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**2011 Michigan Cash Grain Farm  
Business Analysis Summary**

Eric Wittenberg  
And  
Christopher A. Wolf

Staff Paper 2012-09

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## **2011 Michigan Cash Grain Farm Business Analysis Summary**

2011 Michigan TelFarm and Farm Credit Services Data

Staff Paper No. 12-09

by

Eric Wittenberg

and

Christopher A. Wolf

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2011 Michigan Cash Grain Farm Business Analysis Summary  
by  
Eric Wittenberg and Christopher Wolf<sup>1</sup>

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## Executive Summary

This report summarizes the 2011 financial and production records of 86 Michigan cash grain farms. To be included, the farms must have produced at least 50 percent of gross cash farm income from a combination of these crops: corn, soybeans, wheat, navy beans, oats, sugar beets and other small grains. The records came from Michigan State University's TelFarm system and GreenStone Farm Credit Services. The values were pooled into averages for reporting purposes.

Farm records were included if a farm financial analysis had completed 2011 data including beginning and ending balance sheets and a statement of income and expenses. The data was checked for accuracy to verify that cash discrepancy was less than 10% of gross cash inflow and debt discrepancy was less than \$1,000. Average values are reported in the summary tables below but one should bear in mind that considerable variation exists in most measures.

### *Summary of Results*

Average size of farms measured in acres is presented in Table 1. Michigan crop farms in this summary have consistently averaged above 900 crop acres and owned about 500 of those acres.

**Table 1. Average Michigan Cash Grain Farm Characteristics, 2007-2011**

	2007	2008	2009	2010	2011
Total acres owned	450	519	484	521	494
Total crop acres	999	1083	902	955	928
Number of farms	77	70	88	99	86

Net farm income is the profit remaining after all farm expenses, including depreciation and inventory changes have been recognized. The net farm income value is the return to unpaid operator management, labor and equity capital invested, as illustrated in Table 2. Net farm income in 2011 averaged \$185,650; and the median was \$141,598 with a standard deviation of \$197,821. This average somewhat obscures a very large range of net farm income values. As illustrated in the third page of Table 9, the farms in the top 25 percent of the net farm income distribution averaged \$238,220 while those in the bottom 25 percent averaged \$36,167.

Gross cash farm income averaged \$784,301 in 2011 (Table 2). The two largest components of these revenues were corn and soybeans sales, which averaged \$285,977 and \$146,615, respectively. Total government payments averaged \$22,913 per farm in 2011.

Average total cash expenses were \$603,615 in 2011 and average net cash farm income was \$180,686. The net inventory changes in 2011 were \$103,812 because of changes in prepaid

expenses & supplies and crops & feed inventories, farms were building inventories. Depreciation and capital adjustments averaged a negative \$98,848. Net farm income of \$185,650 for 2011 was an exceptional year due to favorable prices.

**Table 2. Average Michigan Cash Grain Farm Income Statement, 2007-2011**

	2007	2008	2009	2010	2011
	(\$)	(\$)	(\$)	(\$)	(\$)
Gross cash farm income	567,604	738,595	625,010	644,904	784,301
- Total cash expense	<u>478,442</u>	<u>606,852</u>	<u>485,211</u>	<u>502,021</u>	<u>603,615</u>
= Net cash farm income	89,162	137,742	139,799	142,882	180,686
+ Inventory change*	75,614	90,109	-20,195	97,092	103,812
+ Depreciation + capital adjustments*	<u>-49,902</u>	<u>-78,290</u>	<u>-69,197</u>	<u>-77,060</u>	<u>-98,848</u>
= Net farm income	114,875	143,561	50,407	162,911	185,650

\* Changes calculated as ending values minus beginning value

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. ROA provides the key summary performance indicator for the farm. By multiplying the operating profit margin by the asset turnover rate, the ROA is determined. The average ROA was 8.3 percent, a very good year.

The rate of return on equity (ROE) represents the farm earnings after interest payments which covers the cost of borrowed funds. In 2011, ROE was 9.5 percent indicating that profits were being made on borrowed money in 2011.

Operating profit margin (OPM) measures the dollars of profit generated per dollar of revenue. In 2011, Michigan cash grain farms generated 29.3 cents of profit per dollar of revenue. Asset turnover ratio (ATO) measures the efficiency with which farm assets generate revenue. In 2011, this ratio was 28.4 percent. All four profitability ratios indicated that 2011 was as good as 2007 over the last five years.

**Table 3. Average Michigan Cash Grain Farm Profitability Indicators, 2007-2011**

	2007	2008	2009	2010	2011
	(%)	(%)	(%)	(%)	(%)
Rate of return on assets*	9.0	7.5	3.7	8.2	8.3
Rate of return on equity	9.9	8.4	3.6	9.6	9.5
Operating profit margin	31.7	27.3	16.2	30.1	29.3
Asset turnover rate*	28.3	27.5	22.9	27.4	28.4

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

To further facilitate financial comparisons and benchmarking, the financial summaries were categorized by cropped acres, Table 4. The smallest size category, 50 to 799 cropped acres, includes 44 farms. The medium size category, 800 to 1199 cropped acres, includes 17 farms. The largest size category, 1200 plus cropped acres, contains the remaining 25 farms.

**Table 4. Average 2011 Michigan Cash Grain Farm Characteristics by Farm Size Category**

	50-799 Acres	800-1199 Acres	1200+ Acres
Total acres owned	314	504	802
Total crop acres	410	891	1,866
Number of farms	44	17	25

Table 5 presents the average farm income statement by farm acreage size. The smallest farms returned \$72,627; the medium farms \$198,833; and the largest farms \$375,605.

**Table 5. Average 2011 Michigan Cash Grain Farm Income Statement by Size**

	50-799 Acres	800-1199 Acres	1200+ Acres
	(\$)	(\$)	(\$)
Gross cash farm income	248,531	751,282	1,749,708
<u>- Total cash expense</u>	<u>180,410</u>	<u>553,929</u>	<u>1,382,240</u>
= Net cash farm income	68,120	197,353	367,468
+ Inventory change*	43,815	91,305	217,911
<u>+ Depreciation and capital adjustments*</u>	<u>-39,308</u>	<u>-89,825</u>	<u>-209,773</u>
= Net farm income	72,627	198,833	375,605

\* Changes calculated as ending values minus beginning value

Table 6 compares profitability measures across farm sizes with assets valued at cost. The medium-sized farms (800-1199 acres) had the most positive financial profitability indicators.

**Table 6. Average 2011 Michigan Cash Grain Farm Profitability Indicators by Size**

	50-799 Acres	800-1199 Acres	1200+ Acres
	(Percent)		
Rate of return on assets*	8.4	13.0	11.9
Rate of return on equity	10.5	20.3	18.0
Operating profit margin	18.3	21.6	20.1
Asset turnover rate*	45.8	60.3	59.4

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

Table 7 compares profitability measures across farm sizes with assets valued at market. The market value approach includes the impact of price appreciation (inflation) of the asset base

(land primarily) as a form of income. Financial performance indicators like ROA can be looked upon in this comparison as the “opportunity cost” 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 medium-sized farms again had the highest profitability measures.

**Table 7. Average 2011 Michigan Cash Grain Farm Profitability Indicators by Size**

	50-799 Acres	800-1199 Acres	1200+ Acres
	(Percent)		
Rate of return on assets*	6.3	9.6	8.8
Rate of return on equity	6.8	10.9	10.2
Operating profit margin	30.0	34.0	27.6
Asset turnover rate*	20.8	28.4	31.7

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



A) Average of 86 Cash Grain Farms, All Farms

Table 8 Crop Production and Marketing Summary			
<b>2011 MI Cash Grain (All Farms)</b>			
(Farms Sorted By Rate of Return on Assets - Mkt)			
	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Acreage Summary			
Total acres owned	494	514	351
Total crop acres	928	454	1,008
Crop acres owned	477	341	447
Crop acres cash rented	420	113	561
Crop acres share rented	32	-	-
Total pasture acres	6	7	7
Percent crop acres owned	51 %	75 %	44 %
Average Price Received (Cash Sales Only)			
Corn per bushel	5.63	5.79	5.58
Soybeans per bushel	11.55	11.09	11.36
Wheat, Winter per bushel	6.55	6.33	8.11
Straw per ton	21.09	-	25.91
Hay, Mixed per ton	62.13	-	-
Hay, Alfalfa per ton	81.67	-	-
Average Yield Per Acre			
Soybeans (bushel)	51.41	-	-
Corn (bushel)	160.48	-	-
Wheat, Winter (bushel)	72.27	-	-

Table 9

Farm Income Statement  
**2011 MI Cash Grain (All Farms)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Cash Farm Income			
Barley	97	397	-
Beans, Black Turtle	260	1,064	-
Beans, Dark Red Kidney	2,277	-	-
Beans, Green	773	-	3,023
Beans, Navy	8,492	8,686	22,720
Beans, Pinto	904	-	3,536
Corn	285,977	74,256	303,311
Corn Silage	331	11	-
Corn, Seed	39,616	-	37,814
Cucumbers	5,559	-	7,947
Hay, Alfalfa	3,146	3,066	1,424
Hay, Mixed	3,977	2,526	12,097
Haylage, Alfalfa	326	1,334	-
Haylage, Mixed	4,878	893	13,739
Oats	104	19	9
Soybeans	146,615	43,432	169,515
Straw	1,769	681	4,577
Sugar Beets	18,039	-	27,400
Tobacco	583	-	2,279
Wheat, Soft Red Winter	172	704	-
Wheat, Soft Wht Winter	655	-	2,559
Wheat, Winter	35,000	7,069	47,658
Miscellaneous crop income	68	7	68
Beef Bulls	1,064	-	77
Beef Cow-Calf, Beef Calves	7,569	20,471	2,295
Beef Replacement Heifers	192	786	-
Beef Backgrounding	740	-	2,298
Beef Finishing	14,604	3,210	-
Beef Yearlings	20,104	508	-
Dairy Finishing	2,128	105	105
Hogs, Farrow To Finish, Raised Ho	31,495	4,169	56
Hogs, Feeder Pig Prod, Feeder Pig	347	-	-
Hogs, Finish Feeder Pigs	25,722	-	-
Sheep, Market Lamb Prod, Mkt Lamb	5,374	7,829	3,340
Sheep, Market Lamb Prod, Wool	109	204	3
Beef Finish Cull Cows	354	-	1,385
Hogs, Weaning to Finish	2,674	-	-
Dairy Feeder	588	2,408	-
Cull breeding livestock	8,020	5,979	344
Misc. livestock income	52	-	77
LDP payments	507	-	-
Direct, CCP & ACRE pymts	4,446	1,774	6,420
CRP payments	282	76	98
Other government payments	17,678	8,802	23,260
Custom work income	37,649	768	55,694
Patronage dividends, cash	2,131	563	2,758
Insurance income	11,930	13,062	10,215
Sale of resale items	2,706	-	-
Contract livestock income	1,946	1,016	-
Other farm income	24,271	12,600	18,899
Gross Cash Farm Income	784,301	228,475	787,001

Table 9

## Farm Income Statement (Continued)

**2011 MI Cash Grain (All Farms)**

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
<b>Cash Farm Expense</b>			
Seed	54,113	28,561	61,341
Fertilizer	117,360	48,083	129,780
Crop chemicals	28,461	5,942	29,866
Crop insurance	14,532	3,711	17,652
Drying expense	4,189	794	1,990
Storage	123	195	147
Irrigation energy	747	-	-
Crop packaging and supplies	1,086	186	3,189
Crop utilities	32	129	-
Crop hauling and trucking	690	396	1,696
Crop marketing	2,476	2,650	3,503
Crop miscellaneous	19,299	410	6,817
Feeder livestock purchase	28,119	1,159	429
Purchased feed	31,201	11,022	7,066
Breeding fees	381	491	64
Veterinary	2,722	1,147	1,340
Livestock supplies	2,094	1,230	2,868
Livestock hauling and trucking	187	85	584
Livestock marketing	1,873	149	112
Livestock miscellaneous	1,204	-	-
Interest	25,987	10,366	19,473
Packaging and supplies	636	215	1,788
Supplies	831	328	308
Fuel & oil	34,396	13,461	34,307
Repairs	42,143	17,420	49,628
Repair, machinery	1,515	1,375	478
Custom hire	23,608	7,433	17,607
Repair, buildings	407	49	525
Hired labor	32,414	17,226	27,179
Land rent	64,467	9,565	71,388
Machinery leases	6,821	902	7,470
Real estate taxes	8,489	4,733	9,787
Personal property taxes	383	827	507
Farm insurance	14,292	5,274	14,351
Utilities	14,860	6,159	14,767
Dues & professional fees	5,306	3,919	4,976
Miscellaneous	16,170	5,228	14,925
Total cash expense	603,615	210,818	557,905
Net cash farm income	180,686	17,657	229,095
<b>Inventory Changes</b>			
Prepays and supplies	27,047	10,594	11,531
Accounts receivable	6,686	2,368	9,461
Hedging accounts	1,122	552	187
Other current assets	2,297	354	5,476
Crops and feed	68,166	23,277	112,867

Market livestock	4,171	4,020	241
Breeding livestock	-1,158	6,064	-257
Other assets	-1,736	32	178
Accounts payable	-2,090	-1,965	-8,374
Accrued interest	-695	146	-2,516
Total inventory change	103,812	45,441	128,795
Net operating profit	284,498	63,098	357,891
Depreciation			
Machinery and equipment	-72,907	-19,908	-83,016
Titled vehicles	-10	-301	-431
Buildings and improvements	-25,930	-6,723	-36,224
Total depreciation	-98,848	-26,931	-119,671
Net farm income from operations	185,650	36,167	238,220
Gain or loss on capital sales	-	-	-
Net farm income	185,650	36,167	238,220

Table 10

Inventory Changes  
**2011 MI Cash Grain (All Farms)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Net cash farm income	180,686	17,657	229,095
Crops and Feed			
Ending inventory	463,806	123,236	515,097
Beginning inventory	395,640	99,959	402,230
Inventory change	68,166	23,277	112,867
Market Livestock			
Ending inventory	52,154	26,609	5,566
Beginning inventory	47,983	22,588	5,325
Inventory change	4,171	4,020	241
Accts Receivable			
Ending inventory	19,684	7,204	28,479
Beginning inventory	12,998	4,837	19,018
Inventory change	6,686	2,368	9,461
Prepaid Expenses and Supplies			
Ending inventory	102,563	28,960	107,471
Beginning inventory	75,515	18,366	95,940
Inventory change	27,047	10,594	11,531
Hedging Activities			
Ending inventory	5,030	552	9
Withdrawals	-630	-	187
Beginning inventory	2,777	-	9
Deposits	501	-	-
Gain or loss	1,122	552	187
Other Current Assets			
Ending inventory	16,252	6,732	25,530
Beginning inventory	13,955	6,378	20,054
Inventory change	2,297	354	5,476
Breeding Livestock			
Ending inventory	30,517	46,183	11,159
Capital sales	112	172	24
Beginning inventory	30,822	39,040	11,108
Capital purchases	965	1,251	332
Depreciation, capital adjust	-1,158	6,064	-257
Other Capital Assets			
Ending inventory	32,814	11,055	9,304
Capital sales	6,972	698	987
Beginning inventory	34,352	11,574	9,002
Capital purchases	7,169	147	1,111
Depreciation, capital adjust	-1,736	32	178
Accounts Payable			
Beginning inventory	19,169	5,171	18,990
Ending inventory	21,259	7,136	27,364
Inventory change	-2,090	-1,965	-8,374
Accrued Interest			
Beginning inventory	7,018	2,096	6,116
Ending inventory	7,713	1,950	8,632
Inventory change	-695	146	-2,516
Total inventory change	103,812	45,441	128,795
Net operating profit	284,498	63,098	357,891

Table 11

## Depreciation

**2011 MI Cash Grain (All Farms)**

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Net operating profit	284,498	63,098	357,891
<b>Machinery and Equipment</b>			
Ending inventory	161,082	164,654	145,414
Capital sales	8,598	358	12,833
Beginning inventory	152,035	154,438	133,622
Capital purchases	90,553	30,482	107,641
Depreciation, capital adjust.	-72,907	-19,908	-83,016
<b>Titled Vehicles</b>			
Ending inventory	1,353	3,437	1,920
Capital sales	249	-	-
Beginning inventory	1,547	3,738	2,351
Capital purchases	65	-	-
Depreciation, capital adjust.	-10	-301	-431
<b>Buildings and Improvements</b>			
Ending inventory	81,347	51,513	72,195
Capital sales	93	-	-
Beginning inventory	70,550	49,036	52,018
Capital purchases	36,819	9,200	56,401
Depreciation, capital adjust.	-25,930	-6,723	-36,224
Total depreciation, capital adj.	-98,848	-26,931	-119,671
Net farm income from operations	185,650	36,167	238,220
Gain or loss on capital sales	-	-	-
Net farm income	185,650	36,167	238,220

