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1989

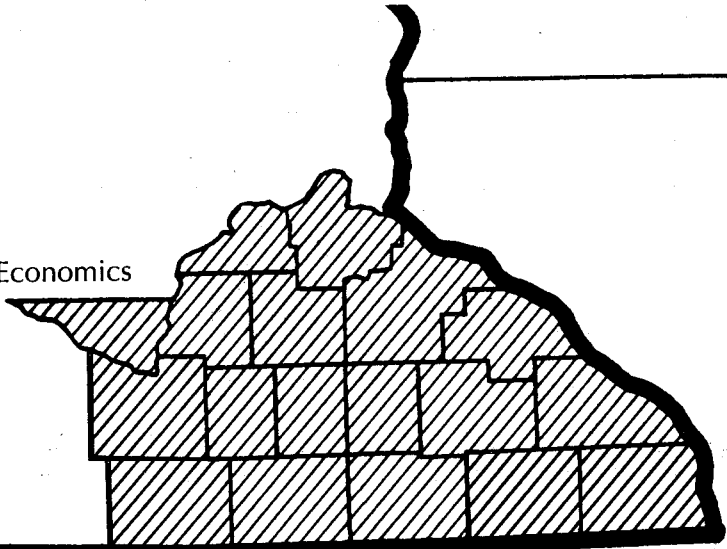
annual report



Southeastern Minnesota Farm Business Management Association

COOPERATING AGENCIES:

University of Minnesota, Institute of Agriculture
County Extension Services of the 18 Southeastern Counties
Southeastern Minnesota Farm Business Management Association



Economic Report ER90-3
Department of Agricultural and Applied Economics
Institute of Agriculture
St. Paul, Minnesota 55108
May, 1990

A quick review of 1989 for the Southeast Association shows the financial condition of the average farm improving through the year.

1. Average farm profit was \$45,244 in 1989 compared to \$41,829 in 1988, \$45,197 in 1987, and \$25,180 in 1986.
2. In 1989, the high 20% of farms had an average farm profit of \$124,451; the low 20%, \$-6,947.
3. The average rate of return to net worth was 10%; to total investment, 10%. In 1988, the average rate of return to net worth was 11%; to investment, 10%.
4. Average net worth of sole proprietors was \$211,393 at the end of 1989 which is an increase of \$17,313 from the beginning of the year.
5. The debt-to-asset percentage decreased from 49% at the beginning of 1989 to 48% at the end of the year.
6. Interest paid was \$15,151 which was 10% of total cash expenses and 7% of gross cash income. In 1988, interest paid was \$15,543 which was 11% of total cash expenses and 8% of gross cash income.
7. Compared to previous years, government payments decreased substantially to \$12,841 for the average farm. This amounted to 6% of the gross cash income and 28% of the profit in 1989. In 1988, government payments were \$21,182 in total; 11% of the gross cash income; and 51% of the profit. In 1987, government payments were \$27,587; 14% of the gross cash income; and 61% of the profit.

1989 ANNUAL REPORT OF THE SOUTHEASTERN MINNESOTA
FARM BUSINESS MANAGEMENT ASSOCIATION

by

Kent D. Olson and Lorin L. Westman¹

This report summarizes the individual farm records of the members of the Southeastern Minnesota Farm Business Management Association.

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 with a database program developed by Rann Loppnow. 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 88 farms in the Southeastern Association, the data for 58 farms are included in this report. The rest were omitted because the records were incomplete at the time that this report was prepared. In a separate study,² 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.

¹Olson is Assistant Professor of Farm Management, University of Minnesota-Twin Cities. Westman is Area Farm Management Extension Agent and Fieldman for the Association. Comments on an earlier draft by Dale Nordquist, Jeff Apland, and Ken Thomas are appreciated.

²Olson, K.D., and D. Tvedt, "On Comparing Farm Management Associations and the Farm Population," Staff Paper P87-29, Department of Agricultural and Applied Economics, University of Minnesota, St. Paul, 1987.

SOUTHEASTERN MINNESOTA FARM MANAGEMENT ASSOCIATION

DISTRIBUTION OF MEMBERSHIP

1989

County	Number of Members	Number of Records Submitted	Association Directors	County Extension Directors Agriculture
Dakota	7	5	Orrin Legare	Warren Sifferath
Dodge	6	6	Gary Henslin	David H. Hanson
Mower	2	1		Harlan L. Johnsrud
Steele	1	1		Jane Nelson
Faribault	2	1	Chuck Vollum	Janene Baedke
Freeborn	2	1		Eldon H. Senske
Goodhue	12	8	Merle Schwartz	Richard C. Walter
Houston	6	5	Ellsworth Simon	Russell L. Krech
Winona	11	5		Neil R. Broadwater
LeSueur	2	2	Amos Hayes	Glenyce Peterson- Vangsness
Nicollet	1	1		Gary Hachfeld
Waseca	2	0		David D. Werner
Olmsted	15	11	Richard Pike,	David J. Kjome
Fillmore	1	0	President	Sheila M. Craig
Rice	3	2	Paul Krueger	Roger M. Wilkowske
Scott	4	4		David D. Hart
Wabasha	<u>11</u>	<u>5</u>	Francis Kottschade	Charles Schwartz
TOTAL	88	58		

Robert Lamprecht, Secretary-Treasurer

1989 ANNUAL REPORT OF THE SOUTHEASTERN
MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

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*Table 4 is not printed for 1989 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 for the report may have caused minor discrepancies with 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 non-cash 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 repossessions.

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

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.) The average values of debts forgiven and assets repossessed are reported in Table 4 and used to adjust the "Profit or Loss" from Table 1, if there are 5 or more farms reporting.

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 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 total family use of cash from Table 9. Thus, it is an average of the number of farms in Table 9 which is different from the number of farms in Table 5.

"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.

"Cash 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 income" minus "Family living and taxes paid" and "Real estate principal payments" adjusted for inventory changes listed in Table 2.

"Accrual expense as a percent of income" is "Total cash expense" divided by the sum of "Gross cash farm income" and "Inventory change."

"Interest as a percent of income" is the sum of "Interest paid" and accrued interest which is then divided by "Gross cash 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 Southwest Association and at cost basis for the Southeast 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. These tables are sorted according to the whole-farm profit (or loss) while the crop tables are sorted by return to overhead costs.

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 in the same ranking as in Table 1. Since not all farms keep these records, the numbers 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 1989 ****
 Southeast 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	58	12	12
Farm Income			

Corn	16,613	9,269	36,893
Corn - CCC	3,093	7,160	0
Corn - Net Govt	2,077	7,272	219
Oats	742	1,725	606
Alfalfa Hay	1,409	2,480	2,761
Spring Wheat	278	0	251
Soybeans	13,064	12,676	25,252
Sweet Corn	2,336	2,735	4,774
Peas	1,695	1,797	1,876
Other Crop Income	2,018	3,952	1,383
Dairy - Milk	75,192	48,415	124,894
Farrow-Finish Hogs	18,685	17,130	8,913
Finish Feeder Pigs	11,817	0	31,021
Beef Finishing	14,780	6,558	16,841
Dairy Steers	3,457	0	13,399
Dairy Heifers	1,283	1,744	2,426
Dairy Repl. & Feeder Stock	5,239	5,866	4,283
Cull Livestock Sales	5,065	5,406	8,671
Other Livestock Income	5,593	4,170	0
Machine Work Income	1,524	779	2,531
Patronage Dividends	793	264	1,111
Deficiency and Diversion Payments	8,925	8,136	17,297
Government CRP Income	672	764	553
Other Government Payments	3,244	782	2,846
Insurance Income	145	500	0
Hedging Account Withdrawals	590	0	0
Other Farm Income	2,799	2,615	4,962
Gross Cash Farm Income	203,126	152,194	313,763

TABLE 1 (cont.)
 **** DETAILED FARM PROFIT OR LOSS STATEMENT FOR 1989 ****
 Southeast 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	58	12	12
Cash Expense			
Hired Labor	6,507	8,402	9,679
Repairs	14,531	13,998	18,514
Land Rent	9,846	10,260	14,613
Mach. and Bldg. Leases	2,075	1,285	3,020
Interest	15,151	19,653	15,034
Feed Purchased	31,880	30,051	26,928
Seed	6,780	4,922	13,778
Fertilizer	8,685	8,016	14,930
Crop Chemicals	6,256	6,517	9,155
Machinery Work Hired	3,134	3,595	3,119
Livestock Supplies	4,624	3,141	5,693
Breeding Fees	1,074	274	2,171
Veterinary and Medicine	3,173	2,719	4,286
Gasoline, Fuel, Oil and Drying	5,941	5,434	8,769
Irrigation	61	0	293
Real Estate Taxes	2,604	2,105	4,275
Crop Insurance	1,044	818	475
Farm Insurance	1,909	1,887	2,443
Utilities	4,213	3,940	5,127
Crop Marketing, Storage, Hauling	585	443	1,045
Livestock Trucking and Marketing	2,575	1,820	3,457
Feeder Livestock Purchases	9,993	1,925	16,153
Miscellaneous Farm	2,363	2,796	2,398
Miscellaneous Crop	548	353	1,231
Cash Paid into Hedging Accounts	805	0	516
Total Cash Expense	146,353	134,354	187,100
Net Cash Farm Income	56,772	17,840	126,663
Inventory Changes			
Feed and Grain	6,159	-1,901	18,901
Market Livestock	1,149	-1,696	5,546
Supplies and Prepaid Expenses	-155	0	-748
Accounts Receivable	-4,002	-2,664	-5,935
Accounts Payable	329	1,245	0
Total Inventory Change	3,482	-5,016	17,765
Net Operating Profit	60,254	12,825	144,428
Depreciation and Other Capital Adj.			
Breeding Livestock	3,364	-5,166	13,011
Machinery and Equipment	-12,025	-9,522	-24,132
Buildings and Improvements	-6,299	-4,634	-9,133
Investment Stock and Other	-51	-449	277
Total Depr. and Other Capital Adj.	-15,010	-19,771	-19,977
Profit or Loss	45,244	-6,947	124,451

TABLE 2
 **** INVENTORY CHANGES FOR 1989 ****
 Southeast 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	58	12	12
Net Cash Farm Income	56,772	17,840	126,663
Feed and Grain			
Ending Inventory	74,138	43,345	167,603
Beginning Inventory	67,978	45,246	148,701
Inventory Change	6,159	-1,901	18,901
Market Livestock			
Ending Inventory	40,922	20,432	66,283
Beginning Inventory	39,772	22,128	60,737
Inventory Change	1,149	-1,696	5,546
Supplies and Prepaid Expenses			
Ending Inventory	310	0	1,496
Beginning Inventory	464	0	2,244
Inventory Change	-155	0	-748
Accounts Receivable			
Ending Inventory	1,240	2,569	0
Beginning Inventory	5,241	5,233	5,935
Inventory Change	-4,002	-2,664	-5,935
Accounts Payable			
Beginning Inventory	2,955	10,186	0
Ending Inventory	2,626	8,941	0
Inventory Change	329	1,245	0
Total Inventory Change	3,482	-5,016	17,765
Net Operating Profit	60,254	12,825	144,428

TABLE 3
 **** DEPRECIATION AND OTHER CAPITAL ADJUSTMENTS FOR 1989 ****
 Southeast 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	58	12	12
Net Operating Profit	60,254	12,825	144,428
Breeding Livestock			
Ending Inventory	35,440	33,064	45,524
Sales + Repossessions	5,330	936	13,628
Ending Inventory + Sales + Rep.	40,771	34,000	59,152
Beginning Inventory	35,308	34,280	46,075
Purchases	2,099	4,886	67
Beg. Inventory + Purchases	37,407	39,166	46,141
Depreciation, Capital Adj.	3,364	-5,166	13,011
Machinery and Equipment			
Ending Inventory	40,856	35,647	69,001
Sales + Repossessions	467	546	38
Ending Inventory + Sales + Rep.	41,323	36,193	69,038
Beginning Inventory	35,962	31,300	57,681
Purchases	17,386	14,415	35,489
Beg. Inventory + Purchases	53,347	45,715	93,170
Depreciation, Capital Adj.	-12,025	-9,522	-24,132
Buildings and Improvements			
Ending Inventory	45,568	29,964	63,335
Sales + Repossessions	172	0	833
Ending Inventory + Sales + Rep.	45,741	29,964	64,168
Beginning Inventory	44,768	33,915	51,046
Purchases	7,272	683	22,255
Beg. Inventory + Purchases	52,039	34,598	73,301
Depreciation, Capital Adj.	-6,299	-4,634	-9,133
Stock and Other Assets			
Ending Inventory	5,749	4,601	6,899
Sales + Repossessions	0	0	0
Ending Inventory + Sales + Rep.	5,749	4,601	6,899
Beginning Inventory	5,800	5,050	6,623
Purchases	0	0	0
Beg. Inventory + Purchases	5,800	5,050	6,623
Depreciation, Capital Adj.	-51	-449	277
Total Depreciation, Capital Adj.	-15,010	-19,771	-19,977
Profit or Loss	45,244	-6,947	124,451
Land (for information only)			
Ending Inventory	160,515	105,662	373,992
Sales + Repossessions	138	413	0
Ending Inventory + Sales + Rep.	160,652	106,075	373,992
Beginning Inventory	132,302	105,662	260,850
Purchases	28,211	0	113,141
Beg. Inventory + Purchases	160,514	105,662	373,992

