

Financial Summary Tables

The following five pages are one-page financial summaries of the whole farm analysis sorted five different ways. A group of the most meaningful factors are highlighted here when the farms are sorted as follows:

Financial Summary by Net Farm Income

This table summarized whole-farm financial performance by net farm income. Farms are categorized into 4 groups from low to high net farm income.

Financial Summary by Farm Size (Gross Farm Income)

This table summarizes whole-farm financial performance by size of farm. Farms are categorized based on gross farm income.

Financial Summary by Farm Type

This table summarized whole-farm financial performance by debt level. Farm type is assigned based on greater than 70 percent of sales from that commodity or combination of commodities.

Financial Summary by Debt To Asset Ratio

This table summarized whole-farm financial performance by debt level. Farms are categorized based on total farm and non-farm Debt To Asset Ratio.

Financial Summary by Age of Operator

This table summarized whole-farm financial performance based on age of the primary operator.

Financial Summary by Net Farm Income of 56 Farms with at least one full-time operator (based on 2000-plus hours)

This table summarized the whole-farm performance of 56 farms that reported at least 2000 hours of operator labor. The remainder of the farms in the database all reported less than 2000, classifying them as part-time operations.

Financial Summary of Net Farm Income of 35 Farms with less than a full-time operator

This table summarizes the whole-farm performance of 35 farms that reported less than 2000 hours of operator labor, classifying them as part-time operations.

Financial Summary of Net Farm Income of 18 Farms with a half-time operator or less

This table summarizes the whole-farm performance of 18 farms that reported 1000 hours or less operator labor, classifying them as less than half-time operations.

Financial Summary by a cohort of 48 Farms included in both the 2003 and 2004 FBMA Summary

This table summarizes the whole-farm performance of 48 farms that were included in both the 2003 and 2004 FBMA record summaries. This information is helpful in looking at trends since we are comparing data for the same group of farms for both years.

Financial Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	91	22	23	23	23
Income Statement					
Gross cash farm income	279,016	68,691	77,425	243,522	717,281
Total cash farm expense	221,707	63,820	61,294	187,978	566,870
Net cash farm income	57,309	4,871	16,131	55,544	150,412
Inventory change	43,111	-474	14,234	30,166	126,622
Depreciation and capital adjust	-9,189	-9,900	-3,440	-11,053	-13,351
Net farm income	91,231	-4,502	26,925	74,657	263,682
Profitability (cost)					
Labor and management earnings	66,947	-13,687	14,830	51,827	211,312
Rate of return on assets	11.5 %	-3.3 %	4.7 %	8.9 %	17.0 %
Rate of return on equity	15.8 %	-10.5 %	4.5 %	11.4 %	24.7 %
Operating profit margin	30.8 %	-15.6 %	16.5 %	26.3 %	38.6 %
Asset turnover rate	37.5 %	21.3 %	28.5 %	33.9 %	44.0 %
Profitability (market)					
Labor and management earnings	64,754	-7,780	18,693	55,900	189,052
Rate of return on assets	9.8 %	0.5 %	6.1 %	8.5 %	13.1 %
Rate of return on equity	11.8 %	-1.7 %	6.3 %	9.8 %	16.5 %
Operating profit margin	35.8 %	3.4 %	31.5 %	35.5 %	39.5 %
Asset turnover rate	27.5 %	15.9 %	19.3 %	24.0 %	33.2 %
Liquidity					
Ending current ratio	2.36	1.17	5.20	2.13	2.51
Ending working capital	111,693	6,362	55,313	99,739	280,780
End working capital to gross inc	40.0 %	9.3 %	71.4 %	41.0 %	39.1 %
Term debt coverage ratio	320.3 %	143.4 %	755.1 %	242.4 %	376.5 %
Expense as a percent of income	68.5 %	93.7 %	66.5 %	69.2 %	66.5 %
Interest as a percent of income	3.9 %	9.3 %	4.1 %	5.1 %	3.0 %
Solvency (cost)					
Number of farms	91	22	23	23	23
Ending farm assets	696,391	300,693	287,143	667,617	1,512,905
Ending farm liabilities	255,921	140,441	78,399	262,809	537,013
Ending total assets	798,279	442,354	371,930	805,841	1,557,517
Ending total liabilities	273,930	175,950	94,663	275,710	545,136
Ending net worth	524,350	266,405	277,267	530,131	1,012,381
Net worth change	82,032	25,051	19,051	73,882	207,667
Ending farm debt to asset ratio	37 %	47 %	27 %	39 %	35 %
Beg total debt to asset ratio	38 %	41 %	23 %	37 %	41 %
End total debt to asset ratio	34 %	40 %	25 %	34 %	35 %
Solvency (market)					
Number of farms	91	22	23	23	23
Ending farm assets	943,481	404,371	424,747	943,404	1,977,964
Ending farm liabilities	255,921	140,441	78,399	262,809	537,013
Ending total assets	1,074,215	613,326	539,717	1,099,560	2,024,217
Ending total liabilities	273,930	175,950	94,663	275,710	545,136
Ending net worth	800,285	437,377	445,053	823,850	1,479,082
Net worth change	94,303	34,471	31,638	95,279	213,223
Ending farm debt to asset ratio	27 %	35 %	18 %	28 %	27 %
Beg total debt to asset ratio	28 %	30 %	16 %	27 %	30 %
End total debt to asset ratio	26 %	29 %	18 %	25 %	27 %
Nonfarm Information					
Net nonfarm income	27,430	48,426	28,425	22,543	11,238
Farms reporting living expenses	19	2	6	5	6
Total family living expense	41,106	-	46,003	42,728	34,181
Total living, invest, & capital	42,769	-	52,470	47,031	53,628
Crop Acres					
Total acres owned	390	164	226	481	681
Total crop acres	597	285	179	589	1,321
Total crop acres owned	234	74	78	259	520
Total crop acres cash rented	178	99	61	182	366
Total crop acres share rented	185	113	41	148	435

