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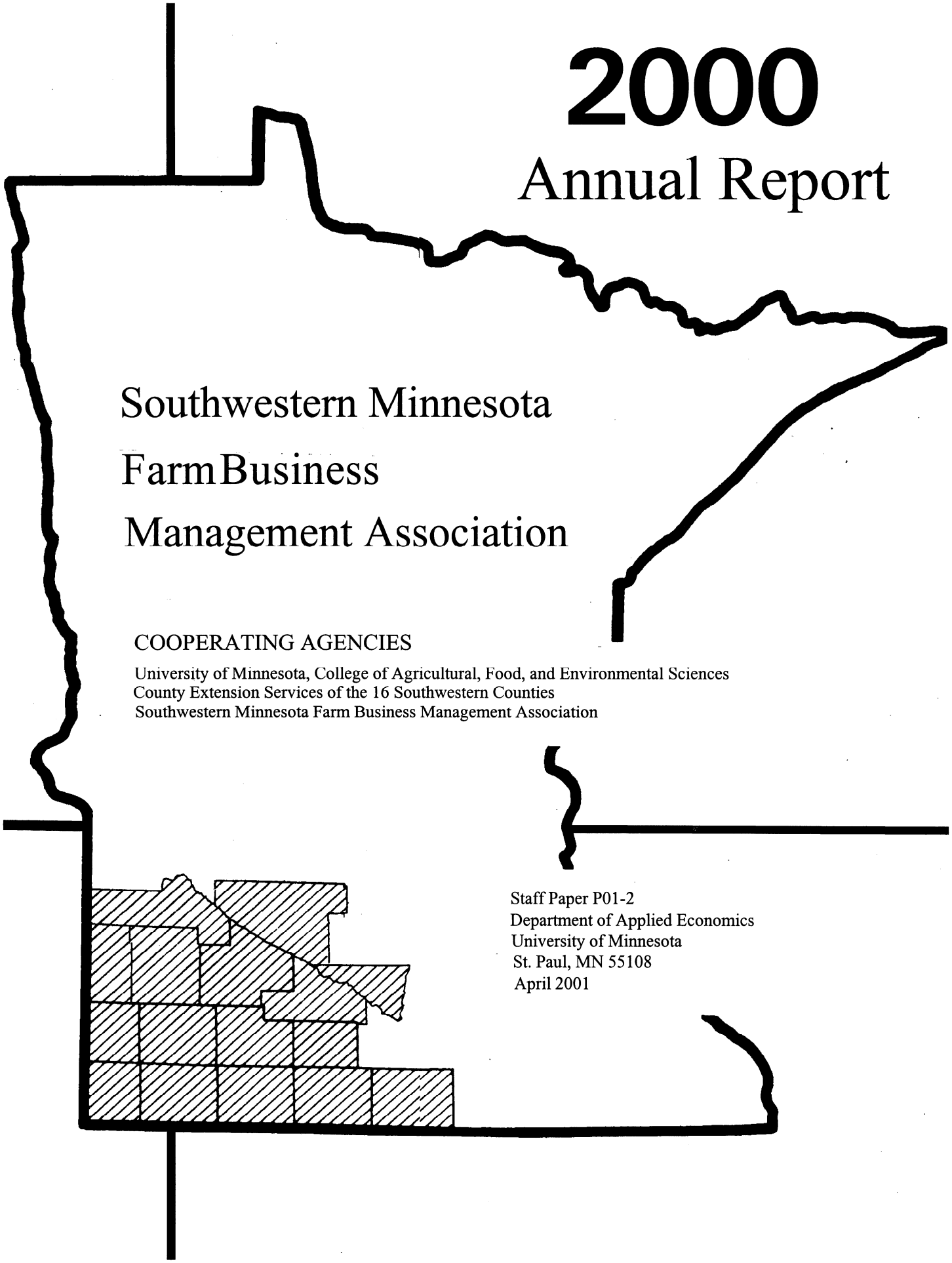
2000
Annual Report

Southwestern Minnesota
FarmBusiness
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 P01-2
Department of Applied Economics
University of Minnesota
St. Paul, MN 55108
April 2001

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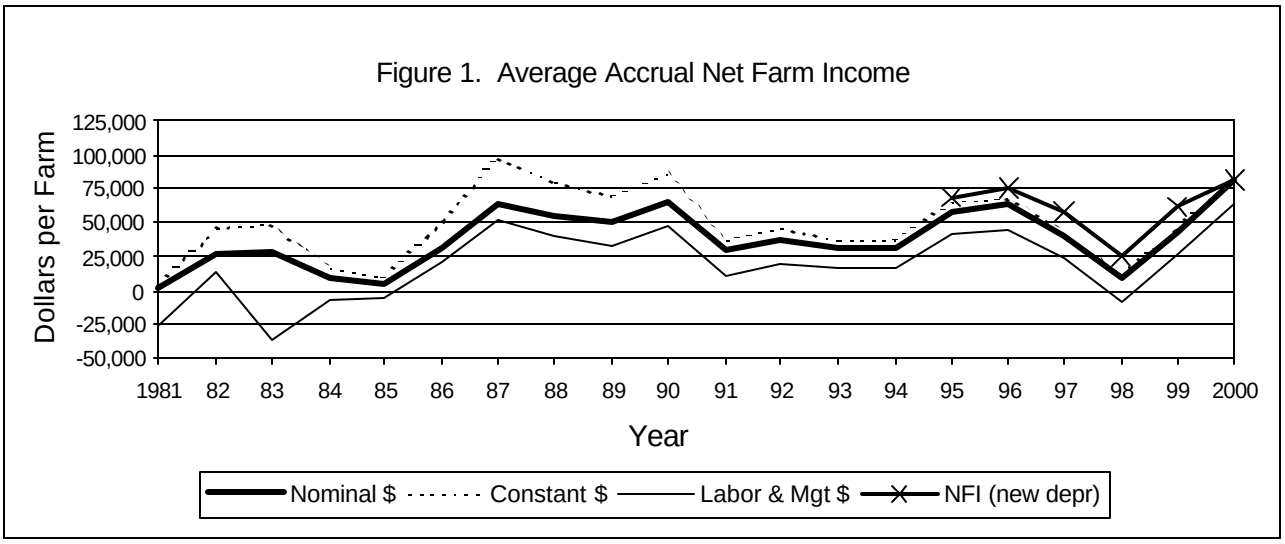
The entire report is available at: http://apec.umn.edu/faculty/kolson/currentres.html

ABSTRACT

2000 ANNUAL REPORT OF THE SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

by Kent D. Olson, James L. Christensen, Erlin J. Weness, Robert D. Anderson,
Perry A. Fales, and Dale W. Nordquist

Average net farm income was $81,750 in 2000 for the 212 farms included in this annual report of the Southwestern Minnesota Farm Business Management Association. The median or middle income was $69,414. This is the second annual increase from the extremely low levels of 1998 (Figure 1). Almost all of the increase can be attributed to the increase in the value of inventories, government payment, and the decrease in depreciation charge.



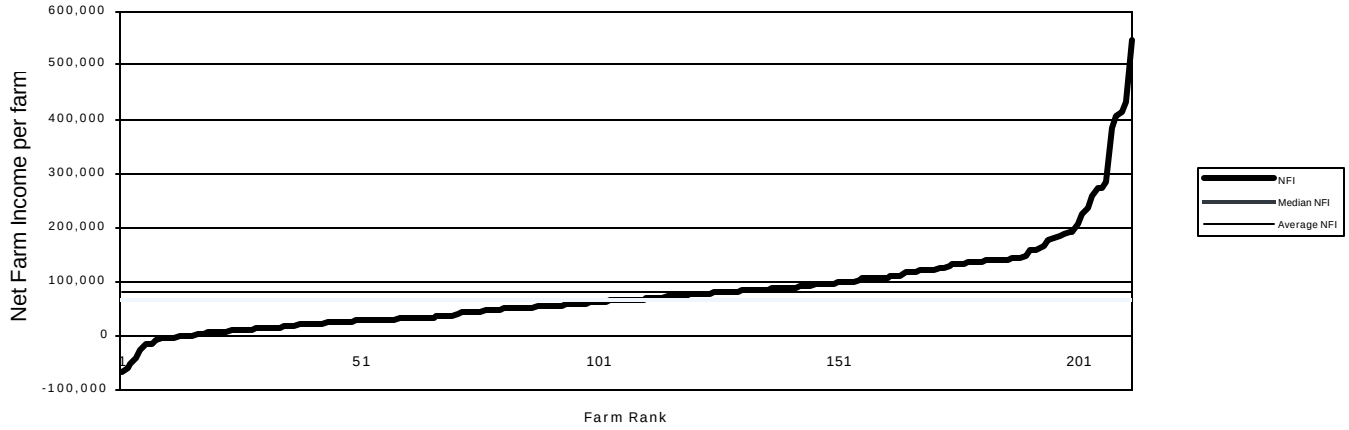
However, the change in depreciation was almost entirely due to a change in the accounting procedures (as described on page 4), not a change in purchasing behavior by farmers. Using the "new" depreciation rules, net farm income (NFI) in the previous 5 years was estimated to be higher than when the "old" rules were used (Figure 1). For example, the "new" NFI was estimated to be $61,347 in 1999 which is $17,585 higher than the NFI using the "old" rules.

As in previous years, the actual profit levels experienced by individual farms vary greatly from the overall average profit. When the net farm incomes for the 212 farms in the report are ranked from lowest to highest, the resulting graph shows how much the incomes do vary (Figure 2). Several farms experienced negative income and several experienced very high incomes. Most of the net farm incomes ranged from below 0 to about $150,000. The median or middle income was $69,414. The high 20% of the farms had an average net farm income of $199,929 which is an increase from 1999. The low 20% of the farms had an average loss of $424 in 2000 which is better than 1999.

Average gross cash farm income in 2000 was $422,897. This was a 9% increase from 1999. Four sources of sales again dominated: corn, hogs, soybeans, and beef finishing (Figure 3). Soybean sales increased 18% between 1999 and 2000; hog sales, by 14%; corn sales by 4%, and beef finishing by 7%.

Government payments of all types increased again to $50,567 per average farm in 2000--an increase from $44,674 in 1999, $30,021 in 1998, and $12,257 in 1997. As a percentage of total income, government payments were 12% in 2000, compared to 11% in 1999, 8% in 1998, and 3% in 1997.

Figure 2. Distribution of Net Farm Income
(SWMFBMA 2000)



Cash expenses increased 7% to an average of $348,711 in 2000. As a percentage of both cash expenses and depreciation in 2000, feeder purchases; feed, seed, fertilizer, and crop chemicals; and rent dominate (Figure 4).

Both the average rate of return on assets (ROA) and the rate of return to equity (ROE) increased substantially in 2000 compared to 1999 (Figure 5). In 2000 ROA averaged 12% and ROE was 19% using assets valued on a cost basis.

Using a market value basis, average total equity (of the 181 sole proprietors) was $605,149 at the end of 2000. This was an increase of $50,064 during the year for these 181 farms (p. 17). Average equity has continued to improve since 1986. The average debt-asset ratio improved, that is, decreased to 47% at the end of 2000 (Figure 6).

The average corn yield was 150 bushels per acre; soybeans were at 46 bushels per acre (Figure 7).

Results by Type of Farm

The 212 farms in the report are classified as a certain type of farm (e.g., hog) on the basis of having 70 percent or more of their gross sales from that category. Using this 70 percent rule in 2000, there are 63 crop farms, 13 hog farms, 24 crop and hog farms, 6 beef farms, and 15 crop and beef farms. (There are 87 farms which do not have a single source (or pair of sources) of income over 70%.)

Compared to 1999, all types of farms (except beef farms) had better net farm incomes in 2000 (Figure 8). A similar story can be seen in the rate of return to assets (ROA) (Figure 9). (Assets are valued on a cost-basis for ROA).

Using assets valued on a market basis, the average crop farm has a debt-to-asset ratio of 45% at the end of 2000 (Figure 10). Farms with 70% of their income from either hogs or beef had an average debt-to-asset ratio higher than 50%.

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.

Fig. 3 SW -- 1999 Income

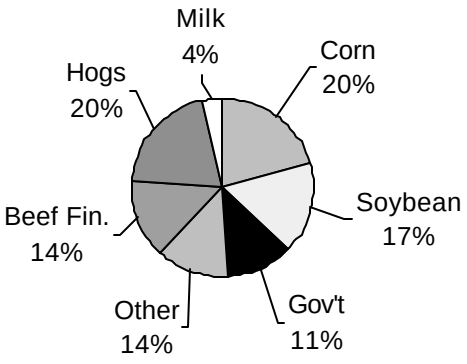


Fig. 3 SW -- 2000 Income

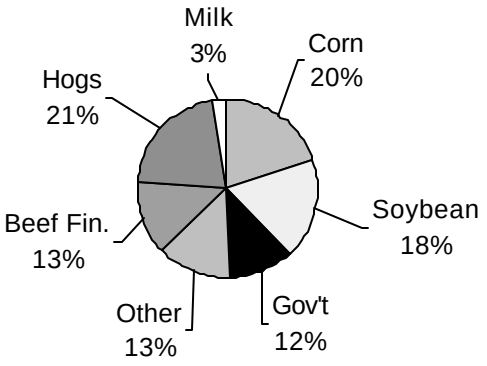


Fig. 4 SW -- 1999 Expenses

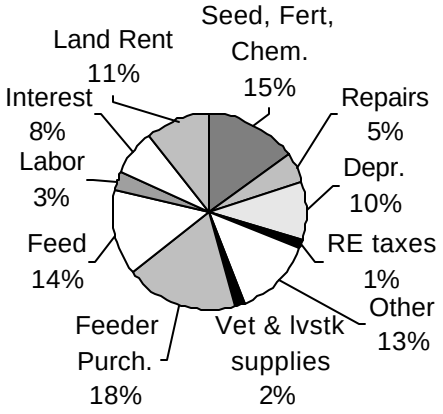


Fig. 4 SW -- 2000 Expenses

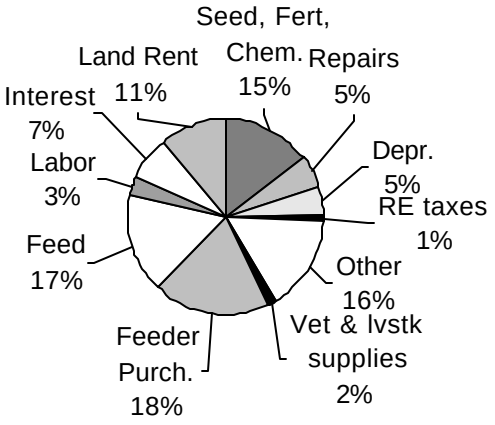


Figure 5. SW Rates of Return on Assets (ROA) and Equity (ROE)