TABLE 5
 **** PROFITABILITY AND LIQUIDITY ANALYSIS FOR 1989 ****
 Southeast 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	58	12	12
Profitability			
Labor and Management Earnings	31,106	-13,843	92,893
Rate of Return on Investment (%)	10	-1	15
Rate of Return on Net Worth (%)	10	-27	18
Net Profit Margin (%)	19	-2	34
Asset Turnover Rate (%)	50	49	44
Interest on Farm Net Worth	14,138	6,897	31,558
Farm Interest Paid	15,176	19,858	15,034
Value of Operators Labor and Mgmt.	22,105	15,642	28,800
Return to Farm Investment	38,314	-2,730	110,685
Average Farm Investment	400,821	284,286	748,280
Return to Farm Net Worth	23,138	-22,588	95,651
Average Farm Net Worth	226,260	82,463	525,960
Value of Farm Production	199,804	138,842	329,134
Liquidity			
-Cash Basis			
Net Cash Farm Income	56,772	17,840	126,663
Net Nonfarm Income	9,370	15,668	10,396
Total Net Cash Income	66,142	33,508	137,059
Family Living and Taxes Paid	44,050	44,050	44,050
Real Estate Principal Payments	12,726	2,108	36,832
Cash Available for Interim. Debt	9,367	-12,650	56,176
Average Intermediate Debt	42,235	70,536	21,903
Years to Turn Over Interim. Debt	4.51	**	0.39
Expense as a % of Income	72	88	60
Interest as a % of Income	7	13	5
-Accrual Basis			
Inventory Change (Income Items)	3,307	-6,260	18,513
Total Accrual Farm Income	206,433	145,934	332,276
Inventory Change (Expense Items)	-175	-1,245	748
Total Accrual Farm Expense	146,179	133,109	187,848
Net Accrual Farm Income	60,254	12,825	144,428
Net Nonfarm Income	9,370	15,668	10,396
Total Net Accrual Income	69,624	28,492	154,823
Family Living and Taxes Paid	44,050	44,050	44,050
Real Estate Principal Payments	12,726	2,108	36,832
Cash Available for Interim. Debt	12,848	-17,666	73,941
Average Intermediate Debt	42,235	70,536	21,903
Years to Turn Over Interim. Debt	3.29	**	0.30
Expense as a % of Income	71	91	57
Interest as a % of Income	7	14	5

** Income insufficient to meet debt servicing requirements.

TABLE 6
 **** COMPARATIVE FINANCIAL STATEMENT FOR 1989 ****
 Southeast Minnesota Farm Business Management Association
 (Farms sorted according to Profit / Loss)

	Average For All Farms ----- 44		Average For Low 20% ----- 10		Average For High 20% ----- 8	
Number of Farms						
Assets -----	Beginning -----	Ending -----	Beginning -----	Ending -----	Beginning -----	Ending -----
Current Farm Assets						
Cash and Checking Balance	12,578	11,319	7,121	4,072	39,590	39,530
Prepaid Expenses and Supplies	0	0	0	0	0	0
Growing Crops	0	0	0	0	0	0
Farm Accounts Receivable	3,557	664	2,629	0	5,560	0
Hedging Accounts	851	114	0	0	267	0
Crops Held for Sale or Feed	60,642	63,971	41,434	38,953	136,052	154,730
Livestock Held for Sale	33,578	33,997	21,879	19,208	44,222	47,690
Other Assets	0	0	0	0	0	0
Total Current Farm Assets	111,206	110,065	73,063	62,234	225,692	241,950
Intermediate Farm Assets						
Breeding Livestock	27,619	28,101	20,436	19,977	31,733	31,256
Machinery and Equipment	32,034	36,360	20,455	23,920	52,279	65,485
Other Intermediate Assets	0	0	0	0	0	0
Total Intermediate Farm Assets	59,653	64,461	40,891	43,896	84,012	96,741
Long-term Farm Assets						
Buildings and Improvements	38,323	36,446	23,659	20,245	35,789	38,506
Farm Land	104,003	118,739	79,795	79,795	218,574	284,786
Other Long-term Farm Assets	6,165	6,003	6,060	5,522	7,800	8,243
Total Long-term Farm Assets	148,491	161,189	109,514	105,561	262,163	331,535
Total Farm Assets	319,350	335,716	223,467	211,692	571,867	670,227
Total Nonfarm Assets	31,226	40,338	23,909	42,270	33,558	42,555
Total Assets	350,576	376,054	247,376	253,962	605,425	712,781
Liabilities -----						
Current Farm Liabilities						
Accrued Interest and Accounts Payable	3,440	3,148	10,957	10,563	0	0
Current Notes	13,858	12,542	10,057	10,672	15,880	16,973
Total Current Farm Liabilities	17,297	15,690	21,014	21,235	15,880	16,973
Intermediate Farm Liabilities	35,911	41,486	62,375	71,846	22,672	31,730
Long-term Farm Liabilities	102,800	102,571	140,862	130,546	116,893	147,676
Total Farm Liabilities	156,008	159,746	224,250	223,627	155,445	196,380
Total Nonfarm Liabilities	488	4,914	480	12,585	0	10,422
Total Liabilities	156,496	164,661	224,730	236,212	155,445	206,801
Net Worth (Farm and Nonfarm)	194,080	211,393	22,646	17,749	449,980	505,980
Net Worth Change		17,313		-4,897		56,000
Solvency Measures for Farm Only -----						
Curr. + Intern. Liab. / Assets (Percent)	31	33	73	88	12	14
Long-term Liabilities / Assets (Percent)	69	64	129	124	45	45
Total Liabilities / Assets (Percent)	49	48	100	106	27	29

TABLE 7
 ***** SOURCES AND USES OF CASH FOR 1989 *****
 Southeast 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	58	12	12
 Sources of Cash			
Beginning Cash Balance	15,954	6,972	33,046
Gross Cash Farm Income	203,126	152,194	313,763
Farm Capital Sales	6,107	1,894	14,499
Nonfarm Capital Sales	276	0	1,250
Farm Borrowings	55,633	44,106	133,103
Nonfarm Borrowings	3,577	10,167	6,948
Nonfarm Income	9,880	15,819	10,396
Gifts and Inheritances	2,498	450	0
Withdrawals From Savings	0	0	0
 Total Sources of Cash	 297,052	 231,601	 513,004
 Uses of Cash			
Total Cash Farm Expense	146,353	134,354	187,100
Farm Capital Purchases	54,967	19,985	170,952
Nonfarm Capital Purchases	4,927	14,493	2,548
Farm Principal Payments	42,528	36,924	71,432
Nonfarm Principal Payments	208	79	0
Nonfarm Business Expense	510	151	0
Family Living Expense	25,473	19,144	27,432
Income and Social Security Taxes	7,762	2,639	20,733
Deposits to Savings	967	333	3,318
Ending Cash Balance	13,356	3,500	29,490
 Total Uses of Cash	 297,052	 231,601	 513,004

TABLE 8
 **** CROP PRODUCTION AND MARKETING SUMMARY FOR 1989 ****
 Southeast 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	58	12	12
Total Acres Owned	294	235	517
Total Crop Acres	372	304	627
Crop Acres Owned	222	191	403
Crop Acres Cash Rented	128	110	178
Crop Acres Share Rented	22	3	46
Total Pasture Acres	11	10	10
Average Price Received			

(For Cash Sales Only)			
Corn per Bu	2.35	2.14	2.44
Soybeans per Bu	6.88	6.90	7.41
Oats per Bu	2.01	3.37	1.57
Spring Wheat per Bu	3.94	N/A	3.64
Alfalfa Hay per Ton	86.23	78.12	96.43
Average Yield per Acre			

(On Owned Land Only)			
Corn (Bu)	142.12	144.94	145.95
Soybeans (Bu)	41.83	37.83	48.06
Oats (Bu)	72.03	76.61	79.96
Spring Wheat (Bu)	31.23	N/A	42.55
Alfalfa Hay (Ton)	4.12	5.10	4.53

TABLE 9
 **** HOUSEHOLD AND PERSONAL EXPENSES FOR 1989 ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

	Average For All Farms -----
Number of Farms	11
Average Family Size	3.7
Household Expenses	
Food and Meals	4,566
Medical Care and Health Insurance	5,223
Church and Charity Donations	3,896
Operation and Supplies	3,163
Clothing and Clothing Materials	1,436
Personal Care and Spending	1,097
Child Care	416
Gifts and Special Events	1,957
Education	907
Recreation	803
Utilities (Household Share)	1,119
Nonfarm Vehicle Operating Expenses	1,215
Household Real Estate Taxes	210
Nonfarm Interest Expense	232
Living from the Farm (Noncash)	363
Total Family Living Expenses	26,605
Capital Expenditures	
Upkeep on Dwelling	251
Personal Vehicle Purchases	657
Other Personal Purchases	1,736
Life Insurance Payments	1,428
Savings	3,590
Total Capital Expenditures	6,880
Income Taxes	10,928
Total Family uses of Cash	44,050

TABLE 10
 **** OPERATOR INFORMATION, NONFARM INCOME & ASSETS FOR 1989 ****
 Southeast 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	58	12	12
 Operator Information -----			
Average Number of Operators	1.29	1.17	1.50
Average Age of Operators	43.71	44.71	42.00
Average Number of Years Farming	19.60	19.71	18.94
 Nonfarm Income -----			
Wages	5,580	9,338	5,308
Net Nonfarm Business Income	1,604	5,045	1,276
Rental Income	478	275	235
Interest Dividends	0	0	0
Cash Dividends	1,122	276	2,339
Tax Refunds	182	717	0
Other Nonfarm Income	405	17	1,238
Total Nonfarm Income	9,370	15,668	10,396

	Average For All Farms		
	Beginning	Ending	

Nonfarm Savings and Checking	867	1,078	
Keogh's and IRA's	5,190	6,160	
Stocks and Bonds	647	1,282	
Cash Value of Life Insurance	3,089	3,356	
Nonfarm Vehicles	1,102	2,053	
Household Furnishings and Appliances	13,059	12,927	
Other Nonfarm Assets	16,965	20,717	
Total Nonfarm Assets	40,918	47,575	

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 non-land 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 "dollar" is the estimated cash deficiency payment received from the government.

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.

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

TABLE 11 - 1
 **** 1989 Crop Enterprise Analysis ****
 Southeast 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	47	9	10
Number of Farms	46	9	9
Acres	122.93	74.33	116.41
Yield per Acre	142.12	122.98	161.06
Operators Share of Yield %	100.00	100.00	100.00
Value per Bushel	2.10	2.10	2.10
Crop Product Return per Acre	298.45	258.26	338.22
Other Crop Income per Acre	0.16	1.35	0.00
Gross Return per Acre	298.61	259.60	338.22
Direct Costs per Acre			
Seed	24.25	24.50	24.59
Fertilizer	35.50	35.51	40.50
Chemicals	27.68	37.35	19.79
Crop Insurance	3.20	3.47	2.86
Custom Work Hired	3.93	14.33	1.50
Fuel and Oil	12.78	12.95	12.90
Repairs	26.68	44.73	20.48
Crop Drying	4.40	3.17	4.47
Irrigation Energy	0.40	0.00	0.00
Special Hired Labor	0.00	0.00	0.00
Crop Marketing	0.91	0.00	0.24
Miscellaneous Crop Expense	0.58	0.35	1.29
Operating Interest	1.79	4.37	0.80
Total Direct Costs per Acre	142.11	180.72	129.43
Return to Overhead per Acre	156.50	78.88	208.79
Overhead Costs per Acre			
Utilities	1.04	1.19	1.02
Hired Labor	6.65	8.32	7.00
Farm Insurance	2.96	3.44	2.66
Machinery Lease Payments	0.45	0.94	1.32
Real Estate Taxes	9.33	8.59	8.06
Miscellaneous Farm Expense	3.54	5.47	3.52
Interest	39.10	39.84	42.27
Depreciation	38.12	27.26	43.04
Total Overhead Costs per Acre	101.18	95.05	108.89
Total Listed Costs per Acre	243.28	275.77	238.32
Net Return per Acre	55.32	-16.17	99.90
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	93.44	11.10	142.94
Total Direct Costs per Bushel	1.00	1.47	0.80
Total Listed Costs per Bushel	1.71	2.24	1.48
Net Return per Bushel	0.39	-0.13	0.62
Break Even Yield per Acre	115.77	130.68	113.49
Return to Overhead (incl. setaside)	186.87	132.24	229.76
Net Return per Acre (incl. setaside)	83.40	38.98	119.55

