

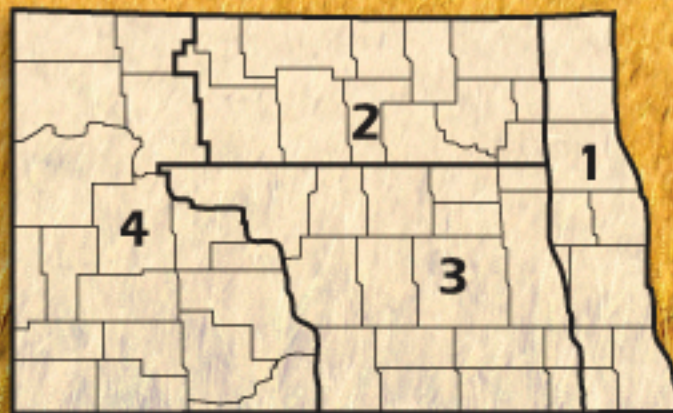
2007 ANNUAL REPORT

State Average

ND Farm & Ranch

Business Management

Regional Reporting Areas



What you'll find

Financial Standards
& Measures

Crop Production Summaries

Livestock Summaries

Six Year Summaries

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NORTH DAKOTA FARM BUSINESS MANAGEMENT EDUCATION

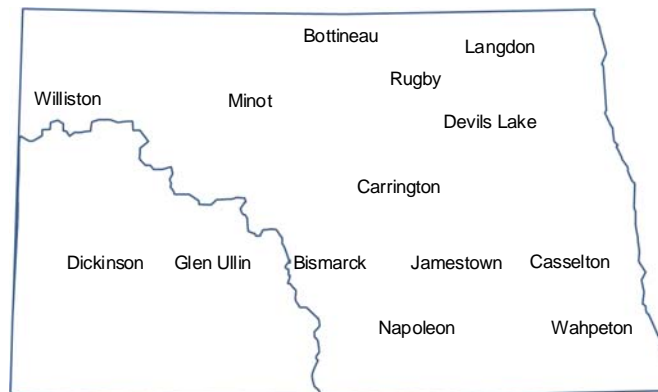
STATE AVERAGES 2007 ANNUAL REPORT

The farm business analyses were submitted by the following instructors represented by their cooperating schools.

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Rugby High School	Allen Graner
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This report was made possible by the farm families who cooperated with their farm management instructors in getting the records for 2007 closed out on a timely basis. The farm management instructors cited above generated the Finpack year-end farm analyses. Andrew Swenson, NDSU Extension Service, databased the Finpack analyses of farms and generated the comparative tables for this report.

Location of all Farm Business Management Education Programs in North Dakota



2007 State Report
North Dakota Farm Business Management Education

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INTRODUCTION

This report summarizes the individual farm records of the specific region or the whole state as identified on the acknowledgement page. The current financial status of farm operators and net returns from each crop and livestock enterprise is reported. In addition to the average of all farms, the averages for the high, middle, and low-income groups are also presented. All participating farm/ranch families are provided a copy of the regional averages report. They can compare their own Finan business analysis to the regional and/or state averages report and study the areas that may need management improvement. A review of the comparative information may reveal how certain aspects of the business or enterprises excel and help answer why they are profitable.

The regional and state averages reports are divided into three major sections; farm operators' reports, crop reports and livestock reports. Explanatory notes precede each section. The first section contains 15 tables with whole farm financial and operator information. The last three tables of this section are financial summaries in which farms are categorized by gross revenue, age of operator and farm type, respectively. The second section provides performance information on crop enterprises. The third section provides performance results on livestock enterprises. Lastly, figures 1 through 10 provide trend information for various measures of finance and/or production.

The 2007 summary reports are based upon data generated by the Finan individual farm analysis completed by farm/ranch families enrolled in the statewide Adult Farm and Ranch Business Management Education program in North Dakota. Instructors pooled the individual business analysis and submitted the combined school data to the FINPACK Center located at North Dakota State University. The FINPACK Center did provide schools with local averages in order to assist instructors with obtaining relevant local management trends.

Farm/ranch families enrolled in the statewide program are encouraged to request assistance from their instructors to determine short-term cash flow and long-term projections. Each instructor has access to FINPACK computer programs, which can be used to generate annual or multi-year (cash flow) farm plans and/or long term alternative projections.

This is the nineteenth year that the regional averages have been generated in North Dakota based upon the four regions shown in the state map on the cover of this publication. A regional report has been generated and published for Regions 2, 3 and 4 identified on the North Dakota map. Most farms in Region 1 are located within the Red River Valley. Those farms are contained in a combined Minnesota-North Dakota Red River Valley regional report. The state averages report includes all farms participating in the North Dakota Farm Business Management Education Program that were represented in the regional averages and also those farms which were processed and submitted after the March deadline date. All of these reports may be ordered from Farm Business Management, P.O. Box 6022, Bismarck, ND, 58506-6022 for \$5 per copy.

EXPLANATORY NOTES FOR THE FARM OPERATORS' REPORTS

The tables include the same number of farms, which were all of the farms whose records were judged to be of sufficient quality to be included in the overall report. However, the balance sheet includes only sole proprietors. Partnerships and corporations are excluded because some debt is held outside of the business causing potential misinterpretations of the financial statement. The number of farms included in each of the crop tables varies because all farms do not have the same enterprises. Also, some farmers' records were complete enough to be included in the whole-farm tables, but at times, these same farmers' crop records were not complete enough to include in the respective crop tables.

Rounding of individual items for the report may have caused minor discrepancies with the printed totals which are calculated before rounding.

Farm Income Statement

This statement is a summary of income, expenses, or resultant profit or loss from farming operations during the calendar year.

The first section of the table lists cash farm income from all sources. Cash crop sales are listed first followed by cash sales of livestock and livestock products. The "Direct & CC govt payments" are government payments decoupled from crop production but the counter-cyclical payment is coupled to national average prices. "LDP payments" are loan deficiency payments that may be received on production when local prices are below the county loan rate for the crop. "Other government payments" refers to all other government payments such as disaster payments but not including CRP payments.

The second section of the income statement lists cash expenses. "Labor" includes only labor hired. "Interest" includes only interest actually paid. No opportunity charges on farm equity capital or unpaid labor are included.

The difference between "Gross Cash Farm Income" and "Total Cash Expenses" is the "Net Cash Farm Income." This is net farm income on a cash basis.

The last two sections of the income statement deal with the non-cash changes in the farm business. The "Inventory Changes" and "Depreciation and Other Capital Adjustments" sections are used to convert the cash income statement (Net Cash Farm Income) derived from the first two sections into an accrual income statement. The bottom line, labeled "Net farm Income," represents the return to the operator's and family's unpaid labor, management, and equity capital (net worth). In other words, it represents the return to all of the resources that are owned by the farm family and hence, not purchased or paid a wage. However, it does not include any debt forgiveness or asset repossessions.

Inventory Changes

This is the detailed statement of inventory changes that is summarized in the income statement. It includes beginning and ending inventories and the calculated changes.

Depreciation and Other Capital Adjustments

This is the detailed statement of depreciation and other capital adjustments that is summarized in the income statement. It includes beginning and ending inventories, sales, purchases, and depreciation.

Profitability Measures

The table shows profitability when capital assets are valued at cost. Various measures of performance are calculated for the farms in this report. In the previous tables no opportunity costs are used. In this, opportunity costs for labor, capital, and management are used. The measures and their components are described below.

"**Labor and management earnings**" equals "Net farm income" minus an opportunity interest cost of 6% on average farm net worth.

"**Rate of return on assets**" is the "Return on farm assets" divided by "Average farm assets."

"**Rate of return on equity**" is the "Return of farm equity" divided by "Average farm equity."

"**Operating profit margin**" is the "Return on farm assets" divided by "Value of farm production."

"**Asset turnover rate**" is the "Value of farm production" divided by "Average farm assets."

"**Interest on farm net worth**" is the "Average farm equity" multiplied by a 6% opportunity interest cost charge.

"**Farm interest expense**" is the accrual interest cost, usually it will be different from the cash interest expense.

"**Value of operator's labor and management**" is an opportunity cost for unpaid operator's labor and management that is used in the calculation of several financial performance measures. A value of \$18,000 per full time operator plus 5% of value of farm production.

"**Return of farm assets**" is calculated by adding "Farm interest expense" to "Net farm income" and then subtracting the "Value of operator's labor and management."

"**Average farm assets**" is the average of beginning and ending total farm assets.

"**Return on farm equity**" is calculated by subtracting the "Value of operator's labor and management" from "Net farm income."

"**Average farm equity**" is the average of beginning and ending farm net worth.

"**Value of farm production**" is gross cash farm income minus purchased feed and feeder livestock and adjusted for inventory changes in crops, market livestock, accounts receivable and breeding livestock.

Liquidity Measures

Liquidity (Cash Basis)

"**Family living and taxes**" is calculated cash family living plus income and social security taxes.

"**Cash available for intermediate debt**" on the cash basis is the sum of "Net cash farm income" and "Net nonfarm income" minus "Family living and taxes" and "Real estate principal payments."

"**Average intermediate debt**" is the average of beginning and ending intermediate farm liabilities.

"**Years to turn over debt**" is "Average intermediate debt" divided by "Cash available for intermediate

debt." If the cash-based or accrual-based "Cash available for intermediate debt" is a negative number, debt repayment is not possible because of negative cash flow on a cash or accrual basis, respectively, and "Years to turn over intermediate debt" cannot be calculated.

Cash "**Expense as a percent of income**" is "Total cash expense" divided by "Gross cash farm income."

"Interest as a percent of income" is "Interest paid" divided by "Gross cash farm income"

Liquidity (Accrual Basis)

"**Available for intermediate debt**" on the accrual basis is "Net accrual operating income" plus "Net nonfarm income" minus "Family living and taxes" and "Real estate principal payments."

Accrual "**Expense as a percent of income**" is "Total cash expense" adjusted by inventory changes in accounts payable, accrued expense items, prepaid expenses and growing crops divided by "Gross farm income." "Gross farm revenue" is "Gross cash farm income" adjusted by changes in inventories of crops and feed, feeder livestock and accounts receivable.

"**Interest as a percent of income**" is "Interest paid" adjusted by changes in accrued interest for the year, divided by "Gross farm revenue."

Balance Sheet at Cost Values

The ending balance sheet statements and solvency measures are presented for sole proprietors only. Current assets are valued at market price at the time of the inventory which is December 31. In balance sheet at cost values, intermediate and long-term assets that are depreciable are valued at cost remaining (amount remaining to be depreciated, plus salvage value). Raised breeding livestock is valued at conservative market replacement costs. Land is valued at cost or conservative market value.

Statement of Cash Flows

This statement organizes cash inflows and outflows by the following three categories: Operating activities, investing activities, and financing activities.

Financial Standards Measures

This table contains the 16 measures of financial performance recommended by the Farm Financial Standards Task Force (FFSTF). The Finpack financial management program used by the North Dakota Farm Business Education complies with nearly all of with the FFSTF recommendations for calculating the financial guidelines measures. The measures are calculated on an accrual basis.

Liquidity

"**Current ratio**" is "Total current farm assets" divided by "Total current farm liabilities."

"**Working capital**" is "Total current farm assets" less "Total current farm liabilities."

Solvency

"**Farm debt to asset ratio**" is "Total farm liabilities" divided by "Total farm assets."

"**Farm equity to asset ratio**" is "Total farm assets" minus "Total farm liabilities," divided by "Total farm assets."

"**Farm debt to equity ratio**" is "Total farm liabilities," divided by the result of "Total farm assets" minus "Total farm liabilities."

Profitability

"**Rate of return on farm assets**" is "Net farm income" plus "interest expense" minus "Value of operator's labor and management," divided by the average of beginning and ending "Total farm assets."

"**Rate of return on farm equity**" is "Net farm income" minus "Value of operator's labor and management," divided by the average of beginning and ending farm net worth.

"**Operating profit margin**" is "Net farm income" plus "interest expense" minus "Value of operator's labor and management," divided by "Value of farm production."

Repayment Capacity

"**Term debt coverage ratio**" is "Net farm income" plus "depreciation and other capital adjustments" plus "Net nonfarm income" plus scheduled interest on term debt minus "Family living and taxes," divided by scheduled term debt principal and interest payments.

"**Capital replacement margin**" is "Net farm income" plus "Depreciation and other capital adjustments" plus "Net nonfarm income" minus "Family living and taxes" and scheduled term debt principal payments.

Efficiency

"**Asset turnover rate**" is "Value of farm production" divided by the average of beginning and ending "Total farm assets."

"**Operating expense ratio**" is total expense less "Farm interest expense" and "Depreciation and capital adjustment," divided by "Gross farm revenue."

"**Depreciation expense ratio**" is "Depreciation and capital adjustments" divided by "Gross farm revenue."

"**Interest expense ratio**" is "Farm interest expense" divided by "Gross farm revenue"

"**Net farm income ratio**" is "Net farm income" divided by "Gross farm revenue."

Crop Production and Marketing Summary

This table contains three sections. The first section reports average acreage by land use. The next two sections show average price received and average yields for major crops. These tables are sorted on the basis of "Net farm income."

Household and Personal Expenses

For those farms that keep records, the household and personal expenses are summarized. The farms are grouped in the same ranking as in the Income Statement. Since not all farms keep these records, the number of farms in the low profit and high profit groups may be different. Averages are determined by the number of farms keeping these records. The Statement of Cash Flows presents calculated family living and includes all farms. Income tax paid is also shown in the Statement of Cash Flows and includes all farms.

Operator and Labor Information

This table reports the average for the number of operators per farm, the operator's age, and the number of years farming.

Nonfarm Summary

This table reports nonfarm income. The figures reported are the average over all farms not just those reporting nonfarm incomes.

Farm Income Statement
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Cash Farm Income				
Barley	25,877	4,754	14,521	62,730
Beans, Black Turtle	82	-	127	-
Beans, Garbonzo	227	-	-	-
Beans, Navy	837	-	447	1,200
Beans, Pinto	12,943	163	3,310	47,013
Canola	13,971	3,127	8,202	23,088
Corn	46,411	18,520	38,417	91,770
Flax	3,553	664	3,370	9,197
Hay, Alfalfa	698	6	430	1,036
Hay, Grass	163	468	148	151
Hay, Mixed	258	162	24	117
Hay, Mixed Alfalfa/Grass	370	23	596	972
Lentils	775	-	11	1,415
Mustard Seed	107	68	189	92
Oats	286	322	103	517
Peas Seed	309	-	-	1,535
Peas, Field	5,310	1,199	2,306	12,470
Safflower	546	-	-	2,479
Soybeans	59,171	11,151	50,335	130,282
Straw	605	51	2,844	43
Sugar Beets	21,335	2,910	20,117	38,697
Sunflowers	17,558	1,617	16,482	45,582
Sunflowers, Confectionary	3,556	-	3,314	10,567
Wheat, Durum	9,938	2,662	4,593	23,948
Wheat, Spring	92,513	11,689	81,817	213,841
Wheat, Winter	8,228	1,891	6,715	21,294
Wheat, Hard White	375	-	797	901
Rented Out	511	839	72	1,454
Barley, Seed	429	-	-	2,134
Wheat, Seed	67	-	-	332
Other crops	341	-	-	909
Miscellaneous crop income	226	120	148	199
Beef Bulls	1,081	1,085	2,479	-
Beef Cow-Calf, Beef Calves	13,033	16,418	13,761	7,078
Beef Replacement Heifers	1,612	4,328	1,659	7
Beef, Custom Fed	736	575	1,012	-
Beef, Background Beef	23,051	31,739	17,045	9,699
Beef, Finish Beef Calves	7,697	1,100	8,581	25,883
Beef, Finish Yrlg Steers	46	117	-	-
Beef, Grazing Beef	332	-	-	1,577
Dairy, Milk	4,430	994	6,281	1,630
Dairy, Dairy Calves	136	489	9	-
Dairy Replacement Heifers	158	350	362	-
Dairy Steer Finishing	149	106	313	173
Hogs, Farrow-Fin, Raised Hogs	981	8	-	-
Hogs, Feeder Pigs, Feeder Pigs	152	765	-	-
Hogs, Finish Feeder Pigs	958	2,363	1,606	-
Sheep, Feeder Lambs, Fdr Lambs	110	553	1	-
Sheep, Lamb Finishing	215	639	-	-
Sheep, Market Lambs, Mkt Lambs	33	119	-	-
Beef, Finish Cull Cows	638	16	96	-
Bison, Bison Cows, Bison Calves	39	-	-	195
Beef Cow-Calf (shares), Beef Calv	302	186	-	1,072
Cull breeding livestock	5,100	6,742	5,600	1,519
Misc. livestock income	443	428	299	452
LDP payments	165	16	93	555
Direct & CC govt payments	17,109	4,238	14,710	35,008
CRP payments	1,917	1,717	1,672	1,819
Other government payments	4,462	1,992	3,920	7,546
Custom work income	8,656	2,615	13,137	13,002
Patronage dividends, cash	2,569	419	2,042	5,426
Insurance income	24,067	6,453	23,984	45,908
Cash from hedging accts	563	434	169	569
Other farm income	9,102	4,212	10,052	13,015
Gross Cash Farm Income	457,615	153,621	388,319	918,098

Farm Income Statement (Continued)
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Cash Farm Expense				
Seed	34,198	7,247	28,939	76,064
Fertilizer	56,657	10,389	45,313	123,446
Crop chemicals	37,097	5,941	27,073	86,533
Crop insurance	20,270	4,091	16,880	44,129
Drying fuel	1,227	288	737	2,837
Irrigation energy	109	69	44	315
CCC buyback	6,890	716	7,227	15,179
Crop hauling and trucking	188	21	38	447
Crop marketing	852	717	431	2,388
Crop miscellaneous	1,549	1,074	1,686	3,220
Feeder livestock purchase	10,559	5,793	7,612	23,798
Purchased feed	10,277	10,382	12,260	6,440
Breeding fees	146	189	225	45
Veterinary	1,845	2,069	2,114	889
Supplies	1,185	1,254	1,222	435
Livestock custom hire	120	70	101	118
Livestock leases	262	274	589	9
Grazing fees	145	85	165	-
Livestock hauling and trucking	82	137	-	15
Livestock marketing	919	913	1,395	421
Interest	28,046	15,361	24,708	48,633
Fuel & oil	27,872	12,149	24,371	49,962
Repairs	30,181	11,880	27,943	51,274
Custom hire	11,370	3,517	10,097	20,698
Hired labor	11,385	2,348	8,136	27,489
Land rent	48,983	15,887	44,964	100,209
Stock/quota lease	2,201	137	2,583	2,949
Machinery leases	3,797	1,034	3,166	8,972
Building leases	532	8	147	2,187
Real estate taxes	3,785	2,030	3,078	5,849
Farm insurance	5,447	2,571	4,736	9,472
Utilities	4,490	2,683	4,063	6,573
Dues & professional fees	1,658	791	1,272	3,724
Hedging account deposits	3,327	328	653	9,952
Miscellaneous	5,385	2,940	5,775	9,071
Total cash expense	373,034	125,381	319,740	743,741
Net cash farm income	84,581	28,240	68,579	174,357
Inventory Changes				
Crops and feed	103,500	-284	58,546	340,661
Market livestock	1,058	-5,962	3,148	7,590
Accounts receivable	14,764	3,715	7,963	25,530
Prepaid expenses and supplies	15,127	640	9,004	37,704
Accounts payable	-1,061	-5,895	-349	3,341
Total inventory change	133,388	-7,786	78,313	414,826
Net operating profit	217,969	20,454	146,891	589,183
Depreciation and Other Capital Adjustments				
Breeding livestock	-2,324	-7,873	811	-2,578
Machinery and equipment	-23,165	-6,409	-18,098	-50,329
Buildings and improvements	-1,798	-893	-1,676	-3,564
Other farm capital	1,519	314	823	3,517
Total depr. and other capital adj	-25,769	-14,860	-18,141	-52,954
Net farm income	192,200	5,594	128,751	536,229

Inventory Changes
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Net cash farm income	84,581	28,240	68,579	174,357
Crops and Feed				
Ending inventory	261,217	34,165	166,033	742,768
Beginning inventory	157,717	34,449	107,487	402,106
Inventory change	103,500	-284	58,546	340,661
Market Livestock				
Ending inventory	37,128	31,014	41,263	28,369
Beginning inventory	36,071	36,975	38,114	20,779
Inventory change	1,058	-5,962	3,148	7,590
Accts Receivable & Other Current Assets				
Ending inventory	39,131	10,943	34,660	64,154
Beginning inventory	24,367	7,228	26,697	38,624
Inventory change	14,764	3,715	7,963	25,530
Prepaid Expenses and Supplies				
Ending inventory	33,920	4,275	23,580	81,247
Beginning inventory	18,793	3,635	14,577	43,543
Inventory change	15,127	640	9,004	37,704
Accounts Payable & Accrued Expenses				
Beginning inventory	26,997	11,641	27,956	42,595
Ending inventory	28,057	17,536	28,305	39,254
Inventory change	-1,061	-5,895	-349	3,341
Total inventory change	133,388	-7,786	78,313	414,826
Net operating profit	217,969	20,454	146,891	589,183

Depreciation and Other Capital Adjustments
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Net operating profit	217,969	20,454	146,891	589,183
Breeding Livestock				
Ending inventory	54,654	69,679	55,217	24,064
Capital sales	2,335	1,776	4,615	1,224
Beginning inventory	51,310	62,883	51,902	24,365
Capital purchases	8,002	16,445	7,120	3,501
Depreciation, capital adjust.	-2,324	-7,873	811	-2,578
Machinery and Equipment				
Ending inventory	278,611	98,293	205,767	563,937
Capital sales	4,464	1,157	3,096	9,395
Beginning inventory	245,608	88,218	186,435	503,641
Capital purchases	60,632	17,641	40,525	120,021
Depreciation, capital adjust.	-23,165	-6,409	-18,098	-50,329
Buildings and Improvements				
Ending inventory	52,107	21,000	34,002	111,726
Capital sales	152	-	236	415
Beginning inventory	45,764	18,918	29,980	95,248
Capital purchases	8,293	2,975	5,934	20,457
Depreciation, capital adjust.	-1,798	-893	-1,676	-3,564
Other Capital Assets				
Ending inventory	36,561	11,111	34,681	70,102
Capital sales	2,566	717	359	7,668
Beginning inventory	35,403	9,414	32,079	70,703
Capital purchases	2,205	2,100	2,138	3,551
Depreciation, capital adjust.	1,519	314	823	3,517
Total depreciation, capital adj.	-25,769	-14,860	-18,141	-52,954
Net farm income	192,200	5,594	128,751	536,229

Profitability Measures
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Profitability (assets valued at cost)				
Net farm income	192,200	5,594	128,751	536,229
Labor and management earnings	159,324	-5,442	105,511	465,804
Rate of return on assets	18.2 %	0.8 %	15.5 %	27.1 %
Rate of return on equity	27.7 %	-7.3 %	24.2 %	39.4 %
Operating profit margin	32.5 %	2.8 %	27.2 %	40.5 %
Asset turnover rate	56.0 %	28.2 %	56.8 %	67.1 %
Interest on farm net worth	32,877	11,036	23,240	70,424
Farm interest expense	28,511	16,920	25,491	46,689
Value of operator lbr and mgmt.	40,546	18,936	34,856	73,318
Return on farm assets	180,166	3,578	119,386	509,600
Average farm assets	988,783	449,934	772,387	1,877,487
Return on farm equity	151,654	-13,342	93,895	462,911
Average farm equity	546,760	181,658	387,330	1,173,735
Value of farm production	553,777	127,042	438,915	1,259,063

Liquidity Measures
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Liquidity (cash)				
Net cash farm income	84,581	28,240	68,579	174,357
Net nonfarm income	23,861	27,987	21,118	28,840
Family living and taxes	51,167	33,633	45,251	79,492
Principal due on long term debt	9,656	4,929	9,313	14,813
Cash available for interm. debt	47,619	17,666	35,134	108,892
Average intermediate debt	139,974	99,060	113,366	207,736
Years to turnover interm. debt	2.9	5.6	3.2	1.9
Expense as a % of income	82 %	82 %	82 %	81 %
Interest as a % of income	6 %	10 %	6 %	5 %
Working capital to gross income	44 %	5 %	31 %	64 %
Liquidity (accrual)				
Total accrual farm income	576,937	151,090	457,976	1,291,879
Total accrual operating expense	358,968	130,636	311,085	702,696
Net accrual operating income	217,969	20,454	146,891	589,183
Net nonfarm income	23,861	27,987	21,118	28,840
Family living and taxes	51,167	33,633	45,251	79,492
Principal due on long term debt	9,656	4,929	9,313	14,813
Available for intermediate debt	181,007	9,880	113,447	523,717
Average intermediate debt	139,974	99,060	113,366	207,736
Years to turnover interm. debt	0.8	10.0	1.0	0.4
Expense as a % of income	62 %	86 %	68 %	54 %
Interest as a % of income	5 %	11 %	6 %	4 %
Working capital to gross income	35 %	5 %	26 %	46 %

Balance Sheet at Cost Values
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	503	104	102	92
Assets				
Current Farm Assets				
Cash and checking balance	15,074	7,385	16,933	20,818
Prepaid expenses & supplies	31,203	4,227	22,700	73,475
Growing crops	2,351	764	1,793	5,061
Accounts receivable	32,824	9,751	29,792	51,585
Hedging accounts	1,018	292	466	3,267
Crops held for sale or feed	216,340	33,791	154,350	607,852
Crops under government loan	12,473	-	15,445	25,185
Market livestock held for sale	36,674	31,076	40,580	24,865
Other current assets	1,435	241	727	960
Total current farm assets	349,392	87,527	282,784	813,068
Intermediate Farm Assets				
Breeding livestock	53,950	68,953	50,811	21,597
Machinery and equipment	241,104	85,011	184,870	488,586
Titled vehicles	18,503	13,756	17,237	28,503
Other intermediate assets	17,987	6,961	21,793	31,154
Total intermediate farm assets	331,543	174,680	274,711	569,840
Long Term Farm Assets				
Farm land	273,924	179,067	222,620	415,532
Buildings and improvements	49,689	21,202	34,533	105,526
Other long-term assets	14,182	4,257	12,587	30,889
Total long-term farm assets	337,796	204,526	269,741	551,947
Total Farm Assets	1,018,731	466,733	827,236	1,934,855
Total Nonfarm Assets	129,982	70,559	103,804	223,704
Total Assets	1,148,713	537,293	931,040	2,158,559
Liabilities				
Current Farm Liabilities				
Accrued interest	13,519	9,358	11,295	19,765
Accounts payable	13,510	7,920	15,758	17,429
Current notes	110,942	44,238	100,680	217,819
Government crop loans	5,581	-	7,554	11,104
Principal due on term debt	35,779	18,196	28,625	60,397
Total current farm liabilities	179,332	79,712	163,913	326,514
Total intermediate farm liabs	120,770	94,433	95,924	164,500
Total long term farm liabilities	154,134	109,952	133,445	219,617
Total farm liabilities	454,235	284,098	393,282	710,631
Total nonfarm liabilities	27,424	22,882	28,265	39,329
Total liabilities	481,659	306,980	421,547	749,960
Net worth (farm and nonfarm)	667,054	230,313	509,493	1,408,599
Net worth change	150,186	3,401	108,082	432,086
Ratio Analysis				
Current farm liabilities / assets	51 %	91 %	58 %	40 %
Curr. & interm farm liab. / assets	44 %	66 %	47 %	36 %
Long term farm liab. / assets	46 %	54 %	49 %	40 %
Total debt to asset ratio	42 %	57 %	45 %	35 %

