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2008 Michigan Dairy Farm Business Analysis Summary

Eric Wittenberg
And
Christopher Wolf

Staff Paper 2009-08 October, 2009

Department of Agricultural, Food, and Resource Economics
MICHIGAN STATE UNIVERSITY
East Lansing, Michigan 48824

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by

Eric Wittenberg and Christopher Wolf[1]

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[1] Co-workers in the TelFarm project were: R. Betz, L. Borton, B. Battel, W. Schauer, D. Stein, and V. Varner with the assistance of Michigan State University Extension Agents. Greenstone Farm Credit Services co-workers were Kelly Tobin, Steve Eshelman, Janice Raymond, Anne Gerke, Kathleen Spranger, Sonya Pentecost, and Lynette Wood. Farm Credit Services of Wisconsin co-worker was Steve Zimmerman.

Summary

This report summarizes the financial and production records of 116 dairy farms from throughout Michigan in 2008. To be included, the farms must have produced at least 50 percent of gross cash farm income from milk and dairy animal sales. The records came from Michigan State University's TelFarm project and the Farm Credit Service system in Michigan. The values were pooled into averages for reporting purposes. The farms are larger than would be the average dairy farm in Michigan. While considerable variation in the data exists, average values are reported in the summary tables and discussion that follows.

In 2008, the average dairy farm in the business analysis had 230 cows producing an average of 20,849 pounds of milk per cow (Table 1). Milk price, based on gross income, averaged $19.41/cwt. Average milk price was down $0.80/cwt. and milk production was down 566 pounds per cow and average cow numbers were up 13 cows from 2007.

Table 1. Average Michigan Dairy Farm Business Analysis Characteristics, 2004-2008

	2004	2005	2006	2007	2008
Average number of cows	199	194	208	217	230
Milk sold per cow (pounds)	20,341	20,852	21,803	21,415	20,849
Average price of milk sold ($/cwt)	16.42	15.70	13.44	20.21	19.41
Total acres owned	440	439	468	486	486
Total crop acres	751	742	772	811	827
Number of farms	144	156	139	132	116

Net farm income is the return to operator unpaid management, labor and capital invested. Net farm income in 2008 averaged $114,224 which was 47 percent decrease over the 2007 average. This average obscures a very large range of net farm income values. For example, the farms in the top 25 percent of the net farm income distribution averaged $244,754 while those in the bottom 25 percent averaged a negative $47,846. Gross cash farm income averaged $1,198,273 in 2008. The largest component of these revenues was milk sales, which averaged $984,997.

Table 2. Average Michigan Dairy Farm Income Statement, 2004-2008

	2004	2005	2006	2007	2008
	($)	($)	($)	($)	($)
Gross cash farm income	838,669	844,096	856,551	1,175,551	1,198,273
- Total cash expense	672,012	682,286	720,614	949,092	959,454
= Net cash farm income	166,657	161,811	135,937	226,460	238,819
+ Inventory change*	31,880	17,451	23,290	94,623	2,498
+ Depreciation + capital adjustments*	-77,417	-78,407	-75,015	-103,834	-127,093
= Net farm income	121,120	100,855	84,212	217,248	114,224

*Changes calculated as ending value minus beginning value.

To put the profit values in perspective, we calculate profitability ratios. Rate of return on assets (ROA) is the farm operating profit (equal to net farm income plus interest expense less value of operator labor and management) divided by average total farm asset value (valued at current

market value). Rate of return on assets is a measure of how much profit the farm business assets generated. The average 2008 dairy farm ROA (Market) was 7.0 percent which was 38 percent below 11.3 percent in 2007 but above the 2005 and 2006 values. Operating profit margin is the operating profit (as defined in ROA above) divided by gross revenues. Operating profit margin measures the dollars of profit generated per dollar of revenue. In 2008, Michigan dairy farms generated 23.1 cents of profit per dollar of revenue. Asset turnover (ATO) is the gross farm revenues divided by average asset value. Asset turnover measures the efficiency with which farm assets generate revenue. The average ATO value averaged 30.5 percent in 2008.

Table 3. Average Michigan Dairy Farm Profitability Indicators, 2004-2008

	2004	2005	2006	2007	2008
	(%)	(%)	(%)	(%)	(%)
Rate of return on assets*	7.7	6.3	5.5	11.3	7.0
Rate of return on equity	9.1	6.9	5.4	13.3	7.5
Operating profit margin	23.3	20.0	19.4	33.1	23.1
Asset turnover rate*	32.9	31.7	28.2	34.1	30.5

* Assets valued at market value.

Tables 4 and 5 display average income and expenses per hundredweight (cwt.) of milk and per cow. Income and expenses were adjusted to an accrual basis. Average, accrual adjusted income and expenses per cropped acre were also included. Government payments include all farm government payments as it was not possible to separate crop payments from dairy payments.

Table 4 contains the average income and expense items across all 116 dairy farms in the 2008 summary while Table 5 displays the average income and expense items for farms that reported that item. For example, all farms had milk income so that income is identical in both tables. In contrast, only some farms reported DHIA expense so that item is larger when averaged only across those farms with that expense. *These tables should not be interpreted as an estimate of the true cost of producing milk*. Only income related to the milking herd are reported in Tables 4 and 5. Also, unpaid factors, including labor, management and capital, are not accounted for in the expense items. In addition, the allocation of resources amongst farm enterprises is not accurately reflected leaving the milking herd as the residual claimant on all expenses (especially labor costs).

The bottom of Tables 4 and 5 presents crop related expenses divided by the total cropped acres. Again, these values should not be interpreted as cost of crop production--to accurately calculate a crop cost of production requires labor and management (among other) expenses that could not be separated out in the financial records.

Table 4. Average income and expenses across *all farms, 2008**

Income Items:	**Per cwt.**	**Per Cow**
Milk	$19.41	$4,040.00
Cull Cows and Calves	$0.87	$176.95
Dairy Steers	$0.72	$151.02
Dairy Heifers	$0.56	$93.41
Government Payments	$0.68	$133.92
Patronage Dividends, cash	$0.25	$53.52
Crop Sales	$3.52	$677.09
Other Cash Income	$0.93	$173.66
Expense Items:	**Per cwt.**	**Per Cow**
Purchased Feeds	$5.56	$1,157.07
Breeding Fees	$0.21	$45.59
Veterinary	$0.53	$113.55
Livestock Supplies	$0.78	$155.02
DHIA	$0.10	$22.15
Milk & Livestock Mkt. & Trucking	$0.90	$182.68
Interest	$1.27	$240.58
Fuel and Oil	$1.38	$269.61
Repairs	$1.50	$298.87
Custom Hire	$0.69	$144.81
Hired Labor	$2.84	$597.62
Leases	$0.29	$62.12
Real Estate Taxes	$0.32	$63.43
Farm Insurance	$0.42	$81.99
Utilities	$0.63	$124.70
Dues, Professional Fees	$0.16	$32.41
Miscellaneous	$0.55	$115.39
Machinery Depreciation	$1.68	$343.10
Building Depreciation	$0.96	$201.35
Family Living	$2.03	$398.83
Expense Items per Cropped Acre:	**Per Acre**	
Seed	$31.87	
Fertilizer	$51.72	
Crop Chemicals	$19.55	
Crop Insurance	$6.69	
Crop Miscellaneous	$21.60	
Land Rent	$38.27	

* All income and expense items averaged across all 116 farms whether or not they had that income or expense item. Other cash income includes custom work, insurance claims, and miscellaneous income.

Table 5. Average income and expenses across *farms with that item, 2008**

Income Items:	**Per cwt.**	**Per Cow**
Milk	$19.41	$4,040.00
Cull Cows and Calves	$0.89	$181.69
Dairy Steers	$2.76	$578.91
Dairy Heifers	$1.09	$182.07
Government Payments	$0.74	$146.67
Patronage Dividends, cash	$0.35	$75.06
Crop Sales	$5.19	$998.27
Other Cash Income	$1.00	$186.64
Expense Items:	**Per cwt.**	**Per Cow**
Purchased Feeds	$5.56	$1,157.07
Breeding Fees	$0.25	$53.50
Veterinary	$0.53	$113.55
Livestock Supplies	$0.81	$130.61
DHIA	$0.23	$51.98
Milk & Livestock Mkt. & Trucking	$0.90	$182.68
Interest	$1.37	$258.57
Fuel and Oil	$1.38	$269.61
Repairs	$1.50	$298.87
Custom Hire	$0.74	$157.11
Hired Labor	$2.97	$624.78
Leases	$0.58	$123.17
Real Estate Taxes	$0.33	$64.55
Farm Insurance	$0.42	$81.99
Utilities	$0.63	$124.70
Dues, Professional Fees	$0.17	$33.58
Miscellaneous	$0.59	$124.02
Machinery Depreciation	$1.68	$343.10
Building Depreciation	$0.96	$201.35
Family Living	$2.03	$398.83
Expense Items per Cropped Acre:	**Per Acre**	
Seed	$33.02	
Fertilizer	$56.11	
Crop Chemicals	$23.67	
Crop Insurance	$17.49	
Crop Miscellaneous	$75.27	
Land Rent	$43.15	

* Income and expense items averaged only across farms with that item.

