

MN West College  
**WESTLAND FARM BUSINESS MANAGEMENT**  
Grant/Traverse Counties



## **2021 Analysis Summary**



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***Attached are the Averages for  
Westland Farm Business Management  
In Barrett, MN***

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***Averages books and summaries for:***

***Red River Valley***

***Northern Minnesota***

***Southern Minnesota***

***West Central Minnesota***

***Can be found at:***

***<https://agcentric.org/what-we-do/education-training/farm-business-management/annual-fbm-reports/>***

***Click on the menu button and then find 2021 Reports***

**2021**

***Local Westland FBM Crop Summary***

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**Rented Land**

<b>Crop</b>	<b>Average Yield</b>	<b>Production Costs</b>	<b>Production Costs less gov't payment</b>
Corn.....	183.44 bu.....	\$3.71.....	\$3.58
Soybeans.....	47.00 bu.....	\$8.94.....	\$8.80
Wheat.....	67.47 bu.....	\$7.09.....	\$6.55

**Owned Land**

<b>Crop</b>	<b>Average Yield</b>	<b>Production Costs</b>	<b>Production Costs less gov't payment</b>
Corn.....	189.03 bu.....	\$3.36.....	\$3.04
Soybeans.....	49.41 bu.....	\$7.71.....	\$7.16
Wheat.....	72.76 bu.....	\$5.63.....	\$5.15

## State Livestock Summary 2020

Dairy Finishing /Cwt	
Net Return	\$ 7.44
Average Daily Gain	2.42
Average Purchase weight	469
Average Sales Weight	1424
Average Feed Cost/Hd	\$ 769.59
Average Purchase Price/Hd	\$ 550.25
Average Sales Price/CWT	\$ 107.20

Dairy/Cow	
Milk Sold (lbs)	25285.00
Net Return	\$ 207.96
Total Direct & Overhead	
Expense/Cwt	\$ 14.38
Average Number of Cows	282.6
Feed Cost/CWT of Milk	\$ 9.59
Average Milk Price	\$ 18.41

Dairy Replacement Heifers/ HD	
Net Return	\$ (335.63)
Total Direct Expense	\$ 808.61
Total Direct & Overhead	\$ 913.13
Feed Cost	\$ 879.00
Death Loss	3.40

Beef Cow Calf/Cow	
Net Return	\$ (98.72)
Weaning Percentage	87.90
Average Weaning Weight	529
Feed Cost/Cow	564.72

Finish Beef/CWT	
Net Return	9.19
Average Daily Gain	2.51
Average Purchase Weight	720
Average Sales Weight	1458
Average Feed Cost/Hd	\$ 583.40
Average Purchase Price/CWT	\$ 149.00
Average Sales Price/CWT	\$ 121.82

Hogs Weaning to Finish/CWT Carcass Sold	
Net Return	9.46
Average Daily Gain	1.34
Average Purchase Weight	14
Average Sales Weight	269
Average Feed Cost/Hd	92.45
Average Purchase Price/Hd	41.83
Average Sales Price/CWT	93.88

## **Observations from 2021 Westland FBM Annual Report and 2022 Cashflows:**

### **Overall thoughts on 2021:**

1. 2021 was a year of rising corn and soybean prices driven by different weather events.
2. Draught was a major story locally. The summer was extremely dry for most of the area. Late summer (August) there started to be more rain for most of the Westland FBM area. October turned extremely wet around Herman and west.
3. Wind storms were also a major issue late in the growing season. Corn was laid flat and was difficult to harvest in some areas.
4. Even though the weather was challenging, yields for the most part were outstanding. Much better than anyone anticipated. Once individuals started combining, they were not sure where all of the bushels came from.
5. The trade war with China and Co-Vid 19 were still factors in the market place early in the year. As the year wore on, the weather took over as the major factor in the market place.
6. China continued their buying surge of US corn and soybeans. This began after the November 2020 election and continued through 2021.
7. South America experiencing a draught was also a major driver of commodity prices.
8. The last of the Co-Vid 19 pandemic government payments came in early April. CFAP -3.
9. Many producers took advantage of forgivable PPP loans that were offered to businesses in 2021. There were two rounds and were forgivable and non-taxable. These were offered by the Federal Government in response to the pandemic effects on the market place from 2020 to 2021. Typical amount of each loan was \$20,832.
10. Most farmers saw an accrual gain on crop that was not priced as of January 1, 2021.
11. The 2021 analysis saw gains much better than anticipated in the 2021 cashflows. These gains were mostly because of the accrual gain in 2020 grain that was marketed higher than anticipated on the cashflow, more government money (PPP & CFAP-3), higher prices & better yields than anticipated on the cash flow.
12. MNDAK had a much better year. Sugar prices were strong, yields were good, and extraction from the rebuilt plant seem to lead to better payments. Still hard for the sugarbeets to compete with the profitability of corn with much less input expense and labor.
13. The dairies in the area are having an effect as more individuals in the group are raising corn silage and some alfalfa. Individuals are looking for the manure as a cheaper source of fertilizer.

### **Referring to Net Comparison's page in the Westland Summary Book**

1. Gross Farm Income is the highest level (\$657,766) it has been since 2013.
2. Net Cash Farm Income is at the highest level (\$128,106) since 2014.
  - a. This is the cash available to pay family living, taxes, and make principle payments in the year.
  - b. \$64,644 of that money was from government payments (PPP, CFAP, & WHiP)
  - c. Still a big percentage of income is from government payments as has been for the last 4 years.
3. Inventory Change (\$108,043) is the largest since 2012.
  - a. More grain held in the bin as prices were rising at the end of the year.

- b. There are also issues getting new machinery because of the same issue. Consequently more equipment is getting used longer and being fixed instead of replaced.
- 5. Government payments per acre were down \$30 per acre.
- 6. Going into 2022, fertilizer is up sharply. \$230-\$250/acre is common if fertilizer was not bought before October.

### **Soybeans on Owned and Rented Land**

1. Yields were up 1.69 bpa from 2020 (48.41 bpa).
  - a. Right on the 5 year average of 48.28 bpa
2. Net return per acre was up \$50.43/acre compared to 2020.
  - a. Net return was \$169.20/acre which is the highest since 2012.
  - b. Net Return however was dwarfed by the net return on corn.
  - c. A lot of soybeans were sold out of the field while prices were over \$11.00/bushel.
  - d. Soybeans still on hand at the end of the year and not contracted were priced at \$13.00/bushel.
  - e. Average priced received by the producers ranged from \$11.00 to \$13.30/bushel.
  - f. Dryness in South America and Chinese demand has raised prices.
3. Cost for raising soybeans has increased \$18.81/acre from 2020 to 2021
  - a. Repairs were up \$5.00/acre
  - b. Fertilizer costs were up \$6.00/acre
  - c. Land Rent were up \$7.00/acre.
4. The number of acres of seed and edible bean acres among the group was down this past year.
  - a. However profitability of the edible bean acres grown was up in 2021.
  - b. Net return on Kidney and Navy beans in 2021 was similar to the corn return per acre.
5. Government payments on Soybean acres was down dramatically from 2020.
  - a. There were \$70.97 of government payments in 2020 and \$9.68 in 2021 per acre.
  - b. PPP money and CFAP was not included in the 2021 government payments.
  - c. Other farm income = CSP payments.
  - d. Government payment for 2022 crop was only the PLC payment for wheat base acres.

### **Wheat on Owned and Rented land**

1. Wheat had a much better year in 2022. Yield and price were up.
  - a. Wheat yield of 67.38 was the highest since 2017.
  - b. Yield was 15 bushel better than 2020.
  - c. Price was up \$3.35/bushel from the 2020 analysis.
2. Lack of profitability has eroded the number of acres among the group over the years.
3. Net return of \$121.39/acre was the highest since 2012.
  - a. Net return was up \$127.76/acre from 2020.
4. The dry weather was excellent for the yield and quality of the wheat crop.
5. Expenses were up for growing wheat from 2020 \$13/acre.
6. Wheat return per acre was still below return for corn and soybeans.

- b. Big difference from 2012 is that most of this grain was priced at end of the year or in early 2022.
  - c. More grain held again because of increased profitability and rising prices.
- 4. Net operating profit (Net cash Income + Inventory change) (\$260,852) up for the second year in a row.
  - a. Highest the operating profit has been since 2012.
  - b. Input suppliers have noticed and expenses will be up in 2022.
  - c. Working capital has rebounded and is at it's best levels since 2012 for most producers.
  - d. Machinery, parts, and land prices have gone in price as the year has gone on.
- 5. Land Rent both the median and average cost per acre was up.
  - a. Average was \$211.10 up from \$193.86 in 2020.
  - b. Median was \$178.82 up from \$168.66 in 2020.
  - c. Median is the middle of all the reported cost per acre (listed)
  - d. Average can be skewed by acres at too high or low compared to the majority of producers.
- 6. Net Worth change was double what it was in 2020 (\$288,693 compared to \$144,309).
  - a. Government payments were \$64,644 of that increase.
- 7. Term debt coverage (4.92) rose to the highest level since 2012.
  - a. Term debt coverage is the ability of the business to repay debt.
  - b. Must be above 1.0.
- 8. Family living was up (\$62,008) for a median family of 3.
  - a. Family Living was up as families started doing more activities as the effects of the pandemic started to wane.
- 9. Average of the producer in the Westland Farm Business Management Group is 47 and been farming for 23 years.

#### **Corn an Owned and Rented Land Reports:**

- 1. Yields were down 4 bushels from 2020.
  - a. Wide variety in yields (227 bpa to 34 bpa) depending on rain and wind.
  - b. Test weights were generally up and the quality of the corn was very good.
- 2. Other crop income is generally CFAP 3 payment.
- 3. Net return on rented ground was \$315.31/acre. Highest return per acre since 2012.
  - a. \$5.49 was the average price received. Unpriced bushels were put on the balance sheet at \$5.90/bushel at the end of the year. Priced bushels were put on the balance sheet at the price they were contracted for.
  - b. Highest average price since 2012.
  - c. Fertilizer was up \$10/acre from 2020. Fertilizer will be up considerably for 2022.
  - d. Overall corn income was up \$254/acre. Expenses were up \$20/acre.
- 4. Repairs were up \$19/acre of raised corn.
  - a. Parts are up as there are supply issues due to workers being out because of the pandemic.

## **Sugarbeets Owned and Rented**

1. Profitability returned to the MNDak Sugarbeet Cooperative after 5 negative years.
2. The crop was good and as a result the producers had to leave 5% in the field.
3. The improvements made in the plant seem to be working. Sugar percentage was up again and sugar extraction rates in the plant are up.
4. Sugarbeet price per ton was up again (\$44/ton) after reaching a low of \$25/ton in 2019.
5. Sugar price continues to rise as with all of the other commodities.
6. Return on a per acre basis (\$253.98) was second only to corn return per acre.
7. Unlike 2020, there was no government payment money that came into boost the return to profitability.
8. Cost of raising an acre of sugar beets rose \$28.17/acre from 2020.
9. Share price has stabilized but because of the profitability of corn and the shortage of labor, there doesn't seem to be any interest of new producers to add sugar beet acres.

## **Finish Cattle**

1. Cattle were more profitable than they have been the last 2 years.

## **Over all Thoughts going into 2022**

1. 2021 has a strong resemblance to 2012 with strong prices and really good yields.
  - a. A big difference from 2012 is the amount of grain that was priced as of January 2022 compared to January 2012. We should not see accrual losses we saw in 2013.
  - b. Input prices have lept up as they did at the end of 2012 going into 2013.
2. Prices have continued to rally as we go farther in to 2022.
  - a. The Ukrainian – Russian war has pushed prices to record levels. Volatility is as much as I have seen in my life time.
  - b. There are excellent opportunities to price 2022 crop at profitable levels if we get average production.
3. There is a wide disparity in fertilizer prices for 2022 crop.
  - a. Producers who booked fertilizer before October have a much lower cost.
  - b. There will be a \$100/acre fertilizer cost difference between the highest and lowest cost producer in the Westland Farm Management group in 2022.
  - c. There will be less soybean acres that will be fertilized next year due to cost.
4. Inflation is alive and well in the agriculture sector.
5. Availability of chemical, parts, and machinery are a concern.
6. Interest rates have crept higher and are one of the concerns going into 2022.
  - a. Most producers have locked in most of their long term loans that were on variable rates.
7. The labor shortage in manufacturing and Co-vid 19 effects have reduced the supply of parts and available new equipment.
  - a. New equipment has gone up considerably and there are long waits to even get the equipment.
  - b. Used equipment has gone up in relation to the absence of new equipment.



- c. Equipment is being repaired instead of new being bought. The repairs however are also quite expensive.
8. Even with the increase in costs of inputs, profitability looks strong for 2022.
9. Rising fuel costs are a concern for all sectors and transportation costs could continue to fuel the inflation.
10. Livestock producers and end users of the commodities are a big concern. We must keep them viable and profitable.
11. Cattle prices have looked favorable however feed cost continue to rise as corn costs continue to rise.
12. Cattle typically have been one to two years behind the commodities in profitability.
13. Discipline continues to be a necessity in these times.
  - a. Costs must be controlled as much as possible.
  - b. Machinery purchases must be done strategically and within the cashflow.
  - c. Purchases to strictly avoid taxes are the quickest ways to get yourself into trouble.
  - d. Remember to figure in the tax consequence for purchases that are not tax deductible (mostly land).
  - e. Working capital must be maintained!
14. We know from experience that this profitability will end. We must prepare and that starts with adequate working capital!
15. How far out to market crop is always a dilemma. Prices are good for 2022 where we have most of our inputs locked in. However for 2023, we cannot lock inputs and while prices look promising, we must not get too carried away until we know what inputs will do.
  - a. Selling a percentage of 2023 production is probably warranted. However, the big unknown is cost of inputs and breakevens of the 2023 crop.
16. Transitioning between generations is huge in the viability of the farm business.
  - a. If your in your mid to late 50's or early 60's...time to get working on it!
  - b. If your older than that, we are past due especially if there is another generation coming to farm.
  - c. I am happy to help you. I have worked with ways that have set the next generation well and some that have made it almost impossible for them to succeed.
  - d. It's a relief for everyone once it is done and in place.
  - e. Ignorance is not bliss for everyone!!
17. It is always my pleasure to work with all of you!
  - a. All of you do your best and a great job under the circumstances that you have.
  - b. We all have strengths and weaknesses. My job is to help you as much as I can to give you the tools to strengthen some of those weakness.
  - c. We cannot control everything and the best we can do is control the things that we can. We need to understand the difference and do the best we can.
18. Have a safe and Profitable 2022!

# Financial Summary - Detail 2021

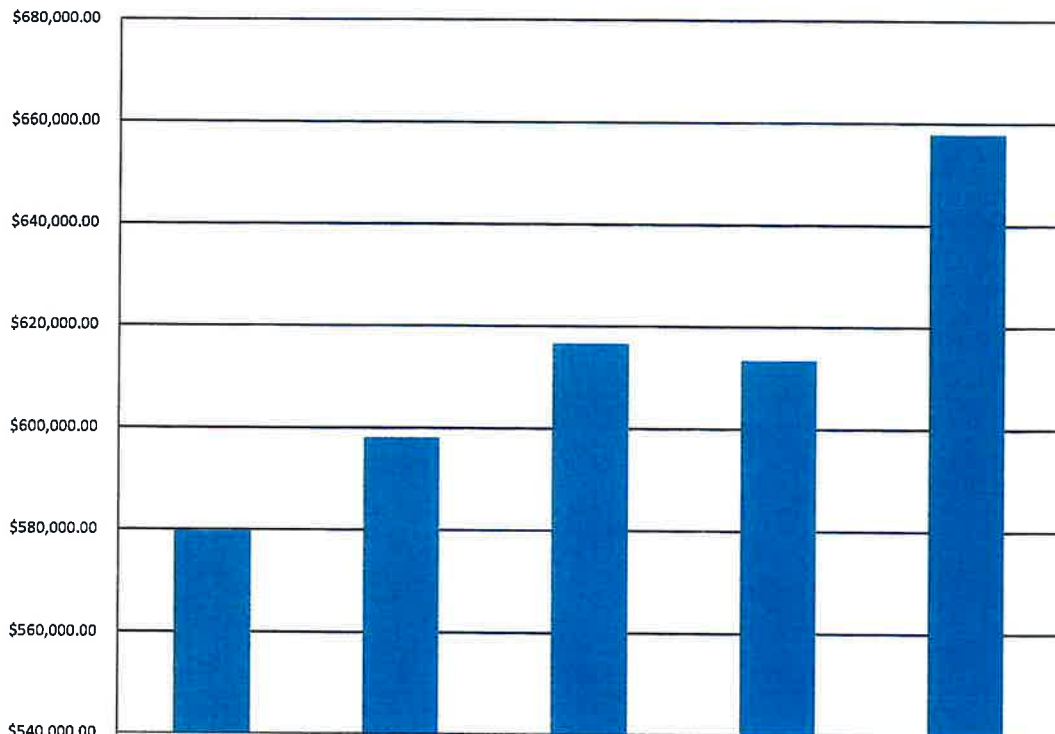
Benchmark Report, 66 Farms

RankEm

	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Gross cash farm income	657,766	66	147,602	255,778	355,144	491,410	627,953	684,507	868,668	1,306,550	2,095,601	3,990,977
Total cash operating expense	448,862	66	3,283,435	1,702,186	1,186,654	768,200	513,723	417,287	361,558	272,006	185,101	97,383
Net cash farm income	128,106	66	-63,686	26,373	60,596	77,647	104,554	158,745	212,920	253,681	338,164	590,884
Inventory change	108,043	66	-127,831	-10,822	27,266	67,192	101,518	156,841	215,573	290,379	425,079	1,193,630
Depreciation	-34,883	66	-305,603	-104,130	-63,278	-56,264	-42,609	-30,536	-20,733	-11,456	-7,127	0
Net farm income from operations	260,852	66	16,072	70,929	111,716	176,292	249,713	299,467	341,250	446,000	545,630	1,669,957
Gain or Loss from capital sales	0	66	-14,977	0	0	0	0	0	689	2,816	8,152	23,178
Net farm income	266,893	66	20,257	74,048	111,716	192,291	250,250	310,988	346,843	446,947	583,171	1,669,957
Rate of return on assets (cost)	12.1	66	0.3	3.7	7.8	10.0	11.4	13.5	16.7	22.6	34.0	57.3
Rate of return on equity (cost)	21.9	66	-1.6	6.4	10.2	13.6	19.4	22.7	29.1	36.6	54.7	101.5
Operating profit margin (cost)	34.2	66	0.6	9.8	22.9	29.7	32.9	35.4	39.4	43.7	47.0	55.2
Asset turnover rate (cost)	41.2	66	16.5	21.3	26.5	32.5	39.4	42.9	55.3	67.2	82.3	149.1
Rate of return on assets (mkt)	9.9	66	0.7	3.9	6.4	8.1	9.4	11.7	13.1	18.7	24.4	49.4
Rate of return on equity (mkt)	18.2	66	-3.5	6.1	8.3	11.0	15.8	21.1	24.9	30.8	51.9	102.6
Operating profit margin (mkt)	30.5	66	1.2	16.1	23.1	26.3	29.8	31.4	34.1	38.0	42.1	48.5
Asset turnover rate (mkt)	37.2	66	10.2	17.4	22.4	27.6	34.9	39.4	49.8	59.5	73.5	144.8
Current ratio	2.30	66	0.84	1.12	1.43	1.62	1.98	2.56	3.17	4.18	6.53	13.50
Working capital	296,123	66	-91,289	34,281	90,697	179,548	262,557	411,558	533,594	691,986	1,136,129	2,343,886
Working capital to revenue ratio	39.4	66	-4.0	6.9	21.4	31.0	36.9	44.2	58.2	69.0	85.5	134.1
Term debt coverage ratio	4.92	66	0.28	2.01	2.46	3.16	4.33	5.20	6.49	9.77	11.35	43.13
Replacement coverage ratio	3.18	66	0.18	1.41	1.64	2.35	2.77	3.23	4.26	5.39	7.70	31.98
Term debt to EBITDA	0.99	66	7.58	3.41	2.36	1.92	1.09	0.83	0.44	0.14	0.04	0.00
Total assets	2,711,151	66	446,578	744,255	1,262,570	1,962,263	2,242,160	3,337,136	4,167,557	5,221,464	6,666,494	21,553,843
Total liabilities	1,043,409	66	12,012,847	3,389,956	2,140,044	1,222,338	1,105,870	954,240	607,669	375,129	234,128	159,736
Net worth	1,478,400	66	186,143	419,902	793,902	1,088,720	1,392,272	1,767,157	2,309,623	3,313,392	4,503,898	10,213,058
Change in retained earnings	279,589	66	-3,809	58,951	88,927	175,323	251,446	312,686	404,374	473,171	673,537	1,724,100
Net worth change	288,693	66	37,682	71,720	95,723	182,535	257,591	311,171	367,877	462,420	817,308	1,574,485
Farm debt to asset ratio	45	66	80	62	56	52	49	45	36	26	20	11
Total debt to asset ratio	42	66	72	58	54	51	45	37	35	25	18	10
Change in earned net worth %	28	66	2	10	14	17	26	30	38	52	70	183
Net nonfarm income	52,498	66	0	1,750	14,587	21,986	46,486	58,602	71,420	80,140	119,096	163,459
Family living / owner withdrawals	62,008	66	165,247	108,569	97,218	79,168	69,198	58,462	51,145	38,240	25,235	0
Income tax (accrued)	3,091	66	48,343	22,974	16,880	9,552	5,120	1,339	0	0	0	0
Farm capital purchases	140,803	66	3,736	18,738	39,741	73,500	109,494	152,622	220,651	342,675	588,625	1,590,739
Total crop acres	726	66	110	346	403	520	675	768	1,027	1,456	1,903	4,011
Crop acres owned	107	66	0	0	0	0	76	144	229	368	610	1,959
Crop acres cash rented	496	66	0	130	226	358	415	555	802	1,089	1,422	2,224
Crop acres share rented	0	66	0	0	0	0	0	0	0	0	0	257
Machinery investment per acre	715	66	2,189	1,568	1,303	1,067	840	639	505	402	206	0

