

A quick look at the:

Ohio Farm Business Analysis

2012 Dairy Farm Enterprise Analysis



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For information on participating in the Dairy Farm Business Analysis program analyzing your farm's 2013 performance, visit our web site at: <http://farmprofitability.osu.edu/>

This handout contains summary information for 40 farms participating in the 2012 Ohio Dairy Farm Business Summary. These farms provided detailed financial and production data in order to complete a whole-farm and detailed enterprise analysis for their dairy and crop enterprises. Confidentiality of individual farm data is of utmost importance, so some reports may not include all 40 farms if individual farms might be identified through the presentation of the data.

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A quick look at the Ohio dairy farms:

Average, range and top 20% average for selected 2012 farm data. 40 Ohio dairy farms.

2012	Average of 40 farms	Range	Top 20% Average
Number of Cows	223	45 - 1000+	238
Milk sold Per cow	23,632	13,000 to 30,000+	25,434
Feed cost per cwt. of milk ¹	\$11.78	\$6.64 to >\$20.29	\$10.45
Total cost per cwt. ²	\$19.83	\$13.87 to >\$27.69	\$16.55
Net farm income/cow ³	\$231	(\$1,169) to >\$1,750	\$1,145

¹ Feed costs are calculated valuing home grown feed at farms cost of production.

² Includes direct and indirect cost, revenue adjustment, and a labor and management charge

³ Before labor and management charge

Livestock Enterprise Analysis
(Farms Sorted By Net Return Per Unit)

Dairy -- Average Per Cwt. Of Milk

	<u>Avg. Of All Farms</u>		<u>High 20%</u>	
	40		8	
Number of farms				
	Quantity	Value	Quantity	Value
Milk sold (hd)	100.00	19.73	100.00	19.87
Dairy Calves sold (hd)	0.00	0.22	0.00	0.29
Transferred out (hd)	0.00	0.05	0.00	0.00
Cull sales (hd)	0.00	1.14	0.00	0.92
Other income		0.28		0.28
Purchased (hd)	0.00	-0.02	0.00	-0.02
Transferred in (hd)	0.00	-0.03	-	-
Inventory change (hd)	0.00	0.31	0.00	0.63
Gross margin		21.69		21.96
Direct Expenses				
Protein Vit Minerals (lb.)	1.81	5.80	0.01	6.18
Complete Ration (lb.)	-0.09	0.35	0.05	0.01
Corn (bu.)	0.14	0.88	0.06	0.31
Corn Silage (lb.)	89.28	2.32	71.04	1.78
Corn, Ear (lb.)	2.93	0.20	9.71	0.61
Hay, Alfalfa (lb.)	9.71	0.79	10.21	0.70
Hay, Grass (lb.)	6.13	0.43	1.28	0.16
Haylage, Alfalfa (lb.)	7.43	0.30	3.14	0.13
Other feed stuffs (lb)	7.31	0.70	7.23	0.58
Breeding fees		0.34		0.27
Veterinary		0.53		0.41
Supplies		0.96		0.58
Contract production exp.		0.20		0.27
Fuel & oil		0.47		0.40
Repairs		0.44		0.41
Custom hire		0.28		0.14
Hired labor		2.38		1.76
Utilities		0.42		0.40
Hauling and trucking		0.52		0.48
Marketing		0.25		0.24
Bedding		0.36		0.30
Total direct expenses		18.94		16.11
Return over direct expense		2.75		5.85
Overhead Expenses				
Interest		0.32		0.08
Mach & bldg depreciation		0.88		0.80
Miscellaneous		0.57		0.46
Total overhead expenses		1.77		1.34
Total dir & ovhd expenses		20.71		17.46
Net return		0.98		4.50
Labor & management charge		1.07		1.16
Net return over lbr & mgt		-0.09		3.34
Cost of Production Per Cwt. Of Milk				
Total direct expense per unit		18.94		16.11
Total dir & ovhd expense per unit		20.71		17.46
With other revenue adjustments		18.76		15.38
With labor and management		19.83		16.55
Est. labor hours per unit		0.23		0.19
Other Information				
Number of cows		222.8		238.1
Milk produced per cow		23,632		25,434
Total milk sold		5,264,088		6,056,321
Lb. of milk sold per FTE		1,205,175		1,443,580
Culling percentage		28.7		24.1
Turnover rate		31.6		24.6
Cow death loss percent		2.8		0.5
Percent of barn capacity		110.3		160.1
Feed cost per day		7.63		7.28
Feed cost per cwt. of milk		11.78		10.45
Feed cost per cow		2,784.23		2,658.00
Avg. milk price per cwt.		19.73		19.87

Livestock Enterprise Analysis
(Farms Sorted By Net Return Per Unit)

Dairy -- Average Per Cow

	Avg. Of All Farms		High 20%	
	40		8	
Number of farms				
	Quantity	Value	Quantity	Value
Milk sold (hd)	23,632.3	4,662.86	25,433.4	5,053.27
Dairy Calves sold (hd)	0.4	52.10	0.4	73.06
Transferred out (hd)	0.0	11.69	0.0	0.39
Cull sales (hd)	0.3	270.54	0.2	234.01
Other income		66.46		70.79
Purchased (hd)	0.0	-4.06	0.0	-6.27
Transferred in (hd)	0.0	-6.85	-	-
Inventory change (hd)	0.1	73.39	0.1	159.94
Gross margin		5,126.14		5,585.19
Direct Expenses				
Protein Vit Minerals (lb.)	428.9	1,371.66	1.6	1,572.08
Complete Ration (lb.)	-22.1	82.10	11.8	2.35
Corn (bu.)	32.4	208.98	15.5	78.12
Corn Silage (lb.)	21,098.4	548.51	18,067.1	451.49
Corn, Ear (lb.)	692.9	46.09	2,469.2	155.31
Hay, Alfalfa (lb.)	2,293.8	187.52	2,595.8	177.87
Hay, Grass (lb.)	1,448.6	102.44	324.3	40.35
Haylage, Alfalfa (lb.)	1,757.0	71.26	797.9	33.86
Other feed stuffs (lb)	1,727.7	165.68	1,838.7	146.56
Breeding fees		81.41		69.88
Veterinary		126.27		103.28
Supplies		227.45		146.66
Contract production exp.		46.97		67.41
Fuel & oil		110.69		101.52
Repairs		103.73		104.03
Custom hire		66.79		35.85
Hired labor		562.57		448.10
Utilities		98.62		101.13
Hauling and trucking		121.88		123.00
Marketing		59.52		62.09
Bedding		85.73		77.57
Total direct expenses		4,475.87		4,098.51
Return over direct expense		650.27		1,486.68
Overhead Expenses				
Interest		75.98		20.85
Mach & bldg depreciation		208.04		203.53
Miscellaneous		134.89		117.60
Total overhead expenses		418.91		341.99
Total dir & ovhd expenses		4,894.78		4,440.50
Net return		231.36		1,144.70
Labor & management charge		252.89		295.93
Net return over lbr & mgt		-21.53		848.77
Cost of Production Per Cwt. Of Milk				
Total direct expense per unit		18.94		16.11
Total dir & ovhd expense per unit		20.71		17.46
With other revenue adjustments		18.76		15.38
With labor and management		19.83		16.55
Est. labor hours per unit		54.91		49.33
Other Information				
Number of cows		222.8		238.1
Milk produced per cow		23,632		25,434
Total milk sold		5,264,088		6,056,321
Lb. of milk sold per FTE		1,205,175		1,443,580
Culling percentage		28.7		24.1
Turnover rate		31.6		24.6
Cow death loss percent		2.8		0.5
Percent of barn capacity		110.3		160.1
Feed cost per day		7.63		7.28
Feed cost per cwt. of milk		11.78		10.45
Feed cost per cow		2,784.23		2,658.00
Avg. milk price per cwt.		19.73		19.87

