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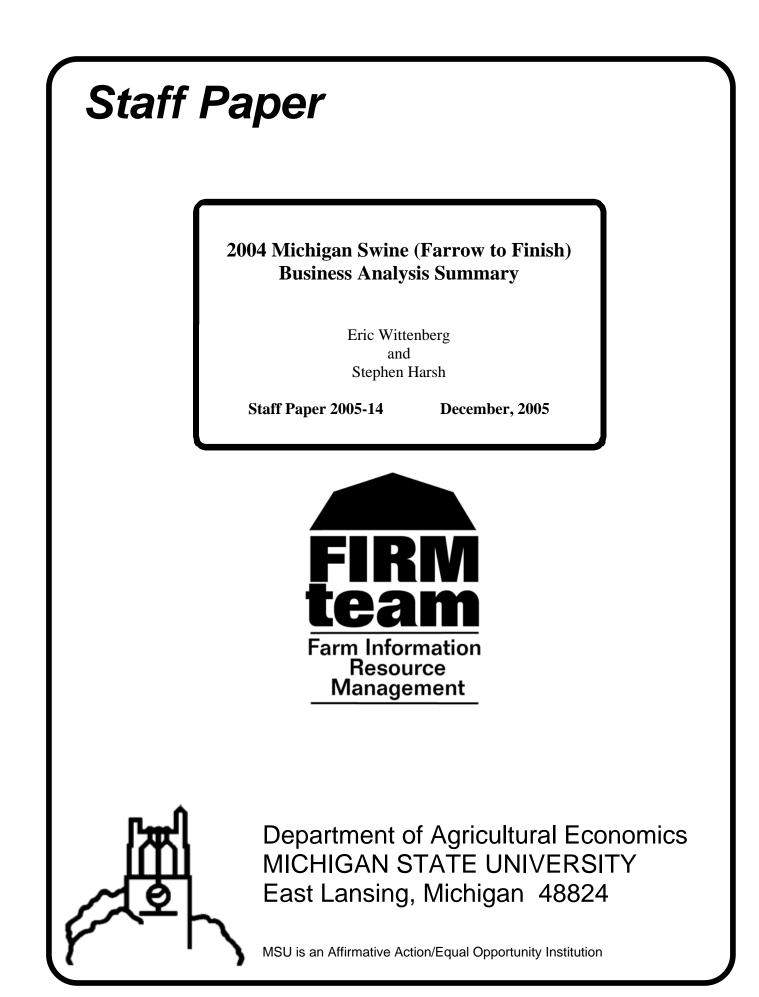
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2004 Michigan Swine (Farrow to Finish) Business Analysis Summary

2004 Michigan TelFarm and Farm Credit Services Data Staff Paper No. 05-14

by

Eric Wittenberg and Stephen Harsh

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Executive Summary

This report summarizes the financial and production records of 12 Michigan, farrow to finish, swine farms. To be included, the farms must have produced at least 50 percent of gross cash farm income from one or a combination of fat hogs, feeder pigs and cull breeding hogs sales. The records came from Michigan State University's TelFarm project and the Farm Credit Service system in Michigan. The values were pooled into averages for reporting purposes.

Farm records were included if a farm financial summary was completed on 2004 data including beginning and ending balance sheets, plus income and expenses. The data were checked to verify that cash discrepancy was less than 10% of gross cash inflow and that debt discrepancy was less than \$1,000. While considerable variation in the data exists, average values are reported in the summary tables below.

Summary of Results

The average size of a farrow to finish swine farm contained in this 2004 business analysis was 428 sows, 587 acres owned and 919 acres cropped, Table 1. Additional data on farm characteristics indicated that the average weight for a finished hog was 257 pound and the average price was \$51.93 per hundredweight.

Table 1. Average Michigan Swille (Farro	w to rinsh) rai i	II Characterist	105, 2002-2004
	2002	2003	2004
Average number of sows	1095	364	428
Total acres owned	491	769	587
Total crop acres	800	1036	919
Average weight of hogs sold (lbs.)	247	252	257
Average price/cwt.	\$36.47	\$44.82	\$51.93
Number of farms	7	9	12

Table 1. Average Michigan Swine (Farrow to Finish) Farm Characteristics, 2002-2004

Net farm income (NFI) is the amount remaining after all cash farm expenses and depreciation have been subtracted from net cash farm income and inventory changes have been recognized. The net farm income value is the return to operator unpaid management, labor and equity capital invested. Income statement data presented in Table 2 indicates that net farm income in 2004 averaged, \$197,737. This average somewhat obscures a very large range of net farm income values. The range was a negative \$15,796 to \$566,393 and the standard deviation was \$208,952.

