

Crop Enterprise Analysis
2007 Minnesota Farm Business Management State Report
Organic Certified Farms
(Farms Sorted By Return to Overhead)

Barley, Organic on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	7
Number of farms	6
Acres	48.53
Yield per acre (bu.)	32.76
Operators share of yield %	100.00
Value per bu.	6.06
Total product return per acre	198.41
Miscellaneous income per acre	44.45
Gross return per acre	242.86
Direct Expenses	
Seed	16.72
Fertilizer	15.31
Non-chemical crop protect	0.25
Crop insurance	5.32
Fuel & oil	14.40
Repairs	20.46
Repair, machinery	1.74
Custom hire	1.70
Hauling and trucking	0.85
Organic certification	2.70
Operating interest	7.97
Miscellaneous	0.20
Total direct expenses per acre	87.64
Return over direct exp per acre	155.22
Overhead Expenses	
Custom hire	9.94
Hired labor	8.57
Machinery leases	0.22
RE & pers. property taxes	7.17
Farm insurance	3.83
Utilities	3.69
Dues & professional fees	3.27
Interest	19.63
Mach & bldg depreciation	17.96
Miscellaneous	3.65
Total overhead expenses per acre	77.93
Total dir & ovhd expenses per acre	165.57
Net return per acre	77.29
Government payments	14.33
Net return with govt pmts	91.62
Labor & management charge	38.07
Net return over lbr & mgt	53.55
Cost of Production	
Total direct expense per bu.	2.68
Total dir & ovhd exp per bu.	5.05
Less govt & other income	3.26
With labor & management	4.42
Machinery cost per acre	68.66
Est. labor hours per acre	3.93

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Barley, Organic on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	9
Number of farms	8
Acres	78.93
Yield per acre (bu.)	30.08
Operators share of yield %	100.00
Value per bu.	6.81
Total product return per acre	204.88
Miscellaneous income per acre	17.22
Gross return per acre	222.10
Direct Expenses	
Seed	20.18
Fertilizer	24.08
Crop insurance	6.62
Fuel & oil	20.80
Repairs	25.95
Repair, machinery	0.84
Custom hire	3.04
Repair, buildings	0.56
Land rent	60.66
Hauling and trucking	4.63
Organic certification	1.55
Operating interest	5.52
Miscellaneous	1.06
Total direct expenses per acre	175.48
Return over direct exp per acre	46.62
Overhead Expenses	
Custom hire	3.35
Hired labor	7.31
Machinery leases	0.89
Farm insurance	3.58
Utilities	3.57
Dues & professional fees	3.82
Interest	3.35
Mach & bldg depreciation	17.32
Miscellaneous	3.36
Total overhead expenses per acre	46.56
Total dir & ovhd expenses per acre	222.04
Net return per acre	0.05
Government payments	12.04
Net return with govt pmts	12.10
Labor & management charge	33.18
Net return over lbr & mgt	-21.08
Cost of Production	
Total direct expense per bu.	5.83
Total dir & ovhd exp per bu.	7.38
Less govt & other income	6.41
With labor & management	7.51
Machinery cost per acre	74.93
Est. labor hours per acre	2.99

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Corn Silage, Organic on Owned Land

	<i>Avg. Of All Farms</i>
Number of fields	13
Number of farms	11
Acres	24.79
Yield per acre (ton)	12.15
Operators share of yield %	100.00
Value per ton	36.55
Total product return per acre	444.01
Miscellaneous income per acre	54.99
Gross return per acre	499.00
Direct Expenses	
Seed	37.02
Fertilizer	29.55
Non-chemical crop protect	0.12
Crop insurance	8.85
Storage	2.64
Irrigation energy	1.59
Fuel & oil	34.23
Repairs	57.27
Repair, machinery	9.18
Custom hire	18.93
Repair, buildings	1.91
Organic certification	1.04
Operating interest	2.41
Miscellaneous	3.70
Total direct expenses per acre	208.46
Return over direct exp per acre	290.54
Overhead Expenses	
Repair, machinery	1.15
Custom hire	9.98
Repair, buildings	0.51
Hired labor	36.74
Machinery leases	4.36
RE & pers. property taxes	8.36
Farm insurance	7.63
Utilities	5.36
Dues & professional fees	3.11
Interest	34.27
Mach & bldg depreciation	29.68
Miscellaneous	6.34
Total overhead expenses per acre	147.50
Total dir & ovhd expenses per acre	355.95
Net return per acre	143.04
Government payments	11.01
Net return with govt pmts	154.05
Labor & management charge	46.69
Net return over lbr & mgt	107.36
Cost of Production	
Total direct expense per ton	17.16
Total dir & ovhd exp per ton	29.30
Less govt & other income	23.87
With labor & management	27.71
Machinery cost per acre	176.95
Est. labor hours per acre	6.51

