

Table 9. Estimated organic gross revenue per acre for commercial dry bean (*P. vulgaris*) market classes. Yields presented were averaged across cultivars included in the 2012-2014 dry bean yield trials; \$ cwt⁻¹ was obtained from commercial dry bean distributors in MN and ND.

Market Class	Yield (kg ha⁻¹)	Yield (lb ac⁻¹)	Distributor Price (\$ cwt⁻¹)	Gross Revenue (\$ ac⁻¹)
Pink ¹	2803	2503	\$95.00	\$2,378
Small Red ¹	2507	2239	\$95.00	\$2,127
Pinto	2464	2200	\$80.00	\$1,760
Black	2420	2160	\$84.50	\$1,826
Great Northern ²	2052	1832	-	-
Navy	2038	1821	\$83.50	\$1,520
Heirloom ^{1, 2}	1937	1729	-	-
Light Red Kidney	1783	1592	\$105.00	\$1,672
White Kidney ¹	1513	1351	\$110.00	\$1,486
Dark Red Kidney	1495	1335	\$105.00	\$1,402
Cranberry ²	1428	1275	-	-

¹ Yield estimated from one representative cultivar.

² Price estimates were not adequately available.