Statement Of Cash Flows
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Beginning cash (farm & nonfarm)	17,428	7,099	14,881	28,881
Cash From Operating Activities				
Gross cash farm income	457,615	153,621	388,319	918,098
Net nonfarm income	23,861	27,987	21,118	28,840
Total cash farm expense	-373,034	-125,381	-319,740	-743,741
Apparent family living expense	-44,462	-30,441	-38,881	-66,824
Income and social security tax	-6,606	-3,192	-6,243	-12,300
Cash from operations	57,374	22,595	44,573	124,073
Cash From Investing Activities				
Sale of breeding livestock	2,335	1,776	4,615	1,224
Sale of machinery & equipment	4,167	1,014	2,904	8,947
Sale of titled vehicles	297	144	192	448
Sale of farm land	980	-	2,940	1,557
Sale of farm buildings	152	-	236	415
Sale of other farm assets	2,566	717	359	7,668
Sale of nonfarm assets	2,243	471	1,663	5,120
Purchase of breeding livestock	-8,002	-16,445	-7,120	-3,501
Purchase of machinery & equip.	-54,997	-13,599	-36,146	-111,348
Purchase of titled vehicles	-5,634	-4,042	-4,379	-8,673
Purchase of farm land	-19,026	-8,996	-9,266	-37,240
Purchase of farm buildings	-8,293	-2,975	-5,934	-20,457
Purchase of other farm assets	-2,205	-2,100	-2,138	-3,551
Purchase of nonfarm assets	-10,420	-4,775	-9,150	-19,372
Cash from investing activities	-95,839	-48,811	-61,225	-178,763
Cash From Financing Activities				
Money borrowed	341,938	150,098	270,542	665,322
Cash gifts and inheritances	3,915	4,358	3,876	4,927
Principal payments	-302,591	-124,570	-251,461	-611,864
Dividends paid	-99	-	-126	-368
Gifts given	-445	-345	-595	-1,092
Cash from financing activities	42,719	29,541	22,236	56,926
Net change in cash balance	4,254	3,324	5,584	2,236
Ending cash (farm & nonfarm)	21,682	10,423	20,466	31,117

Financial Standards Measures
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Liquidity				
Current ratio	2.05	1.10	1.72	2.65
Working capital	200,474	8,144	119,466	589,083
Solvency (cost)				
Farm debt to asset ratio	43 %	61 %	48 %	34 %
Farm equity to asset ratio	57 %	39 %	52 %	66 %
Farm debt to equity ratio	75 %	156 %	91 %	52 %
Profitability (cost)				
Rate of return on farm assets	18.2 %	0.8 %	15.5 %	27.1 %
Rate of return on farm equity	27.7 %	-7.3 %	24.2 %	39.4 %
Operating profit margin	32.5 %	2.8 %	27.2 %	40.5 %
Net farm income	192,200	5,594	128,751	536,229
Repayment Capacity				
Term debt coverage ratio	392 %	88 %	302 %	654 %
Capital replacement margin	152,027	-3,465	90,495	469,537
Efficiency				
Asset turnover rate (cost)	56.0 %	28.2 %	56.8 %	67.1 %
Operating expense ratio	57.3 %	75.3 %	62.4 %	50.8 %
Depreciation expense ratio	4.5 %	9.8 %	4.0 %	4.1 %
Interest expense ratio	4.9 %	11.2 %	5.6 %	3.6 %
Net farm income ratio	33.3 %	3.7 %	28.1 %	41.5 %

Crop Production and Marketing Summary
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Acreage Summary				
Total acres owned	841	657	675	1,050
Total crop acres	1,841	663	1,546	3,629
Crop acres owned	501	219	393	804
Crop acres cash rented	1,186	378	1,034	2,505
Crop acres share rented	154	66	120	320
Total pasture acres	636	800	802	251
Average Price Received (Cash Sales Only)				
Wheat, Spring per bushel	5.28	5.34	5.46	5.17
Barley per bushel	3.28	3.43	3.27	3.19
Soybeans per bushel	7.03	6.82	7.19	6.99
Corn per bushel	3.08	3.17	3.05	3.06
Sunflowers per cwt	13.55	16.08	7.20	16.33
Canola per cwt	13.98	13.05	14.04	14.02
Peas, Field per bushel	5.40	5.38	5.17	5.20
Flax per bushel	7.74	9.79	7.49	7.60
Wheat, Winter per bushel	5.02	-	5.27	5.03
Wheat, Durum per bushel	7.89	-	6.43	8.26
Beans, Pinto per cwt	22.60	-	22.16	22.82
Sunflowers, Confectionary per cwt	18.81	-	19.51	18.87
Oats per bushel	2.33	2.33	2.14	-
Hay, Alfalfa per ton	58.96	-	-	58.30
Hay, Mixed per ton	45.21	-	-	-
Hay, Grass per ton	39.42	-	37.96	-
Average Yield Per Acre				
Wheat, Spring (bushel)	37.41	22.81	31.88	42.30
Pasture (aum)	0.679	0.709	0.622	0.690
Soybeans (bushel)	35.12	28.94	30.90	37.53
Barley (bushel)	57.88	43.70	52.73	65.15
Corn (bushel)	112.70	92.97	98.61	119.00
Sunflowers (cwt)	15.12	11.30	15.27	15.43
Canola (cwt)	12.56	12.36	10.80	13.84
Hay, Mixed Alfalfa/Grass (ton)	1.47	1.48	1.47	1.54
Hay, Grass (ton)	1.27	1.45	1.02	1.51
CRP(\$)	32.65	29.50	33.21	31.04
Hay, Alfalfa (ton)	2.19	1.62	2.82	2.00
Wheat, Winter (bushel)	53.12	50.52	57.27	50.30
Wheat, Durum (bushel)	26.64	22.12	24.45	29.82
Peas, Field (bushel)	37.10	29.58	42.94	40.45
Hay, Small Grain (ton)	1.84	1.72	2.12	2.64
Corn Silage (ton)	10.50	8.67	10.91	8.66
Oats (bushel)	54.32	61.45	60.21	55.54
Beans, Pinto (cwt)	13.06	-	7.44	13.27
Sugar Beets (ton)	17.73	-	18.63	17.13
Flax (bushel)	16.55	12.27	15.37	19.02
Sunflowers, Confectionary (cwt)	13.46	-	12.95	13.47
Hay, Mixed (ton)	1.25	1.04	-	-
Lentils (cwt)	11.42	-	16.68	12.49
Hay, Summer Annual Grass (ton)	1.71	1.73	-	-

Household and Personal Expenses
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	245	45	47	49
Average family size	3.1	2.8	3.0	3.5
Family Living Expenses				
Food and meals expense	7,159	5,830	6,744	8,668
Medical care	4,011	2,872	4,074	5,634
Health insurance	5,120	3,370	5,043	5,843
Cash donations	1,345	981	1,325	2,065
Household supplies	5,160	4,158	4,719	5,468
Clothing	1,939	1,226	1,770	3,269
Personal care	4,742	2,064	3,778	8,241
Child / Dependent care	372	510	265	548
Alimony and Child support	113	58	85	400
Gifts	1,752	1,137	1,417	2,712
Education	1,642	1,528	1,339	2,848
Recreation	3,096	2,375	2,541	4,670
Utilities (household share)	2,310	1,974	2,121	3,124
Nonfarm vehicle operating expense	3,171	3,298	3,570	3,355
Household real estate taxes	111	106	56	324
Dwelling rent	125	187	236	-
Household repairs	1,384	1,007	1,288	1,396
Nonfarm interest	1,112	1,067	1,289	1,775
Disability / Long term care insuran	144	43	152	70
Life insurance payments	1,530	968	1,374	2,469
Nonfarm property insurance	135	193	193	164
Miscellaneous	900	1,247	809	1,257
Total cash family living expense	47,372	36,197	44,187	64,300
Family living from the farm	274	643	406	37
Total family living	47,645	36,841	44,594	64,336
Other Nonfarm Expenditures				
Income taxes	5,931	3,731	4,590	9,975
Furnishing & appliance purchases	424	231	536	777
Nonfarm vehicle purchases	3,370	1,912	3,070	3,989
Nonfarm real estate purchases	1,463	1,889	-500	463
Other nonfarm capital purchases	1,900	-67	1,797	1,015
Nonfarm savings & investments	3,317	1,551	252	10,290
Total other nonfarm expenditures	16,406	9,248	9,746	26,508
Total cash family living investment & nonfarm capital purch	63,778	45,445	53,933	90,808

Operator and Labor Information
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Operator Information				
Average number of operators	1.0	1.0	1.0	1.1
Average age of operators	44.6	41.4	44.0	47.6
Average number of years farming	20.9	17.2	19.6	24.9
Results Per Operator				
Working capital	192,651	7,984	116,178	533,700
Total assets (cost)	1,175,144	524,574	911,258	2,147,615
Total liabilities	474,647	299,842	414,014	704,502
Net worth (cost)	700,497	224,732	497,243	1,443,113
Gross farm income	554,423	148,128	445,372	1,170,420
Total farm expense	369,723	142,643	320,165	684,606
Net farm income	184,700	5,484	125,207	485,814
Net nonfarm income	22,930	27,439	20,537	26,128
Family living & tax withdrawals	49,170	32,974	44,005	72,018
Total acres owned	808.5	644.3	656.7	951.0
Total crop acres	1,768.9	650.2	1,503.3	3,288.3
Crop acres owned	481.7	214.4	381.8	728.4
Crop acres cash rented	1,139.5	370.6	1,005.3	2,269.7
Crop acres share rented	147.6	65.2	116.3	290.2
Total pasture acres	610.8	784.0	779.7	227.4
Labor Analysis				
Number of farms	527	105	106	106
Total unpaid labor hours	2,091	1,497	2,217	2,433
Total hired labor hours	651	121	417	1,717
Total labor hours per farm	2,742	1,618	2,634	4,149
Unpaid hours per operator	2,009	1,468	2,156	2,204

Nonfarm Summary
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	527	105	106	106
Nonfarm Income				
Nonfarm wages & salary	15,737	20,385	16,049	13,529
Net nonfarm business income	2,649	1,954	761	8,137
Nonfarm rental income	880	1,516	762	338
Nonfarm interest income	484	184	546	989
Nonfarm cash dividends	102	9	87	109
Tax refunds	667	996	577	419
Nontaxable nonfarm income	248	193	181	263
Other nonfarm income	3,207	2,827	2,410	5,107
Total nonfarm income	23,973	28,065	21,374	28,891
Gifts and inheritances	3,915	4,358	3,876	4,927

Financial Summary
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Gross Farm Income)

	<u>Avg. Of All Farms</u>	<u>Less than 50,000</u>	<u>50,001 - 100,000</u>	<u>100,001 - 250,000</u>	<u>250,001 - 500,000</u>	<u>500,001 - 1,000,000</u>	<u>Over 1,000,000</u>
Number of farms	527	26	26	131	172	128	44
Income Statement							
Gross cash farm income	457,615	29,892	79,992	181,924	373,039	690,047	1,408,758
Total cash farm expense	373,034	32,010	70,147	149,876	300,069	542,692	1,209,605
Net cash farm income	84,581	-2,118	9,845	32,048	72,970	147,355	199,154
Inventory change	133,388	16,071	11,640	45,888	108,883	185,131	480,430
Depreciation and capital adjust	-25,769	-6,254	-9,312	-11,215	-20,566	-37,927	-75,321
Average net farm income	192,200	7,699	12,173	66,720	161,287	294,560	604,262
Median net farm income	130,247	8,524	16,427	56,641	145,225	273,082	427,033
Profitability (cost)							
Labor and management earnings	159,324	4,363	2,412	52,414	133,259	246,954	508,874
Rate of return on assets	18.2 %	1.6 %	2.0 %	11.5 %	17.7 %	20.3 %	21.3 %
Rate of return on equity	27.7 %	-7.7 %	-2.8 %	18.1 %	26.6 %	30.4 %	32.0 %
Operating profit margin	32.5 %	6.6 %	7.9 %	27.4 %	33.0 %	33.5 %	33.7 %
Asset turnover rate	56.0 %	24.8 %	25.9 %	42.0 %	53.6 %	60.6 %	63.3 %
Liquidity							
Ending current ratio	1.95	1.30	1.05	1.72	1.92	2.23	1.77
Ending working capital	162,316	9,660	3,024	64,726	142,599	293,780	331,837
End working capital to gross inc	35.5 %	32.3 %	3.8 %	35.6 %	38.2 %	42.6 %	23.6 %
Term debt coverage ratio	392.2 %	109.7 %	95.9 %	230.3 %	370.9 %	426.9 %	557.7 %
Expense as a percent of income	62.2 %	72.2 %	77.5 %	66.2 %	61.4 %	60.8 %	62.9 %
Interest as a percent of income	4.9 %	14.2 %	11.7 %	7.1 %	5.1 %	4.6 %	4.1 %
Solvency (cost)							
Number of sole proprietors	503	26	26	129	166	124	32
Ending farm assets	1,018,731	196,452	349,634	551,677	927,538	1,532,571	2,595,215
Ending farm liabilities	454,235	137,953	184,936	290,253	403,675	621,294	1,206,000
Ending total assets	1,148,713	236,713	413,339	635,014	1,057,304	1,719,243	2,821,435
Ending total liabilities	481,659	163,946	209,728	310,341	428,316	655,515	1,254,399
Ending net worth	667,054	72,767	203,611	324,672	628,988	1,063,727	1,567,036
Net worth change	150,186	6,043	10,378	57,156	137,624	252,587	424,286
Ending farm debt to asset ratio	45 %	70 %	53 %	53 %	44 %	41 %	46 %
Beg total debt to asset ratio	46 %	67 %	48 %	51 %	44 %	43 %	52 %
End total debt to asset ratio	42 %	69 %	51 %	49 %	41 %	38 %	44 %
Nonfarm Information							
Net nonfarm income	23,861	25,791	29,103	23,560	23,069	21,250	31,207
Farms reporting living expenses	252	10	13	65	92	59	13
Total family living expense	47,231	33,246	37,784	36,679	46,230	59,712	70,640
Total living, invest, & capital	63,344	34,088	45,714	48,186	62,363	82,582	98,894
Crop Acres							
Total acres owned	841	276	541	778	879	848	1,376
Total crop acres	1,841	325	528	946	1,665	2,584	4,699
Total crop acres owned	501	114	200	307	515	648	1,007
Total crop acres cash rented	1,186	161	270	554	1,000	1,720	3,384
Total crop acres share rented	154	51	58	86	150	215	308

Financial Summary
North Dakota Farm Business Management Education Program
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(Farms Sorted By Age Of Operator)

	<u>Avg. Of All Farms</u>	<u>Less than 31</u>	<u>31 - 40</u>	<u>41 - 50</u>	<u>51 - 60</u>	<u>Over 60</u>
Number of farms	527	92	80	171	152	32
Income Statement						
Gross cash farm income	457,615	223,878	418,294	609,534	463,450	388,378
Total cash farm expense	373,034	179,521	344,816	509,254	369,684	287,914
Net cash farm income	84,581	44,357	73,478	100,280	93,766	100,464
Inventory change	133,388	58,453	107,876	203,655	119,235	104,341
Depreciation and capital adjust	-25,769	-11,573	-23,349	-32,728	-27,288	-28,225
Average net farm income	192,200	91,237	158,005	271,207	185,713	176,580
Median net farm income	130,247	56,678	118,533	166,615	132,264	115,620
Profitability (cost)						
Labor and management earnings	159,324	83,799	137,223	232,285	141,800	125,058
Rate of return on assets	18.2 %	22.1 %	19.7 %	20.8 %	14.8 %	13.6 %
Rate of return on equity	27.7 %	54.4 %	34.9 %	34.0 %	19.8 %	16.4 %
Operating profit margin	32.5 %	31.1 %	30.1 %	34.1 %	31.1 %	35.2 %
Asset turnover rate	56.0 %	71.1 %	65.2 %	61.0 %	47.6 %	38.6 %
Liquidity						
Ending current ratio	1.95	1.71	1.82	1.94	2.05	2.27
Ending working capital	162,316	61,857	129,834	220,473	174,691	162,782
End working capital to gross inc	35.5 %	27.6 %	31.0 %	36.2 %	37.7 %	41.9 %
Term debt coverage ratio	392.2 %	354.3 %	343.8 %	414.8 %	377.7 %	504.4 %
Expense as a percent of income	62.2 %	63.1 %	64.4 %	61.6 %	62.8 %	57.1 %
Interest as a percent of income	4.9 %	5.9 %	5.3 %	4.9 %	4.7 %	4.1 %
Solvency (cost)						
Number of sole proprietors	503	92	75	161	145	30
Ending farm assets	1,018,731	449,115	836,178	1,265,698	1,193,040	1,054,053
Ending farm liabilities	454,235	288,936	441,117	586,373	441,856	344,639
Ending total assets	1,148,713	488,755	926,415	1,415,890	1,377,332	1,189,484
Ending total liabilities	481,659	314,122	479,886	619,010	463,125	352,338
Ending net worth	667,054	174,633	446,529	796,880	914,207	837,146
Net worth change	150,186	75,782	130,537	212,887	146,699	107,843
Ending farm debt to asset ratio	45 %	64 %	53 %	46 %	37 %	33 %
Beg total debt to asset ratio	46 %	72 %	58 %	50 %	36 %	32 %
End total debt to asset ratio	42 %	64 %	52 %	44 %	34 %	30 %
Nonfarm Information						
Net nonfarm income	23,861	14,040	23,429	24,157	29,129	26,569
Farms reporting living expenses	252	28	35	85	85	19
Total family living expense	47,231	32,095	47,003	51,578	50,236	37,069
Total living, invest, & capital	63,344	41,579	58,526	68,149	71,505	46,290
Crop Acres						
Total acres owned	841	207	598	893	1,170	1,437
Total crop acres	1,841	951	1,714	2,366	1,923	1,521
Total crop acres owned	501	125	356	556	689	764
Total crop acres cash rented	1,186	770	1,211	1,624	1,039	676
Total crop acres share rented	154	56	147	186	195	81

Financial Summary
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	<u>Avg. Of All Farms</u>	<u>Crop</u>	<u>Beef</u>	<u>Crop and Beef</u>	<u>Other</u>
Number of farms	527	331	43	80	63
Income Statement					
Gross cash farm income	457,615	542,388	247,214	382,532	258,908
Total cash farm expense	373,034	432,220	214,747	345,380	209,397
Net cash farm income	84,581	110,168	32,467	37,152	49,511
Inventory change	133,388	170,994	27,172	122,683	34,177
Depreciation and capital adjust	-25,769	-28,883	-17,968	-22,108	-19,801
Average net farm income	192,200	252,280	41,671	137,726	63,886
Median net farm income	130,247	180,135	19,317	83,035	39,247
Profitability (cost)					
Labor and management earnings	159,324	214,879	21,388	106,804	41,897
Rate of return on assets	18.2 %	22.0 %	5.6 %	12.6 %	8.6 %
Rate of return on equity	27.7 %	33.1 %	4.8 %	19.6 %	10.4 %
Operating profit margin	32.5 %	34.1 %	21.9 %	30.3 %	22.9 %
Asset turnover rate	56.0 %	64.5 %	25.7 %	41.6 %	37.5 %
Liquidity					
Ending current ratio	1.95	2.17	1.37	1.53	1.54
Ending working capital	162,316	211,314	53,587	104,108	66,852
End working capital to gross inc	35.5 %	39.0 %	21.7 %	27.2 %	25.8 %
Term debt coverage ratio	392.2 %	485.9 %	132.9 %	274.8 %	198.2 %
Expense as a percent of income	62.2 %	59.5 %	78.5 %	67.5 %	71.6 %
Interest as a percent of income	4.9 %	4.3 %	8.6 %	6.5 %	7.5 %
Solvency (cost)					
Number of sole proprietors	503	313	42	78	63
Ending farm assets	1,018,731	1,119,836	741,835	998,204	745,499
Ending farm liabilities	454,235	459,966	404,957	537,029	358,314
Ending total assets	1,148,713	1,266,821	826,125	1,091,209	872,377
Ending total liabilities	481,659	490,165	436,406	550,730	383,097
Ending net worth	667,054	776,656	389,719	540,478	489,280
Net worth change	150,186	203,676	31,772	86,884	53,580
Ending farm debt to asset ratio	45 %	41 %	55 %	54 %	48 %
Beg total debt to asset ratio	46 %	44 %	51 %	53 %	44 %
End total debt to asset ratio	42 %	39 %	53 %	50 %	44 %
Nonfarm Information					
Net nonfarm income	23,861	24,963	23,295	21,532	24,262
Farms reporting living expenses	252	147	23	49	30
Total family living expense	47,231	53,224	36,869	38,999	38,998
Total living, invest, & capital	63,344	74,338	45,351	45,346	51,074
Crop Acres					
Total acres owned	841	685	1,163	1,180	1,070
Total crop acres	1,841	2,165	831	1,793	1,034
Total crop acres owned	501	507	329	653	414
Total crop acres cash rented	1,186	1,461	452	1,027	547
Total crop acres share rented	154	197	50	113	73

EXPLANATORY NOTES FOR CROPS TABLES

The "Crop Enterprise Analysis" tables show the average physical production, gross return, direct costs, overhead costs, and net returns per acre. The "Net Return per Acre" is the "Gross Return per Acre" minus the direct and overhead costs. "Net Return" represents the return to the operator's and family's unpaid labor, management, and equity. It represents the return to all of the resources which are owned by the farm family and hence, not purchased or paid a wage. Net returns are also calculated after a charge for unpaid operator labor and management and after an allocation of direct government payments. The last section of each crop table contains breakeven yield measures which provide useful standards or goals for the individual managers.

There are potentially three tables for each crop depending on the farmer's tenure on the land. The crop tables may be for (1) owned land, (2) cash rented land, and (3) share rented land. Individual farms may have data in all three tables if all three land tenure categories are represented in that farm business. When there are less than five farms with a particular crop and tenure, that table is not included in the report. Farms are classified into low 20%, middle 20%, or high 20% on the basis of net return per acre. The classification is done separately for each table, i.e., an individual farm may be in the low 20% for one crop and the high 20% for a second. When there are less than 25 total farms with any particular crop and farmer's tenure, only overall averages are presented.

Value per unit is the market price received plus any loan deficiency payment. Miscellaneous income includes crop insurance and disaster payments for the crop.

Several cost items, such as "utilities," "hired labor," and "interest paid," are listed under both "direct" and "overhead" costs because some of these costs are specific to that crop whereas others are general overhead costs of the farm. For example, "Direct Lease Payments" refers to non-land inputs or resources leased and used only in that crop enterprise and not listed elsewhere under direct costs; the most common example is the lease of equipment that is crop specific. However, cost of leasing machinery that is used for the entire farm operation is listed as an overhead cost. Interest payments are likewise divided into those incurred directly for a specific crop and those that are not. "Land Rent" is listed as a separate category and is assigned as a direct cost for each crop enterprise because it is identifiable with the specific crop. In the case of double cropping, one-half of the rent is charged to each crop.

"Total direct expense per unit" and "Total dir & ovhd exp per unit" are calculated by dividing "Total direct expense per acre" and "Total dir & ovhd expenses per acre," respectively, by "Yield per acre." "With labor & management" is the breakeven yield after direct, overhead and a labor and management charge are considered. "Total exp less govt & oth income" is the breakeven yield after all costs (including a labor and management charge) are reduced by government payments and miscellaneous income.

In the last section of the crop table, "machinery cost per acre" is the sum of fuel, repairs, all custom hire and machinery leases, machinery depreciation and interest on intermediate debt.

Rounding of individual items for the report may have caused minor discrepancies with the calculated totals.

