

2024

F_{ARM}

A_{NALYSIS}

R_{EPORT OF}

M_{OOORHEAD}

49th Edition



NORTHLAND
COMMUNITY & TECHNICAL COLLEGE

Farm Business Management Program

www.NorthlandFBM-Moorhead.com

March 15, 2025

INTRODUCTION

This is the 49th edition of this report published by the Northland College-Moorhead MN. Farm Business Management Department. The original numbers for this report came from pages of the account book and/or from computerized records kept by each farm family enrolled in the farm management education program provided by Northland Community and Technical College, Thief River Falls, MN. After a closeout procedure to check the accuracy of the records, the analysis is generated for each individual enrollee.

We use the FINPACK and RANKEM software system developed by the Center for Farm Financial Management, University of Minnesota Extension, to do our year-end analysis. This is an excellent farm financial computer package because it incorporates the year-end analysis with a farmer's beginning and ending Balance Sheet and with their projected Cash Flow.

Use your imagination and figure out ways to use the tables. There are many factors that can affect farm operations' profitability. We encourage you to look at and compare your numbers to the averages and see where you could fine-tune your farming operation. Please feel free to contact Ron or Josh to schedule a review meeting with them before spring planting.

Information about our Farm Business Management program and other financial reports can be found at our website: www.NorthlandFBM-Moorhead.com

We wish you a Successful and Prosperous year!

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Recommended Farm Financial Ratios

Explanations of the FFSC recommended measures on the scorecard and where to find the information for each measure

Measures from the Balance Sheet

The *balance sheet* provides information on both a business's both **liquidity** and **solvency** positions. **Liquidity** is the ability of the farm business to meet financial obligations as they came due, or to generate enough cash to pay for family living expenses, taxes, and to make on-time debt payments. **Solvency** is the ability of the farm business to meet all of its debts if it were sold at the current point in time.

Recommended Liquidity Ratios

- Current Ratio
Measures the extent to which current farm assets, if sold tomorrow, would pay off the farm's current liabilities.
- Working Capital as % of Gross Revenue
Measures the operating capital available against the size of the business.
- Working Capital as % of Operating Expense*
Measures the operating capital available against the amount of the business's operating expenses.

Recommended Solvency Ratios

- Debt-to-Asset Ratio
Is the bank's share of the farm business. Compares total farm debt to total farm assets. A higher ratio indicates greater financial risk & lower borrowing capacity.
- Equity-to-Asset Ratio*
Is the farmer's share of the business. Compares total farm equity to total farm assets. *Debt-to-Asset ratio + Equity-to-Asset ratio must = 100%.*
- Debt-to-Equity Ratio*
Compares the creditor's investment to the farm owner's investment. It also indicates how much the farmer has leveraged their equity in the business.

Measures from the Income Statement

The *income statement* is a financial statement which provides information regarding the **profitability** of the farm business. **Profitability** is the difference between the value of goods produced and the cost of the resources used in their production.

Recommended Profitability Measures

- Rate of Return on Assets
Can be thought of as the average interest rate being earned on all (yours and the creditor's) investments in the farm.
- Rate of Return on Equity
Represents the interest rate being earned by your investment in the farm. This interest rate or return can be compared to returns available if your equity were invested elsewhere, such as a Certificate of Deposit or the stock market.
- Operating Profit Margin Ratio
Shows the operating efficiency of the farm business. If expenses are low relative to the value of farm production, or revenue, the business will have a healthy operating profit margin. A low profit margin ratio can be caused by low product prices, high operating expenses, or inefficient production.
- Asset Turnover Ratio
Measures efficiency in using capital. You could think of it as a measure of capital productivity. Generating a high level of production with a low level of capital investment will show as a high asset turnover rate. If, on the other hand, the turnover is low you will want to explore methods to use the capital invested more efficiently or sell some low-return investments. It could mean getting rid of that swampy parcel on the back 40 and getting something that produces income.

Recommended Farm Financial Ratios (cont.)

Explanations of the FFSC recommended measures on the scorecard and where to find the information for each measure

Measures from the Cash-Flow Statement

The *cash-flow statement* provides information on a business's **repayment capacity**. **Repayment capacity** shows the borrower's (i.e. your) ability to repay debts on time. It includes non-farm income and as such is **not** a measure of business performance alone.

Recommended Repayment Capacity

- Debt Coverage Ratio
Indicates whether your business generated enough income to cover current interest expense and all intermediate and long-term debt payments.
- Replacement Coverage Ratio
A ratio of less than 1.0 indicates that you did not generate enough income to cover debt payments and unfunded capital purchases.
- Term Debt & Finance Lease Coverage Ratio*
Indicates whether your business generated enough income to cover all intermediate and long-term debt payments. A ratio of less than 1.0 indicates the business had to liquidate inventories, run up open accounts, borrow additional funds, or sell assets to make scheduled payments.

Measures from *all* the Financial Statements

Using all the financial statements can provide valuable insight into the **financial efficiency** of a farm business. These measures show where each dollar of income generated is spent.

Recommended Financial Efficiency

- Operating Expense Ratio
Shows the proportion of farm income that is used to pay operating expenses, excluding depreciation and interest expense.
- Interest Expense Ratio
Shows how much of gross farm income is used to pay for interest on borrowed capital.
- Depreciation & Amortization Expense Ratio
Indicates how fast the business wears out capital. It tells what proportion of gross farm income is needed to maintain the capital used by the business. It is important to note that a depreciation expense ratio of less than 3% **could** indicate the operation is not replacing inefficient assets and may have higher repair expenses.
- Net Farm Income (Income from Operations) Ratio
Compares profit to gross revenue. It shows how much is left after all farm expenses, except for unpaid labor and management, are paid.

Other Important Farm Financial Measures

Other important measures (and their calculations) that are utilized in the scorecard

Working Capital

Measures the operating capital available in the short-term from within the business.

Total Current Farm Assets
(-) Total Current Farm Liabilities
= Working Capital

Net Farm Income (NFI)

Represents the return to three things that you have invested in the farm business:

- 1) Your labor
- 2) Your management, and
- 3) Your equity.

NFI is the reward for investing your unpaid family labor, management, and money in the farm instead of elsewhere. Anything left in the business and not taken out to pay for family living expenses or taxes, will increase the net worth of the farm.

Gross Accrual Farm Revenue
(-) Total Accrual Operating Expense (including Depreciation & Amortization Expense)
= Income from Operations
(-) Farm Interest Expense
= Net Farm Income

Value of Farm Production (VFP)

VFP is a measure of the value a farm operation has added to products sold.

Gross Cash Farm Revenue
(-) Feeder Livestock Purchased
(-) Purchased Feed
(+/-) Changes in Inventories
= Value of Farm Production

Repayment and Replacement Capacity Calculations

Income from Operations
(+/-) Miscellaneous Revenue / Expenses
(+) Non-farm Income
(+) Depreciation / Amortization Expenses
(-) Income Tax Expense
(-) Owner Withdrawals
= Repayment and Replacement Capacity¹

Repayment and Replacement Capacity
(-) Interest Expense on Current Debt
= Term Debt Repayment & Replacement Capacity

Prior Year Current Portion of Long-Term Debt
(+) Prior Year Current Portion of Finance Leases
(+) Interest Expense on Term Debt
(+) Interest Expense on Finance Leases
= Total Principal & Interest on Term Debt and Finance Leases

Total Principal & Interest on Term Debt and Finance Leases
(+) Interest Expense on Current Debt
(+) Payment on Unpaid Operating Debt from Prior Period (loss carryover)
(+) Annual Payments on Personal Liabilities
= Total Debt Repayment

Repayment & Replacement Capacity
(-) Total Debt Repayment
= Repayment Margin

Repayment Margin
(-) Unfunded Capital Expenditures²
= Replacement Margin

1 = Measures the amount generated from farm and non-farm sources, to cover debt repayment and capital replacement.

2 = Portion of depreciable capital asset purchases not funded by term debt and finance leases. This measure is the amount of internally generated funds used for investing activities related to depreciable capital assets.

Financial Standards Measures

Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Number of Farms	82.4	78	88	79	80	87
* New FFSC Ratio in 2022.						
Liquidity						
Current Ratio	2.01	1.79	2.01	2.46	2.01	1.76
Working Cap/Gross Revenue	35.4%	34.1%	36.0%	40.4%	34.2%	32.5%
*Working Cap/Oper Expense	51.1%	46.8%	47.9%	64.4%	51.7%	44.5%
Solvency (market)						
Farm Debt to Asset	45%	46%	44%	43%	45%	45%
Farm Equity to Asset	55%	54%	56%	57%	55%	55%
Farm Debt to Equity	0.80	0.84	0.79	0.75	0.83	0.80
Profitability (cost)						
Rate of Return on Assets	8.8%	6.0%	6.0%	15.0%	10.6%	6.3%
Rate of Return on Equity	12.4%	6.6%	7.2%	23.5%	16.5%	8.2%
Operating Profit Margin	18.1%	13.8%	13.0%	26.7%	22.1%	15.0%
Asset Turnover Rate	47.1%	43.2%	46.4%	56.3%	48.1%	41.6%
Repayment Capacity						
*Debt Coverage ratio	2.64	1.71	1.87	4.24	3.26	2.14
Term Debt Coverage Ratio	2.97	1.89	2.05	4.70	3.77	2.46
Replacement Coverage Ratio	2.05	1.39	1.44	3.13	2.58	1.70
Efficiency						
Operating Exp Ratio	70.0%	72.8%	75.2%	62.7%	66.1%	73.0%
Depreciation Exp Ratio	5.0%	5.8%	5.0%	4.4%	4.9%	5.1%
Interest Exp Ratio	3.9%	5.2%	4.0%	2.8%	3.3%	4.2%
Net Farm Inc Ratio	20.9%	16.2%	15.8%	30.1%	25.6%	17.0%

Farm Income Statement
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Cash Farm Income				
Barley	4,640	-	8,215	-
Beans, Black Turtle	37,215	-	-	160,362
Corn	385,757	533,566	157,086	702,161
Soybeans	350,869	439,268	139,926	486,371
Sugar Beets	508,313	232,108	169,963	1,145,463
Sunflowers	4,345	1,776	-	12,978
Wheat, Spring	169,431	87,539	42,514	360,192
Hay	13,352	26,917	33,333	484
Miscellaneous crop income	5,851	1,678	13,690	4,309
CRP payments	632	306	38	1,661
Conservation govt payment	2,454	4,356	1,081	3,691
Other government payments	5,561	4,008	3,284	9,074
Custom work income	10,714	2,228	6,207	28,598
Patronage dividends, cash	45,990	36,341	14,301	111,422
Crop insurance income Sale	97,190	105,981	37,760	237,657
of resale items	1,952	1,022	7,287	-
Farm rental income	31,712	51,298	29,508	40,217
			-	-
Other farm income	34,749	23,283	23,160	66,355
Gross Cash Farm Income	1,710,728	1,556,486	691,122	3,382,975