TABLE 11 - 2
 **** 1989 Crop Enterprise Analysis ****
 Southeast 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	32	7	6
Number of Farms	31	6	6
Acres	106.05	104.25	54.35
Yield per Acre	137.77	114.95	158.62
Operators Share of Yield %	100.00	100.00	100.00
Value per Bushel	2.10	2.10	2.10
Crop Product Return per Acre	289.32	241.38	333.11
Other Crop Income per Acre	0.47	0.86	0.00
Gross Return per Acre	289.79	242.25	333.11
Direct Costs per Acre			
Seed	24.43	24.66	21.63
Fertilizer	39.00	42.65	46.48
Chemicals	26.42	20.73	19.28
Crop Insurance	4.43	3.62	2.51
Custom Work Hired	6.85	21.89	0.87
Fuel and Oil	11.14	13.60	12.03
Repairs	27.73	35.71	17.79
Crop Drying	6.15	7.75	5.48
Special Hired Labor	0.16	0.00	0.00
Crop Marketing	2.18	0.00	2.07
Land Rent	70.31	74.05	68.25
Miscellaneous Crop Expense	0.87	0.65	1.13
Operating Interest	3.11	2.22	0.75
Total Direct Costs per Acre	222.79	247.53	198.28
Return to Overhead per Acre	67.01	-5.28	134.83
Overhead Costs per Acre			
Utilities	1.18	0.81	1.78
Hired Labor	4.79	16.07	0.42
Farm Insurance	2.11	2.89	2.05
Machinery Lease Payments	1.32	0.01	0.21
Real Estate Taxes	0.00	0.00	0.00
Miscellaneous Farm Expense	2.81	3.15	3.19
Interest	11.40	5.63	6.23
Depreciation	23.95	18.63	35.88
Total Overhead Costs per Acre	47.56	47.19	49.77
Total Listed Costs per Acre	270.35	294.72	248.04
Net Return per Acre	19.45	-52.47	85.07
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	43.40	-33.85	120.95
Total Direct Costs per Bushel	1.62	2.15	1.25
Total Listed Costs per Bushel	1.96	2.56	1.56
Net Return per Bushel	0.14	-0.46	0.54
Break Even Yield per Acre	128.51	139.93	118.12
Return to Overhead (incl. setaside)	100.37	31.44	156.23
Net Return per Acre (incl. setaside)	54.08	-16.74	111.05

TABLE 11 - 3
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

CORN ON SHARE RENTED LAND

	Average For All Farms

Number of Fields	8
Number of Farms	8
Acres	66.43
Yield per Acre	147.36
Operators Share of Yield %	51.94
Value per Bushel	2.10
Crop Product Return per Acre	160.63
Other Crop Income per Acre	0.00
Gross Return per Acre	160.63
Direct Costs per Acre	
Seed	13.09
Fertilizer	23.51
Chemicals	14.52
Crop Insurance	1.75
Custom Work Hired	6.37
Fuel and Oil	11.89
Repairs	24.65
Crop Drying	0.74
Special Hired Labor	0.00
Miscellaneous Crop Expense	0.80
Operating Interest	0.32
Total Direct Costs per Acre	97.64
Return to Overhead per Acre	62.99
Overhead Costs per Acre	
Utilities	0.52
Hired Labor	0.85
Farm Insurance	1.83
Machinery Lease Payments	1.91
Real Estate Taxes	0.00
Miscellaneous Farm Expense	2.96
Interest	1.98
Depreciation	17.97
Total Overhead Costs per Acre	28.02
Total Listed Costs per Acre	125.66
Net Return per Acre	34.97
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	52.93
Total Direct Costs per Bushel	0.66
Total Listed Costs per Bushel	0.85
Net Return per Bushel	0.24
Break Even Yield per Acre	115.21
Return to Overhead (incl. setaside)	112.90
Net Return per Acre (incl. setaside)	85.47

TABLE 11 - 4
 **** 1989 Crop Enterprise Analysis ****
 Southeast 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	28	5	5
Number of Farms	27	5	5
Acres	71.27	75.20	67.04
Yield per Acre	41.83	27.49	51.52
Operators Share of Yield %	100.00	100.00	100.00
Value per Bushel	5.25	5.25	5.25
Crop Product Return per Acre	219.61	144.35	270.46
Other Crop Income per Acre	0.00	0.00	0.00
Gross Return per Acre	219.61	144.35	270.46
Direct Costs per Acre			
Seed	13.35	11.69	13.57
Fertilizer	3.30	0.00	1.12
Chemicals	27.60	34.09	26.82
Crop Insurance	5.75	12.70	2.96
Custom Work Hired	3.19	4.17	0.33
Fuel and Oil	8.62	6.35	9.41
Repairs	17.44	16.39	13.51
Irrigation Energy	0.09	0.00	0.53
Special Hired Labor	0.13	0.00	0.00
Crop Marketing	0.45	0.32	1.55
Miscellaneous Crop Expense	0.75	0.04	0.22
Operating Interest	1.10	0.53	0.14
Total Direct Costs per Acre	81.78	86.27	70.17
Return to Overhead per Acre	137.83	58.07	200.29
Overhead Costs per Acre			
Utilities	0.77	0.19	0.66
Hired Labor	2.64	4.77	2.67
Farm Insurance	2.11	2.67	2.22
Machinery Lease Payments	0.42	0.00	1.62
Real Estate Taxes	9.28	11.38	8.48
Miscellaneous Farm Expense	3.06	5.02	2.73
Interest	40.06	18.50	31.41
Depreciation	22.34	17.16	33.43
Total Overhead Costs per Acre	80.67	59.69	83.22
Total Listed Costs per Acre	162.45	145.96	153.39
Net Return per Acre	57.16	-1.61	117.07
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	79.49	15.54	150.50
Total Direct Costs per Bushel	1.96	3.14	1.36
Total Listed Costs per Bushel	3.88	5.31	2.98
Net Return per Bushel	1.37	-0.06	2.27
Break Even Yield per Acre	30.94	27.80	29.22

TABLE 11 - 5
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

SOYBEANS ON CASH RENTED LAND

	Average For All Farms -----
Number of Fields	18
Number of Farms	18
Acres	74.11
Yield per Acre	44.76
Operators Share of Yield %	100.00
Value per Bushel	5.25
Crop Product Return per Acre	235.01
Other Crop Income per Acre	0.00
Gross Return per Acre	235.01
Direct Costs per Acre	
Seed	13.16
Fertilizer	5.28
Chemicals	25.66
Crop Insurance	6.20
Custom Work Hired	3.29
Fuel and Oil	8.55
Repairs	19.58
Special Hired Labor	0.29
Crop Marketing	0.13
Land Rent	66.92
Miscellaneous Crop Expense	1.09
Operating Interest	4.37
Total Direct Costs per Acre	154.53
Return to Overhead per Acre	80.48
Overhead Costs per Acre	
Utilities	1.20
Hired Labor	2.78
Farm Insurance	1.85
Machinery Lease Payments	1.54
Real Estate Taxes	0.00
Miscellaneous Farm Expense	2.53
Interest	11.03
Depreciation	18.98
Total Overhead Costs per Acre	39.92
Total Listed Costs per Acre	194.44
Net Return per Acre	40.57
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	59.55
Total Direct Costs per Bushel	3.45
Total Listed Costs per Bushel	4.34
Net Return per Bushel	0.91
Break Even Yield per Acre	37.04

TABLE 11 - 6
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

SOYBEANS ON SHARE RENTED LAND

	Average For All Farms -----
Number of Fields	5
Number of Farms	5
Acres	58.58
Yield per Acre	44.83
Operators Share of Yield %	51.79
Value per Bushel	5.25
Crop Product Return per Acre	121.94
Other Crop Income per Acre	0.00
Gross Return per Acre	121.94
Direct Costs per Acre	
Seed	7.99
Fertilizer	2.22
Chemicals	16.77
Crop Insurance	3.57
Custom Work Hired	1.14
Fuel and Oil	8.77
Repairs	17.91
Special Hired Labor	0.04
Miscellaneous Crop Expense	0.07
Operating Interest	0.21
Total Direct Costs per Acre	58.71
Return to Overhead per Acre	63.23
Overhead Costs per Acre	
Utilities	0.49
Hired Labor	0.18
Farm Insurance	1.18
Machinery Lease Payments	2.72
Real Estate Taxes	0.00
Miscellaneous Farm Expense	1.83
Interest	0.58
Depreciation	12.06
Total Overhead Costs per Acre	19.05
Total Listed Costs per Acre	77.76
Net Return per Acre	44.18
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	56.24
Total Direct Costs per Bushel	1.31
Total Listed Costs per Bushel	1.73
Net Return per Bushel	0.99
Break Even Yield per Acre	28.60

TABLE 11 - 7
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

OATS ON OWNED LAND

	Average For All Farms

Number of Fields	20
Number of Farms	20
Acres	22.44
Yield per Acre	72.03
Operators Share of Yield %	100.00
Value per Bushel	1.30
Crop Product Return per Acre	93.64
Other Crop Income per Acre	48.52
Gross Return per Acre	142.16
Direct Costs per Acre	
Seed	11.36
Fertilizer	2.68
Chemicals	0.03
Crop Insurance	0.70
Custom Work Hired	4.92
Fuel and Oil	8.34
Repairs	19.09
Miscellaneous Crop Expense	0.55
Operating Interest	1.23
Total Direct Costs per Acre	48.90
Return to Overhead per Acre	93.26
Overhead Costs per Acre	
Utilities	0.46
Hired Labor	5.95
Farm Insurance	2.42
Machinery Lease Payments	0.44
Real Estate Taxes	8.11
Miscellaneous Farm Expense	3.14
Interest	33.80
Depreciation	19.28
Total Overhead Costs per Acre	73.62
Total Listed Costs per Acre	122.52
Net Return per Acre	19.64
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	38.92
Total Direct Costs per Bushel	0.68
Total Listed Costs per Bushel	1.70
Net Return per Bushel	0.27
Break Even Yield per Acre	56.92

TABLE 11 - 8
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

OATS ON CASH RENTED LAND

	Average For All Farms

Number of Fields	10
Number of Farms	10
Acres	28.40
Yield per Acre	71.32
Operators Share of Yield %	100.00
Value per Bushel	1.30
Crop Product Return per Acre	92.71
Other Crop Income per Acre	26.15
Gross Return per Acre	118.86
Direct Costs per Acre	
Seed	12.70
Fertilizer	8.11
Chemicals	2.84
Crop Insurance	0.66
Custom Work Hired	11.01
Fuel and Oil	6.95
Repairs	19.49
Land Rent	78.59
Miscellaneous Crop Expense	0.27
Operating Interest	0.81
Total Direct Costs per Acre	141.44
Return to Overhead per Acre	-22.58
Overhead Costs per Acre	
Utilities	0.60
Hired Labor	3.47
Farm Insurance	2.04
Machinery Lease Payments	0.14
Real Estate Taxes	0.00
Miscellaneous Farm Expense	2.16
Interest	7.08
Depreciation	12.01
Total Overhead Costs per Acre	27.50
Total Listed Costs per Acre	168.94
Net Return per Acre	-50.08
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	-38.07
Total Direct Costs per Bushel	1.98
Total Listed Costs per Bushel	2.37
Net Return per Bushel	-0.70
Break Even Yield per Acre	109.84

TABLE 11 - 9
 **** 1989 Crop Enterprise Analysis ****
 Southeast 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	38	8	8
Number of Farms	38	8	8
Acres	65.72	36.71	97.13
Yield per Acre	4.13	2.88	5.36
Operators Share of Yield %	100.00	100.00	100.00
Value per Ton	70.00	70.00	70.00
Crop Product Return per Acre	288.86	201.27	374.97
Other Crop Income per Acre	1.39	3.81	3.01
Gross Return per Acre	290.25	205.09	377.98
Direct Costs per Acre			
Seed	14.50	13.94	18.59
Fertilizer	18.11	19.56	22.19
Chemicals	1.79	1.10	0.13
Custom Work Hired	4.76	3.45	6.18
Fuel and Oil	12.27	12.57	13.36
Repairs	32.42	46.63	21.24
Irrigation Energy	0.36	0.00	1.15
Miscellaneous Crop Expense	3.20	4.22	4.12
Operating Interest	1.61	0.47	0.46
Total Direct Costs per Acre	89.03	101.93	87.42
Return to Overhead per Acre	201.22	103.16	290.55
Overhead Costs per Acre			
Utilities	0.93	0.77	1.52
Hired Labor	7.28	5.35	11.06
Farm Insurance	2.76	3.44	2.67
Machinery Lease Payments	1.24	2.00	2.67
Real Estate Taxes	8.15	9.22	7.18
Miscellaneous Farm Expense	4.66	3.01	6.43
Interest	33.62	42.63	22.08
Depreciation	41.25	29.41	54.86
Total Overhead Costs per Acre	99.91	95.82	108.46
Total Listed Costs per Acre	188.93	197.75	195.88
Net Return per Acre	101.31	7.33	182.10
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	142.57	36.74	236.95
Total Direct Costs per Ton	21.57	35.45	16.32
Total Listed Costs per Ton	45.78	68.78	36.57
Net Return per Ton	24.55	2.55	33.99
Break Even Yield per Acre	2.68	2.77	2.76

TABLE 11 - 10
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

ALFALFA HAY ON CASH RENTED LAND

	Average For All Farms

Number of Fields	23
Number of Farms	22
Acres	54.20
Yield per Acre	3.58
Operators Share of Yield %	100.00
Value per Ton	70.00
Crop Product Return per Acre	250.87
Other Crop Income per Acre	0.00
Gross Return per Acre	250.87
Direct Costs per Acre	
Seed	9.48
Fertilizer	12.16
Chemicals	2.35
Custom Work Hired	4.21
Fuel and Oil	11.43
Repairs	34.54
Special Hired Labor	0.84
Land Rent	70.92
Miscellaneous Crop Expense	3.40
Operating Interest	2.54
Total Direct Costs per Acre	151.88
Return to Overhead per Acre	98.99
Overhead Costs per Acre	
Utilities	0.86
Hired Labor	5.93
Farm Insurance	2.70
Machinery Lease Payments	0.61
Real Estate Taxes	0.00
Miscellaneous Farm Expense	2.86
Interest	7.01
Depreciation	22.28
Total Overhead Costs per Acre	42.25
Total Listed Costs per Acre	194.13
Net Return per Acre	56.75
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	79.03
Total Direct Costs per Ton	42.38
Total Listed Costs per Ton	54.17
Net Return per Ton	15.83
Break Even Yield per Acre	2.77