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Barley on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	115	21	21	26
Number of farms	82	16	17	17
Acres	136.46	148.10	109.30	150.14
Yield per acre (bu.)	56.72	38.47	53.96	66.57
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	3.82	3.46	3.56	4.45
Other product return per acre	0.66	0.04	1.84	0.21
Total product return per acre	217.45	133.02	194.07	296.69
Miscellaneous income per acre	4.45	10.65	6.37	0.28
Gross return per acre	221.90	143.66	200.44	296.97
Direct Expenses				
Seed	9.97	9.33	9.38	9.02
Fertilizer	27.26	25.56	23.76	29.49
Crop chemicals	16.98	12.35	16.08	18.31
Crop insurance	9.73	11.64	11.89	7.82
Fuel & oil	12.28	13.34	11.78	10.67
Repairs	13.32	18.20	14.10	8.75
Custom hire	3.96	8.87	2.96	1.13
Operating interest	4.07	6.58	2.34	2.26
Miscellaneous	0.10	0.06	-	0.06
Total direct expenses per acre	97.66	105.95	92.31	87.50
Return over direct exp per acre	124.23	37.72	108.13	209.47
Overhead Expenses				
Hired labor	3.92	4.66	3.87	2.82
Machinery leases	1.26	1.94	0.86	1.55
RE & pers. property taxes	5.04	5.62	5.45	3.85
Farm insurance	2.67	2.71	3.13	2.82
Utilities	1.95	2.46	2.32	1.55
Dues & professional fees	0.52	0.32	0.16	0.70
Interest	16.46	22.20	13.65	9.83
Mach & bldg depreciation	11.25	9.42	10.86	14.05
Miscellaneous	2.98	2.55	2.14	2.32
Total overhead expenses per acre	46.05	51.86	42.43	39.49
Total dir & ovhd expenses per acre	143.71	157.81	134.74	126.99
Net return per acre	78.19	-14.14	65.70	169.98
Government payments	10.61	11.04	11.35	10.44
Net return with govt pmts	88.80	-3.10	77.05	180.42
Labor & management charge	17.30	16.79	16.95	15.66
Net return over lbr & mgt	71.50	-19.90	60.09	164.76
Cost of Production				
Total direct expense per bu.	1.72	2.75	1.71	1.31
Total dir & ovhd exp per bu.	2.53	4.10	2.50	1.91
Less govt & other income	2.26	3.54	2.13	1.74
With labor & management	2.56	3.97	2.45	1.98
Machinery cost per acre	44.34	55.05	41.69	36.66
Est. labor hours per acre	1.09	1.12	1.29	0.90

Crop Enterprise Analysis
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Barley on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	229	35	47	46
Number of farms	114	22	23	23
Acres	138.95	113.76	144.17	133.28
Yield per acre (bu.)	57.63	40.49	59.02	64.76
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	3.84	3.55	3.45	4.74
Other product return per acre	0.51	-	0.12	1.64
Total product return per acre	222.08	143.92	204.00	308.34
Miscellaneous income per acre	5.61	9.95	7.06	2.48
Gross return per acre	227.69	153.86	211.06	310.82
Direct Expenses				
Seed	10.05	11.03	9.45	9.21
Fertilizer	26.22	21.87	25.92	24.89
Crop chemicals	17.26	18.95	18.06	15.37
Crop insurance	9.22	10.79	9.88	8.95
Fuel & oil	11.73	12.25	11.53	11.51
Repairs	11.69	15.23	11.87	10.46
Custom hire	2.65	4.31	4.13	2.47
Hired labor	0.59	-	-	-
Land rent	32.93	34.09	32.65	34.35
Operating interest	3.84	5.45	3.39	3.17
Miscellaneous	0.28	0.02	-	0.07
Total direct expenses per acre	126.45	133.98	126.89	120.45
Return over direct exp per acre	101.23	19.88	84.17	190.37
Overhead Expenses				
Hired labor	3.17	3.67	3.02	1.53
Machinery leases	1.48	2.23	1.09	1.50
Building leases	0.69	0.27	0.06	0.25
Farm insurance	1.95	1.73	1.90	1.74
Utilities	1.56	2.01	1.53	1.15
Dues & professional fees	0.62	0.39	0.38	0.44
Interest	3.52	3.86	2.48	2.39
Mach & bldg depreciation	10.43	11.57	8.72	11.08
Miscellaneous	2.43	3.98	1.81	1.52
Total overhead expenses per acre	25.85	29.70	21.00	21.61
Total dir & ovhd expenses per acre	152.31	163.69	147.89	142.05
Net return per acre	75.38	-9.83	63.17	168.76
Government payments	10.75	11.66	10.57	10.61
Net return with govt pmts	86.13	1.83	73.74	179.37
Labor & management charge	17.33	18.18	16.58	18.84
Net return over lbr & mgt	68.79	-16.35	57.16	160.53
Cost of Production				
Total direct expense per bu.	2.19	3.31	2.15	1.86
Total dir & ovhd exp per bu.	2.64	4.04	2.51	2.19
Less govt & other income	2.35	3.51	2.20	1.97
With labor & management	2.65	3.96	2.49	2.26
Machinery cost per acre	40.76	48.05	39.00	38.78
Est. labor hours per acre	1.05	1.20	0.97	1.14

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Barley on Share Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	41	5	5	9
Number of farms	28	5	5	6
Acres	123.54	87.58	89.16	106.42
Yield per acre (bu.)	62.97	47.28	58.28	75.32
Operators share of yield %	67.48	71.16	72.64	70.47
Value per bu.	3.38	3.28	3.40	3.47
Total product return per acre	143.67	110.49	143.83	184.24
Miscellaneous income per acre	7.91	3.07	10.50	18.91
Gross return per acre	151.58	113.55	154.33	203.15
Direct Expenses				
Seed	9.31	8.94	8.81	9.94
Fertilizer	22.46	29.79	24.54	22.09
Crop chemicals	18.90	22.49	21.70	18.34
Crop insurance	8.36	9.50	9.04	8.34
Fuel & oil	11.30	13.80	12.80	10.97
Repairs	12.07	22.02	14.56	8.48
Custom hire	3.29	9.43	0.27	3.88
Operating interest	3.68	4.69	5.08	1.87
Miscellaneous	0.03	0.38	-	-
Total direct expenses per acre	89.39	121.02	96.79	83.92
Return over direct exp per acre	62.19	-7.47	57.55	119.23
Overhead Expenses				
Hired labor	2.25	1.97	3.98	0.01
Machinery leases	1.31	1.58	6.00	0.29
Farm insurance	2.02	2.05	3.00	1.35
Utilities	1.50	3.03	1.90	0.90
Dues & professional fees	0.67	0.67	0.01	1.04
Interest	2.95	3.77	5.33	1.79
Mach & bldg depreciation	9.84	11.06	11.53	7.20
Miscellaneous	1.83	0.90	3.03	0.54
Total overhead expenses per acre	22.36	25.03	34.79	13.12
Total dir & ovhd expenses per acre	111.76	146.06	131.58	97.04
Net return per acre	39.82	-32.50	22.75	106.11
Government payments	7.44	9.74	8.21	7.83
Net return with govt pmts	47.26	-22.76	30.96	113.94
Labor & management charge	18.03	20.28	20.26	18.66
Net return over lbr & mgt	29.23	-43.04	10.70	95.27
Cost of Production				
Total direct expense per bu.	2.10	3.60	2.29	1.58
Total dir & ovhd exp per bu.	2.63	4.34	3.11	1.83
Less govt & other income	2.27	3.96	2.67	1.32
With labor & management	2.69	4.56	3.14	1.68
Machinery cost per acre	40.14	60.39	49.85	32.61
Est. labor hours per acre	1.03	0.99	1.19	1.15

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Beans, Pinto on Owned Land

	Avg. Of All Farms
Number of fields	22
Number of farms	20
Acres	135.79
Yield per acre (cwt.)	13.49
Operators share of yield %	100.00
Value per cwt.	23.26
Total product return per acre	313.64
Miscellaneous income per acre	10.25
Gross return per acre	323.89
Direct Expenses	
Seed	24.52
Fertilizer	19.21
Crop chemicals	34.30
Crop insurance	13.44
Fuel & oil	17.19
Repairs	17.85
Custom hire	1.66
Operating interest	7.22
Miscellaneous	0.03
Total direct expenses per acre	135.43
Return over direct exp per acre	188.46
Overhead Expenses	
Hired labor	9.18
Machinery leases	1.90
RE & pers. property taxes	6.14
Farm insurance	2.44
Utilities	1.54
Dues & professional fees	0.81
Interest	20.43
Mach & bldg depreciation	19.62
Miscellaneous	2.14
Total overhead expenses per acre	64.20
Total dir & ovhd expenses per acre	199.63
Net return per acre	124.26
Government payments	9.10
Net return with govt pmts	133.36
Labor & management charge	27.18
Net return over lbr & mgt	106.18
Cost of Production	
Total direct expense per cwt.	10.04
Total dir & ovhd exp per cwt.	14.80
Less govt & other income	13.37
With labor & management	15.38
Machinery cost per acre	60.78
Est. labor hours per acre	1.57

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Beans, Pinto on Cash Rent

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	40	7	9
Number of farms	22	5	5
Acres	170.18	292.07	165.52
Yield per acre (cwt.)	12.60	12.67	16.72
Operators share of yield %	100.00	100.00	100.00
Value per cwt.	23.39	23.32	23.94
Total product return per acre	294.76	295.39	400.42
Miscellaneous income per acre	23.50	40.89	14.39
Gross return per acre	318.26	336.28	414.81
Direct Expenses			
Seed	25.21	21.35	23.55
Fertilizer	21.18	26.60	17.59
Crop chemicals	35.20	39.00	28.78
Crop insurance	15.35	10.70	19.41
Fuel & oil	16.84	19.15	14.73
Repairs	17.92	19.89	15.55
Custom hire	3.71	2.60	5.13
Land rent	35.00	35.16	35.63
Operating interest	7.38	10.03	3.22
Miscellaneous	0.03	-	0.13
Total direct expenses per acre	177.83	184.49	163.71
Return over direct exp per acre	140.43	151.79	251.09
Overhead Expenses			
Hired labor	7.38	13.24	4.39
Machinery leases	5.26	0.36	3.91
Building leases	0.43	-	0.90
Farm insurance	1.89	1.83	2.41
Utilities	1.56	1.81	1.36
Dues & professional fees	0.51	0.65	0.96
Interest	4.12	5.00	3.10
Mach & bldg depreciation	16.85	21.01	17.93
Miscellaneous	1.88	2.37	1.14
Total overhead expenses per acre	39.86	46.27	36.11
Total dir & ovhd expenses per acre	217.69	230.76	199.83
Net return per acre	100.57	105.53	214.98
Government payments	10.54	11.45	6.71
Net return with govt pmts	111.11	116.98	221.69
Labor & management charge	25.98	27.52	25.97
Net return over lbr & mgt	85.13	89.45	195.72
Cost of Production			
Total direct expense per cwt.	14.11	14.56	9.79
Total dir & ovhd exp per cwt.	17.28	18.22	11.95
Less govt & other income	14.57	14.08	10.69
With labor & management	16.64	16.26	12.24
Machinery cost per acre	63.46	66.79	58.24
Est. labor hours per acre	1.43	1.49	1.49

Crop Enterprise Analysis
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Canola on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	72	10	14	18
Number of farms	49	9	10	10
Acres	144.04	177.26	119.96	130.18
Yield per acre (cwt.)	12.40	8.53	10.55	15.67
Operators share of yield %	100.00	100.00	100.00	100.00
Value per cwt.	16.62	14.86	15.42	19.55
Other product return per acre	0.02	-	-	-
Total product return per acre	206.09	126.81	162.62	306.37
Miscellaneous income per acre	22.35	46.94	42.26	-
Gross return per acre	228.44	173.75	204.88	306.37
Direct Expenses				
Seed	26.28	28.15	24.56	22.65
Fertilizer	31.74	35.66	27.79	26.33
Crop chemicals	22.83	24.38	18.48	27.15
Crop insurance	9.69	13.20	11.34	8.34
Fuel & oil	11.34	11.93	9.56	13.55
Repairs	11.89	10.20	9.00	12.51
Custom hire	7.31	1.90	3.70	0.15
Operating interest	3.12	4.60	2.71	2.51
Miscellaneous	0.12	0.54	-	-
Total direct expenses per acre	124.34	130.56	107.14	113.20
Return over direct exp per acre	104.11	43.18	97.74	193.17
Overhead Expenses				
Hired labor	3.03	1.83	3.30	3.35
Machinery leases	2.23	9.08	1.73	0.56
RE & pers. property taxes	5.25	4.88	5.10	5.27
Farm insurance	2.46	2.76	2.15	3.27
Utilities	1.61	1.34	1.72	1.61
Dues & professional fees	0.60	0.37	0.21	0.93
Interest	14.35	25.16	12.05	9.34
Mach & bldg depreciation	10.11	7.67	11.38	13.93
Miscellaneous	2.46	2.19	3.27	1.53
Total overhead expenses per acre	42.10	55.28	40.90	39.80
Total dir & ovhd expenses per acre	166.44	185.84	148.04	153.00
Net return per acre	62.00	-12.10	56.84	153.38
Government payments	10.88	10.30	9.46	10.71
Net return with govt pmts	72.88	-1.80	66.31	164.09
Labor & management charge	19.57	19.15	19.34	20.97
Net return over lbr & mgt	53.31	-20.95	46.97	143.12
Cost of Production				
Total direct expense per cwt.	10.03	15.30	10.16	7.22
Total dir & ovhd exp per cwt.	13.42	21.78	14.03	9.76
Less govt & other income	10.74	15.07	9.13	9.08
With labor & management	12.32	17.32	10.96	10.42
Machinery cost per acre	44.57	46.29	35.82	41.28
Est. labor hours per acre	1.04	0.86	1.33	0.94

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Canola on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	126	26	22	33
Number of farms	69	13	14	14
Acres	154.63	138.89	125.94	184.80
Yield per acre (cwt.)	12.44	9.65	11.58	15.27
Operators share of yield %	100.00	100.00	100.00	100.00
Value per cwt.	17.27	13.97	15.36	19.71
Other product return per acre	0.09	-	0.67	-
Total product return per acre	214.93	134.82	178.54	300.91
Miscellaneous income per acre	13.74	19.57	21.84	7.13
Gross return per acre	228.67	154.39	200.38	308.04
Direct Expenses				
Seed	26.61	24.29	25.65	26.88
Fertilizer	33.88	36.74	34.41	32.52
Crop chemicals	21.56	25.53	17.51	25.61
Crop insurance	11.27	12.10	9.63	11.03
Fuel & oil	13.47	16.92	13.13	12.97
Repairs	12.30	12.42	12.09	12.07
Custom hire	4.12	4.52	6.10	1.97
Land rent	34.29	37.68	33.17	35.16
Operating interest	3.87	3.83	3.75	3.07
Miscellaneous	0.08	0.13	0.04	-
Total direct expenses per acre	161.45	174.16	155.47	161.27
Return over direct exp per acre	67.22	-19.77	44.91	146.76
Overhead Expenses				
Hired labor	3.24	2.97	1.93	4.44
Machinery leases	1.63	0.56	1.77	1.17
Farm insurance	2.48	2.12	1.44	3.39
Utilities	1.55	1.43	2.08	1.50
Dues & professional fees	0.66	0.38	0.43	1.14
Interest	3.27	4.03	4.30	2.10
Mach & bldg depreciation	11.40	16.34	8.56	13.56
Miscellaneous	1.69	0.88	1.40	1.34
Total overhead expenses per acre	25.90	28.70	21.91	28.64
Total dir & ovhd expenses per acre	187.35	202.87	177.38	189.91
Net return per acre	41.32	-48.47	23.00	118.13
Government payments	11.89	11.11	10.97	11.51
Net return with govt pmts	53.21	-37.36	33.97	129.64
Labor & management charge	19.75	24.08	18.53	20.54
Net return over lbr & mgt	33.47	-61.44	15.44	109.10
Cost of Production				
Total direct expense per cwt.	12.98	18.05	13.42	10.56
Total dir & ovhd exp per cwt.	15.06	21.02	15.32	12.44
Less govt & other income	12.99	17.84	12.43	11.22
With labor & management	14.58	20.34	14.02	12.56
Machinery cost per acre	45.51	54.20	45.76	43.06
Est. labor hours per acre	1.13	1.23	1.30	1.11

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Canola on Share Rent

	Avg. Of All Farms
Number of fields	29
Number of farms	17
Acres	113.59
Yield per acre (cwt.)	12.66
Operators share of yield %	68.09
Value per cwt.	16.79
Total product return per acre	144.71
Miscellaneous income per acre	16.79
Gross return per acre	161.50
Direct Expenses	
Seed	25.20
Fertilizer	27.70
Crop chemicals	22.31
Crop insurance	6.41
Fuel & oil	10.18
Repairs	10.86
Custom hire	2.30
Operating interest	3.22
Miscellaneous	0.03
Total direct expenses per acre	108.22
Return over direct exp per acre	53.28
Overhead Expenses	
Hired labor	1.25
Machinery leases	2.89
Building leases	0.16
Farm insurance	2.23
Utilities	1.25
Dues & professional fees	0.45
Interest	2.73
Mach & bldg depreciation	9.80
Miscellaneous	1.90
Total overhead expenses per acre	22.65
Total dir & ovhd expenses per acre	130.86
Net return per acre	30.64
Government payments	7.99
Net return with govt pmts	38.63
Labor & management charge	17.29
Net return over lbr & mgt	21.34
Cost of Production	
Total direct expense per cwt.	12.55
Total dir & ovhd exp per cwt.	15.18
Less govt & other income	12.31
With labor & management	14.31
Machinery cost per acre	38.01
Est. labor hours per acre	0.91

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Corn on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	132	25	23	29
Number of farms	110	22	22	22
Acres	133.19	101.84	115.20	213.99
Yield per acre (bu.)	110.81	72.36	102.14	133.41
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	3.91	3.25	3.68	4.19
Other product return per acre	0.65	2.99	0.88	-
Total product return per acre	434.36	237.89	376.47	558.56
Miscellaneous income per acre	7.05	33.04	1.91	2.45
Gross return per acre	441.41	270.93	378.39	561.01
Direct Expenses				
Seed	45.64	44.11	46.96	42.10
Fertilizer	49.50	49.01	49.24	41.21
Crop chemicals	17.73	16.33	17.18	19.54
Crop insurance	18.56	18.50	21.10	17.44
Drying fuel	3.82	1.81	7.31	1.58
Fuel & oil	18.43	16.95	21.18	18.48
Repairs	20.97	23.31	23.13	18.02
Custom hire	5.86	8.67	2.22	5.42
Operating interest	6.89	7.48	4.12	8.02
Miscellaneous	0.26	-	0.30	0.27
Total direct expenses per acre	187.66	186.17	192.76	172.07
Return over direct exp per acre	253.75	84.75	185.63	388.94
Overhead Expenses				
Custom hire	0.75	0.90	0.67	0.18
Hired labor	8.62	6.88	7.71	9.02
Machinery leases	1.52	2.66	0.60	1.92
RE & pers. property taxes	8.91	8.14	8.57	6.65
Farm insurance	3.53	3.79	4.16	3.06
Utilities	3.04	2.64	4.11	2.25
Dues & professional fees	1.07	1.05	1.30	0.69
Interest	27.14	49.96	23.42	18.26
Mach & bldg depreciation	19.69	14.15	18.51	23.78
Miscellaneous	3.11	3.20	2.16	3.53
Total overhead expenses per acre	77.37	93.37	71.20	69.33
Total dir & ovhd expenses per acre	265.02	279.55	263.96	241.40
Net return per acre	176.39	-8.62	114.43	319.61
Government payments	12.50	12.04	12.15	12.25
Net return with govt pmts	188.89	3.43	126.58	331.85
Labor & management charge	26.52	23.45	32.66	29.18
Net return over lbr & mgt	162.37	-20.02	93.92	302.68
Cost of Production				
Total direct expense per bu.	1.69	2.57	1.89	1.29
Total dir & ovhd exp per bu.	2.39	3.86	2.58	1.81
Less govt & other income	2.21	3.20	2.44	1.70
With labor & management	2.45	3.52	2.76	1.92
Machinery cost per acre	70.45	73.32	68.94	69.52
Est. labor hours per acre	1.60	1.61	1.76	1.53

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Corn on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	221	44	37	41
Number of farms	138	27	27	28
Acres	208.63	174.19	241.66	278.49
Yield per acre (bu.)	113.09	83.57	118.14	132.10
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	3.69	3.24	3.54	4.03
Other product return per acre	0.25	0.92	-	-
Total product return per acre	417.53	271.60	418.59	531.97
Miscellaneous income per acre	7.01	15.60	3.05	1.11
Gross return per acre	424.53	287.20	421.64	533.08
Direct Expenses				
Seed	47.13	42.82	47.11	46.30
Fertilizer	55.08	54.24	60.53	42.86
Crop chemicals	16.74	18.51	13.82	15.51
Crop insurance	20.00	22.06	22.18	15.63
Drying fuel	4.96	5.22	8.60	3.24
Fuel & oil	18.10	18.66	18.04	18.59
Repairs	20.51	19.51	22.74	19.11
Custom hire	3.89	6.18	4.62	3.28
Land rent	50.04	48.94	55.57	43.66
Operating interest	7.33	9.99	6.93	8.61
Miscellaneous	0.24	-	0.49	0.31
Total direct expenses per acre	244.02	246.15	260.63	217.10
Return over direct exp per acre	180.52	41.05	161.01	315.98
Overhead Expenses				
Custom hire	1.50	0.20	2.03	0.29
Hired labor	8.93	6.01	10.13	8.50
Machinery leases	2.56	2.35	1.77	2.62
Building leases	0.71	0.01	0.14	2.42
Farm insurance	3.08	2.92	3.05	2.81
Utilities	2.64	1.92	3.16	2.40
Dues & professional fees	1.56	1.21	3.07	1.28
Interest	4.86	7.48	4.76	3.71
Mach & bldg depreciation	17.83	13.84	15.70	21.47
Miscellaneous	2.56	2.06	3.12	2.78
Total overhead expenses per acre	46.23	38.00	46.95	48.28
Total dir & ovhd expenses per acre	290.25	284.15	307.59	265.39
Net return per acre	134.28	3.05	114.05	267.70
Government payments	11.90	10.25	11.87	12.48
Net return with govt pmts	146.19	13.30	125.92	280.18
Labor & management charge	25.77	21.73	24.00	27.65
Net return over lbr & mgt	120.42	-8.43	101.92	252.54
Cost of Production				
Total direct expense per bu.	2.16	2.95	2.21	1.64
Total dir & ovhd exp per bu.	2.57	3.40	2.60	2.01
Less govt & other income	2.40	3.08	2.48	1.91
With labor & management	2.62	3.34	2.68	2.12
Machinery cost per acre	68.16	67.62	68.39	67.38
Est. labor hours per acre	1.46	1.52	1.43	1.38

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Corn on Share Rent

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	23	5	5
Number of farms	22	5	5
Acres	133.02	162.00	169.04
Yield per acre (bu.)	115.57	119.23	131.08
Operators share of yield %	66.48	68.40	60.22
Value per bu.	4.06	3.62	4.65
Other product return per acre	0.59	-	-
Total product return per acre	312.15	295.23	367.18
Miscellaneous income per acre	1.77	0.23	-
Gross return per acre	313.92	295.46	367.18
Direct Expenses			
Seed	43.86	42.69	28.42
Fertilizer	48.61	46.59	33.06
Crop chemicals	11.06	7.36	5.85
Crop insurance	15.14	17.12	11.23
Drying fuel	7.19	9.13	1.80
Fuel & oil	15.61	16.70	15.94
Repairs	17.81	20.61	16.52
Custom hire	3.11	5.90	1.44
Operating interest	6.58	5.96	9.79
Miscellaneous	0.27	1.02	-
Total direct expenses per acre	169.23	173.08	124.05
Return over direct exp per acre	144.69	122.37	243.13
Overhead Expenses			
Custom hire	0.29	0.74	-
Hired labor	11.45	15.91	9.94
Machinery leases	1.72	4.31	1.05
Farm insurance	3.19	3.12	2.22
Utilities	2.24	2.24	2.02
Dues & professional fees	1.34	2.55	0.51
Interest	4.20	3.45	6.16
Mach & bldg depreciation	17.58	16.04	18.02
Miscellaneous	2.77	3.13	4.60
Total overhead expenses per acre	44.78	51.50	44.53
Total dir & ovhd expenses per acre	214.01	224.58	168.58
Net return per acre	99.91	70.87	198.60
Government payments	8.19	7.44	6.32
Net return with govt pmts	108.10	78.32	204.92
Labor & management charge	24.68	28.39	27.09
Net return over lbr & mgt	83.42	49.93	177.83
Cost of Production			
Total direct expense per bu.	2.20	2.12	1.57
Total dir & ovhd exp per bu.	2.79	2.75	2.14
Less govt & other income	2.65	2.66	2.06
With labor & management	2.97	3.01	2.40
Machinery cost per acre	59.41	66.44	57.75
Est. labor hours per acre	1.70	1.55	1.51

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Corn Silage on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	49	10	9	9
Number of farms	45	9	9	9
Acres	48.26	30.86	44.36	80.12
Yield per acre (ton)	11.31	5.24	10.22	14.06
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	22.53	20.21	21.45	25.00
Other product return per acre	0.44	1.80	-	0.10
Total product return per acre	255.27	107.64	219.08	351.71
Miscellaneous income per acre	4.98	17.98	-	-
Gross return per acre	260.25	125.62	219.08	351.71
Direct Expenses				
Seed	31.40	29.73	33.10	26.82
Fertilizer	26.49	25.22	24.71	25.81
Crop chemicals	10.45	15.93	10.38	10.00
Crop insurance	9.84	12.81	15.04	9.36
Fuel & oil	21.61	15.90	19.56	24.80
Repairs	22.00	15.48	16.51	27.65
Custom hire	14.04	7.98	8.05	13.24
Hired labor	0.20	-	1.19	-
Operating interest	6.68	6.85	6.74	7.07
Miscellaneous	0.15	-	-	-
Total direct expenses per acre	142.85	129.90	135.27	144.74
Return over direct exp per acre	117.40	-4.27	83.81	206.97
Overhead Expenses				
Hired labor	5.23	3.72	5.27	3.84
Machinery leases	0.28	1.20	0.05	0.31
RE & pers. property taxes	4.69	5.01	3.82	4.21
Farm insurance	2.09	1.24	2.10	2.19
Utilities	1.79	1.15	1.64	1.95
Dues & professional fees	0.53	0.44	0.09	0.38
Interest	15.77	17.03	16.49	16.46
Mach & bldg depreciation	13.89	17.06	15.69	14.36
Miscellaneous	3.38	3.07	5.10	3.64
Total overhead expenses per acre	47.65	49.92	50.25	47.34
Total dir & ovhd expenses per acre	190.50	179.81	185.51	192.08
Net return per acre	69.75	-54.19	33.57	159.63
Government payments	10.03	9.51	9.77	10.63
Net return with govt pmts	79.77	-44.68	43.34	170.26
Labor & management charge	23.00	24.47	21.64	22.10
Net return over lbr & mgt	56.77	-69.15	21.70	148.15
Cost of Production				
Total direct expense per ton	12.63	24.81	13.24	10.29
Total dir & ovhd exp per ton	16.84	34.34	18.16	13.66
Less govt & other income	15.48	28.74	17.20	12.89
With labor & management	17.51	33.42	19.32	14.47
Machinery cost per acre	74.78	62.24	62.14	83.12
Est. labor hours per acre	2.12	1.77	2.10	1.95

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Corn Silage on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	31	6	7	6
Number of farms	30	6	6	6
Acres	59.20	48.89	49.34	59.42
Yield per acre (ton)	8.70	4.81	8.15	12.68
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	22.30	18.09	21.66	24.41
Other product return per acre	0.28	0.84	-	0.74
Total product return per acre	194.27	87.79	176.58	310.13
Miscellaneous income per acre	8.04	-	-	11.17
Gross return per acre	202.31	87.79	176.58	321.30
Direct Expenses				
Seed	31.11	28.04	27.87	35.20
Fertilizer	28.09	32.66	28.82	16.94
Crop chemicals	15.33	36.48	8.80	10.98
Crop insurance	8.63	7.95	9.69	4.40
Fuel & oil	19.24	18.47	17.95	21.68
Repairs	19.87	20.57	17.92	18.73
Custom hire	10.46	36.26	4.92	-
Land rent	26.71	13.80	25.17	25.35
Operating interest	8.13	5.84	4.20	6.60
Miscellaneous	0.65	3.90	-	0.15
Total direct expenses per acre	168.23	203.96	145.35	140.04
Return over direct exp per acre	34.08	-116.16	31.23	181.26
Overhead Expenses				
Custom hire	0.30	0.00	-	0.95
Hired labor	7.25	1.80	5.94	6.51
Machinery leases	0.96	1.17	0.09	1.62
Farm insurance	1.82	1.04	1.59	2.62
Utilities	1.45	1.41	2.72	1.41
Dues & professional fees	0.31	0.74	0.15	0.35
Interest	5.52	8.21	2.62	5.12
Mach & bldg depreciation	13.51	12.56	14.41	12.77
Miscellaneous	2.54	4.65	2.88	2.34
Total overhead expenses per acre	33.65	31.59	30.39	33.69
Total dir & ovhd expenses per acre	201.87	235.55	175.74	173.73
Net return per acre	0.43	-147.75	0.84	147.58
Government payments	6.14	6.78	5.57	7.33
Net return with govt pmts	6.57	-140.98	6.41	154.91
Labor & management charge	22.94	24.08	20.42	19.65
Net return over lbr & mgt	-16.37	-165.06	-14.02	135.26
Cost of Production				
Total direct expense per ton	19.34	42.44	17.83	11.05
Total dir & ovhd exp per ton	23.21	49.01	21.56	13.71
Less govt & other income	21.55	47.42	20.87	12.19
With labor & management	24.18	52.43	23.38	13.74
Machinery cost per acre	68.79	95.36	56.41	60.39
Est. labor hours per acre	2.18	2.19	2.31	2.02