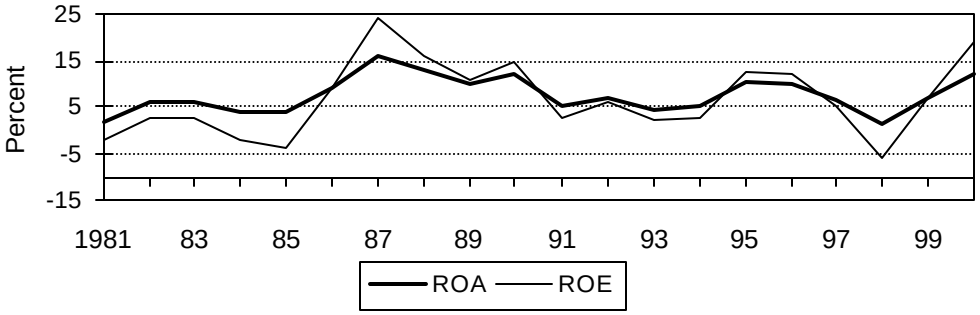


Figure 6. Ending Equity and Ending Debt-Asset Ratio

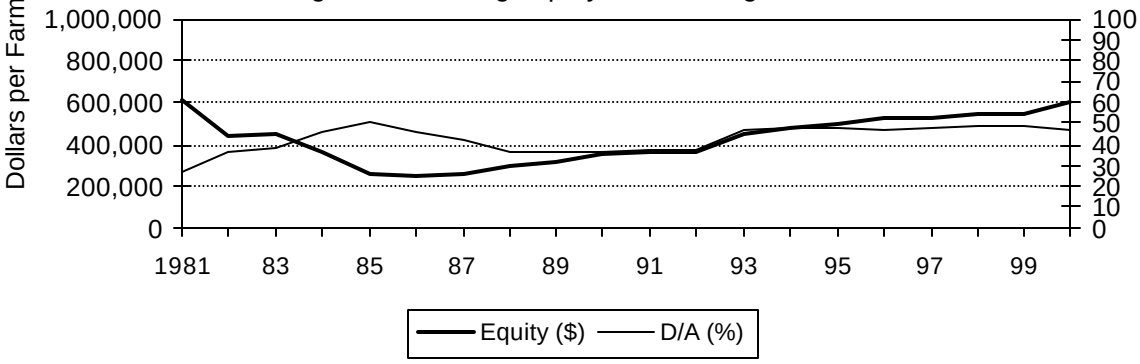


Figure 7. Average Corn & Soybean Yield

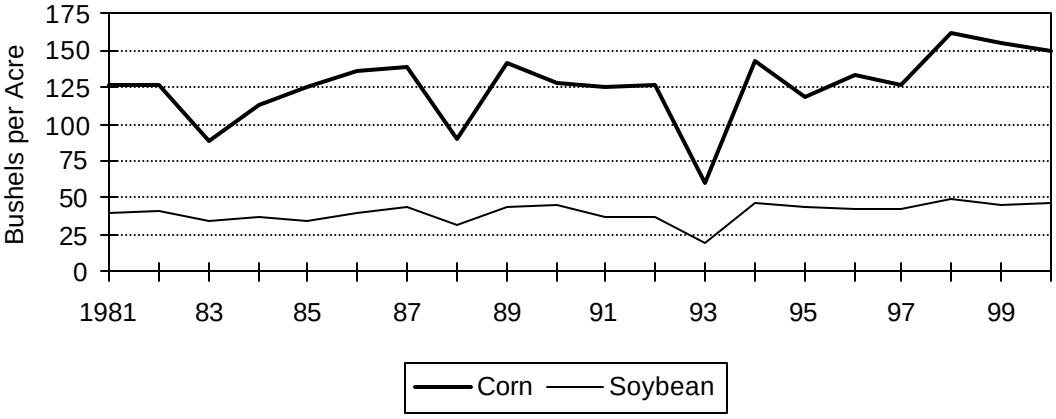


Figure 8. Net Farm Income by Type

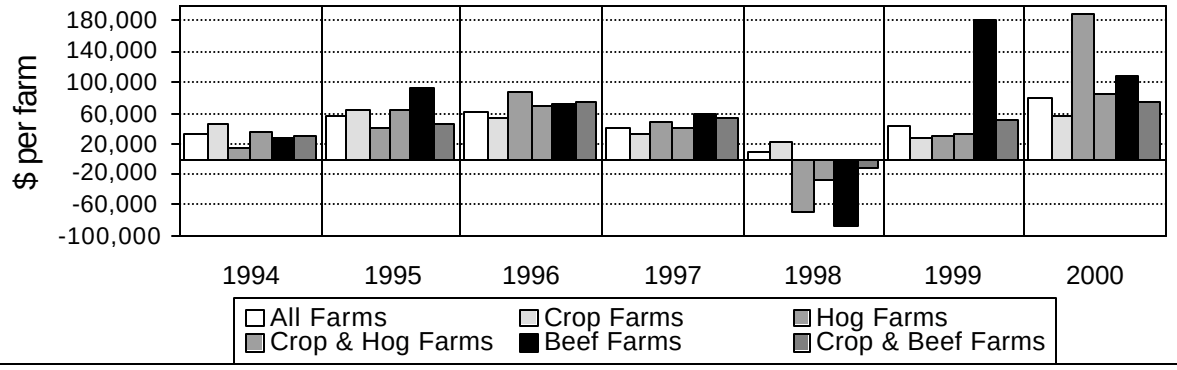


Figure 9. ROA by Type

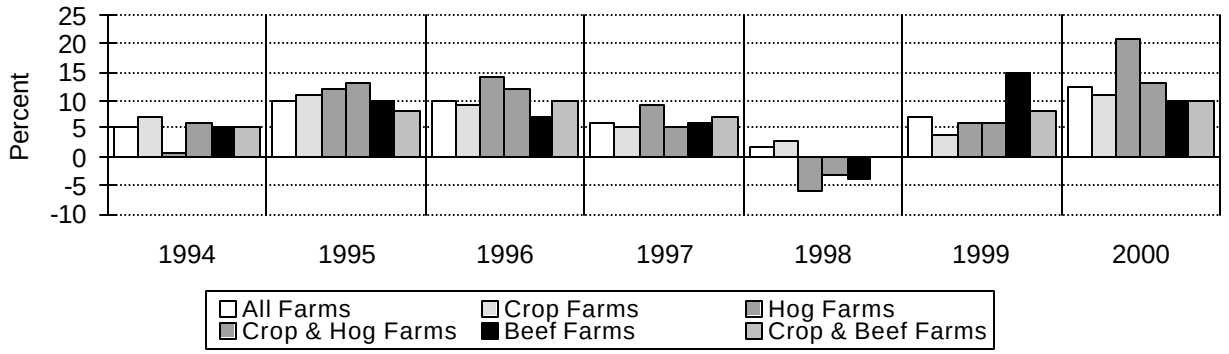
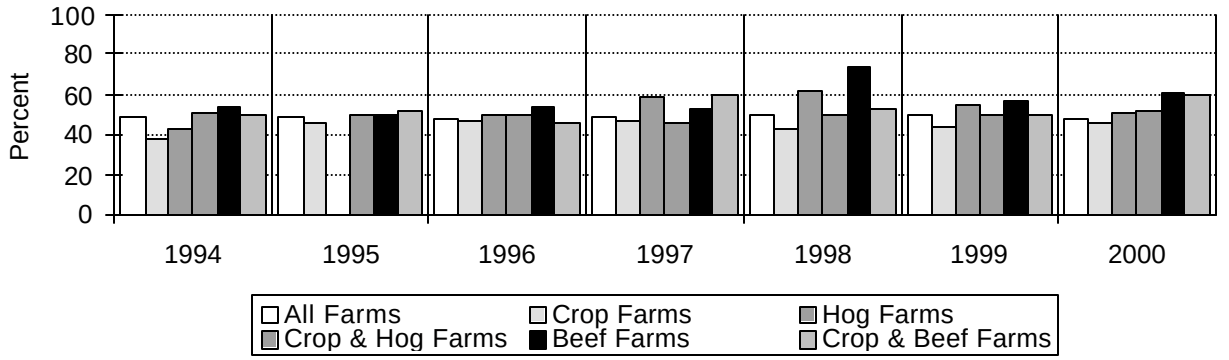


Figure 10. Debt-Asset Ratio by Type



2000 ANNUAL REPORT OF THE SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

by
Kent D. Olson, James L. Christensen, Erlin J. Weness, Robert D. Anderson,
Perry A. Fales, and Dale W. Nordquist[1]

This report summarizes the individual farm records of the members of the Southwestern Minnesota Farm Business Management Association for 2000.

Whole-farm information and enterprise costs and returns are reported. The year-end analysis of the individual farms was performed by the fieldmen using FINPACK 2001 from the Center for Farm Financial Management within the Department of Applied Economics. The individual analyses were summarized at the Department of Applied Economics using RankEm Central. 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 four major groups: whole-farm information, crop enterprises, livestock enterprises, and summary information. The summary information includes information on the prices used in the analysis, and whole-farm information over time and by county, gross income class, type of farm, and operator.

Of the 237 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.

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[1]Olson is Professor, University of Minnesota-Twin Cities; Christensen, Weness, and Anderson are Extension Educators--Farm Management and Fieldmen for the Association; Fales is a retired Extension Educator, Nordquist is Extension Economist--Farm Management, University of Minnesota, Twin Cities. Rann Loppnow, Assistant Extension Economist--Farm Management, was the programmer for RankEm Central (the analysis package used to prepare this report).

SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

DISTRIBUTION OF MEMBERSHIP -- 2000

County	Number of Farm Units	Number of Records Submitted	Association Directors
Cottonwood	49	37	Steve Iverson Larry Falk Kip Rasmussen
Jackson	26	23	Dan Riley Mark Fest
Martin	12	12	Kerry Krenz
Murray	33	31	Ronald Dahl John Hanson
Nobles	40	41	Ryan Gravenhof Harold Mellema Richard Fellows
Pipestone	11	12	Alan Vanderlugt Harlan Spronk
Redwood	38	37	Brian Hicks Michael Landuyt Eric Fultz
Watonwan	12	8	James Wassman
Others[2]	16	11	
TOTAL	237	212	

Mike Landuyt, President
Kip Rassmussen, Vice President
Janel Froslan, Secretary-Treasurer

[2]In 1999 the Association had records submitted from members in Brown, Faribault, Lincoln, Lyon, Nicollet, and Rock counties, in addition to the counties listed individually.

SOUTHWESTERN MINNESOTA FARM BUSINESS MANAGEMENT ASSOCIATION

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EXPLANATORY NOTES FOR THE WHOLE-FARM REPORTS

The whole-farm reports (except for the balance sheets) include the same number of farms, which were all of the farms whose records were judged to be of sufficient quality. The Balance Sheets include 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.

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

Farm Income Statement

The Farm Income Statement is a summary of income, expenses, and resultant profit or loss from farming operations during the calendar year. The first section lists cash farm income from all sources. The second section 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 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.

Inventory Changes

This is the detailed statement of inventory changes which is summarized in the Farm Income Statement. It includes beginning and ending inventories and the calculated changes.

Depreciation and Other Capital Adjustments

This is the detailed statement of depreciation and other capital adjustments which is summarized in the Farm Income Statement. It includes beginning and ending inventories (valued at cost), sales, purchases, and depreciation.

The accounting method for calculating depreciation was changed this year (2000). Previously, tax depreciation was used. The new method is designed to estimate actual economic depreciation more closely. The new method depreciates machinery and equipment at 12% of beginning cost basis plus boot purchases less basis of sales items. For buildings and other improvements, the percentage was 8%; for breeding stock, the percentage varied between 20 to 25%.

Profitability Measures

Profitability is measured using assets valued first at cost and then at market.

"Labor and management earnings" equals "Net Farm Income" 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 the Farm Income Statement.

"Value of operator's labor and management" is its opportunity cost. It is calculated by multiplying the suggested value per operator by the number of operators per farm.

"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 for all farms, not just those included in the Balance Sheet.

"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 Measures

"Net cash farm income" is from the Farm Income Statement.

"Net nonfarm income" is the average for all farms, not including "gifts and inheritances."

"Family living and taxes" is the apparent total family expenses and income and social security taxes paid averaged for all farms, not just those on page 21.

"Real estate principal payments" are 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." "Available for intermediate debt service" on the *accrual* basis is "Net accrual operating income" plus 'Net nonfarm income" and 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" (*cash* basis) is "Total cash expense" divided by "Gross cash farm income." "Expense as a percent of income" (*accrual* basis) is "Total accrual farm expense" divided by "Total accrual farm income."

"Interest as a percent of income"(*cash* basis) is "Interest" divided by "Gross cash farm income." "Interest as a percent of income" (*accrual* basis) is "Interest" minus beginning accrued interest plus ending accrued interest divided by "Total accrual farm income."

Balance Sheets at Cost and Market Values

These tables include only sole proprietors; partnerships and corporations are excluded because some assets and debts are held outside of the farm business causing potential misinterpretations of the average financial condition.

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.

Financial Standards Measures

This table contains the Farm Financial Standards Council's 16 financial measures for evaluating a farm's financial position and performance are reported.

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 (Cost)

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: Rate of Return on Assets = Return on Farm Assets ÷ Average Farm Investment, where: Return on Farm Assets = Net Farm Income + Farm Interest - Value of Operator's Labor & Management, and Average Farm Investment = (Beginning Total Farm Assets + 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: Rate of Return on Equity = Return on Farm Equity ÷ Average Farm Net Worth, where: Return on Farm Equity = Net Farm Income - Value of Operator's Labor & Management, and Average Farm Net Worth = (Beginning Farm Net Worth + Ending Farm Net Worth) ÷ 2.

“Operating profit margin” is a measure of the operating efficiency of the business. It is calculated as follows: Operating Profit Margin = Return to Farm Assets ÷ 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. RankEm Central 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: Asset Turnover Rate = Value of Farm Production ÷ 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 (Total Farm Operating Expense - Farm Interest Expense) ÷ 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 Depreciation ÷ 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 Farm Interest Expense ÷ 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 Net Farm Income ÷ Gross Farm Income. This ratio indicates the percent of the gross farm income that remained after all expenses.

Crop Production and Marketing Summary

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

Household and Personal Expenses

For those farms that kept records, the household and personal expenses are summarized in this table. 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.

Operator and Labor Information

This table has four sections. The first reports the averages for the number of operators per farm, the operator's age, and the number of years farming. The second section reports various measures and results per operator compared to per farm in other reports.

The third section reports the amount of labor used and the returns to that labor. "Total unpaid labor hours" and "Total hired labor hours" are based on farmers' estimates of labor use. No labor records are kept for unpaid labor. "Value of farm production/hour" is the "Value of farm production" divided by "Total labor hours per farm." "Net farm income/unpaid hours" is "Net Farm Income" divided by "Total unpaid labor hours."

The fourth section reports the number of partnerships and withdrawals in each grouping.

Nonfarm Summary

This table 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 <u>not</u> just those reporting nonfarm income. Also reported are the beginning and ending values for nonfarm assets for all farms (not just sole proprietors).

Farm Income Statement
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	***Low 20%***	***High 20%***
Number of farms	212	42	43
Cash Farm Income			
Corn	82,864	64,216	110,188
Corn, Ear	1,391	4,594	-
Hay, Alfalfa	917	75	82
Hay, Grass	74	15	353
Oats	186	-	247
Peas	950	1,296	1,408
Soybeans	76,438	59,392	107,967
Sugar Beets	166	-	-
Sweet Corn	788	973	488
Wheat, Spring	267	194	-
Other crops	481	91	476
Miscellaneous crop income	179	58	178
Beef Cow-Calf, Beef Calves	2,869	1,059	240
Beef, Background Beef	659	512	-
Beef, Finish Beef Calves	47,673	137	112,249
Beef, Finish Yrlg Steers	8,399	42,393	-
Chickens, Egg Product., Eggs	1,721	8,687	-
Dairy, Milk	10,815	-	46,755
Dairy, Dairy Calves	340	-	1,136
Dairy Heifers (for sale)	2,060	3,419	64
Dairy Steers	2,032	5,032	1,039
Hogs, Farrow-Fin, Raised Hogs	20,622	19,860	44,250
Hogs, Feeder Pigs, Feeder Pigs	347	-	-
Hogs, Finish Feeder Pigs	19,989	9,662	56,128
Sheep, Feeder Lambs, Fdr Lambs	202	710	-
Sheep, Market Lambs, Mkt Lambs	866	-	-
Turkeys	2,592	-	12,781
Beef, Finish Cull Cows	841	-	-
Hogs, Weaning Pigs, Weaning Pigs	429	-	1,036
Hogs, Weaning to Finish	48,315	-	196,330
Cull breeding livestock	3,199	1,550	7,719
Misc. livestock income	921	19	1,131
Transistion payments	14,105	10,893	24,874
CRP payments	502	117	486
Other government payments	35,960	22,809	64,221
Custom work income	11,266	10,163	15,710
Patronage dividends, cash	1,626	1,081	2,876
Insurance income	1,552	675	3,133
Cash from hedging accts	1,529	1,528	3,732
Contract livestock income	3,747	1,276	1,963
Other farm income	13,015	12,341	17,988
Gross Cash Farm Income	422,897	284,828	837,227

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Farm Income Statement (Continued)
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	*Low 20%*	*High 20%*
Number of farms	212	42	43
Cash Farm Expense			
Seed	19,682	13,347	31,842
Fertilizer	17,492	13,370	25,823
Crop chemicals	16,891	12,040	24,107
Crop insurance	5,783	4,046	7,685
Drying fuel	791	633	965
Crop marketing	1,147	1,661	819
Crop miscellaneous	2,390	835	2,627
Feeder livestock purchase	69,824	32,257	172,257
Purchased feed	60,482	38,472	147,469
Breeding fees	455	660	859
Veterinary	2,922	1,437	7,687
Livestock supplies	3,303	1,745	9,694
Livestock leases	1,151	-	2,376
Grazing fees	43	146	-
Livestock marketing	1,275	287	2,627
Interest	27,002	23,780	41,762
Fuel & oil	9,308	7,205	15,272
Repairs	18,796	16,985	27,958
Custom hire	6,892	4,314	20,051
Hired labor	10,901	11,221	30,603
Owner wages & benefits	882	256	1,731
Land rent	40,556	36,879	58,006
Machinery & bldg leases	8,301	2,563	18,853
Real estate taxes	3,608	2,540	6,989
Farm insurance	4,251	3,571	7,797
Utilities	4,165	3,750	7,343
Dues & professional fees	306	931	272
Hedging account deposits	4,295	1,846	10,482
Miscellaneous	5,818	6,129	10,082
Total cash expense	348,711	242,909	694,037
Net cash farm income	74,186	41,920	143,190
Inventory Changes			
Crops and feed	15,809	-8,561	41,513
Market livestock	4,883	-15,715	26,281
Accounts receivable	1,195	956	10,628
Prepaid expenses and supplies	2,462	-557	7,047
Accounts payable	948	-3,152	9,455
Total inventory change	25,296	-27,030	94,925
Net operating profit	99,482	14,890	238,115
Depreciation and Other Capital Adjustments			
Breeding livestock	-1,245	-540	-2,905
Machinery and equipment	-12,487	-11,256	-24,710
Buildings and improvements	-6,129	-3,540	-13,718
Other farm capital	2,130	871	3,148
Total depr. and other capital adj	-17,731	-14,466	-38,186
Net farm income	81,750	424	199,929

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Inventory Changes
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	*Low 20%*	*High 20%*
Number of farms	212	42	43
Net cash farm income	74,186	41,920	143,190
Crops and Feed			
Ending inventory	147,804	79,422	253,527
Beginning inventory	131,996	87,983	212,013
Inventory change	15,809	-8,561	41,513
Market Livestock			
Ending inventory	70,559	26,401	180,302
Beginning inventory	65,677	42,116	154,021
Inventory change	4,883	-15,715	26,281
Accts Receivable & Other Current Assets			
Ending inventory	10,240	5,416	26,375
Beginning inventory	9,045	4,460	15,747
Inventory change	1,195	956	10,628
Prepaid Expenses and Supplies			
Ending inventory	29,934	11,112	70,428
Beginning inventory	27,471	11,670	63,381
Inventory change	2,462	-557	7,047
Accounts Payable & Accrued Expenses			
Beginning inventory	17,130	12,905	33,174
Ending inventory	16,109	15,687	23,719
Inventory change	948	-3,152	9,455
Total inventory change	25,296	-27,030	94,925
Net operating profit	99,482	14,890	238,115

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Depreciation and Other Capital Adjustments
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	*Low 20%*	*High 20%*
Number of farms	212	42	43
Net operating profit	99,482	14,890	238,115
Breeding Livestock			
Ending inventory	3,591	2,262	6,414
Capital sales	56	4	122
Beginning inventory	2,826	1,777	5,269
Capital purchases	2,066	1,030	4,173
Depreciation, capital adjust.	-1,245	-540	-2,905
Machinery and Equipment			
Ending inventory	82,319	72,583	145,032
Capital sales	503	366	86
Beginning inventory	68,117	65,277	122,278
Capital purchases	27,192	18,928	47,550
Depreciation, capital adjust.	-12,487	-11,256	-24,710
Buildings and Improvements			
Ending inventory	71,867	49,080	141,001
Capital sales	147	-	722
Beginning inventory	66,702	47,140	124,129
Capital purchases	11,440	5,480	31,313
Depreciation, capital adjust.	-6,129	-3,540	-13,718
Other Capital Assets			
Ending inventory	55,363	47,852	105,731
Capital sales	1,662	333	5,847
Beginning inventory	53,877	47,241	107,519
Capital purchases	1,017	73	911
Depreciation, capital adjust.	2,130	871	3,148
Total depreciation, capital adj.	-17,731	-14,466	-38,186
Net farm income	81,750	424	199,929

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Profitability Measures
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	***Low 20%***	***High 20%***
Number of farms	212	42	43
Profitability (assets valued at cost)			
Net farm income	81,750	424	199,929
Labor and management earnings	62,532	-8,536	158,168
Rate of return on assets	12.3 %	2.3 %	16.3 %
Rate of return on equity	18.8 %	-11.7 %	24.5 %
Operating profit margin	27.3 %	5.6 %	35.5 %
Asset turnover rate	45.2 %	40.5 %	46.0 %
Interest on farm net worth	19,218	8,960	41,762
Farm interest expense	27,785	26,084	41,089
Value of operator lbr and mgmt.	24,064	15,875	30,718
Return on farm assets	85,471	10,633	210,300
Average farm assets	693,642	470,111	1,287,997
Return on farm equity	57,686	-15,451	169,211
Average farm equity	307,659	132,448	689,916
Value of farm production	313,232	190,239	593,019

	Avg. Of All Farms	***Low 20%***	***High 20%***
Number of farms	212	42	43
Profitability (assets valued at market)			
Net farm income	79,091	10,920	187,735
Labor and management earnings	49,666	-7,539	128,989
Rate of return on assets	7.9 %	2.8 %	10.5 %
Rate of return on equity	11.3 %	-1.6 %	16.0 %
Operating profit margin	26.4 %	11.1 %	33.4 %
Asset turnover rate	30.0 %	25.3 %	31.5 %
Interest on farm net worth	29,425	18,459	58,747
Farm interest expense	27,785	26,084	41,089
Value of operator lbr and mgmt.	24,064	15,875	30,718
Return on farm assets	82,812	21,129	198,106
Average farm assets	1,042,603	751,306	1,884,823
Return on farm equity	55,027	-4,955	157,017
Average farm equity	488,992	305,986	979,112
Value of farm production	313,232	190,239	593,019

