



# 2016 South Dakota Annual Report Addendum

Upon receiving additional data to increase the number of farms represented, the updated pages reflect a more thorough 2016 summary report.

Annual Report  
pages updated: 9 - 32



*Financial Standards Measures*  
*South Dakota Center for Farm/Ranch Management*  
*2016 Annual Report Version 2*  
*(Farms Sorted By Net Farm Income)*

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Liquidity</b>			
Current ratio	1.50	1.01	1.91
Working capital	256,745	6,305	496,714
Working capital to gross inc	26.9 %	0.5 %	38.7 %
<b>Solvency (market)</b>			
Farm debt to asset ratio	36 %	54 %	26 %
Farm equity to asset ratio	64 %	46 %	74 %
Farm debt to equity ratio	0.55	1.18	0.35
<b>Profitability (cost)</b>			
Rate of return on farm assets	-1.1 %	-7.1 %	5.1 %
Rate of return on farm equity	-4.6 %	-21.6 %	5.8 %
Operating profit margin	-4.7 %	-39.5 %	15.4 %
Net farm income	-4,889	-266,746	187,776
EBITDA	92,930	-103,087	300,831
<b>Repayment Capacity</b>			
Capital debt repayment capacity	30,070	-209,817	219,470
Capital debt repayment margin	-60,501	-383,041	98,458
Replacement margin	-79,158	-402,577	83,212
Term debt coverage ratio	0.33	-1.21	1.81
Replacement coverage ratio	0.28	-1.09	1.61
<b>Efficiency</b>			
Asset turnover rate (cost)	24.0 %	17.9 %	33.3 %
Operating expense ratio	90.2 %	107.8 %	76.5 %
Depreciation expense ratio	6.5 %	7.5 %	5.8 %
Interest expense ratio	4.3 %	7.0 %	2.9 %
Net farm income ratio	-0.5 %	-20.1 %	14.6 %

**Financial Summary**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms.</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Income Statement</b>			
Gross cash farm income	1,046,676	1,690,867	1,259,293
Total cash farm expense	899,242	1,489,757	1,035,629
Net cash farm income	147,434	201,110	223,664
Inventory change	-95,787	-396,537	39,514
Depreciation	-61,639	-99,977	-74,256
Net farm income from operations	-9,992	-295,404	188,922
Gain or loss on capital sales	5,102	28,658	-1,146
Average net farm income	-4,889	-266,746	187,776
Median net farm income	6,627	-207,171	168,261
<b>Profitability (cost)</b>			
Rate of return on assets	-1.1 %	-7.1 %	5.1 %
Rate of return on equity	-4.6 %	-21.6 %	5.8 %
Operating profit margin	-4.7 %	-39.5 %	15.4 %
Asset turnover rate	24.0 %	17.9 %	33.3 %
<b>Profitability (market)</b>			
Rate of return on assets	-0.3 %	-4.4 %	3.9 %
Rate of return on equity	-2.6 %	-13.7 %	4.0 %
Operating profit margin	-1.5 %	-26.7 %	14.4 %
Asset turnover rate	20.4 %	16.5 %	27.3 %
<b>Liquidity &amp; Repayment (end of year)</b>			
Current assets	768,516	1,076,704	1,040,097
Current liabilities	511,771	1,070,398	543,384
Current ratio	1.50	1.01	1.91
Working capital	256,745	6,305	496,714
Working capital to gross inc	26.9 %	0.5 %	38.7 %
Term debt coverage ratio	0.33	-1.21	1.81
Replacement coverage ratio	0.28	-1.09	1.61
Term debt to EBITDA	5.44	-9.96	1.56
<b>Solvency (end of year at cost)</b>			
Number of farms	119	23	24
Total assets	2,729,949	3,939,414	3,351,162
Total liabilities	1,121,317	2,313,674	1,000,152
Net worth	1,608,632	1,625,740	2,351,010
Net worth change	-42,105	-324,710	135,913
Farm debt to asset ratio	42 %	60 %	32 %
Total debt to asset ratio	41 %	59 %	30 %
Change in earned net worth %	-3 %	-17 %	6 %
<b>Solvency (end of year at market)</b>			
Number of farms	119	23	24
Total assets	3,206,150	4,322,361	4,013,621
Total liabilities	1,121,317	2,313,674	1,000,152
Net worth	2,084,833	2,008,688	3,013,469
Total net worth change	-10,800	-234,356	126,350
Farm debt to asset ratio	36 %	54 %	26 %
Total debt to asset ratio	35 %	54 %	25 %
Change in total net worth %	-1 %	-10 %	4 %
<b>Nonfarm Information</b>			
Net nonfarm income	30,845	14,148	23,922
Farms reporting living expenses	49	9	6
Total family living expense	56,557	67,111	69,142
Total living, invest, cap. purch	87,199	155,377	105,333
<b>Crop Acres</b>			
Total crop acres	860	918	1,471
Total crop acres owned	205	169	288
Total crop acres cash rented	553	568	1,074
Total crop acres share rented	103	180	109
Machinery value per crop acre	438	572	353

**Summary Farm Income Statement**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
Crop sales	371,920	432,376	641,558
Crop inventory change	-4,642	-81,446	84,591
Gross crop income	367,277	350,930	726,149
Livestock sales	496,485	988,668	388,392
Livestock inventory change	-57,200	-169,716	-40,827
Gross livestock income	439,285	818,952	347,565
Government payments	34,249	26,581	73,471
Other cash farm income	144,022	243,241	155,872
Change in accounts receivable	-5,627	3,597	-22,381
Gain or loss on hedging accounts	-2,735	-44,475	15,879
Change in other assets	586	238	2,096
Gain or loss on breeding lvst	-24,048	-72,463	-16,572
Gross farm income	953,009	1,326,602	1,282,079
Cash operating expenses	857,758	1,400,083	994,001
Change in prepaids and supplies	-1,861	16,124	-12,756
Change in growing crops	-701	520	208
Change in accounts payable	4,884	12,961	-205
Depreciation	61,639	99,977	74,256
Total operating expense	921,718	1,529,666	1,055,504
Interest paid	41,484	89,674	41,628
Change in accrued interest	-201	2,667	-3,975
Total interest expense	41,282	92,340	37,654
Total expenses	963,001	1,622,006	1,093,157
Net farm income from operations	-9,992	-295,404	188,922
Gain or loss on capital sales	5,102	28,658	-1,146
Net farm income	-4,889	-266,746	187,776

**Profitability Measures**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Profitability (assets valued at cost)</b>			
Net farm income from operations	-9,992	-295,404	188,922
Rate of return on assets	-1.1 %	-7.1 %	5.1 %
Rate of return on equity	-4.6 %	-21.6 %	5.8 %
Operating profit margin	-4.7 %	-39.5 %	15.4 %
Asset turnover rate	24.0 %	17.9 %	33.3 %
Farm interest expense	41,282	92,340	37,654
Value of operator lbr and mgmt.	60,416	75,668	70,422
Return on farm assets	-29,126	-278,732	156,153
Average farm assets	2,577,226	3,949,874	3,047,983
Return on farm equity	-70,408	-371,072	118,499
Average farm equity	1,515,934	1,716,652	2,030,357
Value of farm production	618,894	706,091	1,014,087