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CRP on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	114	15	23	20
Number of farms	74	14	15	15
Acres	161.04	132.45	257.22	125.94
Yield per acre (\$)	33.01	28.86	30.04	47.50
Operators share of yield %	100.00	100.00	100.00	100.00
Value per \$	1.00	1.00	1.00	1.00
Total product return per acre	33.01	28.86	30.04	47.50
Miscellaneous income per acre	0.03	-	-	0.04
Gross return per acre	33.04	28.86	30.04	47.55
Direct Expenses				
Miscellaneous	1.52	0.84	1.11	0.78
Total direct expenses per acre	1.52	0.84	1.11	0.78
Return over direct exp per acre	31.52	28.02	28.93	46.77
Overhead Expenses				
RE & pers. property taxes	4.85	5.19	4.24	6.30
Farm insurance	0.32	0.08	0.30	1.27
Utilities	0.35	0.08	0.64	0.77
Interest	9.22	24.79	7.41	3.26
Miscellaneous	0.88	0.57	0.82	1.83
Total overhead expenses per acre	15.61	30.71	13.40	13.43
Total dir & ovhd expenses per acre	17.13	31.56	14.51	14.21
Net return per acre	15.91	-2.69	15.53	33.33

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Fallow on Owned Land

	Avg. Of All Farms
Number of fields	13
Number of farms	12
Acres	25.01
Yield per acre	0.00
Operators share of yield %	100.00
Value per unit	-
Total product return per acre	-
Miscellaneous income per acre	-
Gross return per acre	-
Direct Expenses	
Crop chemicals	5.30
Fuel & oil	7.74
Repairs	7.41
Operating interest	1.14
Miscellaneous	0.09
Total direct expenses per acre	21.68
Return over direct exp per acre	-21.68
Overhead Expenses	
Hired labor	2.18
RE & pers. property taxes	3.67
Farm insurance	1.35
Utilities	1.59
Dues & professional fees	0.27
Interest	10.33
Mach & bldg depreciation	5.80
Miscellaneous	2.29
Total overhead expenses per acre	27.49
Total dir & ovhd expenses per acre	49.17
Net return per acre	-49.17
Government payments	8.12
Net return with govt pmts	-41.06
Labor & management charge	9.83
Net return over lbr & mgt	-50.89

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Flax on Owned Land

	Avg. Of All Farms
Number of fields	12
Number of farms	10
Acres	95.52
Yield per acre (bu.)	20.60
Operators share of yield %	100.00
Value per bu.	11.79
Total product return per acre	242.92
Miscellaneous income per acre	3.91
Gross return per acre	246.83
Direct Expenses	
Seed	8.53
Fertilizer	16.00
Crop chemicals	17.23
Crop insurance	5.36
Fuel & oil	12.15
Repairs	13.89
Custom hire	1.29
Operating interest	3.89
Miscellaneous	1.10
Total direct expenses per acre	79.43
Return over direct exp per acre	167.39
Overhead Expenses	
Hired labor	3.05
Machinery leases	1.80
RE & pers. property taxes	4.97
Farm insurance	2.11
Utilities	0.94
Dues & professional fees	0.59
Interest	25.63
Mach & bldg depreciation	6.07
Miscellaneous	2.05
Total overhead expenses per acre	47.21
Total dir & ovhd expenses per acre	126.65
Net return per acre	120.18
Government payments	10.17
Net return with govt pmts	130.35
Labor & management charge	15.20
Net return over lbr & mgt	115.14
Cost of Production	
Total direct expense per bu.	3.86
Total dir & ovhd exp per bu.	6.15
Less govt & other income	5.47
With labor & management	6.20
Machinery cost per acre	40.55
Est. labor hours per acre	0.89

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Flax on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	33	6	7	6
Number of farms	25	5	5	5
Acres	117.92	163.08	106.94	106.83
Yield per acre (bu.)	15.75	7.71	12.40	24.06
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	12.41	11.96	14.25	13.68
Other product return per acre	0.06	-	-	-
Total product return per acre	195.58	92.22	176.66	329.10
Miscellaneous income per acre	3.12	7.56	0.19	-
Gross return per acre	198.70	99.79	176.85	329.10
Direct Expenses				
Seed	8.67	7.50	8.17	10.32
Fertilizer	19.38	29.93	13.06	20.69
Crop chemicals	15.38	15.09	12.40	15.21
Crop insurance	5.88	6.47	4.94	6.14
Fuel & oil	11.30	10.82	10.97	11.16
Repairs	11.06	11.65	8.06	8.42
Custom hire	2.47	2.37	1.00	6.17
Land rent	32.21	31.17	29.50	37.28
Operating interest	4.49	2.31	4.89	3.17
Miscellaneous	0.02	-	-	0.15
Total direct expenses per acre	110.87	117.31	92.98	118.72
Return over direct exp per acre	87.84	-17.52	83.87	210.38
Overhead Expenses				
Hired labor	3.90	6.95	1.63	0.51
Machinery leases	1.21	0.28	0.06	1.58
Building leases	1.41	4.32	-	0.05
Farm insurance	1.65	1.87	0.88	1.26
Utilities	1.26	1.25	1.07	1.55
Dues & professional fees	0.83	1.27	0.50	0.59
Interest	3.29	2.38	4.34	1.65
Mach & bldg depreciation	7.07	9.09	5.33	8.27
Miscellaneous	2.14	2.34	1.71	1.99
Total overhead expenses per acre	22.76	29.75	15.53	17.44
Total dir & ovhd expenses per acre	133.62	147.06	108.51	136.17
Net return per acre	65.08	-47.28	68.34	192.93
Government payments	11.19	9.85	9.65	12.98
Net return with govt pmts	76.27	-37.43	77.99	205.92
Labor & management charge	15.33	14.80	13.83	18.98
Net return over lbr & mgt	60.93	-52.23	64.16	186.94
Cost of Production				
Total direct expense per bu.	7.04	15.21	7.50	4.94
Total dir & ovhd exp per bu.	8.48	19.07	8.75	5.66
Less govt & other income	7.57	16.81	7.96	5.12
With labor & management	8.54	18.73	9.08	5.91
Machinery cost per acre	35.83	35.95	29.69	36.45
Est. labor hours per acre	1.09	1.02	1.25	1.10

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Flax on Share Rent

	Avg. Of All Farms
Number of fields	16
Number of farms	10
Acres	97.17
Yield per acre (bu.)	15.55
Operators share of yield %	67.30
Value per bu.	11.85
Total product return per acre	124.00
Miscellaneous income per acre	7.99
Gross return per acre	131.99
Direct Expenses	
Seed	7.71
Fertilizer	17.93
Crop chemicals	13.36
Crop insurance	3.37
Fuel & oil	8.43
Repairs	9.46
Custom hire	2.29
Operating interest	2.49
Miscellaneous	0.04
Total direct expenses per acre	65.08
Return over direct exp per acre	66.90
Overhead Expenses	
Hired labor	1.80
Machinery leases	0.21
Building leases	0.09
Farm insurance	1.25
Utilities	0.70
Dues & professional fees	0.32
Interest	1.60
Mach & bldg depreciation	7.83
Miscellaneous	2.48
Total overhead expenses per acre	16.28
Total dir & ovhd expenses per acre	81.36
Net return per acre	50.62
Government payments	6.69
Net return with govt pmts	57.32
Labor & management charge	13.16
Net return over lbr & mgt	44.15
Cost of Production	
Total direct expense per bu.	6.22
Total dir & ovhd exp per bu.	7.78
Less govt & other income	6.37
With labor & management	7.63
Machinery cost per acre	29.31
Est. labor hours per acre	1.03

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Hay, Alfalfa on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	56	10	11	11
Number of farms	52	10	11	11
Acres	87.29	59.06	101.80	97.95
Yield per acre (ton)	2.21	1.29	2.35	3.26
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	54.54	43.24	46.16	62.45
Other product return per acre	0.90	-	-	-
Total product return per acre	121.39	55.75	108.42	203.88
Miscellaneous income per acre	0.01	-	0.04	-
Gross return per acre	121.40	55.75	108.46	203.88
Direct Expenses				
Fertilizer	0.38	-	-	1.71
Crop insurance	1.23	0.39	1.53	0.53
Fuel & oil	10.64	10.78	12.70	8.61
Repairs	9.67	13.18	11.44	6.95
Custom hire	0.43	-	-	1.55
Operating interest	3.77	3.55	7.80	1.97
Miscellaneous	0.98	0.24	0.46	3.16
Total direct expenses per acre	27.10	28.14	33.93	24.50
Return over direct exp per acre	94.30	27.61	74.52	179.38
Overhead Expenses				
Custom hire	0.19	1.27	-	0.00
Hired labor	3.01	2.14	0.80	2.75
RE & pers. property taxes	3.61	4.28	3.55	4.07
Farm insurance	1.77	2.35	1.34	1.79
Utilities	1.48	1.38	2.17	1.34
Dues & professional fees	0.27	0.93	0.10	0.27
Interest	10.37	17.87	5.91	8.18
Mach & bldg depreciation	9.88	8.53	18.74	6.15
Miscellaneous	2.11	2.45	1.89	1.92
Total overhead expenses per acre	32.68	41.21	34.49	26.47
Total dir & ovhd expenses per acre	59.78	69.34	68.43	50.96
Net return per acre	61.62	-13.60	40.03	152.92
Government payments	4.84	1.78	8.53	3.25
Net return with govt pmts	66.46	-11.81	48.56	156.16
Labor & management charge	10.97	12.97	13.81	9.70
Net return over lbr & mgt	55.49	-24.79	34.75	146.46
Cost of Production				
Total direct expense per ton	12.26	21.82	14.45	7.50
Total dir & ovhd exp per ton	27.06	53.79	29.13	15.61
Less govt & other income	24.46	52.40	25.48	14.62
With labor & management	29.42	62.47	31.36	17.59
Machinery cost per acre	33.52	38.59	44.43	25.29
Est. labor hours per acre	1.07	1.01	1.10	0.95

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Hay, Alfalfa on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	52	8	18	9
Number of farms	39	7	8	8
Acres	67.70	50.60	51.96	70.93
Yield per acre (ton)	2.12	1.00	2.15	2.83
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	53.82	45.22	47.72	75.27
Other product return per acre	0.83	-	1.79	-
Total product return per acre	115.10	45.10	104.52	213.00
Miscellaneous income per acre	0.18	-	0.68	-
Gross return per acre	115.28	45.10	105.20	213.00
Direct Expenses				
Fertilizer	1.44	7.41	1.60	0.69
Crop insurance	1.75	0.25	2.80	-
Fuel & oil	9.29	11.79	7.62	9.38
Repairs	8.64	11.57	6.31	8.37
Custom hire	0.68	-	2.55	-
Land rent	22.28	24.24	23.60	27.01
Operating interest	2.66	3.92	1.98	2.07
Miscellaneous	0.93	0.36	0.78	1.98
Total direct expenses per acre	47.67	59.55	47.25	49.51
Return over direct exp per acre	67.61	-14.44	57.95	163.49
Overhead Expenses				
Hired labor	3.30	1.00	2.17	4.15
Machinery leases	0.59	0.04	1.72	0.21
Building leases	0.85	0.02	0.05	-
Farm insurance	1.83	2.63	1.43	2.48
Utilities	1.18	1.60	1.06	1.54
Dues & professional fees	0.63	1.36	0.32	0.45
Interest	5.34	5.85	5.79	4.66
Mach & bldg depreciation	7.00	4.20	5.88	5.71
Miscellaneous	2.37	1.90	2.38	1.97
Total overhead expenses per acre	23.11	18.62	20.79	21.17
Total dir & ovhd expenses per acre	70.78	78.17	68.04	70.68
Net return per acre	44.50	-33.06	37.16	142.32
Government payments	5.52	3.64	7.77	4.09
Net return with govt pmts	50.03	-29.42	44.92	146.41
Labor & management charge	11.61	9.88	10.27	10.27
Net return over lbr & mgt	38.42	-39.30	34.66	136.14
Cost of Production				
Total direct expense per ton	22.45	59.70	21.95	17.50
Total dir & ovhd exp per ton	33.34	78.37	31.61	24.98
Less govt & other income	30.26	74.72	26.85	23.53
With labor & management	35.73	84.62	31.62	27.16
Machinery cost per acre	31.26	33.33	30.02	28.28
Est. labor hours per acre	0.89	0.89	0.71	1.00

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Hay, Grass on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	61	10	15	12
Number of farms	46	9	9	10
Acres	122.12	88.14	164.41	126.48
Yield per acre (ton)	1.02	0.76	0.99	1.20
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	33.21	29.00	35.09	37.50
Other product return per acre	0.07	-	-	-
Total product return per acre	33.85	22.14	34.72	44.88
Miscellaneous income per acre	0.01	0.07	-	-
Gross return per acre	33.85	22.21	34.72	44.88
Direct Expenses				
Fuel & oil	8.50	8.93	10.09	5.47
Repairs	7.82	10.00	9.15	3.80
Operating interest	2.39	3.25	3.81	0.88
Miscellaneous	0.89	0.33	0.28	2.41
Total direct expenses per acre	19.60	22.51	23.32	12.56
Return over direct exp per acre	14.25	-0.30	11.40	32.32
Overhead Expenses				
Hired labor	2.19	2.74	0.40	0.91
RE & pers. property taxes	1.95	3.16	2.12	1.43
Farm insurance	0.81	1.05	0.92	0.45
Utilities	0.51	0.41	0.75	0.28
Interest	4.64	12.90	3.93	2.37
Mach & bldg depreciation	4.35	5.98	3.72	2.06
Miscellaneous	0.99	1.60	0.99	0.59
Total overhead expenses per acre	15.44	27.84	12.83	8.09
Total dir & ovhd expenses per acre	35.04	50.35	36.16	20.64
Net return per acre	-1.19	-28.15	-1.43	24.24
Government payments	0.25	1.15	-	0.39
Net return with govt pmts	-0.93	-26.99	-1.43	24.62
Labor & management charge	8.26	8.72	9.05	5.89
Net return over lbr & mgt	-9.19	-35.71	-10.49	18.74
Cost of Production				
Total direct expense per ton	19.27	29.49	23.57	10.49
Total dir & ovhd exp per ton	34.44	65.96	36.54	17.25
Less govt & other income	34.12	64.36	36.54	16.92
With labor & management	42.24	75.78	45.69	21.84
Machinery cost per acre	21.79	28.99	24.10	11.84
Est. labor hours per acre	0.68	0.75	0.62	0.52

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Hay, Grass on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	102	17	20	17
Number of farms	54	10	11	11
Acres	110.83	65.09	128.85	98.85
Yield per acre (ton)	1.28	0.93	1.11	2.05
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	32.23	32.35	35.29	36.42
Other product return per acre	0.08	-	0.36	-
Total product return per acre	41.35	30.11	39.55	74.54
Miscellaneous income per acre	0.04	-	0.14	0.02
Gross return per acre	41.38	30.11	39.69	74.56
Direct Expenses				
Fuel & oil	9.00	8.16	9.32	8.27
Repairs	8.83	7.99	11.16	6.62
Land rent	10.33	18.03	7.31	9.60
Operating interest	2.59	3.88	2.85	2.46
Miscellaneous	0.58	0.48	0.52	1.24
Total direct expenses per acre	31.34	38.56	31.16	28.19
Return over direct exp per acre	10.05	-8.45	8.53	46.37
Overhead Expenses				
Hired labor	1.74	3.70	1.20	1.03
Farm insurance	0.88	1.18	0.66	0.98
Utilities	0.68	0.64	0.44	0.74
Dues & professional fees	0.30	0.27	0.25	0.73
Interest	2.42	10.94	1.31	1.59
Mach & bldg depreciation	4.94	9.40	5.66	5.57
Miscellaneous	1.19	1.71	0.77	0.56
Total overhead expenses per acre	12.13	27.84	10.29	11.21
Total dir & ovhd expenses per acre	43.47	66.40	41.45	39.40
Net return per acre	-2.08	-36.29	-1.76	35.16
Government payments	0.24	0.67	0.19	-
Net return with govt pmts	-1.84	-35.62	-1.57	35.16
Labor & management charge	8.21	10.78	8.94	8.84
Net return over lbr & mgt	-10.05	-46.40	-10.51	26.31
Cost of Production				
Total direct expense per ton	24.47	41.43	28.06	13.77
Total dir & ovhd exp per ton	33.94	71.35	37.33	19.25
Less govt & other income	33.66	70.62	36.70	19.24
With labor & management	40.08	82.21	44.75	23.56
Machinery cost per acre	25.24	35.09	27.46	22.40
Est. labor hours per acre	0.76	0.97	0.80	0.64

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Hay, Mixed Alfalfa/Grass on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	80	12	16	30
Number of farms	50	10	10	10
Acres	99.28	113.19	82.00	47.53
Yield per acre (ton)	1.45	0.80	1.41	2.45
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	45.81	34.50	43.77	48.71
Other product return per acre	1.41	3.31	-	-
Total product return per acre	67.95	30.78	61.59	119.14
Miscellaneous income per acre	0.03	-	-	-
Gross return per acre	67.98	30.78	61.59	119.14
Direct Expenses				
Crop insurance	1.47	0.30	0.95	2.79
Fuel & oil	6.60	9.11	5.68	8.98
Repairs	6.39	9.78	6.49	9.60
Custom hire	1.24	-	0.91	2.23
Operating interest	2.18	1.65	3.74	1.65
Miscellaneous	0.45	0.84	0.11	1.32
Total direct expenses per acre	18.33	21.67	17.87	26.58
Return over direct exp per acre	49.65	9.10	43.72	92.56
Overhead Expenses				
Hired labor	1.38	0.96	2.76	1.18
RE & pers. property taxes	3.34	3.55	3.38	4.77
Farm insurance	1.48	2.06	1.90	1.28
Utilities	1.64	3.81	0.94	1.33
Dues & professional fees	0.48	1.53	0.18	0.16
Interest	11.30	12.61	14.64	7.71
Mach & bldg depreciation	5.99	4.37	5.09	7.05
Miscellaneous	2.48	2.59	2.56	2.22
Total overhead expenses per acre	28.09	31.47	31.43	25.70
Total dir & ovhd expenses per acre	46.42	53.15	49.30	52.27
Net return per acre	21.56	-22.37	12.29	66.87
Government payments	4.89	5.54	4.79	6.25
Net return with govt pmts	26.45	-16.83	17.08	73.11
Labor & management charge	8.02	9.18	8.86	8.67
Net return over lbr & mgt	18.43	-26.01	8.22	64.45
Cost of Production				
Total direct expense per ton	12.62	27.23	12.70	10.86
Total dir & ovhd exp per ton	31.96	66.77	35.03	21.37
Less govt & other income	27.60	55.65	31.63	18.82
With labor & management	33.12	67.19	37.93	22.36
Machinery cost per acre	23.69	29.92	21.30	30.45
Est. labor hours per acre	0.82	0.85	0.83	0.83

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Hay, Mixed Alfalfa/Grass on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	114	23	24	23
Number of farms	60	12	12	12
Acres	121.13	100.66	166.29	57.19
Yield per acre (ton)	1.47	1.10	1.41	2.68
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	41.49	37.79	41.37	43.40
Other product return per acre	0.51	-	-	0.93
Total product return per acre	61.63	41.69	58.42	117.36
Miscellaneous income per acre	0.08	-	-	-
Gross return per acre	61.71	41.69	58.42	117.36
Direct Expenses				
Fertilizer	0.07	-	-	0.69
Crop insurance	0.71	2.88	0.18	0.20
Fuel & oil	6.74	8.30	6.94	8.42
Repairs	6.35	7.04	5.88	9.33
Custom hire	0.72	0.09	1.08	0.49
Land rent	14.99	19.79	12.60	15.53
Operating interest	2.17	3.21	2.13	1.55
Miscellaneous	0.60	0.02	0.74	1.45
Total direct expenses per acre	32.34	41.34	29.57	37.67
Return over direct exp per acre	29.37	0.35	28.85	79.69
Overhead Expenses				
Hired labor	1.58	2.01	0.65	1.55
Farm insurance	1.56	1.82	1.42	2.37
Utilities	1.09	2.01	0.79	1.64
Dues & professional fees	0.29	0.54	0.06	0.24
Interest	3.92	7.55	3.32	4.20
Mach & bldg depreciation	6.20	5.41	7.90	5.36
Miscellaneous	2.56	2.85	2.94	3.74
Total overhead expenses per acre	17.20	22.19	17.09	19.12
Total dir & ovhd expenses per acre	49.53	63.53	46.66	56.79
Net return per acre	12.18	-21.84	11.76	60.57
Government payments	2.77	2.03	2.33	2.38
Net return with govt pmts	14.95	-19.81	14.09	62.95
Labor & management charge	9.41	9.01	8.15	14.89
Net return over lbr & mgt	5.54	-28.82	5.94	48.06
Cost of Production				
Total direct expense per ton	21.95	37.47	20.94	14.04
Total dir & ovhd exp per ton	33.62	57.59	33.04	21.17
Less govt & other income	31.34	55.75	31.40	19.94
With labor & management	37.73	63.92	37.17	25.49
Machinery cost per acre	24.06	28.27	25.57	27.81
Est. labor hours per acre	0.89	0.81	0.91	1.37

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Hay, Small Grain on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	40	7	8	7
Number of farms	34	6	7	7
Acres	53.54	36.56	68.93	55.62
Yield per acre (ton)	1.92	1.41	1.77	2.40
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	47.35	41.25	48.82	54.10
Total product return per acre	90.75	58.16	86.58	129.81
Miscellaneous income per acre	0.02	-	-	-
Gross return per acre	90.77	58.16	86.58	129.81
Direct Expenses				
Seed	8.40	10.03	8.45	10.65
Fertilizer	15.28	18.20	11.51	15.18
Crop chemicals	4.69	6.33	6.73	0.58
Crop insurance	3.54	6.10	4.49	4.93
Fuel & oil	7.42	9.42	7.23	5.24
Repairs	6.73	8.16	8.12	3.08
Custom hire	6.07	8.00	3.39	5.08
Operating interest	2.69	3.12	1.31	3.09
Miscellaneous	0.12	-	0.04	-
Total direct expenses per acre	54.94	69.36	51.27	47.85
Return over direct exp per acre	35.84	-11.21	35.30	81.96
Overhead Expenses				
Hired labor	1.37	1.19	1.68	1.34
Machinery leases	0.48	3.31	0.22	-
RE & pers. property taxes	3.04	3.89	3.11	1.98
Farm insurance	1.93	2.46	1.66	1.66
Utilities	1.31	1.64	1.24	1.79
Dues & professional fees	0.39	-	0.69	0.18
Interest	12.42	13.47	13.91	16.26
Mach & bldg depreciation	7.76	8.26	6.63	8.49
Miscellaneous	3.14	4.30	3.95	3.83
Total overhead expenses per acre	31.84	38.52	33.10	35.52
Total dir & ovhd expenses per acre	86.78	107.88	84.37	83.36
Net return per acre	4.00	-49.72	2.21	46.45
Government payments	6.84	9.90	4.85	8.34
Net return with govt pmts	10.84	-39.83	7.06	54.78
Labor & management charge	10.16	12.83	10.27	6.93
Net return over lbr & mgt	0.67	-52.66	-3.21	47.85
Cost of Production				
Total direct expense per ton	28.66	49.20	28.91	19.94
Total dir & ovhd exp per ton	45.28	76.52	47.58	34.74
Less govt & other income	41.70	69.50	44.84	31.27
With labor & management	47.00	78.61	50.63	34.16
Machinery cost per acre	30.30	39.59	29.06	24.52
Est. labor hours per acre	1.06	1.15	1.31	0.67

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Hay, Small Grain on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	50	10	15	11
Number of farms	32	6	7	7
Acres	66.75	93.22	64.24	46.55
Yield per acre (ton)	1.79	1.35	1.66	2.54
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	45.16	43.87	47.29	45.51
Total product return per acre	80.82	59.34	78.63	115.58
Miscellaneous income per acre	-	-	-	-
Gross return per acre	80.82	59.34	78.63	115.58
Direct Expenses				
Seed	8.88	11.85	8.34	4.72
Fertilizer	11.99	14.24	13.20	10.21
Crop chemicals	4.44	5.75	4.31	1.66
Crop insurance	1.84	0.71	2.98	0.89
Fuel & oil	8.56	9.67	6.98	9.67
Repairs	8.86	9.93	8.33	6.62
Custom hire	3.65	8.25	2.94	-
Land rent	22.32	24.05	19.19	24.77
Operating interest	3.04	4.41	2.46	1.62
Miscellaneous	0.51	0.97	0.32	-
Total direct expenses per acre	74.08	89.83	69.03	60.16
Return over direct exp per acre	6.73	-30.49	9.60	55.42
Overhead Expenses				
Hired labor	1.70	1.54	1.07	1.98
Machinery leases	0.51	0.19	0.52	0.06
Farm insurance	1.42	1.49	1.29	1.08
Utilities	1.12	1.33	0.84	1.47
Dues & professional fees	0.39	0.26	0.54	0.70
Interest	4.33	6.11	3.98	2.69
Mach & bldg depreciation	6.73	7.49	6.06	7.50
Miscellaneous	2.64	1.94	4.28	2.74
Total overhead expenses per acre	18.84	20.36	18.58	18.22
Total dir & ovhd expenses per acre	92.92	110.19	87.61	78.38
Net return per acre	-12.11	-50.85	-8.98	37.19
Government payments	7.02	7.66	6.22	4.72
Net return with govt pmts	-5.09	-43.19	-2.76	41.91
Labor & management charge	12.06	9.72	12.93	14.52
Net return over lbr & mgt	-17.14	-52.90	-15.69	27.40
Cost of Production				
Total direct expense per ton	41.40	66.40	41.51	23.69
Total dir & ovhd exp per ton	51.92	81.45	52.69	30.86
Less govt & other income	48.00	75.79	48.95	29.00
With labor & management	54.74	82.98	56.72	34.72
Machinery cost per acre	32.12	41.50	27.94	26.07
Est. labor hours per acre	1.13	0.93	1.22	1.07