Gross cash farm income averaged \$1,089,291 in 2004. The largest component of these revenues was finished feeder pigs sales which averaged \$397,339 and finished raised hogs sales which averaged \$333,719. The third and forth largest revenues were corn and soybeans, \$83,298 and \$67,918 respectfully. Government payments averaged \$46,717 per farm in 2004.

Average total cash expenses were \$892,506 in 2004 and average net cash farm income was \$196,785, an increase of 18 percent over 2003. Given better hog prices in 2004, inventory levels increased and averaged \$79,712 per farm. Prepaid expenses, supplies, crops, market livestock and feeds inventories increased while accounts payable decreased.

	2002	2003	2004
		(\$)	
Gross cash farm income	1,986,148	1,001,043	1,089,291
- Total cash expense	2,149,235	<u>833,911</u>	<u>892,506</u>
= Net cash farm income	-163,087	167,132	196,785
+ Inventory change	111,150	-35,853	79,912
+ Depreciation and capital adjustments	-71,696	<u>-113,880</u>	<u>-78,960</u>
= Net farm income	-123,632	17,399	197,737

Table 2. Average Swine Farm Income Statement, 2002-2004

Four key financial performance indicators are presented in Table 3. The rate of return on assets (ROA) is calculated as if the farm has no debt. ROA indicates the farm earnings, after subtracting out an allowance for unpaid operator labor and management, as a percentage of invested assets. ROA provides the key summary performance indicator for your farm. By multiplying the operating profit margin by the asset turnover rate, the ROA is determined. The ROA data presented in Table 3 indicates an improvement over 2003.

The rate of return on equity (ROE), expressed as a percentage of own equity capital, represents the farm earnings after interest payments. Ideally the ROE should be higher than the ROA indicating that profit is being made on borrowed money. ROE performance for 2004 was very high, averaged 52.4 percent. This farm summary indicates that these farms were very profitable in 2004.

Table 3 compares profitability for the years 2002 - 2004 with assets valued at cost. Profitability indicators calculated using assets valued at cost can be used to compare the same farm over time. The average 2004 swine farm ROA was 16.1 percent, which was a vast improvement over 2003 value and the negative return in 2002. Return on equity was even higher at 52.4 percent. Operating profit margin measures the dollars of profit generated per dollar of revenue. In 2004, the OPM was 25.3 percent. Asset turnover measures the efficiency with which farm assets generate revenue. In 2004, this ratio was 63.5 percent. All these profitability measures indicate that on the average, 2004 was a profitable year financially.

	2002	2003	2004
		(Percent)	
Rate of return on assets*	-3.2	0.7	16.1
Rate of return on equity	-14.8	-10.2	52.4
Operating profit margin	-7.0	1.4	25.3
Asset turnover rate*	45.6	49.8	63.5

Table 3. Average Swine Farm Profitability Indicators, 2002-2004

* Assets valued at <u>cost</u> value (rather than market value).

Table 4 compares profitability measures across the years 2002 - 2004 valued at market. The market value approach includes the impact of price appreciation (inflation) of the asset base overtime. Land is the main reason for price appreciation and reflects a form of income. Financial performance indicators like ROA can be looked upon in this comparison as the "opportunity cost of capital" of farming versus alternative investments. Market value for assets is more appropriate when comparing across different farms (while cost is more appropriate to compare the same farm across time).

The average return on assets (ROA) for 2004 was 10.1 percent, a positive change when compared to 2002 and 2003. Return on equity (ROE) for 2004 was 13.9 percent. Operating profit margin (OPM) measures the dollars of profit generated per dollar of revenue. In 2004 the OPM was 32.4 percent. In 2004 these swine farms are generating good profit per dollar of revenue.

Asset turnover ratio measures the efficiency with which farm assets generate revenue. In 2004, the asset turnover ratio was 31 percent. This was an increase of 23 percent on average, higher prices for production or lower total asset value will increase ATO. This is an increase of 23 percent, meaning that the farm assets generated more dollars per dollar invested in farm assets. The trend with respect to profitability in 2004 was better than 2003.