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Corn Silage, Organic on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	5
Number of farms	5
Acres	15.40
Yield per acre (ton)	13.57
Operators share of yield %	100.00
Value per ton	32.29
Total product return per acre	438.20
Miscellaneous income per acre	9.55
Gross return per acre	447.74
Direct Expenses	
Seed	37.43
Fertilizer	26.93
Crop chemicals	4.81
Non-chemical crop protect	0.92
Crop insurance	4.74
Fuel & oil	38.77
Repairs	53.91
Repair, machinery	15.60
Custom hire	9.07
Repair, buildings	0.27
Land rent	95.36
Organic certification	1.44
Operating interest	2.23
Miscellaneous	5.47
Total direct expenses per acre	296.94
Return over direct exp per acre	150.80
Overhead Expenses	
Custom hire	6.82
Hired labor	24.95
Building leases	3.97
Farm insurance	5.61
Utilities	4.47
Dues & professional fees	5.56
Interest	15.41
Mach & bldg depreciation	40.20
Miscellaneous	4.52
Total overhead expenses per acre	111.49
Total dir & ovhd expenses per acre	408.44
Net return per acre	39.31
Government payments	5.48
Net return with govt pmts	44.79
Labor & management charge	62.25
Net return over lbr & mgt	-17.46
Cost of Production	
Total direct expense per ton	21.88
Total dir & ovhd exp per ton	30.10
Less govt & other income	28.99
With labor & management	33.58
Machinery cost per acre	175.78
Est. labor hours per acre	10.69

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Corn, Organic on Owned Land

	<i>Avg. Of All Farms</i>
Number of fields	18
Number of farms	14
Acres	41.55
Yield per acre (bu.)	97.56
Operators share of yield %	100.00
Value per bu.	8.95
Other product return per acre	6.81
Total product return per acre	880.13
Miscellaneous income per acre	51.35
Gross return per acre	931.48
Direct Expenses	
Seed	38.57
Fertilizer	48.93
Non-chemical crop protect	1.35
Crop insurance	17.11
Drying fuel	2.98
Fuel & oil	34.85
Repairs	23.78
Repair, machinery	4.81
Custom hire	3.50
Repair, buildings	0.18
Machinery leases	0.53
Hauling and trucking	0.33
Organic certification	2.57
Operating interest	6.10
Miscellaneous	1.39
Total direct expenses per acre	186.98
Return over direct exp per acre	744.50
Overhead Expenses	
Repair, machinery	0.91
Custom hire	9.03
Repair, buildings	0.40
Hired labor	15.72
Machinery leases	4.41
RE & pers. property taxes	14.05
Farm insurance	8.77
Utilities	5.25
Dues & professional fees	7.32
Interest	60.67
Mach & bldg depreciation	28.24
Miscellaneous	6.03
Total overhead expenses per acre	160.83
Total dir & ovhd expenses per acre	347.81
Net return per acre	583.67
Government payments	18.07
Net return with govt pmts	601.74
Labor & management charge	37.80
Net return over lbr & mgt	563.95
Cost of Production	
Total direct expense per bu.	1.92
Total dir & ovhd exp per bu.	3.57
Less govt & other income	2.78
With labor & management	3.17
Machinery cost per acre	116.30
Est. labor hours per acre	5.34