Financial Summary
(Farms Sorted By Gross Farm Income)

	<u>Avg. Of All Farms</u>	<u>Less than 50,000</u>	<u>50,001 - 100,000</u>	<u>100,001 - 250,000</u>	<u>250,001 - 500,000</u>	<u>500,001 - 1,000,000</u>	<u>Over 1,000,000</u>
Number of farms	91	24	12	26	18	7	4
Income Statement							
Gross cash farm income	279,016	23,287	66,454	164,600	370,767	645,155	2,141,155
Total cash farm expense	221,707	24,236	56,345	125,426	259,565	529,478	1,819,479
Net cash farm income	57,309	-949	10,109	39,174	111,202	115,677	321,676
Inventory change	43,111	10,984	16,914	24,855	51,559	110,554	277,087
Depreciation and capital adjust	-9,189	-1,352	-4,771	-11,004	-14,037	-19,237	-18,267
Net farm income	91,231	8,683	22,252	53,024	148,723	206,994	580,496
Profitability (cost)							
Labor and management earnings	66,947	2,696	11,120	32,814	106,810	163,622	493,234
Rate of return on assets	11.5 %	0.6 %	4.2 %	6.8 %	12.0 %	13.9 %	20.8 %
Rate of return on equity	15.8 %	-1.9 %	4.0 %	8.0 %	15.1 %	22.2 %	35.1 %
Operating profit margin	30.8 %	2.5 %	18.1 %	21.2 %	34.2 %	36.1 %	36.3 %
Asset turnover rate	37.5 %	22.1 %	23.0 %	32.2 %	35.0 %	38.4 %	57.4 %
Profitability (market)							
Labor and management earnings	64,754	4,286	6,798	51,651	83,354	138,112	474,533
Rate of return on assets	9.8 %	2.5 %	4.1 %	9.3 %	8.4 %	10.7 %	17.4 %
Rate of return on equity	11.8 %	1.4 %	4.0 %	11.2 %	9.3 %	14.3 %	25.2 %
Operating profit margin	35.8 %	14.3 %	31.3 %	36.9 %	36.2 %	35.7 %	37.7 %
Asset turnover rate	27.5 %	17.7 %	13.1 %	25.2 %	23.2 %	30.1 %	46.2 %
Liquidity							
Ending current ratio	2.36	2.54	3.07	2.21	2.82	1.73	2.50
Ending working capital	111,693	16,188	48,305	73,292	202,762	185,892	584,850
End working capital to gross inc	40.0 %	69.5 %	72.7 %	44.5 %	54.7 %	28.8 %	27.3 %
Term debt coverage ratio	320.3 %	258.3 %	1,338.7 %	204.0 %	345.2 %	438.7 %	287.2 %
Expense as a percent of income	68.5 %	70.9 %	66.9 %	66.3 %	60.7 %	69.8 %	75.1 %
Interest as a percent of income	3.9 %	7.8 %	5.3 %	5.9 %	3.6 %	4.6 %	2.2 %
Solvency (cost)							
Number of farms	91	24	12	26	18	7	4
Ending farm assets	696,391	156,003	297,979	573,500	1,053,619	1,511,286	2,899,144
Ending farm liabilities	255,921	50,053	98,608	219,897	302,597	695,768	1,217,451
Ending total assets	798,279	271,464	437,663	658,600	1,174,830	1,531,429	2,971,448
Ending total liabilities	273,930	87,290	111,525	236,098	302,648	695,768	1,259,434
Ending net worth	524,350	184,173	326,138	422,502	872,181	835,661	1,712,015
Net worth change	82,032	16,790	39,948	41,841	130,758	183,752	463,711
Ending farm debt to asset ratio	37 %	32 %	33 %	38 %	29 %	46 %	42 %
Beg total debt to asset ratio	38 %	30 %	26 %	37 %	30 %	51 %	51 %
End total debt to asset ratio	34 %	32 %	25 %	36 %	26 %	45 %	42 %
Solvency (market)							
Number of farms	91	24	12	26	18	7	4
Ending farm assets	943,481	193,958	517,340	740,850	1,566,269	1,898,080	3,563,057
Ending farm liabilities	255,921	50,053	98,608	219,897	302,597	695,768	1,217,451
Ending total assets	1,074,215	328,073	756,557	861,087	1,690,523	1,920,283	3,635,361
Ending total liabilities	273,930	87,290	111,525	236,098	302,648	695,768	1,259,434
Ending net worth	800,285	240,783	645,032	624,989	1,387,874	1,224,515	2,375,928
Net worth change	94,303	20,749	43,380	71,236	138,702	182,479	484,230
Ending farm debt to asset ratio	27 %	26 %	19 %	30 %	19 %	37 %	34 %
Beg total debt to asset ratio	28 %	25 %	14 %	29 %	20 %	39 %	41 %
End total debt to asset ratio	26 %	27 %	15 %	27 %	18 %	36 %	35 %
Nonfarm Information							
Net nonfarm income	27,430	42,431	45,339	23,080	9,152	18,666	9,554
Farms reporting living expenses	19	2	2	10	4	-	1
Total family living expense	41,106	-	-	40,724	41,458	-	-
Total living, invest, & capital	42,769	-	-	49,205	42,534	-	-
Crop Acres							
Total acres owned	390	67	306	337	771	656	754
Total crop acres	597	125	151	566	1,004	1,418	1,696
Total crop acres owned	234	29	73	167	516	495	665
Total crop acres cash rented	178	43	62	170	244	390	713
Total crop acres share rented	185	53	16	229	244	533	318

Financial Summary
(Farms Sorted By Farm Type)

