

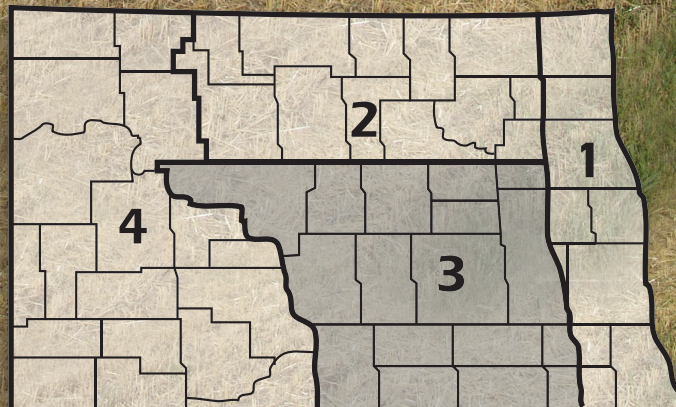
2008 ANNUAL REPORT

Region 3

ND Farm & Ranch Business Management



Regional Reporting Areas



www.ndfarmmanagement.com



North Dakota Department of Career
and Technical Education

Mr. Wayne Kutzer, State Director

Board Members

Mr. Darrel Remington, Chairperson
Mr. Jeffrey Lind, Vice Chairperson
Ms. Maren Daley
Mr. Brian Duchscherer
Mr. Robert Geske
Mr. William Goetz
Dr. Wayne Sanstead
Ms. Susan Stibbe
Ms. Rita Wilhelmi

Belfield
Rugby
Bismarck
Carrington
Enderlin
Bismarck
Bismarck
Hunter
Stanley

The N.D. Farm Management Education Association recognizes the listed
organizations for their contribution toward the production and distribution of
the N.D. Farm and Ranch Business Management Regional and State
Averages for 2008

Basin Electric Power Cooperative

CHS Foundation

North Dakota Farm Bureau

North Dakota Farmers Union

NORTH DAKOTA FARM BUSINESS MANAGEMENT EDUCATION

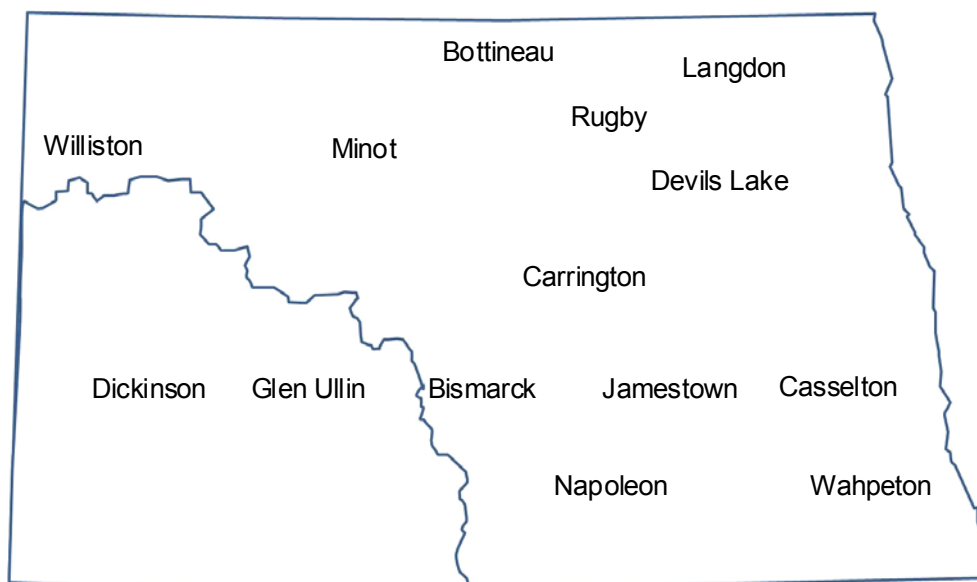
REGION 3 AVERAGES 2008 SOUTH CENTRAL ANNUAL REPORT

The South Central (Region 3) farm business analyses were submitted by the following instructors represented by their cooperating schools.

<u>School</u>	<u>Instructor</u>
Bismarck State College	Mark Holkup
Carrington High School	Steve Metzger
Jamestown (JVATC)	Virgil Dagman
Central Cass School, Casselton	Ron Smithberg
ND State College of Science Wahpeton	Keith Torgerson
Napoleon High School	Jory Hansen

This report was made possible by the farm families who cooperated with their farm management instructors in getting the records for 2008 closed out on a timely basis. The farm management instructors cited above generated the Finpack year-end farm analyses. Andrew Swenson, NDSU Extension Service, databased the Finpack analyses of farms and generated the comparative tables for this report.

Location of all Farm Business Management Education Programs in North Dakota



2008 South Central Report
North Dakota Farm Business Management Education

TABLE OF CONTENTS

Introduction	1
Explanatory Notes for the Farm Operators' Reports	2
Farm Income Statement	6
Inventory Changes	8
Depreciation and Other Capital Adjustments	9
Profitability Measures	10
Liquidity and Repayment Capacity Measures.....	11
Balance Sheet at Cost Values	12
Statement of Cash Flows	13
Financial Standards Measures	14
Crop Production and Marketing Summary	15
Household and Personal Expenses	16
Operator and Labor Information	17
Nonfarm Summary	18
Financial Summary (sorted by gross farm income)	19
Financial Summary (sorted by age of operator).....	20
Financial Summary (sorted by farm type).....	21
Explanatory Notes for Crop Tables.....	22
Barley on Owned Land.....	23
Barley on Cash Rent.....	24
Beans, Pinto on Cash Rent	25
Canola on Cash Rent	26
Corn on Owned Land	27
Corn on Cash Rent	28
Corn Silage on Owned Land	29
CRP on Owned Land	30
Hay, Alfalfa on Owned Land	31
Hay, Alfalfa on Cash Rent.....	32
Hay, Grass on Owned Land.....	33
Hay, Grass on Cash Rent	34
Hay, Mixed Alfalfa/Grass on Owned Land.....	35
Hay, Mixed Alfalfa/Grass on Cash Rent	36
Pasture on Owned Land	37
Pasture on Cash Rent	38
Peas, Field on Cash Rent	39
Soybeans on Owned Land	40
Soybeans on Cash Rent	41
Soybeans on Share Rent	42
Sunflowers on Owned Land.....	43
Sunflowers on Cash Rent	44
Sunflowers, Confectionary on Cash Rent.....	45
Wheat, Spring on Owned Land	46
Wheat, Spring on Cash Rent	47
Wheat, Spring on Share Rent	48
Wheat, Winter on Owned Land.....	49
Wheat, Winter on Cash Rent	50
Explanatory Notes for Livestock Tables	51
Beef Cow-Calf – Average Per Cwt. Produced	52
Beef Cow-Calf – Average Per Cow	53

Beef Replacement Heifers – Average Per Head	54
Beef, Background Beef – Average Per Cwt Produced	55
Beef, Background Beef – Average Per Head	56
Dairy, Average Per Cwt of Milk	57
Dairy, Average Per Cow.....	58
Figure 1. Gross Cash Income per Farm	59
Figure 2. Net Farm Income (Accrual) per Farm	59
Figure 3. Financial Efficiency Measures	60
Figure 4. Profitability Measures per Farm	60
Figure 5. Assets and Liabilities per Farm, 2005	61
Figure 6. Total Farm Assets and Liabilities	61
Figure 7. Household and Personal Expenses	62
Figure 8. Crop Acreage per Farm	62
Figure 9. Spring Wheat Costs per Acre	63
Figure 10. Average Net Return per Beef Cow	63

INTRODUCTION

This report summarizes the individual farm records of the specific region or the whole state as identified on the acknowledgement page. The current financial status of farm operators and net returns from each crop and livestock enterprise is reported. In addition to the average of all farms, the averages for the high, middle, and low-income groups are also presented. All participating farm/ranch families are provided a copy of the regional averages report. They can compare their own Finan business analysis to the regional and/or state averages report and study the areas that may need management improvement. A review of the comparative information may reveal how certain aspects of the business or enterprises excel and help answer why they are profitable.

The regional and state averages reports are divided into three major sections; farm operators' reports, crop reports and livestock reports. Explanatory notes precede each section. The first section contains 15 tables with whole farm financial and operator information. The last three tables of this section are financial summaries in which farms are categorized by gross revenue, age of operator and farm type, respectively. The second section provides performance information on crop enterprises. The third section provides performance results on livestock enterprises. Lastly, figures 1 through 10 provide trend information for various measures of finance and/or production.

The 2008 summary reports are based upon data generated by the Finan individual farm analysis completed by farm/ranch families enrolled in the statewide Adult Farm and Ranch Business Management Education program in North Dakota. Instructors pooled the individual business analysis and submitted the combined school data to the FINPACK Center located at North Dakota State University. The FINPACK Center did provide schools with local averages in order to assist instructors with obtaining relevant local management trends.

Farm/ranch families enrolled in the statewide program are encouraged to request assistance from their instructors to determine short-term cash flow and long-term projections. Each instructor has access to FINPACK computer programs, which can be used to generate annual or multi-year (cash flow) farm plans and/or long term alternative projections.

This is the twentieth year that the regional averages have been generated in North Dakota based upon the four regions shown in the state map on the cover of this publication. A regional report has been generated and published for Regions 2, 3 and 4 identified on the North Dakota map. Most farms in Region 1 are located within the Red River Valley. Those farms are contained in a combined Minnesota-North Dakota Red River Valley report. The state averages report includes all farms participating in the North Dakota Farm Business Management Education Program that were represented in the regional averages and also those farms which were processed and submitted after the March deadline date. All of these reports may be ordered from Farm Business Management, P.O. Box 6022, Bismarck, ND, 58506-6022 for \$5 per copy.

EXPLANATORY NOTES FOR THE FARM OPERATORS' REPORTS

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

Rounding of individual items for the report may have caused minor discrepancies with the printed totals which are calculated before rounding.

Farm Income Statement

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

The first section of the table lists cash farm income from all sources. Cash crop sales are listed first followed by cash sales of livestock and livestock products. The "Direct & CC govt payments" are government payments decoupled from crop production but the counter-cyclical payment is coupled to national average prices. "LDP payments" are loan deficiency payments that may be received on production when local prices are below the county loan rate for the crop. "Other government payments" refers to all other government payments such as disaster payments but not including CRP payments.

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

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

The last two sections of the income statement deal with the non-cash changes in the farm business. The "Inventory Changes" and "Depreciation and Other Capital Adjustments" sections are used to convert the cash income statement (Net Cash Farm Income) derived from the first two sections into an accrual income statement. The bottom line, labeled "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 that are owned by the farm family and hence, not purchased or paid a wage. However, it does not include any debt forgiveness or asset repossessions.

Inventory Changes

This is the detailed statement of inventory changes that is summarized in the 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 that is summarized in the income statement. It includes beginning and ending inventories, sales, purchases, and depreciation.

Profitability Measures

The table shows profitability when capital assets are valued at cost. Various measures of performance are calculated for the farms in this report. In the previous tables no opportunity costs are used. In this, opportunity costs for labor, capital, and management are used. The measures and their components are described below.

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

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

"Operating profit margin" is the "Return on 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 equity" multiplied by a 6% opportunity interest cost charge.

"Farm interest expense" is the accrual interest cost, usually it will be different from the cash interest expense.

"Value of operator's labor and management" is an opportunity cost for unpaid operator's labor and management that is used in the calculation of several financial performance measures. A value of \$18,000 per full time operator plus 5% of value of farm production.

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

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

"Return on 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 cash farm income minus purchased feed and feeder livestock and adjusted for inventory changes in crops, market livestock, accounts receivable and breeding livestock.

Liquidity and Repayment Capacity Measures

This table provides the liquidity measures of current ratio, working capital and working capital as a percent of gross revenue (accrual). This table also provides the calculation of several repayment capacity measures. Definitions for liquidity and repayment capacity measure are listed below under the Financial Standards Measures section.

Balance Sheet at Cost Values

The ending balance sheet statements and solvency measures are presented for sole proprietors only. Current assets are valued at market price at the time of the inventory which is December 31. In balance sheet at cost values, intermediate and long-term assets that are depreciable are valued at cost remaining (amount remaining to be depreciated, plus salvage value). Raised breeding livestock is valued at conservative market replacement costs. Land is valued at cost or conservative market value.

Statement of Cash Flows

This statement organizes cash inflows and outflows by the following three categories: Operating activities, investing activities, and financing activities.

Financial Standards Measures

This table contains the 16 measures of financial performance recommended by the Farm Financial Standards Task Force (FFSTF). The Finpack financial management program used by the North Dakota Farm Business Education complies with nearly all of with the FFSTF recommendations for calculating the financial guidelines measures. The measures are calculated on an accrual basis.

Liquidity

"Current ratio" is "Total current farm assets" divided by "Total current farm liabilities."

"Working capital" is "Total current farm assets" less "Total current farm liabilities."

Solvency

"Farm debt to asset ratio" is "Total farm liabilities" divided by "Total farm assets."

"Farm equity to asset ratio" is "Total farm assets" minus "Total farm liabilities," divided by "Total farm assets."

"Farm debt to equity ratio" is "Total farm liabilities," divided by the result of "Total farm assets" minus "Total farm liabilities."

Profitability

"Rate of return on farm assets" is "Net farm income" plus "interest expense" minus "Value of operator's labor and management," divided by the average of beginning and ending "Total farm assets."

"Rate of return on farm equity" is "Net farm income" minus "Value of operator's labor and management," divided by the average of beginning and ending farm net worth.

"Operating profit margin" is "Net farm income" plus "interest expense" minus "Value of operator's labor and management," divided by "Value of farm production."

Repayment Capacity

"Term debt coverage ratio" is "Net farm income" plus "depreciation and other capital adjustments" plus "Net nonfarm income" plus scheduled interest on term debt minus "Family living and taxes," divided by scheduled term debt principal and interest payments.

"Capital replacement margin" is "Net farm income" plus "Depreciation and other capital adjustments" plus "Net nonfarm income" minus "Family living and taxes" and scheduled term debt principal payments.

Efficiency

"Asset turnover rate" is "Value of farm production" divided by the average of beginning and ending "Total farm assets."

"Operating expense ratio" is total expense less "Farm interest expense" and "Depreciation and capital adjustment," divided by "Gross farm revenue."

"Depreciation expense ratio" is "Depreciation and capital adjustments" divided by "Gross farm revenue."

"Interest expense ratio" is "Farm interest expense" divided by "Gross farm revenue"

"Net farm income ratio" is "Net farm income" divided by "Gross farm revenue."

Crop Production and Marketing Summary

This table contains three sections. The first section reports average acreage by land use. The next two sections show average price received and average yields for major crops. These tables are sorted on the basis of "Net farm income."

Household and Personal Expenses

For those farms that keep records, the household and personal expenses are summarized. The farms are grouped in the same ranking as in the Income Statement. Since not all farms keep these records, the number of farms in the low profit and high profit groups may be different. Averages are determined by the number of farms keeping these records. The Statement of Cash Flows presents calculated family living and includes all farms. Income tax paid is also shown in the Statement of Cash Flows and includes all farms.

Operator and Labor Information

This table reports the average for the number of operators per farm, the operator's age, and the number of years farming.

Nonfarm Summary

This table reports nonfarm income. The figures reported are the average over all farms not just those reporting nonfarm incomes.