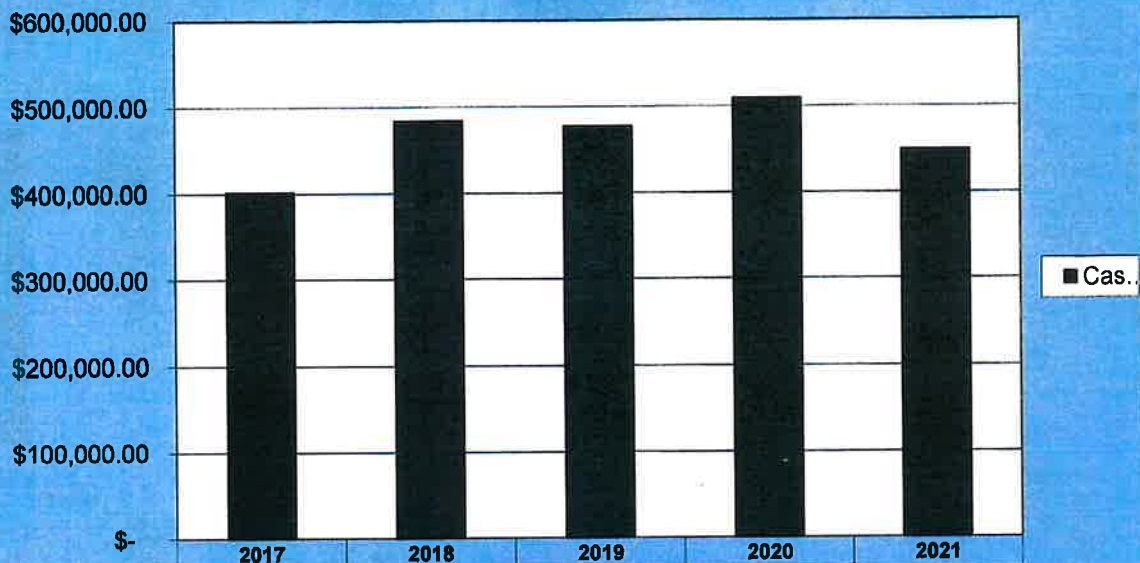
NET COMPARISONS											
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	
Median											
Gross Farm Income	\$ 603,325.00	\$ 683,001.00	\$ 624,859.00	\$ 573,680.00	\$ 577,367.00	\$ 579,585.00	\$ 598,020.00	\$ 616,576.00	\$ 613,402.00	\$ 657,766.00	
Cash Operating Expense	\$ 441,301.00	\$ 522,880.00	\$ 481,681.00	\$ 475,712.00	\$ 435,817.00	\$ 401,417.00	\$ 483,827.00	\$ 476,901.00	\$ 508,752.00	\$ 448,862.00	
Net Cash Farm Income	\$ 128,792.00	\$ 200,470.00	\$ 129,921.00	\$ 94,899.00	\$ 75,484.00	\$ 74,236.00	\$ 60,727.00	\$ 50,945.00	\$ 96,252.00	\$ 128,106.00	
Inventory Change	\$ 287,174.00	\$ (115,888.00)	\$ (65,926.00)	\$ (415.00)	\$ 26,041.00	\$ (27,778.00)	\$ 16,326.00	\$ 10,764.00	\$ 47,570.00	\$ 108,043.00	
Net Op. Profit (Inv. Change)	\$ 415,966.00	\$ 84,582.00	\$ 63,995.00	\$ 94,484.00	\$ 49,443.00	\$ 46,458.00	\$ 77,053.00	\$ 61,709.00	\$ 143,822.00	\$ 260,852.00	
Depreciation	\$ (49,186.00)	\$ (27,780.00)	\$ (40,142.00)	\$ (33,249.00)	\$ (36,917.00)	\$ (38,855.00)	\$ (43,495.00)	\$ (41,617.00)	\$ (43,265.00)	\$ (34,883.00)	
Net Farm Inc. (after Dep)	\$ 366,780.00	\$ 56,802.00	\$ 25,478.00	\$ 28,162.00	\$ 77,146.00	\$ 19,775.00	\$ 49,659.00	\$ 40,084.00	\$ 109,368.00	\$ 266,893.00	
Net Worth Change (cost)	\$ 298,850.00	\$ 69,624.00	\$ 20,817.00	\$ 17,713.00	\$ 61,759.00	\$ 36,393.00	\$ 56,470.00	\$ 59,660.00	\$ 144,309.00	\$ 288,693.00	
Total Gov't Payments	\$ 40,604.00	\$ 41,481.00		\$ 26,173.00	\$ 26,762.00	\$ 5,418.00	\$ 42,252.00	\$ 62,240.00	\$ 98,654.00	\$ 64,644.00	
Term Debt Coverage Ratio	6.83	0.88	0.27	0.84	1.27	0.72	1.36	1.26	2.36	4.92	
Net Non-Farm Income	\$ 17,780.00	\$ 20,350.00	\$ 24,242.00	\$ 24,082.00	\$ 23,892.00	\$ 24,859.00	\$ 22,109.00	\$ 31,856.00	\$ 43,419.00	\$ 52,498.00	
Family Living/wo Taxes	\$ 52,918.00	\$ 58,091.00	\$ 56,765.00	\$ 53,053.00	\$ 55,176.00	\$ 50,491.00	\$ 55,777.00	\$ 54,650.00	\$ 51,937.00	\$ 62,008.00	
Land Rent/Acre Average	\$ 155.85	\$ 200.00	\$ 189.44	\$ 187.72	\$ 193.86	\$ 201.38	\$ 196.05	\$ 191.62	\$ 194.13	\$ 211.10	
Land Rent/Acre Median	\$	\$ 142.31	\$ 138.49	\$ 158.40	\$ 168.66	\$ 164.31	\$ 163.55	\$ 147.80	\$ 172.55	\$ 178.82	
Machinery Investment/Acre	\$ 358.00	\$ 482.00	\$ 677.00	\$ 665.00	\$ 656.00	\$ 687.00	\$ 698.00	\$ 672.00	\$ 622.00	\$ 592.00	

### Gross Farm Income



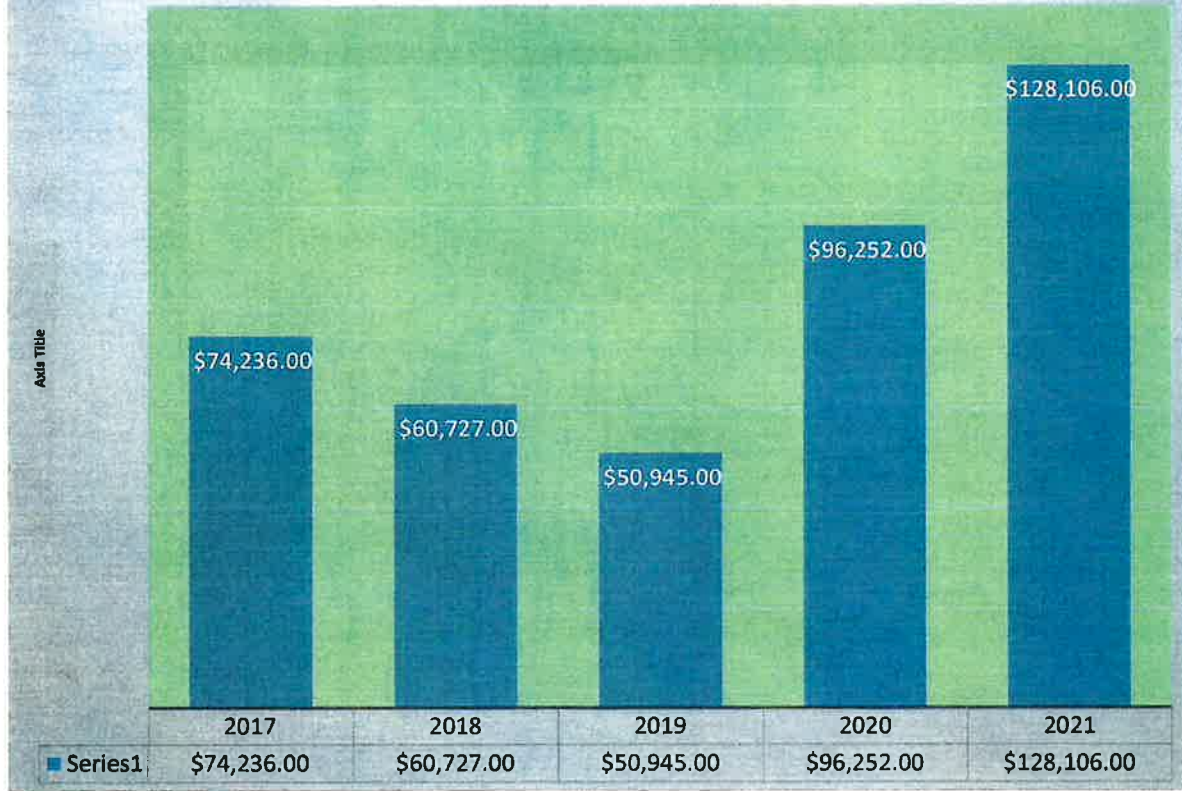
■ Gross Farm Income	2017	2018	2019	2020	2021
	\$579,685.00	\$598,020.00	\$616,576.00	\$613,402.00	\$657,766.00

### Cash Operating Expenses

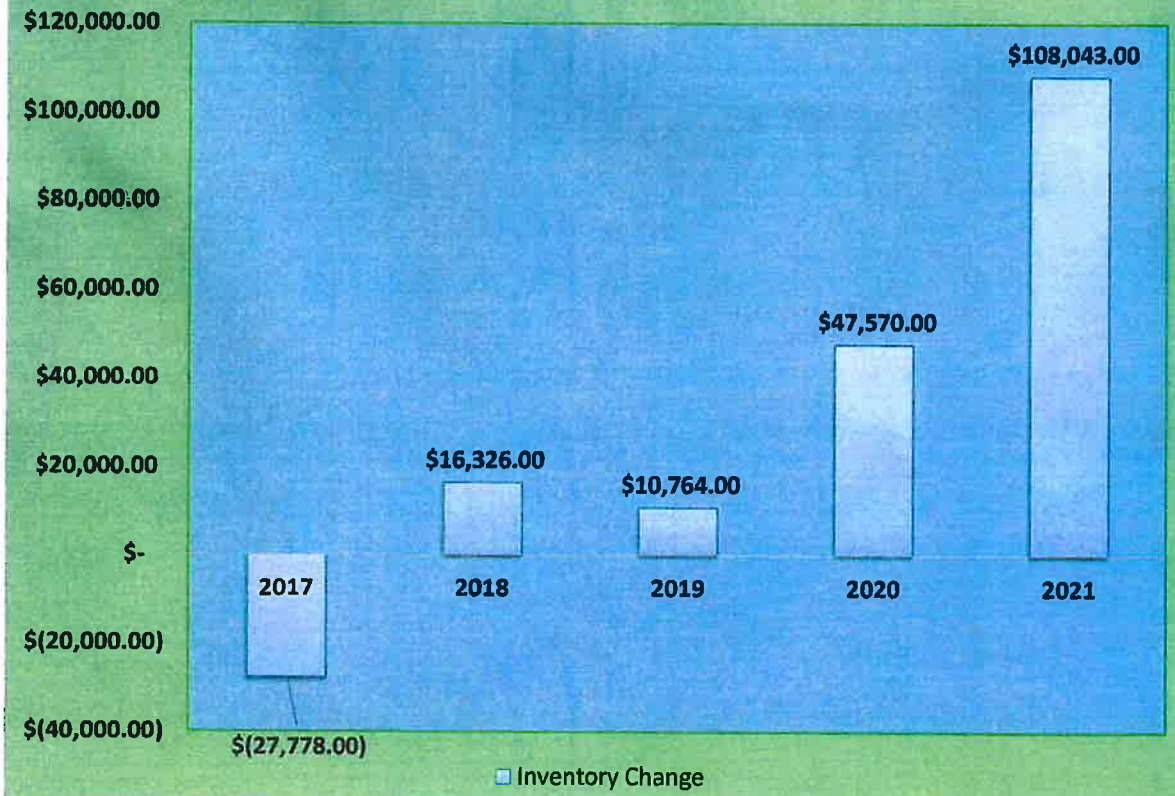


■ Cash Operating Expenses	2017	2018	2019	2020	2021
	\$401,417.00	\$483,827.00	\$476,901.00	\$508,752.00	\$448,862.00

### Net Farm Cash Income

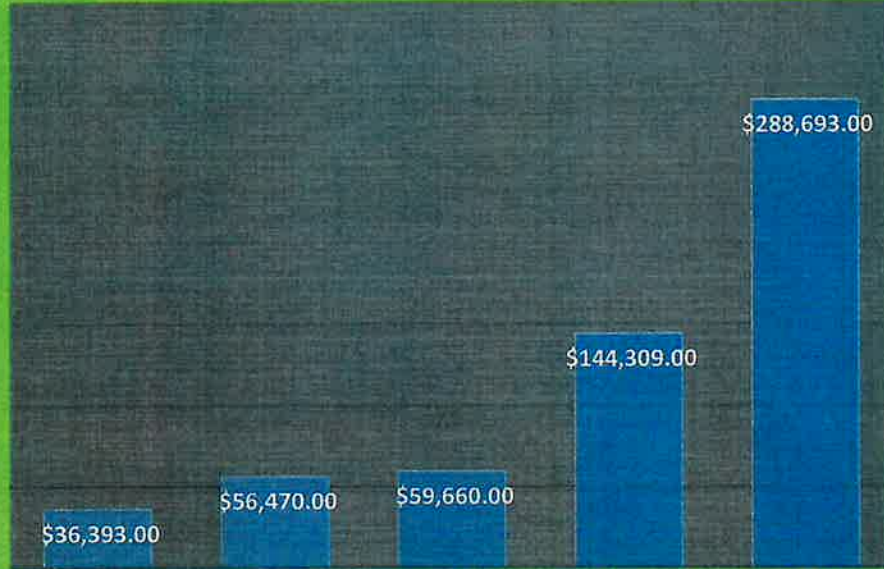


### Inventory Change



### AVE. NET WORTH CHANGE (COST)

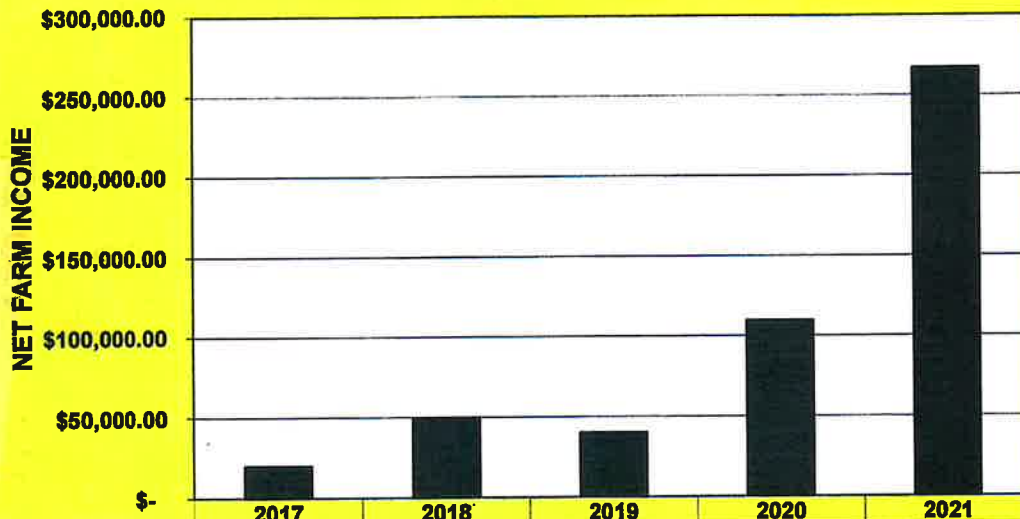
AVE. NET WORTH CHANGE (COST)



