



February 13, 2025

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# Minnesota State

## Profitability in production agriculture

Farm Economics – Brief Overview

# Program Uniqueness

## Farm Business Management

- Program is over 7 decades old – providing on-farm education to support farm family goals
- Farmers rate program with a high level of satisfaction
- Serves farmers ranging in ages 18-84, nearly 30% are beginning farmers (less than 10 years experience)
- Operated through seven colleges, 65 faculty and led by the Agriculture Centers of Excellence

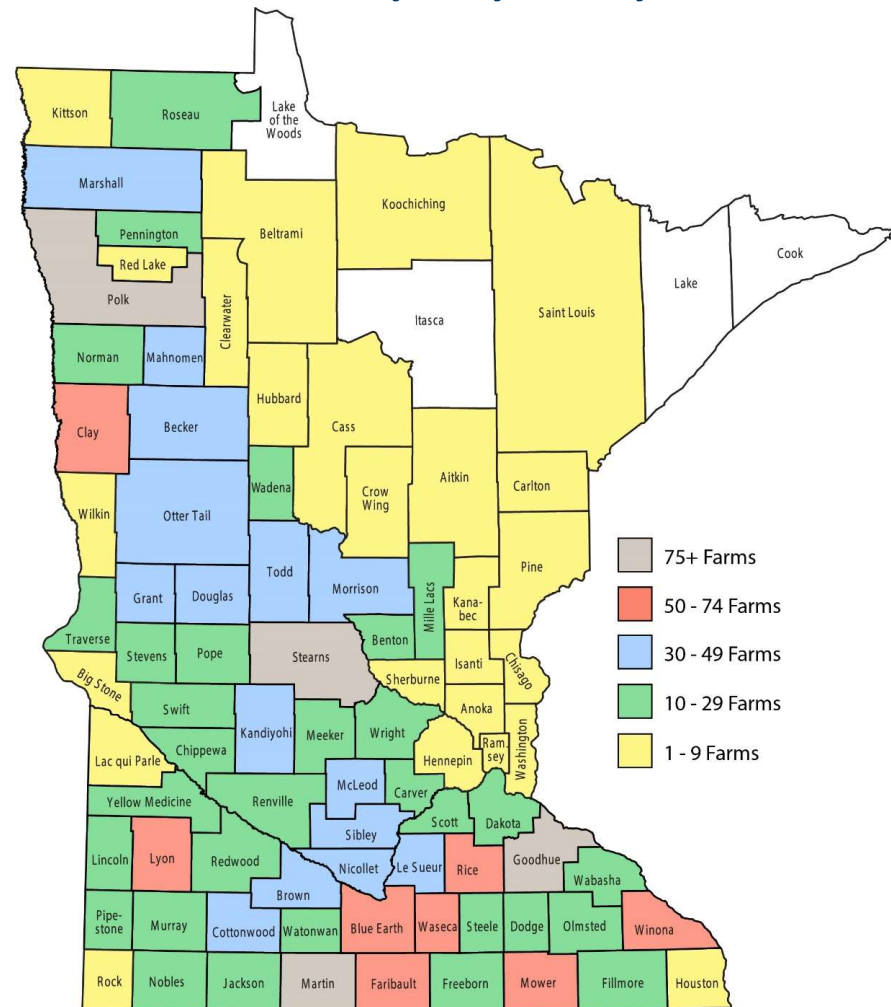
# Program Uniqueness – Data Integrity

## Farm Business Management

- One-on-one, student-led program, designed to help the farmer-student in financial and business management.
  - Poses financial challenges for colleges offering program
- Classes take place at the farmer-student's site of business, individualized to student goals and timeframe.
- A FINPACK business analysis becomes their textbook and decision-making tool

