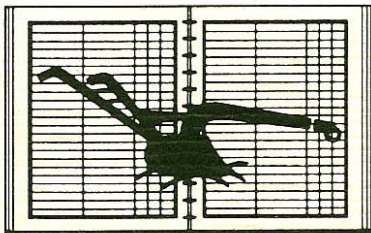


FARM BUSINESS MANAGEMENT

1996
Annual Report
Northeast and East Central Minnesota
Report No. 41
April, 1997



A
MANAGEMENT
EDUCATION
PROGRAM

TABLE OF CONTENTS

<u>Description</u>	<u>Page Number</u>
Introduction	1
Dollars spent by the Average Farmer & Brief Overview	2
1996 "Year at a Glance"	3
Cash Farm Operating Income	4
Cash Farm Operating Expense	5
Accrual Statement for Farm Profit & Loss	6
Inventory Changes, Depreciation/Capital Adjustments	7
Profitability, and Liquidity Measures	8
Financial Statement	9
Graphic Summary of Selected Financial information	10
Ratios and Financial Guideline Measures	11
Evaluation Chart - "How Does Your Farm Stack Up"	12
Personal Income and Expense	13
Statement of Cash Flows	14
Graphic Summary of Selected Factors by Age and Farm Type	15
Selected Management Factors Compared by Size of Farm	16
Selected Management Factors Compared by Type of Farm	17
Selected Management Factors Compared by Age of Operator	18
Operator Data, Labor Analysis, Partnership Data, Non Farm Assets	19
Farm Size in Acres/Selected Crop & Livestock Enterprise Data	20
Crops: Barley (Owned and Rented)	21
Corn (Owned and Rented)	22
Oats (Owned and Rented)	23
Soybeans (Owned and Rented)	24
20 Year History of Selected Crop Yields	25
Alfalfa Hay (Owned and Rented)	26
Alfalfa Haylage and Establishment	27
Corn Silage (Owned and Rented)	28
Mixed Hay (Owned and Rented)	29
Alfalfa Grass and Grass Hay	30
Other Forages	31
Irrigated Corn and Alfalfa	32
Livestock: Dairy Cows	33-34
Dairy Cows and Dairy Replacements combines (All Dairy)	35-36
Graphic Summary of Selected Dairy Factors	37
Dairy Replacements	38
Dairy Steers	39
Beef Cow-Calf	40
20 Year History of Selected Livestock Information	41
Trends: Financial Trend Summary	42
Enterprise Trend Summary	43

INTRODUCTION

Farm Business Management education has been a part of agriculture education programs in Minnesota since 1952. From the early cooperative efforts of the State Department of Education and the Department of Agriculture Education (University of Minnesota), the program has expanded to serve over 5000 farm families each year in six farm management areas. Programs are now administered and managed by the Minnesota State Colleges and Universities System.

The Farm Business Management Program is an educational program that is designed to help farm families achieve their farm business and family goals. This is done through improved management organization and efficiency of their farm operations. This purpose has not changed over the years.

To accomplish these purposes, programs conform to the following guidelines:

1. Students enroll in a specific management course.
2. Each course has a specific objective and units of instruction.
3. Courses are offered in sequence and farmers are expected to enroll in the first of the sequence of courses.
4. There is continuity to each course. Each leads to the next course.
5. Instruction occurs both in the classroom and at the business.

Programs organize their curriculum around the same central theme. They are:

- Level 1 - Introduction to Farm System Management
- Level 2 - Farm System Analysis and Evaluation
- Level 3 - Interpreting and Modifying Farm System Management Plans
- Level 4 - Farm System Trends and Projections
- Level 5 - Integrating Current Information into Farm System Plans
- Level 6 - Examining the Context of Farm System Management Plans

The programs became course/credit based in 1992. Each individual student completes a needs assessment with the instructor, after which the student registers for classes and course work to meet these needs. A typical farm business management student registers for 15 credits per year. The purpose of this effort is to more adequately address the needs of the individual farmers, making enrollment even more beneficial.

Like most educational programs, members benefit from the instruction in relation to how much effort they put into study. Some farmers have benefited more, and some less, depending upon how seriously they studied the results of their business analysis and the kind of decisions they made as a result of their analysis.

The farm business and enterprise analysis format allocates all specific and general farm expenses to each farm enterprise. A set of tables has been integrated to provide a more uniform Profit & Loss format which separates cash and accrual transactions, and easier to understand measure of Profitability, Liquidity and Solvency. The allocation of all costs and the introduction of the new tables makes the analysis a useful report to be used for long range planning, short term cash purchase planning and cash flow projections.

This report and the individual student's reports were completed under the direction of DelRay Lecy, Regional Program Manager at the Central Lakes College, Staples Campus. Directing in a supervisory capacity were: Sally Ihne, President of the Central Lakes College, Becky Best, Dean of External Studies at Central Lakes College and John Murray, Program Director, Minnesota State Colleges and Universities. Clerical assistance was provided by Shirley Judd.

Money Spent By the Average NE & EC Minnesota Farmer - 1996

<u>Where the Money was Spent:</u>	<u>What the Money was used for:</u>	<u>Amount</u>
To Other Farmers	Feeder Livestock and Custom Work	\$5,180
To Agri-Business	Feed, Lvstk Suppl, Vet, Crop Exp, Gen Farm	\$74,179
	Fuel, Lubricants & Repairs	\$16,719
Individuals	Hired Labor	\$7,650
Utility Company	Utilities	\$4,252
Lenders or Other Farmers	Use of Capital: Interest & Leases	\$21,179
Local Government	Real Estate Taxes	\$1,433
Agri-Business or Other Farmers	Breeding Livestock, Machinery, Equipment, Buildings, Land, and Other.	\$39,179
Household and Personal Expense	Food, Clothing, Furnishings, Education, Contributions, Medical, Gifts, Recreation, & Investments.	\$24,104
<i>Total Money Spent by One Average Farmer in the Community</i>		\$193,875

A Brief Overview of the Farm Business Management Annual Report

The Farm Business Management Annual Report for Northeast and East Central Minnesota was prepared using the FINAN Analysis, which was developed by the Center for Farm Financial Management, University of Minnesota. The actual processing of the report was done at the Staples Analysis Center, on the campus of Central Lakes College.

You will notice that the financial portion of the report, found in the first 14 pages of the report, uses a standard format for each of the tables. Data from the analysis system is printed in a three column format, which includes: Averages, Highs, and Lows. The High and Low data is calculated based on the upper and lower 20% of farms in the total group.

You also will notice that the enterprise tables begin on page 20. Each of these table consist of: a size indicator, a total and per unit income, direct costs, allocated costs, and other information. Costs which are considered to be operating, whether easily assigned or are allocated, are listed as Direct Costs. Costs which are general in nature, whether fixed or variable, are listed as Allocated Overheads. The cost allocation to each enterprise is handled jointly, by the student and the instructor. You will notice that in this section, only the "High 20%" of the farms are is listed for each crop and livestock enterprise.

The criteria for determining the High and Low 20% categories in each area is listed below:

<u>Analysis Section</u>	<u>Criteria to determine the two "20%" Categories</u>
Financial	Net Farm Income(Profit/Loss)
Crops	Return to Overhead
Livestock	Return to Overhead

<i>1996</i> <i>Year at a Glance</i>	Area Average	State Ave.	Local Ave.	Your Farm	Your Goal
Gross Cash Farm Income	\$163,796	_____	_____	_____	_____
Total Cash Operating Expense	\$130,592	_____	_____	_____	_____
Net Cash Farm Income	\$33,204	_____	_____	_____	_____
Net Farm Income	\$24,150	_____	_____	_____	_____
Rate of Return on Farm Investments	6.3%	_____	_____	_____	_____
Rate of Return on Farm Equity	5.2%	_____	_____	_____	_____
Operating Expense as % of Income	80.0%	_____	_____	_____	_____
Interest as % of Income	8.8%	_____	_____	_____	_____
Total Assets - 12/31 - Cost Basis	\$390,709	_____	_____	_____	_____
Total Liabilities - 12/31	\$193,768	_____	_____	_____	_____
Net Worth - Dec 31	\$196,941	_____	_____	_____	_____
Change in Net Worth	\$13,074	_____	_____	_____	_____
Debt to Equity Ratio - 12/31	102%	_____	_____	_____	_____
Current Ratio - 12/31	1.24	_____	_____	_____	_____
Total Family Living Expense	\$24,104	_____	_____	_____	_____
Total Non Farm Income	\$14,139	_____	_____	_____	_____

**1996 Cash Farm
Operating Income**

AVERAGE	% OF		
OF	CASH	LOW	HIGH
280	OPER	56	56
FARMS	INC	FARMS	FARMS

Sale of Crops

Edible Beans	1610	1.0%	70	4967
Corn	10304	6.3%	13368	21931
Alfalfa Hay	659	0.4%	391	1257
Mixed Hay	305	0.2%	951	159
Other Hay and Forages	547	0.3%	40	1101
Potatoes	4139	2.5%	0	20661
Small Grains	518	0.3%	1121	459
Soybeans	2518	1.5%	4923	3946
Straw	38	0.0%	49	93
Fruits and Vegetables	156	0.1%	0	314
Nursery, Timber, Other	668	0.4%	136	0
Miscellaneous Crop Income	100	0.1%	0	83

Total Crop Sales	\$21,562	13.2%	\$21,049	\$54,971
-------------------------	-----------------	--------------	-----------------	-----------------

Sale of Market Livestock and Products

Beef Calves	1290	0.8%	3144	0
Background Beef	249	0.2%	98	0
Finish Beef Calves	83	0.1%	229	150
Finish Yearling Steers	235	0.1%	0	0
Milk	115759	70.7%	67676	200827
Dairy Calves	591	0.4%	439	983
Dairy Heifers (for sale)	662	0.4%	306	1987
Dairy Replacement Heifers	117	0.1%	27	154
Dairy Steers	3801	2.3%	2429	9857
Raised Hogs	920	0.6%	2454	1738
Feeder Pigs	485	0.3%	9	0
Finish Feeder Pigs	3178	1.9%	213	9465
Cull Breeding Livestock	4546	2.8%	3946	6805
Misc. Livestock Income	964	0.6%	244	577

Total Mkt Lvstk & Prod. Sales	\$132,880	81.1%	\$81,214	\$232,543
--	------------------	--------------	-----------------	------------------

Other Farm Income

Deficiency Payments	1828	1.1%	1828	2713
Other Government Payments	1344	0.8%	1129	2193
Custom Work Income	1054	0.6%	863	1987
Patronage Dividends, Cash	1034	0.6%	627	1796
Insurance Income	1646	1.0%	1012	5724
Cash from Hedging Accounts	599	0.4%	970	1929
Other Farm Income	1849	1.1%	1244	3717

Total Other Farm Income	\$9,354	5.7%	\$7,673	\$20,059
--------------------------------	----------------	-------------	----------------	-----------------

*(C) Gross Cash Operating Income	\$163,796	100%	\$109,936	\$307,573
---	------------------	-------------	------------------	------------------

1996 Cash Farm Operating Expense	AVERAGE	% OF		
	OF	CASH	LOW	HIGH
	280	OPER	56	56
	FARMS	INC	FARMS	FARMS

Crop Expenses

Seed	4728	2.9%	3625	10664
Fertilizer	7962	4.9%	5958	18388
Crop Chemicals	4481	2.7%	4296	9888
Crop Insurance	658	0.4%	391	1212
Drying Fuel	382	0.2%	521	562
Irrigation Energy	213	0.1%	12	843
Crop Marketing	279	0.2%	412	713
Crop Miscellaneous	677	0.4%	675	1405
Total Crop Expenses	\$19,380	11.8%	\$15,890	\$43,675

Livestock Expenses

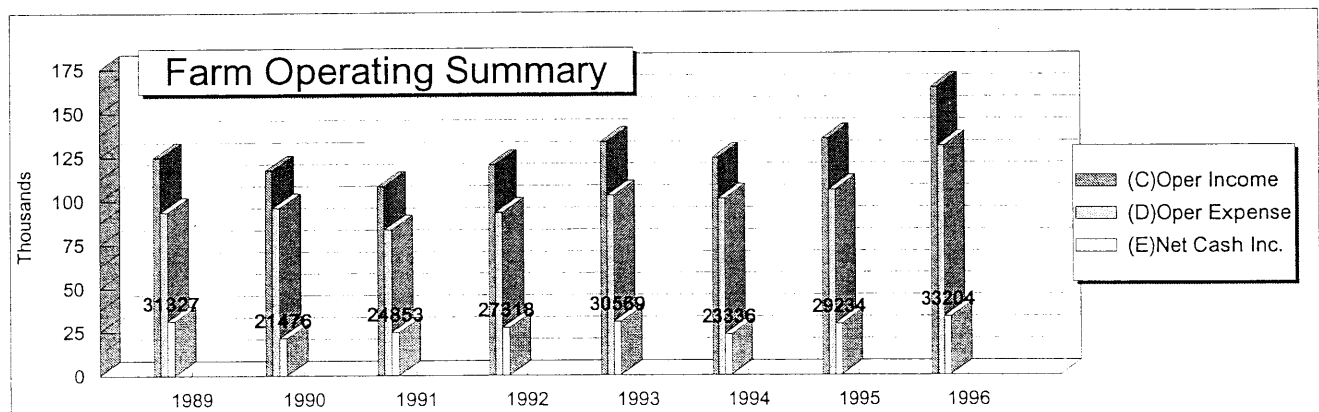
Feeder Livestock Purchase	2012	1.2%	732	4808
Purchased Feed	36929	22.5%	25376	61643
Breeding Fees	1108	0.7%	615	1953
Veterinary	3280	2.0%	2461	5847
Livestock Supplies	4824	2.9%	3147	7432
DHIA	452	0.3%	167	1002
Livestock Leases	371	0.2%	366	2
Hauling and Trucking	919	0.6%	265	1587
Livestock Marketing	2686	1.6%	1781	4137
Total Livestock Expenses	\$52,581	32.1%	\$34,910	\$88,411

Other Farm Expenses

Interest	14338	8.8%	16148	20992
Fuel and Oil	4737	2.9%	4296	7436
Repairs	11982	7.3%	9907	20373
Custom Hire	3168	1.9%	2734	6321
Hired Labor	7650	4.7%	9237	14532
Land Rent	3979	2.4%	3560	8894
Machinery and Building Lease	2491	1.5%	2804	3906
Real Estate Taxes	1433	0.9%	1061	2266
Farm Insurance	2036	1.2%	1623	3268
Utilities	4252	2.6%	3071	6519
Dues and Professional Fees	245	0.1%	242	425
Miscellaneous	2320	1.4%	2219	3206

*(D) Total Cash Operating Expense	\$130,592	80%	\$107,702	\$230,224
--	------------------	------------	------------------	------------------

*(E) Net Cash Farm Income (C-D)	\$33,204	20%	\$2,234	\$77,349
--	-----------------	------------	----------------	-----------------



1996 Accrual Adjustments and Net Farm Income

AVERAGE OF	LOW	HIGH
280	56	56
FARMS	FARMS	FARMS

(E) Net Cash Farm Income	\$33,204	\$2,234	\$77,349
--------------------------	----------	---------	----------

Inventory Changes

	-----	CHANGE IN INVENTORY	-----
Crops and Feed	-248	-7379	9283
Market Livestock	1079	1013	3075
Accounts Receivable	677	3474	-1717
Prepaid Expenses and Supplies	1555	107	6090
Accounts Payable	-2239	-8554	-2259

(E) Total Inventory Change	824	-11339	14472
----------------------------	-----	--------	-------

(G) Net Operating Profit (E+F)	\$34,028	(\$9,105)	\$91,821
--------------------------------	----------	-----------	----------

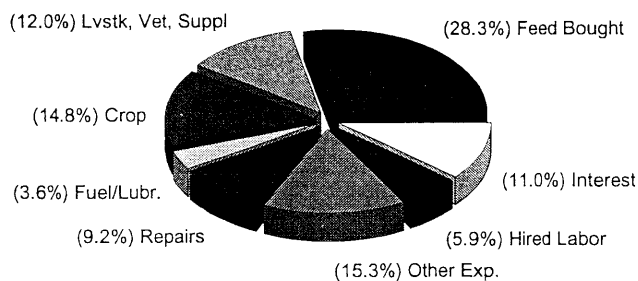
Depreciation and Other Capital Adjustments

Breeding Livestock	-2604	-9418	2983
Machinery and Equipment	-5842	-5692	-9172
Buildings and Improvements	-2050	-2180	-2994
Other Farm Capital	618	-87	2197

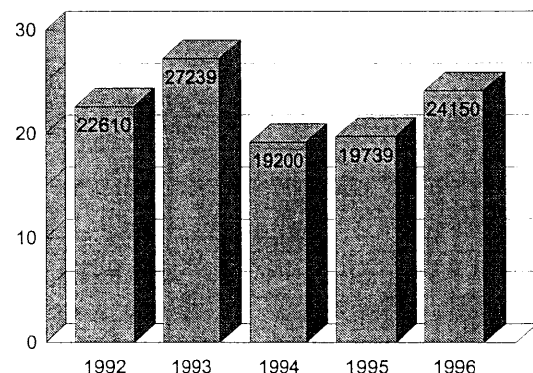
(H) Total Depreciation & Capital Adjustments	(\$9,878)	(\$17,377)	(\$6,986)
--	-----------	------------	-----------

** (I) Net Farm Income (G+H)	\$24,150	(\$26,482)	\$84,835
-------------------------------------	-----------------	-------------------	-----------------

1996 Operating Expense



Net Farm Income Five Year Summary



** (I) Net Farm Income represents the dollars available or the returns in a farm business for Unpaid Family Labor, Management, Net Worth growth, and Family Spending. Net Worth Growth occurs when the Net Farm Income plus non-farm income exceeds the cost of Family Spending.

1996 Inventory Changes		Average of 280 Farms	Low 56 Farms	High 56 Farms
Net Cash Farm Income		\$33,204	\$2,234	\$77,349
Crops and Feed	Ending Inventory	35718	20925	74904
	Beginning Inventory	35966	28304	65621
	Inventory Changes	-248	-7379	9283
Market Livestock	Ending Inventory	7285	5631	16954
	Beginning Inventory	6206	4618	13879
	Inventory Changes	1079	1013	3075
Accts Rec/Oth Curr Assets	Ending Inventory	6197	6910	16783
	Beginning Inventory	5520	3436	18500
	Inventory Changes	677	3474	-1717
Prepaid Exp and Supplies	Ending Inventory	4412	2183	13488
	Beginning Inventory	2857	2076	7398
	Inventory Changes	1555	107	6090
Accounts Payable	Beginning Inventory	9980	13705	10742
	Ending Inventory	12219	22259	13001
	Inventory Changes	-2239	-8554	-2259
Total Inventory Change		824	-11339	14472
Net Operating Profit		\$34,028	(\$9,105)	\$91,821

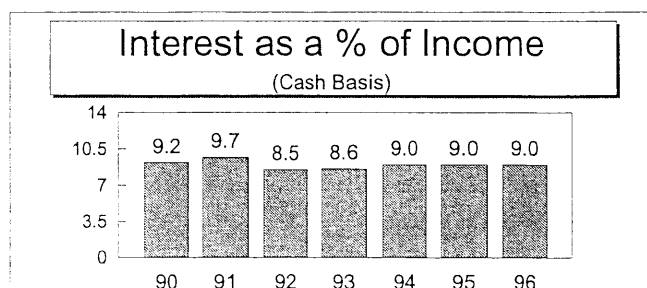
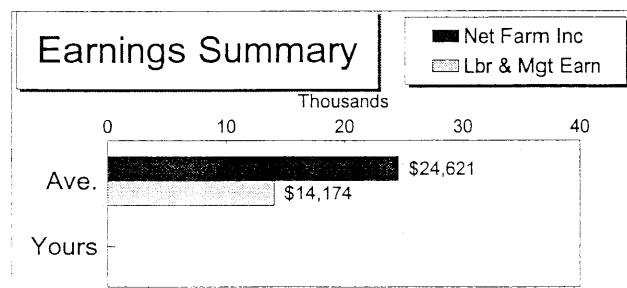
Depreciation/Cap. Adjustments		Average of 280 Farms	Low 56 Farms	High 56 Farms
Net Operating Profit		\$34,028	(\$9,105)	\$91,821
Breeding Livestock	Ending Inventory	75432	55630	119855
	Capital Sales	3294	6694	3120
	Beginning Inventory	73804	62181	110371
	Capital Purchases	7526	9561	9621
	Deprec & Cap. Adjust.	-2604	-9418	2983
Machinery & Equipment	Ending Inventory	89818	67203	176679
	Capital Sales	1497	3289	1323
	Beginning Inventory	80520	65035	151434
	Capital Purchases	16637	11149	35740
	Deprec & Cap. Adjust.	-5842	-5692	-9172
Buildings & Improvement	Ending Inventory	59667	48578	115360
	Capital Sales	21	103	0
	Beginning Inventory	52006	33551	105307
	Capital Purchases	9732	17310	13047
	Deprec & Cap. Adjust.	-2050	-2180	-2994
Other Capital Assets	Ending Inventory	16704	27652	22010
	Capital Sales	62	199	38
	Beginning Inventory	10864	7129	17630
	Capital Purchases	5284	20809	2221
	Deprec & Cap. Adjust.	618	-87	2197
Total Depreciation and Capital Adjustments		-9878	-17377	-6986
Net Farm Income		\$24,150	(\$26,482)	\$84,835

1996 Profitability	COST			MARKET		
	Ave of 276 Fms	Low 53 Fms	High 56 Fms	Ave of 280 Fms	Low 56 Fms	High 56Fms
Net Farm Income	\$24,621	(\$26,540)	\$84,835	\$30,083	(\$15,356)	\$86,308
Labor and Management Earnings	\$14,174	(\$31,467)	\$61,384	\$17,470	(\$23,342)	\$60,946
Rate of Return on Investments (%)	6.3%	-7.9%	12.5%	6.8%	-3.0%	11.7%
Rate of Return on Net Worth (%)	5.2%	-51.8%	16.1%	6.8%	-21.7%	15.2%
Net Profit Margin (%)	19.0%	36.1%	33.1%	23.3%	-14.7%	33.5%
Asset Turnover Rate (%)	33.3%	21.9%	37.9%	29.3%	20.4%	34.8%
Interest on Farm Net Worth	\$10,448	\$4,927	\$23,451	\$12,613	\$7,986	\$25,362
Farm Interest	\$14,392	\$16,057	\$21,308	\$14,535	\$16,836	\$21,308
Value of Operator's Labor and Mgmt.	\$15,773	\$11,362	\$21,946	\$15,834	\$12,004	\$21,946
Return to Farm Investment	\$23,240	(\$21,846)	\$84,197	\$28,783	(\$10,523)	\$85,670
Average Farm Investment	\$366,613	\$276,817	\$672,701	\$422,152	\$350,568	\$731,596
Return to Farm Equity	\$8,848	(\$37,903)	\$62,889	\$14,249	(\$27,360)	\$64,362
Average Farm Equity	\$170,325	\$73,198	\$389,845	\$208,332	\$126,366	\$422,698
Value of Farm Production	\$122,178	\$60,568	\$254,747	\$123,759	\$71,518	\$254,747

Note: Some factors in the "Cost" column differ from prior pages because fewer farms are included in this section of the report.

