



AgEcon SEARCH
RESEARCH IN AGRICULTURAL & APPLIED ECONOMICS

The World's Largest Open Access Agricultural & Applied Economics Digital Library

This document is discoverable and free to researchers across the globe due to the work of AgEcon Search.

Help ensure our sustainability.

Give to AgEcon Search

AgEcon Search
<http://ageconsearch.umn.edu>
aesearch@umn.edu

*Papers downloaded from **AgEcon Search** may be used for non-commercial purposes and personal study only. No other use, including posting to another Internet site, is permitted without permission from the copyright owner (not AgEcon Search), or as allowed under the provisions of Fair Use, U.S. Copyright Act, Title 17 U.S.C.*

1995

Annual Report



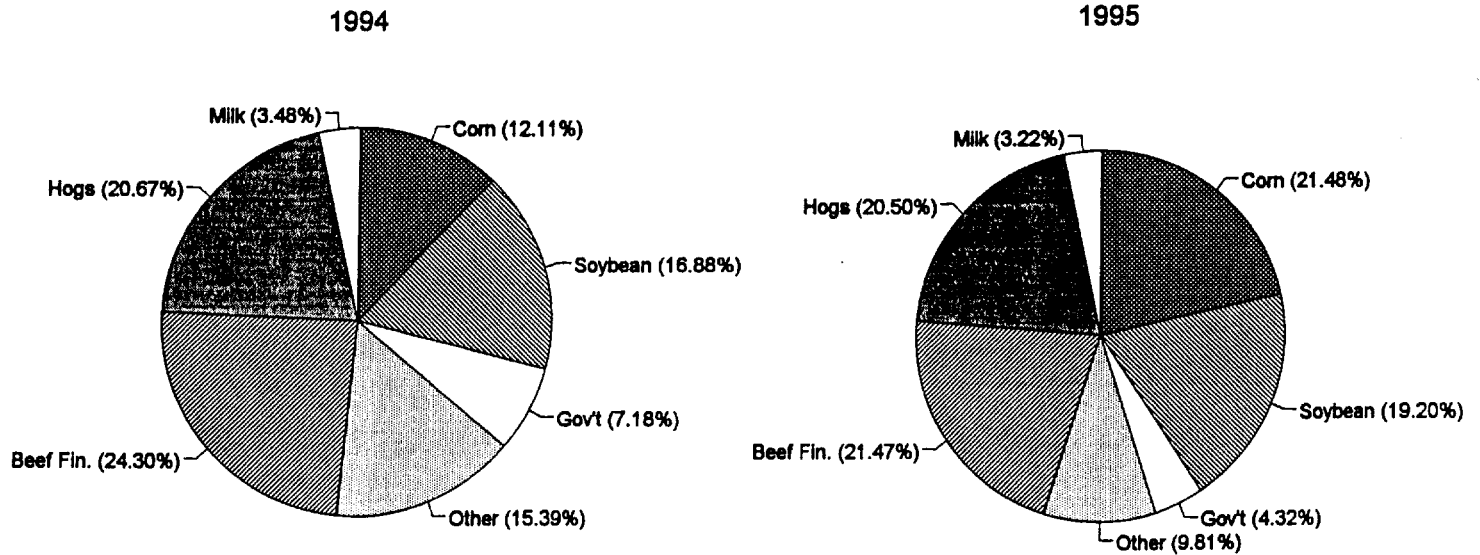
Southwestern Minnesota Farm Business Management Association

COOPERATING AGENCIES:

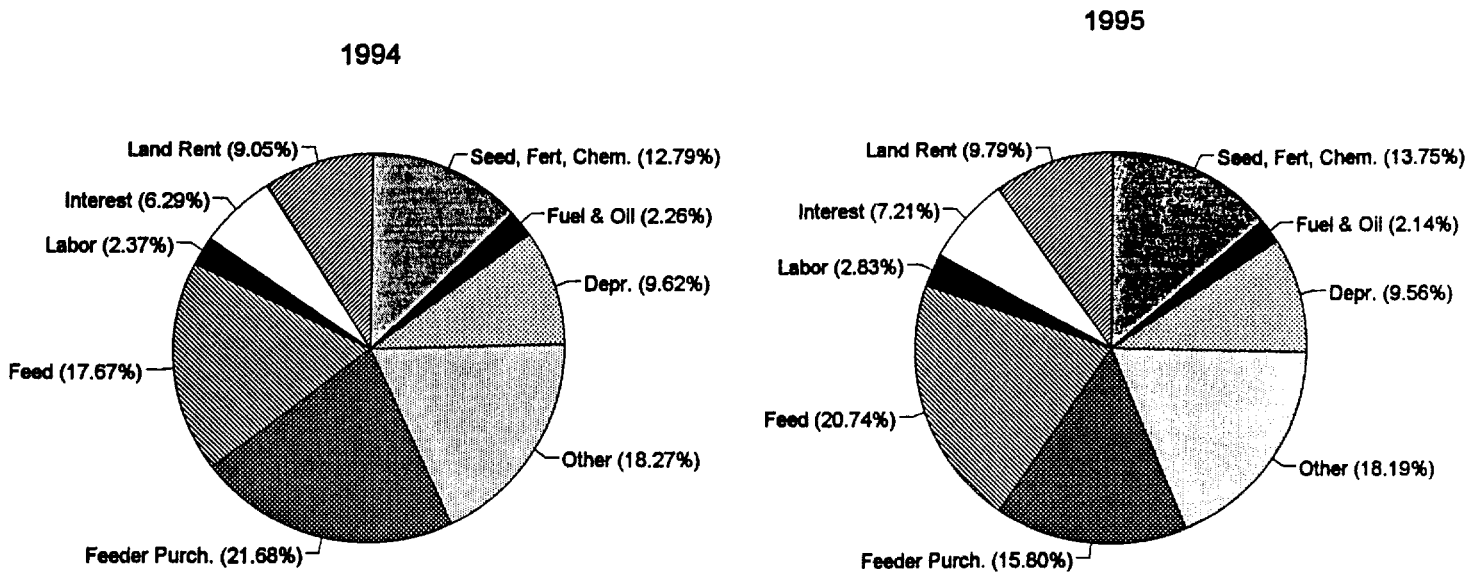
University of Minnesota, College of Agricultural, Food, and Environmental Sciences
County Extension Services of the 16 Southwestern Counties
Southwestern Minnesota Farm Business Management Association

Staff Paper P96-4
Department of Applied Economics
University of Minnesota
St. Paul, MN 55108
March 1996

**Figure 2. Farm Income Sources
Southwestern Minnesota Association**



**Figure 3. Farm Expense Sources
Southwestern Minnesota Association**



EXECUTIVE SUMMARY

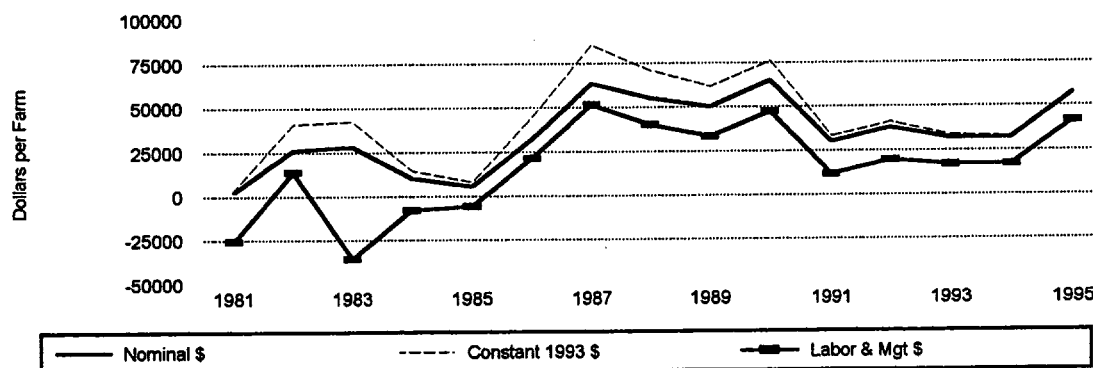
1995 ANNUAL REPORT OF THE SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

by

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

For the Southwestern Association, average net farm income was \$57,276 in 1995 for the 216 farms included in this report (Table 1, pages 10-11). While this was an increase of 80% from 1994, 1995 can also be seen as one of the high years in a job with large swings in income (Figure 1). This volatility can be seen whether income is measured in nominal terms or constant dollars. (Net farm income is calculated by subtracting total cash farm expense and depreciation from gross cash farm income and adjusting for changes in inventory items.) After subtracting an opportunity cost for equity capital, labor and management earnings follow a similar but lower pattern (Table 4, p. 14).

Figure 1. Average Net Farm Income



As in previous years, the actual profit levels experienced by individual farms vary greatly from the overall average profit. The high 20% of these farms had an average profit of \$142,472 which is an increase from 1994. The low 20% of the farms had an average loss of -\$7,738 in 1995, which was a smaller loss than in 1994.

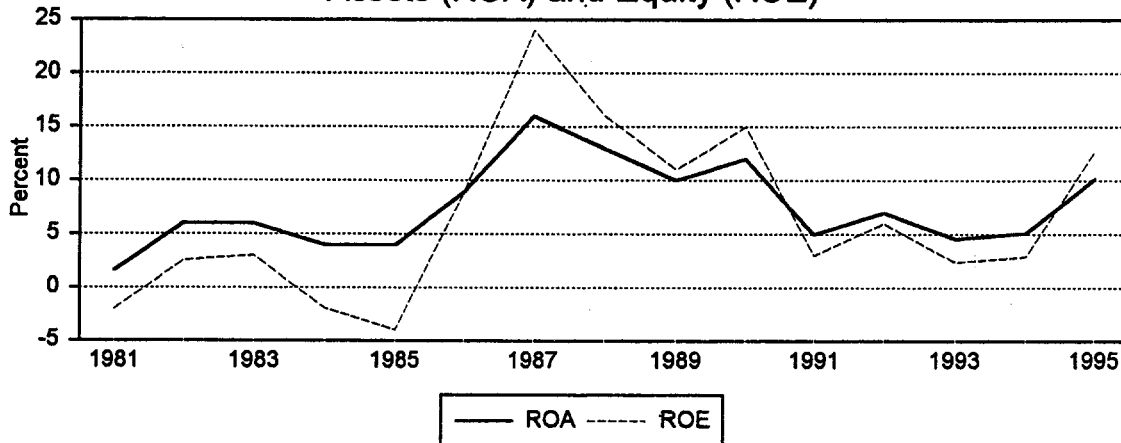
Average gross cash farm income in 1995 was \$346,838. This was a 13% increase from 1994. Four sources of sales made up 83% of total income in 1995: corn, beef finishing, hogs, and soybeans (Figure 2). Corn sales more than doubled in 1995. Beef finishing sales were essentially unchanged on average. Given the low hog prices in late 1994, it is not surprising that average hog sales increased by \$7,817 (or 12%) compared to 1994. Soybean sales increased an average of \$14,922.

Government payments (of all types) continued to decline to \$15,000 in 1995. As a percentage of total income, government payments decreased from 9% in 1993 to 7% in 1994 and to 4% in 1995.

Cash expenses also increased to an average of \$277,214 in 1995. This was an increase of 8% from 1994. As a percentage of both cash expenses and depreciation in 1995, feed expenses; feeder purchases; seed, fertilizer, and crop chemicals; land rent; and depreciation continued to dominate comparing 1995 and 1994 percentages (Figure 3).

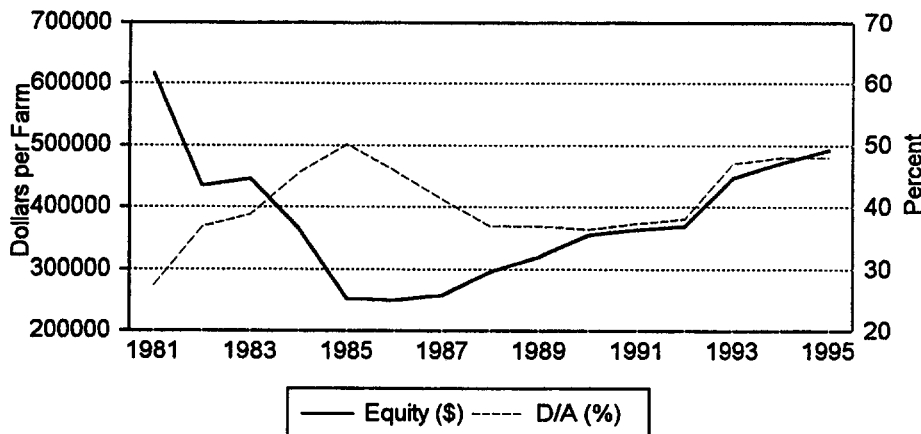
The rate of return on assets (ROA) doubled and the rate of return to equity (ROE) quadrupled in 1995 compared to 1994 (Figure 4). ROA averaged 10% and ROE was 13% using assets valued on a cost basis (Table 4, page 14). After several years of the opposite relationship, ROE was again larger than ROA indicating that the benefit of using debt capital was more than its expense.

Figure 4. Rates of Return on Assets (ROA) and Equity (ROE)



Using a market value basis, average total equity (of the sole proprietors) was \$491,955 at the end of 1995. This was an increase of \$37,993 for these 216 farms during the year (Table 5, page 16). Average equity continued to improve since 1987 (Figure 5). The average debt-asset ratio remained stable at 48% at the end of 1995.

Figure 5. Ending Equity and Ending Debt-Asset Ratio



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

1995 ANNUAL REPORT OF THE SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

by

Kent D. Olson, Dary E. Talley, James L. Christensen,
Erlin J. Weness, Perry A. Fales, and Dale W. Nordquist¹

This report summarizes the individual farm records of the members of the Southwestern Minnesota Farm Business Management Association for 1995.

Whole-farm information and enterprise costs and returns are reported. The year-end analysis of the individual farms was performed by the fieldman using FINPACK 8.0 from the Center for Farm Financial Management within the Department of Agricultural and Applied Economics. The individual analyses were summarized at the Department of Agricultural and Applied Economics using FINANSUM. In addition to the average of all farms, the averages for the high and low income groups are also presented. The tables are divided into three major groups. Tables 1 through 10 present whole-farm information. Tables in the 11-x series provide information on crop enterprises. Tables in the 12-x series provide information on livestock enterprises. Table 13 contains information on the prices used in the analysis. A summary of the average whole-farm information over time is presented in Table 14. Tables 15, 16, 17 and 18 categorize the whole-farm information by county, gross income class, type of farm, and operator age, respectively.

Of the 231 farms in the Southwestern Association, the data for 212 farms are included in this report. The rest were omitted because the records were incomplete at the time that this report was prepared. In two separate studies the farmers who belong to a management association were found to be larger than the average farm reported by the agricultural census and were more likely to have livestock.

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

¹Olson is an Associate Professor, University of Minnesota-Twin Cities; Talley, Christensen, Weness and Fales are Extension Educators - Farm Management and Fieldmen for the Association; Nordquist is Assistant Extension Economist - Farm Management, University of Minnesota-Twin Cities. Rann Loppnow, Assistant Extension Economist - Farm Management, was the programmer for FINANSUM, the analysis package used to prepare this report.

SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

DISTRIBUTION OF MEMBERSHIP -- 1995

County	Number of Farm Units	Number of Records Submitted	Association Directors	County Extension Agent Agriculture
Cottonwood	43	38	Phil Batalden Jerome Stoesz James Dick	Jeffrey Missling
Jackson	29	30	Paul Rentscheer John Hay	James Nesseth
Martin	11	13	Curtis Mayo	William Crawford
Murray	30	26	Jim Malone Richard Andert	Robert Koehler
Nobles	41	41	Jerry Perkins Alan Vogt Myron Grussing	Arthur Frame
Pipestone	15	15	Jim Vanderlugt Jerlyn Spronk	Philip Berg
Redwood	35	29	Terry Flesner Joel Christensen Richard Jacoby	Wayne Hanson
Watsonwan	10	9	Ken Besel	Gary Wyatt
Others ²	<u>17</u>	<u>15</u>		
TOTAL	231	216		

Robert Hartman, President
Jerry Perkins, Vice President
Tom Keller, Secretary-Treasurer

²In 1995 the Association had records submitted from members in Brown, Faribault, Lincoln, Lyon, Rock, and Yellow Medicine counties, in addition to the counties listed individually.

SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

TABLE OF CONTENTS

	Page
<i>Explanatory Notes for the Whole-farm Reports</i>	4-9
Table 1 - Farm Income Statement	10-11
Table 2 - Inventory Changes.	12
Table 3 - Depreciation and Other Capital Adjustments	13
Table 4 - Profitability and Liquidity Analysis	14
Table 5a - Balance Sheet at COST Values.	15
Table 5b - Balance Sheet at MARKET Values	16
Table 6 - Statement of Cash Flows	17
Table 7 - Financial Guidelines Measures and Labor Analysis	18
Table 8 - Crop Production and Marketing Summary	19
Table 9 - Household and Personal Expenses	20
Table 10 - Operator Information & Nonfarm Summary	21
<i>Explanatory Notes for Crops Tables</i>	23
Table 11-1 - Corn on Owned Land	24
Table 11-2 - Corn on Cash Rented Land	25
Table 11-3 - Corn on Share Rented Land	26
Table 11-4 - Soybeans on Owned Land	27
Table 11-5 - Soybeans on Cash Rented Land	28
Table 11-6 - Soybeans on Share Rented Land	29
Table 11-7 - Oats on Owned Land	30
Table 11-8 - Oats on Cash Rented Land.	31
Table 11-9 - Spring Wheat on Owned Land	32
Table 11-10 - Corn Silage on Owned Land	33
Table 11-11 - Corn Silage on Cash Rented Land	34
Table 11-12 - Alfalfa Hay on Owned Land	35
Table 11-13 - Alfalfa Hay on Cash Rented Land	36
Table 11-14 - Grass Hay on Owned Land	37
Table 11-15 - Grass Hay on Cash Rented Land	38
Table 11-16 - Oatlage on Owned Land	39
Table 11-17 - Pasture on Owned Land	40
Table 11-18 - Pasture on Cash Rented Land	41
Table 11-19 - Peas on Cash Rented Land	42
Table 11-20 - Sweet Corn on Cash Rented Land	43
Table 11-21 - Set Aside on Owned Land	44
Table 11-22 - Set Aside on Cash Rented Land	45
Table 11-23 - Set Aside on Share Rented Land.	46
Table 11-24 - CRP on Owned Land	47
Table 11-25 - CRP on Cash Rented Land	48
<i>Explanatory Notes for Livestock Tables</i>	49
Table 12-1 - Hogs, Farrow-to-Finish, per litter	50
Table 12-2 - Hogs, Farrow-to-Finish, per cwt. produced	51
Table 12-3 - Hogs, Feeder Pig Production, per litter	52
Table 12-4 - Hogs, Finish Feeder Pigs, per head sold.	53
Table 12-5 - Hogs, Finish Feeder Pigs, per cwt. produced	54
Table 12-6 - Beef Cow-Calf, per cow	55
Table 12-7 - All Beef Finish Calves, per head sold/trans.	56
Table 12-8 - All Beef Finish Calves, per cwt. produced.	57
Table 12-9 - Dairy, per dairy cow	58
Table 12-10 - Dairy Replacement Heifers, per head	59
Table 12-11 - Dairy and Replacement Heifers, per dairy cow	60
Table 12-12 - Dairy Steers, per head	61
Table 12-13 - Dairy Steers, per cwt. produced.	62
Table 13 - Prices Used in the Analysis	63
<i>Explanatory Notes for the Summary Tables.</i>	64
Table 14 - Summary of the Whole-Farm Analysis by Years	65
Table 15 - Summary of the Whole-Farm Analysis by County	66-67
Table 16 - Summary of the Whole-Farm Analysis by Size of Farm	68-69
Table 17 - Summary of the Whole-Farm Analysis by Type of Farm	70-71
Table 18 - Summary of the Whole Farm Analysis by Age of Operator	72-73

EXPLANATORY NOTES FOR THE WHOLE-FARM REPORTS

Tables 1 through 4, and 6 through 8 include the same number of farms, which were all of the farms whose records were judged to be of sufficient quality. Table 5, the Balance Sheet, includes only sole proprietors; partnerships and corporations are excluded because some debt is held outside of the business causing potential misinterpretations of the average financial condition. The number of farms included in each of the crop and livestock tables varies because all farms do not have the same enterprises. Some farmers' records were complete enough to be included in the whole-farm tables, but at times, these same farmers' crop or livestock records were not complete enough to include in the respective crop or livestock tables.