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Lentils on Cash Rent

	Avg. Of All Farms
Number of fields	12
Number of farms	7
Acres	153.18
Yield per acre (cwt.)	12.24
Operators share of yield %	100.00
Value per cwt.	21.17
Total product return per acre	259.14
Miscellaneous income per acre	9.55
Gross return per acre	268.69
Direct Expenses	
Seed	14.64
Fertilizer	8.51
Crop chemicals	20.26
Crop insurance	5.69
Fuel & oil	6.32
Repairs	8.30
Custom hire	0.78
Hired labor	1.70
Land rent	24.90
Operating interest	2.86
Miscellaneous	0.63
Total direct expenses per acre	94.60
Return over direct exp per acre	174.09
Overhead Expenses	
Hired labor	2.93
Machinery leases	0.88
Farm insurance	1.26
Utilities	1.94
Interest	5.24
Mach & bldg depreciation	11.18
Miscellaneous	1.19
Total overhead expenses per acre	24.61
Total dir & ovhd expenses per acre	119.21
Net return per acre	149.48
Government payments	7.51
Net return with govt pmts	156.99
Labor & management charge	12.24
Net return over lbr & mgt	144.75
Cost of Production	
Total direct expense per cwt.	7.73
Total dir & ovhd exp per cwt.	9.74
Less govt & other income	8.34
With labor & management	9.34
Machinery cost per acre	31.27
Est. labor hours per acre	0.99

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Oats on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	38	8	8	7
Number of farms	35	7	7	7
Acres	41.97	29.66	50.66	48.11
Yield per acre (bu.)	55.43	33.47	57.63	74.31
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	2.31	2.17	2.20	2.51
Other product return per acre	5.26	5.58	3.27	6.67
Total product return per acre	133.30	78.16	129.79	193.11
Miscellaneous income per acre	1.19	1.77	1.41	1.19
Gross return per acre	134.48	79.93	131.19	194.30
Direct Expenses				
Seed	8.49	7.18	8.59	10.00
Fertilizer	12.54	16.91	12.24	11.78
Crop chemicals	6.82	12.36	7.62	3.23
Crop insurance	5.95	4.07	4.39	7.75
Fuel & oil	11.99	10.45	13.52	15.07
Repairs	11.50	12.24	12.65	12.12
Custom hire	6.13	-	6.73	-
Operating interest	3.76	4.65	2.38	6.97
Miscellaneous	0.61	-	-	2.88
Total direct expenses per acre	67.79	67.85	68.12	69.81
Return over direct exp per acre	66.69	12.07	63.07	124.49
Overhead Expenses				
Hired labor	2.07	1.30	2.84	2.75
Machinery leases	0.34	2.18	-	0.01
RE & pers. property taxes	4.05	5.28	3.68	3.61
Farm insurance	1.98	3.59	1.78	1.37
Utilities	1.40	1.49	1.30	1.41
Interest	13.24	26.76	7.28	13.47
Mach & bldg depreciation	8.17	9.38	8.33	9.72
Miscellaneous	2.52	4.19	2.13	2.22
Total overhead expenses per acre	33.77	54.19	27.35	34.55
Total dir & ovhd expenses per acre	101.56	122.04	95.47	104.36
Net return per acre	32.93	-42.11	35.73	89.93
Government payments	8.64	9.33	8.68	10.81
Net return with govt pmts	41.56	-32.79	44.41	100.74
Labor & management charge	14.07	17.31	12.03	16.34
Net return over lbr & mgt	27.49	-50.10	32.38	84.41
Cost of Production				
Total direct expense per bu.	1.22	2.03	1.18	0.94
Total dir & ovhd exp per bu.	1.83	3.65	1.66	1.40
Less govt & other income	1.56	3.15	1.42	1.15
With labor & management	1.81	3.67	1.63	1.37
Machinery cost per acre	40.13	38.15	42.42	39.03
Est. labor hours per acre	1.35	0.83	1.26	1.52

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Oats on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	36	8	8	7
Number of farms	27	5	6	6
Acres	77.26	54.78	75.55	97.39
Yield per acre (bu.)	53.81	39.08	43.34	71.07
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	2.30	2.06	1.98	2.71
Other product return per acre	4.34	3.53	2.95	0.28
Total product return per acre	128.25	84.15	88.65	193.02
Miscellaneous income per acre	2.80	3.72	6.46	3.29
Gross return per acre	131.04	87.87	95.11	196.31
Direct Expenses				
Seed	7.84	7.33	7.52	8.10
Fertilizer	14.54	23.14	10.48	18.47
Crop chemicals	8.37	13.96	7.07	9.49
Crop insurance	6.28	10.00	5.45	5.68
Fuel & oil	9.66	10.89	9.53	9.15
Repairs	9.89	15.33	8.29	12.32
Custom hire	3.57	3.48	1.40	-
Land rent	24.22	23.75	22.14	28.27
Machinery leases	0.18	-	0.83	-
Operating interest	2.61	2.50	1.47	2.94
Miscellaneous	0.06	0.39	-	-
Total direct expenses per acre	87.22	110.77	74.17	94.42
Return over direct exp per acre	43.82	-22.90	20.94	101.89
Overhead Expenses				
Hired labor	2.09	2.10	0.88	2.82
Machinery leases	0.54	2.37	0.24	0.12
Farm insurance	1.88	1.76	1.97	1.96
Utilities	1.24	0.93	1.56	1.14
Dues & professional fees	0.27	0.25	0.09	0.68
Interest	2.79	2.88	4.02	2.63
Mach & bldg depreciation	7.61	8.82	5.41	6.48
Miscellaneous	2.69	2.51	2.84	1.32
Total overhead expenses per acre	19.12	21.61	17.00	17.15
Total dir & ovhd expenses per acre	106.34	132.38	91.17	111.57
Net return per acre	24.70	-44.51	3.94	84.74
Government payments	7.30	9.41	7.46	8.49
Net return with govt pmts	32.00	-35.09	11.40	93.23
Labor & management charge	13.33	14.97	14.30	13.43
Net return over lbr & mgt	18.67	-50.06	-2.90	79.80
Cost of Production				
Total direct expense per bu.	1.62	2.83	1.71	1.33
Total dir & ovhd exp per bu.	1.98	3.39	2.10	1.57
Less govt & other income	1.71	2.96	1.71	1.40
With labor & management	1.96	3.34	2.04	1.59
Machinery cost per acre	33.77	42.82	29.43	30.19
Est. labor hours per acre	1.16	1.33	1.16	1.10

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Pasture on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	189	31	46	45
Number of farms	127	25	26	26
Acres	452.51	321.93	600.09	398.13
Yield per acre (aum)	0.67	0.55	0.52	0.98
Operators share of yield %	100.00	100.00	100.00	100.00
Value per aum	15.71	15.44	15.34	16.57
Other product return per acre	0.05	-	0.13	0.02
Total product return per acre	10.63	8.43	8.13	16.22
Miscellaneous income per acre	0.17	0.09	0.01	0.02
Gross return per acre	10.79	8.52	8.14	16.24
Direct Expenses				
Miscellaneous	1.10	1.13	0.93	1.30
Total direct expenses per acre	1.10	1.13	0.93	1.30
Return over direct exp per acre	9.69	7.38	7.21	14.94
Overhead Expenses				
RE & pers. property taxes	1.75	2.29	1.59	1.67
Interest	4.21	12.52	2.26	1.38
Miscellaneous	0.71	1.07	0.53	0.81
Total overhead expenses per acre	6.68	15.88	4.38	3.87
Total dir & ovhd expenses per acre	7.78	17.01	5.31	5.17
Net return per acre	3.02	-8.49	2.83	11.07

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Pasture on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	298	47	67	45
Number of farms	145	29	29	29
Acres	507.87	549.43	523.41	391.16
Yield per acre (aum)	0.68	0.52	0.73	1.04
Operators share of yield %	100.00	100.00	100.00	100.00
Value per aum	15.32	14.45	16.84	14.31
Other product return per acre	0.10	-	-	0.89
Total product return per acre	10.47	7.56	12.32	15.70
Miscellaneous income per acre	0.07	0.05	0.05	0.07
Gross return per acre	10.54	7.61	12.37	15.77
Direct Expenses				
Land rent	8.66	9.50	10.78	7.39
Miscellaneous	0.90	0.82	0.89	1.00
Total direct expenses per acre	9.56	10.32	11.67	8.39
Return over direct exp per acre	0.98	-2.71	0.69	7.38
Overhead Expenses				
Miscellaneous	0.85	1.10	0.76	1.10
Total overhead expenses per acre	0.85	1.10	0.76	1.10
Total dir & ovhd expenses per acre	10.41	11.42	12.44	9.50
Net return per acre	0.13	-3.81	-0.07	6.28
Government payments	0.07	0.30	0.06	-
Net return with govt pmts	0.20	-3.51	-0.01	6.28
Labor & management charge	0.45	0.44	0.47	0.49
Net return over lbr & mgt	-0.25	-3.95	-0.48	5.78

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Peas, Field on Owned Land

	<u>Avg. Of All Farms</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	26	6	5
Number of farms	24	5	5
Acres	79.17	77.23	95.68
Yield per acre (bu.)	38.42	44.28	49.80
Operators share of yield %	100.00	100.00	100.00
Value per bu.	7.68	5.78	9.42
Total product return per acre	295.12	255.72	469.13
Miscellaneous income per acre	2.48	4.54	-
Gross return per acre	297.60	260.26	469.13
Direct Expenses			
Seed	25.51	19.64	36.23
Fertilizer	5.44	8.23	2.13
Crop chemicals	25.22	24.63	25.26
Crop insurance	9.01	7.98	10.18
Fuel & oil	12.73	11.44	15.27
Repairs	13.76	13.00	15.98
Custom hire	2.69	8.53	0.11
Operating interest	4.76	4.67	2.45
Miscellaneous	0.30	0.21	-
Total direct expenses per acre	99.40	98.33	107.63
Return over direct exp per acre	198.20	161.94	361.50
Overhead Expenses			
Hired labor	5.51	3.75	6.27
Machinery leases	0.75	0.43	1.85
RE & pers. property taxes	4.44	4.41	5.39
Farm insurance	2.15	1.10	2.98
Utilities	1.70	1.36	1.86
Dues & professional fees	0.57	0.35	1.23
Interest	15.78	27.77	7.78
Mach & bldg depreciation	11.28	7.65	14.87
Miscellaneous	2.83	1.86	1.36
Total overhead expenses per acre	45.03	48.67	43.60
Total dir & ovhd expenses per acre	144.43	147.00	151.23
Net return per acre	153.17	113.26	317.90
Government payments	10.03	9.45	9.86
Net return with govt pmts	163.20	122.71	327.77
Labor & management charge	20.35	19.62	28.58
Net return over lbr & mgt	142.85	103.09	299.18
Cost of Production			
Total direct expense per bu.	2.59	2.22	2.16
Total dir & ovhd exp per bu.	3.76	3.32	3.04
Less govt & other income	3.43	3.00	2.84
With labor & management	3.96	3.45	3.41
Machinery cost per acre	42.31	41.80	49.47
Est. labor hours per acre	1.47	1.05	1.84

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Peas, Field on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	54	12	12	8
Number of farms	35	7	7	7
Acres	128.88	74.78	163.68	119.25
Yield per acre (bu.)	37.13	25.70	38.49	53.14
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	6.96	6.11	6.14	7.74
Total product return per acre	258.55	157.01	236.26	411.31
Miscellaneous income per acre	1.74	6.23	-	-
Gross return per acre	260.29	163.24	236.26	411.31
Direct Expenses				
Seed	23.48	25.98	24.88	24.05
Fertilizer	4.41	10.64	1.96	0.66
Crop chemicals	29.29	30.12	26.54	26.93
Crop insurance	7.12	9.54	4.36	7.80
Drying fuel	0.30	-	1.07	-
Fuel & oil	11.92	15.20	10.03	10.00
Repairs	13.74	15.72	10.01	14.66
Custom hire	3.37	4.36	3.58	0.90
Land rent	31.21	34.56	31.63	29.96
Operating interest	4.85	6.64	5.09	3.22
Miscellaneous	0.35	-	1.26	-
Total direct expenses per acre	130.06	152.77	120.41	118.18
Return over direct exp per acre	130.24	10.47	115.85	293.13
Overhead Expenses				
Hired labor	4.19	1.58	3.24	0.25
Machinery leases	2.00	4.49	2.24	1.96
Building leases	0.29	-	0.67	-
Farm insurance	2.10	2.15	1.46	2.58
Utilities	1.48	1.58	1.77	1.19
Dues & professional fees	0.60	1.15	0.31	0.27
Interest	4.35	5.27	4.52	5.38
Mach & bldg depreciation	10.47	7.72	12.66	10.08
Miscellaneous	2.02	3.33	3.05	1.03
Total overhead expenses per acre	27.49	27.28	29.91	22.76
Total dir & ovhd expenses per acre	157.54	180.05	150.32	140.94
Net return per acre	102.75	-16.80	85.94	270.37
Government payments	10.74	10.66	12.27	9.20
Net return with govt pmts	113.49	-6.14	98.21	279.58
Labor & management charge	16.95	18.18	13.27	19.88
Net return over lbr & mgt	96.54	-24.32	84.95	259.69
Cost of Production				
Total direct expense per bu.	3.50	5.94	3.13	2.22
Total dir & ovhd exp per bu.	4.24	7.00	3.91	2.65
Less govt & other income	3.91	6.35	3.59	2.48
With labor & management	4.36	7.05	3.93	2.85
Machinery cost per acre	45.19	52.75	42.09	42.67
Est. labor hours per acre	1.08	1.39	0.91	1.03

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Prevented planting on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	50	8	9	10
Number of farms	44	8	9	9
Acres	61.14	51.13	41.00	65.69
Yield per acre	-	-	-	-
Operators share of yield %	-	-	-	-
Value per unit	-	-	-	-
Total product return per acre	-	-	-	-
Miscellaneous income per acre	108.01	48.71	92.11	133.35
Gross return per acre	108.01	48.71	92.11	133.35
Direct Expenses				
Fertilizer	1.73	0.08	-	-
Crop chemicals	4.38	1.33	0.56	7.35
Crop insurance	12.74	22.01	10.66	8.76
Fuel & oil	7.47	10.84	5.85	5.33
Repairs	6.62	8.69	8.11	3.88
Custom hire	2.17	0.93	0.57	3.65
Operating interest	2.62	2.64	2.22	2.76
Miscellaneous	0.19	-	0.68	-
Total direct expenses per acre	37.93	46.52	28.66	31.74
Return over direct exp per acre	70.08	2.20	63.45	101.61
Overhead Expenses				
Hired labor	2.51	2.98	2.78	2.66
Machinery leases	0.90	0.27	2.49	0.39
RE & pers. property taxes	7.11	5.78	6.23	5.60
Farm insurance	2.58	2.42	2.09	1.71
Utilities	1.98	2.31	1.08	1.39
Dues & professional fees	0.78	0.27	0.93	0.33
Interest	21.29	22.86	17.89	17.24
Mach & bldg depreciation	6.12	5.59	3.18	6.40
Miscellaneous	2.02	1.28	2.21	1.24
Total overhead expenses per acre	45.29	43.76	38.90	36.97
Total dir & ovhd expenses per acre	83.21	90.28	67.56	68.71
Net return per acre	24.79	-41.57	24.55	64.64
Government payments	10.11	10.78	11.63	10.48
Net return with govt pmts	34.90	-30.79	36.18	75.12
Labor & management charge	10.51	12.09	8.27	9.00
Net return over lbr & mgt	24.39	-42.88	27.91	66.12

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Prevented planting on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	93	14	16	21
Number of farms	63	12	12	13
Acres	114.16	68.94	58.85	160.06
Yield per acre (\$)	-	-	-	-
Operators share of yield %	-	-	-	-
Value per \$	-	-	-	-
Total product return per acre	-	-	-	-
Miscellaneous income per acre	114.50	87.52	125.67	135.13
Gross return per acre	114.50	87.52	125.67	135.13
Direct Expenses				
Seed	0.08	0.67	0.23	-
Fertilizer	0.39	4.32	-	-
Crop chemicals	1.92	1.91	6.50	2.63
Crop insurance	10.59	15.82	11.49	9.24
Fuel & oil	6.77	10.47	7.66	3.63
Repairs	5.87	9.90	7.48	2.92
Custom hire	1.09	1.11	2.22	1.41
Land rent	41.19	48.34	50.33	43.84
Machinery leases	0.05	-	0.61	-
Operating interest	2.59	7.28	3.72	1.29
Total direct expenses per acre	70.53	99.81	90.24	64.96
Return over direct exp per acre	43.97	-12.29	35.43	70.17
Overhead Expenses				
Hired labor	2.01	4.91	1.06	0.98
Machinery leases	0.88	0.53	1.17	0.27
Building leases	0.11	0.04	1.09	0.02
Farm insurance	2.17	3.26	1.97	2.04
Utilities	1.41	2.13	2.54	0.82
Dues & professional fees	0.79	1.01	1.22	1.08
Interest	3.42	6.58	2.02	1.89
Mach & bldg depreciation	5.37	10.58	7.19	4.15
Miscellaneous	1.79	2.48	2.48	2.28
Total overhead expenses per acre	17.94	31.51	20.74	13.53
Total dir & ovhd expenses per acre	88.48	131.32	110.98	78.49
Net return per acre	26.03	-43.80	14.69	56.65
Government payments	10.94	11.87	12.96	9.60
Net return with govt pmts	36.96	-31.92	27.66	66.25
Labor & management charge	9.09	13.38	12.06	6.25
Net return over lbr & mgt	27.88	-45.31	15.60	60.00

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Safflower on Cash Rent

	Avg. Of All Farms
Number of fields	11
Number of farms	7
Acres	148.77
Yield per acre (lb.)	980.68
Operators share of yield %	100.00
Value per lb.	0.20
Total product return per acre	196.12
Miscellaneous income per acre	-
Gross return per acre	196.12
Direct Expenses	
Seed	8.48
Fertilizer	17.38
Crop chemicals	17.49
Crop insurance	5.97
Fuel & oil	8.38
Repairs	8.99
Custom hire	2.17
Land rent	25.12
Operating interest	2.61
Miscellaneous	0.26
Total direct expenses per acre	96.86
Return over direct exp per acre	99.26
Overhead Expenses	
Hired labor	4.20
Machinery leases	0.69
Farm insurance	1.52
Utilities	0.88
Interest	4.91
Mach & bldg depreciation	4.75
Miscellaneous	1.56
Total overhead expenses per acre	18.50
Total dir & ovhd expenses per acre	115.36
Net return per acre	80.76
Government payments	8.80
Net return with govt pmts	89.56
Labor & management charge	12.32
Net return over lbr & mgt	77.24
Cost of Production	
Total direct expense per lb.	0.10
Total dir & ovhd exp per lb.	0.12
Less govt & other income	0.11
With labor & management	0.12
Machinery cost per acre	29.70
Est. labor hours per acre	1.01

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Soybeans on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	124	22	28	25
Number of farms	97	19	20	20
Acres	145.77	119.56	114.53	198.31
Yield per acre (bu.)	36.36	27.65	34.92	43.63
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	8.95	8.12	8.68	10.04
Other product return per acre	0.01	-	-	-
Total product return per acre	325.58	224.48	303.17	438.20
Miscellaneous income per acre	6.87	10.67	5.42	2.01
Gross return per acre	332.45	235.15	308.59	440.21
Direct Expenses				
Seed	38.44	35.74	40.82	38.13
Fertilizer	4.69	1.64	2.98	8.43
Crop chemicals	14.16	15.08	14.30	14.69
Crop insurance	13.93	12.70	13.14	11.67
Fuel & oil	15.06	18.18	15.21	13.10
Repairs	17.27	23.46	17.73	12.42
Custom hire	1.55	1.20	2.47	0.39
Operating interest	4.70	6.52	4.10	5.26
Miscellaneous	0.33	0.74	0.40	-
Total direct expenses per acre	110.14	115.26	111.16	104.08
Return over direct exp per acre	222.32	119.89	197.43	336.13
Overhead Expenses				
Custom hire	1.06	2.63	0.45	0.19
Hired labor	7.53	6.97	11.32	8.19
Machinery leases	1.22	1.78	1.26	1.24
RE & pers. property taxes	9.28	11.05	12.02	6.43
Farm insurance	3.75	4.51	4.57	3.04
Utilities	2.65	3.26	3.27	2.27
Dues & professional fees	1.34	1.79	1.51	0.58
Interest	25.63	56.70	28.41	12.75
Mach & bldg depreciation	16.39	16.63	16.06	14.78
Miscellaneous	3.30	4.41	2.50	4.46
Total overhead expenses per acre	72.15	109.72	81.36	53.91
Total dir & ovhd expenses per acre	182.29	224.98	192.53	157.99
Net return per acre	150.16	10.17	116.06	282.22
Government payments	12.22	11.87	13.38	11.22
Net return with govt pmts	162.38	22.04	129.44	293.44
Labor & management charge	21.98	25.25	21.10	19.16
Net return over lbr & mgt	140.40	-3.20	108.34	274.28
Cost of Production				
Total direct expense per bu.	3.03	4.17	3.18	2.39
Total dir & ovhd exp per bu.	5.01	8.14	5.51	3.62
Less govt & other income	4.49	7.32	4.97	3.32
With labor & management	5.09	8.23	5.58	3.76
Machinery cost per acre	55.27	68.80	55.21	44.42
Est. labor hours per acre	1.27	1.43	1.39	1.13

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Soybeans on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	248	42	49	56
Number of farms	137	27	28	28
Acres	260.53	266.81	317.18	251.78
Yield per acre (bu.)	34.87	28.51	35.28	41.62
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	8.73	8.05	8.25	9.61
Other product return per acre	0.01	-	0.04	-
Total product return per acre	304.57	229.52	291.29	399.76
Miscellaneous income per acre	7.63	10.64	12.01	0.47
Gross return per acre	312.20	240.16	303.30	400.23
Direct Expenses				
Seed	37.99	38.07	38.32	35.48
Fertilizer	3.20	5.44	2.28	3.66
Crop chemicals	12.33	15.44	12.58	10.28
Crop insurance	13.36	13.67	14.62	11.53
Fuel & oil	14.85	15.15	15.82	12.94
Repairs	16.52	22.36	17.64	12.58
Custom hire	2.10	2.42	2.08	1.60
Land rent	50.49	60.86	53.94	38.34
Operating interest	5.12	5.82	6.62	4.33
Miscellaneous	0.25	0.15	0.07	0.36
Total direct expenses per acre	156.22	179.37	163.97	131.09
Return over direct exp per acre	155.98	60.79	139.33	269.14
Overhead Expenses				
Custom hire	1.39	1.76	2.05	0.02
Hired labor	7.20	8.63	9.43	5.51
Machinery leases	2.41	4.59	2.15	1.68
Building leases	0.44	0.00	0.48	1.18
Farm insurance	3.12	3.47	3.45	2.16
Utilities	2.52	2.69	2.86	1.71
Dues & professional fees	1.64	2.35	2.57	0.57
Interest	3.92	4.59	4.17	2.88
Mach & bldg depreciation	15.09	19.30	14.32	15.46
Miscellaneous	2.62	3.81	1.81	2.92
Total overhead expenses per acre	40.35	51.20	43.30	34.09
Total dir & ovhd expenses per acre	196.56	230.57	207.27	165.18
Net return per acre	115.63	9.58	96.03	235.05
Government payments	11.78	12.01	12.57	11.05
Net return with govt pmts	127.41	21.59	108.59	246.10
Labor & management charge	21.39	21.15	19.61	21.18
Net return over lbr & mgt	106.02	0.45	88.98	224.92
Cost of Production				
Total direct expense per bu.	4.48	6.29	4.65	3.15
Total dir & ovhd exp per bu.	5.64	8.09	5.87	3.97
Less govt & other income	5.08	7.29	5.18	3.69
With labor & management	5.69	8.04	5.73	4.20
Machinery cost per acre	55.34	68.63	56.76	46.39
Est. labor hours per acre	1.17	1.36	1.13	1.00

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Soybeans on Share Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	50	6	9	13
Number of farms	34	6	7	7
Acres	144.49	157.45	142.92	145.52
Yield per acre (bu.)	34.30	25.30	38.43	36.81
Operators share of yield %	67.83	65.49	66.54	70.45
Value per bu.	9.30	7.50	8.20	10.43
Total product return per acre	216.30	124.33	209.57	270.42
Miscellaneous income per acre	2.40	3.33	9.25	-
Gross return per acre	218.70	127.66	218.81	270.42
Direct Expenses				
Seed	38.54	33.43	38.26	40.51
Fertilizer	4.94	8.63	4.46	6.29
Crop chemicals	11.68	17.27	8.40	11.60
Crop insurance	9.70	10.27	12.67	9.78
Fuel & oil	13.18	14.35	13.84	11.19
Repairs	15.60	21.04	15.04	11.75
Custom hire	4.63	7.56	3.34	8.42
Operating interest	4.24	7.25	3.61	2.32
Miscellaneous	0.50	-	2.76	-
Total direct expenses per acre	103.03	119.81	102.37	101.86
Return over direct exp per acre	115.67	7.85	116.44	168.56
Overhead Expenses				
Custom hire	0.65	0.03	0.10	0.14
Hired labor	7.50	1.55	10.26	5.73
Machinery leases	0.97	0.38	2.27	0.66
Farm insurance	3.69	4.18	4.31	2.86
Utilities	2.40	2.80	2.23	1.55
Dues & professional fees	1.29	1.62	1.62	1.01
Interest	3.89	2.24	4.03	2.96
Mach & bldg depreciation	15.79	20.52	19.15	14.87
Miscellaneous	3.30	3.16	2.60	2.85
Total overhead expenses per acre	39.48	36.49	46.57	32.64
Total dir & ovhd expenses per acre	142.51	156.30	148.94	134.50
Net return per acre	76.20	-28.64	69.87	135.92
Government payments	8.66	9.11	8.98	9.49
Net return with govt pmts	84.86	-19.53	78.85	145.41
Labor & management charge	20.11	25.17	21.06	20.67
Net return over lbr & mgt	64.75	-44.70	57.80	124.74
Cost of Production				
Total direct expense per bu.	4.43	7.23	4.00	3.93
Total dir & ovhd exp per bu.	6.13	9.43	5.83	5.19
Less govt & other income	5.65	8.68	5.11	4.82
With labor & management	6.51	10.20	5.94	5.62
Machinery cost per acre	54.13	64.03	57.33	49.89
Est. labor hours per acre	1.30	1.52	1.06	1.50