1996 Liquidity	Average of	Low	High
	280 Farms	56 Farms	56 Farms
--- Cash Basis:			
Net Cash Farm Income	\$33,204	\$2,234	\$77,349
Net Non Farm Income	\$13,370	\$24,079	\$6,266
Family Living and Taxes Paid	\$27,820	\$21,718	\$42,504
Real Estate Principal Payments	\$5,233	\$4,492	\$8,401
Cash Available for Intermediate Debt	\$13,521	\$103	\$32,710
Average Intermediate Debt	\$80,607	\$89,551	\$110,165
Years to Turn Over Intermediate Debt	6.0	**	3.4
Expense as a Percent of Income	80%	98%	75%
Interest as a Percent of Income	9.0%	15.0%	7.0%
--- Accrual Basis			
Total Accrual Farm Income	\$165,305	\$107,044	\$318,215
Total Accrual Farm Expense	\$131,277	\$116,149	\$226,394
Net Accrual Farm Income	\$34,028	(\$9,105)	\$91,821
Net Non Farm Income	\$13,370	\$24,079	\$6,266
Family Living and Taxes Paid	\$27,820	\$21,718	\$42,504
Real Estate Principal Payments	\$5,233	\$4,492	\$8,401
Cash Available for Intermediate Debt	\$14,345	(\$11,236)	\$47,182
Average Intermediate Debt	\$80,607	\$89,551	\$110,165
Years to Turn Over Intermediate Debt	5.6	**	2.3
Expense as a Percent of Income	79%	109%	71%
Interest as a Percent of Income	9.0%	16.0%	7.0%

** Income insufficient to meet debt servicing requirements



1996 Balance Sheet	AVERAGE OF	LOW	HIGH
	242 FARMS	48 FARMS	40 FARMS

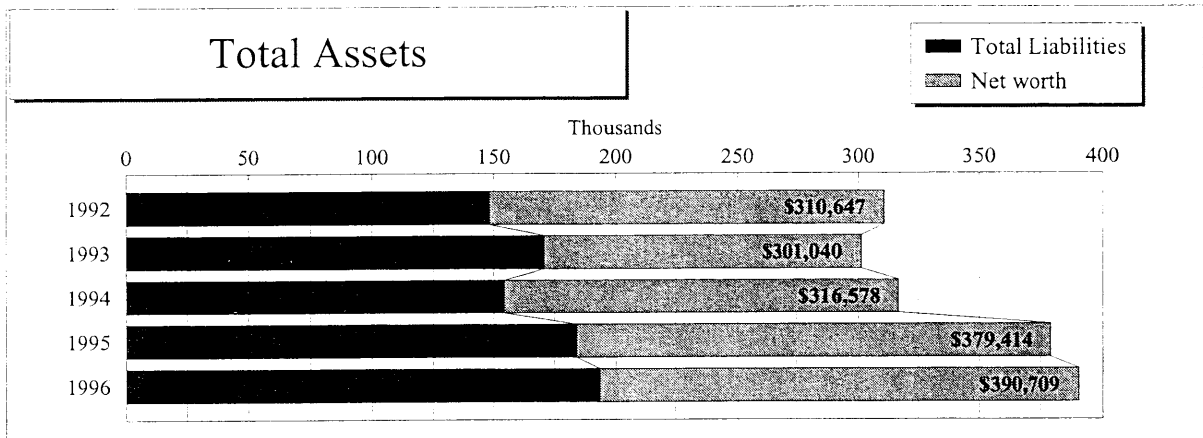
*** * * * * Cost Value Assets * * * * ***

	JAN 1	DEC 31	DEC 31	DEC 31
Current Farm Assets				
Cash and Checking Balance	\$1,561	\$1,181	\$210	\$2,651
Prepaid Expenses and Supplies	\$2,411	\$3,582	\$2,166	\$11,769
Growing Crops	\$27	\$114	\$97	\$0
Farm Accounts Receivable	\$2,387	\$2,214	\$3,282	\$2,293
Hedging Accounts	\$68	\$14	\$49	\$19
Crops Held for Sale or Feed	\$27,577	\$27,591	\$16,041	\$53,167
Crops under Government Loan	\$2,831	\$2,121	\$1,849	\$7,075
Market Livestock Held for Sale	\$4,933	\$5,902	\$5,017	\$12,230
Other Current Assets	\$531	\$954	\$2,375	\$1,558
Total Current Farm Assets	\$42,326	\$43,673	\$31,086	\$90,762
Intermediate Farm Assets				
Breeding Livestock	\$66,488	\$66,557	\$41,710	\$105,093
Machinery and Equipment	\$69,851	\$77,168	\$63,304	\$142,979
Other Intermediate Assets	\$3,862	\$7,201	\$16,590	\$9,264
Total Intermediate Farm Assets	\$140,201	\$150,926	\$121,604	\$257,336
Long Term Farm Assets				
Farm Land	\$80,838	\$81,622	\$77,090	\$137,081
Buildings and Improvements	\$46,548	\$49,944	\$36,494	\$92,586
Other Long Term Assets	\$6,066	\$8,872	\$13,864	\$9,691
Total Long Term Assets	\$133,452	\$140,438	\$127,448	\$239,358
Total Farm Assets	\$315,979	\$335,037	\$280,138	\$587,456
Non Farm Assets	\$51,056	\$55,672	\$64,376	\$63,778
Total Assets	\$367,035	\$390,709	\$344,514	\$651,234

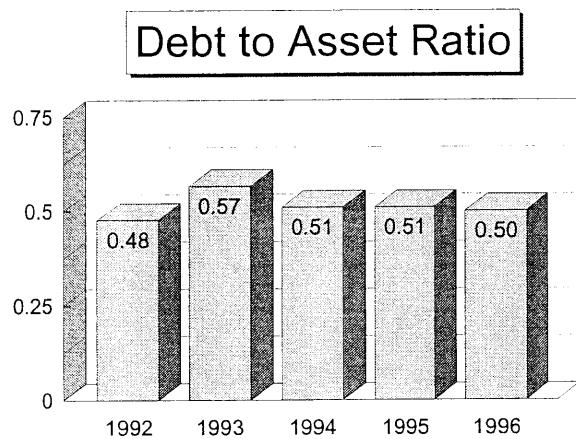
*** * * * * Liabilities * * * * ***

Current Farm Liabilities				
Accrued Interest	\$1,669	\$1,801	\$3,791	\$2,250
Accounts Payable	\$7,613	\$8,916	\$15,493	\$7,077
Current Notes	\$10,019	\$11,374	\$14,567	\$15,742
Government Crop Loans	\$1,376	\$1,333	\$834	\$4,942
Principal Due on Term Debt	\$13,921	\$13,771	\$13,361	\$21,842
Total Current Farm Liabilities	\$34,598	\$37,195	\$48,046	\$51,853
Intermediate Farm Liabilities	\$63,697	\$64,549	\$78,751	\$80,223
Long Term Liabilities	\$77,009	\$83,013	\$87,851	\$113,294
Total Farm Liabilities	\$175,304	\$184,757	\$214,648	\$245,370
Non Farm Liabilities	\$7,864	\$9,011	\$15,967	\$4,922
Total Liabilities	\$183,168	\$193,768	\$230,615	\$250,292
Net Worth (Farm and Non Farm)	\$183,867	\$196,941	\$113,899	\$400,942
Net Worth Change		\$13,074	(\$14,939)	\$59,999

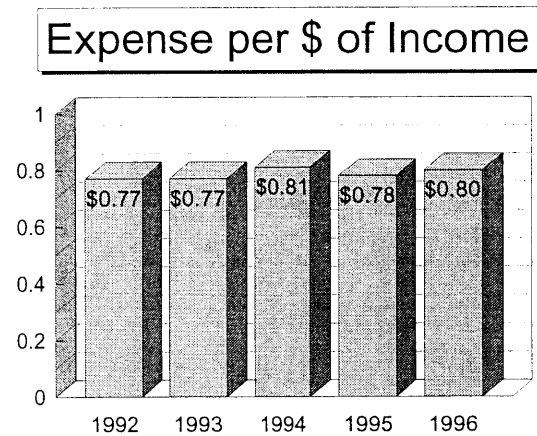
Summary of Selected Financial Information - 1996



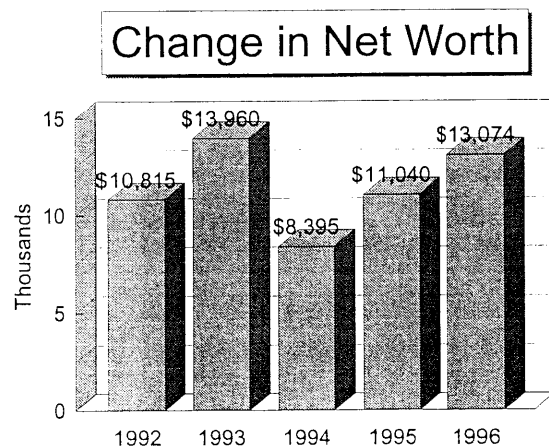
Note: The total of Liabilities plus Net Worth is equal to the Total Assets. This data includes both Farm and Non Farm Assets and Liabilities. (December 31)



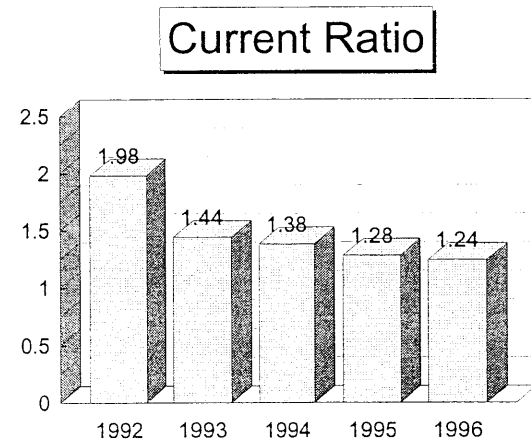
Note: The Debt to Asset Ratio is a comparison of the Total Liabilities to the Total Assets. It is an indication of the amount debt held for each dollar of asset.



Note: Total Oper. Expense to Total Oper. Income is an indication of the amount of every dollar of oper. income which is spent on oper. expense.



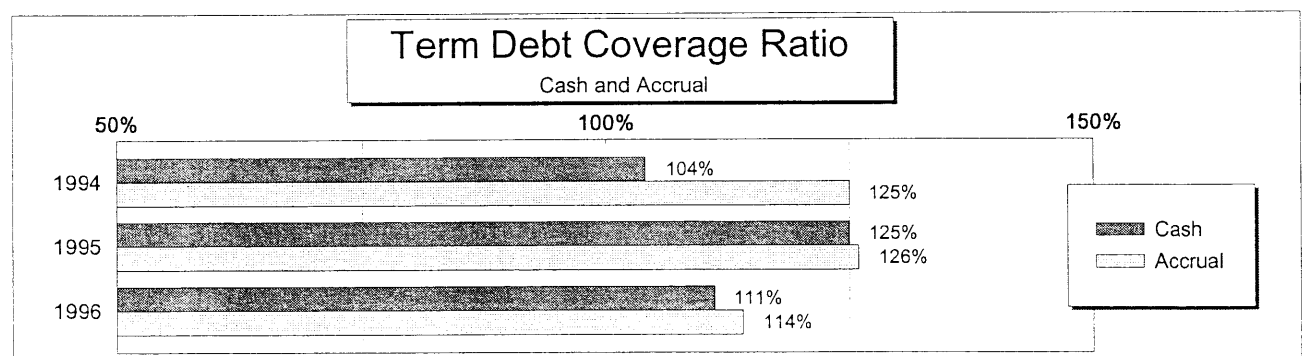
Note: The change in Net Worth includes Farm and Non-Farm Assets & Liabilities



Note: This ratio is a comparison of the Current Assets to the Current Liabilities. (December 31)

Ratio Analysis - 1996	Average of 280 Farms		Low 56 Farms		High 56 Farms	
Cost Value	Beg	End	Beg	End	Beg	End
Current Farm Liabilities / Assets	82%	85%	124%	155%	60%	57%
Current and Interm. Liabilities / Assets	54%	52%	74%	83%	45%	38%
Long Term Farm Liabilities / Assets	58%	59%	63%	69%	44%	47%
Total Liabilities / Assets	50%	50%	61%	67%	41%	38%

Financial Guideline Measures	Average of 280 Farms		Low 56 Farms		High 56 Farms	
LIQUIDITY	Beg	End	Beg	End	Beg	End
Current Ratio	1.31	1.24	0.86	0.64	1.76	1.78
Working Capital	12,455	10,756	(6,584)	(20,270)	48,329	55,001
SOLVENCY	Beg	End	Beg	End	Beg	End
Farm Debt to Asset Ratio	50%	50%	60%	67%	43%	41%
Farm Equity to Asset Ratio	50%	50%	40%	33%	57%	59%
Farm Debt to Equity Ratio	102%	102%	151%	205%	75%	69%
PROFITABILITY	Cost	Market	Cost	Market	Cost	Market
Rate of Return on Farm Assets	6.3%	6.8%	-7.9%	-3.0%	12.5%	11.7%
Rate of Return on Farm Equity	5.2%	6.8%	-51.8%	-21.7%	16.1%	15.2%
Operating Profit Margin	19.0%	23.3%	-36.1%	-14.7%	33.1%	33.6%
Net Farm Income	24,621	30,083	(26,540)	(15,356)	84,835	86,308
REPAYMENT CAPACITY	Cash	Accrual	Cash	Accrual	Cash	Accrual
Term Debt Coverage Ratio	111%	114%	68%	21%	134%	166%
Capital Replacement Margin	2,979	3,803	(7,731)	(19,070)	15,098	29,570
EFFICIENCY						
Asset Turnover Rate (Market)		29.3%		20.4%		34.8%
Operating Expense Ratio		70.6%		92.8%		64.4%
Depreciation Expense Ratio		6.0%		16.2%		2.2%
Interest Expense Ratio		8.8%		15.7%		6.7%
Net Farm Income Ratio		14.6%		-24.7%		26.7%



How Does Your Farm Stack Up?

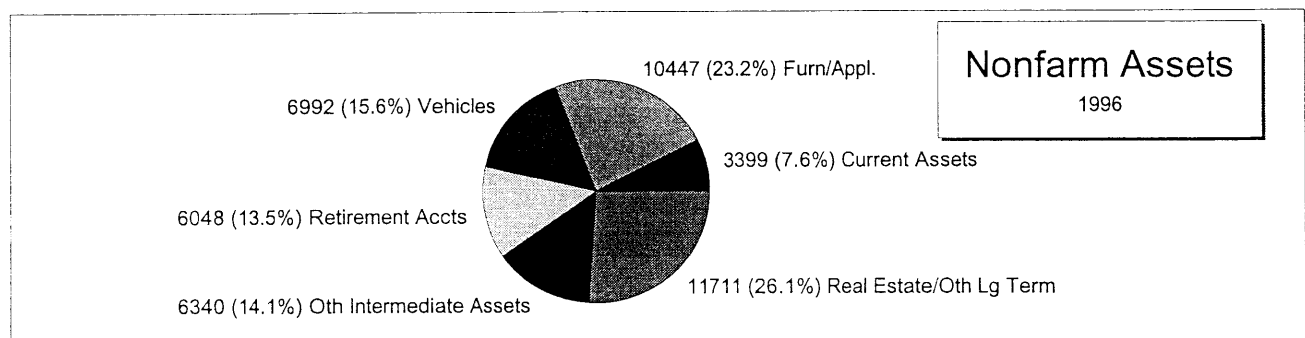
Below is summary of how the low, average, and high farms have fared in recent years using 16 key management factors. Some factors have a "credit risk rating" shown above the bar, with an * at the right. These ratings are from "Weighing the Variables", a book by David M. Kohl, Virginia Tech, Blackburg, VA. The "Green" indicates the business enjoys a competitive position, the "Yellow" indicates the business has some caution signs, and "Red" indicates that the business could face some major obstacles in that area. Please be reminded that these credit risk breakpoints are generic in nature and should be viewed over a 5 year period.

*** The data below for the low, average, & high groups is a 3 year average. ***

<i>Evaluation Chart - 1996</i>		Low Farms	Average	High Farms
LIQUIDITY		Red < 1.0 >	Yellow < 1.5 >	Green *
Current Ratio		0.74	1.30	1.87
Working Capital	\$	(13,352)	11,262	48,896
SOLVENCY		Red < 70% >	Yellow < 30% >	Green *
Farm Debt to Asset Ratio	%	67%	51%	42%
Farm Equity to Asset Ratio	%	33%	49%	58%
Farm Debt to Equity Ratio	%	203%	103%	72%
PROFITABILITY (Cost)		Red < 0% >	Yellow < 8.0% >	Green *
Rate of Return on Farm Assets	%	-5.8%	6.3%	12.2%
Rate of Return on Farm Equity	%	-39.4%	5.4%	15.9%
Operating Profit Margin	%	-28.8%	20.0%	32.4%
Net Farm Income	\$	(18,422)	23,672	72,963
REPAYMENT CAPACITY (Cash)		Red < 110% >	Yellow < 150% >	Green *
Term Debt Coverage Ratio	%	71%	113%	148%
Capital Replacement Margin	\$	(10,392)	3,405	20,705
EFFICIENCY		Red < 80% >	Yellow < 65% >	Green *
Asset Turnover Rate (Market)	%	17.7%	29.3%	35.7%
Operating Expense Ratio	%	90.5%	69.9%	63.4%
Depreciation Expense Ratio	%	17.8%	6.5%	3.1%
		Red < 25% >	Yellow < 10% >	Green *
Interest Expense Ratio	%	15.5%	8.9%	6.6%
Net Farm Income Ratio	%	-21.4%	13.9%	25.2%

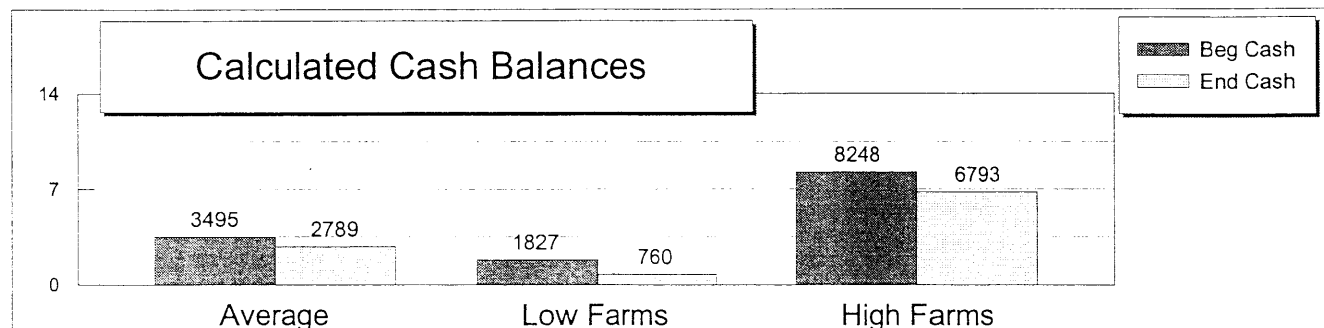
Household Expenses & Income	AVERAGE OF		
	81 FARMS	14 LOW	9 HIGH
Average Family Size	4.2	4.4	3.9
Household Expense			
Food & Meals	4570	3610	5293
Medical Care & Health Insurance	2686	2801	2001
Cash Donations	953	915	582
Household Supplies	1244	926	1234
Clothing	920	852	1007
Personal Care	904	959	882
Child / Dependent Care	149	7	107
Gifts	647	467	635
Education	595	124	643
Recreation	1009	695	1619
Utilities (Household Share)	1214	730	1877
Nonfarm Vehicle Operating Expense	1242	678	1738
Household Real Estate Taxes	142	178	161
Dwelling Rent	45	0	113
Household Repairs	569	143	831
Nonfarm Interest	639	88	1053
Life Insurance Payments	894	1227	1877
Total Cash Family Living Expense	\$18,422	\$14,400	\$21,653
Family Living from the Farm (Non Cash)	824	1177	520
Total Family Living	\$19,246	\$15,577	\$22,173
Capital Expenditures and Investments			
Income Taxes	2570	1813	4215
Furnishing and Appliance Purchases	448	686	240
Nonfarm Vehicle Purchases	1700	1104	498
Nonfarm Real Estate Purchases	567	0	67
Other Nonfarm Capital Purchases	-157	0	69
Non Farm Savings and Investments	554	1527	558
Total Other Nonfarm Expenditures	\$5,682	\$5,130	\$5,647
Total Cash Living, Investment, Cap. Purch.	\$24,104	\$19,530	\$27,300
Non Farm Income			
Nonfarm Wages and Salary	9393	19395	3287
Nonfarm Business Income	303	1072	82
Nonfarm Rental and Interest Income	296	388	440
Tax Refunds	963	1516	890
Gifts and Inheritance	654	1009	1468
Other Nonfarm Income	2530	1788	1567
Total Non Farm Income	\$14,139	\$25,168	\$7,734

NOTE: This table represents data from farms which keep complete household records, about 29% of the total. An Apparent Family Living is also calculated for all farms. It is based on the dollars available after inflows & outflows have been calculated. This amount is show in bold on the next page.