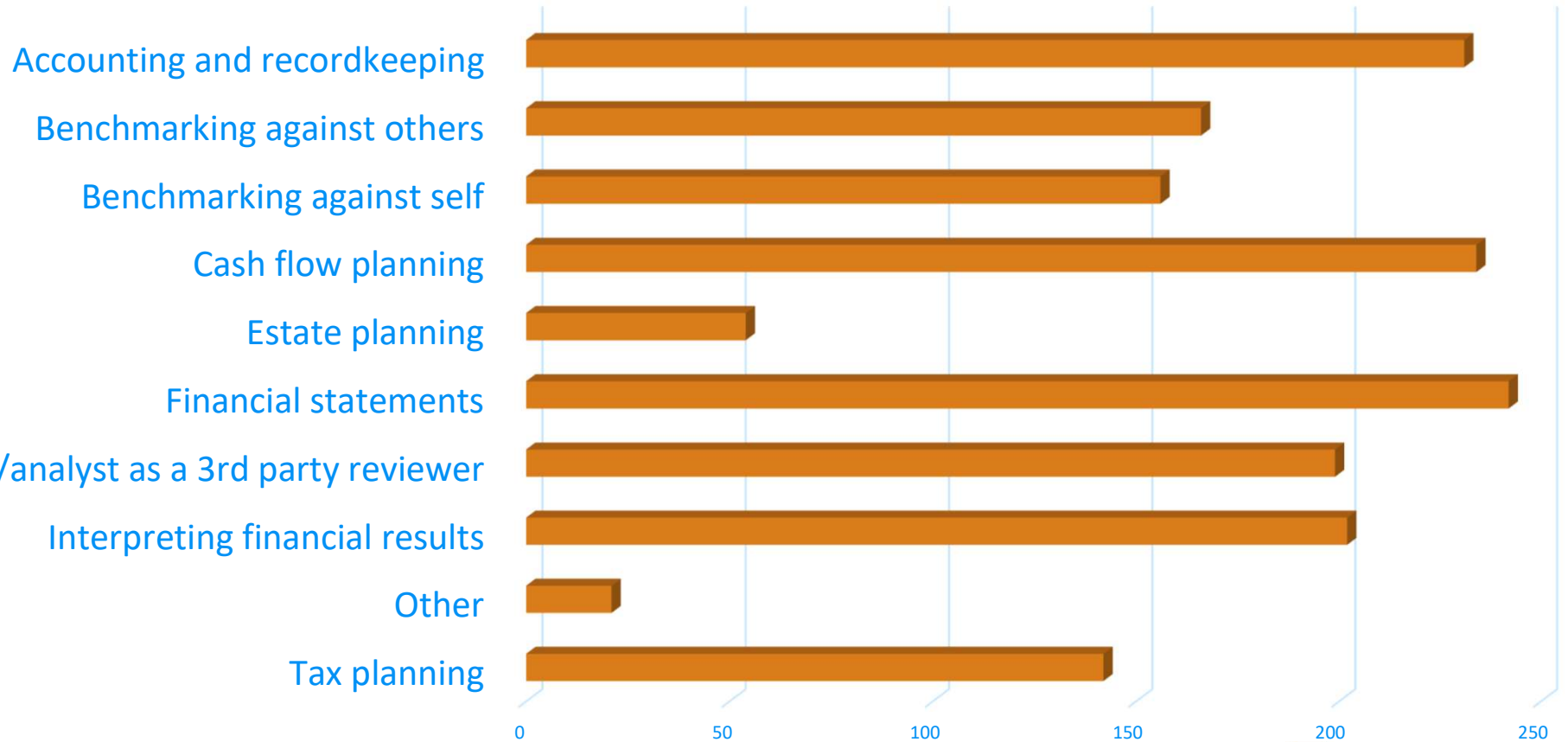
## 2023 Farm Business Management Financial Analysis by County

- The 2,317 producers who provided data for three MN regional reports are located in 83 of Minnesota's 87 counties.