Table 12

Profitability Measures  
**2011 MI Cash Grain (All Farms)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Profitability (assets valued at cost)			
Net farm income from operations	185,650	36,167	238,220
Rate of return on assets	11.3 %	3.4 %	14.9 %
Rate of return on equity	16.4 %	2.9 %	21.1 %
Operating profit margin	20.0 %	10.1 %	21.6 %
Asset turnover rate	56.5 %	33.7 %	68.9 %
Farm interest expense	26,682	10,220	21,988
Value of operator lbr and mgmt.	51,428	20,922	65,785
Return on farm assets	160,903	25,464	194,422
Average farm assets	1,420,076	748,661	1,308,637
Return on farm equity	134,222	15,244	172,434
Average farm equity	816,068	530,203	818,480
Value of farm production	802,667	252,607	901,246
	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Profitability (assets valued at market)			
Net farm income from operations	259,972	2,842	422,557
Rate of return on assets	8.3 %	-0.5 %	15.9 %
Rate of return on equity	9.5 %	-1.3 %	18.8 %
Operating profit margin	29.3 %	-3.1 %	42.0 %
Asset turnover rate	28.4 %	15.4 %	37.8 %
Farm interest expense	26,682	10,220	21,988
Value of operator lbr and mgmt.	51,428	20,922	65,785
Return on farm assets	235,226	-7,861	378,760
Average farm assets	2,828,020	1,638,566	2,383,938
Return on farm equity	208,544	-18,080	356,772
Average farm equity	2,202,367	1,420,108	1,893,781
Value of farm production	802,667	252,607	901,246

Table 13

## Liquidity &amp; Repayment Capacity Measures

**2011 MI Cash Grain (All Farms)**

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Liquidity			
Current ratio	3.71	4.32	3.47
Working capital	518,657	166,364	516,022
Working capital to gross inc	60.2 %	62.8 %	56.8 %
Current assets	710,110	216,433	724,857
Current liabilities	191,453	50,069	208,836
Gross revenues (accrual)	861,987	264,788	908,740
Repayment capacity			
Net farm income from operations	185,650	36,167	238,220
Depreciation	98,848	26,931	119,671
Personal income	33,981	41,980	8,067
Family living/owner withdrawals	-57,852	-28,353	-54,085
Payments on personal debt	-1,492	-	-1,176
Income taxes paid	-5,967	-4,219	-9,119
Interest on term debt	22,633	7,196	19,568
Capital debt repayment capacity	275,799	79,702	321,144
Scheduled term debt payments	-64,002	-19,120	-64,140
Capital debt repayment margin	211,797	60,583	257,005
Cash replacement allowance	-31,458	-16,579	-27,507
Replacement margin	180,338	44,004	229,498
Term debt coverage ratio	4.31	4.17	5.01
Replacement coverage ratio	2.89	2.23	3.50



Table 14

Balance Sheet at Cost Values  
**2011 MI Cash Grain (All Farms)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of		Low 25%		High 25%	
	All Farms					
Number of farms	86		21		22	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
<b>Assets</b>						
<b>Current Farm Assets</b>						
Cash and checking balance	37,483	50,621	21,909	23,140	32,359	42,705
Prepaid expenses & supplies	75,515	102,563	18,366	28,960	95,940	107,471
Growing crops	12,058	13,920	6,378	6,732	18,690	25,105
Accounts receivable	12,998	19,684	4,837	7,204	19,018	28,479
Hedging accounts	2,777	5,030	0	552	9	9
Crops held for sale or feed	395,640	463,806	99,959	123,236	402,230	515,097
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	47,983	52,154	22,588	26,609	5,325	5,566
Other current assets	1,897	2,332	0	0	1,364	425
<b>Total current farm assets</b>	<b>586,351</b>	<b>710,110</b>	<b>174,037</b>	<b>216,433</b>	<b>574,935</b>	<b>724,857</b>
<b>Intermediate Farm Assets</b>						
Breeding livestock	30,822	30,517	39,040	46,183	11,108	11,159
Machinery and equipment	152,035	161,082	154,438	164,654	133,622	145,414
Titled vehicles	1,547	1,353	3,738	3,437	2,351	1,920
Other intermediate assets	17,868	15,890	10,141	9,805	3,447	4,327
<b>Total intermediate farm assets</b>	<b>202,273</b>	<b>208,842</b>	<b>207,357</b>	<b>224,080</b>	<b>150,528</b>	<b>162,820</b>
<b>Long Term Farm Assets</b>						
Farm land	435,258	512,015	275,551	296,634	389,615	479,774
Buildings and improvements	70,550	81,347	49,036	51,513	52,018	72,195
Other long-term assets	16,484	16,924	1,433	1,249	5,555	4,977
<b>Total long-term farm assets</b>	<b>522,292</b>	<b>610,285</b>	<b>326,019</b>	<b>349,396</b>	<b>447,188</b>	<b>556,946</b>
<b>Total Farm Assets</b>	<b>1,310,916</b>	<b>1,529,237</b>	<b>707,413</b>	<b>789,909</b>	<b>1,172,651</b>	<b>1,444,624</b>
<b>Total Nonfarm Assets</b>	<b>234,633</b>	<b>242,572</b>	<b>209,378</b>	<b>209,955</b>	<b>167,993</b>	<b>177,699</b>
<b>Total Assets</b>	<b>1,545,549</b>	<b>1,771,809</b>	<b>916,791</b>	<b>999,865</b>	<b>1,340,644</b>	<b>1,622,322</b>
<b>Liabilities</b>						
<b>Current Farm Liabilities</b>						
Accrued interest	7,018	7,713	2,096	1,950	6,116	8,632
Accounts payable	19,169	21,259	5,171	7,136	18,990	27,364
Current notes	115,759	113,816	23,311	27,732	79,455	118,127
Government crop loans	0	0	0	0	0	0
Principal due on term debt	41,370	48,665	11,923	13,251	44,572	54,713
<b>Total current farm liabilities</b>	<b>183,316</b>	<b>191,453</b>	<b>42,501</b>	<b>50,069</b>	<b>149,132</b>	<b>208,836</b>
<b>Total intermediate farm liabs</b>	<b>91,775</b>	<b>88,561</b>	<b>26,682</b>	<b>36,723</b>	<b>121,914</b>	<b>100,174</b>
<b>Total long term farm liabilities</b>	<b>307,976</b>	<b>344,937</b>	<b>145,807</b>	<b>135,133</b>	<b>187,159</b>	<b>213,101</b>
<b>Total farm liabilities</b>	<b>583,066</b>	<b>624,951</b>	<b>214,990</b>	<b>221,926</b>	<b>458,205</b>	<b>522,110</b>
<b>Total nonfarm liabilities</b>	<b>19,279</b>	<b>19,802</b>	<b>3,810</b>	<b>3,281</b>	<b>20,228</b>	<b>21,099</b>
<b>Total liabilities</b>	<b>602,345</b>	<b>644,753</b>	<b>218,799</b>	<b>225,207</b>	<b>478,433</b>	<b>543,209</b>
<b>Net worth (farm and nonfarm)</b>	<b>943,204</b>	<b>1,127,056</b>	<b>697,992</b>	<b>774,658</b>	<b>862,211</b>	<b>1,079,114</b>
<b>Net worth change</b>		<b>183,851</b>		<b>76,666</b>		<b>216,903</b>
<b>Percent net worth change</b>		<b>19 %</b>		<b>11 %</b>		<b>25 %</b>
<b>Ratio Analysis</b>						
Current farm liabilities / assets	31 %	27 %	24 %	23 %	26 %	29 %
Intermediate farm liab. / assets	45 %	42 %	13 %	16 %	81 %	62 %
Long term farm liab. / assets	59 %	57 %	45 %	39 %	42 %	38 %
<b>Total debt to asset ratio</b>	<b>39 %</b>	<b>36 %</b>	<b>24 %</b>	<b>23 %</b>	<b>36 %</b>	<b>33 %</b>

Table 15

Balance Sheet at Market Values  
**2011 MI Cash Grain (All Farms)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 25%		High 25%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Number of farms	86		21		22	
<b>Assets</b>						
<b>Current Farm Assets</b>						
Cash and checking balance	37,483	50,621	21,909	23,140	32,359	42,705
Prepaid expenses & supplies	75,515	102,563	18,366	28,960	95,940	107,471
Growing crops	12,058	13,920	6,378	6,732	18,690	25,105
Accounts receivable	12,998	19,684	4,837	7,204	19,018	28,479
Hedging accounts	2,777	5,030	0	552	9	9
Crops held for sale or feed	395,640	463,806	99,959	123,236	402,230	515,097
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	47,983	52,154	22,588	26,609	5,325	5,566
Other current assets	1,897	2,332	0	0	1,364	425
<b>Total current farm assets</b>	<b>586,351</b>	<b>710,110</b>	<b>174,037</b>	<b>216,433</b>	<b>574,935</b>	<b>724,857</b>
<b>Intermediate Farm Assets</b>						
Breeding livestock	31,354	31,096	39,040	46,183	11,653	11,545
Machinery and equipment	512,040	560,772	202,854	200,219	474,576	544,756
Titled vehicles	11,848	12,892	6,300	6,751	15,921	18,145
Other intermediate assets	19,596	19,459	10,141	9,782	4,024	8,723
<b>Total intermediate farm assets</b>	<b>574,837</b>	<b>624,220</b>	<b>258,334</b>	<b>262,935</b>	<b>506,174</b>	<b>583,170</b>
<b>Long Term Farm Assets</b>						
Farm land	1,306,159	1,403,818	1,033,935	1,038,464	905,462	1,079,441
Buildings and improvements	194,364	218,953	146,550	144,335	156,453	211,107
Other long-term assets	18,172	19,056	1,123	985	12,760	13,518
<b>Total long-term farm assets</b>	<b>1,518,695</b>	<b>1,641,827</b>	<b>1,181,609</b>	<b>1,183,784</b>	<b>1,074,674</b>	<b>1,304,067</b>
<b>Total Farm Assets</b>	<b>2,679,884</b>	<b>2,976,156</b>	<b>1,613,980</b>	<b>1,663,152</b>	<b>2,155,783</b>	<b>2,612,093</b>
<b>Total Nonfarm Assets</b>	<b>379,750</b>	<b>390,970</b>	<b>281,902</b>	<b>282,555</b>	<b>293,822</b>	<b>309,753</b>
<b>Total Assets</b>	<b>3,059,634</b>	<b>3,367,126</b>	<b>1,895,881</b>	<b>1,945,707</b>	<b>2,449,605</b>	<b>2,921,846</b>
<b>Liabilities</b>						
<b>Current Farm Liabilities</b>						
Accrued interest	7,018	7,713	2,096	1,950	6,116	8,632
Accounts payable	19,169	21,259	5,171	7,136	18,990	27,364
Current notes	115,759	113,816	23,311	27,732	79,455	118,127
Government crop loans	0	0	0	0	0	0
Principal due on term debt	41,370	48,665	11,923	13,251	44,572	54,713
<b>Total current farm liabilities</b>	<b>183,316</b>	<b>191,453</b>	<b>42,501</b>	<b>50,069</b>	<b>149,132</b>	<b>208,836</b>
<b>Total intermediate farm liabs</b>	<b>91,775</b>	<b>88,561</b>	<b>26,682</b>	<b>36,723</b>	<b>121,914</b>	<b>100,174</b>
<b>Total long term farm liabilities</b>	<b>307,976</b>	<b>344,937</b>	<b>145,807</b>	<b>135,133</b>	<b>187,159</b>	<b>213,101</b>
<b>Total farm liabilities</b>	<b>583,066</b>	<b>624,951</b>	<b>214,990</b>	<b>221,926</b>	<b>458,205</b>	<b>522,110</b>
<b>Total nonfarm liabilities</b>	<b>19,279</b>	<b>19,802</b>	<b>3,810</b>	<b>3,281</b>	<b>20,228</b>	<b>21,099</b>
<b>Total liabs excluding deferreds</b>	<b>602,345</b>	<b>644,753</b>	<b>218,799</b>	<b>225,207</b>	<b>478,433</b>	<b>543,209</b>
<b>Total deferred liabilities</b>	<b>20,428</b>	<b>24,013</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total liabilities</b>	<b>622,773</b>	<b>668,766</b>	<b>218,799</b>	<b>225,207</b>	<b>478,433</b>	<b>543,209</b>
Retained earnings	943,204	1,127,056	697,992	774,658	862,211	1,079,114
Market valuation equity	1,493,657	1,571,305	979,090	945,842	1,108,961	1,299,524
<b>Net worth (farm and nonfarm)</b>	<b>2,436,861</b>	<b>2,698,361</b>	<b>1,677,082</b>	<b>1,720,499</b>	<b>1,971,172</b>	<b>2,378,638</b>
<b>Net worth excluding deferreds</b>	<b>2,457,289</b>	<b>2,722,373</b>	<b>1,677,082</b>	<b>1,720,499</b>	<b>1,971,172</b>	<b>2,378,638</b>
<b>Net worth change</b>		<b>261,499</b>		<b>43,417</b>		<b>407,466</b>
<b>Percent net worth change</b>		<b>11 %</b>		<b>3 %</b>		<b>21 %</b>
<b>Ratio Analysis</b>						
Current farm liabilities / assets	31 %	27 %	24 %	23 %	26 %	29 %
Intermediate farm liab. / assets	16 %	14 %	10 %	14 %	24 %	17 %
Long term farm liab. / assets	20 %	21 %	12 %	11 %	17 %	16 %
Total debt to asset ratio	20 %	20 %	12 %	12 %	20 %	19 %
Debt to assets excl deferreds	20 %	19 %	12 %	12 %	20 %	19 %

Table 16

Statement Of Cash Flows  
**2011 MI Cash Grain (All Farms)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Beginning cash (farm & nonfarm)	39,983	29,144	32,768
Cash Provided By Operating Activities			
Gross cash farm income	784,301	228,475	787,001
Total cash farm expense	-603,615	-210,818	-557,905
Net cash from hedging transactions	-1,131	-	187
Cash provided by operating	179,555	17,657	229,283
Cash Provided By Investing Activities			
Sale of breeding livestock	112	172	24
Sale of machinery & equipment	8,598	358	12,833
Sale of titled vehicles	249	-	-
Sale of farm land	3,808	-	12,273
Sale of farm buildings	93	-	-
Sale of other farm assets	6,972	698	987
Sale of nonfarm assets	477	-	45
Purchase of breeding livestock	-965	-1,251	-332
Purchase of machinery & equip.	-90,553	-30,482	-107,641
Purchase of titled vehicles	-65	-	-
Purchase of farm land	-73,160	-	-99,575
Purchase of farm buildings	-36,819	-9,200	-56,401
Purchase of other farm assets	-7,169	-147	-1,111
Purchase of nonfarm assets	-2,630	-	-7,379
Cash provided by investing	-191,052	-39,853	-246,277
Cash Provided By Financing Activities			
Money borrowed	277,773	42,252	302,025
Principal payments	-238,798	-37,135	-250,037
Personal income	33,981	41,980	8,067
Family living/owner withdrawals	-57,852	-28,353	-54,085
Income and social security tax	-5,967	-4,219	-9,119
Capital contributions	1,878	442	12
Capital distributions	-3,461	-	-7,230
Dividends paid	-	-	-
Cash gifts and inheritances	33,061	11,504	40,758
Gifts given	-16,070	-3,044	-3,414
Other cash flows	-	-	-
Cash provided by financing	24,545	23,427	26,976
Net change in cash balance	13,048	1,232	9,982
Ending cash (farm & nonfarm)	53,032	30,375	42,750