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Profitability (assets valued at market)</b>			
Net farm income from operations	10,057	-205,394	179,054
Rate of return on assets	-0.3 %	-4.4 %	3.9 %
Rate of return on equity	-2.6 %	-13.7 %	4.0 %
Operating profit margin	-1.5 %	-26.7 %	14.4 %
Asset turnover rate	20.4 %	16.5 %	27.3 %
Farm interest expense	41,282	92,340	37,654
Value of operator lbr and mgmt.	60,416	75,668	70,422
Return on farm assets	-9,077	-188,721	146,285
Average farm assets	3,027,856	4,287,359	3,710,556
Return on farm equity	-50,360	-281,062	108,632
Average farm equity	1,966,565	2,054,137	2,692,930
Value of farm production	618,894	706,091	1,014,087

**Liquidity & Repayment Capacity Measures**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Liquidity</b>			
Current ratio	1.50	1.01	1.91
Working capital	256,745	6,305	496,714
Working capital to gross inc	26.9 %	0.5 %	38.7 %
Current assets	768,516	1,076,704	1,040,097
Current liabilities	511,771	1,070,398	543,384
Gross revenues (accrual)	953,009	1,326,602	1,282,079
<b>Repayment capacity</b>			
Net farm income from operations	-9,992	-295,404	188,922
Depreciation	61,639	99,977	74,256
Personal income	30,845	14,148	23,922
Family living/owner withdrawals	-64,735	-75,009	-71,735
Cash discrepancy	-136	-98	-13
Payments on personal debt	-3,711	-1,559	-5,467
Income taxes paid	-5,107	-3,884	-9,920
Interest on term debt	21,130	51,915	19,490
Capital debt repayment capacity	30,070	-209,817	219,470
Scheduled term debt payments	-90,570	-173,224	-121,012
Capital debt repayment margin	-60,501	-383,041	98,458
Cash replacement allowance	-18,658	-19,536	-15,246
Replacement margin	-79,158	-402,577	83,212
Term debt coverage ratio	0.33	-1.21	1.81
Replacement coverage ratio	0.28	-1.09	1.61

**Balance Sheet at Market Values**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Number of farms	119		23		24	
<b>Assets</b>						
<b>Current Farm Assets</b>						
Cash and checking balance	32,174	25,380	20,472	50,865	66,100	42,326
Prepaid expenses & supplies	64,372	66,234	64,200	48,076	97,046	109,802
Growing crops	8,504	9,205	4,096	3,576	22,312	22,104
Accounts receivable	59,087	53,460	92,177	95,774	120,666	98,285
Hedging accounts	6,804	5,234	17,162	6,977	6,393	10,074
Crops held for sale or feed	326,624	321,981	442,056	360,610	465,980	550,571
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	341,973	284,773	676,412	506,696	247,583	206,756
Other current assets	2,196	2,249	4,130	4,130	221	179
<b>Total current farm assets</b>	<b>841,734</b>	<b>768,516</b>	<b>1,320,705</b>	<b>1,076,704</b>	<b>1,026,301</b>	<b>1,040,097</b>
<b>Intermediate Farm Assets</b>						
Breeding livestock	206,185	195,202	407,026	312,068	140,285	139,940
Machinery and equipment	443,829	438,061	726,690	700,141	550,422	537,389
Titled vehicles	91,731	90,057	148,135	141,209	85,316	87,408
Other intermediate assets	20,290	20,929	27,659	26,586	21,701	23,330
<b>Total intermediate farm assets</b>	<b>762,035</b>	<b>744,249</b>	<b>1,309,510</b>	<b>1,180,004</b>	<b>797,725</b>	<b>788,067</b>
<b>Long Term Farm Assets</b>						
Farm land	1,234,223	1,297,465	1,413,264	1,610,734	1,612,479	1,612,479
Buildings and improvements	169,343	187,265	293,152	308,906	239,603	251,564
Other long-term assets	25,078	25,805	30,393	31,347	25,755	27,041
<b>Total long-term farm assets</b>	<b>1,428,645</b>	<b>1,510,535</b>	<b>1,736,809</b>	<b>1,950,987</b>	<b>1,877,837</b>	<b>1,891,084</b>
<b>Total Farm Assets</b>	<b>3,032,414</b>	<b>3,023,299</b>	<b>4,367,024</b>	<b>4,207,695</b>	<b>3,701,863</b>	<b>3,719,249</b>
<b>Total Nonfarm Assets</b>	<b>153,300</b>	<b>162,850</b>	<b>77,101</b>	<b>114,667</b>	<b>284,185</b>	<b>294,373</b>
<b>Total Assets</b>	<b>3,185,714</b>	<b>3,206,150</b>	<b>4,444,125</b>	<b>4,322,361</b>	<b>3,986,048</b>	<b>4,013,621</b>
<b>Liabilities</b>						
<b>Current Farm Liabilities</b>						
Accrued interest	17,338	17,137	41,837	44,504	17,423	13,449
Accounts payable	22,925	27,809	48,756	61,717	20,181	19,976
Current notes	431,015	397,553	946,814	852,740	455,582	416,800
Government crop loans	0	0	0	0	0	0
Principal due on term debt	69,441	69,272	121,309	111,437	101,522	93,159
<b>Total current farm liabilities</b>	<b>540,719</b>	<b>511,771</b>	<b>1,158,716</b>	<b>1,070,398</b>	<b>594,708</b>	<b>543,384</b>
<b>Total intermediate farm liab</b>	<b>166,910</b>	<b>147,516</b>	<b>328,617</b>	<b>223,124</b>	<b>127,496</b>	<b>88,140</b>
<b>Total long term farm liabilities</b>	<b>338,881</b>	<b>416,787</b>	<b>698,476</b>	<b>987,113</b>	<b>342,483</b>	<b>339,040</b>
<b>Total farm liabilities</b>	<b>1,046,509</b>	<b>1,076,074</b>	<b>2,185,809</b>	<b>2,280,636</b>	<b>1,064,688</b>	<b>970,564</b>
<b>Total nonfarm liabilities</b>	<b>43,572</b>	<b>45,243</b>	<b>15,272</b>	<b>33,038</b>	<b>34,241</b>	<b>29,588</b>
<b>Total liab excluding deferreds</b>	<b>1,090,081</b>	<b>1,121,317</b>	<b>2,201,081</b>	<b>2,313,674</b>	<b>1,098,929</b>	<b>1,000,152</b>
<b>Total deferred liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total liabilities</b>	<b>1,090,081</b>	<b>1,121,317</b>	<b>2,201,081</b>	<b>2,313,674</b>	<b>1,098,929</b>	<b>1,000,152</b>
<b>Retained earnings</b>	<b>1,650,737</b>	<b>1,608,632</b>	<b>1,950,451</b>	<b>1,625,740</b>	<b>2,215,098</b>	<b>2,351,010</b>
<b>Market valuation equity</b>	<b>444,896</b>	<b>476,200</b>	<b>292,593</b>	<b>382,947</b>	<b>672,021</b>	<b>662,459</b>
<b>Net worth (farm and nonfarm)</b>	<b>2,095,633</b>	<b>2,084,833</b>	<b>2,243,044</b>	<b>2,008,688</b>	<b>2,887,119</b>	<b>3,013,469</b>
<b>Net worth excluding deferreds</b>	<b>2,095,633</b>	<b>2,084,833</b>	<b>2,243,044</b>	<b>2,008,688</b>	<b>2,887,119</b>	<b>3,013,469</b>
<b>Net worth change</b>		<b>-10,800</b>		<b>-234,356</b>		<b>126,350</b>
<b>Percent net worth change</b>		<b>-1 %</b>		<b>-10 %</b>		<b>4 %</b>
<b>Ratio Analysis</b>						
Current farm liabilities / assets	64 %	67 %	88 %	99 %	58 %	52 %
Intermediate farm liab. / assets	22 %	20 %	25 %	19 %	16 %	11 %
Long term farm liab. / assets	24 %	28 %	40 %	51 %	18 %	18 %
Total debt to asset ratio	34 %	35 %	50 %	54 %	28 %	25 %
Debt to assets excl deferreds	34 %	35 %	50 %	54 %	28 %	25 %