# What do you like best about the program?

(MN FBM)



**FARM INCOME**

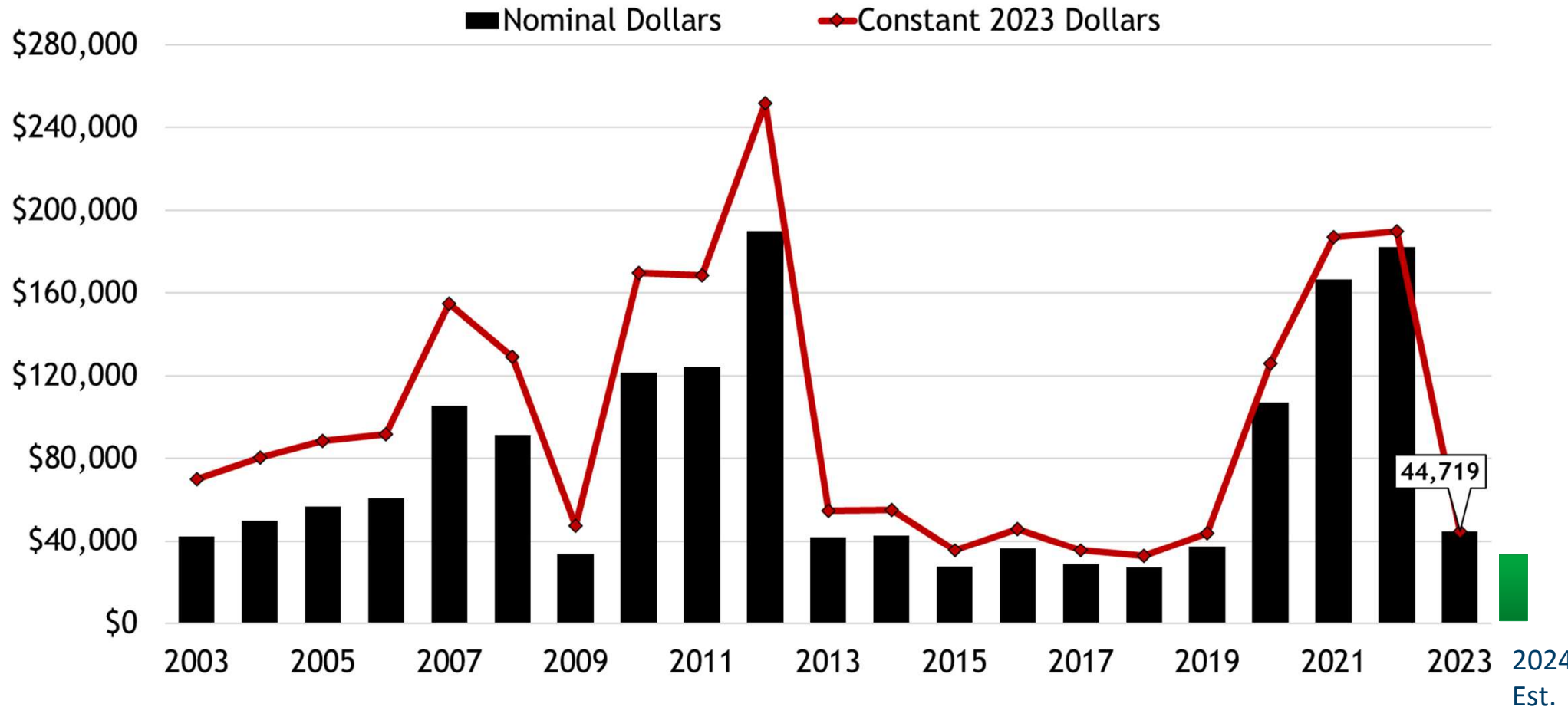


imgflip.com

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# Median Net Farm Income

Data: Minnesota, All Farms



# How much do you estimate you gain per year in combined increased income and reduced expenses from benchmarking your farm against other farms?

