



# Upper Midwest Organic Corn, 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 Production

Certified organic (n = 53) dedicated 103 acres per farm on average to corn production 2020. With a yield of 132 bushels per acre and an average reported value of \$7.44 per bushel, organic corn producers grossed \$1,084.46 per acre on average.

Upper Midwest 2020

## ORGANIC CORN EXPENSES PER ACRE

n - 53 certified organic farms in MN and WI

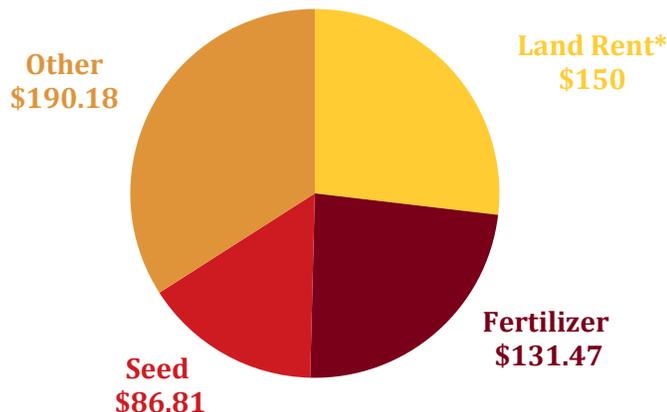
**\$558.46**  
total direct expense per acre

**\$118.62**  
total overhead expense per acre

**\$29.04**  
government payments per acre

**\$356.83**  
net return over labor and management per acre

### Direct Expenses Per Acre



### Direct Expenses

The cost of production for organic corn was \$4.70 per bushel, including a labor and management charge. Direct expenses for organic farms in 2020 averaged \$558.46 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.

### Government Payments

Government payments in 2020 increased due to weather events and the COVID-19 pandemic. Total payments to organic farmers averaged \$29.04 per acre.

### The Bottom Line

Net returns for organic corn enterprises averaged \$356.83 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](http://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](mailto:gigid@umn.edu) to learn more.**

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