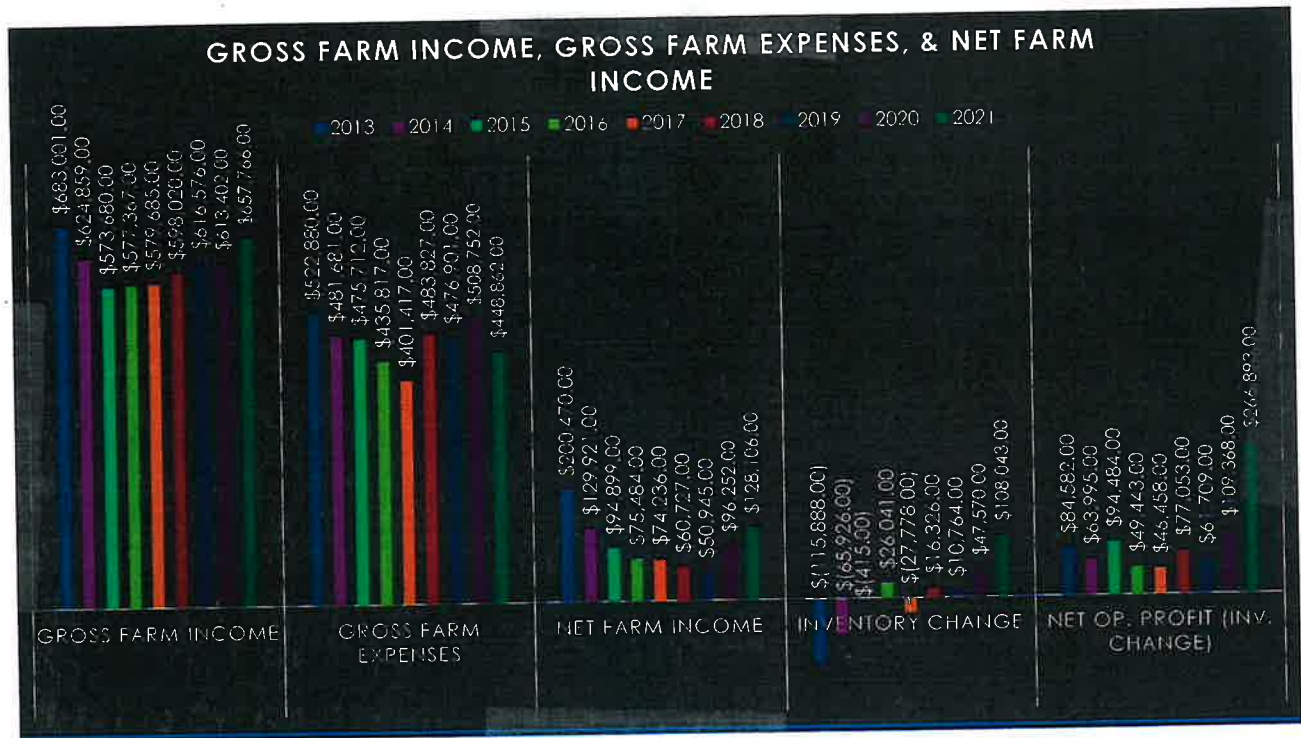
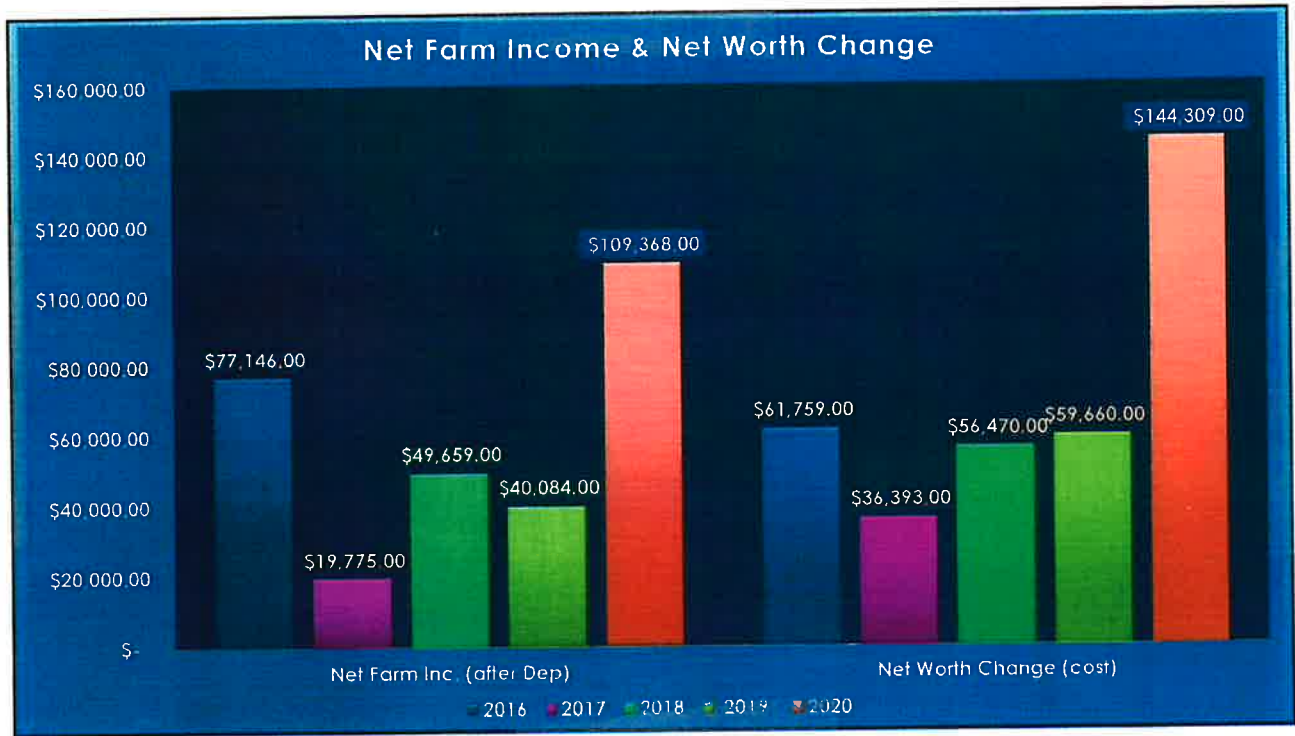
Series1	2017	2018	2019	2020	2021
Series1	\$36,393.00	\$56,470.00	\$59,660.00	\$144,309.00	\$288,693.00

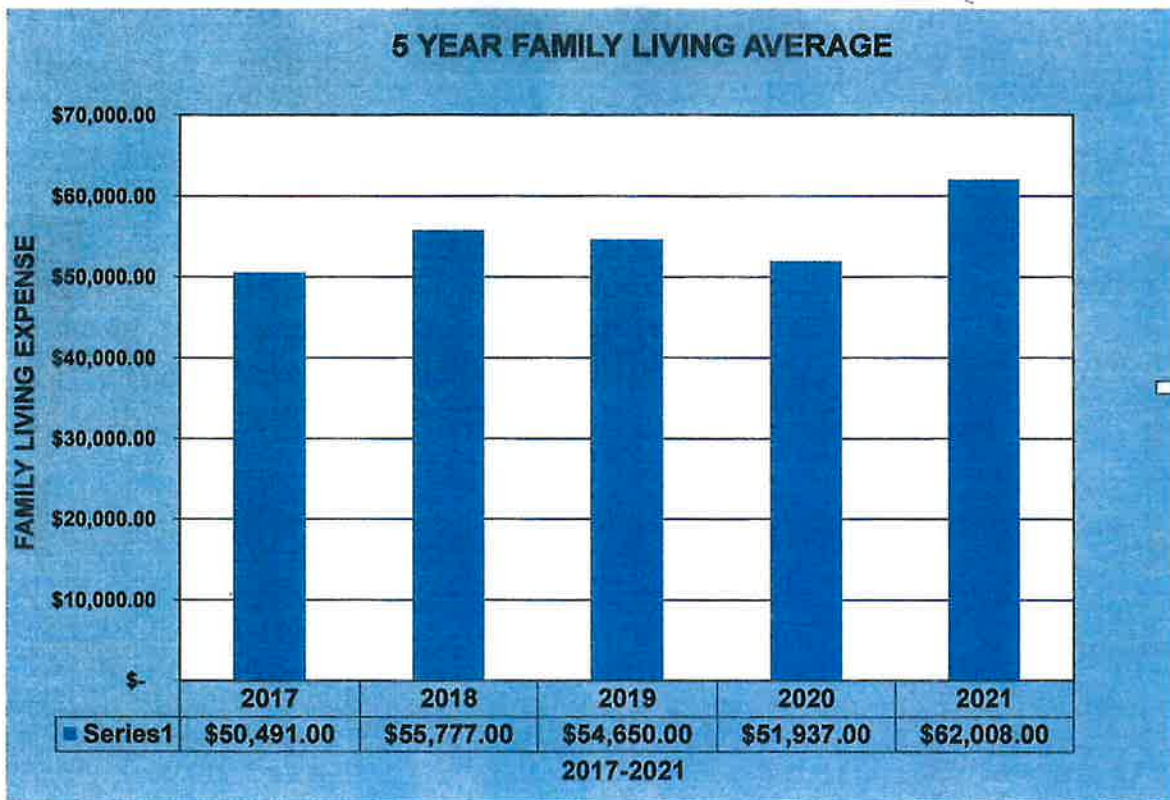
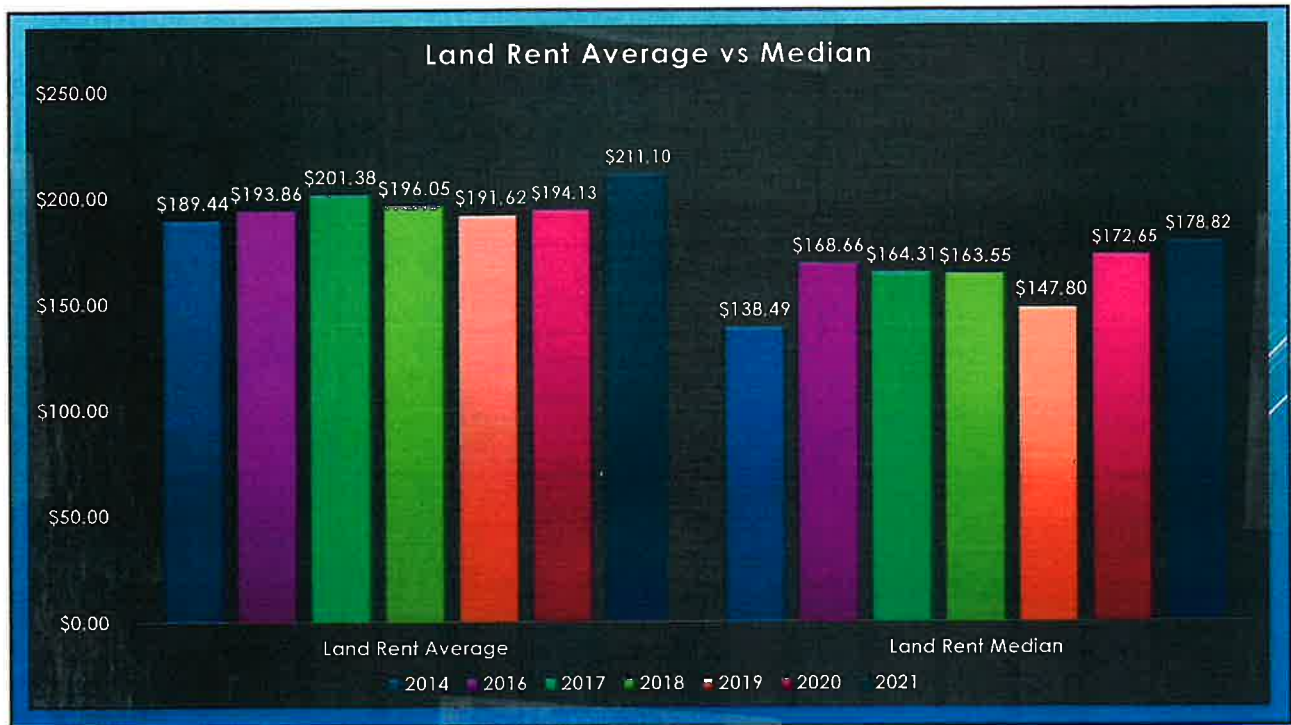
2017-2021

### 5 YEAR AVE. NET FARM INCOME (AFTER DEPRECIATION)

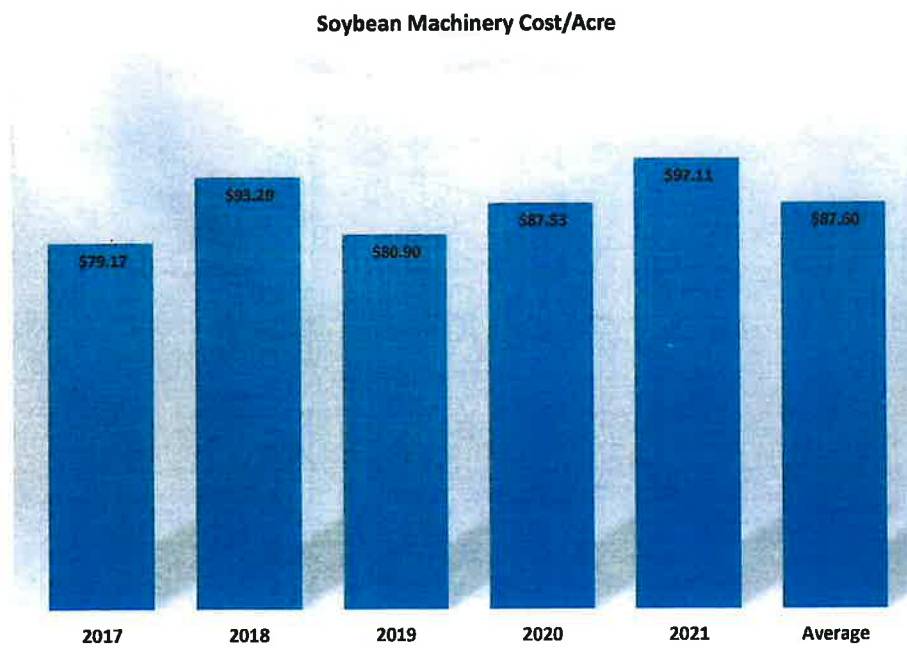
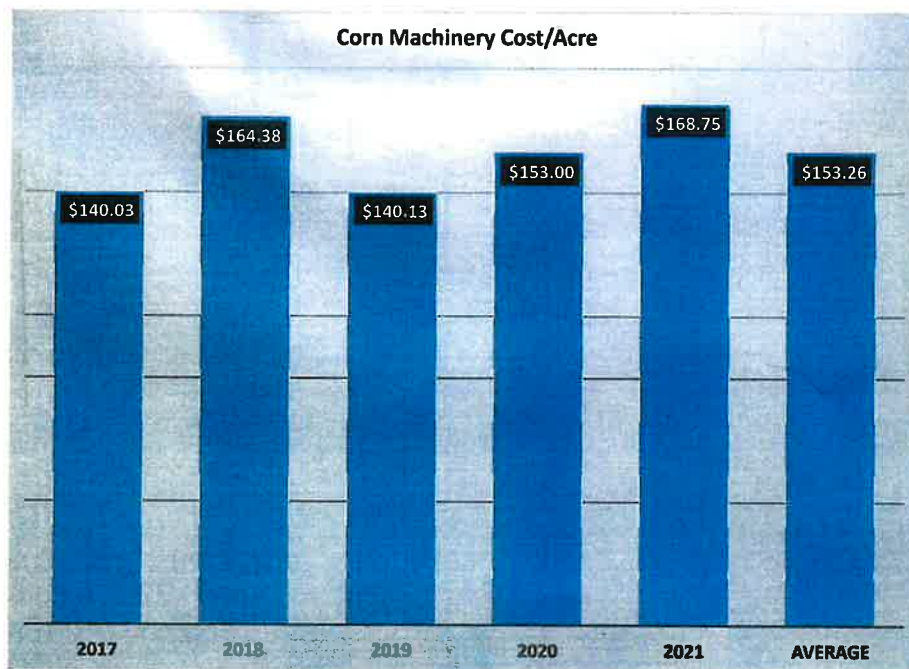
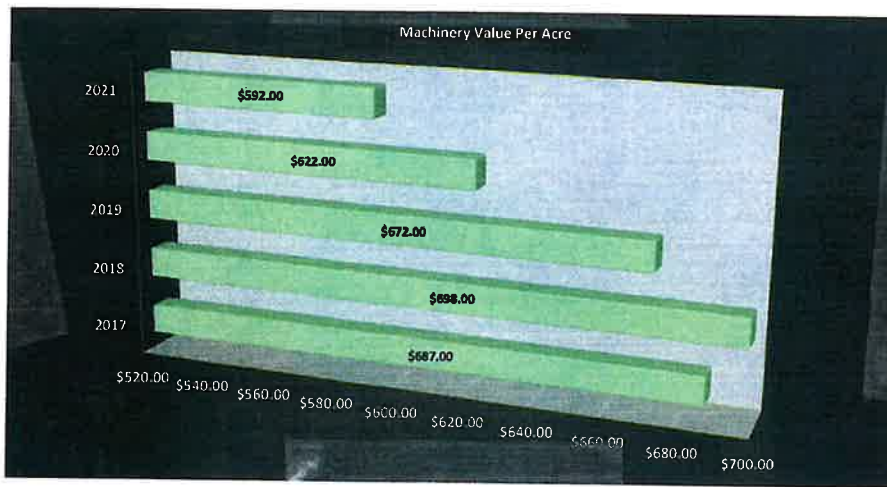


Series1	2017	2018	2019	2020	2021
Series1	\$19,775.00	\$49,659.00	\$40,084.00	\$109,368.00	\$266,893.00











**Financial Summary**  
**Westland, Barrett Area**  
**(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	64	12	13	13
<b>Income Statement</b>				
Gross cash farm income	1,182,947	626,795	740,143	2,890,843
Total cash farm expense	949,701	528,102	560,014	2,356,793
Net cash farm income	233,245	98,692	180,129	534,050
Inventory change	217,962	-5,716	137,384	640,245
Depreciation	-61,219	-27,750	-37,693	-155,467
Net farm income from operations	389,988	65,227	279,821	1,018,828
Gain or loss on capital sales	29,610	-4,794	27	145,673
Average net farm income	419,598	60,433	279,848	1,164,501
Median net farm income	279,369	63,380	268,033	1,229,430
<b>Profitability (cost)</b>				
Rate of return on assets	11.3 %	3.9 %	12.8 %	11.8 %
Rate of return on equity	19.6 %	4.2 %	19.6 %	21.1 %
Operating profit margin	32.0 %	12.4 %	31.8 %	35.0 %
Asset turnover rate	35.5 %	31.6 %	40.1 %	33.7 %
<b>Profitability (market)</b>				
Rate of return on assets	7.7 %	4.5 %	10.1 %	7.4 %
Rate of return on equity	13.3 %	5.7 %	15.8 %	13.4 %
Operating profit margin	26.6 %	18.5 %	30.8 %	26.3 %
Asset turnover rate	29.2 %	24.5 %	32.7 %	28.3 %
<b>Liquidity &amp; Repayment (end of year)</b>				
Current assets	1,260,185	370,439	791,436	3,570,915
Current liabilities	697,374	375,504	363,306	1,917,206
Current ratio	1.81	0.99	2.18	1.86
Working capital	562,811	-5,066	428,130	1,653,709
Change in working capital	265,816	23,329	189,074	756,464
Working capital to gross inc	40.3 %	-0.8 %	49.3 %	46.7 %
Term debt coverage ratio	3.69	1.54	4.09	3.85
Replacement coverage ratio	2.48	0.98	2.43	2.80
Term debt to EBITDA	2.09	2.08	1.47	2.28
<b>Solvency (end of year at cost)</b>				
Number of farms	64	12	13	13
Total assets	4,217,979	1,390,621	2,713,964	10,792,023
Total liabilities	1,884,344	793,577	961,132	5,217,011
Net worth	2,333,636	597,045	1,752,832	5,575,012
Net worth change	512,765	35,308	287,616	1,144,667
Farm debt to asset ratio	48 %	62 %	40 %	50 %
Total debt to asset ratio	45 %	57 %	35 %	48 %
Change in earned net worth %	28 %	6 %	20 %	26 %
<b>Solvency (end of year at market)</b>				
Number of farms	64	12	13	13
Total assets	5,007,858	1,735,162	3,214,125	12,667,753
Total liabilities	2,397,132	855,517	1,225,829	6,758,292
Net worth	2,610,726	879,645	1,988,296	5,909,462
Total net worth change	440,873	56,824	276,533	859,013
Farm debt to asset ratio	51 %	53 %	42 %	55 %
Total debt to asset ratio	48 %	49 %	38 %	53 %
Change in total net worth %	20 %	7 %	16 %	17 %
<b>Nonfarm Information</b>				
Net nonfarm income	56,492	44,030	69,212	30,685
Farms reporting living expenses	24	4	10	3
Total family living expense	71,963	-	78,903	-
Total living, invest, cap. purch	91,689	-	97,812	-
<b>Crop Acres</b>				
Total crop acres	1,225	309	1,018	3,033
Total crop acres owned	306	78	196	881
Total crop acres cash rented	882	204	682	2,152
Total crop acres share rented	37	26	140	-
Machinery value per crop acre	761	1,436	758	662

**Summary Farm Income Statement**  
**Westland, Barrett Area**  
**(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	64	12	13	13
Crop sales	797,860	190,334	586,069	2,039,191
Crop inventory change	153,276	-18,724	115,446	430,587
Gross crop income	951,136	171,609	701,515	2,469,778
Livestock sales	194,333	348,815	12,215	447,841
Livestock inventory change	4,464	6,585	8,590	-3,597
Gross livestock income	198,797	355,400	20,805	444,244
Government payments	80,837	33,429	73,147	186,209
Other cash farm income	109,916	54,217	68,712	217,602
Change in accounts receivable	17,727	-5,144	6,520	64,336
Gain or loss on hedging accounts	-18,583	-2,677	-2,604	-57,268
Change in other assets	12,519	-305	696	-3,712
Gain or loss on breeding lvst	43,485	-906	-	216,180
Gross farm income	1,395,834	605,623	868,791	3,537,368
Cash operating expenses	879,288	501,005	533,438	2,138,513
Change in prepaids and supplies	1,233	-10,877	-14,178	2,413
Change in growing crops	993	-624	1,311	4,839
Change in accounts payable	-1,142	-2,304	1,279	19,916
Depreciation	61,219	27,750	37,693	155,467
Total operating expense	941,591	514,950	559,543	2,321,148
Interest paid	70,413	27,097	26,576	218,280
Change in accrued interest	-6,159	-1,651	2,852	-20,887
Total interest expense	64,254	25,446	29,427	197,392
Total expenses	1,005,846	540,396	588,970	2,518,541
Net farm income from operations	389,988	65,227	279,821	1,018,828
Gain or loss on capital sales	29,610	-4,794	27	145,673
Net farm income	419,598	60,433	279,848	1,164,501