## Weighted average value of benchmarking:

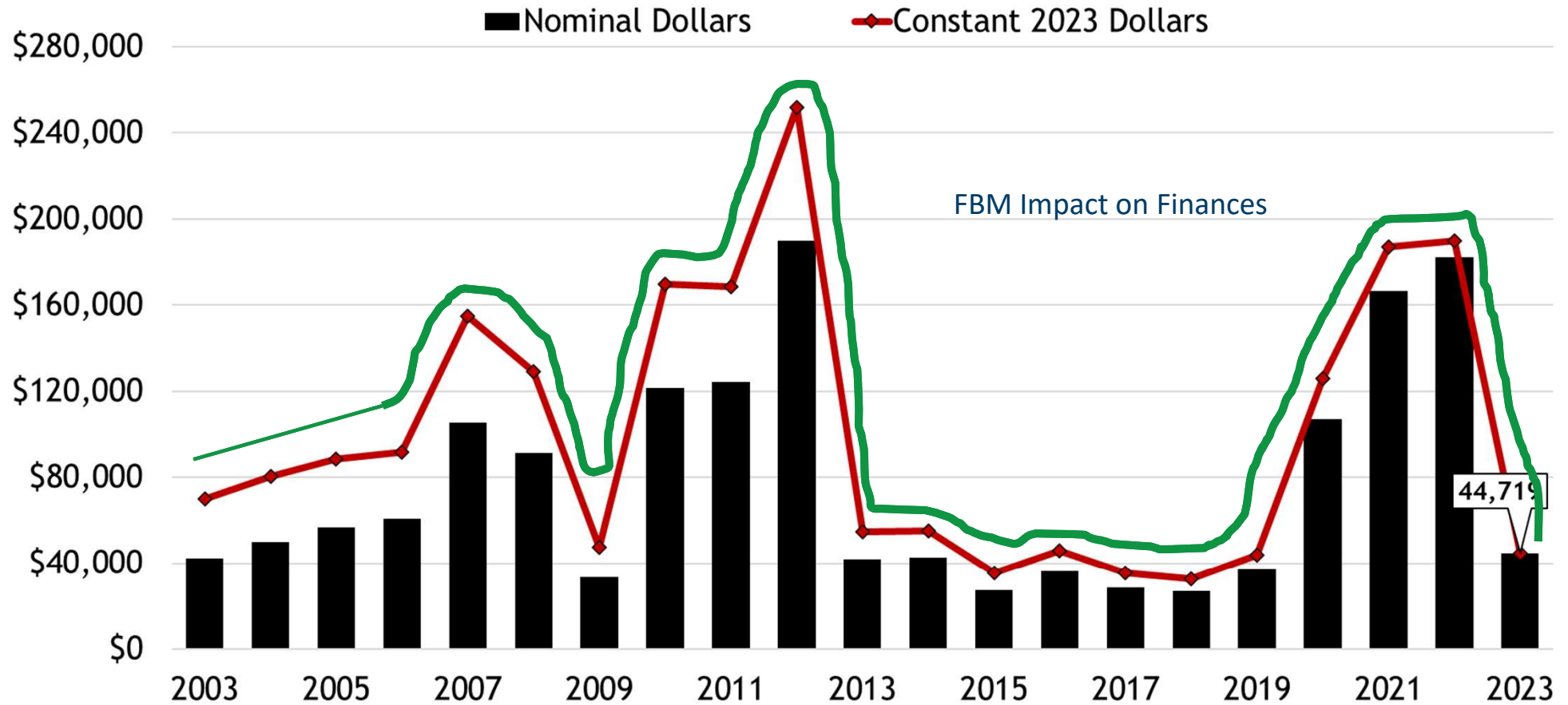
- Producers: \$17,632

| Group          | Value           | 2016            |
|----------------|-----------------|-----------------|
| Beginners      | \$10,903        | \$9,007         |
| Organic        | \$20,727        | \$11,889        |
| Specialty crop | \$18,638        | \$13,367        |
| None apply     | \$20,552        | \$13,011        |
| <b>All</b>     | <b>\$17,632</b> | <b>\$12,169</b> |