Farm Income Statement (continued)
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Cash Farm Expense				
Seed and plants	192,485	174,419	77,329	409,876
Fertilizer	174,179	160,077	96,812	338,187
Crop chemicals	123,478	123,637	48,098	231,434
Crop insurance	48,230	38,113	23,958	103,914
Drying expense	3,664	2,972	1,785	7,534
Storage	2,717	2,804	267	614
Irrigation energy	660	-	-	3,218
Crop miscellaneous	7,078	8,199	2,167	12,183
Consultants	5,708	4,210	2,909	6,099
Feeder livestock purchase	298	-	1,550	-
Purchased feed	205	-	283	-
Veterinary	135	187	40	-
Supplies	46	-	242	-
Interest	89,641	101,081	33,446	182,253
Fuel & oil	60,155	60,829	31,230	106,790
Repairs	139,106	133,126	58,170	265,963
Custom hire	23,724	22,605	13,518	41,271
Hired labor	78,083	105,549	24,408	132,178
Land rent	307,733	300,066	127,778	594,596
Stock/quota lease	30,919	6,741	8,144	66,082
Machinery leases	21,372	56,526	9,200	19,537
Building leases	6,562	1,543	1,559	17,277
Real estate taxes	14,690	19,301	4,547	25,236
Farm insurance	24,286	31,667	9,441	43,815
Utilities	10,756	13,727	3,141	15,275
Hauling and trucking	11,739	1,108	3,008	32,085
Marketing	1,594	1,340	1,684	1,025
Dues & professional fees	10,298	13,431	5,282	17,568
Purchase of resale items	4,154	-	1,945	11,875
Miscellaneous	9,984	7,309	7,183	18,568
Total cash expense	1,403,680	1,390,567	599,123	2,704,453
Net cash farm income	307,048	165,919	91,999	678,522
Inventory Changes				
Prepays and supplies	-39,628	-88,607	-33,794	-25,925
Accounts receivable	239,518	115,479	65,074	735,603
Hedging accounts	-908	-6,206	7,989	-12,789
Other current assets	737	585	4,647	-2,478
Crops and feed	-95,899	-211,627	10,289	-2,338
Market livestock	373	-	783	-
Breeding livestock	415	-	1,160	-
Other assets	24,686	9,994	10,502	67,635
Accounts payable	-14,377	-68,526	18,668	-14,222
Accrued interest	-8,580	-7,233	-2,806	-31,478
Total inventory change	106,337	-256,141	82,510	714,008
Net operating profit	413,385	-90,222	174,509	1,392,530
Depreciation				
Machinery and equipment	-87,289	-97,891	-33,526	-196,658
Titled vehicles	-10,503	-9,640	-7,951	-17,834
Buildings and improvements	-11,122	-17,489	-5,315	-14,974
Total depreciation	-108,914	-125,020	-46,792	-229,465
Net farm income from operations	304,471	-215,243	127,717	1,163,065
Gain or loss on capital sales	420	4,011	5,724	-1,225
Net farm income	304,891	-211,231	133,441	1,161,840

Inventory Changes
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Net cash farm income	307,048	165,919	91,999	678,522
Crops and Feed				
Ending inventory	823,030	863,443	316,910	1,402,585
Beginning inventory	918,929	1,075,070	306,620	1,404,923
Inventory change	-95,899	-211,627	10,289	-2,338
Market Livestock				
Ending inventory	1,857	-	3,609	-
Beginning inventory	1,484	-	2,827	-
Inventory change	373	-	783	-
Accts Receivable				
Ending inventory	323,157	173,072	116,842	891,620
Beginning inventory	83,639	57,593	51,769	156,017
Inventory change	239,518	115,479	65,074	735,603
Prepaid Expenses and Supplies				
Ending inventory	167,759	186,985	64,306	357,444
Beginning inventory	207,387	275,593	98,099	383,369
Inventory change	-39,628	-88,607	-33,794	-25,925
Hedging Activities				
Ending inventory	22,895	2,376	12,388	73,119
Withdrawals	9,022	321	8,333	15,094
Beginning inventory	21,303	2,633	12,219	51,470
Deposits	11,522	6,270	513	49,531
Gain or loss	-908	-6,206	7,989	-12,789
Other Current Assets				
Ending inventory	3,441	985	10,437	1,831
Beginning inventory	2,703	400	5,791	4,310
Inventory change	737	585	4,647	-2,478
Breeding Livestock				
Ending inventory	2,059	-	2,080	-
Capital sales	533	-	2,773	-
Beginning inventory	2,101	-	3,693	-
Capital purchases	77	-	-	-
Depreciation, capital adjust	415	-	1,160	-
Other Capital Assets				
Ending inventory	517,235	368,006	200,062	1,144,901
Capital sales	6,695	-	7,018	6,167
Beginning inventory	465,157	356,346	182,622	987,965
Capital purchases	34,087	1,667	13,956	95,468
Depreciation, capital adjust	24,686	9,994	10,502	67,635
Accounts Payable				
Beginning inventory	68,855	51,180	41,945	122,155
Ending inventory	83,232	119,705	23,278	136,377
Inventory change	-14,377	-68,526	18,668	-14,222
Accrued Interest				
Beginning inventory	36,836	52,345	18,630	63,504
Ending inventory	45,416	59,578	21,436	94,982
Inventory change	-8,580	-7,233	-2,806	-31,478
Total inventory change	106,337	-256,141	82,510	714,008
Net operating profit	413,385	-90,222	174,509	1,392,530

Depreciation
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Net operating profit	413,385	-90,222	174,509	1,392,530
Machinery and Equipment				
Ending inventory	960,077	971,808	328,730	2,091,025
Capital sales	64,466	18,911	25,345	181,900
Beginning inventory	892,829	973,123	349,327	1,931,189
Capital purchases	219,003	115,487	38,274	538,394
Depreciation, capital adjust.	-87,289	-97,891	-33,526	-196,658
Titled Vehicles				
Ending inventory	84,104	70,887	58,099	150,211
Capital sales	3,685	1,715	4,033	12,449
Beginning inventory	75,773	69,505	56,599	120,350
Capital purchases	22,519	12,737	13,484	60,143
Depreciation, capital adjust.	-10,503	-9,640	-7,951	-17,834
Buildings and Improvements				
Ending inventory	405,133	447,046	197,801	950,349
Capital sales	3,729	18,570	820	-
Beginning inventory	360,721	425,284	162,579	781,812
Capital purchases	59,262	57,822	41,358	183,510
Depreciation, capital adjust.	-11,122	-17,489	-5,315	-14,974
Total depreciation, capital adj.	-108,914	-125,020	-46,792	-229,465
Net farm income from operations	304,471	-215,243	127,717	1,163,065
Gain or loss on capital sales	420	4,011	5,724	-1,225
Net farm income	304,891	-211,231	133,441	1,161,840

Profitability Measures
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Profitability (assets valued at cost)				
Net farm income from operations	304,471	-215,243	127,717	1,163,065
Rate of return on assets	6.0 %	-6.7 %	5.6 %	13.7 %
Rate of return on equity	6.6 %	-17.2 %	6.0 %	20.7 %
Operating profit margin	13.8 %	-20.9 %	12.5 %	27.2 %
Asset turnover rate	43.2 %	31.9 %	44.6 %	50.1 %
Farm interest expense	98,221	108,314	36,253	213,731
Value of operator lbr and mgmt.	143,138	199,161	65,141	244,471
Return on farm assets	259,554	-306,089	98,829	1,132,324
Average farm assets	4,335,812	4,596,426	1,767,081	8,292,903
Return on farm equity	161,332	-414,403	62,576	918,593
Average farm equity	2,431,985	2,404,508	1,046,489	4,443,586
Value of farm production	1,874,757	1,464,127	787,970	4,156,697
	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	78	15	15	16
Profitability (assets valued at market)				
Net farm income from operations	317,811	-23,786	114,519	945,536
Rate of return on assets	4.3 %	-1.5 %	3.5 %	7.8 %
Rate of return on equity	5.0 %	-5.5 %	3.4 %	11.3 %
Operating profit margin	14.6 %	-7.8 %	10.9 %	22.0 %
Asset turnover rate	29.8 %	19.6 %	32.1 %	35.4 %
Farm interest expense	98,221	108,314	36,253	213,731
Value of operator lbr and mgmt.	143,138	199,161	65,141	244,471
Return on farm assets	272,894	-114,632	85,631	914,795
Average farm assets	6,282,750	7,463,111	2,454,886	11,755,988
Return on farm equity	174,673	-222,947	49,378	701,065
Average farm equity	3,461,208	4,073,092	1,441,778	6,210,951
Value of farm production	1,874,757	1,464,127	787,970	4,156,697

Liquidity & Repayment Capacity Measures
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Liquidity				
Current ratio	1.79	1.20	2.45	1.77
Working capital	640,160	204,889	357,195	1,282,597
Change in working capital	-29,610	-483,876	46,232	428,965
Working capital to gross revenue	34.1 %	14.0 %	45.1 %	30.8 %
Working capital to oper expense	46.8 %	14.2 %	61.5 %	50.1 %
Current assets	1,448,002	1,233,648	604,075	2,947,426
Current liabilities	807,842	1,028,759	246,880	1,664,830
Gross revenues (accrual)	1,879,415	1,464,127	791,748	4,168,572
Total operating expenses	1,367,809	1,446,034	580,986	2,562,311
Repayment capacity				
Net farm income from operations	304,471	-215,243	127,717	1,163,065
Depreciation	108,914	125,020	46,792	229,465
Personal income	52,664	107,884	51,654	50,587
Family living/owner withdrawals	-130,608	-179,352	-56,940	-212,715
Cash discrepancy	-3	44	41	-156
Income taxes	-34,241	-17,770	-49,752	-52,880
Interest expense	104,457	114,952	38,768	227,827
Debt repayment capacity	405,654	-64,465	158,279	1,405,192
Debt payments	236,857	268,013	92,652	509,190
Repayment margin	168,797	-332,478	65,627	896,003
Cash replacement allowance	-55,534	-63,663	-24,854	-96,951
Replacement margin	113,262	-396,141	40,773	799,052
Debt coverage ratio	1.71	-0.24	1.71	2.76
Term debt coverage ratio	1.89	-0.44	1.86	3.29
Replacement coverage ratio	1.39	-0.19	1.35	2.32

