

**Crop Enterprise Analysis**  
**2009 FBM Organic Farm Data**  
**MNSCU FBM**  
**(Farms Sorted By Return to Overhead)**

**Barley, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	13
Number of farms	9
Acres	18.98
Yield per acre (bu.)	50.53
Operators share of yield %	100.00
Value per bu.	6.37
Other product return per acre	3.01
Total product return per acre	325.08
Other crop income per acre	10.33
Gross return per acre	335.41
<b>Direct Expenses</b>	
Seed	27.55
Fertilizer	30.19
Crop insurance	7.48
Drying expense	15.52
Packaging and supplies	0.12
Fuel & oil	16.08
Repairs	35.05
Custom hire	11.83
Hired labor	9.01
Utilities	0.22
Marketing	1.94
Organic certification	0.50
Operating interest	1.71
Miscellaneous	0.50
Total direct expenses per acre	157.70
Return over direct exp per acre	177.71
<b>Overhead Expenses</b>	
Hired labor	5.96
Machinery leases	2.80
RE & pers. property taxes	12.74
Farm insurance	5.11
Utilities	5.77
Dues & professional fees	3.10
Interest	39.88
Mach & bldg depreciation	18.72
Miscellaneous	4.67
Total overhead expenses per acre	98.74
Total dir & ovhd expenses per acre	256.44
Net return per acre	78.97
Government payments	8.37
Net return with govt pmts	87.34
Labor & management charge	36.31
Net return over lbr & mgt	51.03
<b>Cost of Production</b>	
Total direct expense per bu.	3.12
Total dir & ovhd exp per bu.	5.07
Less govt & other income	4.65
With labor & management	5.36
Net value per unit	6.37
Machinery cost per acre	91.09
Est. labor hours per acre	4.04

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**Barley, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	11
Number of farms	10
Acres	66.83
Yield per acre (bu.)	56.09
Operators share of yield %	100.00
Value per bu.	5.37
Total product return per acre	301.44
Crop insurance per acre	1.11
Other crop income per acre	1.81
Gross return per acre	304.36
<b>Direct Expenses</b>	
Seed	19.45
Fertilizer	21.31
Crop insurance	5.03
Drying expense	9.69
Fuel & oil	13.99
Repairs	33.40
Custom hire	7.34
Land rent	62.71
Marketing	1.21
Organic certification	0.76
Operating interest	5.99
Miscellaneous	0.51
Total direct expenses per acre	181.39
Return over direct exp per acre	122.97
<b>Overhead Expenses</b>	
Custom hire	0.83
Hired labor	12.67
Farm insurance	6.30
Utilities	6.10
Dues & professional fees	2.14
Interest	5.19
Mach & bldg depreciation	24.14
Miscellaneous	3.69
Total overhead expenses per acre	61.07
Total dir & ovhd expenses per acre	242.46
Net return per acre	61.90
Government payments	12.58
Net return with govt pmts	74.48
Labor & management charge	32.10
Net return over lbr & mgt	42.39
<b>Cost of Production</b>	
Total direct expense per bu.	3.23
Total dir & ovhd exp per bu.	4.32
Less govt & other income	4.05
With labor & management	4.62
Net value per unit	5.37
Machinery cost per acre	81.93
Est. labor hours per acre	2.99

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**Corn Silage, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	11
Number of farms	10
Acres	26.08
Yield per acre (ton)	15.80
Operators share of yield %	100.00
Value per ton	40.98
Total product return per acre	647.48
Gross return per acre	647.48
<b>Direct Expenses</b>	
Seed	57.13
Fertilizer	26.85
Crop insurance	9.30
Storage	8.52
Fuel & oil	37.40
Repairs	70.35
Custom hire	14.43
Hired labor	9.57
Organic certification	0.13
Operating interest	3.82
Miscellaneous	0.72
Total direct expenses per acre	238.23
Return over direct exp per acre	409.24
<b>Overhead Expenses</b>	
Custom hire	4.03
Hired labor	29.17
Machinery leases	4.55
RE & pers. property taxes	9.06
Farm insurance	6.87
Utilities	6.54
Dues & professional fees	4.64
Interest	28.47
Mach & bldg depreciation	42.01
Miscellaneous	11.81
Total overhead expenses per acre	147.14
Total dir & ovhd expenses per acre	385.37
Net return per acre	262.10
Government payments	8.79
Net return with govt pmts	270.89
Labor & management charge	56.94
Net return over lbr & mgt	213.95
<b>Cost of Production</b>	
Total direct expense per ton	15.08
Total dir & ovhd exp per ton	24.39
Less govt & other income	23.84
With labor & management	27.44
Net value per unit	40.98
Machinery cost per acre	176.53
Est. labor hours per acre	7.54