Table 17

Financial Standards Measures  
**2011 MI Cash Grain (All Farms)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Liquidity			
Current ratio	3.71	4.32	3.47
Working capital	518,657	166,364	516,022
Working capital to gross inc	60.2 %	62.8 %	56.8 %
Solvency (market)			
Farm debt to asset ratio	22 %	13 %	20 %
Farm equity to asset ratio	78 %	87 %	80 %
Farm debt to equity ratio	0.28	0.15	0.25
Profitability (cost)			
Rate of return on farm assets	11.3 %	3.4 %	14.9 %
Rate of return on farm equity	16.4 %	2.9 %	21.1 %
Operating profit margin	20.0 %	10.1 %	21.6 %
Net farm income	185,650	36,167	238,220
EBIDTA	311,179	73,318	379,879
Repayment Capacity			
Capital debt repayment capacity	275,799	79,702	321,144
Capital debt repayment margin	211,797	60,583	257,005
Replacement margin	180,338	44,004	229,498
Term debt coverage ratio	4.31	4.17	5.01
Replacement coverage ratio	2.89	2.23	3.50
Efficiency			
Asset turnover rate (cost)	56.5 %	33.7 %	68.9 %
Operating expense ratio	63.9 %	72.3 %	58.2 %
Depreciation expense ratio	11.5 %	10.2 %	13.2 %
Interest expense ratio	3.0 %	3.9 %	2.1 %
Net farm income ratio	21.5 %	13.7 %	26.2 %

Table 18

Operator and Labor Information  
**2011 MI Cash Grain (All Farms)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Operator Information			
Average number of operators	1.4	1.2	1.3
Average age of operators	50.3	54.6	45.3
Average number of years farming	25.4	30.3	20.4
Results Per Operator			
Working capital	381,235	134,371	405,446
Total assets (market)	2,474,982	1,571,532	2,295,736
Total liabilities	491,571	181,898	426,807
Net worth (market)	1,983,410	1,389,634	1,868,930
Net worth excl deferred liabs	2,001,061	1,389,634	1,868,930
Gross farm income	633,598	213,867	714,010
Total farm expense	497,137	184,656	526,837
Net farm income from operations	136,461	29,212	187,173
Net nonfarm income	24,977	33,907	6,338
Family living & tax withdrawals	46,910	26,308	49,661
Total acres owned	362.8	415.1	275.8
Total crop acres	682.3	366.4	792.1
Crop acres owned	350.3	275.3	351.1
Crop acres cash rented	308.8	91.1	441.0
Crop acres share rented	23.2	-	-
Total pasture acres	4.6	5.8	5.6
Labor Analysis			
Number of farms	86	21	22
Total unpaid labor hours	2,611	1,574	2,884
Total hired labor hours	2,297	826	1,799
Total labor hours per farm	4,908	2,400	4,683
Unpaid hours per operator	1,941	1,271	2,329
Value of farm production / hour	164.13	105.27	195.71
Net farm income / unpaid hour	70.41	22.98	81.96
Average hourly hired labor wage	15.82	21.08	16.22
Partnerships & LLCs			
Number of farms	22	2	6
Number of operators	2.1	-	1.8
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-

Table 19

Financial Summary  
**2011 MI Cash Grain (All Farms)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Income Statement			
Gross cash farm income	784,301	228,475	787,001
Total cash farm expense	603,615	210,818	557,905
Net cash farm income	180,686	17,657	229,095
Inventory change	103,812	45,441	128,795
Depreciation	-98,848	-26,931	-119,671
Net farm income from operations	185,650	36,167	238,220
Gain or loss on capital sales	-	-	-
Average net farm income	185,650	36,167	238,220
Median net farm income	141,598	12,123	210,870
Profitability (cost)			
Rate of return on assets	11.3 %	3.4 %	14.9 %
Rate of return on equity	16.4 %	2.9 %	21.1 %
Operating profit margin	20.0 %	10.1 %	21.6 %
Asset turnover rate	56.5 %	33.7 %	68.9 %
Profitability (market)			
Rate of return on assets	8.3 %	-0.5 %	15.9 %
Rate of return on equity	9.5 %	-1.3 %	18.8 %
Operating profit margin	29.3 %	-3.1 %	42.0 %
Asset turnover rate	28.4 %	15.4 %	37.8 %
Liquidity & Repayment (end of year)			
Current assets	710,110	216,433	724,857
Current liabilities	191,453	50,069	208,836
Current ratio	3.71	4.32	3.47
Working capital	518,657	166,364	516,022
Working capital to gross inc	60.2 %	62.8 %	56.8 %
Term debt coverage ratio	4.31	4.17	5.01
Replacement coverage ratio	2.89	2.23	3.50
Solvency (end of year at cost)			
Number of farms	86	21	22
Total farm assets	1,529,237	789,909	1,444,624
Total farm liabilities	624,951	221,926	522,110
Total assets	1,771,809	999,865	1,622,322
Total liabilities	644,753	225,207	543,209
Net worth	1,127,056	774,658	1,079,114
Net worth change	183,851	76,666	216,903
Farm debt to asset ratio	41 %	28 %	36 %
Total debt to asset ratio	36 %	23 %	33 %
Solvency (end of year at market)			
Number of farms	86	21	22
Total farm assets	2,976,156	1,663,152	2,612,093
Total farm liabilities	648,410	221,926	522,110
Total assets	3,367,126	1,945,707	2,921,846
Total liabilities	668,766	225,207	543,209
Net worth	2,698,361	1,720,499	2,378,638
Net worth change	261,499	43,417	407,466
Farm debt to asset ratio	22 %	13 %	20 %
Total debt to asset ratio	20 %	12 %	19 %
Nonfarm Information			
Net nonfarm income	33,981	41,980	8,067
Crop Acres			
Total acres owned	494	514	351
Total crop acres	928	454	1,008
Total crop acres owned	477	341	447
Total crop acres cash rented	420	113	561
Total crop acres share rented	32	-	-

Table 20

Summary Farm Income Statement  
**2011 MI Cash Grain (All Farms)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	86	21	22
Crop sales	559,619	144,145	659,678
Crop inventory change	68,166	23,277	112,867
Gross crop income	627,785	167,421	772,545
Livestock sales	113,078	39,690	9,610
Livestock inventory change	4,171	4,020	241
Gross livestock income	117,250	43,710	9,851
Government payments	22,913	10,652	29,778
Other cash farm income	88,690	33,988	87,935
Change in accounts receivable	6,686	2,368	9,461
Gain or loss on hedging accounts	1,122	552	187
Change in other assets	-1,301	32	-761
Gain or loss on breeding lvst	-1,158	6,064	-257
Gross farm income	861,987	264,788	908,740
Cash operating expenses	577,628	200,452	538,433
Change in prepaids and supplies	-27,047	-10,594	-11,531
Change in growing crops	-1,862	-354	-6,415
Change in accounts payable	2,090	1,965	8,374
Depreciation	98,848	26,931	119,671
Total operating expense	649,656	218,402	648,532
Interest paid	25,987	10,366	19,473
Change in accrued interest	695	-146	2,516
Total interest expense	26,682	10,220	21,988
Total expenses	676,337	228,621	670,520
Net farm income from operations	185,650	36,167	238,220
Gain or loss on capital sales	-	-	-
Net farm income	185,650	36,167	238,220

**B.) Average of 44 Cash Grain Farms, 50 to 799 acre Farms**

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Table 21    Crop Production and Marketing Summary  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

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	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Acreage Summary			
Total acres owned	314	273	242
Total crop acres	410	322	490
Crop acres owned	279	195	274
Crop acres cash rented	131	127	215
Crop acres share rented	-	-	-
Total pasture acres	8	-	13
Percent crop acres owned	68 %	61 %	56 %
Average Price Received (Cash Sales Only)			
Corn per bushel	5.80	-	5.96
Soybeans per bushel	11.66	10.34	11.69
Wheat, Winter per bushel	6.57	-	6.77

Average Yield Per Acre



Table 22

Farm Income Statement  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Cash Farm Income			
Barley	189	-	-
Beans, Black Turtle	508	2,234	-
Beans, Green	1,512	-	5,543
Beans, Navy	2,992	-	6,963
Corn	86,752	21,397	146,713
Corn Silage	576	23	-
Corn, Seed	12,760	-	14,166
Hay, Alfalfa	1,556	4,274	339
Hay, Mixed	1,722	4,412	1,895
Haylage, Alfalfa	637	2,802	-
Haylage, Mixed	717	1,875	-
Oats	159	39	16
Soybeans	64,018	50,442	74,636
Straw	819	394	433
Sugar Beets	12,504	-	42,867
Wheat, Soft Red Winter	336	-	-
Wheat, Soft Wht Winter	1,280	-	4,692
Wheat, Winter	17,462	5,405	25,294
Miscellaneous crop income	15	-	54
Beef Bulls	38	-	141
Beef Cow-Calf, Beef Calves	476	-	1,745
Beef Replacement Heifers	375	-	-
Beef Backgrounding	1,149	-	4,212
Beef Finishing	1,759	2,093	830
Beef Yearlings	242	-	-
Dairy Finishing	102	220	193
Hogs, Farrow To Finish, Raised Ho	2,121	8,755	102
Sheep, Market Lamb Prod, Mkt Lamb	5,215	16,442	5,419
Sheep, Market Lamb Prod, Wool	97	428	-
Dairy Feeder	1,149	5,056	-
Cull breeding livestock	384	133	631
Misc. livestock income	34	-	125
Direct, CCP & ACRE pymts	3,328	1,467	2,705
CRP payments	550	160	1,235
Other government payments	5,918	6,186	8,127
Custom work income	3,574	1,365	9,516
Patronage dividends, cash	665	398	862
Insurance income	3,335	2,092	3,361
Contract livestock income	136	-	-
Other farm income	11,370	4,726	2,990
Gross Cash Farm Income	248,531	142,819	365,805

Table 22

Farm Income Statement (Continued)  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
<b>Cash Farm Expense</b>			
Seed	22,113	11,413	31,281
Fertilizer	44,646	23,909	71,870
Crop chemicals	8,214	3,519	11,730
Crop insurance	4,107	1,243	6,090
Drying expense	1,235	1,094	1,780
Storage	149	409	-
Crop packaging and supplies	144	-	-
Crop hauling and trucking	415	-	-
Crop marketing	562	53	838
Crop miscellaneous	523	738	268
Feeder livestock purchase	749	1,433	718
Purchased feed	3,912	10,610	2,942
Breeding fees	70	180	-
Veterinary	227	327	141
Livestock supplies	438	1,077	487
Livestock hauling and trucking	151	97	405
Livestock marketing	73	121	58
Interest	9,277	15,892	10,351
Packaging and supplies	545	83	1,622
Supplies	854	336	1,296
Fuel & oil	12,272	8,921	14,092
Repairs	14,638	8,947	22,733
Repair, machinery	732	2,301	-
Custom hire	7,662	4,311	10,618
Hired labor	4,639	4,498	6,675
Land rent	16,910	6,007	34,459
Machinery leases	838	757	1,062
Real estate taxes	5,323	3,677	4,798
Personal property taxes	605	1,232	735
Farm insurance	6,344	3,751	8,091
Utilities	4,959	3,029	6,971
Dues & professional fees	2,222	1,324	2,573
Miscellaneous	4,863	2,958	2,937
Total cash expense	180,410	124,244	257,618
Net cash farm income	68,120	18,575	108,187
<b>Inventory Changes</b>			
Prepays and supplies	5,139	1,033	13,509
Accounts receivable	3,096	5,572	6,068
Hedging accounts	-848	-	-171
Other current assets	373	499	101
Crops and feed	37,692	3,139	67,102
Market livestock	570	971	162
Breeding livestock	1,550	1,769	1,479
Other assets	-743	-	-83
Accounts payable	-3,259	-4,243	-3,431

Accrued interest	244	137	-75
Total inventory change	43,815	8,877	84,661
Net operating profit	111,935	27,452	192,848
Depreciation			
Machinery and equipment	-27,531	-11,833	-31,302
Titled vehicles	296	-632	294
Buildings and improvements	-12,073	-3,831	-26,198
Total depreciation	-39,308	-16,295	-57,206
Net farm income from operations	72,627	11,157	135,642
Gain or loss on capital sales	-	-	-
Net farm income	72,627	11,157	135,642

Table 23

Inventory Changes  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Net cash farm income	68,120	18,575	108,187
Crops and Feed			
Ending inventory	157,311	63,835	208,688
Beginning inventory	119,619	60,696	141,586
Inventory change	37,692	3,139	67,102
Market Livestock			
Ending inventory	7,049	12,306	9,031
Beginning inventory	6,479	11,334	8,870
Inventory change	570	971	162
Accts Receivable			
Ending inventory	14,095	13,229	36,164
Beginning inventory	10,999	7,657	30,095
Inventory change	3,096	5,572	6,068
Prepaid Expenses and Supplies			
Ending inventory	30,926	5,885	52,782
Beginning inventory	25,787	4,852	39,272
Inventory change	5,139	1,033	13,509
Hedging Activities			
Ending inventory	-381	-	-
Withdrawals	-1,463	-	-
Beginning inventory	-1,042	-	-
Deposits	47	-	171
Gain or loss	-848	-	-171
Other Current Assets			
Ending inventory	8,154	9,193	8,549
Beginning inventory	7,781	8,694	8,448
Inventory change	373	499	101
Breeding Livestock			
Ending inventory	11,231	24,325	8,767
Capital sales	-	-	-
Beginning inventory	9,239	21,700	7,233
Capital purchases	442	856	54
Depreciation, capital adjust	1,550	1,769	1,479
Other Capital Assets			
Ending inventory	14,441	9,754	3,958
Capital sales	550	536	-
Beginning inventory	15,628	10,290	4,042
Capital purchases	105	-	-
Depreciation, capital adjust	-743	-	-83
Accounts Payable			
Beginning inventory	13,586	8,324	27,814
Ending inventory	16,845	12,567	31,246
Inventory change	-3,259	-4,243	-3,431
Accrued Interest			
Beginning inventory	2,238	1,996	1,358
Ending inventory	1,993	1,858	1,434
Inventory change	244	137	-75
Total inventory change	43,815	8,877	84,661
Net operating profit	111,935	27,452	192,848

Table 24

Depreciation  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Net operating profit	111,935	27,452	192,848
Machinery and Equipment			
Ending inventory	93,786	62,757	56,270
Capital sales	490	572	419
Beginning inventory	90,452	57,277	44,386
Capital purchases	31,355	17,885	43,604
Depreciation, capital adjust.	-27,531	-11,833	-31,302
Titled Vehicles			
Ending inventory	2,487	7,218	3,104
Capital sales	487	-	-
Beginning inventory	2,551	7,850	2,810
Capital purchases	127	-	-
Depreciation, capital adjust.	296	-632	294
Buildings and Improvements			
Ending inventory	42,185	31,903	29,930
Capital sales	182	-	-
Beginning inventory	41,289	33,733	31,537
Capital purchases	13,152	2,000	24,592
Depreciation, capital adjust.	-12,073	-3,831	-26,198
Total depreciation, capital adj.	-39,308	-16,295	-57,206
Net farm income from operations	72,627	11,157	135,642
Gain or loss on capital sales	-	-	-
Net farm income	72,627	11,157	135,642

Table 25

Profitability Measures  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Profitability (assets valued at cost)			
Net farm income from operations	72,627	11,157	135,642
Rate of return on assets	8.4 %	1.7 %	16.6 %
Rate of return on equity	10.5 %	-4.6 %	23.8 %
Operating profit margin	18.3 %	4.9 %	24.5 %
Asset turnover rate	45.8 %	34.2 %	68.0 %
Farm interest expense	9,033	15,754	10,426
Value of operator lbr and mgmt.	29,455	20,000	39,167
Return on farm assets	52,206	6,911	106,901
Average farm assets	623,361	415,454	642,066
Return on farm equity	43,173	-8,843	96,475
Average farm equity	413,040	191,009	405,038
Value of farm production	285,196	142,227	436,702
	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Profitability (assets valued at market)			
Net farm income from operations	106,037	-30,624	236,304
Rate of return on assets	6.3 %	-3.1 %	17.0 %
Rate of return on equity	6.8 %	-5.5 %	20.1 %
Operating profit margin	30.0 %	-24.5 %	47.5 %
Asset turnover rate	20.8 %	12.5 %	35.8 %
Farm interest expense	9,033	15,754	10,426
Value of operator lbr and mgmt.	29,455	20,000	39,167
Return on farm assets	85,615	-34,870	207,564
Average farm assets	1,367,876	1,141,737	1,218,684
Return on farm equity	76,582	-50,624	197,138
Average farm equity	1,127,157	917,292	981,656
Value of farm production	285,196	142,227	436,702