Balance Sheet at Cost Values
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Assets				
Current Farm Assets				
Cash and checking balance	105,863	6,788	79,583	220,828
Prepaid expenses & supplies	167,759	186,985	64,306	357,444
Growing crops	540	985	-	975
Accounts receivable	323,157	173,072	116,842	891,620
Hedging accounts	22,895	2,376	12,388	73,119
Crops held for sale or feed	823,030	863,443	316,910	1,402,585
Crops under government loan	-	-	-	-
Market livestock held for sale	1,857	-	3,609	-
Other current assets	2,901	-	10,437	856
Total current farm assets	1,448,002	1,233,648	604,075	2,947,426
Intermediate Farm Assets				
Breeding livestock	2,059	-	2,080	-
Machinery and equipment	960,077	971,808	328,730	2,091,025
Titled vehicles	84,104	70,887	58,099	150,211
Other intermediate assets	456,781	287,992	183,700	1,058,928
Total intermediate farm assets	1,503,021	1,330,687	572,610	3,300,164
Long Term Farm Assets				
Farm land	1,113,725	1,416,587	447,087	1,724,289
Buildings and improvements	405,133	447,046	197,801	950,349
Other long-term assets	60,454	80,015	16,361	85,973
Total long-term farm assets	1,579,312	1,943,648	661,250	2,760,611
Total Farm Assets	4,530,335	4,507,983	1,837,934	9,008,201
Total Nonfarm Assets	557,267	580,508	316,732	1,091,782
Total Assets	5,087,602	5,088,491	2,154,667	10,099,983
Liabilities				
Current Farm Liabilities				
Accrued interest	45,416	59,578	21,436	94,982
Accounts payable	83,232	119,705	23,278	136,377
Current notes	541,095	710,953	156,594	1,108,563
Government crop loans	-	-	-	-
Principal due on term debt	138,098	138,523	45,572	324,907
Total current farm liabilities	807,842	1,028,759	246,880	1,664,830
Total intermediate farm liabs	305,150	244,314	128,756	636,018
Total long term farm liabilities	919,925	1,059,399	379,970	1,842,494
Total farm liabilities	2,032,916	2,332,472	755,606	4,143,341
Total nonfarm liabilities	182,920	204,314	107,228	361,264
Total liabilities	2,215,836	2,536,786	862,834	4,504,605
Net worth (farm and nonfarm)	2,871,766	2,551,705	1,291,833	5,595,378
Net worth change	179,107	-317,114	56,076	933,324
Percent net worth change	7 %	-11 %	5 %	20 %
Ratio Analysis				
Current farm liabilities / assets	56 %	83 %	41 %	56 %
Intermediate farm liab. / assets	20 %	18 %	22 %	19 %
Long term farm liab. / assets	58 %	55 %	57 %	67 %
Total debt to asset ratio	44 %	50 %	40 %	45 %

Balance Sheet at Market Values
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Assets				
Current Farm Assets				
Cash and checking balance	105,863	6,788	79,583	220,828
Prepaid expenses & supplies	167,759	186,985	64,306	357,444
Growing crops	540	985	-	975
Accounts receivable	323,157	173,072	116,842	891,620
Hedging accounts	22,895	2,376	12,388	73,119
Crops held for sale or feed	823,030	863,443	316,910	1,402,585
Crops under government loan	-	-	-	-
Market livestock held for sale	1,857	-	3,609	-
Other current assets	2,901	-	10,437	856
Total current farm assets	1,448,002	1,233,648	604,075	2,947,426
Intermediate Farm Assets				
Breeding livestock	2,920	-	5,533	-
Machinery and equipment	1,243,290	1,342,977	440,607	2,646,986
Titled vehicles	108,378	102,330	77,373	169,446
Other intermediate assets	660,615	584,846	246,161	1,314,246
Total intermediate farm assets	2,015,203	2,030,153	769,674	4,130,679
Long Term Farm Assets				
Farm land	2,457,149	3,467,356	891,367	4,112,684
Buildings and improvements	481,613	581,084	240,872	1,081,725
Other long-term assets	101,723	119,331	18,313	198,744
Total long-term farm assets	3,040,485	4,167,771	1,150,552	5,393,153
Total Farm Assets	6,503,690	7,431,573	2,524,301	12,471,258
Total Nonfarm Assets	916,446	1,132,529	756,386	1,420,213
Total Assets	7,420,137	8,564,102	3,280,688	13,891,471
Liabilities				
Current Farm Liabilities				
Accrued interest	45,416	59,578	21,436	94,982
Accounts payable	83,232	119,705	23,278	136,377
Current notes	541,095	710,953	156,594	1,108,563
Government crop loans	-	-	-	-
Principal due on term debt	138,098	138,523	45,572	324,907
Total current farm liabilities	807,842	1,028,759	246,880	1,664,830
Total intermediate farm liabs	305,150	244,314	128,756	636,018
Total long term farm liabilities	919,925	1,059,399	379,970	1,842,494
Total farm liabilities	2,032,916	2,332,472	755,606	4,143,341
Total nonfarm liabilities	182,920	204,314	107,228	361,264
Total liabs excluding deferreds	2,215,836	2,536,786	862,834	4,504,605
Total deferred liabilities	1,013,932	1,293,960	367,598	1,882,999
Total liabilities	3,229,768	3,830,746	1,230,432	6,387,603
Retained earnings	2,871,766	2,551,705	1,291,833	5,595,378
Market valuation equity	1,318,603	2,181,651	758,423	1,908,490
Net worth (farm and nonfarm)	4,190,369	4,733,356	2,050,256	7,503,868
Net worth excluding deferreds	5,204,300	6,027,316	2,417,854	9,386,866
Net worth change	238,065	-113,077	149,944	755,661
Percent net worth change	6 %	-2 %	8 %	11 %
Ratio Analysis				
Current farm liabilities / assets	56 %	83 %	41 %	56 %
Intermediate farm liab. / assets	15 %	12 %	17 %	15 %
Long term farm liab. / assets	30 %	25 %	33 %	34 %
Total debt to asset ratio	44 %	45 %	38 %	46 %
Debt to assets excl deferreds	30 %	30 %	26 %	32 %

Statement Of Cash Flows
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Beginning cash (farm & nonfarm)	117,247	99,006	110,714	163,235
Cash Provided By Operating Activities				
Gross cash farm income	1,710,728	1,556,486	691,122	3,382,975
Total cash farm expense	-1,403,680	-1,390,567	-599,123	-2,704,453
Net cash from hedging transactions	-2,500	-5,949	7,820	-34,438
Cash provided by operating	304,548	159,970	99,819	644,084
Cash Provided By Investing Activities				
Sale of breeding livestock	654	-	3,400	-
Sale of machinery & equipment	61,428	22,671	24,736	163,667
Sale of titled vehicles	3,405	1,967	4,033	10,849
Sale of farm land	6,731	-	-	32,813
Sale of farm buildings	4,569	18,570	1,928	-
Sale of other farm assets	5,655	-	11,617	6,167
Sale of nonfarm assets	18,533	4,940	16,267	30,750
Purchase of breeding livestock	-77	-	-	-
Purchase of machinery & equip.	-219,003	-115,487	-38,274	-538,394
Purchase of titled vehicles	-22,519	-12,737	-13,484	-60,143
Purchase of farm land	-99,601	-53,203	-78,473	-128,184
Purchase of farm buildings	-59,262	-57,822	-41,358	-183,510
Purchase of other farm assets	-34,087	-1,667	-13,956	-95,468
Purchase of nonfarm assets	-55,405	-61,430	-4,600	-85,850
Cash provided by investing	-388,979	-254,199	-128,165	-847,303
Cash Provided By Financing Activities				
Money borrowed	1,170,515	1,265,897	373,269	2,658,355
Principal payments	-952,582	-1,148,075	-286,911	-2,151,608
Personal income	52,664	107,884	51,654	50,587
Family living/owner withdrawals	-128,998	-170,979	-56,940	-212,715
Income and social security tax	-37,592	-24,285	-50,269	-53,030
Capital contributions	287	-	-	1,397
Capital distributions	-4,372	-	-18,705	-3,780
Dividends paid	-1,610	-8,373	-	-
Cash gifts and inheritances	1,908	6,918	3	456
Gifts given	-5,373	-14,256	-	-12,201
Other cash flows	-	-	-	-
Cash provided by financing	94,847	14,731	12,101	277,461
Net change in cash balance	10,416	-79,498	-16,246	74,243
Ending cash (farm & nonfarm)	127,660	19,552	94,509	237,322
Discrepancy	3	-44	-41	156

Financial Standards Measures Including Deferred Liabilities
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Liquidity				
Current ratio	1.79	1.20	2.45	1.77
Working capital to gross revenue	34.1 %	14.0 %	45.1 %	30.8 %
Working capital to oper expense	46.8 %	14.2 %	61.5 %	50.1 %
Solvency (market)				
Farm debt to asset ratio	46 %	47 %	42 %	48 %
Farm equity to asset ratio	54 %	53 %	58 %	52 %
Farm debt to equity ratio	0.84	0.89	0.72	0.91
Profitability (cost)				
Rate of return on farm assets	6.0 %	-6.7 %	5.6 %	13.7 %
Rate of return on farm equity	6.6 %	-17.2 %	6.0 %	20.7 %
Operating profit margin	13.8 %	-20.9 %	12.5 %	27.2 %
Asset turnover rate	43.2 %	31.9 %	44.6 %	50.1 %
Repayment Capacity				
Debt coverage ratio	1.71	-0.24	1.71	2.76
Term debt coverage ratio	1.89	-0.44	1.86	3.29
Replacement coverage ratio	1.39	-0.19	1.35	2.32
Efficiency				
Operating expense ratio	72.8 %	98.8 %	73.4 %	61.5 %
Depreciation expense ratio	5.8 %	8.5 %	5.9 %	5.5 %
Interest expense ratio	5.2 %	7.4 %	4.6 %	5.1 %
Net farm income ratio	16.2 %	-14.7 %	16.1 %	27.9 %

Crop Production and Marketing Summary
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Acreage Summary				
Total acres owned	497	745	165	862
Total crop acres	2,223	2,316	978	3,897
Crop acres owned	406	658	114	697
Crop acres cash rented	1,749	1,648	790	3,145
Crop acres share rented	68	9	74	55
Total pasture acres	5	-	5	-
Percent crop acres owned	18 %	28 %	12 %	18 %
Mach invest/crop acre cost	445	413	405	551
Mach invest/crop acre market	578	559	546	694
Average Price Received (Cash Sales Only)				
Soybeans per bushel	10.67	10.28	9.82	11.25
Corn per bushel	4.04	3.80	3.89	4.29
Wheat, Spring per bushel	6.13	5.45	6.07	6.53
Soybeans Seed per bushel	11.71	-	-	-
Hay per ton	104.77	-	-	-
Straw per ton	65.38	-	-	-
Average Yield Per Acre				
Soybeans (bushel)	40.79	37.50	41.47	40.69
Corn (bushel)	175.06	164.72	194.34	174.82
Sugar Beets (ton)	29.67	24.04	29.31	31.54
Wheat, Spring (bushel)	77.25	68.05	75.69	78.41
Hay, Alfalfa (ton)	3.16	3.37	4.20	-
Soybeans Seed (bushel)	34.87	43.54	-	-
Beans, Black Turtle (cwt)	22.73	-	-	-
Straw (ton)	1.70	-	-	-

Household and Personal Expenses
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>
Number of farms	8
Average family size	2.4
Family Living Expenses	
Food and meals expense	14,683
Medical care	9,673
Health insurance	5,278
Cash donations	2,205
Household supplies	4,885
Clothing	3,220
Personal care	1,864
Child / Dependent care	509
Alimony and child support	-
Gifts	761
Education	913
Recreation	5,969
Utilities (household share)	5,265
Personal vehicle operating exp	4,037
Household real estate taxes	1,884
Dwelling rent	-
Household repairs	4,459
Personal interest	4,713
Disability / Long term care ins	366
Life insurance payments	790
Personal property insurance	1,305
Miscellaneous	5,603
Total cash family living expense	78,382
Family living from the farm	-
Total family living	78,382
Other Nonfarm Expenditures	
Income taxes	28,336
Furnishing & appliance purchases	-
Nonfarm vehicle purchases	8,043
Nonfarm real estate purchases	-
Other nonfarm capital purchases	52,517
Nonfarm savings & investments	-49,809
Total other nonfarm expenditures	39,086
Total cash family living investment & nonfarm capital purch	117,468