**Balance Sheet at Cost Values**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>		<u>Low 20%</u>		<u>High 20%</u>	
	119		23		24	
Number of farms						
	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>	<u>Beginning</u>	<u>Ending</u>
<b>Assets</b>						
<b>Current Farm Assets</b>						
Cash and checking balance	32,174	25,380	20,472	50,865	66,100	42,326
Prepaid expenses & supplies	64,372	66,234	64,200	48,076	97,046	109,802
Growing crops	8,504	9,205	4,096	3,576	22,312	22,104
Accounts receivable	59,087	53,460	92,177	95,774	120,666	98,285
Hedging accounts	6,804	5,234	17,162	6,977	6,393	10,074
Crops held for sale or feed	326,624	321,981	442,056	360,610	465,980	550,571
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	341,973	284,773	676,412	506,696	247,583	206,756
Other current assets	2,196	2,249	4,130	4,130	221	179
<b>Total current farm assets</b>	<b>841,734</b>	<b>768,516</b>	<b>1,320,705</b>	<b>1,076,704</b>	<b>1,026,301</b>	<b>1,040,097</b>
<b>Intermediate Farm Assets</b>						
Breeding livestock	199,030	189,487	397,929	302,081	139,002	139,964
Machinery and equipment	419,050	409,557	699,672	661,438	515,185	507,693
Titled vehicles	85,356	81,964	136,242	126,690	74,864	75,656
Other intermediate assets	19,847	20,640	26,354	25,282	21,701	23,330
<b>Total intermediate farm assets</b>	<b>723,282</b>	<b>701,648</b>	<b>1,260,197</b>	<b>1,115,491</b>	<b>750,751</b>	<b>746,643</b>
<b>Long Term Farm Assets</b>						
Farmland	841,942	889,849	1,172,672	1,296,724	988,984	988,984
Buildings and improvements	167,854	185,123	290,577	304,939	242,554	258,845
Other long-term assets	16,995	17,509	30,393	31,347	25,766	27,041
<b>Total long-term farm assets</b>	<b>1,026,791</b>	<b>1,092,480</b>	<b>1,493,641</b>	<b>1,633,010</b>	<b>1,257,304</b>	<b>1,274,869</b>
<b>Total Farm Assets</b>	<b>2,591,807</b>	<b>2,562,644</b>	<b>4,074,544</b>	<b>3,825,204</b>	<b>3,034,356</b>	<b>3,061,609</b>
<b>Total Nonfarm Assets</b>	<b>149,011</b>	<b>167,305</b>	<b>76,988</b>	<b>114,210</b>	<b>279,670</b>	<b>269,553</b>
<b>Total Assets</b>	<b>2,740,818</b>	<b>2,729,949</b>	<b>4,151,532</b>	<b>3,939,414</b>	<b>3,314,026</b>	<b>3,351,162</b>
<b>Liabilities</b>						
<b>Current Farm Liabilities</b>						
Accrued interest	17,338	17,137	41,837	44,504	17,423	13,449
Accounts payable	22,925	27,809	48,756	61,717	20,181	19,976
Current notes	431,015	397,553	946,814	852,740	455,582	416,800
Government crop loans	0	0	0	0	0	0
Principal due on term debt	69,441	69,272	121,309	111,437	101,522	93,159
<b>Total current farm liabilities</b>	<b>540,719</b>	<b>511,771</b>	<b>1,158,716</b>	<b>1,070,398</b>	<b>594,708</b>	<b>543,384</b>
<b>Total intermediate farm liabs</b>	<b>166,910</b>	<b>147,516</b>	<b>328,617</b>	<b>223,124</b>	<b>127,496</b>	<b>88,140</b>
<b>Total long term farm liabilities</b>	<b>338,881</b>	<b>416,787</b>	<b>698,476</b>	<b>987,113</b>	<b>342,483</b>	<b>339,040</b>
<b>Total farm liabilities</b>	<b>1,046,509</b>	<b>1,076,074</b>	<b>2,185,809</b>	<b>2,280,636</b>	<b>1,064,688</b>	<b>970,564</b>
<b>Total nonfarm liabilities</b>	<b>43,572</b>	<b>45,243</b>	<b>15,272</b>	<b>33,038</b>	<b>34,241</b>	<b>29,588</b>
<b>Total liabilities</b>	<b>1,090,081</b>	<b>1,121,317</b>	<b>2,201,081</b>	<b>2,313,674</b>	<b>1,098,929</b>	<b>1,000,152</b>
<b>Net worth (farm and nonfarm)</b>	<b>1,650,737</b>	<b>1,608,632</b>	<b>1,950,451</b>	<b>1,625,740</b>	<b>2,215,098</b>	<b>2,351,010</b>
<b>Net worth change</b>		<b>-42,105</b>		<b>-324,710</b>		<b>135,913</b>
<b>Percent net worth change</b>		<b>-3 %</b>		<b>-17 %</b>		<b>6 %</b>
<b>Ratio Analysis</b>						
Current farm liabilities / assets	64 %	67 %	88 %	99 %	58 %	52 %
Intermediate farm liab. / assets	23 %	21 %	26 %	20 %	17 %	12 %
Long term farm liab. / assets	33 %	38 %	47 %	60 %	27 %	27 %
Total debt to asset ratio	40 %	41 %	53 %	59 %	33 %	30 %

*Statement Of Cash Flows*  
*South Dakota Center for Farm/Ranch Management*  
*2016 Annual Report Version 2*  
*(Farms Sorted By Net Farm Income)*