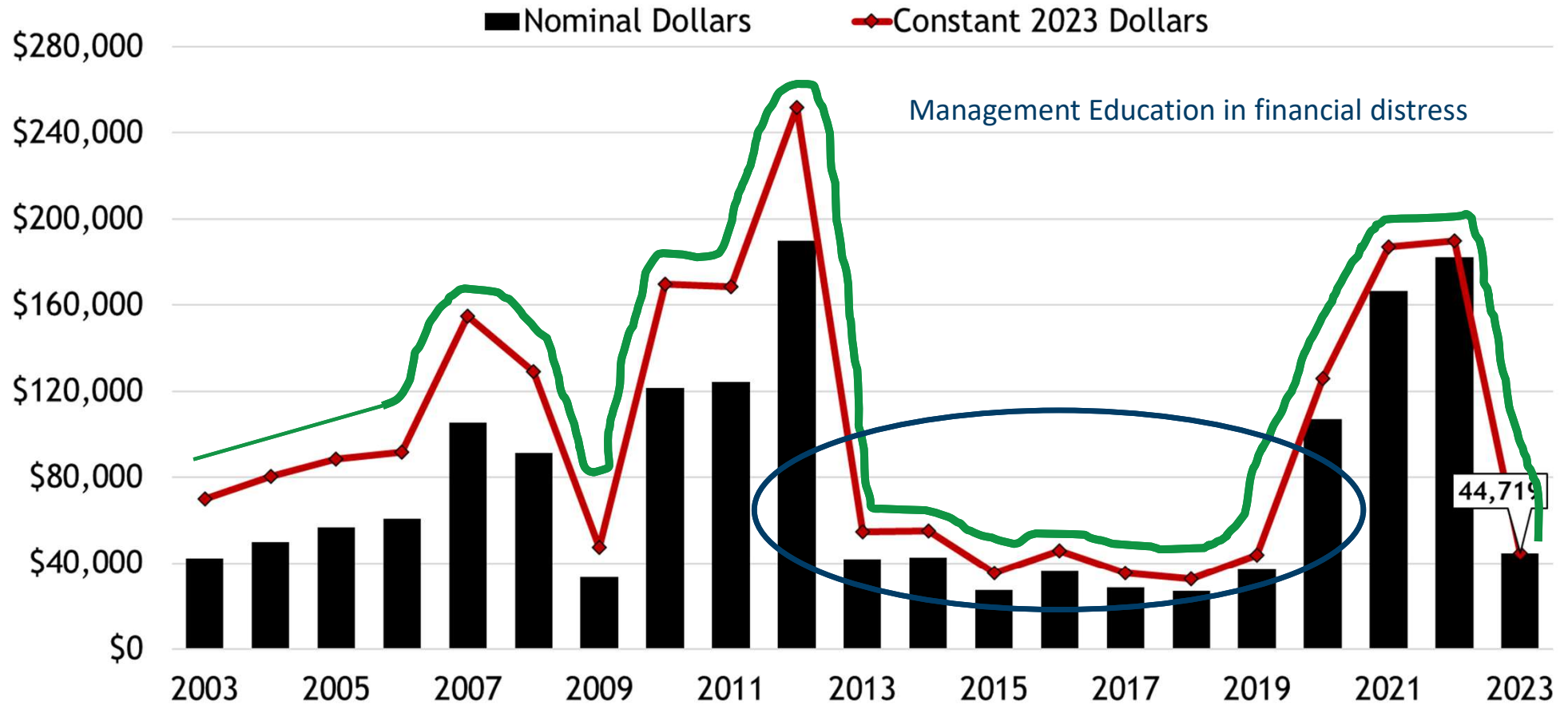
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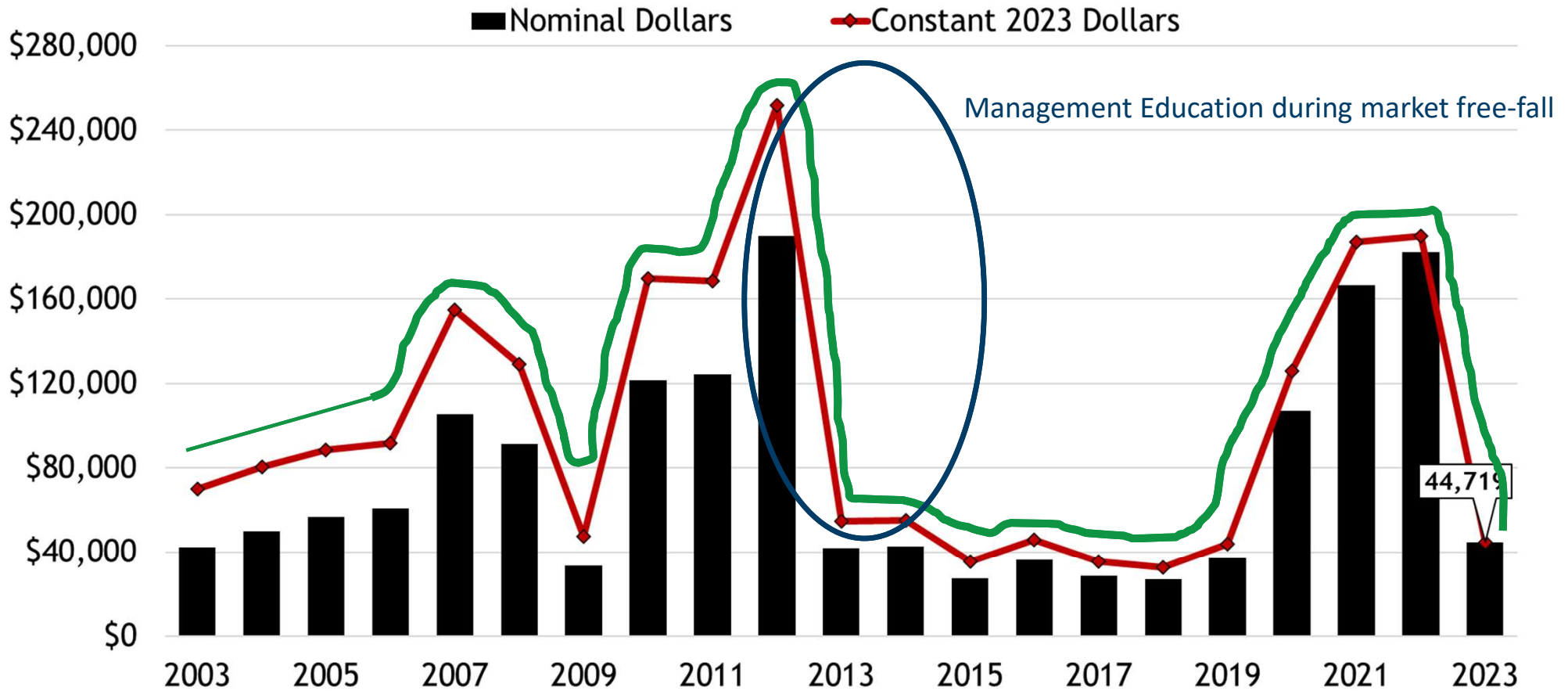