Livestock Enterprise Analysis
(Farms Sorted By Net Return Per Unit)

Dairy -- Average Per Cow

	Avg. Of		Low 20%		20 - 40%		40 - 60%		60 - 80%		High 20%	
	All Farms											
Number of farms	40		8		8		8		8		8	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (hd)	23,632.3	4,662.86	21,379.5	4,107.41	22,093.8	4,192.58	22,505.8	4,605.90	26,037.7	5,061.01	25,433.4	5,053.27
Dairy Calves sold (hd)	0.4	52.10	0.5	66.93	0.4	39.78	0.3	45.71	0.4	43.10	0.4	73.06
Transferred out (hd)	0.0	11.69	-	-	0.2	62.12	-	-	-	-	0.0	0.39
Cull sales (hd)	0.3	270.54	0.4	413.21	0.3	319.58	0.3	220.27	0.3	267.15	0.2	234.01
Other income		66.46		80.65		49.62		59.39		81.34		70.79
Purchased (hd)	0.0	-4.06	0.0	-	0.0	-4.81	-	-	0.1	-9.29	0.0	-6.27
Transferred in (hd)	0.0	-6.85	-	-	0.1	-36.65	-	-	-	-	-	-
Inventory change (hd)	0.1	73.39	-0.1	-151.44	0.0	7.16	0.1	139.03	0.2	57.52	0.1	159.94
Gross margin	5,126.14		4,516.76		4,629.38		5,070.31		5,500.83		5,585.19	
Direct Expenses												
Protein Vit Minerals (lb.)	428.9	1,371.66	-	1,350.05	1,143.4	1,520.82	-	1,278.94	1,097.3	1,164.78	1.6	1,572.08
Complete Ration (lb.)	-22.1	82.10	-	13.01	-131.6	7.29	-	232.21	-	44.98	11.8	2.35
Corn (bu.)	32.4	208.98	69.0	520.80	42.6	239.67	33.7	227.50	20.3	132.29	15.5	78.12
Corn Silage (lb.)	21,098.4	548.51	23,783.4	632.71	25,445.2	633.92	20,520.4	554.80	19,760.2	519.59	18,067.1	451.49
Corn, Ear (lb.)	692.9	46.09	1,624.3	126.82	-	-	-	-	-	-	2,469.2	155.31
Hay, Alfalfa (lb.)	2,293.8	187.52	3,285.5	260.64	2,640.8	194.40	1,534.4	142.37	2,289.3	223.14	2,595.8	177.87
Hay, Grass (lb.)	1,448.6	102.44	1,194.7	101.96	1,692.0	103.43	2,251.4	155.91	1,337.6	87.13	324.3	40.35
Haylage, Alfalfa (lb.)	1,757.0	71.26	110.5	4.92	1,433.5	42.48	3,245.4	148.04	1,672.4	55.59	797.9	33.86
Haylage, Grass (lb.)	1,095.5	54.30	5,595.6	313.16	599.6	25.48	-	-	1,069.8	31.08	961.7	54.48
Other feed stuffs (lb)	632.1	111.37	465.7	41.63	632.6	82.85	0.3	11.29	1,424.5	350.03	877.0	92.08
Breeding fees		81.41		59.16		77.51		95.71		87.24		69.88
Veterinary		126.27		108.56		100.94		123.45		189.06		103.28
Supplies		286.97		289.01		358.61		284.16		307.31		208.75
Contract production exp.		46.97		30.73		121.05		14.66		12.24		67.41
Fuel & oil		110.69		122.98		106.91		116.02		109.70		101.52
Repairs		103.73		123.48		70.19		112.82		111.15		104.03
Custom hire		66.79		27.11		30.46		124.28		67.17		35.85
Hired labor		562.57		393.78		456.93		716.96		637.79		448.10
Utilities		98.62		114.98		99.57		82.72		111.00		101.13
Hauling and trucking		121.88		139.53		114.04		126.43		111.96		123.00
Bedding		85.73		66.85		63.87		92.91		114.23		77.57
Total direct expenses	4,475.87		4,841.86		4,450.40		4,641.18		4,467.46		4,098.51	
Return over direct expense	650.27		-325.10		178.98		429.13		1,033.37		1,486.68	
Overhead Expenses												
Interest		75.98		61.81		98.06		43.88		171.93		20.85
Mach & bldg depreciation		208.04		237.20		175.44		171.28		285.57		203.53
Miscellaneous		134.89		140.47		159.40		111.71		163.22		117.60
Total overhead expenses		418.91		439.49		432.90		326.86		620.72		341.99
Total dir & ovhd expenses	4,894.78		5,281.34		4,883.30		4,968.05		5,088.18		4,440.50	
Net return	231.36		-764.58		-253.92		102.26		412.65		1,144.70	
Labor & management charge	252.89		316.28		244.80		208.82		248.69		295.93	
Net return over lbr & mgt	-21.53		-1,080.86		-498.72		-106.56		163.96		848.77	
Cost of Production Per Cwt. Of Milk												
Total direct expense per unit	18.94		22.65		20.14		20.62		17.16		16.11	
Total dir & ovhd expense per unit	20.71		24.70		22.10		22.07		19.54		17.46	
With other revenue adjustments	18.76		22.79		20.13		20.01		17.85		15.38	
With labor and management	19.83		24.27		21.23		20.94		18.81		16.55	
Est. labor hours per unit	54.91		45.04		43.10		65.03		61.76		49.33	
Other Information												
Number of cows	222.8		113.1		208.1		336.3		218.2		238.1	
Milk produced per cow	23,632		21,379		22,094		22,506		26,038		25,434	
Total milk sold	5,264,088		2,418,551		4,596,895		7,567,573		5,681,101		6,056,321	
Lb. of milk sold per FTE	1,205,175		1,329,131		1,435,421		969,066		1,180,387		1,443,580	
Culling percentage	28.7		42.4		32.7		25.1		28.4		24.1	
Turnover rate	31.6		44.5		41.2		26.3		31.6		24.6	
Cow death loss percent	2.8		2.1		8.3		1.2		3.2		0.5	
Percent of barn capacity	110.3		100.6		104.8		107.0		92.6		160.1	
Feed cost per day	7.63		9.22		7.81		7.54		7.15		7.28	
Feed cost per cwt. of milk	11.78		15.74		12.90		12.22		10.02		10.45	
Feed cost per cow	2,784.23		3,365.69		2,850.33		2,751.06		2,608.62		2,658.00	
Avg. milk price per cwt.	19.73		19.21		18.98		20.47		19.44		19.87	