**Depreciation**  
**Westland, Barrett Area**  
**(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	64	12	13	13
Net operating profit	451,207	92,977	317,514	1,174,295
<b>Machinery and Equipment</b>				
Ending inventory	554,230	290,725	420,647	1,225,072
Capital sales	18,501	24,523	10,014	35,631
Beginning inventory	516,687	272,462	371,501	1,180,423
Capital purchases	108,546	64,234	91,654	219,441
Depreciation, capital adjust.	-52,502	-21,448	-32,494	-139,160
<b>Titled Vehicles</b>				
Ending inventory	73,102	39,878	47,826	122,078
Capital sales	1,938	269	926	3,890
Beginning inventory	70,209	38,280	50,508	111,960
Capital purchases	12,174	6,479	3,442	25,952
Depreciation, capital adjust.	-7,343	-4,612	-5,199	-11,943
<b>Buildings and Improvements</b>				
Ending inventory	350,214	157,722	224,535	616,863
Capital sales	-	-	-	-
Beginning inventory	320,512	158,294	224,535	526,367
Capital purchases	31,076	1,117	-	94,859
Depreciation, capital adjust.	-1,374	-1,690	-	-4,363
Total depreciation, capital adj.	-61,219	-27,750	-37,693	-155,467
Net farm income from operations	389,988	65,227	279,821	1,018,828
Gain or loss on capital sales	29,610	-4,794	27	145,673
Net farm income	419,598	60,433	279,848	1,164,501

**Profitability Measures**  
**Westland, Barrett Area**  
**(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	64	12	13	13
<b>Profitability (assets valued at cost)</b>				
Net farm income from operations	389,988	65,227	279,821	1,018,828
Rate of return on assets	11.3 %	3.9 %	12.8 %	11.8 %
Rate of return on equity	19.6 %	4.2 %	19.6 %	21.1 %
Operating profit margin	32.0 %	12.4 %	31.8 %	35.0 %
Asset turnover rate	35.5 %	31.6 %	40.1 %	33.7 %
Farm interest expense	64,254	25,446	29,427	197,392
Value of operator lbr and mgmt.	48,483	47,115	38,316	64,545
Return on farm assets	405,759	43,559	270,932	1,151,675
Average farm assets	3,576,383	1,113,933	2,121,648	9,754,093
Return on farm equity	341,504	18,112	241,504	954,283
Average farm equity	1,742,970	429,308	1,232,053	4,514,659
Value of farm production	1,269,597	351,759	850,847	3,290,391

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	64	12	13	13
<b>Profitability (assets valued at market)</b>				
Net farm income from operations	321,383	86,577	271,090	732,440
Rate of return on assets	7.7 %	4.5 %	10.1 %	7.4 %
Rate of return on equity	13.3 %	5.7 %	15.8 %	13.4 %
Operating profit margin	26.6 %	18.5 %	30.8 %	26.3 %
Asset turnover rate	29.2 %	24.5 %	32.7 %	28.3 %
Farm interest expense	64,254	25,446	29,427	197,392
Value of operator lbr and mgmt.	48,483	47,115	38,316	64,545
Return on farm assets	337,154	64,909	262,201	865,287
Average farm assets	4,352,622	1,435,233	2,603,379	11,622,018
Return on farm equity	272,900	39,463	232,774	667,895
Average farm equity	2,053,038	688,019	1,469,553	4,989,080
Value of farm production	1,269,597	351,759	850,847	3,290,391

**Liquidity & Repayment Capacity Measures**  
**Westland, Barrett Area**  
**(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	64	12	13	13
<b>Liquidity</b>				
Current ratio	1.81	0.99	2.18	1.86
Working capital	562,811	-5,066	428,130	1,653,709
Working capital to gross inc	40.3 %	-0.8 %	49.3 %	46.7 %
Current assets	1,260,185	370,439	791,436	3,570,915
Current liabilities	697,374	375,504	363,306	1,917,206
Gross revenues (accrual)	1,395,834	605,623	868,791	3,537,368
<b>Repayment capacity</b>				
Net farm income from operations	389,988	65,227	279,821	1,018,828
Depreciation	61,219	27,750	37,693	155,467
Personal income	56,492	44,030	69,212	30,685
Family living/owner withdrawals	-80,823	-68,843	-86,416	-75,384
Cash discrepancy	0	-	-	-
Payments on personal debt	-4,914	-4,531	-4,007	-5,076
Income taxes paid	-9,779	-3,540	-10,463	-12,624
Interest on term debt	46,447	15,072	40,938	111,087
Capital debt repayment capacity	458,631	75,164	326,778	1,222,984
Scheduled term debt payments	-124,202	-48,872	-79,915	-317,277
Capital debt repayment margin	334,429	26,292	246,863	905,707
Cash replacement allowance	-60,762	-27,473	-54,639	-119,109
Replacement margin	273,667	-1,181	192,225	786,598
Term debt coverage ratio	3.69	1.54	4.09	3.85
Replacement coverage ratio	2.48	0.98	2.43	2.80

**Balance Sheet at Cost Values**  
**Westland, Barrett Area**  
**(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	64	12	13	13
<b>Assets</b>				
<b>Current Farm Assets</b>				
Cash and checking balance	54,910	28,814	99,571	60,779
Prepaid expenses & supplies	68,059	32,135	76,911	131,644
Growing crops	1,711	1,414	2,163	4,152
Accounts receivable	44,993	22,213	37,544	117,731
Hedging accounts	8,789	674	3,783	30,986
Crops held for sale or feed	773,898	122,714	551,216	2,151,410
Crops under government loan	-	-	-	-
Market livestock held for sale	278,828	158,958	18,081	1,071,545
Other current assets	28,997	3,516	2,167	2,668
<b>Total current farm assets</b>	<b>1,260,185</b>	<b>370,439</b>	<b>791,436</b>	<b>3,570,915</b>
<b>Intermediate Farm Assets</b>				
Breeding livestock	234,654	583	-	1,145,427
Machinery and equipment	554,230	290,725	420,647	1,225,072
Titled vehicles	73,102	39,878	47,826	122,078
Other intermediate assets	88,544	22,885	39,853	297,071
<b>Total intermediate farm assets</b>	<b>950,530</b>	<b>354,071</b>	<b>508,326</b>	<b>2,789,649</b>
<b>Long Term Farm Assets</b>				
Farm land	1,174,363	262,009	707,980	3,191,844
Buildings and improvements	350,214	157,722	224,535	616,863
Other long-term assets	70,366	22,943	21,936	54,083
<b>Total long-term farm assets</b>	<b>1,594,944</b>	<b>442,673</b>	<b>954,452</b>	<b>3,862,790</b>
<b>Total Farm Assets</b>	<b>3,805,659</b>	<b>1,167,183</b>	<b>2,254,213</b>	<b>10,223,354</b>
<b>Total Nonfarm Assets</b>	<b>412,321</b>	<b>223,438</b>	<b>459,750</b>	<b>568,670</b>
<b>Total Assets</b>	<b>4,217,979</b>	<b>1,390,621</b>	<b>2,713,964</b>	<b>10,792,023</b>
<b>Liabilities</b>				
<b>Current Farm Liabilities</b>				
Accrued interest	21,538	6,552	13,851	64,343
Accounts payable	29,715	18,479	26,623	71,772
Current notes	562,431	312,559	271,694	1,587,585
Government crop loans	-	-	-	-
Principal due on term debt	83,689	37,915	51,138	193,506
<b>Total current farm liabilities</b>	<b>697,374</b>	<b>375,504</b>	<b>363,306</b>	<b>1,917,206</b>
<b>Total intermediate farm liabs</b>	<b>291,355</b>	<b>89,769</b>	<b>84,867</b>	<b>1,094,935</b>
<b>Total long term farm liabilities</b>	<b>837,578</b>	<b>261,729</b>	<b>452,311</b>	<b>2,140,803</b>
<b>Total farm liabilities</b>	<b>1,826,307</b>	<b>727,003</b>	<b>900,483</b>	<b>5,152,944</b>
<b>Total nonfarm liabilities</b>	<b>58,037</b>	<b>66,574</b>	<b>60,649</b>	<b>64,067</b>
<b>Total liabilities</b>	<b>1,884,344</b>	<b>793,577</b>	<b>961,132</b>	<b>5,217,011</b>
<b>Net worth (farm and nonfarm)</b>	<b>2,333,636</b>	<b>597,045</b>	<b>1,752,832</b>	<b>5,575,012</b>
<b>Net worth change</b>	<b>512,765</b>	<b>35,308</b>	<b>287,616</b>	<b>1,144,667</b>
<b>Percent net worth change</b>	<b>28 %</b>	<b>6 %</b>	<b>20 %</b>	<b>26 %</b>
<b>Ratio Analysis</b>				
Current farm liabilities / assets	55 %	101 %	46 %	54 %
Intermediate farm liab. / assets	31 %	25 %	17 %	39 %
Long term farm liab. / assets	53 %	59 %	47 %	55 %
<b>Total debt to asset ratio</b>	<b>45 %</b>	<b>57 %</b>	<b>35 %</b>	<b>48 %</b>



**Balance Sheet at Market Values**  
**Westland, Barrett Area**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	64	12	13	13
<b>Assets</b>				
<b>Current Farm Assets</b>				
Cash and checking balance	54,910	28,814	99,571	60,779
Prepaid expenses & supplies	68,059	32,135	76,911	131,644
Growing crops	1,711	1,414	2,163	4,152
Accounts receivable	44,993	22,213	37,544	117,731
Hedging accounts	8,789	674	3,783	30,986
Crops held for sale or feed	773,898	122,714	551,216	2,151,410
Crops under government loan	-	-	-	-
Market livestock held for sale	278,828	158,958	18,081	1,071,545
Other current assets	28,997	3,516	2,167	2,668
<b>Total current farm assets</b>	<b>1,260,185</b>	<b>370,439</b>	<b>791,436</b>	<b>3,570,915</b>
<b>Intermediate Farm Assets</b>				
Breeding livestock	250,605	583	-	1,222,350
Machinery and equipment	872,964	412,099	736,865	1,897,166
Titled vehicles	107,219	50,817	73,486	166,155
Other intermediate assets	114,030	37,421	60,139	313,027
<b>Total intermediate farm assets</b>	<b>1,344,817</b>	<b>500,920</b>	<b>870,490</b>	<b>3,598,697</b>
<b>Long Term Farm Assets</b>				
Farm land	1,560,452	443,355	842,828	4,240,945
Buildings and improvements	357,295	159,479	225,356	631,222
Other long-term assets	71,351	22,943	21,936	54,083
<b>Total long-term farm assets</b>	<b>1,989,098</b>	<b>625,777</b>	<b>1,090,119</b>	<b>4,926,249</b>
<b>Total Farm Assets</b>	<b>4,594,100</b>	<b>1,497,135</b>	<b>2,752,045</b>	<b>12,095,861</b>
<b>Total Nonfarm Assets</b>	<b>413,757</b>	<b>238,026</b>	<b>462,079</b>	<b>571,892</b>
<b>Total Assets</b>	<b>5,007,858</b>	<b>1,735,162</b>	<b>3,214,125</b>	<b>12,667,753</b>
<b>Liabilities</b>				
<b>Current Farm Liabilities</b>				
Accrued interest	21,538	6,552	13,851	64,343
Accounts payable	29,715	18,479	26,623	71,772
Current notes	562,431	312,559	271,694	1,587,585
Government crop loans	-	-	-	-
Principal due on term debt	83,689	37,915	51,138	193,506
<b>Total current farm liabilities</b>	<b>697,374</b>	<b>375,504</b>	<b>363,306</b>	<b>1,917,206</b>
<b>Total intermediate farm liabs</b>	<b>291,355</b>	<b>89,769</b>	<b>84,867</b>	<b>1,094,935</b>
<b>Total long term farm liabilities</b>	<b>837,578</b>	<b>261,729</b>	<b>452,311</b>	<b>2,140,803</b>
<b>Total farm liabilities</b>	<b>1,826,307</b>	<b>727,003</b>	<b>900,483</b>	<b>5,152,944</b>
<b>Total nonfarm liabilities</b>	<b>58,037</b>	<b>66,574</b>	<b>60,649</b>	<b>64,067</b>
<b>Total liabs excluding deferreds</b>	<b>1,884,344</b>	<b>793,577</b>	<b>961,132</b>	<b>5,217,011</b>
<b>Total deferred liabilities</b>	<b>512,788</b>	<b>61,940</b>	<b>264,697</b>	<b>1,541,280</b>
<b>Total liabilities</b>	<b>2,397,132</b>	<b>855,517</b>	<b>1,225,829</b>	<b>6,758,292</b>
<b>Retained earnings</b>	<b>2,333,636</b>	<b>597,045</b>	<b>1,752,832</b>	<b>5,575,012</b>
<b>Market valuation equity</b>	<b>277,090</b>	<b>282,600</b>	<b>235,464</b>	<b>334,450</b>
<b>Net worth (farm and nonfarm)</b>	<b>2,610,726</b>	<b>879,645</b>	<b>1,988,296</b>	<b>5,909,462</b>
<b>Net worth excluding deferreds</b>	<b>3,123,514</b>	<b>941,585</b>	<b>2,252,993</b>	<b>7,450,742</b>
<b>Net worth change</b>	<b>440,873</b>	<b>56,824</b>	<b>276,533</b>	<b>859,013</b>
<b>Percent net worth change</b>	<b>20 %</b>	<b>7 %</b>	<b>16 %</b>	<b>17 %</b>
<b>Ratio Analysis</b>				
Current farm liabilities / assets	55 %	101 %	46 %	54 %
Intermediate farm liab. / assets	22 %	18 %	10 %	30 %
Long term farm liab. / assets	42 %	42 %	41 %	43 %
Total debt to asset ratio	48 %	49 %	38 %	53 %
Debt to assets excl deferreds	38 %	46 %	30 %	41 %

**Statement Of Cash Flows**  
**Westland, Barrett Area**  
**(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	64	12	13	13
Beginning cash (farm & nonfarm)	59,163	22,263	70,597	68,241
<b>Cash Provided By Operating Activities</b>				
Gross cash farm income	1,182,947	626,795	740,143	2,890,843
Total cash farm expense	-949,701	-528,102	-560,014	-2,356,793
Net cash from hedging transactions	-20,881	-2,553	-3,378	-63,210
Cash provided by operating	212,364	96,139	176,752	470,840
<b>Cash Provided By Investing Activities</b>				
Sale of breeding livestock	190	-	-	-
Sale of machinery & equipment	19,191	19,665	9,644	38,675
Sale of titled vehicles	1,809	333	1,323	3,506
Sale of farm land	37,664	-	-	184,780
Sale of farm buildings	-	-	-	-
Sale of other farm assets	874	-	-	20
Sale of nonfarm assets	166	-	171	646
Purchase of breeding livestock	-3,753	-906	-	-14,037
Purchase of machinery & equip.	-108,546	-64,234	-91,654	-219,441
Purchase of titled vehicles	-12,174	-6,479	-3,442	-25,952
Purchase of farm land	-150,555	-78,417	-31,289	-99,336
Purchase of farm buildings	-31,076	-1,117	-	-94,859
Purchase of other farm assets	-7,835	-6,250	-2,832	-22,370
Purchase of nonfarm assets	-10,569	-6,366	-25,796	-5,176
Cash provided by investing	-264,614	-143,770	-143,875	-253,544
<b>Cash Provided By Financing Activities</b>				
Money borrowed	608,134	229,528	241,347	1,697,899
Principal payments	-614,401	-142,672	-207,850	-1,872,681
Personal income	56,492	44,030	69,212	30,685
Family living/owner withdrawals	-80,823	-68,843	-86,416	-75,384
Income and social security tax	-9,779	-3,540	-10,463	-12,624
Capital contributions	5,506	-	-	27,105
Capital distributions	-474	-2,529	-	-
Dividends paid	-	-	-	-
Cash gifts and inheritances	99,119	217	4,872	2,192
Gifts given	-3,567	-	-	-17,544
Other cash flows	-	-	-	-
Cash provided by financing	60,208	56,190	10,702	-220,351
Net change in cash balance	7,958	8,560	43,579	-3,055
Ending cash (farm & nonfarm)	67,120	30,823	114,176	65,186
Discrepancy	0	-	-	-

**Financial Standards Measures**  
**Westland, Barrett Area**  
**(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	64	12	13	13
<b>Liquidity</b>				
Current ratio	1.81	0.99	2.18	1.86
Working capital	562,811	-5,066	428,130	1,653,709
Working capital to gross inc	40.3 %	-0.8 %	49.3 %	46.7 %
<b>Solvency (market)</b>				
Farm debt to asset ratio	51 %	53 %	42 %	55 %
Farm equity to asset ratio	49 %	47 %	58 %	45 %
Farm debt to equity ratio	1.04	1.11	0.73	1.24
<b>Profitability (cost)</b>				
Rate of return on farm assets	11.3 %	3.9 %	12.8 %	11.8 %
Rate of return on farm equity	19.6 %	4.2 %	19.6 %	21.1 %
Operating profit margin	32.0 %	12.4 %	31.8 %	35.0 %
Net farm income	419,598	60,433	279,848	1,164,501
EBITDA	515,461	118,423	346,941	1,371,687
<b>Repayment Capacity</b>				
Capital debt repayment capacity	458,631	75,164	326,778	1,222,984
Capital debt repayment margin	334,429	26,292	246,863	905,707
Replacement margin	273,667	-1,181	192,225	786,598
Term debt coverage ratio	3.69	1.54	4.09	3.85
Replacement coverage ratio	2.48	0.98	2.43	2.80
<b>Efficiency</b>				
Asset turnover rate (cost)	35.5 %	31.6 %	40.1 %	33.7 %
Operating expense ratio	63.1 %	80.4 %	60.1 %	61.2 %
Depreciation expense ratio	4.4 %	4.6 %	4.3 %	4.4 %
Interest expense ratio	4.6 %	4.2 %	3.4 %	5.6 %
Net farm income ratio	27.9 %	10.8 %	32.2 %	28.8 %

**Crop Production and Marketing Summary**  
**Westland, Barrett Area**  
**(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	64	12	13	13
<b>Acreage Summary</b>				
Total acres owned	329	130	199	1,011
Total crop acres	1,225	309	1,018	3,033
Crop acres owned	306	78	196	881
Crop acres cash rented	882	204	682	2,152
Crop acres share rented	37	26	140	-
Total pasture acres	17	-	-	77
Percent crop acres owned	25 %	25 %	19 %	29 %
Mach invest/crop acre cost	488	1,037	437	435
Mach invest/crop acre market	761	1,436	758	662
<b>Average Price Received (Cash Sales Only)</b>				
Corn per bushel	4.29	4.73	4.34	4.22
Soybeans per bushel	11.28	10.84	10.81	11.65
Wheat, Spring per bushel	6.75	-	-	-
<b>Average Yield Per Acre</b>				
Soybeans (bushel)	47.29	41.44	48.16	46.92
Corn (bushel)	185.07	164.45	173.83	189.15
Wheat, Spring (bushel)	61.95	-	49.47	65.62
Sugar Beets (ton)	30.08	-	-	30.37
Hay, Alfalfa (ton)	4.60	-	4.54	-

**Household and Personal Expenses**  
**Westland, Barrett Area**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>
Number of farms	24	10
Average family size	3.1	3.1
<b>Family Living Expenses</b>		
Food and meals expense	10,565	11,598
Medical care	4,035	5,593
Health insurance	4,606	6,458
Cash donations	1,723	2,351
Household supplies	4,288	2,706
Clothing	2,246	2,764
Personal care	1,833	894
Child / Dependent care	62	150
Alimony and child support	238	-
Gifts	3,431	2,653
Education	600	1,395
Recreation	3,761	2,478
Utilities (household share)	2,907	2,587
Personal vehicle operating exp	4,368	3,478
Household real estate taxes	1,051	463
Dwelling rent	641	-
Household repairs	3,757	3,880
Personal interest	1,606	635
Disability / Long term care ins	26	-
Life insurance payments	4,512	6,990
Personal property insurance	437	504
Miscellaneous	15,208	21,179
Total cash family living expense	71,901	78,753
Family living from the farm	63	150
Total family living	71,963	78,903
<b>Other Nonfarm Expenditures</b>		
Income taxes	12,233	10,820
Furnishing & appliance purchases	-	-
Nonfarm vehicle purchases	3,210	2,437
Nonfarm real estate purchases	392	940
Other nonfarm capital purchases	-236	-
Nonfarm savings & investments	4,189	4,863
Total other nonfarm expenditures	19,788	19,059
Total cash family living investment & nonfarm capital purch	91,689	97,812