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Liquidity Measures
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	*Low 20%*	*High 20%*
Number of farms	212	42	43
Liquidity (cash)			
Net cash farm income	74,186	41,920	143,190
Net nonfarm income	21,436	33,801	10,917
Family living and taxes	45,846	35,082	64,159
Real estate principal payments	11,030	12,213	14,729
Cash available for interm. debt	38,745	28,425	75,220
Average intermediate debt	80,535	77,041	131,223
Years to turnover interm. debt	2.1	2.7	1.7
Expense as a % of income	82 %	85 %	83 %
Interest as a % of income	6 %	8 %	5 %
Liquidity (accrual)			
Total accrual farm income	444,783	261,508	915,650
Total accrual operating expense	345,301	246,618	677,535
Net accrual operating income	99,482	14,890	238,115
Net nonfarm income	21,436	33,801	10,917
Family living and taxes	45,846	35,082	64,159
Real estate principal payments	11,030	12,213	14,729
Available for intermediate debt	64,041	1,395	170,144
Average intermediate debt	80,535	77,041	131,223
Years to turnover interm. debt	1.3	55.2	0.8
Expense as a % of income	78 %	94 %	74 %
Interest as a % of income	6 %	10 %	4 %

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Balance Sheet at Cost Values
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms		*Low 20%*		*High 20%*	
Number of farms	181		36		31	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	16,117	16,226	15,527	9,385	24,013	20,698
Prepaid expenses & supplies	24,386	27,575	8,901	9,244	59,515	70,121
Growing crops	0	0	0	0	0	0
Accounts receivable	6,552	6,195	2,396	4,700	6,495	12,563
Hedging accounts	1,145	1,678	445	524	3,526	5,221
Crops held for sale or feed	109,528	122,542	63,645	56,737	184,893	220,585
Crops under government loan	9,109	7,592	4,792	4,353	13,403	1,622
Market livestock held for sale	47,717	54,905	13,556	12,762	108,131	139,422
Other current assets	153	1,202	221	281	277	6,266
Total current farm assets	214,707	237,914	109,483	97,987	400,252	476,498
Intermediate Farm Assets						
Breeding livestock	2,512	3,287	1,453	2,041	4,438	6,483
Machinery and equipment	58,724	73,232	48,440	55,530	101,938	127,667
Other intermediate assets	4,013	4,588	2,884	2,865	5,524	5,524
Total intermediate farm assets	65,249	81,108	52,777	60,437	111,900	139,674
Long Term Farm Assets						
Farm land	225,417	236,015	149,133	148,647	412,225	455,637
Buildings and improvements	52,507	59,099	28,667	29,145	83,346	111,048
Other long-term assets	44,842	45,786	37,877	39,042	97,596	93,433
Total long-term farm assets	322,765	340,901	215,677	216,834	593,167	660,119
Total Farm Assets	602,721	659,923	377,937	375,258	1,105,319	1,276,291
Total Nonfarm Assets	112,194	121,377	88,173	101,033	153,793	160,494
Total Assets	714,915	781,300	466,110	476,290	1,259,112	1,436,784
Liabilities						
Current Farm Liabilities						
Accrued interest	6,927	7,580	6,841	9,345	7,980	6,370
Accounts payable	7,175	6,549	2,877	3,125	17,714	13,861
Current notes	93,733	103,650	63,999	65,974	124,446	161,696
Government crop loans	9,109	7,243	4,792	4,326	13,403	1,622
Principal due on term debt	20,484	22,982	19,159	17,532	26,133	35,599
Total current farm liabilities	137,427	148,004	97,668	100,301	189,676	219,149
Total intermediate farm liabs	49,255	50,521	39,814	44,895	54,648	59,274
Total long term farm liabilities	156,301	156,283	141,151	137,073	279,751	301,942
Total farm liabilities	342,984	354,807	278,633	282,269	524,076	580,365
Total nonfarm liabilities	15,455	17,503	15,614	16,334	20,199	22,185
Total liabilities	358,439	372,310	294,247	298,603	544,274	602,550
Net worth (farm and nonfarm)	356,476	408,990	171,863	177,687	714,838	834,234
Net worth change		52,514		5,824		119,396
Ratio Analysis						
Current farm liabilities / assets	64 %	62 %	89 %	102 %	47 %	46 %
Curr. & interm farm liab. / assets	67 %	62 %	85 %	92 %	48 %	45 %
Long term farm liab. / assets	48 %	46 %	65 %	63 %	47 %	46 %
Total debt to asset ratio	50 %	48 %	63 %	63 %	43 %	42 %

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Balance Sheet at Market Values
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms		*Low 20%*		*High 20%*	
Number of farms	181		36		31	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	16,117	16,226	15,527	9,385	24,013	20,698
Prepaid expenses & supplies	24,386	27,575	8,901	9,244	59,515	70,121
Growing crops	0	0	0	0	0	0
Accounts receivable	6,552	6,195	2,396	4,700	6,495	12,563
Hedging accounts	1,145	1,678	445	524	3,526	5,221
Crops held for sale or feed	109,528	122,542	63,645	56,737	184,893	220,585
Crops under government loan	9,109	7,592	4,792	4,353	13,403	1,622
Market livestock held for sale	47,717	54,905	13,556	12,762	108,131	139,422
Other current assets	153	1,202	221	281	277	6,266
Total current farm assets	214,707	237,914	109,483	97,987	400,252	476,498
Intermediate Farm Assets						
Breeding livestock	8,575	9,512	5,538	7,513	14,987	16,963
Machinery and equipment	203,677	215,619	144,288	150,639	325,522	346,421
Other intermediate assets	6,262	6,528	4,838	4,560	7,345	7,422
Total intermediate farm assets	218,514	231,659	154,664	162,712	347,855	370,807
Long Term Farm Assets						
Farm land	346,472	364,550	250,705	254,100	667,021	737,380
Buildings and improvements	98,062	107,007	62,960	65,266	141,745	173,630
Other long-term assets	49,948	46,901	37,724	38,398	115,598	100,598
Total long-term farm assets	494,482	518,458	351,389	357,764	924,364	1,011,608
Total Farm Assets	927,703	988,031	615,536	618,463	1,672,471	1,858,912
Total Nonfarm Assets	152,933	162,807	119,265	134,591	243,298	256,252
Total Assets	1,080,635	1,150,838	734,801	753,054	1,915,768	2,115,164
Liabilities						
Current Farm Liabilities						
Accrued interest	6,927	7,580	6,841	9,345	7,980	6,370
Accounts payable	7,175	6,549	2,877	3,125	17,714	13,861
Current notes	93,733	103,650	63,999	65,974	124,446	161,696
Government crop loans	9,109	7,243	4,792	4,326	13,403	1,622
Principal due on term debt	20,484	22,982	19,159	17,532	26,133	35,599
Total current farm liabilities	137,427	148,004	97,668	100,301	189,676	219,149
Total intermediate farm liabs	49,255	50,521	39,814	44,895	54,648	59,274
Total long term farm liabilities	156,301	156,283	141,151	137,073	279,751	301,942
Total farm liabilities	342,984	354,807	278,633	282,269	524,076	580,365
Total nonfarm liabilities	15,455	17,503	15,614	16,334	20,199	22,185
Total liabs excluding deferreds	358,439	372,310	294,247	298,603	544,274	602,550
Total deferred liabilities	167,112	173,379	107,812	105,229	306,627	337,063
Total liabilities	525,550	545,689	402,059	403,832	850,901	939,613
Retained earnings	356,476	408,990	171,863	177,687	714,838	834,234
Market valuation equity	198,609	196,159	160,878	171,535	350,030	341,316
Net worth (farm and nonfarm)	555,085	605,149	332,742	349,222	1,064,868	1,175,550
Net worth excluding deferreds	722,197	778,527	440,553	454,450	1,371,494	1,512,614
Net worth change		50,064		16,480		110,683
Ratio Analysis						
Current farm liabilities / assets	64 %	62 %	89 %	102 %	47 %	46 %
Curr. & interm farm liab. / assets	43 %	42 %	52 %	56 %	33 %	33 %
Long term farm liab. / assets	32 %	30 %	40 %	38 %	30 %	30 %
Total debt to asset ratio	49 %	47 %	55 %	54 %	44 %	44 %
Debt to assets excl deferreds	33 %	32 %	40 %	40 %	28 %	28 %

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Statement Of Cash Flows
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	*Low 20%*	*High 20%*
Number of farms	212	42	43
Beginning cash (farm & nonfarm)	16,037	12,953	24,071
Cash From Operating Activities			
Gross cash farm income	422,897	284,828	837,227
Net nonfarm income	21,436	33,801	10,917
Total cash farm expense	-348,711	-242,909	-694,037
Apparent family living expense	-35,389	-28,447	-44,359
Income and social security tax	-9,976	-5,230	-18,803
Cash from operations	50,256	42,044	90,945
Cash From Investing Activities			
Sale of breeding livestock	56	4	122
Sale of machinery & equipment	503	366	86
Sale of farm land	321	-	767
Sale of farm buildings	147	-	722
Sale of other farm assets	1,662	333	5,847
Sale of nonfarm assets	2,299	1,759	1,315
Purchase of breeding livestock	-2,066	-1,030	-4,173
Purchase of machinery & equip.	-27,192	-18,928	-47,550
Purchase of farm land	-12,220	-10,214	-35,924
Purchase of farm buildings	-11,440	-5,480	-31,313
Purchase of other farm assets	-1,017	-73	-911
Purchase of nonfarm assets	-12,347	-12,587	-18,589
Cash from investing activities	-61,296	-45,849	-129,600
Cash From Financing Activities			
Money borrowed	233,556	178,971	409,288
Cash gifts and inheritances	3,254	1,625	3,877
Principal payments	-222,126	-178,605	-365,357
Dividends paid	-481	-1,406	-997
Gifts given	-27	-	-
Cash from financing activities	14,177	585	46,811
Net change in cash balance	3,137	-3,221	8,157
Ending cash (farm & nonfarm)	19,174	9,732	32,227

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Financial Standards Measures
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	***Low 20%***	***High 20%***
Number of farms	212	42	43
Liquidity			
Current ratio	1.69	1.14	2.35
Working capital	112,896	16,133	323,343
Solvency (market)			
Farm debt to asset ratio	52 %	59 %	47 %
Farm equity to asset ratio	48 %	41 %	53 %
Farm debt to equity ratio	109 %	145 %	89 %
Profitability (cost)			
Rate of return on farm assets	12.3 %	2.3 %	16.3 %
Rate of return on farm equity	18.8 %	-11.7 %	24.5 %
Operating profit margin	27.3 %	5.6 %	35.5 %
Net farm income	81,750	424	199,929
Repayment Capacity			
Term debt coverage ratio	229 %	70 %	370 %
Capital replacement margin	50,584	-11,695	149,347
Efficiency			
Asset turnover rate (cost)	45.2 %	40.5 %	46.0 %
Operating expense ratio	71.4 %	84.3 %	69.5 %
Depreciation expense ratio	4.0 %	5.5 %	4.2 %
Interest expense ratio	6.2 %	10.0 %	4.5 %
Net farm income ratio	18.4 %	0.2 %	21.8 %

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Crop Production and Marketing Summary
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	*Low 20%*	*High 20%*
Number of farms	212	42	43
Acreage Summary			
Total acres owned	250	159	421
Total crop acres	730	522	1,096
Crop acres owned	214	141	383
Crop acres cash rented	445	361	616
Crop acres share rented	70	21	97
Total pasture acres	7	4	16
Average Price Received (Cash Sales Only)			
Soybeans per bushel	4.57	4.52	4.64
Corn per bushel	1.68	1.55	1.74
Oats per bushel	1.30	-	1.81
Hay, Alfalfa per ton	48.59	-	-
Straw per ton	53.24	-	-
Wheat, Spring per bushel	2.81	-	-
Peas per lb	0.080	-	-
Sweet Corn per ton	44.72	-	-
Average Yield Per Acre			
Corn (bushel)	150.06	149.46	151.43
Soybeans (bushel)	45.66	44.41	46.52
Hay, Alfalfa (ton)	4.20	3.63	4.36
Corn Silage (ton)	19.13	19.40	19.54
Oats (bushel)	84.13	-	-
Peas (lb)	4,852.95	-	4,989.29
Sweet Corn (ton)	6.78	-	-
Wheat, Spring (bushel)	51.75	-	-
Hay, Grass (ton)	1.74	-	-
Barley (bushel)	66.19	-	-

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Household and Personal Expenses
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	*Low 20%*	*High 20%*
Number of farms	120	24	22
Average family size	3.5	3.5	3.7
Family Living Expenses			
Food and meals expense	5,394	5,773	4,861
Medical care and health insurance	5,591	3,855	7,654
Cash donations	1,717	1,626	2,147
Household supplies	4,104	3,206	3,150
Clothing	2,300	1,562	2,964
Personal care	2,962	3,463	3,236
Child / Dependent care	457	663	317
Gifts	2,544	1,720	2,772
Education	2,917	2,295	4,092
Recreation	2,687	2,187	3,542
Utilities (household share)	1,564	1,749	1,649
Nonfarm vehicle operating expense	2,844	2,699	2,408
Household real estate taxes	127	167	130
Dwelling rent	399	206	-
Household repairs	768	392	305
Nonfarm interest	345	457	433
Life insurance payments	2,077	2,974	2,832
Total cash family living expense	38,797	34,996	42,490
Family living from the farm	155	178	148
Total family living	38,952	35,173	42,638
Other Nonfarm Expenditures			
Income taxes	11,513	5,368	24,096
Furnishing & appliance purchases	442	368	568
Nonfarm vehicle purchases	2,920	2,818	2,825
Nonfarm real estate purchases	3,505	4,076	7,237
Other nonfarm capital purchases	923	3,037	45
Nonfarm savings & investments	4,249	3,582	15,610
Total other nonfarm expenditures	23,552	19,249	50,381
Total cash family living investment & nonfarm capital purch	62,349	54,245	92,871

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Operator and Labor Information
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	*Low 20%*	*High 20%*
Number of farms	212	42	43
Operator Information			
Average number of operators	1.2	1.2	1.2
Average age of operators	47.4	49.0	47.7
Average number of years farming	24.2	25.0	25.0
Results Per Operator			
Working capital	97,690	13,286	262,335
Total assets (market)	1,053,830	717,058	1,761,870
Total liabilities	665,959	479,563	1,066,405
Net worth (market)	387,871	237,495	695,464
Net worth excl deferred liabs	545,339	331,866	972,722
Gross farm income	384,873	215,359	742,886
Total farm expense	314,134	215,010	580,679
Net farm income	70,739	349	162,207
Net nonfarm income	18,549	27,836	8,857
Family living withdrawals	39,671	28,891	52,053
Total acres owned	216.3	130.7	341.9
Total crop acres	631.3	430.2	889.5
Crop acres owned	185.5	116.2	311.1
Crop acres cash rented	385.1	296.9	499.5
Crop acres share rented	60.7	17.2	78.9
Total pasture acres	6.3	2.9	13.0
Labor Analysis			
Number of farms	212	42	43
Total unpaid labor hours	2,240	1,560	2,714
Total hired labor hours	794	973	2,169
Total labor hours per farm	3,034	2,533	4,884
Unpaid hours per operator	1,938	1,285	2,202
Value of farm production / hour	103.24	75.12	121.43
Net farm income / unpaid hour	36.49	0.27	73.65
Partnerships			
Number of farms	15	1	6
Number of operators	2.1	-	1.8
Owner withdrawals per farm	42,755.3	-	52,211.7
Withdrawals per operator	20,688.1	-	28,479.1

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Nonfarm Summary
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	*Low 20%*	*High 20%*
Number of farms	212	42	43
Nonfarm Income			
Nonfarm wages & salary	12,104	22,306	4,749
Nonfarm business income	3,099	6,619	143
Nonfarm rental income	746	1,092	835
Nonfarm interest income	1,459	726	3,258
Nonfarm cash dividends	402	82	3
Tax refunds	659	1,011	587
Gifts and inheritances	3,254	1,625	3,877
Other nonfarm income	2,969	1,972	1,342
Total nonfarm income	24,692	35,432	14,794
Nonfarm Assets (market)			
Checking & savings	713	162	355
Stocks & bonds	18,476	11,896	20,342
Other current assets	931	1,573	710
Furniture & appliances	9,754	9,639	8,093
Nonfarm vehicles	9,703	10,273	9,575
Cash value of life ins.	11,614	13,399	10,583
Retirement accounts	29,230	27,675	46,834
Other intermediate assets	7,526	8,358	9,066
Nonfarm real estate	42,369	27,893	69,034
Other long term assets	11,338	10,617	13,682
Total nonfarm assets	141,654	121,484	188,274
Nonfarm Liabilities			
Accrued interest	113	108	288
Accounts payable	5,509	3,117	7,912
Current notes	6,750	5,455	8,576
Princ due on term debt	932	1,593	377
Total current liabilities	6,750	5,455	8,576
Intermediate liabilities	2,610	4,409	3,107
Long term liabilities	5,637	4,137	4,311
Total nonfarm liabilities	14,997	14,001	15,994
Nonfarm net worth	126,656	107,483	172,280
Nonfarm debt to asset ratio	11 %	12 %	8 %

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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 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 net return per acre. The classification is done separately for each table.

To estimate the return to crops in the government programs, the net return including government payments is estimated and included in the appropriate tables. This is done for each farm by allocating the transition payments from the whole farm to these crops.

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 government payments.”

Rounding of individual items for the report may have caused minor discrepancies with the calculated totals. If fewer than 5 farms have a crop, land tenure category, that information is not reported. If there are fewer than 25 farms, the high and low groups are not reported.

Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Corn on Owned Land

	Avg. Of All Farms	***Low 20%***	***High 20%***
Number of fields	189	33	35
Number of farms	143	28	29
Acres	110.67	75.19	116.49
Yield per acre (bushel)	150.86	143.98	153.35
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.75	1.75	1.75
Total product return per acre	264.00	251.96	268.37
Miscellaneous income per acre	1.53	0.18	0.58
Gross return per acre	265.54	252.14	268.94
Direct Expenses			
Seed	37.43	36.37	36.00
Fertilizer	38.82	41.42	33.74
Crop chemicals	24.56	26.11	24.06
Crop insurance	7.75	9.80	5.88
Drying fuel	3.02	3.12	3.08
Fuel & oil	10.11	13.06	10.13
Repairs	21.59	34.30	17.69
Custom hire	1.87	6.71	1.63
Operating interest	9.27	16.73	2.68
Miscellaneous	1.98	1.19	1.97
Total direct expenses per acre	156.41	188.80	136.87
Return over direct exp per acre	109.13	63.34	132.07
Overhead Expenses			
Hired labor	6.36	1.53	5.79
Machinery & bldg leases	1.92	1.97	0.42
RE & pers. property taxes	13.19	13.15	12.66
Farm insurance	4.38	5.21	4.39
Utilities	2.87	3.90	2.95
Dues & professional fees	0.20	0.71	0.43
Interest	44.43	86.77	14.02
Mach & bldg depreciation	18.60	20.71	14.80
Miscellaneous	4.55	5.45	2.72
Total overhead expenses per acre	96.50	139.40	58.16
Total dir & ovhd expenses per acre	252.91	328.20	195.03
Net return per acre	12.63	-76.06	73.91
Lbr & mgt charge per acre	29.66	33.55	32.42
Net return over lbr & mgt	-17.03	-109.61	41.48
Government payments	40.35	37.57	39.83
Net return with govt payments	23.32	-72.04	81.31
Cost of Production			
Total direct expense per bushel	1.04	1.31	0.89
Total dir & ovhd exp per bushel	1.68	2.28	1.27
With labor & management	1.87	2.51	1.48
Total exp less govt & oth income	1.60	2.25	1.22
Est. labor hours per acre	2.77	3.11	2.55

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Corn on Cash Rent

	Avg. Of All Farms	*Low 20%*	*High 20%*
Number of fields	335	77	57
Number of farms	168	33	34
Acres	125.08	122.33	107.60
Yield per acre (bushel)	150.25	146.12	153.89
Operators share of yield %	100.00	100.00	100.00
Value per bushel	1.75	1.75	1.75
Total product return per acre	262.94	255.71	269.30
Miscellaneous income per acre	0.84	0.16	0.66
Gross return per acre	263.79	255.86	269.96
Direct Expenses			
Seed	36.72	38.38	35.62
Fertilizer	39.59	46.70	36.94
Crop chemicals	25.22	24.75	22.77
Crop insurance	8.70	9.64	7.39
Drying fuel	2.58	3.93	1.50
Fuel & oil	10.46	10.84	8.42
Repairs	19.45	25.12	13.40
Custom hire	3.38	3.19	2.84
Land rent	93.27	100.68	83.90
Machinery & bldg leases	0.67	2.06	-
Operating interest	9.48	13.24	6.08
Miscellaneous	1.20	1.27	2.93
Total direct expenses per acre	250.72	279.78	221.78
Return over direct exp per acre	13.06	-23.92	48.18
Overhead Expenses			
Hired labor	5.68	7.85	2.81
Machinery & bldg leases	4.67	4.33	1.23
Farm insurance	3.51	4.08	2.82
Utilities	2.53	2.90	1.78
Dues & professional fees	0.50	0.57	0.05
Interest	6.33	9.85	2.58
Mach & bldg depreciation	15.28	17.38	9.78
Miscellaneous	4.59	6.21	3.16
Total overhead expenses per acre	43.10	53.18	24.21
Total dir & ovhd expenses per acre	293.82	332.96	245.99
Net return per acre	-30.04	-77.10	23.98
Lbr & mgt charge per acre	25.36	23.06	30.26
Net return over lbr & mgt	-55.39	-100.16	-6.28
Government payments	40.20	36.50	44.18
Net return with govt payments	-15.19	-63.66	37.90
Cost of Production			
Total direct expense per bushel	1.67	1.91	1.44
Total dir & ovhd exp per bushel	1.96	2.28	1.60
With labor & management	2.12	2.44	1.80
Total exp less govt & oth income	1.85	2.19	1.50
Est. labor hours per acre	2.68	2.46	2.64

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Corn on Share Rent

	Avg. Of All Farms	***Low 20%***	***High 20%***
Number of fields	73	15	12
Number of farms	57	11	11
Acres	92.80	74.73	93.96
Yield per acre (bushel)	146.37	139.79	151.97
Operators share of yield %	53.92	56.49	54.13
Value per bushel	1.75	1.75	1.75
Total product return per acre	137.87	137.13	144.43
Miscellaneous income per acre	0.58	-	-
Gross return per acre	138.45	137.13	144.43
Direct Expenses			
Seed	24.85	29.61	24.85
Fertilizer	20.67	27.17	17.39
Crop chemicals	14.63	17.22	14.02
Crop insurance	4.06	4.94	3.72
Drying fuel	1.39	2.37	1.69
Fuel & oil	10.79	12.17	9.50
Repairs	20.51	23.56	19.01
Custom hire	2.11	0.83	-
Machinery & bldg leases	0.80	-	-
Operating interest	10.10	14.13	1.70
Miscellaneous	0.80	1.00	1.18
Total direct expenses per acre	110.73	133.01	93.07
Return over direct exp per acre	27.72	4.11	51.36
Overhead Expenses			
Hired labor	5.03	6.02	2.20
Machinery & bldg leases	6.89	8.47	0.23
Farm insurance	4.12	6.44	3.73
Utilities	2.21	3.03	2.55
Dues & professional fees	0.41	1.57	0.59
Interest	5.89	8.97	4.00
Mach & bldg depreciation	14.39	17.05	10.65
Miscellaneous	3.09	3.89	3.09
Total overhead expenses per acre	42.04	55.44	27.05
Total dir & ovhd expenses per acre	152.77	188.45	120.12
Net return per acre	-14.32	-51.33	24.31
Lbr & mgt charge per acre	23.08	22.80	36.18
Net return over lbr & mgt	-37.40	-74.13	-11.87
Government payments	20.29	19.27	19.04
Net return with govt payments	-17.11	-54.86	7.18
Cost of Production			
Total direct expense per bushel	1.40	1.68	1.13
Total dir & ovhd exp per bushel	1.94	2.39	1.46
With labor & management	2.23	2.68	1.90
Total exp less govt & oth income	1.96	2.43	1.67
Est. labor hours per acre	2.47	2.39	3.03

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Soybeans on Owned Land

	Avg. Of All Farms	***Low 20%***	***High 20%***
Number of fields	170	30	36
Number of farms	137	27	28
Acres	115.08	117.22	121.80
Yield per acre (bushel)	46.10	43.20	50.04
Operators share of yield %	100.00	100.00	100.00
Value per bushel	5.15	5.15	5.15
Total product return per acre	237.43	222.49	257.70
Miscellaneous income per acre	3.78	2.06	2.10
Gross return per acre	241.22	224.55	259.80
Direct Expenses			
Seed	17.25	18.93	13.24
Fertilizer	9.03	9.21	8.61
Crop chemicals	20.71	23.90	20.00
Crop insurance	8.32	9.73	7.23
Fuel & oil	8.20	7.96	7.18
Repairs	17.40	21.19	14.71
Custom hire	1.02	1.57	0.87
Operating interest	6.99	10.39	3.18
Miscellaneous	1.09	0.56	1.63
Total direct expenses per acre	90.01	103.45	76.64
Return over direct exp per acre	151.21	121.10	183.17
Overhead Expenses			
Hired labor	5.40	5.78	5.48
Machinery & bldg leases	1.75	1.62	0.91
RE & pers. property taxes	13.10	14.72	12.68
Farm insurance	3.62	3.82	3.62
Utilities	2.37	3.14	2.08
Interest	38.71	73.54	8.30
Mach & bldg depreciation	14.75	20.15	14.83
Miscellaneous	3.86	4.34	2.91
Total overhead expenses per acre	83.55	127.10	50.82
Total dir & ovhd expenses per acre	173.56	230.55	127.45
Net return per acre	67.66	-6.00	132.35
Lbr & mgt charge per acre	23.60	23.59	23.89
Net return over lbr & mgt	44.06	-29.59	108.46
Government payments	39.03	37.66	40.86
Net return with govt payments	83.09	8.07	149.31
Cost of Production			
Total direct expense per bushel	1.95	2.39	1.53
Total dir & ovhd exp per bushel	3.76	5.34	2.55
With labor & management	4.28	5.88	3.02
Total exp less govt & oth income	3.35	4.96	2.17
Est. labor hours per acre	2.27	2.13	2.05

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Soybeans on Cash Rent

	Avg. Of All Farms	***Low 20%***	***High 20%***
Number of fields	330	61	56
Number of farms	167	33	34
Acres	123.50	150.67	136.92
Yield per acre (bushel)	45.58	41.50	48.58
Operators share of yield %	100.00	100.00	100.00
Value per bushel	5.15	5.15	5.15
Total product return per acre	234.72	213.73	250.17
Miscellaneous income per acre	3.51	4.18	3.09
Gross return per acre	238.23	217.90	253.26
Direct Expenses			
Seed	16.93	18.34	16.15
Fertilizer	7.28	9.06	6.16
Crop chemicals	21.65	22.47	17.81
Crop insurance	9.66	9.01	7.57
Fuel & oil	8.32	10.15	6.93
Repairs	15.55	17.60	11.15
Custom hire	3.54	7.14	2.01
Land rent	91.85	96.62	84.95
Machinery & bldg leases	0.49	1.11	0.17
Marketing	0.31	1.13	0.02
Operating interest	7.71	9.82	4.82
Miscellaneous	0.80	0.49	0.40
Total direct expenses per acre	184.08	202.94	158.15
Return over direct exp per acre	54.15	14.96	95.11
Overhead Expenses			
Hired labor	4.40	7.54	1.35
Machinery & bldg leases	3.61	3.52	3.46
Farm insurance	2.84	3.27	2.40
Utilities	2.06	2.63	2.18
Dues & professional fees	0.39	1.07	0.09
Interest	4.89	6.57	2.51
Mach & bldg depreciation	12.27	12.33	10.45
Miscellaneous	3.67	4.84	2.93
Total overhead expenses per acre	34.13	41.77	25.36
Total dir & ovhd expenses per acre	218.21	244.71	183.51
Net return per acre	20.02	-26.80	69.75
Lbr & mgt charge per acre	20.87	17.31	29.65
Net return over lbr & mgt	-0.85	-44.11	40.10
Government payments	38.42	37.01	43.23
Net return with govt payments	37.57	-7.10	83.32
Cost of Production			
Total direct expense per bushel	4.04	4.89	3.26
Total dir & ovhd exp per bushel	4.79	5.90	3.78
With labor & management	5.25	6.31	4.39
Total exp less govt & oth income	4.33	5.32	3.43
Est. labor hours per acre	2.16	2.26	2.65

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Soybeans on Share Rent

	Avg. Of All Farms	***Low 20%***	***High 20%***
Number of fields	71	14	12
Number of farms	58	11	11
Acres	91.93	70.93	65.18
Yield per acre (bushel)	44.36	35.78	51.76
Operators share of yield %	54.49	52.14	58.49
Value per bushel	5.15	5.15	5.15
Total product return per acre	124.71	96.66	156.27
Miscellaneous income per acre	0.80	5.28	-
Gross return per acre	125.51	101.94	156.27
Direct Expenses			
Seed	11.53	9.77	9.15
Fertilizer	5.72	5.52	4.09
Crop chemicals	13.05	14.52	12.00
Crop insurance	5.57	7.10	2.92
Fuel & oil	8.73	10.21	8.72
Repairs	16.51	17.96	12.12
Custom hire	2.03	0.61	2.72
Machinery & bldg leases	0.47	0.59	-
Marketing	0.06	-	0.51
Operating interest	8.19	13.41	2.38
Miscellaneous	0.72	0.07	0.64
Total direct expenses per acre	72.57	79.76	55.25
Return over direct exp per acre	52.95	22.19	101.02
Overhead Expenses			
Hired labor	4.09	5.13	2.85
Machinery & bldg leases	3.84	9.52	0.44
Farm insurance	3.27	4.01	3.12
Utilities	1.82	2.38	2.33
Dues & professional fees	0.43	2.02	0.30
Interest	4.94	7.65	1.98
Mach & bldg depreciation	11.86	10.93	12.33
Miscellaneous	2.91	3.41	2.75
Total overhead expenses per acre	33.16	45.05	26.09
Total dir & ovhd expenses per acre	105.73	124.81	81.34
Net return per acre	19.78	-22.86	74.92
Lbr & mgt charge per acre	18.95	15.25	20.82
Net return over lbr & mgt	0.83	-38.11	54.10
Government payments	20.24	19.89	20.21
Net return with govt payments	21.07	-18.22	74.31
Cost of Production			
Total direct expense per bushel	3.00	4.28	1.83
Total dir & ovhd exp per bushel	4.37	6.69	2.69
With labor & management	5.16	7.51	3.37
Total exp less govt & oth income	4.29	6.16	2.71
Est. labor hours per acre	2.07	1.63	2.00

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Oats on Owned Land

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	13.64
Yield per acre (bushel)	85.10
Operators share of yield %	99.99
Value per bushel	1.02
Total product return per acre	87.12
Miscellaneous income per acre	45.85
Gross return per acre	132.97
Direct Expenses	
Seed	7.63
Fertilizer	14.77
Crop chemicals	0.88
Crop insurance	1.83
Fuel & oil	7.01
Repairs	19.38
Custom hire	1.99
Operating interest	5.93
Miscellaneous	1.80
Total direct expenses per acre	61.23
Return over direct exp per acre	71.74
Overhead Expenses	
Hired labor	1.92
Machinery & bldg leases	2.07
RE & pers. property taxes	10.97
Farm insurance	1.61
Utilities	1.40
Interest	34.58
Mach & bldg depreciation	8.34
Miscellaneous	2.33
Total overhead expenses per acre	63.22
Total dir & ovhd expenses per acre	124.46
Net return per acre	8.51
Lbr & mgt charge per acre	11.57
Net return over lbr & mgt	-3.06
Government payments	36.87
Net return with govt payments	33.81
Cost of Production	
Total direct expense per bushel	0.72
Total dir & ovhd exp per bushel	1.46
With labor & management	1.60
Total exp less govt & oth income	0.63
Est. labor hours per acre	1.16

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Oats on Cash Rent

	Avg. Of All Farms
Number of fields	10
Number of farms	10
Acres	25.57
Yield per acre (bushel)	85.05
Operators share of yield %	100.00
Value per bushel	1.06
Total product return per acre	90.37
Miscellaneous income per acre	43.00
Gross return per acre	133.37
Direct Expenses	
Seed	7.11
Fertilizer	10.93
Crop chemicals	1.90
Crop insurance	0.95
Fuel & oil	5.28
Repairs	7.33
Custom hire	13.44
Land rent	81.31
Operating interest	2.26
Miscellaneous	4.65
Total direct expenses per acre	135.16
Return over direct exp per acre	-1.78
Overhead Expenses	
Hired labor	1.74
Machinery & bldg leases	8.87
Farm insurance	2.22
Utilities	0.91
Interest	1.25
Mach & bldg depreciation	5.54
Miscellaneous	1.07
Total overhead expenses per acre	21.58
Total dir & ovhd expenses per acre	156.74
Net return per acre	-23.37
Lbr & mgt charge per acre	9.76
Net return over lbr & mgt	-33.12
Government payments	34.09
Net return with govt payments	0.96
Cost of Production	
Total direct expense per bushel	1.59
Total dir & ovhd exp per bushel	1.84
With labor & management	1.96
Total exp less govt & oth income	1.05
Est. labor hours per acre	0.91

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Wheat, Spring on Owned Land

	Avg. Of All Farms	***High 20%***
Number of fields	6	6
Number of farms	5	5
Acres	17.58	17.58
Yield per acre (bushel)	50.65	50.65
Operators share of yield %	100.00	100.00
Value per bushel	3.00	3.00
Other product return per acre	15.17	15.17
Total product return per acre	167.13	167.13
Miscellaneous income per acre	38.64	38.64
Gross return per acre	205.76	205.76
Direct Expenses		
Seed	16.12	16.12
Fertilizer	14.09	14.09
Crop chemicals	2.96	2.96
Crop insurance	5.57	5.57
Fuel & oil	6.70	6.70
Repairs	17.20	17.20
Custom hire	10.07	10.07
Operating interest	2.43	2.43
Miscellaneous	0.95	0.95
Total direct expenses per acre	76.07	76.07
Return over direct exp per acre	129.69	129.69
Overhead Expenses		
Hired labor	4.61	4.61
RE & pers. property taxes	12.23	12.23
Farm insurance	3.38	3.38
Utilities	3.02	3.02
Interest	37.54	37.54
Mach & bldg depreciation	9.82	9.82
Miscellaneous	3.50	3.50
Total overhead expenses per acre	74.09	74.09
Total dir & ovhd expenses per acre	150.16	150.16
Net return per acre	55.60	55.60
Lbr & mgt charge per acre	22.15	22.15
Net return over lbr & mgt	33.45	33.45
Government payments	38.55	38.55
Net return with govt payments	72.00	72.00
Cost of Production		
Total direct expense per bushel	1.50	1.50
Total dir & ovhd exp per bushel	2.96	2.96
With labor & management	3.40	3.40
Total exp less govt & oth income	1.58	1.58
Est. labor hours per acre	1.91	1.91

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Wheat, Spring on Cash Rent

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	45.20
Yield per acre (bushel)	52.27
Operators share of yield %	100.00
Value per bushel	3.00
Total product return per acre	156.80
Miscellaneous income per acre	8.53
Gross return per acre	165.33
Direct Expenses	
Seed	10.04
Fertilizer	5.14
Crop chemicals	5.74
Crop insurance	2.59
Fuel & oil	4.49
Repairs	6.25
Custom hire	0.96
Land rent	74.91
Operating interest	5.40
Miscellaneous	0.13
Total direct expenses per acre	115.66
Return over direct exp per acre	49.66
Overhead Expenses	
Hired labor	1.48
Machinery & bldg leases	4.80
Farm insurance	1.27
Utilities	0.56
Interest	3.07
Mach & bldg depreciation	5.07
Miscellaneous	2.11
Total overhead expenses per acre	18.35
Total dir & ovhd expenses per acre	134.02
Net return per acre	31.31
Lbr & mgt charge per acre	15.73
Net return over lbr & mgt	15.58
Government payments	42.70
Net return with govt payments	58.28
Cost of Production	
Total direct expense per bushel	2.21
Total dir & ovhd exp per bushel	2.56
With labor & management	2.87
Total exp less govt & oth income	1.88
Est. labor hours per acre	1.59

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Barley on Cash Rent

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	27.78
Yield per acre (bushel)	65.57
Operators share of yield %	99.99
Value per bushel	1.86
Total product return per acre	122.10
Miscellaneous income per acre	60.13
Gross return per acre	182.23
Direct Expenses	
Seed	12.29
Fertilizer	22.86
Crop chemicals	2.69
Fuel & oil	6.89
Repairs	13.65
Custom hire	15.99
Land rent	64.59
Operating interest	4.62
Miscellaneous	0.87
Total direct expenses per acre	144.45
Return over direct exp per acre	37.78
Overhead Expenses	
Hired labor	2.49
Farm insurance	1.46
Utilities	0.81
Interest	1.90
Mach & bldg depreciation	6.48
Miscellaneous	2.26
Total overhead expenses per acre	15.40
Total dir & ovhd expenses per acre	159.84
Net return per acre	22.39
Lbr & mgt charge per acre	11.76
Net return over lbr & mgt	10.63
Government payments	35.86
Net return with govt payments	46.49
Cost of Production	
Total direct expense per bushel	2.20
Total dir & ovhd exp per bushel	2.44
With labor & management	2.62
Total exp less govt & oth income	1.15
Est. labor hours per acre	1.50

