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2007 Michigan Swine Business Analysis Summary

Eric Wittenberg and Stephen Harsh

Staff Paper 2008-08

December, 2008







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2007 Michigan TelFarm and Farm Credit Services Data Staff Paper No. 08-08

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by

Eric Wittenberg and Stephen Harsh¹

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Executive Summary

This report summarizes the financial and production records of 12 Michigan 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 2007 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 2007 business analysis 355 acres owned and 664 acres cropped, Table 1. Additional data on farm characteristics indicated that the average weight for a finished hog was 258 pound and the average price was \$45.86 per hundredweight.

Table 1. Average Michigan Swine Farm Characteristics, 2003-2007

	2003	2004	2005	2006	2007
Average number of sows	364	178	161	161	N/A
Total acres owned	769	587	401	292	355
Total crop acres	1036	919	536	555	664
Average weight of hogs sold	252	256	254	250	258
(lbs.)					
Average price/cwt.	\$44.82	51.77	54.90	46.34	45.86
Number of farms	9	12	11	14	12

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 2007 averaged \$4,830. This average somewhat obscures a very large range of net farm income values. The range was a negative \$214,781 to \$153,708 and the standard deviation was \$95,028.

Gross cash farm income averaged \$911,706 in 2007. The largest components of this revenue are finished feeder pigs sales which averaged \$313,230, farrow to finished raised hogs sales which averaged \$186,601 and weaning to finished hogs sales which averaged \$155,311. Government payments averaged \$15,843 per farm in 2007.

Average total cash expenses were \$830,744 in 2007 and average net cash farm income was \$80,962. Inventory levels increased and averaged a negative \$18,929 per farm. Crops, feeds, market livestock, and accounts receivable increased while prepaid expenses, supplies and accounts payable decreased. Depreciation averaged a negative \$57,203 in 2007.

Table 2. Average Swine Farm Income Statement, 2003-2007

	2003	2004	2005	2006	2007
	(\$)	(\$)	(\$)	(\$)	(\$)
Gross cash farm income	1,001,043	1,089,291	842,919	728,924	911,706
- Total cash expense	833,911	892,506	681,217	612,742	830,744
= Net cash farm income	167,132	196,785	161,703	116,182	80,962
+ Inventory change	-35,853	79,912	5,050	48,017	-18,929
+ Depreciation and capital	<u>-113,880</u>	<u>-78,960</u>	<u>-73,922</u>	<u>-59,548</u>	<u>-57,203</u>
<u>adjustments</u>					
= Net farm income	17,399	197,737	92,830	104,651	4,830

Table 3 compares profitability for the years 2003 - 2007 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 2007 swine farm ROA was 0.2 percent. Return on equity averaged a negative 14.2 percent. Operating profit margin measures the dollars of profit generated per dollar of revenue. In 2007, the OPM was 0.5 percent. Asset turnover measures the efficiency with which farm assets generate revenue. In 2007, this ratio was 46.2 percent. All these profitability measures indicate that on the average, 2007 was a non-profitable year financially.

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 for 2007 averaged 0.2 percent.

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. This was not the case in 2007. ROE performance for 2007 averaged a negative 14.2 percent. This farm summary indicates that these farms were losing money in 2007.

Table 3. Average Swine Farm Profitability Indicators, 2003-2007

	2003	2004	2005	2006	2007
	(%)	(%)	(%)	(%)	(%)
Rate of return on assets*	0.7	16.1	7.0	9.9	0.2
Rate of return on equity	-10.2	52.4	11.8	18.0	-14.2
Operating profit margin	1.4	25.3	13.8	18.4	0.5
Asset turnover rate*	49.8	63.5	50.8	53.9	46.2

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

Table 4 compares profitability measures across the years 2003 - 2007 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 2007 was 4.0 percent. Return on equity (ROE) for 2007 was 2.9 percent. Operating profit margin (OPM) measures the dollars of profit generated per dollar of revenue. In 2007 the OPM was 15.6 percent. In 2007 these swine farms are generating very little profit per dollar of revenue.