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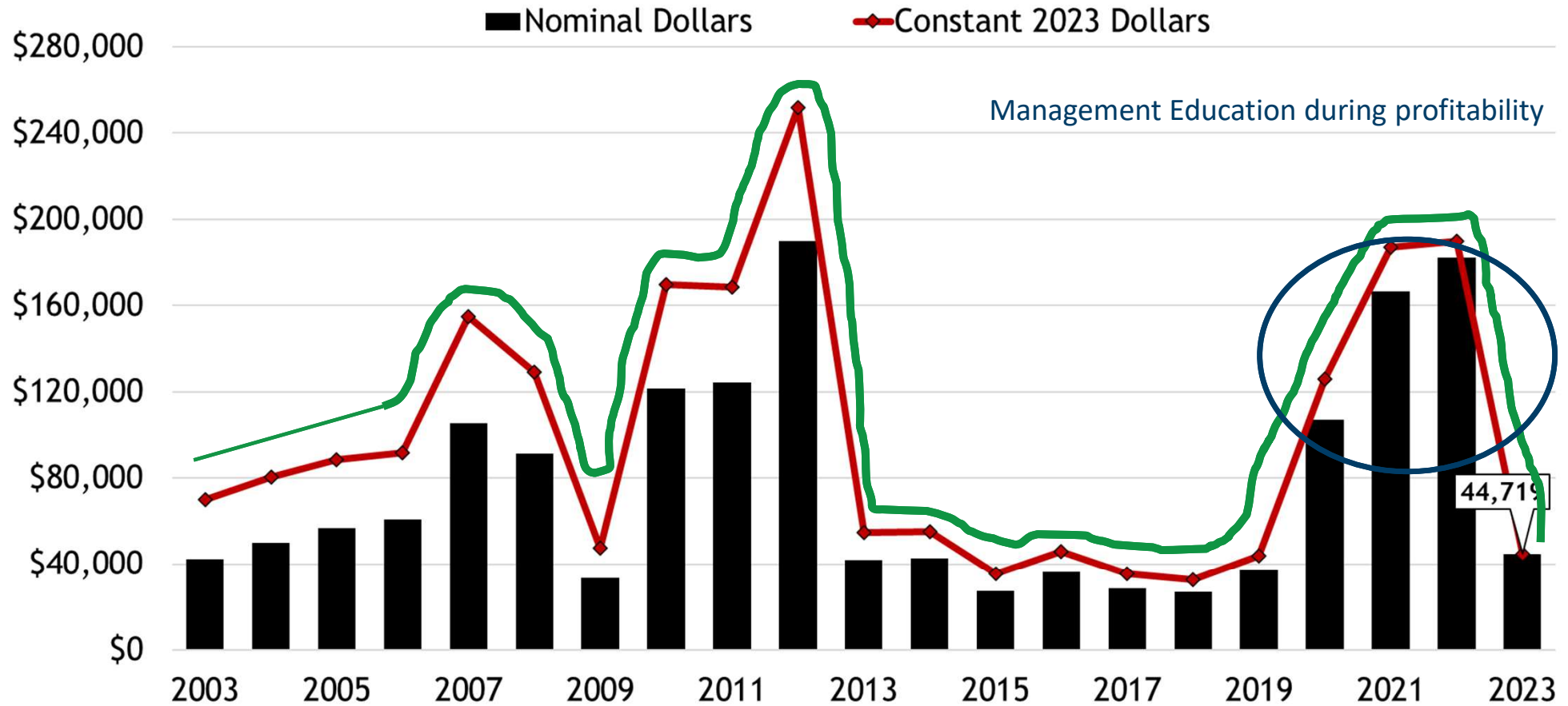
# Median Net Farm Income

