



Association Member Profile

2011 Membership Survey Member Profile, Wages and Benefits

The Minnesota Grain and Feed Association, a 104 year old voluntary non-profit trade association composed of over 400 cooperative and independent country elevators (including branches), feed mills and related agri-businesses, conducts a membership profile, salary, wage and benefits survey every 2 years. The 2011 membership survey was conducted in March and released in May 2011. The return rate for the survey was 40%. The survey was broken down by Standard Industrial Classification (SIC) Code – grain elevators with SIC 5153 and feed mills with SIC 2048. The aggregate wage and benefit results are available to members only upon request.

Minnesota Elevator Firm Profile (SIC Code 5153)

The Minnesota Grain and Feed Association grain elevator member firm profile has been broken down as follows: independent, cooperative, and combined “averages” where applicable. Of the respondents: 28% were independent elevators and 56% were cooperatives. Thank you to those who chose to participate in this valuable member survey.

Averages

	<u>Independent</u>	<u>Cooperative</u>	<u>Combined</u>
Total Bushel Storage Capacity	2,280,608 bu	4,533,915 bu	3,457,262 bu
Annual Grain Sales Volume for 2010	\$36,520,484	\$48,313,114	\$42,416,799
Annual Throughput for 2010	4,965,610 bu	10,337,577 bu	7,651,593 bu
Number of Years in Business	39.7	92	65.9
Elevators with Branches	33.3%	62.9%	48.1%
Average Number of Branches	2.5	4.23	3.36
Number Full Time Employees	12.8	28	20.4
Number Part Time Employees	5.2	9	7.3
Average Weekly Hours Worked:			
(Full Time) Production Employee	43.5	51	47.04
Bookkeeper	37.7	44	40.9
Involved in Feed Business (% yes)	55.56%	62.86%	59.21%
Feed - Tons/Year Sales	93,160	58,850	76,005
Involved Fert/Chem Business (% yes)	33.33%	62.86%	48.10%
Tons of Fertilizer Sold	5,411	14,482	9,947
Chemical Sales \$ Volume	\$2,262,536.67	\$2,274,913.26	\$2,268,724.96
Involved in Propane Business (% yes)	0%	20%	N/A
Annual Volume in Gallons	----	3,620,717	N/A
Involved in Bulk Petrol Business (% yes)	0%	28.57%	N/A

Annual Volume in Gallons	----	2,539,848	---
Own & Operates Truck(s) (% yes)	83.33%	71.43%	77.38%
If yes, Number of Trucks:			
Grain	3.14	4.68	3.91
Feed	3.18	3.68	3.43
On Railroad Leased Property (% yes)	16.67%	62.86%	39.76%
Taxes Payable 2010:			
Payroll Taxes	\$61,709	\$117,889	\$89,799
Property Taxes	\$56,237	\$98,026	\$77,132
Income Taxes	\$68,127	\$136,670	\$102,399

Manager Information

	<u>Independents</u>	<u>Cooperatives</u>	<u>Combined</u>
Average Age	50.5	53	51.8
Years with Firm	20.2	22.5	21.3
Years as Manager	18.8	18	18.4
Years in Grain Business	25.4	28.5	26.9
Education Completed			
High School	44.4%	25.7%	35.1%
Some College	16.7%	22.9%	19.8%
College Graduate	22.2%	28.6%	25.4%
Post Graduate	0%	2.9%	1.5%
Vo Tech	11%	22.9%	17%

2011 Minnesota Feed Mill Profile (SIC Code 2048)

The Minnesota Grain and Feed Association feed mill profile is presented in average numbers for the various areas of interest. The results are based on 80% independent and 20% co-op feed mill survey returns. Thank you to the feed mill members who chose to participate in this valuable member survey.

Averages

Total Bushel Storage Capacity	370,429 bu.
Annual Sales Volume for Feed for 2010	\$14,392,063
Taxes Payable 2010:	
Payroll Taxes	\$65,949
Property Taxes	\$22,164
Income Taxes	\$24,952
Number of Your Customer Base	455
Tons/Year in Sales of Complete Feed	110,558 tons
Number Full Time Employees	15.1
Number Part Time Employees	3.3
Average Weekly Hours Worked:	
(Full Time) Production Employee	47.0
Bookkeeper	36.3
Number of Years in Business	52.25
Employees Receive Formalized Job Training	40%
Own & Operates Truck(s) (% yes)	90%
If yes, Number of Feed Trucks	5.33
On Railroad Leased Property (% yes)	10%

Involved Fert/Chem Business (% yes)	40%
Tons of Fertilizer Sold	5,243
Chemical Sales \$ Volume	\$2,000,000
Involved in Propane Business (% yes)	0%
Annual Volume in Gallons	----
Involved in Bulk Petrol Business (% yes)	0%
Annual Volume in Gallons	----
Involved in the Sale of Seed (% yes)	30%

Manager Information

Average Age	50.6
Years with Firm	27.5
Years as Manager	24
Years in Feed Business	33

Education Completed

High School	29%
Some College	----
College Graduate	57%
Post Graduate	----
Vo Tech	14%