Asset turnover ratio measures the efficiency with which farm assets generate revenue. In 2007, the asset turnover ratio was 25.4 percent. This was a slight decrease when compared with 2006. Higher prices for production or lower total asset value will increase ATO. This is a slight decrease of 4 percent, meaning that the farm assets generated less dollars per dollar invested in farm assets. The trend with respect to profitability in 2007 was poor.

Table 4. Average Swine Farm Profitability Indicators, 2003-2007

	2003	2004	2005	2006	2007
	(%)	(%)	(%)	(%)	(%)
Rate of return on assets*	2.8	10.1	7.7	7.9	4.0
Rate of return on equity	1.7	13.9	9.8	9.5	2.9
Operating profit margin	11.0	32.4	28.4	26.7	15.6
Asset turnover rate*	25.1	31.0	27.2	29.6	25.4

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

Table 5 Crop Production and Marketing Summary 2007 MI Swine Farms (Farms Sorted By Rate of Return on Assets - Mkt)

•	g. Of 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	355 664 236 425 4
Average Price Received (Cash Sales Only) Corn per bushel	3.26

Table 6 Farm Income Statement 2007 MI Swine Farms (Farms Sorted By Rate of Return on Assets - Mkt)

Avg. Of All Farms Number of farms 12 Cash Farm Income 6,285 Beans, Green Beans, Navy 9,828 Corn 65,024 5,531 Corn, Seed 1,106 Hay, Mixed Soybeans 61,020 Straw 762 Sugar Beets 15,426 Wheat, Spring 879 Wheat, Winter 6,891 Miscellaneous crop income 15 Dairy Steer Finishing 84 Hogs, Farrow-Fin, Raised Hogs 186,601 Hogs, Feeder Pigs, Feeder Pigs 21,844 Hogs, Finish Feeder Pigs 313,230 Sheep, Market Lambs, Mkt Lambs 3,499 Sheep, Market Lambs, Wool 62 Hogs, Weaning to Finish 155,311 Cull breeding livestock 8,695 Misc. livestock income 35 2,572 Direct & CC govt payments 13,271 Other government payments

Custom work income

Insurance income

Other farm income

Gross Cash Farm Income

Patronage dividends, cash

Contract livestock income

17,068

2,212

1,116

1,175

12,164

911,706

Table 6 Farm Income Statement (Continued) 2007 MI Swine Farms

	Avg. Of All Farms
Number of farms	12
Cash Farm Expense	
Seed	23,291
Fertilizer	31,589
Crop chemicals	20,829
Crop insurance	4,197
Drying fuel	7,647
Crop marketing Crop miscellaneous	167 1,844
Feeder livestock purchase	153,649
Purchased feed	245,979
Breeding fees	1,720
Veterinary	10,135
Supplies	2,661
Livestock marketing	6,549
Livestock miscellaneous	3,058
Interest	39,598
Packaging and supplies	294
Fuel & oil	28,456
Repairs	36,394
Custom hire Hired labor	35,509 40,122
Land rent	40,785
Machinery leases	24,770
Real estate taxes	5,475
Personal property taxes	87
Farm insurance	12,952
Utilities	29,714
Dues & professional fees	3,456
Hedging account deposits	1,167
Miscellaneous	18,649
Total cash expense	830,744
Net cash farm income	80,962
Inventory Changes	
Crops and feed	16,271
Market livestock	-31,419
Accounts receivable	11,816
Prepaid expenses and supplies	-2,711
Accounts payable	-12,885
Total inventory change	-18,929
Net operating profit	62,033
Depreciation and Other Capital Adjust	ments
Breeding livestock	-468
Machinery and equipment	-44,191
Buildings and improvements	-12,156
Other farm capital	-388
Total depr. and other capital adj	-57,203
Net farm income	4,830

Table 7 Inventory Changes 2007 MI Swine Farms (Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms
Number of farms	12
Net cash farm income	80,962
Crops and Feed Ending inventory Beginning inventory Inventory change	218,144 201,873 16,271
Market Livestock Ending inventory Beginning inventory Inventory change	212,053 243,473 -31,419
Accts Receivable & Other Current Asse Ending inventory Beginning inventory Inventory change	35,113 23,296 11,816
Prepaid Expenses and Supplies Ending inventory Beginning inventory Inventory change	51,039 53,750 -2,711
Accounts Payable & Accrued Expenses Beginning inventory Ending inventory Inventory change	23,603 36,488 -12,885
Total inventory change	-18,929
Net operating profit	62,033