Data: Minnesota, All Farms



# Median Net Farm Income

Data: Minnesota, All Farms



# AGRICULTURAL MENTAL HEALTH & WELLNESS



*The purpose of this program is to offer support to people who work in agriculture, providing ways to cope with and manage stress.*

**YOU MATTER.**  
*No concern is too small.*

**FREE AND  
CONFIDENTIAL**



**Ted Matthews, M.S.**

Ted is a veteran and has worked with rural issues in counseling for over 45 years. He has been director of mental health services during two natural disasters in the 1990s. Ted also has extensive counseling experiences in the areas of crisis intervention, family issues, suicidology and domestic abuse.

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**Monica McConkey, MA, LPC**

Monica has worked in the mental health sector for the past 25 years. Her background includes work with youth and adults and covers a wide range of emotional challenges. Her recent work focuses on emotional stress of farmers and consulting with agriculture industry groups.

(218) 280-7785 | [monicamariem@yahoo.com](mailto:monicamariem@yahoo.com) | [eyesonthehorizon.org](http://eyesonthehorizon.org)

**Experienced agricultural-focused mental health providers provide counseling services to farm individuals, couples, and/or families anywhere in the state either in person, via Zoom, or over the phone.**

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**Minnesota Farm and Rural Helpline**  
**1-833-600-2670 Available 24/7**



# MINNESOTA STATE

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**MINNESOTA STATE**  
Northern Agricultural Center of Excellence

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