	<u>Avg. Of All Farms</u>	<u>Crop</u>	<u>Hog</u>	<u>Beef</u>	<u>Crop and Hog</u>	<u>Crop and Beef</u>	<u>Other</u>
Number of farms	91	33	6	22	4	9	17
Income Statement							
Gross cash farm income	279,016	257,045	1,400,661	120,303	458,080	121,565	172,409
Total cash farm expense	221,707	177,887	1,180,177	100,673	426,976	104,867	138,674
Net cash farm income	57,309	79,157	220,484	19,630	31,104	16,698	33,735
Inventory change	43,111	39,965	190,096	15,838	70,454	13,705	41,767
Depreciation and capital adjust	-9,189	-12,003	-13,730	-4,054	-4,497	-4,449	-12,383
Net farm income	91,231	107,120	396,850	31,414	97,061	25,953	63,119
Profitability (cost)							
Labor and management earnings	66,947	77,123	344,735	18,328	70,584	749	46,260
Rate of return on assets	11.5 %	10.9 %	28.9 %	6.1 %	8.8 %	2.4 %	9.7 %
Rate of return on equity	15.8 %	14.9 %	40.0 %	6.4 %	15.6 %	1.3 %	13.4 %
Operating profit margin	30.8 %	31.2 %	40.2 %	25.7 %	22.8 %	10.7 %	27.2 %
Asset turnover rate	37.5 %	34.8 %	71.9 %	23.7 %	38.3 %	22.5 %	35.7 %
Profitability (market)							
Labor and management earnings	64,754	68,529	325,805	13,261	56,921	-10,195	73,452
Rate of return on assets	9.8 %	8.7 %	22.6 %	5.1 %	7.2 %	2.0 %	13.3 %
Rate of return on equity	11.8 %	10.3 %	28.4 %	4.9 %	10.6 %	1.1 %	17.8 %
Operating profit margin	35.8 %	35.2 %	40.5 %	32.7 %	22.1 %	12.0 %	46.8 %
Asset turnover rate	27.5 %	24.7 %	55.9 %	15.6 %	32.7 %	16.3 %	28.5 %
Liquidity							
Ending current ratio	2.36	2.51	3.03	1.93	1.90	2.35	2.06
Ending working capital	111,693	133,716	381,419	47,010	139,647	55,844	80,445
End working capital to gross inc	40.0 %	52.0 %	27.2 %	39.1 %	30.5 %	45.9 %	46.7 %
Term debt coverage ratio	320.3 %	297.5 %	470.9 %	324.1 %	779.8 %	142.7 %	357.8 %
Expense as a percent of income	68.5 %	58.7 %	74.0 %	74.0 %	80.8 %	77.3 %	65.4 %
Interest as a percent of income	3.9 %	5.1 %	1.4 %	5.3 %	4.2 %	6.0 %	5.0 %
Solvency (cost)							
Number of farms	91	33	6	22	4	9	17
Ending farm assets	696,391	864,897	1,411,029	361,704	1,082,736	557,280	532,932
Ending farm liabilities	255,921	324,805	370,343	130,298	627,067	129,301	224,097
Ending total assets	798,279	942,876	1,471,732	511,230	1,184,685	721,979	600,853
Ending total liabilities	273,930	334,362	398,332	162,032	628,006	155,757	236,771
Ending net worth	524,350	608,513	1,073,401	349,198	556,679	566,222	364,083
Net worth change	82,032	85,576	351,076	40,445	30,051	57,282	59,350
Ending farm debt to asset ratio	37 %	38 %	26 %	36 %	58 %	23 %	42 %
Beg total debt to asset ratio	38 %	38 %	40 %	33 %	52 %	24 %	43 %
End total debt to asset ratio	34 %	35 %	27 %	32 %	53 %	22 %	39 %
Solvency (market)							
Number of farms	91	33	6	22	4	9	17
Ending farm assets	943,481	1,204,369	1,779,017	544,352	1,261,881	768,120	676,598
Ending farm liabilities	255,921	324,805	370,343	130,298	627,067	129,301	224,097
Ending total assets	1,074,215	1,293,973	1,839,720	771,683	1,363,330	942,027	770,911
Ending total liabilities	273,930	334,362	398,332	162,032	628,006	155,757	236,771
Ending net worth	800,285	959,611	1,441,388	609,651	735,324	786,270	534,140
Net worth change	94,303	99,123	354,134	43,429	26,972	58,414	93,922
Ending farm debt to asset ratio	27 %	27 %	21 %	24 %	50 %	17 %	33 %
Beg total debt to asset ratio	28 %	27 %	31 %	21 %	45 %	18 %	34 %
End total debt to asset ratio	26 %	26 %	22 %	21 %	46 %	17 %	31 %
Nonfarm Information							
Net nonfarm income	27,430	18,716	6,369	41,641	30,554	15,289	39,080
Farms reporting living expenses	19	9	-	4	1	1	4
Total family living expense	41,106	36,209	-	49,489	-	-	38,302
Total living, invest, & capital	42,769	51,901	-	12,079	-	-	44,983
Crop Acres							
Total acres owned	390	545	285	310	379	385	238
Total crop acres	597	918	584	143	889	478	559
Total crop acres owned	234	407	203	54	204	216	160
Total crop acres cash rented	178	285	45	54	561	94	131
Total crop acres share rented	185	226	336	36	125	168	268

Financial Summary
(Farms Sorted By Debt To Asset Ratio)