**Operator and Labor Information**  
**Westland, Barrett Area**  
**(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	64	12	13	13
<b>Operator Information</b>				
Average number of operators	1.1	1.3	1.0	1.2
Average age of operators	46.2	45.1	51.5	50.2
Average number of years farming	21.8	16.9	28.3	28.0
<b>Results Per Operator</b>				
Working capital	496,827	-3,799	428,130	1,386,982
Total assets (market)	4,420,729	1,301,371	3,214,125	10,624,567
Total liabilities	2,116,088	641,638	1,225,829	5,668,245
Net worth (market)	2,304,641	659,733	1,988,296	4,956,323
Net worth excl deferred liabs	2,757,309	706,189	2,252,993	6,249,009
Gross farm income	1,232,184	454,217	868,791	2,966,825
Total farm expense	887,919	405,297	588,970	2,112,325
Net farm income from operations	344,265	48,920	279,821	854,501
Net nonfarm income	49,869	33,023	69,212	25,736
Family living & tax withdrawals	79,980	54,287	96,879	73,813
Total acres owned	290.2	97.3	199.0	847.8
Total crop acres	1,081.1	232.0	1,018.2	2,543.9
Crop acres owned	270.2	58.8	196.2	738.6
Crop acres cash rented	778.3	153.3	682.0	1,805.3
Crop acres share rented	32.6	19.8	140.1	-
Total pasture acres	15.3	-	-	64.5
<b>Labor Analysis</b>				
Number of farms	64	12	13	13
Total unpaid labor hours	2,238	1,808	2,346	2,885
Total hired labor hours	1,250	542	154	4,731
Total labor hours per farm	3,488	2,350	2,500	7,615
Unpaid hours per operator	1,975	1,356	2,346	2,419
Value of farm production / hour	364.04	149.68	340.34	432.07
Net farm income / unpaid hour	174.30	36.07	119.27	353.19
Average hourly hired labor wage	28.59	40.54	24.67	25.97
<b>Partnerships &amp; LLCs</b>				
Number of farms	7	2	-	2
Number of operators	1.9	-	-	-
Owner withdrawals per farm	-	-	-	-
Withdrawals per operator	-	-	-	-

**Nonfarm Summary**  
**Westland, Barrett Area**  
**(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	64	12	13	13
<b>Nonfarm Income</b>				
Personal wages & salary	32,772	34,346	41,826	13,929
Net nonfarm business income	6,372	-	3,307	308
Personal rental income	23	-	115	-
Personal interest income	108	131	75	159
Personal cash dividends	29	-	142	-
Tax refunds	5,310	3,378	8,232	4,890
Other nonfarm income	11,878	6,175	15,514	11,398
Total nonfarm income	56,492	44,030	69,212	30,685
Gifts and inheritances	99,119	217	4,872	2,192
<b>Nonfarm Assets (market)</b>				
Checking & savings	12,210	2,009	14,604	4,407
Stocks & bonds	14,019	392	16,353	9,937
Other current assets	22,086	2,742	80,810	5,774
Furniture & appliances	14,238	11,917	20,885	18,052
Nonfarm vehicles	33,034	25,129	38,958	33,462
Cash value of life ins.	25,509	8,261	22,361	59,294
Retirement accounts	122,003	62,729	103,178	150,879
Other intermediate assets	14,141	-	39,565	3,885
Nonfarm real estate	134,553	124,849	125,365	200,162
Personal bus. investment	16,436	-	-	76,712
Other long term assets	5,528	-	-	9,328
Total nonfarm assets	413,757	238,026	462,079	571,892
<b>Nonfarm Liabilities</b>				
Accrued interest	5	-	0	21
Accounts payable	30	-	-	-
Current notes	1,092	380	1,870	984
Princ due on term debt	4,858	5,074	4,006	4,164
Total current liabilities	5,985	5,454	5,877	5,169
Intermediate liabilities	7,397	9,061	4,263	5,214
Long term liabilities	44,654	52,059	50,509	53,685
Total nonfarm liabilities	58,037	66,574	60,649	64,067
Nonfarm net worth	355,721	171,452	401,431	507,825
Nonfarm debt to asset ratio	14 %	28 %	13 %	11 %

# Corn 2021; Owned Land

Benchmark Report, 29 Enterprises

RankEm

	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	189.03	29	150.40	172.76	177.01	184.31	186.31	190.00	193.34	198.75	202.43	209.00
Value per unit	5.52	29	4.85	4.91	5.35	5.40	5.46	5.52	5.58	5.65	5.88	5.91
Total product value	1,044.00	29	745.18	895.12	945.28	989.86	1,037.60	1,048.80	1,091.11	1,116.99	1,151.07	1,158.25
Hedging gains/losses	0.00	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Crop insurance	0.00	9	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other crop income	0.00	9	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross return	1,046.85	29	762.24	895.12	922.09	979.40	1,016.50	1,048.80	1,112.82	1,151.07	1,170.47	1,244.31
Seed and plants	102.21	29	124.11	112.00	107.48	105.00	103.17	100.74	98.00	96.60	90.00	81.20
Fertilizer	130.31	29	170.52	155.98	149.80	140.98	133.17	128.86	126.00	119.14	105.82	87.39
Crop chemicals	28.71	29	56.17	41.25	32.00	30.49	29.96	28.53	24.55	20.47	19.17	17.03
Crop insurance	22.88	29	53.54	51.46	45.78	27.42	24.14	20.97	20.11	16.05	11.77	9.61
Drying expense	15.51	21	26.77	20.74	18.18	16.29	15.89	12.75	12.52	12.10	11.86	5.21
Fuel & oil	32.78	29	79.41	64.85	46.99	37.78	33.48	31.46	29.52	26.60	24.69	19.41
Repairs	76.20	29	112.91	104.56	96.55	86.52	80.43	70.02	67.03	57.25	43.85	37.31
Custom hire	9.32	20	29.99	17.06	15.81	10.28	9.78	8.70	7.57	6.18	3.91	1.93
Hired labor	8.47	11	48.41	40.56	17.04	14.38	12.77	7.04	5.62	3.61	2.87	0.67
Machinery leases	0.00	6	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating interest	10.67	25	78.27	36.49	28.95	19.72	11.51	8.61	6.83	6.04	3.98	0.41
Consultants	7.98	11	16.81	10.70	10.26	10.09	7.98	7.41	6.81	6.81	5.02	4.33
Total direct expenses	444.34	29	586.60	497.89	494.03	466.46	455.24	438.28	427.88	405.28	374.43	351.70
Return over direct expenses	634.64	29	284.78	490.85	508.77	543.42	575.49	636.57	655.78	678.45	713.43	750.83
Hired labor	8.71	20	50.32	31.10	23.10	18.26	10.94	6.91	4.63	1.85	0.29	0.00
Machinery leases	2.46	10	33.11	32.14	23.22	20.93	3.97	0.95	0.00	0.00	0.00	0.00
Real estate taxes	28.25	29	56.82	43.27	34.52	33.63	29.53	27.77	23.00	20.02	16.44	12.80
Farm insurance	12.98	29	52.11	40.74	28.76	19.26	14.44	12.94	9.94	9.83	5.91	3.06
Utilities	8.22	25	33.52	14.47	12.61	11.29	9.63	7.10	5.38	3.63	2.34	2.25
Dues & professional fees	4.51	25	34.99	9.90	6.34	5.15	5.13	4.14	3.21	2.15	1.14	0.41
Interest on interm. debt	3.93	21	23.24	14.41	7.44	6.60	5.46	3.42	2.33	1.41	1.01	0.18
Interest on lng term debt	63.79	23	144.76	122.37	120.46	99.65	76.12	63.79	29.73	18.97	8.84	0.32
Machinery depreciation	47.05	29	90.58	86.05	85.15	56.92	47.45	46.01	43.76	38.88	33.18	15.85
Miscellaneous	6.97	29	51.38	23.61	13.97	9.58	8.34	5.70	5.06	2.41	0.99	0.46
Total overhead expenses	179.17	29	305.02	264.38	247.60	222.34	205.91	179.17	170.51	165.85	116.08	110.51
Total dir & ovhd expenses	660.38	29	789.43	755.67	703.11	676.95	668.13	628.40	617.51	582.50	557.17	493.01
Net return	408.98	29	87.03	223.01	295.82	343.52	386.42	429.07	465.91	486.23	513.26	638.94
Government payments	2.01	29	0.00	0.00	0.33	1.05	1.76	2.66	3.47	4.07	7.02	9.98
Net return with govt pymts	414.50	29	92.99	232.99	297.58	348.44	390.49	431.73	467.92	493.06	513.26	640.07
Labor & management charge	37.32	29	183.34	73.43	55.20	47.00	42.19	37.32	27.17	26.79	17.23	12.82
Net return over lbr & mgt	355.85	29	25.60	192.27	250.75	323.64	352.19	372.41	404.92	454.49	475.84	593.08
Direct cost of prod per unit	2.36	29	3.39	2.70	2.62	2.53	2.38	2.34	2.19	2.15	1.99	1.91
Dir & ovhd cost of prod/unit	3.36	29	4.49	4.16	3.82	3.72	3.49	3.32	3.26	3.05	2.98	2.73
COP less govt & other income	3.04	29	4.34	3.98	3.75	3.59	3.31	3.04	2.97	2.91	2.78	2.24
COP of prod with lbr & mgt	3.36	29	5.05	4.27	4.03	3.69	3.39	3.36	3.20	3.08	2.89	2.52
Cost of prod with lbr & mgt	3.36	29	5.05	4.27	4.03	3.69	3.39	3.36	3.20	3.08	2.89	2.52
Machinery cost per acre	189.37	29	248.93	239.75	216.49	207.44	194.93	181.05	160.93	155.43	131.81	116.21
Est. labor hours per acre	2.68	29	9.46	5.85	4.02	2.80	2.69	2.68	2.39	1.91	1.50	1.20



# Corn 2021; Cash Rent

Benchmark Report, 77 Enterprises

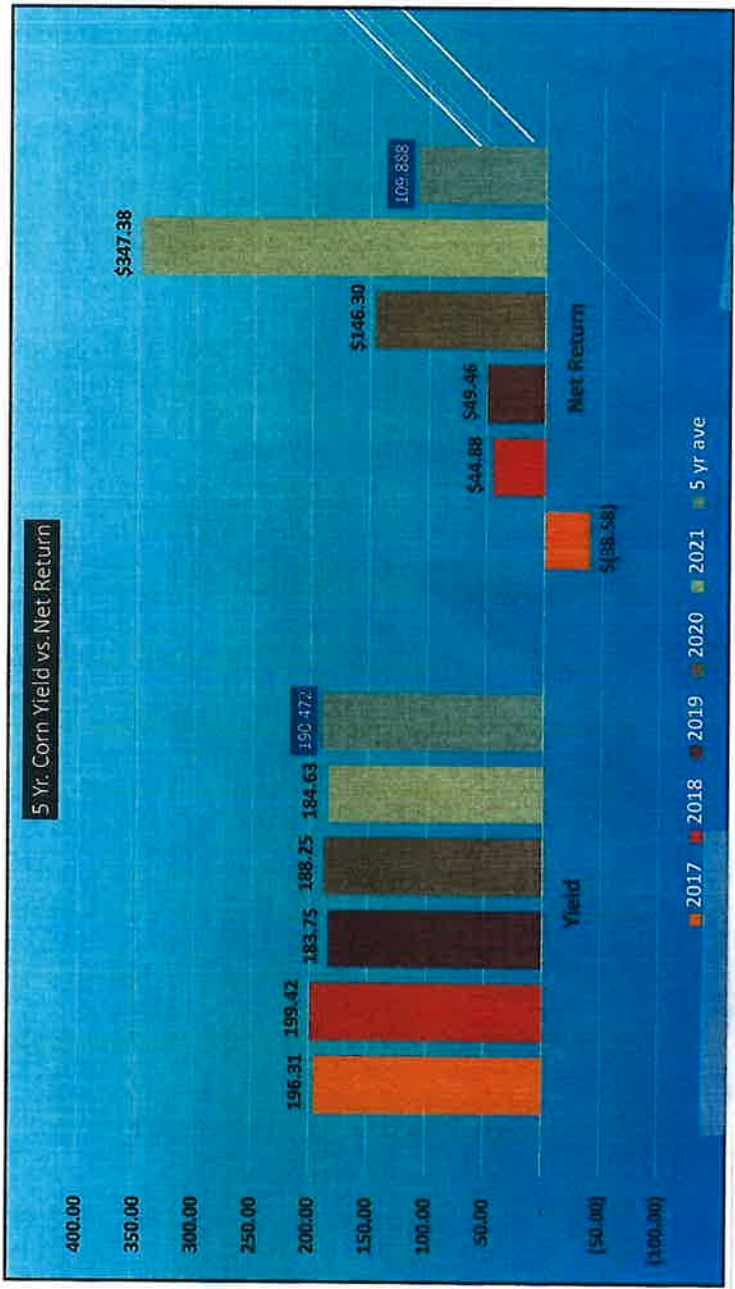
RankEm

	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	183.44	77	128.39	154.88	166.80	172.23	179.14	184.98	188.51	191.14	199.47	210.00
Value per unit	5.45	77	4.50	4.91	5.12	5.39	5.43	5.52	5.60	5.72	5.87	5.90
Total product value	998.40	77	679.06	818.57	853.46	917.72	983.44	1,012.38	1,041.21	1,059.68	1,109.80	1,234.80
Hedging gains/losses	0.00	9	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Crop insurance	74.65	31	5.17	24.88	34.12	43.13	56.81	78.91	96.18	122.62	167.85	223.28
Other crop income	8.21	22	1.68	1.68	1.68	7.42	7.42	9.25	33.40	35.23	39.06	47.66
Gross return	1,016.50	77	594.78	852.74	909.25	924.81	990.19	1,025.97	1,078.36	1,104.28	1,148.85	1,222.78
Seed and plants	100.74	77	124.96	110.00	107.36	105.00	102.19	99.41	96.60	93.90	80.60	62.54
Fertilizer	125.00	77	180.61	155.98	146.90	140.07	130.03	123.35	113.51	105.72	94.67	76.68
Crop chemicals	28.53	77	47.32	37.81	34.86	31.30	29.96	26.43	24.24	20.13	16.20	14.13
Crop insurance	25.24	77	61.97	46.88	38.60	35.46	27.07	23.97	20.97	17.96	12.70	11.09
Drying expense	15.89	61	34.72	24.02	21.04	17.75	16.28	15.89	12.91	12.52	11.86	4.93
Fuel & oil	28.88	74	59.64	36.53	33.48	31.79	29.40	28.88	24.87	22.22	16.73	6.21
Repairs	68.29	75	105.98	104.56	86.52	80.43	72.74	67.66	50.81	41.86	33.85	19.49
Custom hire	13.17	52	101.98	53.00	25.65	17.56	15.67	10.28	9.32	7.95	6.23	3.38
Hired labor	5.62	26	34.72	18.86	17.04	12.77	8.47	5.62	4.80	4.77	3.24	0.90
Land rent	150.70	77	240.00	211.22	185.09	175.68	162.39	145.22	136.76	119.95	94.31	75.00
Machinery leases	5.94	17	22.82	20.23	9.21	7.67	6.98	5.38	3.40	3.40	2.77	0.78
Marketing	0.00	6	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating interest	8.16	68	36.35	27.24	16.83	11.85	10.67	6.83	6.04	3.80	2.38	0.43
Miscellaneous	0.00	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Consultants	7.98	21	16.48	13.36	10.48	8.53	7.98	7.98	6.81	6.64	5.47	4.67
Total direct expenses	565.79	77	735.34	686.04	644.51	613.75	577.04	558.42	542.01	534.36	488.89	435.77
Return over direct expenses	411.94	77	119.27	246.30	290.38	333.04	380.18	452.47	497.10	532.37	575.41	654.73
Hired labor	6.85	45	40.12	25.64	24.59	18.53	10.45	3.69	2.98	0.80	0.29	0.00
Machinery leases	0.59	24	113.98	66.89	27.68	4.90	0.95	0.12	0.00	0.00	0.00	0.00
Building leases	4.30	10	32.79	24.26	11.64	5.65	5.65	2.95	1.69	1.69	1.69	1.12
Farm insurance	14.37	71	32.40	25.22	19.98	16.68	14.44	13.12	10.42	9.92	5.60	2.60
Utilities	8.22	65	16.21	14.27	14.04	11.20	9.63	8.12	5.69	3.76	2.47	1.55
Dues & professional fees	5.13	75	19.51	10.82	9.49	6.16	5.15	4.73	4.50	3.46	2.13	0.55
Interest on interm. debt	3.42	51	10.87	7.44	6.60	5.48	3.93	2.79	1.56	1.26	0.74	0.11
Machinery depreciation	47.45	73	86.05	85.15	62.69	53.18	49.68	46.55	43.76	36.68	17.42	5.17
Miscellaneous	8.27	75	43.34	22.21	15.03	13.10	8.99	8.00	5.66	2.52	1.53	0.17
Total overhead expenses	100.97	77	193.11	144.37	135.37	131.90	106.12	98.37	87.44	74.29	55.19	21.97
Total dir & ovhd expenses	676.28	77	841.46	797.45	732.84	707.60	685.73	669.31	651.97	624.82	585.89	544.91
Net return	310.80	77	38.39	128.59	206.17	236.01	279.87	344.35	391.81	424.51	458.36	546.49
Government payments	1.76	77	0.00	0.00	0.15	0.65	1.09	2.26	3.49	4.40	5.51	9.96
Net return with govt pymts	315.31	77	43.91	132.09	209.49	243.36	283.30	350.73	392.27	427.13	458.59	546.49
Labor & management charge	37.32	77	125.33	97.45	63.78	47.48	41.46	34.76	27.11	21.67	18.81	10.97
Net return over lbr & mgt	267.56	77	-23.57	104.23	158.03	191.74	234.66	292.55	339.60	381.06	412.53	525.28
Direct cost of prod per unit	3.29	77	4.74	3.88	3.68	3.44	3.33	3.20	3.10	2.86	2.72	2.38
Dir & ovhd cost of prod/unit	3.71	77	5.85	4.64	4.35	4.01	3.78	3.67	3.61	3.52	3.28	3.10
COP less govt & other income	3.58	77	4.69	4.40	4.06	3.68	3.61	3.48	3.37	3.23	3.11	2.68
Cost of prod with lbr & mgt	3.81	77	5.37	4.65	4.28	4.08	3.88	3.78	3.57	3.50	3.32	2.81
Machinery cost per acre	159.55	77	242.98	219.56	207.20	191.20	164.51	156.22	144.48	127.53	122.26	102.45
Est. labor hours per acre	2.69	77	6.10	4.89	4.38	3.12	2.80	2.68	2.02	1.77	1.50	1.11

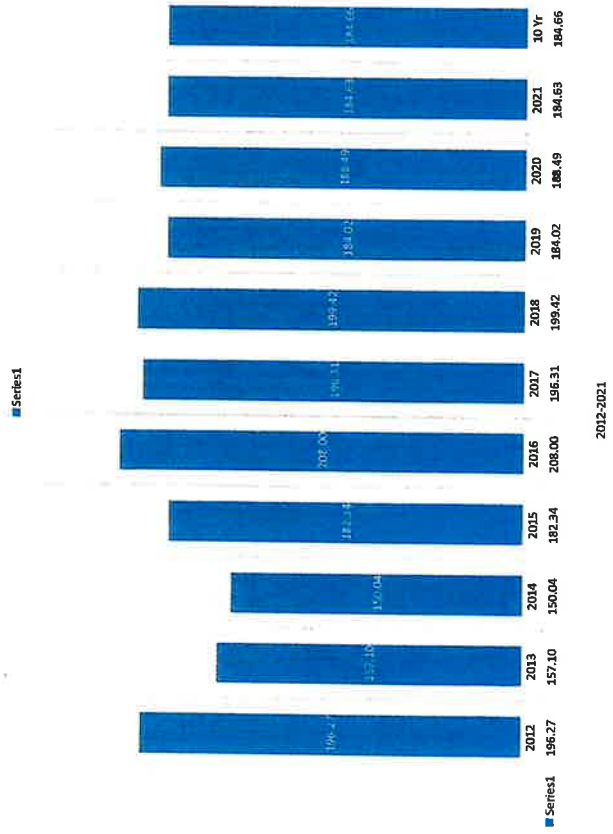
**Crop Enterprise Analysis**  
**Westland, Barrett Area**  
**(Farms Sorted By Return to Overhead)**

