

Our Mission

"To provide lifelong learning opportunities in economic and financial management for adults involved in the farming and ranching business"

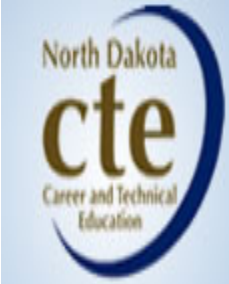
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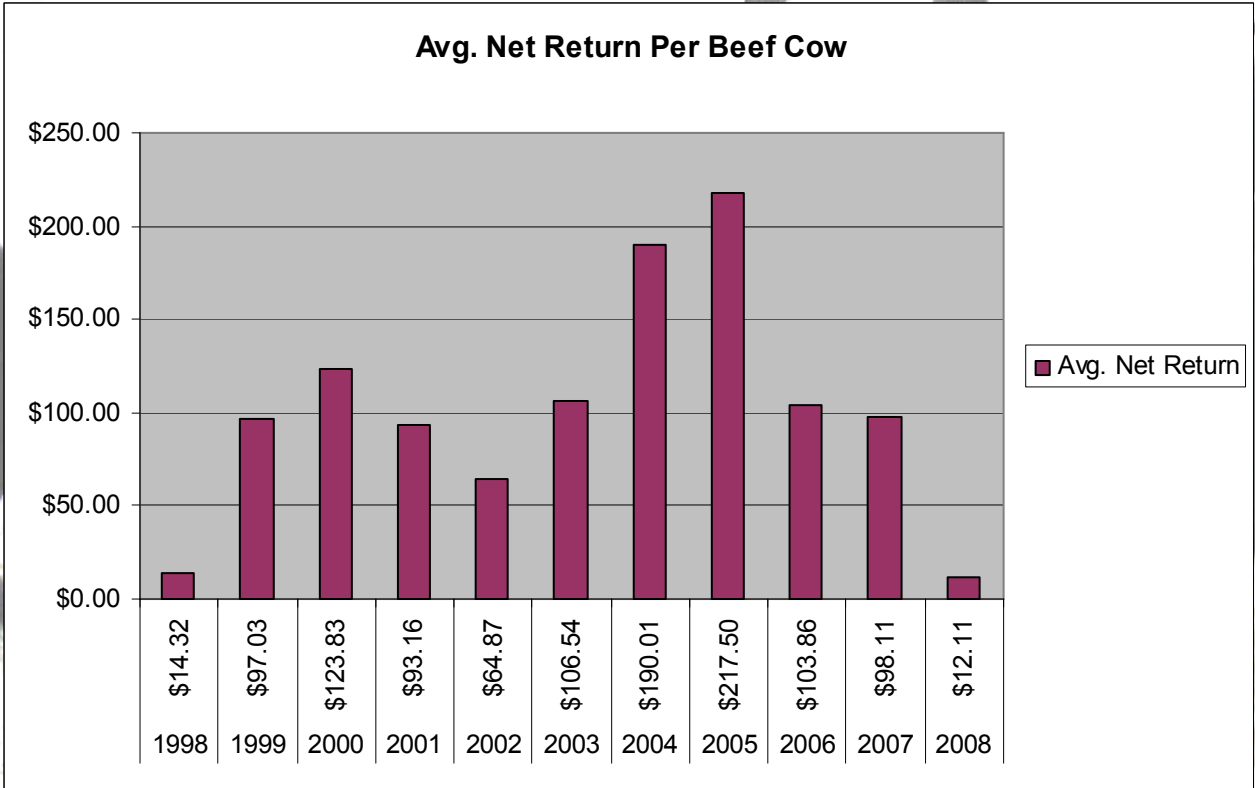
North Dakota Department of
Career and Technical Education

2008

North Dakota

Historical Data:

Average Beef Net Returns from Farm/Ranch Management Programs for the last ten years!



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Farm Business Management Programs are designed to provide education to farm owners and operators or persons interested in farming. The purpose of the program is to assist clients in meeting their business and personal goals. This is best accomplished through the use of quality records and sound business decisions.

Other Information

Number of cows	203.3 Hd
Pregnancy percentage	97.0%
Pregnancy loss percentage	2.3%
Culling percentage	20.0%
Calving percentage	94.7%
Weaning percentage	91.5%
Calves sold per cow	0.98
Calf death loss percent	4.0%
Cow death loss percent	1.6%
Average weaning weight	541
Lbs weaned/exposed female	495
Feed cost per cow	\$283.30
Avg wgt/ Beef Calves sold	557
Avg price / cwt.	\$104.38

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The 2008 summary reports are based upon data generated by the 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.