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

Table 1. Farm Income 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. The second section of Table 1 lists cash expenses. "Interest" includes only interest actually paid. No opportunity charges on farm equity capital or unpaid labor are included. The difference between "Gross Cash Farm Income" and "Total Cash Expense" is the "Net Cash Farm Income." This is net farm income on a cash basis.

The third and fourth sections of Table 1 deal with noncash changes in the farm business. The "Inventory Changes" and "Depreciation and Other Capital Adjustments" sections are used to convert the cash income statement (Net Cash Farm Income) derived from the first two sections into an accrual income statement. The resulting "Net Farm Income" 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 asset appreciation, 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. 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 5.) In Tables 1-3, no opportunity costs are used. In Table 4, opportunity costs for labor, capital, and management are used. Changes in market value of assets are used in calculating the market values of these measures. The measures and their components are described below.

Profitability

Profitability is measured in both cost basis and market basis (if available) in Table 5.

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

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

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

"Operating profit margin" is the "Return to farm assets" divided by "Value of farm production."

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

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

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

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

"Return on farm assets" is calculated by adding "Farm interest expense" and "Net farm income" and then subtracting the "Value of operator's labor and management."

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

"Return to farm equity" is calculated by subtracting the "Value of operator's labor and management" from "Net farm income."

"Average farm equity" 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" is the apparent total family expenses and income and social security taxes paid from Table 7.

"Real estate principal income is taken from the farmer's data.

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

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

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

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

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

Liquidity: Accrual Basis

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

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

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

Table 5. Balance Sheets

The beginning and ending balance sheets and solvency measures are presented in Table 5. This table includes only sole proprietors; partnerships and corporations are excluded because some debt is held outside of the business causing potential misinterpretations of the average financial condition. If the data is available, both cost and market value balance sheets are reported.

Table 6. Statement of Cash Flows

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 7. Financial Guidelines Measures and Labor Analysis

This table contains two sections: first, the financial measures and, second, the labor summary. In the first section, the Farm Financial Standards Task Force's 16 financial measures for evaluating a farm's financial position and performance are reported. These 16 measures are explained below following the descriptions found in the FINPACK manual.

Liquidity

The "current ratio" is calculated by dividing the total current farm assets by the total current farm liabilities.

"Working capital" is calculated by subtracting current farm liabilities from current farm assets.

Solvency (Market)

The "farm debt to asset ratio" is calculated by dividing the total farm liabilities by the total farm assets. It is similar to the total percent in debt ratio listed earlier. The difference is that nonfarm assets and liabilities are included in the total percent in debt but not in the farm debt to asset ratio.

The "farm equity to asset ratio" is calculated by dividing farm equity or net worth by the total farm assets. It measures the proportion of the farm assets financed by the owner's equity as opposed to debt. This is the opposite of the debt to asset ratio. These two measures always add up to 100% because they describe how total farm assets are financed.

The "farm debt to equity ratio" measures farm debt relative to farm equity. It is calculated by dividing the total farm liabilities by the total farm net worth. The debt to equity ratio measures the amount of borrowed capital being employed for every dollar of equity capital.

Profitability

The "rate of return on farm assets" can be thought of as the average interest rate being earned on all investments in the farm or ranch business. If assets are valued at market value, the rate of return on assets can be looked at as the "opportunity cost" of farming versus alternate investments. If assets are valued at cost value, the rate of return on assets more closely represents the actual return on the average dollar invested in the farm. The rate of return on farm assets is calculated as follows: $\text{Rate of Return on Assets} = \frac{\text{Return on Farm Assets}}{\text{Average Farm Investment}}$, where: $\text{Return on Farm Assets} = \text{Net Farm Income} + \text{Farm Interest} - \text{Value of Operator's Labor \& Management}$, and $\text{Average Farm Investment} = \frac{(\text{Beginning Total Farm Assets} + \text{Ending Total Farm Assets})}{2}$.

The "rate of return on farm equity" represents the interest rate being earned on your farm net worth. If assets are valued at market value, this return can be compared to returns available if the assets were liquidated and invested in alternate investments. If assets are valued at cost value, this more closely represents the actual return on the funds that have been invested or retained in the business. The rate of return on farm equity is calculated as follows: $\text{Rate of Return on Equity} = \frac{\text{Return on Farm Equity}}{\text{Average Farm Net Worth}}$, where: $\text{Return on Farm Equity} = \frac{\text{Net Farm Income} - \text{Value of Operator's Labor \& Management}}{\text{Average Farm Net Worth}}$, and $\text{Average Farm Net Worth} = \frac{(\text{Beginning Farm Net Worth} + \text{Ending Farm Net Worth})}{2}$.

"Operating profit margin" is a measure of the operating efficiency of the business. It is calculated as follows: $\text{Operating Profit Margin} = \frac{\text{Return to Farm Assets}}{\text{Value of Farm Production}}$. If expenses are held in line relative to the value of output produced, the farm will have a healthy net profit margin. A low net profit margin may be caused by low prices, high operating expenses, or inefficient production.

"Net farm income" represents the returns to unpaid labor, management, and equity capital invested in the business.

Repayment Capacity

The "term debt coverage ratio" measures whether the business generated enough cash to cover term debt payments. It is calculated by dividing the funds generated by the business for debt repayment (net cash farm income + nonfarm income + interest expense - family living expense - income taxes) by total term debt payments (annual scheduled principal and interest payments on intermediate and long term debt). A ratio less than 100 percent indicates that the business did not generate sufficient cash to meet scheduled payments in the past year. A ratio greater than 100 indicates the business generated enough cash to pay all term debt payments.

The "capital replacement margin" is the amount of money remaining after all operating expenses, taxes, family living costs, and scheduled debt payments have been made. It is the cash generated by the farm business that is available for financing capital replacement such as machinery and equipment. FINAN calculates the capital replacement margin by first adding interest due on intermediate and long term loans to the amount available for principal payments. It then subtracts scheduled principal and interest payments from this total.

Efficiency

"Asset turnover rate" is a measure of efficiency in using capital. It is calculated as follows: $\text{Asset Turnover Rate} = \frac{\text{Value of Farm Production}}{\text{Total Farm Assets}}$. This will be a market or cost rate depending on how the assets are valued.

The last four ratios reflect the distribution of gross income to cover operating expenses and generate farm income. The sum of the operating expense ratio, the depreciation expense ratio, and the interest expense ratio equals the percent of gross income used to pay business expenses. The amount remaining is net farm income. The gross farm income used to calculate these ratios is the accrual gross farm income.

The "operating expense ratio" is calculated as $(\text{Total Farm Operating Expense} - \text{Farm Interest Expense}) \div \text{Gross Farm Income}$. This ratio indicates the percent of the gross farm income that was used to pay operating expenses. Total farm operating expense is the accrual total operating expense.

The "depreciation expense ratio" is calculated as $\text{Depreciation} \div \text{Gross Farm Income}$. This ratio indicates the percent of the gross farm income that was used to cover depreciation and other capital adjustments.

The "interest expense ratio" is calculated as $\text{Farm Interest Expense} \div \text{Gross Farm Income}$. This ratio indicates the percent of the gross farm income used for farm interest expenses. This is the same ratio as the accrual interest as a percent of income from the Liquidity section in Table 4.

The "net farm income ratio" is calculated as $\text{Net Farm Income} \div \text{Gross Farm Income}$. This ratio indicates the percent of the gross farm income that remained after all expenses.

Table 8. Crop Production and Marketing Summary

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

Table 9. Household and Personal Expenses

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

Table 10. Operator Information and Nonfarm Summary

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 5).

Table 1a
FARM INCOME STATEMENT, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	216	43	43
CASH FARM INCOME			
Apples	17	83	-
Navy Beans	189	-	887
Corn	74507	48646	141881
Alfalfa Hay	292	662	121
Grass Hay	26	11	-
Mixed Hay	21	-	-
Oats	172	150	227
Peas	434	209	1390
Pumpkins	5	-	-
Soybeans	66596	48451	103918
Straw	39	4	30
Sweet Corn	538	88	1797
Spring Wheat	116	61	225
Other crops	123	-	617
Miscellaneous crop income	12	12	2
Beef Calves	1532	7167	61
Custom Fed Beef	3365	62	14331
Background Beef	1090	-	1360
Finish Beef Calves	68097	39015	143653
Finish Yrlg Steers	1903	-	-
Eggs	2334	11724	-
Milk	11172	23409	13407
Dairy Calves	358	1108	417
Dairy Heifers (for sale)	222	-	40
Dairy Replacement Heifers	2514	10583	-
Dairy Steers	1622	834	1567
Dogs	23	117	-
Custom Fed Hogs	504	-	-
Raised Hogs	56842	68582	93639
Feeder Pigs	2284	7217	-
Finish Feeder Pigs	11463	1865	12404
Lambs	6	-	-
Wool	5	18	-
Fdr Lambs	134	674	-
Wool	15	66	-
Lamb Finishing	8	20	-
Mkt Lambs	114	-	35
Contract Broilers	651	3269	-
Contract Hogs	63	-	-
Cull breeding livestock	4384	6317	4330
Misc. livestock income	255	15	-
Deficiency payments	13532	9797	21199
CRP payments	461	254	1536
Other government payments	1007	604	1760
Custom work income	3606	4104	4885
Patronage dividends, cash	926	803	1220
Insurance income	1940	1390	4746
Cash from hedging accts	2075	1558	5324
Other farm income	9244	6098	17336
Gross Cash Farm Income	346838	305048	594347

Table 1b
FARM INCOME STATEMENT, 1995 (continued)
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	216	43	43
CASH FARM EXPENSE			
Seed	12317	9290	18964
Fertilizer	13595	7777	23390
Crop chemicals	16245	11471	26738
Crop insurance	3319	2637	4429
Drying fuel	1254	907	2104
Irrigation energy	4	-	18
Crop marketing	710	645	989
Crop miscellaneous	1780	1091	2415
Feeder livestock purchase	48440	18530	111166
Purchased feed	63555	69553	121252
Breeding fees	556	431	628
Veterinary	3556	5154	4276
Livestock supplies	2421	3796	2802
Livestock leases	348	177	1545
Livestock marketing	404	964	606
Interest	22084	21628	30613
Fuel & oil	6584	6622	9433
Repairs	15597	15079	20894
Custom hire	4440	4222	8542
Hired labor	8664	17217	13970
Land rent	30016	20030	43388
Machinery & bldg leases	3422	3372	7097
Real estate taxes	3682	3345	6886
Farm insurance	2780	3935	3750
Utilities	3763	4951	5055
Dues & professional fees	241	340	327
Hedging account deposits	2582	2482	4706
Miscellaneous	4856	4292	7838
Total cash expense	277214	239939	483819
Net cash farm income	69624	65109	110529
INVENTORY CHANGES			
Crops and feed	29919	1814	72145
Market livestock	-6861	-28270	7704
Accounts receivable	-6991	-9262	-12210
Prepaid expenses and supplies	2685	112	8576
Accounts payable	-1813	-5247	-3400
Total inventory change	16939	-40853	72815
Net operating profit	86563	24256	183344
DEPRECIATION AND OTHER CAPITAL ADJUSTMENTS			
Breeding livestock	-3220	-5306	-4907
Machinery and equipment	-17696	-16272	-24096
Buildings and improvements	-9050	-8586	-12443
Other farm capital	678	-1829	574
Total depr. and other capital adj	-29288	-31994	-40872
Net farm income	57276	-7738	142472

Table 2
INVENTORY CHANGES, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	216	43	43
Net cash farm income	69624	65109	110529
CROPS AND FEED			
Ending inventory	127617	77096	226930
Beginning inventory	97698	75282	154786
Inventory change	29919	1814	72145
MARKET LIVESTOCK			
Ending inventory	62036	45201	115485
Beginning inventory	68897	73472	107781
Inventory change	-6861	-28270	7704
ACCTS RECEIVABLE & OTHER CURRENT ASSETS			
Ending inventory	11130	7632	18013
Beginning inventory	18121	16893	30223
Inventory change	-6991	-9262	-12210
PREPAID EXPENSES AND SUPPLIES			
Ending inventory	13433	8172	28754
Beginning inventory	10748	8060	20178
Inventory change	2685	112	8576
ACCOUNTS PAYABLE			
Beginning inventory	12497	13666	16701
Ending inventory	14310	18913	20101
Inventory change	-1813	-5247	-3400
Total inventory change	16939	-40853	72815
Net operating profit	86563	24256	183344

Table 3
DEPRECIATION AND OTHER CAPITAL ADJUSTMENTS, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	216	43	43
Net operating profit	86563	24256	183344
BREEDING LIVESTOCK			
Ending inventory	7035	9868	15277
Capital sales	697	1503	414
Beginning inventory	5341	9999	6383
Capital purchases	5611	6678	14215
Depreciation, capital adj.	-3220	-5306	-4907
MACHINERY AND EQUIPMENT			
Ending inventory	60590	58339	96551
Capital sales	949	975	1438
Beginning inventory	56727	61426	79387
Capital purchases	22509	14160	42699
Depreciation, capital adj.	-17696	-16272	-24096
BUILDINGS AND IMPROVEMENTS			
Ending inventory	59889	63020	111322
Capital sales	70	32	259
Beginning inventory	54346	63445	81674
Capital purchases	14664	8193	42349
Depreciation, capital adj.	-9050	-8586	-12443
OTHER CAPITAL ASSETS			
Ending inventory	32401	25096	58884
Capital sales	619	726	1223
Beginning inventory	23478	22041	40543
Capital purchases	8864	5610	18989
Depreciation, capital adj.	678	-1829	574
Total depreciation, capital adj.	-29288	-31994	-40872
Net farm income	57276	-7738	142472

Table 4
PROFITABILITY AND LIQUIDITY ANALYSIS, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

	Avg. Of All Farms	Avg. Of Low 20 %	Avg. Of High 20 %	Avg. Of All Farms	Avg. Of Low 20 %	Avg. Of High 20 %
Number of Farms	216	43	43	216	43	43
PROFITABILITY	Cost			Market		
Net farm income	57276	-7738	142472	59032	15025	125785
Labor and management earnings	41326	-19961	111202	36220	-4354	83392
Rate of return on assets	10.2 %	-1.5 %	15.8 %	6.9 %	2.2 %	9.3 %
Rate of return on equity	12.7 %	-15.5 %	22.1 %	9.1 %	-2.0 %	13.9 %
Operating profit margin	22.2 %	-3.8 %	34.2 %	22.9 %	9.1 %	30.2 %
Asset turnover rate	45.7 %	39.0 %	46.4 %	29.9 %	24.0 %	30.8 %
Interest on farm net worth	15950	12223	31271	22813	19380	42392
Farm interest expense	22247	22368	30239	22247	22368	30239
Value of operator lbr and mgmt.	24441	21308	27674	24441	21308	27674
Return on farm assets	55081	-6677	145037	56838	16086	128349
Average farm assets	542515	451527	915441	827126	732559	1377575
Return on farm equity	32835	-29046	114798	34591	-6283	98110
Average farm equity	259041	187532	520210	379015	319943	706541
Value of farm production	247690	175941	424662	247690	175941	424662
	Average Of All Farms	Average Of Low 20 %	Average Of High 20 %	Average Of All Farms	Average Of Low 20 %	Average Of High 20 %
Number of Farms	216	43	43			
LIQUIDITY (Cash)						
Net cash farm income	69624	65109	110529			
Net nonfarm income	14279	19979	14980			
Family living and taxes	39046	29388	58108			
Real estate principal payments	4937	3978	8884			
Cash available for interm. debt	39919	51722	58517			
Average intermediate debt	50761	44056	60848			
Years to turnover interm. debt	1.3	0.9	1.0			
Expense as a % of income	80 %	79 %	81 %			
Interest as a % of income	6 %	7 %	5 %			
LIQUIDITY (Accrual)						
Total accrual farm income	362905	269330	661986			
Total accrual farm expense	276342	245074	478642			
Net accrual operating income	86563	24256	183344			
Net nonfarm income	14279	19979	14980			
Family living and taxes	39046	29388	58108			
Real estate principal payments	4937	3978	8884			
Available for intermediate debt	56859	10869	131332			
Average intermediate debt	50761	44056	60848			
Years to turnover interm. debt	0.9	4.1	0.5			
Expense as a % of income	76 %	91 %	72 %			
Interest as a % of income	6 %	8 %	5 %			

Table 5a
BALANCE SHEET AT COST VALUES, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

Number of Farms	Average Of All Farms		Average Of Low 20 %		Average Of High 20 %	
	188		36		35	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
ASSETS						
Current Farm Assets						
Cash and checking balance	14734	11161	13248	15432	21123	6134
Prepaid expenses & supplies	11087	14018	8093	8508	22800	32127
Growing crops	-	8	-	42	-	-
Accounts receivable	12101	5206	12472	5188	21727	9532
Hedging accounts	642	1365	1091	1335	1250	4007
Crops held for sale or feed	76352	100750	70436	64899	124414	184638
Crops under government loan	15414	17448	4932	10170	17094	21783
Market livestock held for sale	63225	53548	72245	39288	112933	111638
Other current assets	3495	4192	1726	1074	169	168
Total current farm assets	197051	207697	184243	145937	321511	370028
Intermediate Farm Assets						
Breeding livestock	3401	3724	6621	6288	3140	5097
Machinery and equipment	50575	53356	45677	41989	77612	86704
Other intermediate assets	2263	3183	1412	1679	2457	3482
Total intermediate farm assets	56239	60263	53710	49956	83209	95283
Long-Term Farm Assets						
Farm land	181359	190455	139832	146594	319741	333206
Buildings and improvements	47945	50221	51723	53312	69852	81305
Other long-term assets	18519	25854	9802	13427	37164	54678
Total long-term farm assets	247823	266529	201357	213334	426757	469189
Total Farm Assets	501112	534489	439309	409227	831478	934499
Total Nonfarm Assets	89701	97292	111406	123489	124407	129451
Total Assets	590814	631781	550715	532716	955885	1063950
LIABILITIES						
Current Farm Liabilities						
Accrued interest	4168	4622	3484	4270	5425	5526
Accounts payable	6983	8088	12002	15103	5185	8604
Current notes	77492	77320	91763	64758	113192	134599
Government crop loans	13177	9038	3540	5463	14148	9308
Principal due on term debt	10180	13212	6779	9612	16589	18503
Total current farm liabilities	112032	112340	117568	99220	154552	176553
Intermediate Farm Liabilities	32360	36483	28372	36357	32186	33703
Long-term Farm Liabilities	119076	121013	111644	114167	187765	186520
Total Farm Liabilities	263468	269836	257584	249745	374503	396776
Total Nonfarm Liabilities	4646	5302	5859	8729	2019	2079
Total Liabilities	268114	275138	263444	258474	376521	398854
Net Worth (farm and nonfarm)	322700	356643	287271	274242	579364	665096
Net Worth Change		33943		-13029		85732
RATIO ANALYSIS						
Current Farm Liabilities / Assets	57 %	54 %	64 %	68 %	48 %	48 %
Curr. & Interm Farm Liab / Assets	57 %	56 %	61 %	69 %	46 %	45 %
Long Term Farm Liab. / Assets	48 %	45 %	55 %	54 %	44 %	40 %
Total Liabilities / Assets	45 %	44 %	48 %	49 %	39 %	37 %

Table 5b
BALANCE SHEET AT MARKET VALUES, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