Table 26

Liquidity & Repayment Capacity Measures  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Liquidity			
Current ratio	3.96	2.33	5.74
Working capital	194,320	71,341	302,346
Working capital to gross inc	67.0 %	46.2 %	68.7 %
Current assets	259,940	125,159	366,164
Current liabilities	65,620	53,818	63,818
Gross revenues (accrual)	289,858	154,269	440,362
Repayment capacity			
Net farm income from operations	72,627	11,157	135,642
Depreciation	39,308	16,295	57,206
Personal income	19,705	30,350	13,905
Family living/owner withdrawals	-38,552	-23,480	-46,173
Payments on personal debt	-1,041	-	-1,346
Income taxes paid	-3,500	-981	-4,692
Interest on term debt	6,088	7,237	5,958
Capital debt repayment capacity	94,634	40,578	160,500
Scheduled term debt payments	-19,738	-19,895	-18,989
Capital debt repayment margin	74,896	20,683	141,511
Cash replacement allowance	-15,324	-9,672	-15,720
Replacement margin	59,573	11,010	125,791
Term debt coverage ratio	4.79	2.04	8.45
Replacement coverage ratio	2.70	1.37	4.62

Table 27

Balance Sheet at Cost Values  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 25%		High 25%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Number of farms	44		10		12	
<b>Assets</b>						
<b>Current Farm Assets</b>						
Cash and checking balance	34,256	42,785	9,893	20,713	41,781	50,950
Prepaid expenses & supplies	25,787	30,926	4,852	5,885	39,272	52,782
Growing crops	7,378	7,741	8,694	9,193	8,448	8,549
Accounts receivable	10,999	14,095	7,657	13,229	30,095	36,164
Hedging accounts	-1,042	-381	0	0	0	0
Crops held for sale or feed	119,619	157,311	60,696	63,835	141,586	208,688
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	6,479	7,049	11,334	12,306	8,870	9,031
Other current assets	402	413	0	0	0	0
<b>Total current farm assets</b>	<b>203,879</b>	<b>259,940</b>	<b>103,126</b>	<b>125,159</b>	<b>270,052</b>	<b>366,164</b>
<b>Intermediate Farm Assets</b>						
Breeding livestock	9,239	11,231	21,700	24,325	7,233	8,767
Machinery and equipment	90,452	93,786	57,277	62,757	44,386	56,270
Titled vehicles	2,551	2,487	7,850	7,218	2,810	3,104
Other intermediate assets	9,174	8,755	7,490	7,306	3,875	3,792
<b>Total intermediate farm assets</b>	<b>111,416</b>	<b>116,260</b>	<b>94,317</b>	<b>101,606</b>	<b>58,305</b>	<b>71,932</b>
<b>Long Term Farm Assets</b>						
Farm land	214,744	244,870	145,770	190,045	196,939	258,939
Buildings and improvements	41,289	42,185	33,733	31,903	31,537	29,930
Other long-term assets	6,455	5,685	2,800	2,448	167	167
<b>Total long-term farm assets</b>	<b>262,488</b>	<b>292,741</b>	<b>182,304</b>	<b>224,396</b>	<b>228,642</b>	<b>289,036</b>
<b>Total Farm Assets</b>	<b>577,782</b>	<b>668,940</b>	<b>379,747</b>	<b>451,161</b>	<b>556,999</b>	<b>727,132</b>
<b>Total Nonfarm Assets</b>	<b>241,052</b>	<b>248,423</b>	<b>74,875</b>	<b>69,333</b>	<b>139,306</b>	<b>141,768</b>
<b>Total Assets</b>	<b>818,834</b>	<b>917,364</b>	<b>454,622</b>	<b>520,495</b>	<b>696,305</b>	<b>868,900</b>
<b>Liabilities</b>						
<b>Current Farm Liabilities</b>						
Accrued interest	2,238	1,993	1,996	1,858	1,358	1,434
Accounts payable	13,586	16,845	8,324	12,567	27,814	31,246
Current notes	30,508	30,678	27,456	26,356	28,099	14,595
Government crop loans	0	0	0	0	0	0
Principal due on term debt	13,650	16,104	12,658	13,038	13,031	16,544
<b>Total current farm liabilities</b>	<b>59,982</b>	<b>65,620</b>	<b>50,434</b>	<b>53,818</b>	<b>70,303</b>	<b>63,818</b>
<b>Total intermediate farm liabs</b>	<b>48,949</b>	<b>53,881</b>	<b>38,117</b>	<b>57,879</b>	<b>64,411</b>	<b>63,104</b>
<b>Total long term farm liabilities</b>	<b>91,043</b>	<b>101,167</b>	<b>130,081</b>	<b>118,561</b>	<b>81,229</b>	<b>131,190</b>
<b>Total farm liabilities</b>	<b>199,974</b>	<b>220,669</b>	<b>218,632</b>	<b>230,258</b>	<b>215,943</b>	<b>258,113</b>
<b>Total nonfarm liabilities</b>	<b>11,435</b>	<b>12,575</b>	<b>0</b>	<b>0</b>	<b>8,635</b>	<b>6,445</b>
<b>Total liabilities</b>	<b>211,409</b>	<b>233,243</b>	<b>218,632</b>	<b>230,258</b>	<b>224,578</b>	<b>264,558</b>
<b>Net worth (farm and nonfarm)</b>	<b>607,425</b>	<b>684,121</b>	<b>235,990</b>	<b>290,237</b>	<b>471,728</b>	<b>604,342</b>
Net worth change		76,696		54,246		132,615
Percent net worth change		13 %		23 %		28 %
<b>Ratio Analysis</b>						
Current farm liabilities / assets	29 %	25 %	49 %	43 %	26 %	17 %
Intermediate farm liab. / assets	44 %	46 %	40 %	57 %	110 %	88 %
Long term farm liab. / assets	35 %	35 %	71 %	53 %	36 %	45 %
Total debt to asset ratio	26 %	25 %	48 %	44 %	32 %	30 %



Table 28

Balance Sheet at Market Values  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 25%		High 25%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Number of farms	44		10		12	
<b>Assets</b>						
<b>Current Farm Assets</b>						
Cash and checking balance	34,256	42,785	9,893	20,713	41,781	50,950
Prepaid expenses & supplies	25,787	30,926	4,852	5,885	39,272	52,782
Growing crops	7,378	7,741	8,694	9,193	8,448	8,549
Accounts receivable	10,999	14,095	7,657	13,229	30,095	36,164
Hedging accounts	-1,042	-381	0	0	0	0
Crops held for sale or feed	119,619	157,311	60,696	63,835	141,586	208,688
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	6,479	7,049	11,334	12,306	8,870	9,031
Other current assets	402	413	0	0	0	0
<b>Total current farm assets</b>	<b>203,879</b>	<b>259,940</b>	<b>103,126</b>	<b>125,159</b>	<b>270,052</b>	<b>366,164</b>
<b>Intermediate Farm Assets</b>						
Breeding livestock	9,512	11,504	21,700	24,325	8,233	9,767
Machinery and equipment	221,131	243,851	154,405	160,372	189,505	226,276
Titled vehicles	7,955	8,295	11,150	12,297	17,308	17,892
Other intermediate assets	10,717	12,325	7,490	7,306	9,532	16,922
<b>Total intermediate farm assets</b>	<b>249,314</b>	<b>275,974</b>	<b>194,745</b>	<b>204,300</b>	<b>224,579</b>	<b>270,856</b>
<b>Long Term Farm Assets</b>						
Farm land	729,706	770,230	708,799	717,249	496,991	604,693
Buildings and improvements	114,450	120,569	117,891	107,776	91,498	112,202
Other long-term assets	6,130	5,559	2,359	2,069	167	167
<b>Total long-term farm assets</b>	<b>850,286</b>	<b>896,359</b>	<b>829,049</b>	<b>827,095</b>	<b>588,655</b>	<b>717,061</b>
<b>Total Farm Assets</b>	<b>1,303,479</b>	<b>1,432,272</b>	<b>1,126,920</b>	<b>1,156,554</b>	<b>1,083,286</b>	<b>1,354,082</b>
<b>Total Nonfarm Assets</b>	<b>381,191</b>	<b>390,523</b>	<b>130,663</b>	<b>124,781</b>	<b>201,079</b>	<b>218,300</b>
<b>Total Assets</b>	<b>1,684,669</b>	<b>1,822,795</b>	<b>1,257,583</b>	<b>1,281,335</b>	<b>1,284,365</b>	<b>1,572,382</b>
<b>Liabilities</b>						
<b>Current Farm Liabilities</b>						
Accrued interest	2,238	1,993	1,996	1,858	1,358	1,434
Accounts payable	13,586	16,845	8,324	12,567	27,814	31,246
Current notes	30,508	30,678	27,456	26,356	28,099	14,595
Government crop loans	0	0	0	0	0	0
Principal due on term debt	13,650	16,104	12,658	13,038	13,031	16,544
<b>Total current farm liabilities</b>	<b>59,982</b>	<b>65,620</b>	<b>50,434</b>	<b>53,818</b>	<b>70,303</b>	<b>63,818</b>
<b>Total intermediate farm liabs</b>	<b>48,949</b>	<b>53,881</b>	<b>38,117</b>	<b>57,879</b>	<b>64,411</b>	<b>63,104</b>
<b>Total long term farm liabilities</b>	<b>91,043</b>	<b>101,167</b>	<b>130,081</b>	<b>118,561</b>	<b>81,229</b>	<b>131,190</b>
<b>Total farm liabilities</b>	<b>199,974</b>	<b>220,669</b>	<b>218,632</b>	<b>230,258</b>	<b>215,943</b>	<b>258,113</b>
<b>Total nonfarm liabilities</b>	<b>11,435</b>	<b>12,575</b>	<b>0</b>	<b>0</b>	<b>8,635</b>	<b>6,445</b>
<b>Total liabs excluding deferreds</b>	<b>211,409</b>	<b>233,243</b>	<b>218,632</b>	<b>230,258</b>	<b>224,578</b>	<b>264,558</b>
<b>Total deferred liabilities</b>	<b>28,536</b>	<b>32,792</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total liabilities</b>	<b>239,946</b>	<b>266,036</b>	<b>218,632</b>	<b>230,258</b>	<b>224,578</b>	<b>264,558</b>
<b>Retained earnings</b>	<b>607,425</b>	<b>684,121</b>	<b>235,990</b>	<b>290,237</b>	<b>471,728</b>	<b>604,342</b>
<b>Market valuation equity</b>	<b>837,299</b>	<b>872,639</b>	<b>802,961</b>	<b>760,840</b>	<b>588,060</b>	<b>703,482</b>
<b>Net worth (farm and nonfarm)</b>	<b>1,444,724</b>	<b>1,556,760</b>	<b>1,038,952</b>	<b>1,051,077</b>	<b>1,059,787</b>	<b>1,307,824</b>
<b>Net worth excluding deferreds</b>	<b>1,473,260</b>	<b>1,589,552</b>	<b>1,038,952</b>	<b>1,051,077</b>	<b>1,059,787</b>	<b>1,307,824</b>
<b>Net worth change</b>		<b>112,036</b>		<b>12,125</b>		<b>248,037</b>
<b>Percent net worth change</b>		<b>8 %</b>		<b>1 %</b>		<b>23 %</b>
<b>Ratio Analysis</b>						
<b>Current farm liabilities / assets</b>	<b>29 %</b>	<b>25 %</b>	<b>49 %</b>	<b>43 %</b>	<b>26 %</b>	<b>17 %</b>
<b>Intermediate farm liab. / assets</b>	<b>20 %</b>	<b>20 %</b>	<b>20 %</b>	<b>28 %</b>	<b>29 %</b>	<b>23 %</b>
<b>Long term farm liab. / assets</b>	<b>11 %</b>	<b>11 %</b>	<b>16 %</b>	<b>14 %</b>	<b>14 %</b>	<b>18 %</b>
<b>Total debt to asset ratio</b>	<b>14 %</b>	<b>15 %</b>	<b>17 %</b>	<b>18 %</b>	<b>17 %</b>	<b>17 %</b>
<b>Debt to assets excl deferreds</b>	<b>13 %</b>	<b>13 %</b>	<b>17 %</b>	<b>18 %</b>	<b>17 %</b>	<b>17 %</b>

Table 29

Statement Of Cash Flows  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Beginning cash (farm & nonfarm)	38,022	10,893	42,531
Cash Provided By Operating Activities			
Gross cash farm income	248,531	142,819	365,805
Total cash farm expense	-180,410	-124,244	-257,618
Net cash from hedging transactions	-1,510	-	-171
Cash provided by operating	66,611	18,575	108,017
Cash Provided By Investing Activities			
Sale of breeding livestock	-	-	-
Sale of machinery & equipment	490	572	419
Sale of titled vehicles	487	-	-
Sale of farm land	67	-	-
Sale of farm buildings	182	-	-
Sale of other farm assets	550	536	-
Sale of nonfarm assets	23	-	83
Purchase of breeding livestock	-442	-856	-54
Purchase of machinery & equip.	-31,355	-17,885	-43,604
Purchase of titled vehicles	-127	-	-
Purchase of farm land	-18,566	-	-56,551
Purchase of farm buildings	-13,152	-2,000	-24,592
Purchase of other farm assets	-105	-	-
Purchase of nonfarm assets	-963	-	-1,667
Cash provided by investing	-62,911	-19,633	-125,966
Cash Provided By Financing Activities			
Money borrowed	118,101	45,061	123,613
Principal payments	-99,500	-37,540	-86,215
Personal income	19,705	30,350	13,905
Family living/owner withdrawals	-38,552	-23,480	-46,173
Income and social security tax	-3,500	-981	-4,692
Capital contributions	217	-	22
Capital distributions	0	-	-
Dividends paid	-	-	-
Cash gifts and inheritances	14,801	3,339	34,920
Gifts given	-6,733	-4,872	-8,929
Other cash flows	-	-	-
Cash provided by financing	4,539	11,877	26,452
Net change in cash balance	8,239	10,819	8,503
Ending cash (farm & nonfarm)	46,261	21,713	51,034

Table 30

Financial Standards Measures  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Liquidity			
Current ratio	3.96	2.33	5.74
Working capital	194,320	71,341	302,346
Working capital to gross inc	67.0 %	46.2 %	68.7 %
Solvency (market)			
Farm debt to asset ratio	18 %	20 %	19 %
Farm equity to asset ratio	82 %	80 %	81 %
Farm debt to equity ratio	0.21	0.25	0.24
Profitability (cost)			
Rate of return on farm assets	8.4 %	1.7 %	16.6 %
Rate of return on farm equity	10.5 %	-4.6 %	23.8 %
Operating profit margin	18.3 %	4.9 %	24.5 %
Net farm income	72,627	11,157	135,642
EBIDTA	120,968	43,207	203,274
Repayment Capacity			
Capital debt repayment capacity	94,634	40,578	160,500
Capital debt repayment margin	74,896	20,683	141,511
Replacement margin	59,573	11,010	125,791
Term debt coverage ratio	4.79	2.04	8.45
Replacement coverage ratio	2.70	1.37	4.62
Efficiency			
Asset turnover rate (cost)	45.8 %	34.2 %	68.0 %
Operating expense ratio	58.3 %	72.0 %	53.8 %
Depreciation expense ratio	13.6 %	10.6 %	13.0 %
Interest expense ratio	3.2 %	10.3 %	2.4 %
Net farm income ratio	25.1 %	7.2 %	30.8 %

Table 31

Operator and Labor Information  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Operator Information			
Average number of operators	1.1	1.0	1.3
Average age of operators	50.7	48.7	45.6
Average number of years farming	26.3	21.7	20.4
Results Per Operator			
Working capital	171,001	71,341	241,877
Total assets (market)	1,604,060	1,281,335	1,257,905
Total liabilities	234,111	230,258	211,646
Net worth (market)	1,369,948	1,051,077	1,046,259
Net worth excl deferred liabs	1,398,806	1,051,077	1,046,259
Gross farm income	255,075	154,269	352,290
Total farm expense	191,163	143,113	243,777
Net farm income from operations	63,912	11,157	108,513
Net nonfarm income	17,340	30,350	11,124
Family living & tax withdrawals	37,006	24,461	40,692
Total acres owned	276.7	272.8	193.3
Total crop acres	360.6	321.8	391.7
Crop acres owned	245.4	195.2	219.5
Crop acres cash rented	115.2	126.5	172.1
Crop acres share rented	-	-	-
Total pasture acres	6.7	-	10.4
Labor Analysis			
Number of farms	44	10	12
Total unpaid labor hours	1,822	1,784	2,049
Total hired labor hours	326	334	393
Total labor hours per farm	2,148	2,118	2,442
Unpaid hours per operator	1,632	1,784	1,734
Value of farm production / hour	129.56	67.15	173.51
Net farm income / unpaid hour	37.25	6.25	59.91
Average hourly hired labor wage	16.69	13.34	18.29