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**Corn Silage, Organic on Cash Rent**

	<u><b>Avg. Of All Farms</b></u>
Number of fields	18
Number of farms	14
Acres	21.06
Yield per acre (ton)	13.44
Operators share of yield %	100.00
Value per ton	42.00
Other product return per acre	0.67
Total product return per acre	565.38
Gross return per acre	565.38
<b>Direct Expenses</b>	
Seed	57.26
Fertilizer	25.43
Non-chemical crop protect	8.91
Crop insurance	5.19
Storage	0.90
Fuel & oil	24.01
Repairs	39.06
Repair, machinery	14.47
Custom hire	70.63
Repair, buildings	3.50
Hired labor	0.97
Land rent	75.76
Hauling and trucking	0.47
Organic certification	1.20
Operating interest	4.64
Miscellaneous	2.80
Total direct expenses per acre	335.20
Return over direct exp per acre	230.17
<b>Overhead Expenses</b>	
Hired labor	17.47
Machinery leases	1.69
Building leases	5.49
Farm insurance	2.68
Utilities	2.83
Dues & professional fees	1.64
Interest	6.56
Mach & bldg depreciation	39.06
Miscellaneous	7.99
Total overhead expenses per acre	85.40
Total dir & ovhd expenses per acre	420.61
Net return per acre	144.77
Government payments	10.80
Net return with govt pmts	155.57
Labor & management charge	30.83
Net return over lbr & mgt	124.75
<b>Cost of Production</b>	
Total direct expense per ton	24.93
Total dir & ovhd exp per ton	31.28
Less govt & other income	30.43
With labor & management	32.72
Net value per unit	42.00
Machinery cost per acre	193.68
Est. labor hours per acre	4.77

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**Corn, Organic on Owned Land**

	<u>Avg. Of All Farms</u>
Number of fields	22
Number of farms	19
Acres	28.42
Yield per acre (bu.)	94.64
Operators share of yield %	100.00
Value per bu.	5.97
Other product return per acre	3.56
Total product return per acre	568.77
Crop insurance per acre	5.81
Other crop income per acre	3.88
Gross return per acre	578.46
<b>Direct Expenses</b>	
Seed	61.24
Fertilizer	54.64
Non-chemical crop protect	0.96
Crop insurance	13.98
Drying expense	7.83
Fuel & oil	29.35
Repairs	60.21
Custom hire	12.13
Hired labor	1.24
Machinery leases	3.02
Hauling and trucking	3.26
Organic certification	2.05
Operating interest	6.62
Miscellaneous	0.42
Total direct expenses per acre	256.97
Return over direct exp per acre	321.49
<b>Overhead Expenses</b>	
Hired labor	29.68
Machinery leases	2.81
RE & pers. property taxes	11.74
Farm insurance	4.37
Utilities	8.53
Dues & professional fees	5.36
Interest	74.39
Mach & bldg depreciation	42.91
Miscellaneous	9.62
Total overhead expenses per acre	189.41
Total dir & ovhd expenses per acre	446.37
Net return per acre	132.08
Government payments	11.87
Net return with govt pmts	143.95
Labor & management charge	51.53
Net return over lbr & mgt	92.42
<b>Cost of Production</b>	
Total direct expense per bu.	2.72
Total dir & ovhd exp per bu.	4.72
Less govt & other income	4.45
With labor & management	5.00
Net value per unit	5.97
Machinery cost per acre	155.04
Est. labor hours per acre	7.37