Number of Farms	Average Of All Farms		Average Of Low 20 %		Average Of High 20 %	
	188		36		35	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
ASSETS						
Current Farm Assets						
Cash and checking balance	14734	11161	13248	15432	21123	6134
Prepaid expenses & supplies	11087	14018	8093	8508	22800	32127
Growing crops	-	8	-	42	-	-
Accounts receivable	12101	5206	12472	5188	21727	9532
Hedging accounts	642	1365	1091	1335	1250	4007
Crops held for sale or feed	76352	100750	70436	64899	124414	184638
Crops under government loan	15414	17448	4932	10170	17094	21783
Market livestock held for sale	63225	53548	72245	39288	112933	111638
Other current assets	3495	4192	1726	1074	169	168
Total current farm assets	197051	207697	184243	145937	321511	370028
Intermediate Farm Assets						
Breeding livestock	13053	12818	26498	26712	12893	14947
Machinery and equipment	153860	166473	142350	144491	237999	265405
Other intermediate assets	4253	5720	1498	1769	6874	7713
Total intermediate farm assets	171166	185011	170345	172972	257767	288066
Long-Term Farm Assets						
Farm land	308202	319877	267799	276949	580987	597239
Buildings and improvements	65572	70430	75543	84156	87819	97135
Other long-term assets	33139	42270	10417	14222	70382	91683
Total long-term farm assets	406914	432577	353759	375328	739187	786057
Total Farm Assets	775131	825285	708347	694238	1318465	1444150
Total Nonfarm Assets	106629	118924	119660	133367	166719	190705
Total Assets	881760	944208	828007	827604	1485184	1634855
LIABILITIES						
Current Farm Liabilities						
Accrued interest	4168	4622	3484	4270	5425	5526
Accounts payable	6983	8088	12002	15103	5185	8604
Current notes	77492	77320	91763	64758	113192	134599
Government crop loans	13177	9038	3540	5463	14148	9308
Principal due on term debt	10180	13212	6779	9612	16589	18503
Total current farm liabilities	112032	112340	117568	99220	154552	176553
Intermediate Farm Liabilities	32360	36483	28372	36357	32186	33703
Long-term Farm Liabilities	119076	121013	111644	114167	187765	186520
Total Farm Liabilities	263468	269836	257584	249745	374503	396776
Total Nonfarm Liabilities	4646	5302	5859	8729	2019	2079
Total Deferred Liabilities	159684	177115	151169	146774	282823	326814
Total Liabilities	427798	452253	414613	405248	659345	725669
Net Worth (farm and nonfarm)	453962	491955	413394	422356	825839	909186
Net Worth Change		37993		8962		83347
RATIO ANALYSIS						
Current Farm Liabilities / Assets	57 %	54 %	64 %	68 %	48 %	48 %
Curr. & Interm Farm Liab. / Assets	39 %	38 %	41 %	43 %	32 %	32 %
Long Term Farm Liabilities / Assets	29 %	28 %	32 %	30 %	25 %	24 %
Total Liabilities / Assets	49 %	48 %	50 %	49 %	44 %	44 %

Table 6
STATEMENT OF CASH FLOWS, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

		Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms		216	43	43
(a) Beginning cash balance (farm & nonfarm)		18416	26786	22987
CASH FROM OPERATING ACTIVITIES				
Gross cash farm income		346838	305048	594347
Net nonfarm income	(+)	14279	19979	14980
Total cash farm expense	(-)	277214	239939	483819
Apparent family living expense	(-)	33217	25370	46062
Income and social security tax	(-)	5829	4018	12046
(b) Cash from operations	(=)	44857	55700	67401
CASH FROM INVESTING ACTIVITIES				
Sale of breeding livestock		697	1503	414
Sale of machinery & equipment	(+)	949	975	1438
Sale of farm land	(+)	762	-	2155
Sale of farm buildings	(+)	70	32	259
Sale of other farm assets	(+)	619	726	1223
Sale of nonfarm assets	(+)	1584	35	1778
Purchase of breeding livestock	(-)	5611	6678	14215
Purchase of machinery & equip.	(-)	22509	14160	42699
Purchase of farm land	(-)	7506	5442	11027
Purchase of farm buildings	(-)	14664	8193	42349
Purchase of other farm assets	(-)	8864	5610	18989
Purchase of nonfarm assets	(-)	7028	7442	7662
(c) Cash from investing activities	(=)	-61500	-44253	-129674
CASH FROM FINANCING ACTIVITIES				
Money borrowed		178861	127748	278279
Cash gifts and inheritances	(+)	1735	1182	1166
Principal payments	(-)	167494	136403	233941
Dividends paid	(-)	-	-	-
Gifts given	(-)	349	500	570
(d) Cash from financing activities	(=)	12753	-7973	44935
(e) Net change in cash balance	(b+c+d)	-3891	3474	-17337
Ending cash balance calculated	(a+e)	14525	30260	5650

Table 7
FINANCIAL GUIDELINES MEASURES, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

	Average For All Farms		Average For Low 20 %		Average For High 20 %	
Number of Farms	216		43		43	
LIQUIDITY	Beginning	Ending	Beginning	Ending	Beginning	Ending
Current ratio	1.78	1.91	1.65	1.56	2.24	2.35
Working capital	91981	106941	72132	54281	186224	226467
SOLVENCY (Market)	Beginning	Ending	Beginning	Ending	Beginning	Ending
Farm debt to asset ratio	54 %	52 %	57 %	57 %	49 %	46 %
Farm equity to asset ratio	46 %	48 %	43 %	43 %	51 %	54 %
Farm debt to equity ratio	119 %	108 %	131 %	130 %	94 %	86 %
PROFITABILITY	Cost	Market	Cost	Market	Cost	Market
Rate of return on farm assets	10.2 %	6.9 %	-1.5 %	2.2 %	15.8 %	9.3 %
Rate of return on farm equity	12.7 %	9.1 %	-15.5 %	-2.0 %	22.1 %	13.9 %
Operating profit margin	22.2 %	22.9 %	-3.8 %	9.1 %	34.2 %	30.2 %
Net farm income	57276	59032	-7738	15025	142472	125785
REPAYMENT CAPACITY	Cash	Accrual	Cash	Accrual	Cash	Accrual
Term debt coverage ratio	321 %	430 %	767 %	216 %	294 %	571 %
Capital replacement margin	34322	51261	49451	8598	50856	123671
EFFICIENCY						
Asset turnover rate (market)	29.9 %		24.0 %		30.8 %	
Operating expense ratio	70.0 %		82.7 %		67.7 %	
Depreciation expense ratio	8.1 %		11.9 %		6.2 %	
Interest expense ratio	6.1 %		8.3 %		4.6 %	
Net farm income ratio	15.8 %		-2.9 %		21.5 %	

LABOR ANALYSIS

	Average For All Farms	Average For Low 20 %	Average For High 20 %
Number of Farms	216	43	43
Total unpaid labor hours	2576	2167	3258
Total hired labor hours	744	1299	1111
Total labor hours per farm	3320	3465	4368
Value of farm production / hour	74.59	50.77	97.22
Net farm income / unpaid hour	22.23	-3.57	43.73

Table 8
CROP PRODUCTION AND MARKETING SUMMARY, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	216	43	43
ACREAGE SUMMARY			
Total Acres Owned	256	251	450
Total Crop Acres	625	453	980
Crop Acres Owned	211	162	394
Crop Acres Cash Rented	340	232	464
Crop Acres Share Rented	74	59	121
Total Pasture Acres	14	33	18
AVERAGE PRICE RECEIVED (Cash Sales Only)			
Corn per bu.	2.30	2.15	2.38
Soybeans per bu.	5.56	5.29	5.60
Peas per lb.	0.05	-	-
Oats per bu.	1.59	1.26	1.52
Wheat, Spring per bu.	4.19	-	-
Sweet Corn per ton	37.94	-	-
Hay, Alfalfa per ton	61.51	67.59	-
Hay, Grass per ton	37.39	-	-
Straw per ton	53.46	-	-
AVERAGE YIELD PER ACRE			
Corn (bu.)	119.19	118.69	123.44
Soybeans (bu.)	42.67	41.40	44.67
Hay, Alfalfa (ton)	3.65	3.47	3.67
Corn Silage (ton)	16.13	13.04	17.44
Hay, Grass (ton)	1.68	1.98	1.34

Table 9
HOUSEHOLD AND PERSONAL EXPENSES, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

	Average For All Farms	Average For Low 20%	Average For High 20%
Number of Sole Proprietors	151	28	28
Average family size	3.7	3.7	3.8
FAMILY LIVING EXPENSES			
Food and meals expense	4459	4405	4364
Medical care and health insurance	4734	4097	5545
Cash donations	1497	1525	2221
Household supplies	2944	2938	2953
Clothing	1950	1702	3215
Personal care	3183	3848	3569
Child / Dependent care	451	271	825
Gifts	1782	2146	2303
Education	1164	1051	2168
Recreation	1697	1470	2835
Utilities (household share)	1337	1305	1634
Nonfarm vehicle operating expense	2127	2621	2423
Household real estate taxes	126	139	121
Dwelling rent	83	2	34
Household repairs	518	335	503
Nonfarm interest	287	236	109
Life insurance payments	1883	2009	2363
Total cash family living expense	30222	30101	37185
Family living from the farm	217	350	277
Total family living	30439	30451	37462
OTHER NONFARM EXPENDITURES			
Income taxes	6492	5460	14450
Furnishing & appliance purchases	862	1115	1410
Nonfarm vehicle purchases	2145	1159	2293
Nonfarm real estate purchases	1283	3297	1211
Other nonfarm capital purchases	1086	2090	-155
Nonfarm savings & investments	1224	3533	3083
Total other nonfarm expenditures	13093	16655	22293
Total cash family living, investment & nonfarm capital purch	43315	46756	59478
PARTNERSHIPS			
Number of partnerships	20		
Number of operators per partnership	2.0		
Average owner withdrawals per farm	64267		
Average withdrawals per operator	31350		

Table 10
OPERATOR INFORMATION & NONFARM SUMMARY, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Net Farm Income)

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of Farms	216	43	43
OPERATOR INFORMATION			
Average number of operators	2.0	1.3	1.2
Average age of operators	45.4	46.2	47.4
Average number of years farming	22.5	22.9	24.9
NONFARM INCOME			
Nonfarm wages & salary	7961	9871	4329
Nonfarm business income	880	3116	-963
Nonfarm rental income	563	1888	433
Nonfarm interest income	1070	1521	995
Nonfarm cash dividends	330	1159	53
Tax refunds	481	593	415
Gifts and inheritances	1735	1182	1166
Other nonfarm income	2994	1831	9719
Total nonfarm income	16014	21161	16147

	Average For All Farms	
	Beginning	Ending
NONFARM ASSETS (Mkt)		
Checking & savings	3896	4256
Stocks & bonds	11147	12727
Other current assets	1002	986
Furniture & appliances	8702	8840
Nonfarm vehicles	6252	7110
Cash value of life ins.	9014	9815
Retirement accounts	11698	14368
Other intermediate assets	5539	6859
Nonfarm real estate	26442	28653
Other long term assets	10580	11712
Total nonfarm assets	94272	105327

(This page intentionally left blank.)

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 last section of each crop table contains economic efficiency measures and the net return per acre including government payments and a charge for unpaid over labor and management.

There are potentially three tables for each group depending on the farmer's tenure on the land: owned land, cash rented land, and 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. 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.

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

The "net return over labor and management" is calculated by allocating the farmer's charge for unpaid labor and management and subtracting it from the "net return per acre (including setaside)."

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

Figure 6. Average Corn & Soybean Yield

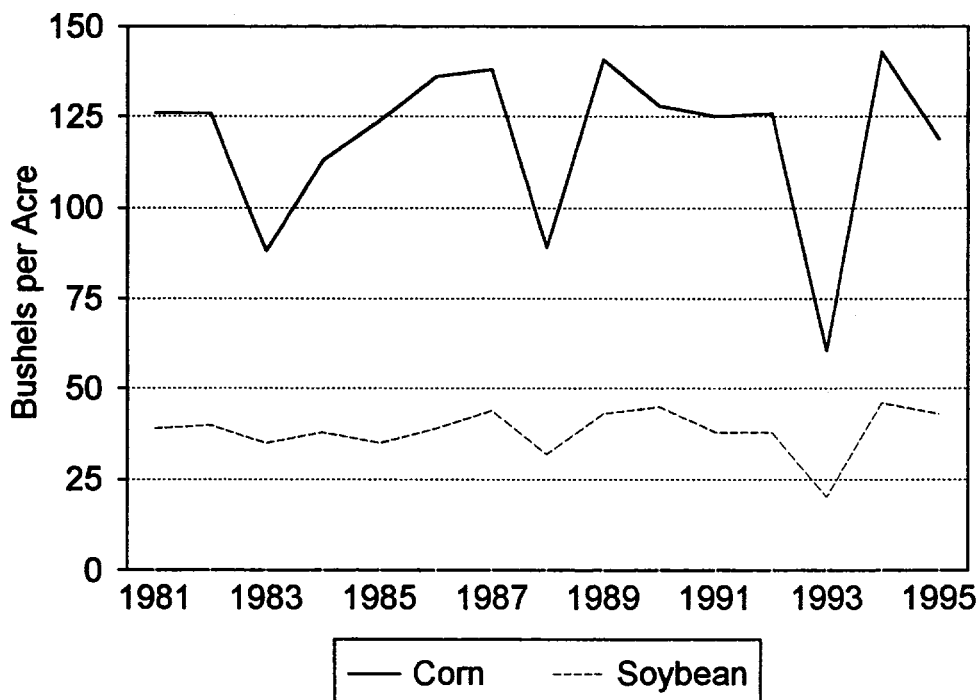


Table 11 - 1
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

CORN ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	192	42	34
Number of farms	154	31	31
Acres	103.45	120.51	75.49
Yield per acre (bushel)	119.71	102.39	135.79
Operators share of yield %	100.00	100.00	100.00
Value per bushel	2.75	2.75	2.75
Total product return per acre	329.21	281.59	373.43
Miscellaneous income per acre	1.12	0.45	4.33
Gross return per acre	330.33	282.04	377.76
Direct expenses per acre			
Seed	27.47	26.84	27.10
Fertilizer	44.58	47.04	38.01
Crop chemicals	26.47	27.14	24.77
Crop insurance	4.64	4.53	4.47
Drying fuel	6.28	4.64	6.25
Fuel & oil	8.49	8.59	9.33
Repairs	21.79	25.02	23.29
Custom hire	2.64	4.41	1.62
Hired labor	0.02	0.00	0.00
Machinery & bldg leases	0.45	0.08	0.18
Utilities	0.01	0.00	0.00
Marketing	0.11	0.26	0.08
Operating interest	9.37	13.47	7.69
Miscellaneous	1.14	1.26	0.64
Total direct expenses per acre	153.47	163.28	143.43
Return over direct expenses per acre	176.86	118.75	234.33
Overhead expenses per acre			
Hired labor	5.55	2.99	9.60
Machinery & bldg leases	1.06	0.98	0.38
RE & pers. property taxes	13.26	13.39	13.13
Farm insurance	3.19	2.57	4.68
Utilities	2.84	2.72	3.19
Dues & professional fees	0.31	0.22	0.45
Interest	37.06	30.34	36.27
Mach & bldg depreciation	36.84	34.75	37.82
Miscellaneous	4.85	3.04	3.11
Total overhead expenses per acre	104.97	90.98	108.64
Total listed expenses per acre	258.44	254.27	252.07
Net return per acre	71.89	27.77	125.70
Total direct expense per bushel	1.28	1.59	1.06
Total listed expense per bushel	2.16	2.48	1.86
Net return per bushel	0.60	0.27	0.93
Breakeven yield per acre	93.57	92.30	90.09
Est. labor hours per acre	3.12	3.02	3.29
Net return including govt. payments	64.39	24.89	113.38
Lbr & mgt charge per acre	28.86	28.71	31.87
Net return over lbr & mgt	35.53	-3.83	81.51

Table 11 - 2
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

CORN ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	312	64	74
Number of farms	158	32	32
Acres	101.79	71.04	91.87
Yield per acre (bushel)	119.28	102.77	133.00
Operators share of yield %	100.00	100.00	100.00
Value per bushel	2.75	2.75	2.75
Total product return per acre	328.01	282.61	365.75
Miscellaneous income per acre	1.94	1.35	7.30
Gross return per acre	329.95	283.96	373.05
Direct expenses per acre			
Seed	27.89	27.29	28.48
Fertilizer	41.80	40.64	39.41
Crop chemicals	26.71	29.07	25.20
Crop insurance	5.05	4.70	5.13
Drying fuel	6.05	5.20	7.78
Fuel & oil	8.97	9.65	8.59
Repairs	20.26	22.07	19.09
Custom hire	3.51	4.24	2.36
Hired labor	0.01	0.00	0.01
Land rent	84.90	79.14	82.35
Machinery & bldg leases	0.38	0.02	0.02
Utilities	0.01	0.00	0.00
Marketing	0.36	0.99	0.14
Operating interest	11.19	18.25	6.76
Miscellaneous	1.82	3.53	0.83
Total direct expenses per acre	238.91	244.80	226.14
Return over direct expenses per acre	91.04	39.16	146.91
Overhead expenses per acre			
Hired labor	6.14	3.46	5.70
Machinery & bldg leases	1.83	0.44	4.19
Farm insurance	2.70	2.61	3.31
Utilities	2.33	2.32	2.29
Dues & professional fees	0.22	0.06	0.45
Interest	5.26	3.48	4.55
Mach & bldg depreciation	27.60	28.07	21.76
Miscellaneous	4.09	4.71	4.02
Total overhead expenses per acre	50.17	45.16	46.26
Total listed expenses per acre	289.07	289.96	272.40
Net return per acre	40.87	-6.00	100.65
Total direct expense per bushel	2.00	2.38	1.70
Total listed expense per bushel	2.42	2.82	2.05
Net return per bushel	0.34	-0.06	0.76
Breakeven yield per acre	104.41	104.95	96.40
Est. labor hours per acre	3.00	2.75	2.98
Net return including govt. payments	33.32	-10.11	87.86
Lbr & mgt charge per acre	25.04	27.43	23.73
Net return over lbr & mgt	8.28	-37.53	64.12

Table 11 - 3
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

CORN ON SHARE RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	85	16	15
Number of farms	65	13	13
Acres	81.40	69.64	125.05
Yield per acre (bushel)	117.27	98.06	134.03
Operators share of yield %	56.91	52.40	57.95
Value per bushel	2.75	2.75	2.75
Total product return per acre	183.59	140.35	213.17
Miscellaneous income per acre	0.87	4.52	0.66
Gross return per acre	184.47	144.87	213.83
Direct expenses per acre			
Seed	23.17	18.17	24.85
Fertilizer	26.39	29.40	27.02
Crop chemicals	15.89	15.26	14.31
Crop insurance	2.65	2.33	2.64
Drying fuel	4.42	3.90	4.50
Fuel & oil	8.43	10.17	7.29
Repairs	19.84	31.79	13.80
Custom hire	2.00	1.08	1.72
Machinery & bldg leases	0.44	0.00	0.00
Marketing	0.23	0.28	0.00
Operating interest	7.82	10.81	2.94
Miscellaneous	0.54	0.19	0.18
Total direct expenses per acre	111.83	123.37	99.24
Return over direct expenses per acre	72.64	21.50	114.59
Overhead expenses per acre			
Hired labor	6.26	9.91	4.44
Machinery & bldg leases	2.24	1.04	0.64
Farm insurance	2.42	2.54	2.34
Utilities	1.99	2.60	1.69
Dues & professional fees	0.32	0.49	0.21
Interest	3.93	5.46	2.60
Mach & bldg depreciation	25.46	29.13	22.34
Miscellaneous	2.91	2.60	3.34
Total overhead expenses per acre	45.52	53.77	37.60
Total listed expenses per acre	157.35	177.15	136.84
Net return per acre	27.12	-32.28	76.99
Total direct expense per bushel	1.68	2.40	1.28
Total listed expense per bushel	2.36	3.45	1.76
Net return per bushel	0.41	-0.63	0.99
Breakeven yield per acre	99.99	119.80	85.45
Est. labor hours per acre	2.86	3.00	3.01
Net return including govt. payments	24.96	-27.65	70.30
Lbr & mgt charge per acre	21.76	26.67	20.54
Net return over lbr & mgt	3.19	-54.31	49.77

