

Highlights from the 2013 North Dakota Region 4 Averages

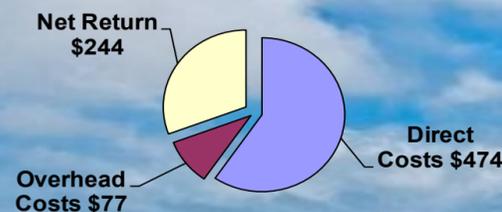
Overview for Region 4

Overall most farmers and ranchers ND. A growing season short on a growing degree days made harvest- ing late season crops very difficult. 2013. Due to outstanding prices, the were very strong and early spring On average, sunflowers, HRS average net return per cow in- moisture allowed most crops to wheat, winter wheat, corn and soy- moisture allowed many of these crops to give due to higher feed and pasture a reasonably good return per acre costs. In 2013 the average expense and soybean acreage continued to even though commodity prices were per cow was \$551 as compared to increase in the western region of much lower than in 2012. \$450 in this region 5 years ago.

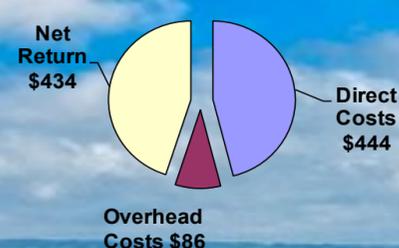
2013 Crop Yields and Returns on Cash Rented Land

	Spring Wheat	Winter Wheat	Corn Grain	Soybeans	Oil Sunflower	Alfalfa/ Grass Hay
Yield per acre	45.72 bu	50.21 bu	96 bu	27.37 bu	15.5 cwt	1.84 ton
Gross Income per acre	\$309.31	\$327.77	\$374.34	\$342.68	\$351.31	\$116.28
Direct Expense per acre	\$212.86	\$213.97	\$289.65	\$212.83	\$242.87	\$55.83
Total Expense per acre	\$253.66	\$250.45	\$346.00	\$248.96	\$280.27	\$79.54
Net Return per acre	\$55.65	\$77.32	\$28.35	\$93.73	\$71.04	\$36.73
Cost per Unit Produced	\$5.55	\$4.99	\$3.60	\$9.09	\$18.04	\$43.11

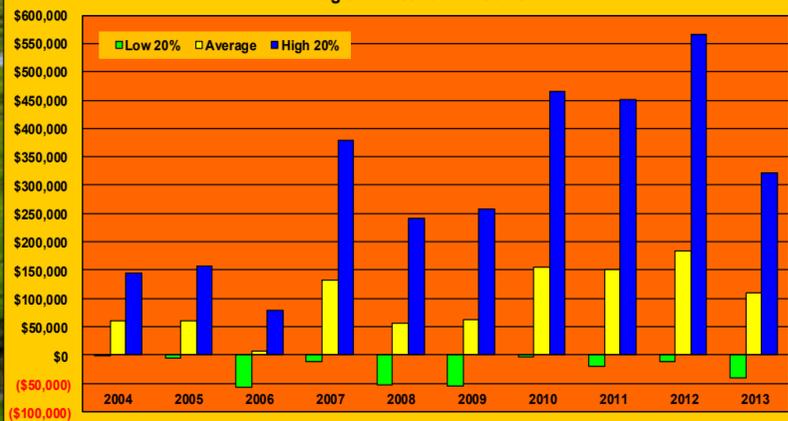
Average Farms



Costs & Returns per Beef Cow for Region 4



Region 4 Net Farm Income



The average net farm income for 2013 was \$110,311 compared to \$183,363 in 2012. Net farm income is calculated on the accrual basis and is the amount of income available for family living, term debt principal payments, and new investments. Non-farm income is also available to accomplish these goals and in 2013 non-farm earnings averaged \$52,696.

For more details check out the website at finbin.umn.edu.

More Highlights from the 2013 North Dakota Farm and Ranch Business Management Averages

Beef Production in North Dakota for 2013

Cow-Calf Herds

The average weaning weight for 2013 was 541 pounds which was 14 pounds higher than the 527 pounds recorded in 2012.

Net Return per Cow:

Average	\$241.87
Low 20%	\$10.71
High 20%	\$406.05

Beef Backgrounding

The average beef backgrounding program added 126 pounds per head in 2013 compared to 154 pounds in 2012.