Table 4. Average Swine Farm Profitability Indicators, 2002-2004			
	2002	2003	2004
		(Percent)	
Rate of return on assets*	-0.1	2.8	10.1
Rate of return on equity	-3.6	1.7	13.9
Operating profit margin	-0.5	11.0	32.4
Asset turnover rate*	31.2	25.1	31.0

* Assets valued at **market** value (rather than cost value).

2004 Swine (Farrow to	Finish) Business Analysis	Summary
(Farms Sorted By R	ate of Return on Assets -	Mkt)
	Avg. Of All Farms	
Number of farms	12	
Acreage Summary Total acres owned Total crop acres Crop acres owned Crop acres cash rented Crop acres share rented Total pasture acres	587 919 509 410 -	
Average Price Received (Cash Sales Wheat, Winter per bushel Soybeans per bushel	Only) 2.91 7.56	

	o Finish) Business Analysis Summary Rate of Return on Assets - Mkt)
	Avg. Of
	All Farms
Number of farms	12
Cash Farm Income	
Beans, Navy	5,415
Corn	83,298
Corn, Seed	5,544
Hay, Mixed	125
Soybeans	67,918
Straw	607
Sugar Beets	12,640
Wheat, Winter	15,916
Hogs, Farrow-Fin, Raised Hogs	333,719
Hogs, Feeder Pigs, Feeder Pigs	22,333
Hogs, Finish Feeder Pigs	397,339
Sheep, Market Lambs, Mkt Lambs	
Sheep, Market Lambs, Wool	46
Hogs, Weaning to Finish	32,312
Cull breeding livestock	16,094
Misc. livestock income	62
Direct & CC govt payments	79
Other government payments	46,717
Custom work income	37,420
Patronage dividends, cash	133
Insurance income	553
Cash from hedging accts	2,315
Other farm income Gross Cash Farm Income	6,081 1,089,291

Farm Income Statement

Table 6

Farm Income Statement (Continued) 2004 Swine (Farrow to Finish) Business Analysis Summary (Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms
Number of farms	12
Cash Farm Expense	
Seed	39,734
Fertilizer	58,709
Crop chemicals	34,821
Crop insurance	1,890
Drying fuel	9,832
Crop miscellaneous	2,861
Feeder livestock purchase	123,472
Purchased feed	259,614
Breeding fees	2,050
Veterinary Supplies	7,947
Livestock utilities	2,672 451
Marketing	5,396
Livestock miscellaneous	6,720
Interest	37,835
Fuel & oil	16,679
Repairs	32,797
Custom hire	44,865
Hired labor	45,978
Land rent	45,680
Machinery & bldg leases	14,999
Real estate taxes	12,391
Farm insurance	19,214
Utilities	28,831
Dues & professional fees	3,626
Miscellaneous	33,443
Total cash expense	892,506
Net cash farm income	196,785
Inventory Changes	10 204
Crops and feed Market livestock	10,304
Accounts receivable	30,971 -24,909
Prepaid expenses and supplies	51,003
Accounts payable	12,543
Total inventory change	79,912
Net operating profit	276,697
Depreciation and Other Capital Adjust	ments
Breeding livestock	-992
Machinery and equipment	-53,045
Buildings and improvements	-24,922
Other farm capital	0
Total depr. and other capital adj	-78,960
Net farm income	197,737

	e ez neeazn en
	Avg. Of All Farms
Number of farms	12
Net cash farm income	196,785
Crops and Feed Ending inventory Beginning inventory Inventory change	213,224 202,920 10,304
Market Livestock Ending inventory Beginning inventory Inventory change	219,235 188,263 30,971
Accts Receivable & Other Current Ass Ending inventory Beginning inventory Inventory change	ets 51,651 76,560 -24,909
Prepaid Expenses and Supplies Ending inventory Beginning inventory Inventory change	84,543 33,540 51,003
Accounts Payable & Accrued Expenses Beginning inventory Ending inventory Inventory change	30,796 18,253 12,543
Total inventory change	79,912
Net operating profit	276,697

Inventory Changes 2004 Swine (Farrow to Finish) Business Analysis Summary (Farms Sorted By Rate of Return on Assets - Mkt)