Results by Herd Size

To further facilitate financial comparisons and benchmarking, the financial summaries were divided into herd size categories. The smallest size category, 20 to 99 cows, included 27 herds. The medium size category, 100 to 249 cows, included 55 herds. The largest size category, 250 or more cows, contained the remaining 34 herds.

Table 6 displays some average characteristics by herd size category. As expected, average milk production per cow was correlated with herd size across the size categories. Milk price was about the same across all herd sizes. The smallest herds operated 5.8 crop acres per cow; the medium herds about 4.5 crop acres per cow; and the largest category about 2.8 crop acres per cow.

Table 6. Average 2008 Michigan Dairy Farm Characteristics by Herd Size Category

	20-99 cows	100-249 cows	250+ cows
Average number of cows	65	166	461
Milk sold per cow (pounds)	18,699	20,703	22,892
Average price of milk sold ($/cwt)	19.50	19.26	19.58
Total acres owned	268	455	675
Total crop acres	379	753	1,318
Number of farms	27	55	34

Table 7 is the average farm income statement by herd size. Net farm income represents the returns to unpaid factors (i.e., labor, management and equity capital). The smallest farms returned $30,335, medium sized farms $48,576, and the largest farms $289,090. The small herds' net farm income decreased 58 percent from the 2007 average, medium sized herds' net farm income decreased 67 percent over 2007, and the largest herds' net farm income decreased 41 percent over 2007 average value.

Table 7. Average 2008 Michigan Dairy Farm Income Statement by Herd Size

	20-99 cows	100-249 cows	250+ cows
	($)	($)	($)
Gross cash farm income	334,752	799,616	2,524,888
- Total cash expense	273,825	655,254	1,991,170
= Net cash farm income	60,927	144,362	533,718
+ Inventory change *	5,113	-6,490	15,093
+ Depreciation and capital adjustments*	-35,705	-89,296	-259,721
= Net farm income	30,335	48,576	289,090

*Changes calculated as ending value minus beginning value.

Table 8 compares profitability measures across herd size with assets valued at market value. ROA, ROE, OPM and ATR were the highest on the largest farms in 2008. However, the small size group (20-99 cows) and medium size group (100-249 cows) realized good profitability in 2008 but when compared to the largest size operations, their profitability was slight lower.

Table 8. Average 2008 Michigan Dairy Farm Profitability Indicators by Herd Size

	20-99 cows	100-249 cows	250+ Cows
		(percent)	
Rate of return on assets*	3.7	4.2	9.4
Rate of return on equity	3.2	3.7	11.0
Operating profit margin	18.3	15.2	27.5
Asset turnover rate*	20.2	27.6	34.1

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

A. Financial Summary Information, All 116 Herds

Table 9 Crop Production and Marketing Summary
2008 MI Dairy (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Dairy			
Number of farms	116	29	30
Average number of cows,	230	166	292
Milk production per cow lbs.,	20,849	18,635	23,438
Average milk price per cwt.,	$19.41	$19.17	$19.55
Acreage Summary			
Total acres owned	486	370	394
Total crop acres	827	734	870
Crop acres owned	482	324	515
Crop acres cash rented	345	409	353
Crop acres share rented	0	-	2
Total pasture acres	2	-	9
Percent crop acres owned	58 %	44 %	59 %
Average Price Received (Cash Sales Only)			
Wheat, Winter per bushel	5.79	5.75	7.09
Soybeans per bushel	9.61	7.93	-
Corn per bushel	4.16	4.43	-
Hay, Mixed per ton	43.09	32.99	-
Hay, Alfalfa per ton	56.31	-	-

Table 10 Farm Income Statement

2008 MI Dairy (All Farms)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	29	30
Cash Farm Income			
Barley	120	480	-
Beans, Green	290	-	1,120
Beans, Navy	599	-	519
Cordwood	80	319	-
Corn	26,215	32,881	5,971
Corn Silage	4,443	560	1,166
Hay, Alfalfa	1,389	2,194	724
Hay, Grass	116	466	-
Hay, Green Chop	26	-	101
Hay, Mixed	1,274	1,304	65
Haylage, Alfalfa	239	-	925
Haylage, Mixed	287	913	91
Oats	206	31	381
Soybeans	23,042	9,343	16,733
Speltz	2,816	-	10,890
Straw	126	105	44
Sugar Beets	5,507	-	9,585
Wheat, Durum	32	-	125
Wheat, Winter	9,564	1,637	7,700
Soybeans, Organic	808	-	3,125
Corn, Organic	3,812	-	14,738
User Added Crop	443	-	-
Miscellaneous crop income	134	85	-
Beef Finishing	328	-	-
Dairy, Milk	984,997	622,435	1,389,516
Dairy, Dairy Calves	3,866	3,368	6,363
Dairy Heifers (for sale)	5,055	344	2,401
Dairy Replacement Heifers	1,888	2,951	1,780
Dairy Finishing	9,452	3,451	16,767
Dairy Feeder	4,598	6,010	149
User Added Livestock, User Added	1,403	-	1,826
Cull breeding livestock	39,545	24,986	45,222
Misc. livestock income	214	17	136
Direct & CC govt payments	11,357	4,057	17,946
CRP payments	142	-	550
Other government payments	12,000	10,586	19,193
Custom work income	9,336	4,792	8,390
Patronage dividends, cash	11,562	6,837	11,221
Insurance income	11,445	2,991	17,164
Other farm income	9,517	4,508	20,035
Gross Cash Farm Income	1,198,273	747,653	1,632,663

Table 10 Farm Income Statement (Continued)

2008 MI Dairy (All Farms)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	29	30
Cash Farm Expense			
Seed	26,429	21,999	31,294
Fertilizer	42,488	36,688	35,407
Crop chemicals	13,273	10,154	12,087
Crop insurance	3,387	474	4,154
Drying expense	591	919	66
Storage	569	76	1,020
Irrigation energy	125	501	-
Crop packaging and supplies	96	-	260
Crop supplies	169	-	-
Crop marketing	127	186	38
Crop miscellaneous	2,161	2,380	3,831
Feeder livestock purchase	1,919	12	-
Purchased feed	275,148	192,341	386,887
Breeding fees	10,237	6,443	16,107
Veterinary	28,912	20,335	38,791
BST	453	532	198
Livestock supplies	32,813	22,482	39,584
DHIA	1,839	1,577	2,648
Contract production exp.	3,147	-	12,169
Livestock custom hire	929	-	3,593
Livestock hired labor	2,329	3,930	-
Livestock utilities	268	-	-
Livestock hauling and trucking	25,722	18,341	32,943
Livestock marketing	12,141	10,018	15,668
Bedding	10,358	8,813	15,567
Livestock miscellaneous	291	240	64
Interest	47,949	34,237	44,586
Packaging and supplies	3,576	1,957	9,417
Fuel & oil	54,677	42,061	65,759
Repairs	54,660	40,236	66,743
Repair, machinery	151	604	-
Custom hire	35,770	18,922	37,236
Repair, buildings	8,241	2,795	14,960
Hired labor	146,791	91,155	197,318
Land rent	28,515	23,389	37,088
Machinery leases	6,994	5,388	14,361
Building leases	803	823	1,627
Real estate taxes	11,683	7,179	14,391
Personal property taxes	374	188	685
Farm insurance	16,426	11,313	20,935
Utilities	26,583	19,151	35,683
Hauling and trucking	141	-	545
Dues & professional fees	6,000	4,045	8,035
Miscellaneous	14,199	8,433	22,176
Total cash expense	959,454	670,318	1,243,921
Net cash farm income	238,819	77,334	388,742

Inventory Changes			
Prepaids and supplies	-10,100	-4,499	9,890
Accounts receivable	-4,088	-8,897	-18,067
Hedging accounts	-627	-1	-1,702
Other current assets	2,592	-3,013	6,201
Crops and feed	28,070	-11,424	40,240
Market livestock	-28	1,810	-3,703
Breeding livestock	-8,275	-16,180	19,775
Other assets	3,846	1,700	8,818
Accounts payable	-8,586	-22,069	11,316
Accrued interest	-307	-837	-237
Total inventory change	2,498	-63,409	72,532
Net operating profit	241,317	13,926	461,274
Depreciation			
Machinery and equipment	-76,695	-36,715	-128,075
Titled vehicles	653	-	1,790
Buildings and improvements	-47,752	-25,057	-77,478
Total depreciation	-123,794	-61,772	-203,763
Net farm income from operations	117,523	-47,846	257,512
Gain or loss on capital sales	-3,299	-	-12,758
Net farm income	114,224	-47,846	244,754