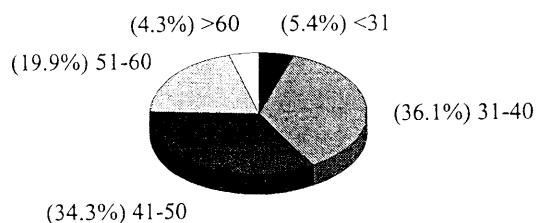
1996 Statement of Cash Flows		AVERAGE OF		
		280 FARMS	56 LOW	56 HIGH
(A) Beginning Cash Balance (Farm & Nonfarm)		\$3,495	\$1,827	\$8,248
<u>Cash from Operating Activities</u>				
Gross Cash Farm Income		163797	109936	307573
Net Nonfarm Income	(+)	13370	24079	6266
Total Cash Farm Expense	(-)	130592	107702	230224
Apparent Family Living Expense	(-)	25834	19086	40315
Income and Social Security Tax	(-)	1966	2632	2189
(B) Cash from Operations	(=)	\$18,775	\$4,595	\$41,111
<u>Cash from Investing Activities</u>				
Sale of Breeding Livestock		3294	6694	3121
Sale of Machinery & Equipment	(+)	1497	3289	1323
Sale of Farm Land	(+)	2071	3400	3177
Sale of Farm Buildings	(+)	21	104	0
Sale of Other Farm Assets	(+)	63	198	38
Sale of Nonfarm Assets	(+)	685	249	45
Purchase of Breeding Livestock	(-)	7526	9561	9621
Purchase of Machinery & Equipment	(-)	16637	11149	35740
Purchase of Farm Land	(-)	4178	2989	14379
Purchase of Farm Buildings	(-)	9732	17310	13047
Purchase of Other Farm Assets	(-)	5284	20809	2221
Purchase of Nonfarm Assets	(-)	3314	2040	4095
(C) Cash from Investing Activities	(=)	(\$39,040)	(\$49,924)	(\$71,399)
<u>Cash from Financing Activities</u>				
Money Borrowed		68281	82644	111747
Cash Gifts and Inheritances	(+)	654	1009	1468
Principal Payments	(-)	49163	39344	84141
Dividends Paid	(-)	21	0	0
Gifts Given	(-)	192	47	241
(D) Cash from Financing Activities	(=)	\$19,559	\$44,262	\$28,833
(E) Net Change in Cash Balance (B + C + D)		(\$706)	(\$1,067)	(\$1,455)
Ending Cash Balance Calculated (A + E)		\$2,789	\$760	\$6,793

NOTE: This Table looks at the cash moving through both the business and the family household.
Apparent Family Living Expense is included in the calculation for Cash from Operations.
Non farm activities are included in the Investing and Financing activities as well.

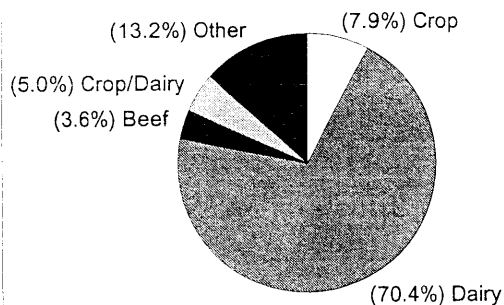


Summary of Selected Factors by Age and Farm Type - 1996

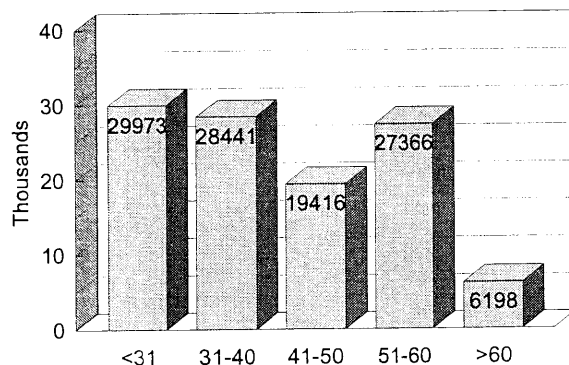
Age of Operator



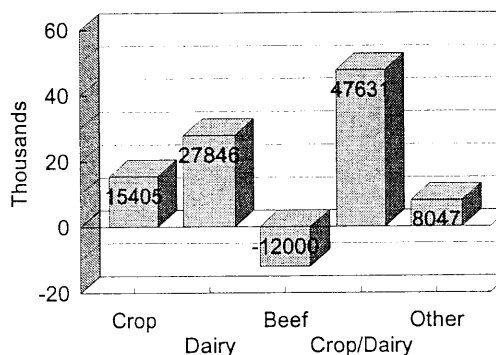
Type of Farm



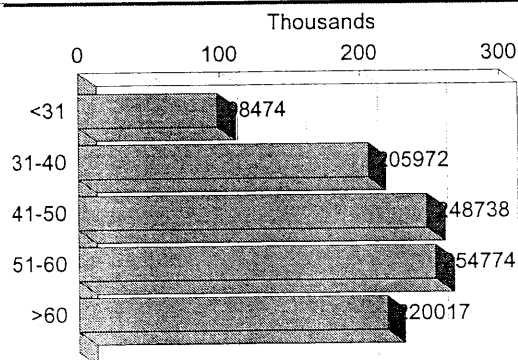
Net Farm Income by Age



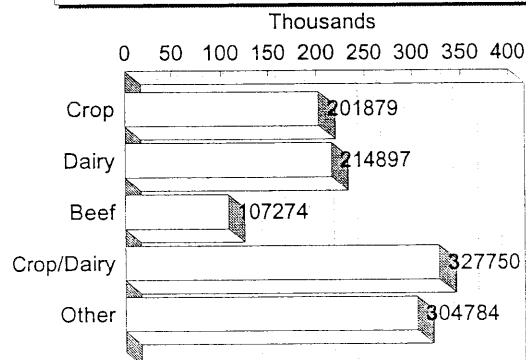
Net Farm Income by Type



Ending Net Worth by Age (Market Value)



Ending Net Worth by Type (Market Value)



***Selected Factors by
Size of Farm***

(Sorted by Gr Cash Farm Income)

	Average of All Farms	0 to \$40,000	\$40,001- \$100,000	\$100,001- \$200,000	\$200,001- \$500,000	\$500,001+
	280	32	64	120	56	8
Income Statement						
Gross Cash Farm Income	163797	18301	74970	143492	303747	781305
Total Cash Farm Expense	130592	22949	58361	110808	240577	665882
Net Cash Farm Income	33204	-4647	16609	32684	63171	115423
Inventory Change	824	-2631	-2170	1400	5899	-5585
Dep & Capital Adjustment	-9878	-6946	-8889	-5567	-17894	-38094
Net Farm Income	24150	-14224	5550	28517	51176	71744
Profitability (Cost)						
Labor & Management Earnings	14174	-20208	1149	19130	32222	57585
Rate of Return on Assets	6%	-8%	0%	7%	9%	9%
Rate of Return on Equity	5%	-22%	-11%	8%	10%	11%
Operating Profit Margin	19%	-113%	2%	23%	24%	17%
Asset Turnover Rate	34%	7%	29%	33%	38%	56%
Profitability (Market)						
Labor & Management Earnings	17470	-17443	6445	20744	37833	53666
Rate of Return on Assets	7%	-5%	3%	7%	9%	8%
Rate of Return on Equity	7%	-16%	0%	8%	11%	9%
Operating Profit Margin	23%	-89%	15%	26%	27%	20%
Asset Turnover Rate	29%	6%	24%	28%	33%	41%
Liquidity						
Tern Debt Coverage Ratio	114%	58%	92%	98%	139%	151%
Expense as a Percent of Income	79%	139%	81%	76%	78%	86%
Interest as a Percent of Income	9%	32%	11%	9%	8%	7%
Solvency (Cost)						
Number of Sole Proprietors	242	31	62	108	38	3
Ending Farm Assets	335037	199799	195202	343613	597500	-
Ending Farm Liabilities	184786	107559	126933	179822	325261	-
Ending Total Assets	390710	278940	233562	402548	654214	-
Ending Total Liabilities	193797	130153	132233	187109	333719	-
Ending Net Worth	196913	148787	101329	215440	320495	-
Net Worth Change	13065	2770	1816	16763	27687	-
End Farm Debt to Asset Ratio	55%	54%	65%	52%	54%	58%
Beg Total Debt to Asset Ratio	50%	42%	55%	48%	53%	55%
End Total Debt to Asset Ratio	50%	47%	57%	46%	51%	58%
Solvency (Market)						
Number of Sole Proprietors	245	32	62	110	38	3
Ending Farm Assets	385153	224582	241581	390001	678681	-
Ending Farm Liabilities	198076	112816	135556	194966	348876	-
Ending Total Assets	431675	294586	272094	438260	727016	-
Ending Total Liabilities	207619	134491	140374	202396	359941	-
Ending Net Worth	224056	160095	131720	235864	367075	-
Net Worth Change	18006	8286	8699	19116	35097	-
End Farm Debt to Asset Ratio	51%	50%	56%	50%	51%	52%
Beg Total Debt to Asset Ratio	49%	41%	51%	48%	51%	50%
End Total Debt to Asset Ratio	48%	46%	52%	46%	50%	53%
Nonfarm Information						
Farms Reporting Liv Expenses	125	11	31	58	24	1
Total Family Living Expense	18188	18977	16837	20096	15717	-
Total Liv, Invest, & Cap Purch	26376	25559	24725	26393	28610	-
Net Nonfarm Income	13370	28989	16151	11687	6030	5252
Crop Acres						
Total Acres Owned	246	216	195	234	318	434
Total Crop Acres	281	127	201	239	485	735
Total Crop Acres Owned	138	80	100	131	208	288
Total Crop Acres Cash Rented	141	46	99	107	275	432
Total Crop Acres Share Rent	2	2	3	1	2	14

Selected Factors by Type of Farm

	Average of All Farms 280	Crop 22	Dairy 197	Beef 10	Crop & Dairy 14	Other 29
Income Statement						
Gross Cash Farm Income	163797	162731	165741	33769	260496	155060
Total Cash Farm Expense	130592	146647	130124	36748	199685	124354
Net Cash Farm Expense	33204	16085	35617	-2980	60811	30705
Inventory Change	824	8466	534	2784	330	-5438
Dep & Capital Adjustment	-9878	-9145	-8304	-11805	-13510	-17220
Net Farm Income	24150	15405	27846	-12000	47631	8047
Profitability (Cost)						
Labor & Management Earnings	14174	6321	18663	-15831	29835	-5983
Rate of Return on Assets	6%	6%	8%	-7%	8%	1%
Rate of Return on Equity	5%	1%	8%	-34%	8%	-4%
Operating Profit Margin	19%	12%	22%	-59%	21%	4%
Asset Turnover Rate	34%	54%	34%	11%	38%	25%
Profitability (Market)						
Labor & Management Earnings	17470	11354	20397	-13383	38981	3278
Rate of Return on Assets	7%	8%	7%	-4%	8%	4%
Rate of Return on Equity	7%	6%	8%	-20%	10%	2%
Operating Profit Margin	23%	16%	25%	-41%	28%	17%
Asset Turnover Rate	29%	46%	30%	9%	32%	20%
Liquidity						
Term Debt Coverage Ratio	114%	122%	108%	147%	165%	100%
Expense as a Percent of Income	79%	86%	78%	101%	76%	83%
Interest as a Percent of Income	9%	11%	9%	19%	7%	8%
Solvency (Cost)						
Number of Sole Proprietors	242	18	173	10	10	24
Ending Farm Assets	335037	248204	342553	188242	445457	358519
Ending Farm Liabilities	184786	136646	189306	134543	258820	184326
Ending Total Assets	390710	318134	391949	231479	512199	446976
Ending Total Liabilities	193797	154175	195753	142651	267049	203635
Ending Net Worth	196913	163959	196196	88828	245150	243341
Net Worth Change	13065	10665	14174	-1633	17996	11193
End Farm Debt to Asset Ratio	55%	55%	55%	71%	58%	51%
Beg Total Debt to Asset Ratio	50%	51%	51%	58%	51%	43%
End Total Debt to Asset Ratio	50%	48%	50%	62%	52%	46%
Solvency (Market)						
Number of Sole Proprietors	245	19	175	10	10	24
Ending Farm Assets	385153	292443	386382	228348	538794	447253
Ending Farm Liabilities	198076	135723	204499	151993	265258	198418
Ending Total Assets	431675	357074	426508	264735	601191	522359
Ending Total Liabilities	207619	155195	211610	157460	273441	217576
Ending Net Worth	224056	201879	214897	107274	327750	304784
Net Wroth Change	18006	22995	16798	2183	33725	22246
Ending Farm Debt to Asset Ratio	51%	46%	53%	67%	49%	44%
Beg Total Debt to Asset Ratio	49%	46%	50%	57%	45%	40%
End Total Debt to Asset Ratio	48%	43%	50%	59%	45%	42%
Nonfarm Information						
Farm Reporting Liv Expenses	125	12	92	3	7	8
Total Family Living Expense	18188	18699	17605	-	20587	19847
Total Liv, Invest, & Cap Purch	26376	32582	24057	-	29831	37203
Net Nonfarm Income	13370	23437	9607	21162	22302	22218
Crop Acres						
Total Acres Owned	246	188	240	386	271	279
Total Crop Acres	281	436	243	210	540	324
Total Crop Acres Owned	138	117	135	116	210	147
Total Crop Acres Cash Rented	141	307	108	92	322	177
Total Crop Acres Share Rent	2	13	1	3	7	-

Selected Factors by Age of Operator

	Average of All Farms 277	Under Age 31 15	Age 31 to 40 100	Age 41 to 50 95	Age 51 to 60 55	Over Age 60 12
Income Statement						
Gross Cash Farm Income	163933	141285	171376	172359	154632	106150
Total Cash Farm Expense	130166	108644	130040	141990	125619	85351
Net Cash Farm Income	33767	32641	41335	30369	29014	20800
Inventory Change	574	6325	-2225	662	5342	-5845
Dep & Capital Adjustment	-10090	-8994	-10669	-11615	-6990	-8757
Net Farm Income	24252	29973	28441	19416	27366	6198
Profitability (Cost)						
Labor & Management Earnings	14308	24740	17773	10459	15590	-3264
Rate of Return on Assets	6%	11%	7%	6%	7%	2%
Rate of Return on Equity	5%	20%	7%	3%	6%	-4%
Operating Profit Margin	19%	27%	20%	17%	18%	6%
Asset Turnover Rate	34%	43%	35%	33%	36%	25%
Profitability (Market)						
Labor & Management Earnings	17636	25253	23032	13635	17781	-5829
Rate of Return on Assets	7%	11%	8%	6%	7%	1%
Rate of Return on Equity	7%	18%	9%	5%	7%	-4%
Operating Profit Margin	23%	28%	26%	22%	23%	5%
Asset Turnover Rate	29%	38%	31%	27%	30%	22%
Liquidity						
Term Debt Coverage Ratio	113%	153%	119%	99%	135%	48%
Expense as a Percent of Income	79%	73%	77%	82%	79%	85%
Interest as a Percent of Income	9%	7%	8%	10%	8%	11%
Solvency (Cost)						
Number of Sole Proprietors	240	13	85	86	46	10
Ending Farm Assets	335678	211677	325369	386316	300936	308889
Ending Farm Liabilities	184533	142227	187145	219314	136626	138589
Ending Total Assets	391563	240975	389367	447128	345793	338662
Ending Total Liabilities	193503	149331	196403	230220	143366	141133
Ending Net Worth	198060	91643	192964	216909	202427	197530
Net Worth Change	13247	17704	15226	14431	9470	-2191
End Farm Debt to Asset Ratio	55%	67%	58%	57%	45%	45%
Beg Total Debt to Asset Ratio	50%	66%	50%	53%	42%	41%
End Total Debt to Asset Ratio	49%	62%	50%	51%	41%	42%
Solvency (Market)						
Number of Sole Proprietors	243	13	86	87	47	10
Ending Farm Assets	386311	237435	359450	445169	377229	341476
Ending Farm Liabilities	197935	152423	196893	236695	151390	147616
Ending Total Assets	432992	256560	413282	496687	412983	371750
Ending Total Liabilities	207442	158086	207310	247949	158209	151733
Ending Net Worth	225549	98474	205972	248738	254774	220017
Net Worth Change	18245	19162	19120	21266	15731	-4948
End Farm Debt to Asset Ratio	51%	64%	55%	53%	40%	43%
Beg Total Debt to Asset Ratio	48%	65%	50%	51%	39%	39%
End Total Debt to Asset Ratio	48%	62%	50%	50%	38%	41%
Nonfarm Information						
Farms Reporting Living Exp.	123	4	49	47	19	4
Total Family Living Expense	18034	-	18146	19831	16214	-
Tot Liv, Invest, & Cap Purch	26332	-	26836	30449	20008	-
Net Nonfarm Income	13327	10163	14527	14608	10775	8846
Crop Acres						
Total Acres Owned	246	123	225	264	281	264
Total Crop Acres	282	217	279	306	273	238
Total Crop Acres Owned	137	64	131	152	141	156
Total Crop Acres Cash Rented	142	154	146	152	128	82
Total Crop Acres Share Rent	2	-	2	2	4	-

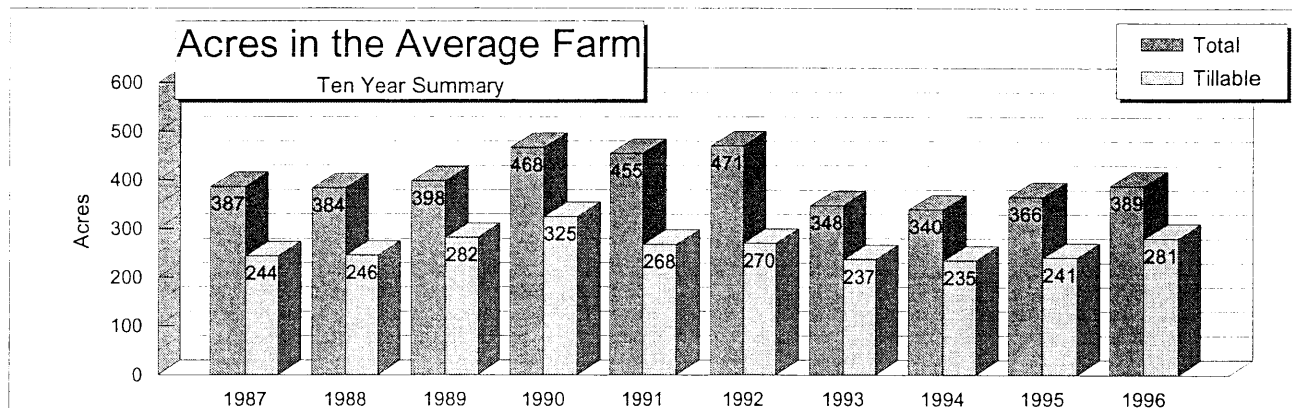
1996 Operator Information	Average of 280 Farms	Low 56 Farms	High 56 Farms
Average No. of Operators	1.1	1.1	1.4
Average Age of Operators	43.2	43.6	41.4
Average No. of Years Farming	18.1	17.0	18.5

1996 Labor Analysis	Average of 257 Farms	Low 45 Farms	High 52 Farms
Total Unpaid Labor Hours	3764	2818	5109
Total Hired Labor Hours	974	1102	2145
Total Labor Hours Per Farm	4738	3920	7254
Value of Farm Production/Hr.	\$25.60	\$14.39	\$35.16
Net Farm Income/Unpaid Hour	\$6.93	(\$8.80)	\$16.76