	<u>Avg. Of All Farms</u>	<u>Less than 20%</u>	<u>20% - 40%</u>	<u>40% - 60%</u>
Number of farms	91	42	29	16
Income Statement				
Gross cash farm income	279,016	162,518	479,344	160,805
Total cash farm expense	221,707	113,070	382,993	143,176
Net cash farm income	57,309	49,448	96,351	17,629
Inventory change	43,111	14,905	80,891	34,979
Depreciation and capital adjust	-9,189	-3,450	-14,798	-10,874
Net farm income	91,231	60,904	162,445	41,735
Profitability (cost)				
Labor and management earnings	66,947	35,780	129,374	34,446
Rate of return on assets	11.5 %	7.8 %	16.0 %	8.9 %
Rate of return on equity	15.8 %	8.6 %	23.5 %	16.6 %
Operating profit margin	30.8 %	28.5 %	35.7 %	22.4 %
Asset turnover rate	37.5 %	27.4 %	44.8 %	39.8 %
Profitability (market)				
Labor and management earnings	64,754	29,619	121,260	50,788
Rate of return on assets	9.8 %	6.4 %	12.8 %	11.7 %
Rate of return on equity	11.8 %	6.7 %	16.1 %	19.1 %
Operating profit margin	35.8 %	34.8 %	38.4 %	37.7 %
Asset turnover rate	27.5 %	18.5 %	33.2 %	31.2 %
Liquidity				
Ending current ratio	2.36	5.09	2.36	1.33
Ending working capital	111,693	103,167	170,968	33,493
End working capital to gross inc	40.0 %	63.5 %	35.7 %	20.8 %
Term debt coverage ratio	320.3 %	549.7 %	320.1 %	212.2 %
Expense as a percent of income	68.5 %	63.5 %	67.7 %	73.8 %
Interest as a percent of income	3.9 %	3.0 %	3.4 %	6.4 %
Solvency (cost)				
Number of farms	91	42	29	16
Ending farm assets	696,391	539,118	991,144	409,862
Ending farm liabilities	255,921	99,225	371,590	266,986
Ending total assets	798,279	648,777	1,082,264	528,833
Ending total liabilities	273,930	102,602	392,482	316,504
Ending net worth	524,350	546,175	689,782	212,328
Net worth change	82,032	55,744	145,125	52,077
Ending farm debt to asset ratio	37 %	18 %	37 %	65 %
Beg total debt to asset ratio	38 %	19 %	42 %	62 %
End total debt to asset ratio	34 %	16 %	36 %	60 %
Solvency (market)				
Number of farms	91	42	29	16
Ending farm assets	943,481	798,481	1,318,465	523,301
Ending farm liabilities	255,921	99,225	371,590	266,986
Ending total assets	1,074,215	951,509	1,424,838	659,793
Ending total liabilities	273,930	102,602	392,482	316,504
Ending net worth	800,285	848,907	1,032,356	343,289
Net worth change	94,303	63,508	156,524	77,699
Ending farm debt to asset ratio	27 %	12 %	28 %	51 %
Beg total debt to asset ratio	28 %	13 %	31 %	50 %
End total debt to asset ratio	26 %	11 %	28 %	48 %
Nonfarm Information				
Net nonfarm income	27,430	25,354	26,473	36,184
Farms reporting living expenses	19	7	8	3
Total family living expense	41,106	51,924	33,336	-
Total living, invest, & capital	42,769	35,966	49,285	-
Crop Acres				
Total acres owned	390	388	472	221
Total crop acres	597	395	771	584
Total crop acres owned	234	212	304	127
Total crop acres cash rented	178	80	237	159
Total crop acres share rented	185	103	230	298

Financial Summary
(Farms Sorted By Age Of Operator)

	<u>Avg. Of All Farms</u>	<u>Less than 31</u>	<u>31 - 40</u>	<u>41 - 50</u>	<u>51 - 60</u>	<u>Over 60</u>
Number of farms	91	10	18	28	25	10
Income Statement						
Gross cash farm income	279,016	54,574	417,932	307,004	225,417	309,039
Total cash farm expense	221,707	52,360	342,115	234,928	186,042	226,460
Net cash farm income	57,309	2,214	75,816	72,077	39,375	82,580
Inventory change	43,111	14,408	71,534	46,640	28,476	47,359
Depreciation and capital adjust	-9,189	-10,967	331	-15,787	-8,156	-8,658
Net farm income	91,231	5,655	147,681	102,930	59,694	121,280
Profitability (cost)						
Labor and management earnings	66,947	1,926	125,229	75,633	33,781	85,653
Rate of return on assets	11.5 %	-2.0 %	21.5 %	10.9 %	6.4 %	13.0 %
Rate of return on equity	15.8 %	-11.4 %	32.5 %	15.0 %	8.0 %	15.2 %
Operating profit margin	30.8 %	-4.0 %	39.2 %	29.7 %	22.9 %	38.0 %
Asset turnover rate	37.5 %	49.9 %	54.8 %	36.7 %	28.2 %	34.3 %
Profitability (market)						
Labor and management earnings	64,754	10,615	119,882	74,470	33,646	70,230
Rate of return on assets	9.8 %	5.1 %	18.1 %	9.5 %	6.3 %	9.5 %
Rate of return on equity	11.8 %	3.6 %	24.6 %	11.4 %	7.1 %	10.2 %
Operating profit margin	35.8 %	12.4 %	39.9 %	35.3 %	32.0 %	40.1 %
Asset turnover rate	27.5 %	41.4 %	45.4 %	26.9 %	19.7 %	23.7 %
Liquidity						
Ending current ratio	2.36	1.66	2.83	1.96	2.19	5.36
Ending working capital	111,693	16,363	144,843	110,053	104,041	171,081
End working capital to gross inc	40.0 %	30.0 %	34.7 %	35.8 %	46.2 %	55.4 %
Term debt coverage ratio	320.3 %	299.7 %	327.2 %	310.4 %	254.8 %	566.7 %
Expense as a percent of income	68.5 %	76.2 %	69.7 %	66.2 %	73.1 %	62.4 %
Interest as a percent of income	3.9 %	6.5 %	2.6 %	4.3 %	5.0 %	3.3 %
Solvency (cost)						
Number of farms	91	10	18	28	25	10
Ending farm assets	696,391	154,112	677,505	808,629	748,461	828,222
Ending farm liabilities	255,921	83,013	243,866	315,888	296,316	181,630
Ending total assets	798,279	183,346	759,893	911,409	910,311	885,466
Ending total liabilities	273,930	99,316	276,997	341,054	303,307	181,630
Ending net worth	524,350	84,029	482,896	570,355	607,004	703,837
Net worth change	82,032	24,992	130,498	80,088	62,842	105,256
Ending farm debt to asset ratio	37 %	54 %	36 %	39 %	40 %	22 %
Beg total debt to asset ratio	38 %	51 %	45 %	40 %	36 %	25 %
End total debt to asset ratio	34 %	54 %	36 %	37 %	33 %	21 %
Solvency (market)						
Number of farms	91	10	18	28	25	10
Ending farm assets	943,481	185,096	808,864	1,098,093	1,075,497	1,181,228
Ending farm liabilities	255,921	83,013	243,866	315,888	296,316	181,630
Ending total assets	1,074,215	223,898	901,181	1,208,270	1,304,584	1,284,715
Ending total liabilities	273,930	99,316	276,997	341,054	303,307	181,630
Ending net worth	800,285	124,581	624,183	867,216	1,001,277	1,103,085
Net worth change	94,303	36,421	132,656	97,129	79,467	112,329
Ending farm debt to asset ratio	27 %	45 %	30 %	29 %	28 %	15 %
Beg total debt to asset ratio	28 %	41 %	37 %	30 %	25 %	17 %
End total debt to asset ratio	26 %	44 %	31 %	28 %	23 %	14 %
Nonfarm Information						
Net nonfarm income	27,430	22,490	26,650	31,490	31,934	11,144
Farms reporting living expenses	19	-	7	4	7	1
Total family living expense	41,106	-	30,321	46,810	48,536	-
Total living, invest, & capital	42,769	-	38,555	68,979	32,147	-
Crop Acres						
Total acres owned	390	43	259	462	457	607
Total crop acres	597	248	435	841	589	575
Total crop acres owned	234	22	162	301	273	293
Total crop acres cash rented	178	178	122	242	128	221
Total crop acres share rented	185	48	151	298	187	61