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
Beginning cash (farm & nonfarm)	37,906	21,202	74,136
<b>Cash Provided By Operating Activities</b>			
Gross cash farm income	1,046,676	1,690,867	1,259,293
Total cash farm expense	-899,242	-1,489,757	-1,035,629
Net cash from hedging transactions	-1,165	-34,289	12,198
Cash provided by operating	146,269	166,820	235,861
<b>Cash Provided By Investing Activities</b>			
Sale of breeding livestock	14,691	73,974	-
Sale of machinery & equipment	5,596	10,785	8,106
Sale of titled vehicles	2,491	3,758	1,665
Sale of farm land	16,082	62,609	-
Sale of farm buildings	692	3,583	-
Sale of other farm assets	510	1,094	-
Sale of nonfarm assets	3,296	2,189	6,304
Purchase of breeding livestock	-29,205	-50,636	-17,534
Purchase of machinery & equip.	-39,693	-46,207	-54,094
Purchase of titled vehicles	-11,175	-12,982	-14,000
Purchase of farm land	-58,096	-156,313	-
Purchase of farm buildings	-24,689	-27,133	-26,670
Purchase of other farm assets	-1,285	-738	-766
Purchase of nonfarm assets	-17,871	-36,089	-10,106
Cash provided by investing	-138,656	-172,106	-107,094
<b>Cash Provided By Financing Activities</b>			
Money borrowed	569,575	1,334,569	264,639
Principal payments	-543,114	-1,237,758	-359,335
Personal income	30,845	14,148	23,922
Family living/owner withdrawals	-64,735	-75,009	-71,735
Income and social security tax	-5,123	-3,971	-9,920
Capital contributions	2,349	2,614	572
Capital distributions	-4,320	-	-
Dividends paid	-	-	-
Cash gifts and inheritances	2,605	1,375	766
Gifts given	-111	-2	-
Other cash flows	-	-	-
Cash provided by financing	-12,029	35,964	-151,089
Net change in cash balance	-4,416	30,679	-22,322
Ending cash (farm & nonfarm)	33,354	51,784	51,801
Discrepancy	136	98	13

**Crop Production and Marketing Summary**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Acreage Summary</b>			
Total acres owned	563	609	628
Total crop acres	860	918	1,471
Crop acres owned	205	169	288
Crop acres cash rented	553	568	1,074
Crop acres share rented	103	180	109
Total pasture acres	410	385	241
Percent crop acres owned	24 %	18 %	20 %
Mach invest/crop acre cost	403	529	327
Mach invest/crop acre market	438	572	353
<b>Average Price Received (Cash Sales Only)</b>			
Soybeans per bushel	8.76	8.76	8.81
Corn per bushel	3.20	3.17	3.24
Wheat, Winter per bushel	3.64	-	3.53
Oats per bushel	2.46	-	-
Wheat, Spring per bushel	4.67	-	-
Hay, Alfalfa per ton	64.72	-	-
Straw per ton	45.00	-	-
Hay, Grass per ton	77.81	-	-
Hay, Mixed per ton	88.36	-	-
<b>Average Yield Per Acre</b>			
Corn (bushel)	146.85	130.09	151.72
Soybeans (bushel)	52.05	52.28	50.51
Pasture (aum)	1.60	1.60	1.56
Wheat, Winter (bushel)	83.97	91.36	81.42
Hay, Alfalfa (ton)	2.78	4.35	2.64
Pasture, Range (aum)	0.369	-	-
Hay, Grass (ton)	1.91	0.867	1.82
Hay, Small Grain (ton)	2.62	-	-
Corn Silage (ton)	11.67	10.08	-
Hay, Mixed (ton)	1.06	-	-
Wheat, Spring (bushel)	70.82	-	-
Oatlage (ton)	7.70	-	-
Oats (bushel)	98.81	-	-
Corn snaplage (ton)	12.66	12.99	-
Sunflowers, Confectionary (cwt)	26.32	-	26.32
Hay, Native Grass (ton)	1.60	-	-
Cover crop forage (aum)	1.82	-	-

**Household and Personal Expenses**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	49	9	6
Average family size	3.4	3.4	3.3
<b>Family Living Expenses</b>			
Food and meals expense	8,891	8,490	11,824
Medical care	5,019	5,325	7,172
Health insurance	7,283	8,981	11,785
Cash donations	1,514	762	2,918
Household supplies	4,646	6,919	9,016
Clothing	1,685	1,489	2,243
Personal care	2,023	1,344	3,915
Child / Dependent care	729	1,119	938
Alimony and child support	318	1,733	-
Gifts	1,575	2,216	2,816
Education	1,216	1,743	698
Recreation	4,696	9,055	4,157
Utilities (household share)	2,111	1,536	1,071
Personal vehicle operating exp	1,782	1,131	1,962
Household real estate taxes	167	-	740
Dwelling rent	357	113	-
Household repairs	2,385	2,237	577
Personal interest	1,493	68	495
Disability / Long term care ins	331	-	120
Life insurance payments	3,144	5,907	3,121
Personal property insurance	371	-	-
Miscellaneous	4,708	6,942	3,427
Total cash family living expense	56,445	67,111	68,992
Family living from the farm	112	-	150
Total family living	56,557	67,111	69,142
<b>Other Nonfarm Expenditures</b>			
Income taxes	5,893	602	25,173
Furnishing & appliance purchases	102	-	833
Nonfarm vehicle purchases	2,528	2,600	-
Nonfarm real estate purchases	12,413	56,881	-
Other nonfarm capital purchases	1,672	-	1,833
Nonfarm savings & investments	8,147	28,182	8,501
Total other nonfarm expenditures	30,755	88,266	36,341
Total cash family living investment & nonfarm capital purch	87,199	155,377	105,333

**Operator and Labor Information**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Operator Information</b>			
Average number of operators	1.3	1.4	1.1
Average age of operators	43.3	43.7	45.3
Average number of years farming	19.8	21.5	21.9
<b>Results Per Operator</b>			
Working capital	205,051	4,394	441,523
Total assets (market)	2,560,616	3,012,555	3,567,663
Total liabilities	895,548	1,612,560	889,024
Net worth (market)	1,665,068	1,399,995	2,678,639
Net worth excl deferred liabs	1,665,068	1,399,995	2,678,639
Gross farm income	761,128	924,601	1,139,626
Total farm expense	769,108	1,130,489	971,695
Net farm income from operations	-7,980	-205,888	167,930
Net nonfarm income	24,634	9,860	21,264
Family living & tax withdrawals	55,888	55,054	72,593
Total acres owned	449.6	424.7	557.9
Total crop acres	687.0	639.5	1,307.7
Crop acres owned	163.4	117.9	256.3
Crop acres cash rented	441.6	395.9	954.7
Crop acres share rented	81.9	125.7	96.7
Total pasture acres	327.4	268.2	214.1
<b>Labor Analysis</b>			
Number of farms	119	23	24
Total unpaid labor hours	2,399	2,843	2,811
Total hired labor hours	1,210	1,442	1,056
Total labor hours per farm	3,608	4,285	3,867
Unpaid hours per operator	1,916	1,982	2,498
Value of farm production / hour	171.52	164.77	262.27
Net farm income / unpaid hour	-4.17	-103.89	67.22
Average hourly hired labor wage	29.20	35.61	22.92
<b>Partnerships &amp; LLCs</b>			
Number of farms	12	4	2
Number of operators	1.7	-	-
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-
<b>Corporations</b>			
Number of farms	7	3	1
Number of operators	2.4	-	-