Table 8 Depreciation and Other Capital Adjustments 2007 MI Swine Farms (Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms
Number of farms	12
Net operating profit	62,033
Breeding Livestock Ending inventory Capital sales Beginning inventory Capital purchases Depreciation, capital adjust.	35,468 77 33,137 2,876 -468
Machinery and Equipment Ending inventory Capital sales Beginning inventory Capital purchases Depreciation, capital adjust.	98,612 5,587 102,171 46,220 -44,191
Buildings and Improvements Ending inventory Capital sales Beginning inventory Capital purchases Depreciation, capital adjust.	74,530 - 80,922 5,764 -12,156
Other Capital Assets Ending inventory Capital sales Beginning inventory Capital purchases Depreciation, capital adjust.	34,553 8,815 24,411 19,344 -388
Total depreciation, capital adj.	-57,203
Net farm income	4,830

Table 9

Profitability Measures 2007 MI Swine Farms

	Avg. Of All Farms
Number of farms	12
Profitability (assets valued at cost) Net farm income Labor and management earnings Rate of return on assets Rate of return on equity Operating profit margin Asset turnover rate	4,830 -15,578 0.2 % -14.2 % 0.5 % 46.2 %
Interest on farm net worth Farm interest expense Value of operator lbr and mgmt. Return on farm assets Average farm assets Return on farm equity Average farm equity Value of farm production	20,408 44,172 46,436 2,566 1,100,808 -41,606 292,630 508,277
	Avg. Of All Farms
Number of farms	12
Profitability (assets valued at market Net farm income Labor and management earnings Rate of return on assets Rate of return on equity Operating profit margin Asset turnover rate	81,503 9,907 4.0 % 2.9 % 15.6 % 25.4 %
Interest on farm net worth Farm interest expense Value of operator lbr and mgmt. Return on farm assets Average farm assets Return on farm equity Average farm equity Value of farm production	71,596 44,172 46,436 79,238 2,001,438 35,067 1,193,259 508,277

Table 10 Liquidity Measures 2007 MI Swine Farms (Farms Sorted By Rate of Return on Assets - Mkt)

	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	80,962 3,055 46,180 27,873 9,964 159,438
Years to turnover interm. debt Expense as a % of income Interest as a % of income Working capital to gross income	16.0 91 % 4 % 24 %
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	908,373 846,340 62,033 3,055 46,180 27,873 -8,965 159,438
Years to turnover interm. debt Expense as a % of income Interest as a % of income Working capital to gross income	** 93

 $[\]ensuremath{^{**}}$ Income insufficient to meet debt servicing requirements

Table 11 Balance Sheet at Cost Values 2007 MI Swine Farms (Farms Sorted By Rate of Return on Assets - Mkt)

Avg. Of All Farms

Numbor	o f	farma			1 2

Number of farms	14	2
	Beginning	Ending
Assets		
Current Farm Assets		
Cash and checking balance	10,163	
Prepaid expenses & supplies	53,750	51,039
Growing crops	2,153	3,579
Accounts receivable	16,607	25,793
Hedging accounts	4,453	
Crops held for sale or feed	201,873	218,144
Crops under government loan	0	0
Market livestock held for sale	243,473	212,053
Other current assets	83	
Total current farm assets	532,555	527,639
Intermediate Farm Assets		
Breeding livestock	33,137	35,468
Machinery and equipment	102,171	98,612
Titled vehicles	0	0
Other intermediate assets	22,116	32,649
Total intermediate farm assets	157,423	32,649 166,729
Long Term Farm Assets		
Farm land	328,757	328,862
Buildings and improvements	80,922	74,530
Other long-term assets	2.296	1.904
Total long-term farm assets	411,975	405,296
Total Farm Assets	1,101,953	1,099,663
Total Nonfarm Assets	124,514	133,860
Total Assets	1,226,467	1,233,524
Liabilities		
Current Farm Liabilities		
Accrued interest	7,239	11,813
Accounts payable	16,363	24,675
Current notes	189,596	
Government crop loans	0	
Principal due on term debt	49,248	48,597
Total current farm liabilities	262,446	309,623
Total intermediate farm liabs	133,503	137,517
Total long term farm liabilities	388,706	384,562
Total farm liabilities	784,655	831,702
Total nonfarm liabilities	40,515	38,495
Total liabilities	825,170	870,197
Net worth (farm and nonfarm)	401,297	363,326
Net worth change		-37,970
Ratio Analysis		
Current farm liabilities / assets	49 %	59 %
Curr. & interm farm liab. / assets	57 %	
Long term farm liab. / assets	94 %	
Total debt to asset ratio	67 %	71 %