Livestock Enterprise Analysis
(Farms Sorted By Enterprise Size)

Dairy -- Average Per Cwt. Of Milk

	<u>Avg. Of All Farms</u>		<u>51 - 100</u>		<u>101 - 200</u>		<u>201 - 500</u>	
	40		7		17		11	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Milk sold (hd)	100.00	19.73	100.00	21.63	100.00	19.19	100.00	19.63
Dairy Calves sold (hd)	0.00	0.22	0.00	0.31	0.00	0.34	0.00	0.16
Transferred out (hd)	0.00	0.05	0.00	0.01	0.00	0.06	0.00	0.09
Cull sales (hd)	0.00	1.14	0.00	1.12	0.00	1.48	0.00	1.13
Other income		0.28		0.47		0.46		0.30
Purchased (hd)	0.00	-0.02	0.00	-0.23	0.00	-0.03	-	-
Transferred in (hd)	0.00	-0.03	-	-	0.00	-0.12	0.00	-
Inventory change (hd)	0.00	0.31	0.00	0.57	0.00	0.04	0.00	0.21
Gross margin		21.69		23.88		21.42		21.52
Direct Expenses								
Protein Vit Minerals (lb.)	1.81	5.80	0.03	5.82	3.80	6.06	-	6.09
Complete Ration (lb.)	-0.09	0.35	0.24	0.88	-0.44	0.42	-	0.55
Corn (bu.)	0.14	0.88	0.14	0.95	0.22	1.47	0.13	0.82
Corn Silage (lb.)	89.28	2.32	103.14	2.68	90.19	2.38	96.37	2.35
Hay, Alfalfa (lb.)	9.71	0.79	5.72	0.43	15.32	1.16	10.67	0.93
Hay, Grass (lb.)	6.13	0.43	10.66	1.17	8.89	0.50	8.51	0.59
Haylage, Alfalfa (lb.)	7.43	0.30	1.81	0.14	0.20	0.01	3.95	0.14
Haylage, Grass (lb.)	4.64	0.23	22.60	0.98	11.58	0.67	-	-
Sorghum Silage (lb.)	0.58	0.02	-	-	-	-	1.24	0.03
Corn, Organic (bu.)	0.00	0.02	0.04	0.47	-	-	-	-
Other feed stuffs (lb)	5.03	0.63	13.74	1.28	3.97	0.45	0.08	0.13
Breeding fees		0.34		0.31		0.23		0.38
Veterinary		0.53		0.52		0.50		0.64
Supplies		1.41		1.42		1.42		1.69
Fuel & oil		0.47		0.38		0.57		0.50
Repairs		0.44		0.47		0.62		0.40
Custom hire		0.28		0.06		0.22		0.28
Hired labor		2.38		0.59		1.77		2.72
Utilities		0.42		0.50		0.53		0.40
Hauling and trucking		0.52		0.58		0.55		0.53
Bedding		0.36		0.23		0.28		0.32
Total direct expenses		18.94		19.85		19.81		19.47
Return over direct expense		2.75		4.03		1.61		2.05
Overhead Expenses								
Interest		0.32		0.45		0.42		0.34
Mach & bldg depreciation		0.88		0.96		0.92		0.95
Miscellaneous		0.57		0.54		0.50		0.71
Total overhead expenses		1.77		1.95		1.84		1.99
Total dir & ovhd expenses		20.71		21.80		21.65		21.47
Net return		0.98		2.08		-0.23		0.05
Labor & management charge		1.07		2.14		1.51		0.92
Net return over lbr & mgt		-0.09		-0.06		-1.74		-0.87
Cost of Production Per Cwt. Of Milk								
Total direct expense per unit		18.94		19.85		19.81		19.47
Total dir & ovhd expense per unit		20.71		21.80		21.65		21.47
With other revenue adjustments		18.76		19.63		19.42		19.57
With labor and management		19.83		21.77		20.93		20.50
Est. labor hours per unit		0.23		0.26		0.21		0.26
Other Information								
Number of cows		222.8		72.9		126.1		304.5
Milk produced per cow		23,632		18,411		23,374		23,533
Total milk sold		5,264,088		1,342,614		2,947,118		7,164,740
Lb. of milk sold per FTE		1,205,175		1,089,122		1,302,496		1,068,009
Culling percentage		28.7		24.1		34.5		28.8
Turnover rate		31.6		26.6		37.6		32.5
Cow death loss percent		2.8		2.5		3.1		3.6
Percent of barn capacity		110.3		91.8		97.6		103.7
Feed cost per day		7.63		7.46		8.40		7.50
Feed cost per cwt. of milk		11.78		14.80		13.12		11.63
Feed cost per cow		2,784.23		2,724.24		3,067.21		2,737.76
Avg. milk price per cwt.		19.73		21.64		19.19		19.63

Livestock Enterprise Analysis
(Farms Sorted By Enterprise Size)