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Corn Silage on Owned Land

	Avg. Of All Farms
Number of fields	18
Number of farms	16
Acres	40.27
Yield per acre (ton)	18.43
Operators share of yield %	100.00
Value per ton	18.00
Total product return per acre	331.75
Miscellaneous income per acre	0.15
Gross return per acre	331.89
Direct Expenses	
Seed	36.40
Fertilizer	35.95
Crop chemicals	26.83
Crop insurance	7.30
Fuel & oil	11.51
Repairs	21.35
Custom hire	12.45
Marketing	0.89
Operating interest	6.28
Miscellaneous	0.49
Total direct expenses per acre	159.45
Return over direct exp per acre	172.44
Overhead Expenses	
Hired labor	14.68
Machinery & bldg leases	1.04
RE & pers. property taxes	12.86
Farm insurance	5.72
Utilities	2.32
Interest	39.86
Mach & bldg depreciation	23.74
Miscellaneous	4.39
Total overhead expenses per acre	104.61
Total dir & ovhd expenses per acre	264.06
Net return per acre	67.84
Lbr & mgt charge per acre	24.35
Net return over lbr & mgt	43.49
Government payments	38.23
Net return with govt payments	81.72
Cost of Production	
Total direct expense per ton	8.65
Total dir & ovhd exp per ton	14.33
With labor & management	15.65
Total exp less govt & oth income	13.57
Est. labor hours per acre	2.65

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Corn Silage on Cash Rent

	Avg. Of All Farms
Number of fields	24
Number of farms	21
Acres	39.06
Yield per acre (ton)	19.67
Operators share of yield %	100.00
Value per ton	18.00
Total product return per acre	354.05
Miscellaneous income per acre	-
Gross return per acre	354.05
Direct Expenses	
Seed	35.83
Fertilizer	38.48
Crop chemicals	24.39
Crop insurance	6.50
Fuel & oil	13.83
Repairs	23.66
Custom hire	10.34
Land rent	85.79
Operating interest	13.04
Miscellaneous	1.01
Total direct expenses per acre	252.88
Return over direct exp per acre	101.17
Overhead Expenses	
Hired labor	8.54
Machinery & bldg leases	2.59
Farm insurance	3.02
Utilities	1.86
Interest	5.28
Mach & bldg depreciation	20.35
Miscellaneous	5.52
Total overhead expenses per acre	47.17
Total dir & ovhd expenses per acre	300.05
Net return per acre	53.99
Lbr & mgt charge per acre	17.42
Net return over lbr & mgt	36.57
Government payments	34.68
Net return with govt payments	71.25
Cost of Production	
Total direct expense per ton	12.86
Total dir & ovhd exp per ton	15.26
With labor & management	16.14
Total exp less govt & oth income	14.38
Est. labor hours per acre	2.79

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Hay, Alfalfa on Owned Land

	Avg. Of All Farms
Number of fields	14
Number of farms	14
Acres	39.45
Yield per acre (ton)	4.15
Operators share of yield %	100.00
Value per ton	70.51
Total product return per acre	292.54
Miscellaneous income per acre	-
Gross return per acre	292.54
Direct Expenses	
Seed	7.53
Fertilizer	15.87
Crop chemicals	2.46
Crop insurance	2.08
Fuel & oil	9.87
Repairs	15.59
Custom hire	10.86
Operating interest	4.75
Miscellaneous	1.66
Total direct expenses per acre	70.67
Return over direct exp per acre	221.87
Overhead Expenses	
Hired labor	12.15
Machinery & bldg leases	2.82
RE & pers. property taxes	8.58
Farm insurance	5.00
Utilities	1.89
Interest	26.95
Mach & bldg depreciation	15.54
Miscellaneous	3.63
Total overhead expenses per acre	76.56
Total dir & ovhd expenses per acre	147.23
Net return per acre	145.31
Lbr & mgt charge per acre	15.37
Net return over lbr & mgt	129.94
Government payments	22.08
Net return with govt payments	152.03
Cost of Production	
Total direct expense per ton	17.03
Total dir & ovhd exp per ton	35.48
With labor & management	39.19
Total exp less govt & oth income	33.87
Est. labor hours per acre	2.01

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Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Hay, Alfalfa on Cash Rent

	Avg. Of All Farms	Low 20%	High 20%
Number of fields	31	5	7
Number of farms	27	5	5
Acres	53.88	29.98	23.51
Yield per acre (ton)	4.22	2.18	5.83
Operators share of yield %	100.00	100.00	100.00
Value per ton	68.24	65.00	72.88
Total product return per acre	288.17	141.66	425.16
Miscellaneous income per acre	5.99	-	-
Gross return per acre	294.16	141.66	425.16
Direct Expenses			
Seed	4.94	-	-
Fertilizer	29.47	17.37	42.34
Crop chemicals	2.39	5.06	0.94
Crop insurance	0.56	0.49	0.02
Fuel & oil	14.45	11.78	14.88
Repairs	22.90	28.28	30.90
Custom hire	12.28	16.27	-
Land rent	76.71	64.99	87.28
Operating interest	11.71	8.50	24.96
Miscellaneous	7.15	0.64	2.20
Total direct expenses per acre	182.56	153.37	203.51
Return over direct exp per acre	111.60	-11.71	221.65
Overhead Expenses			
Hired labor	8.44	8.93	9.39
Machinery & bldg leases	23.35	4.02	13.94
Farm insurance	5.42	3.53	1.66
Utilities	2.21	2.99	2.39
Interest	4.26	12.14	7.40
Mach & bldg depreciation	17.96	8.76	11.05
Miscellaneous	4.76	9.85	4.55
Total overhead expenses per acre	66.39	50.21	50.38
Total dir & ovhd expenses per acre	248.96	203.59	253.89
Net return per acre	45.20	-61.92	171.27
Lbr & mgt charge per acre	25.79	29.25	16.92
Net return over lbr & mgt	19.41	-91.18	154.35
Government payments	27.30	27.87	31.02
Net return with govt payments	46.72	-63.31	185.37
Cost of Production			
Total direct expense per ton	43.23	70.37	34.88
Total dir & ovhd exp per ton	58.96	93.41	43.52
With labor & management	65.07	106.84	46.42
Total exp less govt & oth income	57.18	94.05	41.10
Est. labor hours per acre	3.08	4.36	3.80

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Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Hay, Grass on Owned Land

	Avg. Of All Farms
Number of fields	5
Number of farms	5
Acres	43.36
Yield per acre (ton)	1.86
Operators share of yield %	99.99
Value per ton	67.16
Total product return per acre	124.58
Miscellaneous income per acre	-
Gross return per acre	124.58
Direct Expenses	
Crop chemicals	0.89
Fuel & oil	2.68
Repairs	5.04
Custom hire	0.61
Operating interest	0.55
Total direct expenses per acre	9.77
Return over direct exp per acre	114.81
Overhead Expenses	
Hired labor	1.86
Machinery & bldg leases	1.35
RE & pers. property taxes	7.50
Farm insurance	1.20
Utilities	1.06
Interest	13.25
Mach & bldg depreciation	3.18
Miscellaneous	2.99
Total overhead expenses per acre	32.38
Total dir & ovhd expenses per acre	42.15
Net return per acre	82.43
Lbr & mgt charge per acre	8.00
Net return over lbr & mgt	74.43
Government payments	1.30
Net return with govt payments	75.73
Cost of Production	
Total direct expense per ton	5.27
Total dir & ovhd exp per ton	22.72
With labor & management	27.04
Total exp less govt & oth income	26.34
Est. labor hours per acre	0.73

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Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Pasture on Owned Land

	Avg. Of All Farms
Number of fields	10
Number of farms	10
Acres	42.76
Yield per acre (unit)	2.60
Operators share of yield %	100.00
Value per unit	7.02
Total product return per acre	18.24
Miscellaneous income per acre	-
Gross return per acre	18.24
Direct Expenses	
Fertilizer	1.35
Fuel & oil	1.15
Repairs	2.35
Operating interest	0.34
Miscellaneous	0.13
Total direct expenses per acre	5.31
Return over direct exp per acre	12.92
Overhead Expenses	
Hired labor	1.09
Machinery & bldg leases	0.52
RE & pers. property taxes	5.42
Farm insurance	0.64
Utilities	0.34
Interest	9.75
Mach & bldg depreciation	1.35
Miscellaneous	0.98
Total overhead expenses per acre	20.09
Total dir & ovhd expenses per acre	25.41
Net return per acre	-7.17
Lbr & mgt charge per acre	1.97
Net return over lbr & mgt	-9.14
Government payments	0.35
Net return with govt payments	-8.80
Cost of Production	
Total direct expense per unit	2.04
Total dir & ovhd exp per unit	9.77
With labor & management	10.53
Total exp less govt & oth income	10.40
Est. labor hours per acre	0.30

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(Farms Sorted By Net Return)

Pasture on Cash Rent

	Avg. Of All Farms
Number of fields	8
Number of farms	8
Acres	122.93
Yield per acre (unit)	2.64
Operators share of yield %	100.00
Value per unit	8.17
Total product return per acre	21.61
Miscellaneous income per acre	-
Gross return per acre	21.61
Direct Expenses	
Crop chemicals	2.36
Fuel & oil	1.00
Repairs	2.01
Land rent	13.86
Operating interest	0.50
Total direct expenses per acre	19.74
Return over direct exp per acre	1.86
Overhead Expenses	
Hired labor	0.64
Farm insurance	0.35
Interest	1.13
Mach & bldg depreciation	0.89
Miscellaneous	1.23
Total overhead expenses per acre	4.24
Total dir & ovhd expenses per acre	23.99
Net return per acre	-2.38
Lbr & mgt charge per acre	1.36
Net return over lbr & mgt	-3.74
Government payments	-
Net return with govt payments	-3.74
Cost of Production	
Total direct expense per unit	7.47
Total dir & ovhd exp per unit	9.07
With labor & management	9.58
Total exp less govt & oth income	9.58
Est. labor hours per acre	0.22

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Peas on Owned Land

	Avg. Of All Farms
Number of fields	7
Number of farms	6
Acres	39.36
Yield per acre (lb)	5,467.49
Operators share of yield %	100.00
Value per lb	0.07
Total product return per acre	374.85
Miscellaneous income per acre	18.01
Gross return per acre	392.86
Direct Expenses	
Seed	2.94
Fertilizer	14.96
Crop chemicals	8.97
Crop insurance	8.07
Fuel & oil	5.74
Repairs	12.28
Operating interest	3.87
Total direct expenses per acre	56.83
Return over direct exp per acre	336.03
Overhead Expenses	
Hired labor	2.66
RE & pers. property taxes	12.18
Farm insurance	2.74
Utilities	1.42
Interest	55.42
Mach & bldg depreciation	7.37
Miscellaneous	1.83
Total overhead expenses per acre	83.62
Total dir & ovhd expenses per acre	140.45
Net return per acre	252.41
Lbr & mgt charge per acre	14.27
Net return over lbr & mgt	238.14
Government payments	29.41
Net return with govt payments	267.55
Cost of Production	
Total direct expense per lb	0.01
Total dir & ovhd exp per lb	0.03
With labor & management	0.03
Total exp less govt & oth income	0.02
Est. labor hours per acre	1.29

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Peas on Cash Rent

	Avg. Of All Farms
Number of fields	6
Number of farms	6
Acres	38.57
Yield per acre (lb)	3,840.55
Operators share of yield %	100.00
Value per lb	0.08
Total product return per acre	302.34
Miscellaneous income per acre	35.41
Gross return per acre	337.76
Direct Expenses	
Seed	4.09
Fertilizer	17.56
Crop chemicals	9.37
Crop insurance	4.02
Fuel & oil	6.82
Repairs	7.99
Custom hire	2.31
Land rent	95.06
Operating interest	3.02
Miscellaneous	0.17
Total direct expenses per acre	150.40
Return over direct exp per acre	187.36
Overhead Expenses	
Hired labor	6.07
Machinery & bldg leases	0.35
Farm insurance	2.95
Utilities	1.17
Dues & professional fees	0.61
Interest	4.15
Mach & bldg depreciation	6.64
Miscellaneous	2.53
Total overhead expenses per acre	24.47
Total dir & ovhd expenses per acre	174.87
Net return per acre	162.89
Lbr & mgt charge per acre	15.05
Net return over lbr & mgt	147.84
Government payments	35.42
Net return with govt payments	183.26
Cost of Production	
Total direct expense per lb	0.04
Total dir & ovhd exp per lb	0.05
With labor & management	0.05
Total exp less govt & oth income	0.03
Est. labor hours per acre	2.21

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Sweet Corn on Owned Land

	Avg. Of All Farms
Number of fields	6
Number of farms	6
Acres	39.68
Yield per acre (ton)	5.74
Operators share of yield %	100.00
Value per ton	45.22
Total product return per acre	259.64
Miscellaneous income per acre	45.97
Gross return per acre	305.60
Direct Expenses	
Fertilizer	47.13
Crop chemicals	19.85
Crop insurance	5.92
Fuel & oil	8.12
Repairs	22.11
Operating interest	2.46
Total direct expenses per acre	105.60
Return over direct exp per acre	200.01
Overhead Expenses	
Machinery & bldg leases	0.36
RE & pers. property taxes	6.76
Farm insurance	5.01
Utilities	1.65
Dues & professional fees	0.51
Interest	28.59
Mach & bldg depreciation	9.53
Miscellaneous	2.89
Total overhead expenses per acre	55.31
Total dir & ovhd expenses per acre	160.91
Net return per acre	144.69
Lbr & mgt charge per acre	24.75
Net return over lbr & mgt	119.94
Government payments	27.42
Net return with govt payments	147.36
Cost of Production	
Total direct expense per ton	18.39
Total dir & ovhd exp per ton	28.02
With labor & management	32.33
Total exp less govt & oth income	19.55
Est. labor hours per acre	2.39

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Sweet Corn on Cash Rent

	Avg. Of All Farms
Number of fields	7
Number of farms	7
Acres	38.57
Yield per acre (ton)	6.70
Operators share of yield %	100.00
Value per ton	42.93
Total product return per acre	287.85
Miscellaneous income per acre	-
Gross return per acre	287.85
Direct Expenses	
Fertilizer	23.33
Crop chemicals	17.40
Crop insurance	8.27
Fuel & oil	9.82
Repairs	12.85
Land rent	86.20
Operating interest	5.78
Miscellaneous	0.14
Total direct expenses per acre	163.78
Return over direct exp per acre	124.06
Overhead Expenses	
Hired labor	1.40
Machinery & bldg leases	0.37
Farm insurance	4.50
Utilities	2.55
Dues & professional fees	2.30
Interest	6.33
Mach & bldg depreciation	10.84
Miscellaneous	6.19
Total overhead expenses per acre	34.49
Total dir & ovhd expenses per acre	198.27
Net return per acre	89.58
Lbr & mgt charge per acre	18.51
Net return over lbr & mgt	71.07
Government payments	26.16
Net return with govt payments	97.23
Cost of Production	
Total direct expense per ton	24.43
Total dir & ovhd exp per ton	29.57
With labor & management	32.33
Total exp less govt & oth income	28.43
Est. labor hours per acre	1.85

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

CRP on Owned Land

	Avg. Of All Farms	Low 20%	High 20%
Number of fields	26	5	5
Number of farms	25	5	5
Acres	34.60	26.76	17.16
Yield per acre (unit)	81.83	82.66	105.06
Operators share of yield %	99.99	100.00	99.98
Value per unit	1.00	1.00	1.00
Total product return per acre	81.83	82.66	105.06
Miscellaneous income per acre	0.11	-	-
Gross return per acre	81.94	82.66	105.06
Direct Expenses			
Seed	13.01	83.26	-
Fertilizer	2.47	-	-
Crop chemicals	12.93	85.40	-
Fuel & oil	0.71	0.63	1.16
Repairs	2.42	2.61	2.40
Operating interest	0.66	0.52	0.78
Total direct expenses per acre	32.20	172.42	4.34
Return over direct exp per acre	49.74	-89.76	100.72
Overhead Expenses			
Hired labor	0.34	0.45	2.22
RE & pers. property taxes	10.53	11.82	14.12
Farm insurance	0.36	0.42	0.71
Utilities	0.28	0.23	0.53
Interest	15.37	33.56	1.45
Mach & bldg depreciation	0.90	2.13	1.53
Miscellaneous	0.22	0.35	0.31
Total overhead expenses per acre	28.00	48.95	20.87
Total dir & ovhd expenses per acre	60.20	221.37	25.21
Net return per acre	21.74	-138.71	79.85
Lbr & mgt charge per acre	2.49	3.92	4.19
Net return over lbr & mgt	19.25	-142.63	75.66
Government payments	19.58	127.80	-
Net return with govt payments	38.83	-14.82	75.66
Cost of Production			
Total direct expense per unit	0.39	2.09	0.04
Total dir & ovhd exp per unit	0.74	2.68	0.24
With labor & management	0.77	2.73	0.28
Total exp less govt & oth income	0.53	1.18	0.28
Est. labor hours per acre	0.25	0.29	0.48

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Crop Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return)

Rented Out on Owned Land

	Avg. Of All Farms
Number of fields	9
Number of farms	9
Acres	239.57
Yield per acre (unit)	89.41
Operators share of yield %	100.00
Value per unit	1.00
Total product return per acre	89.41
Miscellaneous income per acre	5.02
Gross return per acre	94.43
Direct Expenses	
Repairs	3.81
Operating interest	2.14
Miscellaneous	0.15
Total direct expenses per acre	6.10
Return over direct exp per acre	88.33
Overhead Expenses	
RE & pers. property taxes	12.60
Farm insurance	1.18
Interest	28.59
Mach & bldg depreciation	3.40
Miscellaneous	0.85
Total overhead expenses per acre	46.62
Total dir & ovhd expenses per acre	52.72
Net return per acre	41.71
Lbr & mgt charge per acre	7.73
Net return over lbr & mgt	33.98
Government payments	-
Net return with govt payments	33.98
Cost of Production	
Total direct expense per unit	0.07
Total dir & ovhd exp per unit	0.59
With labor & management	0.68
Total exp less govt & oth income	0.62
Est. labor hours per acre	0.29

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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 “Beef, Finish Beef Calves” tables include the FINPACK codes for beef steer and heifer calf finishing; there was no yearling feeding.

“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. If fewer than 5 farms have a certain livestock enterprise, that information is not reported. If there are fewer than 25 farms, the high and low groups are not reported.

Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Hogs, Farrow To Finish -- Average Per Litter

	Avg. Of All Farms	
Number of farms	15	
	Quantity	Value
Raised Hogs sold (lb)	1,830.28	787.06
Cull sales (lb)	131.99	40.83
Butchered (lb)	1.38	0.57
Less purchased (lb)	-35.87	-30.25
Inventory change (lb)	21.27	45.23
Total production (lb)	1,949.05	843.43
Other income		-
Gross return		843.43
Direct Expenses		
Corn (bu.)	87.47	147.88
Complete Ration (lb.)	398.34	98.03
Protein Vit Minerals (lb.)	1,157.19	152.01
Other feed stuffs	2.48	5.60
Breeding fees		8.28
Veterinary		27.94
Livestock supplies		18.45
Fuel & oil		12.29
Repairs		33.89
Custom hire		26.82
Machinery & bldg leases		1.86
Marketing		7.08
Operating interest		8.93
Total direct expenses		549.04
Return over direct expense		294.39
Overhead Expenses		
Hired labor		78.20
RE & pers. property taxes		2.70
Farm insurance		9.77
Utilities		18.23
Interest		23.48
Mach & bldg depreciation		37.46
Miscellaneous		9.12
Total overhead expenses		178.96
Total dir & ovhd expenses		728.00
Net return		115.43
Labor & management charge		37.49
Net return over lbr & mgt		77.94
Cost of Production		
Total direct expense per cwt.		28.17
Total dir& ovhd expense per cwt.		37.35
With labor and management		39.27
With other revenue adjustments		38.56
Est. labor hours per unit		8.80
Other Information		
Average number of sows		139.7
Litters farrowed		274
Litters per sow		1.96
Litters per crate		8.69
Pigs born per litter		9.89
Pigs weaned per litter		8.62
Pigs weaned per sow		16.52
Number sold per litter		7.20
Lbs of feed / lb of gain		3.34
Feed cost / cwt. of gain		20.70
Feed cost per litter		403.52
Avg wgt/Raised Hog sold		254
Avg price / cwt		43.00

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

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

	Avg. Of All Farms	
Number of farms	15	
	Quantity	Value
Raised Hogs sold (lb)	93.91	40.38
Cull sales (lb)	6.77	2.09
Butchered (lb)	0.07	0.03
Less purchased (lb)	-1.84	-1.55
Inventory change (lb)	1.09	2.32
Total production (lb)	100.00	43.27
Other income		-
Gross return		43.27
Direct Expenses		
Corn (bu.)	4.49	7.59
Complete Ration (lb.)	20.44	5.03
Protein Vit Minerals (lb.)	59.37	7.80
Other feed stuffs	0.13	0.29
Breeding fees		0.42
Veterinary		1.43
Livestock supplies		0.95
Fuel & oil		0.63
Repairs		1.74
Custom hire		1.38
Machinery & bldg leases		0.10
Marketing		0.36
Operating interest		0.46
Total direct expenses		28.17
Return over direct expense		15.10
Overhead Expenses		
Hired labor		4.01
Farm insurance		0.50
Utilities		0.94
Interest		1.20
Mach & bldg depreciation		1.92
Miscellaneous		0.61
Total overhead expenses		9.18
Total dir & ovhd expenses		37.35
Net return		5.92
Labor & management charge		1.92
Net return over lbr & mgt		4.00
Cost of Production		
Total direct expense per cwt.		28.17
Total dir& ovhd expense per cwt.		37.35
With labor and management		39.27
With other revenue adjustments		38.56
Est. labor hours per unit		0.45
Other Information		
Average number of sows		139.7
Litters farrowed		274
Litters per sow		1.96
Litters per crate		8.69
Pigs born per litter		9.89
Pigs weaned per litter		8.62
Pigs weaned per sow		16.52
Number sold per litter		7.20
Lbs of feed / lb of gain		3.34
Feed cost / cwt. of gain		20.70
Feed cost per litter		403.52
Avg wgt/Raised Hog sold		254
Avg price / cwt		43.00

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Hogs, Finish Feeder Pigs -- Average Per Head

	Avg. Of All Farms	
Number of farms	8	
	Quantity	Value
Finish Hogs sold (lb)	267.88	111.67
Transferred out (lb)	1.55	0.65
Butchered (lb)	0.15	0.06
Less purchased (lb)	-47.31	-48.84
Less transferred in (lb)	-2.91	-3.10
Inventory change (lb)	-0.66	-2.29
Total production (lb)	218.69	58.16
Other income		-
Gross return		58.16
Direct Expenses		
Corn (bu.)	10.26	17.33
Protein Vit Minerals (lb.)	126.63	20.17
Other feed stuffs	0.08	0.75
Veterinary		0.69
Livestock supplies		0.68
Fuel & oil		0.54
Repairs		1.30
Custom hire		0.61
Machinery & bldg leases		1.12
Marketing		0.18
Operating interest		1.32
Total direct expenses		44.70
Return over direct expense		13.46
Overhead Expenses		
Hired labor		0.22
Machinery & bldg leases		3.14
RE & pers. property taxes		0.12
Farm insurance		0.44
Utilities		0.77
Interest		2.00
Mach & bldg depreciation		1.01
Miscellaneous		0.78
Total overhead expenses		8.49
Total dir & ovhd expenses		53.19
Net return		4.97
Labor & management charge		2.41
Net return over lbr & mgt		2.56
Cost of Production		
Total direct expense per cwt.		20.44
Total dir& ovhd expense per cwt.		24.32
With labor and management		25.42
With other revenue adjustments		25.42
Est. labor hours per unit		0.34
Other Information		
No. purchased or trans in		1,358
Number sold or trans out		1,357
Percentage death loss		3.0
Avg. daily gain (lbs)		1.64
Lbs of conc / lb of gain		3.22
Lbs of feed / lb of gain		3.25
Feed cost per cwt of gain		17.49
Feed cost per head		38.26
Average purchase weight		49
Average sales weight		265
Avg purch price / head		51.04
Avg sales price / cwt		41.69

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

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

	Avg. Of All Farms	
Number of farms	8	
	Quantity	Value
Finish Hogs sold (lb)	122.49	51.06
Transferred out (lb)	0.71	0.30
Butchered (lb)	0.07	0.03
Less purchased (lb)	-21.64	-22.33
Less transferred in (lb)	-1.33	-1.42
Inventory change (lb)	-0.30	-1.05
Total production (lb)	100.00	26.60
Other income		-
Gross return		26.60
Direct Expenses		
Corn (bu.)	4.69	7.93
Protein Vit Minerals (lb.)	57.90	9.22
Other feed stuffs	0.04	0.34
Veterinary		0.32
Livestock supplies		0.31
Fuel & oil		0.25
Repairs		0.60
Custom hire		0.28
Machinery & bldg leases		0.51
Marketing		0.08
Operating interest		0.60
Total direct expenses		20.44
Return over direct expense		6.16
Overhead Expenses		
Hired labor		0.10
Machinery & bldg leases		1.44
RE & pers. property taxes		0.06
Farm insurance		0.20
Utilities		0.35
Interest		0.91
Mach & bldg depreciation		0.46
Miscellaneous		0.36
Total overhead expenses		3.88
Total dir & ovhd expenses		24.32
Net return		2.27
Labor & management charge		1.10
Net return over lbr & mgt		1.17
Cost of Production		
Total direct expense per cwt.		20.44
Total dir& ovhd expense per cwt.		24.32
With labor and management		25.42
With other revenue adjustments		25.42
Est. labor hours per unit		0.16
Other Information		
No. purchased or trans in		1,358
Number sold or trans out		1,357
Percentage death loss		3.0
Avg. daily gain (lbs)		1.64
Lbs of conc / lb of gain		3.22
Lbs of feed / lb of gain		3.25
Feed cost per cwt of gain		17.49
Feed cost per head		38.26
Average purchase weight		49
Average sales weight		265
Avg purch price / head		51.04
Avg sales price / cwt		41.69

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Hogs, Weaning to Finish -- Average Per Head

	Avg. Of All Farms	
Number of farms	11	
	Quantity	Value
Wean-Fin Pig sold (lb)	258.77	114.82
Cull sales (lb)	0.03	0.10
Butchered (lb)	0.05	0.02
Less purchased (lb)	-14.90	-39.07
Inventory change (lb)	4.25	3.39
Total production (lb)	248.20	79.26
Other income		0.15
Gross return		79.41
Direct Expenses		
Corn (bu.)	8.84	15.60
Complete Ration (lb.)	13.41	4.79
Protein Vit Minerals (lb.)	105.65	12.42
Other feed stuffs	0.04	5.64
Veterinary		1.22
Livestock supplies		0.85
Fuel & oil		0.93
Repairs		1.61
Custom hire		1.99
Livestock leases		0.75
Operating interest		1.02
Total direct expenses		46.82
Return over direct expense		32.59
Overhead Expenses		
Hired labor		2.79
Machinery & bldg leases		5.79
Farm insurance		0.73
Utilities		1.15
Interest		2.51
Mach & bldg depreciation		2.10
Miscellaneous		0.42
Total overhead expenses		15.50
Total dir & ovhd expenses		62.32
Net return		17.09
Labor & management charge		2.11
Net return over lbr & mgt		14.98
Cost of Production		
Total direct expense per cwt.		18.86
Total dir& ovhd expense per cwt.		25.11
With labor and management		25.96
With other revenue adjustments		25.90
Est. labor hours per unit		0.37
Other Information		
No. purchased or trans in		9,955
Number sold or trans out		8,798
Percentage death loss		5.6
Avg. daily gain (lbs)		1.50
Lbs of conc / lb of gain		2.47
Lbs of feed / lb of gain		2.76
Feed cost per cwt of gain		15.49
Feed cost per head		38.45
Average purchase weight		13
Average sales weight		261
Avg purch price / head		34.76
Avg sales price / cwt		44.37

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Hogs, Weaning to Finish -- Average Per Cwt. Produced

	Avg. Of All Farms	
Number of farms	11	
	Quantity	Value
Wean-Fin Pig sold (lb)	104.26	46.26
Cull sales (lb)	0.01	0.04
Butchered (lb)	0.02	0.01
Less purchased (lb)	-6.00	-15.74
Inventory change (lb)	1.71	1.37
Total production (lb)	100.00	31.93
Other income		0.06
Gross return		31.99
Direct Expenses		
Corn (bu.)	3.56	6.29
Complete Ration (lb.)	5.40	1.93
Protein Vit Minerals (lb.)	42.57	5.01
Other feed stuffs	0.01	2.27
Veterinary		0.49
Livestock supplies		0.34
Fuel & oil		0.37
Repairs		0.65
Custom hire		0.80
Livestock leases		0.30
Operating interest		0.41
Total direct expenses		18.86
Return over direct expense		13.13
Overhead Expenses		
Hired labor		1.12
Machinery & bldg leases		2.33
Farm insurance		0.29
Utilities		0.46
Interest		1.01
Mach & bldg depreciation		0.84
Miscellaneous		0.17
Total overhead expenses		6.24
Total dir & ovhd expenses		25.11
Net return		6.89
Labor & management charge		0.85
Net return over lbr & mgt		6.04
Cost of Production		
Total direct expense per cwt.		18.86
Total dir& ovhd expense per cwt.		25.11
With labor and management		25.96
With other revenue adjustments		25.90
Est. labor hours per unit		0.15
Other Information		
No. purchased or trans in		9,955
Number sold or trans out		8,798
Percentage death loss		5.6
Avg. daily gain (lbs)		1.50
Lbs of conc / lb of gain		2.47
Lbs of feed / lb of gain		2.76
Feed cost per cwt of gain		15.49
Feed cost per head		38.45
Average purchase weight		13
Average sales weight		261
Avg purch price / head		34.76
Avg sales price / cwt		44.37

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Hogs, Contractee -- Average Per Pig Space

	Avg. Of All Farms	
Number of farms	13	
	Quantity	Value
Total production (hd)	0.00	0.00
Other income		35.08
Gross return		35.08
Direct Expenses		
Livestock supplies		1.60
Fuel & oil		0.69
Repairs		1.04
Custom hire		0.76
Livestock leases		1.23
Operating interest		0.52
Total direct expenses		5.84
Return over direct expense		29.24
Overhead Expenses		
Hired labor		1.33
Machinery & bldg leases		2.44
RE & pers. property taxes		0.37
Farm insurance		0.89
Utilities		1.38
Interest		9.05
Mach & bldg depreciation		9.46
Miscellaneous		0.47
Total overhead expenses		25.39
Total dir & ovhd expenses		31.23
Net return		3.85
Labor & management charge		2.57
Net return over lbr & mgt		1.28
Cost of Production		
Total direct expense per head		2.18
Total dir& ovhd expense per head		11.64
With labor and management		12.59
With other revenue adjustments		-0.48
Est. labor hours per unit		0.37
Other Information		
Number of pigs		7,389
Pigs per pig space (per year)		2.68
Pigs per 100 sq. ft. (per yr)		37.75
Net return per 100 sq. ft.		54.12
Net return per labor hour		10.35
Square feet per pig space		7.11

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Beef Cow-Calf -- Average Per Cow

	Avg. Of All Farms	
Number of farms	16	
	Quantity	Value
Beef Calves sold (lb)	190.90	165.76
Transferred out (lb)	291.21	284.59
Cull sales (lb)	103.53	63.83
Butchered (lb)	1.14	0.36
Less purchased (lb)	-31.43	-44.01
Less transferred in (lb)	-36.41	-57.01
Inventory change (lb)	76.95	56.04
Total production (lb)	595.89	469.56
Other income		3.51
Gross return		473.07
Direct Expenses		
Corn (bu.)	3.61	5.94
Corn Silage (lb.)	5,030.39	45.05
Hay, Alfalfa (lb.)	1,891.29	56.79
Hay, Grass & Other (lb.)	2,244.61	48.77
Pasture (aum)	1.54	34.98
Stover (lb.)	211.62	2.43
Complete Ration (lb.)	32.22	38.17
Protein Vit Minerals (lb.)	183.92	20.48
Other feed stuffs	6.26	0.20
Breeding fees		6.09
Veterinary		19.79
Livestock supplies		3.61
Fuel & oil		12.52
Repairs		17.58
Custom hire		13.45
Livestock leases		2.43
Operating interest		9.70
Total direct expenses		337.98
Return over direct expense		135.09
Overhead Expenses		
Hired labor		3.67
Machinery & bldg leases		1.07
RE & pers. property taxes		1.88
Farm insurance		6.73
Utilities		6.51
Interest		9.76
Mach & bldg depreciation		14.35
Miscellaneous		8.69
Total overhead expenses		52.65
Total dir & ovhd expenses		390.64
Net return		82.43
Labor & management charge		51.43
Net return over lbr & mgt		31.00
Cost of Production		
Total direct expense per cwt.		56.72
Total dir& ovhd expense per cwt.		65.55
With labor and management		74.19
With other revenue adjustments		82.77
Est. labor hours per unit		7.17
Other Information		
Number of cows		60.3
Pregnancy percentage		95.2
Pregnancy loss percentage		1.5
Culling percentage		9.9
Calving percentage		93.8
Weaning percentage		90.5
Calves sold per cow		0.89
Calf death loss percent		5.5
Average weaning weight		486
Lbs weaned/exposed female		440
Feed cost per cow		252.81
Avg wgt/Beef Calf sold		628
Avg price / cwt		86.83

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Beef, Finish Beef Calves -- Average Per Head

	Avg. Of All Farms	
Number of farms	24	
	Quantity	Value
Finish Beef sold (lb)	1,266.87	873.36
Transferred out (lb)	4.82	3.80
Butchered (lb)	3.44	2.25
Less purchased (lb)	-668.28	-619.66
Less transferred in (lb)	-12.44	-12.06
Inventory change (lb)	18.70	31.20
Total production (lb)	613.11	278.89
Other income		3.44
Gross return		282.33
Direct Expenses		
Corn (bu.)	61.89	104.11
Corn Silage (lb.)	1,885.06	17.02
Corn, Ear (lb.)	143.38	2.96
Hay, Alfalfa (lb.)	145.32	4.75
Hay, Grass & Other (lb.)	165.16	4.55
Sorghum Silage (lb.)	53.23	1.60
Stover (lb.)	21.77	0.31
Complete Ration (lb.)	601.31	11.44
Creep / Starter (lb.)	139.92	3.01
Protein Vit Minerals (lb.)	288.12	35.20
Other feed stuffs	0.22	0.76
Veterinary		8.09
Livestock supplies		4.37
Fuel & oil		3.88
Repairs		8.56
Custom hire		2.68
Marketing		1.74
Operating interest		23.77
Total direct expenses		238.80
Return over direct expense		43.53
Overhead Expenses		
Hired labor		9.21
Machinery & bldg leases		2.05
RE & pers. property taxes		1.30
Farm insurance		2.86
Utilities		3.02
Interest		7.72
Mach & bldg depreciation		8.71
Miscellaneous		2.39
Total overhead expenses		37.26
Total dir & ovhd expenses		276.06
Net return		6.27
Labor & management charge		15.03
Net return over lbr & mgt		-8.77
Cost of Production		
Total direct expense per cwt.		38.95
Total dir& ovhd expense per cwt.		45.03
With labor and management		47.48
With other revenue adjustments		46.92
Est. labor hours per unit		2.23
Other Information		
No. purchased or trans in		463
Number sold or trans out		455
Percentage death loss		0.7
Avg. daily gain (lbs)		2.85
Lbs of conc / lb of gain		7.56
Lbs of feed / lb of gain		9.20
Feed cost per cwt of gain		30.29
Feed cost per head		185.71
Average purchase weight		682
Average sales weight		1,290
Avg purch price / cwt		92.73
Avg sales price / cwt		68.94

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Beef, Finish Beef Calves -- Average Per Cwt. Produced

	Avg. Of All Farms	
Number of farms	24	
	Quantity	Value
Finish Beef sold (lb)	206.63	142.45
Transferred out (lb)	0.79	0.62
Butchered (lb)	0.56	0.37
Less purchased (lb)	-109.00	-101.07
Less transferred in (lb)	-2.03	-1.97
Inventory change (lb)	3.05	5.09
Total production (lb)	100.00	45.49
Other income		0.56
Gross return		46.05
Direct Expenses		
Corn (bu.)	10.09	16.98
Corn Silage (lb.)	307.46	2.78
Corn, Ear (lb.)	23.39	0.48
Hay, Alfalfa (lb.)	23.70	0.78
Hay, Grass & Other (lb.)	26.94	0.74
Sorghum Silage (lb.)	8.68	0.26
Stover (lb.)	3.55	0.05
Complete Ration (lb.)	98.07	1.87
Creep / Starter (lb.)	22.82	0.49
Protein Vit Minerals (lb.)	46.99	5.74
Other feed stuffs	0.04	0.12
Veterinary		1.32
Livestock supplies		0.71
Fuel & oil		0.63
Repairs		1.40
Custom hire		0.44
Marketing		0.28
Operating interest		3.88
Total direct expenses		38.95
Return over direct expense		7.10
Overhead Expenses		
Hired labor		1.50
Machinery & bldg leases		0.34
RE & pers. property taxes		0.21
Farm insurance		0.47
Utilities		0.49
Interest		1.26
Mach & bldg depreciation		1.42
Miscellaneous		0.39
Total overhead expenses		6.08
Total dir & ovhd expenses		45.03
Net return		1.02
Labor & management charge		2.45
Net return over lbr & mgt		-1.43
Cost of Production		
Total direct expense per cwt.		38.95
Total dir& ovhd expense per cwt.		45.03
With labor and management		47.48
With other revenue adjustments		46.92
Est. labor hours per unit		0.36
Other Information		
No. purchased or trans in		463
Number sold or trans out		455
Percentage death loss		0.7
Avg. daily gain (lbs)		2.85
Lbs of conc / lb of gain		7.56
Lbs of feed / lb of gain		9.20
Feed cost per cwt of gain		30.29
Feed cost per head		185.71
Average purchase weight		682
Average sales weight		1,290
Avg purch price / cwt		92.73
Avg sales price / cwt		68.94