Table 12

Balance Sheet at Market Values 2007 MI Swine Farms

(Farms Sorted By Rate of Return on Assets - Mkt)

Avg. Of All Farms

Number	of	farms	12	2

Number of farms	12	2
3	Beginning	Ending
Assets		
Current Farm Assets	10 160	11 000
Cash and checking balance	10,163	11,290
Prepaid expenses & supplies	53,750	51,039
Growing crops	2,153	3,579
Accounts receivable	16,607	25,793
Hedging accounts	4,453	5,658
Crops held for sale or feed	201,873	218,144
Crops under government loan	0	0
Market livestock held for sale	243,473	
Other current assets	83	83
Total current farm assets	532,555	527,639
Intermediate Farm Assets		
Breeding livestock	33,137	36,360
Machinery and equipment	343,345	357,882
Titled vehicles	333	583
Other intermediate assets	22,116	32,649
Total intermediate farm assets	398,931	
Long Term Farm Assets		
Farm land	718 067	775,599
Buildings and improvements		
Other long-term assets	45 716	264,892 43,024
Total long-term farm assets		1,083,515
Total Farm Assets		2,038,629
Total Nonfarm Assets		208,490
Total Assets	2,157,140	2,247,119
Liabilities Current Farm Liabilities		
Accrued interest	7,239	11,813
Accounts payable	16,363	
Current notes	189,596	
Government crop loans	0 0	
Principal due on term debt	49,248	
Total current farm liabilities	262,446	
Total intermediate farm liabs	133,503	137,517
Total long term farm liabilities	388,706	384,562
Total farm liabilities	784,655	831,702
Total nonfarm liabilities	40,515	38,495
Total liabs excluding deferreds	825,170	870,197
Total deferred liabilities	0	0
Total liabilities	825,170	870,197
Retained earnings	401,297	363,326
Market valuation equity		1,013,596
Net worth (farm and nonfarm)		1,376,922
Net worth excluding deferreds		1,376,922
Net worth change	_,,	44,952
Ratio Analysis		
Current farm liabilities / assets	49 %	59 %
Curr. & interm farm liab. / assets	43 %	
Long term farm liab. / assets	38 %	
Total debt to asset ratio	38 %	39 %
Debt to assets excl deferreds	38 %	39 %
Debt to appete exti detetteds	30 %	32 6

Table 13

Statement Of Cash Flows 2007 MI Swine Farms

	Avg. Of
	All Farms
	AII FAIMS
Number of farms	12
Number of farms	12
Beginning cash (farm & nonfarm)	10,202
	,
Cash From Operating Activities	
Gross cash farm income	911,706
Net nonfarm income	3,055
Total cash farm expense	-830,744
Apparent family living expense	-43,193
Income and social security tax	-2,987
Cash from operations	37,836
Cash IIom operations	37,030
Cash From Investing Activities	
Sale of breeding livestock	77
Sale of machinery & equipment	5,587
Sale of titled vehicles	- J,307
Sale of farm land	
Sale of farm buildings	_
Sale of other farm assets	0 015
Sale of other rarm assets Sale of nonfarm assets	8,815
	2 076
Purchase of breeding livestock	-2,876
Purchase of machinery & equip.	-46,220
Purchase of titled vehicles	_
Purchase of farm land	0
Purchase of farm buildings	-5,764
Purchase of other farm assets	-19,344
Purchase of nonfarm assets	-6,294
Cash from investing activities	-66,020
Cash From Financing Activities	412 256
Money borrowed	413,376
Cash gifts and inheritances	18,176
Principal payments	-402,163
Dividends paid	-
Gifts given	-77
Cash from financing activities	29,311
Net change in cash balance	1,127
Publica and Africa Co. Co.	11 222
Ending cash (farm & nonfarm)	11,330

