

**Operator and Labor Information**  
**Farm Business Management - Moorhead**  
**Northland Community & Technical College**  
**(Farms Sorted By Net Farm Income)**

|                                 | <u>Avg. Of<br/>All Farms</u> | <u>Low 20%</u> | <u>40 - 60%</u> | <u>High 20%</u> |
|---------------------------------|------------------------------|----------------|-----------------|-----------------|
| Number of farms                 | 79                           | 15             | 16              | 16              |
| <b>Operator Information</b>     |                              |                |                 |                 |
| Average number of operators     | 1.1                          | 0.8            | 1.1             | 1.5             |
| Average age of operators        | 44.5                         | 44.9           | 44.7            | 46.3            |
| Average number of years farming | 22.6                         | 21.8           | 23.9            | 25.3            |
| <b>Results Per Operator</b>     |                              |                |                 |                 |
| Working capital                 | 284,344                      | 31,106         | 210,463         | 552,149         |
| Total assets (market)           | 2,531,784                    | 1,358,224      | 2,526,015       | 3,597,367       |
| Total liabilities               | 1,120,785                    | 669,513        | 1,083,570       | 1,590,515       |
| Net worth (market)              | 1,410,999                    | 688,711        | 1,442,444       | 2,006,852       |
| Net worth excl deferred liabs   | 1,702,193                    | 807,910        | 1,719,496       | 2,461,681       |
| Gross farm income               | 917,495                      | 335,788        | 860,957         | 1,441,563       |
| Total farm expense              | 683,566                      | 282,058        | 660,778         | 1,042,927       |
| Net farm income                 | 238,976                      | 28,368         | 190,922         | 440,764         |
| Net nonfarm income              | 14,086                       | 32,523         | 16,923          | 8,729           |
| Total acres owned               | 390.0                        | 305.5          | 404.2           | 447.8           |
| Total crop acres                | 1,662.8                      | 754.3          | 1,608.7         | 2,470.1         |
| Crop acres owned                | 331.7                        | 272.7          | 342.1           | 428.4           |
| Crop acres cash rented          | 1,303.7                      | 374.5          | 1,266.7         | 2,013.9         |
| Crop acres share rented         | 27.4                         | 107.1          | -               | 27.8            |
| Total pasture acres             | 2.7                          | 20.4           | -               | -               |
| <b>Labor Analysis</b>           |                              |                |                 |                 |
| Number of farms                 | 79                           | 15             | 16              | 16              |
| Total unpaid labor hours        | 1,732                        | 1,257          | 1,656           | 2,344           |
| Total hired labor hours         | 2,112                        | 292            | 1,704           | 4,713           |
| Total labor hours per farm      | 3,844                        | 1,549          | 3,360           | 7,057           |
| Unpaid hours per operator       | 1,514                        | 1,551          | 1,559           | 1,563           |
| Value of farm production / hour | 272.77                       | 157.67         | 270.31          | 315.55          |
| Net farm income / unpaid hour   | 157.83                       | 18.28          | 122.48          | 282.09          |
| Average hourly hired labor wage | 15.37                        | 13.46          | 14.57           | 15.20           |
| <b>Partnerships &amp; LLCs</b>  |                              |                |                 |                 |
| Number of farms                 | 7                            | -              | 1               | 4               |
| Number of operators             | 2.3                          | -              | -               | -               |
| Owner withdrawals per farm      | -                            | -              | -               | -               |
| Withdrawals per operator        | -                            | -              | -               | -               |