Net Return per cwt produced:

Average	\$52.20
Low 20%	-\$40.46
High 20%	\$104.95

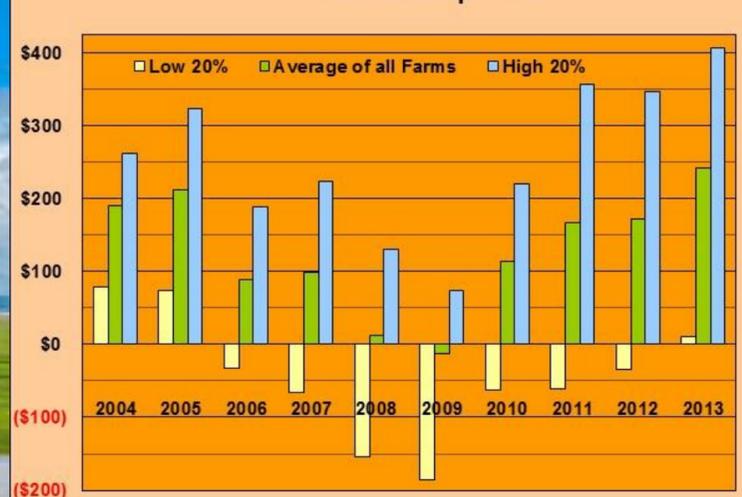
The average price received for calves sold directly off the cows was \$175.13 in 2013 compared to \$157.34 in 2012.

Feed cost per cow went up from \$322.83 in 2012 to \$349.43 in 2013.

The average sales price in 2013 was \$162.65 compared to \$143.56 in the previous year.

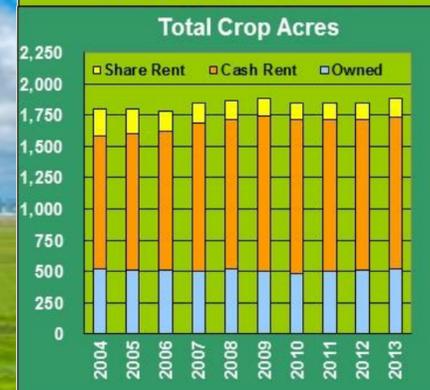
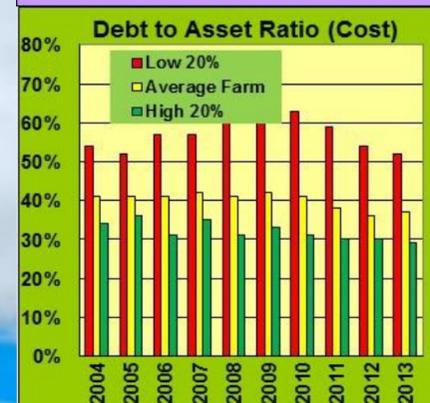
The average farm fed 11.7 lbs of feed per lb of gain, with 4.41 lbs of that being concentrates. This resulted in an average daily gain of 1.44 lbs.

Net Return per Cow



For More Information

If you would like a complete averages book or additional information please contact your local Farm and Ranch Business Management Education Program or the North Dakota Agricultural Education Supervisor at (701) 328-3162. You can also find more detailed information by checking out our website at www.ndfarmmanagement.com or the Finbin website at www.finbin.umn.edu.