Table 11 Inventory Changes

2008 MI Dairy (All Farms)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	28	30
Net cash farm income	238,819	79,485	388,742
Crops and Feed			
Ending inventory	268,011	193,942	296,480
Beginning inventory	239,941	206,304	256,240
Inventory change	28,070	-12,361	40,240
Market Livestock			
Ending inventory	16,220	10,714	13,663
Beginning inventory	16,248	8,839	17,367
Inventory change	-28	1,875	-3,703
Accts Receivable			
Ending inventory	56,655	31,453	67,832
Beginning inventory	60,743	40,596	85,899
Inventory change	-4,088	-9,143	-18,067
Prepaid Expenses and Supplies			
Ending inventory	40,533	25,549	70,443
Beginning inventory	50,633	30,209	60,553
Inventory change	-10,100	-4,659	9,890
Hedging Activities			
Ending inventory	106	127	283
Withdrawals	-635	102	-1,952
Beginning inventory	19	-	33
Deposits	79	230	-
Gain or loss	-627	-1	-1,702
Other Current Assets			
Ending inventory	21,272	11,451	29,184
Beginning inventory	18,680	14,572	22,983
Inventory change	2,592	-3,121	6,201
Breeding Livestock			
Ending inventory	560,522	428,120	640,112
Capital sales	6,861	18,993	3,917
Beginning inventory	545,159	446,819	589,165
Capital purchases	30,500	16,745	35,089
Depreciation, capital adjust	-8,275	-16,451	19,775
Other Capital Assets			
Ending inventory	61,708	33,977	43,464
Capital sales	27,015	45,290	38,427
Beginning inventory	56,741	42,412	36,719
Capital purchases	28,136	35,114	36,354
Depreciation, capital adjust	3,846	1,741	8,818
Accounts Payable			
Beginning inventory	19,158	19,205	25,443
Ending inventory	27,743	42,062	14,126
Inventory change	-8,586	-22,857	11,316
Accrued Interest			
Beginning inventory	2,142	1,673	2,364
Ending inventory	2,449	2,540	2,601
Inventory change	-307	-866	-237
Total inventory change	2,498	-65,844	72,532
Net operating profit	241,317	13,641	461,274

Table 12 Depreciation

2008 MI Dairy (All Farms)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	28	30
Net operating profit	241,317	13,641	461,274
Machinery and Equipment			
Ending inventory	211,825	128,461	261,155
Capital sales	6,776	1,623	7,256
Beginning inventory	186,452	112,866	229,007
Capital purchases	108,844	54,421	167,480
Depreciation, capital adjust.	-76,695	-37,203	-128,075
Titled Vehicles			
Ending inventory	1,454	-	2,469
Capital sales	-	-	-
Beginning inventory	801	-	679
Capital purchases	-	-	-
Depreciation, capital adjust.	653	-	1,790
Buildings and Improvements			
Ending inventory	248,500	128,976	315,554
Capital sales	20	-	-
Beginning inventory	209,395	84,009	272,457
Capital purchases	86,877	70,562	120,574
Depreciation, capital adjust.	-47,752	-25,595	-77,478
Total depreciation, capital adj.	-123,794	-62,798	-203,763
Net farm income from operations	117,523	-49,158	257,512
Gain or loss on capital sales	-3,299	-	-12,758
Net farm income	114,224	-49,158	244,754

Table 13 Profitability Measures

2008 MI Dairy (All Farms)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	28	30
Profitability (assets valued at cost)			
Net farm income from operations	117,523	-49,158	257,512
Rate of return on assets	6.0 %	-4.3 %	11.6 %
Rate of return on equity	6.2 %	-13.1 %	16.8 %
Operating profit margin	11.6 %	-11.1 %	17.8 %
Asset turnover rate	51.4 %	38.8 %	65.2 %
Farm interest expense	48,255	36,326	44,823
Value of operator lbr and mgmt.	56,046	45,904	70,906
Return on farm assets	109,733	-58,736	231,428
Average farm assets	1,833,089	1,369,067	1,989,859
Return on farm equity	61,478	-95,062	186,605
Average farm equity	989,272	725,522	1,107,942
Value of farm production	942,697	530,748	1,297,339

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	28	30
Profitability (assets valued at market)			
Net farm income from operations	225,559	-47,269	560,124
Rate of return on assets	7.0 %	-2.5 %	16.1 %
Rate of return on equity	7.5 %	-5.9 %	20.1 %
Operating profit margin	23.1 %	-10.7 %	41.2 %
Asset turnover rate	30.5 %	23.8 %	39.1 %
Farm interest expense	48,255	36,326	44,823
Value of operator lbr and mgmt.	56,046	45,904	70,906
Return on farm assets	217,769	-56,847	534,040
Average farm assets	3,092,520	2,233,146	3,314,760
Return on farm equity	169,514	-93,173	489,218
Average farm equity	2,247,780	1,589,601	2,432,843
Value of farm production	942,697	530,748	1,297,339

Table 14 Liquidity & Repayment Capacity Measures
2008 MI Dairy (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	28	30
Liquidity			
Current ratio	2.35	2.11	2.97
Working capital	254,726	165,886	339,827
Working capital to gross inc	20.9 %	22.8 %	20.2 %
Current assets	442,827	315,403	512,609
Current liabilities	188,101	149,518	172,782
Gross revenues (accrual)	1,219,764	726,752	1,684,226
Repayment capacity			
Net farm income from operations	117,523	-49,158	257,512
Depreciation	123,794	62,798	203,763
Personal income	8,663	14,165	-6,169
Family living/owner withdrawals	-72,919	-61,096	-92,243
Payments on personal debt	-1,148	-1,448	-531
Income taxes paid	-8,531	-3,023	-10,145
Interest on term debt	33,684	30,197	33,532
Capital debt repayment capacity	201,066	-7,564	385,718
Scheduled term debt payments	-100,440	-70,139	-100,943
Capital debt repayment margin	100,626	-77,703	284,775
Cash replacement allowance	-19,969	-13,594	-28,169
Replacement margin	80,658	-91,297	256,607
Term debt coverage ratio	2.00	-0.11	3.82
Replacement coverage ratio	1.67	-0.09	2.99

Table 15 Balance Sheet at Cost Values

2008 MI Dairy (All Farms)

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

	Avg. Of All Farms		Low 25%		High 25%	
Number of farms	115		28		29	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	33,312	36,140	40,924	42,166	27,993	21,560
Prepaid expenses & supplies	50,641	40,555	30,209	25,549	60,929	71,562
Growing crops	15,304	17,369	13,636	10,028	21,635	26,302
Accounts receivable	60,395	56,522	40,596	31,453	85,390	67,692
Hedging accounts	20	107	0	127	34	293
Crops held for sale or feed	242,737	263,752	206,304	193,942	265,439	283,019
Crops under government loan	826	7,362	0	0	3,277	24,299
Market livestock held for sale	16,372	16,300	8,839	10,714	17,896	13,893
Other current assets	3,259	3,809	936	1,423	1,034	2,782
Total current farm assets	422,866	441,915	341,443	315,403	483,628	511,402
Intermediate Farm Assets						
Breeding livestock	542,280	557,655	446,819	428,120	579,268	631,487
Machinery and equipment	186,261	210,822	112,866	128,461	229,715	258,877
Titled vehicles	808	1,325	0	0	703	1,993
Other intermediate assets	39,278	41,100	19,646	24,591	27,344	30,427
Total intermediate farm assets	768,627	810,902	579,331	581,172	837,030	922,784
Long Term Farm Assets						
Farm land	334,054	382,493	331,003	344,645	286,643	298,361
Buildings and improvements	208,890	247,799	84,009	128,976	272,627	315,089
Other long-term assets	17,956	21,145	22,766	9,386	10,640	14,535
Total long-term farm assets	560,900	651,438	437,777	483,007	569,910	627,986
Total Farm Assets	1,752,393	1,904,255	1,358,552	1,379,583	1,890,568	2,062,171
Total Nonfarm Assets	161,986	182,129	130,521	209,000	25,972	23,621
Total Assets	1,914,379	2,086,383	1,489,074	1,588,582	1,916,540	2,085,792
Liabilities						
Current Farm Liabilities						
Accrued interest	2,092	2,429	1,673	2,540	2,171	2,526
Accounts payable	19,267	28,042	19,205	42,062	26,091	14,842
Current notes	74,934	94,997	41,648	66,325	106,511	94,627
Government crop loans	826	1,967	0	0	3,277	4,700
Principal due on term debt	67,019	60,946	39,942	38,591	68,477	56,671
Total current farm liabilities	164,138	188,381	102,468	149,518	206,526	173,365
Total intermediate farm liabs	164,304	196,092	117,226	139,991	174,672	178,012
Total long term farm liabilities	462,756	519,600	356,602	421,287	484,480	579,689
Total farm liabilities	791,198	904,073	576,295	710,795	865,678	931,066
Total nonfarm liabilities	12,903	12,633	18,833	18,321	5,232	4,956
Total liabilities	804,101	916,705	595,129	729,116	870,910	936,022
Net worth (farm and nonfarm)	1,110,278	1,169,678	893,945	859,466	1,045,630	1,149,770
Net worth change		59,400		-34,479		104,140
Ratio Analysis						
Current farm liabilities / assets	39 %	43 %	30 %	47 %	43 %	34 %
Intermediate farm liab. / assets	21 %	24 %	20 %	24 %	21 %	19 %
Long term farm liab. / assets	83 %	80 %	81 %	87 %	85 %	92 %
Total debt to asset ratio	42 %	44 %	40 %	46 %	45 %	45 %