Table 32

Financial Summary  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Income Statement			
Gross cash farm income	248,531	142,819	365,805
Total cash farm expense	180,410	124,244	257,618
Net cash farm income	68,120	18,575	108,187
Inventory change	43,815	8,877	84,661
Depreciation	-39,308	-16,295	-57,206
Net farm income from operations	72,627	11,157	135,642
Gain or loss on capital sales	-	-	-
Average net farm income	72,627	11,157	135,642
Median net farm income	43,435	-2,496	123,243
Profitability (cost)			
Rate of return on assets	8.4 %	1.7 %	16.6 %
Rate of return on equity	10.5 %	-4.6 %	23.8 %
Operating profit margin	18.3 %	4.9 %	24.5 %
Asset turnover rate	45.8 %	34.2 %	68.0 %
Profitability (market)			
Rate of return on assets	6.3 %	-3.1 %	17.0 %
Rate of return on equity	6.8 %	-5.5 %	20.1 %
Operating profit margin	30.0 %	-24.5 %	47.5 %
Asset turnover rate	20.8 %	12.5 %	35.8 %
Liquidity & Repayment (end of year)			
Current assets	259,940	125,159	366,164
Current liabilities	65,620	53,818	63,818
Current ratio	3.96	2.33	5.74
Working capital	194,320	71,341	302,346
Working capital to gross inc	67.0 %	46.2 %	68.7 %
Term debt coverage ratio	4.79	2.04	8.45
Replacement coverage ratio	2.70	1.37	4.62
Solvency (end of year at cost)			
Number of farms	44	10	12
Total farm assets	668,940	451,161	727,132
Total farm liabilities	220,669	230,258	258,113
Total assets	917,364	520,495	868,900
Total liabilities	233,243	230,258	264,558
Net worth	684,121	290,237	604,342
Net worth change	76,696	54,246	132,615
Farm debt to asset ratio	33 %	51 %	35 %
Total debt to asset ratio	25 %	44 %	30 %
Solvency (end of year at market)			
Number of farms	44	10	12
Total farm assets	1,432,272	1,156,554	1,354,082
Total farm liabilities	253,179	230,258	258,113
Total assets	1,822,795	1,281,335	1,572,382
Total liabilities	266,036	230,258	264,558
Net worth	1,556,760	1,051,077	1,307,824
Net worth change	112,036	12,125	248,037
Farm debt to asset ratio	18 %	20 %	19 %
Total debt to asset ratio	15 %	18 %	17 %
Nonfarm Information			
Net nonfarm income	19,705	30,350	13,905
Crop Acres			
Total acres owned	314	273	242
Total crop acres	410	322	490
Total crop acres owned	279	195	274
Total crop acres cash rented	131	127	215
Total crop acres share rented	-	-	-

Table 33

Summary Farm Income Statement  
**2011 MI Cash Grain (50 to 799 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	44	10	12
Crop sales	206,512	93,298	323,610
Crop inventory change	37,692	3,139	67,102
Gross crop income	244,204	96,436	390,712
Livestock sales	12,745	32,993	12,721
Livestock inventory change	570	971	162
Gross livestock income	13,315	33,964	12,883
Government payments	9,797	7,813	12,068
Other cash farm income	19,476	8,715	17,407
Change in accounts receivable	3,096	5,572	6,068
Gain or loss on hedging accounts	-848	-	-171
Change in other assets	-732	-	-83
Gain or loss on breeding lvst	1,550	1,769	1,479
Gross farm income	289,858	154,269	440,362
Cash operating expenses	171,133	108,352	247,267
Change in prepaids and supplies	-5,139	-1,033	-13,509
Change in growing crops	-363	-499	-101
Change in accounts payable	3,259	4,243	3,431
Depreciation	39,308	16,295	57,206
Total operating expense	208,198	127,358	294,295
Interest paid	9,277	15,892	10,351
Change in accrued interest	-244	-137	75
Total interest expense	9,033	15,754	10,426
Total expenses	217,231	143,113	304,721
Net farm income from operations	72,627	11,157	135,642
Gain or loss on capital sales	-	-	-
Net farm income	72,627	11,157	135,642

C.) Average of 17 Cash Grain Farms, 800 to 1199 Acre Farms

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Table 34                                      Crop Production and Marketing Summary  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

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	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Acreage Summary			
Total acres owned	504	735	328
Total crop acres	891	700	903
Crop acres owned	308	381	283
Crop acres cash rented	583	319	620
Crop acres share rented	-	-	-
Total pasture acres	8	-	-
Percent crop acres owned	35 %	54 %	31 %
Average Price Received (Cash Sales Only)			
Corn per bushel	5.70	5.87	5.74
Soybeans per bushel	11.33	-	11.01
Wheat, Winter per bushel	6.25	-	-
Straw per ton	29.35	-	-
Hay, Mixed per ton	57.31	-	-

Average Yield Per Acre

Table 35

Farm Income Statement  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Cash Farm Income			
Beans, Navy	12,940	-	43,995
Cordwood	186	417	300
Corn	216,650	141,053	147,912
Corn, Seed	43,235	18,265	132,386
Hay, Alfalfa	6,359	3,290	-
Hay, Mixed	13,261	421	42,804
Haylage, Mixed	17,850	-	60,453
Oats	41	175	-
Soybeans	128,844	105,869	137,312
Straw	4,905	295	15,944
Sugar Beets	22,134	-	75,257
Wheat, Winter	40,360	28,889	33,234
Miscellaneous crop income	28	-	-
Beef Bulls	5,282	-	-
Beef Cow-Calf, Beef Calves	5,310	6,124	-
Beef Backgrounding	769	-	-
Beef Finishing	34,247	99,099	-
Hogs, Farrow To Finish, Raised Ho	14,823	-	-
Sheep, Market Lamb Prod, Mkt Lamb	13,191	56,063	-
Sheep, Market Lamb Prod, Wool	295	1,252	-
Hogs, Weaning to Finish	13,530	-	-
Cull breeding livestock	9,214	22,303	-
Misc. livestock income	49	-	-
LDP payments	2,564	-	-
Direct, CCP & ACRE pymts	4,445	2,034	-
Other government payments	15,908	8,221	33,450
Custom work income	78,599	26,595	54,329
Patronage dividends, cash	3,409	1,110	7,247
Insurance income	6,831	8,424	264
Sale of resale items	13,691	2,402	-
Other farm income	22,333	36,146	5,568
Gross Cash Farm Income	751,282	568,445	790,453



Table 35

Farm Income Statement (Continued)  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
<b>Cash Farm Expense</b>			
Seed	47,268	37,853	38,511
Fertilizer	95,386	81,730	107,976
Crop chemicals	27,704	24,324	33,977
Crop insurance	12,498	2,484	9,560
Drying expense	4,142	2,841	4,376
Storage	49	206	-
Crop packaging and supplies	4,298	-	14,033
Crop supplies	68	-	232
Crop marketing	4,878	1,422	11,155
Crop miscellaneous	2,181	834	6,030
Feeder livestock purchase	10,466	25,059	-
Purchased feed	18,623	9,314	7
Breeding fees	184	331	-
Veterinary	2,444	975	67
Livestock supplies	2,294	651	18
Hauling and trucking	85	313	-
Livestock marketing	1,083	1,660	-
Bedding	29	125	-
Interest	30,914	30,964	17,328
Packaging and supplies	586	-	719
Supplies	1,219	484	1,088
Fuel & oil	43,204	21,823	50,055
Repairs	48,185	28,201	70,478
Repair, machinery	5,152	-	-
Custom hire	27,400	26,265	33,608
Repair, buildings	1,279	-	-
Hired labor	30,179	11,953	21,741
Land rent	54,031	33,526	61,671
Machinery leases	5,398	313	16,784
Real estate taxes	9,853	16,438	7,042
Personal property taxes	312	-	912
Farm insurance	19,597	15,848	14,688
Utilities	15,283	5,875	13,667
Dues & professional fees	6,816	5,152	5,590
Miscellaneous	20,842	10,309	21,962
Total cash expense	553,929	397,271	563,274
Net cash farm income	197,353	171,174	227,179
<b>Inventory Changes</b>			
Prepays and supplies	18,263	13,606	28,352
Accounts receivable	-3,534	605	-138
Hedging accounts	18	-3,375	2,760
Other current assets	6,163	14,394	5,299
Crops and feed	89,942	18,212	97,101
Market livestock	-1,024	-13,572	-
Breeding livestock	-11,485	-13,125	-

Other assets	229	-2	819
Accounts payable	-2,966	12,139	-29,922
Accrued interest	-4,300	-4,665	-8,927
Total inventory change	91,305	24,216	95,343
Net operating profit	288,658	195,390	322,522
Depreciation			
Machinery and equipment	-74,808	-50,318	-109,855
Titled vehicles	-	-	-
Buildings and improvements	-15,017	-9,590	-15,260
Total depreciation	-89,825	-59,908	-125,115
Net farm income from operations	198,833	135,482	197,408
Gain or loss on capital sales	-	-	-
Net farm income	198,833	135,482	197,408

Table 36

Inventory Changes  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Net cash farm income	197,353	171,174	227,179
Crops and Feed			
Ending inventory	436,575	257,504	541,843
Beginning inventory	346,634	239,293	444,742
Inventory change	89,942	18,212	97,101
Market Livestock			
Ending inventory	38,568	75,325	-
Beginning inventory	39,592	88,897	-
Inventory change	-1,024	-13,572	-
Accts Receivable			
Ending inventory	17,587	6,502	7,679
Beginning inventory	21,121	5,898	7,816
Inventory change	-3,534	605	-138
Prepaid Expenses and Supplies			
Ending inventory	70,131	34,623	111,785
Beginning inventory	51,868	21,017	83,433
Inventory change	18,263	13,606	28,352
Hedging Activities			
Ending inventory	1,788	625	-
Withdrawals	812	-	2,760
Beginning inventory	1,759	500	-
Deposits	824	3,500	-
Gain or loss	18	-3,375	2,760
Other Current Assets			
Ending inventory	31,761	28,194	54,323
Beginning inventory	25,599	13,800	49,024
Inventory change	6,163	14,394	5,299
Breeding Livestock			
Ending inventory	45,446	98,756	-
Capital sales	216	-	-
Beginning inventory	55,524	111,656	-
Capital purchases	1,623	225	-
Depreciation, capital adjust	-11,485	-13,125	-
Other Capital Assets			
Ending inventory	22,169	37,830	28,630
Capital sales	5,962	18,648	1,290
Beginning inventory	16,954	11,115	29,102
Capital purchases	10,948	45,365	-
Depreciation, capital adjust	229	-2	819
Accounts Payable			
Beginning inventory	15,996	19,181	18,632
Ending inventory	18,962	7,042	48,554
Inventory change	-2,966	12,139	-29,922
Accrued Interest			
Beginning inventory	5,338	7,980	4,310
Ending inventory	9,638	12,645	13,237
Inventory change	-4,300	-4,665	-8,927
Total inventory change	91,305	24,216	95,343
Net operating profit	288,658	195,390	322,522

Table 37

Depreciation  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Net operating profit	288,658	195,390	322,522
Machinery and Equipment			
Ending inventory	148,572	83,817	146,184
Capital sales	14,015	5,500	34,160
Beginning inventory	116,188	55,292	106,701
Capital purchases	121,207	84,343	183,497
Depreciation, capital adjust.	-74,808	-50,318	-109,855
Titled Vehicles			
Ending inventory	-	-	-
Capital sales	-	-	-
Beginning inventory	-	-	-
Capital purchases	-	-	-
Depreciation, capital adjust.	-	-	-
Buildings and Improvements			
Ending inventory	118,829	27,435	105,083
Capital sales	-	-	-
Beginning inventory	83,210	33,176	61,441
Capital purchases	50,636	3,848	58,903
Depreciation, capital adjust.	-15,017	-9,590	-15,260
Total depreciation, capital adj.	-89,825	-59,908	-125,115
Net farm income from operations	198,833	135,482	197,408
Gain or loss on capital sales	-	-	-
Net farm income	198,833	135,482	197,408

Table 38

Profitability Measures  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Profitability (assets valued at cost)			
Net farm income from operations	198,833	135,482	197,408
Rate of return on assets	13.0 %	9.6 %	11.9 %
Rate of return on equity	20.3 %	10.5 %	19.8 %
Operating profit margin	21.6 %	23.8 %	17.0 %
Asset turnover rate	60.3 %	40.5 %	70.2 %
Farm interest expense	35,214	35,628	26,255
Value of operator lbr and mgmt.	61,723	43,356	72,298
Return on farm assets	172,324	127,754	151,365
Average farm assets	1,324,543	1,324,507	1,268,668
Return on farm equity	137,110	92,126	125,110
Average farm equity	675,654	880,707	631,951
Value of farm production	798,335	536,864	890,987
	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Profitability (assets valued at market)			
Net farm income from operations	297,837	142,191	478,759
Rate of return on assets	9.6 %	4.0 %	15.5 %
Rate of return on equity	10.9 %	3.4 %	18.9 %
Operating profit margin	34.0 %	25.0 %	48.6 %
Asset turnover rate	28.4 %	15.9 %	31.9 %
Farm interest expense	35,214	35,628	26,255
Value of operator lbr and mgmt.	61,723	43,356	72,298
Return on farm assets	271,329	134,463	432,716
Average farm assets	2,813,349	3,381,944	2,790,800
Return on farm equity	236,115	98,835	406,461
Average farm equity	2,164,460	2,938,144	2,154,083
Value of farm production	798,335	536,864	890,987

Table 39

Liquidity & Repayment Capacity Measures  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Liquidity			
Current ratio	3.06	4.51	2.47
Working capital	426,481	321,589	449,386
Working capital to gross inc	51.5 %	56.3 %	50.4 %
Current assets	633,502	413,221	756,029
Current liabilities	207,021	91,632	306,643
Gross revenues (accrual)	827,424	571,237	890,995
Repayment capacity			
Net farm income from operations	198,833	135,482	197,408
Depreciation	89,825	59,908	125,115
Personal income	18,766	52,233	8,789
Family living/owner withdrawals	-65,168	-85,365	-55,345
Payments on personal debt	-2,547	-	-1,945
Income taxes paid	-6,825	-4,271	-17,404
Interest on term debt	23,604	29,302	10,782
Capital debt repayment capacity	256,488	187,289	267,399
Scheduled term debt payments	-74,996	-63,535	-77,991
Capital debt repayment margin	181,492	123,753	189,408
Cash replacement allowance	-27,119	-22,743	-18,874
Replacement margin	154,373	101,011	170,534
Term debt coverage ratio	3.42	2.95	3.43
Replacement coverage ratio	2.51	2.17	2.76