Table 11 - 4
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

SOYBEANS ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	185	34	37
Number of farms	147	29	29
Acres	106.36	79.89	124.03
Yield per acre (bushel)	43.62	34.38	49.11
Operators share of yield %	100.00	100.00	100.00
Value per bushel	5.75	5.75	5.75
Total product return per acre	250.84	197.69	282.39
Miscellaneous income per acre	0.73	3.23	0.09
Gross return per acre	251.57	200.92	282.49
Direct expenses per acre			
Seed	13.38	14.60	11.01
Fertilizer	1.39	0.90	2.60
Crop chemicals	27.84	28.59	25.44
Crop insurance	6.81	8.04	3.82
Fuel & oil	6.73	6.89	5.79
Repairs	17.51	18.53	13.75
Custom hire	1.93	4.38	0.75
Hired labor	0.01	0.05	0.01
Machinery & bldg leases	0.39	0.16	0.16
Marketing	0.13	0.12	0.00
Operating interest	7.88	9.30	4.67
Miscellaneous	0.74	1.83	0.25
Total direct expenses per acre	84.75	93.38	68.26
Return over direct expenses per acre	166.82	107.54	214.23
Overhead expenses per acre			
Hired labor	4.81	9.40	3.54
Machinery & bldg leases	0.78	0.38	0.71
RE & pers. property taxes	13.33	11.41	13.79
Farm insurance	2.62	4.32	2.39
Utilities	2.20	2.26	2.29
Dues & professional fees	0.24	0.22	0.26
Interest	35.74	37.68	27.79
Mach & bldg depreciation	29.41	24.14	25.72
Miscellaneous	3.74	4.30	2.32
Total overhead expenses per acre	92.86	94.10	78.79
Total listed expenses per acre	177.61	187.48	147.05
Net return per acre	73.96	13.44	135.44
Total direct expense per bushel	1.94	2.72	1.39
Total listed expense per bushel	4.07	5.45	2.99
Net return per bushel	1.70	0.39	2.76
Breakeven yield per acre	30.76	32.04	25.56
Est. labor hours per acre	2.58	2.92	2.65
Lbr & mgt charge per acre	24.77	25.22	25.92
Net return over lbr & mgt	49.19	-11.78	109.52

Table 11 - 5
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

SOYBEANS ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	297	42	66
Number of farms	159	32	32
Acres	112.10	110.18	123.60
Yield per acre (bushel)	42.51	36.10	49.11
Operators share of yield %	100.00	100.00	100.00
Value per bushel	5.75	5.75	5.75
Total product return per acre	244.47	207.58	282.40
Miscellaneous income per acre	3.49	6.52	0.11
Gross return per acre	247.96	214.10	282.51
Direct expenses per acre			
Seed	13.76	14.21	10.36
Fertilizer	1.87	2.68	2.61
Crop chemicals	28.30	33.10	28.04
Crop insurance	7.45	7.80	5.47
Fuel & oil	7.05	6.72	6.34
Repairs	15.65	15.41	13.51
Custom hire	3.50	6.87	1.54
Hired labor	0.00	0.00	0.02
Land rent	84.19	83.62	79.29
Machinery & bldg leases	0.49	0.24	0.42
Utilities	0.01	0.00	0.04
Marketing	0.40	0.51	0.00
Operating interest	8.63	11.48	5.29
Miscellaneous	1.40	4.49	0.91
Total direct expenses per acre	172.69	187.14	153.82
Return over direct expenses per acre	75.27	26.96	128.69
Overhead expenses per acre			
Hired labor	5.09	3.31	4.77
Machinery & bldg leases	1.46	1.36	1.76
Farm insurance	2.22	2.11	2.78
Utilities	1.87	1.42	2.01
Dues & professional fees	0.20	0.12	0.31
Interest	3.91	3.42	2.89
Mach & bldg depreciation	22.04	17.21	20.82
Miscellaneous	3.34	2.57	3.47
Total overhead expenses per acre	40.13	31.53	38.80
Total listed expenses per acre	212.82	218.67	192.63
Net return per acre	35.13	-4.57	89.89
Total direct expense per bushel	4.06	5.18	3.13
Total listed expense per bushel	5.01	6.06	3.92
Net return per bushel	0.83	-0.13	1.83
Breakeven yield per acre	36.40	36.90	33.48
Est. labor hours per acre	2.42	2.40	2.51
Lbr & mgt charge per acre	21.35	21.38	25.11
Net return over lbr & mgt	13.79	-25.95	64.78

Table 11 - 6
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

SOYBEANS ON SHARE RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	94	15	20
Number of farms	69	14	14
Acres	86.79	76.19	110.35
Yield per acre (bushel)	40.45	30.96	47.40
Operators share of yield %	57.52	57.11	60.20
Value per bushel	5.75	5.75	5.75
Total product return per acre	134.00	101.93	164.04
Miscellaneous income per acre	0.73	2.92	0.00
Gross return per acre	134.73	104.85	164.04
Direct expenses per acre			
Seed	11.01	13.30	9.80
Fertilizer	1.70	0.95	2.56
Crop chemicals	17.41	20.41	15.43
Crop insurance	4.68	4.38	3.75
Fuel & oil	6.73	7.39	5.10
Repairs	15.89	20.59	11.27
Custom hire	1.47	0.61	0.59
Machinery & bldg leases	0.32	0.00	0.00
Marketing	0.19	0.15	0.00
Operating interest	6.31	10.44	3.73
Miscellaneous	0.39	0.10	0.01
Total direct expenses per acre	66.10	78.33	52.24
Return over direct expenses per acre	68.63	26.53	111.80
Overhead expenses per acre			
Hired labor	5.18	6.84	1.88
Machinery & bldg leases	1.54	0.06	1.94
Farm insurance	2.08	2.36	1.62
Utilities	1.69	1.40	1.85
Dues & professional fees	0.25	0.00	0.25
Interest	3.03	2.66	3.06
Mach & bldg depreciation	20.86	17.58	23.95
Miscellaneous	2.27	2.07	3.13
Total overhead expenses per acre	36.91	32.99	37.66
Total listed expenses per acre	103.01	111.31	89.91
Net return per acre	31.72	-6.46	74.13
Total direct expense per bushel	2.84	4.43	1.83
Total listed expense per bushel	4.43	6.30	3.15
Net return per bushel	1.36	-0.37	2.60
Breakeven yield per acre	30.93	33.01	25.97
Est. labor hours per acre	2.32	2.59	2.57
Lbr & mgt charge per acre	18.61	21.79	24.53
Net return over lbr & mgt	13.11	-28.25	49.60

Table 11 - 7
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Average of all farms reporting)

OATS ON OWNED LAND

	Average For All Farms
Number of fields	17
Number of farms	17
Acres	15.82
Yield per acre (bushel)	52.43
Operators share of yield %	100.00
Value per bushel	1.62
Total product return per acre	84.79
Miscellaneous income per acre	30.75
Gross return per acre	115.55
Direct expenses per acre	
Seed	9.04
Fertilizer	6.14
Crop chemicals	1.94
Crop insurance	0.54
Fuel & oil	5.22
Repairs	12.74
Custom hire	4.37
Machinery & bldg leases	0.64
Marketing	0.49
Operating interest	3.12
Total direct expenses per acre	44.26
Return over direct expenses per acre	71.29
Overhead expenses per acre	
Hired labor	8.36
Machinery & bldg leases	0.73
RE & pers. property taxes	8.68
Farm insurance	3.29
Utilities	1.35
Dues & professional fees	0.30
Interest	15.22
Mach & bldg depreciation	18.34
Miscellaneous	2.17
Total overhead expenses per acre	58.45
Total listed expenses per acre	102.71
Net return per acre	12.84
Total direct expense per bushel	0.84
Total listed expense per bushel	1.96
Net return per bushel	0.24
Breakeven yield per acre	44.49
Est. labor hours per acre	2.22
Net return including govt. payments	12.68
Lbr & mgt charge per acre	12.94
Net return over lbr & mgt	-0.26

Table 11 - 8
Crop Enterprise Analysis, 1995
Southwest 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	9
Acres	19.73
Yield per acre (bushel)	59.57
Operators share of yield %	100.00
Value per bushel	1.50
Total product return per acre	89.35
Miscellaneous income per acre	71.25
Gross return per acre	160.60
Direct expenses per acre	
Seed	10.26
Fertilizer	12.49
Crop chemicals	0.79
Crop insurance	2.76
Fuel & oil	4.53
Repairs	8.81
Custom hire	4.19
Land rent	65.25
Operating interest	2.59
Miscellaneous	11.64
Total direct expenses per acre	123.31
Return over direct expenses per acre	37.29
Overhead expenses per acre	
Hired labor	1.12
Machinery & bldg leases	0.77
Farm insurance	1.25
Utilities	0.99
Dues & professional fees	0.05
Interest	4.73
Mach & bldg depreciation	11.34
Miscellaneous	2.52
Total overhead expenses per acre	22.78
Total listed expenses per acre	146.09
Net return per acre	14.51
Total direct expense per bushel	2.07
Total listed expense per bushel	2.45
Net return per bushel	0.24
Breakeven yield per acre	49.89
Est. labor hours per acre	1.33
Lbr & mgt charge per acre	11.95
Net return over lbr & mgt	2.57

Table 11 - 9
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Average of all farms reporting)

SPRING WHEAT ON OWNED LAND

	Average For All Farms
Number of fields	6
Number of farms	6
Acres	15.98
Yield per acre (bushel)	37.89
Operators share of yield %	100.00
Value per bushel	4.00
Total product return per acre	151.57
Miscellaneous income per acre	23.75
Gross return per acre	175.33
Direct expenses per acre	
Seed	15.92
Fertilizer	27.68
Crop chemicals	7.87
Crop insurance	7.54
Fuel & oil	6.56
Repairs	16.08
Custom hire	0.36
Operating interest	0.81
Total direct expenses per acre	82.83
Return over direct expenses per acre	92.50
Overhead expenses per acre	
Hired labor	1.61
Machinery & bldg leases	1.81
RE & pers. property taxes	11.98
Farm insurance	1.49
Utilities	2.39
Dues & professional fees	0.09
Interest	19.61
Mach & bldg depreciation	22.85
Miscellaneous	3.70
Total overhead expenses per acre	65.54
Total listed expenses per acre	148.37
Net return per acre	26.96
Total direct expense per bushel	2.19
Total listed expense per bushel	3.92
Net return per bushel	0.71
Breakeven yield per acre	31.15
Est. labor hours per acre	1.90
Lbr & mgt charge per acre	30.99
Net return over lbr & mgt	-4.03

Table 11 - 10
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

CORN SILAGE ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	24	5	5
Number of farms	24	5	5
Acres	39.99	60.68	20.54
Yield per acre (ton)	15.64	10.92	21.82
Operators share of yield %	100.00	100.00	100.00
Value per ton	22.00	22.00	22.00
Total product return per acre	344.09	240.23	480.06
Miscellaneous income per acre	3.68	0.00	0.00
Gross return per acre	347.77	240.23	480.06
Direct expenses per acre			
Seed	26.17	24.76	30.61
Fertilizer	36.83	44.19	32.77
Crop chemicals	26.90	26.35	31.00
Crop insurance	3.33	2.57	2.93
Fuel & oil	12.60	8.31	9.84
Repairs	32.98	26.98	32.93
Custom hire	5.51	4.81	9.11
Machinery & bldg leases	0.31	0.98	0.00
Marketing	0.10	0.00	0.00
Operating interest	13.93	16.67	10.11
Miscellaneous	1.05	2.95	0.94
Total direct expenses per acre	159.71	158.59	160.23
Return over direct expenses per acre	188.06	81.64	319.83
Overhead expenses per acre			
Hired labor	11.37	3.32	13.75
Machinery & bldg leases	1.56	0.02	1.79
RE & pers. property taxes	10.79	10.37	8.39
Farm insurance	5.18	3.52	3.45
Utilities	2.50	1.84	3.58
Dues & professional fees	0.34	0.10	0.18
Interest	26.94	16.58	37.35
Mach & bldg depreciation	47.04	60.35	56.45
Miscellaneous	3.54	3.52	2.70
Total overhead expenses per acre	109.26	99.62	127.63
Total listed expenses per acre	268.97	258.21	287.85
Net return per acre	78.80	-17.98	192.20
Total direct expense per ton	10.21	14.52	7.34
Total listed expense per ton	17.20	23.65	13.19
Net return per ton	5.04	-1.65	8.81
Breakeven yield per acre	12.06	11.74	13.08
Est. labor hours per acre	4.30	4.28	4.01
Net return including govt. payments	73.75	-17.98	178.51
Lbr & mgt charge per acre	26.65	29.44	20.61
Net return over lbr & mgt	47.10	-47.43	157.91

Table 11 - 11
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

CORN SILAGE ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	26	5	5
Number of farms	26	5	5
Acres	33.49	26.44	23.00
Yield per acre (ton)	16.35	12.03	22.61
Operators share of yield %	100.00	100.00	100.00
Value per ton	22.00	22.00	22.00
Total product return per acre	359.78	264.68	497.39
Miscellaneous income per acre	1.67	10.97	0.00
Gross return per acre	361.44	275.65	497.39
Direct expenses per acre			
Seed	28.50	31.59	26.77
Fertilizer	37.24	44.23	46.83
Crop chemicals	25.90	26.49	25.88
Crop insurance	5.18	4.41	4.49
Fuel & oil	10.93	11.70	8.60
Repairs	20.40	26.32	19.06
Custom hire	3.27	0.00	0.17
Land rent	74.12	83.50	74.21
Machinery & bldg leases	0.40	0.00	0.00
Marketing	0.56	0.00	0.14
Operating interest	11.08	22.89	17.10
Miscellaneous	2.26	9.90	1.43
Total direct expenses per acre	219.84	261.04	224.69
Return over direct expenses per acre	141.60	14.61	272.71
Overhead expenses per acre			
Hired labor	4.74	11.03	7.75
Machinery & bldg leases	1.45	3.10	0.00
Farm insurance	3.63	7.43	1.54
Utilities	1.97	2.84	1.47
Dues & professional fees	0.09	0.09	0.08
Interest	3.50	6.68	2.93
Mach & bldg depreciation	26.63	28.88	42.55
Miscellaneous	4.45	5.65	3.49
Total overhead expenses per acre	46.46	65.68	59.81
Total listed expenses per acre	266.29	326.72	284.50
Net return per acre	95.15	-51.07	212.89
Total direct expense per ton	13.44	21.70	9.94
Total listed expense per ton	16.28	27.16	12.58
Net return per ton	5.82	-4.25	9.42
Breakeven yield per acre	12.03	14.35	12.93
Est. labor hours per acre	3.75	2.33	3.20
Net return including govt. payments	91.29	-47.85	197.35
Lbr & mgt charge per acre	22.98	21.08	22.68
Net return over lbr & mgt	68.31	-68.93	174.67

Table 11 - 12
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

ALFALFA HAY ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	29	5	5
Number of farms	27	5	5
Acres	24.97	33.76	23.00
Yield per acre (ton)	3.36	0.91	5.47
Operators share of yield %	100.00	100.00	100.00
Value per ton	70.00	70.00	70.00
Total product return per acre	234.87	63.66	382.90
Miscellaneous income per acre	0.00	0.00	0.00
Gross return per acre	234.87	63.66	382.90
Direct expenses per acre			
Seed	9.59	6.82	7.71
Fertilizer	7.81	3.43	7.81
Crop chemicals	4.51	16.64	0.00
Fuel & oil	8.85	7.00	11.30
Repairs	27.11	10.10	37.11
Custom hire	6.21	1.13	3.40
Operating interest	6.09	4.63	15.19
Miscellaneous	1.16	0.00	0.00
Total direct expenses per acre	71.33	49.75	82.53
Return over direct expenses per acre	163.54	13.91	300.37
Overhead expenses per acre			
Hired labor	12.03	34.55	8.27
Machinery & bldg leases	1.69	0.01	3.39
RE & pers. property taxes	8.97	5.59	11.79
Farm insurance	4.81	10.98	4.38
Utilities	2.25	1.98	2.61
Dues & professional fees	0.11	0.00	0.18
Interest	25.13	12.55	61.34
Mach & bldg depreciation	34.51	20.35	23.95
Miscellaneous	3.17	3.37	4.60
Total overhead expenses per acre	92.67	89.38	120.50
Total listed expenses per acre	164.00	139.13	203.03
Net return per acre	70.86	-75.47	179.87
Total direct expense per ton	21.26	54.71	15.09
Total listed expense per ton	48.88	152.99	37.12
Net return per ton	21.12	-82.99	32.88
Breakeven yield per acre	2.34	1.99	2.90
Est. labor hours per acre	3.97	4.87	2.10
Lbr & mgt charge per acre	21.25	13.25	17.56
Net return over lbr & mgt	49.61	-88.72	162.31

Table 11 - 13
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

ALFALFA HAY ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	44	7	8
Number of farms	35	7	7
Acres	28.35	17.66	41.57
Yield per acre (ton)	3.79	1.93	5.54
Operators share of yield %	100.00	100.00	100.00
Value per ton	69.75	70.00	70.00
Total product return per acre	264.35	135.44	387.48
Miscellaneous income per acre	0.00	0.00	0.00
Gross return per acre	264.35	135.44	387.48
Direct expenses per acre			
Seed	12.21	39.25	1.39
Fertilizer	11.59	14.57	13.70
Crop chemicals	4.59	1.49	0.69
Fuel & oil	8.24	7.38	6.24
Repairs	16.16	21.55	17.76
Custom hire	4.41	0.18	0.00
Land rent	68.30	70.54	63.37
Machinery & bldg leases	0.45	0.00	0.00
Marketing	0.46	0.00	0.00
Operating interest	7.62	3.89	4.09
Miscellaneous	2.32	3.44	0.99
Total direct expenses per acre	136.35	162.29	108.24
Return over direct expenses per acre	128.01	-26.85	279.24
Overhead expenses per acre			
Hired labor	4.20	1.82	6.36
Machinery & bldg leases	2.36	3.01	3.35
Farm insurance	2.86	2.94	2.48
Utilities	1.24	1.70	0.87
Dues & professional fees	0.13	0.49	0.22
Interest	3.72	11.35	2.53
Mach & bldg depreciation	25.57	38.79	19.48
Miscellaneous	3.74	3.83	2.51
Total overhead expenses per acre	43.83	63.93	37.80
Total listed expenses per acre	180.18	226.22	146.03
Net return per acre	84.17	-90.78	241.45
Total direct expense per ton	35.97	83.88	19.55
Total listed expense per ton	47.54	116.92	26.38
Net return per ton	22.21	-46.92	43.62
Breakeven yield per acre	2.58	3.23	2.09
Est. labor hours per acre	3.11	4.31	1.98
Lbr & mgt charge per acre	22.80	38.81	17.07
Net return over lbr & mgt	61.37	-129.59	224.37

Table 11 - 14
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Average of all farms reporting)

GRASS HAY ON OWNED LAND

	Average For All Farms
Number of fields	14
Number of farms	14
Acres	19.83
Yield per acre (ton)	1.84
Operators share of yield %	100.00
Value per ton	56.80
Total product return per acre	104.39
Miscellaneous income per acre	0.00
Gross return per acre	104.39
Direct expenses per acre	
Fuel & oil	3.41
Repairs	10.40
Custom hire	0.23
Operating interest	5.07
Total direct expenses per acre	19.11
Return over direct expenses per acre	85.29
Overhead expenses per acre	
Hired labor	3.06
Machinery & bldg leases	0.09
RE & pers. property taxes	9.29
Farm insurance	1.05
Utilities	0.74
Dues & professional fees	0.04
Interest	12.55
Mach & bldg depreciation	15.87
Miscellaneous	1.61
Total overhead expenses per acre	44.30
Total listed expenses per acre	63.40
Net return per acre	40.99
Total direct expense per ton	10.40
Total listed expense per ton	34.50
Net return per ton	22.30
Breakeven yield per acre	1.12
Est. labor hours per acre	1.64
Lbr & mgt charge per acre	9.64
Net return over lbr & mgt	31.35

Table 11 - 15
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Average of all farms reporting)