Farm Income Statement
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Cash Farm Income				
Barley	40,682	1,283	17,966	135,313
Beans, Black Turtle	149	-	-	741
Beans, Navy	1,404	-	-	2,037
Beans, Pinto	9,873	-	691	46,925
Buckwheat	23	-	112	-
Canola	9,552	-	-	31,091
Corn	104,131	26,255	72,481	267,585
Flax	3,937	943	1,480	14,068
Hay, Alfalfa	467	17	844	98
Hay, Mixed	271	726	-	271
Millet	147	-	731	-
Oats	428	855	368	755
Peas, Field	2,009	-	-	5,516
Rye	80	-	399	-
Soybeans	123,670	52,337	63,927	332,833
Sunflowers	32,161	1,196	16,973	105,483
Sunflowers, Confectionary	5,985	-	1,029	16,968
Wheat, Durum	5,285	-	2,419	17,984
Wheat, Spring	127,996	17,350	60,818	413,559
Wheat, Winter	8,576	5,542	6,620	8,095
Rented Out	1,677	-	483	4,178
Miscellaneous crop income	105	2	-	-
Beef Bulls	236	-	-	-
Beef Cow-Calf, Beef Calves	13,785	11,636	9,721	8,232
Beef Replacement Heifers	992	-	1,778	2,795
Beef Backgrounding	24,568	27,589	58,840	3,455
Beef Finishing	25,569	-	30,493	63,873
Beef Grazing	3,689	-	7,797	5,970
Dairy, Milk	34,671	42,504	7,613	110,113
Dairy, Dairy Calves	350	1,741	59	-
Dairy Replacement Heifers	510	1,573	1,019	-
Hogs, Farrow To Finish, Raised Ho	3,430	387	86	-
Hogs, Feeder Pig Prod, Feeder Pig	198	1,020	-	-
Hogs, Finish Feeder Pigs	2,192	4,119	6,910	-
Horses, Breeding Mares, Foals	114	587	-	-
Sheep, Lamb Finishing	576	-	-	-
Sheep, Market Lamb Prod, Mkt Lamb	67	41	281	-
Beef Finish Cull Cows	232	-	248	905
Dairy Backgrounding	120	-	598	-
Cull breeding livestock	6,971	4,908	8,221	10,551
Misc. livestock income	125	87	114	-
Direct & CC govt payments	17,333	6,153	11,755	40,597
CRP payments	2,446	247	2,790	1,170
Other government payments	20,892	11,921	15,443	49,221
Custom work income	8,591	4,800	3,391	9,588
Patronage dividends, cash	2,170	370	1,859	5,634
Insurance income	39,209	10,135	29,237	96,072
Other farm income	6,931	4,257	6,105	14,081
Gross Cash Farm Income	694,575	240,580	451,700	1,825,756

Farm Income Statement (Continued)
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Cash Farm Expense				
Seed	57,726	17,271	31,229	155,036
Fertilizer	94,276	24,932	52,403	284,846
Crop chemicals	53,349	17,261	32,340	152,835
Crop insurance	39,266	9,470	23,554	101,591
Drying expense	2,523	610	4,095	5,325
Storage	771	-	226	3,569
Irrigation energy	218	-	271	387
Crop marketing	663	-	336	742
Crop miscellaneous	1,581	668	1,236	2,181
Feeder livestock purchase	19,538	2,272	38,414	26,850
Purchased feed	25,261	29,473	18,980	48,380
Breeding fees	259	228	146	835
Veterinary	3,157	2,889	2,757	5,445
Supplies	4,285	2,483	919	15,456
Livestock custom hire	45	-	222	-
Livestock leases	73	317	-	59
Grazing fees	112	-	41	-
Livestock marketing	2,514	3,298	2,175	4,922
Bedding	32	-	-	160
Interest	26,843	17,698	20,418	48,611
CCC buyback	5,588	-	5,787	21,075
Fuel & oil	41,655	17,354	26,055	94,430
Repairs	35,377	15,586	24,011	76,463
Custom hire	15,008	10,327	16,206	22,413
Hired labor	17,462	8,594	4,273	60,759
Land rent	59,352	25,127	36,552	153,122
Machinery leases	3,685	1,505	1,905	7,049
Building leases	1,307	2,983	131	1,934
Real estate taxes	4,274	1,967	2,854	7,357
Farm insurance	6,492	3,860	4,701	12,437
Utilities	6,521	4,266	5,160	12,709
Dues & professional fees	1,908	1,015	803	5,611
Miscellaneous	9,105	3,688	5,383	19,480
Total cash expense	540,226	225,143	363,583	1,352,071
Net cash farm income	154,349	15,437	88,117	473,685
Inventory Changes				
Prepays and supplies	42,099	3,625	15,614	168,999
Accounts receivable	-479	-3,959	-11,196	22,509
Hedging accounts	496	-190	1,867	-1,787
Other current assets	56	-1,989	320	2,468
Crops and feed	66,637	6,531	32,957	199,565
Market livestock	365	-7,705	-4,886	-1,831
Breeding livestock	-4,120	-11,229	-912	1,077
Other assets	136	215	1,177	-442
Accounts payable	-7,292	-63	-3,521	-31,904
Accrued interest	230	-1	536	1,695
Total inventory change	98,127	-14,764	31,955	360,349
Net operating profit	252,476	673	120,072	834,034
Depreciation				
Machinery and equipment	-29,575	-10,253	-19,632	-76,028
Titled vehicles	-1,242	-876	-355	-2,373
Buildings and improvements	-3,526	-503	-856	-9,339
Total depreciation	-34,344	-11,631	-20,842	-87,739
Net farm income from operations	218,132	-10,958	99,230	746,295
Gain or loss on capital sales	2,498	135	280	592
Net farm income	220,630	-10,824	99,510	746,887

Inventory Changes
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Net cash farm income	154,349	15,437	88,117	473,685
Crops and Feed				
Ending inventory	416,265	85,219	171,805	1,325,697
Beginning inventory	349,628	78,688	138,848	1,126,131
Inventory change	66,637	6,531	32,957	199,565
Market Livestock				
Ending inventory	49,551	29,962	75,998	51,304
Beginning inventory	49,186	37,667	80,884	53,136
Inventory change	365	-7,705	-4,886	-1,831
Accts Receivable				
Ending inventory	21,919	11,689	5,382	72,338
Beginning inventory	22,398	15,648	16,578	49,829
Inventory change	-479	-3,959	-11,196	22,509
Prepaid Expenses and Supplies				
Ending inventory	83,425	9,552	29,325	303,523
Beginning inventory	41,325	5,927	13,711	134,524
Inventory change	42,099	3,625	15,614	168,999
Hedging Activities				
Ending inventory	2,397	-	892	9,000
Withdrawals	4,400	339	3,587	7,714
Beginning inventory	2,190	-	1,335	5,750
Deposits	4,110	529	1,276	12,751
Gain or loss	496	-190	1,867	-1,787
Other Current Assets				
Ending inventory	4,621	1,301	3,668	9,622
Beginning inventory	4,565	3,290	3,348	7,154
Inventory change	56	-1,989	320	2,468
Breeding Livestock				
Ending inventory	85,877	74,272	96,656	118,417
Capital sales	3,460	7,088	8,733	185
Beginning inventory	84,050	78,132	94,462	113,856
Capital purchases	9,408	14,458	11,840	3,670
Depreciation, capital adjust	-4,120	-11,229	-912	1,077
Other Capital Assets				
Ending inventory	16,129	3,752	13,842	44,999
Capital sales	528	-	-	2,599
Beginning inventory	16,172	3,500	12,361	47,313
Capital purchases	349	36	305	726
Depreciation, capital adjust	136	215	1,177	-442
Accounts Payable				
Beginning inventory	11,922	8,558	9,575	15,715
Ending inventory	19,214	8,621	13,096	47,619
Inventory change	-7,292	-63	-3,521	-31,904
Accrued Interest				
Beginning inventory	11,455	7,129	8,970	17,638
Ending inventory	11,225	7,131	8,434	15,942
Inventory change	230	-1	536	1,695
Total inventory change	98,127	-14,764	31,955	360,349
Net operating profit	252,476	673	120,072	834,034

Depreciation
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Net operating profit	252,476	673	120,072	834,034
Machinery and Equipment				
Ending inventory	336,715	122,053	209,044	862,910
Capital sales	6,260	5,298	2,984	19,050
Beginning inventory	284,068	119,506	189,996	694,807
Capital purchases	88,482	18,098	41,663	263,181
Depreciation, capital adjust.	-29,575	-10,253	-19,632	-76,028
Titled Vehicles				
Ending inventory	15,901	17,320	10,634	16,553
Capital sales	204	-	-	-
Beginning inventory	11,178	13,273	5,162	13,765
Capital purchases	6,169	4,923	5,827	5,161
Depreciation, capital adjust.	-1,242	-876	-355	-2,373
Buildings and Improvements				
Ending inventory	86,974	33,055	45,489	216,490
Capital sales	-	-	-	-
Beginning inventory	69,319	31,181	39,422	160,422
Capital purchases	21,181	2,377	6,922	65,407
Depreciation, capital adjust.	-3,526	-503	-856	-9,339
Total depreciation, capital adj.	-34,344	-11,631	-20,842	-87,739
Net farm income from operations	218,132	-10,958	99,230	746,295
Gain or loss on capital sales	2,498	135	280	592
Net farm income	220,630	-10,824	99,510	746,887

Profitability Measures
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Profitability (assets valued at cost)				
Net farm income from operations	218,132	-10,958	99,230	746,295
Rate of return on assets	14.2 %	-2.8 %	8.9 %	20.1 %
Rate of return on equity	19.7 %	-13.4 %	11.3 %	26.2 %
Operating profit margin	27.3 %	-8.2 %	19.1 %	34.7 %
Asset turnover rate	52.1 %	34.1 %	46.4 %	57.8 %
Farm interest expense	26,613	17,700	19,882	46,915
Value of operator lbr and mgmt.	50,307	22,330	40,278	108,376
Return on farm assets	194,438	-15,589	78,834	684,834
Average farm assets	1,367,426	559,677	889,767	3,411,846
Return on farm equity	167,825	-33,289	58,951	637,919
Average farm equity	851,662	247,905	520,171	2,431,825
Value of farm production	713,109	190,686	412,613	1,972,974

Liquidity & Repayment Capacity Measures
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Liquidity				
Current ratio	1.94	1.03	1.69	2.70
Working capital	197,870	2,911	119,012	573,030
Working capital to gross inc	26.1 %	1.3 %	25.3 %	28.0 %
Current assets	407,646	115,428	292,715	909,724
Current liabilities	209,776	112,517	173,703	336,695
Gross revenues (accrual)	757,908	222,432	470,007	2,048,204
Repayment capacity				
Net farm income from operations	218,132	-10,958	99,230	746,295
Depreciation	34,344	11,631	20,842	87,739
Personal income	26,808	26,406	23,054	24,486
Family living/owner withdrawals	-48,943	-26,472	-43,029	-70,597
Payments on personal debt	-3,907	-3,417	-2,281	-4,982
Income taxes paid	-8,772	-2,621	-4,622	-26,668
Interest on term debt	16,728	11,928	13,822	25,963
Capital debt repayment capacity	234,391	6,498	107,016	782,236
Scheduled term debt payments	-58,463	-33,736	-39,215	-128,526
Capital debt repayment margin	175,928	-27,238	67,801	653,711
Cash replacement allowance	-14,756	-6,816	-6,293	-39,833
Replacement margin	161,172	-34,055	61,508	613,878
Term debt coverage ratio	4.01	0.19	2.73	6.09
Replacement coverage ratio	3.20	0.16	2.35	4.65

Balance Sheet at Cost Values
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	123	25	25	20
Assets				
Current Farm Assets				
Cash and checking balance	18,764	8,940	19,382	31,200
Prepaid expenses & supplies	62,434	2,631	29,075	251,928
Growing crops	3,471	786	3,128	8,904
Accounts receivable	12,373	12,156	3,836	29,364
Hedging accounts	1,638	-	963	6,160
Crops held for sale or feed	291,317	53,939	178,725	855,526
Crops under government loan	5,867	10,127	9,082	-
Market livestock held for sale	47,509	31,160	71,726	44,996
Other current assets	728	306	215	50
Total current farm assets	444,102	120,045	316,132	1,228,128
Intermediate Farm Assets				
Breeding livestock	70,022	77,243	80,705	55,302
Machinery and equipment	272,935	93,012	206,088	682,280
Titled vehicles	13,362	10,549	11,485	10,480
Other intermediate assets	5,302	1,639	6,961	11,794
Total intermediate farm assets	361,622	182,443	305,238	759,856
Long Term Farm Assets				
Farm land	340,283	165,931	297,012	713,131
Buildings and improvements	68,050	34,377	47,505	147,270
Other long-term assets	4,679	2,263	7,989	7,026
Total long-term farm assets	413,012	202,571	352,506	867,427
Total Farm Assets	1,218,736	505,060	973,876	2,855,411
Total Nonfarm Assets	151,745	63,872	122,251	252,590
Total Assets	1,370,480	568,932	1,096,127	3,108,001
Liabilities				
Current Farm Liabilities				
Accrued interest	11,737	7,413	9,092	18,517
Accounts payable	13,915	6,566	14,144	24,128
Current notes	163,451	71,562	125,086	356,106
Government crop loans	2,808	4,616	4,577	-
Principal due on term debt	36,625	26,861	34,700	55,787
Total current farm liabilities	228,537	117,018	187,599	454,538
Total intermediate farm liabs	100,511	75,709	69,287	121,386
Total long term farm liabilities	192,835	134,393	177,979	325,511
Total farm liabilities	521,883	327,119	434,865	901,435
Total nonfarm liabilities	33,065	27,958	19,604	53,882
Total liabilities	554,947	355,077	454,470	955,317
Net worth (farm and nonfarm)	815,533	213,855	641,657	2,152,684
Net worth change	132,714	-13,402	85,811	473,242
Ratio Analysis				
Current farm liabilities / assets	51 %	97 %	59 %	37 %
Intermediate farm liab. / assets	28 %	41 %	23 %	16 %
Long term farm liab. / assets	47 %	66 %	50 %	38 %
Total debt to asset ratio	40 %	62 %	41 %	31 %

Statement Of Cash Flows
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Beginning cash (farm & nonfarm)	22,504	17,053	32,928	44,972
Cash Provided By Operating Activities				
Gross cash farm income	694,575	240,580	451,700	1,825,756
Total cash farm expense	-540,226	-225,143	-363,583	-1,352,071
Net cash from hedging transactions	289	-190	2,311	-5,037
Cash provided by operating	154,638	15,247	90,428	468,648
Cash Provided By Investing Activities				
Sale of breeding livestock	3,524	7,146	8,991	185
Sale of machinery & equipment	6,677	5,375	3,006	19,655
Sale of titled vehicles	142	-	-	-
Sale of farm land	5,421	5,923	-	832
Sale of farm buildings	-	-	-	-
Sale of other farm assets	528	-	-	2,599
Sale of nonfarm assets	533	1,238	-	531
Purchase of breeding livestock	-9,408	-14,458	-11,840	-3,670
Purchase of machinery & equip.	-88,482	-18,098	-41,663	-263,181
Purchase of titled vehicles	-6,169	-4,923	-5,827	-5,161
Purchase of farm land	-69,202	-4,846	-71,267	-155,258
Purchase of farm buildings	-21,181	-2,377	-6,922	-65,407
Purchase of other farm assets	-349	-36	-305	-726
Purchase of nonfarm assets	-22,361	-2,050	-16,752	-48,992
Cash provided by investing	-200,328	-27,106	-142,579	-518,593
Cash Provided By Financing Activities				
Money borrowed	538,348	162,340	287,123	1,480,546
Principal payments	-457,249	-142,898	-208,185	-1,359,409
Personal income	26,808	26,406	23,054	24,486
Family living/owner withdrawals	-48,943	-26,472	-43,029	-70,597
Income and social security tax	-8,772	-2,621	-4,622	-26,668
Capital contributions	-	-	-	-
Capital distributions	-	-	-	-
Dividends paid	-	-	-	-
Cash gifts and inheritances	2,528	154	4,705	-
Gifts given	-708	-1,823	-3	-1,030
Cash provided by financing	52,213	15,184	59,591	47,337
Net change in cash balance	6,523	3,326	7,440	-2,608
Ending cash (farm & nonfarm)	29,027	20,379	40,368	42,364

Financial Standards Measures
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Liquidity				
Current ratio	1.94	1.03	1.69	2.70
Working capital	338,388	35,868	138,046	1,208,731
Working capital to gross inc	44.6 %	16.1 %	29.4 %	59.0 %
Solvency (cost)				
Farm debt to asset ratio	43 %	65 %	45 %	32 %
Farm equity to asset ratio	57 %	35 %	55 %	68 %
Farm debt to equity ratio	0.75	1.84	0.81	0.46
Profitability (cost)				
Rate of return on farm assets	14.2 %	-2.8 %	8.9 %	20.1 %
Rate of return on farm equity	19.7 %	-13.4 %	11.3 %	26.2 %
Operating profit margin	27.3 %	-8.2 %	19.1 %	34.7 %
Net farm income	220,630	-10,824	99,510	746,887
EBIDTA	279,089	18,373	139,954	880,949
Repayment Capacity				
Capital debt repayment capacity	234,391	6,498	107,016	782,236
Capital debt repayment margin	175,928	-27,238	67,801	653,711
Replacement margin	161,172	-34,055	61,508	613,878
Term debt coverage ratio	4.01	0.19	2.73	6.09
Replacement coverage ratio	3.20	0.16	2.35	4.65
Efficiency				
Asset turnover rate (cost)	52.1 %	34.1 %	46.4 %	57.8 %
Operating expense ratio	63.2 %	91.7 %	70.2 %	57.0 %
Depreciation expense ratio	4.5 %	5.2 %	4.4 %	4.3 %
Interest expense ratio	3.5 %	8.0 %	4.3 %	2.4 %
Net farm income ratio	29.1 %	-4.9 %	21.2 %	36.5 %

Crop Production and Marketing Summary
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Acreage Summary				
Total acres owned	934	405	687	1,590
Total crop acres	1,955	599	1,326	4,787
Crop acres owned	610	172	465	1,208
Crop acres cash rented	1,237	398	811	3,371
Crop acres share rented	108	29	50	208
Total pasture acres	540	355	730	468
Percent crop acres owned	31 %	29 %	35 %	25 %
Average Price Received (Cash Sales Only)				
Wheat, Spring per bushel	7.48	5.91	7.89	7.52
Soybeans per bushel	9.73	11.79	9.16	9.56
Corn per bushel	4.31	4.55	4.05	4.29
Barley per bushel	4.75	-	5.72	4.46
Sunflowers per cwt	21.74	-	22.36	21.25
Wheat, Winter per bushel	6.66	-	-	-
Flax per bushel	15.47	-	-	16.33
Beans, Pinto per cwt	27.22	-	-	27.38
Sunflowers, Confectionary per cwt	23.42	-	-	-
Canola per cwt	17.85	-	-	17.16
Oats per bushel	2.60	-	-	-
Hay, Mixed per ton	39.90	-	-	-
Peas, Field per bushel	6.41	-	-	-
Wheat, Durum per bushel	10.44	-	-	-
Hay, Alfalfa per ton	58.73	-	-	-
Average Yield Per Acre				
Wheat, Spring (bushel)	47.17	33.57	41.81	50.44
Soybeans (bushel)	26.99	28.65	26.72	27.93
Barley (bushel)	76.71	-	64.34	81.84
Corn (bushel)	106.78	150.38	116.05	108.41
Pasture (aum)	0.850	0.731	0.853	0.812
Sunflowers (cwt)	16.08	-	13.97	17.68
Hay, Mixed Alfalfa/Grass (ton)	1.15	0.921	1.22	1.24
Hay, Alfalfa (ton)	1.64	1.66	1.83	2.08
Hay, Grass (ton)	1.46	-	1.47	1.89
Wheat, Winter (bushel)	59.98	-	48.58	71.94
Corn Silage (ton)	14.63	-	12.71	-
Canola (cwt)	11.98	-	-	10.72
Peas, Field (bushel)	33.57	-	-	-
Flax (bushel)	16.63	-	-	-
Beans, Pinto (cwt)	11.49	-	-	11.61
Sunflowers, Confectionary (cwt)	14.69	-	-	16.71
Hay, Mixed (ton)	1.78	-	-	-
Wheat, Durum (bushel)	36.20	-	-	-
Hay, Small Grain (ton)	1.66	-	-	-
Oats (bushel)	65.43	-	-	-