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Corn, Organic on Cash Rent

	Avg. Of All Farms
Number of fields	24
Number of farms	18
Acres	72.62
Yield per acre (bu.)	72.99
Operators share of yield %	100.00
Value per bu.	8.11
Other product return per acre	4.03
Total product return per acre	596.29
Miscellaneous income per acre	66.55
Gross return per acre	662.84
Direct Expenses	
Seed	46.87
Fertilizer	52.66
Non-chemical crop protect	4.53
Crop insurance	15.31
Drying fuel	1.45
Storage	0.51
Fuel & oil	27.70
Repairs	23.80
Repair, machinery	7.02
Custom hire	25.42
Repair, buildings	0.99
Land rent	93.58
Hauling and trucking	3.34
Organic certification	2.92
Operating interest	12.46
Miscellaneous	0.98
Total direct expenses per acre	319.53
Return over direct exp per acre	343.31
Overhead Expenses	
Custom hire	13.37
Hired labor	12.81
Machinery leases	6.09
Farm insurance	7.83
Utilities	5.02
Dues & professional fees	5.73
Interest	9.34
Mach & bldg depreciation	28.23
Miscellaneous	14.24
Total overhead expenses per acre	102.65
Total dir & ovhd expenses per acre	422.19
Net return per acre	240.65
Government payments	17.67
Net return with govt pmts	258.32
Labor & management charge	39.55
Net return over lbr & mgt	218.77
Cost of Production	
Total direct expense per bu.	4.38
Total dir & ovhd exp per bu.	5.78
Less govt & other income	4.57
With labor & management	5.12
Machinery cost per acre	139.82
Est. labor hours per acre	4.02

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Hay, Alfalfa, Organic on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	27
Number of farms	20
Acres	60.77
Yield per acre (ton)	3.51
Operators share of yield %	100.00
Value per ton	150.05
Total product return per acre	526.25
Miscellaneous income per acre	-
Gross return per acre	526.25
Direct Expenses	
Seed	5.96
Fertilizer	30.92
Crop insurance	1.73
Irrigation energy	0.09
Fuel & oil	36.56
Repairs	37.46
Repair, machinery	2.48
Custom hire	64.75
Repair, buildings	0.50
Hauling and trucking	8.33
Organic certification	2.71
Operating interest	7.69
Miscellaneous	0.69
Total direct expenses per acre	199.88
Return over direct exp per acre	326.37
Overhead Expenses	
Custom hire	21.08
Hired labor	14.94
Machinery leases	6.12
RE & pers. property taxes	10.39
Farm insurance	8.59
Utilities	5.86
Dues & professional fees	9.73
Interest	46.75
Mach & bldg depreciation	33.91
Miscellaneous	6.51
Total overhead expenses per acre	163.89
Total dir & ovhd expenses per acre	363.77
Net return per acre	162.48
Government payments	12.96
Net return with govt pmts	175.44
Labor & management charge	45.82
Net return over lbr & mgt	129.61
Cost of Production	
Total direct expense per ton	56.99
Total dir & ovhd exp per ton	103.72
Less govt & other income	100.02
With labor & management	113.09
Machinery cost per acre	213.50
Est. labor hours per acre	4.57

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Hay, Alfalfa, Organic on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	24
Number of farms	16
Acres	80.80
Yield per acre (ton)	3.18
Operators share of yield %	100.00
Value per ton	139.15
Total product return per acre	442.76
Miscellaneous income per acre	1.19
Gross return per acre	443.95
Direct Expenses	
Seed	7.01
Fertilizer	30.40
Non-chemical crop protect	1.28
Crop insurance	0.48
Irrigation energy	0.42
Fuel & oil	27.89
Repairs	31.53
Repair, machinery	1.96
Custom hire	39.53
Repair, buildings	0.26
Land rent	67.72
Hauling and trucking	7.06
Organic certification	2.27
Operating interest	11.89
Miscellaneous	1.16
Total direct expenses per acre	230.85
Return over direct exp per acre	213.10
Overhead Expenses	
Custom hire	25.37
Hired labor	21.72
Machinery leases	1.67
Farm insurance	9.53
Utilities	4.70
Dues & professional fees	2.70
Interest	5.36
Mach & bldg depreciation	32.16
Miscellaneous	18.67
Total overhead expenses per acre	121.88
Total dir & ovhd expenses per acre	352.73
Net return per acre	91.22
Government payments	15.37
Net return with govt pmts	106.59
Labor & management charge	33.23
Net return over lbr & mgt	73.36
Cost of Production	
Total direct expense per ton	72.55
Total dir & ovhd exp per ton	110.85
Less govt & other income	105.65
With labor & management	116.09
Machinery cost per acre	164.20
Est. labor hours per acre	3.19

