

GET MORE FROM YOUR FINANCIAL NUMBERS

MNP Regional Farm Benchmark Services

The economics of farming today mean that every dollar counts more than ever. Understanding how to translate day-to-day decisions into annual profits is essential to the ongoing success of every farm operation.

MNP is offering a service that will allow producers to participate in a Regional Farm Benchmark. Participating farm operations will allow their farm data to be compiled with other similar farm operations in exchange for a summary of how they compare to an average of their peers. It will be presented in a manner to allow farms to be compared against each other regardless of size.

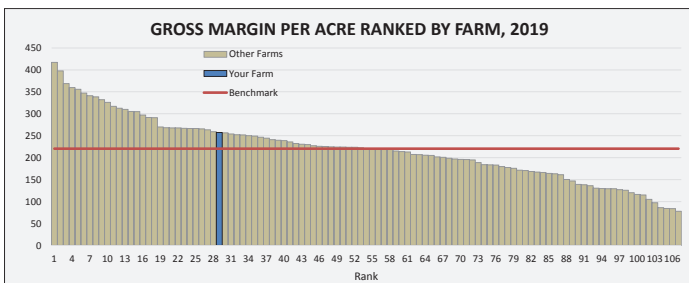
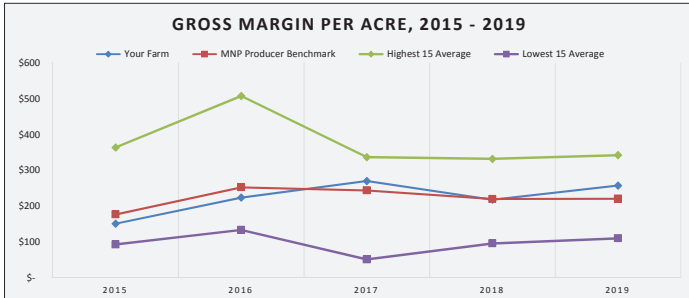
Why subscribe?

- Added tool to assist in the evaluation of your farm business along with your historical results.
- Will help you see how your farm compares on several financial indicators.
- This information can be utilized to assist in developing annual and long-term goals and targets for your business.

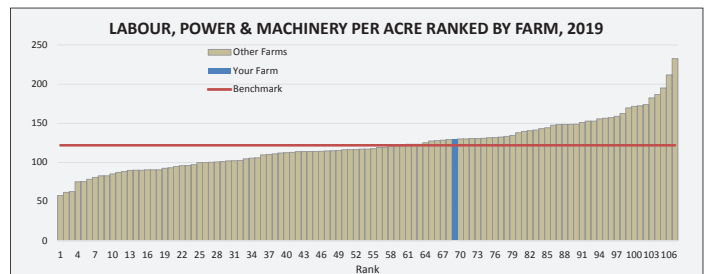
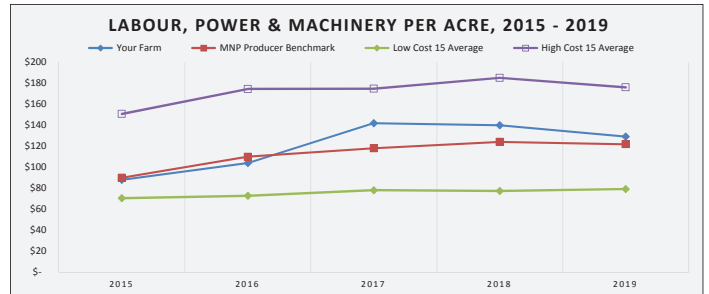
Questions it may answer:

- Are costs proportional to your farm size?
 - Are you achieving expected efficiencies with the additional acres you are farming?
 - Are higher yields translating into more profits?
 - How are my equipment expenses trending against my peers?
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	2015	2016	2017	2018	2019	Average
Your Farm Gross Margin / Acre	\$ 151	\$ 224	\$ 270	\$ 218	\$ 258	\$ 224
MNP Benchmark	\$ 177	\$ 252	\$ 244	\$ 220	\$ 221	\$ 223
Over / (Under) Benchmark	\$ (26)	\$ (28)	\$ 26	\$ (2)	\$ 37	\$ 1
Gross Margin as a % of Revenue	48%	57%	53%	62%	58%	56%



	2015	2016	2017	2018	2019	Average
Your Farm Labour, Production & Machinery per Acre	\$ 88	\$ 104	\$ 142	\$ 140	\$ 129	\$ 121
MNP Producer Benchmark	\$ 90	\$ 110	\$ 121	\$ 124	\$ 122	\$ 113
Over / (Under) Benchmark	\$ 2	\$ 6	\$ (21)	\$ (16)	\$ (7)	\$ (7)



Want even more?

Agriculture is a sophisticated industry and a sophisticated, strategic approach is required to manage a farm business today. Working with a farm management consultant can provide a review of all aspects of your operation today and what it may look like in the future to ensure you are ready for whatever is around the next corner.

MNP offers a range of marketing and planning service packages and can tailor our services to meet your needs.

MNP can provide you with the *If It Was My Farm* marketing newsletter, a risk management analysis or a more complete service, including detailed crop planning which includes full cost of production, crop-by-crop margin analysis and break-even calculations.

