

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.