Household and Personal Expenses
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	68	11	15	12
Average family size	3.1	3.0	2.5	3.8
Family Living Expenses				
Food and meals expense	6,879	7,092	6,053	8,024
Medical care	3,948	3,739	4,108	5,659
Health insurance	5,501	3,171	4,745	6,596
Cash donations	1,524	1,033	1,401	1,702
Household supplies	5,110	3,887	3,616	6,707
Clothing	1,829	1,736	1,358	2,420
Personal care	6,367	2,888	2,560	11,979
Child / Dependent care	395	298	-	773
Alimony and child support	83	-	-	-
Gifts	1,218	963	1,053	979
Education	1,474	1,077	676	2,223
Recreation	3,295	1,548	2,569	6,204
Utilities (household share)	2,534	1,587	2,318	3,495
Personal vehicle operating exp	2,778	3,158	3,312	2,293
Household real estate taxes	59	87	83	152
Dwelling rent	74	-	73	-
Household repairs	2,105	1,756	892	2,429
Personal interest	924	405	195	2,587
Disability / Long term care ins	103	209	157	-
Life insurance payments	1,524	445	607	4,694
Personal property insurance	253	202	169	687
Miscellaneous	1,955	774	777	964
Total cash family living expense	49,930	36,056	36,723	70,565
Family living from the farm	34	-	76	-
Total family living	49,964	36,056	36,799	70,565
Other Nonfarm Expenditures				
Income taxes	8,410	3,325	4,512	28,477
Furnishing & appliance purchases	389	-	120	679
Nonfarm vehicle purchases	5,031	959	4,653	8,473
Nonfarm real estate purchases	8,926	-2,267	21,230	7,024
Other nonfarm capital purchases	2,553	-	118	4,998
Nonfarm savings & investments	3,230	4,781	1,957	8,683
Total other nonfarm expenditures	28,539	6,798	32,590	58,334
Total cash family living investment & nonfarm capital purch	78,469	42,854	69,313	128,899

Operator and Labor Information
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Operator Information				
Average number of operators	1.1	1.0	1.0	1.2
Average age of operators	45.7	44.1	48.0	46.9
Average number of years farming	22.1	18.0	23.6	24.2
Results Per Operator				
Working capital	321,817	35,868	131,705	1,019,867
Total assets (cost)	1,569,650	626,561	1,031,822	3,413,698
Total liabilities	566,067	353,190	411,466	934,357
Net worth (cost)	1,003,583	273,371	620,357	2,479,340
Gross farm income	720,792	222,432	448,417	1,728,172
Total farm expense	513,342	233,390	353,745	1,098,485
Net farm income from operations	207,450	-10,958	94,671	629,686
Net nonfarm income	25,495	26,406	21,995	20,660
Family living & tax withdrawals	54,888	29,093	45,462	82,067
Total acres owned	888.5	405.0	655.2	1,341.2
Total crop acres	1,858.8	599.1	1,265.1	4,039.0
Crop acres owned	579.7	172.3	443.7	1,019.2
Crop acres cash rented	1,176.4	398.0	774.2	2,844.0
Crop acres share rented	102.7	28.9	47.3	175.8
Total pasture acres	513.3	355.4	696.3	395.1
Labor Analysis				
Number of farms	134	26	27	27
Total unpaid labor hours	2,176	1,617	2,441	2,722
Total hired labor hours	916	534	216	3,059
Total labor hours per farm	3,092	2,152	2,657	5,781
Unpaid hours per operator	2,069	1,617	2,329	2,297

Nonfarm Summary
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	134	26	27	27
Nonfarm Income				
Personal wages & salary	15,639	16,070	17,425	9,159
Net nonfarm business income	3,842	1,390	-99	6,971
Personal rental income	1,330	3,258	111	543
Personal interest income	620	228	1,154	941
Personal cash dividends	50	-	-	188
Tax refunds	819	586	693	455
Nontaxable personal inc.	200	99	548	8
Other nonfarm income	4,507	4,874	3,770	6,229
Total nonfarm income	27,008	26,505	23,602	24,495
Gifts and inheritances	2,528	154	4,705	-

Financial Summary
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Gross Farm Income)

	<u>Avg. Of All Farms</u>	<u>Less than 50,000</u>	<u>50,001 - 100,000</u>	<u>100,001 - 250,000</u>	<u>250,001 - 500,000</u>	<u>500,001 - 1,000,000</u>	<u>Over 1,000,000</u>
Number of farms	134	6	9	24	38	31	26
Income Statement							
Gross cash farm income	694,575	28,204	81,088	162,499	380,290	718,839	1,982,270
Total cash farm expense	540,226	38,174	79,722	138,437	304,976	562,824	1,503,255
Net cash farm income	154,349	-9,970	1,366	24,062	75,314	156,015	479,015
Inventory change	98,127	27,194	15,463	13,583	36,947	81,900	329,918
Depreciation and capital adjust	-34,344	-4,844	-4,144	-12,687	-18,056	-31,913	-98,303
Average net farm income from opr	218,132	12,380	12,685	24,959	94,205	206,003	710,629
Median net farm income from opr.	93,525	12,899	11,967	29,902	91,704	239,102	518,035
Profitability (cost)							
Rate of return on assets	14.2 %	2.7 %	4.2 %	3.1 %	9.0 %	14.1 %	18.0 %
Rate of return on equity	19.7 %	0.6 %	-1.1 %	0.7 %	12.1 %	19.1 %	24.0 %
Operating profit margin	27.3 %	13.3 %	13.4 %	9.1 %	21.1 %	23.8 %	32.1 %
Asset turnover rate	52.1 %	20.5 %	31.3 %	34.4 %	42.7 %	59.2 %	56.0 %
Liquidity & Repayment (end of year)							
Current assets	407,646	58,180	66,088	129,091	285,263	459,102	981,166
Current liabilities	209,776	38,825	54,678	94,557	177,805	216,481	448,003
Current ratio	1.94	1.50	1.21	1.37	1.60	2.12	2.19
Working capital	197,870	19,355	11,410	34,535	107,457	242,621	533,163
Working capital to gross inc	26.1 %	30.6 %	11.5 %	19.5 %	26.3 %	31.2 %	24.6 %
Term debt coverage ratio	4.01	1.71	1.22	1.18	2.48	4.18	5.41
Replacement coverage ratio	3.20	1.62	1.13	1.07	2.18	3.10	4.14
Solvency (end of year at cost)							
Number of sole proprietors	123	6	9	24	36	30	18
Total farm assets	1,218,736	308,092	324,874	494,061	954,473	1,381,078	3,193,403
Total farm liabilities	521,883	181,105	256,532	261,662	457,132	544,760	1,206,484
Total assets	1,370,480	385,548	389,493	558,429	1,112,076	1,579,745	3,440,052
Total liabilities	554,947	238,668	306,088	278,202	481,845	583,130	1,253,028
Net worth	815,533	146,880	83,405	280,227	630,231	996,615	2,187,024
Net worth change	132,714	16,120	13,222	16,734	83,819	156,202	444,605
Farm debt to asset ratio	43 %	59 %	79 %	53 %	48 %	39 %	38 %
Total debt to asset ratio	40 %	62 %	79 %	50 %	43 %	37 %	36 %
Nonfarm Information							
Net nonfarm income	26,808	39,424	26,739	28,124	26,664	24,320	25,883
Farms reporting living expenses	68	2	5	11	24	14	12
Total family living expense	49,964	-	33,658	36,034	38,085	75,059	67,459
Crop Acres							
Total acres owned	934	131	325	551	1,041	902	1,567
Total crop acres	1,955	59	333	633	1,353	2,004	4,993
Total crop acres owned	610	25	136	283	619	574	1,237
Total crop acres cash rented	1,237	34	111	306	665	1,353	3,461
Total crop acres share rented	108	-	86	43	70	76	294

Financial Summary
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Age Of Operator)

	<u>Avg. Of All Farms</u>	<u>Less Than 31</u>	<u>31 - 40</u>	<u>41 - 50</u>	<u>51 - 60</u>	<u>Over 60</u>
Number of farms	134	22	18	40	40	14
Income Statement						
Gross cash farm income	694,575	283,651	448,305	1,133,569	644,549	545,609
Total cash farm expense	540,226	233,223	359,753	876,359	500,506	407,805
Net cash farm income	154,349	50,428	88,552	257,210	144,044	137,804
Inventory change	98,127	54,544	37,559	177,639	63,361	116,645
Depreciation and capital adjust	-34,344	-11,209	-18,335	-57,099	-31,408	-34,662
Average net farm income from opr	218,132	93,763	107,776	377,750	175,997	219,788
Median net farm income from opr.	93,525	33,447	39,912	193,188	105,600	51,629
Profitability (cost)						
Rate of return on assets	14.2 %	18.5 %	12.5 %	16.9 %	10.6 %	12.5 %
Rate of return on equity	19.7 %	35.9 %	21.3 %	25.1 %	13.1 %	15.0 %
Operating profit margin	27.3 %	24.3 %	23.6 %	29.6 %	23.9 %	29.5 %
Asset turnover rate	52.1 %	76.2 %	53.1 %	57.0 %	44.6 %	42.3 %
Liquidity & Repayment (end of year)						
Current assets	407,646	186,277	259,301	597,910	446,934	290,376
Current liabilities	209,776	92,204	177,541	347,379	175,615	140,430
Current ratio	1.94	2.02	1.46	1.72	2.54	2.07
Working capital	197,870	94,073	81,759	250,531	271,319	149,945
Working capital to gross inc	26.1 %	29.3 %	16.7 %	20.0 %	41.0 %	23.0 %
Term debt coverage ratio	4.01	3.89	2.74	3.72	4.50	6.77
Replacement coverage ratio	3.20	3.61	2.55	3.23	2.99	4.01
Solvency (end of year at cost)						
Number of sole proprietors	123	22	17	35	37	12
Total farm assets	1,218,736	494,964	810,111	1,655,900	1,491,650	1,007,986
Total farm liabilities	521,883	276,803	431,977	809,552	474,325	406,161
Total assets	1,370,480	556,240	896,668	1,821,155	1,734,517	1,097,574
Total liabilities	554,947	315,247	471,837	850,092	496,405	431,799
Net worth	815,533	240,993	424,831	971,062	1,238,111	665,775
Net worth change	132,714	76,103	80,200	185,215	157,459	81,466
Farm debt to asset ratio	43 %	56 %	53 %	49 %	32 %	40 %
Total debt to asset ratio	40 %	57 %	53 %	47 %	29 %	39 %
Nonfarm Information						
Net nonfarm income	26,808	17,177	25,414	16,889	40,229	33,730
Farms reporting living expenses	68	8	6	24	21	9
Total family living expense	49,964	38,260	49,026	56,862	51,560	38,875
Crop Acres						
Total acres owned	934	162	414	1,050	1,307	1,421
Total crop acres	1,955	862	923	3,124	1,932	1,722
Total crop acres owned	610	81	235	788	809	843
Total crop acres cash rented	1,237	730	677	2,105	1,043	831
Total crop acres share rented	108	51	11	232	80	48

Financial Summary
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Farm Type)

	<u>Avg. Of All Farms</u>	<u>Crop</u>	<u>Beef</u>	<u>Crop and Beef</u>	<u>Other</u>
Number of farms	134	67	10	36	14
Income Statement					
Gross cash farm income	694,575	877,546	270,722	564,646	248,041
Total cash farm expense	540,226	659,960	259,119	459,458	197,535
Net cash farm income	154,349	217,586	11,603	105,188	50,507
Inventory change	98,127	123,493	15,775	98,713	38,846
Depreciation and capital adjust	-34,344	-40,327	-15,764	-33,698	-17,018
Average net farm income from opr	218,132	300,751	11,614	170,202	72,335
Median net farm income from opr.	93,525	218,225	18,808	69,607	21,666
Profitability (cost)					
Rate of return on assets	14.2 %	16.9 %	0.8 %	10.9 %	9.0 %
Rate of return on equity	19.7 %	22.7 %	-5.7 %	15.1 %	11.9 %
Operating profit margin	27.3 %	29.1 %	3.0 %	26.3 %	22.1 %
Asset turnover rate	52.1 %	58.2 %	26.1 %	41.4 %	40.6 %
Liquidity & Repayment (end of year)					
Current assets	407,646	535,453	169,920	371,859	171,455
Current liabilities	209,776	228,379	147,372	245,666	104,997
Current ratio	1.94	2.34	1.15	1.51	1.63
Working capital	197,870	307,074	22,548	126,193	66,458
Working capital to gross inc	26.1 %	33.3 %	7.8 %	19.3 %	23.0 %
Term debt coverage ratio	4.01	6.06	0.52	3.48	2.07
Replacement coverage ratio	3.20	4.26	0.51	2.87	1.86
Solvency (end of year at cost)					
Number of sole proprietors	123	61	9	34	13
Total farm assets	1,218,736	1,505,167	617,874	1,149,177	665,967
Total farm liabilities	521,883	544,507	402,332	562,818	377,140
Total assets	1,370,480	1,697,827	656,907	1,281,455	777,918
Total liabilities	554,947	584,515	418,777	581,733	420,585
Net worth	815,533	1,113,312	238,129	699,721	357,333
Net worth change	132,714	211,478	-10,263	76,201	53,011
Farm debt to asset ratio	43 %	36 %	65 %	49 %	57 %
Total debt to asset ratio	40 %	34 %	64 %	45 %	54 %
Nonfarm Information					
Net nonfarm income	26,808	33,022	18,251	17,107	27,761
Farms reporting living expenses	68	36	1	20	7
Total family living expense	49,964	56,561	-	43,718	32,155
Crop Acres					
Total acres owned	934	1,061	491	899	911
Total crop acres	1,955	2,535	678	1,687	926
Total crop acres owned	610	757	271	558	351
Total crop acres cash rented	1,237	1,663	400	996	555
Total crop acres share rented	108	114	8	133	20

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. The "Net Return per Acre" is the "Gross Return per Acre" minus the direct and overhead costs. "Net Return" represents the return to the operator's and family's unpaid labor, management, and equity. It represents the return to all of the resources which are owned by the farm family and hence, not purchased or paid a wage. Net returns are also calculated after a charge for unpaid operator labor and management and after an allocation of direct government payments. The last section of each crop table contains breakeven yield measures which provide useful standards or goals for the individual managers.

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

Value per unit is the market price received plus any loan deficiency payment. Miscellaneous income includes crop insurance and disaster payments for the crop.

Several cost items, such as "utilities," "hired labor," and "interest paid," are listed under both "direct" and "overhead" costs because some of these costs are specific to that crop whereas others are general overhead costs of the farm. For example, "Direct Lease Payments" refers to non-land inputs or resources leased and used only in that crop enterprise and not listed elsewhere under direct costs; the most common example is the lease of equipment that is crop specific. However, cost of leasing machinery that is used for the entire farm operation is listed as an overhead cost. Interest payments are likewise divided into those incurred directly for a specific crop and those that are not. "Land Rent" is listed as a separate category and is assigned as a direct cost for each crop enterprise because it is identifiable with the specific crop. In the case of double cropping, one-half of the rent is charged to each crop.

"Total direct expense per unit" and "Total dir & ovhd exp per unit" are calculated by dividing "Total direct expense per acre" and "Total dir & ovhd expenses per acre," respectively, by "Yield per acre." "With labor & management" is the breakeven yield after direct, overhead and a labor and management charge are considered. "Total exp less govt & oth income" is the breakeven yield after all costs (including a labor and management charge) are reduced by government payments and miscellaneous income.

In the last section of the crop table, "machinery cost per acre" is the sum of fuel, repairs, all custom hire and machinery leases, machinery depreciation and interest on intermediate debt.

