



Current Association Regular Member Profile

Every two years, the Minnesota Grain and Feed Association conducts a membership profile, salary & benefit survey. The most recent survey was conducted in March 2009. The member profile portion of the survey was broken down by independent elevator and mill, cooperative elevator and mill and in combination, depicted as an average. The profile provides a good picture of the country grain elevator and feed mill industry in Minnesota and its continued significant role as an economic force in nearly 600 rural communities in Minnesota.

Minnesota Elevator Firm Profile

The Minnesota Grain and Feed Association is a 103 year old voluntary non-profit trade association composed of over 500 cooperative and independent country elevators (including branches), feed mills and related agri-businesses. The association elevator member firm profile has been broken down as follows: independent, cooperative, and combined "averages" where applicable. Of the respondents: 34% were independent elevators and 66% were cooperatives. Thank you to those who chose to participate in this valuable member survey.

	<u>Averages</u>		
	<u>Independent</u>	<u>Cooperative</u>	<u>Combined</u>
Total Bushel Storage Capacity	1,277,429 bu	4,169,073 bu	2,723,251 bu
Annual Sales Volume for 2008			
(Grain)	\$25,624,791	\$51,040,415	\$38,332,603
(Input Sales)	\$6,533,724	\$9,384,404	\$7,959,064
(Feed Sales)	\$4,707,175	\$6,416,218	\$5,561,696
Annual Throughput for 2008	4,232,379 bu	11,000,547 bu	7,616,463 bu
Number of Years in Business	42.5	85	64
Elevators with Branches	31.8%	61.9%	46.9%
Average Number of Branches	1.71	4.27	2.99
Number Full Time Employees	11.05	29.71	20.38
Number Part Time Employees	2.50	9.05	5.78
Average Weekly Hours Worked:			
(Full Time) Production Employee	46.0	49.37	47.68
Bookkeeper	40.1	43.29	41.69
Average Weekly Hours Worked:			
(Part Time) Production Employee	21.43	27.04	24.2
Bookkeeper	19.42	24.38	21.9
Involved in Feed Business (% yes)	77.27%	61.90%	69.59%
Feed - Tons/Year Sales	27,619	46,126	36,873

	<u>Independent</u>	<u>Cooperative</u>	<u>Combined</u>
Involved Fert/Chem Business (% yes)	31.82%	64.29%	48.05%
Tons of Fertilizer Sold	6,591	15,806	15,341.81
Chemical Sales \$ Volume	\$4,671,396.80	\$3,080,556.42	\$3,875,976.61
Involved in Propane Business (% yes)	0%	28.57%	N/A
Annual Volume in Gallons	----	2,174,424	N/A
Involved in Bulk Petrol Business (% yes)	0%	38.10%	N/A
Annual Volume in Gallons	----	2,802,092	---
Own & Operates Truck(s) (% yes)	95.45%	66.67%	81.06%
If yes, Number of Trucks:			
Grain	2.38	3.86	3.12
Feed	3.47	4.19	3.83
On Railroad Leased Property (% yes)	27.27%	52.38%	39.83%
Taxes Payable 2008:			
Payroll Taxes	\$80,542	\$132,941	\$106,742
Property Taxes	\$23,974	\$91,639	\$57,806
Income Taxes	\$50,564*	\$184,168	\$117,366*
Interest Expense 2008	\$215,654	\$884,591	\$550,122

* By adding one unusually high return, the figures are \$145,496 for independents and \$164,832 combined.

Manager Information

	<u>Independents</u>	<u>Cooperatives</u>	<u>Combined</u>
Average Age	50.5	50.5	50.5
Years with Firm	23.8	17.9	20.8
Years as Manager	18.4	17	17.7
Years in Grain Business	26.6	26	26.3
Education Completed			
High School	40.9%	23.8%	32.4%
Some College	4.5%	26.2%	15.4%
College Graduate	45.5%	26%	35.8%
Post Graduate	0%	2.4%	1%
Vo Tech	9%	26%	17.6%
Vehicle Provided (yes)			
Personal Use Allowed	59%	50%	54.5%
	92%	76%	84.25%
Reviews (% yes)			
Of Staff by Manager	68%	76%	72%
Board Review of Manager	36%	69%	52.7%

General Location of Elevators Responding to Survey (%)

<u>Location</u>	<u>NW</u>	<u>W</u>	<u>C</u>	<u>SW</u>	<u>S</u>	<u>SE</u>
Independents	9	18	14	23	18	18
Cooperatives	29	26	12	17	7	10