15	1.95	2.22	2.20	2.07
Soybeans per Bushel	5.39	5.38	5.39	5.32	5.41	5.44	5.45	5.32	5.37

TABLE 18  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms Sorted According To County)

CORN ON CASH RENTED LAND

	Average For All Farms	Cottonwood	Jackson	Pipestone	Nobles	Redwood	Faribault Martin Watwanan	Murray Lyon	Other
Number of Fields	249	49	43	9	54	25	31	28	10
Number of Farms	144	26	20	6	24	19	17	25	7
Acres	192.78	191.43	190.24	85.47	211.45	118.53	247.32	227.52	177.94
Yield per Acre	125.78	134.38	129.63	100.64	111.06	126.39	150.08	117.67	103.97
Operators Share of Yield %	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Value per Bushel	1.80	1.80	1.80	1.80	1.80	1.80	1.80	1.80	1.80
Crop Product Return per Acre	1.80	241.89	233.33	181.16	199.91	227.49	270.14	211.81	187.14
Other Crop Income per Acre	1.86	1.80	0.26	0.00	3.16	0.94	0.17	4.02	0.07
Gross Return per Acre	228.27	243.69	233.59	181.16	203.07	228.44	270.31	215.83	187.21
Direct Costs per Acre									
Seed	24.20	24.18	26.00	21.46	25.56	25.04	23.41	23.94	16.75
Fertilizer	35.01	37.59	40.60	25.27	31.32	37.08	32.20	36.09	27.35
Chemicals	21.15	21.45	20.05	22.54	18.70	21.52	21.31	22.06	27.31
Crop Insurance	2.99	2.16	3.33	1.17	3.23	4.32	4.06	1.87	4.06
Custom Work Hired	4.53	3.48	4.15	3.63	9.23	5.05	2.74	2.64	4.86
Fuel and Oil	7.92	7.44	7.57	9.98	6.68	8.77	9.46	8.16	7.20
Repairs	18.12	18.63	17.73	14.97	14.83	22.75	20.24	18.64	14.08
Crop Drying	11.41	11.79	13.93	7.42	11.16	14.38	10.99	9.82	8.01
Special Hired Labor	0.03	0.00	0.04	0.00	0.00	0.04	0.04	0.08	0.00
Crop Marketing	0.37	0.03	0.23	0.00	0.04	0.34	0.00	1.10	1.58
Land Rent	79.52	81.08	88.23	63.37	77.23	71.63	95.25	70.64	64.52
Lease Payments	0.12	0.03	0.00	0.00	0.00	0.86	0.00	0.20	0.00
Miscellaneous Crop Expense	1.67	0.77	2.66	1.13	2.40	0.95	1.59	0.76	5.30
Operating Interest	7.84	8.38	6.70	11.86	4.71	10.65	11.91	6.66	6.69
Total Direct Costs per Acre	214.87	217.03	231.22	182.81	205.09	223.40	233.20	202.67	187.70
Return to Overhead per Acre	13.41	26.66	2.37	-1.65	-2.02	5.04	37.11	13.16	-0.50
Overhead Costs per Acre									
Utilities	2.42	2.77	2.20	3.70	1.45	3.01	3.46	1.76	3.60
Hired Labor	8.70	6.05	7.15	0.90	3.47	10.36	19.98	9.05	5.86
Farm Insurance	1.94	1.81	2.15	2.20	1.69	1.80	2.63	1.82	1.13
Machinery Lease Payments	3.74	3.42	8.58	1.12	0.67	1.59	4.38	4.40	2.47
Real Estate Taxes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous Farm Expense	4.45	4.53	3.41	1.92	2.56	3.38	4.76	5.87	10.44
Interest	3.70	2.98	3.81	5.74	2.26	5.59	3.54	5.24	1.35
Depreciation	28.27	28.36	24.12	38.87	24.69	32.26	34.55	27.67	25.14
Total Overhead Costs per Acre	53.21	49.93	51.41	54.45	36.78	57.99	73.32	55.81	49.99
Total Listed Costs per Acre	268.08	266.95	282.63	237.25	241.87	281.39	306.52	258.48	237.69
Net Return per Acre	-39.81	-23.27	-49.05	-56.09	-38.80	-52.95	-36.21	-42.66	-50.49
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	-11.54	5.09	-24.93	-17.22	-14.11	-20.69	-1.65	-14.99	-25.35
Total Direct Costs per Bushel	1.71	1.61	1.78	1.82	1.85	1.77	1.55	1.72	1.81
Total Listed Costs per Bushel	2.13	1.99	2.18	2.36	2.18	2.23	2.04	2.20	2.29
Net Return per Bushel	-0.32	-0.17	-0.38	-0.56	-0.35	-0.42	-0.24	-0.36	-0.49
Break Even Yield per Acre	147.90	147.31	156.87	131.81	132.62	155.80	170.20	141.37	132.01
Return to Overhead (incl. setaside)	49.31	65.80	25.88	31.75	42.40	38.84	76.40	45.09	36.26
Net Return per Acre (incl. setaside)	-1.64	17.70	-23.46	-20.15	7.03	-17.97	4.50	-6.04	-12.54