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

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Barley on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	35	5	8	10
Number of farms	26	5	5	6
Acres	163.63	228.36	104.66	133.85
Yield per acre (bu.)	69.44	60.90	54.83	87.44
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	5.12	4.21	6.04	5.52
Other product return per acre	0.07	0.37	-	-
Total product return per acre	355.45	257.03	331.34	482.74
Hedging gains/losses per acre	-0.64	-	-	-2.76
Crop insurance per acre	7.43	3.93	36.81	0.72
Gross return per acre	362.23	260.96	368.15	480.71
Direct Expenses				
Seed	17.68	19.84	18.60	14.52
Fertilizer	49.05	49.50	40.73	50.83
Crop chemicals	22.94	29.54	27.58	18.19
Crop insurance	17.11	25.57	17.87	15.07
Fuel & oil	16.72	14.11	16.11	19.28
Repairs	15.14	18.20	13.39	20.26
Custom hire	6.12	3.31	11.53	9.98
Machinery leases	0.29	1.45	-	-
Operating interest	3.62	7.02	3.37	2.21
Total direct expenses per acre	148.96	168.54	149.17	150.38
Return over direct exp per acre	213.27	92.42	218.98	330.33
Overhead Expenses				
Hired labor	3.58	3.14	2.96	1.34
Machinery leases	0.61	1.53	-	0.36
RE & pers. property taxes	5.02	4.80	3.92	5.47
Farm insurance	3.02	5.53	1.82	3.44
Utilities	2.39	4.50	0.95	1.96
Dues & professional fees	0.42	0.35	0.05	0.77
Interest	12.31	14.54	10.16	16.60
Mach & bldg depreciation	16.24	14.09	16.41	14.89
Miscellaneous	5.11	8.28	2.93	5.48
Total overhead expenses per acre	48.68	56.76	39.19	50.31
Total dir & ovhd expenses per acre	197.65	225.29	188.37	200.69
Net return per acre	164.59	35.67	179.78	280.02
Government payments	12.08	17.01	10.39	9.95
Net return with govt pmts	176.67	52.67	190.17	289.97
Labor & management charge	23.43	24.63	21.65	28.58
Net return over lbr & mgt	153.24	28.04	168.52	261.39
Cost of Production				
Total direct expense per bu.	2.15	2.77	2.72	1.72
Total dir & ovhd exp per bu.	2.85	3.70	3.44	2.30
Less govt & other income	2.57	3.35	2.57	2.20
With labor & management	2.91	3.75	2.97	2.53
Net value per unit	5.11	4.21	6.04	5.49
Machinery cost per acre	56.35	55.11	57.97	67.65
Est. labor hours per acre	1.18	1.22	1.12	1.26

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Barley on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	49	8	12	9
Number of farms	30	6	6	6
Acres	246.75	217.88	189.83	471.70
Yield per acre (bu.)	80.92	58.15	80.51	92.86
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	5.66	4.60	5.03	6.57
Total product return per acre	458.10	267.54	404.61	609.82
Hedging gains/losses per acre	-0.48	-	-	-
Crop insurance per acre	3.55	23.73	0.60	-
Gross return per acre	461.17	291.27	405.21	609.82
Direct Expenses				
Seed	17.14	20.38	17.75	15.78
Fertilizer	50.03	44.50	39.16	60.04
Crop chemicals	23.04	16.50	27.12	24.47
Crop insurance	15.73	13.65	13.20	18.59
Drying expense	0.18	-	0.93	0.01
Fuel & oil	17.17	20.86	17.15	17.32
Repairs	14.01	12.94	11.76	13.82
Custom hire	5.62	3.87	2.18	9.70
Land rent	39.34	41.57	38.94	41.19
Operating interest	2.47	6.89	2.11	0.44
Miscellaneous	0.09	-	-	-
Total direct expenses per acre	184.81	181.15	170.30	201.37
Return over direct exp per acre	276.36	110.12	234.91	408.45
Overhead Expenses				
Hired labor	5.39	5.87	4.18	8.45
Machinery leases	1.05	2.36	2.61	0.01
Farm insurance	2.42	2.69	1.48	3.00
Utilities	1.74	3.05	1.04	2.00
Dues & professional fees	0.29	0.06	0.76	0.00
Interest	1.60	1.31	2.51	1.07
Mach & bldg depreciation	16.85	22.10	18.12	17.45
Miscellaneous	5.37	3.68	6.18	6.38
Total overhead expenses per acre	34.71	41.12	36.88	38.37
Total dir & ovhd expenses per acre	219.52	222.27	207.18	239.74
Net return per acre	241.65	69.00	198.03	370.08
Government payments	12.45	16.36	9.28	11.49
Net return with govt pmts	254.10	85.36	207.31	381.57
Labor & management charge	21.68	20.87	22.02	21.30
Net return over lbr & mgt	232.42	64.49	185.29	360.26
Cost of Production				
Total direct expense per bu.	2.28	3.11	2.12	2.17
Total dir & ovhd exp per bu.	2.71	3.82	2.57	2.58
Less govt & other income	2.52	3.13	2.45	2.46
With labor & management	2.79	3.49	2.72	2.69
Net value per unit	5.66	4.60	5.03	6.57
Machinery cost per acre	54.74	61.47	53.00	57.67
Est. labor hours per acre	0.97	1.23	0.99	0.93

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Beans, Pinto on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	5
Number of farms	5
Acres	212.71
Yield per acre (cwt.)	12.63
Operators share of yield %	100.00
Value per cwt.	27.59
Total product return per acre	348.33
Crop insurance per acre	12.17
Gross return per acre	360.50
Direct Expenses	
Seed	32.67
Fertilizer	25.67
Crop chemicals	42.51
Crop insurance	20.09
Fuel & oil	20.91
Repairs	20.10
Custom hire	10.13
Land rent	44.79
Operating interest	4.51
Total direct expenses per acre	221.38
Return over direct exp per acre	139.11
Overhead Expenses	
Hired labor	8.22
Machinery leases	3.33
Farm insurance	2.93
Utilities	2.32
Interest	1.86
Mach & bldg depreciation	22.82
Miscellaneous	5.64
Total overhead expenses per acre	47.12
Total dir & ovhd expenses per acre	268.50
Net return per acre	91.99
Government payments	13.05
Net return with govt pmts	105.05
Labor & management charge	29.96
Net return over lbr & mgt	75.09
Cost of Production	
Total direct expense per cwt.	17.54
Total dir & ovhd exp per cwt.	21.27
Less govt & other income	19.27
With labor & management	21.64
Net value per unit	27.59
Machinery cost per acre	77.03
Est. labor hours per acre	1.14

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Canola on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	17
Number of farms	7
Acres	257.84
Yield per acre (cwt.)	11.91
Operators share of yield %	100.00
Value per cwt.	18.86
Total product return per acre	224.62
Crop insurance per acre	62.13
Other crop income per acre	1.97
Gross return per acre	288.71
Direct Expenses	
Seed	28.61
Fertilizer	53.55
Crop chemicals	30.47
Crop insurance	18.56
Storage	0.07
Fuel & oil	16.39
Repairs	12.00
Custom hire	2.34
Land rent	35.40
Operating interest	2.98
Total direct expenses per acre	200.38
Return over direct exp per acre	88.33
Overhead Expenses	
Hired labor	2.59
Machinery leases	1.63
Farm insurance	2.01
Utilities	1.34
Dues & professional fees	0.60
Interest	1.39
Mach & bldg depreciation	16.54
Miscellaneous	4.02
Total overhead expenses per acre	30.12
Total dir & ovhd expenses per acre	230.51
Net return per acre	58.20
Government payments	13.79
Net return with govt pmts	71.99
Labor & management charge	20.33
Net return over lbr & mgt	51.66
Cost of Production	
Total direct expense per cwt.	16.82
Total dir & ovhd exp per cwt.	19.35
Less govt & other income	12.81
With labor & management	14.52
Net value per unit	18.86
Machinery cost per acre	48.57
Est. labor hours per acre	0.83

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Corn on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	30	7	6	6
Number of farms	27	5	6	6
Acres	156.13	88.36	252.20	114.33
Yield per acre (bu.)	107.32	78.31	102.58	131.34
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	3.46	3.03	3.54	3.84
Other product return per acre	2.32	-	6.20	2.19
Total product return per acre	373.45	237.27	368.96	507.10
Hedging gains/losses per acre	0.55	-	-	3.75
Crop insurance per acre	13.45	17.72	14.05	22.00
Gross return per acre	387.45	254.99	383.01	532.85
Direct Expenses				
Seed	52.50	58.76	48.74	54.00
Fertilizer	73.77	61.37	65.43	75.25
Crop chemicals	20.38	22.95	20.62	23.64
Crop insurance	34.45	39.21	39.95	27.29
Drying expense	18.07	18.35	7.24	37.95
Fuel & oil	26.69	29.04	24.93	29.00
Repairs	25.63	29.36	29.88	26.73
Custom hire	7.17	12.57	7.52	4.82
Machinery leases	0.30	2.31	-	-
Operating interest	8.26	8.30	10.14	5.82
Total direct expenses per acre	267.22	282.21	254.47	284.48
Return over direct exp per acre	120.23	-27.22	128.54	248.37
Overhead Expenses				
Hired labor	8.06	3.13	14.63	4.02
Machinery leases	2.38	3.66	0.54	3.42
Building leases	0.19	0.33	-	0.79
RE & pers. property taxes	6.54	7.53	5.96	9.52
Farm insurance	3.20	3.62	2.10	4.71
Utilities	2.71	3.85	2.94	3.61
Dues & professional fees	0.66	0.46	0.79	1.07
Interest	18.30	13.62	20.69	22.53
Mach & bldg depreciation	23.45	27.66	17.69	22.98
Miscellaneous	6.10	8.59	8.42	2.65
Total overhead expenses per acre	71.58	72.46	73.77	75.30
Total dir & ovhd expenses per acre	338.80	354.67	328.24	359.78
Net return per acre	48.65	-99.68	54.77	173.07
Government payments	13.04	12.31	12.97	17.19
Net return with govt pmts	61.69	-87.36	67.74	190.26
Labor & management charge	31.79	38.60	30.17	29.10
Net return over lbr & mgt	29.91	-125.96	37.58	161.16
Cost of Production				
Total direct expense per bu.	2.49	3.60	2.48	2.17
Total dir & ovhd exp per bu.	3.16	4.53	3.20	2.74
Less govt & other income	2.88	4.15	2.88	2.40
With labor & management	3.18	4.64	3.17	2.62
Net value per unit	3.46	3.03	3.54	3.87
Machinery cost per acre	86.74	105.29	84.56	86.68
Est. labor hours per acre	1.73	1.75	1.95	1.38

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Corn on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	46	11	10	8
Number of farms	32	6	7	7
Acres	237.76	134.12	207.69	298.76
Yield per acre (bu.)	107.64	95.96	97.58	123.40
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	3.46	3.00	3.47	3.77
Other product return per acre	0.48	-	-	-
Total product return per acre	372.79	288.12	338.17	465.42
Hedging gains/losses per acre	1.40	-	-	6.40
Crop insurance per acre	9.49	2.31	2.16	10.04
Other crop income per acre	0.84	-	-	3.83
Gross return per acre	384.52	290.43	340.33	485.69
Direct Expenses				
Seed	53.49	51.76	54.02	57.00
Fertilizer	70.09	76.43	63.91	62.99
Crop chemicals	18.96	13.15	20.62	20.56
Crop insurance	27.62	27.27	18.69	30.62
Drying expense	13.56	13.56	10.03	16.08
Fuel & oil	25.44	26.39	21.37	23.78
Repairs	25.87	29.97	22.08	22.33
Custom hire	6.45	3.51	3.71	1.53
Land rent	43.91	43.88	39.59	45.93
Machinery leases	1.05	-	5.52	-
Operating interest	4.97	1.27	8.23	4.81
Miscellaneous	3.11	-	0.06	14.20
Total direct expenses per acre	294.51	287.18	267.83	299.84
Return over direct exp per acre	90.01	3.25	72.50	185.85
Overhead Expenses				
Hired labor	9.81	13.82	7.44	12.23
Machinery leases	1.45	0.91	1.82	-
Building leases	0.58	1.98	-	0.27
Farm insurance	2.70	2.93	1.90	2.32
Utilities	1.96	1.26	1.91	2.26
Dues & professional fees	1.90	0.14	0.21	0.66
Interest	3.03	0.35	1.63	6.26
Mach & bldg depreciation	24.30	32.81	21.53	21.27
Miscellaneous	4.74	4.04	6.22	1.31
Total overhead expenses per acre	50.48	58.24	42.66	46.57
Total dir & ovhd expenses per acre	344.99	345.42	310.49	346.41
Net return per acre	39.53	-54.99	29.84	139.28
Government payments	11.77	9.96	12.62	13.29
Net return with govt pmts	51.30	-45.03	42.46	152.57
Labor & management charge	28.80	38.38	26.97	17.84
Net return over lbr & mgt	22.49	-83.41	15.49	134.73
Cost of Production				
Total direct expense per bu.	2.74	2.99	2.74	2.43
Total dir & ovhd exp per bu.	3.20	3.60	3.18	2.81
Less govt & other income	2.98	3.47	3.03	2.54
With labor & management	3.25	3.87	3.31	2.68
Net value per unit	3.47	3.00	3.47	3.82
Machinery cost per acre	85.54	91.02	76.02	73.20
Est. labor hours per acre	1.42	1.58	1.41	1.20

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Corn Silage on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	17
Number of farms	15
Acres	68.78
Yield per acre (ton)	14.55
Operators share of yield %	100.00
Value per ton	24.83
Total product return per acre	361.22
Crop insurance per acre	9.19
Gross return per acre	370.41
Direct Expenses	
Seed	49.05
Fertilizer	57.78
Crop chemicals	17.15
Crop insurance	17.68
Fuel & oil	24.17
Repairs	21.92
Custom hire	9.54
Operating interest	5.97
Miscellaneous	12.00
Total direct expenses per acre	215.26
Return over direct exp per acre	155.15
Overhead Expenses	
Hired labor	11.74
Machinery leases	1.09
RE & pers. property taxes	5.68
Farm insurance	2.25
Utilities	2.49
Dues & professional fees	0.31
Interest	31.83
Mach & bldg depreciation	19.87
Miscellaneous	2.80
Total overhead expenses per acre	78.07
Total dir & ovhd expenses per acre	293.33
Net return per acre	77.08
Government payments	10.18
Net return with govt pmts	87.26
Labor & management charge	20.48
Net return over lbr & mgt	66.77
Cost of Production	
Total direct expense per ton	14.80
Total dir & ovhd exp per ton	20.17
Less govt & other income	18.83
With labor & management	20.24
Net value per unit	24.83
Machinery cost per acre	79.78
Est. labor hours per acre	2.13

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

CRP on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	20
Number of farms	16
Acres	235.16
Yield per acre (\$)	30.07
Operators share of yield %	100.00
Value per \$	1.00
Total product return per acre	30.07
Gross return per acre	30.07
Direct Expenses	
Fuel & oil	0.59
Custom hire	0.15
Total direct expenses per acre	1.49
Return over direct exp per acre	28.59
Overhead Expenses	
RE & pers. property taxes	4.52
Farm insurance	0.57
Utilities	0.47
Interest	7.31
Mach & bldg depreciation	0.64
Miscellaneous	0.55
Total overhead expenses per acre	14.06
Total dir & ovhd expenses per acre	15.54
Net return per acre	14.53

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Hay, Alfalfa on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	21
Number of farms	18
Acres	87.16
Yield per acre (ton)	1.27
Operators share of yield %	100.00
Value per ton	62.84
Total product return per acre	79.83
Crop insurance per acre	8.56
Gross return per acre	88.40
Direct Expenses	
Seed	0.22
Crop insurance	2.45
Fuel & oil	10.45
Repairs	9.29
Operating interest	2.88
Miscellaneous	1.00
Total direct expenses per acre	26.29
Return over direct exp per acre	62.11
Overhead Expenses	
Hired labor	1.89
Machinery leases	0.23
RE & pers. property taxes	4.31
Farm insurance	2.57
Utilities	2.01
Dues & professional fees	0.11
Interest	8.15
Mach & bldg depreciation	8.85
Miscellaneous	2.35
Total overhead expenses per acre	30.45
Total dir & ovhd expenses per acre	56.74
Net return per acre	31.65
Government payments	12.34
Net return with govt pmts	44.00
Labor & management charge	11.76
Net return over lbr & mgt	32.24
Cost of Production	
Total direct expense per ton	20.70
Total dir & ovhd exp per ton	44.67
Less govt & other income	28.21
With labor & management	37.47
Net value per unit	62.84
Machinery cost per acre	30.38
Est. labor hours per acre	0.94

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Hay, Alfalfa on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	11
Number of farms	11
Acres	151.65
Yield per acre (ton)	2.10
Operators share of yield %	100.00
Value per ton	68.19
Total product return per acre	143.47
Crop insurance per acre	1.03
Gross return per acre	144.50
Direct Expenses	
Seed	3.90
Fertilizer	7.64
Fuel & oil	14.28
Repairs	11.98
Custom hire	1.27
Land rent	37.14
Operating interest	2.56
Miscellaneous	2.12
Total direct expenses per acre	80.89
Return over direct exp per acre	63.61
Overhead Expenses	
Hired labor	6.01
Farm insurance	2.52
Utilities	1.66
Dues & professional fees	0.32
Interest	3.35
Mach & bldg depreciation	10.40
Miscellaneous	4.47
Total overhead expenses per acre	28.74
Total dir & ovhd expenses per acre	109.63
Net return per acre	34.87
Government payments	10.39
Net return with govt pmts	45.25
Labor & management charge	12.70
Net return over lbr & mgt	32.55
Cost of Production	
Total direct expense per ton	38.45
Total dir & ovhd exp per ton	52.11
Less govt & other income	46.68
With labor & management	52.72
Net value per unit	68.19
Machinery cost per acre	40.72
Est. labor hours per acre	0.88

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Hay, Grass on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	9
Number of farms	8
Acres	78.53
Yield per acre (ton)	1.25
Operators share of yield %	100.00
Value per ton	32.68
Total product return per acre	40.82
Gross return per acre	40.82
Direct Expenses	
Fuel & oil	9.68
Repairs	6.77
Custom hire	0.49
Operating interest	2.25
Miscellaneous	1.45
Total direct expenses per acre	20.64
Return over direct exp per acre	20.18
Overhead Expenses	
Hired labor	2.21
Machinery leases	0.06
RE & pers. property taxes	2.11
Farm insurance	0.44
Utilities	0.57
Interest	4.45
Mach & bldg depreciation	6.55
Miscellaneous	0.98
Total overhead expenses per acre	17.37
Total dir & ovhd expenses per acre	38.01
Net return per acre	2.81
Government payments	-
Net return with govt pmts	2.81
Labor & management charge	7.74
Net return over lbr & mgt	-4.93
Cost of Production	
Total direct expense per ton	16.53
Total dir & ovhd exp per ton	30.43
Less govt & other income	30.43
With labor & management	36.63
Net value per unit	32.68
Machinery cost per acre	23.92
Est. labor hours per acre	0.79

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Hay, Grass on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	11
Number of farms	8
Acres	188.91
Yield per acre (ton)	1.47
Operators share of yield %	100.00
Value per ton	27.45
Total product return per acre	40.46
Gross return per acre	40.46
Direct Expenses	
Fuel & oil	8.68
Repairs	6.66
Land rent	10.08
Operating interest	1.19
Miscellaneous	1.49
Total direct expenses per acre	28.09
Return over direct exp per acre	12.37
Overhead Expenses	
Hired labor	2.37
Farm insurance	0.59
Utilities	0.57
Interest	1.04
Mach & bldg depreciation	5.41
Miscellaneous	1.17
Total overhead expenses per acre	11.14
Total dir & ovhd expenses per acre	39.23
Net return per acre	1.23
Government payments	-
Net return with govt pmts	1.23
Labor & management charge	6.55
Net return over lbr & mgt	-5.32
Cost of Production	
Total direct expense per ton	19.06
Total dir & ovhd exp per ton	26.62
Less govt & other income	26.62
With labor & management	31.06
Net value per unit	27.45
Machinery cost per acre	21.29
Est. labor hours per acre	0.70