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Hay, Grass, Organic on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	7
Number of farms	7
Acres	56.77
Yield per acre (ton)	2.25
Operators share of yield %	100.00
Value per ton	102.48
Total product return per acre	230.67
Miscellaneous income per acre	-
Gross return per acre	230.67
Direct Expenses	
Seed	2.45
Fertilizer	6.68
Fuel & oil	13.30
Repairs	9.18
Repair, machinery	8.78
Custom hire	24.88
Organic certification	0.34
Operating interest	0.31
Miscellaneous	2.57
Total direct expenses per acre	68.50
Return over direct exp per acre	162.18
Overhead Expenses	
Hired labor	8.65
Machinery leases	0.64
RE & pers. property taxes	9.65
Farm insurance	4.22
Utilities	2.02
Dues & professional fees	1.38
Interest	48.80
Mach & bldg depreciation	24.94
Miscellaneous	1.87
Total overhead expenses per acre	102.17
Total dir & ovhd expenses per acre	170.66
Net return per acre	60.01
Government payments	10.01
Net return with govt pmts	70.02
Labor & management charge	14.16
Net return over lbr & mgt	55.86
Cost of Production	
Total direct expense per ton	30.43
Total dir & ovhd exp per ton	75.82
Less govt & other income	71.37
With labor & management	77.66
Machinery cost per acre	87.74
Est. labor hours per acre	2.04

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Hay, Grass, Organic on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	6
Number of farms	6
Acres	57.35
Yield per acre (ton)	2.95
Operators share of yield %	100.00
Value per ton	104.69
Total product return per acre	308.76
Miscellaneous income per acre	1.45
Gross return per acre	310.22
Direct Expenses	
Seed	2.39
Fertilizer	10.65
Fuel & oil	15.62
Repairs	5.43
Repair, machinery	10.60
Custom hire	35.33
Repair, buildings	0.60
Land rent	74.54
Organic certification	0.37
Operating interest	0.12
Miscellaneous	2.35
Total direct expenses per acre	158.00
Return over direct exp per acre	152.22
Overhead Expenses	
Custom hire	0.49
Hired labor	14.15
Machinery leases	0.41
Building leases	0.12
Farm insurance	3.39
Utilities	0.81
Dues & professional fees	1.67
Interest	13.60
Mach & bldg depreciation	24.35
Miscellaneous	1.21
Total overhead expenses per acre	60.19
Total dir & ovhd expenses per acre	218.19
Net return per acre	92.02
Government payments	8.14
Net return with govt pmts	100.16
Labor & management charge	10.59
Net return over lbr & mgt	89.56
Cost of Production	
Total direct expense per ton	53.57
Total dir & ovhd exp per ton	73.98
Less govt & other income	70.73
With labor & management	74.32
Machinery cost per acre	100.64
Est. labor hours per acre	2.48

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Pasture, Organic on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	13
Number of farms	9
Acres	68.53
Yield per acre (aum)	4.16
Operators share of yield %	100.00
Value per aum	32.79
Total product return per acre	136.50
Miscellaneous income per acre	-
Gross return per acre	136.50
Direct Expenses	
Seed	2.04
Fertilizer	2.62
Fuel & oil	2.46
Repairs	2.48
Repair, machinery	0.82
Repair, buildings	0.19
Organic certification	0.89
Total direct expenses per acre	11.56
Return over direct exp per acre	124.94
Overhead Expenses	
Custom hire	0.18
Hired labor	1.01
Machinery leases	0.15
RE & pers. property taxes	7.96
Farm insurance	0.62
Utilities	0.38
Dues & professional fees	0.36
Interest	15.47
Mach & bldg depreciation	3.77
Miscellaneous	0.46
Total overhead expenses per acre	30.36
Total dir & ovhd expenses per acre	41.92
Net return per acre	94.58
Government payments	5.90
Net return with govt pmts	100.48
Labor & management charge	3.69
Net return over lbr & mgt	96.78
Cost of Production	
Total direct expense per aum	2.78
Total dir & ovhd exp per aum	10.07
Less govt & other income	8.65
With labor & management	9.54
Machinery cost per acre	10.77
Est. labor hours per acre	0.48