**Corn on Cash Rent**

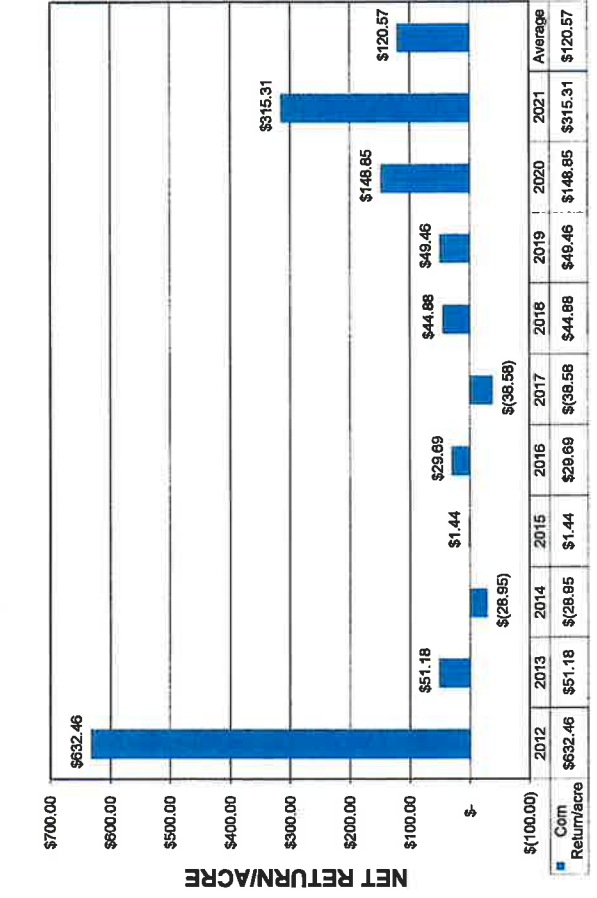
	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>20 - 40%</u>	<u>40 - 60%</u>	<u>60 - 80%</u>	<u>High 20%</u>
Number of farms	46	9	9	9	9	10
Acres	454.82	323.33	755.91	355.96	597.44	262.77
Yield per acre (bu.)	184.31	172.96	180.81	191.22	187.29	191.39
Operators share of yield %	100.00	100.00	100.00	100.00	100.00	100.00
Value per bu.	5.32	5.00	5.02	5.44	5.57	5.73
Total product return per acre	981.04	865.30	908.36	1,040.42	1,043.46	1,097.22
Hedging gains/losses per acre	-5.38	-33.76	-	-3.46	0.23	-1.71
Crop insurance per acre	16.60	23.88	4.60	12.22	22.25	33.35
Other crop income per acre	4.38	4.43	0.51	8.80	5.84	5.95
Gross return per acre	996.63	859.85	913.48	1,057.98	1,071.77	1,134.81
<b>Direct Expenses</b>						
Seed and plants	94.89	99.10	94.02	95.73	95.37	90.48
Fertilizer	131.37	123.11	132.35	134.08	137.94	121.20
Crop chemicals	29.03	37.22	23.14	31.55	30.31	29.54
Crop insurance	22.16	23.39	14.10	33.13	22.03	28.60
Drying expense	13.98	18.40	14.31	13.42	12.68	11.55
Fuel & oil	26.47	26.20	26.83	23.74	30.61	20.69
Repairs	53.61	55.55	42.24	68.01	51.64	67.34
Custom hire	12.48	26.29	5.91	30.55	6.67	4.02
Hired labor	7.45	5.99	15.39	9.25	-	1.53
Land rent	188.23	199.43	215.08	176.39	176.72	144.32
Machinery leases	1.97	1.12	0.04	7.14	2.75	-
Utilities	0.15	-	-	0.77	-	0.28
Hauling and trucking	1.04	0.41	-	-	3.42	0.80
Operating interest	12.72	10.56	16.57	12.83	11.06	8.41
Miscellaneous	1.81	2.00	0.30	5.48	0.41	3.90
Total direct expenses per acre	594.17	628.78	600.28	642.06	569.25	532.65
Return over direct exp per acre	402.46	231.07	313.20	415.93	502.52	602.16
<b>Overhead Expenses</b>						
Hired labor	9.43	0.29	2.43	5.51	26.06	8.40
Machinery leases	9.38	2.39	18.95	11.86	3.71	0.96
Building leases	3.67	0.37	11.00	-	0.17	-
Farm insurance	9.76	7.67	9.99	10.26	8.10	14.25
Utilities	5.61	6.99	3.60	5.68	4.75	10.97
Dues & professional fees	4.91	8.88	2.44	3.06	7.24	4.45
Interest	2.59	2.64	3.45	3.43	1.71	1.09
Mach & bldg depreciation	41.51	30.82	40.51	27.92	51.53	51.99
Miscellaneous	6.40	7.91	4.67	8.91	2.73	13.67
Total overhead expenses per acre	92.48	67.96	97.04	76.63	102.91	105.78
Total dir & ovhd expenses per acre	686.65	696.74	697.32	718.69	672.17	638.43
Net return per acre	309.98	163.11	216.15	339.30	399.61	496.38
Government payments	2.51	3.60	2.15	2.82	2.97	0.89
Net return with govt pmts	312.48	166.71	218.30	342.12	402.58	497.28
Labor & management charge	31.97	32.77	23.58	30.22	28.36	62.29
Net return over lbr & mgt	280.52	133.95	194.72	311.90	374.22	434.99
<b>Cost of Production</b>						
Total direct expense per bu.	3.22	3.64	3.32	3.36	3.04	2.78
Total dir & ovhd exp per bu.	3.73	4.03	3.86	3.76	3.59	3.34
Less govt & other income	3.63	4.04	3.82	3.65	3.42	3.13
With labor & management	3.80	4.23	3.95	3.81	3.57	3.46
Net value per unit	5.29	4.81	5.02	5.42	5.57	5.72
Machinery cost per acre	146.19	145.00	137.93	170.92	143.49	144.29
Est. labor hours per acre	2.27	2.39	2.08	2.50	1.99	2.95



### 10 YEAR CORN YIELD



### 10 YEAR CORN - NET RETURN RENTED



# Soybeans 2021; Owned Land

Benchmark Report, 28 Enterprises

RankEm

Group	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	49.41	28.43	35.18	36.01	41.11	48.41	49.57	52.69	54.00	55.87	64.91
Value per unit	12.48	11.47	11.96	12.00	12.24	12.38	12.54	12.77	12.80	12.93	13.28
Total product value	597.50	348.53	425.04	462.04	522.08	588.96	608.92	650.98	676.50	713.42	817.62
Crop insurance	18.94	1.43	7.32	9.07	13.37	15.92	22.27	43.95	50.27	54.14	57.39
Other crop income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross return	592.05	397.78	468.98	488.90	575.39	582.70	606.68	625.04	676.50	750.05	864.48
Seed and plants	53.83	71.64	62.91	60.97	58.69	55.00	51.96	49.24	45.00	44.00	38.43
Fertilizer	38.75	66.00	64.62	55.11	46.46	40.20	38.75	33.00	14.64	5.54	4.07
Crop chemicals	50.00	92.39	64.88	57.36	52.65	50.00	46.29	43.62	36.34	33.34	19.21
Crop insurance	14.75	42.53	28.16	26.54	23.63	15.62	14.56	13.76	11.88	8.03	6.30
Fuel & oil	17.91	42.65	34.56	23.29	20.61	18.29	17.88	15.97	14.51	13.23	9.86
Repairs	36.56	61.59	57.42	48.27	43.38	38.19	35.11	31.23	29.81	24.67	21.30
Custom hire	11.32	137.86	80.00	34.66	27.65	17.69	10.78	9.82	8.05	7.43	2.67
Hired labor	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Machinery leases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating interest	4.70	42.69	15.87	11.22	9.73	6.46	4.16	3.41	2.26	0.46	0.03
Consultants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total direct expenses	228.59	343.32	278.62	263.54	252.48	234.28	224.79	209.06	189.92	169.68	146.89
Return over direct expenses	391.55	126.69	240.53	282.88	317.03	372.56	400.98	425.38	450.70	495.83	598.21
Hired labor	5.97	31.64	23.26	13.41	10.95	8.02	4.75	3.47	1.73	0.17	0.00
Machinery leases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Real estate taxes	25.38	44.61	35.86	33.98	31.42	28.25	22.00	19.43	15.24	12.80	7.68
Farm insurance	6.54	32.00	28.42	15.69	8.52	7.08	5.68	5.41	3.99	2.23	1.52
Utilities	3.82	20.73	8.16	6.11	5.32	4.15	3.62	2.23	1.39	1.24	0.70
Dues & professional fees	2.58	5.81	5.24	4.29	3.34	2.81	2.46	1.75	1.17	0.62	0.22
Interest on interm. debt	2.02	7.86	4.54	3.63	3.50	2.45	1.89	1.29	1.04	0.77	0.10
Interest on lng term debt	63.79	135.19	126.77	120.46	96.93	68.38	63.08	32.93	24.58	8.84	0.30
Machinery depreciation	25.88	49.96	48.75	37.39	31.05	26.37	25.10	23.87	21.20	13.92	5.73
Miscellaneous	3.33	28.47	21.10	7.62	5.22	3.58	3.11	1.58	0.90	0.37	0.10
Total overhead expenses	132.64	211.88	204.67	185.54	161.07	143.38	125.05	115.48	92.03	79.60	66.01
Total dir & ovhd expenses	367.17	472.01	457.26	425.85	383.71	368.18	364.03	351.41	324.45	289.04	245.25
Net return	211.96	-25.54	120.72	160.68	169.79	200.97	219.63	282.84	339.58	381.61	452.03
Government payments	2.33	0.00	0.00	0.33	1.05	1.76	2.73	3.49	5.51	9.98	13.20
Net return with govt pymts	213.82	-12.34	121.18	162.94	172.53	208.87	225.14	283.89	339.58	382.75	457.29
Labor & management charge	20.44	130.10	100.25	32.35	25.63	21.94	19.32	14.82	14.61	8.34	5.81
Net return over lbr & mgt	196.42	-76.31	32.81	101.20	149.92	176.93	214.88	251.53	329.35	357.11	442.15
Direct cost of prod per unit	4.70	9.50	6.87	5.76	5.43	4.77	4.68	4.40	4.06	3.77	3.17
Dir & ovhd cost of prod/unit	7.71	14.85	9.84	9.09	8.42	8.17	7.35	7.10	6.61	6.20	5.27
COP less govt & other income	7.16	12.64	9.11	8.59	8.24	7.29	7.07	6.78	6.18	5.32	4.21
Cost of prod with lbr & mgt	7.67	15.00	11.20	9.64	9.02	7.97	7.50	7.20	6.60	5.65	4.47
Machinery cost per acre	112.82	165.55	140.68	121.38	118.12	117.62	103.41	97.97	85.52	67.03	65.26
Est. labor hours per acre	1.46	5.10	3.85	2.21	2.09	1.47	1.44	1.13	0.99	0.77	0.58

# Soybeans 2021; Cash Rent

Benchmark Report, 87 Enterprises

RankEm

	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	47.00	87	21.27	35.94	40.32	43.30	45.81	48.90	51.35	54.00	56.51	61.78
Value per unit	12.38	87	11.21	11.44	11.70	12.00	12.30	12.49	12.60	12.77	12.93	12.94
Total product value	579.79	87	256.38	447.99	489.02	529.76	567.08	592.27	614.17	661.98	694.88	762.79
Hedging gains/losses	-63.40	13	-80.26	-63.40	-63.40	-63.40	-63.40	-63.40	-63.40	-63.40	-39.84	1.33
Crop insurance	17.51	14	1.50	1.50	6.70	10.34	15.92	22.27	52.21	57.39	140.31	201.59
Other crop income	7.42	27	1.68	1.68	1.68	7.42	7.42	7.42	9.25	26.11	35.93	45.89
Gross return	582.86	87	256.38	442.54	489.02	532.99	574.19	592.68	626.00	666.05	705.82	781.91
Seed and plants	55.00	87	70.00	69.13	65.00	60.76	57.67	53.17	50.16	49.24	45.00	38.74
Fertilizer	36.00	46	59.79	50.00	44.00	40.00	37.19	34.00	26.86	21.00	11.59	2.55
Crop chemicals	48.04	87	76.33	65.25	57.77	51.59	50.00	46.94	38.47	34.96	29.36	16.29
Crop insurance	22.55	87	44.85	33.07	31.02	28.16	26.19	19.93	14.56	11.78	10.84	6.93
Fuel & oil	15.76	84	34.56	20.05	18.26	17.16	15.85	14.51	13.47	12.00	9.12	6.29
Repairs	38.09	85	57.27	49.91	44.75	43.87	41.56	37.25	33.37	23.92	18.47	11.81
Custom hire	9.66	50	85.33	30.74	24.56	10.69	10.23	9.32	8.44	8.00	7.79	5.72
Hired labor	5.62	31	40.56	18.90	12.77	8.69	5.62	5.62	5.62	4.78	4.77	1.12
Land rent	150.00	87	220.29	204.73	188.30	175.12	153.96	142.47	130.00	125.00	92.42	75.00
Machinery leases	6.98	17	25.30	20.23	9.21	8.13	7.09	6.46	4.11	3.40	2.77	0.78
Marketing	0.00	6	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating interest	6.28	79	19.83	14.86	10.83	7.03	6.28	6.28	3.73	2.76	1.64	0.55
Consultants	7.98	25	16.40	15.96	10.48	7.98	7.98	7.98	7.98	6.81	5.47	4.67
Total direct expenses	375.37	87	488.26	453.85	410.57	387.79	381.31	368.06	340.34	328.87	301.86	285.88
Return over direct expenses	218.98	87	-126.94	76.74	106.79	148.84	201.29	232.04	260.79	290.05	319.81	370.58
Hired labor	1.84	45	21.88	13.99	13.41	6.88	3.74	1.63	0.50	0.16	0.16	0.00
Machinery leases	0.37	24	62.17	44.01	15.10	2.67	0.37	0.28	0.00	0.00	0.00	0.00
Building leases	0.92	14	17.89	13.24	6.35	3.08	1.27	0.92	0.92	0.92	0.92	0.61
Farm insurance	7.88	81	19.95	15.24	10.90	9.10	7.88	7.84	6.54	5.68	4.12	1.44
Utilities	4.48	67	9.55	7.99	7.78	6.71	5.60	4.48	2.93	2.05	1.94	0.84
Dues & professional fees	2.80	84	10.85	5.81	5.04	3.34	2.81	2.64	2.26	2.02	1.25	0.60
Interest on interm. debt	1.73	59	10.87	5.03	4.06	3.50	2.02	1.52	1.52	0.79	0.40	0.03
Machinery depreciation	24.45	83	46.94	46.45	33.98	27.39	25.88	24.13	23.87	16.09	9.50	1.91
Building depreciation	0.00	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous	4.55	85	18.49	11.61	8.18	5.22	4.58	4.41	3.58	2.76	1.26	0.13
Total overhead expenses	52.24	87	95.82	78.34	73.84	71.85	57.22	49.00	42.91	40.52	30.10	15.64
Total dir & ovhd expenses	430.75	87	537.33	503.83	468.69	452.14	435.23	421.75	400.66	383.06	370.42	324.26
Net return	169.20	87	-183.26	17.30	68.23	103.19	142.10	172.88	194.24	229.12	279.41	306.90
Government payments	2.26	87	0.00	0.00	0.15	0.89	1.71	2.81	4.07	5.51	7.90	9.96
Net return with govt pymts	169.20	87	-172.30	22.99	70.23	107.25	150.60	173.43	195.88	230.99	281.68	310.12
Labor & management charge	20.36	87	73.46	57.89	40.05	26.16	23.29	20.36	14.89	11.57	10.26	8.16
Net return over lbr & mgt	138.93	87	-184.74	-29.69	47.89	82.19	110.45	147.80	169.92	203.63	261.01	285.50
Net cost of prod per unit	7.61	87	17.00	10.62	9.59	8.72	7.99	7.53	7.22	6.82	6.27	5.77
Dir & ovhd cost of prod/unit	8.94	87	19.37	12.50	10.79	9.81	9.20	8.76	8.25	7.87	7.44	6.62
COP less govt & other income	8.80	87	18.07	11.79	10.18	9.51	8.91	8.63	8.02	7.50	7.25	6.48
Cost of prod with lbr & mgt	9.30	87	19.33	12.85	10.79	10.06	9.38	9.16	8.62	8.21	7.63	7.11
Machinery cost per acre	88.48	87	142.30	118.93	116.80	103.29	97.17	87.78	81.05	72.40	67.03	60.70
Est. labor hours per acre	1.53	87	4.89	3.11	2.38	1.58	1.53	1.46	1.04	0.96	0.82	0.73

**Crop Enterprise Analysis**  
**Westland, Barrett Area**  
**(Farms Sorted By Return to Overhead)**

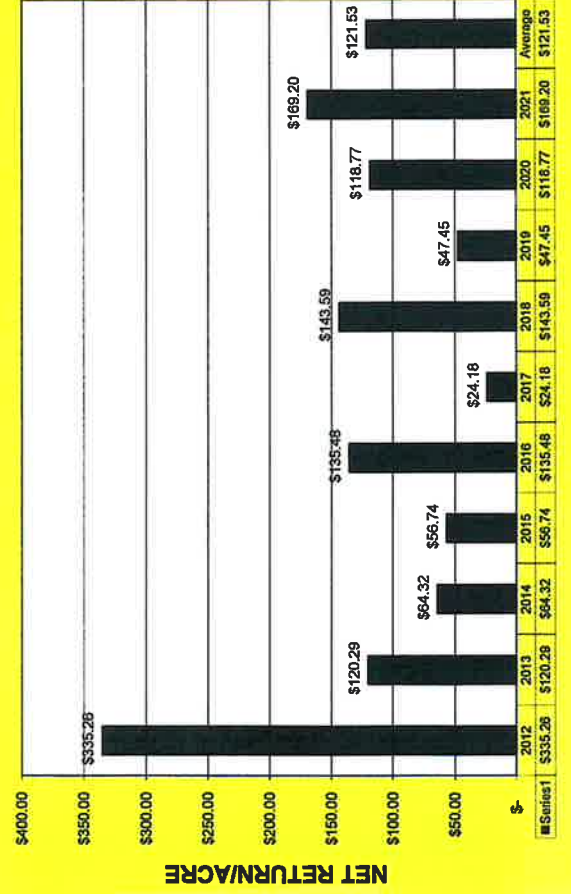
**Soybeans on Cash Rent**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>20 - 40%</u>	<u>40 - 60%</u>	<u>60 - 80%</u>	<u>High 20%</u>
Number of farms	46	9	9	9	9	10
Acres	409.36	290.94	298.65	591.55	636.60	247.10
Yield per acre (bu.)	47.47	41.09	43.48	47.17	49.93	53.52
Operators share of yield %	100.00	100.00	100.00	100.00	100.00	100.00
Value per bu.	12.35	12.28	11.92	12.37	12.45	12.51
Total product return per acre	586.16	504.52	518.51	583.54	621.75	669.37
Hedging gains/losses per acre	-2.99	-17.93	-1.81	-	-	-1.82
Crop insurance per acre	9.72	10.36	4.72	15.21	4.03	15.90
Other crop income per acre	4.52	8.55	-	1.31	4.23	12.73
Gross return per acre	597.41	505.51	521.42	600.06	630.00	696.17
<b>Direct Expenses</b>						
Seed and plants	52.17	57.60	55.87	47.47	53.13	50.28
Fertilizer	13.21	23.01	28.94	2.84	11.44	12.20
Crop chemicals	43.22	40.53	46.26	33.95	45.14	58.27
Crop insurance	20.12	21.98	18.13	15.03	25.34	19.21
Fuel & oil	14.65	15.03	14.09	14.42	16.09	12.02
Repairs	30.23	27.99	40.02	22.74	30.97	36.39
Custom hire	8.88	20.77	7.35	5.83	2.86	18.49
Hired labor	3.85	2.25	3.98	6.04	3.74	0.97
Land rent	182.22	218.39	153.57	219.36	160.35	145.75
Machinery leases	1.73	3.88	0.20	0.20	3.45	0.43
Utilities	0.20	0.32	-	-	-	1.15
Hauling and trucking	0.42	2.99	-	-	-	-
Marketing	0.17	-	0.17	0.16	-	0.77
Operating interest	7.79	5.55	6.66	9.59	9.57	3.36
Miscellaneous	1.61	2.37	0.77	0.52	1.46	4.46
Total direct expenses per acre	380.47	442.65	376.00	378.14	363.54	363.73
Return over direct exp per acre	216.93	62.85	145.42	221.92	266.45	332.44
<b>Overhead Expenses</b>						
Hired labor	5.04	1.69	7.39	0.55	10.52	3.05
Machinery leases	5.25	1.28	0.60	17.04	0.31	0.58
Building leases	1.53	0.14	1.54	3.95	0.46	0.25
Farm insurance	5.80	5.87	6.01	4.89	5.93	7.16
Utilities	3.34	1.65	4.15	1.95	4.46	4.65
Dues & professional fees	2.81	3.88	2.75	1.80	3.62	2.07
Interest	1.46	1.06	2.19	2.15	0.97	0.73
Mach & bldg depreciation	22.90	16.88	24.18	19.89	27.47	23.82
Miscellaneous	3.43	3.64	3.56	2.15	2.64	7.66
Total overhead expenses per acre	51.57	36.07	52.36	54.37	56.38	49.97
Total dir & ovhd expenses per acre	432.04	478.73	428.36	432.51	419.92	413.70
Net return per acre	165.36	26.78	93.06	167.55	210.08	282.47
Government payments	2.79	4.22	3.23	1.85	3.35	1.54
Net return with govt pmts	168.16	31.00	96.29	169.40	213.43	284.02
Labor & management charge	20.10	17.14	28.46	15.45	17.65	29.88
Net return over lbr & mgt	148.05	13.86	67.83	153.95	195.79	254.14
<b>Cost of Production</b>						
Total direct expense per bu.	8.02	10.77	8.65	8.02	7.28	6.80
Total dir & ovhd exp per bu.	9.10	11.65	9.85	9.17	8.41	7.73
Less govt & other income	8.81	11.53	9.71	8.78	8.18	7.20
With labor & management	9.23	11.94	10.36	9.11	8.53	7.76
Net value per unit	12.29	11.84	11.88	12.37	12.45	12.47
Machinery cost per acre	84.82	86.90	88.62	82.27	81.75	91.11
Est. labor hours per acre	1.36	1.36	1.54	1.10	1.36	1.73