TABLE 11 - 11
 **** 1989 Crop Enterprise Analysis ****
 Southeast 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	26	5	5
Number of Farms	26	5	5
Acres	18.69	8.88	27.38
Yield per Acre	21.31	14.21	23.51
Operators Share of Yield %	100.00	100.00	100.00
Value per Ton	14.00	14.00	14.00
Crop Product Return per Acre	298.32	198.96	329.19
Other Crop Income per Acre	0.00	0.00	0.00
Gross Return per Acre	298.32	198.96	329.19
Direct Costs per Acre			
Seed	24.88	24.57	27.73
Fertilizer	35.22	41.37	28.03
Chemicals	28.14	34.68	23.43
Crop Insurance	3.12	4.86	0.00
Custom Work Hired	1.43	3.51	0.00
Fuel and Oil	14.55	13.40	15.07
Repairs	34.74	39.35	27.92
Irrigation Energy	0.16	0.00	0.00
Miscellaneous Crop Expense	0.50	0.61	0.00
Operating Interest	1.96	4.75	0.00
Total Direct Costs per Acre	144.69	167.12	122.19
Return to Overhead per Acre	153.63	31.85	207.00
Overhead Costs per Acre			
Utilities	1.22	0.69	2.03
Hired Labor	6.25	10.29	3.68
Farm Insurance	3.07	2.57	1.74
Machinery Lease Payments	1.58	2.47	4.19
Real Estate Taxes	7.25	7.85	6.27
Miscellaneous Farm Expense	5.08	4.18	8.96
Interest	37.18	34.36	28.39
Depreciation	38.69	35.36	41.78
Total Overhead Costs per Acre	100.31	97.76	97.05
Total Listed Costs per Acre	245.01	264.88	219.23
Net Return per Acre	53.32	-65.92	109.96
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	92.00	-30.56	151.74
Total Direct Costs per Ton	6.79	11.76	5.20
Total Listed Costs per Ton	11.50	18.64	9.32
Net Return per Ton	2.50	-4.64	4.68
Break Even Yield per Acre	17.50	18.92	15.66
Return to Overhead (incl. setaside)	170.37	55.13	226.19
Net Return per Acre (incl. setaside)	61.01	-42.94	106.08

TABLE 11 - 12
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

CORN SILAGE ON CASH RENTED LAND

	Average For All Farms -----
Number of Fields	9
Number of Farms	8
Acres	25.34
Yield per Acre	14.92
Operators Share of Yield %	100.00
Value per Ton	14.00
Crop Product Return per Acre	208.93
Other Crop Income per Acre	0.00
Gross Return per Acre	208.93
Direct Costs per Acre	
Seed	27.12
Fertilizer	33.44
Chemicals	26.63
Crop Insurance	4.24
Custom Work Hired	12.53
Fuel and Oil	11.87
Repairs	36.85
Land Rent	66.14
Miscellaneous Crop Expense	0.48
Operating Interest	1.70
Total Direct Costs per Acre	221.00
Return to Overhead per Acre	-12.07
Overhead Costs per Acre	
Utilities	0.89
Hired Labor	10.85
Farm Insurance	2.67
Machinery Lease Payments	0.00
Real Estate Taxes	0.00
Miscellaneous Farm Expense	3.21
Interest	7.21
Depreciation	23.72
Total Overhead Costs per Acre	48.54
Total Listed Costs per Acre	269.54
Net Return per Acre	-60.61
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	-36.89
Total Direct Costs per Ton	14.81
Total Listed Costs per Ton	18.06
Net Return per Ton	-4.06
Break Even Yield per Acre	19.25
Return to Overhead (incl. setaside)	28.27
Net Return per Acre (incl. setaside)	-21.46

TABLE 11 - 13
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

OAT SILAGE ON OWNED LAND

	Average For All Farms -----
Number of Fields	10
Number of Farms	10
Acres	34.48
Yield per Acre	5.62
Operators Share of Yield %	100.00
Value per Ton	14.00
Crop Product Return per Acre	78.67
Other Crop Income per Acre	20.13
Gross Return per Acre	98.80
Direct Costs per Acre	
Seed	11.01
Fertilizer	3.72
Custom Work Hired	1.04
Fuel and Oil	9.62
Repairs	27.82
Irrigation Energy	0.25
Miscellaneous Crop Expense	0.10
Operating Interest	2.63
Total Direct Costs per Acre	56.19
Return to Overhead per Acre	42.60
Overhead Costs per Acre	
Utilities	0.81
Hired Labor	9.56
Farm Insurance	3.50
Machinery Lease Payments	0.13
Real Estate Taxes	9.86
Miscellaneous Farm Expense	5.11
Interest	32.67
Depreciation	27.65
Total Overhead Costs per Acre	89.29
Total Listed Costs per Acre	145.48
Net Return per Acre	-46.69
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	-19.04
Total Direct Costs per Ton	10.00
Total Listed Costs per Ton	25.89
Net Return per Ton	-8.31
Break Even Yield per Acre	8.95

TABLE 11 - 14
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

PASTURE ON OWNED LAND

	Average For All Farms

Number of Fields	12
Number of Farms	11
Acres	51.21
Yield per Acre	42.52
Operators Share of Yield %	100.00
Value per Unit	0.71
Crop Product Return per Acre	27.70
Other Crop Income per Acre	0.00
Gross Return per Acre	27.70
Direct Costs per Acre	
Seed	0.51
Fertilizer	5.10
Chemicals	0.04
Fuel and Oil	1.02
Repairs	4.25
Operating Interest	0.57
Total Direct Costs per Acre	11.49
Return to Overhead per Acre	16.21
Overhead Costs per Acre	
Utilities	0.09
Hired Labor	1.16
Farm Insurance	2.12
Machinery Lease Payments	0.10
Real Estate Taxes	5.63
Miscellaneous Farm Expense	2.07
Interest	10.83
Depreciation	3.27
Total Overhead Costs per Acre	25.26
Total Listed Costs per Acre	36.75
Net Return per Acre	-9.05
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	-5.78
Total Direct Costs per Unit	0.27
Total Listed Costs per Unit	0.86
Net Return per Unit	-0.21
Break Even Yield per Acre	51.85

TABLE 11 - 15
 **** 1989 Crop Enterprise Analysis ****
 Southeast 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	35	7	7
Number of Farms	35	7	7
Acres	18.24	15.60	13.06
Yield per Acre	457.04	334.84	484.94
Operators Share of Yield %	100.00	100.00	100.00
Value per Unit	1.00	1.00	1.00
Crop Product Return per Acre	457.04	334.84	484.94
Other Crop Income per Acre	37.63	17.35	167.92
Gross Return per Acre	494.67	352.19	652.86
Direct Costs per Acre			
Seed	2.99	2.97	0.43
Chemicals	1.89	5.27	0.00
Crop Insurance	0.06	0.00	0.39
Custom Work Hired	1.52	3.87	4.20
Fuel and Oil	6.51	6.76	8.54
Repairs	17.71	15.06	29.34
Miscellaneous Crop Expense	0.14	0.54	0.34
Operating Interest	1.02	0.50	1.15
Total Direct Costs per Acre	31.82	34.95	44.38
Return to Overhead per Acre	462.86	317.24	608.48
Overhead Costs per Acre			
Utilities	0.49	0.34	0.75
Hired Labor	5.09	4.19	4.20
Farm Insurance	3.03	2.57	3.75
Machinery Lease Payments	0.26	0.00	0.60
Real Estate Taxes	8.99	7.15	8.20
Miscellaneous Farm Expense	3.56	3.95	3.69
Interest	34.18	30.99	45.00
Depreciation	26.01	14.55	18.48
Total Overhead Costs per Acre	81.61	63.74	84.66
Total Listed Costs per Acre	113.43	98.70	129.04
Net Return per Acre	381.24	253.49	523.82
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	407.26	268.04	542.30
Total Direct Costs per Unit	0.07	0.10	0.09
Total Listed Costs per Unit	0.25	0.29	0.27
Net Return per Unit	0.83	0.76	1.08
Break Even Yield per Acre	75.80	81.35	-38.88

TABLE 11 - 16
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

SET ASIDE ON CASH RENTED LAND

	Average For All Farms

Number of Fields	23
Number of Farms	23
Acres	16.64
Yield per Acre	432.60
Operators Share of Yield %	100.00
Value per Unit	1.00
Crop Product Return per Acre	432.60
Other Crop Income per Acre	59.47
Gross Return per Acre	492.08
Direct Costs per Acre	
Seed	3.66
Chemicals	0.34
Crop Insurance	0.02
Custom Work Hired	1.06
Fuel and Oil	6.21
Repairs	20.11
Land Rent	65.54
Miscellaneous Crop Expense	0.30
Operating Interest	1.23
Total Direct Costs per Acre	98.47
Return to Overhead per Acre	393.60
Overhead Costs per Acre	
Utilities	0.69
Hired Labor	4.62
Farm Insurance	2.04
Machinery Lease Payments	1.74
Real Estate Taxes	0.00
Miscellaneous Farm Expense	2.72
Interest	7.16
Depreciation	13.66
Total Overhead Costs per Acre	32.63
Total Listed Costs per Acre	131.10
Net Return per Acre	360.97
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	374.63
Total Direct Costs per Unit	0.23
Total Listed Costs per Unit	0.30
Net Return per Unit	0.83
Break Even Yield per Acre	71.63

TABLE 11 - 17
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

CRP ON OWNED LAND

	Average For All Farms

Number of Fields	6
Number of Farms	6
Acres	68.43
Yield per Acre	75.17
Operators Share of Yield %	100.00
Value per Acre	1.00
Crop Product Return per Acre	75.17
Other Crop Income per Acre	0.00
Gross Return per Acre	75.17
Direct Costs per Acre	
Seed	0.12
Fuel and Oil	0.49
Repairs	4.79
Operating Interest	2.05
Total Direct Costs per Acre	7.45
Return to Overhead per Acre	67.73
Overhead Costs per Acre	
Utilities	0.36
Hired Labor	0.41
Farm Insurance	0.88
Machinery Lease Payments	0.05
Real Estate Taxes	4.24
Miscellaneous Farm Expense	1.06
Interest	38.82
Depreciation	1.34
Total Overhead Costs per Acre	47.16
Total Listed Costs per Acre	54.61
Net Return per Acre	20.57
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	21.91
Total Direct Costs per Acre	0.10
Total Listed Costs per Acre	0.73
Net Return per Acre	0.27
Break Even Yield per Acre	54.61

TABLE 11 - 18
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

SWEET CORN ON CASH RENTED LAND

	Average For All Farms -----
Number of Fields	5
Number of Farms	5
Acres	70.68
Yield per Acre	272.19
Operators Share of Yield %	100.00
Value per Unit	1.00
Crop Product Return per Acre	272.19
Other Crop Income per Acre	0.00
Gross Return per Acre	272.19
Direct Costs per Acre	
Seed	4.15
Fertilizer	35.72
Chemicals	28.23
Crop Insurance	6.16
Custom Work Hired	6.51
Fuel and Oil	8.04
Repairs	26.70
Land Rent	77.24
Miscellaneous Crop Expense	1.24
Operating Interest	6.67
Total Direct Costs per Acre	200.67
Return to Overhead per Acre	71.52
Overhead Costs per Acre	
Utilities	1.17
Hired Labor	4.25
Farm Insurance	1.70
Machinery Lease Payments	0.63
Real Estate Taxes	0.00
Miscellaneous Farm Expense	1.61
Interest	23.97
Depreciation	16.84
Total Overhead Costs per Acre	50.18
Total Listed Costs per Acre	250.85
Net Return per Acre	21.34
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	38.18
Total Direct Costs per Unit	0.74
Total Listed Costs per Unit	0.92
Net Return per Unit	0.08
Break Even Yield per Acre	250.85

TABLE 11 - 19
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

PEAS ON OWNED LAND

	Average For All Farms -----
Number of Fields	6
Number of Farms	6
Acres	31.30
Yield per Acre	281.45
Operators Share of Yield %	100.00
Value per Unit	1.00
Crop Product Return per Acre	281.45
Other Crop Income per Acre	5.32
Gross Return per Acre	286.77
Direct Costs per Acre	
Seed	0.04
Fertilizer	12.37
Chemicals	4.22
Crop Insurance	6.50
Custom Work Hired	2.33
Fuel and Oil	8.11
Repairs	22.62
Miscellaneous Crop Expense	0.71
Operating Interest	1.08
Total Direct Costs per Acre	57.96
Return to Overhead per Acre	228.81
Overhead Costs per Acre	
Utilities	0.60
Hired Labor	13.37
Farm Insurance	2.80
Machinery Lease Payments	0.12
Real Estate Taxes	6.90
Miscellaneous Farm Expense	3.71
Interest	46.89
Depreciation	15.26
Total Overhead Costs per Acre	89.66
Total Listed Costs per Acre	147.62
Net Return per Acre	139.15
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	154.41
Total Direct Costs per Unit	0.21
Total Listed Costs per Unit	0.52
Net Return per Unit	0.49
Break Even Yield per Acre	142.30

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)" enterprise 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 Heifers and Feeder Stock" includes replacement heifers and dairy animals intended for feeding and slaughter. "Dairy Steers" includes only steers for feeding. The "All Dairy" table includes those farms in the "Dairy (Milking Herd)", "Dairy Heifers", and "Dairy Heifers 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
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Farms sorted according to Return to Overhead per head)