**Nonfarm Summary**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Nonfarm Income</b>			
Personal wages & salary	16,341	7,372	15,335
Net nonfarm business income	1,554	1,375	1,058
Personal rental income	177	-	-
Personal interest income	94	1	312
Personal cash dividends	95	-	-
Tax refunds	1,186	988	694
Other nonfarm income	11,399	4,412	6,523
Total nonfarm income	30,845	14,148	23,922
Gifts and inheritances	2,605	1,375	766
<b>Nonfarm Assets (market)</b>			
Checking & savings	7,974	919	9,475
Stocks & bonds	4,569	321	10,503
Other current assets	4,036	12,819	6,568
Furniture & appliances	3,766	2,522	6,169
Nonfarm vehicles	13,669	7,315	16,386
Cash value of life ins.	22,383	7,713	28,780
Retirement accounts	42,597	13,163	97,710
Other intermediate assets	240	-	38
Nonfarm real estate	73,405	67,631	81,464
Personal bus. investment	3,942	2,265	9,071
Other long term assets	6,268	-	28,209
Total nonfarm assets	182,850	114,667	294,373
<b>Nonfarm Liabilities</b>			
Accrued interest	400	71	369
Accounts payable	369	913	183
Current notes	925	671	311
Princ due on term debt	3,014	1,219	4,956
Total current liabilities	4,708	2,873	5,818
Intermediate liabilities	5,429	1,309	2,523
Long term liabilities	35,106	28,856	21,247
Total nonfarm liabilities	45,243	33,038	29,588
Nonfarm net worth	137,607	81,629	264,785
Nonfarm debt to asset ratio	25 %	29 %	10 %

**Farm Income Statement**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Cash Farm Income</b>			
Alfalfa Seed	163	117	-
Barley	5,280	-	26,179
Corn	135,924	159,676	234,905
Corn Silage	3,130	1,186	1,347
Corn, Ear	200	-	950
Hay, Alfalfa	2,683	2,866	2,869
Hay, Grass	1,405	348	1,913
Hay, Mixed	3,216	3,921	20
Hay, Small Grain	146	-	161
Oats	1,688	2,722	2,642
Peas, Field	264	-	-
Rice	4,272	-	21,181
Rye	59	-	292
Sorghum, Grain	474	-	-
Soybeans	183,503	240,817	287,069
Stover	230	332	753
Straw	641	1,332	818
Sunflowers, Confectionary	6,129	-	30,389
Wheat, Hard Red Spring	1,316	6,808	-
Wheat, Spring	5,784	6,113	9,039
Wheat, Winter	11,313	6,091	21,031
Soybeans, Organic	1,198	-	-
Corn, Organic	447	-	-
Oats, Organic	362	-	-
DDGS, wet	2,077	-	-
Miscellaneous crop income	17	47	-
Beef Bulls	3,252	3,347	2,201
Beef Cow-Calf, Beef Calves	37,487	99,523	7,675
Beef Replacement Heifers	11,161	37,979	-
Beef Backgrounding	71,639	128,839	48,534
Beef Finishing	236,002	664,264	239,424
Beef Finish Yearlings	75,725	-	-
Dairy, Milk	1,450	-	-
Dairy Finishing	6,157	-	22,790
Hogs, Farrow To Finish, Raised Hog	506	-	-
Hogs, Feeder Pig Prod, Feeder Pigs	1,318	-	-
Hogs, Finish Feeder Pigs	8,264	-	262
Sheep, Feeder Lamb Prod, Fdr Lambs	5,732	-	-
Sheep, Lamb Finishing	119	-	420
Sheep, Market Lamb Prod, Mkt Lambs	1,124	1,076	-
Sheep, Market Lamb Prod, Wool	279	120	8
Beef Finish Cull Cows	4,137	2,358	2,521
Hogs, Weaning to Finish	30,266	51,161	64,557
Dairy Feeder	1,852	-	-
Cull breeding livestock	21,959	43,164	17,681
Misc. livestock income	192	582	89
LDP payments	230	151	-
Crop government payments	15,806	12,163	44,081
CRP payments	1,453	260	2,912
Other government payments	16,759	14,008	26,479
Custom work income	31,444	53,448	32,397
Patronage dividends, cash	4,552	7,054	6,764
Crop insurance income	25,130	28,884	55,678
Property insurance income	934	1,439	1,591
Sale of resale items	13,894	3,927	8,290
Livestock insurance inc	881	1,734	106
Contract livestock income	24,368	49,102	15,654
Other farm income	20,684	53,908	17,622
<b>Gross Cash Farm Income</b>	<b>1,046,676</b>	<b>1,690,867</b>	<b>1,259,293</b>

*Farm Income Statement (continued)*  
*South Dakota Center for Farm/Ranch Management*  
*2016 Annual Report Version 2*  
*(Farms Sorted By Net Farm Income)*

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Cash Farm Expense</b>			
Seed	65,689	88,616	101,199
Fertilizer	72,113	103,760	124,213
Crop chemicals	40,939	50,147	70,983
Non-chemical crop protect	102	-	-
Crop insurance	15,911	17,741	32,388
Drying expense	581	109	1,484
Irrigation energy	376	290	635
Packaging and supplies	478	-	-
Crop custom hire	5,444	4,883	17,414
Crop hauling and trucking	568	227	364
Crop marketing	522	639	298
Crop miscellaneous	2,098	1,131	2,015
Consultants	1,838	2,160	2,864
Feeder livestock purchase	227,776	429,276	171,329
Purchased feed	104,511	190,808	96,663
Breeding fees	1,174	1,620	175
Veterinary	14,306	21,855	8,581
Livestock supplies	2,368	2,411	2,431
Contract production exp.	5,341	17,753	-
Livestock insurance	348	932	-
Livestock custom hire	2,190	4,830	3,450
Livestock leases	153	183	-
Grazing fees	147	678	-
Livestock hauling and trucking	3,842	6,799	3,584
Livestock marketing	879	1,751	-
Bedding	498	21	-
Interest	41,484	89,673	41,628
Supplies	689	1,196	905
Fuel & oil	23,410	34,294	29,225
Repairs	30,418	41,242	37,734
Repair, machinery	17,359	29,525	22,417
Repair, livestock equip	783	1,600	787
Custom hire	14,216	22,904	11,036
Repair, buildings	3,618	5,597	3,431
Repair, irrigation equip	345	1,135	130
Hired labor	28,767	49,848	21,332
Land rent	109,530	168,291	174,604
Machinery leases	8,518	12,873	4,811
Building leases	497	1,533	776
Real estate taxes	8,229	12,527	9,496
Farm insurance	11,126	17,773	11,286
Utilities	10,837	17,351	11,037
Dues & professional fees	4,503	7,323	3,679
Purchase of resale items	1,829	427	-
Miscellaneous	12,894	26,027	11,246
Total cash expense	899,242	1,489,757	1,035,629
Net cash farm income	147,434	201,110	223,664