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Hay, Mixed Alfalfa/Grass on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	19
Number of farms	13
Acres	136.55
Yield per acre (ton)	1.04
Operators share of yield %	100.00
Value per ton	43.26
Total product return per acre	44.84
Crop insurance per acre	0.48
Gross return per acre	45.31
Direct Expenses	
Crop chemicals	0.37
Crop insurance	1.61
Fuel & oil	9.79
Repairs	6.07
Operating interest	2.52
Miscellaneous	1.15
Total direct expenses per acre	21.52
Return over direct exp per acre	23.80
Overhead Expenses	
Hired labor	1.56
RE & pers. property taxes	3.34
Farm insurance	2.04
Utilities	1.69
Dues & professional fees	0.31
Interest	6.06
Mach & bldg depreciation	11.83
Miscellaneous	3.01
Total overhead expenses per acre	29.84
Total dir & ovhd expenses per acre	51.35
Net return per acre	-6.04
Government payments	8.29
Net return with govt pmts	2.25
Labor & management charge	11.40
Net return over lbr & mgt	-9.15
Cost of Production	
Total direct expense per ton	20.76
Total dir & ovhd exp per ton	49.55
Less govt & other income	41.10
With labor & management	52.10
Net value per unit	43.26
Machinery cost per acre	28.65
Est. labor hours per acre	0.76

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Hay, Mixed Alfalfa/Grass on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	26
Number of farms	17
Acres	174.81
Yield per acre (ton)	1.25
Operators share of yield %	100.00
Value per ton	49.26
Other product return per acre	0.24
Total product return per acre	61.86
Gross return per acre	61.86
Direct Expenses	
Fuel & oil	11.19
Repairs	9.12
Custom hire	1.97
Land rent	12.35
Operating interest	8.48
Miscellaneous	1.36
Total direct expenses per acre	44.47
Return over direct exp per acre	17.38
Overhead Expenses	
Hired labor	1.15
Machinery leases	0.12
Farm insurance	2.69
Utilities	1.49
Interest	1.58
Mach & bldg depreciation	10.63
Miscellaneous	3.24
Total overhead expenses per acre	20.90
Total dir & ovhd expenses per acre	65.37
Net return per acre	-3.52
Government payments	2.01
Net return with govt pmts	-1.51
Labor & management charge	11.02
Net return over lbr & mgt	-12.53
Cost of Production	
Total direct expense per ton	35.56
Total dir & ovhd exp per ton	52.26
Less govt & other income	50.47
With labor & management	59.28
Net value per unit	49.26
Machinery cost per acre	34.09
Est. labor hours per acre	0.90

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Pasture on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	34	5	6	9
Number of farms	27	5	6	6
Acres	441.41	91.12	468.83	964.49
Yield per acre (aum)	0.91	1.10	0.74	0.97
Operators share of yield %	100.00	100.00	100.00	100.00
Value per aum	18.37	11.40	17.84	19.93
Total product return per acre	16.70	12.49	13.24	19.29
Crop insurance per acre	0.41	-	-	0.71
Gross return per acre	17.11	12.49	13.24	19.99
Direct Expenses				
Crop chemicals	0.07	2.15	0.03	-
Crop insurance	0.41	-	-	0.71
Fuel & oil	1.15	0.62	0.46	1.59
Repairs	0.78	0.63	0.54	1.00
Operating interest	0.40	0.19	0.17	0.56
Total direct expenses per acre	2.83	3.59	1.20	3.85
Return over direct exp per acre	14.28	8.90	12.04	16.14
Overhead Expenses				
RE & pers. property taxes	1.89	3.79	1.94	1.73
Interest	3.20	10.64	6.16	1.13
Mach & bldg depreciation	1.02	0.31	0.39	1.46
Miscellaneous	0.76	1.12	0.38	0.95
Total overhead expenses per acre	6.86	15.87	8.87	5.28
Total dir & ovhd expenses per acre	9.69	19.46	10.07	9.13
Net return per acre	7.42	-6.97	3.18	10.87

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Pasture on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	45	6	8	11
Number of farms	33	6	6	7
Acres	657.70	439.83	554.38	615.16
Yield per acre (aum)	0.86	0.66	0.94	1.22
Operators share of yield %	100.00	100.00	100.00	100.00
Value per aum	15.10	12.88	9.78	13.10
Total product return per acre	13.01	8.53	9.19	16.01
Crop insurance per acre	0.01	0.13	-	-
Gross return per acre	13.02	8.66	9.19	16.01
Direct Expenses				
Fuel & oil	0.56	0.88	0.50	0.51
Repairs	0.47	0.57	0.43	0.39
Land rent	10.40	10.62	7.39	8.75
Total direct expenses per acre	11.73	12.56	8.55	9.72
Return over direct exp per acre	1.29	-3.90	0.63	6.29
Overhead Expenses				
Mach & bldg depreciation	0.46	0.69	0.49	0.53
Miscellaneous	0.54	0.78	0.44	0.56
Total overhead expenses per acre	1.00	1.47	0.93	1.09
Total dir & ovhd expenses per acre	12.73	14.03	9.48	10.81
Net return per acre	0.29	-5.37	-0.29	5.21

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Peas, Field on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	9
Number of farms	6
Acres	130.25
Yield per acre (bu.)	33.55
Operators share of yield %	100.00
Value per bu.	6.75
Total product return per acre	226.41
Crop insurance per acre	8.64
Gross return per acre	235.05
Direct Expenses	
Seed	34.41
Fertilizer	0.55
Crop chemicals	42.17
Crop insurance	10.70
Fuel & oil	11.82
Repairs	12.64
Custom hire	9.46
Land rent	45.16
Operating interest	7.26
Total direct expenses per acre	174.16
Return over direct exp per acre	60.89
Overhead Expenses	
Hired labor	3.85
Machinery leases	3.30
Building leases	0.42
Farm insurance	2.65
Utilities	2.50
Interest	3.12
Mach & bldg depreciation	9.87
Miscellaneous	5.74
Total overhead expenses per acre	31.45
Total dir & ovhd expenses per acre	205.61
Net return per acre	29.44
Government payments	13.90
Net return with govt pmts	43.34
Labor & management charge	19.59
Net return over lbr & mgt	23.74
Cost of Production	
Total direct expense per bu.	5.19
Total dir & ovhd exp per bu.	6.13
Less govt & other income	5.46
With labor & management	6.04
Net value per unit	6.75
Machinery cost per acre	48.88
Est. labor hours per acre	0.85

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Soybeans on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	49	10	12	13
Number of farms	35	7	7	7
Acres	218.65	159.57	308.97	227.78
Yield per acre (bu.)	25.80	23.83	25.15	29.59
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	9.30	8.67	9.21	9.77
Total product return per acre	240.08	206.58	231.56	289.00
Hedging gains/losses per acre	0.33	2.21	-	-
Crop insurance per acre	46.03	25.93	50.81	36.91
Other crop income per acre	4.70	-	-	17.00
Gross return per acre	291.13	234.72	282.37	342.90
Direct Expenses				
Seed	40.97	48.42	39.80	36.15
Fertilizer	7.27	2.13	12.90	4.01
Crop chemicals	19.45	23.56	16.35	17.93
Crop insurance	21.23	25.14	20.18	18.02
Fuel & oil	17.65	17.88	16.56	18.97
Repairs	16.69	14.27	15.11	20.23
Custom hire	7.10	21.73	3.87	4.06
Operating interest	3.52	6.85	3.60	1.15
Miscellaneous	1.67	0.91	-	5.54
Total direct expenses per acre	135.55	160.90	128.38	126.05
Return over direct exp per acre	155.58	73.82	153.99	216.85
Overhead Expenses				
Hired labor	5.10	1.70	7.46	7.34
Machinery leases	0.94	3.45	0.65	0.29
Building leases	0.33	-	0.57	0.36
RE & pers. property taxes	6.13	4.92	6.15	6.40
Farm insurance	2.92	4.09	2.09	3.33
Utilities	1.92	1.82	1.81	1.99
Dues & professional fees	0.54	0.65	0.54	0.57
Interest	15.35	18.39	17.69	9.13
Mach & bldg depreciation	17.14	17.07	17.60	19.79
Miscellaneous	4.63	5.78	5.14	3.46
Total overhead expenses per acre	55.01	57.86	59.70	52.67
Total dir & ovhd expenses per acre	190.56	218.77	188.08	178.72
Net return per acre	100.57	15.96	94.29	164.18
Government payments	11.43	11.27	11.95	10.34
Net return with govt pmts	112.00	27.23	106.23	174.52
Labor & management charge	21.06	19.60	18.96	22.53
Net return over lbr & mgt	90.94	7.63	87.27	151.98
Cost of Production				
Total direct expense per bu.	5.25	6.75	5.10	4.26
Total dir & ovhd exp per bu.	7.38	9.18	7.48	6.04
Less govt & other income	4.96	7.53	4.98	3.87
With labor & management	5.78	8.35	5.74	4.63
Net value per unit	9.32	8.76	9.21	9.77
Machinery cost per acre	60.48	74.33	54.92	64.06
Est. labor hours per acre	1.07	1.02	1.11	1.05

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Soybeans on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	66	12	10	17
Number of farms	37	7	8	8
Acres	364.73	302.52	390.80	455.19
Yield per acre (bu.)	27.64	23.03	27.29	29.40
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	9.53	9.00	8.73	10.38
Total product return per acre	263.30	207.26	238.10	305.15
Crop insurance per acre	36.74	33.25	51.82	50.64
Other crop income per acre	0.66	-	-	2.05
Gross return per acre	300.70	240.51	289.92	357.84
Direct Expenses				
Seed	40.81	47.80	37.25	40.50
Fertilizer	8.50	2.65	11.49	6.48
Crop chemicals	22.06	27.94	18.13	19.80
Crop insurance	23.45	22.48	20.15	27.00
Fuel & oil	16.58	16.47	16.71	17.61
Repairs	16.97	21.25	16.76	20.80
Custom hire	7.96	12.72	11.13	3.04
Land rent	46.09	42.00	44.32	45.15
Machinery leases	0.77	-	-	-
Operating interest	2.81	5.02	3.83	2.10
Miscellaneous	0.23	-	-	0.67
Total direct expenses per acre	186.22	198.34	179.77	183.15
Return over direct exp per acre	114.48	42.17	110.15	174.69
Overhead Expenses				
Hired labor	6.62	3.45	4.63	10.42
Machinery leases	1.83	0.65	1.62	0.32
Building leases	0.35	-	0.79	0.49
Farm insurance	2.21	2.90	1.86	2.17
Utilities	1.53	1.73	1.90	1.22
Dues & professional fees	1.91	0.49	0.34	0.46
Interest	2.77	2.04	2.47	4.15
Mach & bldg depreciation	14.82	12.03	15.79	17.20
Miscellaneous	4.53	5.11	4.72	2.77
Total overhead expenses per acre	36.57	28.40	34.12	39.19
Total dir & ovhd expenses per acre	222.78	226.74	213.89	222.34
Net return per acre	77.92	13.77	76.03	135.50
Government payments	11.19	10.31	13.23	10.01
Net return with govt pmts	89.11	24.08	89.26	145.51
Labor & management charge	19.31	21.00	23.73	16.17
Net return over lbr & mgt	69.80	3.08	65.54	129.34
Cost of Production				
Total direct expense per bu.	6.74	8.61	6.59	6.23
Total dir & ovhd exp per bu.	8.06	9.84	7.84	7.56
Less govt & other income	6.30	7.95	5.45	5.43
With labor & management	7.00	8.87	6.32	5.98
Net value per unit	9.53	9.00	8.73	10.38
Machinery cost per acre	60.50	64.31	63.45	61.57
Est. labor hours per acre	0.93	0.97	1.17	0.87

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Soybeans on Share Rent

	<u>Avg. Of All Farms</u>
Number of fields	10
Number of farms	9
Acres	351.80
Yield per acre (bu.)	26.21
Operators share of yield %	66.95
Value per bu.	9.82
Total product return per acre	172.32
Crop insurance per acre	36.06
Gross return per acre	208.38
Direct Expenses	
Seed	40.56
Fertilizer	6.31
Crop chemicals	21.60
Crop insurance	21.34
Fuel & oil	15.64
Repairs	16.24
Custom hire	1.85
Operating interest	4.52
Total direct expenses per acre	128.06
Return over direct exp per acre	80.32
Overhead Expenses	
Hired labor	11.89
Farm insurance	1.81
Utilities	1.52
Dues & professional fees	0.57
Interest	6.08
Mach & bldg depreciation	14.34
Miscellaneous	6.81
Total overhead expenses per acre	43.02
Total dir & ovhd expenses per acre	171.08
Net return per acre	37.30
Government payments	7.04
Net return with govt pmts	44.34
Labor & management charge	14.50
Net return over lbr & mgt	29.84
Cost of Production	
Total direct expense per bu.	7.30
Total dir & ovhd exp per bu.	9.75
Less govt & other income	7.29
With labor & management	8.12
Net value per unit	9.82
Machinery cost per acre	53.42
Est. labor hours per acre	1.09

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Sunflowers on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	25
Number of farms	15
Acres	171.72
Yield per acre (cwt.)	16.65
Operators share of yield %	100.00
Value per cwt.	20.91
Total product return per acre	348.08
Crop insurance per acre	33.55
Gross return per acre	381.62
Direct Expenses	
Seed	30.24
Fertilizer	40.24
Crop chemicals	38.64
Crop insurance	24.84
Drying expense	0.70
Fuel & oil	17.67
Repairs	16.75
Custom hire	9.80
Machinery leases	0.94
Operating interest	5.76
Miscellaneous	0.39
Total direct expenses per acre	185.96
Return over direct exp per acre	195.66
Overhead Expenses	
Hired labor	3.11
Machinery leases	1.38
RE & pers. property taxes	5.31
Farm insurance	3.20
Utilities	3.07
Interest	14.25
Mach & bldg depreciation	16.97
Miscellaneous	5.70
Total overhead expenses per acre	53.00
Total dir & ovhd expenses per acre	238.96
Net return per acre	142.66
Government payments	14.25
Net return with govt pmts	156.92
Labor & management charge	23.36
Net return over lbr & mgt	133.55
Cost of Production	
Total direct expense per cwt.	11.17
Total dir & ovhd exp per cwt.	14.35
Less govt & other income	11.48
With labor & management	12.89
Net value per unit	20.91
Machinery cost per acre	64.44
Est. labor hours per acre	1.26

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Sunflowers on Cash Rent

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	40	9	13
Number of farms	22	5	5
Acres	193.16	239.40	156.36
Yield per acre (cwt.)	16.18	18.04	16.52
Operators share of yield %	100.00	100.00	100.00
Value per cwt.	20.25	18.23	24.87
Total product return per acre	327.74	328.91	410.77
Crop insurance per acre	36.74	5.19	91.24
Gross return per acre	364.48	334.10	502.01
Direct Expenses			
Seed	26.45	24.88	29.66
Fertilizer	45.57	51.26	46.00
Crop chemicals	39.52	40.62	42.34
Crop insurance	22.36	19.77	27.79
Drying expense	0.82	-	1.45
Fuel & oil	17.81	18.02	19.71
Repairs	12.21	9.19	13.97
Custom hire	7.47	6.46	6.20
Land rent	34.54	37.92	35.10
Operating interest	3.01	1.48	5.19
Total direct expenses per acre	209.88	209.76	227.40
Return over direct exp per acre	154.60	124.33	274.61
Overhead Expenses			
Hired labor	4.45	7.56	3.80
Machinery leases	1.29	3.03	1.44
Building leases	0.21	0.24	-
Farm insurance	1.95	1.45	2.94
Utilities	1.83	1.29	2.79
Interest	1.50	0.81	2.00
Mach & bldg depreciation	17.08	15.67	18.13
Miscellaneous	4.64	5.15	4.76
Total overhead expenses per acre	32.96	35.19	35.85
Total dir & ovhd expenses per acre	242.84	244.95	263.25
Net return per acre	121.64	89.14	238.76
Government payments	13.30	15.45	13.44
Net return with govt pmts	134.94	104.59	252.20
Labor & management charge	22.43	25.01	18.96
Net return over lbr & mgt	112.50	79.59	233.24
Cost of Production			
Total direct expense per cwt.	12.97	11.63	13.77
Total dir & ovhd exp per cwt.	15.00	13.58	15.94
Less govt & other income	11.91	12.43	9.60
With labor & management	13.30	13.82	10.75
Net value per unit	20.25	18.23	24.87
Machinery cost per acre	55.94	51.82	60.00
Est. labor hours per acre	1.18	1.14	1.17

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Sunflowers, Confectionary on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	7
Number of farms	6
Acres	144.07
Yield per acre (cwt.)	13.82
Operators share of yield %	100.00
Value per cwt.	35.40
Total product return per acre	489.09
Gross return per acre	489.09
Direct Expenses	
Seed	38.99
Fertilizer	23.32
Crop chemicals	31.79
Crop insurance	26.83
Fuel & oil	22.36
Repairs	20.39
Custom hire	16.43
Land rent	48.36
Operating interest	7.11
Total direct expenses per acre	235.58
Return over direct exp per acre	253.51
Overhead Expenses	
Hired labor	5.12
Machinery leases	2.05
Building leases	0.99
Farm insurance	2.97
Utilities	1.95
Dues & professional fees	0.73
Interest	3.62
Mach & bldg depreciation	18.90
Miscellaneous	4.50
Total overhead expenses per acre	40.82
Total dir & ovhd expenses per acre	276.40
Net return per acre	212.69
Government payments	10.89
Net return with govt pmts	223.58
Labor & management charge	31.48
Net return over lbr & mgt	192.10
Cost of Production	
Total direct expense per cwt.	17.05
Total dir & ovhd exp per cwt.	20.01
Less govt & other income	19.22
With labor & management	21.50
Net value per unit	35.40
Machinery cost per acre	81.90
Est. labor hours per acre	1.38