Statement Of Owner's Equity
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Beginning net worth	3,952,304	4,846,433	1,900,312	6,748,206
Net farm income	304,891	-211,231	133,441	1,161,840
Personal income	52,664	107,884	51,654	50,587
Family living/owner withdrawals	-128,998	-170,979	-56,940	-212,715
Discrepancy	-15	-23	41	-156
Dividends paid	-1,610	-8,373	-	-
Income taxes (accrued)	-34,241	-17,770	-49,752	-52,880
Change in personal assets	-8,928	-8,788	-3,681	-5,911
Change in nonfarm accounts payable	1,853	-495	15	6,688
Total change in retained earnings	185,628	-309,709	74,777	947,452
Capital contributions	287	-	-	1,397
Gifts and inheritances received	1,908	6,918	3	456
Debts forgiven	1,042	-	-	-
Gifts given	-5,373	-14,256	-	-12,201
Capital distributions	-4,372	-	-18,705	-3,780
Total change in contributed capital	-6,509	-7,338	-18,702	-14,128
Chg in mkt value of capital assets	105,283	127,586	99,995	55,768
Change in deferred liabilities (-)	-46,325	76,451	-6,126	-233,431
Total change in market valuation	58,958	204,037	93,869	-177,663
Total change in net worth	238,078	-113,010	149,944	755,661
Ending net worth	4,190,369	4,733,356	2,050,256	7,503,868

Operator and Labor Information
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Operator Information				
Average number of operators	1.1	1.4	1.0	1.3
Average age of operators	47.4	50.1	43.1	49.7
Average number of years farming	23.3	26.0	16.3	26.2
Results Per Operator				
Working capital	557,593	144,628	369,512	977,217
Total assets (market)	6,463,101	6,045,249	3,393,815	10,583,978
Total liabilities	2,813,198	2,704,056	1,272,861	4,866,745
Net worth (market)	3,649,902	3,341,193	2,120,954	5,717,232
Net worth excl deferred liabs	4,533,059	4,254,576	2,501,228	7,151,898
Gross farm income	1,637,011	1,033,501	819,050	3,176,055
Total farm expense	1,371,811	1,185,437	686,929	2,289,910
Net farm income from operations	265,200	-151,936	132,121	886,144
Net nonfarm income	45,872	76,153	53,435	38,542
Family living & tax withdrawals	143,589	139,115	110,329	202,477
Total acres owned	432.6	526.0	171.1	656.8
Total crop acres	1,935.9	1,635.0	1,011.3	2,969.4
Crop acres owned	353.4	464.8	117.5	530.7
Crop acres cash rented	1,523.7	1,163.6	816.8	2,396.5
Crop acres share rented	58.9	6.6	76.9	42.2
Total pasture acres	4.2	-	5.2	-
Labor Analysis				
Number of farms	77	14	15	16
Total unpaid labor hours	1,792	1,286	1,874	2,075
Total hired labor hours	2,735	3,409	808	4,939
Total labor hours per farm	4,527	4,695	2,683	7,014
Unpaid hours per operator	1,558	889	1,939	1,581
Value of farm production / hour	415.43	312.38	293.72	592.59
Net farm income / unpaid hour	174.04	-164.60	68.14	560.51
Average hourly hired labor wage	32.23	38.04	29.83	31.96
Partnerships & LLCs				
Number of farms	9	-	1	6
Number of operators	1.9	-	-	1.8
Owner withdrawals per farm	-	-	-	-
Withdrawals per operator	-	-	-	-
Corporations				
Number of farms	6	2	2	-
Number of operators	1.2	-	-	-

Nonfarm Summary
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Nonfarm Income				
Personal wages & salary	16,866	28,678	29,955	-12,737
Net nonfarm business income	7,832	14,269	7,800	17,292
Personal rental income	7,612	-	-	34,449
Personal interest income	546	265	384	83
Personal cash dividends	1,428	-	1,067	5,962
Tax refunds	1,150	321	1,487	26
Other nonfarm income	17,230	64,350	10,960	5,512
Total nonfarm income	52,664	107,884	51,654	50,587
Gifts and inheritances	1,908	6,918	3	456
Nonfarm Assets (market)				
Checking & savings	21,798	12,764	14,926	16,494
Stocks & bonds	66,660	1,133	217,792	8,402
Other current assets	41,321	16,685	153,839	3,532
Furniture & appliances	8,737	8,893	2,506	14,845
Nonfarm vehicles	41,829	50,773	24,646	60,805
Cash value of life ins.	13,652	6,863	4,291	13,056
Retirement accounts	228,161	317,677	176,101	226,998
Other intermediate assets	28,869	122,911	1,807	19,324
Nonfarm real estate	352,969	588,623	153,934	570,896
Personal bus. investment	17,204	-	6,545	75,861
Other long term assets	95,245	6,207	-	410,000
Total nonfarm assets	916,446	1,132,529	756,386	1,420,213
Nonfarm Liabilities				
Accrued interest	382	964	280	291
Accounts payable	32,925	13,411	28,633	65,454
Current notes	14,897	74,733	958	-
Princ due on term debt	10,857	9,063	8,975	18,336
Total current liabilities	59,061	98,171	38,846	84,080
Intermediate liabilities	12,930	34,018	3,567	5,783
Long term liabilities	110,929	72,125	64,815	271,401
Total nonfarm liabilities	182,920	204,314	107,228	361,264
Nonfarm net worth	733,526	928,215	649,158	1,058,949
Nonfarm debt to asset ratio	20 %	18 %	14 %	25 %

Financial Summary Including Deferred Liabilities
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Income Statement				
Gross cash farm income	1,710,728	1,556,486	691,122	3,382,975
Total cash farm expense	1,403,680	1,390,567	599,123	2,704,453
Net cash farm income	307,048	165,919	91,999	678,522
Inventory change	106,337	-256,141	82,510	714,008
Depreciation	-108,914	-125,020	-46,792	-229,465
Net farm income from operations	304,471	-215,243	127,717	1,163,065
Gain or loss on capital sales	420	4,011	5,724	-1,225
Average net farm income	304,891	-211,231	133,441	1,161,840
Median net farm income	135,204	-153,719	126,813	810,581
Profitability (cost)				
Rate of return on assets	6.0 %	-6.7 %	5.6 %	13.7 %
Rate of return on equity	6.6 %	-17.2 %	6.0 %	20.7 %
Operating profit margin	13.8 %	-20.9 %	12.5 %	27.2 %
Asset turnover rate	43.2 %	31.9 %	44.6 %	50.1 %
Profitability (market)				
Rate of return on assets	4.3 %	-1.5 %	3.5 %	7.8 %
Rate of return on equity	5.0 %	-5.5 %	3.4 %	11.3 %
Operating profit margin	14.6 %	-7.8 %	10.9 %	22.0 %
Asset turnover rate	29.8 %	19.6 %	32.1 %	35.4 %
Liquidity & Repayment (end of year)				
Current assets	1,448,002	1,233,648	604,075	2,947,426
Current liabilities	807,842	1,028,759	246,880	1,664,830
Current ratio	1.79	1.20	2.45	1.77
Working capital	640,160	204,889	357,195	1,282,597
Change in working capital	-29,610	-483,876	46,232	428,965
Working capital to gross revenue	34.1 %	14.0 %	45.1 %	30.8 %
Working capital to oper expense	46.8 %	14.2 %	61.5 %	50.1 %
Debt coverage ratio	1.71	-0.24	1.71	2.76
Term debt coverage ratio	1.89	-0.44	1.86	3.29
Replacement coverage ratio	1.39	-0.19	1.35	2.32
Term debt to EBITDA	2.18	68.70	2.01	1.41
Solvency (end of year at cost)				
Number of farms	78	15	15	16
Total assets	5,087,602	5,088,491	2,154,667	10,099,983
Total liabilities	2,215,836	2,536,786	862,834	4,504,605
Net worth	2,871,766	2,551,705	1,291,833	5,595,378
Net worth change	179,107	-317,114	56,076	933,324
Farm debt to asset ratio	45 %	52 %	41 %	46 %
Total debt to asset ratio	44 %	50 %	40 %	45 %
Change in earned net worth %	7 %	-11 %	5 %	20 %
Solvency (end of year at market)				
Number of farms	78	15	15	16
Total assets	7,420,137	8,564,102	3,280,688	13,891,471
Total liabilities	3,229,768	3,830,746	1,230,432	6,387,603
Net worth	4,190,369	4,733,356	2,050,256	7,503,868
Total net worth change	238,065	-113,077	149,944	755,661
Farm debt to asset ratio	46 %	47 %	42 %	48 %
Total debt to asset ratio	44 %	45 %	38 %	46 %
Change in total net worth %	6 %	-2 %	8 %	11 %
Nonfarm Information				
Net nonfarm income	52,664	107,884	51,654	50,587
Farms reporting living expenses	8	2	-	3
Total family living expense	78,382	-	-	-
Total living, invest, cap. purch	117,468	-	-	-
Crop Acres				
Total crop acres	2,223	2,316	978	3,897
Total crop acres owned	406	658	114	697
Total crop acres cash rented	1,749	1,648	790	3,145
Total crop acres share rented	68	9	74	55
Machinery value per crop acre	578	559	546	694

Summary Farm Income Statement
2024 Moorhead Farm Business Management Annual Report
(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	78	15	15	16
Crop sales	1,484,429	1,327,664	564,727	2,884,300
Crop inventory change	-95,899	-211,627	10,289	-2,338
Gross crop income	1,388,530	1,116,037	575,017	2,881,962
Livestock sales	855	-	1,871	-
Livestock inventory change	373	-	783	-
Gross livestock income	1,228	-	2,653	-
Market channel income	310	-	1,613	-
Government payments	8,647	8,669	4,402	14,426
Other cash farm income	216,487	220,153	118,509	484,248
Change in accounts receivable	239,518	115,479	65,074	735,603
Gain or loss on hedging accounts	-908	-6,206	7,989	-12,789
Change in other assets	25,188	9,994	15,332	65,120
Gain or loss on breeding lvst	415	-	1,160	-
Gross farm income	1,879,415	1,464,127	791,748	4,168,572
Cash operating expenses	1,314,039	1,289,486	565,677	2,522,200
Change in prepaids and supplies	39,628	88,607	33,794	25,925
Change in growing crops	-235	-585	183	-37
Change in accounts payable	14,377	68,526	-18,668	14,222
Depreciation	108,914	125,020	46,792	229,465
Total operating expense	1,476,723	1,571,055	627,778	2,791,777
Interest paid	89,641	101,081	33,446	182,253
Change in accrued interest	8,580	7,233	2,806	31,478
Total interest expense	98,221	108,314	36,253	213,731
Total expenses	1,574,944	1,679,369	664,031	3,005,507
Net farm income from operations	304,471	-215,243	127,717	1,163,065
Gain or loss on capital sales	420	4,011	5,724	-1,225
Net farm income	304,891	-211,231	133,441	1,161,840