Dairy (Milking Herd) -- Average per Cow

Number of Farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	29		6		6	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk Sold (lbs)	16,537.99	2,187.26	16,325.95	2,168.37	17,721.17	2,379.24
Milk Used in Home (lbs)	21.74	2.44	31.48	3.69	11.53	1.68
Milk Fed to Animals (lbs)	48.54	4.85	103.64	10.36	0.00	0.00
Sales (hd)	0.06	33.31	0.08	24.45	0.07	47.42
Livestock Transferred Out (hd)	0.00	0.00	0.00	0.00	0.00	0.00
Butchered (hd)	0.00	0.84	0.00	0.00	0.00	0.00
Cull Sales (hd)	0.33	193.51	0.37	217.10	0.33	198.03
Less Livestock Purchased (hd)	0.06	54.70	0.15	141.72	0.00	3.35
Less Livestock Transferred In (hd)	0.35	290.22	0.31	290.81	0.42	344.20
Change in Inventory (hd)	-0.01	-0.31	-0.05	-23.09	0.06	38.19
Gross Production		2,076.98		1,968.33		2,317.00
Other Income		0.00		0.00		0.00
Total Return		2,076.98		1,968.33		2,317.00
Direct Costs						
Corn (bu)	111.33	255.71	124.95	288.31	117.09	269.31
Oats (bu)	2.25	3.37	5.97	8.95	0.37	0.56
Barley (bu)	0.15	0.31	0.0	0.0	0.0	0.0
Alfalfa Hay (lbs)	4,628.92	160.30	4,406.55	164.21	5,293.35	206.18
Alfalfa Haylage (lbs)	3,764.28	149.11	5,029.56	201.18	3,028.50	121.14
Corn Silage (lbs)	1,467.54	33.83	2,138.40	52.70	735.45	16.54
Oatlage (lbs)	105.51	1.53	272.85	3.64	102.44	1.88
Grass Hay (lbs)	10.29	0.31	0.0	0.0	0.0	0.0
Mixed Hay (lbs)	16.47	0.49	0.0	0.0	0.0	0.0
Small Grain Silage (lbs)	51.49	1.08	0.0	0.0	0.0	0.0
Protein, Vitamins, Minerals (lbs)	1,229.13	178.07	1,290.59	217.14	1,747.81	160.14
Complete Ration (lbs)	376.74	33.55	291.04	39.51	0.0	0.0
Pasture (AUM)	0.54	4.00	0.30	2.07	0.0	0.0
Breeding		23.61		23.48		26.25
Veterinarian and Medicine		50.48		69.69		36.87
Supplies		99.53		133.05		61.25
Marketing		45.13		59.75		44.15
Fuel and Oil		14.31		16.17		12.04
Repairs		82.85		121.73		58.64
Special Hired Labor		1.54		6.82		0.00
Machinery Work Hired		15.54		32.31		13.29
Lease Payments		3.44		0.00		0.00
Bedding		5.69		4.79		2.67
Operating Interest		1.86		3.37		0.00
Total Direct Costs		1,165.63		1,448.86		1,030.90
Return to Overhead		911.35		519.47		1,286.10
Overhead Costs (allocated by farmers)						
Utilities		66.40		92.70		57.00
Real Estate Taxes		7.27		4.51		8.04
Farm Insurance		16.82		23.31		13.40
Overhead Hired Labor		80.81		143.79		78.30
Lease Payments		24.01		29.87		22.17
Miscellaneous Farm Expense		15.19		22.09		13.85
Interest		59.93		116.91		37.61
Depreciation		120.81		98.75		149.42
Total Overhead Costs		391.24		531.93		379.78
Total Listed Costs		1,556.87		1,980.80		1,410.68
Net Return		520.11		-12.46		906.32
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living		632.78		72.23		1,054.06
Other Information						
Average Number of Cows Per Farm		67.00		73.30		89.48
Lbs of Milk Produced per Cow		16,608.27		16,461.08		17,732.70
Percent of Barn Capacity Used		112.77		95.61		128.44
Percent of Milk Sold as Butterfat		3.70		3.60		3.83
Percent of Dairy Herd Culled		33.35		37.29		32.78
Lbs Milk Produced per lb Conc. Fed		2.10		1.88		2.13
Avg. Price Received per Cwt Milk Sold		13.23		13.28		13.43

TABLE 12 - 2
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Dairy Replacements & Feeder Stock -- Average per Head*

Number of Farms	17	
	Quantity	Value
	-----	-----
Sales (lbs)	58.78	309.70
Livestock Transferred Out (lbs)		324.77
Butchered (lbs)		2.48
Cull Sales (lbs)		0.00
Less Livestock Purchased (lbs)		2.32
Less Livestock Transferred In (lbs)		0.00
Change in Inventory (lbs)		-49.35
Gross Production (lbs)		585.28
Other Income		0.00
Total Return		585.28
Direct Costs		
Corn (bu)	37.98	87.08
Oats (bu)	5.51	8.27
Barley (bu)	0.16	0.33
Alfalfa Hay (lbs)	3,284.30	111.38
Alfalfa Haylage (lbs)	695.94	27.03
Corn Silage (lbs)	1,049.19	26.38
Oatlage (lbs)	246.98	3.18
Stover (lbs)	74.64	1.12
Grass Hay (lbs)	127.33	3.82
Mixed Hay (lbs)	54.88	1.37
Protein, Vitamins, Minerals (lbs)	357.63	65.64
Complete Ration (lbs)	55.32	14.32
Milk (lbs)	54.13	5.41
Pasture (AUM)	1.02	3.90
Breeding		3.71
Veterinarian and Medicine		4.61
Supplies		3.76
Marketing		0.69
Fuel and Oil		5.66
Repairs		19.64
Machinery Work Hired		2.96
Bedding		3.95
Operating Interest		2.44
Total Direct Costs		406.66
Return to Overhead		178.62
Overhead Costs (allocated by farmers)		
Utilities		9.59
Real Estate Taxes		3.09
Farm Insurance		4.33
Overhead Hired Labor		17.95
Lease Payments		1.79
Miscellaneous Farm Expense		4.24
Interest		21.58
Depreciation		39.53
Total Overhead Costs		102.11
Total Listed Costs		508.77
Net Return		76.52
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		113.56
Other Information		
Number of Animals Purchased per Farm		0.71
Number of Animals Sold per Farm		30.41
Number of Animals Trans. Out per Farm		23.18
Percentage Death Loss		6.12

*The average per head is based on the total head either sold or transferred out.

TABLE 12 - 3
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Dairy Heifers -- Average per Head*

Number of Farms	15	
	Quantity	Value
Sales (lbs)		83.49
Livestock Transferred Out (lbs)		364.42
Butchered (lbs)		1.68
Cull Sales (lbs)		0.00
Less Livestock Purchased (lbs)		1.86
Less Livestock Transferred In (lbs)		0.00
Change in Inventory (lbs)		15.77
Gross Production (lbs)		463.51
Other Income		0.00
Total Return		463.51
Direct Costs		
Corn (bu)	23.56	54.08
Oats (bu)	3.55	5.32
Alfalfa Hay (lbs)	2,268.68	85.16
Alfalfa Haylage (lbs)	801.94	31.54
Corn Silage (lbs)	1,512.78	33.94
Oatlage (lbs)	125.94	1.56
Mixed Hay (lbs)	103.34	2.58
Small Grain Silage (lbs)	113.44	2.38
Protein, Vitamins, Minerals (lbs)	224.33	35.56
Complete Ration (lbs)	132.83	14.07
Milk (lbs)	47.77	4.78
Pasture (AUM)	0.56	2.69
Breeding		5.14
Veterinarian and Medicine		7.84
Supplies		4.46
Marketing		0.35
Fuel and Oil		3.43
Repairs		15.96
Special Hired Labor		1.94
Lease Payments		1.15
Bedding		3.51
Operating Interest		0.45
Total Direct Costs		317.87
Return to Overhead		145.64
Overhead Costs (allocated by farmers)		
Utilities		7.73
Real Estate Taxes		1.40
Farm Insurance		3.69
Overhead Hired Labor		11.49
Lease Payments		6.83
Miscellaneous Farm Expense		3.08
Interest		9.35
Depreciation		30.43
Total Overhead Costs		73.99
Total Listed Costs		391.86
Net Return		71.65
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		100.40
Other Information		
Number of Animals Purchased per Farm		0.13
Number of Animals Sold per Farm		26.67
Percentage Death Loss		7.71

*The average per head is based on the total number of head sold or transferred out.

TABLE 12 - 4
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Farms sorted according to Return to Overhead per head)

Dairy, All Females -- Average per Cow

Number of Farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	29		6		6	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk Sold (lbs)	16,537.99	2,187.26	16,075.03	2,070.60	17,776.43	2,389.88
Milk Used in Home (lbs)	21.74	2.44	43.05	4.94	15.99	2.05
Milk Fed to Animals (lbs)	48.54	4.85	121.35	12.14	70.12	7.01
Sales (hd)	0.44	159.63	0.48	107.69	0.32	153.87
Livestock Transferred Out (hd)	0.48	326.51	0.40	359.03	0.67	433.38
Butchered (hd)	0.01	2.81	0.01	2.66	0.00	2.25
Cull Sales (hd)	0.33	193.51	0.41	231.15	0.36	212.41
Less Livestock Purchased (hd)	0.06	55.88	0.06	55.31	0.00	0.00
Less Livestock Transferred In (hd)	0.35	290.22	0.37	351.17	0.43	364.67
Change in Inventory (hd)	-0.01	28.39	0.00	-23.89	0.08	81.83
Gross Production		2,559.30		2,357.83		2,918.01
Other Income		0.00		0.00		0.00
Total Return		2,559.30		2,357.83		2,918.01
Direct Costs						
Corn (bu)	139.07	319.70	122.08	287.61	149.05	342.82
Oats (bu)	6.53	9.79	13.78	20.67	3.43	5.15
Barley (bu)	0.23	0.46	0.0	0.0	0.0	0.0
Alfalfa Hay (lbs)	7,013.69	246.18	7,731.63	284.82	6,955.29	270.20
Alfalfa Haylage (lbs)	4,430.78	175.17	4,262.51	165.23	4,533.10	181.32
Corn Silage (lbs)	2,643.28	60.84	3,906.82	96.41	1,767.36	39.56
Oatlage (lbs)	268.66	3.61	479.23	6.71	86.90	1.60
Stover (lbs)	35.00	0.52	0.0	0.0	0.0	0.0
Grass Hay (lbs)	69.99	2.10	0.0	0.0	0.0	0.0
Mixed Hay (lbs)	91.61	2.37	133.12	3.33	50.56	1.52
Small Grain Silage (lbs)	105.73	2.22	0.0	0.0	0.0	0.0
Protein, Vitamins, Minerals (lbs)	1,500.87	225.15	1,077.74	191.17	2,052.77	243.43
Complete Ration (lbs)	466.19	46.99	2,341.85	222.75	14.22	2.01
Milk (lbs)	48.22	4.82	121.35	12.14	70.12	7.01
Pasture (AUM)	1.29	7.12	1.32	9.61	0.21	0.63
Breeding		27.63		30.85		33.00
Veterinarian and Medicine		55.98		76.66		60.97
Supplies		103.32		133.37		67.51
Marketing		45.58		56.79		49.42
Fuel and Oil		18.53		25.90		14.80
Repairs		99.66		102.04		70.73
Special Hired Labor		2.47		12.78		0.00
Machinery Work Hired		16.93		16.84		13.17
Lease Payments		3.98		0.00		3.83
Bedding		8.76		2.66		3.76
Operating Interest		2.49		4.93		1.13
Total Direct Costs		1,492.37		1,763.25		1,413.58
Return to Overhead		1,066.93		594.58		1,504.43
Overhead Costs (allocated by farmers)						
Utilities		74.29		76.34		65.48
Real Estate Taxes		9.26		6.78		8.65
Farm Insurance		20.50		21.57		18.89
Overhead Hired Labor		94.69		47.39		125.01
Lease Payments		28.12		5.04		47.63
Miscellaneous Farm Expense		18.54		23.59		14.99
Interest		73.75		126.75		38.53
Depreciation		153.40		184.75		176.31
Total Overhead Costs		472.54		492.22		495.49
Total Listed Costs		1,964.92		2,255.47		1,909.06
Net Return		594.39		102.36		1,008.94
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living		737.69		267.37		1,173.95
Other Information						
Average Number of Cows Per Farm		67.00		62.60		105.48
Lbs of Milk Produced per Cow		16,608.27		16,239.43		17,862.54
Percent of Barn Capacity Used		112.77		127.76		132.41
Percent of Milk Sold as Butterfat		3.70		3.65		3.83
Percent of Dairy Females Culled		33.35		40.73		36.50
Lbs Milk Prod. / All lb Conc. Fed		1.67		1.52		1.70
Avg. Price Received per Cwt Milk Sold		13.23		12.88		13.44

TABLE 12 - 5
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Dairy Steers -- Average per Head