1996 Partnership Data	
Number of Partnerships	23
Number Operators/Partnership	2.2
Average Owner Withdrawals/Farm	37808
Average Withdrawals/Operator	17050

1996 Non Farm Assets	Average of All Farms	
	Beginning	Ending
Checking and Savings	1118	1422
Stocks and Bonds	1288	1354
Other Current Assets	558	623
Furniture and Appliances	10381	10447
Non Farm Vehicles	6179	6992
Cash Value of Life Insurance	1922	2280
Retirement Accounts	5182	6048
Other Intermediate Assets	3519	4060
Non Farm Real Estate	8782	9445
Other Long Term Assets	1361	2266
Total Non Farm Assets	40290	44937

<i>Farm Size in Acres</i>	AVERAGE	LOW	HIGH
	280 FARMS	56 FARMS	56 FARMS
Total Acres Operated	389.0	435.0	557.0
Total Tillable Crop Acres	281.0	302.0	442.0
Total Acres Owned	246.0	241.0	331.0

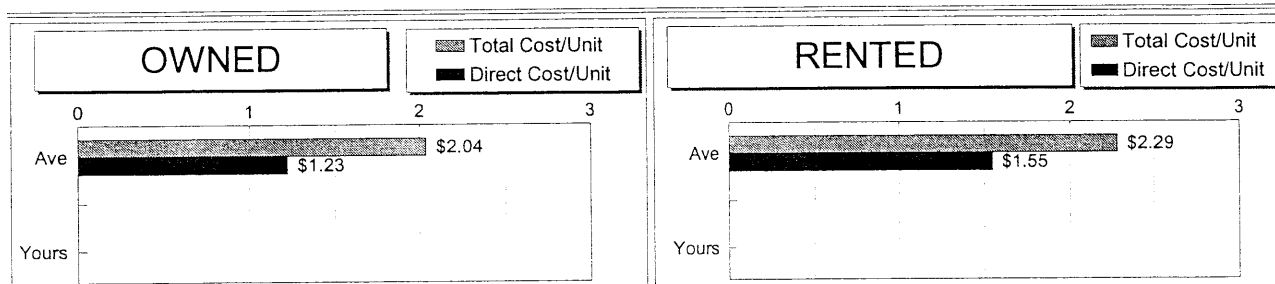


1996 Selected Crop and Livestock Enterprise Data

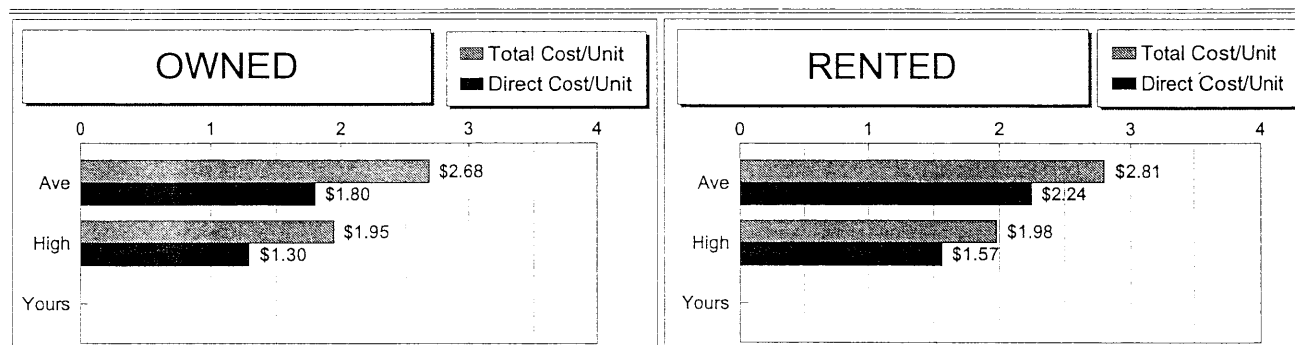
CROPS (Owned)	CORN	ALFALFA HAY	OATS	SOY BEANS	MIXED HAY	CORN SILAGE
Acres Cropped	52.6	40.7	22.7	52.0	47.3	37.1
Yield per Acre	82.6	2.7	47.7	24.8	1.6	12.6
Value per Unit	2.51	93.91	1.81	6.46	66.38	22.48
Gross Return per Acre	213.09	251.01	132.58	162.03	107.69	286.52
Fuel, Oil, Repairs/Ac	43.92	47.24	27.12	26.17	28.29	49.50
Total Costs per Acre	221.70	148.64	97.27	170.05	86.78	213.27
Net Return per Acre	-8.61	102.37	35.31	-8.02	20.91	73.25
Break-even Yield/Ac	85.9	1.6	28.2	26.1	1.3	9.3
Total Listed Cost/Unit	2.68	55.88	2.04	6.85	53.57	16.95

LIVESTOCK	Unit:	DAIRY COWS (CWT)	DAIRY STEERS (CWT)	BEEF COWS (COW)	FAR-FIN HOGS (CWT)
Production/Unit		16574.0			
Price Recv'd/Unit		14.81	55.34	54.51	51.22
Total Return/Unit		13.90	58.58	209.43	47.56
Total Feed Cost/Unit		6.66	51.21	337.31	37.46
Return over Feed/Unit		7.24	7.37	-127.88	10.10
Net Return/Unit		2.81	-11.21	-304.65	-2.75
Total Listed Cost/Unit		11.10	69.79	514.08	50.32

1996 <i>Barley</i>	OWNED Average of 10	RENTED Average of 12
Acres	40.8	34.3
Yield per Acre	48.1	41.4
Operators Share of Yield %	100	100
Value per Unit	\$2.07	\$2.35
Other Product Return Per Acre	\$0.00	\$0.00
Total Product Return Per Acre	\$99.50	\$97.20
Miscellaneous Income per Acre	\$27.57	\$22.12
Gross Return per Acre	\$127.07	\$119.32
Direct Costs per Acre		
Seed	11.10	10.74
Fertilizer	9.81	12.66
Chemicals	1.16	3.52
Crop Insurance	1.29	0.12
Drying Fuel	0.00	0.00
Fuel and Oil	9.41	7.83
Repairs	17.67	10.99
Custom Hire	5.96	2.62
Special Hired Labor	0.29	0.00
Machinery and Bldg Leases	0.00	0.00
Land Rent	0.00	11.91
Utilities	0.00	0.00
Marketing	0.00	0.00
Operating Interest	1.67	2.82
Miscellaneous	0.60	0.85
Total Direct Costs per Acre	\$58.96	\$64.06
Return to Overhead per Acre	\$68.11	\$55.26
Overhead Costs per Acre		
Hired Labor	6.84	9.16
Machinery & Building Leases	0.38	3.14
Real Estate Taxes	6.94	0.00
Farm Insurance	0.95	1.04
Utilities	1.65	1.94
Dues & Professional Fees	0.11	0.12
Interest: Interm/Lg Term Debt	11.55	5.54
Mach & Bldg Depreciation	9.37	8.71
Miscellaneous	1.19	0.95
Total Overhead Costs per Acre	\$38.98	\$30.60
Total Listed Costs per Acre	\$97.94	\$94.66
Net Return per Acre	\$29.13	\$24.66
Total Direct Costs per Unit	\$1.23	\$1.55
Total Listed Costs per Unit	\$2.04	\$2.29
Net Return per Unit	\$0.61	\$0.60
Break Even Yield per Acre	34.00	30.87
Estimated Labor Hours per Acre	4.66	3.52
Net Return per acre (incl govt pymt)		
Labor & Mgmt Charge per Acre	\$16.84	\$10.07
Net Return over Labor & Mgmt	\$12.29	\$14.59



1996 <i>Corn</i>	OWNED		RENTED	
	Average of 168	High 34	Average of 153	High 33
Acres	52.6	55.8	83.0	88.3
Yield per Acre	82.6	113.6	75.6	104.8
Operators Share of Yield %	100	100	100	100
Value per Unit	\$2.51	\$2.53	\$2.49	\$2.50
Total Product Return Per Acre	\$206.95	\$287.65	\$188.49	\$261.90
Miscellaneous Income per Acre	\$6.14	\$9.76	\$13.88	\$12.42
Gross Return per Acre	\$213.09	\$297.41	\$202.37	\$274.32
Direct Costs per Acre				
Seed	22.48	22.19	23.03	24.67
Fertilizer	36.66	41.98	39.47	40.87
Chemicals	23.66	24.58	25.51	21.28
Crop Insurance	4.77	4.31	3.67	2.81
Drying Fuel	4.77	7.24	4.87	6.46
Irrigation Energy	0.00	0.00	0.00	0.00
Fuel and Oil	13.36	12.61	12.38	9.58
Repairs	30.56	24.29	24.44	20.70
Custom Hire	6.28	5.28	3.68	3.57
Special Hired Labor	0.43	1.66	0.20	0.00
Land Rent	0.00	0.00	23.52	30.59
Machinery & Building Leases	0.24	0.07	0.13	0.00
Utilities	0.00	0.00	0.00	0.00
Marketing	0.88	0.61	1.53	0.41
Operating Interest	3.33	1.38	6.34	1.95
Miscellaneous	1.14	1.27	0.66	1.31
Total Direct Costs per Acre	\$148.56	\$147.47	\$169.43	\$164.20
Return to Overhead per Acre	\$64.53	\$149.94	\$32.94	\$110.12
Overhead Costs per Acre				
Hired Labor	6.81	5.33	8.58	7.38
Machinery & Building Leases	2.53	4.57	4.32	6.11
Real Estate Taxes	5.41	7.55	0.00	0.00
Farm Insurance	2.17	2.24	1.63	1.53
Utilities	2.73	1.80	1.62	1.42
Dues & Professional Fees	0.53	0.96	0.26	0.32
Interest: Interm/Lg Term Debt	33.59	35.80	10.66	11.42
Mach & Bldg Depreciation	16.38	13.76	12.99	12.87
Miscellaneous	2.99	1.65	2.55	1.99
Total Overhead Costs per Acre	\$73.14	\$73.66	\$42.61	\$43.04
Total Listed Costs per Acre	\$221.70	\$221.13	\$212.04	\$207.24
Net Return per Acre	(\$8.61)	\$76.28	(\$9.67)	\$67.08
Total Direct Costs per Unit	\$1.80	\$1.30	\$2.24	\$1.57
Total Listed Costs per Unit	\$2.68	\$1.95	\$2.81	\$1.98
Net Return per Unit	(\$0.10)	\$0.67	(\$0.13)	\$0.64
Break Even Yield per Acre	85.88	83.55	79.58	77.93
Estimated Labor Hours per Acre	6.69	5.48	4.86	4.59
Net Return per Acre (Inc. govt pymt)				
Labor & Mgmt Charge per Acre	\$25.68	\$18.13	\$22.55	\$18.85
Net Return over Labor & Mgmt	(\$34.29)	\$58.15	(\$32.22)	\$48.23



1996 <i>Oats</i>	OWNED		RENTED	
	Average of 43	High 9	Average of 27	High 5
Acres	22.7	25.3	25.2	31.1
Yield per Acre	47.7	62.9	42.5	58.3
Operators Share of Yield %	100	100	100	100
Value per Unit	\$1.81	\$1.96	\$1.78	\$1.88
Other Product Return Per Acre	\$0.00	\$0.00	\$0.00	\$0.00
Total Product Return Per Acre	\$86.34	\$123.21	\$75.58	\$109.51
Miscellaneous Income per Acre	\$46.24	\$70.84	\$30.81	\$40.31
Gross Return per Acre	\$132.58	\$194.05	\$106.39	\$149.82

Direct Costs per Acre

Seed	12.25	7.65	12.77	6.69
Fertilizer	10.59	3.74	9.88	7.49
Chemicals	0.94	2.78	1.64	6.27
Crop Insurance	0.95	0.63	0.69	0.91
Drying Fuel	0.00	0.00	0.00	0.00
Fuel and Oil	8.56	7.93	8.17	6.38
Repairs	18.56	15.00	17.78	17.60
Custom Hire	5.94	4.04	2.25	0.00
Special Hired Labor	0.00	0.00	0.16	0.00
Machinery and Bldg Leases	0.00	0.00	0.49	0.00
Land Rent	0.00	0.00	18.39	18.03
Utilities	0.00	0.00	0.00	0.00
Marketing	0.31	0.00	0.00	0.00
Operating Interest	1.83	0.84	1.45	2.26
Miscellaneous	0.47	0.46	0.79	0.48
Total Direct Costs per Acre	\$60.40	\$43.07	\$74.46	\$66.11
Return to Overhead per Acre	\$72.18	\$150.98	\$31.93	\$83.71

Overhead Costs per Acre

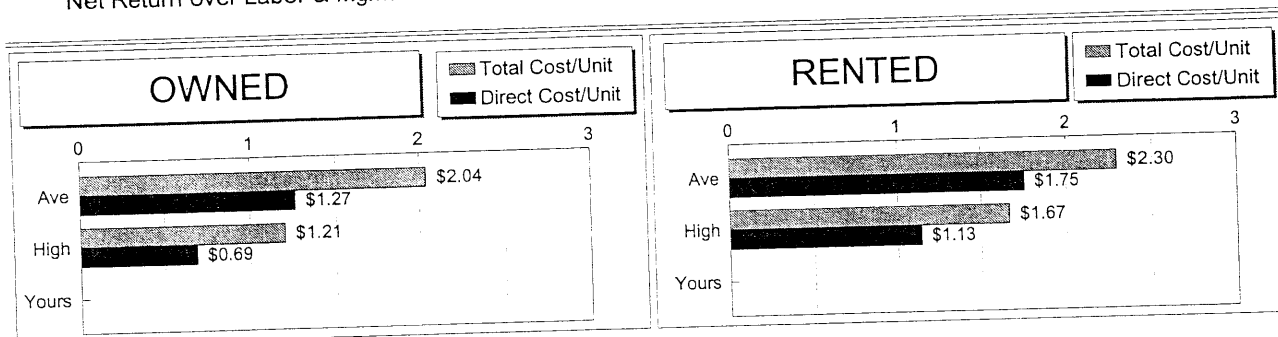
Hired Labor	2.74	1.25	5.45	5.50
Machinery & Building Leases	1.04	1.02	0.52	0.24
Real Estate Taxes	3.98	3.48	0.10	0.00
Farm Insurance	0.90	0.74	0.87	0.71
Utilities	1.03	1.19	1.08	1.25
Dues & Professional Fees	0.39	0.56	0.18	0.06
Interest: Interim/Lg Term Debt	19.12	17.02	5.42	9.94
Mach & Bldg Depreciation	6.46	6.46	8.28	12.12
Miscellaneous	1.21	1.01	1.43	1.18
Total Overhead Costs per Acre	\$36.87	\$32.73	\$23.33	\$31.00
Total Listed Costs per Acre	\$97.27	\$75.80	\$97.79	\$97.11

Net Return per Acre

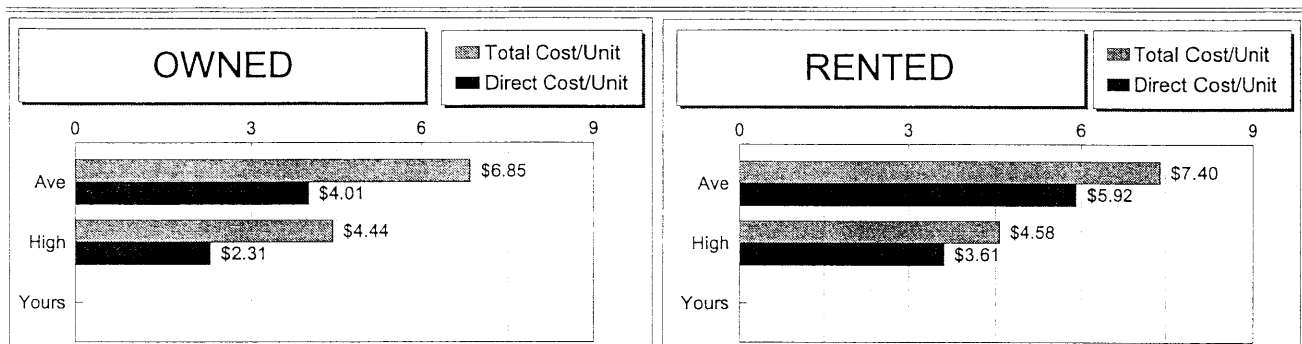
	\$35.31	\$118.25	\$8.60	\$52.71
Total Direct Costs per Unit	\$1.27	\$0.69	\$1.75	\$1.13
Total Listed Costs per Unit	\$2.04	\$1.21	\$2.30	\$1.67
Net Return per Unit	\$0.74	\$1.88	\$0.20	\$0.90
Break Even Yield per Acre	28.19	2.53	37.63	30.21
Estimated Labor Hours per Acre	4.57	4.10	3.04	2.62

Net Return per acre (incl govt pymt)
Labor & Mgmt Charge per Acre
Net Return over Labor & Mgmt

\$13.78	\$9.94	\$12.16	\$10.92
\$21.53	\$108.31	(\$3.56)	\$41.79

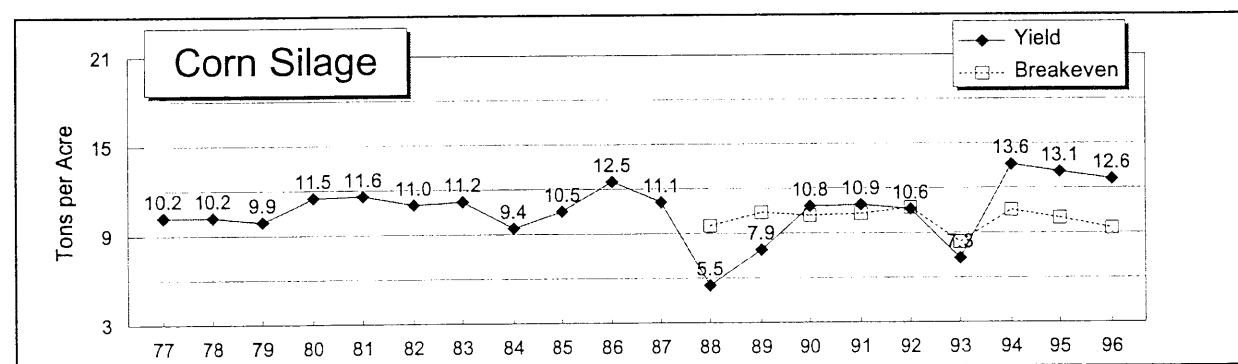
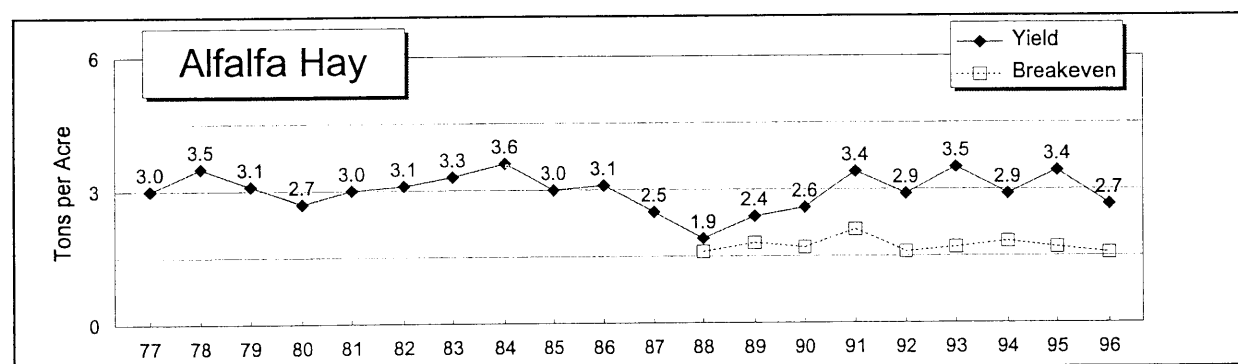
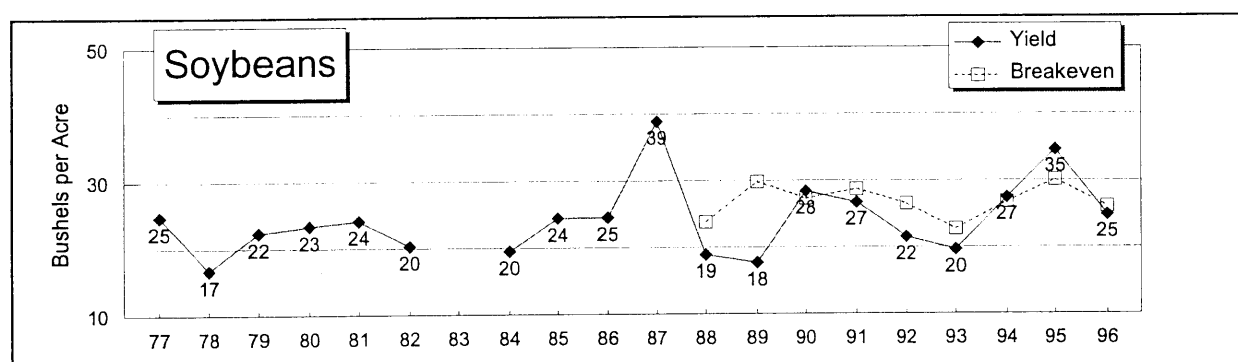
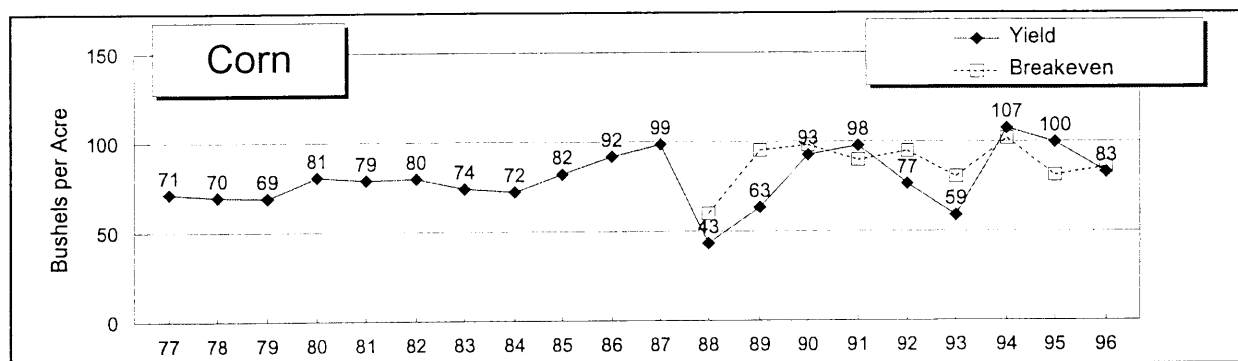