(Farms Sorted By Rate	of Return	on As
	Avg. Of All Farms	
Number of farms	12	
Net operating profit	276,697	
Breeding Livestock Ending inventory Capital sales Beginning inventory Capital purchases Depreciation, capital adjust.	41,979 1,746 40,869 3,849 -992	
Machinery and Equipment Ending inventory Capital sales Beginning inventory Capital purchases Depreciation, capital adjust.	109,426 2,495 116,186 48,780 -53,045	
Buildings and Improvements Ending inventory Capital sales Beginning inventory Capital purchases Depreciation, capital adjust.	83,172 - 93,017 15,077 -24,922	
Other Capital Assets Ending inventory Capital sales Beginning inventory Capital purchases Depreciation, capital adjust.	42,835 2,866 31,304 14,397 0	
Total depreciation, capital adj.	-78,960	
Net farm income	197,737	

Depreciation and Other Capital Adjustments 2004 Swine (Farrow to Finish) Business Analysis Summary (Farms Sorted By Rate of Return on Assets - Mkt)

Table	9
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2004 Swine (Farrow to F (Farms Sorted By Rat			
		1100000	
	Avg. Of		
	All Farms		
Number of farms	12		
Profitability (assets valued at cost	t)		
Net farm income	197,737		
Labor and management earnings	176,728		
Rate of return on assets	16.1 %		
Rate of return on equity	52.4 %		
Operating profit margin	25.3 %		
Asset turnover rate	63.5 %		
Asset turnover rate	05.5 %		
Interest on farm net worth	21,009		
Farm interest expense	33,501		
Value of operator lbr and mgmt.	48,511		
Return on farm assets	182,727		
Average farm assets	1,135,465		
Return on farm equity	149,226		
Average farm equity	284,669		
Value of farm production	721,578		
	Avg. Of		
	All Farms		
Number of farms	12		
Profitability (assets valued at mar	ket)		
Net farm income	248,910		
Labor and management earnings	162,388		
Rate of return on assets	10.1 %		
Rate of return on equity	13.9 %		
Operating profit margin	32.4 %		
Asset turnover rate	31.0 %		
Interest on farm net worth	86,522		
Farm interest expense	33,501		
Value of operator lbr and mgmt.	48,511		
Return on farm assets	233,900		
Average farm assets	2,325,877		
Return on farm equity	200,399		
Average farm equity	1,442,033		
Value of farm production	721,578		
value of farm production	/21,5/8		

Profitability Measures

2004 Swine (Farrow to Fin (Farms Sorted By Rate		
	Avg. Of All Farms	
Number of farms	12	
Liquidity (cash) Net cash farm income Net nonfarm income Family living and taxes Principal due on long term debt Cash available for interm. debt Average intermediate debt Years to turnover interm. debt	196,785 18,373 76,588 30,142 108,427 214,149 2.0 82 %	
Expense as a % of income Interest as a % of income	82 * 3 *	
Liquidity (accrual) Total accrual farm income Total accrual operating expense Net accrual operating income Net nonfarm income Family living and taxes Principal due on long term debt Available for intermediate debt Average intermediate debt	1,105,657 828,960 276,697 18,373 76,588 30,142 188,340 214,149	
Years to turnover interm. debt Expense as a % of income Interest as a % of income	1.1 75 % 3 %	

Liquidity Measures 2004 Swine (Farrow to Finish) Business Analysis Summary (Farms Sorted By Rate of Return on Assets - Mkt)