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Wheat, Spring on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	53	10	9	12
Number of farms	38	7	7	8
Acres	182.42	103.62	235.73	135.61
Yield per acre (bu.)	46.79	25.75	45.46	59.89
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	7.24	6.56	6.71	7.66
Other product return per acre	0.22	-	0.99	-
Total product return per acre	339.20	168.87	306.15	458.90
Hedging gains/losses per acre	-0.53	-	-	-3.16
Crop insurance per acre	10.55	47.65	15.31	-
Other crop income per acre	2.42	-	0.17	-
Gross return per acre	351.63	216.52	321.63	455.74
Direct Expenses				
Seed	26.15	29.84	26.04	16.97
Fertilizer	48.99	55.82	49.22	52.55
Crop chemicals	28.22	30.09	28.20	30.39
Crop insurance	22.00	22.66	17.71	25.75
Fuel & oil	15.83	15.49	15.97	15.79
Repairs	13.54	11.97	9.47	19.11
Custom hire	6.05	8.32	2.78	3.07
Operating interest	3.62	3.61	1.98	3.92
Miscellaneous	1.14	0.20	0.17	-
Total direct expenses per acre	165.53	178.01	151.54	167.54
Return over direct exp per acre	186.10	38.51	170.09	288.20
Overhead Expenses				
Hired labor	4.19	2.06	4.87	4.90
Machinery leases	0.74	0.14	-	0.57
RE & pers. property taxes	5.06	4.17	5.29	5.22
Farm insurance	2.72	2.25	2.02	2.61
Utilities	1.95	2.13	1.63	1.67
Dues & professional fees	0.56	0.16	0.87	0.49
Interest	12.81	11.49	8.08	9.47
Mach & bldg depreciation	15.80	12.01	17.35	13.87
Miscellaneous	5.18	3.37	4.71	5.28
Total overhead expenses per acre	49.02	37.79	44.82	44.08
Total dir & ovhd expenses per acre	214.55	215.80	196.36	211.62
Net return per acre	137.08	0.72	125.27	244.12
Government payments	12.44	19.43	9.82	9.79
Net return with govt pmts	149.52	20.16	135.09	253.91
Labor & management charge	21.12	18.38	19.17	21.01
Net return over lbr & mgt	128.40	1.78	115.92	232.90
Cost of Production				
Total direct expense per bu.	3.54	6.91	3.33	2.80
Total dir & ovhd exp per bu.	4.59	8.38	4.32	3.53
Less govt & other income	4.05	5.78	3.74	3.42
With labor & management	4.50	6.49	4.16	3.77
Net value per unit	7.23	6.56	6.71	7.61
Machinery cost per acre	53.35	48.33	44.98	52.23
Est. labor hours per acre	1.04	0.84	0.96	0.92

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Wheat, Spring on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	108	12	33	21
Number of farms	48	9	9	10
Acres	249.04	174.74	257.11	258.27
Yield per acre (bu.)	47.66	36.25	42.75	60.91
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	7.48	6.40	7.41	8.22
Total product return per acre	356.47	232.07	316.79	500.77
Hedging gains/losses per acre	-0.40	-	-	-1.99
Crop insurance per acre	16.97	17.47	25.16	-
Other crop income per acre	1.15	-	-	-
Gross return per acre	374.19	249.54	341.95	498.78
Direct Expenses				
Seed	22.07	26.43	18.18	26.35
Fertilizer	49.10	54.45	50.09	43.56
Crop chemicals	27.94	33.51	25.20	26.38
Crop insurance	22.13	23.32	21.38	20.75
Fuel & oil	15.66	15.28	16.29	16.45
Repairs	14.56	14.72	12.14	20.83
Custom hire	4.97	9.59	6.02	3.73
Land rent	39.84	32.21	42.00	44.08
Operating interest	3.70	5.13	3.44	1.34
Miscellaneous	0.32	0.03	0.04	0.28
Total direct expenses per acre	200.27	214.67	194.77	203.74
Return over direct exp per acre	173.91	34.87	147.19	295.03
Overhead Expenses				
Hired labor	4.41	4.99	5.19	4.44
Machinery leases	2.48	0.10	3.91	1.05
Building leases	0.30	-	-	1.19
Farm insurance	2.11	2.20	1.66	2.43
Utilities	1.65	2.80	1.46	1.20
Interest	2.27	4.52	2.19	0.91
Mach & bldg depreciation	14.34	10.13	14.37	17.61
Miscellaneous	4.79	6.18	4.78	2.98
Total overhead expenses per acre	32.36	30.92	33.55	31.81
Total dir & ovhd expenses per acre	232.63	245.59	228.32	235.55
Net return per acre	141.56	3.95	113.64	263.23
Government payments	12.92	13.28	14.44	10.75
Net return with govt pmts	154.48	17.24	128.08	273.98
Labor & management charge	21.28	18.01	22.22	21.82
Net return over lbr & mgt	133.19	-0.77	105.86	252.16
Cost of Production				
Total direct expense per bu.	4.20	5.92	4.56	3.34
Total dir & ovhd exp per bu.	4.88	6.78	5.34	3.87
Less govt & other income	4.24	5.93	4.41	3.72
With labor & management	4.68	6.42	4.93	4.08
Net value per unit	7.47	6.40	7.41	8.19
Machinery cost per acre	52.99	53.75	53.35	59.09
Est. labor hours per acre	1.00	1.28	1.01	0.93

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Wheat, Spring on Share Rent

	<u>Avg. Of All Farms</u>
Number of fields	16
Number of farms	13
Acres	186.33
Yield per acre (bu.)	43.54
Operators share of yield %	67.33
Value per bu.	7.51
Total product return per acre	220.08
Crop insurance per acre	0.15
Other crop income per acre	0.38
Gross return per acre	220.61
Direct Expenses	
Seed	21.55
Fertilizer	46.08
Crop chemicals	21.52
Crop insurance	14.46
Fuel & oil	14.71
Repairs	13.88
Custom hire	6.09
Operating interest	3.50
Total direct expenses per acre	141.87
Return over direct exp per acre	78.75
Overhead Expenses	
Hired labor	6.88
Machinery leases	1.23
Farm insurance	1.91
Utilities	1.78
Interest	3.77
Mach & bldg depreciation	11.59
Miscellaneous	6.02
Total overhead expenses per acre	33.17
Total dir & ovhd expenses per acre	175.03
Net return per acre	45.58
Government payments	6.82
Net return with govt pmts	52.40
Labor & management charge	17.78
Net return over lbr & mgt	34.63
Cost of Production	
Total direct expense per bu.	4.84
Total dir & ovhd exp per bu.	5.97
Less govt & other income	5.72
With labor & management	6.33
Net value per unit	7.51
Machinery cost per acre	50.70
Est. labor hours per acre	1.25

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Wheat, Winter on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	8
Number of farms	7
Acres	126.99
Yield per acre (bu.)	61.16
Operators share of yield %	100.00
Value per bu.	5.81
Total product return per acre	355.26
Hedging gains/losses per acre	-2.94
Gross return per acre	352.32
Direct Expenses	
Seed	16.66
Fertilizer	49.57
Crop chemicals	24.81
Crop insurance	39.91
Fuel & oil	15.21
Repairs	19.51
Custom hire	6.24
Machinery leases	3.20
Operating interest	9.45
Total direct expenses per acre	184.55
Return over direct exp per acre	167.77
Overhead Expenses	
Hired labor	1.51
Machinery leases	4.04
Building leases	0.11
RE & pers. property taxes	8.46
Farm insurance	4.23
Utilities	4.35
Dues & professional fees	0.22
Interest	19.27
Mach & bldg depreciation	15.81
Miscellaneous	8.75
Total overhead expenses per acre	66.76
Total dir & ovhd expenses per acre	251.31
Net return per acre	101.01
Government payments	15.22
Net return with govt pmts	116.23
Labor & management charge	22.44
Net return over lbr & mgt	93.79
Cost of Production	
Total direct expense per bu.	3.02
Total dir & ovhd exp per bu.	4.11
Less govt & other income	3.91
With labor & management	4.27
Net value per unit	5.76
Machinery cost per acre	66.20
Est. labor hours per acre	1.09

Crop Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return)

Wheat, Winter on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	13
Number of farms	13
Acres	315.46
Yield per acre (bu.)	61.25
Operators share of yield %	100.00
Value per bu.	5.81
Total product return per acre	355.64
Gross return per acre	355.64
Direct Expenses	
Seed	17.76
Fertilizer	65.14
Crop chemicals	28.44
Crop insurance	22.88
Fuel & oil	16.88
Repairs	14.71
Custom hire	9.69
Land rent	41.71
Operating interest	2.72
Miscellaneous	0.20
Total direct expenses per acre	220.13
Return over direct exp per acre	135.51
Overhead Expenses	
Hired labor	5.77
Machinery leases	0.69
Farm insurance	2.46
Utilities	1.96
Interest	1.62
Mach & bldg depreciation	14.25
Miscellaneous	5.42
Total overhead expenses per acre	32.19
Total dir & ovhd expenses per acre	252.32
Net return per acre	103.32
Government payments	13.65
Net return with govt pmts	116.97
Labor & management charge	20.57
Net return over lbr & mgt	96.40
Cost of Production	
Total direct expense per bu.	3.59
Total dir & ovhd exp per bu.	4.12
Less govt & other income	3.90
With labor & management	4.23
Net value per unit	5.81
Machinery cost per acre	56.57
Est. labor hours per acre	1.01

EXPLANATORY NOTES FOR LIVESTOCK TABLES

The "Livestock Enterprise Analysis" table shows the average physical production, gross returns, direct costs, overhead costs, and net return per unit. All costs are actual costs; no opportunity costs are included. The "Net Return" to the enterprise is the "Gross Margin" minus the direct and overhead costs. "Net Return" represents the return to the operators and family's unpaid labor, management, and equity. It represents the return to all of the resources, which are owned by the farm family and hence, not purchased or paid a wage. The last section of each livestock table contains both economic and technical efficiency measures, which are particularly useful to individual managers in assessing their performance as compared to their peers.

When there are less than five farms with a particular livestock enterprise, that enterprise is not included in the report. When there is a sufficient number (i.e., more than 24), farms are divided into low 20%, middle 20% and high 20% on the basis of returns to overhead costs. The classification is done separately for each livestock enterprise.

The "Dairy" enterprise 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 Heifers (for sale)" are heifers intended for feeding and sale. "Dairy Steers" includes only steers for feeding. The "Dairy and Replacement Heifers" table includes both "Dairy" and "Dairy Replacement Heifers."

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

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

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

Livestock Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return Per Unit)

Beef Cow-Calf -- Average Per Cwt. Produced

	Avg. Of All Farms		Low20%		40 - 60%		High 20%	
Number of farms	31		6		6		7	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	31.37	29.59	80.37	74.62	15.34	13.44	21.92	22.35
Transferred out (lb)	68.70	67.51	19.43	18.73	84.66	82.67	78.24	78.84
Cull sales		17.28		17.83		21.11		17.41
Butchered		0.17		-		0.22		-
Hedging gain/loss		0.99		-		-		-
Other income		0.65		0.61		0.72		0.71
Purchased		-14.17		-21.47		-11.49		-7.89
Transferred in		-14.93		-7.44		-14.15		-7.65
Inventory change		-0.61		-8.18		-3.40		-8.29
Gross margin		86.48		74.71		89.12		95.49
Direct Expenses								
Corn Distillers Grn (dry) (lb.)	7.47	0.48	37.61	2.35	-	-	-	-
Protein Vit Minerals (lb.)	12.89	2.90	24.09	5.06	13.34	2.85	11.96	2.57
Creep / Starter (lb.)	21.38	2.32	50.42	6.18	35.15	3.04	15.81	1.64
Corn Silage (lb.)	261.91	2.78	122.24	1.40	425.41	5.22	335.89	3.26
Hay, Alfalfa (lb.)	104.15	2.38	74.67	1.65	140.60	3.52	225.79	4.91
Hay, Grass (lb.)	1,036.79	21.16	1,151.97	23.65	901.28	20.74	1,028.22	18.69
Pasture (aum)	1.11	16.96	0.99	16.46	1.02	18.62	1.19	13.66
Other feed stuffs (lb)	108.40	3.16	97.52	2.65	95.18	1.68	29.00	1.49
Veterinary		3.77		4.41		4.26		3.76
Supplies		1.50		0.86		1.56		2.91
Fuel & oil		3.84		4.66		3.80		2.44
Repairs		3.27		5.06		2.99		2.21
Custom hire		0.84		0.52		0.43		0.55
Livestock leases (shares)		0.68		2.71		1.19		0.16
Marketing		0.99		2.10		0.12		0.63
Operating interest		1.75		3.68		1.76		1.59
Total direct expenses		68.77		83.40		71.76		60.49
Return over direct expense		17.71		-8.69		17.36		35.00
Overhead Expenses								
Hired labor		0.98		0.80		0.29		2.11
Farm insurance		1.35		1.48		0.82		1.22
Utilities		1.20		0.68		1.23		1.12
Interest		1.65		1.14		2.25		1.63
Mach & bldg depreciation		3.85		5.01		4.13		3.83
Miscellaneous		1.80		1.82		1.43		2.87
Total overhead expenses		10.84		10.92		10.15		12.78
Total dir & ovhd expenses		79.61		94.33		81.91		73.27
Net return		6.87		-19.61		7.21		22.22
Labor & management charge		10.17		9.78		12.26		9.82
Net return over lbr & mgt		-3.30		-29.39		-5.05		12.40
Cost of Production Per Cwt. Produced								
Total direct expense per unit		68.77		83.40		71.76		60.49
Total dir & ovhd expense per unit		79.61		94.33		81.91		73.27
With other revenue adjustments		90.18		113.05		89.11		78.78
With labor and management		100.35		122.82		101.37		88.60
Est. labor hours per unit		0.83		0.81		1.06		0.78
Other Information								
Number of cows		177.7		138.2		169.8		197.4
Pregnancy percentage		97.5		97.7		95.6		97.3
Pregnancy loss percentage		1.0		1.2		0.8		0.8
Culling percentage		14.2		17.8		17.6		13.5
Calving percentage		96.5		96.5		94.9		96.5
Weaning percentage		91.2		91.7		90.6		91.5
Calves sold per cow		0.95		0.94		0.93		0.96
Calf death loss percent		5.7		4.6		4.9		6.2
Cow death loss percent		1.4		2.4		0.9		0.7
Average weaning weight		570		595		572		598
Lbs weaned/exposed female		519		546		518		547
Feed cost per cow		286.50		335.30		303.03		262.29
Avg wgt/ Beef Calves sold		638		608		715		659
Avg price / cwt.		94.32		92.84		87.61		101.95

Livestock Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return Per Unit)

Beef Cow-Calf -- Average Per Cow

	Avg. Of All Farms		Low20%		40 - 60%		High 20%	
Number of farms	31		6		6		7	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	172.4	162.64	453.5	421.08	83.5	73.15	124.4	126.82
Transferred out (lb)	377.6	371.05	109.6	105.71	460.9	450.08	443.9	447.36
Cull sales		94.96		100.62		114.92		98.80
Butchered		0.94		-		1.18		-
Hedging gain/loss		5.45		-		-		-
Other income		3.55		3.46		3.93		4.02
Purchased		-77.91		-121.17		-62.55		-44.77
Transferred in		-82.04		-41.97		-77.04		-43.41
Inventory change		-3.34		-46.13		-18.50		-47.03
Gross margin		475.31		421.61		485.17		541.78
Direct Expenses								
Corn Distillers Grn (dry) (lb.)	41.0	2.63	212.2	13.27	-	-	-	-
Protein Vit Minerals (lb.)	70.9	15.92	135.9	28.58	72.6	15.51	67.8	14.61
Creep / Starter (lb.)	117.5	12.75	284.6	34.90	191.4	16.54	89.7	9.31
Corn Silage (lb.)	1,439.5	15.28	689.8	7.92	2,316.0	28.42	1,905.8	18.49
Hay, Alfalfa (lb.)	572.4	13.06	421.4	9.32	765.5	19.14	1,281.1	27.84
Hay, Grass (lb.)	5,698.5	116.29	6,500.7	133.48	4,906.8	112.92	5,834.1	106.07
Pasture (aum)	6.1	93.21	5.6	92.91	5.6	101.36	6.8	77.51
Other feed stuffs (lb)	595.8	17.35	550.3	14.93	518.2	9.15	164.6	8.47
Veterinary		20.70		24.88		23.22		21.32
Supplies		8.27		4.84		8.47		16.54
Fuel & oil		21.12		26.29		20.71		13.86
Repairs		17.97		28.56		16.25		12.53
Custom hire		4.64		2.92		2.34		3.11
Livestock leases (shares)		3.72		15.27		6.46		0.90
Marketing		5.46		11.83		0.63		3.60
Operating interest		9.62		20.76		9.57		9.04
Total direct expenses		377.99		470.65		390.67		343.20
Return over direct expense		97.32		-49.04		94.50		198.59
Overhead Expenses								
Hired labor		5.41		4.50		1.57		12.00
Farm insurance		7.45		8.34		4.45		6.91
Utilities		6.61		3.86		6.70		6.36
Interest		9.06		6.46		12.26		9.23
Mach & bldg depreciation		21.14		28.25		22.47		21.74
Miscellaneous		9.90		10.24		7.79		16.27
Total overhead expenses		59.57		61.64		55.24		72.52
Total dir & ovhd expenses		437.56		532.29		445.91		415.71
Net return		37.75		-110.69		39.26		126.07
Labor & management charge		55.89		55.17		66.73		55.71
Net return over lbr & mgt		-18.14		-165.86		-27.47		70.36
Cost of Production Per Cwt. Produced								
Total direct expense per unit		68.77		83.40		71.76		60.49
Total dir & ovhd expense per unit		79.61		94.33		81.91		73.27
With other revenue adjustments		90.18		113.05		89.11		78.78
With labor and management		100.35		122.82		101.37		88.60
Est. labor hours per unit		4.54		4.58		5.75		4.40
Other Information								
Number of cows		177.7		138.2		169.8		197.4
Pregnancy percentage		97.5		97.7		95.6		97.3
Pregnancy loss percentage		1.0		1.2		0.8		0.8
Culling percentage		14.2		17.8		17.6		13.5
Calving percentage		96.5		96.5		94.9		96.5
Weaning percentage		91.2		91.7		90.6		91.5
Calves sold per cow		0.95		0.94		0.93		0.96
Calf death loss percent		5.7		4.6		4.9		6.2
Cow death loss percent		1.4		2.4		0.9		0.7
Average weaning weight		570		595		572		598
Lbs weaned/exposed female		519		546		518		547
Feed cost per cow		286.50		335.30		303.03		262.29
Avg wgt/ Beef Calves sold		638		608		715		659
Avg price / cwt.		94.32		92.84		87.61		101.95