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Sugar Beets on Owned Land

	Avg. Of All Farms
Number of fields	21
Number of farms	14
Acres	90.12
Yield per acre (ton)	17.88
Operators share of yield %	100.00
Value per ton	39.76
Total product return per acre	710.91
Miscellaneous income per acre	85.65
Gross return per acre	796.56
Direct Expenses	
Seed	59.83
Fertilizer	57.43
Crop chemicals	96.64
Crop insurance	23.34
Fuel & oil	58.23
Repairs	87.82
Custom hire	19.40
Hired labor	37.01
Stock/quota lease	51.30
Operating interest	8.48
Miscellaneous	0.51
Total direct expenses per acre	500.00
Return over direct exp per acre	296.56
Overhead Expenses	
Custom hire	3.13
Hired labor	31.86
Machinery leases	10.09
RE & pers. property taxes	12.97
Farm insurance	6.73
Utilities	4.77
Dues & professional fees	2.48
Interest	41.62
Mach & bldg depreciation	81.24
Miscellaneous	5.49
Total overhead expenses per acre	200.39
Total dir & ovhd expenses per acre	700.39
Net return per acre	96.17
Government payments	12.41
Net return with govt pmts	108.57
Labor & management charge	81.02
Net return over lbr & mgt	27.55
Cost of Production	
Total direct expense per ton	27.97
Total dir & ovhd exp per ton	39.18
Less govt & other income	33.69
With labor & management	38.22
Machinery cost per acre	269.22
Est. labor hours per acre	4.70

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Sugar Beets on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	55	6	16	10
Number of farms	27	5	6	6
Acres	122.30	228.48	99.26	91.23
Yield per acre (ton)	17.50	14.62	18.74	18.79
Operators share of yield %	100.00	100.00	100.00	100.00
Value per ton	39.82	39.18	40.00	40.04
Total product return per acre	696.71	572.86	749.74	752.34
Miscellaneous income per acre	98.06	133.96	73.89	156.41
Gross return per acre	794.77	706.81	823.63	908.76
Direct Expenses				
Seed	66.11	72.89	62.59	59.54
Fertilizer	64.55	75.59	69.61	54.75
Crop chemicals	97.55	116.43	93.98	64.76
Crop insurance	22.33	24.33	21.70	20.25
Fuel & oil	59.76	58.56	57.96	53.01
Repairs	82.00	90.85	94.47	81.52
Custom hire	11.03	3.72	24.18	7.73
Hired labor	35.79	37.61	39.79	34.75
Land rent	89.72	81.54	94.39	109.90
Stock/quota lease	104.89	133.35	132.80	21.55
Operating interest	16.06	11.95	15.01	14.87
Miscellaneous	0.72	-	0.57	2.22
Total direct expenses per acre	650.50	706.81	707.04	524.84
Return over direct exp per acre	144.27	0.00	116.59	383.91
Overhead Expenses				
Custom hire	15.44	17.44	0.41	5.81
Hired labor	35.84	37.37	32.44	11.90
Machinery leases	14.53	21.07	8.48	0.07
Farm insurance	6.04	5.22	5.13	5.67
Utilities	3.98	4.51	2.83	4.61
Dues & professional fees	2.61	1.77	2.47	2.81
Interest	10.89	10.14	9.57	11.66
Mach & bldg depreciation	55.88	49.24	44.84	68.54
Miscellaneous	5.34	4.38	6.98	1.23
Total overhead expenses per acre	150.56	151.14	113.16	112.30
Total dir & ovhd expenses per acre	801.06	857.95	820.20	637.15
Net return per acre	-6.29	-151.14	3.43	271.61
Government payments	11.66	11.32	12.40	13.98
Net return with govt pmts	5.37	-139.82	15.84	285.59
Labor & management charge	68.22	64.81	71.29	71.75
Net return over lbr & mgt	-62.85	-204.63	-55.45	213.84
Cost of Production				
Total direct expense per ton	37.18	48.34	37.72	27.93
Total dir & ovhd exp per ton	45.79	58.68	43.76	33.91
Less govt & other income	39.51	48.74	39.15	24.84
With labor & management	43.41	53.18	42.96	28.66
Machinery cost per acre	247.95	250.81	239.64	223.82
Est. labor hours per acre	4.37	4.19	4.08	4.86

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Sunflowers on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	68	12	17	13
Number of farms	52	10	11	11
Acres	118.84	100.22	159.28	142.66
Yield per acre (cwt.)	14.70	8.72	13.19	20.73
Operators share of yield %	100.00	100.00	100.00	100.00
Value per cwt.	18.49	15.70	19.19	18.92
Total product return per acre	271.87	136.81	253.19	392.33
Miscellaneous income per acre	12.26	12.73	26.69	5.31
Gross return per acre	284.13	149.54	279.87	397.64
Direct Expenses				
Seed	23.56	20.67	24.73	25.57
Fertilizer	21.96	26.47	20.64	22.06
Crop chemicals	25.38	21.15	25.47	25.49
Crop insurance	11.52	9.77	13.95	10.62
Fuel & oil	14.54	14.71	15.45	14.28
Repairs	15.20	17.43	16.86	13.06
Custom hire	6.59	2.20	9.18	4.56
Operating interest	4.98	3.28	7.76	2.64
Miscellaneous	0.24	-	0.62	0.14
Total direct expenses per acre	123.98	115.68	134.66	118.42
Return over direct exp per acre	160.15	33.86	145.21	279.21
Overhead Expenses				
Hired labor	4.83	4.47	5.93	4.66
Machinery leases	2.25	1.45	4.07	2.28
RE & pers. property taxes	5.38	4.79	6.05	5.33
Farm insurance	2.82	3.10	2.78	2.92
Utilities	1.99	2.26	2.60	1.25
Dues & professional fees	0.62	0.81	0.43	0.56
Interest	18.36	12.65	24.98	9.52
Mach & bldg depreciation	12.43	15.19	10.42	13.62
Miscellaneous	3.23	8.61	1.58	2.24
Total overhead expenses per acre	51.91	53.33	58.84	42.39
Total dir & ovhd expenses per acre	175.88	169.01	193.49	160.81
Net return per acre	108.24	-19.47	86.38	236.83
Government payments	12.06	13.19	11.78	12.32
Net return with govt pmts	120.31	-6.28	98.16	249.15
Labor & management charge	20.48	20.21	21.91	21.12
Net return over lbr & mgt	99.83	-26.49	76.24	228.02
Cost of Production				
Total direct expense per cwt.	8.43	13.27	10.21	5.71
Total dir & ovhd exp per cwt.	11.96	19.39	14.66	7.76
Less govt & other income	10.31	16.42	11.75	6.91
With labor & management	11.70	18.74	13.41	7.92
Machinery cost per acre	54.26	54.13	60.90	48.97
Est. labor hours per acre	1.27	1.15	1.34	1.17

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Sunflowers on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	156	28	31	30
Number of farms	84	16	17	17
Acres	151.40	104.02	219.76	149.80
Yield per acre (cwt.)	15.31	11.58	13.89	20.55
Operators share of yield %	100.00	100.00	100.00	100.00
Value per cwt.	19.10	16.43	19.86	20.35
Total product return per acre	292.40	190.32	275.77	418.16
Miscellaneous income per acre	4.84	9.94	8.52	1.84
Gross return per acre	297.25	200.25	284.28	419.99
Direct Expenses				
Seed	24.69	24.64	25.90	23.12
Fertilizer	22.20	32.14	18.88	23.20
Crop chemicals	25.91	24.77	25.03	24.07
Crop insurance	10.73	10.76	11.18	11.89
Drying fuel	0.19	0.28	0.15	0.59
Fuel & oil	14.11	17.37	13.79	13.92
Repairs	14.55	21.68	15.72	12.52
Custom hire	5.98	6.01	7.11	4.62
Land rent	34.36	34.96	32.12	36.48
Operating interest	5.24	7.03	6.53	3.11
Miscellaneous	0.66	-	-	0.44
Total direct expenses per acre	158.63	179.65	156.42	153.96
Return over direct exp per acre	138.62	20.60	127.87	266.03
Overhead Expenses				
Hired labor	4.78	4.92	7.93	3.98
Machinery leases	1.92	3.44	1.75	1.42
Building leases	0.78	0.42	2.16	0.47
Farm insurance	2.00	1.77	2.21	1.99
Utilities	1.62	1.94	1.83	1.57
Dues & professional fees	0.59	0.60	0.74	0.76
Interest	3.57	5.14	4.41	2.02
Mach & bldg depreciation	11.42	11.78	12.54	13.58
Miscellaneous	2.29	3.31	2.55	2.22
Total overhead expenses per acre	28.98	33.33	36.11	28.00
Total dir & ovhd expenses per acre	187.61	212.98	192.52	181.96
Net return per acre	109.64	-12.72	91.76	238.03
Government payments	11.18	13.15	11.62	10.19
Net return with govt pmnts	120.82	0.43	103.38	248.22
Labor & management charge	20.35	21.71	20.26	24.90
Net return over lbr & mgt	100.47	-21.28	83.12	223.32
Cost of Production				
Total direct expense per cwt.	10.36	15.51	11.26	7.49
Total dir & ovhd exp per cwt.	12.26	18.39	13.86	8.86
Less govt & other income	11.21	16.40	12.41	8.27
With labor & management	12.54	18.27	13.87	9.48
Machinery cost per acre	50.85	63.94	54.40	47.84
Est. labor hours per acre	1.24	1.21	1.31	1.31

Crop Enterprise Analysis
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Sunflowers on Share Rent

	<u>Avg. Of All Farms</u>
Number of fields	23
Number of farms	20
Acres	122.70
Yield per acre (cwt.)	14.04
Operators share of yield %	67.79
Value per cwt.	18.99
Total product return per acre	180.80
Miscellaneous income per acre	10.90
Gross return per acre	191.70
Direct Expenses	
Seed	19.27
Fertilizer	22.05
Crop chemicals	15.31
Crop insurance	7.56
Fuel & oil	13.79
Repairs	17.76
Custom hire	0.52
Operating interest	6.08
Miscellaneous	1.58
Total direct expenses per acre	103.91
Return over direct exp per acre	87.79
Overhead Expenses	
Hired labor	6.39
Machinery leases	1.28
Farm insurance	2.30
Utilities	1.47
Interest	4.06
Mach & bldg depreciation	15.27
Miscellaneous	2.55
Total overhead expenses per acre	33.32
Total dir & ovhd expenses per acre	137.23
Net return per acre	54.47
Government payments	6.95
Net return with govt pmts	61.42
Labor & management charge	19.72
Net return over lbr & mgt	41.70
Cost of Production	
Total direct expense per cwt.	10.91
Total dir & ovhd exp per cwt.	14.41
Less govt & other income	12.54
With labor & management	14.61
Machinery cost per acre	52.24
Est. labor hours per acre	1.41

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Sunflowers, Confectionary on Owned Land

	Avg. Of All Farms
Number of fields	19
Number of farms	13
Acres	138.17
Yield per acre (cwt.)	14.41
Operators share of yield %	100.00
Value per cwt.	20.39
Other product return per acre	0.06
Total product return per acre	293.92
Miscellaneous income per acre	2.40
Gross return per acre	296.32
Direct Expenses	
Seed	29.36
Fertilizer	23.65
Crop chemicals	26.37
Crop insurance	21.26
Fuel & oil	16.11
Repairs	14.49
Custom hire	12.71
Operating interest	5.68
Miscellaneous	0.22
Total direct expenses per acre	149.85
Return over direct exp per acre	146.47
Overhead Expenses	
Hired labor	8.46
Machinery leases	1.91
RE & pers. property taxes	5.99
Farm insurance	2.53
Utilities	1.39
Dues & professional fees	0.88
Interest	15.59
Mach & bldg depreciation	14.87
Miscellaneous	3.45
Total overhead expenses per acre	55.05
Total dir & ovhd expenses per acre	204.90
Net return per acre	91.42
Government payments	9.40
Net return with govt pmts	100.83
Labor & management charge	24.62
Net return over lbr & mgt	76.20
Cost of Production	
Total direct expense per cwt.	10.40
Total dir & ovhd exp per cwt.	14.21
Less govt & other income	13.39
With labor & management	15.10
Machinery cost per acre	61.57
Est. labor hours per acre	1.58

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Sunflowers, Confectionary on Cash Rent

	<u>Avg. Of All Farms</u>
Number of fields	30
Number of farms	19
Acres	190.02
Yield per acre (cwt.)	13.09
Operators share of yield %	100.00
Value per cwt.	20.91
Total product return per acre	273.81
Miscellaneous income per acre	13.92
Gross return per acre	287.73
Direct Expenses	
Seed	26.19
Fertilizer	18.48
Crop chemicals	23.82
Crop insurance	13.17
Fuel & oil	16.63
Repairs	16.23
Custom hire	9.61
Land rent	37.30
Operating interest	4.79
Miscellaneous	0.12
Total direct expenses per acre	166.34
Return over direct exp per acre	121.39
Overhead Expenses	
Hired labor	8.01
Machinery leases	1.28
Building leases	3.99
Farm insurance	2.07
Utilities	1.45
Dues & professional fees	1.34
Interest	2.58
Mach & bldg depreciation	17.08
Miscellaneous	3.86
Total overhead expenses per acre	41.67
Total dir & ovhd expenses per acre	208.00
Net return per acre	79.73
Government payments	10.66
Net return with govt pmts	90.39
Labor & management charge	26.01
Net return over lbr & mgt	64.38
Cost of Production	
Total direct expense per cwt.	12.70
Total dir & ovhd exp per cwt.	15.89
Less govt & other income	14.01
With labor & management	16.00
Machinery cost per acre	62.13
Est. labor hours per acre	1.31

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Wheat, Durum on Owned Land

	Avg. Of All Farms
Number of fields	34
Number of farms	19
Acres	191.45
Yield per acre (bu.)	26.87
Operators share of yield %	100.00
Value per bu.	9.42
Total product return per acre	253.00
Miscellaneous income per acre	1.42
Gross return per acre	254.42
Direct Expenses	
Seed	12.22
Fertilizer	31.34
Crop chemicals	20.78
Crop insurance	7.05
Fuel & oil	8.67
Repairs	8.41
Custom hire	7.55
Operating interest	2.86
Miscellaneous	0.12
Total direct expenses per acre	99.00
Return over direct exp per acre	155.43
Overhead Expenses	
Hired labor	2.44
Machinery leases	0.44
RE & pers. property taxes	3.37
Farm insurance	2.24
Utilities	2.21
Dues & professional fees	0.28
Interest	10.99
Mach & bldg depreciation	10.15
Miscellaneous	2.47
Total overhead expenses per acre	34.60
Total dir & ovhd expenses per acre	133.60
Net return per acre	120.83
Government payments	8.32
Net return with govt pmts	129.14
Labor & management charge	13.50
Net return over lbr & mgt	115.64
Cost of Production	
Total direct expense per bu.	3.68
Total dir & ovhd exp per bu.	4.97
Less govt & other income	4.61
With labor & management	5.11
Machinery cost per acre	38.55
Est. labor hours per acre	1.10

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Wheat, Durum on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	54	8	15	8
Number of farms	29	5	6	6
Acres	184.39	161.74	212.77	168.43
Yield per acre (bu.)	26.94	18.35	32.52	44.38
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	9.89	8.48	8.29	11.24
Other product return per acre	0.06	-	-	-
Total product return per acre	266.43	155.68	269.46	498.78
Miscellaneous income per acre	6.70	2.47	3.47	-
Gross return per acre	273.13	158.16	272.93	498.78
Direct Expenses				
Seed	12.42	13.48	11.26	14.20
Fertilizer	27.69	26.06	29.92	25.38
Crop chemicals	23.49	19.39	23.10	32.05
Crop insurance	9.58	9.09	11.50	7.57
Fuel & oil	10.33	16.22	9.40	12.16
Repairs	11.73	16.47	13.38	12.02
Custom hire	4.27	-	8.15	4.25
Hired labor	0.34	-	-	2.50
Land rent	26.95	30.28	25.25	28.40
Operating interest	3.91	6.76	2.57	4.59
Miscellaneous	0.51	3.17	0.03	0.45
Total direct expenses per acre	131.22	140.93	134.56	143.57
Return over direct exp per acre	141.91	17.23	138.37	355.20
Overhead Expenses				
Hired labor	1.86	1.40	2.45	0.62
Farm insurance	1.93	2.97	1.91	2.65
Utilities	1.51	1.26	2.45	1.45
Dues & professional fees	0.30	1.27	0.08	0.09
Interest	3.71	4.93	3.27	4.56
Mach & bldg depreciation	9.56	3.61	13.70	10.53
Miscellaneous	2.44	2.35	2.47	1.83
Total overhead expenses per acre	21.31	17.79	26.34	21.74
Total dir & ovhd expenses per acre	152.53	158.72	160.90	165.31
Net return per acre	120.60	-0.56	112.03	333.47
Government payments	8.89	9.89	8.29	9.78
Net return with govt pmts	129.49	9.33	120.32	343.25
Labor & management charge	13.84	10.41	13.69	18.82
Net return over lbr & mgt	115.65	-1.08	106.63	324.43
Cost of Production				
Total direct expense per bu.	4.87	7.68	4.14	3.24
Total dir & ovhd exp per bu.	5.66	8.65	4.95	3.73
Less govt & other income	5.08	7.98	4.59	3.50
With labor & management	5.59	8.54	5.01	3.93
Machinery cost per acre	39.10	40.98	45.85	42.98
Est. labor hours per acre	1.06	1.05	1.14	1.12

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Wheat, Spring on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	311	48	79	61
Number of farms	177	35	36	36
Acres	159.98	121.96	168.30	176.23
Yield per acre (bu.)	37.54	26.66	35.13	49.53
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	6.64	5.36	6.05	7.83
Other product return per acre	0.09	0.13	0.07	0.22
Total product return per acre	249.45	143.10	212.51	388.19
Miscellaneous income per acre	5.80	27.15	3.32	0.51
Gross return per acre	255.25	170.25	215.83	388.70
Direct Expenses				
Seed	11.50	13.12	10.66	11.88
Fertilizer	31.05	38.77	29.30	32.22
Crop chemicals	22.71	16.63	22.78	27.57
Crop insurance	11.22	9.79	9.97	12.46
Fuel & oil	11.64	13.05	11.01	12.69
Repairs	12.70	13.93	11.81	11.92
Custom hire	4.33	4.11	4.82	1.37
Operating interest	3.53	3.61	3.45	3.62
Miscellaneous	0.37	0.58	0.60	0.16
Total direct expenses per acre	109.05	113.59	104.39	113.88
Return over direct exp per acre	146.20	56.67	111.44	274.82
Overhead Expenses				
Custom hire	0.23	0.85	-	0.05
Hired labor	3.84	6.15	3.04	4.90
Machinery leases	1.39	0.83	0.34	0.50
RE & pers. property taxes	5.99	10.10	4.66	5.87
Farm insurance	2.73	3.36	2.39	2.65
Utilities	1.96	2.59	1.90	1.59
Dues & professional fees	0.64	1.21	0.58	0.66
Interest	18.27	36.48	15.44	15.24
Mach & bldg depreciation	10.82	10.91	9.22	13.90
Miscellaneous	2.70	2.81	3.54	2.45
Total overhead expenses per acre	48.56	75.29	41.10	47.81
Total dir & ovhd expenses per acre	157.61	188.88	145.49	161.70
Net return per acre	97.64	-18.63	70.34	227.00
Government payments	11.35	12.77	10.42	11.20
Net return with govt pmts	108.99	-5.85	80.76	238.20
Labor & management charge	17.72	14.92	18.12	18.83
Net return over lbr & mgt	91.27	-20.78	62.64	219.37
Cost of Production				
Total direct expense per bu.	2.91	4.26	2.97	2.30
Total dir & ovhd exp per bu.	4.20	7.08	4.14	3.26
Less govt & other income	3.74	5.58	3.75	3.02
With labor & management	4.21	6.14	4.26	3.40
Machinery cost per acre	43.44	47.97	39.05	42.52
Est. labor hours per acre	1.12	1.11	1.09	1.08

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Wheat, Spring on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	565	82	113	135
Number of farms	232	46	47	47
Acres	202.56	192.25	224.28	222.54
Yield per acre (bu.)	37.52	27.92	34.55	48.27
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	6.67	5.61	6.04	7.62
Other product return per acre	0.04	0.02	0.11	-
Total product return per acre	250.27	156.56	208.70	367.95
Miscellaneous income per acre	9.43	20.89	10.34	4.43
Gross return per acre	259.70	177.45	219.04	372.38
Direct Expenses				
Seed	11.75	15.37	11.30	12.08
Fertilizer	32.79	40.97	29.73	32.41
Crop chemicals	22.99	16.16	22.79	27.45
Crop insurance	11.10	10.28	10.75	12.55
Fuel & oil	11.51	12.73	11.66	11.92
Repairs	11.99	14.85	10.94	11.57
Custom hire	3.58	4.31	3.33	2.79
Hired labor	0.16	-	0.56	-
Land rent	37.45	54.32	34.18	35.62
Operating interest	4.19	4.60	3.82	4.30
Miscellaneous	0.31	0.37	0.55	0.21
Total direct expenses per acre	147.83	173.97	139.60	150.90
Return over direct exp per acre	111.88	3.49	79.44	221.48
Overhead Expenses				
Custom hire	0.34	1.62	0.20	0.01
Hired labor	4.01	4.58	2.60	5.95
Machinery leases	1.89	2.07	0.89	1.80
Building leases	0.38	0.00	0.21	0.77
Farm insurance	2.29	2.91	2.33	2.39
Utilities	1.69	2.51	1.53	1.46
Dues & professional fees	0.81	1.39	0.64	1.06
Interest	3.75	5.37	4.19	2.79
Mach & bldg depreciation	10.21	10.96	8.08	13.04
Miscellaneous	2.29	3.12	2.28	2.34
Total overhead expenses per acre	27.65	34.52	22.95	31.61
Total dir & ovhd expenses per acre	175.48	208.48	162.55	182.51
Net return per acre	84.23	-31.03	56.49	189.87
Government payments	11.12	11.94	10.02	11.76
Net return with govt pmts	95.35	-19.09	66.51	201.64
Labor & management charge	17.48	15.65	17.51	18.86
Net return over lbr & mgt	77.86	-34.73	49.00	182.77
Cost of Production				
Total direct expense per bu.	3.94	6.23	4.04	3.13
Total dir & ovhd exp per bu.	4.68	7.47	4.70	3.78
Less govt & other income	4.13	6.29	4.11	3.45
With labor & management	4.59	6.85	4.62	3.84
Machinery cost per acre	42.67	51.39	38.96	42.95
Est. labor hours per acre	1.05	1.07	1.02	1.09

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Wheat, Spring on Share Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	136	26	30	26
Number of farms	73	14	14	15
Acres	143.46	104.18	162.26	149.99
Yield per acre (bu.)	35.73	28.38	32.96	47.69
Operators share of yield %	66.83	67.24	65.87	67.06
Value per bu.	6.50	5.64	5.94	7.37
Total product return per acre	155.25	107.59	129.07	235.71
Miscellaneous income per acre	6.71	7.52	6.63	4.75
Gross return per acre	161.96	115.12	135.70	240.46
Direct Expenses				
Seed	9.81	14.29	7.39	8.65
Fertilizer	28.50	37.57	23.16	28.12
Crop chemicals	17.35	17.89	17.26	23.24
Crop insurance	7.32	7.41	6.01	8.74
Fuel & oil	10.88	12.13	9.67	11.72
Repairs	12.08	15.65	9.58	12.03
Custom hire	2.89	3.30	1.15	7.10
Operating interest	3.55	4.97	2.25	3.46
Miscellaneous	1.39	-	3.42	0.19
Total direct expenses per acre	93.76	113.20	79.90	103.24
Return over direct exp per acre	68.20	1.92	55.80	137.22
Overhead Expenses				
Custom hire	0.41	2.66	0.01	0.00
Hired labor	4.98	4.22	4.90	4.14
Machinery leases	1.05	1.50	0.33	1.97
Farm insurance	2.43	3.22	2.02	1.59
Utilities	1.53	1.98	1.30	1.15
Dues & professional fees	0.76	1.26	0.16	0.55
Interest	3.75	4.80	3.56	4.28
Mach & bldg depreciation	10.83	8.17	11.02	9.64
Miscellaneous	2.36	3.14	1.43	1.84
Total overhead expenses per acre	28.10	30.95	24.74	25.16
Total dir & ovhd expenses per acre	121.85	144.15	104.64	128.40
Net return per acre	40.11	-29.03	31.06	112.06
Government payments	7.41	7.55	6.38	7.92
Net return with govt pmts	47.51	-21.48	37.44	119.98
Labor & management charge	16.09	15.00	15.08	17.94
Net return over lbr & mgt	31.43	-36.49	22.35	102.04
Cost of Production				
Total direct expense per bu.	3.93	5.93	3.68	3.23
Total dir & ovhd exp per bu.	5.10	7.55	4.82	4.02
Less govt & other income	4.51	6.76	4.22	3.62
With labor & management	5.19	7.55	4.92	4.18
Machinery cost per acre	41.39	47.02	34.82	46.56
Est. labor hours per acre	1.08	1.18	0.98	1.08

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Wheat, Winter on Owned Land

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	32	7	6	8
Number of farms	26	5	5	6
Acres	96.14	78.83	73.40	84.29
Yield per acre (bu.)	54.39	50.58	51.47	64.45
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	5.81	4.30	5.13	6.80
Other product return per acre	0.31	-	-	-
Total product return per acre	316.31	217.56	263.88	438.10
Miscellaneous income per acre	1.56	6.88	-	-
Gross return per acre	317.87	224.44	263.88	438.10
Direct Expenses				
Seed	9.55	12.83	10.95	9.12
Fertilizer	28.26	31.75	34.75	20.00
Crop chemicals	18.76	23.38	21.27	19.94
Crop insurance	13.54	17.34	8.17	16.69
Fuel & oil	12.87	12.50	9.39	16.26
Repairs	14.22	18.86	7.95	11.05
Custom hire	8.47	17.25	10.51	7.58
Operating interest	4.76	9.78	3.31	2.74
Miscellaneous	0.16	-	-	-
Total direct expenses per acre	110.61	143.69	106.29	103.38
Return over direct exp per acre	207.26	80.75	157.59	334.72
Overhead Expenses				
Hired labor	4.20	4.97	4.46	2.88
Machinery leases	2.24	2.76	0.10	0.37
RE & pers. property taxes	4.53	6.17	4.09	4.98
Farm insurance	2.29	3.73	1.71	2.11
Utilities	2.15	4.32	1.52	1.77
Interest	12.36	16.42	7.97	8.03
Mach & bldg depreciation	10.17	12.99	11.87	11.32
Miscellaneous	3.13	2.54	2.37	4.63
Total overhead expenses per acre	41.06	53.90	34.10	36.09
Total dir & ovhd expenses per acre	151.67	197.60	140.39	139.47
Net return per acre	166.20	26.84	123.49	298.63
Government payments	12.06	17.59	10.69	10.66
Net return with govt pmts	178.26	44.43	134.19	309.29
Labor & management charge	17.17	23.57	13.17	18.55
Net return over lbr & mgt	161.09	20.86	121.02	290.74
Cost of Production				
Total direct expense per bu.	2.03	2.84	2.07	1.60
Total dir & ovhd exp per bu.	2.79	3.91	2.73	2.16
Less govt & other income	2.53	3.42	2.52	2.00
With labor & management	2.85	3.89	2.78	2.29
Machinery cost per acre	50.92	66.44	42.39	49.53
Est. labor hours per acre	1.12	1.42	0.89	1.10

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Wheat, Winter on Cash Rent

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of fields	63	10	19	11
Number of farms	42	8	9	9
Acres	159.20	131.52	139.08	198.88
Yield per acre (bu.)	52.93	38.97	49.75	69.51
Operators share of yield %	100.00	100.00	100.00	100.00
Value per bu.	6.19	5.00	5.57	7.34
Other product return per acre	0.30	-	-	1.37
Total product return per acre	328.06	194.93	277.31	511.27
Miscellaneous income per acre	1.43	6.49	1.20	0.67
Gross return per acre	329.50	201.42	278.51	511.94
Direct Expenses				
Seed	9.71	8.34	7.88	11.30
Fertilizer	33.65	35.50	25.55	37.79
Crop chemicals	24.67	21.75	20.29	30.47
Crop insurance	10.30	11.17	10.37	9.87
Fuel & oil	11.76	9.72	11.89	14.56
Repairs	13.08	13.83	13.38	14.75
Custom hire	4.56	3.21	4.63	5.42
Hired labor	0.14	-	0.53	-
Land rent	32.68	39.67	29.55	33.37
Operating interest	4.44	6.66	3.82	3.80
Miscellaneous	0.06	-	0.09	-
Total direct expenses per acre	145.05	149.85	127.99	161.34
Return over direct exp per acre	184.45	51.57	150.51	350.59
Overhead Expenses				
Custom hire	0.17	1.31	-	-
Hired labor	4.85	6.96	4.42	5.31
Machinery leases	2.17	1.40	1.68	0.99
Building leases	0.59	-	0.16	2.24
Farm insurance	2.01	2.99	1.50	1.99
Utilities	1.50	1.71	1.61	1.65
Dues & professional fees	0.95	0.96	0.34	1.55
Interest	3.74	3.85	4.78	2.17
Mach & bldg depreciation	10.65	11.88	8.55	11.94
Miscellaneous	2.73	5.19	2.07	2.42
Total overhead expenses per acre	29.36	36.26	25.12	30.26
Total dir & ovhd expenses per acre	174.41	186.12	153.11	191.60
Net return per acre	155.09	15.31	125.40	320.34
Government payments	10.56	10.58	9.33	10.68
Net return with govt pmts	165.65	25.88	134.73	331.02
Labor & management charge	17.62	18.94	15.85	19.02
Net return over lbr & mgt	148.04	6.94	118.88	311.99
Cost of Production				
Total direct expense per bu.	2.74	3.85	2.57	2.32
Total dir & ovhd exp per bu.	3.29	4.78	3.08	2.76
Less govt & other income	3.06	4.34	2.87	2.57
With labor & management	3.40	4.82	3.18	2.85
Machinery cost per acre	45.41	42.56	44.69	49.52
Est. labor hours per acre	1.11	1.47	0.84	1.19

EXPLANATORY NOTES FOR LIVESTOCK TABLES

The "Livestock Enterprise Analysis" table shows the average physical production, gross returns, direct costs, overhead costs, and net return per unit. All costs are actual costs; no opportunity costs are included. The "Net Return" to the enterprise is the "Gross Return" minus the direct and overhead costs. "Net Return" represents the return to the operators and family's unpaid labor, management, and equity. It represents the return to all of the resources, which are owned by the farm family and hence, not purchased or paid a wage. The last section of each livestock table contains both economic and technical efficiency measures, which are particularly useful to individual managers in assessing their performance as compared to their peers.