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**Corn, Organic on Cash Rent**

	<u>Avg. Of All Farms</u>
Number of fields	22
Number of farms	18
Acres	57.47
Yield per acre (bu.)	107.98
Operators share of yield %	100.00
Value per bu.	6.62
Other product return per acre	2.67
Total product return per acre	717.58
Crop insurance per acre	3.47
Gross return per acre	721.05
<b>Direct Expenses</b>	
Seed	74.83
Fertilizer	57.42
Non-chemical crop protect	4.21
Crop insurance	13.58
Drying expense	24.36
Fuel & oil	24.02
Repairs	31.90
Repair, machinery	6.52
Custom hire	14.22
Repair, buildings	0.92
Hired labor	1.61
Land rent	113.30
Utilities	0.53
Hauling and trucking	2.56
Marketing	0.16
Organic certification	1.12
Operating interest	7.56
Miscellaneous	4.83
Total direct expenses per acre	383.66
Return over direct exp per acre	337.39
<b>Overhead Expenses</b>	
Hired labor	14.16
Machinery leases	2.44
Farm insurance	5.95
Utilities	7.92
Dues & professional fees	3.20
Interest	10.24
Mach & bldg depreciation	39.41
Miscellaneous	13.39
Total overhead expenses per acre	96.71
Total dir & ovhd expenses per acre	480.36
Net return per acre	240.69
Government payments	19.02
Net return with govt pmts	259.71
Labor & management charge	42.98
Net return over lbr & mgt	216.73
<b>Cost of Production</b>	
Total direct expense per bu.	3.55
Total dir & ovhd exp per bu.	4.45
Less govt & other income	4.22
With labor & management	4.61
Net value per unit	6.62
Machinery cost per acre	125.86
Est. labor hours per acre	4.74

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**Hay, Alfalfa, Organic on Owned Land**

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	31	8
Number of farms	23	5
Acres	57.68	40.92
Yield per acre (ton)	2.86	3.99
Operators share of yield %	100.00	100.00
Value per ton	123.36	166.59
Total product return per acre	352.34	664.63
Crop insurance per acre	3.48	-
Other crop income per acre	1.31	-
Gross return per acre	357.13	664.63
<b>Direct Expenses</b>		
Fertilizer	31.14	23.56
Non-chemical crop protect	0.12	-
Crop insurance	0.84	2.88
Storage	0.57	2.02
Fuel & oil	25.43	24.07
Repairs	39.72	37.56
Custom hire	23.23	2.16
Hired labor	2.54	-
Marketing	0.16	0.85
Organic certification	1.62	1.92
Operating interest	3.86	1.97
Miscellaneous	1.63	1.98
Total direct expenses per acre	130.84	98.97
Return over direct exp per acre	226.29	565.67
<b>Overhead Expenses</b>		
Custom hire	2.47	3.87
Hired labor	21.15	18.90
Machinery leases	3.61	11.21
RE & pers. property taxes	10.35	13.00
Farm insurance	6.02	10.46
Utilities	6.05	7.81
Dues & professional fees	2.87	2.19
Interest	21.84	24.22
Mach & bldg depreciation	29.83	53.04
Miscellaneous	5.73	4.61
Total overhead expenses per acre	109.92	149.32
Total dir & ovhd expenses per acre	240.76	248.29
Net return per acre	116.37	416.35
Government payments	9.85	9.32
Net return with govt pmts	126.22	425.67
Labor & management charge	43.16	47.12
Net return over lbr & mgt	83.06	378.55
<b>Cost of Production</b>		
Total direct expense per ton	45.81	24.81
Total dir & ovhd exp per ton	84.29	62.23
Less govt & other income	79.17	59.90
With labor & management	94.28	71.71
Net value per unit	123.36	166.59
Machinery cost per acre	127.43	135.92
Est. labor hours per acre	4.80	4.50