Number of Farms	6	
	Quantity	Value
Sales (lbs)	1,229.69	800.16
Livestock Transferred Out (lbs)	37.04	27.78
Butchered (lbs)	3.37	2.36
Cull Sales (lbs)	0.00	0.00
Less Livestock Purchased (lbs)	113.90	104.53
Less Livestock Transferred In (lbs)	213.13	162.95
Change in Inventory (lbs)	-320.96	-171.39
Gross Production (lbs)	622.10	391.43
Other Income		0.00
Total Return		391.43
Direct Costs		
Corn (bu)	71.78	165.10
Oats (bu)	2.12	3.18
Alfalfa Hay (lbs)	1,111.11	44.11
Alfalfa Haylage (lbs)	235.69	9.09
Corn Silage (lbs)	258.27	5.42
Protein, Vitamins, Minerals (lbs)	114.48	18.20
Pasture (AUM)	0.44	3.50
Veterinarian and Medicine		1.53
Supplies		0.09
Marketing		4.99
Fuel and Oil		1.64
Repairs		6.76
Bedding		5.89
Operating Interest		0.25
Total Direct Costs		269.75
Return to Overhead		121.69
Overhead Costs (allocated by farmers)		
Utilities		3.77
Real Estate Taxes		0.99
Farm Insurance		2.00
Overhead Hired Labor		7.89
Lease Payments		1.72
Miscellaneous Farm Expense		1.45
Interest		1.96
Depreciation		18.21
Total Overhead Costs		37.99
Total Listed Costs		307.74
Net Return		83.69
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		99.55
Other Information		
Number of Animals Purchased per Farm		11.50
Number of Animals Sold per Farm		47.83
Percentage Death Loss		3.27
Effective Daily Gain (lbs)		2.52
Lbs of Feed Fed per lb of Gain		9.33
Avg. Weight per Animal Bought		490.28
Avg. Weight per Animal Sold		1,272.54
Avg. Price Paid per Animal Bought		449.91
Avg. \$ per Cwt Recd. per Animal Sold		65.07

TABLE 12 - 6
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Dairy Steers -- Average per CWT Produced

Number of Farms	6	
	Quantity	Value
Sales (lbs)	197.67	128.62
Livestock Transferred Out (lbs)	5.95	4.47
Butchered (lbs)	0.54	0.38
Cull Sales (lbs)	0.00	0.00
Less Livestock Purchased (lbs)	18.31	16.80
Less Livestock Transferred In (lbs)	34.26	26.19
Change in Inventory (lbs)	-51.59	-27.55
Gross Production (lbs)	100.00	62.92
Other Income		0.00
Total Return		62.92
Direct Costs		
Corn (bu)	11.54	26.54
Oats (bu)	0.34	0.51
Alfalfa Hay (lbs)	178.61	7.09
Alfalfa Haylage (lbs)	37.89	1.46
Corn Silage (lbs)	41.52	0.87
Protein, Vitamins, Minerals (lbs)	18.40	2.93
Pasture (AUM)	0.07	0.56
Veterinarian and Medicine		0.25
Supplies		0.01
Marketing		0.80
Fuel and Oil		0.26
Repairs		1.09
Bedding		0.95
Operating Interest		0.04
Total Direct Costs		43.36
Return to Overhead		19.56
Overhead Costs (allocated by farmers)		
Utilities		0.61
Real Estate Taxes		0.16
Farm Insurance		0.32
Overhead Hired Labor		1.27
Lease Payments		0.28
Miscellaneous Farm Expense		0.23
Interest		0.32
Depreciation		2.93
Total Overhead Costs		6.11
Total Listed Costs		49.47
Net Return		13.45
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		16.00
Other Information		
Number of Animals Purchased per Farm		11.50
Number of Animals Sold per Farm		47.83
Percentage Death Loss		3.27
Effective Daily Gain (lbs)		2.52
Lbs of Feed Fed per lb of Gain		9.33
Avg. Weight per Animal Bought		490.28
Avg. Weight per Animal Sold		1,272.54
Avg. Price Paid per Animal Bought		449.91
Avg. \$ per Cwt Recd. per Animal Sold		65.07

TABLE 12 - 7
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Farrow-Finish Hogs -- Average per Litter

Number of Farms	9	
	Quantity	Value
Sales (lbs)	1,802.06	796.97
Livestock Transferred Out (lbs)	0.00	0.00
Butchered (lbs)	1.88	0.65
Cull Sales (lbs)	170.85	48.12
Less Livestock Purchased (lbs)	25.45	25.89
Less Livestock Transferred In (lbs)	0.00	0.00
Change in Inventory (lbs)	44.77	62.70
Gross Production (lbs)	1,994.11	882.56
Other Income		0.00
Total Return		882.56
Direct Costs	107.11	241.35
Corn (bu)	2.81	4.21
Oats (bu)	1,845.84	287.11
Protein, Vitamins, Minerals (lbs)	75.78	11.45
Complete Ration (lbs)		17.02
Veterinarian and Medicine		14.97
Supplies		2.43
Marketing		5.84
Fuel and Oil		19.70
Repairs		2.28
Bedding		6.43
Operating Interest		612.78
Total Direct Costs		269.78
Return to Overhead		
Overhead Costs (allocated by farmers)		23.02
Utilities		4.64
Real Estate Taxes		4.80
Farm Insurance		33.62
Overhead Hired Labor		1.74
Lease Payments		4.13
Miscellaneous Farm Expense		30.39
Interest		56.56
Depreciation		158.89
Total Overhead Costs		771.66
Total Listed Costs		110.89
Net Return		
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		166.80
Other Information		153.67
Number of Litters Farrowed per Farm		7.60
Number of Litters per Crate		1.80
Number of Litters per Sow		10.03
Pigs Born per Litter		8.42
Pigs Weaned per Litter		4.02
Lbs of Feed Fed per lb of Gain		234.63
Avg. Weight of Market Hogs Sold (lbs)		44.23
Avg. \$ per Cwt Received for Hogs Sold		

TABLE 12 - 8
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Farrow-Finish Hogs -- Average per CWT Produced

Number of Farms		9	
		Quantity	Value
Sales (lbs)		90.37	39.97
Livestock Transferred Out (lbs)		0.00	0.00
Butchered (lbs)		0.09	0.03
Cull Sales (lbs)		8.57	2.41
Less Livestock Purchased (lbs)		1.28	1.30
Less Livestock Transferred In (lbs)		0.00	0.00
Change in Inventory (lbs)		2.25	3.14
Gross Production (lbs)		100.00	44.26
Other Income			0.00
Total Return			44.26
Direct Costs			
Corn (bu)		5.37	12.10
Oats (bu)		0.14	0.21
Protein, Vitamins, Minerals (lbs)		92.56	14.40
Complete Ration (lbs)		3.80	0.57
Veterinarian and Medicine			0.85
Supplies			0.75
Marketing			0.12
Fuel and Oil			0.29
Repairs			0.99
Bedding			0.11
Operating Interest			0.32
Total Direct Costs			30.73
Return to Overhead			13.53
Overhead Costs (allocated by farmers)			
Utilities			1.15
Real Estate Taxes			0.23
Farm Insurance			0.24
Overhead Hired Labor			1.69
Lease Payments			0.09
Miscellaneous Farm Expense			0.21
Interest			1.52
Depreciation			2.84
Total Overhead Costs			7.97
Total Listed Costs			38.70
Net Return			5.56
Net Cash Flow Generated for			
Principal Payments, Income Taxes,			
and Family Living			8.36
Other Information			
Number of Litters Farrowed per Farm			153.67
Number of Litters per Crate			7.60
Number of Litters per Sow			1.80
Pigs Born per Litter			10.03
Pigs Weaned per Litter			8.42
Lbs of Feed Fed per lb of Gain			4.02
Avg. Weight of Market Hogs Sold (lbs)			234.63
Avg. \$ per Cwt Received for Hogs Sold			44.23

TABLE 12 - 9
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Finish Feeder Pigs -- Average per Head

Number of Farms	7	
	Quantity	Value
Sales (lbs)	236.18	104.01
Livestock Transferred Out (lbs)	0.26	0.11
Butchered (lbs)	0.07	0.03
Cull Sales (lbs)	0.00	0.00
Less Livestock Purchased (lbs)	38.26	32.58
Less Livestock Transferred In (lbs)	10.24	8.59
Change in Inventory (lbs)	-4.70	1.65
Gross Production (lbs)	183.32	64.63
Other Income		0.00
Total Return		64.63
Direct Costs		
Corn (bu)	5.05	11.61
Alfalfa Hay (lbs)	0.31	0.01
Protein, Vitamins, Minerals (lbs)	58.71	9.37
Complete Ration (lbs)	308.79	21.70
Veterinarian and Medicine		0.22
Supplies		0.08
Marketing		0.32
Fuel and Oil		0.59
Repairs		1.00
Machinery Work Hired		1.03
Lease Payments		2.63
Bedding		0.31
Operating Interest		0.08
Total Direct Costs		48.94
Return to Overhead		15.68
Overhead Costs (allocated by farmers)		
Utilities		1.01
Real Estate Taxes		0.33
Farm Insurance		0.28
Overhead Hired Labor		0.37
Lease Payments		0.16
Miscellaneous Farm Expense		0.55
Interest		0.89
Depreciation		2.37
Total Overhead Costs		5.96
Total Listed Costs		54.90
Net Return		9.72
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		12.07
Other Information		
Number of Animals Purchased per Farm		749.43
Number of Animals Sold per Farm		907.29
Percentage Death Loss		2.97
Effective Daily Gain (lbs)		1.59
Lbs of Feed Fed per lb of Gain		3.55
Avg. Weight per Animal Bought		46.36
Avg. Weight per Animal Sold		236.40
Avg. Price Paid per Animal Bought		39.48
Avg. \$ per Cwt Recd. per Animal Sold		44.04

TABLE 12 - 10
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Finish Feeder Pigs -- Average per CWT Produced

Number of Farms	7	
	Quantity	Value
Sales (lbs)	128.84	56.74
Livestock Transferred Out (lbs)	0.14	0.06
Butchered (lbs)	0.04	0.02
Cull Sales (lbs)	0.00	0.00
Less Livestock Purchased (lbs)	20.87	17.77
Less Livestock Transferred In (lbs)	5.58	4.69
Change in Inventory (lbs)	-2.57	0.90
Gross Production (lbs)	100.00	35.26
Other Income		0.00
Total Return		35.26
Direct Costs		
Corn (bu)	2.75	6.33
Alfalfa Hay (lbs)	0.17	0.01
Protein, Vitamins, Minerals (lbs)	32.02	5.11
Complete Ration (lbs)	168.45	11.84
Veterinarian and Medicine		0.12
Supplies		0.04
Marketing		0.17
Fuel and Oil		0.32
Repairs		0.55
Machinery Work Hired		0.56
Lease Payments		1.44
Bedding		0.17
Operating Interest		0.04
Total Direct Costs		26.70
Return to Overhead		8.56
Overhead Costs (allocated by farmers)		
Utilities		0.55
Real Estate Taxes		0.18
Farm Insurance		0.15
Overhead Hired Labor		0.20
Lease Payments		0.09
Miscellaneous Farm Expense		0.30
Interest		0.48
Depreciation		1.29
Total Overhead Costs		3.25
Total Listed Costs		29.95
Net Return		5.30
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living		6.58
Other Information		
Number of Animals Purchased per Farm		749.43
Number of Animals Sold per Farm		907.29
Percentage Death Loss		2.97
Effective Daily Gain (lbs)		1.59
Lbs of Feed Fed per lb of Gain		3.55
Avg. Weight per Animal Bought		46.36
Avg. Weight per Animal Sold		236.40
Avg. Price Paid per Animal Bought		39.48
Avg. \$ per Cwt Recd. per Animal Sold		44.04

TABLE 12 - 11
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Beef Cow-Calf -- Average per Cow

Number of Farms	10	
	Quantity	Value
Sales (lbs)	126.67	110.87
Livestock Transferred Out (lbs)	295.52	242.59
Butchered (lbs)	0.00	0.00
Cull Sales (lbs)	199.76	97.64
Less Livestock Purchased (lbs)	22.36	21.53
Less Livestock Transferred In (lbs)	58.28	39.68
Change in Inventory (lbs)	80.26	-4.58
Gross Production (lbs)	621.57	385.33
Other Income		0.00
Total Return		385.33
Direct Costs		
Corn (bu)	3.77	8.67
Oats (bu)	0.20	0.30
Alfalfa Hay (lbs)	3,472.47	103.19
Alfalfa Haylage (lbs)	241.98	8.77
Corn Silage (lbs)	2,039.06	45.22
Protein, Vitamins, Minerals (lbs)	75.42	12.07
Complete Ration (lbs)	30.65	1.96
Pasture (AUM)	3.27	25.01
Breeding		1.01
Veterinarian and Medicine		8.85
Supplies		2.65
Marketing		3.25
Fuel and Oil		2.51
Repairs		8.39
Machinery Work Hired		0.18
Bedding		1.94
Total Direct Costs		233.98
Return to Overhead		151.35
Overhead Costs (allocated by farmers)		
Utilities		9.36
Real Estate Taxes		1.01
Farm Insurance		3.39
Overhead Hired Labor		6.55
Lease Payments		1.64
Miscellaneous Farm Expense		10.31
Interest		6.67
Depreciation		15.73
Total Overhead Costs		54.66
Total Listed Costs		288.64
Net Return		96.69
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		112.42
Other Information		
Average Number of Cows per Farm		49.59
Calving Percentage		93.84
Weaning Percentage		86.41
Percent of Cows Culled		15.93
Avg. Weight per Calf Sold		682.78
Avg. \$ per Cwt Received per Calf Sold		87.53

TABLE 12 - 12
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Beef Cow-Calf -- Average per CWT Produced