*Farm Income Statement (continued)*  
*South Dakota Center for Farm/Ranch Management*  
*2016 Annual Report Version 2*  
*(Farms Sorted By Net Farm Income)*

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
<b>Inventory Changes</b>			
Prepays and supplies	1,861	-16,124	12,756
Accounts receivable	-5,627	3,597	-22,381
Hedging accounts	-2,735	-44,475	15,879
Other current assets	755	-520	-249
Crops and feed	-4,642	-81,446	84,591
Market livestock	-57,200	-169,716	-40,827
Breeding livestock	-24,048	-72,463	-16,572
Other assets	532	238	2,138
Accounts payable	-4,884	-12,961	205
Accrued interest	201	-2,667	3,975
Total inventory change	-95,787	-396,537	39,514
Net operating profit	51,647	-195,428	263,178
<b>Depreciation</b>			
Machinery and equipment	-43,019	-72,580	-52,396
Titled vehicles	-11,892	-18,208	-11,481
Buildings and improvements	-6,728	-9,188	-10,379
Total depreciation	-61,639	-99,977	-74,256
Net farm income from operations	-9,992	-295,404	188,922
Gain or loss on capital sales	5,102	28,658	-1,146
Net farm income	-4,889	-266,746	187,776

**Inventory Changes**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Farm Income)**

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
Net cash farm income	147,434	201,110	223,664
<b>Crops and Feed</b>			
Ending inventory	321,981	360,610	550,571
Beginning inventory	326,624	442,056	465,980
Inventory change	-4,642	-81,446	84,591
<b>Market Livestock</b>			
Ending inventory	284,773	506,696	206,756
Beginning inventory	341,973	676,412	247,583
Inventory change	-57,200	-169,716	-40,827
<b>Accts Receivable</b>			
Ending inventory	53,460	95,774	98,285
Beginning inventory	59,087	92,177	120,666
Inventory change	-5,627	3,597	-22,381
<b>Prepaid Expenses and Supplies</b>			
Ending inventory	66,234	48,076	109,802
Beginning inventory	64,372	64,200	97,046
Inventory change	1,861	-16,124	12,756
<b>Hedging Activities</b>			
Ending inventory	5,234	6,977	10,074
Withdrawals	31,572	121,070	19,104
Beginning inventory	6,804	17,162	6,393
Deposits	32,737	155,359	6,906
Gain or loss	-2,735	-44,475	15,879
<b>Other Current Assets</b>			
Ending inventory	11,454	7,706	22,284
Beginning inventory	10,700	8,226	22,533
Inventory change	755	-520	-249
<b>Breeding Livestock</b>			
Ending inventory	189,487	302,081	139,964
Capital sales	14,700	74,021	-
Beginning inventory	199,030	397,929	139,002
Capital purchases	29,205	50,636	17,534
Depreciation, capital adjust	-24,048	-72,463	-16,572
<b>Other Capital Assets</b>			
Ending inventory	38,150	56,629	50,371
Capital sales	510	1,094	-
Beginning inventory	36,842	56,747	47,467
Capital purchases	1,285	738	766
Depreciation, capital adjust	532	238	2,138
<b>Accounts Payable</b>			
Beginning inventory	22,925	48,756	20,181
Ending inventory	27,809	61,717	19,976
Inventory change	-4,884	-12,961	205
<b>Accrued Interest</b>			
Beginning inventory	17,338	41,837	17,423
Ending inventory	17,137	44,504	13,449
Inventory change	201	-2,667	3,975
Total inventory change	-95,787	-396,537	39,514
Net operating profit	51,647	-195,428	263,178

*Depreciation*  
*South Dakota Center for Farm/Ranch Management*  
*2016 Annual Report Version 2*  
*(Farms Sorted By Net Farm Income)*

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	119	23	24
Net operating profit	51,647	-195,428	263,178
<b>Machinery and Equipment</b>			
Ending inventory	409,557	661,438	507,693
Capital sales	6,167	11,860	9,189
Beginning inventory	419,050	699,672	515,185
Capital purchases	39,693	46,207	54,094
Depreciation, capital adjust.	-43,019	-72,580	-52,396
<b>Titled Vehicles</b>			
Ending inventory	81,964	126,690	75,656
Capital sales	2,675	4,326	1,728
Beginning inventory	85,356	136,242	74,864
Capital purchases	11,175	12,982	14,000
Depreciation, capital adjust.	-11,892	-18,208	-11,481
<b>Buildings and Improvements</b>			
Ending inventory	185,123	304,939	258,845
Capital sales	692	3,583	-
Beginning inventory	167,854	290,577	242,554
Capital purchases	24,689	27,133	26,670
Depreciation, capital adjust.	-6,728	-9,188	-10,379
Total depreciation, capital adj.	-61,639	-99,977	-74,256
Net farm income from operations	-9,992	-295,404	188,922
Gain or loss on capital sales	5,102	28,658	-1,146
Net farm income	-4,889	-266,746	187,776

**Crop Enterprise Analysis**  
**South Dakota Center for Farm/Ranch Management**  
**2016 Annual Report Version 2**  
**(Farms Sorted By Net Return)**

**Corn on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	32	6	7
Acres	174.61	238.08	118.67
Yield per acre (bu.)	147.68	137.46	180.44
Operators share of yield %	100.00	100.00	100.00
Value per bu.	2.98	2.95	3.04
Other product return per acre	21.72	12.67	9.99
Total product return per acre	461.42	417.94	558.90
Crop insurance per acre	12.44	-	6.36
Other crop income per acre	3.11	-	5.90
Gross return per acre	476.98	417.94	571.16
<b>Direct Expenses</b>			
Seed	86.62	83.45	90.20
Fertilizer	103.96	105.17	68.70
Crop chemicals	34.63	47.55	26.19
Crop insurance	21.41	13.00	19.66
Drying expense	0.57	-	-
Fuel & oil	13.52	15.24	18.80
Repairs	21.95	42.07	22.97
Repair, machinery	9.56	2.97	16.55
Custom hire	15.43	5.16	15.46
Repair, buildings	2.09	0.91	0.70
Marketing	0.97	-	-
Operating interest	6.74	2.08	19.47
Miscellaneous	3.46	7.40	-
Total direct expenses per acre	320.91	325.00	298.69
Return over direct exp per acre	156.06	92.94	272.47
<b>Overhead Expenses</b>			
Supplies	0.67	-	3.33
Custom hire	8.43	0.31	-
Hired labor	16.43	41.45	4.91
Machinery leases	0.37	0.42	0.81
RE & pers. property taxes	14.74	15.98	16.60
Farm insurance	7.88	10.36	7.83
Utilities	6.85	8.75	7.11
Dues & professional fees	2.75	4.89	4.17
Interest	22.15	40.28	26.91
Mach & bldg depreciation	52.90	81.28	30.45
Miscellaneous	4.99	6.64	4.49
Total overhead expenses per acre	138.17	210.36	106.61
Total dir & ovhd expenses per acre	459.08	535.35	405.30
Net return per acre	17.89	-117.41	165.86
Government payments	20.29	3.30	14.74
Net return with govt pmts	38.19	-114.11	180.60
Labor & management charge	39.38	36.49	40.69
Net return over lbr & mgt	-1.19	-150.60	139.91
<b>Cost of Production</b>			
Total direct expense per bu.	2.17	2.36	1.66
Total dir & ovhd exp per bu.	3.11	3.89	2.25
Less govt & other income	2.72	3.78	2.04
With labor & management	2.99	4.04	2.27
Net value per unit	2.98	2.95	3.04
Machinery cost per acre	118.09	133.09	108.46
Est. labor hours per acre	2.01	1.97	2.24