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**Hay, Alfalfa, Organic on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>High 20%</u>
Number of fields	27	5
Number of farms	23	5
Acres	90.10	21.62
Yield per acre (ton)	2.55	3.59
Operators share of yield %	100.00	100.00
Value per ton	127.37	147.61
Total product return per acre	325.08	530.47
Gross return per acre	325.08	530.47
<b>Direct Expenses</b>		
Fertilizer	15.77	16.78
Crop insurance	0.57	2.67
Storage	0.03	0.60
Irrigation energy	2.03	-
Fuel & oil	22.84	15.04
Repairs	34.91	29.92
Repair, machinery	6.75	-
Custom hire	32.87	6.27
Repair, buildings	2.57	-
Hired labor	1.19	-
Land rent	83.48	74.38
Machinery leases	0.88	-
Marketing	1.12	0.86
Organic certification	1.33	1.29
Operating interest	7.33	1.55
Miscellaneous	1.59	1.35
Total direct expenses per acre	215.25	150.71
Return over direct exp per acre	109.83	379.77
<b>Overhead Expenses</b>		
Custom hire	2.77	-
Hired labor	30.20	15.74
Machinery leases	2.53	0.63
Building leases	1.84	-
Farm insurance	3.71	4.27
Utilities	3.40	8.07
Dues & professional fees	2.01	5.91
Interest	7.86	7.74
Mach & bldg depreciation	31.32	28.66
Miscellaneous	5.00	4.31
Total overhead expenses per acre	90.64	75.32
Total dir & ovhd expenses per acre	305.89	226.03
Net return per acre	19.19	304.44
Government payments	9.00	2.31
Net return with govt pmts	28.19	306.75
Labor & management charge	36.55	42.45
Net return over lbr & mgt	-8.36	264.31
<b>Cost of Production</b>		
Total direct expense per ton	84.34	41.94
Total dir & ovhd exp per ton	119.85	62.90
Less govt & other income	116.32	62.25
With labor & management	130.65	74.07
Net value per unit	127.37	147.61
Machinery cost per acre	140.63	87.69
Est. labor hours per acre	5.01	4.79



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**Hay, Grass, Organic on Owned Land**

	<u>Avg. Of All Farms</u>
Number of fields	9
Number of farms	6
Acres	33.38
Yield per acre (ton)	3.61
Operators share of yield %	100.00
Value per ton	114.97
Total product return per acre	415.55
Gross return per acre	415.55
<b>Direct Expenses</b>	
Seed	17.43
Fertilizer	14.67
Fuel & oil	17.18
Repairs	25.85
Custom hire	45.91
Operating interest	1.71
Miscellaneous	3.71
Total direct expenses per acre	126.46
Return over direct exp per acre	289.09
<b>Overhead Expenses</b>	
Hired labor	17.13
Machinery leases	1.91
RE & pers. property taxes	20.95
Farm insurance	3.69
Utilities	3.13
Dues & professional fees	0.43
Interest	69.70
Mach & bldg depreciation	19.62
Miscellaneous	3.70
Total overhead expenses per acre	140.27
Total dir & ovhd expenses per acre	266.73
Net return per acre	148.82
Government payments	7.57
Net return with govt pmts	156.39
Labor & management charge	16.86
Net return over lbr & mgt	139.52
<b>Cost of Production</b>	
Total direct expense per ton	34.99
Total dir & ovhd exp per ton	73.80
Less govt & other income	71.70
With labor & management	76.37
Net value per unit	114.97
Machinery cost per acre	114.16
Est. labor hours per acre	2.69