Number of Farms	10	
	Quantity	Value
Sales (lbs)	20.38	17.84
Livestock Transferred Out (lbs)	47.54	39.03
Butchered (lbs)	0.00	0.00
Cull Sales (lbs)	32.14	15.71
Less Livestock Purchased (lbs)	3.60	3.46
Less Livestock Transferred In (lbs)	9.38	6.38
Change in Inventory (lbs)	12.91	-0.74
Gross Production (lbs)	100.00	61.99
Other Income		0.00
Total Return		61.99
Direct Costs		
Corn (bu)	0.61	1.39
Oats (bu)	0.03	0.05
Alfalfa Hay (lbs)	558.66	16.60
Alfalfa Haylage (lbs)	38.93	1.41
Corn Silage (lbs)	328.05	7.28
Protein, Vitamins, Minerals (lbs)	12.13	1.94
Complete Ration (lbs)	4.93	0.32
Pasture (AUM)	0.53	4.02
Breeding		0.16
Veterinarian and Medicine		1.42
Supplies		0.43
Marketing		0.52
Fuel and Oil		0.40
Repairs		1.35
Machinery Work Hired		0.03
Bedding		0.31
Total Direct Costs		37.64
Return to Overhead		24.35
Overhead Costs (allocated by farmers)		
Utilities		1.51
Real Estate Taxes		0.16
Farm Insurance		0.55
Overhead Hired Labor		1.05
Lease Payments		0.26
Miscellaneous Farm Expense		1.66
Interest		1.07
Depreciation		2.53
Total Overhead Costs		8.79
Total Listed Costs		46.44
Net Return		15.56
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		18.09
Other Information		
Average Number of Cows per Farm		49.59
Calving Percentage		93.84
Weaning Percentage		86.41
Percent of Cows Culled		15.93
Avg. Weight per Calf Sold		682.78
Avg. \$ per Cwt Received per Calf Sold		87.53

TABLE 12 - 13
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Beef Finishing, All Types -- Average per Head

Number of Farms	11	
	Quantity	Value
Sales (lbs)	1,048.09	769.53
Livestock Transferred Out (lbs)	16.48	14.20
Butchered (lbs)	6.63	3.81
Cull Sales (lbs)	0.00	0.00
Less Livestock Purchased (lbs)	376.72	328.30
Less Livestock Transferred In (lbs)	213.08	128.65
Change in Inventory (lbs)	52.35	71.63
Gross Production (lbs)	533.76	402.23
Other Income		0.00
Total Return		402.23
Direct Costs		
Corn (bu)	56.79	126.27
Oats (bu)	2.35	3.53
Barley (bu)	0.75	1.51
Alfalfa Hay (lbs)	934.81	24.30
Alfalfa Haylage (lbs)	317.68	11.72
Corn Silage (lbs)	961.19	21.18
Oatlage (lbs)	9.67	0.12
Stover (lbs)	73.66	0.44
Protein, Vitamins, Minerals (lbs)	324.31	47.29
Complete Ration (lbs)	10.31	3.42
Veterinarian and Medicine		7.71
Supplies		2.57
Marketing		12.68
Fuel and Oil		2.46
Repairs		12.82
Machinery Work Hired		0.03
Bedding		4.06
Operating Interest		0.23
Total Direct Costs		282.33
Return to Overhead		119.90
Overhead Costs (allocated by farmers)		
Utilities		7.05
Real Estate Taxes		1.39
Farm Insurance		2.08
Overhead Hired Labor		1.11
Lease Payments		0.03
Miscellaneous Farm Expense		4.54
Interest		7.66
Depreciation		22.29
Total Overhead Costs		46.16
Total Listed Costs		328.49
Net Return		73.74
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		92.22
Other Information		
Number of Animals Purchased per Farm		76.09
Number of Animals Sold per Farm		96.64
Percentage Death Loss		1.29
Effective Daily Gain (lbs)		1.64
Lbs of Feed Fed per lb of Gain		11.09
Avg. Weight per Animal Bought		488.79
Avg. Weight per Animal Sold		1,070.77
Avg. Price Paid per Animal Bought		425.96
Avg. \$ per Cwt Recd. per Animal Sold		73.42

TABLE 12 - 14
 **** 1989 Livestock Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Average of all farms reporting)

Beef Finishing, All Types -- Average per CWT Produced

Number of Farms	11	
	Quantity	Value
	-----	-----
Sales (lbs)	196.36	144.17
Livestock Transferred Out (lbs)	3.09	2.66
Butchered (lbs)	1.24	0.71
Cull Sales (lbs)	0.00	0.00
Less Livestock Purchased (lbs)	70.58	61.51
Less Livestock Transferred In (lbs)	39.92	24.10
Change in Inventory (lbs)	9.81	13.42
Gross Production (lbs)	100.00	75.36
Other Income		0.00
Total Return		75.36
Direct Costs		
Corn (bu)	10.64	23.66
Oats (bu)	0.44	0.66
Barley (bu)	0.14	0.28
Alfalfa Hay (lbs)	175.14	4.55
Alfalfa Haylage (lbs)	59.52	2.20
Corn Silage (lbs)	180.08	3.97
Oatlage (lbs)	1.81	0.02
Stover (lbs)	13.80	0.08
Protein, Vitamins, Minerals (lbs)	60.76	8.86
Complete Ration (lbs)	1.93	0.64
Veterinarian and Medicine		1.45
Supplies		0.48
Marketing		2.38
Fuel and Oil		0.46
Repairs		2.40
Machinery Work Hired		0.01
Bedding		0.76
Operating Interest		0.04
Total Direct Costs		52.89
Return to Overhead		22.46
Overhead Costs (allocated by farmers)		
Utilities		1.32
Real Estate Taxes		0.26
Farm Insurance		0.39
Overhead Hired Labor		0.21
Lease Payments		0.01
Miscellaneous Farm Expense		0.85
Interest		1.44
Depreciation		4.18
Total Overhead Costs		8.65
Total Listed Costs		61.54
Net Return		13.81
Net Cash Flow Generated for		
Principal Payments, Income Taxes,		
and Family Living		17.28
Other Information		
Number of Animals Purchased per Farm		76.09
Number of Animals Sold per Farm		96.64
Percentage Death Loss		1.29
Effective Daily Gain (lbs)		1.64
Lbs of Feed Fed per lb of Gain		11.09
Avg. Weight per Animal Bought		488.79
Avg. Weight per Animal Sold		1,070.77
Avg. Price Paid per Animal Bought		425.96
Avg. \$ per Cwt Recd. per Animal Sold		73.42

TABLE 13
PRICES USED IN ANALYSIS - 1989
SOUTHEAST FARM BUSINESS MANAGEMENT ASSOCIATION

<u>Item</u>	<u>Beginning Inventory Price</u>	<u>Average Feed Price/Yr.</u>	<u>Harvest Price</u>	<u>Ending Inventory Price</u>
Corn	\$ 2.50	\$ 2.30	\$ 2.10	\$ 2.10
Oats	2.00	1.50	1.30	1.50
Soybeans	7.50	--	5.25	5.50
Alfafa Hay	90.00	70.00	70.00	80.00
Mixed Hay	70.00	60.00	60.00	60.00
Haylage	40.00	35.00	35.00	40.00
Corn Silage	18.00	15.00	14.00	14.00
Oat Silage	14.00	12.00	14.00	14.00
Straw/ton	80.00	--	70.00	70.00
Corn Stalks	15.00	12.00	12.00	12.00
Wheat	3.50	3.50	3.50	3.50
Barley	2.50	2.00	2.00	2.00

<u>Pasture Rates</u>	<u>Tillable Pasture or Green Chop</u>		<u>Non-Tillable or Permanent Pasture</u>	
	<u>Per Month</u>	<u>Per Day</u>	<u>Per Month</u>	<u>Per Day</u>
Dairy cow, bull, beef cow feeder cattle & horses	\$10.00	\$.333	\$ 7.00	\$.233
Young cattle, colts	5.00	.167	3.50	.117

Other partner's labor 1989	--	--	\$1500/mo.	\$18,000/yr.
Board for hired help 1989	--	\$6/day	--	--

Homegrown seed - soybeans \$8/bu.

Homegrown seed - oats \$3/bu.

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 Southeast Association has continually used the cost basis of asset valuation. Between 1978 and 1979, the Southwest 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).

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

Items	1977	1978	1979	1980	1981	1982	** 1983	1984	1985	1986	1987	1988	1989
Number of Farms	80	74	83	86	63	54	53	57	59	61	62	63	58
Detailed Farm Profit or Loss													
Gross Cash Farm Income	115,217	133,803	141,032	161,148	160,457	202,185	178,365	187,562	197,842	190,124	190,481	187,712	203,126
Total Cash Farm Expense	74,952	83,962	92,351	111,196	112,444	150,932	116,369	144,048	151,162	141,090	136,802	135,159	146,353
Total Inventory Change	*	*	*	*	*	*	7,628	9,584	415	1,833	9,817	2,922	3,482
Total Depr. & Cap. Adj.	*	*	*	*	*	*	-35,150	-32,373	-30,386	-25,685	-18,298	-13,646	-15,010
Farm Profit or Loss	32,477	55,423	35,061	40,853	26,117	24,553	34,473	20,724	16,709	25,180	45,197	41,829	45,244
Profit or Loss in Constant 1989 \$	66,486	105,390	59,924	61,505	35,625	31,557	42,925	24,752	19,269	28,490	49,335	43,844	45,244
Profitability and Liquidity Analysis													
Labor and Management Earnings	23,747	42,927	21,781	30,560	15,765	9,531	22,365	8,630	6,630	16,418	34,905	29,793	31,106
Rate of return on:													
Average Investment (%)	10	16	10	12	7	7	9	6	5	8	12	10	10
Average Equity (%)	11	19	11	13	6	5	8	1	-1	5	15	11	10
Net Profit Margin (%)	34	45	31	34	25	26	20	13	10	16	22	20	19
Asset Turnover Rate (%)	30	35	34	35	28	26	46	45	50	50	54	52	50
Value of Farm Production	89,147	114,896	101,555	124,860	113,376	138,358	170,219	181,517	190,882	173,619	194,420	187,789	199,804
Farm Interest Paid	7,397	8,013	8,414	13,555	14,271	21,759	17,680	19,863	22,207	21,168	16,552	15,823	14,138
Cash Expense as a % of Income	65	63	65	69	70	75	65	77	76	74	72	72	72
Interest Paid as a % of:													
Gross Cash Income	6	6	6	8	9	11	10	11	11	11	9	8	7
Total Cash Expenses	10	10	9	12	13	14	15	14	15	15	12	12	10
Yrs. to T/O Non R.E. Debt	*	*	*	*	*	*	.45	.51	1.87	3.56	4.06	3.36	4.51
Comparative Financial Statement													
Sole Proprietors	77	64	46	28	35	42	49	41	40	46	49	48	44
Total Ending Assets	308,810	348,290	317,417	364,094	411,875	533,714	407,995	391,624	370,853	320,601	326,849	331,420	376,054
Total Ending Liabilities	85,399	105,351	95,237	137,132	173,263	240,207	163,744	192,733	201,572	170,318	162,013	154,430	164,661
Ending Net Worth	223,411	242,939	222,180	226,962	238,612	293,507	244,251	198,891	169,281	150,283	164,836	176,990	211,393
Ending Farm C+I Debt to Asset %	23	26	25	28	24	41	32	42	50	45	38	33	33
Ending Total Debt to Asset %	28	30	30	38	42	45	40	49	54	53	50	47	44
Household Information													
Number of Farms Reporting	38	30	35	38	22	23	13	14	15	15	14	12	11
Average Family Size	4.00	4.00	4.00	4.00	4.00	4.00	*	3.50	3.40	3.53	3.50	3.50	3.70
Total Family Use of Cash	18,742	25,241	29,758	25,377	31,609	26,669	26,003	24,531	27,308	26,945	35,772	41,392	44,050
Average Net Nonfarm Income	2,501	4,185	5,160	6,284	7,188	7,749	*	8,108	6,065	8,429	8,788	8,396	9,370
Acreage Information													
Total Acres Owned	*	*	212	248	247	257	*	264	288	264	268	274	294
Total Crop Acres Farmed	328	333	307	331	327	347	*	363	423	376	365	348	372
Crop Acres Owned	*	*	180	207	204	219	*	210	231	198	225	223	222
Crop Acres Cash Rented	*	*	*	*	*	*	*	140	180	157	123	105	128
Crop Acres Share Rented	*	*	*	*	*	*	*	13	12	21	18	20	22
Crop Yields (owned land only)													
Corn per acre	120	125	119	106	127	122	100	127	125	140	143	88	142
Soybean per acre	43	39	39	35	37	39	39	39	37	41	44	31	42
Crop Prices Received (cash sales)													
Corn per Bushel	*	*	*	2.58	2.71	2.41	*	2.99	2.44	2.02	1.77	2.17	2.36
Soybeans per Bushel	*	*	*	6.44	6.79	5.80	*	7.20	5.06	5.07	4.95	6.87	6.88

* Not available.