Livestock Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return Per Unit)

Beef Replacement Heifers -- Average Per Head

	<u>Avg. Of All Farms</u>	
Number of farms	18	
	Quantity	Value
Transferred out		980.22
Cull sales		16.87
Other income		-
Purchased		-38.90
Transferred in		-382.31
Inventory change		-256.84
Gross margin		319.04
Direct Expenses		
Midds (lb.)	7.6	0.53
Corn Distillers Grn (dry) (lb.)	104.6	7.22
Protein Vit Minerals (lb.)	44.8	9.79
Complete Ration (lb.)	321.2	7.35
Corn (bu.)	4.3	17.34
Corn Silage (lb.)	790.3	7.90
Hay, Alfalfa (lb.)	110.9	2.72
Hay, Grass (lb.)	3,212.0	53.27
Oats (bu.)	1.4	3.31
Pasture (aum)	4.9	88.92
DDGS (lb.)	57.9	3.88
Other feed stuffs (lb)	100.4	1.45
Veterinary		10.39
Supplies		1.84
Fuel & oil		8.83
Repairs		7.66
Custom hire		3.61
Marketing		0.35
Operating interest		3.78
Total direct expenses		240.14
Return over direct expense		78.90
Overhead Expenses		
Farm insurance		4.30
Utilities		4.42
Interest		2.80
Mach & bldg depreciation		11.28
Miscellaneous		4.14
Total overhead expenses		26.95
Total dir & ovhd expenses		267.09
Net return		51.95
Labor & management charge		25.75
Net return over lbr & mgt		26.20
Cost of Production Per Head Per Day		
Total direct expense per unit		2.47
Total dir & ovhd expense per unit		2.54
With other revenue adjustments		2.54
With labor and management		2.61
Est. labor hours per unit		2.22
Other Information		
No. purchased or trans in		21
Number sold or trans out		33
Average number of head		32
Percentage death loss		0.2
Feed cost per average head		203.68

Livestock Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return Per Unit)

Beef Backgrounding -- Average Per Cwt. Produced

	<u>Avg. Of All Farms</u>	
Number of farms	10	
	Quantity	Value
Backgnd Beef sold (lb)	301.13	285.63
Transferred out (lb)	61.33	59.85
Butchered (lb)	1.23	1.00
Hedging gain/loss		11.39
Other income		-
Purchased (lb)	-25.00	-22.58
Transferred in (lb)	-276.32	-292.11
Inventory change (lb)	37.63	31.67
Gross margin		74.85
Direct Expenses		
Midds (lb.)	37.41	2.24
Protein Vit Minerals (lb.)	24.45	3.47
Complete Ration (lb.)	12.07	1.48
Corn (bu.)	3.76	14.93
Corn Silage (lb.)	402.02	4.47
Hay, Alfalfa (lb.)	111.30	2.60
Hay, Grass (lb.)	501.69	10.23
Pasture (aum)	0.25	4.93
Screenings, Heavy (lb.)	101.95	4.14
DDGS (lb.)	25.96	1.74
Other feed stuffs (lb)	95.45	1.75
Veterinary		3.58
Supplies		0.38
Fuel & oil		2.31
Repairs		1.72
Custom hire		1.06
Marketing		5.40
Bedding		0.77
Operating interest		1.05
Total direct expenses		68.24
Return over direct expense		6.61
Overhead Expenses		
Hired labor		0.37
Farm insurance		0.66
Utilities		0.96
Interest		1.46
Mach & bldg depreciation		2.03
Miscellaneous		0.86
Total overhead expenses		6.34
Total dir & ovhd expenses		74.59
Net return		0.27
Labor & management charge		5.44
Net return over lbr & mgt		-5.17
Cost of Production Per Cwt. Produced		
Total direct expense per unit		96.64
Total dir & ovhd expense per unit		98.39
With other revenue adjustments		95.24
With labor and management		96.74
Est. labor hours per unit		0.45
Other Information		
No. purchased or trans in		186
Number sold or trans out		164
Percentage death loss		1.1
Avg. daily gain (lbs)		1.62
Lbs of conc / lb of gain		4.17
Lbs of feed / lb of gain		12.35
Feed cost per cwt of gain		51.96
Feed cost per head		94.06
Avg wgt / Backgnd Beef sold		726
Avg sales price / cwt.		94.85

Livestock Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return Per Unit)

Beef Backgrounding -- Average Per Head

	<u>Avg. Of All Farms</u>	
Number of farms	10	
	Quantity	Value
Backgnd Beef sold (lb)	545.1	517.01
Transferred out (lb)	111.0	108.34
Butchered (lb)	2.2	1.81
Hedging gain/loss		20.62
Other income		-
Purchased (lb)	-45.2	-40.87
Transferred in (lb)	-500.2	-528.75
Inventory change (lb)	68.1	57.32
Gross margin		135.49
Direct Expenses		
Midds (lb.)	67.7	4.06
Protein Vit Minerals (lb.)	44.3	6.28
Complete Ration (lb.)	21.8	2.68
Corn (bu.)	6.8	27.02
Corn Silage (lb.)	727.7	8.09
Hay, Alfalfa (lb.)	201.5	4.70
Hay, Grass (lb.)	908.1	18.52
Pasture (aum)	0.4	8.92
Screenings, Heavy (lb.)	184.5	7.49
DDGS (lb.)	47.0	3.15
Other feed stuffs (lb)	172.8	3.16
Veterinary		6.48
Supplies		0.70
Fuel & oil		4.18
Repairs		3.11
Custom hire		1.92
Marketing		9.78
Bedding		1.40
Operating interest		1.90
Total direct expenses		123.53
Return over direct expense		11.97
Overhead Expenses		
Hired labor		0.67
Farm insurance		1.20
Utilities		1.74
Interest		2.64
Mach & bldg depreciation		3.67
Miscellaneous		1.56
Total overhead expenses		11.48
Total dir & ovhd expenses		135.01
Net return		0.49
Labor & management charge		9.85
Net return over lbr & mgt		-9.37
Cost of Production Per Cwt. Produced		
Total direct expense per unit		96.64
Total dir & ovhd expense per unit		98.39
With other revenue adjustments		95.24
With labor and management		96.74
Est. labor hours per unit		0.82
Other Information		
No. purchased or trans in		186
Number sold or trans out		164
Percentage death loss		1.1
Avg. daily gain (lbs)		1.62
Lbs of conc / lb of gain		4.17
Lbs of feed / lb of gain		12.35
Feed cost per cwt of gain		51.96
Feed cost per head		94.06
Avg wgt / Backgnd Beef sold		726
Avg sales price / cwt.		94.85

Livestock Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return Per Unit)

Dairy -- Average Per Cwt. Of Milk

	<u>Avg. Of All Farms</u>	
Number of farms	5	
	Quantity	Value
Milk sold (hd)	100.00	16.64
Dairy Calves sold		0.26
Transferred out		0.15
Cull sales		0.88
Other income		0.21
Purchased		-0.57
Transferred in		-0.43
Inventory change		-0.05
Gross margin		17.09
Direct Expenses		
Protein Vit Minerals (lb.)	17.33	2.65
Complete Ration (lb.)	16.27	1.14
Corn (bu.)	0.42	1.52
Corn Silage (lb.)	79.03	1.03
Hay, Alfalfa (lb.)	17.16	0.81
Haylage, Alfalfa (lb.)	14.33	0.25
Other feed stuffs (lb)	79.46	0.55
Veterinary		0.42
Supplies		1.53
Fuel & oil		0.70
Repairs		0.32
Custom hire		0.34
Marketing		0.78
Operating interest		0.13
Total direct expenses		12.16
Return over direct expense		4.94
Overhead Expenses		
Hired labor		2.59
Building leases		0.28
Farm insurance		0.18
Utilities		0.39
Interest		0.37
Mach & bldg depreciation		0.43
Miscellaneous		0.16
Total overhead expenses		4.40
Total dir & ovhd expenses		16.56
Net return		0.54
Labor & management charge		0.86
Net return over lbr & mgt		-0.32
Cost of Production Per Cwt. Of Milk		
Total direct expense per unit		12.16
Total dir & ovhd expense per unit		16.56
With other revenue adjustments		16.10
With labor and management		16.96
Est. labor hours per unit		0.14
Other Information		
Number of cows		259.8
Milk produced per cow		21,495
Total milk sold		5,584,382
Pounds of milk sold per FTE		1,940,235
Culling percentage		35.0
Turnover rate		36.4
Cow death loss percent		1.4
Percent of barn capacity		99.2
Feed cost per day		4.68
Feed cost per cwt of milk		7.94
Feed cost per cow		1,707.11
Avg. milk price per cwt.		16.64

Livestock Enterprise Analysis
North Dakota Farm Business Management Education Program
Region 3 - South Central North Dakota, 2008
(Farms Sorted By Net Return Per Unit)

Dairy -- Average Per Cow

	<u>Avg. Of All Farms</u>	
Number of farms	5	
	Quantity	Value
Milk sold (hd)	21,494.9	3,576.54
Dairy Calves sold		55.73
Transferred out		32.01
Cull sales		189.04
Other income		46.19
Purchased		-121.67
Transferred in		-92.99
Inventory change		-10.31
Gross margin		3,674.53
Direct Expenses		
Protein Vit Minerals (lb.)	3,724.4	570.26
Complete Ration (lb.)	3,498.1	245.02
Corn (bu.)	91.0	327.05
Corn Silage (lb.)	16,986.9	220.48
Hay, Alfalfa (lb.)	3,689.0	173.90
Haylage, Alfalfa (lb.)	3,079.3	53.89
Other feed stuffs (lb)	17,080.1	116.51
Veterinary		90.81
Supplies		356.14
Fuel & oil		149.73
Repairs		68.81
Custom hire		72.86
Marketing		167.80
Total direct expenses		2,613.26
Return over direct expense		1,061.27
Overhead Expenses		
Hired labor		557.61
Building leases		59.71
Farm insurance		38.89
Utilities		82.87
Interest		79.82
Mach & bldg depreciation		92.98
Miscellaneous		33.72
Total overhead expenses		945.61
Total dir & ovhd expenses		3,558.87
Net return		115.65
Labor & management charge		185.21
Net return over lbr & mgt		-69.55
Cost of Production Per Cwt. Of Milk		
Total direct expense per unit		12.16
Total dir & ovhd expense per unit		16.56
With other revenue adjustments		16.10
With labor and management		16.96
Est. labor hours per unit		31.02
Other Information		
Number of cows		259.8
Milk produced per cow		21,495
Total milk sold		5,584,382
Pounds of milk sold per FTE		1,940,235
Culling percentage		35.0
Turnover rate		36.4
Cow death loss percent		1.4
Percent of barn capacity		99.2
Feed cost per day		4.68
Feed cost per cwt of milk		7.94
Feed cost per cow		1,707.11
Avg. milk price per cwt.		16.64

Figure 1. Gross Cash Income Per Farm

N.D. Farm Business Management Education Program – South Central Region

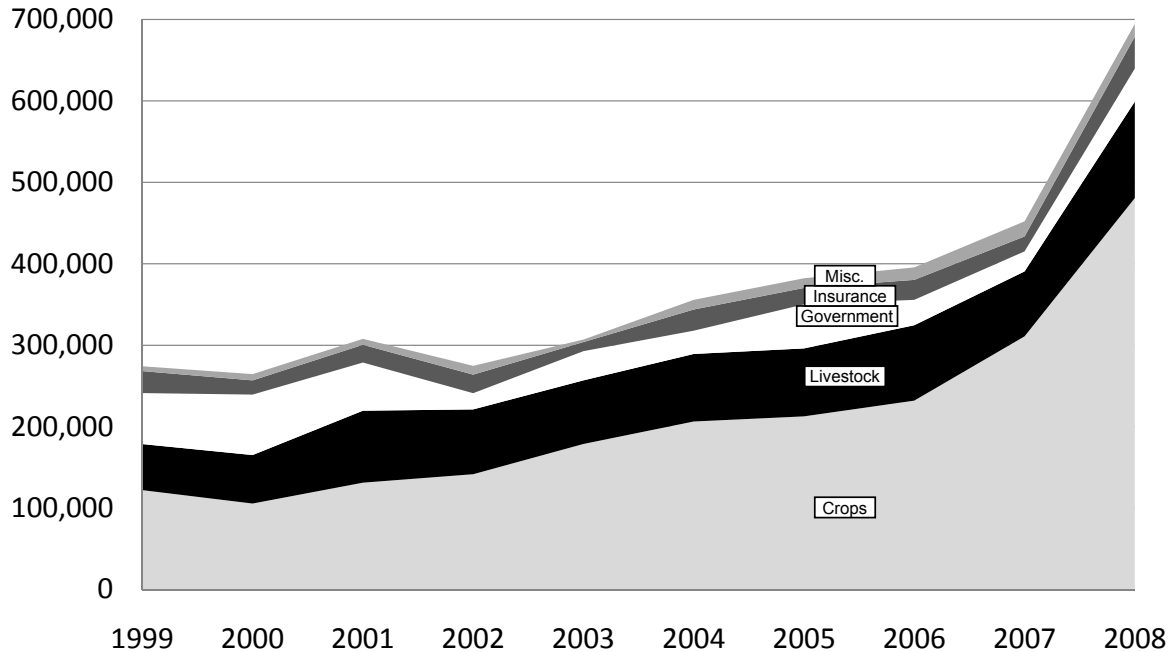


Figure 2. Net Farm Income (Accrual) Per Farm

N.D. Farm Business Management Education Program – South Central Region

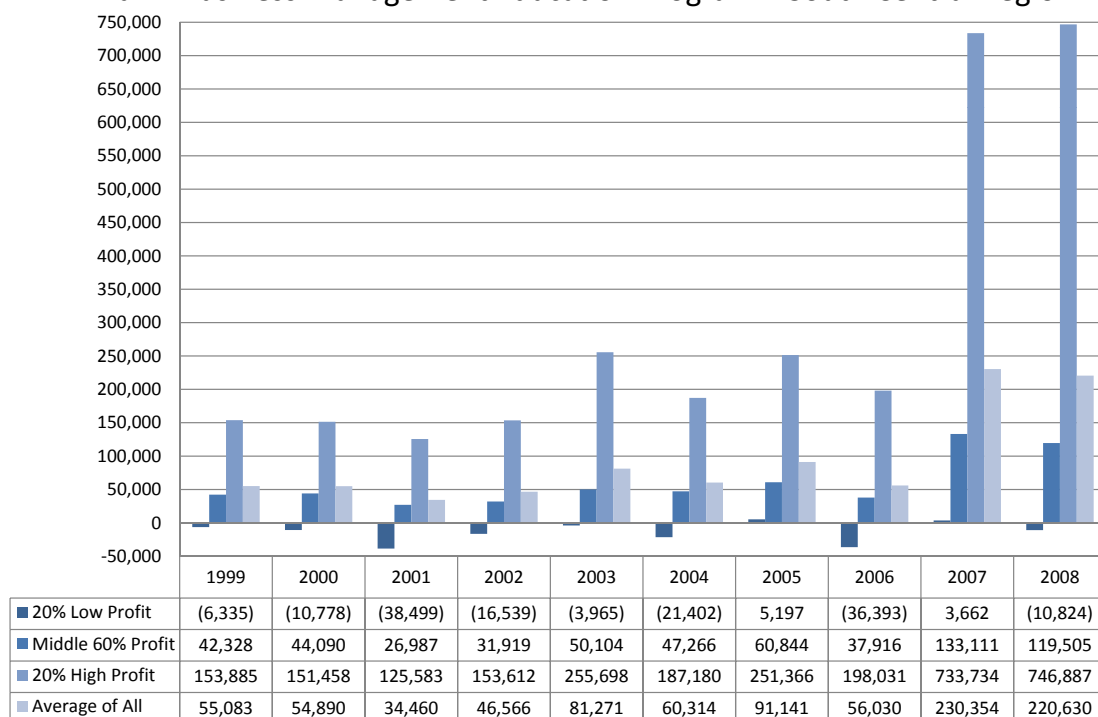


Figure 3. Financial Efficiency Measures (As Percent of Gross Revenue)