Table 40

Balance Sheet at Cost Values  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 25%		High 25%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Number of farms	17		4		5	
<b>Assets</b>						
<b>Current Farm Assets</b>						
Cash and checking balance	31,300	37,092	12,074	10,448	23,559	40,399
Prepaid expenses & supplies	51,868	70,131	21,017	34,623	83,433	111,785
Growing crops	23,300	27,466	11,100	11,444	49,024	54,323
Accounts receivable	21,121	17,587	5,898	6,502	7,816	7,679
Hedging accounts	1,759	1,788	500	625	0	0
Crops held for sale or feed	346,634	436,575	239,293	257,504	444,742	541,843
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	39,592	38,568	88,897	75,325	0	0
Other current assets	2,299	4,295	2,700	16,750	0	0
<b>Total current farm assets</b>	<b>517,871</b>	<b>633,502</b>	<b>381,478</b>	<b>413,221</b>	<b>608,575</b>	<b>756,029</b>
<b>Intermediate Farm Assets</b>						
Breeding livestock	55,524	45,446	111,656	98,756	0	0
Machinery and equipment	116,188	148,572	55,292	83,817	106,701	146,184
Titled vehicles	0	0	0	0	0	0
Other intermediate assets	7,146	7,309	3,511	3,771	5,390	7,460
<b>Total intermediate farm assets</b>	<b>178,857</b>	<b>201,327</b>	<b>170,459</b>	<b>186,344</b>	<b>112,091</b>	<b>153,644</b>
<b>Long Term Farm Assets</b>						
Farm land	382,316	508,505	697,182	698,057	326,662	368,928
Buildings and improvements	83,210	118,829	33,176	27,435	61,441	105,083
Other long-term assets	9,808	14,860	7,604	34,059	23,712	21,170
<b>Total long-term farm assets</b>	<b>475,334</b>	<b>642,195</b>	<b>737,961</b>	<b>759,550</b>	<b>411,814</b>	<b>495,182</b>
<b>Total Farm Assets</b>	<b>1,172,063</b>	<b>1,477,024</b>	<b>1,289,899</b>	<b>1,359,115</b>	<b>1,132,481</b>	<b>1,404,855</b>
<b>Total Nonfarm Assets</b>	<b>156,217</b>	<b>163,681</b>	<b>195,441</b>	<b>201,263</b>	<b>108,125</b>	<b>117,685</b>
<b>Total Assets</b>	<b>1,328,279</b>	<b>1,640,705</b>	<b>1,485,340</b>	<b>1,560,378</b>	<b>1,240,606</b>	<b>1,522,539</b>
<b>Liabilities</b>						
<b>Current Farm Liabilities</b>						
Accrued interest	5,338	9,638	7,980	12,645	4,310	13,237
Accounts payable	15,996	18,962	19,181	7,042	18,632	48,554
Current notes	109,494	122,442	62,340	36,495	112,321	181,796
Government crop loans	0	0	0	0	0	0
Principal due on term debt	51,392	55,979	34,233	35,450	67,209	63,056
<b>Total current farm liabilities</b>	<b>182,220</b>	<b>207,021</b>	<b>123,734</b>	<b>91,632</b>	<b>202,471</b>	<b>306,643</b>
<b>Total intermediate farm liabs</b>	<b>91,356</b>	<b>94,446</b>	<b>27,693</b>	<b>47,413</b>	<b>170,025</b>	<b>147,684</b>
<b>Total long term farm liabilities</b>	<b>313,649</b>	<b>409,087</b>	<b>306,804</b>	<b>290,324</b>	<b>206,535</b>	<b>240,076</b>
<b>Total farm liabilities</b>	<b>587,225</b>	<b>710,553</b>	<b>458,232</b>	<b>429,369</b>	<b>579,031</b>	<b>694,403</b>
<b>Total nonfarm liabilities</b>	<b>33,323</b>	<b>31,651</b>	<b>10,757</b>	<b>11,654</b>	<b>52,352</b>	<b>50,799</b>
<b>Total liabilities</b>	<b>620,548</b>	<b>742,204</b>	<b>468,989</b>	<b>441,023</b>	<b>631,383</b>	<b>745,202</b>
<b>Net worth (farm and nonfarm)</b>	<b>707,732</b>	<b>898,501</b>	<b>1,016,351</b>	<b>1,119,355</b>	<b>609,224</b>	<b>777,337</b>
Net worth change		190,769		103,004		168,113
Percent net worth change		27 %		10 %		28 %
<b>Ratio Analysis</b>						
Current farm liabilities / assets	35 %	33 %	32 %	22 %	33 %	41 %
Intermediate farm liab. / assets	51 %	47 %	16 %	25 %	152 %	96 %
Long term farm liab. / assets	66 %	64 %	42 %	38 %	50 %	48 %
Total debt to asset ratio	47 %	45 %	32 %	28 %	51 %	49 %

Table 41

Balance Sheet at Market Values  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 25%		High 25%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Number of farms	17		4		5	
<b>Assets</b>						
<b>Current Farm Assets</b>						
Cash and checking balance	31,300	37,092	12,074	10,448	23,559	40,399
Prepaid expenses & supplies	51,868	70,131	21,017	34,623	83,433	111,785
Growing crops	23,300	27,466	11,100	11,444	49,024	54,323
Accounts receivable	21,121	17,587	5,898	6,502	7,816	7,679
Hedging accounts	1,759	1,788	500	625	0	0
Crops held for sale or feed	346,634	436,575	239,293	257,504	444,742	541,843
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	39,592	38,568	88,897	75,325	0	0
Other current assets	2,299	4,295	2,700	16,750	0	0
<b>Total current farm assets</b>	<b>517,871</b>	<b>633,502</b>	<b>381,478</b>	<b>413,221</b>	<b>608,575</b>	<b>756,029</b>
<b>Intermediate Farm Assets</b>						
Breeding livestock	56,241	46,513	111,656	98,756	0	0
Machinery and equipment	505,908	571,483	376,209	416,426	480,557	596,851
Titled vehicles	6,265	6,050	0	0	10,000	10,400
Other intermediate assets	11,617	15,172	3,511	3,771	5,390	13,960
<b>Total intermediate farm assets</b>	<b>580,031</b>	<b>639,219</b>	<b>491,376</b>	<b>518,954</b>	<b>495,947</b>	<b>621,211</b>
<b>Long Term Farm Assets</b>						
Farm land	1,277,410	1,453,514	2,371,645	2,358,644	1,203,850	1,425,406
Buildings and improvements	216,923	263,183	91,878	95,030	150,152	206,264
Other long-term assets	19,133	25,914	7,604	34,059	55,414	58,752
<b>Total long-term farm assets</b>	<b>1,513,465</b>	<b>1,742,611</b>	<b>2,471,127</b>	<b>2,487,733</b>	<b>1,409,416</b>	<b>1,690,423</b>
<b>Total Farm Assets</b>	<b>2,611,367</b>	<b>3,015,332</b>	<b>3,343,982</b>	<b>3,419,907</b>	<b>2,513,938</b>	<b>3,067,662</b>
<b>Total Nonfarm Assets</b>	<b>306,729</b>	<b>316,212</b>	<b>579,602</b>	<b>585,424</b>	<b>187,603</b>	<b>195,471</b>
<b>Total Assets</b>	<b>2,918,096</b>	<b>3,331,543</b>	<b>3,923,584</b>	<b>4,005,331</b>	<b>2,701,541</b>	<b>3,263,133</b>
<b>Liabilities</b>						
<b>Current Farm Liabilities</b>						
Accrued interest	5,338	9,638	7,980	12,645	4,310	13,237
Accounts payable	15,996	18,962	19,181	7,042	18,632	48,554
Current notes	109,494	122,442	62,340	36,495	112,321	181,796
Government crop loans	0	0	0	0	0	0
Principal due on term debt	51,392	55,979	34,233	35,450	67,209	63,056
<b>Total current farm liabilities</b>	<b>182,220</b>	<b>207,021</b>	<b>123,734</b>	<b>91,632</b>	<b>202,471</b>	<b>306,643</b>
<b>Total intermediate farm liabs</b>	<b>91,356</b>	<b>94,446</b>	<b>27,693</b>	<b>47,413</b>	<b>170,025</b>	<b>147,684</b>
<b>Total long term farm liabilities</b>	<b>313,649</b>	<b>409,087</b>	<b>306,804</b>	<b>290,324</b>	<b>206,535</b>	<b>240,076</b>
<b>Total farm liabilities</b>	<b>587,225</b>	<b>710,553</b>	<b>458,232</b>	<b>429,369</b>	<b>579,031</b>	<b>694,403</b>
<b>Total nonfarm liabilities</b>	<b>33,323</b>	<b>31,651</b>	<b>10,757</b>	<b>11,654</b>	<b>52,352</b>	<b>50,799</b>
<b>Total liabs excluding deferreds</b>	<b>620,548</b>	<b>742,204</b>	<b>468,989</b>	<b>441,023</b>	<b>631,383</b>	<b>745,202</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>620,548</b>	<b>742,204</b>	<b>468,989</b>	<b>441,023</b>	<b>631,383</b>	<b>745,202</b>
<b>Retained earnings</b>	<b>707,732</b>	<b>898,501</b>	<b>1,016,351</b>	<b>1,119,355</b>	<b>609,224</b>	<b>777,337</b>
<b>Market valuation equity</b>	<b>1,589,816</b>	<b>1,690,839</b>	<b>2,438,244</b>	<b>2,444,953</b>	<b>1,460,934</b>	<b>1,740,594</b>
<b>Net worth (farm and nonfarm)</b>	<b>2,297,548</b>	<b>2,589,340</b>	<b>3,454,595</b>	<b>3,564,308</b>	<b>2,070,158</b>	<b>2,517,931</b>
<b>Net worth excluding deferreds</b>	<b>2,297,548</b>	<b>2,589,340</b>	<b>3,454,595</b>	<b>3,564,308</b>	<b>2,070,158</b>	<b>2,517,931</b>
<b>Net worth change</b>		<b>291,792</b>		<b>109,713</b>		<b>447,773</b>
<b>Percent net worth change</b>		<b>13 %</b>		<b>3 %</b>		<b>22 %</b>
<b>Ratio Analysis</b>						
<b>Current farm liabilities / assets</b>	<b>35 %</b>	<b>33 %</b>	<b>32 %</b>	<b>22 %</b>	<b>33 %</b>	<b>41 %</b>
<b>Intermediate farm liab. / assets</b>	<b>16 %</b>	<b>15 %</b>	<b>6 %</b>	<b>9 %</b>	<b>34 %</b>	<b>24 %</b>
<b>Long term farm liab. / assets</b>	<b>21 %</b>	<b>23 %</b>	<b>12 %</b>	<b>12 %</b>	<b>15 %</b>	<b>14 %</b>
<b>Total debt to asset ratio</b>	<b>21 %</b>	<b>22 %</b>	<b>12 %</b>	<b>11 %</b>	<b>23 %</b>	<b>23 %</b>
<b>Debt to assets excl deferreds</b>	<b>21 %</b>	<b>22 %</b>	<b>12 %</b>	<b>11 %</b>	<b>23 %</b>	<b>23 %</b>



Table 42

Statement Of Cash Flows  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Beginning cash (farm & nonfarm)	31,300	12,074	23,559
Cash Provided By Operating Activities			
Gross cash farm income	751,282	568,445	790,453
Total cash farm expense	-553,929	-397,271	-563,274
Net cash from hedging transactions	-12	-3,500	2,760
Cash provided by operating	197,341	167,674	229,939
Cash Provided By Investing Activities			
Sale of breeding livestock	216	-	-
Sale of machinery & equipment	14,015	5,500	34,160
Sale of titled vehicles	-	-	-
Sale of farm land	15,882	-	54,000
Sale of farm buildings	-	-	-
Sale of other farm assets	5,962	18,648	1,290
Sale of nonfarm assets	-	-	-
Purchase of breeding livestock	-1,623	-225	-
Purchase of machinery & equip.	-121,207	-84,343	-183,497
Purchase of titled vehicles	-	-	-
Purchase of farm land	-146,762	-875	-114,247
Purchase of farm buildings	-50,636	-3,848	-58,903
Purchase of other farm assets	-10,948	-45,365	-
Purchase of nonfarm assets	4,529	-	19,542
Cash provided by investing	-290,572	-110,509	-247,655
Cash Provided By Financing Activities			
Money borrowed	361,010	130,146	472,064
Principal payments	-246,811	-151,534	-397,027
Personal income	18,766	52,233	8,789
Family living/owner withdrawals	-65,168	-85,365	-55,345
Income and social security tax	-6,825	-4,271	-17,404
Capital contributions	8,939	-	-
Capital distributions	-8,149	-	-
Dividends paid	-	-	-
Cash gifts and inheritances	37,320	-	23,503
Gifts given	-59	-	-25
Other cash flows	-	-	-
Cash provided by financing	99,023	-58,791	34,556
Net change in cash balance	5,792	-1,627	16,840
Ending cash (farm & nonfarm)	37,092	10,448	40,399

Table 43

Financial Standards Measures  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Liquidity			
Current ratio	3.06	4.51	2.47
Working capital	426,481	321,589	449,386
Working capital to gross inc	51.5 %	56.3 %	50.4 %
Solvency (market)			
Farm debt to asset ratio	24 %	13 %	23 %
Farm equity to asset ratio	76 %	87 %	77 %
Farm debt to equity ratio	0.31	0.14	0.29
Profitability (cost)			
Rate of return on farm assets	13.0 %	9.6 %	11.9 %
Rate of return on farm equity	20.3 %	10.5 %	19.8 %
Operating profit margin	21.6 %	23.8 %	17.0 %
Net farm income	198,833	135,482	197,408
EBIDTA	323,872	231,018	348,777
Repayment Capacity			
Capital debt repayment capacity	256,488	187,289	267,399
Capital debt repayment margin	181,492	123,753	189,408
Replacement margin	154,373	101,011	170,534
Term debt coverage ratio	3.42	2.95	3.43
Replacement coverage ratio	2.51	2.17	2.76
Efficiency			
Asset turnover rate (cost)	60.3 %	40.5 %	70.2 %
Operating expense ratio	60.9 %	59.6 %	60.9 %
Depreciation expense ratio	10.9 %	10.5 %	14.0 %
Interest expense ratio	3.7 %	5.4 %	1.9 %
Net farm income ratio	24.0 %	23.7 %	22.2 %

Table 44

Operator and Labor Information  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Operator Information			
Average number of operators	1.5	1.5	1.2
Average age of operators	51.7	53.2	46.5
Average number of years farming	27.2	26.8	22.8
Results Per Operator			
Working capital	278,853	214,393	374,488
Total assets (market)	2,178,317	2,670,221	2,719,278
Total liabilities	485,287	294,015	621,002
Net worth (market)	1,693,030	2,376,206	2,098,276
Net worth excl deferred liabs	1,693,030	2,376,206	2,098,276
Gross farm income	541,008	380,824	742,495
Total farm expense	411,002	290,503	577,989
Net farm income from operations	130,006	90,321	164,506
Net nonfarm income	12,270	34,822	7,324
Family living & tax withdrawals	47,072	59,757	60,624
Total acres owned	329.6	489.8	273.7
Total crop acres	582.7	466.7	752.8
Crop acres owned	201.2	254.0	236.0
Crop acres cash rented	381.5	212.7	516.8
Crop acres share rented	-	-	-
Total pasture acres	4.9	-	-
Labor Analysis			
Number of farms	17	4	5
Total unpaid labor hours	3,912	2,750	3,318
Total hired labor hours	3,508	825	1,997
Total labor hours per farm	7,420	3,575	5,315
Unpaid hours per operator	2,608	1,833	2,765
Value of farm production / hour	107.71	150.17	167.64
Net farm income / unpaid hour	50.04	49.27	59.50
Average hourly hired labor wage	9.32	14.49	12.16
Partnerships & LLCs			
Number of farms	8	2	1
Number of operators	2.0	-	-
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-

Table 45

Financial Summary  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Income Statement			
Gross cash farm income	751,282	568,445	790,453
Total cash farm expense	553,929	397,271	563,274
Net cash farm income	197,353	171,174	227,179
Inventory change	91,305	24,216	95,343
Depreciation	-89,825	-59,908	-125,115
Net farm income from operations	198,833	135,482	197,408
Gain or loss on capital sales	-	-	-
Average net farm income	198,833	135,482	197,408
Median net farm income	235,500	133,485	235,500
Profitability (cost)			
Rate of return on assets	13.0 %	9.6 %	11.9 %
Rate of return on equity	20.3 %	10.5 %	19.8 %
Operating profit margin	21.6 %	23.8 %	17.0 %
Asset turnover rate	60.3 %	40.5 %	70.2 %
Profitability (market)			
Rate of return on assets	9.6 %	4.0 %	15.5 %
Rate of return on equity	10.9 %	3.4 %	18.9 %
Operating profit margin	34.0 %	25.0 %	48.6 %
Asset turnover rate	28.4 %	15.9 %	31.9 %
Liquidity & Repayment (end of year)			
Current assets	633,502	413,221	756,029
Current liabilities	207,021	91,632	306,643
Current ratio	3.06	4.51	2.47
Working capital	426,481	321,589	449,386
Working capital to gross inc	51.5 %	56.3 %	50.4 %
Term debt coverage ratio	3.42	2.95	3.43
Replacement coverage ratio	2.51	2.17	2.76
Solvency (end of year at cost)			
Number of farms	17	4	5
Total farm assets	1,477,024	1,359,115	1,404,855
Total farm liabilities	710,553	429,369	694,403
Total assets	1,640,705	1,560,378	1,522,539
Total liabilities	742,204	441,023	745,202
Net worth	898,501	1,119,355	777,337
Net worth change	190,769	103,004	168,113
Farm debt to asset ratio	48 %	32 %	49 %
Total debt to asset ratio	45 %	28 %	49 %
Solvency (end of year at market)			
Number of farms	17	4	5
Total farm assets	3,015,332	3,419,907	3,067,662
Total farm liabilities	710,553	429,369	694,403
Total assets	3,331,543	4,005,331	3,263,133
Total liabilities	742,204	441,023	745,202
Net worth	2,589,340	3,564,308	2,517,931
Net worth change	291,792	109,713	447,773
Farm debt to asset ratio	24 %	13 %	23 %
Total debt to asset ratio	22 %	11 %	23 %
Nonfarm Information			
Net nonfarm income	18,766	52,233	8,789
Crop Acres			
Total acres owned	504	735	328
Total crop acres	891	700	903
Total crop acres owned	308	381	283
Total crop acres cash rented	583	319	620
Total crop acres share rented	-	-	-