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**Corn on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	50	10	10
Acres	335.32	292.41	386.38
Yield per acre (bu.)	144.67	118.59	179.41
Operator's share of yield %	100.00	100.00	100.00
Value per bu.	3.08	3.00	3.14
Other product return per acre	15.41	10.76	20.04
Total product return per acre	460.90	366.08	582.94
Crop insurance per acre	20.08	15.65	30.14
Other crop income per acre	1.34	-	5.79
Gross return per acre	482.32	381.73	618.88
<b>Direct Expenses</b>			
Seed	84.17	83.98	99.16
Fertilizer	93.73	91.30	96.26
Crop chemicals	30.79	33.32	24.25
Crop insurance	25.56	22.82	21.18
Drying expense	1.04	-	3.16
Fuel & oil	14.14	16.22	13.76
Repairs	18.98	13.28	23.79
Repair, machinery	9.11	15.91	8.16
Custom hire	8.70	2.41	6.64
Repair, buildings	1.51	2.20	1.49
Land rent	129.58	136.58	123.63
Machinery leases	1.57	-	-
Marketing	0.54	-	-
Operating interest	6.95	5.47	9.64
Miscellaneous	2.27	1.21	2.18
Total direct expenses per acre	428.64	424.71	433.29
Return over direct exp per acre	53.67	-42.99	185.58
<b>Overhead Expenses</b>			
Custom hire	2.16	3.52	0.93
Hired labor	12.75	25.21	10.69
Machinery leases	10.59	1.16	42.25
Building leases	0.38	1.81	-
Farm insurance	6.83	7.06	8.19
Utilities	5.26	5.45	4.21
Dues & professional fees	1.98	1.90	2.12
Interest	2.14	1.24	2.02
Mach & bldg depreciation	37.16	52.86	25.23
Miscellaneous	7.08	14.68	6.55
Total overhead expenses per acre	86.34	114.90	102.18
Total dir & ovhd expenses per acre	514.98	539.61	535.48
Net return per acre	-32.66	-157.88	83.40
Government payments	26.05	19.48	26.78
Net return with govt pmts	-6.62	-138.41	110.18
Labor & management charge	41.67	34.19	72.04
Net return over lbr & mgt	-48.29	-172.60	38.14
<b>Cost of Production</b>			
Total direct expense per bu.	2.96	3.58	2.42
Total dir & ovhd exp per bu.	3.56	4.55	2.98
Less govt & other income	3.13	4.16	2.52
With labor & management	3.41	4.45	2.92
Net value per unit	3.08	3.00	3.14
Machinery cost per acre	100.27	102.36	119.31
Est. labor hours per acre	2.19	2.44	2.68

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**Corn on Share Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>High 20%</u>
Number of farms	23	5
Acres	179.09	186.65
Yield per acre (bu.)	156.52	171.86
Operators share of yield %	59.93	58.52
Value per bu.	3.09	3.13
Other product return per acre	17.30	4.91
Total product return per acre	307.54	320.04
Crop insurance per acre	6.52	1.81
Other crop income per acre	0.95	1.16
Gross return per acre	315.01	323.01
<b>Direct Expenses</b>		
Seed	69.73	67.29
Fertilizer	66.78	74.58
Crop chemicals	28.10	27.49
Crop insurance	14.79	16.05
Drying expense	0.56	1.73
Storage	0.58	1.44
Fuel & oil	15.73	9.79
Repairs	14.09	16.63
Repair, machinery	18.59	4.12
Custom hire	5.08	12.49
Repair, buildings	2.26	0.27
Marketing	0.15	-
Operating interest	7.21	3.93
Miscellaneous	0.62	1.94
Total direct expenses per acre	244.28	237.74
Return over direct exp per acre	70.73	85.27
<b>Overhead Expenses</b>		
Custom hire	2.53	0.04
Hired labor	14.52	0.89
Machinery leases	0.66	0.14
Farm insurance	8.91	11.04
Utilities	4.55	3.43
Dues & professional fees	2.47	3.36
Interest	3.16	1.00
Mach & bldg depreciation	44.31	25.42
Miscellaneous	13.61	3.47
Total overhead expenses per acre	94.73	48.79
Total dir & ovhd expenses per acre	339.01	286.53
Net return per acre	-24.00	36.48
Government payments	15.44	22.28
Net return with govt pmts	-8.56	58.76
Labor & management charge	35.40	38.90
Net return over lbr & mgt	-43.96	19.86
<b>Cost of Production</b>		
Total direct expense per bu.	2.60	2.36
Total dir & ovhd exp per bu.	3.61	2.85
Less govt & other income	3.19	2.55
With labor & management	3.56	2.94
Net value per unit	3.09	3.13
Machinery cost per acre	99.79	65.76
Est. labor hours per acre	2.44	2.16

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**Corn Silage on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>
Number of farms	10
Acres	108.91
Yield per acre (ton)	10.33
Operators share of yield %	100.00
Value per ton	35.17
Other product return per acre	1.99
Total product return per acre	365.32
Crop insurance per acre	145.69
Gross return per acre	511.01
<b>Direct Expenses</b>	
Seed	85.28
Fertilizer	81.93
Crop chemicals	25.50
Crop insurance	33.41
Fuel & oil	23.21
Repairs	11.63
Repair, machinery	22.21
Custom hire	12.21
Repair, buildings	2.58
Operating interest	10.79
Miscellaneous	0.13
Total direct expenses per acre	308.90
Return over direct exp per acre	202.12
<b>Overhead Expenses</b>	
Supplies	0.34
Custom hire	1.32
Hired labor	4.40
Machinery leases	4.54
Building leases	4.96
RE & pers. property taxes	18.40
Farm insurance	10.25
Utilities	3.96
Dues & professional fees	2.88
Interest	25.44
Mach & bldg depreciation	52.69
Miscellaneous	4.67
Total overhead expenses per acre	133.86
Total dir & ovhd expenses per acre	442.76
Net return per acre	68.26
Government payments	21.15
Net return with govt pmts	89.41
Labor & management charge	53.96
Net return over lbr & mgt	35.45
<b>Cost of Production</b>	
Total direct expense per ton	29.90
Total dir & ovhd exp per ton	42.85
Less govt & other income	26.51
With labor & management	31.74
Net value per unit	35.17
Machinery cost per acre	127.71
Est. labor hours per acre	2.44