GRASS HAY ON CASH RENTED LAND

	Average For All Farms
Number of fields	19
Number of farms	15
Acres	17.27
Yield per acre (ton)	1.55
Operators share of yield %	100.00
Value per ton	46.60
Total product return per acre	72.08
Miscellaneous income per acre	0.00
Gross return per acre	72.08
Direct expenses per acre	
Fuel & oil	4.39
Repairs	9.70
Custom hire	1.40
Land rent	23.68
Operating interest	3.15
Miscellaneous	0.03
Total direct expenses per acre	42.36
Return over direct expenses per acre	29.73
Overhead expenses per acre	
Hired labor	2.02
Machinery & bldg leases	0.47
Farm insurance	1.49
Utilities	0.95
Dues & professional fees	0.21
Interest	1.22
Mach & bldg depreciation	12.41
Miscellaneous	1.75
Total overhead expenses per acre	20.53
Total listed expenses per acre	62.89
Net return per acre	9.19
Total direct expense per ton	27.38
Total listed expense per ton	40.65
Net return per ton	5.94
Breakeven yield per acre	1.35
Est. labor hours per acre	1.75
Lbr & mgt charge per acre	13.86
Net return over lbr & mgt	-4.66

Table 11 - 16
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Average of all farms reporting)

OATLAGE ON OWNED LAND

	Average For All Farms
Number of fields	5
Number of farms	5
Acres	13.80
Yield per acre (ton)	3.83
Operators share of yield %	100.00
Value per ton	27.49
Total product return per acre	105.19
Miscellaneous income per acre	0.00
Gross return per acre	105.19
Direct expenses per acre	
Seed	12.79
Fertilizer	16.26
Crop chemicals	0.58
Fuel & oil	4.35
Repairs	17.73
Operating interest	3.03
Total direct expenses per acre	54.74
Return over direct expenses per acre	50.45
Overhead expenses per acre	
Hired labor	1.88
Machinery & bldg leases	2.12
RE & pers. property taxes	9.31
Farm insurance	1.65
Utilities	1.46
Dues & professional fees	0.11
Interest	43.37
Mach & bldg depreciation	22.92
Miscellaneous	2.18
Total overhead expenses per acre	84.99
Total listed expenses per acre	139.73
Net return per acre	-34.54
Total direct expense per ton	14.31
Total listed expense per ton	36.52
Net return per ton	-9.03
Breakeven yield per acre	5.08
Est. labor hours per acre	2.41
Lbr & mgt charge per acre	17.65
Net return over lbr & mgt	-52.19

Table 11 - 17
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Average of all farms reporting)

PASTURE ON OWNED LAND

	Average For All Farms
Number of fields	10
Number of farms	10
Acres	142.63
Yield per acre	5.08
Operators share of yield %	100.00
Value per unit	3.46
Total product return per acre	17.58
Miscellaneous income per acre	0.42
Gross return per acre	18.00
Direct expenses per acre	
Seed	0.04
Crop chemicals	2.03
Fuel & oil	0.81
Repairs	3.01
Operating interest	0.99
Miscellaneous	0.03
Total direct expenses per acre	6.91
Return over direct expenses per acre	11.09
Overhead expenses per acre	
Hired labor	0.32
Machinery & bldg leases	0.05
RE & pers. property taxes	6.45
Farm insurance	0.21
Utilities	0.12
Interest	7.98
Mach & bldg depreciation	3.02
Miscellaneous	0.30
Total overhead expenses per acre	18.45
Total listed expenses per acre	25.36
Net return per acre	-7.36
Total direct expense per unit	1.36
Total listed expense per unit	4.99
Net return per unit	-1.45
Breakeven yield per acre	7.20
Est. labor hours per acre	0.37
Lbr & mgt charge per acre	2.43
Net return over lbr & mgt	-9.79

Table 11 - 18
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Average of all farms reporting)

PASTURE ON CASH RENTED LAND

	Average For All Farms
Number of fields	14
Number of farms	14
Acres	88.36
Yield per acre	4.70
Operators share of yield %	100.00
Value per unit	4.09
Total product return per acre	19.22
Miscellaneous income per acre	0.00
Gross return per acre	19.22
Direct expenses per acre	
Seed	0.05
Crop chemicals	1.84
Fuel & oil	0.62
Repairs	2.24
Custom hire	0.28
Land rent	24.29
Operating interest	0.75
Miscellaneous	0.04
Total direct expenses per acre	30.11
Return over direct expenses per acre	-10.89
Overhead expenses per acre	
Hired labor	0.18
Machinery & bldg leases	0.06
Farm insurance	0.15
Utilities	0.09
Interest	0.22
Mach & bldg depreciation	1.64
Miscellaneous	0.14
Total overhead expenses per acre	2.49
Total listed expenses per acre	32.60
Net return per acre	-13.38
Total direct expense per unit	6.41
Total listed expense per unit	6.94
Net return per unit	-2.85
Breakeven yield per acre	7.97
Est. labor hours per acre	0.20
Lbr & mgt charge per acre	1.34
Net return over lbr & mgt	-14.72

Table 11 - 19
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Average of all farms reporting)

PEAS ON CASH RENTED LAND

	Average For All Farms
Number of fields	6
Number of farms	6
Acres	40.47
Yield per acre (lb)	3118.13
Operators share of yield %	100.00
Value per lb	0.06
Total product return per acre	199.56
Miscellaneous income per acre	0.11
Gross return per acre	199.67
Direct expenses per acre	
Seed	0.43
Fertilizer	11.19
Crop chemicals	6.53
Crop insurance	4.82
Fuel & oil	4.70
Repairs	8.13
Custom hire	1.28
Land rent	85.04
Operating interest	3.57
Miscellaneous	0.70
Total direct expenses per acre	126.38
Return over direct expenses per acre	73.29
Overhead expenses per acre	
Hired labor	4.35
Machinery & bldg leases	0.47
Farm insurance	0.66
Utilities	1.02
Dues & professional fees	0.17
Interest	5.62
Mach & bldg depreciation	11.09
Miscellaneous	1.59
Total overhead expenses per acre	24.97
Total listed expenses per acre	151.35
Net return per acre	48.32
Total direct expense per lb	0.04
Total listed expense per lb	0.05
Net return per lb	0.02
Breakeven yield per acre	2363.10
Est. labor hours per acre	1.29
Lbr & mgt charge per acre	9.07
Net return over lbr & mgt	39.25

Table 11 - 20
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Average of all farms reporting)

SWEET CORN ON CASH RENTED LAND

	Average For All Farms
Number of fields	8
Number of farms	6
Acres	45.14
Yield per acre (ton)	3.18
Operators share of yield %	100.00
Value per ton	40.49
Total product return per acre	128.95
Miscellaneous income per acre	86.50
Gross return per acre	215.45
Direct expenses per acre	
Seed	0.07
Fertilizer	41.43
Crop chemicals	23.48
Crop insurance	4.85
Fuel & oil	7.24
Repairs	15.17
Land rent	80.56
Operating interest	5.93
Miscellaneous	0.69
Total direct expenses per acre	179.41
Return over direct expenses per acre	36.04
Overhead expenses per acre	
Hired labor	2.86
Machinery & bldg leases	0.63
Farm insurance	1.30
Utilities	1.44
Dues & professional fees	0.15
Interest	5.98
Mach & bldg depreciation	22.43
Miscellaneous	2.17
Total overhead expenses per acre	36.96
Total listed expenses per acre	216.37
Net return per acre	-0.91
Total direct expense per ton	56.34
Total listed expense per ton	67.94
Net return per ton	-0.29
Breakeven yield per acre	3.21
Est. labor hours per acre	2.04
Net return including govt. payments	-1.47
Lbr & mgt charge per acre	17.07
Net return over lbr & mgt	-18.53

Table 11 - 21
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

SET ASIDE ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	123	24	27
Number of farms	119	24	24
Acres	12.45	9.47	16.51
Yield per acre	4.71	0.04	18.09
Operators share of yield %	100.00	100.00	100.00
Value per unit	1.44	0.94	1.44
Other product return per acre	5.28	0.00	20.41
Total product return per acre	12.06	0.04	46.52
Miscellaneous income per acre	5.97	0.00	22.88
Gross return per acre	18.03	0.04	69.40
Direct expenses per acre			
Seed	4.80	13.08	2.32
Fertilizer	0.78	0.49	2.68
Crop chemicals	1.74	4.56	1.77
Fuel & oil	1.62	2.18	1.83
Repairs	4.31	6.01	5.27
Custom hire	0.34	1.27	0.36
Machinery & bldg leases	0.13	0.53	0.00
Operating interest	1.97	2.77	2.81
Miscellaneous	0.47	1.66	0.61
Total direct expenses per acre	16.18	32.53	17.65
Return over direct expenses per acre	1.86	-32.49	51.76
Overhead expenses per acre			
Hired labor	0.81	0.87	0.93
Machinery & bldg leases	0.10	0.03	0.01
RE & pers. property taxes	11.98	13.91	11.01
Farm insurance	0.65	0.88	0.68
Utilities	0.52	0.78	0.32
Dues & professional fees	0.06	0.13	0.02
Interest	26.19	35.27	26.67
Mach & bldg depreciation	6.15	8.26	5.70
Miscellaneous	0.74	1.03	0.55
Total overhead expenses per acre	47.20	61.16	45.91
Total listed expenses per acre	63.38	93.69	63.55
Net return per acre	-45.35	-93.65	5.85
Total direct expense per unit	3.43	782.03	0.98
Total listed expense per unit	13.45	2252.27	3.51
Net return per unit	-9.62	-2251.33	0.32
Breakeven yield per acre	36.22	99.89	14.04
Est. labor hours per acre	0.56	0.78	0.44
Lbr & mgt charge per acre	0.26	0.90	0.12
Net return over lbr & mgt	-45.60	-94.55	5.73

Table 11 - 22
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

SET ASIDE ON CASH RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	215	37	41
Number of farms	145	29	29
Acres	12.99	13.42	13.25
Yield per acre	5.29	0.03	29.92
Operators share of yield %	100.00	100.00	100.00
Value per unit	1.48	0.80	1.48
Other product return per acre	2.51	0.00	9.54
Total product return per acre	10.33	0.02	53.86
Miscellaneous income per acre	13.37	0.55	74.67
Gross return per acre	23.70	0.57	128.54
Direct expenses per acre			
Seed	5.21	9.71	5.25
Fertilizer	0.47	0.73	0.00
Crop chemicals	1.09	1.68	0.24
Fuel & oil	1.48	1.96	1.47
Repairs	3.34	4.50	3.51
Custom hire	0.89	4.01	0.47
Land rent	84.69	98.94	74.19
Machinery & bldg leases	0.25	0.27	0.00
Utilities	0.01	0.00	0.03
Operating interest	1.77	2.12	1.36
Miscellaneous	0.59	2.30	0.41
Total direct expenses per acre	99.79	126.21	86.93
Return over direct expenses per acre	-76.09	-125.64	41.61
Overhead expenses per acre			
Hired labor	1.04	2.49	0.79
Machinery & bldg leases	0.45	0.35	0.49
Farm insurance	0.41	0.49	0.43
Utilities	0.35	0.43	0.34
Dues & professional fees	0.04	0.05	0.03
Interest	0.72	1.10	0.67
Mach & bldg depreciation	4.33	5.64	4.51
Miscellaneous	0.74	0.69	0.40
Total overhead expenses per acre	8.09	11.25	7.66
Total listed expenses per acre	107.88	137.46	94.59
Net return per acre	-84.18	-136.90	33.95
Total direct expense per unit	18.87	4259.72	2.91
Total listed expense per unit	20.40	4639.52	3.16
Net return per unit	-15.92	-4620.32	1.13
Breakeven yield per acre	62.25	170.90	7.00
Est. labor hours per acre	0.50	0.68	0.42
Lbr & mgt charge per acre	0.36	0.20	0.20
Net return over lbr & mgt	-84.54	-137.10	33.75

Table 11 - 23
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

SET ASIDE ON SHARE RENTED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	66	13	11
Number of farms	51	10	10
Acres	7.73	8.08	7.43
Yield per acre	3.50	0.08	18.09
Operators share of yield %	56.86	55.58	56.22
Value per unit	1.96	0.76	1.99
Other product return per acre	1.66	0.00	4.89
Total product return per acre	5.10	0.03	22.87
Miscellaneous income per acre	6.47	0.00	34.14
Gross return per acre	11.57	0.03	57.02
Direct expenses per acre			
Seed	3.92	9.18	2.51
Fertilizer	0.02	0.00	0.00
Crop chemicals	0.82	1.89	0.00
Fuel & oil	1.42	3.34	0.97
Repairs	3.30	7.07	2.06
Custom hire	0.76	0.00	0.00
Operating interest	1.04	3.25	0.27
Miscellaneous	0.07	0.09	0.16
Total direct expenses per acre	11.35	24.82	5.98
Return over direct expenses per acre	0.21	-24.79	51.04
Overhead expenses per acre			
Hired labor	1.02	2.37	0.80
Machinery & bldg leases	0.27	0.49	0.00
Farm insurance	0.34	0.43	0.41
Utilities	0.31	0.38	0.22
Dues & professional fees	0.06	0.06	0.04
Interest	0.60	1.15	0.21
Mach & bldg depreciation	4.04	6.49	3.51
Miscellaneous	0.51	0.90	0.89
Total overhead expenses per acre	7.15	12.27	6.08
Total listed expenses per acre	18.51	37.09	12.06
Net return per acre	-6.94	-37.06	44.96
Total direct expense per unit	5.70	560.52	0.59
Total listed expense per unit	9.29	837.55	1.19
Net return per unit	-3.48	-836.77	4.42
Breakeven yield per acre	9.33	88.35	-24.14
Est. labor hours per acre	0.47	0.86	0.41
Lbr & mgt charge per acre	0.70	3.88	0.02
Net return over lbr & mgt	-7.64	-40.94	44.94

Table 11 - 24
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead per Acre)

CRP ON OWNED LAND

	Average Of All Farms	Average Of Low 20%	Average Of High 20%
Number of fields	28	5	5
Number of farms	27	5	5
Acres	41.70	37.36	65.16
Yield per acre	82.67	68.96	90.08
Operators share of yield %	100.00	100.00	100.00
Value per unit	1.00	1.00	1.00
Total product return per acre	82.67	68.96	90.08
Miscellaneous income per acre	0.00	0.00	0.00
Gross return per acre	82.67	68.96	90.08
Direct expenses per acre			
Seed	0.02	0.00	0.00
Crop chemicals	0.08	0.00	0.00
Fuel & oil	0.85	1.35	0.57
Repairs	2.71	4.32	1.88
Operating interest	1.15	1.52	1.84
Total direct expenses per acre	4.80	7.19	4.29
Return over direct expenses per acre	77.87	61.78	85.79
Overhead expenses per acre			
Hired labor	0.51	0.18	0.06
Machinery & bldg leases	0.02	0.00	0.02
RE & pers. property taxes	13.81	9.83	14.06
Farm insurance	0.25	0.33	0.11
Utilities	0.25	0.33	0.18
Dues & professional fees	0.02	0.00	0.02
Interest	25.81	29.20	23.95
Mach & bldg depreciation	3.72	3.92	4.55
Miscellaneous	0.39	0.65	0.18
Total overhead expenses per acre	44.76	44.46	43.14
Total listed expenses per acre	49.56	51.64	47.43
Net return per acre	33.11	17.32	42.65
Total direct expense per unit	0.06	0.10	0.05
Total listed expense per unit	0.60	0.75	0.53
Net return per unit	0.40	0.25	0.47
Breakeven yield per acre	49.56	51.64	47.43
Est. labor hours per acre	0.29	0.33	0.15
Lbr & mgt charge per acre	2.94	4.93	1.28
Net return over lbr & mgt	30.17	12.39	41.37

Table 11 - 25
Crop Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Average of all farms reporting)

CRP ON CASH RENTED LAND

	Average For All Farms
Number of fields	12
Number of farms	11
Acres	26.22
Yield per acre	63.59
Operators share of yield %	100.00
Value per unit	1.03
Total product return per acre	65.80
Miscellaneous income per acre	0.00
Gross return per acre	65.80
Direct expenses per acre	
Seed	0.20
Crop chemicals	0.85
Fuel & oil	0.82
Repairs	1.99
Land rent	50.81
Operating interest	0.55
Total direct expenses per acre	55.22
Return over direct expenses per acre	10.58
Overhead expenses per acre	
Hired labor	0.90
Machinery & bldg leases	0.02
Farm insurance	0.28
Utilities	0.32
Dues & professional fees	0.05
Interest	0.29
Mach & bldg depreciation	3.82
Miscellaneous	0.18
Total overhead expenses per acre	5.84
Total listed expenses per acre	61.07
Net return per acre	4.73
Total direct expense per unit	0.87
Total listed expense per unit	0.96
Net return per unit	0.07
Breakeven yield per acre	59.01
Est. labor hours per acre	0.25
Lbr & mgt charge per acre	1.93
Net return over lbr & mgt	2.81

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 "Gross Return" minus the direct and overhead costs. The last section of each livestock table contains both economic and technical efficiency measures.

The "Dairy" table contains the information for only the milking herd (which includes dry cows). "Dairy Replacement Heifers" are those heifers kept for replacement into the milking herd. "Dairy Steers" includes only steers for feeding. The "Dairy and Replacement Heifers" table is for the whole herd and includes those farms in the "Dairy" and "Dairy Replacement Heifers" tables; it does not include "Dairy Steers."

The "All Beef Finish Calves" table includes the FINPACK codes for beef steer and heifer calf finishing; there was no yearling 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 "Total production." For grains, these pounds per bushel are used: corn, 56; oats, 32; barley, 48; grain sorghum, 56; wheat, 60; and millet, 48. For these forages, 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
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead)

Hogs, Farrow To Finish -- Average per Litter

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	49		10		10	
	Quantity	Value	Quantity	Value	Quantity	Value
Raised Hogs sold (lb)	2109.80	918.07	1785.88	770.11	2693.66	1235.66
Transferred out (lb)	3.52	1.54	5.06	2.40	0.00	0.00
Cull sales (lb)	157.26	46.54	189.18	54.28	129.95	40.05
Butchered (lb)	6.13	5.50	19.47	19.46	0.93	0.38
Less purchased (lb)	-66.28	-81.08	-90.83	-84.55	-94.64	-188.36
Less transferred in (lb)	-3.89	-3.07	-6.50	-8.27	0.00	0.00
Inventory change (lb)	11.56	49.62	50.48	35.98	168.77	161.12
Total production (lb)	2218.10	937.13	1952.75	789.40	2898.68	1248.86
Other income		0.75		0.00		0.00
Gross return		937.88		789.40		1248.86
Direct expenses						
Corn (bu.)	102.38	238.73	86.27	204.16	110.90	264.48
Hay, Alfalfa (lb.)	0.64	0.02	0.00	0.00	0.00	0.00
Oats (bu.)	0.56	0.83	0.00	0.00	0.26	0.32
Pasture (aum)	0.00	0.05	0.00	0.11	0.00	0.00
Stover (lb.)	4.04	0.10	0.00	0.00	0.00	0.00
Complete Ration (lb.)	401.69	40.02	895.80	62.01	865.12	114.54
Creep / Starter (lb.)	2.80	1.07	10.65	4.08	0.00	0.00
Protein Vit Minerals (lb.)	1775.12	254.24	1487.67	244.35	2142.46	241.96
Breeding fees		2.63		3.50		8.50
Veterinary		32.38		26.60		31.84
Livestock supplies		12.24		19.34		11.19
Fuel & oil		13.37		10.33		14.94
Repairs		30.57		23.09		31.37
Custom hire		10.68		23.40		3.57
Machinery & bldg leases		10.66		16.46		2.56
Livestock leases		0.61		2.34		0.00
Utilities		0.05		0.00		0.00
Marketing		1.20		0.53		0.33
Operating interest		15.77		17.90		7.68
Total direct expenses		665.22		658.21		733.28
Return over direct expense		272.66		131.20		515.58
Overhead expenses						
Hired labor		58.47		65.63		63.97
Machinery & bldg leases		20.58		9.64		68.13
RE & pers. property taxes		3.52		4.56		2.65
Farm insurance		8.91		10.97		10.06
Utilities		20.26		17.25		26.29
Dues & professional fees		0.52		0.24		0.17
Interest		23.31		26.86		53.21
Mach & bldg depreciation		53.68		50.39		58.51
Miscellaneous		8.38		7.86		8.51
Total overhead expenses		197.62		193.40		291.49
Total listed expenses		862.85		851.61		1024.77
Net return		75.03		-62.21		224.09
Est. labor hours per unit		11.25		10.34		13.59
Labor & management charge		54.56		33.66		65.60
Net return over lbr & mgt		20.48		-95.87		158.49
Other Information						
Average number of sows		120.7		150.9		108.9
Litters farrowed		222		283		199
Litters per sow		1.84		1.87		1.83
Litters per crate		8.93		10.09		8.52
Pigs born per litter		9.94		9.37		10.12
Pigs weaned per litter		8.74		8.46		8.87
Pigs weaned per sow		16.04		15.87		16.01
Number sold per litter		8.84		7.54		11.28
Lbs of feed / lb of gain		3.57		3.70		3.17
Feed cost / cwt. of gain		24.12		26.36		21.43
Feed cost per litter		535.06		514.71		621.31
Avg wgt/Raised Hog sold		239		237		239
Avg price / cwt		43.51		43.12		45.87