Table 16 Balance Sheet at Market Values

2008 MI Dairy (All Farms)

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

	Avg. Of All Farms		Low 25%		High 25%	
Number of farms	115		28		29	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	33,312	36,140	40,924	42,166	27,993	21,560
Prepaid expenses & supplies	50,641	40,555	30,209	25,549	60,929	71,562
Growing crops	15,304	17,369	13,636	10,028	21,635	26,302
Accounts receivable	60,395	56,522	40,596	31,453	85,390	67,692
Hedging accounts	20	107	0	127	34	293
Crops held for sale or feed	242,737	263,752	206,304	193,942	265,439	283,019
Crops under government loan	826	7,362	0	0	3,277	24,299
Market livestock held for sale	16,372	16,300	8,839	10,714	17,896	13,893
Other current assets	3,259	3,809	936	1,423	1,034	2,782
Total current farm assets	422,866	441,915	341,443	315,403	483,628	511,402
Intermediate Farm Assets						
Breeding livestock	593,682	605,899	450,085	428,299	725,097	775,202
Machinery and equipment	465,766	525,382	310,555	322,142	554,072	650,256
Titled vehicles	5,550	8,765	1,107	950	10,036	19,786
Other intermediate assets	48,048	48,269	29,585	31,938	51,591	50,175
Total intermediate farm assets	1,113,046	1,188,315	791,332	783,329	1,340,796	1,495,420
Long Term Farm Assets						
Farm land	976,552	1,063,710	838,060	850,952	695,824	861,641
Buildings and improvements	420,715	493,755	228,144	285,583	505,657	625,909
Other long-term assets	19,075	21,441	22,707	9,337	15,140	15,644
Total long-term farm assets	1,416,342	1,578,906	1,088,910	1,145,873	1,216,621	1,503,193
Total Farm Assets	2,952,254	3,209,136	2,221,686	2,244,605	3,041,045	3,510,015
Total Nonfarm Assets	255,189	269,105	210,945	287,358	72,168	73,724
Total Assets	3,207,442	3,478,241	2,432,631	2,531,963	3,113,213	3,583,739
Liabilities						
Current Farm Liabilities						
Accrued interest	2,092	2,429	1,673	2,540	2,171	2,526
Accounts payable	19,267	28,042	19,205	42,062	26,091	14,842
Current notes	74,934	94,997	41,648	66,325	106,511	94,627
Government crop loans	826	1,967	0	0	3,277	4,700
Principal due on term debt	67,019	60,946	39,942	38,591	68,477	56,671
Total current farm liabilities	164,138	188,381	102,468	149,518	206,526	173,365
Total intermediate farm liabs	164,304	196,092	117,226	139,991	174,672	178,012
Total long term farm liabilities	462,756	519,600	356,602	421,287	484,480	579,689
Total farm liabilities	791,198	904,073	576,295	710,795	865,678	931,066
Total nonfarm liabilities	12,903	12,633	18,833	18,321	5,232	4,956
Total liabs excluding deferreds	804,101	916,705	595,129	729,116	870,910	936,022
Total deferred liabilities	931	931	0	0	0	0
Total liabilities	805,032	917,636	595,129	729,116	870,910	936,022
Retained earnings	1,110,278	1,169,678	893,945	859,466	1,045,630	1,149,770
Market valuation equity	1,292,132	1,390,927	943,557	943,380	1,196,673	1,497,946
Net worth (farm and nonfarm)	2,402,410	2,560,605	1,837,502	1,802,847	2,242,303	2,647,716
Net worth excluding deferreds	2,403,341	2,561,536	1,837,502	1,802,847	2,242,303	2,647,716
Net worth change		158,194		-34,655		405,414
Ratio Analysis						
Current farm liabilities / assets	39 %	43 %	30 %	47 %	43 %	34 %
Intermediate farm liab. / assets	15 %	17 %	15 %	18 %	13 %	12 %
Long term farm liab. / assets	33 %	33 %	33 %	37 %	40 %	39 %
Total debt to asset ratio	25 %	26 %	24 %	29 %	28 %	26 %
Debt to assets excl deferreds	25 %	26 %	24 %	29 %	28 %	26 %

Table 17 Statement Of Cash Flows
2008 MI Dairy (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	28	30
Beginning cash (farm & nonfarm)	42,191	75,170	28,932
Cash Provided By Operating Activities			
Gross cash farm income	1,198,273	764,213	1,632,663
Total cash farm expense	-959,454	-684,728	-1,243,921
Net cash from hedging transactions	-713	-128	-1,952
Cash provided by operating	238,105	79,357	386,791
Cash Provided By Investing Activities			
Sale of breeding livestock	6,861	18,993	3,917
Sale of machinery & equipment	6,470	1,623	7,256
Sale of titled vehicles	-	-	-
Sale of farm land	1,150	114	-
Sale of farm buildings	20	-	-
Sale of other farm assets	23,716	45,290	25,669
Sale of nonfarm assets	6,165	7,736	1,928
Purchase of breeding livestock	-30,500	-16,745	-35,089
Purchase of machinery & equip.	-108,844	-54,421	-167,480
Purchase of titled vehicles	-	-	-
Purchase of farm land	-42,185	-21,950	-28,963
Purchase of farm buildings	-86,877	-70,562	-120,574
Purchase of other farm assets	-28,136	-35,114	-36,354
Purchase of nonfarm assets	-32,634	-76,946	-18,905
Cash provided by investing	-284,793	-201,981	-368,594
Cash Provided By Financing Activities			
Money borrowed	243,635	203,130	289,105
Principal payments	-140,286	-93,247	-211,467
Personal income	8,663	14,165	-6,169
Family living/owner withdrawals	-72,919	-61,096	-92,243
Income and social security tax	-8,531	-3,023	-10,145
Capital contributions	-	-	-
Capital distributions	-431	-	-1,667
Dividends paid	-	-	-
Cash gifts and inheritances	21,018	65,207	8,043
Gifts given	-2,485	-3,332	-953
Cash provided by financing	48,664	121,804	-25,494
Net change in cash balance	1,977	-821	-7,298
Ending cash (farm & nonfarm)	44,168	74,349	21,635

Table 18 Financial Standards Measures

2008 MI Dairy (All Farms)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	28	30
Liquidity			
Current ratio	2.35	2.11	2.97
Working capital	254,726	165,886	339,827
Working capital to gross inc	20.9 %	22.8 %	20.2 %
Solvency (market)			
Farm debt to asset ratio	28 %	32 %	26 %
Farm equity to asset ratio	72 %	68 %	74 %
Farm debt to equity ratio	0.39	0.46	0.35
Profitability (cost)			
Rate of return on farm assets	6.0 %	-4.3 %	11.6 %
Rate of return on farm equity	6.2 %	-13.1 %	16.8 %
Operating profit margin	11.6 %	-11.1 %	17.8 %
Net farm income	114,224	-49,158	244,754
EBIDTA	289,572	49,967	506,097
Repayment Capacity			
Capital debt repayment capacity	201,066	-7,564	385,718
Capital debt repayment margin	100,626	-77,703	284,775
Replacement margin	80,658	-91,297	256,607
Term debt coverage ratio	2.00	-0.11	3.82
Replacement coverage ratio	1.67	-0.09	2.99
Efficiency			
Asset turnover rate (cost)	51.4 %	38.8 %	65.2 %
Operating expense ratio	76.3 %	93.1 %	70.0 %
Depreciation expense ratio	10.1 %	8.6 %	12.1 %
Interest expense ratio	3.9 %	4.9 %	2.6 %
Net farm income ratio	9.4 %	-6.8 %	14.5 %