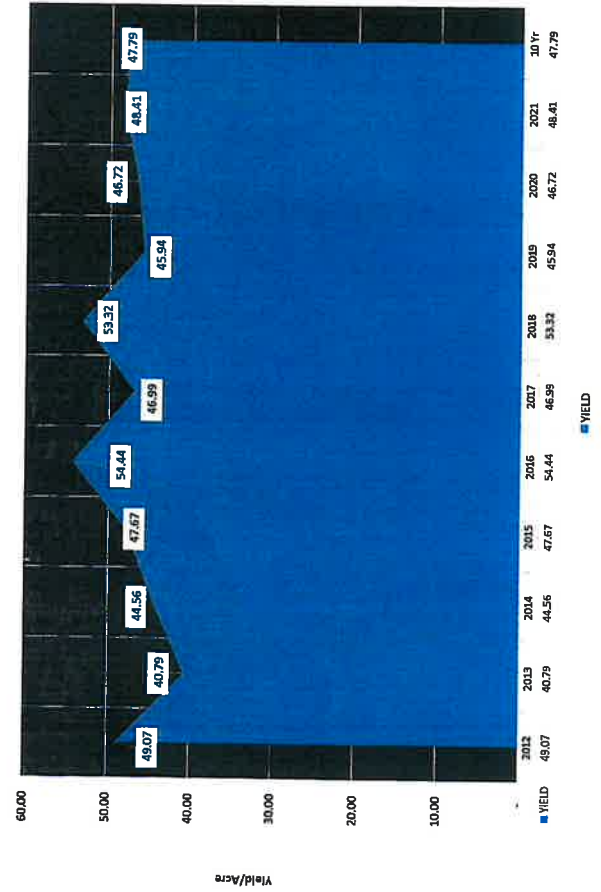
### 5 Yr. Soybean yield vs. Net Return



### 10 YEAR SOYBEAN - NET RETURN RENTED



### 10 Year Soybean Yields



# Wheat, Spring 2021; Cash Rent

Benchmark Report, 10 Enterprises

RankEm

	Group Average	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	64.30	10	44.30	47.97	50.88	53.00	67.38	67.57	68.80	69.46	75.00	98.63
Value per unit	8.38	10	7.00	7.62	7.62	7.62	8.50	8.75	8.90	8.90	9.20	9.66
Total product value	533.23	10	337.53	441.36	452.80	472.97	511.98	571.50	584.80	589.56	618.20	751.60
Other crop income	30.45	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross return	548.46	10	337.53	441.36	491.58	507.73	521.23	571.50	584.80	620.28	656.97	751.60
Seed and plants	18.83	10	31.14	26.12	25.63	20.40	19.87	19.49	18.67	9.00	9.00	9.00
Fertilizer	100.90	10	129.84	116.75	104.26	96.73	96.31	95.81	94.64	91.89	91.75	90.98
Crop chemicals	26.61	10	39.50	34.27	34.27	31.52	26.23	26.23	22.18	19.19	17.54	15.14
Crop insurance	10.69	10	18.08	17.54	17.41	16.06	14.70	7.70	4.75	4.05	4.04	2.52
Fuel & oil	13.48	10	17.16	17.16	17.16	16.10	15.97	15.61	14.51	9.12	9.12	2.88
Repairs	36.99	10	48.17	43.87	43.87	43.87	43.38	43.38	38.19	23.21	22.29	19.67
Land rent	135.74	10	243.96	174.56	150.00	148.36	143.33	130.00	114.00	103.23	75.00	75.00
Operating interest	9.98	10	19.83	19.83	19.83	11.76	8.76	6.46	6.46	4.70	1.30	0.89
Total direct expenses	366.27	10	440.54	430.01	376.94	365.06	360.12	354.73	344.96	343.88	334.57	311.89
Return over direct expenses	182.19	10	2.96	77.72	86.63	131.45	144.30	179.74	226.54	272.91	313.09	386.54
Hired labor	7.62	7	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Farm insurance	9.56	10	17.67	17.67	17.67	13.76	6.17	6.17	5.68	5.68	3.22	1.93
Utilities	4.23	10	6.71	6.71	6.71	5.84	5.10	3.87	2.05	2.05	1.98	1.31
Dues & professional fees	2.59	9	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Machinery depreciation	26.94	10	46.45	46.45	46.45	31.45	29.00	25.66	21.21	9.50	9.50	3.70
Miscellaneous	5.04	10	13.23	11.11	4.55	4.55	4.55	3.80	3.58	3.58	0.90	0.54
Total overhead expenses	57.04	10	78.34	78.34	78.34	71.33	61.65	55.99	47.96	38.23	30.10	30.10
Total dir & ovhd expenses	423.31	10	488.50	468.23	443.40	432.93	426.06	423.30	412.91	390.23	373.98	373.54
Net return	125.15	10	-75.39	15.30	39.50	88.30	101.35	131.78	148.20	211.26	282.99	308.20
Government payments	6.18	10	1.76	2.02	3.47	4.41	4.51	7.90	7.90	9.96	9.96	9.96
Net return with govt pymts	131.33	10	-65.43	17.32	44.01	91.78	109.25	133.54	158.16	215.67	290.89	318.16
Labor & management charge	30.91	10	85.79	58.95	58.95	20.36	20.36	20.36	15.93	12.07	9.33	6.99
Net return over lbr & mgt	100.42	10	-85.78	1.39	31.94	50.29	82.44	126.55	129.88	137.80	231.94	297.80
Direct cost of prod per unit	5.98	10	7.55	7.39	7.11	7.08	6.54	6.36	4.95	4.60	4.53	3.70
Dir & ovhd cost of prod/unit	6.92	10	9.32	8.88	8.17	7.67	7.25	6.93	5.64	5.43	5.38	4.50
COP less govt & other income	6.57	10	9.10	8.84	7.93	6.77	6.75	6.35	5.51	5.37	4.71	4.39
Cost of prod with lbr & mgt	7.07	10	9.56	9.17	8.10	7.91	6.87	6.61	6.53	5.78	5.56	4.60
Machinery cost per acre	91.57	10	116.80	116.80	116.80	115.33	92.79	87.78	69.92	67.03	67.03	65.44
Est. labor hours per acre	1.52	10	2.42	1.92	1.56	1.56	1.53	1.53	1.53	1.32	1.04	0.81



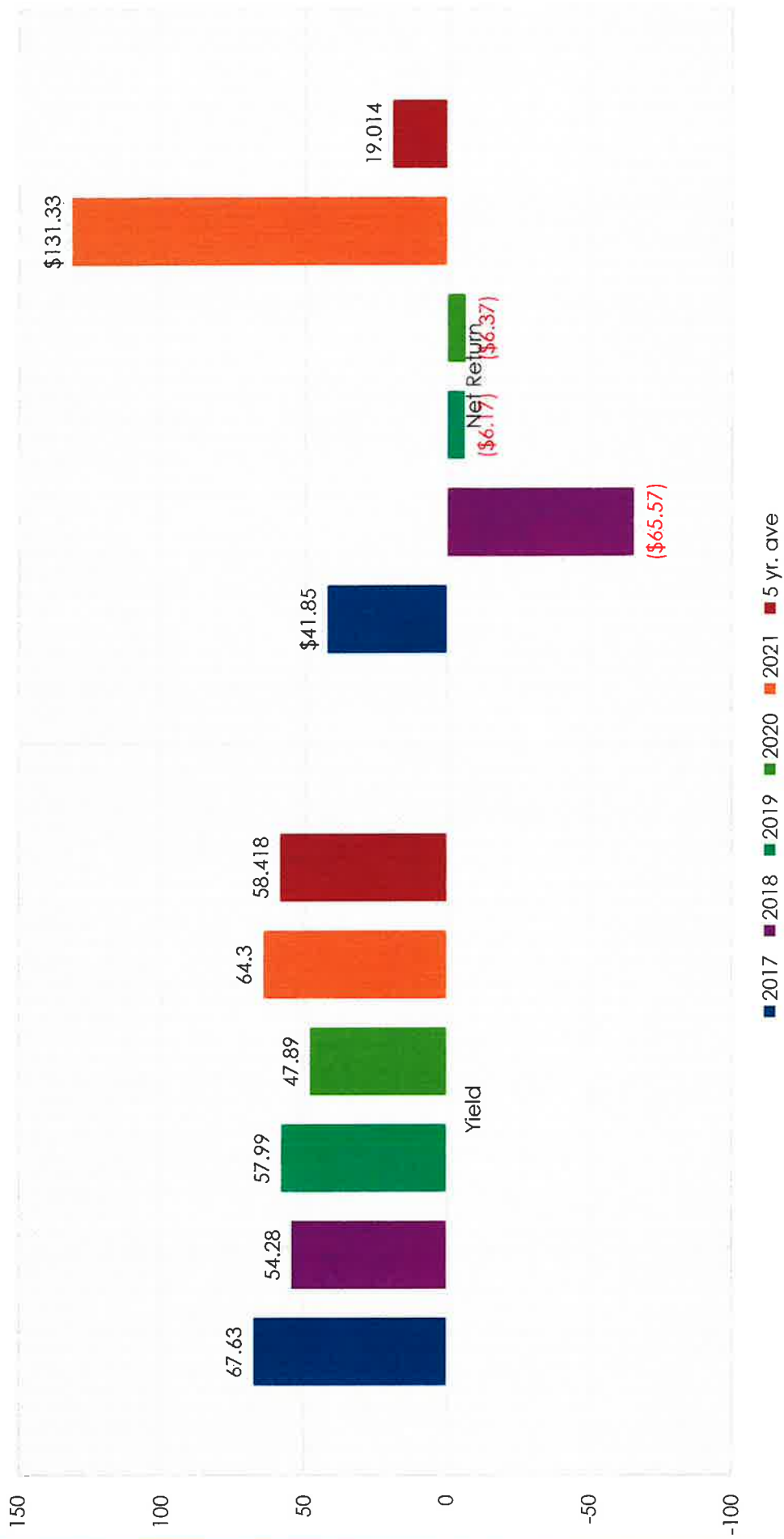
# Wheat, Spring 2021; All Tenures

Benchmark Report, 17 Enterprises

RankEm

	Group Average	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	64.67	17	44.30	44.55	47.97	51.94	64.69	67.47	69.12	72.23	82.50	98.63
Value per unit	8.54	17	7.00	7.00	7.62	7.62	8.63	8.82	8.90	9.20	9.66	10.20
Total product value	535.62	17	205.82	291.30	389.44	462.89	531.89	578.15	589.56	623.51	729.97	797.56
Other crop income	43.01	8	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross return	555.94	17	243.72	291.30	389.44	499.65	536.52	578.15	620.28	642.89	730.63	920.75
Seed and plants	22.36	17	47.07	37.50	31.10	26.70	23.01	20.13	19.49	13.83	9.00	9.00
Fertilizer	95.35	17	129.84	116.75	104.26	96.63	96.06	93.26	91.82	87.96	81.79	70.77
Crop chemicals	23.61	17	39.50	34.70	34.27	28.88	24.20	21.09	18.37	16.18	15.07	11.11
Crop insurance	12.23	17	27.42	18.08	17.93	17.48	16.16	13.33	6.26	4.75	4.04	2.52
Fuel & oil	16.63	17	45.62	23.60	17.16	17.16	16.34	15.97	15.06	14.50	9.12	2.88
Repairs	35.81	17	48.27	48.17	43.87	43.87	43.38	38.19	32.51	23.56	20.98	19.67
Custom hire	22.01	7	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Land rent	135.74	10	243.96	174.56	150.00	148.36	143.33	130.00	114.00	103.23	75.00	75.00
Operating interest	8.86	17	19.83	19.83	19.83	11.76	8.71	6.46	4.70	2.73	1.09	0.45
Total direct expenses	307.63	17	440.54	430.01	371.00	357.43	344.42	323.23	255.75	243.54	203.99	160.46
Return over direct expenses	248.31	17	2.96	77.72	81.57	109.04	162.02	249.73	306.72	383.59	436.67	681.85
Hired labor	9.70	14	31.64	23.26	23.26	16.15	9.36	2.94	0.17	0.16	0.16	0.16
Machinery leases	5.93	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Building leases	2.63	6	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Real estate taxes	31.19	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Farm insurance	10.24	17	26.87	17.67	17.67	16.68	10.42	6.17	5.93	4.45	2.58	1.67
Utilities	3.78	17	6.71	6.71	6.71	5.47	3.87	3.23	2.14	2.02	1.35	1.31
Dues & professional fees	2.25	14	4.90	3.34	3.34	3.04	2.80	2.62	0.93	0.62	0.27	0.27
Interest on interm. debt	2.30	7	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Machinery depreciation	28.10	17	46.45	46.45	46.45	34.42	31.25	27.98	23.44	17.56	9.50	3.70
Miscellaneous	5.74	17	23.64	13.23	10.49	4.55	4.55	3.80	3.58	2.20	0.90	0.54
Total overhead expenses	87.13	17	207.63	200.26	145.84	92.58	78.34	71.33	58.82	43.09	31.57	30.10
Total dir & ovhd expenses	394.76	17	488.50	468.23	451.85	434.10	424.68	408.56	382.10	364.80	314.22	193.51
Net return	161.18	17	-75.39	8.57	27.40	69.26	108.94	139.99	213.66	261.07	295.59	575.03
Government payments	5.80	17	1.33	1.76	1.89	3.07	4.24	5.76	7.90	9.96	9.96	9.98
Net return with govt pymts	166.98	17	-65.43	9.90	30.66	73.03	117.88	145.85	216.75	267.38	304.52	582.05
Labor & management charge	23.87	17	85.79	58.95	39.92	20.36	20.36	15.93	13.39	9.37	7.67	6.99
Net return over lbr & mgt	143.11	17	-85.78	-6.03	16.66	41.84	97.12	128.21	174.32	237.29	280.08	573.71
Direct cost of prod per unit	5.21	17	7.55	7.39	7.10	6.61	5.91	4.78	4.29	3.72	2.96	2.90
Dir & ovhd cost of prod/unit	6.64	17	9.32	8.93	8.52	7.46	6.98	6.60	5.82	5.41	4.40	4.19
COP less govt & other income	6.21	17	9.10	8.89	8.38	6.81	6.67	5.93	5.44	4.93	4.29	2.61
Cost of prod with lbr & mgt	6.62	17	9.56	9.39	8.64	7.50	6.80	6.57	5.82	5.59	4.52	2.71
Machinery cost per acre	93.04	17	116.80	116.80	116.80	115.80	108.40	90.28	78.85	68.48	66.24	58.32
Est. labor hours per acre	1.54	17	2.42	2.40	2.15	1.74	1.55	1.53	1.42	1.18	0.81	0.56

## Wheat Yield vs Net Return



# Sugar Beets 2021; All Tenures

Benchmark Report, 11 Enterprises

RankEm

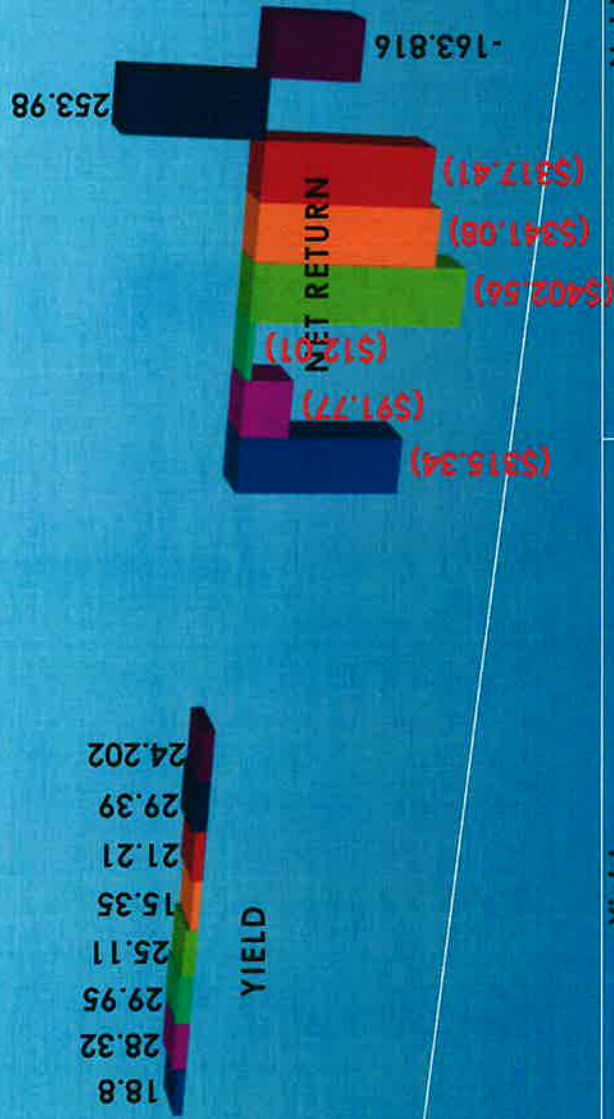
	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (ton)	29.39	11	24.00	24.04	24.04	24.04	25.61	30.55	31.71	31.72	32.81	32.81
Value per unit	44.32	11	42.00	42.00	42.00	42.00	42.00	44.32	45.88	45.88	46.00	51.00
Total product value	1,306.21	11	1,008.00	1,009.77	1,009.78	1,009.78	1,234.48	1,380.19	1,454.17	1,455.05	1,455.05	1,458.95
Other crop income	0.00	7	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross return	1,342.14	11	1,008.00	1,009.78	1,009.78	1,023.27	1,243.73	1,400.55	1,462.52	1,462.52	1,476.50	1,476.50
Seed and plants	235.53	11	360.27	308.98	263.04	263.04	241.63	229.93	224.33	223.64	223.64	193.50
Fertilizer	82.67	11	102.27	81.04	85.52	85.52	82.67	75.25	66.57	62.59	62.59	61.27
Crop chemicals	148.91	11	174.48	174.48	162.00	158.39	152.78	148.91	145.34	139.68	139.68	124.21
Crop insurance	44.42	11	55.39	48.85	47.32	47.32	44.42	44.28	44.15	40.95	36.91	35.55
Fuel & oil	64.23	10	71.66	71.66	66.34	66.34	64.41	64.04	54.65	52.92	52.92	38.96
Repairs	100.50	10	210.66	210.66	162.83	105.33	105.33	95.67	95.67	94.78	92.82	42.53
Custom hire	0.00	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Land rent	0.00	8	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating interest	16.63	11	43.03	43.03	35.05	33.65	30.42	16.63	13.58	13.58	9.37	1.89
Total direct expenses	928.74	11	1,324.36	1,097.12	1,092.09	1,008.93	993.07	916.91	836.07	816.43	790.83	717.04
Return over direct expenses	407.66	11	-301.09	-89.12	16.71	218.95	366.86	422.36	467.56	533.77	660.06	745.47
Hired labor	0.00	6	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Machinery leases	0.00	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Farm insurance	0.00	9	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Utilities	9.64	10	31.16	31.16	16.59	11.35	11.35	7.92	4.85	4.85	1.90	0.54
Dues & professional fees	0.00	9	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest on interm. debt	0.00	8	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Machinery depreciation	73.05	11	144.68	107.82	107.82	102.65	73.05	70.15	34.59	34.59	14.78	11.28
Miscellaneous	5.18	11	33.87	33.87	32.65	6.34	5.18	5.06	2.15	1.46	1.46	0.46
Total overhead expenses	203.86	11	344.26	340.02	223.97	213.58	213.28	197.93	189.73	94.01	72.19	47.93
Total dir & ovhd expenses	1,140.02	11	1,418.38	1,300.98	1,222.51	1,185.07	1,156.45	1,137.56	1,118.47	1,060.05	977.26	930.32
Net return	253.98	11	-395.11	-292.98	-175.29	-125.31	183.68	286.45	320.04	344.05	364.88	532.20
Government payments	0.00	11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	253.98	11	-395.11	-292.98	-175.29	-125.31	183.68	286.45	320.04	344.05	364.88	532.20
Labor & management charge	37.60	11	199.67	59.27	59.27	54.95	42.67	37.60	37.33	23.93	23.93	22.55
Net return over lbr & mgt	230.05	11	-492.65	-450.05	-212.89	-162.91	146.35	253.15	284.78	296.11	342.33	472.93
Direct cost of prod per unit	32.89	11	55.08	45.71	41.30	35.34	34.43	32.35	28.45	28.31	25.74	21.85
Dir & ovhd cost of prod/unit	38.16	11	59.00	54.21	49.29	47.21	38.55	37.31	36.07	35.94	34.09	28.35
COP less govt & other income	36.75	11	58.43	54.21	49.29	47.21	37.87	36.35	35.79	35.75	33.83	28.10
Cost of prod with lbr & mgt	37.63	11	62.53	60.72	50.85	48.78	38.63	37.46	37.02	36.54	35.64	29.91
Machinery cost per acre	324.70	11	599.20	386.17	386.17	366.62	366.62	318.57	312.44	307.53	261.76	225.91
Est. labor hours per acre	2.75	11	13.31	10.04	4.16	3.96	3.96	2.69	2.63	2.26	2.26	2.05