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Dairy -- Average Per Cow

	Avg. Of All Farms	
Number of farms	5	
	Quantity	Value
Milk sold (lb)	21,850.66	2,514.49
Milk used in home (lb)	17.74	2.90
Milk fed to animals (lb)	28.73	3.38
Dairy Calves sold (hd)	0.15	25.14
Transferred out (hd)	0.15	27.06
Cull sales (hd)	0.27	119.01
Less purchased (hd)	0.00	-1.03
Less transferred in (hd)	-0.35	-435.59
Inventory change (hd)	0.01	-4.94
Total production		2,250.41
Other income		64.96
Gross return		2,315.37
Direct Expenses		
Corn (bu.)	84.82	134.83
Corn Silage (lb.)	14,046.56	135.88
Hay, Alfalfa (lb.)	5,458.98	179.46
Wheat, Spring (bu.)	7.37	33.18
Protein Vit Minerals (lb.)	2,036.65	271.37
Other feed stuffs	1,236.52	27.41
Breeding fees		34.77
Veterinary		75.18
Livestock supplies		140.87
Fuel & oil		19.08
Repairs		77.89
Custom hire		28.57
Hired labor		12.64
Machinery & bldg leases		18.56
Marketing		46.23
Total direct expenses		1,235.90
Return over direct expense		1,079.46
Overhead Expenses		
Hired labor		314.38
Machinery & bldg leases		21.52
Farm insurance		26.82
Utilities		35.64
Mach & bldg depreciation		208.92
Miscellaneous		93.14
Total overhead expenses		700.42
Total dir & ovhd expenses		1,936.32
Net return		379.04
Labor & management charge		97.10
Net return over lbr & mgt		281.94
Cost of Production		
Total direct expense per cwt.		5.64
Total dir& ovhd expense per cwt.		8.84
With labor and management		9.29
With other revenue adjustments		10.22
Est. labor hours per unit		40.47
Other Information		
Avg. number of Cows		180.4
Milk produced per Cow		21,897
Percent butterfat in milk		2.9
Culling percentage		26.6
Percent of barn capacity		109.5
Lbs. milk/lb grain & conc.		2.8
Feed cost per cwt of milk		3.57
Feed cost per Cow		782.12
Avg. milk price per cwt.		11.51

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Dairy Replacement Heifers -- Average Per Head Sold/Trans

	Avg. Of All Farms	
Number of farms	5	
	Quantity	Value
Replacements sold (hd)	0.46	90.37
Transferred out (hd)	0.54	589.48
Cull sales (hd)	0.06	21.11
Butchered (hd)	0.00	-
Less purchased (hd)	-0.03	-32.37
Less transferred in (hd)	-0.20	-36.16
Inventory change (hd)	0.08	51.96
Total production (hd)	0.00	684.38
Other income		-
Gross return		684.38
Direct Expenses		
Corn (bu.)	19.95	32.39
Corn Silage (lb.)	5,318.52	50.68
Hay, Alfalfa (lb.)	2,065.63	65.92
Hay, Grass & Other (lb.)	103.70	2.59
Haylage, Alfalfa (lb.)	151.11	2.64
Oatlage (lb.)	59.26	0.44
Oats (bu.)	2.37	2.62
Pasture (aum)	0.70	11.45
Milk (lb.)	37.15	4.29
Protein Vit Minerals (lb.)	447.91	70.71
Other feed stuffs	58.98	3.41
Breeding fees		11.96
Veterinary		21.33
Livestock supplies		16.93
Fuel & oil		3.70
Repairs		19.98
Custom hire		85.23
Hired labor		4.22
Machinery & bldg leases		6.60
Marketing		2.88
Total direct expenses		419.98
Return over direct expense		264.40
Overhead Expenses		
Hired labor		54.56
Machinery & bldg leases		4.61
RE & pers. property taxes		0.82
Farm insurance		4.72
Utilities		6.31
Interest		1.53
Mach & bldg depreciation		33.69
Miscellaneous		13.51
Total overhead expenses		119.75
Total dir & ovhd expenses		539.73
Net return		144.65
Labor & management charge		22.39
Net return over lbr & mgt		122.25
Cost of Production		
Total direct expense per head		326.60
Total dir& ovhd expense per head		419.72
With labor and management		437.14
With other revenue adjustments		437.14
Est. labor hours per unit		7.56
Other Information		
No. purchased or trans in		30
Number sold or trans out		135
Average number of head		174
Percentage death loss		5.2
Feed cost per average head		192.20
Feed cost/head sold+trans		247.15
Avg. purchase weight		-
Avg. sales weight		119
Avg. purch price / head		1,150.00
Avg. sales price / head		195.51

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Dairy and Repl Heifers -- Average Per Cow

	Avg. Of All Farms	
Number of farms	5	
	Quantity	Value
Milk sold (lb)	21,850.66	2,514.49
Milk used in home (lb)	17.74	2.90
Milk fed to animals (lb)	28.73	3.38
Dairy Calves sold (hd)	0.50	92.76
Transferred out (hd)	0.55	468.19
Cull sales (hd)	0.31	134.81
Butchered (hd)	0.00	-
Less purchased (hd)	-0.02	-25.25
Less transferred in (hd)	-0.50	-462.65
Inventory change (hd)	0.07	33.94
Total production		2,762.56
Other income		64.96
Gross return		2,827.51
Direct Expenses		
Corn (bu.)	99.75	159.07
Corn Silage (lb.)	18,026.61	173.81
Hay, Alfalfa (lb.)	7,004.77	228.79
Hay, Grass & Other (lb.)	276.05	6.90
Haylage, Alfalfa (lb.)	694.01	11.77
Pasture (aum)	0.52	8.79
Wheat, Spring (bu.)	7.43	33.44
Complete Ration (lb.)	33.26	2.77
Protein Vit Minerals (lb.)	2,371.84	324.28
Other feed stuffs	541.88	17.45
Breeding fees		43.72
Veterinary		91.14
Livestock supplies		153.54
Fuel & oil		21.84
Repairs		92.84
Custom hire		92.35
Hired labor		15.80
Machinery & bldg leases		23.50
Marketing		48.39
Total direct expenses		1,550.19
Return over direct expense		1,277.33
Overhead Expenses		
Hired labor		355.21
Machinery & bldg leases		24.97
Farm insurance		30.36
Utilities		40.37
Mach & bldg depreciation		234.13
Miscellaneous		105.01
Total overhead expenses		790.04
Total dir & ovhd expenses		2,340.23
Net return		487.29
Labor & management charge		113.86
Net return over lbr & mgt		373.43
Cost of Production		
Total direct expense per cwt.		7.08
Total dir& ovhd expense per cwt.		10.69
With labor and management		11.21
With other revenue adjustments		9.81
Est. labor hours per unit		46.13
Other Information		
Avg. number of Cows		180.4
Milk produced per Cow		21,897
Percent butterfat in milk		2.9
Culling percentage		30.8
Percent of barn capacity		109.5
Lbs. milk/lb grain & conc.		2.4
Feed cost per cwt of milk		4.42
Feed cost per Cow		967.08
Avg. milk price per cwt.		11.51

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Dairy Steers -- Average Per Head

	Avg. Of All Farms	
Number of farms	5	
	Quantity	Value
Dairy Steers sold (lb)	1,448.54	906.87
Less purchased (lb)	-135.61	-185.49
Less transferred in (lb)	-51.28	-38.33
Inventory change (lb)	-287.82	-119.16
Total production (lb)	973.84	563.89
Other income		-
Gross return		563.89
Direct Expenses		
Barley (bu.)	1.72	1.72
Corn (bu.)	105.51	174.68
Corn Silage (lb.)	1,316.87	11.85
Hay, Alfalfa (lb.)	367.98	14.62
Hay, Grass & Other (lb.)	300.24	7.83
Pasture (aum)	-	3.32
Protein Vit Minerals (lb.)	693.97	103.37
Other feed stuffs	0.00	0.29
Veterinary		11.87
Livestock supplies		19.64
Fuel & oil		8.54
Repairs		27.41
Marketing		10.45
Operating interest		18.63
Total direct expenses		414.23
Return over direct expense		149.66
Overhead Expenses		
Hired labor		6.85
Machinery & bldg leases		2.70
RE & pers. property taxes		4.46
Farm insurance		14.67
Utilities		12.68
Interest		34.03
Mach & bldg depreciation		23.49
Miscellaneous		9.47
Total overhead expenses		108.34
Total dir & ovhd expenses		522.57
Net return		41.32
Labor & management charge		81.73
Net return over lbr & mgt		-40.41
Cost of Production		
Total direct expense per cwt.		42.54
Total dir& ovhd expense per cwt.		53.66
With labor and management		62.05
With other revenue adjustments		62.05
Est. labor hours per unit		9.20
Other Information		
No. purchased or trans in		54
Number sold or trans out		67
Percentage death loss		1.9
Avg. daily gain (lbs)		2.19
Lbs of conc / lb of gain		6.86
Lbs of feed / lb of gain		8.00
Feed cost per cwt of gain		32.62
Feed cost per head		317.69
Average purchase weight		179
Average sales weight		1,262
Avg purch price / head		245.23
Avg sales price / cwt		62.61

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Dairy Steers -- Average Per Cwt. Produced

	Avg. Of All Farms	
Number of farms	5	
	Quantity	Value
Dairy Steers sold (lb)	148.75	93.12
Less purchased (lb)	-13.92	-19.05
Less transferred in (lb)	-5.27	-3.94
Inventory change (lb)	-29.56	-12.24
Total production (lb)	100.00	57.90
Other income		-
Gross return		57.90
Direct Expenses		
Corn (bu.)	10.83	17.94
Corn Silage (lb.)	135.23	1.22
Hay, Alfalfa (lb.)	37.79	1.50
Hay, Grass & Other (lb.)	30.83	0.80
Pasture (aum)	-	0.34
Protein Vit Minerals (lb.)	71.26	10.61
Other feed stuffs	0.18	0.21
Veterinary		1.22
Livestock supplies		2.02
Fuel & oil		0.88
Repairs		2.81
Marketing		1.07
Operating interest		1.91
Total direct expenses		42.54
Return over direct expense		15.37
Overhead Expenses		
Hired labor		0.70
Machinery & bldg leases		0.28
RE & pers. property taxes		0.46
Farm insurance		1.51
Utilities		1.30
Interest		3.49
Mach & bldg depreciation		2.41
Miscellaneous		0.97
Total overhead expenses		11.12
Total dir & ovhd expenses		53.66
Net return		4.24
Labor & management charge		8.39
Net return over lbr & mgt		-4.15
Cost of Production		
Total direct expense per cwt.		42.54
Total dir& ovhd expense per cwt.		53.66
With labor and management		62.05
With other revenue adjustments		62.05
Est. labor hours per unit		0.94
Other Information		
No. purchased or trans in		54
Number sold or trans out		67
Percentage death loss		1.9
Avg. daily gain (lbs)		2.19
Lbs of conc / lb of gain		6.86
Lbs of feed / lb of gain		8.00
Feed cost per cwt of gain		32.62
Feed cost per head		317.69
Average purchase weight		179
Average sales weight		1,262
Avg purch price / head		245.23
Avg sales price / cwt		62.61

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Sheep, Market Lamb Prod -- Average Per Ewe

	Avg. Of All Farms	
Number of farms	5	
	Quantity	Value
Lambs sold (lb)	9.26	1.30
Mkt Lambs sold (lb)	160.65	109.70
Cull sales (lb)	7.11	5.51
Butchered (lb)	0.26	0.22
Less purchased (lb)	-9.20	-19.41
Inventory change (lb)	1.93	20.93
Total production (lb)	160.75	118.25
Other income		4.74
Gross return		122.99
Direct Expenses		
Corn (bu.)	11.41	19.35
Hay, Alfalfa (lb.)	643.99	28.13
Hay, Grass & Other (lb.)	297.12	4.81
Pasture (aum)	0.45	1.49
Stover (lb.)	-	1.11
Complete Ration (lb.)	1.30	0.22
Protein Vit Minerals (lb.)	119.73	14.64
Veterinary		4.36
Livestock supplies		4.08
Fuel & oil		3.72
Repairs		11.29
Custom hire		2.84
Operating interest		1.22
Total direct expenses		97.28
Return over direct expense		25.71
Overhead Expenses		
Hired labor		1.86
RE & pers. property taxes		0.83
Farm insurance		1.71
Utilities		2.72
Interest		2.99
Mach & bldg depreciation		7.57
Miscellaneous		1.09
Total overhead expenses		18.76
Total dir & ovhd expenses		116.03
Net return		6.95
Labor & management charge		23.90
Net return over lbr & mgt		-16.94
Cost of Production		
Total direct expense per cwt.		60.51
Total dir& ovhd expense per cwt.		72.18
With labor and management		87.05
With other revenue adjustments		80.95
Est. labor hours per unit		2.95
Other Information		
Number of ewes		276.4
Pregnancy percentage		96.0
Pregnancy loss percentage		-2.0
Female turnover rate		10.35
Lambs born / ewe exposed		1.49
Lambs born / ewe lambing		1.52
Lambs weaned/ewe exposed		1.42
Lambs sold per ewe		1.34
Lamb dth loss (died/born)		13.0
Average weaning weight		52
Lbs weaned/exposed female		74
Feed cost per ewe		69.76
Avg wgt/Mkt Lamb sold		125
Avg price / cwt		68.29

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Livestock Enterprise Analysis
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Net Return Per Unit)

Sheep, Market Lamb Prod -- Average Per Cwt. Produced

	Avg. Of All Farms	
Number of farms	5	
	Quantity	Value
Lambs sold (lb)	5.76	0.81
Mkt Lambs sold (lb)	99.94	68.24
Cull sales (lb)	4.42	3.43
Butchered (lb)	0.16	0.14
Less purchased (lb)	-5.72	-12.07
Inventory change (lb)	1.20	13.02
Total production (lb)	100.00	73.56
Other income		2.95
Gross return		76.51
Direct Expenses		
Corn (bu.)	7.10	12.04
Hay, Alfalfa (lb.)	400.62	17.50
Hay, Grass & Other (lb.)	184.83	2.99
Pasture (aum)	0.28	0.93
Stover (lb.)	-	0.69
Complete Ration (lb.)	0.81	0.14
Protein Vit Minerals (lb.)	74.48	9.11
Veterinary		2.72
Livestock supplies		2.54
Fuel & oil		2.31
Repairs		7.02
Custom hire		1.77
Operating interest		0.76
Total direct expenses		60.51
Return over direct expense		15.99
Overhead Expenses		
Hired labor		1.15
RE & pers. property taxes		0.52
Farm insurance		1.06
Utilities		1.69
Interest		1.86
Mach & bldg depreciation		4.71
Miscellaneous		0.68
Total overhead expenses		11.67
Total dir & ovhd expenses		72.18
Net return		4.33
Labor & management charge		14.87
Net return over lbr & mgt		-10.54
Cost of Production		
Total direct expense per cwt.		60.51
Total dir& ovhd expense per cwt.		72.18
With labor and management		87.05
With other revenue adjustments		80.95
Est. labor hours per unit		1.83
Other Information		
Number of ewes		276.4
Pregnancy percentage		96.0
Pregnancy loss percentage		-2.0
Female turnover rate		10.35
Lambs born / ewe exposed		1.49
Lambs born / ewe lambing		1.52
Lambs weaned/ewe exposed		1.42
Lambs sold per ewe		1.34
Lamb dth loss (died/born)		13.0
Average weaning weight		52
Lbs weaned/exposed female		74
Feed cost per ewe		69.76
Avg wgt/Mkt Lamb sold		125
Avg price / cwt		68.29

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PRICES USED IN ANALYSIS REPORT, 2000
Southwestern Minnesota Farm Business Management Association

Item	Beginning Inventory	Feed	Harvest	Ending Inventory
All Corn/bu.	1.60	1.70	1.75	1.75
Oats/bu.	1.00	1.00	1.00	1.25
All Wheat/bu.	3.00	3.00	3.00	3.00
Soybeans/bu.	4.10	4.50	5.15*	4.75
Alfalfa hay/t. 75.00	75.00	65.00	65.00	85.00
Alfalfa haylage/t	35.00	32.50	32.50	42.50
Grass/Mixed hay/r	50.00	50.00	50.00	50.00
Corn silage/t.	18.00	18.00	18.00	18.00
Grass silage/t.	13.00	13.00	13.00	13.00
Oatlage/t.	12.00	12.00	12.00	12.00
Oats straw/bale	1.50	1.50	1.50	1.75
Green chop/t.		10.00	9.00	9.00
Cornstalks/t.		10.00		
CCC Corn Loan Equity	0.00 (cash basis only)			0.00
CCC Soybean Loan Equity	0.00 (cash basis only)			0.00

All commodities are valued on an as fed moisture basis.
To correct for low-test weights on corn use: Bu. x test wieght/56 lbs.
*Approximate loan rate.

Other Prices Used:

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: For sole proprietors and partnerships, labor and management should be valued at $12,000 per operator plus 5% of the value of farm production.

Suggested land market value by county: $/acre

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

Land prices may be modified according to each farm situation. Building and dwelling valuations are 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 in the Summary by Years. 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 $)" using the Consumer Price Index (CPI-U) from the U.S. Department of Commerce. This shows the changes in "buying power" for the farmers, compared to the current year. The CPI used is reported below.

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 and switched to a market value basis for all assets starting 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, on a gross income category basis, by type of farm, and by age of operator. 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.