Table 19 Operator and Labor Information

2008 MI Dairy (All Farms)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	28	30
Operator Information			
Average number of operators	1.5	1.5	1.7
Average age of operators	51.0	52.9	49.0
Average number of years farming	27.3	27.9	24.4
Results Per Operator			
Working capital	165,074	108,019	203,896
Total assets (market)	2,261,483	1,648,720	2,174,724
Total liabilities	592,181	474,773	552,338
Net worth (market)	1,669,302	1,173,947	1,622,386
Net worth excl deferred liabs	1,669,900	1,173,947	1,622,386
Gross farm income	790,462	473,234	1,010,536
Total farm expense	714,301	505,243	856,029
Net farm income from operations	76,160	-32,010	154,507
Net nonfarm income	5,614	9,224	-3,701
Family living & tax withdrawals	52,783	41,752	61,433
Total acres owned	314.8	241.0	236.4
Total crop acres	535.8	487.4	521.9
Crop acres owned	312.2	211.7	308.8
Crop acres cash rented	223.3	275.7	212.0
Crop acres share rented	0.3	-	1.1
Total pasture acres	1.5	-	5.3
Labor Analysis			
Number of farms	115	28	30
Total unpaid labor hours	4,734	5,050	4,853
Total hired labor hours	10,288	6,907	13,644
Total labor hours per farm	15,022	11,958	18,497
Unpaid hours per operator	3,076	3,289	2,912
Value of farm production / hour	62.78	44.39	70.14
Net farm income / unpaid hour	24.92	-9.73	53.06
Average hourly hired labor wage	14.16	13.92	13.79
Partnerships & LLCs			
Number of farms	44	11	13
Number of operators	2.2	2.1	2.2
Owner withdrawals per farm	102,371	-	-
Withdrawals per operator	44,787	-	-

Table 20 Financial Summary

2008 MI Dairy (All Farms)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	116	28	30
Income Statement			
Gross cash farm income	1,198,273	764,213	1,632,663
Total cash farm expense	959,454	684,728	1,243,921
Net cash farm income	238,819	79,485	388,742
Inventory change	2,498	-65,844	72,532
Depreciation and capital adjust	-123,794	-62,798	-203,763
Net farm income from operations	117,523	-49,158	257,512
Gain or loss on capital sales	-3,299	-	-12,758
Average net farm income	114,224	-49,158	244,754
Median net farm income	57,799	-32,809	206,895
Profitability (cost)			
Rate of return on assets	6.0 %	-4.3 %	11.6 %
Rate of return on equity	6.2 %	-13.1 %	16.8 %
Operating profit margin	11.6 %	-11.1 %	17.8 %
Asset turnover rate	51.4 %	38.8 %	65.2 %
Profitability (market)			
Rate of return on assets	7.0 %	-2.5 %	16.1 %
Rate of return on equity	7.5 %	-5.9 %	20.1 %
Operating profit margin	23.1 %	-10.7 %	41.2 %
Asset turnover rate	30.5 %	23.8 %	39.1 %
Liquidity & Repayment (end of year)			
Current assets	442,827	315,403	512,609
Current liabilities	188,101	149,518	172,782
Current ratio	2.35	2.11	2.97
Working capital	254,726	165,886	339,827
Working capital to gross inc	20.9 %	22.8 %	20.2 %
Term debt coverage ratio	2.00	-0.11	3.82
Replacement coverage ratio	1.67	-0.09	2.99
Solvency (end of year at cost)			
Number of farms	116	28	30
Total farm assets	1,909,468	1,379,583	2,077,066
Total farm liabilities	900,350	710,795	915,772
Total assets	2,090,027	1,588,582	2,099,900
Total liabilities	912,874	729,116	920,563
Net worth	1,177,153	859,466	1,179,337
Net worth change	59,929	-34,479	104,697
Farm debt to asset ratio	47 %	52 %	44 %
Total debt to asset ratio	44 %	46 %	44 %
Solvency (end of year at market)			
Number of farms	116	28	30
Total farm assets	3,222,918	2,244,605	3,553,274
Total farm liabilities	900,350	710,795	915,772
Total assets	3,489,703	2,531,963	3,624,540
Total liabilities	913,797	729,116	920,563
Net worth	2,575,906	1,802,847	2,703,976
Net worth change	161,793	-34,655	411,087
Farm debt to asset ratio	28 %	32 %	26 %
Total debt to asset ratio	26 %	29 %	25 %
Nonfarm Information			
Net nonfarm income	8,663	14,165	-6,169
Crop Acres			
Total acres owned	486	370	394
Total crop acres	827	749	870
Total crop acres owned	482	325	515
Total crop acres cash rented	345	423	353
Total crop acres share rented	0	-	2

B. Financial Summary Information, Herds with 20-99 Cows

Table 21 Crop Production and Marketing Summary
2008 MI Dairy (20-99 Cows)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Dairy			
Number of farms	27	6	7
Average number of cows,	65	49	67
Milk production per cow lbs.,	18,699	17,454	21,855
Average milk price per cwt.,	$19.50	$19.09	$18.88
Acreage Summary			
Total acres owned	268	199	278
Total crop acres	379	327	315
Crop acres owned	261	188	246
Crop acres cash rented	117	139	69
Crop acres share rented	-	-	-
Total pasture acres	-	-	-
Percent crop acres owned	69 %	57 %	78 %
Average Price Received (Cash Sales Only)			
Corn per bushel	3.90	-	-
Soybeans per bushel	8.85	-	-

Table 22 Farm Income Statement

2008 MI Dairy (20-99 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Cash Farm Income			
Beans, Navy	1,998	-	7,708
Corn	15,610	18,133	16,145
Hay, Alfalfa	1,703	-	17
Hay, Mixed	2,475	347	24
Oats	128	-	-
Soybeans	16,884	13,117	7,378
Sugar Beets	5,676	-	16,541
Wheat, Winter	5,499	2,413	5,498
Beef Finishing	1,103	-	-
Dairy, Milk	243,702	184,790	281,485
Dairy, Dairy Calves	1,573	791	1,696
Dairy Heifers (for sale)	2,457	-	100
Dairy Replacement Heifers	2,035	-	1,211
Dairy Finishing	1,148	-	1,571
Dairy Feeder	3,601	14,783	-
Cull breeding livestock	12,334	8,499	17,541
Misc. livestock income	19	84	-
Direct & CC govt payments	1,818	750	-
Other government payments	5,026	3,724	3,974
Custom work income	544	1,199	-
Patronage dividends, cash	2,061	1,656	2,357
Insurance income	3,528	2,234	2,951
Other farm income	3,830	2,642	3,329
Gross Cash Farm Income	334,752	255,163	369,525

Table 22 Farm Income Statement (Continued)

2008 MI Dairy (20-99 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Cash Farm Expense			
Seed	11,403	8,762	11,348
Fertilizer	18,800	10,440	15,065
Crop chemicals	5,440	2,380	7,700
Crop insurance	813	14	2,438
Crop packaging and supplies	273	-	573
Crop marketing	305	259	955
Crop miscellaneous	183	132	197
Purchased feed	72,257	64,191	82,932
Breeding fees	2,546	3,383	2,031
Veterinary	5,828	4,653	7,149
Supplies	8,048	7,994	6,151
DHIA	914	1,191	1,255
Hauling and trucking	7,402	5,837	8,511
Livestock marketing	4,058	3,679	3,768
Bedding	1,998	587	3,437
Interest	14,616	20,006	19,092
Packaging and supplies	1,467	-	2,489
Fuel & oil	18,582	14,931	19,451
Repairs	19,901	16,663	19,322
Custom hire	6,142	4,895	7,121
Repair, buildings	2,906	1,676	5,569
Hired labor	30,530	25,273	32,466
Land rent	7,453	5,912	5,324
Machinery leases	1,020	-	1,093
Real estate taxes	4,827	3,092	5,528
Personal property taxes	553	316	173
Farm insurance	6,886	3,680	6,010
Utilities	10,115	7,398	10,274
Dues & professional fees	2,429	1,614	2,070
Miscellaneous	6,132	6,646	4,642
Total cash expense	273,825	225,601	294,134
Net cash farm income	60,927	29,562	75,391
Inventory Changes			
Prepaids and supplies	524	-5,160	-560
Accounts receivable	-1,865	-3,458	-4,923
Hedging accounts	10	475	-370
Other current assets	61	6,610	-5,370
Crops and feed	11,082	7,756	25,770
Market livestock	1,045	-437	390
Breeding livestock	-4,031	1,908	-14,709
Other assets	-63	10	1,090
Accounts payable	-1,539	-10,264	7,524
Accrued interest	-110	-345	-101
Total inventory change	5,113	-2,904	8,741
Net operating profit	66,040	26,658	84,132

Depreciation			
Machinery and equipment	-24,285	-21,249	-22,826
Titled vehicles	2,295	-	9,857
Buildings and improvements	-13,714	-22,693	-9,618
Total depreciation	-35,705	-43,942	-22,586
Net farm income from operations	30,335	-17,284	61,546
Gain or loss on capital sales	-	-	-
Net farm income	30,335	-17,284	61,546