Financial Summary by NFI of 56 Farms with at Least One Full-time Operator

Financial Summary (Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	56	13	15	13	15
Income Statement					
Gross cash farm income	421,548	151,504	230,972	376,587	885,129
Total cash farm expense	332,462	122,238	175,538	297,924	701,514
Net cash farm income	89,085	29,265	55,433	78,663	183,614
Inventory change	62,026	-3,824	21,343	55,913	165,075
Depreciation and capital adjust	-12,585	-13,361	-6,236	-23,722	-8,609
Net farm income	138,526	12,081	70,541	110,854	340,081
Profitability (cost)					
Labor and management earnings	105,511	-4,374	48,760	82,947	277,052
Rate of return on assets	12.8 %	-0.9 %	8.3 %	11.6 %	18.3 %
Rate of return on equity	18.3 %	-5.0 %	10.2 %	16.2 %	27.2 %
Operating profit margin	32.2 %	-3.4 %	24.3 %	30.1 %	40.1 %
Asset turnover rate	39.9 %	27.5 %	34.1 %	38.5 %	45.6 %
Profitability (market)					
Labor and management earnings	101,857	11,870	57,217	80,800	242,735
Rate of return on assets	10.7 %	3.3 %	8.5 %	9.8 %	13.8 %
Rate of return on equity	13.2 %	2.9 %	9.7 %	11.8 %	17.8 %
Operating profit margin	36.6 %	16.4 %	36.5 %	35.6 %	40.0 %
Asset turnover rate	29.3 %	20.3 %	23.4 %	27.5 %	34.6 %
Liquidity					
Ending current ratio	2.27	1.58	1.93	2.20	2.61
Ending working capital	157,802	32,609	80,601	158,307	343,068
End working capital to gross inc	37.4 %	21.5 %	34.9 %	42.0 %	38.8 %
Term debt coverage ratio	323.7 %	78.9 %	204.3 %	332.7 %	413.9 %
Expense as a percent of income	68.4 %	83.1 %	70.1 %	68.2 %	66.3 %
Interest as a percent of income	3.6 %	6.2 %	5.3 %	3.4 %	3.0 %
Solvency (cost)					
Number of farms	56	13	15	13	15
Ending farm assets	972,769	503,750	625,183	820,276	1,859,000
Ending farm liabilities	369,872	220,955	242,211	316,707	672,671
Ending total assets	1,062,648	581,494	778,444	931,209	1,877,766
Ending total liabilities	380,389	229,062	251,492	343,193	672,671
Ending net worth	682,259	352,431	526,952	588,016	1,205,095
Net worth change	117,351	21,725	74,559	85,403	270,706
Ending farm debt to asset ratio	38 %	44 %	39 %	39 %	36 %
Beg total debt to asset ratio	40 %	40 %	36 %	39 %	42 %
End total debt to asset ratio	36 %	39 %	32 %	37 %	36 %
Solvency (market)					
Number of farms	56	13	15	13	15
Ending farm assets	1,315,901	690,101	917,732	1,138,778	2,409,937
Ending farm liabilities	369,872	220,955	242,211	316,707	672,671
Ending total assets	1,438,511	873,748	1,086,211	1,267,245	2,428,704
Ending total liabilities	380,389	229,062	251,492	343,193	672,671
Ending net worth	1,058,122	644,685	834,718	924,052	1,756,032
Net worth change	133,707	45,417	97,367	107,265	269,481
Ending farm debt to asset ratio	28 %	32 %	26 %	28 %	28 %
Beg total debt to asset ratio	29 %	26 %	26 %	28 %	31 %
End total debt to asset ratio	26 %	26 %	23 %	27 %	28 %
Nonfarm Information					
Net nonfarm income	14,074	15,436	13,036	20,868	8,045
Farms reporting living expenses	15	5	4	3	3
Total family living expense	37,340	43,328	34,596	-	-
Total living, invest, & capital	37,934	20,327	36,404	-	-
Crop Acres					
Total acres owned	533	359	454	434	851
Total crop acres	863	433	583	810	1,561
Total crop acres owned	346	138	285	234	686
Total crop acres cash rented	250	138	136	237	471
Total crop acres share rented	267	157	162	339	404