1996	OWNED		RENTED	
<i>Soybeans</i>	Average of 28	High 6	Average of 35	High 7
Acres	52.0	62.7	108.3	127.4
Yield per Acre	24.8	31.9	22.2	35.6
Operators Share of Yield %	100	100	100	100
Value per Unit	\$6.46	\$6.63	\$6.62	\$6.88
Total Product Return Per Acre	\$160.47	\$211.63	\$146.83	\$245.13
Miscellaneous Income per Acre	\$1.56	\$0.00	\$4.46	\$0.06
Gross Return per Acre	\$162.03	\$211.63	\$151.29	\$245.19
Direct Costs per Acre				
Seed	19.18	15.56	17.64	10.35
Fertilizer	12.85	7.05	12.27	14.80
Chemicals	27.87	22.09	30.66	25.38
Crop Insurance	4.26	4.56	2.91	2.74
Drying Fuel	0.00	0.00	0.02	0.00
Irrigation Energy	0.00	0.00	0.00	0.00
Fuel and Oil	8.72	5.89	10.25	6.77
Repairs	17.45	12.88	20.16	17.14
Custom Hire	2.18	0.12	1.76	0.57
Special Hired Labor	0.00	0.00	0.58	2.46
Land Rent	0.00	0.00	25.40	45.26
Machinery & Building Leases	0.25	0.14	0.19	0.00
Utilities	0.00	0.00	0.00	0.00
Marketing	1.56	1.15	1.02	0.32
Operating Interest	4.18	1.64	7.68	2.07
Miscellaneous	1.20	2.64	0.66	0.85
Total Direct Costs per Acre	\$99.70	\$73.72	\$131.20	\$128.71
Return to Overhead per Acre	\$62.33	\$137.91	\$20.09	\$116.48
Overhead Costs per Acre				
Hired Labor	4.48	3.96	5.72	6.56
Machinery & Building Leases	3.77	9.67	4.04	3.14
Real Estate Taxes	7.51	8.10	1.75	0.00
Farm Insurance	1.79	1.12	0.00	3.00
Utilities	2.46	1.36	1.33	1.41
Dues & Professional Fees	0.23	0.27	0.25	0.50
Interest: Interm/Lg Term Debt	30.39	31.03	6.99	4.57
Mach & Bldg Depreciation	16.29	10.93	10.29	13.39
Miscellaneous	3.43	1.48	2.54	1.87
Total Overhead Costs per Acre	\$70.35	\$67.92	\$32.91	\$34.44
Total Listed Costs per Acre	\$170.05	\$141.64	\$164.11	\$163.15
Net Return per Acre	(\$8.02)	\$69.99	(\$12.82)	\$82.04
Total Direct Costs per Unit	\$4.01	\$2.31	\$5.92	\$3.61
Total Listed Costs per Unit	\$6.85	\$4.44	\$7.40	\$4.58
Net Return per Unit	(\$0.32)	\$2.19	(\$0.58)	\$2.30
Break Even Yield per Acre	26.08	21.36	24.12	23.70
Est. Labor Hours per Acre	3.41	0.67	2.59	1.22
Labor & Mgmt Charge per Acre	\$25.15	\$17.81	\$16.62	\$10.03
Net Return over Labor & Mgmt	(\$33.17)	\$52.18	(\$29.44)	\$72.01



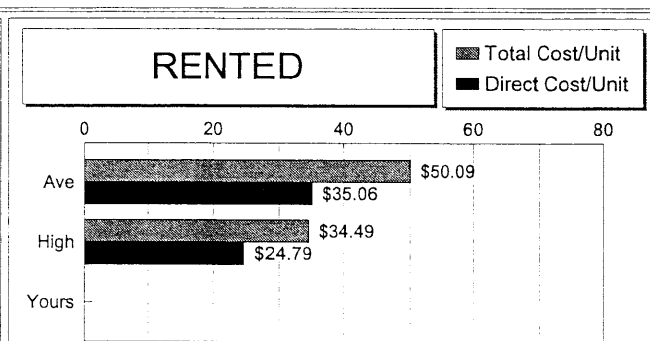
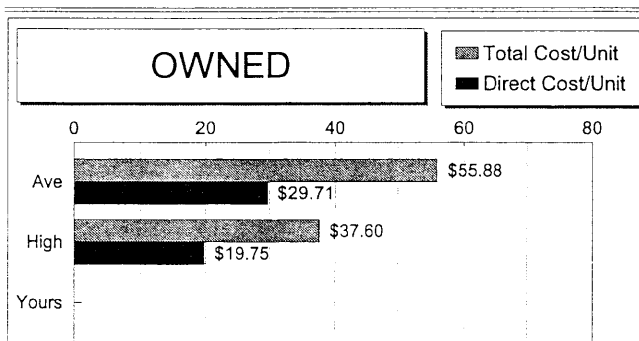
*A Twenty Year History of Selected Crop Yields **

1996

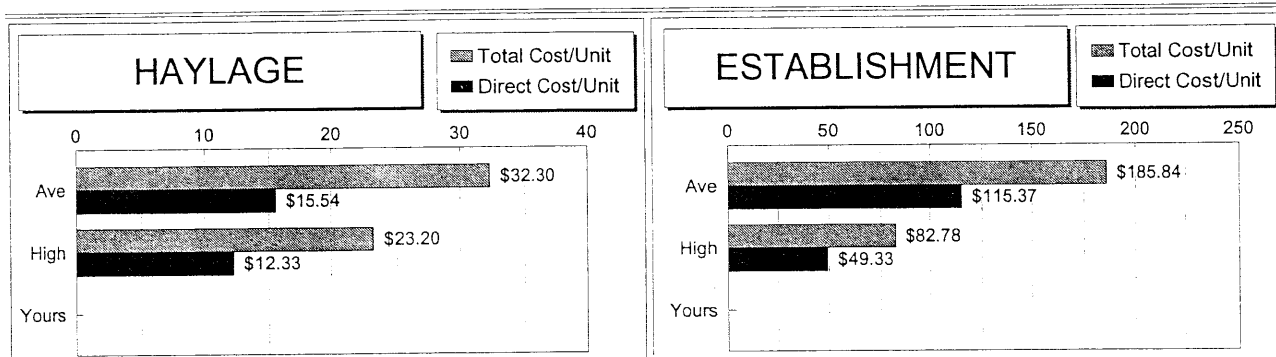


* Beginning with 1988, all business costs are allocated to farm enterprises. From 1988 to the current time, a "Breakeven Yield" is shown. [Breakeven Yield = (Total Exp/Ac - Misc Inc/Ac) divided by Value per Unit.]

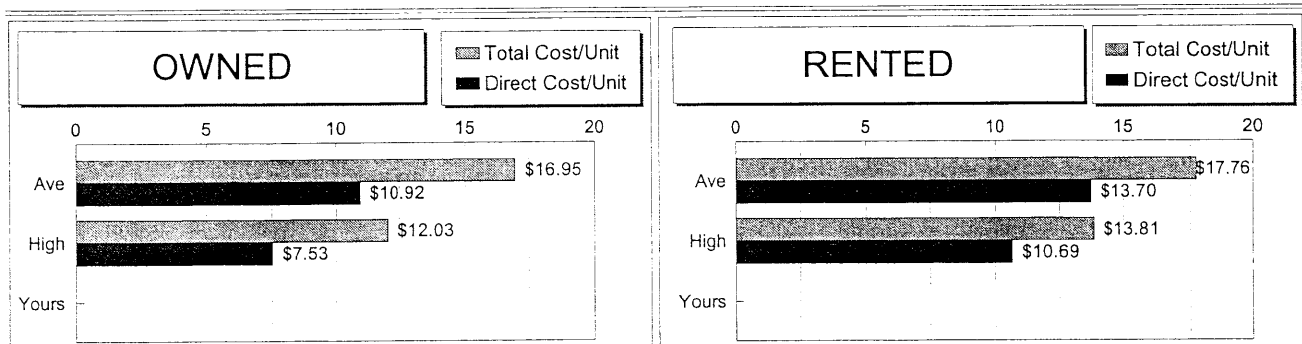
1996 <i>Alfalfa Hay</i>	OWNED		RENTED	
	Average of 131	High 26	Average of 83	High 16
Acres	40.7	40.4	35.8	32.9
Yield per Acre	2.7	4.2	2.6	4.0
Operators Share of Yield %	100	100	100	100
Value per Unit	\$93.91	\$99.65	\$90.01	\$97.65
Total Product Return Per Acre	\$249.80	\$419.53	\$235.83	\$388.65
Miscellaneous Income per Acre	\$1.21	\$0.93	\$1.28	\$0.00
Gross Return per Acre	\$251.01	\$420.46	\$237.11	\$388.65
Direct Costs per Acre				
Seed	4.57	4.50	3.58	5.21
Fertilizer	17.30	26.02	10.43	9.89
Chemicals	0.29	0.49	0.12	0.00
Crop Insurance	0.80	1.16	0.15	0.02
Irrigation Energy	0.00	0.00	0.00	0.00
Fuel and Oil	13.96	14.16	13.75	17.01
Repairs	33.28	31.36	27.08	26.50
Custom Hire	2.53	3.42	3.04	4.17
Special Hired Labor	1.00	0.00	0.28	1.48
Land Rent	0.00	0.00	27.49	32.09
Machinery & Building Leases	0.11	0.00	0.01	0.00
Utilities	0.02	0.00	0.00	0.00
Marketing	0.00	0.00	0.00	0.00
Operating Interest	3.20	0.98	4.53	1.89
Miscellaneous	1.96	1.05	1.40	0.39
Total Direct Costs per Acre	\$79.02	\$83.14	\$91.86	\$98.65
Return to Overhead per Acre	\$171.99	\$337.32	\$145.25	\$290.00
Overhead Costs per Acre				
Hired Labor	8.64	7.35	11.60	16.89
Machinery & Building Leases	1.49	1.18	2.15	1.44
Real Estate Taxes	4.40	5.56	0.05	0.26
Farm Insurance	1.92	1.96	2.02	2.15
Utilities	2.30	2.51	1.63	1.43
Dues & Professional Fees	0.50	0.78	0.42	0.56
Interest: Interm/Lg Term Debt	28.13	32.91	7.53	5.76
Mach & Bldg Depreciation	19.37	20.99	12.33	8.58
Miscellaneous	2.87	1.92	1.65	1.57
Total Overhead Costs per Acre	\$69.62	\$75.16	\$39.38	\$38.64
Total Listed Costs per Acre	\$148.64	\$158.30	\$131.24	\$137.29
Net Return per Acre	\$102.37	\$262.16	\$105.87	\$251.36
Total Direct Costs per Unit	\$29.71	\$19.75	\$35.06	\$24.79
Total Listed Costs per Unit	\$55.88	\$37.60	\$50.09	\$34.49
Net Return per Unit	\$38.49	\$62.27	\$40.41	\$63.16
Break Even Yield per Acre	1.57	1.58	1.44	1.41
Est. Labor Hours per Acre	7.29	7.78	6.11	5.17
Labor & Mgmt Charge per Acre	\$26.73	\$26.77	\$23.91	\$14.26
Net Return over Labor & Mgmt	\$75.64	\$235.39	\$81.96	\$237.10



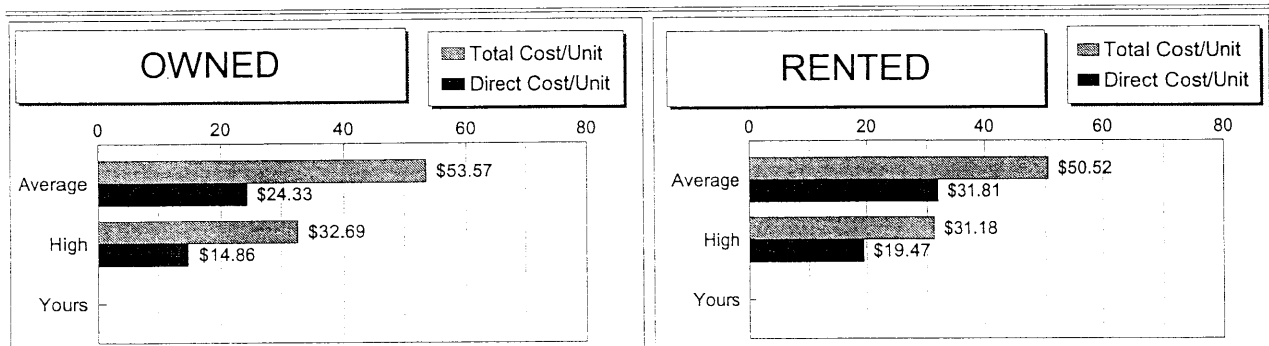
1996 <i>Alfalfa Haylage & Estab.</i>	HAYLAGE		ESTABLISHMENT	
	Average of 23	High 5	Average of 24	High 5
Acres	52.6	36.5	21.0	28.4
Yield per Acre	4.9	8.3	1.0	2.4
Operators Share of Yield %	100	100	100	100
Value per Unit	\$44.18	\$47.83	\$85.42	\$94.45
Total Product Return Per Acre	\$217.81	\$394.60	\$82.86	\$227.62
Miscellaneous Income per Acre	\$1.63	\$3.85	\$0.00	\$0.00
Gross Return per Acre	\$219.44	\$398.45	\$82.86	\$227.62
Direct Costs per Acre				
Seed	8.01	1.61	39.99	44.93
Fertilizer	24.64	35.62	16.42	11.95
Chemicals	0.73	3.05	6.52	4.12
Crop Insurance	0.04	0.18	0.34	0.20
Irrigation Energy	0.00	0.00	0.00	0.00
Fuel and Oil	12.12	15.06	12.97	16.47
Repairs	23.72	28.95	27.75	36.95
Custom Hire	1.35	0.00	0.77	0.00
Special Hired Labor	1.16	7.69	0.00	0.00
Land Rent	0.00	0.00	0.00	0.00
Machinery & Building Leases	0.00	0.00	0.00	0.00
Utilities	0.00	0.00	0.00	0.00
Marketing	0.00	0.00	0.00	0.00
Operating Interest	3.08	8.85	2.50	2.63
Miscellaneous	1.76	0.71	4.65	1.63
Total Direct Costs per Acre	\$76.61	\$101.72	\$111.91	\$118.88
Return to Overhead per Acre	\$142.83	\$296.73	(\$29.05)	\$108.74
Overhead Costs per Acre				
Hired Labor	10.93	13.68	7.90	11.56
Machinery & Building Leases	1.84	5.04	1.19	1.35
Real Estate Taxes	5.40	9.22	4.42	3.83
Farm Insurance	2.03	4.44	2.01	2.48
Utilities	2.83	2.26	1.43	2.36
Dues & Professional Fees	0.17	0.38	0.03	0.00
Interest: Intern/Lg Term Debt	34.37	28.69	35.54	39.54
Mach & Bldg Depreciation	19.49	18.95	14.42	18.36
Miscellaneous	5.56	7.05	1.41	1.13
Total Overhead Costs per Acre	\$82.62	\$89.71	\$68.35	\$80.61
Total Listed Costs per Acre	\$159.23	\$191.43	\$180.26	\$199.49
Net Return per Acre	\$60.21	\$207.02	(\$97.40)	\$28.13
Total Direct Costs per Unit	\$15.54	\$12.33	\$115.37	\$49.33
Total Listed Costs per Unit	\$32.30	\$23.20	\$185.84	\$82.78
Net Return per Unit	\$12.21	\$25.09	(\$100.42)	\$11.67
Break Even Yield per Acre	3.57	3.92	2.11	2.11
Est. Labor Hours per Acre	4.82	3.99	7.24	9.52
Labor & Mgmt Charge per Acre	\$17.11	\$9.53	\$18.21	\$15.76
Net Return over Labor & Mgmt	\$43.10	\$197.49	(\$115.61)	\$12.37



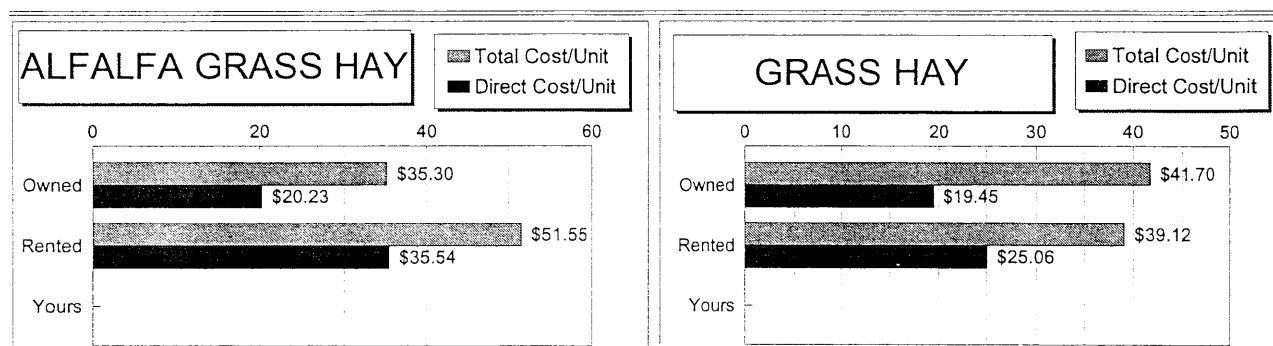
1996	OWNED		RENTED	
<i>Corn Silage</i>	Average of 181	High 37	Average of 125	High 25
Acres	37.1	31.0	41.4	36.6
Yield per Acre	12.6	17.8	11.4	14.7
Operators Share of Yield %	100	100	100	100
Value per Unit	\$22.48	\$23.17	\$22.14	\$23.28
Total Product Return Per Acre	\$282.80	\$413.12	\$252.17	\$341.98
Miscellaneous Income per Acre	\$3.72	\$5.03	\$5.23	\$17.81
Gross Return per Acre	\$286.52	\$418.15	\$257.40	\$359.79
Direct Costs per Acre				
Seed	20.85	22.73	20.89	19.81
Fertilizer	29.63	27.30	33.62	33.89
Chemicals	23.10	25.71	24.09	25.75
Crop Insurance	3.45	4.79	2.68	5.02
Fuel and Oil	15.32	15.70	15.92	14.21
Repairs	34.18	31.96	28.18	29.22
Custom Hire	4.85	3.45	3.24	0.07
Special Hired Labor	0.09	0.24	0.15	0.69
Land Rent	0.00	0.00	22.03	24.44
Machinery & Building Leases	0.15	0.14	0.00	0.00
Utilities	0.04	0.00	0.00	0.00
Operating Interest	3.45	1.16	4.31	3.65
Miscellaneous	2.24	1.07	0.88	0.25
Total Direct Costs per Acre	\$137.35	\$134.25	\$155.99	\$157.00
Return to Overhead per Acre	\$149.17	\$283.90	\$101.41	\$202.79
Overhead Costs per Acre				
Hired Labor	8.98	10.90	12.01	15.11
Machinery & Building Leases	1.66	2.97	2.62	2.00
Real Estate Taxes	4.19	3.71	0.04	0.24
Farm Insurance	2.05	2.28	1.57	1.94
Utilities	2.65	2.12	1.65	1.21
Dues & Professional Fees	0.43	1.07	0.21	0.19
Interest: Inter/Lg Term Debt	33.71	35.47	10.64	8.21
Mach & Bldg Depreciation	18.96	17.85	15.25	15.15
Miscellaneous	3.29	3.82	2.29	1.87
Total Overhead Costs per Acre	\$75.92	\$80.19	\$46.28	\$45.92
Total Listed Costs per Acre	\$213.27	\$214.44	\$202.27	\$202.92
Net Return per Acre	\$73.25	\$203.71	\$55.13	\$156.87
Total Direct Costs per Unit	\$10.92	\$7.53	\$13.70	\$10.69
Total Listed Costs per Unit	\$16.95	\$12.03	\$17.76	\$13.81
Net Return per Unit	\$5.82	\$11.43	\$4.84	\$10.68
Break Even Yield per Acre	9.32	9.04	8.90	7.95
Est. labor hours per acre	8.62	8.59	6.95	7.15
Net Return per acre (incl govt pymt)				
Labor & Mgmt Charge per Acre	\$28.99	\$27.02	\$25.99	\$23.30
Net Return over Labor & Mgmt	\$44.26	\$176.69	\$29.14	\$133.57