Table 23 Inventory Changes

2008 MI Dairy (20-99 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Net cash farm income	60,927	29,562	75,391
Crops and Feed			
Ending inventory	95,126	58,427	100,275
Beginning inventory	84,044	50,671	74,505
Inventory change	11,082	7,756	25,770
Market Livestock			
Ending inventory	9,649	2,331	2,365
Beginning inventory	8,604	2,768	1,974
Inventory change	1,045	-437	390
Accts Receivable			
Ending inventory	6,626	2,695	8,001
Beginning inventory	8,491	6,153	12,924
Inventory change	-1,865	-3,458	-4,923
Prepaid Expenses and Supplies			
Ending inventory	13,559	4,562	6,731
Beginning inventory	13,035	9,721	7,291
Inventory change	524	-5,160	-560
Hedging Activities			
Ending inventory	10	-	38
Withdrawals	106	475	-
Beginning inventory	6	-	24
Deposits	100	-	384
Gain or loss	10	475	-370
Other Current Assets			
Ending inventory	7,734	12,080	8,685
Beginning inventory	7,673	5,470	14,055
Inventory change	61	6,610	-5,370
Breeding Livestock			
Ending inventory	161,903	141,892	175,393
Capital sales	347	-	562
Beginning inventory	162,253	135,217	182,471
Capital purchases	4,028	4,767	8,193
Depreciation, capital adjust	-4,031	1,908	-14,709
Other Capital Assets			
Ending inventory	11,288	18,613	5,624
Capital sales	2,443	184	6,634
Beginning inventory	10,566	12,367	5,448
Capital purchases	3,228	6,420	5,719
Depreciation, capital adjust	-63	10	1,090
Accounts Payable			
Beginning inventory	9,654	15,516	13,282
Ending inventory	11,193	25,779	5,758
Inventory change	-1,539	-10,264	7,524
Accrued Interest			
Beginning inventory	678	74	2,346
Ending inventory	788	419	2,447
Inventory change	-110	-345	-101
Total inventory change	5,113	-2,904	8,741
Net operating profit	66,040	26,658	84,132

Table 24 Depreciation

2008 MI Dairy (20-99 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Net operating profit	66,040	26,658	84,132
Machinery and Equipment			
Ending inventory	63,320	62,770	55,556
Capital sales	1,090	115	1,343
Beginning inventory	48,533	49,365	35,330
Capital purchases	40,161	34,770	44,395
Depreciation, capital adjust.	-24,285	-21,249	-22,826
Titled Vehicles			
Ending inventory	3,502	-	9,857
Capital sales	-	-	-
Beginning inventory	1,208	-	-
Capital purchases	-	-	-
Depreciation, capital adjust.	2,295	-	9,857
Buildings and Improvements			
Ending inventory	61,764	68,947	30,951
Capital sales	-	-	-
Beginning inventory	54,790	46,467	34,841
Capital purchases	20,689	45,173	5,728
Depreciation, capital adjust.	-13,714	-22,693	-9,618
Total depreciation, capital adj.	-35,705	-43,942	-22,586
Net farm income from operations	30,335	-17,284	61,546
Gain or loss on capital sales	-	-	-
Net farm income	30,335	-17,284	61,546

Table 25 Profitability Measures

2008 MI Dairy (20-99 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Profitability (assets valued at cost)			
Net farm income from operations	30,335	-17,284	61,546
Rate of return on assets	2.8 %	-3.4 %	9.3 %
Rate of return on equity	0.7 %	-15.6 %	13.5 %
Operating profit margin	6.3 %	-9.6 %	19.1 %
Asset turnover rate	44.5 %	35.0 %	48.9 %
Farm interest expense	14,726	20,351	19,193
Value of operator lbr and mgmt.	28,033	22,708	25,727
Return on farm assets	17,029	-19,642	55,012
Average farm assets	604,326	581,815	589,516
Return on farm equity	2,303	-39,993	35,819
Average farm equity	345,958	257,140	265,550
Value of farm production	268,732	203,837	288,472

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Profitability (assets valued at market)			
Net farm income from operations	62,462	-35,219	139,334
Rate of return on assets	3.7 %	-3.8 %	9.1 %
Rate of return on equity	3.2 %	-8.6 %	10.1 %
Operating profit margin	18.3 %	-18.4 %	46.0 %
Asset turnover rate	20.2 %	20.5 %	19.7 %
Farm interest expense	14,726	20,351	19,193
Value of operator lbr and mgmt.	28,033	22,708	25,727
Return on farm assets	49,155	-37,576	132,800
Average farm assets	1,327,973	994,463	1,463,129
Return on farm equity	34,429	-57,927	113,607
Average farm equity	1,065,640	669,788	1,123,866
Value of farm production	268,732	203,837	288,472

Table 26 Liquidity & Repayment Capacity Measures
2008 MI Dairy (20-99 Cows)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Liquidity			
Current ratio	2.27	1.53	1.58
Working capital	85,087	31,346	50,053
Working capital to gross inc	25.0 %	11.7 %	13.5 %
Current assets	152,248	90,995	136,518
Current liabilities	67,161	59,649	86,465
Gross revenues (accrual)	340,989	268,027	371,404
Repayment capacity			
Net farm income from operations	30,335	-17,284	61,546
Depreciation	35,705	43,942	22,586
Personal income	4,065	3,278	-7,196
Family living/owner withdrawals	-30,428	-15,815	-35,009
Payments on personal debt	-2,054	-1,763	-5,980
Income taxes paid	-1,992	-40	-1,793
Interest on term debt	9,830	10,319	18,868
Capital debt repayment capacity	45,462	22,637	53,022
Scheduled term debt payments	-28,921	-33,404	-47,347
Capital debt repayment margin	16,541	-10,767	5,675
Cash replacement allowance	-14,145	-8,728	-8,126
Replacement margin	2,395	-19,495	-2,451
Term debt coverage ratio	1.57	0.68	1.12
Replacement coverage ratio	1.06	0.54	0.96

Table 27 Balance Sheet at Cost Values

2008 MI Dairy (20-99 Cows)

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

	Avg. Of All Farms		Low 25%		High 25%	
Number of farms	27		6		7	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	15,669	16,915	2,336	10,901	8,593	10,423
Prepaid expenses & supplies	13,035	13,559	9,721	4,562	7,291	6,731
Growing crops	6,086	6,775	5,283	11,893	9,945	7,023
Accounts receivable	8,491	6,626	6,153	2,695	12,924	8,001
Hedging accounts	6	10	0	0	24	38
Crops held for sale or feed	86,673	92,496	50,671	58,427	74,505	100,275
Crops under government loan	0	5,259	0	0	0	0
Market livestock held for sale	8,604	9,649	2,768	2,331	1,974	2,365
Other current assets	1,588	959	187	187	4,110	1,663
Total current farm assets	140,152	152,248	77,119	90,995	119,365	136,518
Intermediate Farm Assets						
Breeding livestock	162,253	161,903	135,217	141,892	182,471	175,393
Machinery and equipment	48,533	63,320	49,365	62,770	35,330	55,556
Titled vehicles	1,208	3,502	0	0	0	9,857
Other intermediate assets	7,614	8,675	12,161	18,374	1,431	1,607
Total intermediate farm assets	219,608	237,400	196,742	223,036	219,232	242,413
Long Term Farm Assets						
Farm land	162,297	174,827	229,940	229,940	193,839	193,839
Buildings and improvements	54,790	61,764	46,467	68,947	34,841	30,951
Other long-term assets	2,952	2,613	206	239	4,017	4,017
Total long-term farm assets	220,039	239,204	276,613	299,125	232,696	228,807
Total Farm Assets	579,799	628,852	550,474	613,157	571,293	607,738
Total Nonfarm Assets	65,223	69,585	76,141	67,544	55,853	49,521
Total Assets	645,022	698,437	626,615	680,700	627,147	657,259
Liabilities						
Current Farm Liabilities						
Accrued interest	678	788	74	419	2,346	2,447
Accounts payable	9,654	11,193	15,516	25,779	13,282	5,758
Current notes	21,799	29,330	4,802	10,513	28,499	44,570
Government crop loans	0	3,330	0	0	0	0
Principal due on term debt	19,091	22,520	23,085	22,939	28,479	33,690
Total current farm liabilities	51,222	67,161	43,477	59,649	72,606	86,465
Total intermediate farm liabs	46,553	53,670	40,537	66,486	89,791	81,250
Total long term farm liabilities	136,716	161,412	198,687	240,514	154,665	163,156
Total farm liabilities	234,491	282,244	282,701	366,649	317,062	330,870
Total nonfarm liabilities	16,874	15,867	7,176	5,935	56,181	54,298
Total liabilities	251,365	298,111	289,877	372,584	373,243	385,168
Net worth (farm and nonfarm)	393,657	400,326	336,738	308,116	253,904	272,090
Net worth change		6,669		-28,622		18,186
Ratio Analysis						
Current farm liabilities / assets	37 %	44 %	56 %	66 %	61 %	63 %
Intermediate farm liab. / assets	21 %	23 %	21 %	30 %	41 %	34 %
Long term farm liab. / assets	62 %	67 %	72 %	80 %	66 %	71 %
Total debt to asset ratio	39 %	43 %	46 %	55 %	60 %	59 %