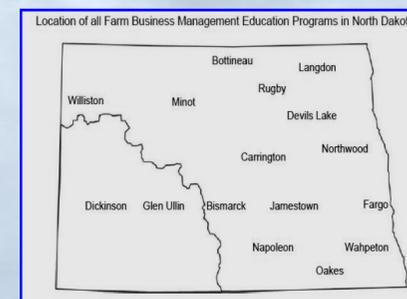


Our Mission

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

North Dakota Farm & Ranch Business Management Education Programs

Highlights from the 2013 North Dakota Averages



ND FARM MANAGEMENT EDUCATION



Nonfarm Income

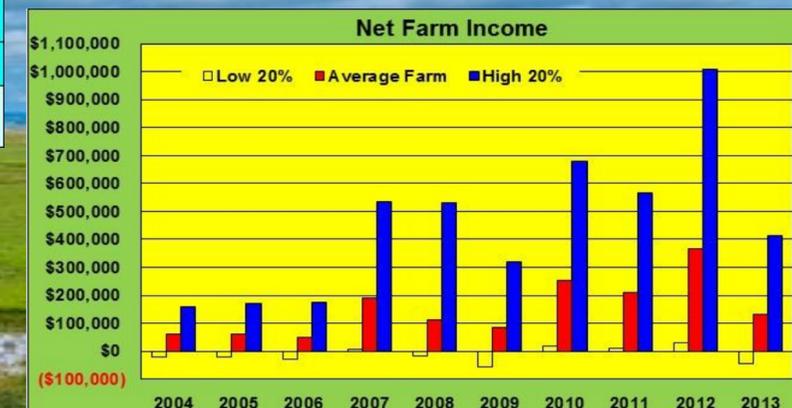
The average nonfarm income for 2013 for the farms enrolled in the North Dakota Farm and Ranch Business Management Programs was \$33,183 compared to \$36,637 in 2012.



Average farm profit for the 527 farms that were included in the 2013 North Dakota Farm and Ranch Business Management Report was \$133,466 compared to the record \$367,317 in 2012. Median net farm income, probably a better measure of the typical farm, was \$91,650, compared to \$239,455 in 2012 and \$145,570 in 2011.

A wet spring prevented planting on 3.74 million acres or about 17 percent of North Dakota's annually cropped ground. Crop insurance payments helped to offset lost crop revenue but crop profitability was down sharply because of lower grain prices and costs which averaged about eight percent higher per acre than the previous year. Yields were mixed. They were below average for two major crops, corn and soybeans, but higher for small grains. Spring wheat had a record yield. Although soybean and wheat profit was solid it was less than one-half of last year. The swing in corn was dramatic, plunging to a \$40 per acre loss from a \$358 per acre profit in 2012. High prices propelled the beef cow-calf enterprise to \$242 per cow profit.

Farm financial measures were much lower than last year but current assets averaged twice that of current liabilities and there was sufficient capacity to make scheduled term principal and interest payments. Rate of return on equity averaged 5.4 percent and rate of return on assets was 4.8% compared to the previous five year average of 17.7 and 12.7 percent, respectively.



Net farm income is the amount of income available for family living, term debt principal payments, and new investments. The average farm size was 2581 acres, of which 699 were pasture. The average farmer was 45.2 years of age and has farmed for 21.3 years.

Highlights from the 2013 Red River Valley Averages

Overview

This report includes information from 234 farmers enrolled in the Farm Business Management Programs in the Red River Valley. These programs are located in North Dakota and Minnesota.

In 2013 the average farmer was 46 years of age, had farmed for 22 years, and farmed 1659 acres. This average farmer spent \$806,992 for inputs in the local community.

In 2013 net farm income for the 234 farms averaged \$61,749 which was a decrease of \$474,973 from 2012. The decrease in net farm income was caused by lower yields and prices along with higher input costs.

The average operating expense ratio was 82.6% in 2013 compared to 55.4% in 2012.

The term debt coverage ratio for 2013 was .38 with a capital replacement margin of -\$102,639 compared with \$426,494 in 2012. The average debt-to-asset ratio was 37%.

2013 Crop Yields and Returns on Cash Rented Land

Hard Red Spring Wheat

The average yield for 2013 was 68 bushels per acre compared to 64 bushels in 2012.

Net Return per acre:

Average	\$29.85
Low 20%	-\$97.85
High 20%	\$112.48

The average HRSW price was \$6.49/bushel vs \$8.46 in 2012. The average farm also received \$4.45/acre of crop insurance.

Corn

Year	Bu/acre	Net Return
2007	131 bu	\$140.54
2008	155 bu	\$132.49
2009	132 bu	-\$47.95
2010	149 bu	\$223.91
2011	115 bu	\$154.78
2012	145 bu	\$331.42
2013	131 bu	-\$62.04

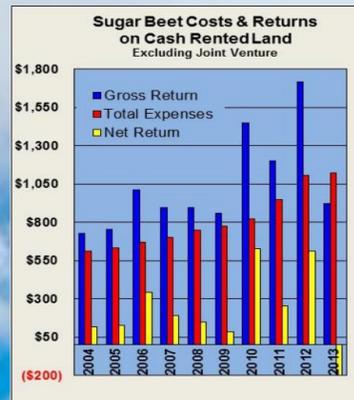
The average price for corn was \$4.10 per bushel vs \$6.40 in 2012. The average farm collected \$43.13 of crop insurance per acre.

