



Upper Midwest Organic Corn, 2020-22

Organic Farm Financial Benchmarking in the Upper Midwest is an integrated regional grant project, led by University of Minnesota Extension. The project is a multi-year farm business management benchmark analysis of organic farm finances and production in Minnesota and Wisconsin. Benchmarking provides a summary of production and financial performance measures, allowing producers to evaluate their individual performance and compare it to a cohort with similar farm characteristics. The newest report uses 2020-2022 three-year averages for Minnesota and Wisconsin farms in the Center for Farm Financial Management’s FINBIN database (finbin.umn.edu). The report includes financial analyses of organic and organic transition whole farm performance, organic crop enterprises, and organic livestock enterprises. Access the full report at z.umn.edu/Organic2022.



2020-2022 Organic Farm Performance in the Upper Midwest

ORGANIC CORN QUICK FACTS

n = 149 certified organic farms in MN and WI

103

average number of organic corn acres per farm



144

average organic corn yield bushels per acre

\$9.16

average value per bushel



\$1,379.20

average gross return per acre

Organic Corn At-a-Glance

MN and WI organic corn enterprises (n = 149 over 3 years) averaged 103.11 acres per farm with an avg. yield of 143.56 bu. per acre in 2020-2022. The value of organic corn averaged \$9.16 per bu. over the three-year period which helped generate \$1,379.20 per acre in gross returns and an average net return of \$516.98 per acre after all expenses (including labor and management) were subtracted.

Farms managing 251-500 acres of organic corn were the most profitable, thanks to improved yields, strong market prices, and significant government payments during the early years included here. Total direct and overhead expenses per acre for this group, however, were almost 9% above average expenses for all farm sizes with the majority of increased expenses coming from hired labor.

2020-2022 Organic Farm Performance in the Upper Midwest

ORGANIC CORN QUICK FACTS

n = 149 certified organic farms in MN and WI

\$644.74
total direct expense per acre



\$141.57
total overhead expense per acre



\$10.47
government payments per acre

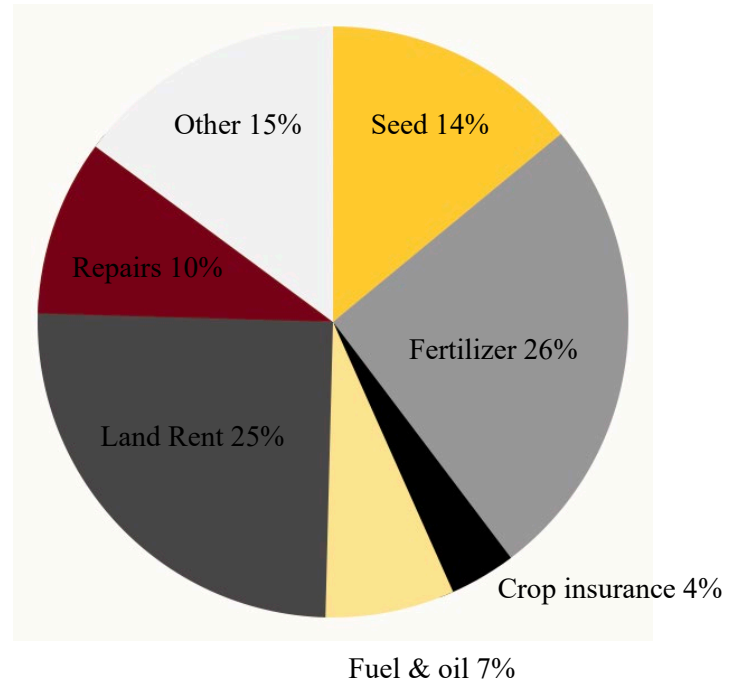


\$516.98
net return over labor and management per acre



Expenses

On average, direct and overhead expenses totaled \$786.32 for organic corn production in MN-WI from 2020-2022. Over this time period, direct expenses increased 40% and all expenses increased by 41% overall. More than half of direct expenses in 2022 were allocated to organic fertilizer (\$200.73/acre or 26%) and land rent (\$216.40/acre or 28%). Fertilizer expenses increased by 53% from 2020 to 2022; land rent by 44% over the same period. Hired labor, interest, and depreciation accounted for the largest share of overhead expenses for the three-year time period (68% combined).



Government Payments

Government payments for organic corn averaged \$10.47/acre over 2020-2022. Payments decreased during the three-year period from an average of \$29.04/acre in 2020 to \$0.25/acre in 2022. Government payments in 2020 were especially high due to the COVID-19 pandemic and severe weather events.

The Bottom Line

Net returns for organic corn enterprises averaged \$516.98 per acre after factoring in labor and management. There is no clear income trend over the three-year period.

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