Table 12 - 2
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead)

Hogs, Farrow To Finish -- Average per Cwt Produced

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	49		10		10	
	Quantity	Value	Quantity	Value	Quantity	Value
Raised Hogs sold (lb)	95.12	41.39	91.46	39.44	92.93	42.63
Transferred out (lb)	0.16	0.07	0.26	0.12	0.00	0.00
Cull sales (lb)	7.09	2.10	9.69	2.78	4.48	1.38
Butchered (lb)	0.28	0.25	1.00	1.00	0.03	0.01
Less purchased (lb)	-2.99	-3.66	-4.65	-4.33	-3.26	-6.50
Less transferred in (lb)	-0.18	-0.14	-0.33	-0.42	0.00	0.00
Inventory change (lb)	0.52	2.24	2.59	1.84	5.82	5.56
Total production (lb)	100.00	42.25	100.00	40.43	100.00	43.08
Other income		0.03		0.00		0.00
Gross return		42.28		40.43		43.08
Direct expenses						
Corn (bu.)	4.62	10.76	4.42	10.45	3.83	9.12
Oats (bu.)	0.03	0.04	0.00	0.00	0.01	0.01
Complete Ration (lb.)	18.11	1.80	45.87	3.18	29.85	3.95
Creep / Starter (lb.)	0.13	0.05	0.55	0.21	0.00	0.00
Protein Vit Minerals (lb.)	80.03	11.46	76.18	12.51	73.91	8.35
Breeding fees		0.12		0.18		0.29
Veterinary		1.46		1.36		1.10
Livestock supplies		0.55		0.99		0.39
Fuel & oil		0.60		0.53		0.52
Repairs		1.38		1.18		1.08
Custom hire		0.48		1.20		0.12
Machinery & bldg leases		0.48		0.84		0.09
Livestock leases		0.03		0.12		0.00
Marketing		0.05		0.03		0.01
Operating interest		0.71		0.92		0.26
Total direct expenses		29.99		33.71		25.30
Return over direct expense		12.29		6.72		17.79
Overhead expenses						
Hired labor		2.64		3.36		2.21
Machinery & bldg leases		0.93		0.49		2.35
RE & pers. property taxes		0.16		0.23		0.09
Farm insurance		0.40		0.56		0.35
Utilities		0.91		0.88		0.91
Dues & professional fees		0.02		0.01		0.01
Interest		1.05		1.38		1.84
Mach & bldg depreciation		2.42		2.58		2.02
Miscellaneous		0.38		0.40		0.29
Total overhead expenses		8.91		9.90		10.06
Total listed expenses		38.90		43.61		35.35
Net return		3.38		-3.19		7.73
Est. labor hours per unit		0.51		0.53		0.47
Labor & management charge		2.46		1.72		2.26
Net return over lbr & mgt		0.92		-4.91		5.47
Other Information						
Average number of sows		120.7		150.9		108.9
Litters farrowed		222		283		199
Litters per sow		1.84		1.87		1.83
Litters per crate		8.93		10.09		8.52
Pigs born per litter		9.94		9.37		10.12
Pigs weaned per litter		8.74		8.46		8.87
Pigs weaned per sow		16.04		15.87		16.01
Number sold per litter		8.84		7.54		11.28
Lbs of feed / lb of gain		3.57		3.70		3.17
Feed cost / cwt. of gain		24.12		26.36		21.43
Feed cost per litter		535.06		514.71		621.31
Avg wgt/Raised Hog sold		239		237		239
Avg price / cwt		43.51		43.12		45.87

Table 12 - 3
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association

Hogs, Feeder Pig Prod -- Average per Litter

	Average For All Farms	
Number of farms	13	
	Quantity	Value
Feeder Pigs sold (hd)	7.14	256.65
Transferred out (hd)	2.56	97.57
Cull sales (hd)	0.19	27.84
Butchered (hd)	0.00	0.11
Less purchased (hd)	-0.21	-49.15
Less transferred in (hd)	-1.04	-7.60
Inventory change (hd)	0.11	25.28
Total production (hd)	0.00	350.71
Other income		0.00
Gross return		350.71
Direct expenses		
Corn (bu.)	21.02	48.27
Complete Ration (lb.)	356.71	52.29
Milk (lb.)	0.09	0.11
Protein Vit Minerals (lb.)	605.46	82.37
Breeding fees		2.33
Veterinary		22.18
Livestock supplies		9.21
Fuel & oil		8.20
Repairs		12.32
Custom hire		1.18
Machinery & bldg leases		19.07
Utilities		2.45
Marketing		0.21
Operating interest		8.69
Total direct expenses		268.87
Return over direct expense		81.84
Overhead expenses		
Hired labor		21.97
Machinery & bldg leases		0.57
RE & pers. property taxes		1.27
Farm insurance		3.83
Utilities		9.41
Dues & professional fees		0.73
Interest		16.31
Mach & bldg depreciation		36.73
Miscellaneous		4.10
Total overhead expenses		94.92
Total listed expenses		363.79
Net return		-13.08
Est. labor hours per unit		8.01
Labor & management charge		56.00
Net return over lbr & mgt		-69.08
Other Information		
Average number of sows		120.0
Litters farrowed		220
Litters per sow		1.83
Litters per crate		8.75
Pigs born per litter		10.22
Pigs weaned per litter		8.86
Pigs weaned per sow		16.26
Number sold per litter		7.14
Feed cost per litter		183.04
Avg wgt/Feeder Pig sold		43
Avg price / head		35.96

Table 12 - 4
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead)

Hogs, Finish Feeder Pigs -- Average per Head

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	29		6		6	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Hogs sold (lb)	214.94	95.12	217.57	90.36	219.42	100.41
Transferred out (lb)	1.84	0.83	2.13	0.85	6.21	3.10
Cull sales (lb)	3.35	1.60	11.02	8.73	0.00	0.00
Butchered (lb)	0.49	0.22	2.67	1.20	0.19	0.08
Less purchased (lb)	-27.69	-37.57	-49.32	-47.11	-18.46	-38.43
Less transferred in (lb)	-10.46	-8.09	-5.60	-4.35	-13.45	-13.18
Inventory change (lb)	32.43	23.96	22.39	16.33	39.11	34.69
Total production (lb)	214.90	76.08	200.87	66.02	233.02	86.68
Other income		0.49		0.00		0.00
Gross return		76.57		66.02		86.68
Direct expenses						
Corn (bu.)	9.14	21.09	10.71	25.22	8.55	20.24
Complete Ration (lb.)	25.02	2.72	31.79	2.54	0.00	0.00
Creep / Starter (lb.)	0.52	0.13	3.99	1.00	0.00	0.00
Protein Vit Minerals (lb.)	156.47	20.42	171.21	22.96	174.23	13.58
Veterinary		0.87		1.15		1.07
Livestock supplies		0.59		0.52		0.63
Fuel & oil		0.82		0.86		0.71
Repairs		1.69		2.83		1.04
Custom hire		1.13		0.98		0.80
Machinery & bldg leases		1.75		6.32		1.08
Utilities		0.03		0.00		0.00
Operating interest		1.92		2.16		1.28
Total direct expenses		53.17		66.54		40.44
Return over direct expense		23.40		-0.53		46.24
Overhead expenses						
Hired labor		1.06		0.10		0.33
Machinery & bldg leases		0.81		0.17		3.93
RE & pers. property taxes		0.20		0.07		0.13
Farm insurance		0.50		0.36		0.27
Utilities		0.96		0.73		0.57
Dues & professional fees		0.06		0.14		0.09
Interest		1.36		0.50		3.21
Mach & bldg depreciation		6.05		1.66		2.92
Miscellaneous		0.81		0.62		0.37
Total overhead expenses		11.82		4.35		11.82
Total listed expenses		64.99		70.89		52.26
Net return		11.58		-4.87		34.42
Est. labor hours per unit		0.61		0.84		0.61
Labor & management charge		5.08		6.90		5.74
Net return over lbr & mgt		6.50		-11.78		28.68
Other Information						
No. purchased or trans in		1569		1080		1436
Number sold or trans out		1107		693		930
Percentage death loss		4.2		4.7		3.5
Avg. daily gain (lbs)		1.29		1.16		1.53
Lbs of conc / lb of gain		3.19		4.02		2.80
Lbs of feed / lb of gain		3.19		4.02		2.80
Feed cost per cwt of gain		20.64		25.74		14.51
Feed cost per head		44.37		51.71		33.82
Average purchase weight		26		39		17
Average sales weight		242		248		232
Avg purch price / head		35.49		36.93		35.63
Avg sales price / cwt		44.25		41.53		45.76

Table 12 - 5
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead)

Hogs, Finish Feeder Pigs -- Average per Cwt Produced

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	29		6		6	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Hogs sold (lb)	100.02	44.26	108.31	44.98	94.17	43.09
Transferred out (lb)	0.85	0.39	1.06	0.42	2.66	1.33
Cull sales (lb)	1.56	0.75	5.49	4.35	0.00	0.00
Butchered (lb)	0.23	0.10	1.33	0.60	0.08	0.03
Less purchased (lb)	-12.89	-17.48	-24.55	-23.45	-7.92	-16.49
Less transferred in (lb)	-4.87	-3.76	-2.79	-2.16	-5.77	-5.66
Inventory change (lb)	15.09	11.15	11.15	8.13	16.78	14.89
Total production (lb)	100.00	35.40	100.00	32.87	100.00	37.20
Other income		0.23		0.00		0.00
Gross return		35.63		32.87		37.20
Direct expenses						
Corn (bu.)	4.25	9.82	5.33	12.55	3.67	8.69
Complete Ration (lb.)	11.64	1.26	15.83	1.27	0.00	0.00
Creep / Starter (lb.)	0.24	0.06	1.99	0.50	0.00	0.00
Protein Vit Minerals (lb.)	72.81	9.50	85.23	11.43	74.77	5.83
Veterinary		0.40		0.57		0.46
Livestock supplies		0.27		0.26		0.27
Fuel & oil		0.38		0.43		0.30
Repairs		0.79		1.41		0.44
Custom hire		0.52		0.49		0.34
Machinery & bldg leases		0.81		3.15		0.46
Utilities		0.01		0.00		0.00
Operating interest		0.89		1.08		0.55
Total direct expenses		24.74		33.13		17.36
Return over direct expense		10.89		-0.26		19.84
Overhead expenses						
Hired labor		0.49		0.05		0.14
Machinery & bldg leases		0.38		0.09		1.69
RE & pers. property taxes		0.09		0.03		0.06
Farm insurance		0.23		0.18		0.12
Utilities		0.45		0.36		0.25
Dues & professional fees		0.03		0.07		0.04
Interest		0.63		0.25		1.38
Mach & bldg depreciation		2.82		0.83		1.25
Miscellaneous		0.38		0.31		0.16
Total overhead expenses		5.50		2.16		5.07
Total listed expenses		30.24		35.29		22.43
Net return		5.39		-2.43		14.77
Est. labor hours per unit		0.29		0.42		0.26
Labor & management charge		2.36		3.44		2.46
Net return over lbr & mgt		3.02		-5.86		12.31
Other Information						
No. purchased or trans in		1569		1080		1436
Number sold or trans out		1107		693		930
Percentage death loss		4.2		4.7		3.5
Avg. daily gain (lbs)		1.29		1.16		1.53
Lbs of conc / lb of gain		3.19		4.02		2.80
Lbs of feed / lb of gain		3.19		4.02		2.80
Feed cost per cwt of gain		20.64		25.74		14.51
Feed cost per head		44.37		51.71		33.82
Average purchase weight		26		39		17
Average sales weight		242		248		232
Avg purch price / head		35.49		36.93		35.63
Avg sales price / cwt		44.25		41.53		45.76

Table 12 - 6
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association

Beef Cow-Calf -- Average per Cow

	Average For All Farms	
Number of farms	16	
	Quantity	Value
Beef Calves sold (lb)	26.32	18.06
Transferred out (lb)	395.87	252.72
Cull sales (lb)	158.55	70.01
Butchered (lb)	3.51	1.25
Less purchased (lb)	-57.57	-48.19
Less transferred in (lb)	-100.31	-68.29
Inventory change (lb)	35.80	-39.56
Total production (lb)	462.17	186.01
Other income		0.00
Gross return		186.01
Direct expenses		
Corn (bu.)	6.30	14.67
Corn Silage (lb.)	3694.16	38.90
Hay, Alfalfa (lb.)	1347.58	43.62
Hay, Grass & Other (lb.)	1208.66	26.03
Haylage, Grass & Other (lb.)	122.33	2.45
Oatlage (lb.)	41.59	0.50
Oats (bu.)	1.01	1.57
Pasture (aum)	3.01	34.93
Sorghum Silage (lb.)	639.40	6.39
Stover (lb.)	464.38	3.17
Complete Ration (lb.)	13.77	1.46
Protein Vit Minerals (lb.)	171.64	18.93
Breeding fees		3.30
Veterinary		16.94
Livestock supplies		7.75
Fuel & oil		5.50
Repairs		13.23
Custom hire		15.13
Marketing		0.10
Operating interest		7.70
Total direct expenses		262.25
Return over direct expense		-76.24
Overhead expenses		
Hired labor		4.75
Machinery & bldg leases		1.03
RE & pers. property taxes		1.77
Farm insurance		2.80
Utilities		4.74
Dues & professional fees		0.30
Interest		6.92
Mach & bldg depreciation		20.08
Miscellaneous		3.51
Total overhead expenses		45.90
Total listed expenses		308.15
Net return		-122.15
Est. labor hours per unit		5.59
Labor & management charge		37.18
Net return over lbr & mgt		-159.32
Other Information		
Number of cows		76.6
Pregnancy percentage		96.3
Pregnancy loss percentage		1.2
Culling percentage		13.0
Calving percentage		95.2
Weaning percentage		86.0
Calves sold per cow		0.83
Calf death loss percent		10.3
Average weaning weight		500
lbs weaned/exposed female		430
Feed cost per cow		192.62
Avg wgt/Beef Calf sold		512
Avg price / cwt		68.64

Table 12 - 7
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead)

Beef, Finish Beef Calves -- Average per Head

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	44		9		9	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Beef sold (lb.)	1228.30	798.56	1547.03	969.49	1402.41	925.48
Transferred out (lb.)	6.77	4.60	12.89	7.72	0.33	0.22
Cull sales (lb.)	0.29	0.14	1.57	0.58	0.00	0.00
Butchered (lb.)	3.37	1.70	4.72	3.02	4.73	1.16
Less purchased (lb.)	-543.53	-369.98	-273.28	-190.96	-821.17	-528.57
Less transferred in (lb.)	-22.35	-16.48	-36.16	-30.01	-2.74	-1.92
Inventory change (lb.)	-116.11	-148.29	-715.85	-587.50	24.14	-40.72
Total production (lb.)	556.75	270.25	540.91	172.33	607.71	355.65
Other income		2.38		0.00		0.00
Gross return		272.63		172.33		355.65
Direct expenses						
Corn (bu.)	52.96	123.15	67.30	138.64	41.88	98.71
Corn Silage (lb.)	2070.45	22.27	2841.15	36.78	1422.74	14.23
Corn, Ear (lb.)	927.66	1.56	0.00	0.00	0.00	0.00
Hay, Alfalfa (lb.)	188.09	6.64	330.95	10.62	53.81	2.14
Hay, Grass & Other (lb.)	99.93	2.58	152.50	4.42	108.02	2.97
Haylage, Alfalfa (lb.)	56.46	1.03	0.00	0.00	0.00	0.00
Haylage, Grass & Other (lb.)	13.53	0.23	66.03	1.32	0.00	0.00
Oatlage (lb.)	53.95	0.51	0.00	0.00	0.00	0.00
Oats (bu.)	0.14	0.21	0.49	0.74	0.00	0.00
Sorghum Silage (lb.)	59.08	0.65	0.00	0.00	0.00	0.00
Sorghum, Grain (bu.)	0.03	0.93	0.39	11.50	0.00	0.00
Stover (lb.)	28.07	0.21	14.15	0.35	27.56	0.28
Complete Ration (lb.)	649.52	14.60	0.00	0.00	1494.33	27.67
Protein Vit Minerals (lb.)	227.99	32.66	295.56	43.32	270.35	39.60
Veterinary		6.83		5.56		2.88
Livestock supplies		2.78		2.73		2.08
Fuel & oil		3.42		6.07		3.16
Repairs		7.22		15.99		5.53
Custom hire		1.65		0.95		0.44
Machinery & bldg leases		0.28		0.00		0.00
Utilities		0.04		0.00		0.00
Marketing		1.55		1.95		1.88
Operating interest		19.64		28.03		23.00
Total direct expenses		250.65		308.96		224.56
Return over direct expense		21.98		-136.64		131.09
Overhead expenses						
Hired labor		3.96		7.66		3.64
Machinery & bldg leases		0.70		0.04		0.68
RE & pers. property taxes		1.27		2.67		1.06
Farm insurance		2.28		4.53		2.27
Utilities		3.11		4.70		2.96
Dues & professional fees		0.27		0.65		0.26
Interest		4.38		5.26		2.82
Mach & bldg depreciation		17.63		28.94		17.70
Miscellaneous		1.98		2.41		1.36
Total overhead expenses		35.60		56.85		32.74
Total listed expenses		286.25		365.82		257.30
Net return		-13.62		-193.49		98.35
Est. labor hours per unit		2.41		4.39		2.14
Labor & management charge		16.62		36.93		13.88
Net return over lbr & mgt		-30.24		-230.42		84.47
Other Information						
No. purchased or trans in		304		62		499
Number sold or trans out		368		190		493
Percentage death loss		0.8		0.6		0.7
Avg. daily gain (lbs)		2.46		2.12		2.60
Lbs of conc / lb of gain		6.96		7.53		6.63
Lbs of feed / lb of gain		8.89		10.26		7.71
Feed cost per cwt of gain		37.22		45.79		30.54
Feed cost per head		207.24		247.69		185.59
Average purchase weight		679		740		694
Average sales weight		1200		1165		1193
Avg purch price / cwt		68.07		69.88		64.37
Avg sales price / cwt		65.01		62.67		65.99

Table 12 - 8
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association
(Farms sorted by Return to Overhead)