Dairy -- Average Per Cow

	<u>Avg. Of All Farms</u>		<u>51 - 100</u>		<u>101 - 200</u>		<u>201 - 500</u>	
	40		7		17		11	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Milk sold (hd)	23,632.3	4,662.86	18,410.0	3,983.15	23,373.5	4,485.76	23,533.0	4,619.19
Dairy Calves sold (hd)	0.4	52.10	0.4	56.22	0.3	79.57	0.4	37.35
Transferred out (hd)	0.0	11.69	0.0	1.46	0.1	13.62	0.0	22.16
Cull sales (hd)	0.3	270.54	0.2	206.41	0.3	346.35	0.3	267.06
Other income		66.46		86.47		107.80		70.75
Purchased (hd)	0.0	-4.06	0.0	-43.21	0.1	-6.58	-	-
Transferred in (hd)	0.0	-6.85	-	-	0.1	-28.46	0.0	-
Inventory change (hd)	0.1	73.39	0.0	105.29	0.1	9.38	0.1	48.55
Gross margin		5,126.14		4,395.79		5,007.44		5,065.06
Direct Expenses								
Protein Vit Minerals (lb.)	428.9	1,371.66	6.0	1,070.63	887.9	1,415.72	-	1,432.80
Complete Ration (lb.)	-22.1	82.10	43.9	161.31	-102.2	98.73	-	130.46
Corn (bu.)	32.4	208.98	26.1	174.94	51.7	342.97	30.3	193.29
Corn Silage (lb.)	21,098.4	548.51	18,989.2	493.54	21,080.6	556.68	22,678.7	552.72
Hay, Alfalfa (lb.)	2,293.8	187.52	1,052.6	78.89	3,579.8	271.45	2,510.6	218.43
Hay, Grass (lb.)	1,448.6	102.44	1,963.1	215.86	2,077.8	116.67	2,001.5	138.39
Haylage, Alfalfa (lb.)	1,757.0	71.26	333.0	26.50	46.7	2.08	930.4	32.99
Haylage, Grass (lb.)	1,095.5	54.30	4,160.6	180.36	2,707.7	157.64	-	-
Sorghum Silage (lb.)	136.5	3.73	-	-	-	-	291.4	7.69
Other feed stuffs (lb)	1,188.6	153.74	2,536.1	322.21	927.7	105.27	18.1	30.98
Breeding fees		81.41		56.34		53.24		89.55
Veterinary		126.27		95.44		117.79		149.54
Supplies		333.94		261.43		331.55		396.89
Fuel & oil		110.69		69.21		132.88		117.41
Repairs		103.73		86.44		145.30		94.68
Custom hire		66.79		10.33		52.05		65.40
Hired labor		562.57		109.54		414.24		639.57
Utilities		98.62		91.93		123.16		93.46
Hauling and trucking		121.88		107.67		128.28		124.57
Bedding		85.73		41.44		64.61		74.21
Total direct expenses		4,475.87		3,654.03		4,630.32		4,583.04
Return over direct expense		650.27		741.76		377.12		482.02
Overhead Expenses								
Interest		75.98		82.82		99.05		79.68
Mach & bldg depreciation		208.04		177.34		214.64		223.00
Miscellaneous		134.89		98.79		116.94		166.50
Total overhead expenses		418.91		358.95		430.63		469.18
Total dir & ovhd expenses		4,894.78		4,012.98		5,060.95		5,052.22
Net return		231.36		382.82		-53.50		12.85
Labor & management charge		252.89		393.14		353.13		217.51
Net return over lbr & mgt		-21.53		-10.32		-406.63		-204.66
Cost of Production Per Cwt. Of Milk								
Total direct expense per unit		18.94		19.85		19.81		19.47
Total dir & ovhd expense per unit		20.71		21.80		21.65		21.47
With other revenue adjustments		18.76		19.63		19.42		19.57
With labor and management		19.83		21.77		20.93		20.50
Est. labor hours per unit		54.91		47.33		50.25		61.70
Other Information								
Number of cows		222.8		72.9		126.1		304.5
Milk produced per cow		23,632		18,411		23,374		23,533
Total milk sold		5,264,088		1,342,614		2,947,118		7,164,740
Lb. of milk sold per FTE		1,205,175		1,089,122		1,302,496		1,068,009
Culling percentage		28.7		24.1		34.5		28.8
Turnover rate		31.6		26.6		37.6		32.5
Cow death loss percent		2.8		2.5		3.1		3.6
Percent of barn capacity		110.3		91.8		97.6		103.7
Feed cost per day		7.63		7.46		8.40		7.50
Feed cost per cwt. of milk		11.78		14.80		13.12		11.63
Feed cost per cow		2,784.23		2,724.24		3,067.21		2,737.76
Avg. milk price per cwt.		19.73		21.64		19.19		19.63

2012 Ohio Dairy Farm Business Summary - 40 Farms, raised feed valued at cost of production

1/22/14

Dairy, Per Cwt. Of Milk: 40 Enterprises	My Farm	Group Median	Group									
			10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Products Sold Value		19.43	18.15	18.43	18.84	18.98	19.28	19.45	19.65	20.24	21.18	23.11
Gross Margin		21.42	19.53	20.32	20.72	20.99	21.35	21.85	22.00	22.27	23.78	27.43
Total Feed Expense		12.52	18.59	15.50	14.17	13.66	13.16	12.19	11.80	11.32	10.73	9.83
Breeding Fees		0.28	0.67	0.49	0.37	0.34	0.30	0.27	0.25	0.22	0.16	0.13
Veterinary		0.51	1.00	0.73	0.68	0.62	0.58	0.47	0.43	0.36	0.31	0.19
Supplies		0.60	1.35	0.90	0.81	0.70	0.61	0.59	0.53	0.46	0.36	0.28
DHA		0.10	0.20	0.18	0.16	0.12	0.11	0.10	0.08	0.08	0.06	0.03
Fuel & Oil		0.46	1.11	0.70	0.62	0.59	0.48	0.44	0.36	0.29	0.25	0.20
Repairs		0.53	1.60	1.03	0.82	0.65	0.57	0.44	0.33	0.20	0.08	0.01
Custom Hire		0.16	1.05	0.73	0.44	0.28	0.22	0.15	0.10	0.08	0.04	0.02
Hired Labor		2.03	4.33	3.70	2.87	2.51	2.24	1.84	1.45	0.83	0.55	0.13
Utilities		0.46	0.84	0.69	0.58	0.50	0.47	0.45	0.43	0.38	0.30	0.26
Hauling And Trucking		0.57	0.87	0.78	0.70	0.64	0.61	0.57	0.51	0.49	0.41	0.36
Marketing		0.24	0.68	0.31	0.28	0.27	0.25	0.24	0.22	0.21	0.20	0.16
Bedding		0.28	0.87	0.60	0.47	0.40	0.35	0.24	0.18	0.13	0.05	0.01
Operating Interest		0.03	0.40	0.14	0.07	0.06	0.03	0.03	0.02	0.02	0.01	0.00
All Direct Repairs		0.41	0.00	0.00	0.00	1.27	0.82	0.65	0.55	0.44	0.31	0.08
Total Direct Expenses		19.58	24.21	22.69	21.88	21.11	19.88	19.25	18.92	17.95	16.78	15.53
Return Over Dir. Expenses		1.85	-2.32	-0.87	0.17	1.25	1.78	2.18	3.01	3.94	4.75	8.83
Ovhd - Farm Insurance		0.12	0.36	0.27	0.22	0.18	0.14	0.11	0.10	0.09	0.07	0.03
Ovhd - Int On Intern. Debt		0.03	0.60	0.22	0.10	0.07	0.06	0.03	0.02	0.02	0.02	0.01
Ovhd - Int On Lng Term Debt		0.28	1.32	0.87	0.58	0.49	0.34	0.22	0.14	0.13	0.10	0.03
Ovhd - Machinery Depreciat		0.36	1.50	0.80	0.73	0.48	0.41	0.34	0.26	0.19	0.13	0.03
Ovhd - Building Depreciat		0.35	2.00	0.99	0.76	0.56	0.44	0.31	0.21	0.16	0.08	0.03
Total Overhead Expenses		1.76	3.37	2.97	2.49	2.13	1.87	1.70	1.37	1.21	0.97	0.57
Total Dir & Ovhd Expenses		21.37	26.40	25.56	24.15	22.18	21.66	21.22	20.76	19.81	18.79	17.69
Net Return		0.52	-4.14	-3.21	-1.54	-0.59	-0.04	0.71	1.34	1.72	2.93	7.27
Labor & Management Charge		1.25	3.23	2.43	1.76	1.54	1.37	1.15	1.06	0.96	0.75	0.54
Net Return Over Lbr & Mgt		-0.70	-6.25	-4.62	-2.81	-2.04	-0.79	-0.48	-0.06	0.74	1.00	5.48
Direct Cost Of Prod/Unit		19.58	24.21	22.69	21.88	21.11	19.88	19.25	18.92	17.95	16.78	15.53
Dir & Ovhd Cost Of Prod/Unit		21.37	26.40	25.56	24.15	22.18	21.66	21.22	20.76	19.81	18.79	17.69
COP With Other Rev Adjust		19.19	24.00	22.87	22.28	20.95	19.77	18.95	17.91	17.36	17.06	13.97
Cost Of Prod With Lbr & Mgt		20.73	26.88	24.50	23.43	21.88	21.11	20.06	19.39	18.78	18.21	16.17
Average Number Of Head		132.5	53.3	81.0	104.5	115.0	123.8	147.0	217.0	245.5	421.0	648.0
Milk Produced Per Head		22.107	14.892	17.875	18.979	20.944	21.489	22.379	23.770	25.890	27.075	29.838
Total Milk Sold		3,297,820	982,108	1,710,052	1,975,408	2,498,194	3,184,937	3,723,532	4,319,584	5,831,332	10,550,555	17,144,051
Culling Percentage		29.0	13.9	18.2	20.6	23.5	27.1	29.3	30.5	34.0	41.3	55.2
Percent Of Barn Capacity		100.0	62.6	85.8	94.3	98.1	99.7	100.3	104.5	109.3	116.9	139.7
Feed Cost Per Cwt Of Milk		12.52	18.59	15.50	14.17	13.66	13.16	12.19	11.80	11.32	10.73	9.83
Feed Cost Per Head		2,790.67	4,186.03	3,396.36	3,093.06	2,966.61	2,829.18	2,764.79	2,588.66	2,459.62	2,330.63	1,968.79
Average Price/Cwt. Of Milk		19.43	18.16	18.43	18.84	18.98	19.28	19.45	19.65	20.24	21.18	23.11