Table 28 Balance Sheet at Market Values

2008 MI Dairy (20-99 Cows)

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

	Avg. Of All Farms		Low 25%		High 25%	
Number of farms	27		6		7	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	15,669	16,915	2,336	10,901	8,593	10,423
Prepaid expenses & supplies	13,035	13,559	9,721	4,562	7,291	6,731
Growing crops	6,086	6,775	5,283	11,893	9,945	7,023
Accounts receivable	8,491	6,626	6,153	2,695	12,924	8,001
Hedging accounts	6	10	0	0	24	38
Crops held for sale or feed	86,673	92,496	50,671	58,427	74,505	100,275
Crops under government loan	0	5,259	0	0	0	0
Market livestock held for sale	8,604	9,649	2,768	2,331	1,974	2,365
Other current assets	1,588	959	187	187	4,110	1,663
Total current farm assets	140,152	152,248	77,119	90,995	119,365	136,518
Intermediate Farm Assets						
Breeding livestock	185,792	181,459	145,567	142,725	213,735	208,242
Machinery and equipment	223,635	253,573	189,539	177,350	196,466	262,831
Titled vehicles	3,063	5,204	0	0	5,071	14,257
Other intermediate assets	8,222	9,462	12,161	18,374	1,658	2,494
Total intermediate farm assets	420,712	449,697	347,266	338,449	416,931	487,825
Long Term Farm Assets						
Farm land	601,632	619,971	479,103	476,020	756,343	775,629
Buildings and improvements	121,139	143,038	68,394	111,134	109,357	115,491
Other long-term assets	3,748	3,608	206	239	4,017	4,783
Total long-term farm assets	726,519	766,618	547,703	587,393	869,717	895,902
Total Farm Assets	1,287,383	1,368,563	972,089	1,016,837	1,406,013	1,520,245
Total Nonfarm Assets	135,423	139,169	126,879	114,212	117,737	110,775
Total Assets	1,422,807	1,507,733	1,098,968	1,131,049	1,523,750	1,631,020
Liabilities						
Current Farm Liabilities						
Accrued interest	678	788	74	419	2,346	2,447
Accounts payable	9,654	11,193	15,516	25,779	13,282	5,758
Current notes	21,799	29,330	4,802	10,513	28,499	44,570
Government crop loans	0	3,330	0	0	0	0
Principal due on term debt	19,091	22,520	23,085	22,939	28,479	33,690
Total current farm liabilities	51,222	67,161	43,477	59,649	72,606	86,465
Total intermediate farm liabs	46,553	53,670	40,537	66,486	89,791	81,250
Total long term farm liabilities	136,716	161,412	198,687	240,514	154,665	163,156
Total farm liabilities	234,491	282,244	282,701	366,649	317,062	330,870
Total nonfarm liabilities	16,874	15,867	7,176	5,935	56,181	54,298
Total liabs excluding deferreds	251,365	298,111	289,877	372,584	373,243	385,168
Total deferred liabilities	3,966	3,966	0	0	15,297	15,297
Total liabilities	255,331	302,077	289,877	372,584	388,539	400,465
Retained earnings	393,657	400,326	336,738	308,116	253,904	272,090
Market valuation equity	773,819	805,329	472,353	450,349	881,307	958,465
Net worth (farm and nonfarm)	1,167,476	1,205,656	809,091	758,465	1,135,211	1,230,555
Net worth excluding deferreds	1,171,442	1,209,622	809,091	758,465	1,150,507	1,245,852
Net worth change		38,180		-50,626		95,345
Ratio Analysis						
Current farm liabilities / assets	37 %	44 %	56 %	66 %	61 %	63 %
Intermediate farm liab. / assets	11 %	12 %	12 %	20 %	22 %	17 %
Long term farm liab. / assets	19 %	21 %	36 %	41 %	18 %	18 %
Total debt to asset ratio	18 %	20 %	26 %	33 %	25 %	25 %
Debt to assets excl deferreds	18 %	20 %	26 %	33 %	24 %	24 %

Table 29 Statement Of Cash Flows
2008 MI Dairy (20-99 Cows)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Beginning cash (farm & nonfarm)	20,711	12,636	16,346
Cash Provided By Operating Activities			
Gross cash farm income	334,752	255,163	369,525
Total cash farm expense	-273,825	-225,601	-294,134
Net cash from hedging transactions	6	475	-384
Cash provided by operating	60,933	30,037	75,007
Cash Provided By Investing Activities			
Sale of breeding livestock	347	-	562
Sale of machinery & equipment	1,090	115	1,343
Sale of titled vehicles	-	-	-
Sale of farm land	-	-	-
Sale of farm buildings	-	-	-
Sale of other farm assets	2,443	184	6,634
Sale of nonfarm assets	339	-	649
Purchase of breeding livestock	-4,028	-4,767	-8,193
Purchase of machinery & equip.	-40,161	-34,770	-44,395
Purchase of titled vehicles	-	-	-
Purchase of farm land	-12,641	-	-
Purchase of farm buildings	-20,689	-45,173	-5,728
Purchase of other farm assets	-3,228	-6,420	-5,719
Purchase of nonfarm assets	-5,737	-17	-1,139
Cash provided by investing	-82,266	-90,848	-55,987
Cash Provided By Financing Activities			
Money borrowed	94,103	107,719	97,671
Principal payments	-49,005	-35,620	-78,323
Personal income	4,065	3,278	-7,196
Family living/owner withdrawals	-30,428	-15,815	-35,009
Income and social security tax	-1,992	-40	-1,793
Capital contributions	-	-	-
Capital distributions	-	-	-
Dividends paid	-	-	-
Cash gifts and inheritances	5,218	358	7,210
Gifts given	-2,653	-133	-4,117
Cash provided by financing	19,309	59,747	-21,556
Net change in cash balance	-2,024	-1,065	-2,537
Ending cash (farm & nonfarm)	18,687	11,571	13,809

Table 30 Financial Standards Measures

2008 MI Dairy (20-99 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Liquidity			
Current ratio	2.27	1.53	1.58
Working capital	85,087	31,346	50,053
Working capital to gross inc	25.0 %	11.7 %	13.5 %
Solvency (market)			
Farm debt to asset ratio	21 %	36 %	23 %
Farm equity to asset ratio	79 %	64 %	77 %
Farm debt to equity ratio	0.26	0.56	0.29
Profitability (cost)			
Rate of return on farm assets	2.8 %	-3.4 %	9.3 %
Rate of return on farm equity	0.7 %	-15.6 %	13.5 %
Operating profit margin	6.3 %	-9.6 %	19.1 %
Net farm income	30,335	-17,284	61,546
EBIDTA	80,766	47,009	103,325
Repayment Capacity			
Capital debt repayment capacity	45,462	22,637	53,022
Capital debt repayment margin	16,541	-10,767	5,675
Replacement margin	2,395	-19,495	-2,451
Term debt coverage ratio	1.57	0.68	1.12
Replacement coverage ratio	1.06	0.54	0.96
Efficiency			
Asset turnover rate (cost)	44.5 %	35.0 %	48.9 %
Operating expense ratio	76.3 %	82.5 %	72.2 %
Depreciation expense ratio	10.5 %	16.4 %	6.1 %
Interest expense ratio	4.3 %	7.5 %	5.1 %
Net farm income ratio	8.9 %	-6.4 %	16.6 %

Table 31 Operator and Labor Information

2008 MI Dairy (20-99 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Operator Information			
Average number of operators	1.3	1.3	1.3
Average age of operators	50.5	47.5	52.0
Average number of years farming	26.7	23.8	28.3
Results Per Operator			
Working capital	65,639	23,510	38,930
Total assets (market)	1,163,108	848,287	1,268,571
Total liabilities	233,031	279,438	311,473
Net worth (market)	930,077	568,849	957,099
Net worth excl deferred liabs	933,137	568,849	968,996
Gross farm income	263,049	201,021	288,870
Total farm expense	239,647	213,984	241,000
Net farm income from operations	23,402	-12,963	47,869
Net nonfarm income	3,136	2,458	-5,597
Family living & tax withdrawals	25,009	11,891	28,623
Total acres owned	206.8	149.4	216.4
Total crop acres	292.1	245.6	244.6
Crop acres owned	201.5	141.0	191.1
Crop acres cash rented	90.6	104.6	53.5
Crop acres share rented	-	-	-
Total pasture acres	-	-	-
Labor Analysis			
Number of farms	27	6	7
Total unpaid labor hours	4,076	3,870	3,935
Total hired labor hours	2,367	2,451	2,157
Total labor hours per farm	6,443	6,321	6,091
Unpaid hours per operator	3,145	2,902	3,060
Value of farm production / hour	41.71	32.25	47.36
Net farm income / unpaid hour	7.44	-4.47	15.64
Average hourly hired labor wage	12.99	10.24	15.05
Partnerships & LLCs			
Number of farms	6	3	1
Number of operators	1.8	-	-
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-