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Pasture, Organic on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	6
Number of farms	5
Acres	85.63
Yield per acre (aum)	7.76
Operators share of yield %	100.00
Value per aum	30.15
Total product return per acre	233.98
Miscellaneous income per acre	-
Gross return per acre	233.98
Direct Expenses	
Seed	1.92
Fertilizer	10.71
Fuel & oil	2.46
Repairs	0.33
Repair, machinery	1.30
Land rent	100.44
Organic certification	0.90
Total direct expenses per acre	118.11
Return over direct exp per acre	115.88
Overhead Expenses	
Hired labor	1.27
Farm insurance	1.27
Utilities	1.32
Interest	0.87
Mach & bldg depreciation	2.24
Miscellaneous	0.29
Total overhead expenses per acre	7.26
Total dir & ovhd expenses per acre	125.37
Net return per acre	108.62
Government payments	7.49
Net return with govt pmts	116.11
Labor & management charge	7.62
Net return over lbr & mgt	108.49
Cost of Production	
Total direct expense per aum	15.22
Total dir & ovhd exp per aum	16.15
Less govt & other income	15.19
With labor & management	16.17
Machinery cost per acre	6.85
Est. labor hours per acre	0.83

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Soybeans, Organic on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	16
Number of farms	15
Acres	80.65
Yield per acre (bu.)	22.76
Operators share of yield %	100.00
Value per bu.	19.69
Total product return per acre	448.10
Miscellaneous income per acre	19.40
Gross return per acre	467.49
Direct Expenses	
Seed	35.41
Fertilizer	4.28
Non-chemical crop protect	3.01
Crop insurance	10.81
Fuel & oil	20.79
Repairs	18.62
Repair, machinery	2.20
Custom hire	2.76
Repair, buildings	0.56
Hired labor	1.01
Machinery leases	3.36
Hauling and trucking	1.88
Marketing	0.08
Organic certification	1.69
Operating interest	3.70
Miscellaneous	0.36
Total direct expenses per acre	110.52
Return over direct exp per acre	356.97
Overhead Expenses	
Custom hire	4.25
Hired labor	10.29
Machinery leases	1.37
RE & pers. property taxes	11.49
Farm insurance	4.21
Utilities	4.24
Dues & professional fees	3.85
Interest	56.89
Mach & bldg depreciation	26.72
Miscellaneous	6.49
Total overhead expenses per acre	129.82
Total dir & ovhd expenses per acre	240.34
Net return per acre	227.15
Government payments	14.06
Net return with govt pmts	241.21
Labor & management charge	34.87
Net return over lbr & mgt	206.34
Cost of Production	
Total direct expense per bu.	4.86
Total dir & ovhd exp per bu.	10.56
Less govt & other income	9.09
With labor & management	10.62
Machinery cost per acre	83.68
Est. labor hours per acre	3.25