Table 10

Balance Sheet at Cost Values 2004 Swine (Farrow to Finish) Business Analysis Summary (Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		
Number of farms	12	2	
Assets	Beginning	Ending	
Current Farm Assets Cash and checking balance Prepaid expenses & supplies Growing crops Accounts receivable Hedging accounts	33,805 33,540 4,648 64,199 7,158	4,335 35,214	
Crops held for sale or feed Crops under government loan Market livestock held for sale Other current assets	202,920 0 188,263 554	0 219,235 0	
Total current farm assets	535,088	600,515	
Intermediate Farm Assets Breeding livestock Machinery and equipment Titled vehicles Other intermediate assets Total intermediate farm assets	40,869 116,186 0 29,091 186,146	109,426 0 32,892	
Long Term Farm Assets Farm land Buildings and improvements Other long-term assets Total long-term farm assets Total Farm Assets	93,017 2,213 381,956	9,943	
Total Nonfarm Assets Total Assets	110,105 1,213,295	138,638 1,306,378	
Liabilities Current Farm Liabilities Accrued interest Accounts payable Current notes Government crop loans Principal due on term debt Total current farm liabilities	10,163 20,633 273,253 0 69,479 373,528	12,424 194,836 0 75,288	
Total intermediate farm liabs Total long term farm liabilities Total farm liabilities	190,026 327,544 891,098	155,939	
Total nonfarm liabilities Total liabilities	16,474 907,571		
Net worth (farm and nonfarm) Net worth change	305,723	470,771 165,048	
Ratio Analysis Current farm liabilities / assets Curr. & interm farm liab. / assets Long term farm liab. / assets Total debt to asset ratio	70 % 78 % 86 % 75 %	48 % 57 % 96 % 64 %	

Balance Sheet at Market Values 2004 Swine (Farrow to Finish) Business Analysis Summary (Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	
Number of farms	12	
Assets	Beginning Ending	ł
Current Farm Assets Cash and checking balance Prepaid expenses & supplies Growing crops Accounts receivable Hedging accounts Crops held for sale or feed Crops under government loan Market livestock held for sale Other current assets Total current farm assets	$\begin{array}{rrrrrrrrrrrrrrrrrrrrrrrrrrrrrrrrrrrr$	3 5 2 1 2 1 3 3
Intermediate Farm Assets Breeding livestock Machinery and equipment Titled vehicles Other intermediate assets Total intermediate farm assets	40,550 41,979 409,484 415,892 583 417 29,091 32,892 479,709 491,179	2 7 2
Long Term Farm Assets Farm land Buildings and improvements Other long-term assets Total long-term farm assets Total Farm Assets Total Nonfarm Assets Total Assets	1,057,734 1,075,418 191,935 193,297 3,954 22,925 1,253,623 1,291,640 2,268,419 2,383,334 211,449 305,506 2,479,868 2,688,840	7 5 1 5
Liabilities Current Farm Liabilities Accrued interest Accounts payable Current notes Government crop loans Principal due on term debt Total current farm liabilities Total intermediate farm liabs Total long term farm liabilities Total farm liabilities Total nonfarm liabilities Total liabs excluding deferreds Total liabilities Total liabilities Retained earnings Market valuation equity Net worth (farm and nonfarm) Net worth change Ratio Analysis	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	1 5 5 7 7 5 5 2 7 7 3 5 5 2 7 7 3 5 5 2 2 7 7 3 5 5 9 9 9 9 9 9 9 9 9 9 9 9 9 5 5 9 9 9 9 9 5 5 9
Current farm liabilities / assets Curr. & interm farm liab. / assets Long term farm liab. / assets Total debt to asset ratio Debt to assets excl deferreds	70 % 48 % 56 % 41 % 26 % 28 % 38 % 33 % 37 % 31 %	5

2004 Swine (Farrow to Fin.		
(Farms Sorted By Rate	of Return on	Assets
	Avg. Of All Farms	
Number of farms	12	
Beginning cash (farm & nonfarm)	33,927	
Cash From Operating Activities Gross cash farm income Net nonfarm income Total cash farm expense Apparent family living expense Income and social security tax Cash from operations	1,089,291 18,373 -892,506 -73,811 -2,777 138,570	
Cash From Investing Activities Sale of breeding livestock Sale of machinery & equipment Sale of titled vehicles Sale of farm land Sale of farm buildings Sale of other farm assets Sale of nonfarm assets Purchase of breeding livestock Purchase of machinery & equip. Purchase of titled vehicles Purchase of farm land Purchase of farm buildings Purchase of other farm assets Purchase of nonfarm assets Cash from investing activities	1,746 2,495 - 3,042 - 2,866 191 -3,849 -48,780 - -5,700 -15,077 -14,397 -2,417 -79,880	
Cash From Financing Activities Money borrowed Cash gifts and inheritances Principal payments Dividends paid Gifts given Cash from financing activities	280,104 12,080 -352,300 - 516 -60,631	
Net change in cash balance	-1,942	
Ending cash (farm & nonfarm)	31,986	

