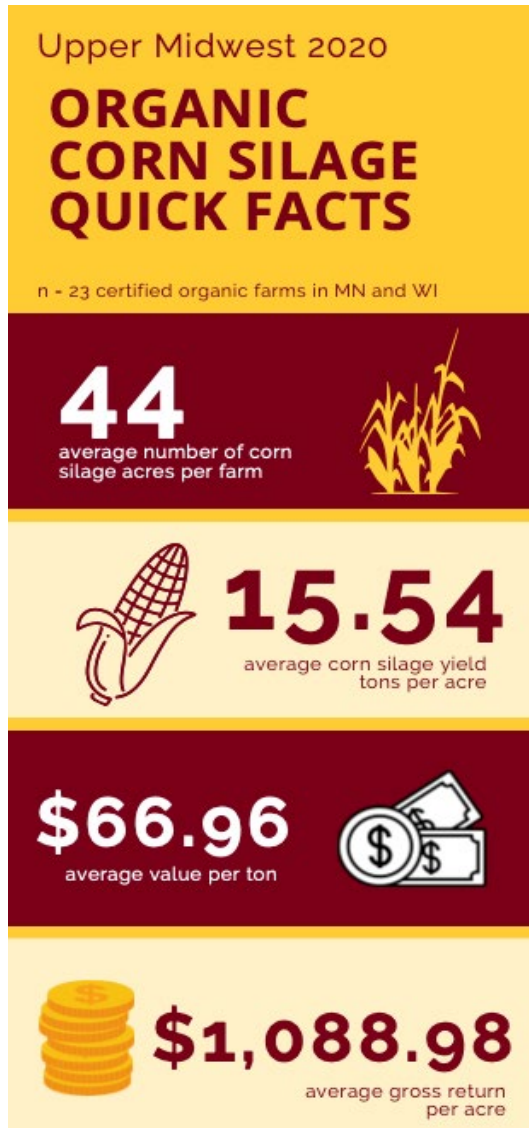




Upper Midwest Organic Corn Silage, 2020

Organic Farm Financial Benchmarking in the Upper Midwest is an integrated regional grant project, led by University of Minnesota Extension. The project focuses on a multi-year farm business management benchmark analysis of organic farms in Minnesota, Wisconsin, and North Dakota. Benchmarking provides a summary of production and financial performance measures, allowing producers to evaluate their individual performance to a cohort with similar farm characteristics.



Corn Silage Production

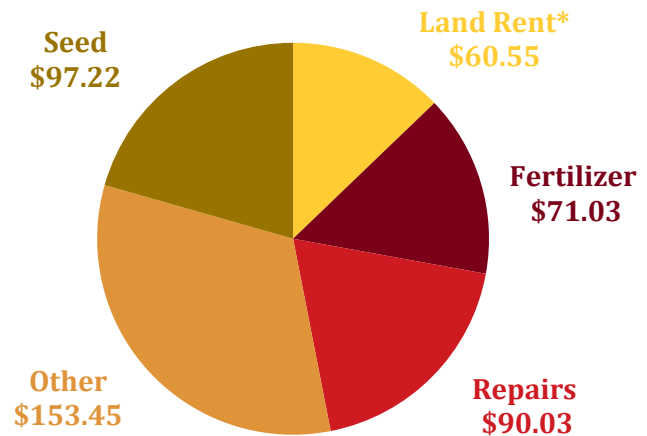
Certified organic producers (n = 23) harvested 44 acres of corn silage per farm on average in 2020. With a yield of 15.54 tons per acre and an average reported average value of \$66.96 per ton, organic producers grossed \$1,088.98 per acre on average for corn silage.

Government Payments

Government payments in 2020 increased due to weather events and the COVID-19 pandemic. Total payments to organic farmers raising corn silage averaged \$36.36 per acre.



Direct Expenses Per Acre



Direct Expenses

The cost of production for organic corn silage was \$42.56 per ton, including a labor and management charge. Direct expenses for organic farms in 2020 averaged \$472.28 per acre with more than half going to land rent, seed and organic fertilizer.

*All land tenure types included: rented, owned, share rented, and rented out.

The Bottom Line

Net returns for organic corn silage enterprises averaged \$379.31 per acre after factoring in all direct, overhead and management expenses as well as contributions from government payments. A full financial analysis of organic farms, including benchmarking indicators for profitability, cash flow, net worth and solvency can be found at: z.umn.edu/OrganicReport.

Scholarships Available for Financial Analysis!

Want to learn more about your farm finances? Scholarships are available to help pay for up to 50% of Farm Business Management tuition costs for certified organic or transitioning to organic producers. Contact **Gigi DiGiacomo**, gigid@umn.edu to learn more.

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