Table 14 Financial Standards Measures 2007 MI Swine Farms

	Avg. Of All Farms
Number of farms	12
Liquidity Current ratio Working capital	1.70 218,016
Solvency (market) Farm debt to asset ratio Farm equity to asset ratio Farm debt to equity ratio	41 % 59 % 69 %
Profitability (cost) Rate of return on farm assets Rate of return on farm equity Operating profit margin Net farm income	0.2 % -14.2 % 0.5 % 4,830
Repayment Capacity Term debt coverage ratio Capital replacement margin	61 % -32,014
Efficiency Asset turnover rate (cost) Operating expense ratio Depreciation expense ratio Interest expense ratio Net farm income ratio	46.2 % 88.3 % 6.3 % 4.9 % 0.5 %

Operator and Labor Information 2007 MI Swine Farms Table 15

	Avg. Of All Farms
Number of farms	12
Operator Information Average number of operators Average age of operators Average number of years farming	1.5 49.8 27.6
Results Per Operator Working capital Total assets (market) Total liabilities Net worth (market) Net worth excl deferred liabs	145,344 1,498,080 580,132 917,948 917,948
Gross farm income Total farm expense Net farm income	605,582 602,362 3,220
Net nonfarm income Family living & tax withdrawals	2,036 30,787
Total acres owned Total crop acres Crop acres owned Crop acres cash rented Crop acres share rented Total pasture acres	236.9 442.5 157.0 283.0 2.5
Labor Analysis Number of farms Total unpaid labor hours Total hired labor hours Total labor hours per farm Unpaid hours per operator Value of farm production / hour Net farm income / unpaid hour Average hourly hired labor wage	12 2,536 2,841 5,378 1,691 94.51 1.90 14.10
Partnerships & LLCs Number of farms Number of operators Owner withdrawals per farm Withdrawals per operator	6 2.0 - -

Table 16 Financial Summary 2007 MI Swine Farms (Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of
	All Farms
Number of farms	12
Income Statement Gross cash farm income	911,706
Total cash farm expense	830,744
Net cash farm income	80,962 -18,929
Inventory change Depreciation and capital adjust	-16,929
Average net farm income	4,830
Median net farm income	27,222
Profitability (cost)	
Labor and management earnings	-15,578
Rate of return on assets	0.2 %
Rate of return on equity	-14.2 %
Operating profit margin	0.5 %
Asset turnover rate Profitability (market)	46.2 %
Labor and management earnings	9,907
Rate of return on assets	4.0 %
Rate of return on equity	2.9 %
Operating profit margin	15.6 %
Asset turnover rate	25.4 %
Liquidity	
Ending current ratio	1.70
Ending working capital	218,016 23.9 %
End working capital to gross inc Term debt coverage ratio	23.9 % 61.5 %
Expense as a percent of income	93.2 %
Interest as a percent of income	4.9 %
Solvency (cost)	
Number of farms	12
Ending farm assets	1,099,663
Ending farm liabilities	831,702
Ending total assets Ending total liabilities	1,233,524 870,197
Ending total Habilities Ending net worth	363,326
Net worth change	-37,970
Ending farm debt to asset ratio	76 %
Beg total debt to asset ratio	67 %
End total debt to asset ratio	71 %
Solvency (market)	
Number of farms	12
Ending farm assets Ending farm liabilities	2,038,629
Ending total assets	831,702 2,247,119
Ending total liabilities	870,197
Ending net worth	1,376,922
Net worth change	44,952
Ending farm debt to asset ratio	41 %
Beg total debt to asset ratio	38 %
End total debt to asset ratio	39 %
Nonfarm Information Net nonfarm income	3,055
THE HOHEATH THEOME	3,033
Crop Acres	
Total acres owned	355
Total crop acres	664
Total crop acres owned	236
Total grop agree ghare rented	425 4
Total crop acres share rented	4