Per Operator Information

Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Number of Farms	82.4	78	88	79	80	87
Operator Information						
Ave Age of Operator	47.4	47.4	46.9	47.6	47.5	47.6
Ave Years Farming	23.6	23.3	22.7	23.6	23.6	24.9
Net Farm Income / Op	332,719	265,200	246,975	562,372	384,349	204,698
Net Non-farm Income	36,258	45,872	33,097	35,134	36,082	31,106
Family Living + Income Taxes	123,951	143,589	131,753	132,797	120,231	91,386
Crop Acres per Operator						
Total Crop Acres	1,872.2	1,935.9	1,817.9	1,755.8	1,962.9	1,888.7
Crop Acres Owned	363.8	353.4	326.1	299.9	413.3	426.1
Crop Acres Cash Rented	1,482.0	1,523.7	1,440.5	1,411.9	1,546.0	1,487.9
Crop Acres Share Rented	47.8	58.9	51.2	44.1	40.2	44.8
Labor Analysis						
Total labor Hours per farm	4,733	4,527	4,480	4,438	5,058	5,163
Value of farm prod/hour	369.29	415.43	403.18	457.22	316.58	254.03
Net farm Income / unpaid hour	200.75	174.04	160.68	347.95	209.76	111.34

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Return to Overhead)

Beans, Black Turtle on Cash Rent

	<u>Avg. Of All Farms</u>
Number of farms	5
Acres	855.49
Yield per acre (cwt.)	22.55
Operators share of yield %	100.00
Value per cwt.	32.76
Total product return per acre	738.90
Crop insurance per acre	141.65
Other crop income per acre	4.16
Gross return per acre	884.71
Direct Expenses	
Seed and plants	86.02
Fertilizer	83.59
Crop chemicals	138.16
Crop insurance	36.19
Fuel & oil	25.72
Repairs	69.98
Custom hire	9.25
Land rent	160.00
Operating interest	36.85
Miscellaneous	1.16
Total direct expenses per acre	646.91
Return over direct exp per acre	237.80
Overhead Expenses	
Hired labor	30.75
Building leases	20.29
Farm insurance	6.74
Utilities	3.81
Dues & professional fees	3.91
Interest	12.81
Mach & bldg depreciation	66.72
Miscellaneous	1.48
Total overhead expenses per acre	146.52
Total dir & ovhd expenses per acre	793.43
Net return per acre	91.28
Government payments	-
Net return with govt pmts	91.28
Labor & management charge	54.30
Net return over lbr & mgt	36.98
Cost of Production	
Total direct expense per cwt.	28.68
Total dir & ovhd exp per cwt.	35.18
Less govt & other income	28.71
With labor & management	31.12
Net value per unit	32.76
Machinery cost per acre	181.93
Est. labor hours per acre	1.66

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Return to Overhead)

Corn on Owned Land

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	26	5	5	6
Acres	295.42	254.17	231.81	491.21
Yield per acre (bu.)	172.98	165.53	180.76	174.27
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	4.01	3.99	3.96	4.09
Total product return per acre	694.14	660.75	715.92	712.80
Hedging gains/losses per acre	8.84	-	-	23.03
Crop insurance per acre	56.46	2.62	5.15	130.50
Other crop income per acre	9.32	8.57	2.20	10.06
Gross return per acre	768.75	671.94	723.26	876.39
Direct Expenses				
Seed and plants	106.15	109.47	117.42	95.61
Fertilizer	158.00	172.10	188.91	155.32
Crop chemicals	32.33	43.71	32.04	27.14
Crop insurance	29.87	20.90	20.56	42.52
Drying expense	4.69	-	3.12	6.97
Fuel & oil	31.26	34.62	29.58	32.88
Repairs	70.85	62.18	63.38	85.03
Custom hire	2.71	1.92	0.30	0.70
Hired labor	1.22	-	-	3.17
Machinery leases	4.16	6.77	-	1.63
Hauling and trucking	0.33	0.16	2.04	-
Marketing	0.66	1.96	0.71	0.41
Operating interest	27.06	35.36	21.24	32.08
Miscellaneous	3.93	4.22	4.67	2.11
Total direct expenses per acre	473.22	493.38	483.99	485.57
Return over direct exp per acre	295.53	178.56	239.28	390.82
Overhead Expenses				
Hired labor	38.76	37.79	48.08	40.69
Machinery leases	5.31	-	1.63	0.09
Building leases	8.71	-	-	22.38
RE & pers. property taxes	35.59	39.90	33.24	39.66
Farm insurance	10.65	12.60	16.62	8.86
Utilities	5.93	8.20	11.28	3.42
Dues & professional fees	5.02	3.46	4.96	5.71
Interest	97.56	33.18	65.79	129.39
Mach & bldg depreciation	59.79	65.02	41.70	79.22
Miscellaneous	3.76	3.10	7.37	2.93
Total overhead expenses per acre	271.08	203.25	230.67	332.35
Total dir & ovhd expenses per acre	744.31	696.63	714.66	817.92
Net return per acre	24.44	-24.69	8.60	58.47
Government payments	43.40	43.81	43.80	42.75
Net return with govt pmts	67.84	19.12	52.40	101.22
Labor & management charge	74.43	54.36	73.83	77.94
Net return over lbr & mgt	-6.59	-35.24	-21.43	23.28
Cost of Production				
Total direct expense per bu.	2.74	2.98	2.68	2.79
Total dir & ovhd exp per bu.	4.30	4.21	3.95	4.69
Less govt & other income	3.62	3.88	3.67	3.51
With labor & management	4.05	4.20	4.08	3.96
Net value per unit	4.06	3.99	3.96	4.22
Machinery cost per acre	174.12	171.16	137.29	198.33
Est. labor hours per acre	2.89	1.75	2.84	2.96

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Return to Overhead)

Corn on Cash Rent

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	53	10	10	11
Acres	576.96	501.10	553.10	660.69
Yield per acre (bu.)	174.32	152.28	170.87	178.34
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	4.03	4.07	3.98	4.15
Total product return per acre	702.16	619.68	679.93	739.41
Hedging gains/losses per acre	6.48	-	-	27.26
Crop insurance per acre	39.53	21.82	16.51	120.11
Other crop income per acre	6.95	3.56	9.17	6.97
Gross return per acre	755.11	645.05	705.62	893.74
Direct Expenses				
Seed and plants	107.84	110.79	112.96	98.18
Fertilizer	161.41	173.46	148.28	153.82
Crop chemicals	33.70	37.08	33.30	30.71
Crop insurance	26.16	14.81	24.82	42.43
Drying expense	4.81	4.59	1.86	2.92
Storage	2.35	1.85	-	-
Fuel & oil	28.36	26.19	27.47	31.72
Repairs	63.13	54.00	61.97	83.19
Custom hire	7.96	14.78	10.16	5.19
Hired labor	0.73	-	-	2.74
Land rent	166.55	172.41	152.91	158.83
Machinery leases	8.31	34.35	-	2.02
Hauling and trucking	0.18	-	0.94	-
Marketing	0.43	0.08	0.12	0.60
Operating interest	25.34	30.13	17.47	33.54
Miscellaneous	2.71	3.78	3.84	2.31
Total direct expenses per acre	639.98	678.30	596.10	648.19
Return over direct exp per acre	115.14	-33.26	109.52	245.55
Overhead Expenses				
Hired labor	31.40	39.46	27.81	39.33
Machinery leases	3.59	-	13.83	3.04
Building leases	5.53	0.29	0.73	20.62
Farm insurance	10.56	9.16	13.02	8.35
Utilities	5.44	4.89	6.61	5.38
Dues & professional fees	4.54	4.08	4.54	5.71
Interest	8.64	6.76	7.65	10.46
Mach & bldg depreciation	56.16	38.27	34.74	72.15
Miscellaneous	4.92	5.06	5.60	5.64
Total overhead expenses per acre	130.78	107.97	114.54	170.68
Total dir & ovhd expenses per acre	770.76	786.27	710.64	818.87
Net return per acre	-15.65	-141.23	-5.02	74.87
Government payments	43.57	43.80	43.80	42.84
Net return with govt pmts	27.92	-97.42	38.78	117.71
Labor & management charge	72.50	58.30	89.47	76.36
Net return over lbr & mgt	-44.57	-155.73	-50.69	41.35
Cost of Production				
Total direct expense per bu.	3.67	4.45	3.49	3.63
Total dir & ovhd exp per bu.	4.42	5.16	4.16	4.59
Less govt & other income	3.87	4.71	3.75	3.49
With labor & management	4.28	5.09	4.28	3.91
Net value per unit	4.07	4.07	3.98	4.30
Machinery cost per acre	170.36	170.48	151.09	197.61
Est. labor hours per acre	2.64	3.01	2.95	2.87

Corn on Cash Rented Land

Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Number of Fields	50	53	60	49	48	39
Acres	555.02	576.96	629.17	459.59	625.95	483.42
Yield per Acre	162.09	174.32	164.71	175.58	131.27	164.58
** Value per Unit	4.84	4.03	4.55	6.11	5.45	4.08
Product Value	782.52	702.16	749.68	1,073.69	715.18	671.89
Other Income	32.17	52.96	26.96	-9.77	38.77	51.95
Gross Return	814.69	755.11	776.64	1,063.91	753.95	723.84
Direct Costs						
Seed	96.58	107.84	101.05	95.68	89.97	88.37
Fertilizer	159.51	161.41	186.08	205.23	126.37	118.45
Chemicals	34.16	33.70	38.08	37.82	30.31	30.88
Crop Insurance	25.37	26.16	27.38	27.47	22.06	23.77
Fuel & Oil	30.95	28.36	35.19	41.93	24.40	24.89
Repairs	59.84	63.13	71.17	66.73	50.68	47.51
Custom Hire	7.75	7.96	8.04	9.36	6.06	7.31
Land Rent	148.33	166.55	160.57	153.99	137.67	122.87
Other Direct Exp	31.73	44.87	36.52	24.77	22.01	30.47
Total Direct	592.91	639.98	656.02	664.48	509.54	494.51
Return over Direct	221.79	115.14	120.62	399.43	244.41	229.33
Overhead Costs						
Other Labor	28.43	31.40	32.48	25.72	23.55	29.02
Intermedate Interest	6.02	8.64	7.27	6.30	4.11	3.79
Depreciation	45.22	56.16	47.30	46.55	38.88	37.21
Other Overhead Exp	29.07	34.58	32.76	25.96	25.27	26.79
Total Ovhd Expenses	108.75	130.78	119.81	104.53	91.81	96.81
Total Direct/Ovhd Expenses	701.65	770.76	775.83	769.01	601.35	591.32
*** Net Return	113.04	-15.65	0.81	294.90	152.60	132.52

** - Value per Unit is a combination of actual Fall selling price and/or value on Dec 31st of that crop year.

*** - Net Return does **not** include direct government income or principal payment expenses or personal draw expenses

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Return to Overhead)