TABLE 19  
 \*\*\*\* 1992 Crop Enterprise Analysis \*\*\*\*  
 Southwest Minnesota Farm Business Management Association  
 (Farms Sorted According To County)

SOYBEANS ON CASH RENTED LAND

	Average For All Farms	Cottonwood	Jackson	Pipestone	Nobles	Redwood	Faribault Martin Watwanan	Murray Lyon	Other
Number of Fields	239	42	41	11	59	21	30	26	9
Number of Farms	144	26	21	6	25	18	16	25	7
Acres	166.19	169.70	149.49	82.42	205.72	124.52	198.53	185.15	99.37
Yield per Acre	37.18	39.26	39.70	30.99	30.60	39.60	42.54	37.69	29.94
Operators Share of Yield %	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
Value per Bushel	5.25	5.25	5.25	5.25	5.25	5.25	5.25	5.25	5.25
Crop Product Return per Acre	5.25	206.10	208.44	162.71	160.63	207.92	223.35	197.88	157.18
Other Crop Income per Acre	4.31	0.00	0.00	0.00	17.61	2.58	0.96	0.83	0.00
Gross Return per Acre	199.50	206.10	208.44	162.71	178.23	210.50	224.31	198.71	157.18
Direct Costs per Acre									
Seed	13.08	11.48	12.96	13.28	14.78	13.99	13.23	12.68	10.18
Fertilizer	2.43	4.12	1.44	0.00	1.57	0.87	2.84	3.42	0.84
Chemicals	21.89	21.97	22.12	22.76	20.37	21.91	15.85	26.24	29.74
Crop Insurance	4.14	3.48	6.76	0.41	3.99	4.10	6.44	1.82	5.24
Custom Work Hired	3.47	1.93	3.55	3.57	4.69	7.63	2.45	2.07	4.23
Fuel and Oil	6.12	5.35	5.68	7.13	5.90	6.69	6.84	6.47	6.40
Repairs	14.29	13.56	15.04	14.53	12.87	18.65	14.07	14.45	11.68
Special Hired Labor	0.09	0.00	0.06	0.00	0.00	0.35	0.05	0.21	0.00
Crop Marketing	0.49	0.20	2.00	0.00	0.17	0.08	0.27	0.54	0.00
Land Rent	77.54	78.22	74.89	59.25	77.82	71.74	97.87	70.27	70.36
Lease Payments	0.03	0.09	0.10	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous Crop Expense	1.26	0.42	1.31	1.07	1.83	1.44	1.67	0.91	2.19
Operating Interest	5.74	6.96	3.67	4.18	3.44	8.08	7.63	6.08	6.85
Total Direct Costs per Acre	150.55	147.78	149.58	126.18	147.42	155.52	169.22	145.15	147.71
Return to Overhead per Acre	48.94	58.32	58.86	36.53	30.81	54.98	55.09	53.56	9.47
Overhead Costs per Acre									
Utilities	1.73	2.08	1.54	1.32	1.31	2.34	2.07	1.32	3.00
Hired Labor	7.11	4.53	6.78	0.97	3.27	8.44	16.62	8.06	3.72
Farm Insurance	1.55	1.39	1.69	2.03	1.52	1.54	1.97	1.42	0.91
Machinery Lease Payments	2.71	2.78	4.86	1.12	0.82	1.56	3.33	3.39	3.92
Real Estate Taxes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous Farm Expense	3.22	3.32	2.67	1.82	2.05	2.59	3.82	4.44	5.81
Interest	2.82	1.95	2.52	13.56	1.87	3.40	2.20	4.09	1.50
Depreciation	22.29	20.45	17.76	36.87	22.68	27.32	25.80	21.11	16.68
Total Overhead Costs per Acre	41.43	36.50	37.81	57.69	33.53	47.19	55.81	43.84	35.54
Total Listed Costs per Acre	191.98	184.29	187.39	183.88	180.95	202.71	225.03	188.99	183.25
Net Return per Acre	7.52	21.81	21.05	-21.17	-2.72	7.79	-0.72	9.72	-26.07
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	29.81	42.27	38.81	15.70	19.96	35.11	25.08	30.82	-9.39
Total Direct Costs per Bushel	4.05	3.76	3.77	4.07	4.82	3.93	3.98	3.85	4.93
Total Listed Costs per Bushel	5.16	4.69	4.72	5.93	5.91	5.12	5.29	5.01	6.12
Net Return per Bushel	0.20	0.56	0.53	-0.68	-0.09	0.20	-0.02	0.26	-0.87
Break Even Yield per Acre	35.75	35.10	35.69	35.02	31.11	38.12	42.68	35.84	34.91