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**Hay, Grass, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	10
Number of farms	9
Acres	67.05
Yield per acre (ton)	3.06
Operators share of yield %	100.00
Value per ton	104.60
Total product return per acre	319.85
Gross return per acre	319.85
<b>Direct Expenses</b>	
Seed	14.40
Fertilizer	2.92
Storage	6.19
Fuel & oil	17.56
Repairs	20.33
Repair, machinery	6.14
Custom hire	28.51
Repair, buildings	0.97
Hired labor	0.36
Land rent	67.76
Organic certification	0.47
Operating interest	0.88
Miscellaneous	3.53
Total direct expenses per acre	170.03
Return over direct exp per acre	149.83
<b>Overhead Expenses</b>	
Hired labor	12.84
Machinery leases	0.75
Building leases	0.85
Farm insurance	3.75
Utilities	2.52
Dues & professional fees	1.10
Interest	7.67
Mach & bldg depreciation	20.73
Miscellaneous	3.34
Total overhead expenses per acre	53.55
Total dir & ovhd expenses per acre	223.57
Net return per acre	96.28
Government payments	13.24
Net return with govt pmts	109.52
Labor & management charge	13.63
Net return over lbr & mgt	95.89
<b>Cost of Production</b>	
Total direct expense per ton	55.60
Total dir & ovhd exp per ton	73.11
Less govt & other income	68.78
With labor & management	73.24
Net value per unit	104.60
Machinery cost per acre	98.64
Est. labor hours per acre	2.55

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**Oatlage, Organic on Cash Rent**

	<u>Avg. Of All Farms</u>
Number of fields	5
Number of farms	5
Acres	26.86
Yield per acre (ton)	5.72
Operators share of yield %	100.00
Value per ton	34.38
Total product return per acre	196.49
Gross return per acre	196.49
<b>Direct Expenses</b>	
Seed	13.31
Fertilizer	1.41
Non-chemical crop protect	9.64
Packaging and supplies	0.19
Fuel & oil	12.17
Repairs	9.97
Repair, machinery	20.44
Custom hire	75.77
Repair, buildings	5.88
Hired labor	0.13
Land rent	115.75
Utilities	0.03
Organic certification	1.86
Operating interest	10.01
Miscellaneous	7.10
Total direct expenses per acre	283.65
Return over direct exp per acre	-87.16
<b>Overhead Expenses</b>	
Hired labor	4.55
Machinery leases	11.01
Building leases	6.02
Farm insurance	1.42
Utilities	1.90
Dues & professional fees	1.81
Interest	9.02
Mach & bldg depreciation	19.93
Miscellaneous	2.94
Total overhead expenses per acre	58.61
Total dir & ovhd expenses per acre	342.26
Net return per acre	-145.77
Government payments	9.47
Net return with govt pmts	-136.31
Labor & management charge	19.60
Net return over lbr & mgt	-155.91
<b>Cost of Production</b>	
Total direct expense per ton	49.63
Total dir & ovhd exp per ton	59.88
Less govt & other income	58.23
With labor & management	61.66
Net value per unit	34.38
Machinery cost per acre	157.64
Est. labor hours per acre	2.88

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**Oats, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	13
Number of farms	12
Acres	31.44
Yield per acre (bu.)	52.06
Operators share of yield %	100.00
Value per bu.	5.15
Other product return per acre	2.94
Total product return per acre	271.17
Crop insurance per acre	4.27
Other crop income per acre	5.47
Gross return per acre	280.91
<b>Direct Expenses</b>	
Seed	12.84
Fertilizer	31.58
Crop insurance	10.22
Fuel & oil	23.33
Repairs	40.22
Custom hire	2.76
Hired labor	3.56
Utilities	0.07
Organic certification	2.66
Operating interest	2.07
Miscellaneous	0.04
Total direct expenses per acre	129.35
Return over direct exp per acre	151.56
<b>Overhead Expenses</b>	
Hired labor	10.88
Machinery leases	3.85
Building leases	0.15
RE & pers. property taxes	10.38
Farm insurance	4.01
Utilities	5.77
Dues & professional fees	3.59
Interest	45.13
Mach & bldg depreciation	23.61
Miscellaneous	6.06
Total overhead expenses per acre	113.44
Total dir & ovhd expenses per acre	242.79
Net return per acre	38.12
Government payments	11.08
Net return with govt pmts	49.20
Labor & management charge	28.30
Net return over lbr & mgt	20.91
<b>Cost of Production</b>	
Total direct expense per bu.	2.48
Total dir & ovhd exp per bu.	4.66
Less govt & other income	4.21
With labor & management	4.75
Net value per unit	5.15
Machinery cost per acre	98.68
Est. labor hours per acre	3.69