Hay, Alfalfa on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	5
Acres	125.82
Yield per acre (ton)	3.37
Operators share of yield %	100.00
Value per ton	130.40
Total product return per acre	439.81
Other crop income per acre	7.48
Gross return per acre	447.30
Direct Expenses	
Seed and plants	7.95
Fertilizer	59.71
Crop chemicals	18.17
Crop insurance	1.81
Fuel & oil	33.57
Repairs	84.18
Custom hire	1.45
Hired labor	0.16
Operating interest	8.34
Miscellaneous	0.91
Total direct expenses per acre	216.24
Return over direct exp per acre	231.05
Overhead Expenses	
Hired labor	47.91
Machinery leases	28.23
Building leases	1.61
RE & pers. property taxes	26.97
Farm insurance	9.99
Utilities	7.17
Dues & professional fees	1.73
Interest	53.41
Mach & bldg depreciation	42.31
Miscellaneous	5.02
Total overhead expenses per acre	224.34
Total dir & ovhd expenses per acre	440.58
Net return per acre	6.72
Government payments	-
Net return with govt pmts	6.72
Labor & management charge	108.65
Net return over lbr & mgt	-101.93
Cost of Production	
Total direct expense per ton	64.11
Total dir & ovhd exp per ton	130.62
Less govt & other income	128.40
With labor & management	160.62
Net value per unit	130.40
Machinery cost per acre	181.45
Est. labor hours per acre	4.49

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Return to Overhead)

Hay, Alfalfa on Cash Rent

	<u>Avg. Of All Farms</u>
Number of farms	5
Acres	222.38
Yield per acre (ton)	3.51
Operators share of yield %	100.00
Value per ton	128.13
Total product return per acre	450.09
Other crop income per acre	7.10
Gross return per acre	457.18
Direct Expenses	
Seed and plants	12.14
Fertilizer	54.60
Crop chemicals	11.60
Crop insurance	2.83
Packaging and supplies	0.35
Fuel & oil	28.99
Repairs	49.01
Custom hire	0.55
Hired labor	0.65
Land rent	157.63
Machinery leases	6.98
Operating interest	16.08
Miscellaneous	1.50
Total direct expenses per acre	342.92
Return over direct exp per acre	114.27
Overhead Expenses	
Hired labor	13.21
Building leases	4.75
Farm insurance	6.89
Utilities	3.13
Dues & professional fees	4.09
Interest	5.42
Mach & bldg depreciation	41.47
Miscellaneous	8.85
Total overhead expenses per acre	87.81
Total dir & ovhd expenses per acre	430.73
Net return per acre	26.45
Government payments	-
Net return with govt pmts	26.45
Labor & management charge	51.67
Net return over lbr & mgt	-25.22
Cost of Production	
Total direct expense per ton	97.62
Total dir & ovhd exp per ton	122.62
Less govt & other income	120.60
With labor & management	135.31
Net value per unit	128.13
Machinery cost per acre	125.74
Est. labor hours per acre	2.14

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Return to Overhead)

Soybeans on Owned Land

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	35	7	7	7
Acres	295.91	368.96	246.18	341.99
Yield per acre (bu.)	42.42	33.85	43.96	49.95
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	9.44	9.38	9.29	9.76
Total product return per acre	400.53	317.34	408.50	487.36
Hedging gains/losses per acre	0.56	-	-	2.41
Crop insurance per acre	17.53	43.16	2.05	5.83
Other crop income per acre	13.50	8.37	18.21	25.09
Gross return per acre	432.11	368.87	428.77	520.69
Direct Expenses				
Seed and plants	65.76	71.67	61.00	65.05
Fertilizer	15.05	18.62	12.48	23.81
Crop chemicals	49.29	52.87	51.89	43.70
Crop insurance	19.43	16.68	18.66	20.06
Storage	0.47	-	1.38	-
Fuel & oil	18.00	18.31	17.40	20.75
Repairs	37.63	33.15	40.69	41.20
Custom hire	7.44	8.00	9.71	7.43
Hired labor	0.19	-	-	0.82
Marketing	1.23	3.51	0.24	0.32
Operating interest	11.91	13.40	11.70	12.47
Miscellaneous	3.45	2.07	2.93	2.96
Total direct expenses per acre	229.86	238.27	228.09	238.57
Return over direct exp per acre	202.25	130.60	200.68	282.11
Overhead Expenses				
Hired labor	16.13	22.70	16.69	17.68
Machinery leases	2.88	0.01	2.44	0.06
Building leases	1.25	0.11	0.68	3.56
RE & pers. property taxes	34.25	32.26	36.65	33.61
Farm insurance	11.32	9.93	7.24	18.73
Utilities	3.79	3.48	3.32	4.07
Dues & professional fees	5.56	3.01	6.44	9.80
Interest	92.39	90.16	112.22	61.40
Mach & bldg depreciation	35.66	32.35	29.20	52.79
Miscellaneous	3.48	2.90	2.40	3.99
Total overhead expenses per acre	206.71	196.89	217.28	205.69
Total dir & ovhd expenses per acre	436.57	435.16	445.37	444.26
Net return per acre	-4.46	-66.29	-16.60	76.43
Government payments	30.52	30.61	30.61	30.24
Net return with govt pmts	26.06	-35.68	14.01	106.67
Labor & management charge	43.45	32.29	35.63	52.97
Net return over lbr & mgt	-17.39	-67.97	-21.62	53.70
Cost of Production				
Total direct expense per bu.	5.42	7.04	5.19	4.78
Total dir & ovhd exp per bu.	10.29	12.86	10.13	8.89
Less govt & other income	8.83	10.43	8.97	7.62
With labor & management	9.85	11.38	9.78	8.68
Net value per unit	9.46	9.38	9.29	9.80
Machinery cost per acre	102.31	94.84	98.71	119.25
Est. labor hours per acre	1.60	1.19	1.35	1.93

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Return to Overhead)

Soybeans on Cash Rent

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	61	12	12	13
Acres	762.94	548.67	1,241.70	465.81
Yield per acre (bu.)	40.22	37.07	41.69	48.29
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	9.65	9.46	9.30	9.93
Total product return per acre	388.24	350.49	387.79	479.64
Hedging gains/losses per acre	1.92	-	-	4.25
Crop insurance per acre	23.18	21.22	12.57	3.88
Other crop income per acre	8.07	4.69	7.51	12.10
Gross return per acre	421.41	376.40	407.86	499.88
Direct Expenses				
Seed and plants	61.93	65.77	59.53	58.86
Fertilizer	19.03	26.01	14.06	17.66
Crop chemicals	49.02	44.65	48.83	45.53
Crop insurance	20.87	21.17	22.32	22.71
Storage	0.18	0.63	-	-
Fuel & oil	16.34	14.18	16.27	15.82
Repairs	36.47	30.70	36.43	37.76
Custom hire	6.12	11.30	3.82	9.10
Hired labor	0.64	-	1.55	-
Land rent	163.74	192.21	154.71	141.61
Machinery leases	5.39	27.37	0.43	1.95
Marketing	0.86	0.12	0.35	0.25
Operating interest	11.06	14.51	7.54	10.24
Miscellaneous	2.88	2.47	3.27	1.93
Total direct expenses per acre	394.52	451.09	369.10	363.41
Return over direct exp per acre	26.89	-74.69	38.75	136.47
Overhead Expenses				
Hired labor	16.35	14.48	14.83	8.32
Machinery leases	3.40	0.67	8.06	1.19
Building leases	0.81	0.18	0.36	0.77
Farm insurance	8.61	7.12	8.31	11.44
Utilities	3.14	2.88	3.63	3.48
Dues & professional fees	4.01	4.16	3.54	5.38
Interest	4.52	3.61	2.98	6.72
Mach & bldg depreciation	27.58	11.96	25.97	30.12
Miscellaneous	2.56	2.90	1.99	4.14
Total overhead expenses per acre	70.97	47.96	69.66	71.54
Total dir & ovhd expenses per acre	465.50	499.06	438.76	434.95
Net return per acre	-44.09	-122.66	-30.90	64.93
Government payments	30.59	30.61	30.68	30.61
Net return with govt pmts	-13.49	-92.05	-0.22	95.54
Labor & management charge	39.36	37.32	44.67	41.56
Net return over lbr & mgt	-52.86	-129.37	-44.89	53.97
Cost of Production				
Total direct expense per bu.	9.81	12.17	8.85	7.53
Total dir & ovhd exp per bu.	11.57	13.46	10.52	9.01
Less govt & other income	9.99	11.94	9.31	7.95
With labor & management	10.97	12.94	10.38	8.81
Net value per unit	9.70	9.46	9.30	10.02
Machinery cost per acre	96.65	99.41	89.79	98.73
Est. labor hours per acre	1.52	1.50	1.79	1.41

Soybeans on Cash Rented Land

Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Number of Fields	60	61	69	61	50	58
Acres	699.94	762.94	662.06	704.68	675.08	694.96
Yield per Acre	38.50	40.22	39.73	44.17	31.07	37.30
** Value per Unit	11.72	9.65	12.50	13.96	12.41	10.08
Product Value	452.58	388.24	496.53	616.75	385.56	375.82
Other Income	30.96	33.17	20.26	7.65	51.60	42.13
Gross Return	483.55	421.41	516.80	624.40	437.16	417.96
Direct Costs						
Seed	61.55	61.93	64.39	62.61	60.42	58.42
Fertilizer	15.86	19.03	22.25	16.43	13.36	8.23
Chemicals	43.05	49.02	49.99	48.12	37.18	30.93
Crop Insurance	21.79	20.87	23.57	24.80	21.53	18.19
Fuel & Oil	17.00	16.34	19.39	22.42	13.92	12.92
Repairs	33.49	36.47	39.21	35.70	28.49	27.59
Custom Hire	5.17	6.12	7.14	5.64	4.08	2.87
Land Rent	148.55	163.74	159.47	147.67	136.90	134.96
Other Direct Exp	13.39	21.01	12.94	10.92	9.35	12.72
Total Direct	359.85	394.52	398.36	374.33	325.23	306.83
Return over Direct	123.69	26.89	118.44	250.07	111.92	111.13
Overhead Costs						
Other Labor	14.77	16.35	16.37	12.82	12.78	15.55
Intermediate Interest	3.79	4.52	3.86	3.68	3.80	3.09
Depreciation	24.06	27.58	24.20	24.37	21.30	22.84
Other Overhead Exp	20.21	22.52	23.68	17.39	17.12	20.35
Total Ovhd Expenses	62.83	70.97	68.11	58.26	55.00	61.83
Total Direct/Ovhd Expenses	422.69	465.50	466.47	432.59	380.23	368.66
*** Net Return	60.86	-44.09	50.33	191.81	56.93	49.30

** - Value per Unit is a combination of actual Fall selling price and/or value on Dec 31st of that crop year.

*** - Net Return does **not** include direct government income or principal payment expenses or personal draw expenses

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Return to Overhead)