Financial Summary by NFI of 35 Farms with Less than a Full-time Operator

Financial Summary (Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 33%</u>	<u>33 - 66%</u>	<u>High 34%</u>
Number of farms	35	11	12	12
Income Statement				
Gross cash farm income	50,965	35,270	32,709	83,607
Total cash farm expense	44,497	35,689	24,451	72,618
Net cash farm income	6,467	-419	8,258	10,989
Inventory change	12,847	2,351	1,642	33,675
Depreciation and capital adjust	-3,756	-3,704	-1,042	-6,518
Net farm income	15,558	-1,773	8,858	38,145
Profitability (cost)				
Labor and management earnings	5,244	-7,653	959	21,351
Rate of return on assets	3.7 %	-3.3 %	1.1 %	7.7 %
Rate of return on equity	2.8 %	-10.1 %	0.4 %	8.1 %
Operating profit margin	16.4 %	-19.3 %	5.8 %	29.1 %
Asset turnover rate	22.7 %	17.0 %	19.0 %	26.6 %
Profitability (market)				
Labor and management earnings	5,391	279	1,111	14,355
Rate of return on assets	4.4 %	2.7 %	2.0 %	6.0 %
Rate of return on equity	3.9 %	1.9 %	1.5 %	5.7 %
Operating profit margin	26.5 %	23.6 %	13.0 %	30.9 %
Asset turnover rate	16.6 %	11.3 %	15.7 %	19.4 %
Liquidity				
Ending current ratio	3.58	1.57	5.83	4.58
Ending working capital	37,919	10,231	26,026	75,193
End working capital to gross inc	74.4 %	29.0 %	79.6 %	89.9 %
Term debt coverage ratio	295.6 %	184.5 %	693.7 %	354.8 %
Expense as a percent of income	69.5 %	94.9 %	71.8 %	61.2 %
Interest as a percent of income	6.9 %	10.2 %	3.3 %	6.9 %
Solvency (cost)				
Number of farms	35	11	12	12
Ending farm assets	254,185	190,982	151,201	415,105
Ending farm liabilities	73,599	90,732	15,562	115,930
Ending total assets	375,289	356,291	234,792	533,201
Ending total liabilities	103,595	138,376	42,058	133,250
Ending net worth	271,694	217,916	192,734	399,952
Net worth change	25,523	17,313	10,624	47,947
Ending farm debt to asset ratio	29 %	48 %	10 %	28 %
Beg total debt to asset ratio	28 %	41 %	15 %	26 %
End total debt to asset ratio	28 %	39 %	18 %	25 %
Solvency (market)				
Number of farms	35	11	12	12
Ending farm assets	347,610	291,002	183,024	564,087
Ending farm liabilities	73,599	90,732	15,562	115,930
Ending total assets	491,340	476,160	290,278	706,319
Ending total liabilities	103,595	138,376	42,058	133,250
Ending net worth	387,745	337,784	248,220	573,069
Net worth change	31,257	29,815	13,095	50,741
Ending farm debt to asset ratio	21 %	31 %	9 %	21 %
Beg total debt to asset ratio	22 %	31 %	12 %	19 %
End total debt to asset ratio	21 %	29 %	14 %	19 %
Nonfarm Information				
Net nonfarm income	48,799	58,467	33,812	54,923
Farms reporting living expenses	4	1	1	2
Total family living expense	55,226	-	-	-
Total living, invest, & capital	60,898	-	-	-
Crop Acres				
Total acres owned	162	122	52	308
Total crop acres	171	167	81	266
Total crop acres owned	55	48	26	90
Total crop acres cash rented	62	45	19	122
Total crop acres share rented	54	74	35	53

Financial Summary by NFI of 18 Farms with a Half-time Operator or Less

Financial Summary (Farms Sorted By Net Farm Income)