Table 46

Summary Farm Income Statement  
**2011 MI Cash Grain (800 to 1199 acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	17	4	5
Crop sales	506,793	298,673	689,595
Crop inventory change	89,942	18,212	97,101
Gross crop income	596,735	316,884	786,696
Livestock sales	87,495	162,537	-
Livestock inventory change	-1,024	-13,572	-
Gross livestock income	86,471	148,965	-
Government payments	22,917	10,255	33,450
Other cash farm income	134,077	96,980	67,408
Change in accounts receivable	-3,534	605	-138
Gain or loss on hedging accounts	18	-3,375	2,760
Change in other assets	2,225	14,048	819
Gain or loss on breeding lvst	-11,485	-13,125	-
Gross farm income	827,424	571,237	890,995
Cash operating expenses	523,016	366,307	545,946
Change in prepaids and supplies	-18,263	-13,606	-28,352
Change in growing crops	-4,167	-344	-5,299
Change in accounts payable	2,966	-12,139	29,922
Depreciation	89,825	59,908	125,115
Total operating expense	593,377	400,127	667,332
Interest paid	30,914	30,964	17,328
Change in accrued interest	4,300	4,665	8,927
Total interest expense	35,214	35,628	26,255
Total expenses	628,591	435,755	693,587
Net farm income from operations	198,833	135,482	197,408
Gain or loss on capital sales	-	-	-
Net farm income	198,833	135,482	197,408

D.) Average of 25 Cash Grain Farms, 1200 plus Acre Farms

Table 47 Crop Production and Marketing Summary			
2011 MI Cash Grain (1200 + acres)			
(Farms Sorted By Rate of Return on Assets - Mkt)			
	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Acreage Summary			
Total acres owned	802	1,132	541
Total crop acres	1,866	1,637	1,835
Crop acres owned	939	1,033	827
Crop acres cash rented	818	540	1,008
Crop acres share rented	109	64	-
Total pasture acres	3	-	-
Percent crop acres owned	50 %	63 %	45 %
Average Price Received (Cash Sales Only)			
Corn per bushel	5.57	6.19	5.49
Soybeans per bushel	11.59	-	11.60
Wheat, Winter per bushel	6.67	-	-
Average Yield Per Acre			
Corn (bushel)	160.48	-	-
Soybeans (bushel)	51.11	-	-

Table 48

Farm Income Statement  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Cash Farm Income			
Beans, Dark Red Kidney	7,833	-	-
Beans, Navy	15,149	30,402	28,046
Beans, Pinto	3,111	-	11,112
Corn	683,755	848,399	634,321
Corn Silage	105	-	-
Corn, Seed	84,423	-	-
Cucumbers	19,124	-	24,978
Hay, Alfalfa	3,761	-	4,476
Hay, Mixed	1,632	-	4,197
Haylage, Mixed	3,380	-	-
Soybeans	304,072	216,111	327,166
Straw	1,309	-	2,533
Sugar Beets	24,996	-	-
Tobacco	2,005	-	7,162
Wheat, Winter	62,222	48,225	87,479
Miscellaneous crop income	132	23	-
Beef Cow-Calf, Beef Calves	21,590	71,650	5,060
Beef Finishing	23,854	31,814	-
Beef Yearlings	68,731	-	-
Dairy Finishing	7,139	-	-
Hogs, Farrow To Finish, Raised Ho	94,530	341,042	-
Hogs, Feeder Pig Prod, Feeder Pig	1,166	4,717	-
Hogs, Finish Feeder Pigs	88,485	-	-
Sheep, Market Lamb Prod, Mkt Lamb	338	-	1,207
Beef Finish Cull Cows	1,219	-	4,354
Cull breeding livestock	20,646	56,568	-
Misc. livestock income	118	417	36
Direct, CCP & ACRE pymts	6,413	-	15,306
Other government payments	39,580	55,612	37,955
Custom work income	69,775	74,346	120,470
Patronage dividends, cash	3,841	6,881	1,725
Insurance income	30,525	52,691	31,802
Contract livestock income	6,453	3,556	-
Other farm income	48,295	132,551	40,991
Gross Cash Farm Income	1,749,708	1,975,004	1,390,374

Table 48

Farm Income Statement (Continued)  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
<b>Cash Farm Expense</b>			
Seed	115,088	129,542	119,214
Fertilizer	260,277	296,974	229,254
Crop chemicals	64,611	87,343	53,325
Crop insurance	34,263	38,111	37,825
Drying expense	9,420	21,026	926
Storage	129	-	461
Irrigation energy	2,571	-	-
Crop packaging and supplies	560	-	-
Crop hauling and trucking	1,631	-	5,286
Crop marketing	4,211	10,535	1,404
Crop miscellaneous	63,983	1,999	16,658
Feeder livestock purchase	88,296	24,297	485
Purchased feed	87,781	162,464	17,826
Breeding fees	1,063	3,468	200
Veterinary	7,303	15,854	3,922
Livestock supplies	4,874	5,347	8,167
Livestock hauling and trucking	320	-	1,143
Livestock marketing	5,577	1,597	252
Livestock miscellaneous	4,143	-	-
Interest	52,045	50,287	36,233
Packaging and supplies	831	-	2,969
Supplies	527	-	-
Fuel & oil	67,343	64,149	52,831
Repairs	86,444	91,960	77,412
Repair, machinery	421	-	1,503
Custom hire	49,095	116,210	17,172
Repair, buildings	462	-	1,650
Hired labor	82,818	125,202	57,769
Land rent	155,263	242,384	125,558
Machinery leases	18,320	24,082	9,611
Real estate taxes	13,134	9,577	20,454
Personal property taxes	41	-	146
Farm insurance	24,674	31,676	25,898
Utilities	32,000	44,763	27,383
Dues & professional fees	9,707	16,668	7,513
Miscellaneous	33,014	63,839	24,691
Total cash expense	1,382,240	1,679,352	985,140
Net cash farm income	367,468	295,653	405,233
<b>Inventory Changes</b>			
Prepays and supplies	71,579	188,237	9,923
Accounts receivable	19,954	-	20,378
Hedging accounts	5,342	26,832	-1,383
Other current assets	3,054	-3,304	8,857
Crops and feed	106,992	-73,651	171,625
Market livestock	14,043	-13,250	287



Breeding livestock	1,100	8,230	613
Other assets	-4,820	0	0
Accounts payable	563	417	1,568
Accrued interest	103	1,357	-1,640
Total inventory change	217,911	134,870	210,228
Net operating profit	585,379	430,523	615,461
Depreciation			
Machinery and equipment	-151,478	-195,178	-128,893
Titled vehicles	-558	-	-1,857
Buildings and improvements	-57,738	-32,442	-68,337
Total depreciation	-209,773	-227,621	-199,087
Net farm income from operations	375,605	202,902	416,374
Gain or loss on capital sales	-	-	-
Net farm income	375,605	202,902	416,374

Table 49

Inventory Changes  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Net cash farm income	367,468	295,653	405,233
Crops and Feed			
Ending inventory	1,021,752	977,470	948,874
Beginning inventory	914,760	1,051,121	777,249
Inventory change	106,992	-73,651	171,625
Market Livestock			
Ending inventory	140,777	122,496	4,221
Beginning inventory	126,734	135,746	3,934
Inventory change	14,043	-13,250	287
Accts Receivable			
Ending inventory	30,945	-	47,886
Beginning inventory	10,990	-	27,508
Inventory change	19,954	-	20,378
Prepaid Expenses and Supplies			
Ending inventory	250,697	351,828	185,645
Beginning inventory	179,117	163,591	175,722
Inventory change	71,579	188,237	9,923
Hedging Activities			
Ending inventory	16,759	58,099	29
Withdrawals	-143	-	-1,383
Beginning inventory	10,193	31,267	29
Deposits	1,081	-	-
Gain or loss	5,342	26,832	-1,383
Other Current Assets			
Ending inventory	19,960	8,679	24,577
Beginning inventory	16,906	11,983	15,719
Inventory change	3,054	-3,304	8,857
Breeding Livestock			
Ending inventory	54,310	141,092	28,029
Capital sales	238	959	10
Beginning inventory	52,010	132,171	26,654
Capital purchases	1,438	1,650	772
Depreciation, capital adjust	1,100	8,230	613
Other Capital Assets			
Ending inventory	72,389	10,668	5,290
Capital sales	18,959	1,549	1,542
Beginning inventory	79,136	12,052	4,005
Capital purchases	17,031	165	2,827
Depreciation, capital adjust	-4,820	0	0
Accounts Payable			
Beginning inventory	31,154	417	10,761
Ending inventory	30,591	-	9,193
Inventory change	563	417	1,568
Accrued Interest			
Beginning inventory	16,573	11,995	15,360
Ending inventory	16,470	10,638	17,000
Inventory change	103	1,357	-1,640
Total inventory change	217,911	134,870	210,228
Net operating profit	585,379	430,523	615,461

Table 50

Depreciation  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Net operating profit	585,379	430,523	615,461
Machinery and Equipment			
Ending inventory	288,029	334,984	274,439
Capital sales	19,187	5,333	14,714
Beginning inventory	284,798	354,344	273,838
Capital purchases	173,895	181,151	144,209
Depreciation, capital adjust.	-151,478	-195,178	-128,893
Titled Vehicles			
Ending inventory	276	-	714
Capital sales	-	-	-
Beginning inventory	834	-	2,571
Capital purchases	-	-	-
Depreciation, capital adjust.	-558	-	-1,857
Buildings and Improvements			
Ending inventory	124,783	138,889	102,203
Capital sales	-	-	-
Beginning inventory	113,442	136,006	65,260
Capital purchases	69,079	35,326	105,281
Depreciation, capital adjust.	-57,738	-32,442	-68,337
Total depreciation, capital adj.	-209,773	-227,621	-199,087
Net farm income from operations	375,605	202,902	416,374
Gain or loss on capital sales	-	-	-
Net farm income	375,605	202,902	416,374

Table 51

Profitability Measures  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Profitability (assets valued at cost)			
Net farm income from operations	375,605	202,902	416,374
Rate of return on assets	11.9 %	5.8 %	15.1 %
Rate of return on equity	18.0 %	7.4 %	20.3 %
Operating profit margin	20.1 %	10.2 %	22.8 %
Asset turnover rate	59.4 %	57.2 %	66.5 %
Farm interest expense	51,941	48,929	37,874
Value of operator lbr and mgmt.	83,101	75,234	98,774
Return on farm assets	344,446	176,597	355,474
Average farm assets	2,887,257	3,034,814	2,347,031
Return on farm equity	292,504	127,668	317,600
Average farm equity	1,620,878	1,730,426	1,564,158
Value of farm production	1,716,362	1,736,406	1,560,633
	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Profitability (assets valued at market)			
Net farm income from operations	505,151	235,498	650,608
Rate of return on assets	8.8 %	3.4 %	14.3 %
Rate of return on equity	10.2 %	3.3 %	16.5 %
Operating profit margin	27.6 %	12.0 %	37.8 %
Asset turnover rate	31.7 %	28.4 %	37.9 %
Farm interest expense	51,941	48,929	37,874
Value of operator lbr and mgmt.	83,101	75,234	98,774
Return on farm assets	473,992	209,193	589,708
Average farm assets	5,407,850	6,108,083	4,118,252
Return on farm equity	422,050	160,264	551,834
Average farm equity	4,120,514	4,803,694	3,335,378
Value of farm production	1,716,362	1,736,406	1,560,633

Table 52

Liquidity & Repayment Capacity Measures  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Liquidity			
Current ratio	3.86	4.61	3.76
Working capital	1,152,168	1,290,393	932,392
Working capital to gross inc	60.9 %	67.1 %	59.1 %
Current assets	1,554,502	1,648,121	1,270,146
Current liabilities	402,333	357,727	337,753
Gross revenues (accrual)	1,892,438	1,923,167	1,578,944
Repayment capacity			
Net farm income from operations	375,605	202,902	416,374
Depreciation	209,773	227,621	199,087
Personal income	69,452	223,150	6,778
Family living/owner withdrawals	-86,846	-94,603	-61,068
Payments on personal debt	-1,567	-667	-
Income taxes paid	-9,728	-12,059	-10,259
Interest on term debt	51,092	45,080	48,220
Capital debt repayment capacity	607,781	591,423	599,132
Scheduled term debt payments	-134,432	-112,142	-117,667
Capital debt repayment margin	473,349	479,281	481,465
Cash replacement allowance	-62,806	-67,549	-54,860
Replacement margin	410,542	411,732	426,605
Term debt coverage ratio	4.52	5.27	5.09
Replacement coverage ratio	3.08	3.29	3.47

Table 53

Balance Sheet at Cost Values  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 25%		High 25%	
	25		6		7	
Number of farms	Beginning	Ending	Beginning	Ending	Beginning	Ending
<b>Assets</b>						
<b>Current Farm Assets</b>						
Cash and checking balance	47,367	73,613	87,446	129,548	22,245	58,914
Prepaid expenses & supplies	179,117	250,697	163,591	351,828	175,722	185,645
Growing crops	12,650	15,585	11,983	8,679	11,434	23,241
Accounts receivable	10,990	30,945	0	0	27,508	47,886
Hedging accounts	10,193	16,759	31,267	58,099	29	29
Crops held for sale or feed	914,760	1,021,752	1,051,121	977,470	777,249	948,874
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	126,734	140,777	135,746	122,496	3,934	4,221
Other current assets	4,256	4,375	0	0	4,286	1,336
<b>Total current farm assets</b>	<b>1,306,067</b>	<b>1,554,502</b>	<b>1,481,154</b>	<b>1,648,121</b>	<b>1,022,406</b>	<b>1,270,146</b>
<b>Intermediate Farm Assets</b>						
Breeding livestock	52,010	54,310	132,171	141,092	26,654	28,029
Machinery and equipment	284,798	288,029	354,344	334,984	273,838	274,439
Titled vehicles	834	276	0	0	2,571	714
Other intermediate assets	40,461	34,281	12,052	10,668	3,484	4,769
<b>Total intermediate farm assets</b>	<b>378,104</b>	<b>376,897</b>	<b>498,567</b>	<b>486,744</b>	<b>306,547</b>	<b>307,952</b>
<b>Long Term Farm Assets</b>						
Farm land	859,363	984,576	826,137	854,012	757,580	860,928
Buildings and improvements	113,442	124,783	136,006	138,889	65,260	102,203
Other long-term assets	38,674	38,107	0	0	521	521
<b>Total long-term farm assets</b>	<b>1,011,480</b>	<b>1,147,466</b>	<b>962,143</b>	<b>992,901</b>	<b>823,360</b>	<b>963,652</b>
<b>Total Farm Assets</b>	<b>2,695,651</b>	<b>3,078,864</b>	<b>2,941,863</b>	<b>3,127,765</b>	<b>2,152,313</b>	<b>2,541,750</b>
<b>Total Nonfarm Assets</b>	<b>276,661</b>	<b>285,919</b>	<b>369,427</b>	<b>363,594</b>	<b>262,862</b>	<b>287,480</b>
<b>Total Assets</b>	<b>2,972,312</b>	<b>3,364,783</b>	<b>3,311,290</b>	<b>3,491,359</b>	<b>2,415,175</b>	<b>2,829,229</b>
<b>Liabilities</b>						
<b>Current Farm Liabilities</b>						
Accrued interest	16,573	16,470	11,995	10,638	15,360	17,000
Accounts payable	31,154	30,591	417	0	10,761	9,193
Current notes	270,060	254,274	381,915	277,308	127,311	214,591
Government crop loans	0	0	0	0	0	0
Principal due on term debt	83,341	100,998	67,062	69,782	69,447	96,969
<b>Total current farm liabilities</b>	<b>401,128</b>	<b>402,333</b>	<b>461,389</b>	<b>357,727</b>	<b>222,879</b>	<b>337,753</b>
<b>Total intermediate farm liabs</b>	<b>167,433</b>	<b>145,596</b>	<b>100,551</b>	<b>49,524</b>	<b>160,239</b>	<b>122,867</b>
<b>Total long term farm liabilities</b>	<b>685,921</b>	<b>730,350</b>	<b>829,875</b>	<b>809,711</b>	<b>361,393</b>	<b>360,616</b>
<b>Total farm liabilities</b>	<b>1,254,481</b>	<b>1,278,279</b>	<b>1,391,815</b>	<b>1,216,962</b>	<b>744,511</b>	<b>821,237</b>
<b>Total nonfarm liabilities</b>	<b>23,533</b>	<b>24,465</b>	<b>14,465</b>	<b>14,298</b>	<b>11,376</b>	<b>18,976</b>
<b>Total liabilities</b>	<b>1,278,014</b>	<b>1,302,743</b>	<b>1,406,280</b>	<b>1,231,260</b>	<b>755,887</b>	<b>840,214</b>
<b>Net worth (farm and nonfarm)</b>	<b>1,694,298</b>	<b>2,062,039</b>	<b>1,905,011</b>	<b>2,260,099</b>	<b>1,659,288</b>	<b>1,989,016</b>
Net worth change		367,741		355,089		329,727
Percent net worth change		22 %		19 %		20 %
<b>Ratio Analysis</b>						
Current farm liabilities / assets	31 %	26 %	31 %	22 %	22 %	27 %
Intermediate farm liab. / assets	44 %	39 %	20 %	10 %	52 %	40 %
Long term farm liab. / assets	68 %	64 %	86 %	82 %	44 %	37 %
Total debt to asset ratio	43 %	39 %	42 %	35 %	31 %	30 %