How to use this chart:

Each row contains data from 40 Ohio Dairy Farms. The data is grouped by percentiles. For example, if we look at Total Feed Expense, the 4 highest feed cost per cwt. averaged \$18.59 per cwt. This value is in the 10% column. The next 4 highest feed cost are averaged together, and their average feed expense of \$15.50 per cwt. is in the 20% column. This process is continued up to the 100% column where the 4 farms with the lowest feed costs per cwt. averaged \$9.83 (note: these farms had at least some heifers custom raised). Each row is calculated independently, which is why you will see your farm's values in many different columns.

Use this chart to identify strengths, areas of concern and opportunities to improve compared to the performance of other Ohio dairy farms.

2012 Ohio Dairy Farm Business Summary - 40 farms, raised feed valued at cost of production

1/22/14

Dairy, Per Cow; 40 Enterprises

	My Farm	Group Median	Percentiles									
			10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Gross Margin		4,818.16	3,649.86	4,129.45	4,328.99	4,622.75	4,749.84	4,885.71	5,125.04	5,410.38	5,725.83	6,351.01
Total Feed Expense		2,790.67	4,186.03	3,396.36	3,093.06	2,966.61	2,829.18	2,764.79	2,588.66	2,459.62	2,330.63	1,968.79
Breeding Fees		68.81	154.58	99.44	86.39	77.06	70.92	64.51	51.66	44.19	35.31	26.15
Veterinary		122.00	219.94	164.55	142.10	132.22	129.16	116.53	99.85	77.38	58.27	38.82
Supplies		135.02	269.24	211.39	177.40	163.52	142.14	114.53	102.92	90.85	80.85	61.86
DHA		25.70	39.08	34.09	31.90	28.98	26.58	24.83	20.79	17.20	12.47	7.04
Fuel & Oil		102.75	261.70	176.39	137.79	115.81	104.82	96.01	78.17	66.47	52.68	34.53
Repairs		101.73	296.80	176.39	180.00	153.54	113.23	97.28	73.78	48.63	13.01	2.55
Custom Hire		46.26	265.25	142.41	82.19	64.65	58.29	39.23	24.08	15.50	8.57	4.30
Hired Labor		487.25	987.58	764.96	668.06	628.67	505.54	409.11	310.77	166.39	97.41	17.50
Utilities		103.28	173.60	139.55	124.48	114.39	106.17	98.40	89.22	84.99	68.37	60.95
Hauling And Trucking		133.18	177.36	158.96	149.56	146.40	138.33	129.68	117.82	103.19	94.25	75.84
Marketing		53.35	169.65	80.03	65.36	61.26	54.99	52.41	47.13	44.46	37.89	34.26
Bedding		59.91	195.42	144.20	129.41	86.51	65.71	55.45	43.94	23.47	9.64	2.46
Operating Interest		7.85	74.17	28.72	15.24	12.91	8.03	6.78	5.01	3.17	2.10	0.45
All Direct Repairs		96.05	0.00	0.00	0.00	284.63	180.00	136.51	111.25	96.07	68.01	21.22
Total Direct Expenses		4,329.64	5,643.40	5,156.25	5,015.31	4,637.11	4,434.80	4,249.32	4,103.51	3,890.62	3,532.63	3,179.74
Return Over Dir. Expenses		426.48	-583.87	-187.07	30.66	261.30	385.66	470.12	712.98	882.75	1,172.61	1,922.51
Ovhd - Farm Insurance		26.67	73.95	60.74	48.03	42.17	30.17	25.38	22.51	19.28	16.05	8.16
Ovhd - Int On Intern. Debt		8.05	159.46	48.26	26.78	17.49	13.75	7.12	5.68	3.64	2.97	1.68
Ovhd - Int On Lng Term Debt		73.24	208.59	161.13	136.13	97.99	80.51	55.76	38.95	29.61	23.93	4.90
Ovhd - Machinery Depreciat		76.16	386.29	211.95	144.49	124.13	89.68	70.03	62.44	49.80	26.55	9.30
Ovhd - Building Depreciat		84.08	363.86	209.97	161.91	126.87	98.12	64.47	56.77	37.61	16.46	4.98
Total Overhead Expenses		375.43	725.17	608.43	541.35	474.59	405.94	335.55	309.54	278.95	210.65	135.07
Total Dir & Ovhd Expenses		4,868.27	6,138.18	5,670.98	5,314.27	5,171.03	5,026.49	4,717.94	4,562.28	4,187.20	3,879.30	3,514.70
Net Return		113.65	-927.30	-611.56	-347.80	-135.04	-1.69	148.18	292.59	452.23	640.91	1,435.16
Labor & Management Charge		287.74	552.91	492.85	418.08	335.93	292.97	271.76	253.22	225.69	191.79	116.80
Net Return Over Lbr & Mgt		-140.57	-1,265.15	-941.89	-661.65	-484.85	-175.81	-97.35	-13.98	170.89	248.21	910.87
Direct Cost Of Prod/Unit		19.58	24.21	22.69	21.88	21.11	19.88	19.25	18.92	17.95	16.78	15.53
Dir & Ovhd Cost Of Prod/Unit		21.37	26.40	25.56	24.15	22.18	22.66	21.66	20.76	19.81	18.79	17.69
COP With Other Rev Adjust		19.19	24.00	22.87	22.28	20.95	19.77	18.95	17.91	17.36	17.06	13.97
Cost Of Prod With Lbr & Mgt		20.73	26.88	24.50	23.43	21.88	21.11	20.06	19.39	18.78	18.21	16.17
Average Number Of Head		132.5	53.3	81.0	104.5	115.0	123.8	147.0	217.0	245.5	421.0	648.0
Milk Produced Per Head		22.107	14.892	17.875	18.979	20.944	21.489	22.379	23.770	25.890	27.075	29.838
Total Milk Sold		3,297,820	982,108	1,710,052	1,975,408	2,498,194	3,184,937	3,723,532	4,319,584	5,831,332	10,550,555	17,144,051
Culling Percentage		29.0	13.9	18.2	20.6	23.5	27.1	29.3	30.5	34.0	41.3	55.2
Percent Of Barn Capacity		100.0	62.6	85.8	94.3	98.1	99.7	100.3	104.5	109.3	116.9	139.7
Feed Cost Per Cwt Of Milk		12.52	18.59	15.50	14.17	13.66	13.16	12.19	11.80	11.32	10.73	9.83
Feed Cost Per Head		2,790.67	4,186.03	3,396.36	3,093.06	2,966.61	2,829.18	2,764.79	2,588.66	2,459.62	2,330.63	1,968.79
Average Price/Cwt. Of Milk		19.43	18.16	18.43	18.84	18.98	19.28	19.45	19.65	20.24	21.18	23.11