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Soybeans, Organic on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	22
Number of farms	18
Acres	70.30
Yield per acre (bu.)	19.10
Operators share of yield %	100.00
Value per bu.	19.18
Other product return per acre	0.53
Total product return per acre	366.81
Miscellaneous income per acre	20.79
Gross return per acre	387.60
Direct Expenses	
Seed	30.90
Fertilizer	4.58
Non-chemical crop protect	2.00
Crop insurance	12.59
Irrigation energy	0.96
Fuel & oil	19.15
Repairs	18.59
Repair, machinery	4.90
Custom hire	9.65
Repair, buildings	0.19
Hired labor	6.53
Land rent	86.28
Hauling and trucking	2.72
Organic certification	2.24
Operating interest	6.26
Miscellaneous	1.36
Total direct expenses per acre	208.89
Return over direct exp per acre	178.71
Overhead Expenses	
Custom hire	4.34
Hired labor	6.28
Machinery leases	3.70
Farm insurance	4.33
Utilities	3.30
Dues & professional fees	4.25
Interest	5.14
Mach & bldg depreciation	19.00
Miscellaneous	8.34
Total overhead expenses per acre	58.67
Total dir & ovhd expenses per acre	267.57
Net return per acre	120.03
Government payments	11.79
Net return with govt pmts	131.83
Labor & management charge	34.67
Net return over lbr & mgt	97.16
Cost of Production	
Total direct expense per bu.	10.94
Total dir & ovhd exp per bu.	14.01
Less govt & other income	12.28
With labor & management	14.09
Machinery cost per acre	83.40
Est. labor hours per acre	2.87

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Sunflowers, Organic on Owned Land

	<u>Avg. Of All Farms</u>
Number of fields	5
Number of farms	5
Acres	78.42
Yield per acre (cwt.)	11.78
Operators share of yield %	100.00
Value per cwt.	26.86
Total product return per acre	316.49
Miscellaneous income per acre	6.30
Gross return per acre	322.79
Direct Expenses	
Seed	23.14
Fertilizer	30.10
Crop insurance	14.10
Fuel & oil	23.37
Repairs	25.52
Custom hire	13.05
Hired labor	5.30
Hauling and trucking	0.46
Organic certification	4.30
Operating interest	11.24
Total direct expenses per acre	150.58
Return over direct exp per acre	172.21
Overhead Expenses	
Custom hire	19.67
Hired labor	15.18
Machinery leases	3.33
RE & pers. property taxes	10.92
Farm insurance	7.37
Utilities	4.49
Dues & professional fees	3.29
Interest	40.80
Mach & bldg depreciation	25.90
Miscellaneous	7.08
Total overhead expenses per acre	138.02
Total dir & ovhd expenses per acre	288.60
Net return per acre	34.19
Government payments	17.59
Net return with govt pmts	51.78
Labor & management charge	28.81
Net return over lbr & mgt	22.97
Cost of Production	
Total direct expense per cwt.	12.78
Total dir & ovhd exp per cwt.	24.49
Less govt & other income	22.46
With labor & management	24.91
Machinery cost per acre	114.45
Est. labor hours per acre	2.74

Crop Enterprise Analysis
2007 Minnesota Farm Business Management State Report
Organic Certified Farms
(Farms Sorted By Return to Overhead)

Wheat, Spring, Organic on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	9
Number of farms	6
Acres	123.37
Yield per acre (bu.)	28.16
Operators share of yield %	100.00
Value per bu.	13.99
Total product return per acre	394.07
Miscellaneous income per acre	7.28
Gross return per acre	401.36
Direct Expenses	
Seed	27.27
Fertilizer	34.52
Crop insurance	13.40
Drying fuel	1.11
Fuel & oil	19.41
Repairs	25.48
Custom hire	8.87
Land rent	64.34
Hauling and trucking	12.58
Organic certification	2.28
Operating interest	9.60
Total direct expenses per acre	218.87
Return over direct exp per acre	182.48
Overhead Expenses	
Custom hire	12.95
Hired labor	15.76
Machinery leases	0.07
Farm insurance	5.05
Utilities	4.32
Dues & professional fees	2.66
Interest	3.04
Mach & bldg depreciation	21.65
Miscellaneous	5.62
Total overhead expenses per acre	71.13
Total dir & ovhd expenses per acre	290.00
Net return per acre	111.35
Government payments	16.08
Net return with govt pmts	127.44
Labor & management charge	23.88
Net return over lbr & mgt	103.55
Cost of Production	
Total direct expense per bu.	7.77
Total dir & ovhd exp per bu.	10.30
Less govt & other income	9.47
With labor & management	10.32
Machinery cost per acre	91.07
Est. labor hours per acre	2.34