Statement Of Cash Flows 2004 Swine (Farrow to Finish) Business Analysis Summary (Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms
Number of farms	12
Liquidity Current ratio Working capital	2.08 312,139
Solvency (market) Farm debt to asset ratio Farm equity to asset ratio Farm debt to equity ratio	35 % 65 % 55 %
Profitability (cost) Rate of return on farm assets Rate of return on farm equity Operating profit margin Net farm income	16.1 % 52.4 % 25.3 % 197,737
Repayment Capacity Term debt coverage ratio Capital replacement margin	216 % 114,761
Efficiency Asset turnover rate (cost) Operating expense ratio Depreciation expense ratio Interest expense ratio Net farm income ratio	63.5 % 71.9 % 7.1 % 3.0 % 17.9 %

Financial Standards Measures 2004 Swine (Farrow to Finish) Business Analysis Summary (Farms Sorted By Rate of Return on Assets - Mkt)

	(Farms	Sorted	Ву	Rate	of	Return	on	As
						/g. Of L Farms		
Number of farms						12		
Operator Informa Average number Average age of Average number	of operat	cors	ning	3		1.5 51.2 27.4		
Results Per Oper Working capita Total assets (Total liabilit Net worth (mar Net worth excl	l market ies ket)		SS		1,7 5 1,2	208,093 792,560 585,597 206,963 235,488		
Gross farm inc Total farm exp Net farm incom	ense				6	737,105 505,280 L31,825		
Net nonfarm in Family living		withdraw	vals	5		12,248 51,058		
Total acres own Total crop acr Crop acres own Crop acres cas Crop acres sha Total pasture	es ed h rente re rent					391.3 612.9 339.3 273.6 _		
Labor Analysis Number of farms Total unpaid labo Total hired labo Total labor hour Unpaid hours per Value of farm pr Net farm income Average hourly h	r hours s per d operat oductic / unpa:	s Earm cor on / hou id hour				11 3,378 3,490 6,868 2,186 101.77 55.51 12.78		

Operator and Labor Information 2004 Swine (Farrow to Finish) Business Analysis Summary (Farms Sorted By Rate of Return on Assets - Mkt)

Net nonfarm income

Total acres owned Total crop acres

Total crop acres owned Total crop acres cash rented Total crop acres share rented

Crop Acres

2004 Swine (Farro) Bugingg	Apalvaia	Gummaru
(Farms Sorted	By Rate OI	Recurn on	Assels -	MKL)
	Avg. Of			
	All Farms			
	AII Parmo			
Number of farms	12			
The same of a barranch				
Income Statement Gross cash farm income	1,089,291			
Total cash farm expense	892,506			
Net cash farm income	196,785			
Inventory change	79,912			
Depreciation and capital adjust	-78,960			
Net farm income	197,737			
	197,757			
Profitability (cost)				
Labor and management earnings	176,728			
Rate of return on assets	16.1 %			
Rate of return on equity	52.4 %			
Operating profit margin	25.3 %			
Asset turnover rate	63.5 %			
Profitability (market)				
Labor and management earnings	162,388			
Rate of return on assets	10.1 %			
Rate of return on equity	13.9 %			
Operating profit margin	32.4 %			
Asset turnover rate	31.0 %			
Liquidity	31.0 %			
Ending current ratio	2.08			
-				
Ending working capital	312,139			
End working capital to gross inc	28.7 %			
Term debt coverage ratio	215.7 %			
Expense as a percent of income	75.0 %			
Interest as a percent of income	3.0 %			
Solvency (cost)	1.0			
Number of farms	12			
Ending farm assets	1,167,741			
Ending farm liabilities	810,495			
Ending total assets	1,306,378			
Ending total liabilities	835,607			
Ending net worth	470,771			
Net worth change	165,048			
Ending farm debt to asset ratio	69 %			
Beg total debt to asset ratio	75 %			
End total debt to asset ratio	64 %			
Solvency (market)				
Number of farms	12			
Ending farm assets	2,383,334			
Ending farm liabilities	843,138			
Ending total assets	2,688,840			
Ending total liabilities	878,395			
Ending net worth	1,810,444			
Net worth change	277,205			
Ending farm debt to asset ratio	35 %			
Beg total debt to asset ratio	38 %			
End total debt to asset ratio	33 %			
Nonfarm Information				
Net nonfarm income	18 373			

Financial Summary

18,373

587

919

509 410 _