**Crop Enterprise Analysis**  
**Westland, Barrett Area**  
**(Farms Sorted By Return to Overhead)**

**Sugar Beets on Cash Rent**

	<u>Avg. Of All Farms</u>
Number of farms	8
Acres	264.88
Yield per acre (ton)	30.32
Operators share of yield %	100.00
Value per ton	43.98
Total product return per acre	1,333.22
Other crop income per acre	9.05
Gross return per acre	1,342.26
<b>Direct Expenses</b>	
Seed and plants	237.13
Fertilizer	79.93
Crop chemicals	144.68
Crop insurance	40.29
Fuel & oil	59.00
Repairs	118.64
Custom hire	19.42
Hired labor	8.43
Land rent	192.88
Machinery leases	14.96
Hauling and trucking	0.71
Operating interest	28.78
Miscellaneous	1.87
Total direct expenses per acre	946.72
Return over direct exp per acre	395.54
<b>Overhead Expenses</b>	
Hired labor	34.02
Machinery leases	22.13
Farm insurance	11.02
Utilities	8.90
Dues & professional fees	12.28
Interest	7.80
Mach & bldg depreciation	72.31
Miscellaneous	6.60
Total overhead expenses per acre	175.05
Total dir & ovhd expenses per acre	1,121.77
Net return per acre	220.49
Government payments	-
Net return with govt pmts	220.49
Labor & management charge	43.68
Net return over lbr & mgt	176.81
<b>Cost of Production</b>	
Total direct expense per ton	31.23
Total dir & ovhd exp per ton	37.00
Less govt & other income	36.70
With labor & management	38.14
Net value per unit	43.98
Machinery cost per acre	312.03
Est. labor hours per acre	3.52

## SUGARBEET YIELD VS. NET RETURN



	Yield	Net Return
2014	18.8	(\$315.34)
2016	28.32	(\$91.77)
2017	29.95	(\$12.01)
2018	25.11	(\$402.56)
2019	15.35	(\$341.08)
2020	21.21	(\$317.41)
2021	29.39	253.98
5 yr ave	24.202	-163.816

# How Do Farms Stack Up Historically?

## Historical information for Southwest, South Central & Southeast Minnesota

The source of the green, yellow, and red credit risk rating is from "Weighing the Variables" by David M. Kohl. He considers the six (6) color coded factors below to be key indicators of financial credit quality.

Green	The farm business enjoys a competitive position
Early Yellow	The farm business has some early caution signs
Late Yellow	The farm business has some major caution signs
Red	The farm business could face some major obstacles



MINNESOTA STATE

### Current Ratio

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Top 10 Percent	2.68	3.21	2.37	2.12	2.28	2.30	2.24	2.22	2.30	2.69	2.92
High 20 Percent	2.65	2.90	2.40	2.24	2.21	2.21	2.11	2.20	2.20	2.39	2.83
Average Farms	2.28	2.50	2.03	1.79	1.64	1.62	1.57	1.51	1.51	1.98	2.47
Low 20 Percent	1.37	1.48	1.60	1.23	1.23	1.19	1.12	1.07	1.07	1.23	1.75

### Farm Debt to Asset Ratio (Market)

Top 10 Percent	39%	38%	39%	42%	38%	39%	40%	39%	40%	40%	41%
High 20 Percent	40%	40%	38%	40%	39%	40%	41%	39%	41%	41%	41%
Average Farms	43%	42%	40%	43%	45%	45%	45%	46%	46%	44%	44%
Low 20 Percent	50%	51%	46%	52%	54%	54%	53%	55%	54%	51%	51%

### Rate of Return on Farm Assets - Rent/Lease Majority of Assets (Cost)

Top 10 Percent	16.9%	17.9%	7.8%	12.5%	5.8%	5.8%	6.8%	5.9%	7.8%	12.3%	15.7%
High 20 Percent	15.8%	17.3%	7.4%	10.4%	5.2%	5.6%	6.3%	5.2%	7.2%	11.4%	15.1%
Average Farms	11.5%	13.7%	2.6%	3.7%	0.8%	1.4%	1.9%	1.0%	3.4%	7.8%	11.4%
Low 20 Percent	-0.6%	1.0%	-6.2%	-5.5%	-5.2%	-4.0%	-3.8%	-4.0%	-3.4%	-1.7%	-0.4%



Minnesota West  
COMMUNITY & TECHNICAL COLLEGE  
Cully • Corrine Park  
Jackson • Pipestone • Worthington

### Term Debt Coverage Ratio

Top 10 Percent	462%	540%	236%	336%	167%	199%	215%	233%	273%	403%	574%
High 20 Percent	429%	481%	218%	287%	178%	190%	203%	206%	246%	375%	553%
Average Farms	294%	353%	102%	133%	77%	90%	102%	91%	148%	274%	389%
Low 20 Percent	71%	94%	67%	47%	-46%	-20%	-13%	-21%	3.0%	72.0%	109.0%



South Central College

### Operating Expense Ratio

Top 10 Percent	65.2%	67.6%	73.2%	73.3%	73.8%	72.7%	72.8%	72.7%	73.3%	67.4%	62.6%
High 20 Percent	65.5%	69.9%	72.5%	73.8%	74.5%	73.8%	74.2%	74.7%	74.3%	68.4%	62.5%
Average Farms	68.8%	64.7%	81.4%	79.8%	84.6%	83.0%	82.3%	84.3%	79.4%	71.2%	66.5%
Low 20 Percent	86.2%	88.3%	99.9%	99.2%	99.6%	96.2%	98.6%	97.4%	95.3%	89.2%	87.9%

### Interest Expense Ratio

Top 10 Percent	2.6%	2.5%	2.9%	2.2%	3.0%	3.3%	3.2%	3.9%	3.4%	2.8%	2.0%
High 20 Percent	2.8%	2.7%	3.1%	2.4%	3.2%	3.5%	3.4%	3.9%	3.7%	3.1%	2.2%
Average Farms	3.8%	3.4%	3.9%	3.7%	4.2%	4.6%	4.8%	5.4%	5.2%	4.3%	3.1%
Low 20 Percent	7.0%	5.4%	4.5%	6.1%	4.7%	5.4%	6.1%	6.5%	7.8%	8.2%	5.1%



RIVERLAND  
Community College

Aaron Brudelle  
Minnesota West Community & Technical College  
Farm Business Management Instructor

<u>Year at a Glance</u> <i>Data for the Average Farm</i>	Southern Minnesota	State FBM Data	Local Area	Your Farm Data	Your Farm Goal
	<b>1,584</b>	<b>2,293</b>			
	<u>Farms</u>	<u>Farms</u>			
<b><u>Income Statement</u></b>					
Gross Cash Farm Income	\$967,436	\$960,023	_____	_____	_____
Total Cash Operating Expense	\$790,104	\$777,556	_____	_____	_____
Net Cash Farm Income	\$177,333	\$182,467	_____	_____	_____
Net Operating Profit	\$333,764	\$319,878	_____	_____	_____
Net Farm Income	\$280,900	\$267,379	_____	_____	_____
Median Farm Income	\$176,426	\$158,294	_____	_____	_____
<b><u>Balance Sheet (Market)</u></b>					
Total Assets - 12/31	\$3,410,335	\$3,361,681	_____	_____	_____
Total Liabilities - 12/31	\$1,396,394	\$1,399,648	_____	_____	_____
Net Worth - 12/31	\$2,013,942	\$1,962,033	_____	_____	_____
Change in Net Worth	\$294,905	\$278,019	_____	_____	_____
<b><u>Financial Standards Measures</u></b>					
Working Capital - 12/31	\$454,239	\$423,102	_____	_____	_____
Debt to Asset Ratio - 12/31	44%	44%	_____	_____	_____
Rate of Return on Farm Assets - Cost	11.4%	10.7%	_____	_____	_____
Rate of Return on Farm Equity - Cost	17.6%	16.4%	_____	_____	_____
Term Debt Coverage Ratio	3.89	3.59	_____	_____	_____
Asset Turnover Rate	41.2%	40.8%	_____	_____	_____
Operating Expense Ratio	66.6%	67.0%	_____	_____	_____
Interest Expense Ratio	3.1%	3.2%	_____	_____	_____
<b><u>Operator Information</u></b>					
Average Age of the Farmer	47.0	47.0	_____	_____	_____
Average Years Farming	22.9	22.8	_____	_____	_____
<b><u>Personal Spending &amp; Income</u></b>					
Total Cash Family Living Expense	\$66,062	\$65,250	_____	_____	_____
Total Non Farm Income	\$46,943	\$44,586	_____	_____	_____

Net farm income dollars are used to pay for family living, social security and income tax, retirement accounts, medical and health expenses, and loan principle payments. A positive balance indicates revenue for other uses, while a negative balance indicates a need for revenue from other sources.

The following list shows expenses for the year:

		<u>Southern Minnesota</u>	<u>State Data</u>
Net Farm Income	(+)	\$280,900	\$267,379
Depreciation	(+)	\$54,881	\$55,493
Family Living (Excl Health/Med)	(-)	\$55,978	\$55,425
Social Security and Income Tax	(-)	\$16,531	\$15,453
Health and Medical Expense	(-)	\$10,541	\$9,825
Retirement Accounts	(-)	\$8,876	\$9,437
Principal Payments	(-)	\$66,088	\$67,903
Balance	(=)	\$177,767	\$164,829

## How does your Farm Stack Up?

### Southern Minnesota Farm Business Management Data

Below is a summary of the low, average, and high farms using the 21 Financial Standards Measures. The numbers listed below are intended to provide a general overview of the farm situation for the current year and over a five year period.

The current year data provides a snapshot of the conditions that represent the present while the five year data provides a longer term look at these factors to enable their use in potential decision making activities.

<b>Evaluation Chart</b>	<b>Low Farms</b>		<b>Average</b>		<b>High Farms</b>		<b>Your Farm</b>	
	2021	5 Yr Ave	2021	5 Yr Ave	2021	5 Yr Ave	2021	5 Yr Ave
<b><u>Liquidity</u></b>								
Current Ratio	1.75	1.24	2.47	1.82	2.83	2.32		
Working Capital	\$ 81,817	51,142	454,239	263,844	1,325,508	779,036		
Working Capital to Gross Inc.	% 19.3%	8.9%	41.3%	29.3%	49.6%	39.5%		
<b><u>Solvency (Market)</u></b>								
Farm Debt to Asset Ratio	% 51%	53%	44%	45%	41%	41%		
Farm Equity to Asset Ratio	% 49%	47%	56%	55%	59%	59%		
Farm Debt to Equity Ratio	% 1.05	1.12	0.77	0.82	0.69	0.69		
<b><u>Profitability (Cost)</u></b>								
Rate of Return on Farm Assets	% -0.4%	-2.7%	11.4%	5.1%	15.1%	9.0%		
Rate of Return on Farm Equity	% -6.5%	-12.9%	17.6%	5.8%	22.2%	12.3%		
Operating Profit Margin	% -1.3%	-8.7%	27.5%	13.4%	33.2%	22.3%		
Net Farm Income	\$ 1,971	-62,115	280,900	124,278	831,831	442,155		
EBIDTA	\$ 51,239	37,314	367,628	210,698	1,003,158	587,344		
<b><u>Repayment Capacity (Accrual)</u></b>								
Capital Debt Repayment Cap.	\$ 52,356	9,907	336,424	172,395	914,459	493,994		
Capital Debt Repayment Margin	\$ 4,257	-81,849	250,006	86,304	749,000	343,701		
Replacement Margin	\$ -8,828	-112,179	218,132	55,080	679,721	286,581		
Term Debt Coverage Ratio	1.09	0.30	3.89	2.01	5.53	3.17		
Replacement Coverage Ratio	0.86	0.23	2.84	1.47	3.9	2.29		
<b><u>Efficiency</u></b>								
Asset Turnover Rate (Cost)	% 32.4%	30.4%	41.2%	35.5%	45.5%	39.2%		
Operating Expense Ratio	% 87.9%	93.3%	66.6%	76.8%	62.5%	70.8%		
Depreciation Expense Ratio	% 6.6%	7.1%	5.0%	6.0%	4.4%	5.3%		
Interest Expense Ratio	% 5.1%	6.8%	3.1%	4.6%	2.2%	3.3%		
Net Farm Income Ratio	% 0.4%	-7.1%	25.3%	12.9%	30.9%	21.0%		

Created by Aaron Brudelle - Minnesota West Farm Business Management



## Farm Finance Scorecard

### Liquidity

1. Current ratio

Vulnerable 1.3 2.0 Strong



2. Working capital

\$ \_\_\_\_\_

3. Working capital to gross revenues

\_\_\_\_\_ %



### Solvency

4. Farm debt-to-asset ratio

\_\_\_\_\_ %



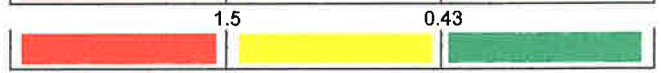
5. Farm equity-to-asset ratio

\_\_\_\_\_ %



6. Farm debt-to-equity ratio

\_\_\_\_\_



### Profitability

7. Net farm income

\$ \_\_\_\_\_

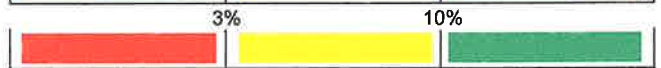
8. Rate of return on farm assets

\_\_\_\_\_ %



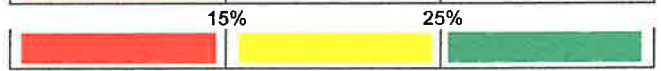
9. Rate of return on farm equity

\_\_\_\_\_ %



10. Operating profit margin

\_\_\_\_\_ %



11. EBITDA

\$ \_\_\_\_\_

### Repayment capacity

12. Capital debt repayment capacity

\$ \_\_\_\_\_

13. Capital debt repayment margin

\$ \_\_\_\_\_

14. Replacement margin

\$ \_\_\_\_\_

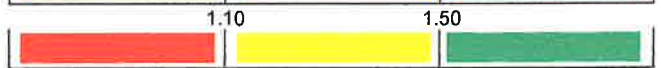
15. Term-debt coverage ratio

\_\_\_\_\_



16. Replacement margin coverage ratio

\_\_\_\_\_



### Financial efficiency

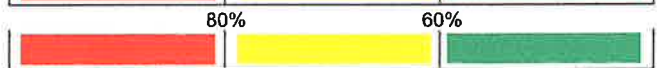
17. Asset-turnover rate

\_\_\_\_\_ %



18. Operating-expense ratio

\_\_\_\_\_ %



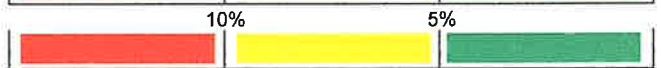
19. Depreciation-expense ratio

\_\_\_\_\_ %



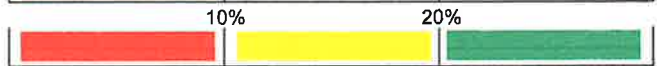
20. Interest-expense ratio

\_\_\_\_\_ %

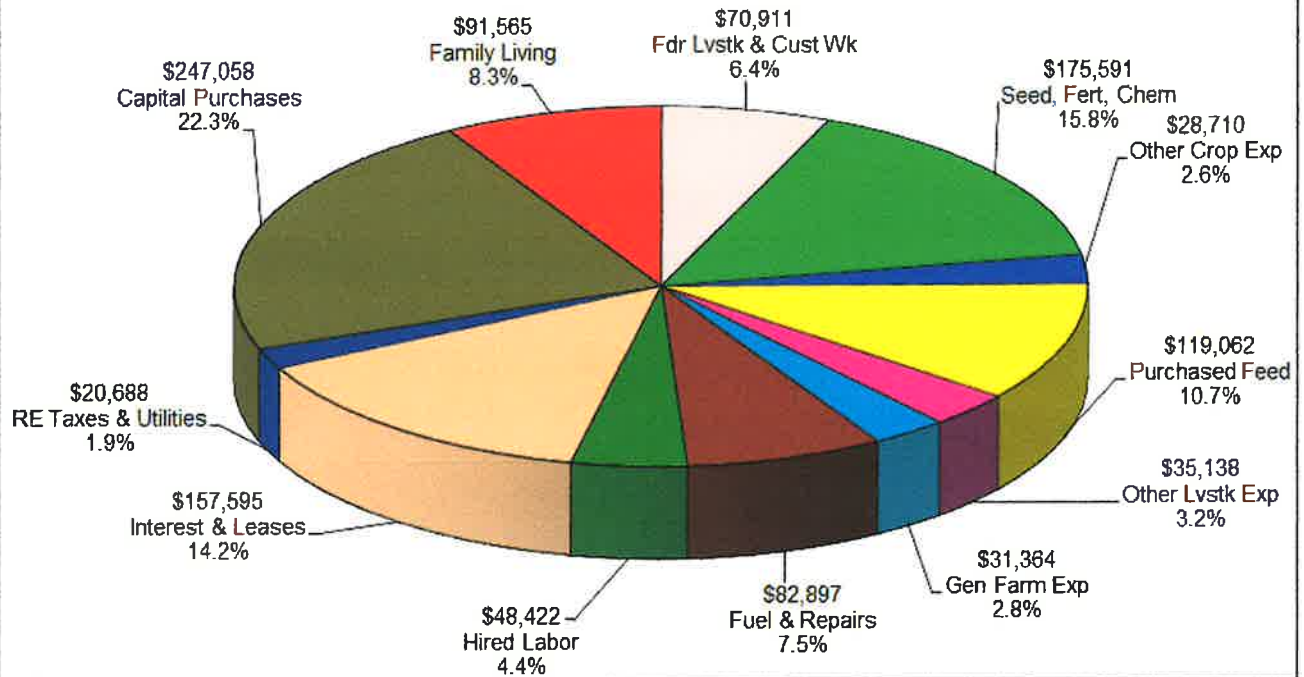


21. Net farm income ratio

\_\_\_\_\_ %



**Each farmer, on average, spent \$1,109,001 in the Greater Community in 2021**



<b>Average Money Spent by Each Farmer in the Greater Community:</b>	<b>\$1,109,001</b>
<b>Average Money Spent by Each Farmer in a 40 Yr. Career:</b>	<b>\$44,360,040</b>
<b>Money Spent in Community by 1,584 Farmers:</b>	<b>\$1,756,657,584</b>

**Your Goals based on current year Analysis**

<i>Short Term</i>	<i>Timeline</i>
1 _____	_____
2 _____	_____
3 _____	_____
4 _____	_____
<i>Intermediate and Long Term</i>	<i>Timeline</i>
1 _____	_____
2 _____	_____
3 _____	_____
4 _____	_____