Soybeans Seed on Cash Rent

	<u>Avg. Of All Farms</u>
Number of farms	5
Acres	568.13
Yield per acre (bu.)	33.85
Operators share of yield %	100.00
Value per bu.	10.98
Total product return per acre	371.82
Crop insurance per acre	42.40
Other crop income per acre	9.73
Gross return per acre	423.95
Direct Expenses	
Seed and plants	70.42
Fertilizer	26.63
Crop chemicals	35.72
Crop insurance	19.23
Storage	2.35
Fuel & oil	18.83
Repairs	33.68
Custom hire	4.06
Land rent	188.96
Machinery leases	6.22
Operating interest	11.26
Miscellaneous	5.03
Total direct expenses per acre	422.38
Return over direct exp per acre	1.57
Overhead Expenses	
Hired labor	21.97
Machinery leases	0.09
Farm insurance	12.61
Utilities	3.74
Dues & professional fees	8.38
Interest	2.71
Mach & bldg depreciation	38.11
Miscellaneous	2.21
Total overhead expenses per acre	89.81
Total dir & ovhd expenses per acre	512.18
Net return per acre	-88.23
Government payments	30.61
Net return with govt pmts	-57.62
Labor & management charge	53.89
Net return over lbr & mgt	-111.52
Cost of Production	
Total direct expense per bu.	12.48
Total dir & ovhd exp per bu.	15.13
Less govt & other income	12.69
With labor & management	14.28
Net value per unit	10.98
Machinery cost per acre	102.71
Est. labor hours per acre	1.29

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Return to Overhead)

Wheat, Spring on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	25	5	5	5
Acres	240.06	103.46	232.80	280.14
Yield per acre (bu.)	74.98	66.56	83.75	83.13
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	5.55	5.12	5.43	5.90
Other product return per acre	0.32	-	-	-
Total product return per acre	416.21	340.91	454.90	490.74
Crop insurance per acre	56.76	8.85	11.32	71.14
Other crop income per acre	11.87	6.40	11.54	11.23
Gross return per acre	484.84	356.16	477.76	573.11
Direct Expenses				
Seed and plants	28.27	33.83	26.24	34.46
Fertilizer	131.66	158.84	127.66	136.39
Crop chemicals	39.80	43.51	45.83	50.99
Crop insurance	15.59	14.33	19.34	14.76
Drying expense	0.21	-	0.64	0.22
Storage	1.09	-	0.39	-
Fuel & oil	18.60	19.37	21.23	15.43
Repairs	37.03	30.88	53.52	29.64
Custom hire	7.32	15.65	2.38	14.52
Machinery leases	1.44	-	-	1.43
Hauling and trucking	0.25	-	-	1.06
Marketing	0.48	1.67	0.49	0.24
Operating interest	10.19	12.19	5.36	14.39
Miscellaneous	8.87	6.92	4.25	5.06
Total direct expenses per acre	300.81	337.18	307.31	318.61
Return over direct exp per acre	184.03	18.97	170.45	254.50
Overhead Expenses				
Hired labor	14.48	14.28	17.27	8.76
Machinery leases	4.89	0.34	0.01	0.93
Building leases	0.87	0.09	1.70	-
RE & pers. property taxes	27.26	33.26	27.06	36.52
Farm insurance	9.19	7.92	11.22	7.27
Utilities	3.35	3.23	4.53	1.60
Dues & professional fees	5.05	3.38	2.97	5.62
Interest	89.61	121.32	76.88	130.40
Mach & bldg depreciation	31.37	25.08	48.66	29.63
Miscellaneous	2.38	5.00	4.85	1.23
Total overhead expenses per acre	188.43	213.90	195.15	221.96
Total dir & ovhd expenses per acre	489.24	551.08	502.46	540.56
Net return per acre	-4.41	-194.93	-24.69	32.55
Government payments	31.79	31.80	31.80	31.80
Net return with govt pmts	27.39	-163.12	7.11	64.35
Labor & management charge	40.23	34.97	37.15	27.61
Net return over lbr & mgt	-12.84	-198.10	-30.05	36.74
Cost of Production				
Total direct expense per bu.	4.01	5.07	3.67	3.83
Total dir & ovhd exp per bu.	6.52	8.28	6.00	6.50
Less govt & other income	5.18	7.57	5.35	5.13
With labor & management	5.72	8.10	5.79	5.46
Net value per unit	5.55	5.12	5.43	5.90
Machinery cost per acre	102.21	94.36	125.54	96.35
Est. labor hours per acre	1.47	1.05	1.52	1.05

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
(Farms Sorted By Return to Overhead)

Wheat, Spring on Cash Rent

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	52	10	11	11
Acres	499.03	359.28	523.09	607.00
Yield per acre (bu.)	75.84	50.57	80.55	83.83
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	5.50	5.07	5.32	5.96
Other product return per acre	0.13	-	-	-
Total product return per acre	417.39	256.62	428.84	499.83
Hedging gains/losses per acre	1.93	-	-	2.29
Crop insurance per acre	36.62	63.66	18.03	59.84
Other crop income per acre	9.74	3.65	10.85	8.53
Gross return per acre	465.69	323.93	457.72	570.49
Direct Expenses				
Seed and plants	28.95	31.54	27.34	31.56
Fertilizer	138.54	141.37	135.95	138.40
Crop chemicals	41.67	28.93	38.02	51.17
Crop insurance	15.09	11.47	13.73	15.29
Storage	1.31	0.74	0.38	-
Fuel & oil	17.38	15.29	19.47	17.46
Repairs	38.62	37.39	42.17	43.45
Custom hire	8.50	7.39	10.71	4.62
Hired labor	1.05	-	4.72	-
Land rent	165.15	178.96	162.14	151.45
Machinery leases	1.24	1.11	-	1.38
Marketing	0.94	1.85	1.73	0.70
Operating interest	10.53	11.81	10.48	10.37
Miscellaneous	6.56	0.87	7.25	8.95
Total direct expenses per acre	475.53	468.71	474.08	474.80
Return over direct exp per acre	-9.84	-144.78	-16.36	95.69
Overhead Expenses				
Hired labor	14.62	19.18	13.39	17.21
Machinery leases	2.21	0.26	3.43	1.98
Building leases	1.05	0.09	2.88	0.82
Farm insurance	9.66	11.22	9.48	12.12
Utilities	3.51	2.88	3.86	3.82
Dues & professional fees	3.79	3.85	4.83	3.81
Interest	5.49	2.79	6.04	8.35
Mach & bldg depreciation	32.25	27.94	28.70	37.78
Miscellaneous	2.92	3.45	1.90	3.15
Total overhead expenses per acre	75.50	71.67	74.52	89.03
Total dir & ovhd expenses per acre	551.03	540.37	548.60	563.83
Net return per acre	-85.34	-216.45	-90.88	6.66
Government payments	31.87	31.80	31.80	32.10
Net return with govt pmts	-53.47	-184.65	-59.08	38.76
Labor & management charge	39.29	45.41	36.28	38.38
Net return over lbr & mgt	-92.76	-230.06	-95.36	0.38
Cost of Production				
Total direct expense per bu.	6.27	9.27	5.89	5.66
Total dir & ovhd exp per bu.	7.27	10.69	6.81	6.73
Less govt & other income	6.21	8.73	6.06	5.50
With labor & management	6.72	9.62	6.51	5.96
Net value per unit	5.53	5.07	5.32	5.99
Machinery cost per acre	102.98	90.71	109.09	111.62
Est. labor hours per acre	1.36	1.28	1.59	1.44

Spring Wheat on Cash Rented Land

Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Number of Fields	52	52	55	50	48	57
Acres	516.75	499.03	482.03	503.78	555.59	543.31
Yield per Acre	67.85	75.84	71.55	70.30	58.08	63.47
** Value per Unit	7.24	5.50	7.25	9.13	8.74	5.59
Product Value	488.07	417.39	518.87	641.58	507.48	355.02
Other Income	27.35	48.29	12.00	7.70	28.86	39.88
Gross Return	515.42	465.69	530.88	649.28	536.35	394.90
Direct Costs						
Seed	27.50	28.95	30.03	30.91	23.50	24.13
Fertilizer	126.51	138.54	154.83	166.93	91.77	80.48
Chemicals	38.11	41.67	44.87	41.87	27.38	34.75
Crop Insurance	16.49	15.09	18.38	20.99	13.75	14.25
Fuel & Oil	17.26	17.38	18.71	22.86	14.22	13.15
Repairs	33.58	38.62	38.67	34.74	28.27	27.59
Custom Hire	6.91	8.50	9.78	6.99	2.92	6.38
Land Rent	148.27	165.15	158.88	144.10	134.76	138.44
Other Direct Exp	14.71	21.63	14.07	13.33	10.60	13.94
Total Direct	429.55	475.53	488.22	482.73	348.17	353.10
Return over Direct	85.87	-9.84	42.65	166.54	188.17	41.81
Overhead Costs						
Other Labor	14.01	14.62	15.37	12.19	12.41	15.47
Intermediate Interest	4.15	5.49	3.82	3.92	4.54	2.97
Depreciation	25.53	32.25	26.59	25.44	22.47	20.92
Other Overhead Exp	21.57	23.08	23.51	20.37	17.73	23.17
Total Ovhd Expenses	65.28	75.50	69.28	61.92	57.15	62.53
Total Direct/Ovhd Expenses	494.83	551.03	557.51	544.65	405.32	415.63
*** Net Return	20.59	-85.34	-26.63	104.62	131.03	-20.72

** - Value per Unit is a combination of actual Fall selling price and/or value on Dec 31st of that crop year.

*** - Net Return does **not** include direct government income or principal payment expenses or personal draw expenses

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
Sugarbeets - Joint Ventures
(Farms Sorted By Return to Overhead)

Sugar Beets on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	6
Acres	146.58
Yield per acre (ton)	30.97
Operators share of yield %	100.00
Value per ton	81.53
Total product return per acre	2,524.58
Crop insurance per acre	2.98
Other crop income per acre	8.19
Gross return per acre	2,535.75
Direct Expenses	
Seed and plants	281.18
Fertilizer	116.40
Crop chemicals	171.09
Crop insurance	46.27
Fuel & oil	79.25
Repairs	177.05
Custom hire	5.24
Hired labor	42.97
Stock/quota lease	356.57
Hauling and trucking	53.48
Operating interest	88.09
Miscellaneous	6.28
Total direct expenses per acre	1,423.85
Return over direct exp per acre	1,111.90
Overhead Expenses	
Hired labor	64.43
Machinery leases	8.01
Building leases	3.07
RE & pers. property taxes	44.29
Farm insurance	32.08
Utilities	17.12
Dues & professional fees	12.91
Interest	120.22
Mach & bldg depreciation	116.97
Miscellaneous	12.48
Total overhead expenses per acre	431.59
Total dir & ovhd expenses per acre	1,855.44
Net return per acre	680.31
Government payments	-
Net return with govt pmts	680.31
Labor & management charge	141.49
Net return over lbr & mgt	538.83
Cost of Production	
Total direct expense per ton	45.98
Total dir & ovhd exp per ton	59.92
Less govt & other income	59.56
With labor & management	64.12
Net value per unit	81.53
Machinery cost per acre	391.88
Est. labor hours per acre	5.13

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
Sugarbeets - Joint Ventures
(Farms Sorted By Return to Overhead)