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**Oats, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	11
Number of farms	11
Acres	41.48
Yield per acre (bu.)	64.88
Operators share of yield %	100.00
Value per bu.	3.89
Total product return per acre	252.59
Other crop income per acre	27.03
Gross return per acre	279.62
<b>Direct Expenses</b>	
Seed	12.69
Fertilizer	4.65
Crop insurance	4.49
Fuel & oil	15.87
Repairs	26.30
Custom hire	5.73
Hired labor	0.33
Land rent	49.92
Machinery leases	0.95
Utilities	2.18
Marketing	0.27
Organic certification	0.84
Operating interest	0.77
Miscellaneous	1.78
Total direct expenses per acre	126.78
Return over direct exp per acre	152.84
<b>Overhead Expenses</b>	
Custom hire	0.07
Hired labor	7.28
Building leases	0.44
Farm insurance	1.83
Utilities	2.20
Dues & professional fees	0.92
Interest	5.68
Mach & bldg depreciation	21.42
Miscellaneous	1.69
Total overhead expenses per acre	41.53
Total dir & ovhd expenses per acre	168.31
Net return per acre	111.31
Government payments	10.46
Net return with govt pmts	121.77
Labor & management charge	13.86
Net return over lbr & mgt	107.91
<b>Cost of Production</b>	
Total direct expense per bu.	1.95
Total dir & ovhd exp per bu.	2.59
Less govt & other income	2.02
With labor & management	2.23
Net value per unit	3.89
Machinery cost per acre	75.08
Est. labor hours per acre	1.80

**Crop Enterprise Analysis**  
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**Pasture, Organic on Owned Land**

	<u>Avg. Of All Farms</u>
Number of fields	29
Number of farms	19
Acres	46.97
Yield per acre (aum)	4.45
Operators share of yield %	100.00
Value per aum	37.96
Other product return per acre	1.76
Total product return per acre	170.78
Other crop income per acre	2.90
Gross return per acre	173.67
<b>Direct Expenses</b>	
Seed	5.05
Fertilizer	13.03
Irrigation energy	2.42
Packaging and supplies	0.13
Fuel & oil	4.56
Repairs	10.57
Custom hire	0.09
Hired labor	2.94
Utilities	0.06
Organic certification	0.34
Operating interest	0.41
Miscellaneous	0.75
Total direct expenses per acre	40.36
Return over direct exp per acre	133.31
<b>Overhead Expenses</b>	
Hired labor	3.69
RE & pers. property taxes	12.68
Farm insurance	0.71
Utilities	0.49
Interest	29.05
Mach & bldg depreciation	7.98
Miscellaneous	1.42
Total overhead expenses per acre	56.02
Total dir & ovhd expenses per acre	96.39
Net return per acre	77.28
Government payments	5.52
Net return with govt pmts	82.81
Labor & management charge	7.84
Net return over lbr & mgt	74.97
<b>Cost of Production</b>	
Total direct expense per aum	9.06
Total dir & ovhd exp per aum	21.65
Less govt & other income	19.36
With labor & management	21.12
Net value per unit	37.96
Machinery cost per acre	23.89
Est. labor hours per acre	1.00