How to use this chart:

Each row contains data from 40 Ohio Dairy Farms. The data is grouped by percentiles. For example, if we look at Total Feed Expense, the 4 highest feed cost per cow averaged \$4,186.03. This value is in the 10% column. The next 4 highest farms with the lowest feed cost per cow averaged \$3,396.36 per cow in the 20% column. This process is continued up to the 100% column where the 4 farms with the lowest feed cost per cow averaged \$1,968.79 (note: these farms had at least some heifers custom raised). Each row is calculated independently, which is why you will see your farm's values in many different columns.

Use this chart to identify strengths, areas of concern, and opportunities to improve compared to the performance of other Ohio dairy farms.

**Crop Enterprise Analysis
(Farms Sorted By Net Return)**

Corn on Owned Land

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	26	6
Number of farms	25	5
Acres	98.00	86.87
Yield per acre (bu.)	133.38	163.40
Operators share of yield %	100.00	100.00
Value per bu.	6.66	6.77
Total product return per acre	888.83	1,106.74
Crop insurance per acre	7.93	-
LDP income per acre	0.41	0.60
Other crop income per acre	3.55	17.37
Gross return per acre	900.73	1,124.71
Direct Expenses		
Seed	100.86	97.62
Fertilizer	189.00	144.25
Crop chemicals	36.11	45.30
Crop insurance	15.52	15.53
Drying expense	6.72	3.56
Storage	1.79	6.48
Packaging and supplies	0.13	0.61
Fuel & oil	47.95	50.89
Repairs	70.30	72.78
Repair, machinery	4.20	19.43
Custom hire	13.15	1.11
Hired labor	30.27	36.12
Machinery leases	1.29	0.12
Utilities	8.03	5.58
Hauling and trucking	0.97	4.76
Marketing	0.49	1.40
Operating interest	9.88	4.63
Miscellaneous	8.40	0.68
Total direct expenses per acre	545.06	510.86
Return over direct exp per acre	355.66	613.86
Overhead Expenses		
Hired labor	2.89	13.95
RE & pers. property taxes	17.33	15.81
Farm insurance	8.69	5.18
Utilities	0.93	0.40
Dues & professional fees	5.54	4.42
Interest	33.22	47.60
Mach & bldg depreciation	87.32	66.22
Miscellaneous	33.50	16.35
Total overhead expenses per acre	189.40	169.94
Total dir & ovhd expenses per acre	734.47	680.80
Net return per acre	166.26	443.91
Government payments	17.81	4.87
Net return with govt pmts	184.07	448.79
Labor & management charge	97.29	78.52
Net return over lbr & mgt	86.78	370.27
Cost of Production		
Total direct expense per bu.	4.09	3.13
Total dir & ovhd exp per bu.	5.51	4.17
Less govt & other income	5.28	4.03
With labor & management	6.01	4.51
Net value per unit	6.67	6.78
Machinery cost per acre	217.53	208.64
Est. labor hours per acre	6.90	6.74

Crop Enterprise Analysis
(Farms Sorted By Net Return)

Soybeans on Owned Land

	<u>Avg. Of All Farms</u>	<u>High 20%</u>
Number of fields	21	5
Number of farms	21	5
Acres	92.52	92.90
Yield per acre (bu.)	45.07	57.49
Operators share of yield %	100.00	100.00
Value per bu.	14.09	15.21
Total product return per acre	634.85	874.37
Crop insurance per acre	6.13	0.14
LDP income per acre	0.58	0.85
Gross return per acre	641.56	875.37
Direct Expenses		
Seed	75.46	61.02
Fertilizer	68.04	83.02
Crop chemicals	26.89	18.00
Non-chemical crop protect	0.57	-
Crop insurance	5.60	0.42
Storage	4.45	1.02
Fuel & oil	25.96	23.20
Repairs	31.07	27.84
Repair, machinery	3.93	0.18
Custom hire	12.18	13.96
Hired labor	18.52	13.31
Machinery leases	3.64	-
Utilities	3.93	0.06
Hauling and trucking	2.00	1.18
Operating interest	6.83	1.09
Miscellaneous	5.63	13.49
Total direct expenses per acre	294.69	257.77
Return over direct exp per acre	346.87	617.60
Overhead Expenses		
Hired labor	2.31	0.01
RE & pers. property taxes	15.09	7.30
Farm insurance	4.43	2.03
Utilities	0.72	0.05
Dues & professional fees	2.66	0.72
Interest	40.37	76.14
Mach & bldg depreciation	50.88	47.34
Miscellaneous	11.69	6.53
Total overhead expenses per acre	128.15	140.12
Total dir & ovhd expenses per acre	422.84	397.89
Net return per acre	218.72	477.48
Government payments	11.39	3.02
Net return with govt pmts	230.12	480.50
Labor & management charge	49.71	52.33
Net return over lbr & mgt	180.41	428.17
Cost of Production		
Total direct expense per bu.	6.54	4.48
Total dir & ovhd exp per bu.	9.38	6.92
Less govt & other income	8.98	6.85
With labor & management	10.08	7.76
Net value per unit	14.10	15.22
Machinery cost per acre	120.38	106.85
Est. labor hours per acre	3.23	2.10