N.D. Farm Business Management Education Program – South Central Region

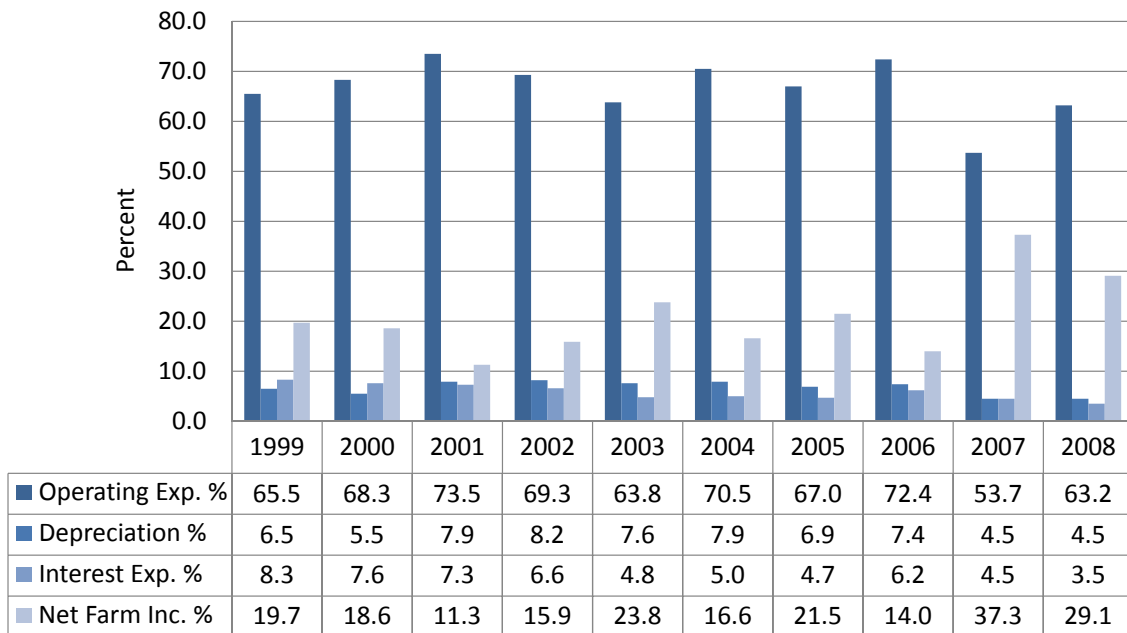


Figure 4. Profitability Measures Per Farm

N.D. Farm Business Management Education Program – South Central Region

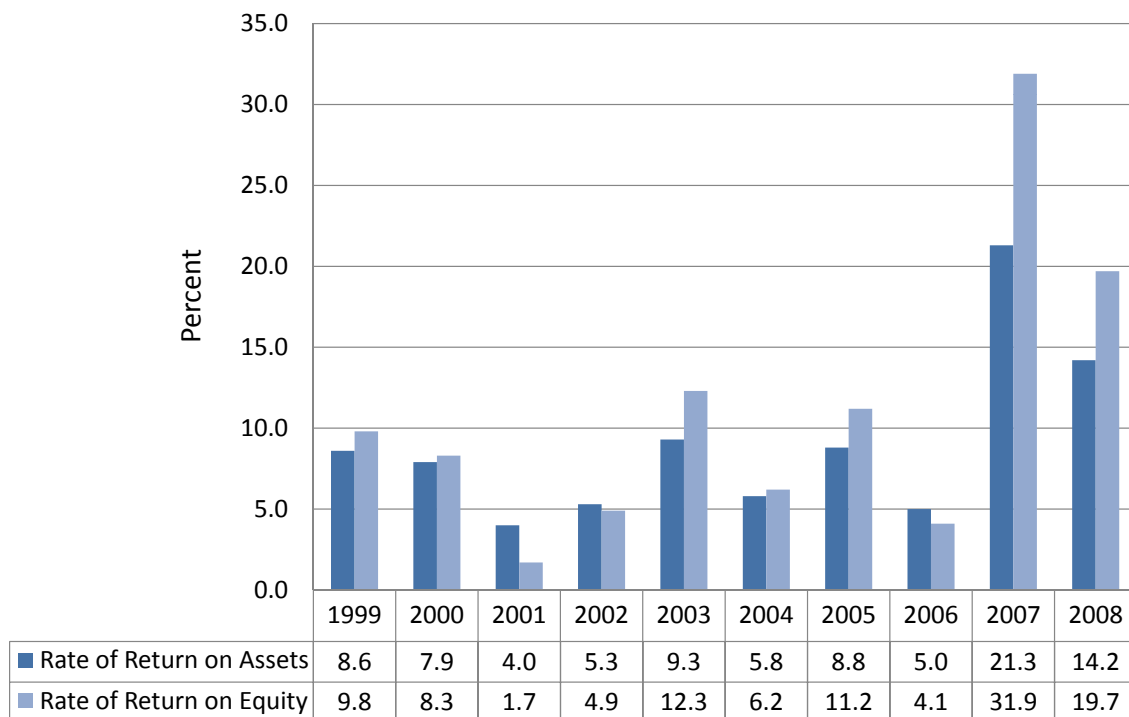


Figure 5. Assets and Liabilities Per Farm, 2007

N.D. Farm Business Management Education Program – South Central Region

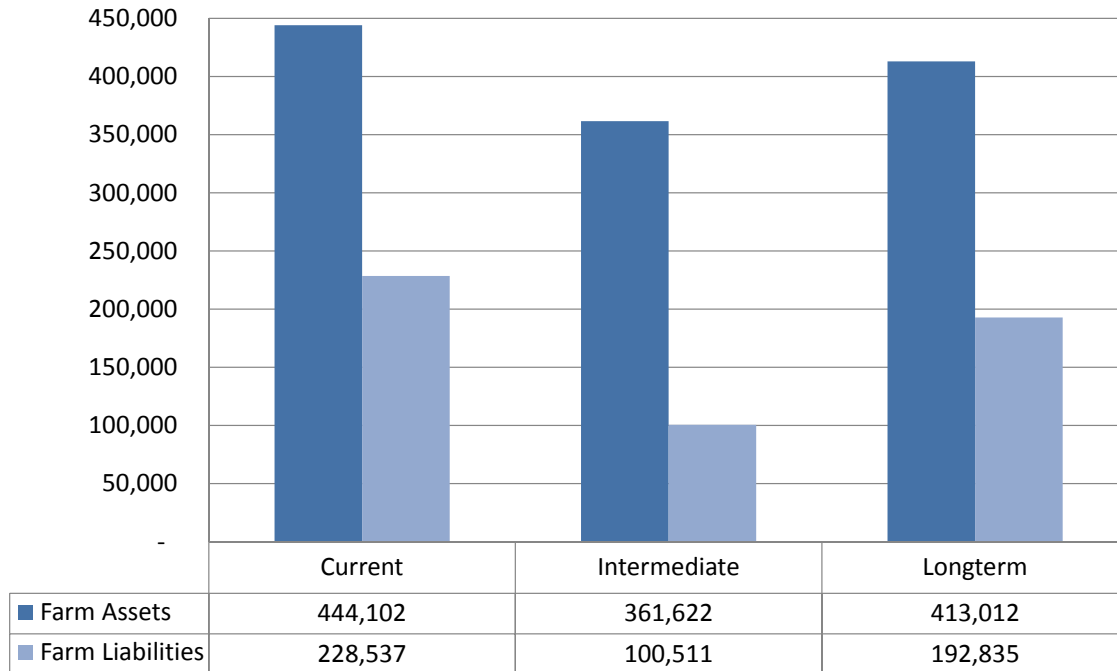


Figure 6. Total Farm Assets and Liabilities

N.D. Farm Business Management Education Program – South Central Region

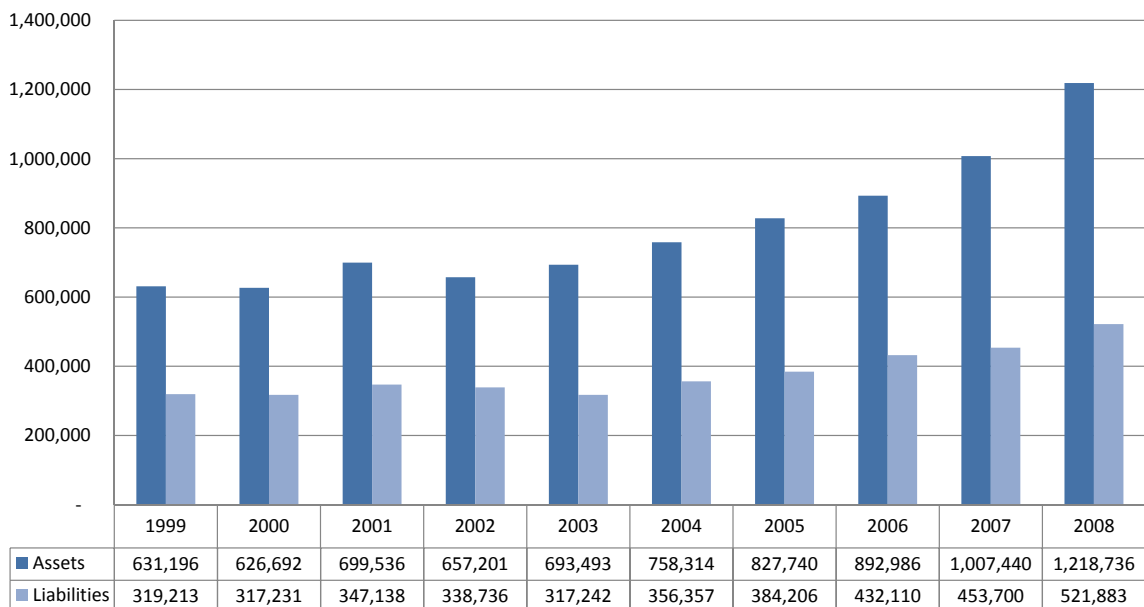


Figure 7. Household and Personal Expenses

N.D. Farm Business Management Education Program – South Central Region

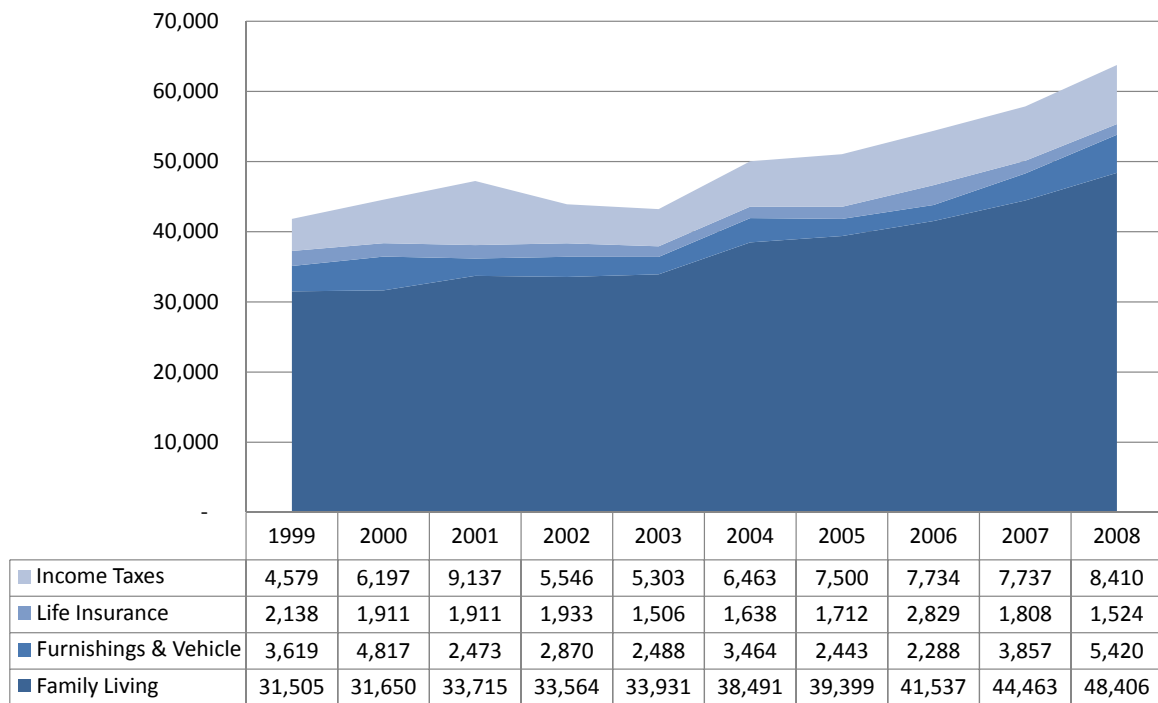


Figure 8. Crop Acreage Per Farm

N.D. Farm Business Management Education Program – South Central Region

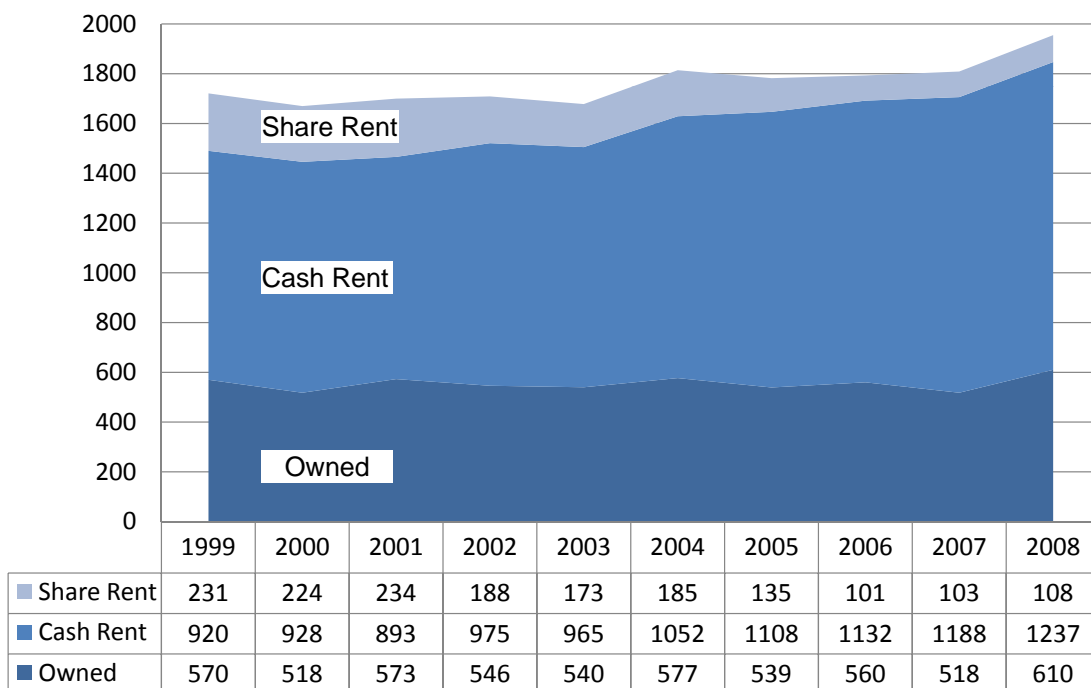


Figure 9. Spring Wheat Costs Per Acre

N.D. Farm Business Management Education Program – South Central Region

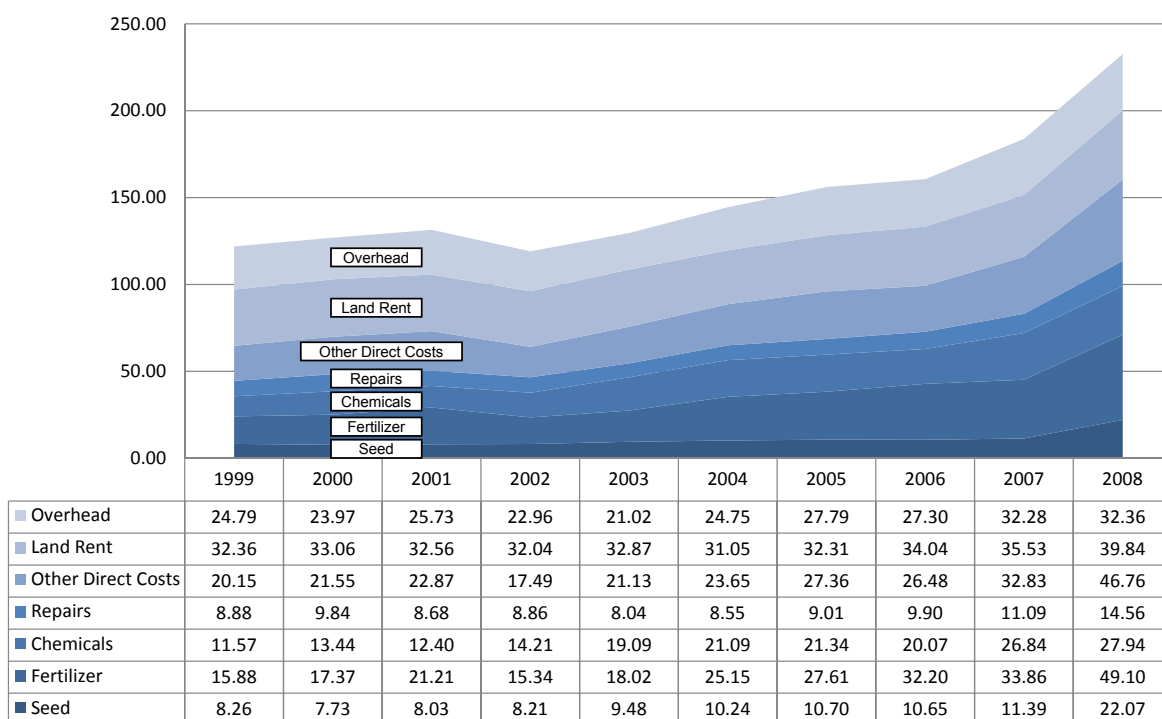


Figure 10. Average Net Return Per Beef Cow

N.D. Farm Business Management Education Program – South Central Region