When there are less than five farms with a particular livestock enterprise, that enterprise is not included in the report. When there is a sufficient number (i.e., more than 24), farms are divided into low 20%, middle 20% and high 20% on the basis of returns to overhead costs. The classification is done separately for each livestock enterprise.

The "Dairy" enterprise contains the information for only the milking herd (which includes dry cows). "Dairy Replacement Heifers" are those heifers kept for replacement into the milking herd. "Dairy Heifers (for sale)" are heifers intended for feeding and sale. "Dairy Steers" includes only steers for feeding. The "Dairy and Replacement Heifers" table includes both "Dairy" and "Dairy Replacement Heifers."

"Lbs. feed per lb. of gain" is the lbs. of total feed divided by total gain. The total feed is calculated by adding total pounds of feed. For grains, these pounds per unit are used: corn, 56; oats, 32; barley, 48; grain sorghum, 56; wheat, 60; and millet, 48. For these roughages, the pounds are calculated by these factors: alfalfa haylage, 0.5; corn silage, 0.33; oatlage, 0.5; and sorghum silage, 0.33; and small grain silage, 0.33.

The calving and weaning percentages are calculated as the number of calves, which are calved and weaned, respectively, divided by the number of cows, which are supposed to bear young.

Rounding of individual items for the report has caused minor discrepancies with the calculated totals.

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Beef Cow-Calf -- Average Per Cwt. Produced

	Avg. Of All Farms		Low20%		40 - 60%		High 20%	
Number of farms	126		25		25		26	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	35.73	39.88	25.87	27.43	37.23	41.29	30.86	36.13
Transferred out (lb)	64.44	72.77	74.33	84.45	62.79	70.25	69.18	77.88
Cull sales (lb)		18.32		27.64		14.10		16.14
Butchered (lb)		0.16		0.29		0.02		0.19
Less purchased (lb)		-16.95		-26.29		-19.41		-8.29
Less transferred in (lb)		-11.06		-13.67		-13.95		-4.86
Inventory change (lb)		-1.18		-10.21		9.85		-8.93
Total production (lb)		101.95		89.64		102.14		108.26
Other income		1.10		0.20		2.85		0.49
Gross return		103.04		89.84		104.99		108.75
Direct Expenses								
Aftermath Grazing (aum)	0.04	0.67	0.10	1.52	0.02	0.15	0.02	0.36
Corn (bu.)	0.16	0.56	0.06	0.13	0.31	1.13	0.11	0.42
Corn Silage (lb.)	329.71	3.20	517.63	4.92	411.64	3.92	293.26	2.88
Hay, Alfalfa (lb.)	77.76	1.84	147.11	3.62	66.68	1.57	72.05	1.68
Hay, Grass & Other (lb.)	1,198.04	22.65	1,304.04	25.56	1,309.97	23.97	953.28	18.45
Pasture (aum)	1.25	17.16	1.24	18.08	1.27	18.95	1.15	13.82
Complete Ration (lb.)	16.38	0.99	3.45	0.21	2.41	0.21	19.31	1.10
Creep / Starter (lb.)	14.97	1.31	14.10	1.43	19.96	1.86	19.02	1.52
Protein Vit Minerals (lb.)	17.53	2.88	8.51	1.88	11.28	2.10	23.20	3.19
Other feed stuffs	69.21	1.56	98.37	1.86	97.71	1.73	65.93	2.17
Veterinary		3.17		3.78		2.95		2.52
Supplies		2.27		3.76		2.37		2.20
Fuel & oil		4.19		4.52		4.76		2.98
Repairs		4.52		7.85		4.93		3.06
Livestock leases		0.31		0.88		0.03		0.07
Marketing		0.95		1.04		1.31		0.55
Operating interest		1.90		3.71		1.51		1.25
Total direct expenses		70.13		84.77		73.45		58.21
Return over direct expense		32.92		5.06		31.54		50.53
Overhead Expenses								
Hired labor		1.76		3.41		1.90		1.17
Farm insurance		1.56		2.03		1.59		1.27
Utilities		1.62		2.25		1.58		1.26
Interest		3.03		4.24		2.56		2.24
Mach & bldg depreciation		4.06		4.56		4.14		4.24
Miscellaneous		2.24		2.67		1.77		2.12
Total overhead expenses		14.28		19.17		13.54		12.31
Total dir & ovhd expenses		84.40		103.94		86.99		70.52
Net return		18.64		-14.10		18.00		38.22
Labor & management charge		11.74		14.92		10.24		10.38
Net return over lbr & mgt		6.91		-29.02		7.76		27.84
Cost of Production								
Total direct expense per cwt.		70.13		84.77		73.45		58.21
Total dir & ovhd expense per cwt.		84.40		103.94		86.99		70.52
With other revenue adjustments		83.08		112.34		79.71		71.07
With labor and management		94.81		127.26		89.95		81.45
Est. labor hours per unit		1.05		1.21		1.00		0.91
Other Information								
Number of cows		145.3		113.1		175.1		169.9
Pregnancy percentage		97.1		96.3		98.3		97.1
Pregnancy loss percentage		1.7		4.0		0.9		1.8
Culling percentage		14.4		20.8		11.3		13.1
Calving percentage		95.5		92.4		97.4		95.4
Weaning percentage		90.7		86.8		91.8		91.9
Calves sold per cow		0.94		0.91		0.93		0.99
Calf death loss percent		5.2		6.5		6.0		3.9
Average weaning weight		557		518		560		591
Lbs weaned/exposed female		505		449		514		543
Feed cost per cow		277.93		277.32		288.45		266.34
Avg wgt/Beef Calf sold		591		581		609		604
Avg price / cwt		111.61		106.02		110.88		117.08

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Beef Cow-Calf -- Average Per Cow

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
Number of farms	126		25		25		26	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	188.04	209.88	121.12	128.42	193.22	214.25	180.30	211.10
Transferred out (lb)	339.11	382.96	348.06	395.43	325.82	364.53	404.23	455.11
Cull sales (lb)		96.43		129.43		73.16		94.31
Butchered (lb)		0.84		1.38		0.11		1.08
Less purchased (lb)		-89.18		-123.12		-100.72		-48.45
Less transferred in (lb)		-58.21		-63.99		-72.39		-28.40
Inventory change (lb)		-6.21		-47.82		51.09		-52.16
Total production (lb)		536.51		419.73		530.02		632.59
Other income		5.77		0.93		14.81		2.86
Gross return		542.27		420.66		544.83		635.45
Direct Expenses								
Aftermath Grazing (aum)	0.21	3.53	0.45	7.11	0.12	0.79	0.12	2.08
Corn (bu.)	0.86	2.92	0.26	0.63	1.61	5.86	0.66	2.44
Corn Silage (lb.)	1,735.14	16.85	2,423.80	23.06	2,136.14	20.36	1,713.60	16.81
Hay, Alfalfa (lb.)	409.22	9.68	688.83	16.97	346.03	8.13	421.00	9.84
Hay, Grass & Other (lb.)	6,304.74	119.20	6,106.09	119.68	6,797.80	124.37	5,570.34	107.78
Pasture (aum)	6.59	90.29	5.82	84.67	6.60	98.33	6.70	80.75
Complete Ration (lb.)	86.19	5.21	16.16	1.00	12.51	1.08	112.83	6.43
Creep / Starter (lb.)	78.77	6.87	66.04	6.68	103.57	9.67	111.13	8.86
Protein Vit Minerals (lb.)	92.23	15.17	39.85	8.81	58.54	10.87	135.55	18.65
Other feed stuffs	364.23	8.20	460.62	8.72	507.04	8.99	385.23	12.69
Veterinary		16.66		17.69		15.32		14.75
Supplies		11.97		17.61		12.31		12.83
Fuel & oil		22.06		21.18		24.72		17.43
Repairs		23.77		36.76		25.58		17.89
Livestock leases		1.61		4.12		0.17		0.42
Marketing		5.02		4.87		6.79		3.23
Operating interest		10.02		17.39		7.82		7.29
Total direct expenses		369.04		396.94		381.17		340.16
Return over direct expense		173.23		23.71		163.66		295.29
Overhead Expenses								
Hired labor		9.25		15.96		9.85		6.85
Farm insurance		8.23		9.51		8.26		7.41
Utilities		8.52		10.53		8.20		7.39
Interest		15.97		19.87		13.30		13.08
Mach & bldg depreciation		21.35		21.36		21.47		24.80
Miscellaneous		11.81		12.51		9.17		12.41
Total overhead expenses		75.12		89.74		70.26		71.93
Total dir & ovhd expenses		444.17		486.69		451.42		412.09
Net return		98.11		-66.03		93.41		223.36
Labor & management charge		61.76		69.88		53.11		60.67
Net return over lbr & mgt		36.35		-135.90		40.29		162.68
Cost of Production								
Total direct expense per cwt.		70.13		84.77		73.45		58.21
Total dir & ovhd expense per cwt.		84.40		103.94		86.99		70.52
With other revenue adjustments		83.08		112.34		79.71		71.07
With labor and management		94.81		127.26		89.95		81.45
Est. labor hours per unit		5.53		5.65		5.17		5.31
Other Information								
Number of cows		145.3		113.1		175.1		169.9
Pregnancy percentage		97.1		96.3		98.3		97.1
Pregnancy loss percentage		1.7		4.0		0.9		1.8
Culling percentage		14.4		20.8		11.3		13.1
Calving percentage		95.5		92.4		97.4		95.4
Weaning percentage		90.7		86.8		91.8		91.9
Calves sold per cow		0.94		0.91		0.93		0.99
Calf death loss percent		5.2		6.5		6.0		3.9
Average weaning weight		557		518		560		591
Lbs weaned/exposed female		505		449		514		543
Feed cost per cow		277.32		277.32		288.45		266.34
Avg wgt/Beef Calf sold		591		581		609		604
Avg price / cwt		111.61		106.02		110.88		117.08

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Beef Cow-Calf (shares) -- Average Per Cwt. Produced

	<u>Avg. Of All Farms</u>	
Number of farms	9	
	Quantity	Value
Beef Calves sold (lb)	48.83	53.41
Transferred out (lb)	51.17	59.82
Total production (lb)	100.00	113.23
Other income		0.54
Gross return		113.77
Direct Expenses		
Aftermath Grazing (aum)	0.13	2.13
Corn Silage (lb.)	246.83	2.42
Hay, Alfalfa (lb.)	4.30	0.09
Hay, Grass & Other (lb.)	1,212.25	23.03
Pasture (aum)	1.16	17.22
Stover (lb.)	6.00	0.07
Protein Vit Minerals (lb.)	8.98	2.06
Other feed stuffs	27.61	0.85
Veterinary		1.50
Supplies		1.58
Fuel & oil		3.61
Repairs		4.33
Custom hire		0.27
Livestock leases		40.86
Operating interest		2.36
Total direct expenses		102.37
Return over direct expense		11.40
Overhead Expenses		
Hired labor		1.42
Farm insurance		1.25
Utilities		1.74
Interest		1.82
Mach & bldg depreciation		2.67
Miscellaneous		2.13
Total overhead expenses		11.03
Total dir & ovhd expenses		113.40
Net return		0.37
Labor & management charge		11.33
Net return over lbr & mgt		-10.97
Cost of Production		
Total direct expense per cwt.		102.37
Total dir & ovhd expense per cwt.		113.40
With other revenue adjustments		112.86
With labor and management		124.19
Est. labor hours per unit		1.20
Other Information		
Number of cows		75.1
Pregnancy percentage		97.5
Pregnancy loss percentage		2.0
Culling percentage		7.8
Calving percentage		95.5
Weaning percentage		90.3
Calves sold per cow		0.99
Calf death loss percent		5.3
Average weaning weight		526
Lbs weaned/exposed female		475
Feed cost per cow		235.63
Avg wgt/Beef Calf sold		531
Avg price / cwt		109.38

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Beef Cow-Calf (shares) -- Average Per Cow

	Avg. Of All Farms	
Number of farms	9	
	Quantity	Value
Beef Calves sold (lb)	240.39	262.93
Transferred out (lb)	251.93	294.51
Total production (lb)	492.33	557.45
Other income		2.66
Gross return		560.11
Direct Expenses		
Aftermath Grazing (aum)	0.62	10.47
Corn Silage (lb.)	1,215.21	11.89
Hay, Alfalfa (lb.)	21.15	0.42
Hay, Grass & Other (lb.)	5,968.21	113.40
Pasture (aum)	5.73	84.77
Protein Vit Minerals (lb.)	44.20	10.13
Other feed stuffs	165.47	4.55
Veterinary		7.38
Supplies		7.76
Fuel & oil		17.78
Repairs		21.31
Custom hire		1.35
Livestock leases		201.17
Operating interest		11.61
Total direct expenses		504.00
Return over direct expense		56.11
Overhead Expenses		
Hired labor		6.99
Farm insurance		6.15
Utilities		8.57
Interest		8.95
Mach & bldg depreciation		13.15
Miscellaneous		10.49
Total overhead expenses		54.30
Total dir & ovhd expenses		558.30
Net return		1.81
Labor & management charge		55.79
Net return over lbr & mgt		-53.99
Cost of Production		
Total direct expense per cwt.		102.37
Total dir & ovhd expense per cwt.		113.40
With other revenue adjustments		112.86
With labor and management		124.19
Est. labor hours per unit		5.90
Other Information		
Number of cows		75.1
Pregnancy percentage		97.5
Pregnancy loss percentage		2.0
Culling percentage		7.8
Calving percentage		95.5
Weaning percentage		90.3
Calves sold per cow		0.99
Calf death loss percent		5.3
Average weaning weight		526
Lbs weaned/exposed female		475
Feed cost per cow		235.63
Avg wgt/Beef Calf sold		531
Avg price / cwt		109.38

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Beef Replacement Heifers -- Average Per Head

	Avg. Of All Farms		Low20%		40 - 60%		High 20%	
Number of farms	57		11		12		12	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Replace sold (hd)	0.14	123.54	0.17	122.68	0.13	92.61	0.29	284.91
Transferred out (hd)	0.93	984.51	1.00	1,026.96	0.98	994.93	0.78	931.95
Cull sales (hd)	0.00	0.27	-	-	-	-	0.00	1.32
Butchered (hd)	0.00	3.62	0.01	8.46	0.00	3.34	0.00	1.99
Less purchased (hd)	-0.09	-82.74	-0.19	-194.64	-0.05	-39.53	-0.05	-34.44
Less transferred in (hd)	-0.65	-448.33	-0.71	-522.56	-0.28	-180.29	-0.64	-446.51
Inventory change (hd)	-0.34	-195.63	-0.28	-186.60	-0.78	-485.85	-0.40	-145.45
Total production (hd)	0.00	385.24	0.00	254.30	0.00	385.22	0.00	593.79
Other income		-		-		-		-
Gross return		385.24		254.30		385.22		593.79
Direct Expenses								
Aftermath Grazing (aum)	0.11	1.78	0.24	4.02	0.10	1.65	0.14	1.68
Barley (bu.)	1.19	3.03	4.31	10.34	1.35	4.05	-	-
Corn (bu.)	5.59	20.47	3.32	10.87	5.50	21.64	5.90	21.58
Corn Silage (lb.)	1,323.61	14.22	2,318.65	27.35	445.95	5.42	729.13	6.76
Hay, Alfalfa (lb.)	372.75	8.63	910.82	22.29	238.72	4.77	271.28	5.32
Hay, Grass & Other (lb.)	2,954.54	56.73	3,971.77	82.34	3,236.96	61.79	2,539.87	43.90
Oats (bu.)	6.25	13.02	12.21	26.10	1.35	2.70	6.65	14.92
Pasture (aum)	4.39	58.05	3.59	48.28	4.44	64.04	5.68	69.61
Complete Ration (lb.)	104.24	7.60	6.27	0.33	67.57	2.70	416.19	33.09
Protein Vit Minerals (lb.)	41.51	6.66	52.15	7.28	30.00	6.21	71.26	9.06
Corn Gluten (lb.)	40.21	2.37	-	-	111.49	8.45	21.85	0.93
Other feed stuffs	313.13	3.90	341.55	5.23	165.54	1.13	331.72	3.19
Veterinary		6.99		8.61		6.42		9.91
Supplies		5.75		8.37		6.35		3.50
Fuel & oil		7.12		10.38		9.55		4.06
Repairs		8.50		10.07		9.78		8.81
Operating interest		3.01		4.91		2.56		2.58
Total direct expenses		227.83		286.77		219.22		238.88
Return over direct expense		157.41		-32.48		165.99		354.90
Overhead Expenses								
Hired labor		1.39		1.18		1.37		2.11
Farm insurance		2.24		3.47		2.02		2.14
Utilities		2.81		2.48		3.44		2.18
Interest		4.88		9.97		3.18		2.85
Mach & bldg depreciation		6.38		9.43		7.46		5.43
Miscellaneous		3.82		6.30		3.36		2.13
Total overhead expenses		21.53		32.82		20.84		16.85
Total dir & ovhd expenses		249.36		319.59		240.06		255.74
Net return		135.89		-65.30		145.15		338.05
Labor & management charge		19.21		22.46		28.06		13.87
Net return over lbr & mgt		116.67		-87.75		117.09		324.18
Cost of Production								
Total direct expense per head		882.42		1,013.69		836.75		803.44
Total dir & ovhd expense per head		902.40		1,041.84		855.67		819.14
With other revenue adjustments		902.40		1,041.84		855.67		819.14
With labor and management		920.24		1,061.10		881.15		832.07
Est. labor hours per unit		1.78		1.78		2.76		1.29
Other Information								
No. purchased or trans in		20		26		8		18
Number sold or trans out		28		34		27		27
Average number of head		26		29		25		25
Percentage death loss		0.2		-		0.3		0.8
Feed cost per average head		196.46		244.43		184.56		210.03

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Beef, Background Beef -- Average Per Cwt. Produced

	<u>Avg. Of</u> <u>All Farms</u>		<u>Low20%</u>		<u>40-60%</u>		<u>High 20%</u>	
Number of farms	72		14		15		15	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Backgnd Beef sold (lb)	282.01	277.77	376.29	350.55	323.36	316.50	246.22	258.68
Transferred out (lb)	134.47	134.85	154.61	146.75	130.14	129.07	120.93	131.15
Butchered (lb)	1.18	1.01	3.80	3.31	0.87	0.68	-	-
Less purchased (lb)	-27.20	-32.69	-1.81	-1.66	-9.87	-12.67	-52.31	-65.79
Less transferred in (lb)	-273.41	-310.57	-411.72	-463.56	-352.01	-398.16	-178.05	-202.63
Inventory change (lb)	-17.04	-17.00	-21.16	-22.50	7.51	12.27	-36.79	-40.10
Total production (lb)	100.00	53.36	100.00	12.89	100.00	47.68	100.00	81.30
Other income		1.22		-		-		1.75
Gross return		54.58		12.89		47.68		83.05
Direct Expenses								
Barley (bu.)	0.60	1.77	1.08	2.15	0.67	1.96	0.82	2.83
Corn (bu.)	3.09	11.12	2.50	8.41	3.71	13.17	2.25	8.31
Corn Silage (lb.)	437.53	4.38	534.13	6.14	515.61	5.51	273.75	2.66
Hay, Alfalfa (lb.)	38.44	1.00	65.06	1.74	56.46	1.55	43.80	1.10
Hay, Grass & Other (lb.)	596.22	12.31	910.55	19.78	490.57	10.00	582.59	11.90
Haylage, Grass & Other (lb.)	16.25	0.20	-	-	-	-	52.36	0.65
Oats (bu.)	1.38	2.83	1.45	2.54	2.46	5.73	0.46	0.69
Pasture (aum)	0.05	0.87	0.03	0.47	0.06	1.10	0.10	1.49
Straw (lb.)	53.16	0.45	38.86	0.40	78.22	0.78	59.56	0.49
Complete Ration (lb.)	71.79	4.21	67.70	5.79	70.84	3.06	148.57	6.57
Creep / Starter (lb.)	7.92	0.60	36.83	2.61	8.92	0.74	0.25	0.06
Protein Vit Minerals (lb.)	32.88	3.04	30.56	3.48	12.71	2.51	10.95	2.19
Corn Gluten (lb.)	11.07	0.54	-	-	25.92	1.67	-	-
Other feed stuffs	31.55	0.92	9.29	0.28	16.49	1.22	4.36	0.28
Veterinary		2.17		2.17		1.88		2.93
Supplies		0.92		3.11		0.17		1.24
Fuel & oil		1.57		2.48		0.80		1.19
Repairs		1.92		2.46		0.95		1.72
Custom hire		0.52		0.82		0.26		1.01
Livestock leases		0.68		4.93		0.09		-
Hauling and trucking		0.07		-		0.35		0.01
Marketing		3.49		4.14		6.27		3.56
Bedding		0.23		0.07		0.26		0.65
Operating interest		0.95		1.25		0.63		0.62
Total direct expenses		56.75		75.23		60.66		52.15
Return over direct expense		-2.18		-62.35		-12.98		30.90
Overhead Expenses								
Hired labor		0.64		2.14		0.42		0.46
Farm insurance		0.51		0.61		0.42		0.46
Utilities		0.61		0.63		0.49		0.51
Interest		1.05		1.99		0.71		0.65
Mach & bldg depreciation		1.32		2.15		0.64		1.19
Miscellaneous		0.79		0.64		0.48		0.52
Total overhead expenses		4.93		8.16		3.16		3.79
Total dir & ovhd expenses		61.68		83.39		63.82		55.94
Net return		-7.10		-70.50		-16.14		27.10
Labor & management charge		3.89		5.39		3.36		2.54
Net return over lbr & mgt		-10.99		-75.90		-19.51		24.57
Cost of Production								
Total direct expense per cwt.		99.89		105.42		101.11		98.24
Total dir & ovhd expense per cwt.		101.07		106.95		101.81		99.27
With other revenue adjustments		100.78		106.95		101.81		98.79
With labor and management		101.71		107.97		102.55		99.48
Est. labor hours per unit		0.36		0.50		0.30		0.26
Other Information								
No. purchased or trans in		134		119		142		140
Number sold or trans out		141		122		139		160
Percentage death loss		0.5		0.5		0.4		0.5
Avg. daily gain (lbs)		1.58		1.19		1.55		1.55
Lbs of conc / lb of gain		4.04		3.83		4.56		3.44
Lbs of feed / lb of gain		12.19		15.56		12.23		11.12
Feed cost per cwt of gain		44.25		53.81		49.01		39.22
Feed cost per head		68.08		78.20		52.51		74.74
Average sales weight		716		725		667		723
Avg sales price / cwt		98.50		93.16		97.88		105.06