Soybeans

The average yield for soybeans in 2013 was 34 bushels per acre, down 6 bushels from last year.

Soybeans returned \$78.99 per acre compared to \$278.90 last year

The average price for soybeans was \$12.53/bu compared to \$13.97 in 2012. Soybeans also had an average of \$12.95/A of crop insurance.



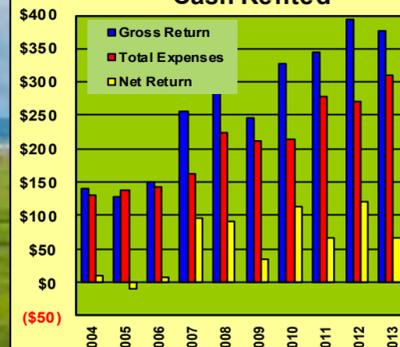
Summary of Cash Flows

Gross Farm Income	\$1,122,746
Non Farm Income	\$22,187
Total Cash Farm Exp.	\$806,992
Income Taxes	\$40,923
Family Living	\$93,345
Investing	\$282,274
Money Borrowed	\$562,834
Principal Payments	\$475,679

Overview for Region 2

The North Central region of North Dakota saw a decrease in net farm income this past year. The average farm profit for 162 farms enrolled in the area Farm and Ranch Business Management Education Programs was \$169,771, a 56% decrease from 2012. Lower farm profits were the result of a combination of factors. A continued increase was seen in gross farm income but with commodity prices lower the average value of farm production decreased by \$148,216 (18%) and average working capital decreased by \$90,989 (23%). Yields for most crops were excellent. Leading the list of profitable crops were pinto beans, barley, soybeans, canola and spring wheat. The average farm consisted of 1915.2 crop acres and 350.3 acres pasture and rangeland. The average farm operator was 43.8 years of age and had been in farming 20.3 years reflecting a trend towards younger producers becoming involved in production agriculture.

HRSW Costs & Returns on Cash Rented



Highlights from the 2013 North Dakota Region 2 Averages

2013 Crop Yields and Returns on Cash Rented Land

Barley

The average barley yield was 71.82 compared to 71.69 in 2012.

Net Return per Acre:

Average	\$153.40
Low 20%	\$ 6.66
High 20%	\$259.00

The average enterprise value for barley was \$6.18/bu.

HRS Wheat

The average HRSW yield was 60.16 compared to 47.34 in 2012.

Net Return per Acre:

Average	\$66.57
Low 20%	-\$22.62
High 20%	\$172.10

The average enterprise value for HRSW was \$6.18/bu.

Soybeans

The average soybean yield was 33.29 compared to 32.08 in 2012.

Net Return per Acre:

Average	\$109.61
Low 20%	-\$19.00
High 20%	\$274.13

The average enterprise value for soybeans was \$12.26/bu.

Canola

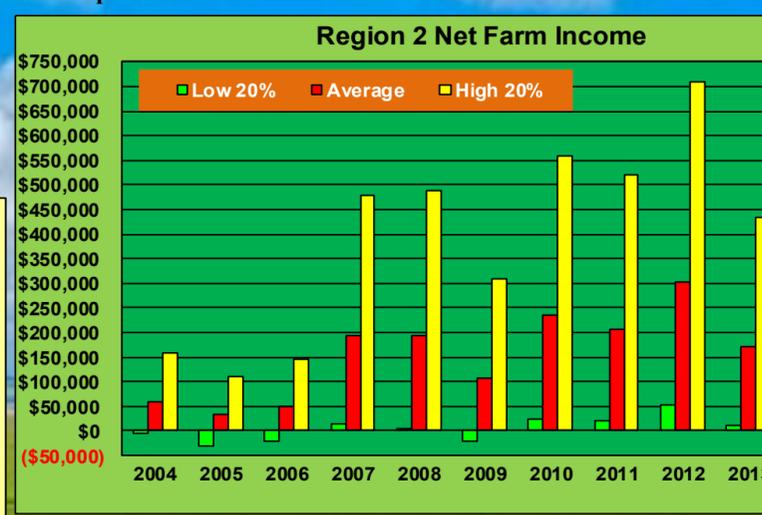
The average canola yield was 20.16 cwt/A compared to 13.61 in 2012.