Year	CPI-U 1982-84=100
1981	90.9
1982	96.5
1983	99.6
1984	103.9
1985	107.6
1986	109.6
1987	113.6
1988	118.3
1989	124.0
1990	130.7
1991	136.2
1992	140.3
1993	144.5
1994	148.2
1995	152.4
1996	156.9
1997	160.5
1998	163.0
1999	166.6
2000	172.2

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

Row	Items	1981	1982	1983	1984	1985	1986	1987	1988	1989
1	Number of Farms	172	180	182	168	180	182	178	202	203
	Farm Income Statement									
2	Gross Cash Farm Income	261,766	247,413	251,287	259,338	237,875	246,048	254,004	262,229	265,019
3	Total Cash Farm Expense	210,323	205,451	191,634	217,464	185,864	189,097	196,046	206,433	204,939
4	Inventory Change	*	*	-1,304	1,234	-15,056	1,798	31,353	20,577	11,788
5	Depr. & Cap. Adj.	*	*	-30,286	-33,093	-31,469	-26,656	-25,906	-21,370	-21,709
6	Net Farm Income	2,272	25,838	27,844	9,872	5,487	32,093	63,404	55,004	50,159
7	Net Farm Income (Constant $)	4,304	46,107	48,140	16,361	8,781	50,423	96,111	80,065	69,656
	Profitability and Liquidity Analysis									
8	Labor and Management Earnings	-25,623	13,491	-35,799	-8,161	-5,860	21,241	51,592	39,866	33,078
	Rate of return on:									
9	Average Assets (%)	2	6	6	4	4	9	16	13	10
10	Average Equity (%)	-2	3	3	-2	-4	9	24	16	11
11	Operating Profit Margin (%)	12	28	19	11	10	18	26	22	19
12	Asset Turnover Rate (%)	14	22	31	35	40	52	63	58	49
13	Value of Farm Production	114,372	147,570	201,051	206,568	185,740	211,530	246,235	246,893	233,867
14	Farm Interest Paid	26,187	30,317	27,769	29,498	26,700	21,446	15,993	14,546	15,489
15	Cash Expense as a % of Income	80	83	76	84	78	77	77	79	77
	Interest Paid as a % of:									
16	Gross Cash Income	10	12	11	11	11	9	6	6	6
17	Total Cash Expenses	12	15	14	14	14	11	8	7	8
18	Yrs. to T/O Non R.E. Debt	*	*	3.3	7.1	1.7	1.5	1.9	1.4	2.2
	Comparative Financial Statement (Market Basis)									
19	No. of Sole Proprietors	104	143	162	147	160	161	164	182	179
20	Total Ending Assets	849,984	686,198	728,302	669,773	508,552	462,043	439,918	468,616	506,988
21	Total Ending Liabilities	233,068	252,574	281,999	304,940	255,031	211,411	180,785	172,714	186,956
22	Ending Net Worth	616,916	433,624	446,303	364,833	253,521	250,632	259,133	295,902	320,032
23	Ending Farm C+I Debt to Asset %	39	45	51	55	51	43	37	35	35
24	Ending Total Debt to Asset %	27	37	39	46	50	46	41	37	37
	Acreage Information									
25	Total Acres Owned	266	244	*	250	249	231	222	222	237
26	Total Crop Acres Farmed	478	480	*	519	552	540	520	525	568
27	Crop Acres Owned	234	206	*	206	212	191	180	186	199
28	Crop Acres Cash Rented	*	*	*	208	237	236	231	238	269
29	Crop Acres Share Rented	*	*	*	104	103	113	108	101	100
	Crop Yields									
30	Corn per acre	126	126	88	113	124	136	138	89	141
31	Soybean per acre	39	40	35	38	35	39	44	32	43
	Crop Prices Received (cash sales)									
32	Corn per Bushel	2.83	2.23	*	2.88	2.35	2.03	1.53	2.08	2.20
33	Soybeans per Bushel	6.95	5.63	*	7.12	5.38	5.01	4.89	6.80	6.57
	Household Information									
34	No. Farms Reporting HseHld Info	84	96	96	89	96	101	102	120	129
35	Average Family Size	4.0	4.0	*	3.7	3.9	3.6	3.7	3.8	3.9
36	Total Family Use of Cash	32,664	29,981	35,660	29,540	28,701	28,027	30,729	37,556	44,214
37	Average Net Nonfarm Income	7,048	9,385	*	11,262	8,445	8,580	7,787	6,890	11,973

* Not available.

** 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.

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	Row
200	207	201	202	202	216	203	208	210	216	212	1
291,839	288,031	301,907	296,705	306,175	346,838	382,502	359,710	369,573	388,731	422,897	2
222,201	221,385	236,768	242,616	256,246	277,214	299,610	303,241	305,344	324,802	348,711	3
22,242	-10,822	-429	4,474	9,254	16,939	12,231	19,769	-21,057	15,633	25,296	4
-26,876	-26,122	-27,051	-26,997	-27,268	-29,288	-32,424	-35,640	-34,557	-35,800	-17,731	5
65,004	29,702	37,659	31,567	31,915	57,276	62,699	40,598	8,616	43,762	81,750	6
85,644	37,553	46,222	37,618	37,083	64,717	68,813	43,557	9,102	45,233	81,750	7
			**	**	**	**	**	**	**	**	
47,215	11,281	19,467	16,681	16,949	41,326	45,206	23,364	-8,757	26,896	62,532	8
12	5	7	5	5	10	10	6	2	7	12	9
15	3	6	2	3	13	12	5	-6	7	19	10
23	12	14	12	12	22	21	14	4	16	27	11
53	43	46	40	41	46	48	44	39	43	45	12
264,282	225,829	244,243	191,194	207,729	247,690	277,026	262,396	250,717	274,411	313,232	13
17,126	17,061	17,943	15,667	17,837	22,084	22,337	22,282	25,358	27,488	27,002	14
76	77	78	82	84	80	78	84	83	84	82	15
6	6	6	5	6	6	6	6	7	7	6	16
8	8	8	6	7	8	7	7	8	8	8	17
1.9	3.3	2.6	1.8	2.6	1.3	1.2	3.3	2.5	2.5	2.1	18
			**	**	**	**	**	**	**	**	
180	187	180	178	179	184	173	180	183	185	181	19
557,912	579,629	596,525	844,030	901,807	944,208	982,750	1,016,308	1,066,565	1,061,579	1,150,838	20
202,626	216,189	227,131	396,899	431,390	452,253	462,505	490,140	522,994	517,040	545,689	21
355,286	363,440	369,394	447,132	470,418	491,955	520,245	526,168	543,571	544,539	605,149	22
36	41	44	38	39	38	37	44	45	43	42	23
36	37	38	47	48	48	47	48	49	49	47	24
237	241	251	252	267	256	249	233	250	241	250	25
561	570	586	600	612	625	658	648	697	709	730	26
191	200	203	204	204	211	204	200	219	204	214	27
275	274	286	299	323	340	384	381	402	430	445	28
95	96	96	97	86	74	70	67	76	75	70	29
128	125	126	61	143	119	133	126	161	156	150	30
45	38	38	20	46	43	42	42	49	45	46	31
2.30	2.26	2.20	2.11	2.24	2.30	3.04	2.39	1.97	1.66	1.68	32
5.69	5.41	5.39	5.84	5.94	5.56	6.84	7.13	5.72	4.59	4.57	33
126	145	136	131	134	151	131	123	122	125	120	34
3.9	4.0	4.1	3.9	3.8	3.7	3.7	3.7	3.6	3.6	3.5	35
46,587	48,911	45,638	45,897	42,179	43,315	47,584	58,051	48,197	50,326	62,349	36
12,135	10,803	12,329	12,354	13,515	16,014	16,954	18,982	17,475	20,275	24,692	37

Financial Summary
Southwest Minnesota Farm Business Management Association
(Farms Sorted By County)

	Avg. Of All Farms	*Brown Faribault Martin Watonwan*	*Cottonwood*	*Jackson*	*Lyon Murray*	*Nobles*	*Pipestone Rock Yelow Med*	*Redwood*
Number of farms	212	26	37	23	33	41	15	37
Income Statement								
Gross cash farm income	422,897	425,628	496,422	466,653	331,931	379,816	608,625	373,827
Total cash farm expense	348,711	341,929	427,804	387,987	254,844	306,889	524,728	308,674
Net cash farm income	74,186	83,698	68,619	78,666	77,087	72,927	83,897	65,153
Inventory change	25,296	3,474	26,996	41,064	16,234	20,772	57,505	29,165
Depreciation and capital adjust	-17,731	-16,493	-18,993	-20,262	-18,373	-12,414	-19,537	-20,355
Net farm income	81,750	70,680	76,621	99,467	74,949	81,285	121,866	73,963
Profitability (cost)								
Labor and management earnings	62,532	54,671	48,598	79,748	57,125	66,541	103,670	54,991
Rate of return on assets	12.3 %	12.3 %	8.6 %	14.7 %	13.0 %	13.4 %	20.5 %	11.6 %
Rate of return on equity	18.8 %	20.4 %	10.6 %	22.7 %	19.2 %	23.1 %	35.5 %	17.0 %
Operating profit margin	27.3 %	25.8 %	26.0 %	29.3 %	27.2 %	25.9 %	37.0 %	25.2 %
Asset turnover rate	45.2 %	47.7 %	33.0 %	50.0 %	47.6 %	51.7 %	55.4 %	46.0 %
Liquidity								
Term debt coverage ratio	229.0 %	149.8 %	195.7 %	303.8 %	268.4 %	244.1 %	333.0 %	211.3 %
Expense as a percent of income	77.6 %	79.6 %	81.9 %	76.0 %	73.1 %	76.4 %	78.3 %	76.2 %
Interest as a percent of income	6.2 %	7.7 %	7.0 %	5.5 %	6.2 %	6.7 %	4.3 %	5.5 %
Solvency (market)								
Number of sole proprietors	181	23	32	21	29	34	10	32
Ending farm assets	988,031	966,976	1,419,740	835,968	749,039	1,014,042	741,001	937,394
Ending farm liabilities	515,480	497,159	739,744	405,846	419,300	575,323	380,467	442,105
Ending total assets	1,150,838	1,105,256	1,538,942	986,419	887,762	1,198,022	1,023,610	1,131,432
Ending total liabilities	545,689	516,525	768,447	436,331	445,495	605,329	405,103	487,025
Ending net worth	605,149	588,732	770,495	550,089	442,267	592,693	618,507	644,407
Net worth change	50,064	37,723	56,212	49,694	37,846	58,908	67,996	49,099
Ending farm debt to asset ratio	52 %	51 %	52 %	49 %	56 %	57 %	51 %	47 %
Beg total debt to asset ratio	49 %	48 %	50 %	47 %	52 %	52 %	44 %	44 %
End total debt to asset ratio	47 %	47 %	50 %	44 %	50 %	51 %	40 %	43 %
Nonfarm Information								
Net nonfarm income	21,436	23,213	18,378	19,667	20,625	23,210	29,402	19,873
Farms reporting living expenses	173	22	30	19	28	34	10	30
Total family living expense	36,921	43,963	38,428	37,741	36,573	34,418	33,046	34,184
Total living, invest, & capital	60,496	70,569	66,071	50,684	52,895	61,106	61,766	59,730
Crop Acres								
Total acres owned	250	225	393	200	270	220	171	203
Total crop acres	730	700	804	739	735	707	642	726
Total crop acres owned	214	205	321	160	221	197	133	193
Total crop acres cash rented	445	467	440	444	424	448	426	458
Total crop acres share rented	70	27	43	135	89	62	83	74

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Financial Summary
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Gross Farm Income)

	Avg. Of All Farms	*40,001 - 100,000*	*100,001 - 200,000*	*200,001 - 500,000*	*500,001 - 1,000,000*	*Over 1,000,000*
Number of farms	212	9	54	95	39	13
Income Statement						
Gross cash farm income	422,897	70,472	148,061	316,224	670,098	1,906,133
Total cash farm expense	348,711	58,220	103,579	244,242	569,800	1,714,093
Net cash farm income	74,186	12,252	44,482	71,982	100,298	192,039
Inventory change	25,296	3,417	4,913	18,052	47,670	109,883
Depreciation and capital adjust	-17,731	-5,656	-4,977	-13,369	-30,778	-74,253
Net farm income	81,750	10,013	44,418	76,666	117,189	227,670
Profitability (cost)						
Labor and management earnings	62,532	4,125	31,082	60,710	89,265	175,090
Rate of return on assets	12.3 %	3.3 %	9.6 %	12.7 %	12.3 %	14.4 %
Rate of return on equity	18.8 %	-1.8 %	11.7 %	20.8 %	19.3 %	22.7 %
Operating profit margin	27.3 %	10.7 %	25.0 %	27.4 %	26.5 %	30.9 %
Asset turnover rate	45.2 %	30.5 %	38.3 %	46.6 %	46.5 %	46.5 %
Liquidity						
Term debt coverage ratio	229.0 %	133.8 %	216.1 %	221.8 %	218.5 %	290.0 %
Expense as a percent of income	77.6 %	80.4 %	67.6 %	73.0 %	79.2 %	84.8 %
Interest as a percent of income	6.2 %	12.3 %	6.5 %	7.3 %	6.2 %	4.7 %
Solvency (market)						
Number of sole proprietors	181	9	50	88	27	5
Ending farm assets	988,031	386,453	602,908	959,888	1,653,782	3,044,425
Ending farm liabilities	515,480	210,936	240,087	505,748	957,868	1,734,598
Ending total assets	1,150,838	517,126	772,643	1,118,258	1,824,332	3,225,234
Ending total liabilities	545,689	231,943	269,139	537,521	990,304	1,760,940
Ending net worth	605,149	285,183	503,504	580,737	834,027	1,464,294
Net worth change	50,064	18,769	35,264	49,975	78,319	124,866
Ending farm debt to asset ratio	52 %	55 %	40 %	53 %	58 %	57 %
Beg total debt to asset ratio	49 %	45 %	36 %	50 %	55 %	54 %
End total debt to asset ratio	47 %	45 %	35 %	48 %	54 %	55 %
Nonfarm Information						
Net nonfarm income	21,436	41,312	31,692	18,926	11,258	9,197
Farms reporting living expenses	173	9	45	85	27	5
Total family living expense	36,921	33,190	33,258	36,539	42,739	46,266
Total living, invest, & capital	60,496	49,285	51,688	55,175	85,092	110,765
Crop Acres						
Total acres owned	250	140	169	252	326	435
Total crop acres	730	245	406	712	1,142	1,392
Total crop acres owned	214	120	141	209	322	331
Total crop acres cash rented	445	125	224	430	711	948
Total crop acres share rented	70	-	40	74	108	113

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Financial Summary
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Farm Type)

	Avg. Of All Farms	*Crop*	*Hog*	*Beef*	*Crop and Hog*	*Crop and Beef*	*Other*
Number of farms	212	63	13	6	24	15	87
Income Statement							
Gross cash farm income	422,897	260,107	1,057,487	1,539,310	538,255	593,515	290,488
Total cash farm expense	348,711	209,856	943,684	1,410,637	461,959	539,960	215,106
Net cash farm income	74,186	50,251	113,803	128,673	76,295	53,555	75,382
Inventory change	25,296	13,394	96,438	1,725	38,649	36,795	18,647
Depreciation and capital adjust	-17,731	-7,446	-22,181	-23,258	-29,915	-13,686	-18,592
Net farm income	81,750	56,198	188,060	107,139	85,029	76,664	75,437
Profitability (cost)							
Labor and management earnings	62,532	42,168	166,043	76,541	66,267	58,163	55,360
Rate of return on assets	12.3 %	10.8 %	20.6 %	10.0 %	13.0 %	9.9 %	11.5 %
Rate of return on equity	18.8 %	15.0 %	45.0 %	15.3 %	20.3 %	15.0 %	16.5 %
Operating profit margin	27.3 %	22.6 %	40.2 %	30.1 %	23.4 %	22.4 %	28.4 %
Asset turnover rate	45.2 %	47.8 %	51.2 %	33.2 %	55.8 %	44.1 %	40.6 %
Liquidity							
Term debt coverage ratio	229.0 %	219.8 %	357.7 %	156.9 %	211.7 %	205.1 %	203.2 %
Expense as a percent of income	77.6 %	76.7 %	81.4 %	91.5 %	79.8 %	85.7 %	69.4 %
Interest as a percent of income	6.2 %	7.1 %	4.1 %	6.0 %	5.4 %	6.1 %	7.8 %
Solvency (market)							
Number of sole proprietors	181	56	9	5	20	12	76
Ending farm assets	988,031	742,049	996,202	2,660,432	880,603	1,187,208	1,043,066
Ending farm liabilities	515,480	372,997	578,786	1,665,340	495,807	730,348	498,704
Ending total assets	1,150,838	885,437	1,175,089	2,816,323	998,679	1,282,138	1,244,955
Ending total liabilities	545,689	400,017	596,000	1,703,938	515,930	767,232	534,225
Ending net worth	605,149	485,420	579,090	1,112,385	482,749	514,906	710,730
Net worth change	50,064	42,607	87,946	31,838	45,886	51,595	52,081
Ending farm debt to asset ratio	52 %	50 %	58 %	63 %	56 %	62 %	48 %
Beg total debt to asset ratio	49 %	48 %	55 %	58 %	52 %	61 %	44 %
End total debt to asset ratio	47 %	45 %	51 %	61 %	52 %	60 %	43 %
Nonfarm Information							
Net nonfarm income	21,436	29,570	12,051	7,367	17,700	12,012	21,576
Farms reporting living expenses	173	53	9	5	19	12	72
Total family living expense	36,921	35,682	32,018	66,733	40,141	39,956	35,391
Total living, invest, & capital	60,496	56,270	45,789	134,005	52,060	48,978	65,057
Crop Acres							
Total acres owned	250	208	181	510	176	277	284
Total crop acres	730	714	532	1,005	863	975	655
Total crop acres owned	214	214	157	454	151	258	217
Total crop acres cash rented	445	444	310	490	663	583	360
Total crop acres share rented	70	55	65	61	49	134	77

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Financial Summary
Southwest Minnesota Farm Business Management Association
(Farms Sorted By Age Of Operator)

	Avg. Of All Farms	*Less than 31*	*31 - 40*	*41 - 50*	*51 - 60*	*Over 60*
Number of farms	212	12	45	69	62	24
Income Statement						
Gross cash farm income	422,897	214,766	380,266	513,166	411,525	376,746
Total cash farm expense	348,711	175,436	324,078	429,908	330,039	296,334
Net cash farm income	74,186	39,330	56,189	83,259	81,487	80,412
Inventory change	25,296	25,435	26,336	39,229	24,910	-15,786
Depreciation and capital adjust	-17,731	-18,537	-13,376	-21,035	-17,823	-15,761
Net farm income	81,750	46,228	69,149	101,453	88,574	48,864
Profitability (cost)						
Labor and management earnings	62,532	42,894	57,128	84,300	61,587	22,342
Rate of return on assets	12.3 %	14.8 %	13.8 %	14.6 %	11.2 %	7.4 %
Rate of return on equity	18.8 %	55.2 %	24.7 %	27.9 %	14.4 %	7.1 %
Operating profit margin	27.3 %	21.7 %	24.3 %	29.7 %	28.1 %	23.0 %
Asset turnover rate	45.2 %	67.8 %	56.7 %	49.0 %	39.8 %	32.2 %
Liquidity						
Term debt coverage ratio	229.0 %	178.3 %	247.3 %	234.1 %	251.6 %	164.5 %
Expense as a percent of income	77.6 %	72.9 %	79.4 %	77.5 %	75.7 %	82.0 %
Interest as a percent of income	6.2 %	7.1 %	4.9 %	6.4 %	6.1 %	8.9 %
Solvency (market)						
Number of sole proprietors	181	12	37	60	52	20
Ending farm assets	988,031	418,702	661,220	1,027,866	1,177,071	1,323,219
Ending farm liabilities	515,480	305,544	396,008	606,972	530,742	548,308
Ending total assets	1,150,838	452,443	768,137	1,142,759	1,419,612	1,603,292
Ending total liabilities	545,689	317,242	421,180	627,878	575,691	588,526
Ending net worth	605,149	135,201	346,957	514,882	843,921	1,014,765
Net worth change	50,064	35,543	45,412	53,225	43,857	74,035
Ending farm debt to asset ratio	52 %	73 %	60 %	59 %	45 %	41 %
Beg total debt to asset ratio	49 %	75 %	56 %	56 %	42 %	38 %
End total debt to asset ratio	47 %	70 %	55 %	55 %	41 %	37 %
Nonfarm Information						
Net nonfarm income	21,436	15,360	18,415	19,450	21,005	36,963
Farms reporting living expenses	173	12	34	58	51	18
Total family living expense	36,921	23,407	36,442	41,792	36,446	32,486
Total living, invest, & capital	60,496	35,727	57,224	61,228	60,736	80,153
Crop Acres						
Total acres owned	250	44	112	229	347	422
Total crop acres	730	495	631	816	763	698
Total crop acres owned	214	31	103	197	307	325
Total crop acres cash rented	445	438	471	532	371	339
Total crop acres share rented	70	27	57	86	85	33

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