Beef, Finish Beef Calves -- Average per Cwt Produced

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	44		9		9	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Beef sold (lb)	220.62	143.43	286.00	179.23	230.77	152.29
Transferred out (lb)	1.22	0.83	2.38	1.43	0.05	0.04
Cull sales (lb)	0.05	0.03	0.29	0.11	0.00	0.00
Butchered (lb)	0.61	0.30	0.87	0.56	0.78	0.19
Less purchased (lb)	-97.63	-66.45	-50.52	-35.30	-135.12	-86.98
Less transferred in (lb)	-4.01	-2.96	-6.69	-5.55	-0.45	-0.32
Inventory change (lb)	-20.86	-26.64	-132.34	-108.61	3.97	-6.70
Total production (lb)	100.00	48.54	100.00	31.86	100.00	58.52
Other income		0.43		0.00		0.00
Gross return		48.97		31.86		58.52
Direct expenses						
Corn (bu.)	9.51	22.12	12.44	25.63	6.89	16.24
Corn Silage (lb.)	371.88	4.00	525.25	6.80	234.12	2.34
Corn, Ear (lb.)	166.62	0.28	0.00	0.00	0.00	0.00
Hay, Alfalfa (lb.)	33.78	1.19	61.18	1.96	8.85	0.35
Hay, Grass & Other (lb.)	17.95	0.46	28.19	0.82	17.77	0.49
Haylage, Alfalfa (lb.)	10.14	0.19	0.00	0.00	0.00	0.00
Haylage, Grass & Other (lb.)	2.43	0.04	12.21	0.24	0.00	0.00
Oatlage (lb.)	9.69	0.09	0.00	0.00	0.00	0.00
Oats (bu.)	0.03	0.04	0.09	0.14	0.00	0.00
Sorghum Silage (lb.)	10.61	0.12	0.00	0.00	0.00	0.00
Sorghum, Grain (bu.)	0.01	0.17	0.07	2.13	0.00	0.00
Stover (lb.)	5.04	0.04	2.62	0.07	4.53	0.05
Complete Ration (lb.)	116.66	2.62	0.00	0.00	245.90	4.55
Protein Vit Minerals (lb.)	40.95	5.87	54.64	8.01	44.49	6.52
Veterinary		1.23		1.03		0.47
Livestock supplies		0.50		0.50		0.34
Fuel & oil		0.61		1.12		0.52
Repairs		1.30		2.96		0.91
Custom hire		0.30		0.17		0.07
Machinery & bldg leases		0.05		0.00		0.00
Marketing		0.28		0.36		0.31
Operating interest		3.53		5.18		3.78
Total direct expenses		45.02		57.12		36.95
Return over direct expense		3.95		-25.26		21.57
Overhead expenses						
Hired labor		0.71		1.42		0.60
Machinery & bldg leases		0.13		0.01		0.11
RE & pers. property taxes		0.23		0.49		0.17
Farm insurance		0.41		0.84		0.37
Utilities		0.56		0.87		0.49
Dues & professional fees		0.05		0.12		0.04
Interest		0.79		0.97		0.46
Mach & bldg depreciation		3.17		5.35		2.91
Miscellaneous		0.36		0.44		0.22
Total overhead expenses		6.39		10.51		5.39
Total listed expenses		51.41		67.63		42.34
Net return		-2.45		-35.77		16.18
Est. labor hours per unit		0.43		0.81		0.35
Labor & management charge		2.99		6.83		2.28
Net return over lbr & mgt		-5.43		-42.60		13.90
Other Information						
No. purchased or trans in		304		62		499
Number sold or trans out		368		190		493
Percentage death loss		0.8		0.6		0.7
Avg. daily gain (lbs)		2.46		2.12		2.60
Lbs of conc / lb of gain		6.96		7.53		6.63
Lbs of feed / lb of gain		8.89		10.26		7.71
Feed cost per cwt of gain		37.22		45.79		30.54
Feed cost per head		207.24		247.69		185.59
Average purchase weight		679		740		694
Average sales weight		1200		1165		1193
Avg purch price / cwt		68.07		69.88		64.37
Avg sales price / cwt		65.01		62.67		65.99

Table 12 - 9
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association

Dairy -- Average per Cow

	Average For All Farms	
Number of farms	14	
	Quantity	Value
Milk sold (lb)	17104.02	2185.09
Milk used in home (lb)	117.14	5.24
Milk fed to animals (lb)	272.83	26.87
Dairy Calves sold (hd)	0.20	20.31
Transferred out (hd)	0.17	33.68
Cull sales (hd)	0.31	161.32
Butchered (hd)	0.01	2.99
Less purchased (hd)	-0.29	-355.47
Less transferred in (hd)	-0.28	-180.99
Inventory change (hd)	0.30	320.01
Total production		2219.06
Other income		5.69
Gross return		2224.75
Direct expenses		
Corn (bu.)	84.01	198.19
Corn Silage (lb.)	11601.52	111.22
Corn, Ear (lb.)	577.54	18.58
Hay, Alfalfa (lb.)	4337.98	168.30
Haylage, Alfalfa (lb.)	1437.14	37.70
Haylage, Grass & Other (lb.)	652.37	13.05
Stover (lb.)	255.39	5.42
Complete Ration (lb.)	1084.51	54.92
Protein Vit Minerals (lb.)	2424.59	336.56
Other feed stuffs		8.95
Breeding fees		26.37
Veterinary		73.91
Livestock supplies		109.11
Fuel & oil		21.25
Repairs		95.30
Custom hire		29.79
Hired labor		40.29
Livestock leases		3.24
Marketing		4.14
Operating interest		37.52
Total direct expenses		1393.83
Return over direct expense		830.92
Overhead expenses		
Hired labor		166.57
RE & pers. property taxes		9.39
Farm insurance		32.37
Utilities		54.62
Interest		23.55
Mach & bldg depreciation		202.75
Miscellaneous		44.10
Total overhead expenses		533.35
Total listed expenses		1927.18
Net return		297.57
Est. labor hours per unit		57.80
Labor & management charge		246.26
Net return over lbr & mgt		51.31
Other Information		
Avg. number of Cows		74.5
Milk produced per Cow		17494
Percent butterfat in milk		3.5
Culling percentage		30.6
Percent of barn capacity		81.3
Lbs. milk/lb grain & conc.		2.0
Feed cost per cwt of milk		5.45
Feed cost per Cow		952.89
Avg. milk price per cwt.		12.78

Table 12 - 10
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association

Dairy Replacement Heifers -- Average per Head

Number of farms	Average For All Farms	
	10	
	Quantity	Value
Replacements sold (hd)	0.48	182.01
Transferred out (hd)	0.52	262.63
Cull sales (hd)	0.01	11.06
Butchered (hd)	0.01	3.22
Less purchased (hd)	-0.54	-222.17
Less transferred in (hd)	-0.31	-73.28
Inventory change (hd)	0.50	195.67
Total production (hd)	0.00	359.15
Other income		0.00
Gross return		359.15
Direct expenses		
Corn (bu.)	23.21	54.08
Corn Silage (lb.)	8345.40	82.76
Hay, Alfalfa (lb.)	1183.33	47.45
Hay, Grass & Other (lb.)	479.45	11.34
Haylage, Alfalfa (lb.)	224.14	4.48
Haylage, Grass & Other (lb.)	195.40	3.91
Oatlage (lb.)	715.52	5.91
Oats (bu.)	3.34	4.80
Pasture (aum)	0.16	3.30
Stover (lb.)	281.61	3.22
Complete Ration (lb.)	166.16	14.64
Milk (lb.)	114.34	13.63
Protein Vit Minerals (lb.)	511.03	79.93
Breeding fees		6.59
Veterinary		19.24
Livestock supplies		11.68
Fuel & oil		5.90
Repairs		29.58
Custom hire		18.72
Marketing		1.69
Operating interest		4.36
Total direct expenses		427.22
Return over direct expense		-68.07
Overhead expenses		
Hired labor		43.66
Machinery & bldg leases		0.63
RE & pers. property taxes		2.51
Farm insurance		6.60
Utilities		11.41
Interest		9.33
Mach & bldg depreciation		38.34
Miscellaneous		6.98
Total overhead expenses		119.46
Total listed expenses		546.68
Net return		-187.53
Est. labor hours per unit		11.17
Labor & management charge		45.60
Net return over lbr & mgt		-233.13
Other Information		
No. purchased or trans in		60
Number sold or trans out		70
Percentage death loss		7.0
Feed cost/head sold+trans		329.45
Avg. purchase weight		357
Avg. sales weight		420
Avg. purch price / head		409.07
Avg. sales price / head		375.91

Table 12 - 11
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association

Dairy and Repl Heifers -- Average per Cow

	Average For All Farms	
Number of farms	8	
	Quantity	Value
Milk sold (lb)	17288.91	2214.72
Milk used in home (lb)	32.06	4.72
Milk fed to animals (lb)	355.67	31.21
Dairy Calves sold (hd)	0.35	50.87
Transferred out (hd)	0.76	318.51
Cull sales (hd)	0.37	213.62
Butchered (hd)	0.02	6.48
Less purchased (hd)	-0.04	-34.39
Less transferred in (hd)	-0.73	-302.46
Inventory change (hd)	0.17	10.39
Total production		2513.67
Other income		9.63
Gross return		2523.30
Direct expenses		
Corn (bu.)	112.43	265.00
Corn Silage (lb.)	15804.50	149.77
Hay, Alfalfa (lb.)	5113.26	204.06
Hay, Grass & Other (lb.)	379.70	8.28
Haylage, Alfalfa (lb.)	931.39	20.83
Haylage, Grass & Other (lb.)	1324.07	26.48
Oatlage (lb.)	885.96	6.29
Oats (bu.)	4.50	6.52
Complete Ration (lb.)	814.19	85.33
Milk (lb.)	129.13	15.39
Protein Vit Minerals (lb.)	2684.87	374.48
Other feed stuffs		7.86
Breeding fees		42.27
Veterinary		100.29
Livestock supplies		117.15
Fuel & oil		23.05
Repairs		157.91
Custom hire		53.05
Hired labor		68.15
Operating interest		8.70
Total direct expenses		1740.86
Return over direct expense		782.44
Overhead expenses		
Hired labor		273.54
RE & pers. property taxes		10.60
Farm insurance		39.28
Utilities		60.14
Interest		26.59
Mach & bldg depreciation		186.68
Miscellaneous		42.13
Total overhead expenses		638.95
Total listed expenses		2379.81
Net return		143.49
Est. labor hours per unit		70.00
Labor & management charge		245.32
Net return over lbr & mgt		-101.84
Other Information		
Avg. number of Cows		77.0
Milk produced per Cow		176.77
Percent butterfat in milk		3.6
Culling percentage		36.8
Percent of barn capacity		108.3
Lbs. milk/lb grain & conc.		1.8
Feed cost per cwt of milk		6.62
Feed cost per Cow		1170.30
Avg. milk price per cwt.		12.81

Table 12 - 12
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association

Dairy Steers -- Average per Head

	Average For All Farms	
	9	
Number of farms	Quantity	Value
Dairy Steers sold (lb)	1176.65	697.41
Butchered (lb)	5.64	3.18
Less purchased (lb)	-363.17	-224.23
Less transferred in (lb)	-107.03	-71.17
Inventory change (lb)	127.20	35.01
Total production (lb)	839.29	440.20
Other income		0.00
Gross return		440.20
Direct expenses		
Corn (bu.)	101.21	239.25
Corn Silage (lb.)	928.70	9.29
Hay, Alfalfa (lb.)	106.62	3.55
Hay, Grass & Other (lb.)	315.94	6.52
Oats (bu.)	0.41	0.62
Stover (lb.)	25.65	0.15
Complete Ration (lb.)	12.83	0.64
Protein Vit Minerals (lb.)	690.44	76.02
Veterinary		14.90
Livestock supplies		8.97
Fuel & oil		6.14
Repairs		17.15
Custom hire		2.67
Marketing		7.27
Operating interest		10.65
Total direct expenses		403.77
Return over direct expense		36.43
Overhead expenses		9.99
Hired labor		1.94
Machinery & bldg leases		1.83
RE & pers. property taxes		5.72
Farm insurance		7.83
Utilities		0.38
Dues & professional fees		12.68
Interest		31.09
Mach & bldg depreciation		5.02
Miscellaneous		76.50
Total overhead expenses		480.27
Total listed expenses		-40.07
Net return		
Est. labor hours per unit		9.07
Labor & management charge		79.05
Net return over lbr & mgt		-119.11
Other Information		53
No. purchased or trans in		39
Number sold or trans out		4.4
Percentage death loss		1.95
Avg. daily gain (lbs)		7.57
Lbs of conc / lb of gain		8.47
Lbs of feed / lb of gain		40.04
Feed cost per cwt of gain		336.04
Feed cost per head		364
Average purchase weight		1303
Average sales weight		224.69
Avg purch price / head		59.27
Avg sales price / cwt		

Table 12 - 13
Livestock Enterprise Analysis, 1995
Southwest Minnesota Farm Business Management Association

Dairy Steers -- Average per Cwt Produced

	Average For All Farms	
Number of farms	9	
	Quantity	Value
Dairy Steers sold (lb)	140.20	83.09
Butchered (lb)	0.67	0.38
Less purchased (lb)	-43.27	-26.72
Less transferred in (lb)	-12.75	-8.48
Inventory change (lb)	15.16	4.17
Total production (lb)	100.00	52.45
Other income		0.00
Gross return		52.45
Direct expenses		
Corn (bu.)	12.06	28.51
Corn Silage (lb.)	110.65	1.11
Hay, Alfalfa (lb.)	12.70	0.42
Hay, Grass & Other (lb.)	37.64	0.78
Oats (bu.)	0.05	0.07
Stover (lb.)	3.06	0.02
Complete Ration (lb.)	1.53	0.08
Protein Vit Minerals (lb.)	82.27	9.06
Veterinary		1.78
Livestock supplies		1.07
Fuel & oil		0.73
Repairs		2.04
Custom hire		0.32
Marketing		0.87
Operating interest		1.27
Total direct expenses		48.11
Return over direct expense		4.34
Overhead expenses		
Hired labor		1.19
Machinery & bldg leases		0.23
RE & pers. property taxes		0.22
Farm insurance		0.68
Utilities		0.93
Dues & professional fees		0.05
Interest		1.51
Mach & bldg depreciation		3.70
Miscellaneous		0.60
Total overhead expenses		9.11
Total listed expenses		57.22
Net return		-4.77
Est. labor hours per unit		1.08
Labor & management charge		9.42
Net return over lbr & mgt		-14.19
Other Information		
No. purchased or trans in		53
Number sold or trans out		39
Percentage death loss		4.4
Avg. daily gain (lbs)		1.95
Lbs of conc / lb of gain		7.57
Lbs of feed / lb of gain		8.47
Feed cost per cwt of gain		40.04
Feed cost per head		336.04
Average purchase weight		364
Average sales weight		1303
Avg purch price / head		224.69
Avg sales price / cwt		59.27

TABLE 13

PRICES USED IN ANALYSIS REPORT - 1995
SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

Item	Beginning Inventory	Feed	Harvest	Ending Inventory
Corn/bu.	\$1.80	2.35	2.75	2.75
Oats/bu.	1.10	1.50	1.50	2.00
Wheat/bu.	3.75	4.25	4.00	5.00
Soybeans/bu.	5.15	5.60	5.75	6.50
Alfalfa hay/t.	70.00	80.00	70.00	80.00
Haylage/t.	35.00	40.00	40.00	40.00
Other hay/t.	60.00	60.00	60.00	60.00
Corn silage/t.	17.00	20.00	22.00	22.00
Grass silage/t.	13.00	13.00	13.00	13.00
Oats silage/t.	14.00	14.00	14.00	14.00
Oats straw/bale	1.50	1.75	1.75	1.75
Green chop/t.		14.00		
Cornstalks/t.		7.00		
Def.Pmt.Corn/A	.40		.20	.00
Def.Pmt.Wheat/A	.00		.20	.00
Def. Pmt. Oats/A	.00		.05	.00
CCC Corn Loan Equity	.05	(Cash basis only)		1.00
CCC Soybean Loan Equity	.40	(Cash basis only)		1.70

Corn and Wheat Set Aside Income/Acre Calculation: (ASCS Yield X
77.5% of Crop Base X Estimated Deficiency Payment)

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

To correct for low test weights on corn use: Bu.x test weight/56lbs.

Pasture Costs \$/Head/Mo.

Cows	7.00	Sheep	1.00
Calves	3.50	Lambs	.60

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

Value of operator's labor \$25,000

Suggested land market value by county: \$/acre

Cottonwood	1500
Jackson	1500
Faribault	1800
Martin	1600
Murray	800
Nobles	1200
Pipestone	700
Redwood	1400
Watsonwan	1600
Yellow Medicine	1000

Land prices may be modified according to each farm situation.
Building and dwelling valuations should be based on fair market value.

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 "Net Farm Income (Constant 1995 \$)" 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 assets is divided by year-end total liabilities to obtain this measure. The Southwestern Association used a "conservative market value" for land from 1979 to 1992, but switched to a (full) market value in 1993.

Starting with 1983, financial analysis was done by FINPACK. 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), by type of farm (Table 17), and by age of operator (Table 18). 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.

<u>Year</u>	<u>CPI-U</u> <u>1982-84=100</u>	<u>Adjusted CPI-U</u> <u>1995=100</u>
1981	90.9	59.6
1982	96.5	63.3
1983	99.6	65.3
1984	103.9	68.1
1985	107.6	70.6
1986	109.6	71.9
1987	113.6	74.5
1988	118.3	77.6
1989	124.0	81.3
1990	130.7	85.7
1991	136.2	89.3
1992	140.3	92.0
1993	144.5	94.8
1994	148.2	97.2
1995 (proj.)	152.5	100.0

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

Items	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995
Number of Farms	172	180	182	168	180	182	178	202	203	200	207	201	202	202	216
Farm Income Statement															
Gross Cash Farm Income	281,768	247,413	251,287	259,338	237,875	248,048	254,004	262,229	265,019	261,839	288,031	301,907	298,705	308,175	346,838
Total Cash Farm Expense	210,323	205,451	191,634	217,484	185,884	189,087	186,046	206,433	204,939	222,201	221,365	236,768	242,616	256,246	277,214
Inventory Change	.	.	-1,304	1,234	-15,058	1,798	31,353	20,577	11,788	22,242	-10,822	-429	4,474	9,254	16,839
Depr. & Cap. Adj.	.	.	-30,286	-33,083	-31,469	-26,656	-25,908	-21,370	-21,709	-26,876	-26,122	-27,051	-28,897	-27,288	-29,288
Net Farm Income	2,272	25,838	27,844	9,872	5,487	32,093	63,404	55,004	50,159	65,004	29,702	37,859	31,567	31,915	57,276
Net Farm Income (Constant 1982)	3,812	40,832	42,833	14,480	7,777	44,655	85,115	70,905	61,687	75,846	33,257	40,834	33,315	32,841	57,276
Profitability and Liquidity Analysis															
Labor and Management Ea	-25,823	13,491	-35,789	-8,161	-5,860	21,241	51,592	39,868	33,078	47,215	11,281	19,467	18,681	16,949	41,326
Rate of return on:															
Average Assets (%)	2	6	6	4	4	9	16	13	10	12	5	7	5	5	10
Average Equity (%)	-2	3	3	-2	-4	9	24	16	11	15	3	6	2	3	13
Operating Profit Margin (%)	12	28	19	11	10	18	28	22	19	23	12	14	12	12	22
Asset Turnover Rate (%)	14	22	31	35	40	52	63	58	49	53	43	46	40	41	46
Value of Farm Production	114,372	147,570	201,051	206,568	185,740	211,530	248,235	248,893	233,887	284,282	225,829	244,243	191,184	207,729	247,690
Farm Interest Paid	28,187	30,317	27,769	28,488	26,700	21,446	15,993	14,546	15,489	17,126	17,081	17,943	15,687	17,837	22,084
Cash Expense as a % of In.	80	83	78	84	78	77	77	79	77	76	77	78	82	84	80
Interest Paid as a % of:															
Gross Cash Income	10	12	11	11	11	9	6	6	6	6	6	6	5	6	6
Total Cash Expenses	12	15	14	14	14	11	8	7	8	8	8	8	6	7	6
Yrs. to T/O Non R.E. Debt	.	.	3	7	2	2	2	1	2	2	3	3	2	3	1
Comparative Financial Statement (Market Basis)															
No. of Sole Proprietors	104	143	162	147	160	161	164	182	179	180	187	180	178	179	184
Total Ending Assets	849,984	686,188	728,302	688,773	508,532	462,043	439,818	468,616	506,988	557,912	579,629	586,525	844,030	901,807	944,208
Total Ending Liabilities	233,068	252,574	281,999	304,940	255,031	211,411	180,785	172,714	186,958	202,626	216,189	227,131	386,889	431,390	452,253
Ending Net Worth	616,916	433,624	446,303	384,833	253,521	250,632	259,133	295,902	320,032	355,286	363,440	369,394	447,132	470,418	491,955
Ending Farm C+I Debt to A:	39	45	51	55	51	43	37	35	35	36	41	44	38	39	38
Ending Total Debt to Asset	27	37	39	46	50	46	41	37	37	36	37	38	47	48	48
Acreage Information															
Total Acres Owned	268	244	.	250	249	231	222	222	237	237	241	251	252	287	256
Total Crop Acres Farmed	478	480	.	519	552	540	520	525	588	570	570	588	600	612	625
Crop Acres Owned	234	206	.	208	212	191	180	186	199	191	200	203	204	204	211
Crop Acres Cash Rented	.	.	.	208	237	236	231	238	269	275	274	286	289	323	340
Crop Acres Share Rented	.	.	.	104	103	113	108	101	100	95	98	96	87	88	74
Crop Yields															
Corn per acre	128	128	88	113	124	138	138	89	141	128	125	128	61	143	119
Soybean per acre	39	40	35	38	35	38	44	32	43	45	38	38	20	46	43
Crop Prices Received (cash sales)															
Corn per Bushel	2.83	2.23	.	2.88	2.35	2.03	1.53	2.08	2.20	2.30	2.26	2.20	2.11	2.24	2.30
Soybeans per Bushel	6.95	5.63	.	7.12	5.38	5.01	4.89	6.80	6.57	5.89	5.41	5.39	5.84	5.94	5.56
Household Information															
No. Farms Reporting HseH	84	98	96	89	96	101	102	120	129	128	145	136	131	134	151
Average Family Size	4.0	4.0	.	3.7	3.9	3.6	3.7	3.8	3.9	3.9	4.0	4.1	3.9	3.8	3.7
Total Family Use of Cash	32,664	29,981	35,660	29,540	28,701	28,027	30,729	37,556	44,214	46,587	48,911	45,638	45,897	42,179	43,315
Average Net Nonfarm Income	7,048	9,385	.	11,262	8,445	8,580	7,787	6,890	11,973	12,135	10,803	12,329	12,354	13,515	16,014

* Not available.
** Starting with 1983, a new financial analysis program (FINANX) was used. FINANX calculated several measures which had not been available before.
*** Starting with 1993, profitability is analyzed using assets valued on the cost basis and the financial statement uses fair market value.
From 1979 through 1992, profitability and solvency are analyzed using land valued with a conservative market value and all other assets valued on a cost basis.