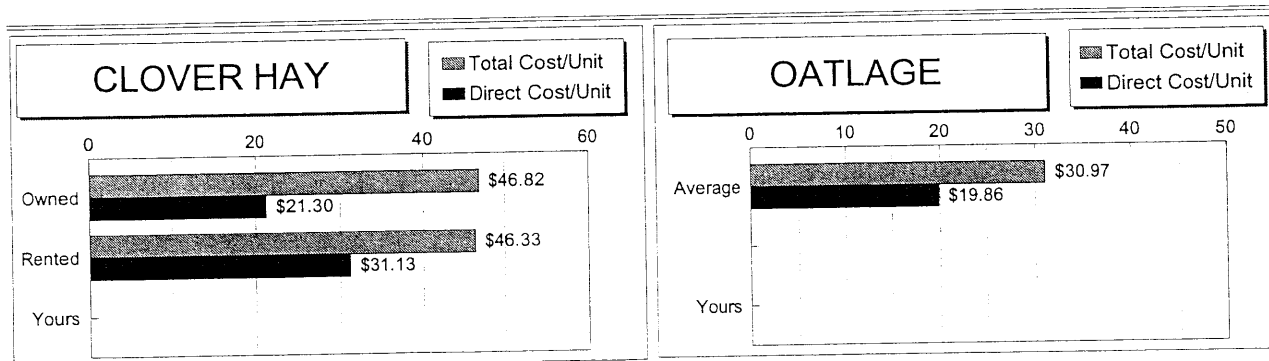
1996	OWNED		RENTED	
<i>Mixed Hay</i>	Average of 75	High 13	Average of 59	High 10
Acres	47.3	34.9	75.2	27.7
Yield per Acre	1.6	2.8	1.3	2.6
Operators Share of Yield %	100	100	100	100
Value per Unit	\$66.38	\$70.08	\$65.78	\$68.20
Total Product Return Per Acre	\$107.54	\$198.33	\$86.17	\$177.32
Miscellaneous Income per Acre	\$0.15	\$0.38	\$0.31	\$0.64
Gross Return per Acre	\$107.69	\$198.71	\$86.48	\$177.96
Direct Costs per Acre				
Seed	1.92	1.01	1.76	6.28
Fertilizer	5.12	3.60	4.26	8.28
Chemicals	0.22	0.31	0.01	0.00
Crop Insurance	0.02	0.00	0.01	0.06
Fuel and Oil	8.89	10.55	7.09	10.34
Repairs	19.40	23.15	13.74	14.78
Custom Hire	0.67	0.24	0.84	0.43
Special Hired Labor	0.30	0.00	0.68	0.00
Land Rent	0.00	0.00	10.73	6.80
Machinery & Building Leases	0.03	0.08	0.02	0.00
Utilities	0.12	0.00	0.02	0.00
Marketing	0.10	0.56	0.02	0.00
Operating Interest	1.61	2.05	1.60	1.48
Miscellaneous	1.02	0.49	0.89	2.17
Total Direct Costs per Acre	\$39.42	\$42.04	\$41.67	\$50.62
Return to Overhead per Acre	\$68.27	\$156.67	\$44.81	\$127.34
Overhead Costs per Acre				
Hired Labor	6.64	12.51	3.68	2.19
Machinery & Building Leases	1.32	0.36	0.37	0.99
Real Estate Taxes	3.01	3.01	0.00	0.00
Farm Insurance	2.06	1.92	0.99	1.74
Utilities	1.72	2.27	0.99	1.72
Dues & Professional Fees	0.26	0.20	0.05	0.51
Interest: Interm/Lg Term Debt	17.41	13.63	7.69	6.70
Mach & Bldg Depreciation	12.89	15.05	9.37	13.12
Miscellaneous	2.05	1.52	1.37	3.48
Total Overhead Costs per Acre	\$47.36	\$50.47	\$24.51	\$30.45
Total Listed Costs per Acre	\$86.78	\$92.51	\$66.18	\$81.07
Net Return per Acre	\$20.91	\$106.20	\$20.30	\$96.89
Total Direct Costs per Unit	\$24.33	\$14.86	\$31.81	\$19.47
Total Listed Costs per Unit	\$53.57	\$32.69	\$50.52	\$31.18
Net Return per Unit	\$12.90	\$37.53	\$15.50	\$37.27
Break Even Yield per Acre	1.31	1.31	1.00	1.18
Est. Labor Hours Per Acre	4.23	5.26	4.26	3.88
Labor & Mgmt Charge per Acre	\$17.17	\$14.01	\$17.08	\$24.06
Net Return over Labor & Mgmt	\$3.74	\$92.19	\$3.22	\$72.83



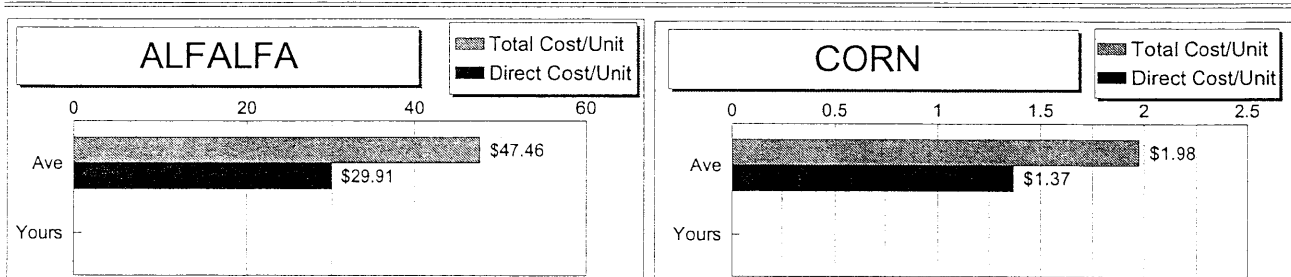
1996 <i>Alfalfa Grass & Grass Hay</i>	ALFALFA GRASS HAY		GRASS HAY	
	OWNED	RENTED	OWNED	RENTED
	Average of 23	Average of 22	Average of 68	Average of 66
Acres	29.0	32.2	23.7	37.3
Yield per Acre	2.5	2.0	1.7	1.5
Operators Share of Yield %	100	100	100	100
Value per Unit	\$74.54	\$77.67	\$55.46	\$54.61
Total Product Return Per Acre	\$188.59	\$154.56	\$93.73	\$80.28
Miscellaneous Income per Acre	\$2.78	\$0.00	\$2.25	\$0.34
Gross Return per Acre	\$191.37	\$154.56	\$95.98	\$80.62
Direct Costs per Acre				
Seed	1.32	5.75	0.05	0.43
Fertilizer	7.04	8.83	3.71	3.56
Chemicals	1.15	0.00	0.06	0.00
Crop Insurance	0.00	0.07	0.00	0.00
Fuel and Oil	10.88	10.44	7.01	7.31
Repairs	23.22	22.37	17.36	13.83
Custom Hire	1.38	2.21	2.30	0.29
Special Hired Labor	0.12	0.53	0.22	0.00
Land Rent	0.00	17.97	0.00	9.24
Machinery & Building Leases	0.13	0.00	0.07	0.16
Utilities	0.00	0.00	0.00	0.00
Marketing	0.00	0.00	0.39	0.09
Operating Interest	2.29	1.30	0.82	1.13
Miscellaneous	3.64	1.26	0.88	0.80
Total Direct Costs per Acre	\$51.17	\$70.73	\$32.87	\$36.84
Return to Overhead per Acre	\$140.20	\$83.83	\$63.11	\$43.78
Overhead Costs per Acre				
Hired Labor	4.76	9.02	5.04	3.61
Machinery & Building Leases	1.23	1.34	0.60	1.63
Real Estate Taxes	4.27	0.00	2.71	0.00
Farm Insurance	1.99	1.83	1.45	1.41
Utilities	1.57	1.72	1.11	1.30
Dues & Professional Fees	0.22	0.48	0.33	0.22
Interest: Interim/Lg Term Debt	14.34	5.80	14.62	4.39
Mach & Bldg Depreciation	8.01	10.42	9.79	6.82
Miscellaneous	1.74	1.24	1.96	1.29
Total Overhead Costs per Acre	\$38.13	\$31.85	\$37.61	\$20.67
Total Listed Costs per Acre	\$89.30	\$102.58	\$70.48	\$57.51
Net Return per Acre	\$102.07	\$51.98	\$25.50	\$23.11
Total Direct Costs per Unit	\$20.23	\$35.54	\$19.45	\$25.06
Total Listed Costs per Unit	\$35.30	\$51.55	\$41.70	\$39.12
Net Return per Unit	\$40.34	\$26.12	\$15.09	\$15.72
Break Even Yield per Acre	1.16	1.32	1.23	1.05
Est. Labor Hours Per Acre	5.36	4.15	4.55	3.39
Labor & Mgmt Charge per Acre	\$18.65	\$16.38	\$16.83	\$12.54
Net Return over Labor & Mgmt	\$83.42	\$35.60	\$8.67	\$10.57



1996	CLOVER HAY		OATLAGE
<i>Other Forages</i>	OWNED	RENTED	OWNED
	Average of 20	Average of 19	Average of 9
Acres	27.0	20.9	15.0
Yield per Acre	2.0	1.9	3.0
Operators Share of Yield %	100	100	100
Value per Unit	\$63.93	\$64.33	\$32.16
Total Product Return Per Acre	\$128.50	\$124.16	\$97.77
Miscellaneous Income per Acre	\$1.72	\$8.26	\$0.00
Gross Return per Acre	\$130.22	\$132.42	\$97.77
Direct Costs per Acre			
Seed	0.84	2.33	20.43
Fertilizer	5.28	2.20	6.02
Chemicals	0.00	0.00	0.00
Crop Insurance	0.09	0.00	0.44
Fuel and Oil	11.13	12.43	8.35
Repairs	23.19	20.43	18.96
Custom Hire	0.06	3.88	2.06
Special Hired Labor	0.32	1.42	0.00
Land Rent	0.00	14.01	0.00
Machinery & Building Leases	0.10	0.00	0.00
Utilities	0.00	0.00	0.00
Marketing	0.00	0.00	0.00
Operating Interest	0.67	2.04	3.10
Miscellaneous	1.13	1.35	1.00
Total Direct Costs per Acre	\$42.81	\$60.09	\$60.36
Return to Overhead per Acre	\$87.41	\$72.33	\$37.41
Overhead Costs per Acre			
Hired Labor	2.42	5.11	3.95
Machinery & Building Leases	0.36	1.33	1.12
Real Estate Taxes	3.59	0.00	3.69
Farm Insurance	1.09	2.73	1.17
Utilities	1.62	1.52	1.58
Dues & Professional Fees	0.14	0.17	0.25
Interest: Inter/Lg Term Debt	28.30	4.99	10.70
Mach & Bldg Depreciation	12.21	11.85	9.15
Miscellaneous	1.57	1.63	2.16
Total Overhead Costs per Acre	\$51.30	\$29.33	\$33.77
Total Listed Costs per Acre	\$94.11	\$89.42	\$94.13
Net Return per Acre	\$36.11	\$43.00	\$3.63
Total Direct Costs per Unit	\$21.30	\$31.13	\$19.86
Total Listed Costs per Unit	\$46.82	\$46.33	\$30.97
Net Return per Unit	\$17.96	\$22.28	\$1.19
Break Even Yield per Acre	1.45	1.26	2.93
Est. Labor Hours Per Acre	3.27	3.24	4.20
Labor & Mgmt Charge per Acre	\$12.38	\$14.93	\$12.83
Net Return over Labor & Mgmt	\$23.73	\$28.07	(\$9.20)



1996	ALFALFA	CORN
<i>Irrigated Crops</i>	Average of 8	Average of 10
Acres	45.9	88.2
Yield per Acre	3.5	129.0
Operators Share of Yield %	100	100
Value per Unit	\$99.10	\$2.43
Total Product Return Per Acre	\$341.90	\$313.54
Miscellaneous Income per Acre	\$0.00	\$1.26
Gross Return per Acre	\$341.90	\$314.80
Direct Costs per Acre		
Seed	7.47	25.99
Fertilizer	25.95	45.27
Chemicals	0.00	23.01
Crop Insurance	0.00	3.21
Drying Fuel	0.00	9.41
Irrigation Energy	7.86	10.74
Fuel and Oil	14.72	14.31
Repairs	38.41	24.21
Custom Hire	4.22	8.22
Special Hired Labor	0.00	3.15
Land Rent	0.00	0.00
Machinery & Building Leases	0.00	1.07
Utilities	0.00	0.00
Marketing	0.00	1.30
Operating Interest	3.50	6.70
Miscellaneous	1.06	0.11
Total Direct Costs per Acre	\$103.19	\$176.70
Return to Overhead per Acre	\$238.71	\$138.10
Overhead Costs per Acre		
Hired Labor	5.01	9.54
Machinery & Building Leases	1.87	5.49
Real Estate Taxes	5.41	6.52
Farm Insurance	2.27	2.92
Utilities	1.56	2.77
Dues & Professional Fees	0.05	0.12
Interest: Interm/Lg Term Debt	23.51	27.03
Mach & Bldg Depreciation	16.46	18.97
Miscellaneous	4.42	5.01
Total Overhead Costs per Acre	\$60.56	\$78.37
Total Listed Costs per Acre	\$163.75	\$255.07
Net Return per Acre	\$178.15	\$59.73
Total Direct Costs per Unit	\$29.91	\$1.37
Total Listed Costs per Unit	\$47.46	\$1.98
Net Return per Unit	\$51.64	\$0.46
Break Even Yield per Acre	1.65	104.45
Est. Labor Hours per Acre	6.15	5.75
Net Return Incl Govt Payments		
Labor & Mgmt Charge per Acre	\$23.06	\$21.10
Net Return over Labor & Mgmt	\$155.09	\$38.63



1996

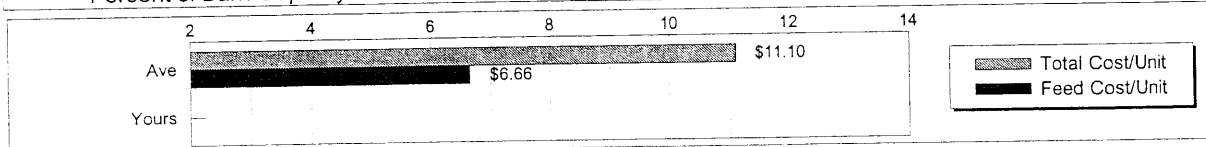
Average of: 205

Dairy Cow Enterprise

	QUANTITY	PER COW	QUANTITY	PER CWT
Milk Sold	16436.86	\$2,433.55	99.17	\$14.68
Milk Used in the Home	31.19	\$4.66	0.19	\$0.03
Milk Fed to Animals	106.38	\$14.07	0.64	\$0.08
Dairy Calves Sold	0.05	\$29.02	0.00	\$0.18
Transferred Out	0.75	\$51.12	-0.01	\$0.31
Cull Sales	0.24	\$84.39	0.00	\$0.51
Butchered	0.01	\$5.25	0.00	\$0.03
Less Purchased	-0.11	(\$100.13)	-0.00	(\$0.60)
Less Transferred In	-0.32	(\$299.54)	-0.00	(\$1.81)
Inventory Change	0.06	\$77.86	0.00	\$0.47
Total Production		\$2,300.25		\$13.88
Other Income		\$4.09		\$0.02
Total Return		\$2,304.34		\$13.90
Direct Costs				
Corn (Bu.)	76.73	221.71	0.46	1.34
Other Grain	271.23	15.09	1.64	0.09
Corn Silage	12151.42	123.39	73.32	0.74
Alfalfa Hay	3070.75	131.22	18.53	0.79
Mixed, Grass, & Other Hay	1211.76	42.24	7.31	0.25
Alfalfa Haylage	4585.95	99.05	27.67	0.60
Grass & Other Haylage	524.79	10.78	3.17	0.07
Pasture (AUM)	0.80	9.28	0.00	0.06
Complete Ration	897.13	100.71	5.41	0.61
Protein, Vitamins, Minerals	2178.41	350.71	13.14	2.12
Breeding		19.15		0.12
Veterinary		52.51		0.32
Supplies		92.33		0.56
DHIA		9.35		0.06
Fuel and Oil		20.82		0.13
Repairs		70.93		0.43
Custom Hire		13.11		0.08
Hired Labor		5.67		0.03
Machinery & Building Lease		0.00		0.00
Livestock Lease		0.00		0.00
Utilities		0.00		0.00
Hauling and Trucking		20.30		0.12
Marketing		49.60		0.30
Operating Interest		7.88		0.05
Total Direct Costs		\$1,465.83		\$8.84
Return to Overhead		\$838.51		\$5.06
Overhead Costs				
Hired Labor		76.41		0.46
Machinery & Building Leases		16.89		0.10
Real Estate Taxes		10.24		0.06
Farm Insurance		20.07		0.12
Utilities		57.98		0.35
Dues & Professional Fees		0.00		0.00
Interest: Interim/Lg Term Debt		107.84		0.65
Mach and Bldg Depreciation		61.78		0.37
Miscellaneous		22.01		0.13
Total Overhead Costs		\$373.22		\$2.25
Total Listed Costs		\$1,839.05		\$11.10
Net Return		\$465.29		\$2.81
Est. Labor Hours per Unit		45.88		0.28
Labor & Management Charge		\$149.86		\$0.90
Net Return over Labor & Mgmt.		\$315.45		\$1.90

Other Information

Average Number of Cows	62.2	Lbs Milk / Lb Grain & Conc	2.1
Lbs of Milk Produced Per Cow	16574	Feed Cost per Cwt of Milk	\$6.66
Percent Butterfat in Milk	3.7	Feed Cost per Cow	\$1,104.17
Culling Percentage	23.5	Avg Milk Price per CWT	\$14.81
Percent of Barn Capacity	103.1		



1996

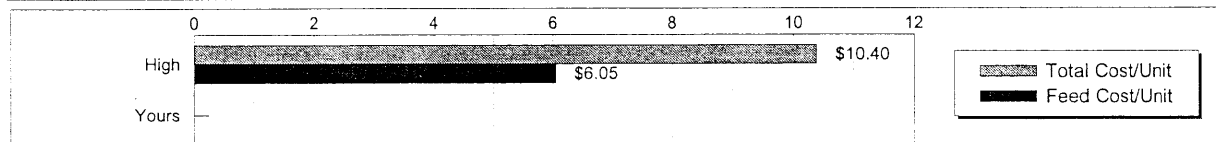
High: 41

Dairy Cow Enterprise

	QUANTITY	PER COW	QUANTITY	PER CWT
Milk Sold	18761.57	\$2,849.35	99.55	\$15.12
Milk used in the Home	21.29	\$3.80	0.11	\$0.02
Milk Fed to Animals	64.40	\$11.73	0.34	\$0.06
Dairy Calves sold	0.01	\$9.91	0.00	\$0.05
Transferred Out	0.82	\$66.45	0.00	\$0.35
Cull Sales	0.25	\$93.47	0.00	\$0.50
Butchered	0.01	\$3.02	0.00	\$0.02
Less Purchased	-0.10	(\$85.68)	-0.00	(\$0.45)
Less Transferred In	-0.39	(\$373.21)	-0.00	(\$1.98)
Inventory Change	0.16	\$249.66	0.00	\$1.32
Total Production		\$2,828.50		\$15.01
Other Income		\$1.23		\$0.01
Total Return		\$2,829.73		\$15.01
Direct Costs				
Corn (Bu.)	70.85	202.66	0.38	1.08
Other Grain	176.49	7.40	0.94	0.04
Corn Silage	11977.69	123.06	63.55	0.65
Alfalfa Hay	2556.13	114.40	13.56	0.61
Mixed, Grass, & Other Hay	807.09	28.54	4.28	0.15
Alfalfa Haylage	5658.64	122.13	30.02	0.65
Grass & Other Haylage	191.21	3.82	1.01	0.02
Pasture (AUM)	0.37	5.07	0.00	0.03
Complete Ration	1087.66	89.66	5.77	0.48
Protein, Vitamins, Minerals	2644.38	443.65	14.03	2.35
Breeding		23.82		0.13
Veterinary		56.67		0.30
Supplies		88.83		0.47
DHIA		11.03		0.06
Fuel and Oil		19.00		0.10
Repairs		67.73		0.36
Custom Hire		6.60		0.04
Hired Labor		0.00		0.00
Machinery & Building Lease		0.00		0.00
Livestock Lease		0.00		0.00
Utilities		0.00		0.00
Hauling and Trucking		21.36		0.11
Marketing		45.86		0.24
Operating Interest		8.23		0.04
Total Direct Costs		\$1,489.52		\$7.90
Return to Overhead		\$1,340.21		\$7.11
Overhead Costs				
Hired Labor		138.33		0.73
Machinery & Building Leases		19.43		0.10
Real Estate Taxes		10.02		0.05
Farm Insurance		19.11		0.10
Utilities		60.17		0.32
Dues & Professional Fees		0.00		0.00
Interest: Interm/Lg Term Debt		125.53		0.67
Mach and Bldg Depreciation		76.02		0.40
Miscellaneous		21.60		0.11
Total Overhead Costs		\$470.21		\$2.49
Total Listed Costs		\$1,959.73		\$10.40
Net Return		\$870.00		\$4.62
Est. Labor Hours per Unit		51.71		0.27
Labor & Management Charge		\$145.40		\$0.77
Net Return over Labor & Mgmt.		\$724.57		\$3.84