Table 54

Balance Sheet at Market Values  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 25%		High 25%	
	25		6		7	
Number of farms	Beginning	Ending	Beginning	Ending	Beginning	Ending
<b>Assets</b>						
<b>Current Farm Assets</b>						
Cash and checking balance	47,367	73,613	87,446	129,548	22,245	58,914
Prepaid expenses & supplies	179,117	250,697	163,591	351,828	175,722	185,645
Growing crops	12,650	15,585	11,983	8,679	11,434	23,241
Accounts receivable	10,990	30,945	0	0	27,508	47,886
Hedging accounts	10,193	16,759	31,267	58,099	29	29
Crops held for sale or feed	914,760	1,021,752	1,051,121	977,470	777,249	948,874
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	126,734	140,777	135,746	122,496	3,934	4,221
Other current assets	4,256	4,375	0	0	4,286	1,336
<b>Total current farm assets</b>	<b>1,306,067</b>	<b>1,554,502</b>	<b>1,481,154</b>	<b>1,648,121</b>	<b>1,022,406</b>	<b>1,270,146</b>
<b>Intermediate Farm Assets</b>						
Breeding livestock	52,872	55,096	132,171	141,092	26,654	27,529
Machinery and equipment	1,028,211	1,111,271	1,019,482	1,030,133	886,501	987,548
Titled vehicles	22,496	25,637	0	0	22,939	28,643
Other intermediate assets	40,649	34,930	12,052	10,668	4,153	7,085
<b>Total intermediate farm assets</b>	<b>1,144,227</b>	<b>1,226,934</b>	<b>1,163,704</b>	<b>1,181,892</b>	<b>940,246</b>	<b>1,050,805</b>
<b>Long Term Farm Assets</b>						
Farm land	2,340,268	2,485,137	2,870,395	2,898,270	1,550,850	1,712,503
Buildings and improvements	319,671	362,033	483,580	489,049	292,394	396,113
Other long-term assets	38,715	38,147	0	0	521	521
<b>Total long-term farm assets</b>	<b>2,698,653</b>	<b>2,885,317</b>	<b>3,353,976</b>	<b>3,387,319</b>	<b>1,843,764</b>	<b>2,109,137</b>
<b>Total Farm Assets</b>	<b>5,148,948</b>	<b>5,666,752</b>	<b>5,998,834</b>	<b>6,217,332</b>	<b>3,806,417</b>	<b>4,430,087</b>
<b>Total Nonfarm Assets</b>	<b>426,871</b>	<b>442,594</b>	<b>402,760</b>	<b>396,927</b>	<b>484,338</b>	<b>525,317</b>
<b>Total Assets</b>	<b>5,575,818</b>	<b>6,109,346</b>	<b>6,401,594</b>	<b>6,614,259</b>	<b>4,290,754</b>	<b>4,955,404</b>
<b>Liabilities</b>						
<b>Current Farm Liabilities</b>						
Accrued interest	16,573	16,470	11,995	10,638	15,360	17,000
Accounts payable	31,154	30,591	417	0	10,761	9,193
Current notes	270,060	254,274	381,915	277,308	127,311	214,591
Government crop loans	0	0	0	0	0	0
Principal due on term debt	83,341	100,998	67,062	69,782	69,447	96,969
<b>Total current farm liabilities</b>	<b>401,128</b>	<b>402,333</b>	<b>461,389</b>	<b>357,727</b>	<b>222,879</b>	<b>337,753</b>
<b>Total intermediate farm liabs</b>	<b>167,433</b>	<b>145,596</b>	<b>100,551</b>	<b>49,524</b>	<b>160,239</b>	<b>122,867</b>
<b>Total long term farm liabilities</b>	<b>685,921</b>	<b>730,350</b>	<b>829,875</b>	<b>809,711</b>	<b>361,393</b>	<b>360,616</b>
<b>Total farm liabilities</b>	<b>1,254,481</b>	<b>1,278,279</b>	<b>1,391,815</b>	<b>1,216,962</b>	<b>744,511</b>	<b>821,237</b>
<b>Total nonfarm liabilities</b>	<b>23,533</b>	<b>24,465</b>	<b>14,465</b>	<b>14,298</b>	<b>11,376</b>	<b>18,976</b>
<b>Total liabs excluding deferreds</b>	<b>1,278,014</b>	<b>1,302,743</b>	<b>1,406,280</b>	<b>1,231,260</b>	<b>755,887</b>	<b>840,214</b>
<b>Total deferred liabilities</b>	<b>20,047</b>	<b>24,890</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total liabilities</b>	<b>1,298,062</b>	<b>1,327,633</b>	<b>1,406,280</b>	<b>1,231,260</b>	<b>755,887</b>	<b>840,214</b>
<b>Retained earnings</b>	<b>1,694,298</b>	<b>2,062,039</b>	<b>1,905,011</b>	<b>2,260,099</b>	<b>1,659,288</b>	<b>1,989,016</b>
<b>Market valuation equity</b>	<b>2,583,459</b>	<b>2,719,674</b>	<b>3,090,304</b>	<b>3,122,900</b>	<b>1,875,579</b>	<b>2,126,175</b>
<b>Net worth (farm and nonfarm)</b>	<b>4,277,757</b>	<b>4,781,713</b>	<b>4,995,315</b>	<b>5,382,999</b>	<b>3,534,868</b>	<b>4,115,191</b>
<b>Net worth excluding deferreds</b>	<b>4,297,804</b>	<b>4,806,603</b>	<b>4,995,315</b>	<b>5,382,999</b>	<b>3,534,868</b>	<b>4,115,191</b>
<b>Net worth change</b>		<b>503,956</b>		<b>387,685</b>		<b>580,323</b>
<b>Percent net worth change</b>		<b>12 %</b>		<b>8 %</b>		<b>16 %</b>
<b>Ratio Analysis</b>						
Current farm liabilities / assets	31 %	26 %	31 %	22 %	22 %	27 %
Intermediate farm liab. / assets	15 %	12 %	9 %	4 %	17 %	12 %
Long term farm liab. / assets	25 %	25 %	25 %	24 %	20 %	17 %
Total debt to asset ratio	23 %	22 %	22 %	19 %	18 %	17 %
Debt to assets excl deferreds	23 %	21 %	22 %	19 %	18 %	17 %

Table 55

Statement Of Cash Flows  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Beginning cash (farm & nonfarm)	49,340	87,446	22,245
Cash Provided By Operating Activities			
Gross cash farm income	1,749,708	1,975,004	1,390,374
Total cash farm expense	-1,382,240	-1,679,352	-985,140
Net cash from hedging transactions	-1,224	-	-1,383
Cash provided by operating	366,244	295,653	403,850
Cash Provided By Investing Activities			
Sale of breeding livestock	238	959	10
Sale of machinery & equipment	19,187	5,333	14,714
Sale of titled vehicles	-	-	-
Sale of farm land	2,180	-	-
Sale of farm buildings	-	-	-
Sale of other farm assets	18,959	1,549	1,542
Sale of nonfarm assets	1,600	6,667	-
Purchase of breeding livestock	-1,438	-1,650	-772
Purchase of machinery & equip.	-173,895	-181,151	-144,209
Purchase of titled vehicles	-	-	-
Purchase of farm land	-119,197	-27,875	-79,938
Purchase of farm buildings	-69,079	-35,326	-105,281
Purchase of other farm assets	-17,031	-165	-2,827
Purchase of nonfarm assets	-10,431	-	-34,294
Cash provided by investing	-348,908	-231,659	-351,054
Cash Provided By Financing Activities			
Money borrowed	502,195	158,192	406,746
Principal payments	-478,512	-331,271	-330,091
Personal income	69,452	223,150	6,778
Family living/owner withdrawals	-86,846	-94,603	-61,068
Income and social security tax	-9,728	-12,059	-10,259
Capital contributions	-	-	-
Capital distributions	-6,363	-	-22,724
Dividends paid	-	-	-
Cash gifts and inheritances	62,302	34,699	-
Gifts given	-43,390	-	-5,508
Other cash flows	-	-	-
Cash provided by financing	9,111	-21,892	-16,126
Net change in cash balance	26,447	42,102	36,670
Ending cash (farm & nonfarm)	75,788	129,548	58,914



Table 56

Financial Standards Measures  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Liquidity			
Current ratio	3.86	4.61	3.76
Working capital	1,152,168	1,290,393	932,392
Working capital to gross inc	60.9 %	67.1 %	59.1 %
Solvency (market)			
Farm debt to asset ratio	23 %	20 %	19 %
Farm equity to asset ratio	77 %	80 %	81 %
Farm debt to equity ratio	0.30	0.24	0.23
Profitability (cost)			
Rate of return on farm assets	11.9 %	5.8 %	15.1 %
Rate of return on farm equity	18.0 %	7.4 %	20.3 %
Operating profit margin	20.1 %	10.2 %	22.8 %
Net farm income	375,605	202,902	416,374
EBIDTA	637,320	479,451	653,335
Repayment Capacity			
Capital debt repayment capacity	607,781	591,423	599,132
Capital debt repayment margin	473,349	479,281	481,465
Replacement margin	410,542	411,732	426,605
Term debt coverage ratio	4.52	5.27	5.09
Replacement coverage ratio	3.08	3.29	3.47
Efficiency			
Asset turnover rate (cost)	59.4 %	57.2 %	66.5 %
Operating expense ratio	66.3 %	75.1 %	58.6 %
Depreciation expense ratio	11.1 %	11.8 %	12.6 %
Interest expense ratio	2.8 %	2.6 %	2.3 %
Net farm income ratio	19.8 %	10.6 %	26.4 %

Table 57

Operator and Labor Information  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Operator Information			
Average number of operators	1.6	2.0	1.3
Average age of operators	48.9	50.1	44.1
Average number of years farming	23.3	22.9	19.3
Results Per Operator			
Working capital	702,542	645,197	725,194
Total assets (market)	3,725,211	3,307,129	3,854,203
Total liabilities	809,532	615,630	653,499
Net worth (market)	2,915,678	2,691,500	3,200,704
Net worth excl deferred liabs	2,930,855	2,691,500	3,200,704
Gross farm income	1,153,926	961,583	1,228,067
Total farm expense	924,898	860,132	904,221
Net farm income from operations	229,028	101,451	323,847
Net nonfarm income	42,349	111,575	5,272
Family living & tax withdrawals	58,886	53,331	55,477
Total acres owned	489.0	566.1	420.9
Total crop acres	1,137.7	818.5	1,427.2
Crop acres owned	572.7	516.6	643.3
Crop acres cash rented	498.8	269.9	783.9
Crop acres share rented	66.3	32.0	-
Total pasture acres	2.0	-	-
Labor Analysis			
Number of farms	25	6	7
Total unpaid labor hours	3,134	2,183	3,853
Total hired labor hours	4,913	5,973	3,329
Total labor hours per farm	8,047	8,157	7,182
Unpaid hours per operator	1,911	1,092	2,997
Value of farm production / hour	213.30	212.88	217.31
Net farm income / unpaid hour	119.86	92.93	108.07
Average hourly hired labor wage	19.01	20.96	17.35
Partnerships & LLCs			
Number of farms	10	2	2
Number of operators	2.2	-	-
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-

Table 58

Financial Summary  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Income Statement			
Gross cash farm income	1,749,708	1,975,004	1,390,374
Total cash farm expense	1,382,240	1,679,352	985,140
Net cash farm income	367,468	295,653	405,233
Inventory change	217,911	134,870	210,228
Depreciation	-209,773	-227,621	-199,087
Net farm income from operations	375,605	202,902	416,374
Gain or loss on capital sales	-	-	-
Average net farm income	375,605	202,902	416,374
Median net farm income	322,143	227,763	307,509
Profitability (cost)			
Rate of return on assets	11.9 %	5.8 %	15.1 %
Rate of return on equity	18.0 %	7.4 %	20.3 %
Operating profit margin	20.1 %	10.2 %	22.8 %
Asset turnover rate	59.4 %	57.2 %	66.5 %
Profitability (market)			
Rate of return on assets	8.8 %	3.4 %	14.3 %
Rate of return on equity	10.2 %	3.3 %	16.5 %
Operating profit margin	27.6 %	12.0 %	37.8 %
Asset turnover rate	31.7 %	28.4 %	37.9 %
Liquidity & Repayment (end of year)			
Current assets	1,554,502	1,648,121	1,270,146
Current liabilities	402,333	357,727	337,753
Current ratio	3.86	4.61	3.76
Working capital	1,152,168	1,290,393	932,392
Working capital to gross inc	60.9 %	67.1 %	59.1 %
Term debt coverage ratio	4.52	5.27	5.09
Replacement coverage ratio	3.08	3.29	3.47
Solvency (end of year at cost)			
Number of farms	25	6	7
Total farm assets	3,078,864	3,127,765	2,541,750
Total farm liabilities	1,278,279	1,216,962	821,237
Total assets	3,364,783	3,491,359	2,829,229
Total liabilities	1,302,743	1,231,260	840,214
Net worth	2,062,039	2,260,099	1,989,016
Net worth change	367,741	355,089	329,727
Farm debt to asset ratio	42 %	39 %	32 %
Total debt to asset ratio	39 %	35 %	30 %
Solvency (end of year at market)			
Number of farms	25	6	7
Total farm assets	5,666,752	6,217,332	4,430,087
Total farm liabilities	1,301,757	1,216,962	821,237
Total assets	6,109,346	6,614,259	4,955,404
Total liabilities	1,327,633	1,231,260	840,214
Net worth	4,781,713	5,382,999	4,115,191
Net worth change	503,956	387,685	580,323
Farm debt to asset ratio	23 %	20 %	19 %
Total debt to asset ratio	22 %	19 %	17 %
Nonfarm Information			
Net nonfarm income	69,452	223,150	6,778
Crop Acres			
Total acres owned	802	1,132	541
Total crop acres	1,866	1,637	1,835
Total crop acres owned	939	1,033	827
Total crop acres cash rented	818	540	1,008
Total crop acres share rented	109	64	-

Table 59

Summary Farm Income Statement  
**2011 MI Cash Grain (1200 + acres)**  
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	25	6	7
Crop sales	1,217,010	1,143,159	1,131,469
Crop inventory change	106,992	-73,651	171,625
Gross crop income	1,324,002	1,069,509	1,303,094
Livestock sales	307,062	449,223	10,656
Livestock inventory change	14,043	-13,250	287
Gross livestock income	321,105	435,973	10,943
Government payments	45,993	55,612	53,260
Other cash farm income	179,644	327,010	194,988
Change in accounts receivable	19,954	-	20,378
Gain or loss on hedging accounts	5,342	26,832	-1,383
Change in other assets	-4,701	0	-2,950
Gain or loss on breeding lvst	1,100	8,230	613
Gross farm income	1,892,438	1,923,167	1,578,944
Cash operating expenses	1,330,195	1,629,065	948,907
Change in prepaids and supplies	-71,579	-188,237	-9,923
Change in growing crops	-2,935	3,304	-11,807
Change in accounts payable	-563	-417	-1,568
Depreciation	209,773	227,621	199,087
Total operating expense	1,464,892	1,671,336	1,124,696
Interest paid	52,045	50,286	36,234
Change in accrued interest	-103	-1,357	1,640
Total interest expense	51,941	48,929	37,874
Total expenses	1,516,833	1,720,265	1,162,569
Net farm income from operations	375,605	202,902	416,374
Gain or loss on capital sales	-	-	-
Net farm income	375,605	202,902	416,374