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



2008 State Beef Average Summary

Adult Farm and Ranch Management Education



2008-2009 Farm/Ranch Business Management Instructors CITY

INSTRUCTOR SCHOOL/HOST ADDRESS PHONE #

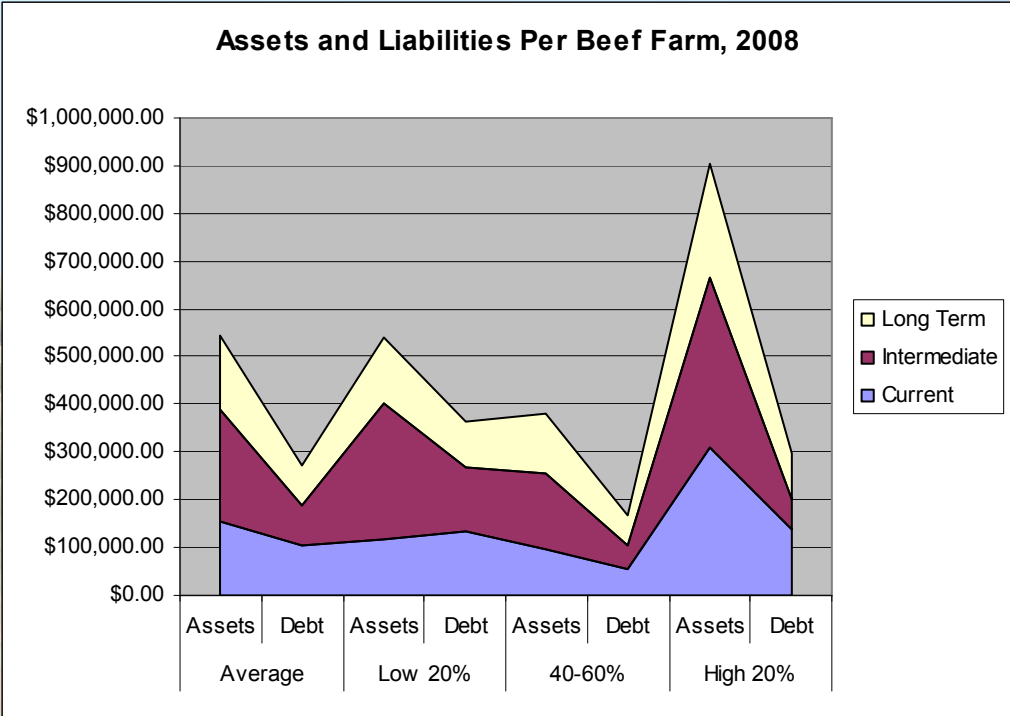
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Comparing the State Average financial picture with low through high profit ranches.



How does this chart compare to your ranch?

Operator and Labor Information
North Dakota Farm Business Management Education Program
Beef Farm Report, 2008
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms	Low 20%	40 - 60%	High 20%
Number of farms	43	8	8	9
Operator Information				
Average number of operators	1.0	1.0	1.0	1.1
Average age of operators	40.9	46.8	39.3	43.1
Average number of years farming	16.0	19.3	14.5	19.9
Results Per Operator				
Working capital	52,452	-14,975	41,364	154,215
Total assets (cost)	602,055	629,391	465,793	884,705
Total liabilities	281,194	372,405	173,508	278,060
Net worth (cost)	320,861	256,986	292,286	606,645
Gross farm income	177,219	146,431	112,918	361,866
Total farm expense	167,756	191,994	101,585	299,568
Net farm income from operations	9,463	-45,563	11,333	62,297
Net nonfarm income	27,312	29,203	23,636	25,071
Family living & tax withdrawals	32,637	34,503	22,582	35,968
Total acres owned	921.5	550.1	645.7	1,632.0
Total crop acres	708.7	908.1	408.5	950.5
Crop acres owned	258.1	84.4	157.2	499.9
Crop acres cash rented	396.0	778.7	246.9	442.5
Crop acres share rented	54.6	45.0	4.4	8.1
Total pasture acres	2,074.7	3,017.9	1,281.4	2,970.3

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What is the Average Return per cow?

This data is based on 23 out of 43 farms in Adult Farm/Ranch Management Education that grossed over 70% of their total income from beef sales.

	Quantity	Value
Beef Calves sold (lb)	211.4	\$220.62
Transferred out (lb)	320.8	\$324.42
Cull sales		\$132.85
Butchered		0.66
Other income		\$9.05
Purchased		-90.14
Transferred in		-68.28
Inventory change		-68.60
Gross margin		\$460.59

Direct Expenses		
Protein Vit Minerals (lb.)	92.8	\$17.50
Creep / Starter (lb.)	122.8	\$12.33
Complete Ration (lb.)	217.9	\$13.06
Corn Silage (lb.)	753.5	\$7.74
Hay, Alfalfa (lb.)	107.2	\$2.96
Hay, Grass (lb.)	5,207.2	\$132.00
Pasture (aum)	5.6	\$92.66
Other feed stuffs (lb)	187.3	\$5.05
Veterinary		\$21.16
Supplies		9.81
Fuel & oil		26.57
Repairs		27.69
Custom hire		4.14
Livestock leases		5.02
Marketing		4.86
Operating interest		10.53
Total direct expenses		\$393.06
Return over direct expense		\$67.52

Overhead Expenses		
Hired labor		4.23
Farm insurance		7.68
Utilities		9.18
Interest		10.37
Mach & bldg depreciation		16.07
Miscellaneous		10.82
Total overhead expenses		58.36
Total dir & ovhd expenses		\$451.42
Net return		\$9.17
Labor & management charge		\$48.17
Net return over lbr & mgt		\$-39.00

Cost of Production Per Cwt. Produced		
Total direct expense per unit		\$73.85
Total dir & ovhd expense per unit		84.82
With other revenue adjustments		100.85
With labor and management		109.90
Est. labor hours per unit		4.72

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