Table 15
County Report, 1995
Southwest Minnesota Farm Business Management Association

	Average For			Pipestone			Nobles			Redwood			Faribault			Lyon		
	All Farms			Cottonwood			Jackson			Watsonwan			Martin			Murray		
Number of farms	209	38	30	14	42	29	25	31										
Income Statement																		
Gross cash farm income	347861	497229	264523	402882	288216	304235	387498	310223										
Total cash farm expense	278649	421357	212829	318078	221513	234278	315025	239189										
Net cash farm income	69212	75871	51694	84804	66703	69957	72473	71035										
Inventory change	18026	35788	25994	-14739	9554	38177	11895	911										
Depreciation and capital adjustment	-29232	-34366	-22014	-34891	-27090	-26305	-35745	-27753										
Net farm income	58007	77293	55674	35174	49167	81830	48622	44193										
Profitability (cost)																		
Labor and management earnings	42250	56791	38654	25144	35637	65906	33069	29866										
Rate of return on assets	10 %	11 %	10 %	9 %	10 %	15 %	9 %	8 %										
Rate of return on equity	13 %	15 %	12 %	10 %	11 %	22 %	11 %	7 %										
Operating profit margin	23 %	27 %	22 %	21 %	19 %	31 %	19 %	17 %										
Asset turnover rate	46 %	42 %	47 %	42 %	51 %	47 %	46 %	46 %										
Profitability (market)																		
Labor and management earnings	36354	42445	32001	32518	31457	56442	29449	28245										
Rate of return on assets	7 %	7 %	7 %	8 %	6 %	9 %	7 %	6 %										
Rate of return on equity	9 %	9 %	9 %	12 %	8 %	13 %	8 %	6 %										
Operating profit margin	23 %	25 %	21 %	27 %	19 %	31 %	21 %	19 %										
Asset turnover rate	30 %	27 %	32 %	30 %	34 %	28 %	33 %	30 %										
Liquidity																		
Term debt coverage ratio	437 %	327 %	785 %	2352 %	2294 %	359 %	257 %	364 %										
Expense as a percent of income	76 %	79 %	74 %	82 %	74 %	67 %	79 %	77 %										
Interest as a percent of income	6 %	6 %	5 %	6 %	7 %	6 %	7 %	6 %										
Solvency (cost)																		
Number of sole proprietors	182	33	28	10	37	26	21	27										
Ending farm assets	532419	775717	465604	367616	474846	510268	567431	438375										
Ending farm liabilities	271551	415850	190780	243011	232185	243161	297150	250895										
Ending total assets	631630	858161	589733	543958	552088	644886	652239	511078										
Ending total liabilities	277028	416307	195973	243115	240701	251520	302543	257915										
Ending net worth	354602	441855	393760	300844	311387	393166	349695	253164										
Net worth change	34631	53874	35605	13514	28904	42085	33334	19599										
Ending farm debt to asset ratio	51 %	54 %	41 %	66 %	49 %	48 %	52 %	57 %										
Beg total debt to asset ratio	46 %	51 %	32 %	49 %	48 %	39 %	49 %	52 %										
End total debt to asset ratio	44 %	49 %	33 %	45 %	44 %	39 %	46 %	50 %										

Table 15 (continued)
County Report, 1995
Southwest Minnesota Farm Business Management Association

	Average For All Farms	Cottonwood	Jackson	Pipestone	Nobles	Redwood	Faribault		Lyon Murray
							Martin	Watsonwan	
Number of farms	209	38	30	14	42	29	25		31
Solvency (market)									
Number of sole proprietors	182	33	28	10	37	26	21		27
Ending farm assets	822333	1146258	698901	536106	728575	862184	857286		723358
Ending farm liabilities	423776	607749	317094	338152	388739	410052	430781		397047
Ending total assets	943459	1236734	834648	737063	844599	1041186	955067		806634
Ending total liabilities	454977	632776	339870	365923	429710	455412	460921		419601
Ending net worth	488482	603958	494778	371140	414888	585774	494146		387034
Net worth change	38268	48598	35519	24071	34519	51605	33998		29365
Ending farm debt to asset ratio	52 %	53 %	45 %	63 %	53 %	48 %	50 %		55 %
Beg total debt to asset ratio	49 %	52 %	40 %	52 %	53 %	43 %	49 %		52 %
End total debt to asset ratio	48 %	51 %	41 %	50 %	51 %	44 %	48 %		52 %
Nonfarm Information									
Farms reporting living expenses	177	33	27	10	37	26	20		24
Total family living expense	30053	28580	29511	24464	31059	30497	34057		29650
Total living, invest, & capital purch	43637	41189	46468	31821	40255	50644	47201		43400
Net nonfarm income	14320	10663	15420	16135	19262	12373	14336		12029
Crop Acres									
Total acres owned	251	385	204	136	204	258	216		273
Total crop acres	628	787	556	359	612	635	634		631
Total crop acres owned	212	339	131	113	182	234	202		212
Total crop acres cash rented	339	396	321	171	367	287	404		318
Total crop acres share rented	76	52	104	76	63	114	28		101

Table 16
Size Of Farm Report, 1995
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Gross Cash Farm Income)

	Average For All Farms	0 - 40,000	40,001 - 100,000	100,001 - 200,000	200,001 - 500,000	500,001 +
Number of farms	216	4	15	55	106	36
Income Statement						
Gross cash farm income	346838	29866	76253	152675	306735	909519
Total cash farm expense	277214	13836	57905	116126	234734	769043
Net cash farm income	69624	16031	18348	36549	72000	140477
Inventory change	16939	21828	13602	20997	16401	13173
Depreciation and capital adjustment	-29288	-7048	-10031	-16934	-29473	-58111
Net farm income	57276	30810	21918	40612	58929	95539
Profitability (cost)						
Labor and management earnings	41326	20638	15727	28018	44100	66454
Rate of return on assets	10 %	12 %	7 %	8 %	10 %	11 %
Rate of return on equity	13 %	15 %	6 %	8 %	13 %	15 %
Operating profit margin	22 %	50 %	16 %	18 %	22 %	25 %
Asset turnover rate	46 %	25 %	41 %	44 %	47 %	45 %
Profitability (market)						
Labor and management earnings	36220	14117	10735	21331	42303	54130
Rate of return on assets	7 %	7 %	4 %	5 %	7 %	8 %
Rate of return on equity	9 %	9 %	3 %	5 %	10 %	11 %
Operating profit margin	23 %	40 %	16 %	18 %	24 %	24 %
Asset turnover rate	30 %	16 %	22 %	26 %	30 %	33 %
Liquidity						
Term debt coverage ratio	430 %	5648 %	525 %	481 %	387 %	453 %
Expense as a percent of income	76 %	27 %	65 %	67 %	73 %	83 %
Interest as a percent of income	6 %	5 %	8 %	6 %	7 %	5 %
Solvency (cost)						
Number of sole proprietors	188	4	15	52	92	25
Ending farm assets	534489	217969	206429	369159	560566	1029888
Ending farm liabilities	269836	46367	99906	155435	289184	574303
Ending total assets	631781	249581	359554	470571	651740	1118138
Ending total liabilities	275138	53809	101837	159655	295815	578643
Ending net worth	356643	195771	257717	310916	355925	539495
Net worth change	33943	21139	25270	28184	35511	47402
Ending farm debt to asset ratio	50 %	21 %	48 %	42 %	52 %	56 %
Beg total debt to asset ratio	45 %	23 %	29 %	34 %	47 %	54 %
End total debt to asset ratio	44 %	22 %	28 %	34 %	45 %	52 %

Table 16 (continued)
Size Of Farm Report, 1995
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Gross Cash Farm Income)

	Average For All Farms	0 - 40,000	40,001 - 100,000	100,001 - 200,000	200,001 - 500,000	500,001 +
Number of farms	216	4	15	55	106	36
Solvency (market)						
Number of sole proprietors	188	4	15	52	92	25
Ending farm assets	825285	327765	377442	628199	853388	1480111
Ending farm liabilities	422458	115061	177404	280270	448068	820179
Ending total assets	944208	363737	545922	737751	978470	1579406
Ending total liabilities	452253	127916	191283	300038	485546	854822
Ending net worth	491955	235821	354639	437713	492924	724584
Net worth change	37993	16480	25218	30115	42786	47848
Ending farm debt to asset ratio	51 %	35 %	47 %	45 %	53 %	55 %
Beg total debt to asset ratio	49 %	36 %	35 %	40 %	50 %	55 %
End total debt to asset ratio	48 %	35 %	35 %	41 %	50 %	54 %
Nonfarm Information						
Farms reporting living expenses	183	4	14	51	90	24
Total family living expense	29730	17478	24162	27340	31118	34893
Total living, invest, & capital purch	43182	26050	42736	39754	42888	54682
Net nonfarm income	14279	13661	29297	17854	9776	15886
Crop Acres						
Total acres owned	256	80	148	229	234	428
Total crop acres	625	43	205	414	634	1159
Total crop acres owned	211	14	75	157	214	364
Total crop acres cash rented	340	-	113	219	332	678
Total crop acres share rented	74	29	17	38	87	117

Table 17
Type Of Farm Report, 1995
Southwest Minnesota Farm Business Management Association

	Average For All Farms	Crop	Dairy	Hog	Beef	Crop and Dairy	Crop and Hog	Crop and Beef	Other
Number of farms	216	65	7	7	11	7	67	23	29
Income Statement									
Gross cash farm income	346838	238887	189335	475213	1109468	350048	339450	418587	265943
Total cash farm expense	277214	182223	139606	414720	962806	245724	278127	313586	206744
Net cash farm income	69624	56664	49729	60493	146662	104324	61323	105001	59199
Inventory change	16939	29282	-8234	20400	181	-3792	35855	-30908	123
Depreciation and capital adjustment	-29288	-20919	-27528	-39818	-55141	-33381	-32031	-28819	-29167
Net farm income	57276	65028	13967	41075	91701	67151	65147	45274	30155
Profitability (cost)									
Labor and management earnings	41326	48376	4996	34196	58112	36725	51200	29422	17387
Rate of return on assets	10 %	11 %	-1 %	12 %	10 %	7 %	13 %	8 %	7 %
Rate of return on equity	13 %	14 %	-10 %	22 %	12 %	7 %	18 %	8 %	6 %
Operating profit margin	22 %	24 %	-2 %	20 %	30 %	16 %	23 %	20 %	17 %
Asset turnover rate	46 %	46 %	53 %	63 %	32 %	43 %	54 %	38 %	41 %
Profitability (market)									
Labor and management earnings	36220	39768	14690	37901	35611	43591	46258	25334	16952
Rate of return on assets	7 %	7 %	2 %	11 %	6 %	6 %	9 %	5 %	5 %
Rate of return on equity	9 %	9 %	-0 %	21 %	8 %	7 %	13 %	6 %	5 %
Operating profit margin	23 %	24 %	7 %	22 %	28 %	19 %	23 %	22 %	20 %
Asset turnover rate	30 %	27 %	33 %	50 %	23 %	30 %	38 %	25 %	26 %
Liquidity									
Term debt coverage ratio	430 %	415 %	492 %	449 %	361 %	270 %	577 %	285 %	434 %
Expense as a percent of income	76 %	68 %	78 %	84 %	87 %	71 %	74 %	81 %	78 %
Interest as a percent of income	6 %	6 %	6 %	5 %	5 %	5 %	6 %	7 %	7 %
Solvency (cost)									
Number of sole proprietors	188	56	6	2	10	6	60	22	26
Ending farm assets	534489	532718	290747	436867	1217108	423219	476488	622646	424444
Ending farm liabilities	269836	244397	141358	354450	576162	212049	246422	358559	222245
Ending total assets	631781	631109	330219	502336	1315628	482678	570987	738796	533911
Ending total liabilities	275138	246746	141531	354700	583438	212571	255027	367731	224924
Ending net worth	356643	384363	188689	147636	732190	270107	315960	371065	308987
Net worth change	33943	42237	-6341	-578	71660	314	36901	28869	18753
Ending farm debt to asset ratio	50 %	46 %	49 %	81 %	47 %	50 %	52 %	58 %	52 %
Beg total debt to asset ratio	45 %	40 %	37 %	69 %	48 %	43 %	47 %	52 %	44 %
End total debt to asset ratio	44 %	39 %	43 %	71 %	44 %	44 %	45 %	50 %	42 %

Table 17 (continued)
Type Of Farm Report, 1995
Southwest Minnesota Farm Business Management Association

	Average For All Farms	Crop	Dairy	Hog	Beef	Crop and Dairy	Crop and Hog	Crop and Beef	Other
Number of farms	216	65	7	7	11	7	67	23	29
Solvency (market)									
Number of sole proprietors	188	56	6	2	10	6	60	22	26
Ending farm assets	825285	882258	476821	644386	1762696	735809	694701	937965	663012
Ending farm liabilities	422458	416914	242550	480086	867607	372167	369954	529390	342559
Ending total assets	944208	999524	523335	714567	1881623	824957	816421	1065432	799151
Ending total liabilities	452253	446264	247456	511996	914359	385052	407610	553573	362885
Ending net worth	491955	553260	275880	202571	967265	439905	408811	511860	436267
Net worth change	37993	46358	5669	6356	66090	12120	39780	32879	25238
Ending farm debt to asset ratio	51 %	47 %	51 %	75 %	49 %	51 %	53 %	56 %	52 %
Beg total debt to asset ratio	49 %	45 %	45 %	70 %	50 %	47 %	51 %	53 %	47 %
End total debt to asset ratio	48 %	45 %	47 %	72 %	49 %	47 %	50 %	52 %	45 %
Nonfarm Information									
Farms reporting living expenses	183	54	5	2	10	6	60	22	24
Total family living expense	29730	28760	25312	70401	35867	24518	31796	26851	25665
Total living, invest, & capital purch	43182	43281	37163	78662	61427	49899	42580	36924	39218
Net nonfarm income	14279	22312	6059	5306	12982	7005	10659	11398	13321
Crop Acres									
Total acres owned	256	308	176	13	650	297	179	277	221
Total crop acres	625	709	247	138	830	696	653	745	390
Total crop acres owned	211	266	94	53	488	177	158	263	143
Total crop acres cash rented	340	389	143	61	329	395	388	382	190
Total crop acres share rented	74	54	10	23	14	123	108	100	57

Table 18
Age Of Operator Report, 1995
Southwest Minnesota Farm Business Management Association

	Average For All Farms	Under 31	31 - 40	41 - 50	51 - 60	Over 60
Number of farms	216	19	57	72	44	24
Income Statement						
Gross cash farm income	346838	302316	343565	360634	415547	222500
Total cash farm expense	277214	259441	282963	280566	338660	154925
Net cash farm income	69624	42875	60602	80069	76888	67576
Inventory change	16939	35910	20690	18641	13263	-5350
Depreciation and capital adjustment	-29288	-17111	-27565	-34796	-31172	-23038
Net farm income	57276	61673	53726	63913	58979	39188
Profitability (cost)						
Labor and management earnings	41326	53407	43885	46551	35829	20086
Rate of return on assets	10 %	17 %	12 %	11 %	8 %	6 %
Rate of return on equity	13 %	30 %	19 %	13 %	9 %	5 %
Operating profit margin	22 %	29 %	22 %	22 %	22 %	17 %
Asset turnover rate	46 %	57 %	54 %	47 %	38 %	36 %
Profitability (market)						
Labor and management earnings	36220	53493	43596	41005	22833	15216
Rate of return on assets	7 %	13 %	9 %	7 %	5 %	4 %
Rate of return on equity	9 %	27 %	15 %	10 %	6 %	4 %
Operating profit margin	23 %	30 %	23 %	23 %	21 %	22 %
Asset turnover rate	30 %	43 %	39 %	32 %	23 %	19 %
Liquidity						
Term debt coverage ratio	430 %	509 %	425 %	446 %	364 %	621 %
Expense as a percent of income	76 %	77 %	78 %	74 %	79 %	72 %
Interest as a percent of income	6 %	4 %	6 %	7 %	6 %	8 %
Solvency (cost)						
Number of sole proprietors	188	15	47	66	38	22
Ending farm assets	534489	411328	423622	559113	699039	497217
Ending farm liabilities	269836	222715	269499	289345	298401	194819
Ending total assets	631781	438600	490819	658384	810593	675974
Ending total liabilities	275138	225527	277175	295850	302282	195589
Ending net worth	356643	213073	213644	362534	508311	480385
Net worth change	33943	65198	33181	31521	37464	15446
Ending farm debt to asset ratio	50 %	54 %	64 %	52 %	43 %	39 %
Beg total debt to asset ratio	45 %	58 %	59 %	47 %	38 %	31 %
End total debt to asset ratio	44 %	51 %	56 %	45 %	37 %	29 %

Table 18 (continued)
Age Of Operator Report, 1995
Southwest Minnesota Farm Business Management Association

	Average For All Farms	Under 31	31 - 40	41 - 50	51 - 60	Over 60
Number of farms	216	19	57	72	44	24
Solvency (market)						
Number of sole proprietors	188	15	47	66	38	22
Ending farm assets	825285	537765	579916	830401	1162887	947037
Ending farm liabilities	422458	294550	360147	439079	527940	410726
Ending total assets	944208	568677	651017	954254	1323228	1141810
Ending total liabilities	452253	335071	384327	474063	568056	411813
Ending net worth	491955	233606	266690	480191	755172	729997
Net worth change	37993	65941	32678	36884	42564	25726
Ending farm debt to asset ratio	51 %	55 %	62 %	53 %	45 %	43 %
Beg total debt to asset ratio	49 %	62 %	60 %	50 %	43 %	38 %
End total debt to asset ratio	48 %	59 %	59 %	50 %	43 %	36 %
Nonfarm Information						
Farms reporting living expenses	183	15	45	64	37	22
Total family living expense	29730	21663	29246	34126	28600	25331
Total living, invest, & capital purch	43182	25463	36678	46842	44669	55418
Net nonfarm income	14279	12487	10178	14391	11609	30000
Crop Acres						
Total acres owned	256	69	135	270	395	398
Total crop acres	625	380	580	734	680	497
Total crop acres owned	211	64	109	246	330	248
Total crop acres cash rented	340	288	391	383	293	215
Total crop acres share rented	74	28	80	105	57	34