Sugar Beets on Cash Rent

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	27	5	6	6
Acres	219.29	204.62	188.55	142.70
Yield per acre (ton)	29.96	26.24	31.00	34.42
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	81.79	76.57	81.18	85.63
Total product return per acre	2,450.25	2,009.26	2,516.34	2,946.91
Crop insurance per acre	24.31	3.06	16.61	-
Other crop income per acre	8.22	8.55	6.75	8.13
Gross return per acre	2,482.78	2,020.86	2,539.70	2,955.04
Direct Expenses				
Seed and plants	300.31	310.54	292.93	283.23
Fertilizer	121.10	115.35	128.97	127.91
Crop chemicals	151.75	164.62	190.09	160.21
Crop insurance	47.24	47.64	50.99	51.22
Fuel & oil	62.80	69.20	54.86	73.67
Repairs	146.27	184.27	102.10	115.69
Custom hire	35.06	9.76	44.57	23.00
Hired labor	40.39	55.40	35.20	43.11
Land rent	180.98	183.98	184.63	145.01
Stock/quota lease	380.39	377.44	361.35	403.14
Machinery leases	17.68	-	45.03	2.47
Hauling and trucking	84.25	26.00	63.03	101.70
Operating interest	48.85	64.54	41.52	43.80
Miscellaneous	7.95	5.75	9.57	7.87
Total direct expenses per acre	1,625.01	1,614.49	1,604.84	1,582.03
Return over direct exp per acre	857.77	406.37	934.86	1,373.01
Overhead Expenses				
Hired labor	59.43	56.79	77.03	34.43
Machinery leases	5.82	9.42	1.32	24.64
Building leases	3.62	0.20	0.44	3.21
Farm insurance	13.32	33.48	11.50	12.56
Utilities	11.65	13.35	4.93	13.97
Dues & professional fees	7.07	13.69	5.02	5.38
Interest	19.83	32.11	13.27	23.28
Mach & bldg depreciation	99.25	105.48	92.63	102.69
Miscellaneous	9.32	3.63	10.61	9.72
Total overhead expenses per acre	229.33	268.15	216.75	229.89
Total dir & ovhd expenses per acre	1,854.34	1,882.64	1,821.60	1,811.91
Net return per acre	628.44	138.22	718.11	1,143.12
Government payments	-	-	-	-
Net return with govt pmts	628.44	138.22	718.11	1,143.12
Labor & management charge	147.57	129.56	133.41	145.76
Net return over lbr & mgt	480.88	8.66	584.70	997.36
Cost of Production				
Total direct expense per ton	54.24	61.53	51.78	45.97
Total dir & ovhd exp per ton	61.90	71.74	58.77	52.65
Less govt & other income	60.81	71.30	58.02	52.41
With labor & management	65.74	76.24	62.32	56.65
Net value per unit	81.79	76.57	81.18	85.63
Machinery cost per acre	377.29	402.83	352.68	352.18
Est. labor hours per acre	5.23	4.68	6.59	3.82

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
Sugarbeets - Excluding Joint Ventures
(Farms Sorted By Return to Overhead)

Sugar Beets on Owned Land

	<u>Avg. Of All Farms</u>
Number of farms	13
Acres	243.40
Yield per acre (ton)	27.44
Operators share of yield %	100.00
Value per ton	72.28
Total product return per acre	1,983.19
Crop insurance per acre	38.17
Other crop income per acre	16.94
Gross return per acre	2,038.30
Direct Expenses	
Seed and plants	270.20
Fertilizer	116.98
Crop chemicals	159.71
Crop insurance	41.64
Fuel & oil	69.11
Repairs	167.24
Custom hire	49.51
Hired labor	45.57
Machinery leases	0.42
Hauling and trucking	26.75
Operating interest	39.20
Miscellaneous	3.38
Total direct expenses per acre	989.71
Return over direct exp per acre	1,048.59
Overhead Expenses	
Hired labor	62.64
Machinery leases	24.32
Building leases	1.73
RE & pers. property taxes	33.17
Farm insurance	16.05
Utilities	11.77
Dues & professional fees	8.54
Interest	99.23
Mach & bldg depreciation	102.87
Miscellaneous	7.35
Total overhead expenses per acre	367.67
Total dir & ovhd expenses per acre	1,357.38
Net return per acre	680.92
Government payments	-
Net return with govt pmts	680.92
Labor & management charge	162.70
Net return over lbr & mgt	518.23
Cost of Production	
Total direct expense per ton	36.07
Total dir & ovhd exp per ton	49.47
Less govt & other income	47.46
With labor & management	53.39
Net value per unit	72.28
Machinery cost per acre	409.47
Est. labor hours per acre	6.08

Crop Enterprise Analysis
2024 Moorhead Farm Business Management Annual Report
Sugarbeets - Excluding Joint Ventures
(Farms Sorted By Return to Overhead)

Sugar Beets on Cash Rent

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	33	6	6	7
Acres	221.80	272.93	236.20	178.78
Yield per acre (ton)	30.04	26.51	33.03	34.32
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	74.67	66.78	77.06	81.69
Total product return per acre	2,243.05	1,770.54	2,545.31	2,804.12
Crop insurance per acre	6.49	2.88	-	-
Other crop income per acre	12.15	7.67	32.95	7.23
Gross return per acre	2,261.69	1,781.09	2,578.26	2,811.36
Direct Expenses				
Seed and plants	285.44	278.24	306.11	278.87
Fertilizer	123.95	129.27	137.28	138.08
Crop chemicals	154.39	153.39	177.82	140.77
Crop insurance	47.53	53.22	54.67	40.90
Fuel & oil	63.52	67.22	84.27	79.87
Repairs	147.59	165.53	182.61	129.80
Custom hire	27.84	53.93	25.85	18.97
Hired labor	43.34	48.11	47.39	58.20
Land rent	182.53	159.76	197.43	187.05
Machinery leases	31.72	-	52.77	2.51
Hauling and trucking	35.77	35.22	43.12	43.30
Operating interest	34.32	30.01	31.26	40.09
Miscellaneous	5.89	6.27	7.93	7.40
Total direct expenses per acre	1,183.85	1,180.16	1,348.50	1,165.79
Return over direct exp per acre	1,077.84	600.93	1,229.76	1,645.57
Overhead Expenses				
Hired labor	68.67	55.03	88.63	52.20
Machinery leases	5.86	22.24	4.02	0.45
Building leases	3.09	4.28	-	10.62
Farm insurance	25.05	20.71	37.79	44.37
Utilities	11.47	12.54	10.78	14.99
Dues & professional fees	7.28	5.88	11.98	11.85
Interest	15.09	20.79	11.59	26.64
Mach & bldg depreciation	97.36	99.65	73.54	179.91
Miscellaneous	16.34	8.96	55.11	4.01
Total overhead expenses per acre	250.21	250.08	293.43	345.04
Total dir & ovhd expenses per acre	1,434.06	1,430.24	1,641.93	1,510.83
Net return per acre	827.63	350.85	936.33	1,300.53
Government payments	-	-	-	-
Net return with govt pmts	827.63	350.85	936.33	1,300.53
Labor & management charge	161.85	140.85	177.79	167.29
Net return over lbr & mgt	665.77	210.00	758.54	1,133.23
Cost of Production				
Total direct expense per ton	39.41	44.52	40.82	33.96
Total dir & ovhd exp per ton	47.74	53.95	49.71	44.02
Less govt & other income	47.12	53.55	48.71	43.81
With labor & management	52.50	58.86	54.09	48.68
Net value per unit	74.67	66.78	77.06	81.69
Machinery cost per acre	382.21	418.00	430.74	427.63
Est. labor hours per acre	6.09	5.53	7.30	5.74

Sugarbeets on Cash Rented Land (excluding joint venture)

Moorhead Farm Business Management Program - Northland College

	<u>5-yr Average</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Number of Fields	29	33	34	27	23	27
Acres	256.44	221.80	260.52	227.21	296.22	276.46
Yield per Acre	27.90	30.04	28.44	26.35	29.20	25.49
** Value per Unit	61.70	74.67	79.79	67.19	49.07	37.76
Product Value	1,735.67	2,243.05	2,269.35	1,770.56	1,433.10	962.27
Other Income	16.78	18.64	6.25	10.59	9.98	38.45
Gross Return	1,752.45	2,261.69	2,275.60	1,781.15	1,443.08	1,000.72
Direct Costs						
Seed	252.16	285.44	280.46	245.59	223.54	225.78
Fertilizer	107.36	123.95	137.84	117.79	81.74	75.49
Chemicals	147.16	154.39	151.40	163.77	146.31	119.92
Crop Insurance	41.51	47.53	46.79	46.39	34.81	32.01
Fuel & Oil	63.29	63.52	71.60	82.15	51.65	47.55
Repairs	131.79	147.59	151.80	135.99	111.47	112.08
Direct Labor	37.39	43.34	36.40	39.06	34.31	33.84
Custom Hire	65.38	95.33	70.09	79.27	67.28	14.94
Land Rent	159.68	182.53	170.28	147.07	153.23	145.27
Other Direct Exp	36.72	40.21	39.38	23.70	20.81	59.52
Total Direct	1,043.23	1,183.85	1,156.04	1,080.77	925.16	870.34
Return over Direct	709.22	1,077.84	1,119.56	700.38	517.92	130.38
Overhead Costs						
Other Labor	67.75	68.67	71.03	66.30	50.43	82.31
Intermediate Interest	11.80	15.09	10.67	13.58	11.06	8.59
Depreciation	89.21	97.36	92.36	91.23	91.36	73.76
Other Overhead Exp	67.76	69.09	78.55	68.28	64.99	57.87
Total Ovhd Expenses	236.52	250.21	252.61	239.40	217.84	222.53
Total Direct/Ovhd Expenses	1,279.75	1,434.06	1,408.65	1,320.17	1,143.00	1,092.87
*** Net Return	472.70	827.63	866.95	460.98	300.08	-92.15

** - Value per Unit is a combination of actual Fall selling price and/or value on Dec 31st of that crop year.

*** - Net Return does **not** include direct government income or principal payment expenses or personal draw expenses

Farm Financial Scorecard

	This Year	5-Year Ave	Strong	Vulnerable
Liquidity				
Current ratio	2.01	1.92	2.0 30% 	1.3 10% 
Working Capital to Gross Rev.	36.0%	32.9%	40% 	20% 
*Working Capital to Oper. Exp.	47.9%	52.1%		
Solvency (market)	Note: These solvency ratios include deferred liabilities			
Farm debt/asset ratio	44%	44%	30% 70% 	60% 40% 
Farm equity/asset ratio	56%	56%	0.43 	1.50 
Farm debt/equity ratio	0.79	0.79		
Profitability (Cost)				
Rate of return on farm assets	6.0%	7.5%	8% 10% 	4% 3% 
Rate of return on farm equity	7.2%	10.3%	25% 45% 	15% 30% 
Operating profit margin	13.0%	15.2%		
Asset Turnover Ratio	46.4%	46.0%		
Repayment Capacity (Accrual)				
*Debt Coverage Ratio	1.87	2.88	1.75 1.50 	1.25 1.10 
Replacement Coverage Ratio	2.05	2.68	1.75 	1.25 
Term-debt coverage ratio	1.44	1.82		
Financial Efficiency				
Operating-expense ratio	75.2%	72.6%	60% 5% 	80% 10% 
Depreciation-expense ratio	5.0%	5.2%	5% 	10% 
Interest-expense ratio	4.0%	3.8%	20% 	10% 
Net farm income ratio	15.8%	18.2%		

*New recommended ratio from FFSC in 2022

Developed by: University of Vermont Extension and Center for Farm Financial Mgt, University of Minnesota

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