2012 Ohio Farm Business Analysis and Summary Program

Corn Benchmark Report

26 Farms growing dry shell corn on owned land

	My Farm	Group Median	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Acres		60.00	17.00	21.10	31.00	38.60	49.60	78.00	112.00	138.00	196.00	359.05
Yield Per Acre		126.16	53.93	80.00	111.25	124.27	125.00	130.39	142.54	152.24	166.12	174.73
Crop Value Per Unit		6.90	5.36	6.00	6.35	6.75	6.90	6.90	6.90	6.90	7.00	7.35
Total Product Value		899.10	341.07	470.00	750.94	793.50	862.50	912.28	950.00	1,000.50	1,146.24	1,205.67
Gross Return		910.95	373.82	519.40	750.94	793.50	898.52	916.24	975.00	1,000.50	1,146.24	1,205.67
Seed		97.83	253.13	134.22	125.11	110.00	102.92	95.92	95.25	88.98	71.69	53.66
Fertilizer		175.00	337.12	224.55	200.50	200.00	184.09	169.42	128.41	112.69	87.87	64.43
Crop Chemicals		41.33	134.44	66.86	55.93	45.00	45.00	40.00	34.04	27.34	18.75	8.34
Crop Insurance		18.42	82.20	40.65	31.28	30.17	27.21	16.85	8.73	7.72	6.52	3.46
Fuel & Oil		47.29	85.72	72.69	60.76	57.31	49.52	45.88	43.06	35.63	32.90	19.64
Repairs		59.61	170.93	138.57	93.49	83.03	73.09	52.75	44.05	28.33	16.87	0.50
Utilities		9.71	26.09	17.37	16.19	12.84	10.52	9.09	7.14	6.38	4.23	2.16
Operating Interest		2.69	64.64	26.31	12.72	6.34	4.84	2.44	2.31	1.91	0.96	0.39
Total Direct Expenses		550.22	720.65	670.99	627.78	601.70	562.86	540.42	480.46	403.66	354.69	327.85
Return Over Dir Expenses		360.67	-217.75	59.20	232.41	255.43	333.35	376.23	440.23	467.34	581.82	762.11
Ohnd - Hired Labor		0.00	45.69	25.17	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ohnd - Farm Insurance		7.44	31.53	13.97	10.97	9.64	7.72	7.09	5.60	4.17	2.94	1.36
Ohnd - Utilities		0.00	6.74	1.31	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ohnd - Due Profession Fees		3.94	26.90	10.98	7.81	7.26	4.72	3.31	2.90	1.51	0.95	0.32
Ohnd - Int On Inter. Debt		5.09	19.62	13.44	9.32	7.37	6.33	4.65	2.59	2.34	1.95	1.48
Ohnd - Int On Lng Term Debt		36.12	153.34	80.74	74.86	68.83	52.07	23.17	19.60	17.92	12.02	5.16
Ohnd - Building Depreciat		9.99	41.83	19.73	17.47	14.04	10.85	7.50	5.96	4.01	3.18	1.44
Ohnd - Miscellane		12.05	99.25	73.08	27.24	16.73	13.18	11.07	7.78	5.14	3.42	2.02
Total Overhead Expenses		177.96	486.86	256.05	222.24	199.69	180.68	174.72	159.04	106.24	101.03	72.17
Total Dir & Ohnd Expenses		724.47	1,073.24	878.67	864.72	776.43	761.00	662.50	655.47	623.03	523.40	422.99
Net Return		134.25	-434.42	-179.28	-25.49	101.50	123.38	157.10	268.56	343.92	376.76	585.46
Government Payments		12.67	0.00	0.00	0.00	0.00	9.97	15.40	17.43	22.43	30.66	51.88
Net Return With Govt Payments		166.38	-413.40	-171.58	-8.06	108.34	151.39	188.64	279.44	343.92	384.74	585.46
Labor & Management Charge		86.12	280.01	200.06	131.33	99.13	93.28	82.96	78.38	57.98	48.69	34.90
Net Return Over Lbr & Mgt		49.85	-610.01	-220.27	-90.45	-46.71	28.52	71.62	187.04	244.79	302.27	528.82
Direct Cost of Prod/Unit		4.09	11.96	6.25	5.41	4.69	4.18	3.79	3.67	3.25	2.88	2.28
Dir & Ohnd Cost of Prod/Unit		5.47	14.54	8.98	7.11	6.20	5.73	5.27	4.67	4.39	4.14	3.13
COP Less Govt & Oth Income		5.37	13.52	8.07	6.82	6.09	5.56	4.97	4.67	4.26	3.89	3.10
Cost of Prod With Lbr & Mgt		6.12	15.11	9.22	7.63	7.27	6.28	5.88	5.46	5.02	4.73	3.53
Machinery Cost Per Acre		197.28	548.17	332.12	265.14	238.07	200.17	186.30	167.98	144.78	128.54	116.38
Est. Labor Hours Per Acre		5.97	19.13	12.60	10.94	8.15	6.99	5.71	4.37	4.01	3.63	1.26

How to use this chart:

Each row contains data from 26 corn enterprises on 26 Ohio farms. The data is grouped by percentiles. For example, if we look at Yield, the 2 or 3 lowest yields averaged 53.93 bushels per acre. This value is in the 10% column. The next 2 or 3 lowest yields are averaged together, and their average yield of 80 bu/acre is in the 20% column. This process is continued up to the 100% column where the 3 enterprises with the highest yield per acre averaged 174.73 bushels per acre. Each row is calculated independently, which is why your farm's values could be in many different columns.

Use this chart to identify strengths, areas if concern and opportunities to improve compared to performance of other Ohio farms.