Net Return per Acre:

Average	\$99.52
Low 20%	-\$59.20
High 20%	\$223.48

Avg. enterprise value-\$20.93/cwt.

The net income per cow in Region 2 was \$258.86, an increase of \$93.96 per cow over the 2012 net return of \$165.40. The average net income per back-grounded calf increased from \$18.02 per head in 2012 to \$51.06 per head in 2013.



Net farm income is the amount of income available for family living, term debt principal payments, and new investments.

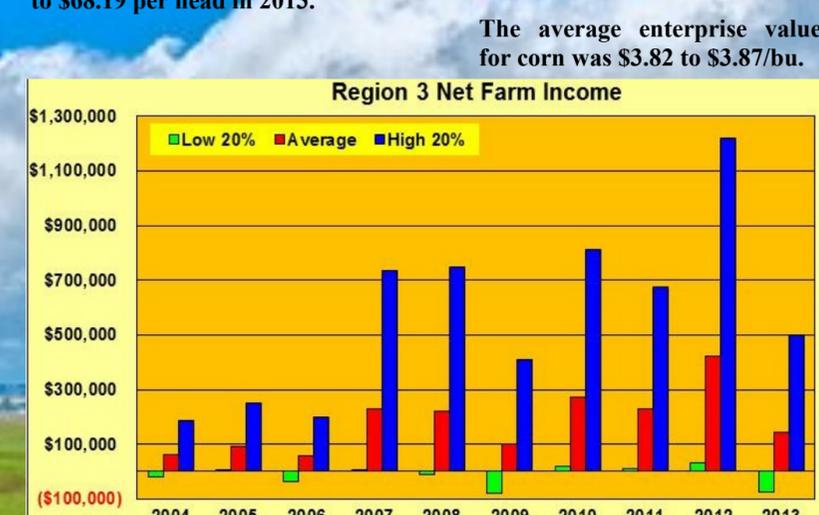
Highlights from the 2013 North Dakota Region 3 Averages

Overview for Region 3

The south central region of North Dakota had a less profitable year than 2012. The average profit for the 146 farms enrolled in the area Farm and Ranch Business Management Programs was \$143,105 and was 66% less than the average profit of \$421,735 generated in 2012. The average farm consisted of 1952 crop acres and 571 acres of pasture or rangeland. The average farm operator was 46.2 years of age and had been farming for 22.7 years.

The farm profits were affected by a combination of lower crop prices and lower crop yields for many producers. Leading the list of profitable crops were pinto beans, barley and soybeans.

The net income per cow in the region was \$229.46, an increase of \$41.31 per cow over 2012's net return of \$188.15. The average net income per backgrounded calf increased from \$27.96 per head in 2012 to \$68.19 per head in 2013.



Net farm income is the amount of income available for family living, term debt principal payments, and new investments.

2013 Region 3 Crop Yields and Returns

Barley

The average yield for barley was 74.08 bushels per acre compared to 71.69 bushels in 2012.

Net Return per acre on cash rented land was \$192.38 with an average rent cost of \$62.69/acre.

The average enterprise value for barley was \$6.55 per bu on rented and \$6.25 on owned land.

Corn

The average yield for corn grain was 110.6 bushels per acre which was 20.16 bushels less than the 130.82 bushels in 2012.

Net Return/Acre (cash rented):

Average	-\$49.84
Low 20%	-\$194.04
High 20%	\$ 99.96

The average enterprise value for corn was \$3.82 to \$3.87/bu.

Soybeans

The average yield for soybeans in 2013 was 32.01 bushels per acre compared to 36.31 bushels in 2012 on cash rented land.

Net Return per Acre:

Average	\$ 99.00
Low 20%	-\$40.90
High 20%	\$205.89

The average enterprise value for soybeans was \$12.32/bu.

Pinto Beans

The average yield for pinto beans in 2013 was 19.77 cwt per acre compared to 20.04 cwt in 2012.

Net Return/Acre for the average farm on cash rented ground was \$311.64.

The average enterprise value for pinto beans in 2013 was \$35.39/cwt on cash rented land.