**Crop Enterprise Analysis**  
**2009 FBM Organic Farm Data**  
**MNSCU FBM**  
**(Farms Sorted By Return to Overhead)**

**Pasture, Organic on Cash Rent**

	<b>Avg. Of All Farms</b>
Number of fields	15
Number of farms	13
Acres	68.17
Yield per acre (aum)	3.15
Operators share of yield %	100.00
Value per aum	46.76
Total product return per acre	147.49
Other crop income per acre	1.19
Gross return per acre	148.67
<b>Direct Expenses</b>	
Seed	4.84
Fertilizer	1.59
Crop insurance	0.14
Fuel & oil	2.19
Repairs	3.81
Custom hire	0.12
Hired labor	0.47
Land rent	48.13
Organic certification	0.69
Operating interest	0.40
Miscellaneous	0.84
Total direct expenses per acre	63.21
Return over direct exp per acre	85.46
<b>Overhead Expenses</b>	
Hired labor	2.03
Farm insurance	0.66
Dues & professional fees	0.65
Interest	1.56
Mach & bldg depreciation	3.59
Miscellaneous	2.53
Total overhead expenses per acre	11.01
Total dir & ovhd expenses per acre	74.22
Net return per acre	74.45
Government payments	3.90
Net return with govt pmts	78.35
Labor & management charge	2.42
Net return over lbr & mgt	75.93
<b>Cost of Production</b>	
Total direct expense per aum	20.04
Total dir & ovhd exp per aum	23.53
Less govt & other income	21.92
With labor & management	22.69
Net value per unit	46.76
Machinery cost per acre	11.23
Est. labor hours per acre	0.38

**Crop Enterprise Analysis**  
**2009 FBM Organic Farm Data**  
**MNSCU FBM**  
**(Farms Sorted By Return to Overhead)**

**Soybeans, Organic on Owned Land**

	<u><b>Avg. Of All Farms</b></u>
Number of fields	23
Number of farms	17
Acres	45.70
Yield per acre (bu.)	24.28
Operators share of yield %	100.00
Value per bu.	17.60
Other product return per acre	0.57
Total product return per acre	427.93
Crop insurance per acre	19.27
Other crop income per acre	0.53
Gross return per acre	447.74
<b>Direct Expenses</b>	
Seed	44.68
Fertilizer	29.28
Non-chemical crop protect	4.27
Crop insurance	14.89
Fuel & oil	21.76
Repairs	32.86
Custom hire	8.28
Repair, buildings	0.51
Hired labor	21.24
Machinery leases	0.48
Marketing	0.05
Organic certification	3.31
Operating interest	4.49
Miscellaneous	0.34
Total direct expenses per acre	186.44
Return over direct exp per acre	261.29
<b>Overhead Expenses</b>	
Custom hire	2.86
Hired labor	18.81
Machinery leases	0.89
RE & pers. property taxes	14.44
Farm insurance	5.93
Utilities	8.22
Dues & professional fees	3.77
Interest	60.87
Mach & bldg depreciation	42.02
Miscellaneous	6.50
Total overhead expenses per acre	164.30
Total dir & ovhd expenses per acre	350.74
Net return per acre	96.99
Government payments	13.71
Net return with govt pmts	110.70
Labor & management charge	33.16
Net return over lbr & mgt	77.54
<b>Cost of Production</b>	
Total direct expense per bu.	7.68
Total dir & ovhd exp per bu.	14.45
Less govt & other income	13.04
With labor & management	14.41
Net value per unit	17.60
Machinery cost per acre	109.61
Est. labor hours per acre	4.20



**Crop Enterprise Analysis**  
**2009 FBM Organic Farm Data**  
**MNSCU FBM**  
**(Farms Sorted By Return to Overhead)**

**Soybeans, Organic on Cash Rent**

	<u>Avg. Of All Farms</u>
Number of fields	16
Number of farms	15
Acres	57.01
Yield per acre (bu.)	19.88
Operators share of yield %	100.00
Value per bu.	18.16
Total product return per acre	361.02
Crop insurance per acre	39.51
Other crop income per acre	0.61
Gross return per acre	401.14
<b>Direct Expenses</b>	
Seed	47.32
Fertilizer	1.84
Non-chemical crop protect	3.32
Crop insurance	20.06
Fuel & oil	15.47
Repairs	22.28
Custom hire	16.30
Hired labor	16.91
Land rent	111.32
Machinery leases	1.27
Utilities	0.63
Marketing	0.27
Organic certification	1.96
Operating interest	12.40
Miscellaneous	1.17
Total direct expenses per acre	272.52
Return over direct exp per acre	128.62
<b>Overhead Expenses</b>	
Hired labor	14.59
Farm insurance	4.44
Utilities	9.23
Dues & professional fees	2.80
Interest	8.59
Mach & bldg depreciation	31.54
Miscellaneous	8.83
Total overhead expenses per acre	80.01
Total dir & ovhd expenses per acre	352.54
Net return per acre	48.61
Government payments	16.00
Net return with govt pmts	64.60
Labor & management charge	45.47
Net return over lbr & mgt	19.13
<b>Cost of Production</b>	
Total direct expense per bu.	13.71
Total dir & ovhd exp per bu.	17.73
Less govt & other income	14.91
With labor & management	17.19
Net value per unit	18.16
Machinery cost per acre	92.26
Est. labor hours per acre	3.53