2012 Ohio Farm Business Analysis and Summary Program Soybean Benchmarking Report

21 Farms growing soybeans on owned ground

	My Farm		Group Median																			
	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%		
Acres	49.10	18.25	23.00	28.90	37.00	46.00	54.00	60.00	140.51	217.70	321.00	45.40	20.73	26.94	40.04	42.97	44.12	45.70	46.94	47.63	49.78	57.82
Yield Per Acre	13.59	11.63	12.00	12.73	13.00	13.54	13.77	14.00	14.23	15.22	15.43	13.59	11.63	12.00	12.73	13.00	13.54	13.77	14.00	14.23	15.22	15.43
Crop Value Per Unit	589.40	283.33	372.82	540.95	553.74	563.15	617.50	635.36	638.15	643.55	892.13	589.40	283.33	372.82	540.95	553.74	563.15	617.50	635.36	638.15	643.55	892.13
Total Product Value	66.51	283.33	429.14	540.95	553.74	570.66	625.18	636.36	638.57	645.57	892.13	66.51	283.33	429.14	540.95	553.74	570.66	625.18	636.36	638.57	645.57	892.13
Gross Return	80.21	123.52	99.21	81.85	71.10	67.49	65.28	63.41	59.22	57.27	50.57	80.21	123.52	99.21	81.85	71.10	67.49	65.28	63.41	59.22	57.27	50.57
Seed	35.00	183.72	95.11	93.67	90.00	89.50	64.69	48.89	42.28	27.78	21.31	35.00	183.72	95.11	93.67	90.00	89.50	64.69	48.89	42.28	27.78	21.31
Fertilizer	0.00	0.00	44.95	39.51	36.09	35.16	34.76	29.03	19.57	12.17	5.92	0.00	0.00	44.95	39.51	36.09	35.16	34.76	29.03	19.57	12.17	5.92
Crop Chemicals	23.92	46.76	38.64	34.04	28.69	24.48	23.49	19.41	18.28	16.58	7.16	23.92	46.76	38.64	34.04	28.69	24.48	23.49	19.41	18.28	16.58	7.16
Fuel & Oil	27.01	89.23	66.51	50.47	44.65	34.32	24.78	17.93	15.89	14.69	2.02	27.01	89.23	66.51	50.47	44.65	34.32	24.78	17.93	15.89	14.69	2.02
Repairs	3.70	33.99	13.23	10.52	8.15	6.94	3.60	3.41	1.73	1.21	1.01	3.70	33.99	13.23	10.52	8.15	6.94	3.60	3.41	1.73	1.21	1.01
Utilities	1.47	51.14	35.52	10.17	4.36	2.64	1.40	1.11	0.52	0.24	0.19	1.47	51.14	35.52	10.17	4.36	2.64	1.40	1.11	0.52	0.24	0.19
Operating Interest	274.68	399.15	319.71	313.79	298.87	277.67	269.80	257.70	246.69	223.87	198.06	274.68	399.15	319.71	313.79	298.87	277.67	269.80	257.70	246.69	223.87	198.06
Total Direct Expenses	307.51	23.92	121.75	201.47	245.89	285.24	316.15	356.67	396.10	445.16	621.50	307.51	23.92	121.75	201.47	245.89	285.24	316.15	356.67	396.10	445.16	621.50
Return Over Dir Expenses	0.00	24.92	2.54	0.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24.92	2.54	0.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Hired Labor	4.18	16.12	7.23	5.47	4.96	4.36	4.16	3.77	3.03	2.13	0.93	4.18	16.12	7.23	5.47	4.96	4.36	4.16	3.77	3.03	2.13	0.93
Ovhd - Utilities	0.00	6.74	1.40	0.72	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.74	1.40	0.72	0.02	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd - Due Profession Fees	2.76	21.92	6.87	5.00	4.14	2.98	2.22	1.69	1.20	0.36	0.16	2.76	21.92	6.87	5.00	4.14	2.98	2.22	1.69	1.20	0.36	0.16
Ovhd - Int On Intern. Debt	2.66	10.81	10.59	5.50	4.59	3.19	2.09	1.28	1.08	1.05	0.57	2.66	10.81	10.59	5.50	4.59	3.19	2.09	1.28	1.08	1.05	0.57
Ovhd - Int On Lng Term Debt	36.12	145.98	81.67	79.81	72.81	63.88	29.64	21.24	17.92	9.53	0.80	36.12	145.98	81.67	79.81	72.81	63.88	29.64	21.24	17.92	9.53	0.80
Ovhd - Building Depreciat	5.82	94.72	26.16	13.67	8.41	6.59	5.45	3.71	2.54	1.34	0.64	5.82	94.72	26.16	13.67	8.41	6.59	5.45	3.71	2.54	1.34	0.64
Ovhd - Miscelane	7.31	48.46	32.32	14.86	9.72	8.25	6.70	5.37	4.74	3.25	1.10	7.31	48.46	32.32	14.86	9.72	8.25	6.70	5.37	4.74	3.25	1.10
Total Overhead Expenses	116.56	304.67	186.32	163.86	147.98	130.35	104.31	90.38	78.16	66.41	42.39	116.56	304.67	186.32	163.86	147.98	130.35	104.31	90.38	78.16	66.41	42.39
Total Dir & Ovhd Expenses	410.72	635.95	480.12	441.71	420.85	415.34	396.65	386.58	348.58	312.37	267.04	410.72	635.95	480.12	441.71	420.85	415.34	396.65	386.58	348.58	312.37	267.04
Net Return	174.57	-126.71	-43.09	34.98	145.50	188.16	211.78	306.50	376.18	463.89	638.68	174.57	-126.71	-43.09	34.98	145.50	188.16	211.78	306.50	376.18	463.89	638.68
Government Payments	2.38	0.00	0.00	0.00	0.00	0.00	9.38	15.54	17.48	19.63	38.68	2.38	0.00	0.00	0.00	0.00	9.38	15.54	17.48	19.63	38.68	
Net Return With Govt Payments	188.16	-114.25	-36.63	34.98	157.71	206.69	232.91	311.49	376.18	474.58	677.36	188.16	-114.25	-36.63	34.98	157.71	206.69	232.91	311.49	376.18	474.58	677.36
Labor & Management Charge	50.88	152.73	119.94	84.75	58.44	52.59	47.57	44.14	35.60	26.56	19.04	50.88	152.73	119.94	84.75	58.44	52.59	47.57	44.14	35.60	26.56	19.04
Net Return Over Lbr & Mgt	130.51	-202.00	-81.24	-21.56	65.84	137.28	183.01	240.70	309.07	403.72	658.32	130.51	-202.00	-81.24	-21.56	65.84	137.28	183.01	240.70	309.07	403.72	658.32
Direct Cost of Prod/Unit	6.80	13.72	10.51	8.47	7.46	6.91	6.73	5.27	4.84	4.57	4.10	6.80	13.72	10.51	8.47	7.46	6.91	6.73	5.27	4.84	4.57	4.10
Dir & Ovhd Cost of Prod/Unit	9.14	19.41	14.55	12.87	10.73	9.62	8.95	8.62	7.70	6.95	5.56	9.14	19.41	14.55	12.87	10.73	9.62	8.95	8.62	7.70	6.95	5.56
COP Less Govt & Oth Income	8.59	18.72	14.53	12.64	9.62	8.70	8.53	7.80	7.18	6.72	5.52	8.59	18.72	14.53	12.64	9.62	8.70	8.53	7.80	7.18	6.72	5.52
Cost of Prod With Lbr & Mgt	9.78	21.23	15.87	14.05	11.57	10.14	9.73	9.14	8.47	7.66	7.03	9.78	21.23	15.87	14.05	11.57	10.14	9.73	9.14	8.47	7.66	7.03
Machinery Cost Per Acre	123.28	299.00	183.43	150.80	141.37	129.38	106.16	98.51	87.71	66.36	62.21	123.28	299.00	183.43	150.80	141.37	129.38	106.16	98.51	87.71	66.36	62.21
Est. Labor Hours Per Acre	2.44	10.44	6.76	4.85	3.88	3.10	2.38	2.25	1.98	1.52	0.00	2.44	10.44	6.76	4.85	3.88	3.10	2.38	2.25	1.98	1.52	0.00

How to use this chart:

Each row contains data from 21 soybean enterprises on 21 Ohio farms. The data is grouped by percentiles. For example, if we look at Yield, the 2 lowest yields averaged 20.73 bushels per acre. This value is in the 10% column. The next 2 lowest yields are averaged together, and their average yield of 26.94 bu/acre is in the 20% column. This process is continued up to the 100% column where the 2 enterprises with the highest yield per acre averaged 57.82 bushels per acre. Each row is calculated independently, which is why your farm's values could be in many different columns.

Use this chart to identify strengths, areas of concern and opportunities to improve compared to performance of other Ohio farms.