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**Soybeans on Owned Land**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	34	6	7
Acres	198.47	131.71	98.29
Yield per acre (bu.)	52.20	45.48	59.97
Operators share of yield %	100.00	100.00	100.00
Value per bu.	9.03	9.08	9.02
Other product return per acre	0.08	-	0.78
Total product return per acre	471.23	412.85	541.94
Crop insurance per acre	0.88	-	0.27
Gross return per acre	472.12	412.85	542.21
<b>Direct Expenses</b>			
Seed	61.49	65.62	63.88
Fertilizer	19.07	38.42	33.96
Crop chemicals	39.85	51.48	36.16
Crop insurance	16.30	14.17	15.22
Storage	0.06	-	0.59
Fuel & oil	11.39	10.42	11.78
Repairs	15.97	10.26	15.71
Repair, machinery	9.84	14.88	9.74
Custom hire	13.75	23.38	6.82
Repair, buildings	1.76	1.88	0.88
Machinery leases	0.62	-	6.10
Marketing	0.55	-	-
Operating interest	6.39	18.04	6.99
Miscellaneous	2.08	1.34	1.12
Total direct expenses per acre	199.13	249.89	208.94
Return over direct exp per acre	272.99	162.96	333.27
<b>Overhead Expenses</b>			
Supplies	0.47	-	0.98
Custom hire	7.40	7.22	-
Hired labor	12.68	6.69	0.29
Machinery leases	0.52	-	0.06
RE & pers. property taxes	14.18	20.66	18.09
Farm insurance	7.23	4.62	8.10
Utilities	5.72	5.51	5.36
Dues & professional fees	2.20	0.90	1.94
Interest	21.36	15.47	19.58
Mach & bldg depreciation	45.50	41.63	20.90
Miscellaneous	4.74	7.45	2.85
Total overhead expenses per acre	122.00	110.15	78.16
Total dir & ovhd expenses per acre	321.13	360.04	287.10
Net return per acre	150.99	52.81	255.11
Government payments	20.61	9.70	32.58
Net return with govt pmts	171.60	62.51	287.69
Labor & management charge	35.05	34.46	44.18
Net return over lbr & mgt	136.55	28.05	243.51
<b>Cost of Production</b>			
Total direct expense per bu.	3.81	5.49	3.48
Total dir & ovhd exp per bu.	6.15	7.92	4.79
Less govt & other income	5.74	7.70	4.23
With labor & management	6.41	8.46	4.96
Net value per unit	9.03	9.08	9.02
Machinery cost per acre	101.41	108.13	69.56
Est. labor hours per acre	1.74	1.63	1.92

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**Soybeans on Cash Rent**

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 20%</u>	<u>High 20%</u>
Number of farms	47	9	10
Acres	379.59	312.32	324.34
Yield per acre (bu.)	50.74	47.84	51.84
Operators share of yield %	100.00	100.00	100.00
Value per bu.	8.98	8.95	9.00
Other product return per acre	0.66	-	1.50
Total product return per acre	456.20	427.96	468.15
Crop insurance per acre	10.04	2.19	8.93
Gross return per acre	466.25	430.15	477.08
<b>Direct Expenses</b>			
Seed	57.74	61.58	52.12
Fertilizer	16.84	26.61	10.75
Crop chemicals	39.13	48.74	46.12
Crop insurance	13.30	15.87	8.94
Fuel & oil	11.05	14.78	6.35
Repairs	15.27	21.11	6.95
Repair, machinery	7.44	10.41	5.86
Custom hire	3.42	3.27	5.03
Repair, buildings	1.39	2.11	2.63
Land rent	125.51	114.99	112.58
Machinery leases	1.30	-	0.66
Marketing	0.52	-	-
Operating interest	5.71	4.90	7.13
Miscellaneous	2.36	3.81	2.09
Total direct expenses per acre	300.99	328.18	267.19
Return over direct exp per acre	165.26	101.98	209.89
<b>Overhead Expenses</b>			
Custom hire	0.57	0.69	1.49
Hired labor	11.27	22.91	4.26
Machinery leases	6.80	1.45	0.21
Building leases	0.37	1.72	0.25
Farm insurance	5.81	8.77	3.28
Utilities	4.43	6.00	3.95
Dues & professional fees	1.93	3.00	1.46
Interest	1.52	2.05	1.17
Mach & bldg depreciation	32.52	58.34	23.66
Miscellaneous	6.00	9.37	5.93
Total overhead expenses per acre	71.22	114.29	45.65
Total dir & ovhd expenses per acre	372.21	442.47	312.85
Net return per acre	94.03	-12.32	164.24
Government payments	23.85	8.76	15.42
Net return with govt pmts	117.89	-3.55	179.65
Labor & management charge	33.63	32.40	26.69
Net return over lbr & mgt	84.26	-35.95	152.96
<b>Cost of Production</b>			
Total direct expense per bu.	5.93	6.86	5.15
Total dir & ovhd exp per bu.	7.34	9.25	6.03
Less govt & other income	6.65	9.02	5.54
With labor & management	7.32	9.70	6.05
Net value per unit	8.98	8.95	9.00
Machinery cost per acre	76.20	104.83	49.17
Est. labor hours per acre	1.71	1.67	1.56

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**Soybeans on Share Rent**

	<u>Avg. Of</u> <u>All Farms</u>
Number of farms	18
Acres	231.23
Yield per acre (bu.)	53.87
Operators share of yield %	53.21
Value per bu.	8.99
Other product return per acre	0.04
Total product return per acre	257.77
Crop insurance per acre	1.46
Gross return per acre	259.22
<b>Direct Expenses</b>	
Seed	42.84
Fertilizer	14.98
Crop chemicals	28.53
Crop insurance	9.69
Fuel & oil	12.16
Repairs	9.32
Repair, machinery	15.75
Custom hire	2.87
Repair, buildings	2.10
Marketing	0.14
Operating interest	6.41
Miscellaneous	0.59
Total direct expenses per acre	145.37
Return over direct exp per acre	113.86
<b>Overhead Expenses</b>	
Custom hire	3.32
Hired labor	11.69
Machinery leases	0.59
Farm insurance	7.16
Utilities	4.22
Dues & professional fees	1.73
Interest	2.55
Mach & bldg depreciation	38.60
Miscellaneous	11.27
Total overhead expenses per acre	81.13
Total dir & ovhd expenses per acre	226.49
Net return per acre	32.73
Government payments	13.96
Net return with govt pmts	46.69
Labor & management charge	28.15
Net return over lbr & mgt	18.54
<b>Cost of Production</b>	
Total direct expense per bu.	5.07
Total dir & ovhd exp per bu.	7.90
Less govt & other income	7.36
With labor & management	8.34
Net value per unit	8.99
Machinery cost per acre	81.13
Est. labor hours per acre	1.73