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

TABLE 15
 **** 1989 FARM FINANCIAL INFORMATION ****
 Southeast Minnesota Farm Business Management Association
 (Farms Sorted According To County)

	Average For All Farms	Dakota Le Sueur Nicollet Rice Scott	Goodhue Houston Olmsted Wabasha Winona	Dodge Freeborn Mower Steele Waseca
	-----	-----	-----	-----
Number of Farms	58	14	37	6
Detailed Farm Profit or Loss				
Gross Cash Farm Income	203,126	235,819	199,616	147,500
Total Cash Operating Expense	146,353	151,969	148,384	117,698
Total Inventory Change	3,482	6,795	3,090	1,887
Total Depreciation and Cap. Adj.	-15,010	-16,932	-14,896	-11,285
Profit or Loss	45,244	73,713	39,425	20,405
Profitability and Liquidity Analysis				
Labor and Management Earnings	31,106	53,113	27,162	8,713
Rate of Return on Investment	10	12	9	3
Rate of Return on Net Worth	10	15	9	-0
Farm Interest Paid	15,176	13,518	15,913	11,321
Average Farm Investment	400,821	530,742	361,008	339,667
Average Farm Net Worth	226,260	339,460	191,154	194,869
Value of Farm Production	199,804	229,188	198,991	137,975
Cash Expense as a % of Income	72	64	74	80
Interest Expense as a % of Income	7	6	8	8
Comparative Financial Statement				
Sole Proprietors	44	11	27	5
Total Beginning Farm Assets	319,350	347,318	306,045	306,806
Total Ending Farm Assets	335,716	353,969	320,060	365,203
Total Beginning Farm Liabilities	156,008	139,481	165,082	113,485
Total Ending Farm Liabilities	159,746	137,128	163,397	165,562
Beginning Net Worth	194,080	247,099	170,217	218,410
Ending Net Worth	211,393	262,824	189,093	234,022
Net Worth Change	17,313	15,725	18,876	15,611
Beginning Cur + Int Liab / Assets %	31	25	36	15
Ending Cur + Int Liab / Assets %	33	29	35	28
Beginning Long Term Liab / Assets %	69	52	79	64
Ending Long Term Liab / Assets %	64	47	72	60
Total Beg Farm Liab / Assets %	49	40	54	37
Total End Farm Liab / Assets %	48	39	51	45
Household and Personal Expense				
Number of Farms Included	11	1	8	2
Total Cash Living Expense	44,050	33,966	45,533	43,161
Crop Production and Marketing Summary				
Total Acres Owned	294	395	264	252
Total Crop Acres Farmed	372	425	363	336
Crop Acres Owned	222	307	199	172
Crop Acres Cash Rented	128	115	137	126
Crop Acres Share Rented	22	3	27	38
Average Prices Received (cash sales)				
Corn per Bushel	2.36	2.32	2.38	2.32
Soybeans per Bushel	6.88	6.83	6.46	7.45

TABLE 16
 **** 1989 FARM FINANCIAL INFORMATION ****
 Southeast 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
Number of Farms	58	10	23	24
Detailed Farm Profit or Loss				
Gross Cash Farm Income	203,126	74,818	141,231	292,164
Total Cash Operating Expense	146,353	52,306	106,202	216,238
Total Inventory Change	3,482	-854	2,669	5,685
Total Depreciation and Cap. Adj.	-15,010	-8,293	-5,150	-25,060
Profit or Loss	45,244	13,365	32,548	56,551
Profitability and Liquidity Analysis				
Labor and Management Earnings	31,106	9,036	21,688	38,770
Rate of Return on Investment	10	5	7	10
Rate of Return on Net Worth	10	1	7	11
Farm Interest Paid	15,176	7,879	11,549	20,745
Average Farm Investment	400,821	174,293	318,512	493,863
Average Farm Net Worth	226,260	66,736	178,433	278,413
Value of Farm Production	199,804	71,981	150,282	275,921
Cash Expense as a % of Income	72	70	75	74
Interest Expense as a % of Income	7	11	8	7
Comparative Financial Statement				
Sole Proprietors	44	9	19	16
Total Beginning Farm Assets	319,350	175,737	275,397	452,327
Total Ending Farm Assets	335,716	166,962	287,280	488,157
Total Beginning Farm Liabilities	156,008	120,161	148,154	185,500
Total Ending Farm Liabilities	159,746	118,594	145,155	200,222
Beginning Net Worth	194,080	91,800	148,249	306,037
Ending Net Worth	211,393	94,390	168,436	328,218
Net Worth Change	17,313	2,590	20,187	22,182
Beginning Cur + Int Liab / Assets %	31	32	31	31
Ending Cur + Int Liab / Assets %	33	38	31	33
Beginning Long Term Liab / Assets %	69	101	83	52
Ending Long Term Lib / Assets %	64	99	73	50
Total Beg Farm Liab / Assets %	49	68	54	41
Total End Farm Liab / Assets %	48	71	51	41
Household and Personal Expense				
Number of Farms Included	11	2	4	5
Total Cash Living Expense	44,050	44,245	35,628	50,711
Crop Production and Marketing Summary				
Total Acres Owned	294	194	254	328
Total Crop Acres Farmed	372	183	326	460
Crop Acres Owned	222	131	186	253
Crop Acres Cash Rented	128	42	102	194
Crop Acres Share Rented	22	9	38	13
Average Prices Received (cash sales)				
Corn per Bushel	2.36	2.18	2.28	2.47
Soybeans per Bushel	6.88	6.30	6.72	7.16

* One farm with total cash farm income equal to or greater than \$500,000 is included in the average for all farms but not listed separately.

TABLE 17
 **** 1989 FARM FINANCIAL INFORMATION ****
 Southeast Minnesota Farm Business Management Association
 (Farms Sorted According To Type Of Farm)

	Average For All Farms	Crop	Dairy	Crop and Dairy	Crop and Hog	Other
	-----	-----	-----	-----	-----	-----
Number of Farms	58	6	18	9	5	20
Detailed Farm Profit or Loss						
Gross Cash Farm Income	203,126	125,148	191,226	198,540	274,981	221,329
Total Cash Operating Expense	146,353	97,325	145,014	137,252	175,260	159,136
Total Inventory Change	3,482	1,774	7,053	6,650	-9,231	2,532
Total Depreciation and Cap. Adj.	-15,010	-8,399	-15,210	-14,498	-23,393	-14,949
Profit or Loss	45,244	21,198	38,055	53,439	67,098	49,776
Profitability and Liquidity Analysis						
Labor and Management Earnings	31,106	17,884	23,211	39,330	44,549	35,115
Rate of Return on Investment	10	12	8	12	11	8
Rate of Return on Net Worth	10	-25	6	14	12	8
Farm Interest Paid	15,176	19,328	13,988	15,096	16,419	14,725
Average Farm Investment	400,821	186,434	393,894	378,987	587,096	434,629
Average Farm Net Worth	226,260	-14,658	247,402	222,980	375,827	243,592
Value of Farm Production	199,804	124,063	202,521	208,455	240,263	206,073
Cash Expense as a % of Income	72	78	76	69	64	74
Interest Expense as a % of Income	7	15	7	8	6	7
Comparative Financial Statement						
Sole Proprietors	44	6	14	6	5	13
Total Beginning Farm Assets	319,350	177,699	355,067	356,283	543,013	243,193
Total Ending Farm Assets	335,716	195,169	362,284	361,602	631,178	246,384
Total Beginning Farm Liabilities	156,008	188,535	151,797	102,827	188,555	157,559
Total Ending Farm Liabilities	159,746	213,648	137,096	102,563	233,983	157,101
Beginning Net Worth	194,080	27,106	222,202	295,105	379,131	123,060
Ending Net Worth	211,393	29,572	247,972	308,544	415,695	132,501
Net Worth Change	17,313	2,466	25,770	13,439	36,564	9,441
Beginning Cur + Int Liab / Assets %	31	97	20	20	12	43
Ending Cur + Int Liab / Assets %	33	107	18	22	22	45
Beginning Long Term Liab / Assets %	69	117	71	39	51	84
Ending Long Term Lib / Assets %	64	111	64	36	47	73
Total Beg Farm Liab / Assets %	49	106	43	29	35	62
Total End Farm Liab / Assets %	48	109	38	28	37	63
Household and Personal Expense						
Number of Farms Included	11	0	4	3	2	2
Total Cash Living Expense	44,050	0	38,520	54,938	43,146	39,685
Crop Production and Marketing Summary						
Total Acres Owned	294	141	256	269	438	350
Total Crop Acres Farmed	372	407	294	441	543	358
Crop Acres Owned	222	129	197	225	281	256
Crop Acres Cash Rented	128	223	76	208	209	90
Crop Acres Share Rented	22	55	21	8	53	16
Average Prices Received (cash sales)						
Corn per Bushel	2.36	2.39	2.15	2.42	2.48	2.23
Soybeans per Bushel	6.88	7.37	5.28	5.93	7.53	6.30

TABLE 18
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Farms Sorted According To County)

CORN ON CASH RENTED LAND

	Average For All Farms	Dakota Le Sueur Nicollet Rice Scott	Goodhue Houston Olmsted Wabasha Winona
Number of Fields	32	9	20
Number of Farms	31	9	19
Acres	106.05	91.60	113.66
Yield per Acre	137.77	138.71	136.92
Operators Share of Yield %	100.00	100.00	100.00
Value per Bushel	2.10	2.10	2.10
Crop Product Return per Acre	289.32	291.30	287.54
Other Crop Income per Acre	0.47	0.00	0.72
Gross Return per Acre	289.79	291.30	288.26
Direct Costs per Acre			
Seed	24.43	21.13	25.69
Fertilizer	39.00	41.27	38.36
Chemicals	26.42	27.20	25.55
Crop Insurance	4.43	5.48	4.41
Custom Work Hired	6.85	6.60	6.62
Fuel and Oil	11.14	10.30	10.59
Repairs	27.73	25.45	29.90
Crop Drying	6.15	5.71	6.97
Special Hired Labor	0.16	0.00	0.25
Crop Marketing	2.18	0.82	3.01
Land Rent	67.70	59.55	70.20
Miscellaneous Crop Expense	0.87	0.48	1.04
Operating Interest	3.11	1.19	4.28
Total Direct Costs per Acre	220.18	205.18	226.86
Return to Overhead per Acre	69.62	86.12	61.40
Overhead Costs per Acre			
Utilities	1.18	1.44	1.19
Hired Labor	4.79	3.11	4.88
Farm Insurance	2.11	2.31	2.17
Machinery Lease Payments	1.32	0.02	2.00
Real Estate Taxes	0.00	0.00	0.00
Miscellaneous Farm Expense	2.81	2.71	2.78
Interest	11.40	7.55	13.99
Depreciation	23.95	29.79	22.02
Total Overhead Costs per Acre	47.56	46.92	49.04
Total Listed Costs per Acre	267.74	252.10	275.90
Net Return per Acre	22.06	39.20	12.36
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	46.01	68.99	34.38
Total Direct Costs per Bushel	1.60	1.48	1.66
Total Listed Costs per Bushel	1.94	1.82	2.02
Net Return per Bushel	0.16	0.28	0.09
Break Even Yield per Acre	127.27	120.05	131.04
Return to Overhead (incl. setaside)	100.37	115.52	96.67
Net Return per Acre (incl. setaside)	54.08	70.64	48.88

*Three farms were not in the counties listed but
 were included in the average for all farms.

TABLE 19
 **** 1989 Crop Enterprise Analysis ****
 Southeast Minnesota Farm Business Management Association
 (Farms Sorted According To County)

SOYBEANS ON CASH RENTED LAND

	Average For All Farms	Dakota Le Sueur Nicollet Rice Scott	Goodhue Houston Olmsted Wabasha Winona
Number of Fields	18	5	10
Number of Farms	18	5	10
Acres	74.11	79.04	72.86
Yield per Acre	44.76	45.36	45.53
Operators Share of Yield %	100.00	100.00	100.00
Value per Bushel	5.25	5.25	5.25
Crop Product Return per Acre	235.01	238.11	239.06
Other Crop Income per Acre	0.00	0.00	0.00
Gross Return per Acre	235.01	238.11	239.06
Direct Costs per Acre			
Seed	13.16	10.94	13.72
Fertilizer	5.28	4.23	6.01
Chemicals	25.66	21.98	27.18
Crop Insurance	6.20	5.15	7.43
Custom Work Hired	3.29	3.12	3.35
Fuel and Oil	8.55	8.73	7.35
Repairs	19.58	17.43	21.71
Special Hired Labor	0.29	0.00	0.53
Crop Marketing	0.13	0.42	0.00
Land Rent	66.92	66.14	65.47
Miscellaneous Crop Expense	1.09	0.42	1.61
Operating Interest	4.37	1.81	7.02
Total Direct Costs per Acre	154.53	140.36	161.38
Return to Overhead per Acre	80.48	97.75	77.67
Overhead Costs per Acre			
Utilities	1.20	1.63	1.24
Hired Labor	2.78	1.15	2.62
Farm Insurance	1.85	2.34	1.86
Machinery Lease Payments	1.54	0.04	2.80
Real Estate Taxes	0.00	0.00	0.00
Miscellaneous Farm Expense	2.53	2.58	2.39
Interest	11.03	4.81	17.05
Depreciation	18.98	29.39	13.75
Total Overhead Costs per Acre	39.92	41.94	41.71
Total Listed Costs per Acre	194.44	182.31	203.09
Net Return per Acre	40.57	55.81	35.96
Net Cash Flow Generated for Principal Payments, Income Taxes, and Family Living per Acre	59.55	85.20	49.71
Total Direct Costs per Bushel	3.45	3.09	3.54
Total Listed Costs per Bushel	4.34	4.02	4.46
Net Return per Bushel	0.91	1.23	0.79
Break Even Yield per Acre	37.04	34.73	38.68

*Three farms were not in the counties listed but
 were included in the average for all farms.