Other Information

Average Number of Cows	75.8	Lbs Milk / Lb Grain & Conc	2.2
Lbs of Milk Produced Per Cow	18847	Feed Cost per Cwt of Milk	\$6.05
Percent Butterfat in Milk	3.8	Feed Cost per Cow	\$1,140.40
Culling Percentage	25.3	Avg Milk Price per CWT	\$15.19
Percent of Barn Capacity	103.4		



1996

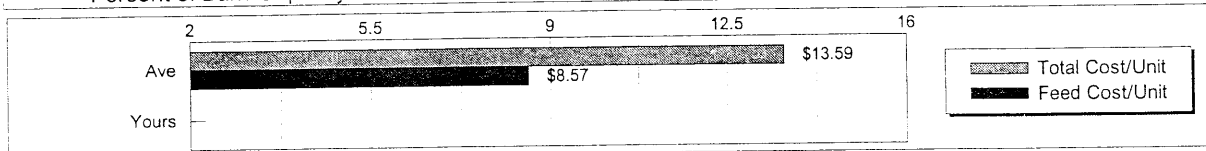
Average of: 188

Dairy Cows & Replacements

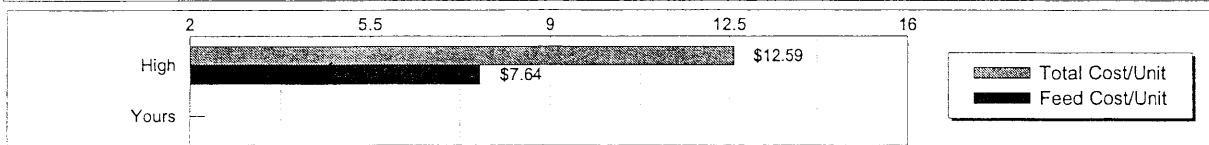
	Quantity	PER COW	Quantity	PER CWT
Milk Sold	16557.44	\$2,453.49	99.17	\$14.70
Milk used in the Home	30.64	\$4.68	0.18	\$0.03
Milk Fed to Animals	107.60	\$14.47	0.64	\$0.09
Dairy Calves sold	0.31	\$82.28	0.00	\$0.49
Transferred Out	1.16	\$369.88	0.01	\$2.22
Cull Sales	0.27	\$87.53	0.00	\$0.52
Butchered	0.02	\$7.28	0.00	\$0.04
Less Purchased	-0.17	(\$134.89)	-0.00	(\$0.81)
Less Transferred In	-1.09	(\$363.42)	-0.01	(\$2.18)
Inventory Change	0.12	\$100.83	0.00	\$0.60
Total Production		\$2,622.13		\$15.71
Other Income		\$4.57		\$0.03
Total Return		\$2,626.70		\$15.73
Direct Costs				
Corn (Bu.)	94.18	270.37	0.56	1.62
Other Grain	339.92	18.53	2.04	0.11
Corn Silage	18418.70	188.27	110.32	1.13
Alfalfa Hay	3959.69	165.22	23.72	0.99
Mixed, Grass & Other Hay	2898.68	88.05	17.36	0.53
Alfalfa Haylage	5219.43	115.27	31.26	0.69
Grass & Other Haylage	669.80	14.60	4.01	0.09
Pasture (AUM)	0.57	14.98	0.00	0.09
Complete Ration	1170.26	132.91	7.01	0.80
Protein, Vitamins, Minerals	2564.82	422.32	15.36	2.53
Breeding		23.77		0.14
Veterinary		63.00		0.38
Supplies		109.29		0.65
DHIA		10.44		0.06
Fuel and Oil		24.57		0.15
Repairs		76.65		0.46
Custom Hire		15.46		0.09
Hired Labor		6.51		0.04
Machinery & Building Lease		0.00		0.00
Livestock Lease		0.00		0.00
Utilities		0.00		0.00
Hauling and Trucking		21.75		0.13
Marketing		49.52		0.30
Operating Interest		9.15		0.05
Total Direct Costs		\$1,840.63		\$11.02
Return to Overhead		\$786.07		\$4.71
Overhead Costs				
Hired Labor		90.45		0.54
Machinery & Building Leases		17.97		0.11
Real Estate Taxes		11.87		0.07
Farm Insurance		23.28		0.14
Utilities		66.55		0.40
Dues & Professional Fees		0.00		0.00
Interest: Interm/Lg Term Debt		122.73		0.74
Mach and Bldg Depreciation		71.22		0.43
Miscellaneous		24.88		0.15
Total Overhead Costs		\$428.95		\$2.57
Total Listed Costs		\$2,269.58		\$13.59
Net Return		\$357.12		\$2.14
Est. Labor Hours per Unit		53.72		0.32
Labor & Management Charge		\$177.42		\$1.06
Net Return over Labor & Mgmt.		\$179.70		\$1.08

Other Information

Average Number of Cows	62.8	Lbs Milk / Lb Grain & Conc	1.7
Lbs of Milk Produced Per Cow	16696	Feed Cost per Cwt of Milk	\$8.57
Percent Butterfat in Milk	3.7	Feed Cost per Cow	\$1,430.53
Culling Percentage	27.2	Avg Milk Price per CWT	\$14.82
Percent of Barn Capacity	103.4		



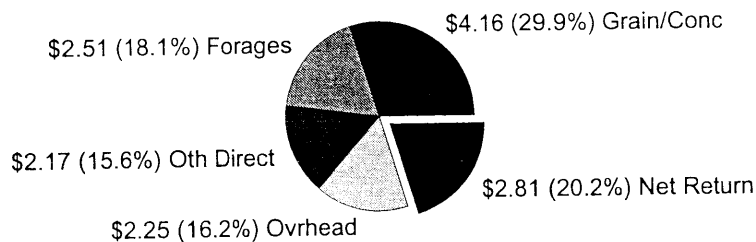
1996	High: 38			
Dairy Cows & Replacements		PER	PER	
	Quantity	COW	Quantity	CWT
Milk Sold	18563.97	\$2,817.41	99.58	\$15.11
Milk used in the Home	20.66	\$3.83	0.11	\$0.02
Milk Fed to Animals	57.12	\$10.98	0.31	\$0.06
Dairy Calves sold	0.29	\$57.59	0.00	\$0.31
Transferred Out	1.22	\$466.32	0.01	\$2.50
Cull Sales	0.30	\$103.02	0.00	\$0.55
Butchered	0.01	\$5.66	0.00	\$0.03
Less Purchased	-0.14	(\$118.59)	-0.00	(\$0.64)
Less Transferred In	-1.16	(\$455.61)	-0.01	(\$2.44)
Inventory Change	0.21	\$287.11	0.00	\$1.54
Total Production		\$3,177.72		\$17.05
Other Income		\$1.64		\$0.01
Total Return		\$3,179.36		\$17.06
Direct Costs				
Corn (Bu.)	89.85	257.08	0.48	1.38
Other Grain	406.28	18.19	2.18	0.10
Corn Silage	18265.89	183.07	97.98	0.98
Alfalfa Hay	3117.86	132.46	16.72	0.71
Mixed, Grass & Other Hay	2610.77	69.39	14.00	0.37
Alfalfa Haylage	6588.43	141.52	35.34	0.76
Grass & Other Haylage	240.74	4.81	1.29	0.03
Pasture (AUM)	0.84	8.37	0.00	0.04
Complete Ration	940.73	90.25	5.05	0.48
Protein, Vitamins, Minerals	3226.69	519.51	17.31	2.79
Breeding		30.27		0.16
Veterinary		65.26		0.35
Supplies		108.10		0.58
DHIA		11.54		0.06
Fuel and Oil		23.34		0.13
Repairs		73.89		0.40
Custom Hire		10.33		0.06
Hired Labor		0.00		0.00
Machinery & Building Lease		0.00		0.00
Livestock Lease		0.00		0.00
Utilities		0.00		0.00
Hauling and Trucking		22.23		0.12
Marketing		49.90		0.27
Operating Interest		6.28		0.03
Total Direct Costs		\$1,825.79		\$9.79
Return to Overhead		\$1,353.57		\$7.26
Overhead Costs				
Hired Labor		150.00		0.80
Machinery & Building Leases		16.42		0.09
Real Estate Taxes		12.23		0.07
Farm Insurance		21.80		0.12
Utilities		70.88		0.38
Dues & Professional Fees		0.00		0.00
Interest: Interm/Lg Term Debt		141.99		0.76
Mach & Bldg Depreciation		88.65		0.48
Miscellaneous		19.49		0.10
Total Overhead Costs		\$521.46		\$2.80
Total Listed Costs		\$2,347.25		\$12.59
Net Return		\$832.11		\$4.47
Est. Labor Hours per Unit		61.40		0.33
Labor & Management Charge		\$169.94		\$0.91
Net Return over Labor & Mgmt.		\$662.17		\$3.56
Other Information				
Average Number of Cows	73.4	Lbs Milk / Lb Grain & Conc	1.9	
Lbs of Milk Produced Per Cow	18642	Feed Cost per Cwt of Milk	\$7.64	
Percent Butterfat in Milk	3.7	Feed Cost per Cow	\$1,424.65	
Culling Percentage	29.8	Avg Milk Price per CWT	\$15.18	
Percent of Barn Capacity	103.8			



Summary of Selected Dairy Enterprise Factors - 1996

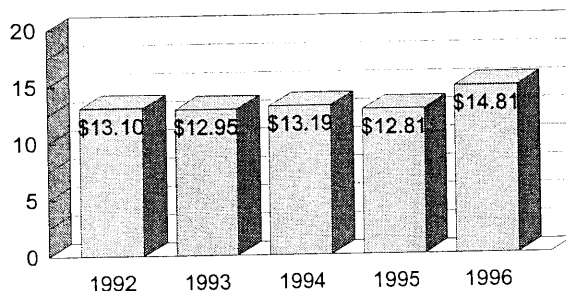
Dairy Cow Costs & Returns

(Per CWT Produced)

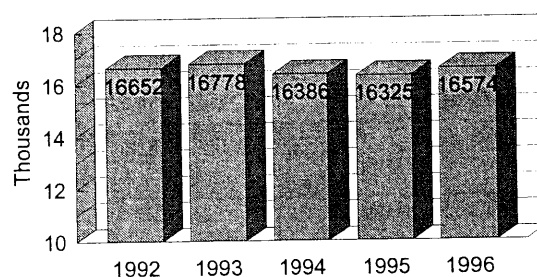


The data above is from the Dairy Cow Enterprise and does not include costs related to Dairy Replacements

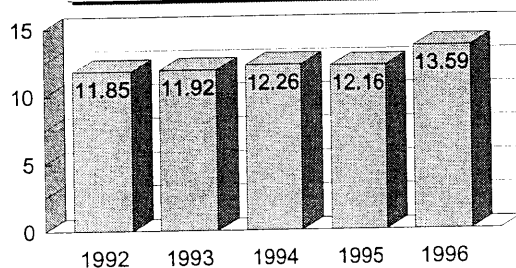
Ave Milk Price Recv'd



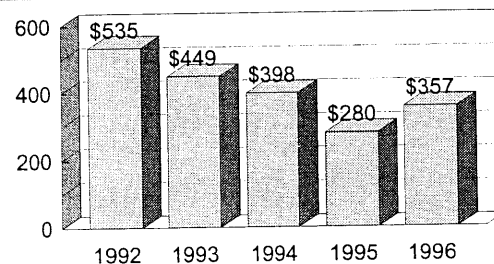
Milk Production per Cow



Cost Per Cwt (All Dairy)

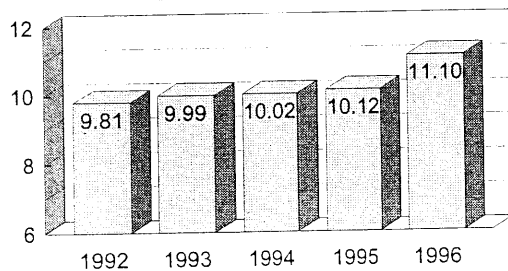


Net Return/Cow (All Dairy)

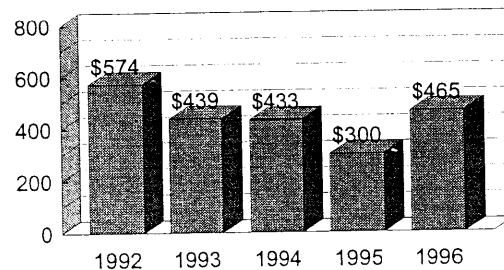


The data for the two graphs above is from the All Dairy Enterprise, which includes costs for Dairy Replacements.

Cost Per Cwt

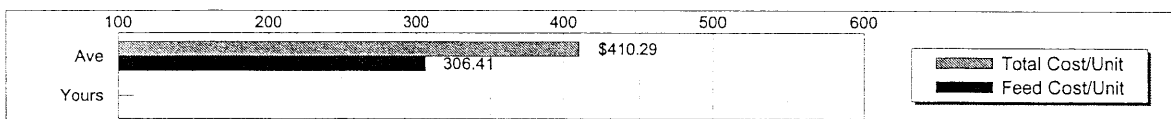


Net Return per Cow

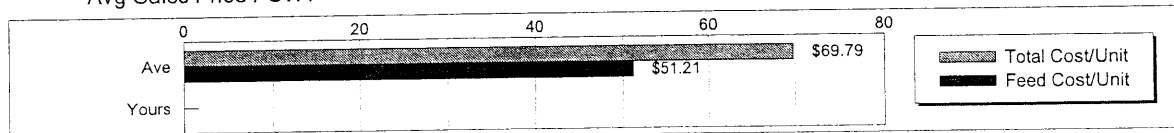


The data for the two graphs above is from the Dairy Cow Enterprise & does not include costs for Dairy Replacements.

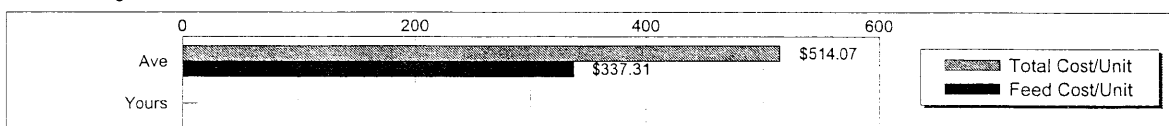
1996	Average of: 190		High: 38	
Dairy Replacements	QUANTITY	PER HEAD	QUANTITY	PER HEAD
Replacements Sold	0.27	\$53.92	0.26	\$51.40
Transferred Out	0.39	\$306.51	0.45	\$401.09
Cull Sales	0.04	\$4.66	0.01	\$2.23
Butchered	0.00	\$1.98	0.00	\$0.77
Less Purchased	-0.06	(\$44.20)	-0.07	(\$58.78)
Less Transferred In	-0.73	(\$50.60)	-0.66	(\$47.53)
Inventory Change	0.05	\$19.10	0.09	\$74.90
Total Production	0.00	\$291.37	\$0.00	\$424.08
Other Income		\$0.24		\$0.00
Total Return		\$291.61		\$424.08
Direct Costs				
Corn (Bu.)	15.80	43.91	11.91	34.68
Other Grain	120.00	5.80	77.60	4.92
Corn Silage	6045.32	61.70	5720.29	50.61
Alfalfa Hay	856.92	31.07	503.26	18.49
Mixed, Grass, & Other Hay	1625.84	43.96	1716.98	37.93
Alfalfa Haylage	706.74	15.46	835.31	17.77
Grass & Other Haylage	280.73	5.20	56.24	1.19
Pasture (AUM)	0.77	5.62	0.78	4.93
Complete Ration	219.29	27.25	237.67	32.00
Milk & Replacer	88.86	12.65	68.80	10.16
Protein, Vitamins, Minerals	326.49	53.80	287.33	38.04
Breeding		4.04		3.49
Veterinary		9.30		9.77
Supplies		10.69		7.99
Fuel and Oil		3.49		3.55
Repairs		11.92		9.45
Custom Hire		3.15		0.11
Hired Labor		0.00		0.00
Machinery & Building Lease		0.63		0.00
Livestock Lease		0.00		0.00
Utilities		0.00		0.00
Hauling and Trucking		0.62		0.07
Marketing		1.13		1.65
Operating Interest		1.22		0.98
Total Direct Costs		\$352.61		\$287.78
Return to Overhead		(\$61.00)		\$136.30
Overhead Costs				
Hired Labor		11.75		16.18
Machinery & Building Leases		2.40		1.37
Real Estate Taxes		1.73		1.41
Farm Insurance		3.32		3.18
Utilities		8.53		8.32
Dues & Professional Fees		0.00		0.00
Interest: Interm/Lg Term Debt		16.42		11.86
Mach & Bldg Depreciation		9.97		10.49
Miscellaneous		3.56		2.56
Total Overhead Costs		\$57.68		\$55.37
Total Listed Costs		\$410.29		\$343.15
Net Return		(\$118.68)		\$80.93
Est. Labor Hours per Unit		7.17		6.32
Labor & Management Charge		\$25.46		\$21.42
Net Return over Labor & Mgmt.		(\$144.14)		\$59.51
Other Information				
Number Purchased or Transf In		51		54
Number Sold or Transf Out		42		52
Average Number of Head		65		73
Percent Death Loss		4.40		2.40
Feed Cost / Ave No. of Head		306.41		250.71
Feed Cost / Head Sold+Trnf		\$468.47		\$353.32
Avg. Purchase Weight		159		208
Avg. Sales Weight				
Avg Purch Price / Head		\$682.48		\$788.88
Avg Sales Price / Head		\$201.48		\$200.40

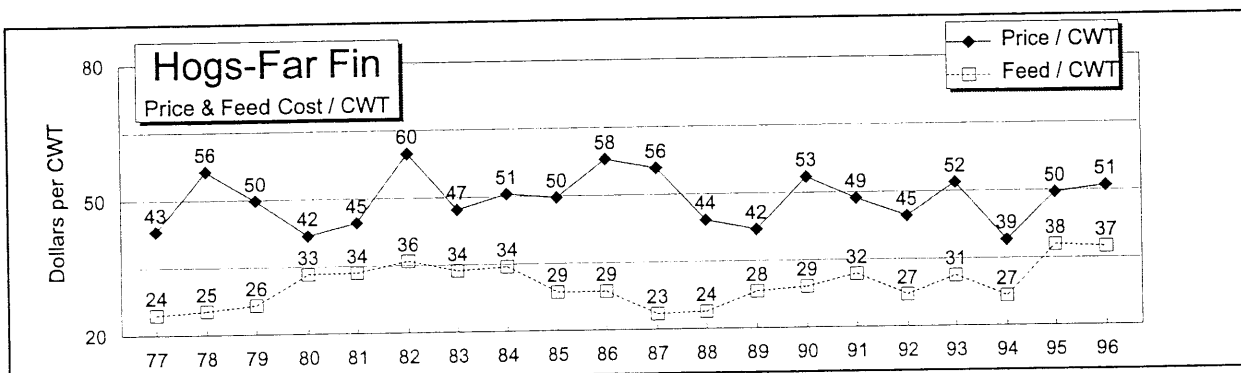
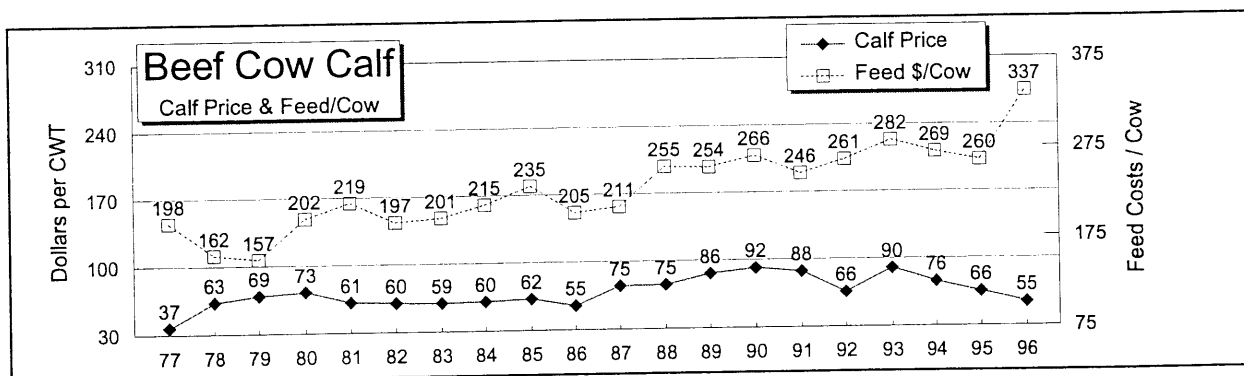
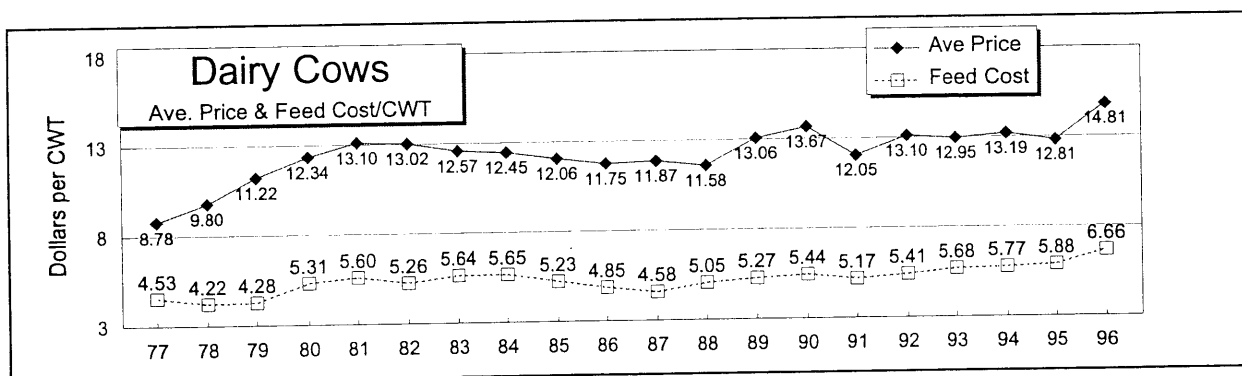
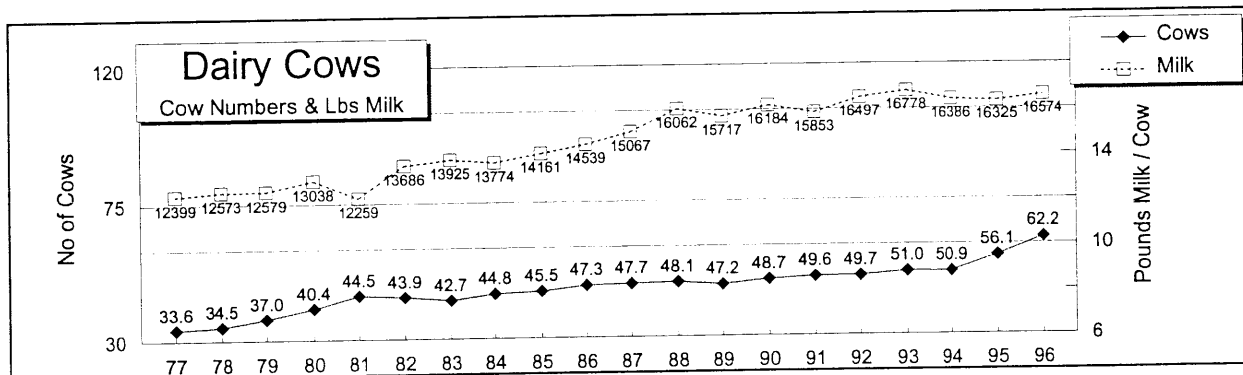


