

**Crop Enterprise Analysis**  
**Farm Business Management - Moorhead**  
**Northland Community & Technical College**  
**(Farms Sorted By Net Return)**

**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 fields	55	11	9	9
Number of farms	42	8	9	9
Acres	413.77	250.18	478.98	643.78
Yield per acre (bu.)	157.74	156.40	155.76	164.56
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	3.75	3.62	3.55	4.14
Total product return per acre	591.79	566.12	552.90	681.06
Hedging gains/losses per acre	2.33	-	1.68	-1.98
Crop insurance per acre	1.88	2.19	2.94	3.04
Other crop income per acre	1.28	-	-	4.49
Gross return per acre	597.28	568.31	557.52	686.60
<b>Direct Expenses</b>				
Seed	61.44	74.83	61.40	53.21
Fertilizer	98.19	110.24	111.91	81.42
Crop chemicals	24.14	37.44	18.67	12.78
Crop insurance	28.11	32.35	28.38	29.60
Drying expense	44.27	66.64	39.33	35.40
Storage	0.10	0.81	-	-
Fuel & oil	37.10	33.65	30.80	41.18
Repairs	32.19	43.59	29.83	28.30
Custom hire	2.41	5.24	6.25	0.96
Hired labor	1.88	4.57	2.52	0.58
Land rent	76.80	90.29	75.26	76.39
Utilities	0.17	-	0.58	-
Operating interest	9.55	5.82	9.22	11.13
Miscellaneous	0.51	0.32	-	0.33
Total direct expenses per acre	416.87	505.79	414.15	371.25
Return over direct exp per acre	180.40	62.52	143.37	315.35
<b>Overhead Expenses</b>				
Custom hire	2.14	0.24	0.45	3.03
Hired labor	15.84	10.18	8.40	22.01
Machinery leases	4.23	5.61	3.64	1.28
Building leases	0.54	0.71	1.36	0.02
Farm insurance	4.75	4.34	3.17	5.43
Utilities	3.59	4.84	2.62	4.70
Dues & professional fees	2.84	6.17	2.14	1.82
Interest	7.92	5.08	6.69	14.95
Mach & bldg depreciation	25.49	32.00	21.72	24.73
Miscellaneous	3.52	2.81	1.63	3.58
Total overhead expenses per acre	70.85	71.98	51.82	81.55
Total dir & ovhd expenses per acre	487.72	577.76	465.97	452.80
Net return per acre	109.56	-9.46	91.55	233.80
Government payments	15.05	13.27	15.08	19.59
Net return with govt prmts	124.61	3.81	106.64	253.38
Labor & management charge	36.55	44.68	43.61	34.41
Net return over lbr & mgt	88.05	-40.86	63.03	218.97
<b>Cost of Production</b>				
Total direct expense per bu.	2.64	3.23	2.66	2.26
Total dir & ovhd exp per bu.	3.09	3.69	2.99	2.75
Less govt & other income	2.96	3.60	2.87	2.60
With labor & management	3.19	3.88	3.15	2.81
Net value per unit	3.77	3.62	3.56	4.13
Machinery cost per acre	109.35	121.95	97.96	111.07
Est. labor hours per acre	2.12	2.28	2.03	2.22