**Crop Enterprise Analysis**  
**2009 FBM Organic Farm Data**  
**MNSCU FBM**  
**(Farms Sorted By Return to Overhead)**

**Wheat, Spring, Organic on Owned Land**

	<b>Avg. Of All Farms</b>
Number of fields	10
Number of farms	9
Acres	72.34
Yield per acre (bu.)	46.29
Operators share of yield %	100.00
Value per bu.	6.01
Other product return per acre	15.27
Total product return per acre	293.32
Crop insurance per acre	20.11
Other crop income per acre	0.01
Gross return per acre	313.44
<b>Direct Expenses</b>	
Seed	30.94
Fertilizer	65.75
Crop insurance	12.78
Fuel & oil	18.61
Repairs	25.54
Custom hire	10.12
Repair, buildings	0.34
Hired labor	2.22
Organic certification	1.87
Operating interest	3.63
Miscellaneous	0.34
Total direct expenses per acre	172.14
Return over direct exp per acre	141.30
<b>Overhead Expenses</b>	
Custom hire	3.12
Hired labor	20.64
RE & pers. property taxes	13.82
Farm insurance	5.56
Utilities	5.78
Dues & professional fees	1.98
Interest	43.90
Mach & bldg depreciation	32.54
Miscellaneous	5.49
Total overhead expenses per acre	132.83
Total dir & ovhd expenses per acre	304.97
Net return per acre	8.47
Government payments	12.83
Net return with govt pmts	21.29
Labor & management charge	24.90
Net return over lbr & mgt	-3.61
<b>Cost of Production</b>	
Total direct expense per bu.	3.72
Total dir & ovhd exp per bu.	6.59
Less govt & other income	5.55
With labor & management	6.09
Net value per unit	6.01
Machinery cost per acre	90.02
Est. labor hours per acre	3.46

**Crop Enterprise Analysis**  
**2009 FBM Organic Farm Data**  
**MNSCU FBM**  
**(Farms Sorted By Return to Overhead)**

**Wheat, Spring, Organic on Cash Rent**

	<u>Avg. Of All Farms</u>
Number of fields	7
Number of farms	7
Acres	68.81
Yield per acre (bu.)	49.21
Operators share of yield %	100.00
Value per bu.	8.29
Other product return per acre	10.71
Total product return per acre	418.55
Crop insurance per acre	3.92
Other crop income per acre	0.11
Gross return per acre	422.58
<b>Direct Expenses</b>	
Seed	35.22
Fertilizer	53.07
Crop insurance	11.49
Fuel & oil	16.96
Repairs	30.15
Custom hire	3.55
Repair, buildings	0.13
Hired labor	0.65
Land rent	95.15
Machinery leases	0.04
Organic certification	2.77
Operating interest	6.89
Miscellaneous	0.16
Total direct expenses per acre	256.22
Return over direct exp per acre	166.36
<b>Overhead Expenses</b>	
Custom hire	2.24
Hired labor	23.04
Farm insurance	5.99
Utilities	7.47
Dues & professional fees	1.36
Interest	2.53
Mach & bldg depreciation	29.81
Miscellaneous	6.75
Total overhead expenses per acre	79.19
Total dir & ovhd expenses per acre	335.41
Net return per acre	87.17
Government payments	11.18
Net return with govt pmts	98.35
Labor & management charge	28.74
Net return over lbr & mgt	69.62
<b>Cost of Production</b>	
Total direct expense per bu.	5.21
Total dir & ovhd exp per bu.	6.82
Less govt & other income	6.29
With labor & management	6.87
Net value per unit	8.29
Machinery cost per acre	81.47
Est. labor hours per acre	3.50