1996	Average of: 37		High: 7	
<i>Dairy Steers</i>	QUANTITY	PER CWT	QUANTITY	PER CWT
Dairy Steers Sold	129.37	\$71.59	120.23	\$70.47
Transferred Out	0.00	\$0.00	0.00	\$0.00
Cull Sales	0.40	\$0.34	1.31	\$1.09
Butchered	4.99	\$2.80	2.69	\$1.44
Less Purchased	-27.88	(\$14.75)	-7.69	(\$3.66)
Less Transferred In	-21.68	(\$11.91)	-20.05	(\$10.21)
Inventory Change	14.80	\$10.48	3.51	\$3.59
Total Production	100.00	\$58.55	100.00	\$62.72
Other Income		\$0.03		\$0.00
Total Return		\$58.58		\$62.72
Direct Costs				
Corn (Bu.)	7.65	22.21	6.85	20.56
Other Grain	31.64	1.84	15.60	1.70
Corn Silage	899.82	9.31	325.69	3.26
Alfalfa Hay	22.74	0.82	0.00	0.00
Mixed, Grass, & Other Hay	131.78	3.75	43.48	1.29
Alfalfa Haylage	166.28	3.91	87.16	2.05
Grass & Other Haylage	8.24	0.14	0.00	0.00
Pasture (AUM)	0.03	0.34	0.00	0.00
Complete Ration	11.36	0.99	0.00	0.00
Milk & Replacer	0.42	0.24	0.00	0.00
Protein, Vitamins, Minerals	83.00	7.67	53.54	7.94
Breeding		0.00		0.00
Veterinary		1.11		0.67
Supplies		1.42		0.78
Fuel and Oil		0.91		0.53
Repairs		2.35		1.33
Custom Hire		0.00		0.00
Special Hired Labor		0.00		0.00
Utilities		0.00		0.00
Hauling and Trucking		0.42		0.79
Marketing		0.71		0.58
Operating Interest		0.94		0.07
Total Direct Costs		\$59.08		\$41.55
Return to Overhead		(\$0.50)		\$21.17
Overhead Costs				
Hired Labor		1.53		1.83
Machinery & Building Leases		0.17		0.25
Real Estate Taxes		0.47		0.19
Farm Insurance		0.80		0.56
Utilities		1.58		1.19
Dues & Professional Fees		0.02		0.01
Interest: Interm/Lg Term Debt		2.85		1.71
Mach & Bldg Depreciation		2.62		1.49
Miscellaneous		0.67		0.45
Total Overhead Costs		\$10.71		\$7.68
Total Listed Costs		\$69.79		\$49.23
Net Return		(\$11.21)		\$13.49
Est. Labor Hours per Unit		0.98		0.59
Labor & Management Charge		\$4.50		\$2.76
Net Return over Lbr. & Mgt.		(\$15.71)		\$10.73
Other Information				
Number Purchased or Transf In		49		45
Number Sold or Transf Out		37		49
Percentage Death Loss		4.0		2.0
Avg Daily Gain (Pounds)		1.85		2.59
Lbs of Conc per Lb of Gain		5.55		4.53
Lbs of Feed per LB of Gain		10.97		6.49
Feed Cost / CWT of Gain		\$51.21		\$36.79
Feed Cost / Head Sold + Tranf		\$366.08		\$329.67
Avg Purchase Weight		425		536
Average Sales Weight		1142		1332
Avg Purch Price per HEAD		\$224.84		\$254.96
Avg Sales Price / CWT		\$55.34		\$58.61



1996	Average of: 28		High: 6	
Beef Cow Calf	QUANTITY	PER COW	QUANTITY	PER COW
Beef Calves Sold	278.43	\$151.77	483.10	\$305.63
Transferred Out	69.75	\$62.80	20.30	\$12.18
Cull Sales	154.80	\$47.81	235.93	\$73.40
Butchered	12.69	\$5.12	4.35	\$1.45
Less Purchased	-67.09	(\$34.96)	-7.25	(\$6.14)
Less Transferred In	-33.14	(\$23.90)	-74.96	(\$57.83)
Inventory Change	73.96	\$0.79	-66.33	(\$23.13)
Total Production	489.40	209.43	595.14	305.56
Other Income		\$0.00		\$0.00
Total Return		\$209.43		\$305.56
Direct Costs				
Corn (Bu.)	3.61	9.93	1.72	5.17
Other Grain	9.60	0.45	0.00	0.00
Corn Silage	3938.35	39.16	1791.15	19.27
Alfalfa Hay	271.83	11.31	514.87	23.17
Mixed, Grass, & Other Hay	7515.64	203.36	6317.17	184.34
Oatlage	64.90	1.14	0.00	0.00
Grass & Other Haylage	253.05	5.06	0.00	0.00
Pasture (AUM)	4.73	32.17	5.79	40.56
Complete Ration	155.36	13.27	216.82	12.02
Protein, Vitamins, Minerals	118.39	21.47	79.77	18.88
Breeding		2.17		4.85
Veterinary		14.79		12.41
Supplies		7.93		6.45
Fuel and Oil		6.90		7.05
Repairs		22.19		14.10
Custom Hire & Hired Labor		2.26		0.00
Machinery & Building Lease		0.00		0.00
Livestock Leases		0.26		0.54
Utilities		0.10		0.00
Hauling and Trucking		1.51		0.91
Marketing		6.63		1.79
Operating Interest		14.43		0.16
Total Direct Costs		\$416.49		\$351.67
Return to Overhead		(\$207.06)		(\$46.11)
Overhead Costs				
Hired Labor		2.84		0.65
Machinery & Building Leases		1.21		2.01
Real Estate Taxes		5.11		2.15
Farm Insurance		6.35		4.78
Utilities		10.91		8.45
Dues and Professional Fees		0.60		1.89
Interest: Interm/Lg Term Debt		34.70		60.17
Mach & Bldg Depreciation		28.05		8.98
Miscellaneous		7.81		6.46
Total Overhead Costs		\$97.58		\$95.54
Total Listed Costs		\$514.07		\$447.21
Net Return		(\$304.64)		(\$141.65)
Est. Labor Hours per Unit		9.48		12.96
Labor & Management Charge		\$66.98		\$57.41
Net Return over Lbr & Mgt		(\$371.62)		(\$199.06)
Other Information				
Average Number of Cows		45.7		46.0
Pregnancy Percentage		94.5		96.4
Pregnancy Loss Percentage		1.6		0.3
Culling Percentage		14.5		19.9
Calving Percentage		93		96
Weaning Percentage		84.6		92.1
Calves Sold per Cow		0.77		0.90
Calf Death Loss Percent		10.4		4.2
Average Weaning Weight		474		568
Lbs Weaned/Exposed Female		401		523
Feed Cost per Cow		\$337.31		\$303.40
Avg Wght / Beef Calf Sold		555		579
Avg Price / CWT		\$54.51		\$63.26





Trend Summary of Selected Factors

	1993	1994	1995	1996
	339	309	303	280
Income Statement				
Gross Cash Farm Income	133291	124039	134812	163797
Total Cash Farm Expense	102722	100701	105578	130592
Net Cash Farm Income	30569	23338	29234	33204
Inventory Change	2874	4099	240	824
Dep & Capital Adjustment	-6205	-8236	-9735	-9878
Net Farm Income	24364	19200	19739	24150
Profitability (Cost)				
Labor & Management Earnings	17776	12700	10617	14174
Rate of Return on Assets	9%	6%	6%	6%
Rate of Return on Equity	11%	6%	4%	5%
Operating Profit Margin	22%	17%	16%	19%
Asset Turnover Rate	40%	37%	36%	34%
Profitability (Market)				
Labor & Management Earnings	19749	14969	12372	17470
Rate of Return on Assets	9%	7%	6%	7%
Rate of Return on Equity	13%	8%	5%	7%
Operating Profit Margin	25%	24%	21%	23%
Asset Turnover Rate	36%	30%	29%	29%
Liquidity				
Term Debt Coverage Ratio	--	125%	126%	114%
Expense as a Percent of Income	77%	79%	78%	79%
Interest as a Percent of Income	9%	8%	9%	9%
Solvency (Cost)				
Number of Sole Proprietors	311	241	268	242
Ending Farm Assets	260545	241084	329562	335037
Ending Farm Liabilities	164209	132162	177471	184786
Ending Total Assets	301040	284684	379414	390710
Ending Total Liabilities	170328	138422	184269	193797
Ending Net Worth	130712	146262	195145	196913
Net Worth Change	13960	7547	11040	13065
End Farm Debt to Asset Ratio	63%	55%	54%	55%
Beg Total Debt to Asset Ratio	55%	49%	49%	50%
End Total Debt to Asset Ratio	57%	49%	49%	50%
Solvency (Market)				
Number of Sole Proprietors	275	278	302	245
Ending Farm Assets	290931	262180	363640	385153
Ending Farm Liabilities	162280	135320	184622	198076
Ending Total Assets	327510	296262	404493	431675
Ending Total Liabilities	178197	141646	191490	207619
Ending Net Worth	149313	154616	213003	224056
Net Worth Change	16247	9654	13586	18006
End Farm Debt to Asset Ratio	56%	52%	51%	51%
Beg Total Debt to Asset Ratio	56%	48%	48%	49%
End Total Debt to Asset Ratio	54%	48%	47%	48%
Nonfarm Information				
Farms Reporting Liv Expenses	91	137	157	125
Total Family Living Expense	18001	18618	18527	18188
Total Liv, Invest, & Cap Purch	30947	23740	24980	26376
Net Nonfarm Income	10938	11716	12052	13370
Crop Acres				
Total Acres Owned	--	233	251	246
Total Crop Acres	--	235	241	281
Total Crop Acres Owned	--	128	126	138
Total Crop Acres Cash Rented	--	105	113	141
Total Crop Acres Share Rent	--	2	2	2

**Crop & Livestock
Trends**

	1993	1994	1995	1996
Alfalfa Hay				
Yield per Acre	3.5	2.9	3.4	2.7
Price Per Ton	\$78.62	\$77.30	\$78.44	\$93.91
Fuel, Oil, Repairs per Acre	\$42.40	\$46.96	\$41.88	\$47.24
Total Costs per Acre	\$138	\$144	\$135	\$149
Net Return per Acre	\$139	\$85	\$135	\$102
Break-even Yield per Acre	1.7	1.8	1.7	1.6
Total Listed Cost per Ton	\$39.80	\$49.04	\$39.46	\$55.88
Corn				
Yield per Acre	58.9	107.4	99.8	82.6
Price Per Bushel	\$2.23	\$1.90	\$2.55	\$2.51
Fuel, Oil, Repairs per Acre	\$39.69	\$40.26	\$40.60	\$43.92
Total Costs per Acre	\$203	\$198	\$214	\$222
Net Return per Acre	(\$21)	\$10	\$47	(\$9)
Break-even Yield per Acre	80.4	101.9	81.4	85.9
Total Listed Cost per Bushel	\$3.51	\$1.84	\$2.14	\$2.68
Corn Silage				
Yield per Acre	7.3	13.6	13.1	12.6
Price Per Unit	\$17.41	\$17.77	\$19.07	\$22.48
Fuel, Oil, Repairs per Acre	\$45.05	\$46.18	\$46.33	\$49.50
Total Costs per Acre	\$186	\$194	\$193	\$213
Net Return per Acre	(\$8)	\$55	\$59	\$73
Break-even Yield per Acre	8.4	10.5	10.0	9.3
Total Listed Cost per Ton	\$25.69	\$14.25	\$14.76	\$16.95
Soybeans				
Yield per Acre	19.6	27.4	34.6	24.8
Price Per Bushel	\$6.08	\$5.28	\$5.95	\$6.46
Fuel, Oil, Repairs per Acre	\$30.00	\$29.93	\$31.59	\$26.17
Total Costs per Acre	\$153	\$142	\$179	\$170
Net Return per Acre	(\$19)	\$3	\$27	(\$8)
Break-even Yield per Acre	22.7	26.8	30.1	26.1
Total Listed Cost per Bushel	\$7.77	\$5.20	\$5.18	\$6.85
Beef Cow Calf				
Price Recv'd/Cwt Calf Sold	\$89.88	\$76.15	\$65.52	\$54.51
Total Feed Cost/Cow	\$267	\$269	\$260	\$337
Return over Feed/Cow	\$182	\$69	(\$35)	(\$128)
Net Return/Cow	(\$8)	(\$102)	(\$206)	(\$305)
Total Listed Cost/Cow	\$457	\$439	\$431	\$514
Dairy Cows				
Production/Cow	16778	16386	16325	16574
Price Recv'd/Cwt Milk	\$12.95	\$13.19	\$12.81	\$14.81
Total Feed Cost/Cwt Milk	\$5.68	\$5.77	\$5.88	\$6.66
Return over Feed/Cwt Milk	\$6.98	\$6.93	\$6.08	\$7.24
Net Return/Cwt Milk	\$3.54	\$2.68	\$1.84	\$2.81
Total Listed Cost/Cwt Milk	\$9.26	\$10.02	\$10.12	\$11.10
Hogs - Farrow to Finish				
Price Recv'd/Cwt	\$46.36	\$39.13	\$49.58	\$51.22
Total Feed Cost/Cwt	\$31.27	\$26.67	\$37.99	\$37.46
Return over Feed/Cwt	\$22.72	\$7.53	\$12.41	\$10.10
Net Return/Cwt	\$9.63	(\$4.73)	(\$2.60)	(\$2.75)
Total Listed Cost/Cwt	\$44.37	\$38.93	\$53.00	\$50.32

Northeast and East Central Minnesota Farm Business Management Programs

Central Lakes College
(Staples Office)

Bob Anderson

Bill Ladwig

Tom Schulz

Central Lakes College
(Aitkin Office)

Brad Irwin

Central Lakes College
(Barnum Office)

Darrel Ober

Lake Superior College

Jim Takala

Central Lakes College
(Milaca Office)

Lee Todnem

Dene Byers

Pine City TC

Dave Trampe

Central Lakes College
(Foley Office)

Ken Johnson

Central Lakes College
(Elk River Office)

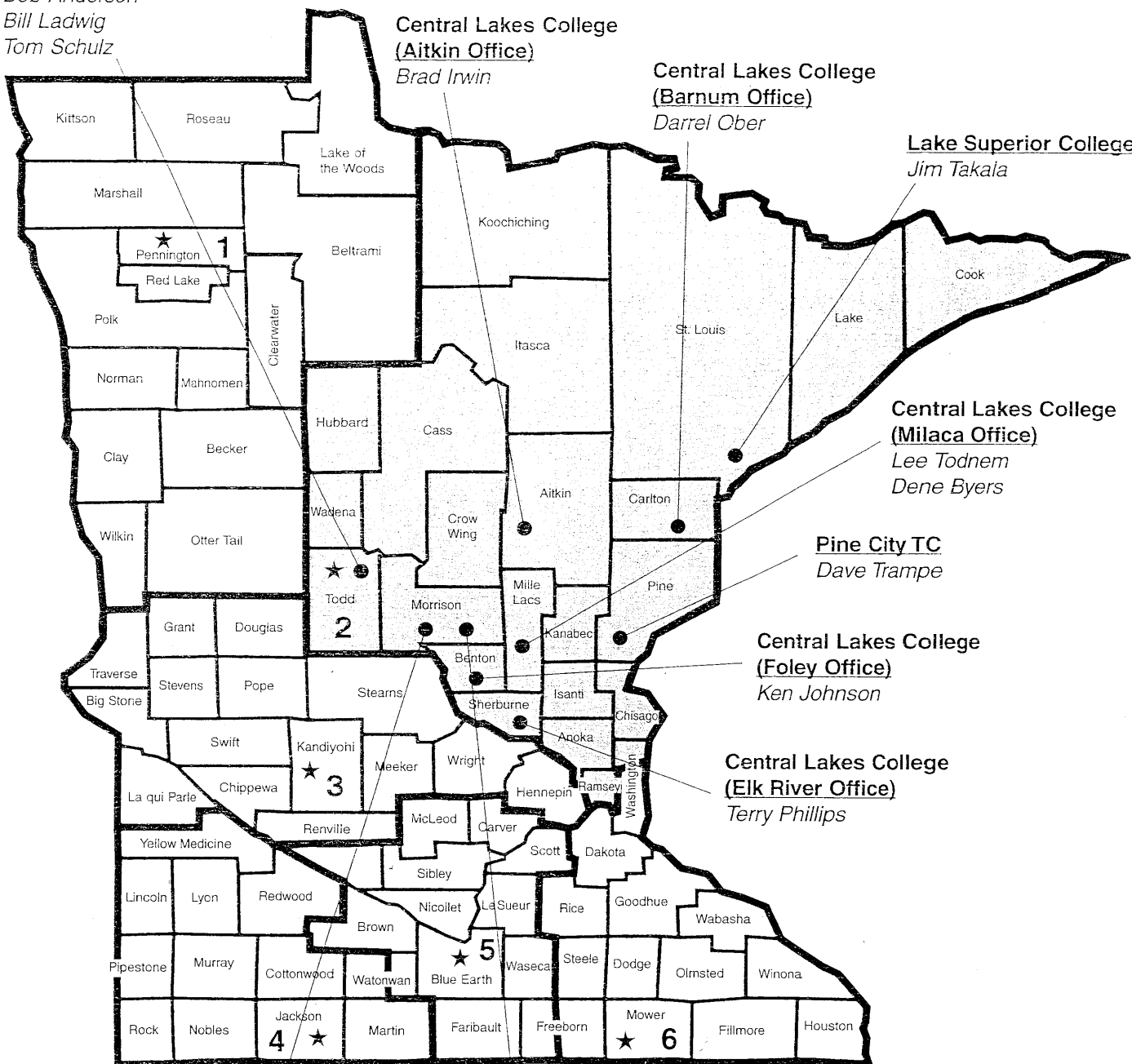
Terry Phillips

Central Lakes College
(Little Falls Office)

Dave Stish

Central Lakes College
(Pierz Office)

Ben Jorgensen



*Regional College Locations for Farm Business Management Analysis Centers:

1. Thief River Falls

Tom Risdal

218-681-0801

3. Willmar

Jim Molenaar

320-231-7671

5. Mankato

Dennis Jackson

507-389-7264

2. Staples

DelRay Lecy

218-894-1053

4. Jackson

Al Brudellie

507-847-3320

6. Austin

Vic Richardson

507-433-0619