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Beef, Background Beef -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
	72		14		15		15	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms	72		14		15		15	
Backgnd Beef sold (lb)	433.83	427.30	546.88	509.46	346.48	339.12	469.23	492.97
Transferred out (lb)	206.86	207.44	224.70	213.28	139.45	138.30	230.47	249.94
Butchered (lb)	1.81	1.55	5.52	4.81	0.93	0.73	-	-
Less purchased (lb)	-41.84	-50.29	-2.63	-2.42	-10.58	-13.57	-99.69	-125.39
Less transferred in (lb)	-420.60	-477.77	-598.37	-673.72	-377.17	-426.63	-339.33	-386.16
Inventory change (lb)	-26.22	-26.15	-30.76	-32.69	8.05	13.14	-70.11	-76.42
Total production (lb)	153.83	82.08	145.33	18.73	107.15	51.09	190.58	154.95
Other income	1.87		-		-		3.33	
Gross return	83.96		18.73		51.09		158.27	
Direct Expenses								
Barley (bu.)	0.92	2.73	1.58	3.12	0.71	2.10	1.56	5.39
Corn (bu.)	4.75	17.10	3.63	12.23	3.98	14.11	4.28	15.83
Corn Silage (lb.)	673.07	6.74	776.28	8.92	552.47	5.90	521.70	5.06
Hay, Alfalfa (lb.)	59.13	1.54	94.56	2.53	60.50	1.66	83.48	2.10
Hay, Grass & Other (lb.)	917.19	18.94	1,323.34	28.75	525.65	10.72	1,110.28	22.67
Haylage, Grass & Other (lb.)	25.00	0.30	-	-	-	-	99.78	1.25
Oats (bu.)	2.12	4.35	2.11	3.70	2.64	6.14	0.88	1.32
Pasture (aum)	0.08	1.34	0.05	0.69	0.07	1.18	0.18	2.84
Straw (lb.)	81.77	0.69	56.48	0.58	83.82	0.83	113.50	0.94
Complete Ration (lb.)	110.44	6.48	98.39	8.42	75.91	3.28	283.15	12.52
Creep / Starter (lb.)	12.19	0.93	53.53	3.80	9.56	0.79	0.48	0.11
Protein Vit Minerals (lb.)	50.58	4.68	44.42	5.06	13.62	2.69	20.87	4.17
Corn Gluten (lb.)	17.04	0.83	-	-	27.78	1.79	-	-
Other feed stuffs	48.54	1.42	13.50	0.41	17.67	1.31	8.32	0.54
Veterinary	3.33		3.15		2.01		5.58	
Supplies	1.51		4.52		0.55		2.39	
Fuel & oil	2.42		3.61		0.86		2.27	
Repairs	2.95		3.58		1.01		3.29	
Custom hire	0.79		1.19		0.28		1.92	
Livestock leases	1.04		7.16		0.10		-	
Marketing	5.37		6.02		6.72		6.78	
Bedding	0.35		0.09		0.28		1.24	
Operating interest	1.46		1.82		0.67		1.18	
Total direct expenses	87.31		109.34		65.00		99.39	
Return over direct expense	-3.35		-90.61		-13.91		58.88	
Overhead Expenses								
Hired labor	0.99		3.12		0.45		0.88	
Farm insurance	0.79		0.88		0.46		0.87	
Utilities	0.94		0.92		0.52		0.97	
Interest	1.61		2.89		0.76		1.24	
Mach & bldg depreciation	2.02		3.12		0.68		2.27	
Miscellaneous	1.22		0.93		0.52		1.00	
Total overhead expenses	7.58		11.85		3.39		7.23	
Total dir & ovhd expenses	94.89		121.19		68.39		106.62	
Net return	-10.93		-102.47		-17.30		51.66	
Labor & management charge	5.98		7.84		3.61		4.84	
Net return over lbr & mgt	-16.91		-110.30		-20.90		46.82	
Cost of Production								
Total direct expense per cwt.	99.89		105.42		101.11		98.24	
Total dir & ovhd expense per cwt.	101.07		106.95		101.81		99.27	
With other revenue adjustments	100.78		106.95		101.81		98.79	
With labor and management	101.71		107.97		102.55		99.48	
Est. labor hours per unit	0.56		0.72		0.32		0.49	
Other Information								
No. purchased or trans in	134		119		142		140	
Number sold or trans out	141		122		139		160	
Percentage death loss	0.5		0.5		0.4		0.5	
Avg. daily gain (lbs)	1.58		1.19		1.55		1.55	
Lbs of conc / lb of gain	4.04		3.83		4.56		3.44	
Lbs of feed / lb of gain	12.19		15.56		12.23		11.12	
Feed cost per cwt of gain	44.25		53.81		49.01		39.22	
Feed cost per head	68.08		78.20		52.51		74.74	
Average sales weight	716		725		667		723	
Avg sales price / cwt	98.50		93.16		97.88		105.06	

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Dairy -- Average Per Cwt Of Milk

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	8	
	Quantity	Value
Milk sold (lb)	99.18	18.76
Milk used in home (lb)	0.04	0.01
Milk fed to animals (lb)	0.77	0.12
Dairy Calves sold (hd)	0.00	0.06
Transferred out (hd)	0.00	0.84
Cull sales (hd)	0.00	0.72
Less purchased (hd)	0.00	-0.26
Less transferred in (hd)	0.00	-2.60
Inventory change (hd)	0.00	0.85
Total production		18.49
Other income		0.12
Gross return		18.60
Direct Expenses		
Barley (bu.)	0.14	0.39
Corn (bu.)	0.31	1.25
Corn Silage (lb.)	75.57	0.91
Hay, Alfalfa (lb.)	47.19	1.69
Hay, Grass & Other (lb.)	28.96	0.78
Oats (bu.)	0.07	0.15
Pasture (aum)	0.01	0.22
Straw (lb.)	6.07	0.20
Complete Ration (lb.)	14.11	0.54
Protein Vit Minerals (lb.)	8.98	1.67
Corn Distillers Grn (dry) (lb.)	6.90	0.41
Corn Gluten (lb.)	4.41	0.29
Other feed stuffs	0.00	0.00
Veterinary		0.33
Supplies		0.75
Fuel & oil		0.82
Repairs		0.86
Custom hire		0.05
Hired labor		0.09
Marketing		1.16
Operating interest		0.11
Total direct expenses		12.65
Return over direct expense		5.95
Overhead Expenses		
Hired labor		0.46
Farm insurance		0.21
Utilities		0.38
Interest		0.34
Mach & bldg depreciation		0.63
Miscellaneous		0.31
Total overhead expenses		2.32
Total dir & ovhd expenses		14.98
Net return		3.63
Labor & management charge		1.56
Net return over lbr & mgt		2.07
Cost of Production		
Total direct expense per cwt.		12.65
Total dir & ovhd expense per cwt.		14.98
With other revenue adjustments		15.26
With labor and management		16.82
Est. labor hours per unit		0.21
Other Information		
Avg. number of Cows		58.0
Milk produced per Cow		15,819
Culling percentage		19.2
Turnover rate		23.7
Percent of barn capacity		96.5
Lbs. milk/lb grain & conc.		1.6
Feed cost per cwt of milk		8.49
Feed cost per Cow		1,343.71
Avg. milk price per cwt.		18.92

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Dairy -- Average Per Cow

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	8	
	Quantity	Value
Milk sold (lb)	15,690.27	2,968.10
Milk used in home (lb)	6.77	1.01
Milk fed to animals (lb)	122.31	18.34
Dairy Calves sold (hd)	0.05	9.32
Transferred out (hd)	0.69	132.60
Cull sales (hd)	0.19	113.95
Less purchased (hd)	-0.03	-41.43
Less transferred in (hd)	-0.34	-411.85
Inventory change (hd)	0.14	134.81
Total production		2,924.84
Other income		18.23
Gross return		2,943.06
Direct Expenses		
Barley (bu.)	22.33	61.35
Corn (bu.)	49.20	197.38
Corn Silage (lb.)	11,954.74	144.05
Hay, Alfalfa (lb.)	7,464.66	266.79
Hay, Grass & Other (lb.)	4,580.82	123.07
Oats (bu.)	10.78	23.71
Pasture (aum)	2.03	35.39
Straw (lb.)	959.48	31.72
Complete Ration (lb.)	2,232.76	86.09
Protein Vit Minerals (lb.)	1,419.94	263.69
Corn Distillers Grn (dry) (lb.)	1,091.55	64.31
Corn Gluten (lb.)	698.28	45.71
Other feed stuffs	0.43	0.46
Veterinary		51.80
Supplies		118.26
Fuel & oil		129.34
Repairs		136.38
Custom hire		7.83
Hired labor		14.78
Marketing		182.89
Operating interest		16.61
Total direct expenses		2,001.60
Return over direct expense		941.46
Overhead Expenses		
Hired labor		72.37
Farm insurance		33.36
Utilities		59.45
Dues & professional fees		10.33
Interest		53.99
Mach & bldg depreciation		99.01
Miscellaneous		38.83
Total overhead expenses		367.35
Total dir & ovhd expenses		2,368.95
Net return		574.11
Labor & management charge		246.78
Net return over lbr & mgt		327.34
Cost of Production		
Total direct expense per cwt.		12.65
Total dir & ovhd expense per cwt.		14.98
With other revenue adjustments		15.26
With labor and management		16.82
Est. labor hours per unit		33.97
Other Information		
Avg. number of Cows		58.0
Milk produced per Cow		15,819
Culling percentage		19.2
Turnover rate		23.7
Percent of barn capacity		96.5
Lbs. milk/lb grain & conc.		1.6
Feed cost per cwt of milk		8.49
Feed cost per Cow		1,343.71
Avg. milk price per cwt.		18.92

Figure 1. Gross Cash Income Per Farm

N.D. Farm Business Management Education Program

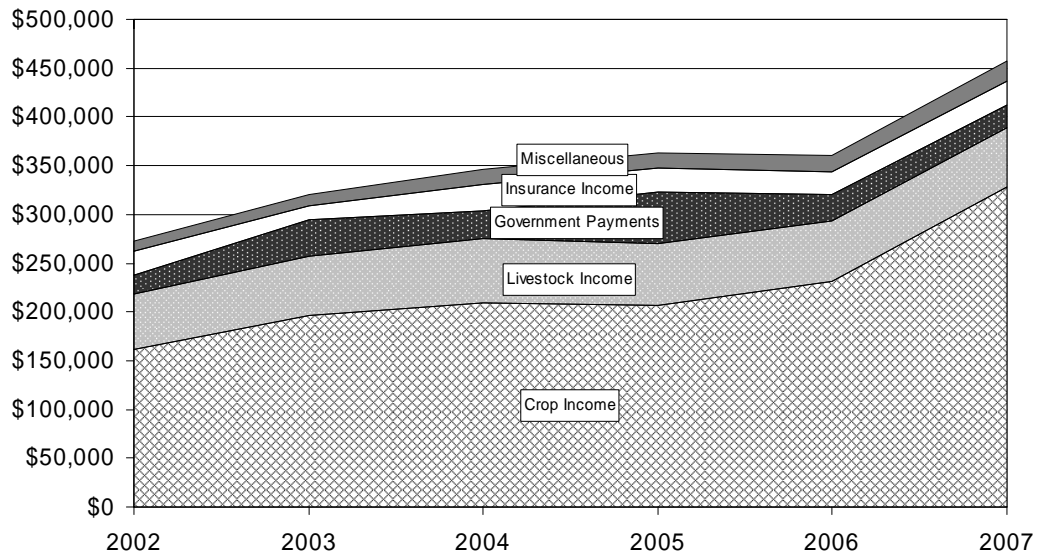


Figure 2. Net Farm Income (Accrual) Per Farm

N.D. Farm Business Management Education Program

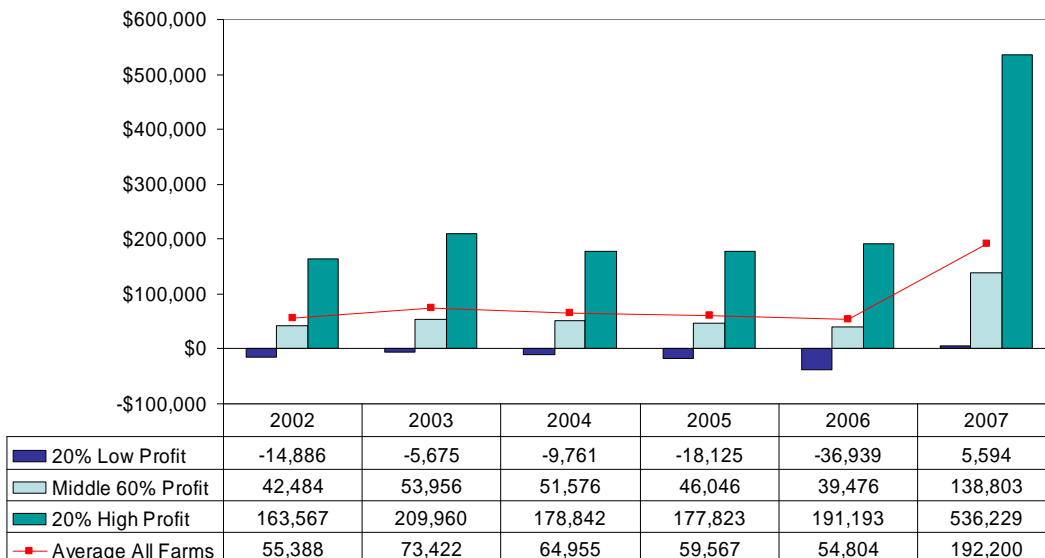


Figure 3. Financial Efficiency Measures (As Percent of Gross Revenue)

N.D. Farm Business Management Education Program

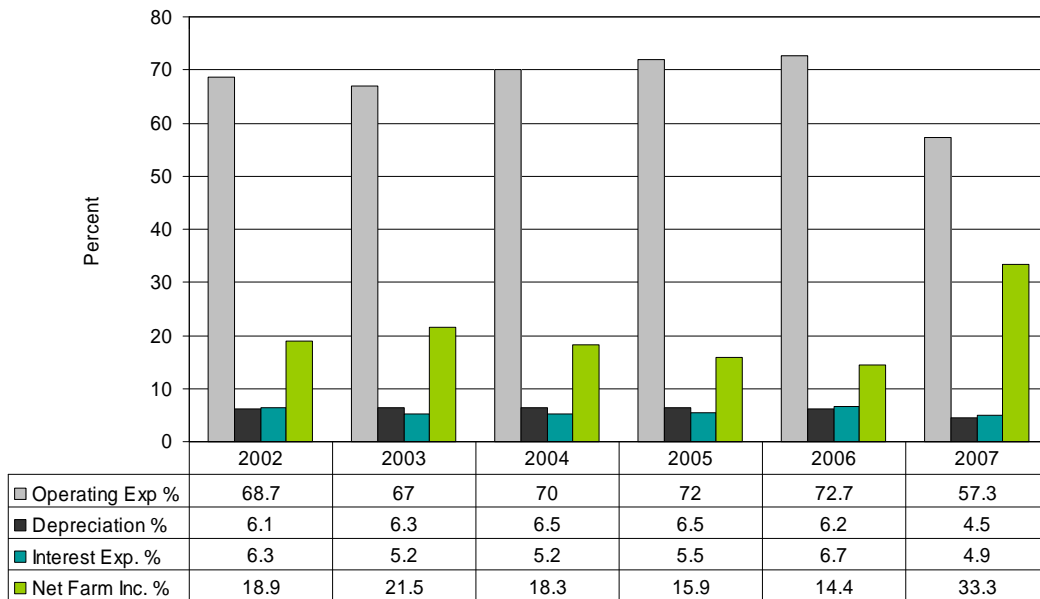


Figure 4. Profitability Measures Per Farm

N.D. Farm Business Management Education Program

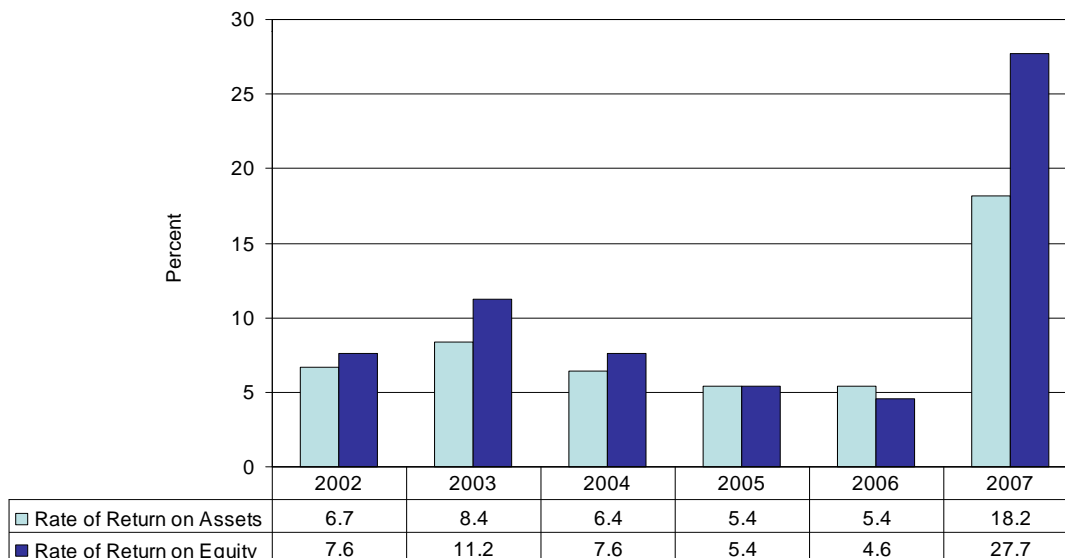


Figure 5. Assets and Liabilities Per Farm, 2007
 N.D. Farm Business Management Education Program

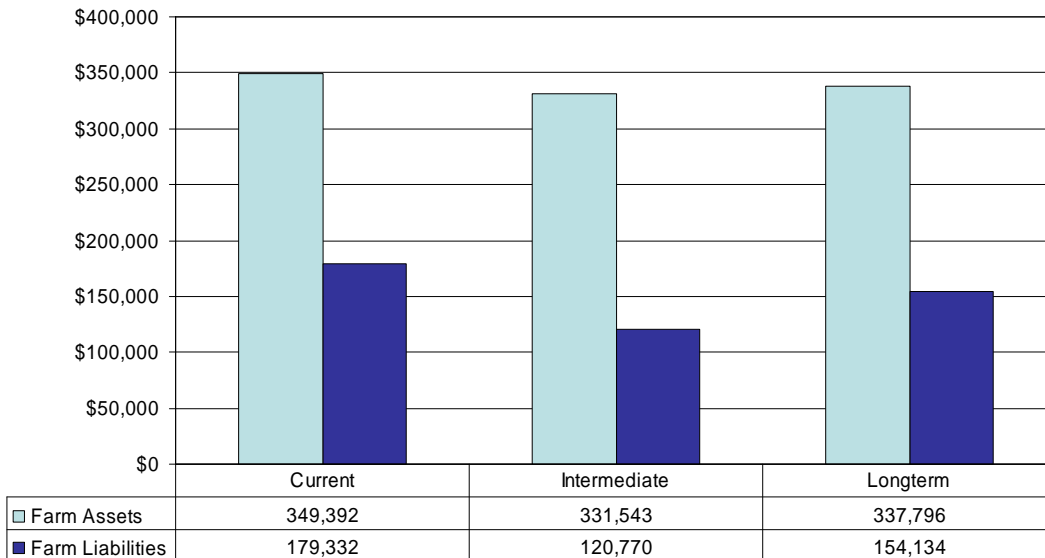


Figure 6. Total Farm Assets and Liabilities
 N.D. Farm Business Management Education Program

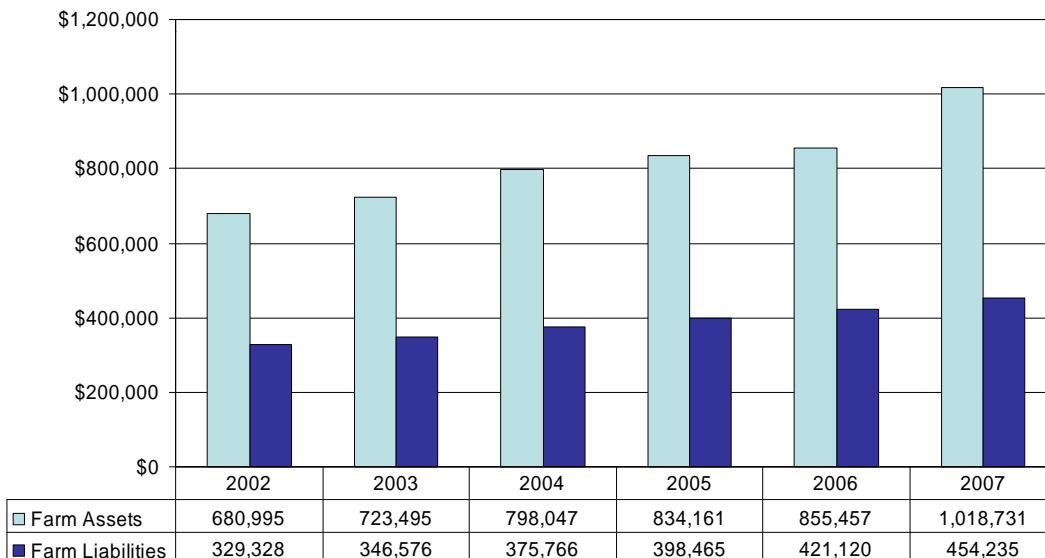


Figure 7. Household and Personal Expenses

N.D. Farm Business Management Education Program

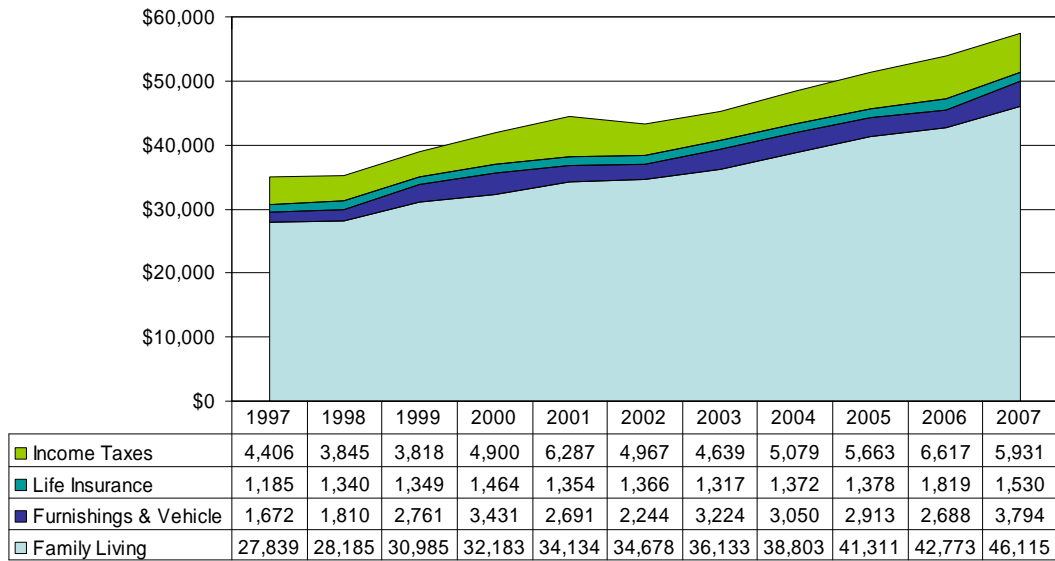


Figure 8. Crop Acreage Per Farm

N.D. Farm Business Management Education Program

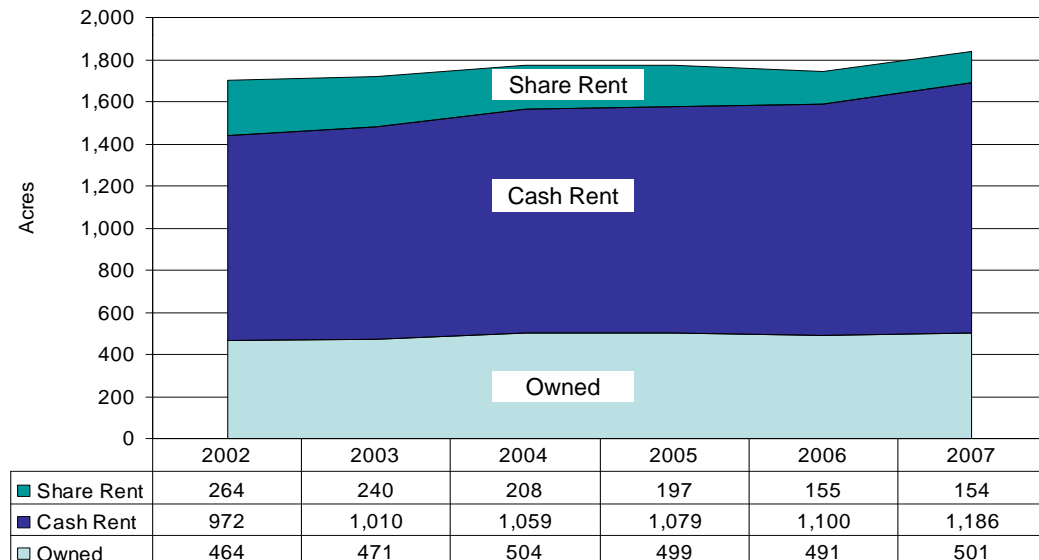


Figure 9. Spring Wheat Costs Per Acre
N.D. Farm Business Management Education Program

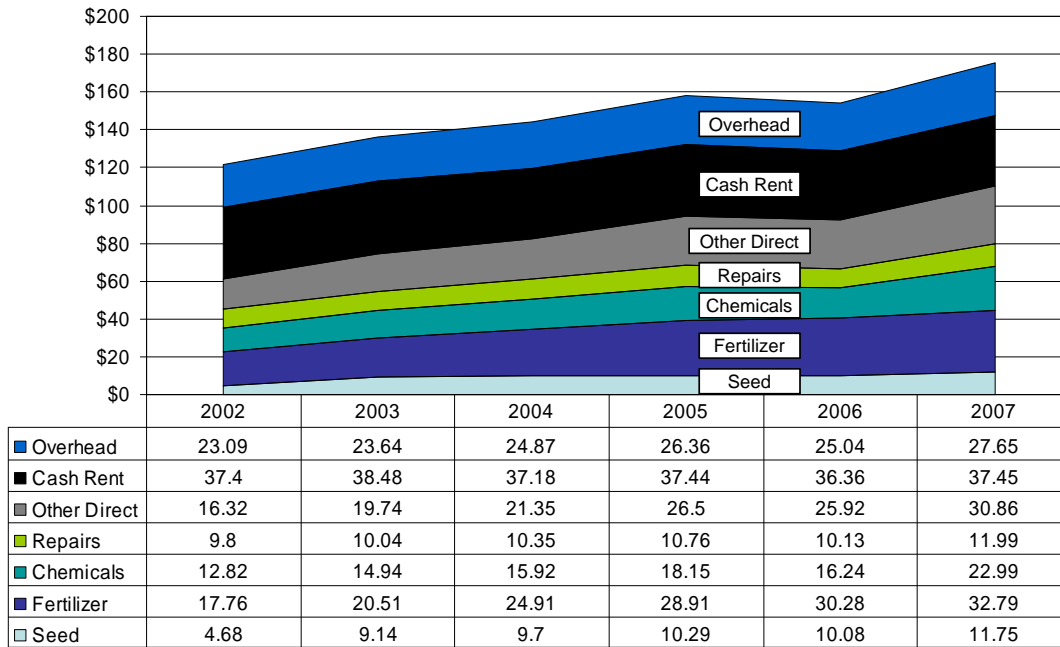


Figure 10. Average Net Return Per Beef Cow
N.D. Farm Business Management Education Program