	Avg. Of All Farms	Low 33%	33 - 66%	High 34%
Number of farms	18	5	6	7
Income Statement				
Gross cash farm income	38,860	27,276	30,599	54,214
Total cash farm expense	33,529	33,190	24,090	41,860
Net cash farm income	5,331	-5,914	6,509	12,354
Inventory change	3,503	6,518	81	4,284
Depreciation and capital adjust	-3,119	-3,045	-3,743	-2,636
Net farm income	5,716	-2,442	2,846	14,002
Profitability (cost)				
Labor and management earnings	-308	-5,470	-2,890	5,593
Rate of return on assets	1.4 %	-2.7 %	-0.7 %	5.4 %
Rate of return on equity	-0.8 %	-15.3 %	-4.2 %	5.0 %
Operating profit margin	6.0 %	-11.1 %	-4.2 %	20.2 %
Asset turnover rate	23.0 %	24.3 %	17.2 %	26.9 %
Profitability (market)				
Labor and management earnings	287	5,518	-5,480	1,494
Rate of return on assets	3.1 %	5.5 %	-1.6 %	4.3 %
Rate of return on equity	2.5 %	6.2 %	-5.2 %	3.9 %
Operating profit margin	20.2 %	36.1 %	-10.5 %	27.4 %
Asset turnover rate	15.5 %	15.2 %	15.7 %	15.6 %
Liquidity				
Ending current ratio	3.09	1.83	1.35	8.99
Ending working capital	25,591	11,191	6,271	52,437
End working capital to gross inc	65.9 %	41.0 %	20.5 %	96.7 %
Term debt coverage ratio	288.6 %	140.5 %	380.3 %	-
Expense as a percent of income	79.5 %	98.3 %	78.5 %	72.2 %
Interest as a percent of income	6.8 %	11.4 %	9.4 %	3.7 %
Solvency (cost)				
Number of farms	18	5	6	7
Ending farm assets	164,140	149,698	161,651	176,590
Ending farm liabilities	61,768	95,121	59,197	40,147
Ending total assets	272,604	237,507	368,683	215,319
Ending total liabilities	100,015	138,983	136,786	40,664
Ending net worth	172,589	98,524	231,897	174,656
Net worth change	18,705	11,232	30,306	14,100
Ending farm debt to asset ratio	38 %	64 %	37 %	23 %
Beg total debt to asset ratio	36 %	60 %	39 %	12 %
End total debt to asset ratio	37 %	59 %	37 %	19 %
Solvency (market)				
Number of farms	18	5	6	7
Ending farm assets	242,524	240,769	175,732	301,028
Ending farm liabilities	61,768	95,121	59,197	40,147
Ending total assets	371,056	336,061	404,501	367,386
Ending total liabilities	100,015	138,983	136,786	40,664
Ending net worth	271,041	197,078	267,715	326,723
Net worth change	24,066	28,309	27,519	18,075
Ending farm debt to asset ratio	25 %	40 %	34 %	13 %
Beg total debt to asset ratio	26 %	43 %	35 %	6 %
End total debt to asset ratio	27 %	41 %	34 %	11 %
Nonfarm Information				
Net nonfarm income	50,552	53,063	65,808	35,682
Crop Acres				
Total acres owned	119	70	83	184
Total crop acres	126	116	170	96
Total crop acres owned	39	48	30	40
Total crop acres cash rented	31	56	30	14
Total crop acres share rented	56	12	109	42

Financial Summary by a Cohort of 48 Farms Included in both 2003 & 2004 FBMA Summary

Financial Summary (Farms Sorted By Years)

	<u>2004</u>	<u>2003</u>
Number of farms	48	48
Income Statement		
Gross cash farm income	354,589	306,447
Total cash farm expense	281,669	253,550
Net cash farm income	72,920	52,897
Inventory change	49,919	4,984
Depreciation and capital adjust	-10,821	-16,691
Net farm income	112,017	41,189
Profitability (cost)		
Labor and management earnings	85,987	19,373
Rate of return on assets	13.0 %	4.8 %
Rate of return on equity	18.6 %	4.8 %
Operating profit margin	30.9 %	13.4 %
Asset turnover rate	42.1 %	35.7 %
Profitability (market)		
Labor and management earnings	86,601	17,722
Rate of return on assets	11.3 %	4.9 %
Rate of return on equity	14.1 %	4.9 %
Operating profit margin	35.9 %	19.0 %
Asset turnover rate	31.6 %	25.6 %
Liquidity		
Ending current ratio	2.52	1.89
Ending working capital	144,490	89,435
End working capital to gross inc	40.7 %	29.2 %
Term debt coverage ratio	291.0 %	198.2 %
Expense as a percent of income	69.4 %	81.4 %
Interest as a percent of income	3.5 %	4.5 %
Solvency (cost)		
Number of farms	48	47
Ending farm assets	766,540	674,886
Ending farm liabilities	290,354	292,155
Ending total assets	869,536	756,703
Ending total liabilities	300,619	299,776
Ending net worth	568,917	456,927
Net worth change	98,273	30,964
Ending farm debt to asset ratio	38 %	43 %
Beg total debt to asset ratio	39 %	42 %
End total debt to asset ratio	35 %	40 %
Solvency (market)		
Number of farms	48	48
Ending farm assets	1,017,550	923,832
Ending farm liabilities	290,354	292,769
Ending total assets	1,142,433	1,030,552
Ending total liabilities	300,619	300,231
Ending net worth	841,814	730,321
Net worth change	113,915	48,343
Ending farm debt to asset ratio	29 %	32 %
Beg total debt to asset ratio	29 %	31 %
End total debt to asset ratio	26 %	29 %
Nonfarm Information		
Net nonfarm income	23,383	22,486
Farms reporting living expenses	13	16
Total family living expense	37,816	28,137
Total living, invest, & capital	50,557	40,427
Crop Acres		
Total acres owned	408	404
Total crop acres	666	682
Total crop acres owned	260	253
Total crop acres cash rented	224	257
Total crop acres share rented	182	171

Percentile Rank Report w/Group Medians

With the exception of the information presented on the following page, all of the data tables in this summary report represent “average” or “mean” data. For example the 2004 “average” or “mean” net farm income of the 91 farms in this summary was \$91,231. This is found by simply adding the NFI of each farm in the group to a total and then dividing by 91 for the “mean” or “average.” Sometimes, a few farms at the high end of the range with extremely high NFI’s can skew the mean. The same could be true of a few extreme NFI farms at the low end. For that reason, “median” figures can be very helpful when comparing summary data to an individual farm operation. The median is often described as the halfway point in the middle-figure, in other words, half of the farms fell below, the other half above. For example, in 2004, the “average” or “mean” NFI for 91 farms in the summary was \$91,231. However, the “median”, or half-way point, was \$49,125. This indicates there were several farms with high NFI’s included in the group.

The “median” figures for selected factors on 2004 FBMA farms are reported on page i along with percentile ranks in 10% intervals. Each line is independent from the next with the data for each line broken into percentile ranks in 10% intervals. This presentation can be helpful in understanding the range of data for each factor for the entire group of farms, and in looking at where each farm fits in by using the “My Farm” column.

Percentile Rank Report w/Group Medians

RankEm

Whole Farm; 91 Farms

My Farm	Group Median	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Gross Cash Farm Income	130,330	14,071	21,356	48,274	69,624	112,838	165,296	236,270	368,748	450,103	884,654
Total Cash Opr. Expense	105,621	722,404	336,443	261,940	181,926	127,123	80,560	55,726	35,840	24,776	8,838
Net Cash Farm Income	26,314	-19,667	-4,292	5,144	12,505	22,203	38,069	52,044	76,233	123,871	170,382
Total Inventory Change	13,638	-24,913	-2,791	1,050	3,864	9,777	19,286	36,894	65,481	98,566	177,558
Net Operating Profit	50,490	-3,026	5,996	13,537	29,709	41,355	53,882	87,636	123,350	186,944	307,848
Depr and Capital Adjustment	-2,634	-54,632	-23,064	-12,734	-7,438	-4,200	-1,471	-650	0	1,380	6,880
Net Farm Income (cost)	49,125	-4,170	-40	10,992	21,817	39,978	54,586	78,645	108,392	166,841	275,952
Lbr & Mgmt Earnings (cost)	30,551	-16,129	-6,335	4,559	8,901	21,395	38,485	54,416	73,155	113,835	197,104
Return on Assets % (cost)	8.0	-9.7	-1.1	1.2	4.9	6.9	9.4	11.0	13.9	17.0	24.8
Return on Equity % (cost)	9.8	-36.4	-7.6	1.2	4.8	9.0	11.6	13.9	20.3	29.9	43.3
Opr Profit Margin % (cost)	25.8	-57.2	-6.9	5.8	17.4	22.8	26.9	30.0	35.6	40.9	47.2
Asset Turnover % (cost)	32.1	9.1	16.2	22.5	25.4	29.8	33.8	37.2	42.2	56.5	102.6
Value of Farm Production	132,830	12,896	25,201	50,692	81,122	115,163	164,760	237,954	315,405	433,977	692,332
Return on Assets % (market)	8.0	-4.1	-0.1	3.1	4.9	6.9	9.2	10.6	13.9	16.7	21.9
Return on Equity % (market)	9.5	-7.8	-2.5	2.5	5.1	7.4	10.7	13.3	16.8	24.5	35.9
Asset Turnover % (market)	24.9	6.1	11.4	15.9	19.5	23.3	26.4	31.1	35.5	42.0	73.8
Total End Assets (cost)	589,145	74,540	227,489	346,823	414,376	531,036	643,713	797,561	1,097,164	1,439,233	2,393,006
Total End Assets (market)	820,874	75,285	251,089	364,064	589,145	750,035	889,350	1,116,596	1,483,787	1,823,680	2,987,870
Total Ending Liabs.	172,604	1,109,705	594,135	331,387	257,087	202,482	152,125	88,138	45,000	18,622	0
Ending Net Worth (cost)	379,475	28,705	113,996	221,015	258,354	323,770	437,140	506,204	703,213	906,883	1,346,757
Ending Net Worth (market)	592,887	53,751	163,980	316,718	393,331	487,295	687,941	866,270	1,115,998	1,435,557	2,299,573
Net Worth Change (cost)	42,200	-14,692	6,307	12,232	22,957	35,072	48,712	66,883	97,095	142,501	298,299
Net Worth Change (market)	59,016	-200	10,771	17,379	32,560	43,072	64,878	84,025	121,379	167,132	299,223
End Total % In Debt (cost)	32	75	57	46	40	37	28	21	15	6	0
End Total % In Debt (market)	23	58	46	38	30	27	19	16	12	5	0
Total Acres Owned	250	0	0	93	151	230	278	386	590	883	1,289
Total Crop Acres	305	0	41	110	182	268	388	664	883	1,207	1,957
Total Pasture Acres	0	0	0	0	0	0	0	45	100	200	500
Total Money Borrowed	34,500	421,127	183,091	137,549	74,983	40,475	19,231	8,082	0	0	0
Reported Family Living Exp	25,487	76,230	47,619	40,259	35,118	30,000	20,998	0	0	0	0
Change In Retained Earnings	42,359	-23,595	5,359	11,784	22,353	36,890	48,006	66,883	87,158	134,663	318,904
Change In Market Valuation	957	-14,034	-2,248	-500	0	0	2,396	7,059	16,000	28,876	81,663
Current Ratio	3.29	0.82	1.25	1.44	2.07	3.00	3.47	6.94	165.33	999.00	999.00
Working Capital	59,864	-15,439	7,151	15,275	34,597	45,175	83,658	111,441	143,510	238,914	332,392
Farm Debt to Asset % (market)	23	60	50	40	31	24	21	17	12	6	0
Farm Eqty to Asset % (market)	77	40	50	60	69	76	79	83	88	94	100
Farm Debt to Eqty % (market)	29	150	102	66	46	31	26	21	14	6	0
Capital Repl. Marg (accr)	31,528	-23,195	1,238	8,015	14,015	23,828	40,729	55,897	84,632	120,465	277,510
Operating Expense Ratio	57.6	98.9	82.9	78.1	67.4	60.4	57.0	54.7	51.0	46.0	34.1
Deprec. Ratio	2.2	20.8	10.9	7.9	4.8	3.3	1.4	0.6	0.0	-1.5	-9.5
Interest Ratio	4.2	15.0	10.8	7.3	5.9	4.8	3.9	2.6	1.8	0.5	0.0
Net Farm Income Ratio	30.5	-8.7	-0.1	14.9	22.1	28.6	33.2	38.2	45.0	48.4	59.2
Net Farm Income Per Hour	22.41	-6.10	-0.05	1.74	13.79	20.64	25.91	30.65	39.89	54.36	101.74

*Table explanation – Page v