Table 32 Financial Summary

2008 MI Dairy (20-99 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	27	6	7
Income Statement			
Gross cash farm income	334,752	255,163	369,525
Total cash farm expense	273,825	225,601	294,134
Net cash farm income	60,927	29,562	75,391
Inventory change	5,113	-2,904	8,741
Depreciation and capital adjust	-35,705	-43,942	-22,586
Net farm income from operations	30,335	-17,284	61,546
Gain or loss on capital sales	-	-	-
Average net farm income	30,335	-17,284	61,546
Median net farm income	36,251	4,284	57,942
Profitability (cost)			
Rate of return on assets	2.8 %	-3.4 %	9.3 %
Rate of return on equity	0.7 %	-15.6 %	13.5 %
Operating profit margin	6.3 %	-9.6 %	19.1 %
Asset turnover rate	44.5 %	35.0 %	48.9 %
Profitability (market)			
Rate of return on assets	3.7 %	-3.8 %	9.1 %
Rate of return on equity	3.2 %	-8.6 %	10.1 %
Operating profit margin	18.3 %	-18.4 %	46.0 %
Asset turnover rate	20.2 %	20.5 %	19.7 %
Liquidity & Repayment (end of year)			
Current assets	152,248	90,995	136,518
Current liabilities	67,161	59,649	86,465
Current ratio	2.27	1.53	1.58
Working capital	85,087	31,346	50,053
Working capital to gross inc	25.0 %	11.7 %	13.5 %
Term debt coverage ratio	1.57	0.68	1.12
Replacement coverage ratio	1.06	0.54	0.96
Solvency (end of year at cost)			
Number of farms	27	6	7
Total farm assets	628,852	613,157	607,738
Total farm liabilities	282,244	366,649	330,870
Total assets	698,437	680,700	657,259
Total liabilities	298,111	372,584	385,168
Net worth	400,326	308,116	272,090
Net worth change	6,669	-28,622	18,186
Farm debt to asset ratio	45 %	60 %	54 %
Total debt to asset ratio	43 %	55 %	59 %
Solvency (end of year at market)			
Number of farms	27	6	7
Total farm assets	1,368,563	1,016,837	1,520,245
Total farm liabilities	282,244	366,649	330,870
Total assets	1,507,733	1,131,049	1,631,020
Total liabilities	302,077	372,584	400,465
Net worth	1,205,656	758,465	1,230,555
Net worth change	38,180	-50,626	95,345
Farm debt to asset ratio	21 %	36 %	22 %
Total debt to asset ratio	20 %	33 %	25 %
Nonfarm Information			
Net nonfarm income	4,065	3,278	-7,196
Crop Acres			
Total acres owned	268	199	278
Total crop acres	379	327	315
Total crop acres owned	261	188	246
Total crop acres cash rented	117	139	69
Total crop acres share rented	-	-	-

C. Financial Summary Information, Herds with 100-249 Cows

Table 33 Crop Production and Marketing Summary
2008 MI Dairy (100-249 Cows)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Dairy			
Number of farms	55	13	14
Average number of cows,	166	155	180
Milk production per cow lbs.,	20,703	19,146	22,574
Average milk price per cwt.,	$19.26	$19.21	$19.21
Acreage Summary			
Total acres owned	455	323	337
Total crop acres	753	786	719
Crop acres owned	412	374	344
Crop acres cash rented	342	412	375
Crop acres share rented	-	-	-
Total pasture acres	3	-	10
Percent crop acres owned	55 %	48 %	48 %
Average Price Received (Cash Sales Only)			
Soybeans per bushel	9.44	-	-
Wheat, Winter per bushel	5.40	-	-
Corn per bushel	4.18	-	-

Table 34 Farm Income Statement

2008 MI Dairy (100-249 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Cash Farm Income			
Asparagus	129	-	-
Barley	253	1,072	-
Cordwood	168	711	-
Corn	16,338	32,270	4,862
Corn Silage	931	1,250	2,498
Hay, Alfalfa	2,022	3,182	2,020
Hay, Grass	245	1,038	-
Hay, Mixed	1,348	252	123
Haylage, Mixed	531	-	194
Oats	346	69	467
Rye	45	190	-
Soybeans	8,779	13,651	8,185
Straw	242	-	-
Wheat, Durum	68	-	267
Wheat, Winter	3,701	2,539	1,964
User Added Crop	935	-	-
Miscellaneous crop income	61	-	63
Dairy, Milk	650,000	570,867	792,469
Dairy, Dairy Calves	3,275	3,924	3,164
Dairy Heifers (for sale)	5,727	768	11,987
Dairy Replacement Heifers	2,993	6,330	2,798
Dairy Finishing	3,940	7,107	2,145
Dairy Feeder	1,640	1,427	318
User Added Livestock, User Added	2,960	-	3,914
Cull breeding livestock	28,158	21,454	28,928
Misc. livestock income	160	-	24
Direct & CC govt payments	15,217	6,571	30,725
Other government payments	11,045	8,466	18,811
Custom work income	10,832	6,248	11,390
Patronage dividends, cash	6,014	9,469	5,980
Insurance income	10,224	3,127	17,510
Other farm income	11,290	3,448	25,970
Gross Cash Farm Income	799,616	705,430	976,777

Table 34 Farm Income Statement (Continued)

2008 MI Dairy (100-249 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Cash Farm Expense			
Seed	18,081	20,691	23,262
Fertilizer	31,756	36,723	23,218
Crop chemicals	9,035	13,987	7,666
Crop insurance	1,217	1,268	215
Drying expense	496	545	-
Storage	91	169	-
Crop hauling and trucking	41	174	-
Crop marketing	69	257	-
Crop miscellaneous	1,350	1,498	2,231
Feeder livestock purchase	572	26	-
Purchased feed	190,061	175,209	216,122
Breeding fees	5,497	5,023	7,816
Veterinary	18,718	21,250	18,626
BST	299	-	42
Supplies	27,111	24,115	34,265
DHIA	1,471	1,284	1,364
Livestock hired labor	2,072	8,768	-
Livestock leases	32	133	-
Livestock hauling and trucking	19,134	14,824	22,963
Livestock marketing	10,182	12,911	10,379
Bedding	5,206	4,855	3,697
Livestock miscellaneous	127	536	-
Interest	31,042	33,436	29,672
Packaging and supplies	2,374	4,365	3,342
Fuel & oil	45,590	41,299	53,217
Repairs	39,612	34,393	45,272
Repair, machinery	319	1,348	-
Custom hire	20,617	21,079	23,348
Repair, buildings	4,897	1,262	7,906
Hired labor	87,004	80,619	102,106
Land rent	19,848	27,727	20,881
Machinery leases	7,487	10,454	11,117
Building leases	1,176	1,782	2,964
Real estate taxes	9,118	7,680	11,104
Personal property taxes	168	-	118
Farm insurance	12,560	11,151	15,993
Utilities	17,239	18,567	18,123
Dues & professional fees	5,202	4,261	6,868
Miscellaneous	8,382	8,050	9,502
Total cash expense	655,254	651,721	733,398
Net cash farm income	144,362	53,709	243,379
Inventory Changes			
Prepaids and supplies	-4,849	-4,473	-4,006
Accounts receivable	-9,509	-11,414	-11,966
Hedging accounts	-942	-	-2,342

Other current assets	-528	-11,381	999
Crops and feed	13,247	-17,789	25,430
Market livestock	1,043	3,347	-131
Breeding livestock	-5,570	-19,265	9,353
Other assets	8,306	5,038	27,184
Accounts payable	-7,401	-28,684	9,631
Accrued interest	-287	-1,234	-13
Total inventory change	-6,490	-85,855	54,139
Net operating profit	137,872	-32,146	297,518
Depreciation			
Machinery and equipment	-54,838	-30,752	-90,084
Titled vehicles	-772	-	-185
Buildings and improvements	-26,727	-20,908	-41,577
Total depreciation	-82,337	-51,660	-131,846
Net farm income from operations	55,534	-83,806	165,672
Gain or loss on capital sales	-6,959	-	-27,338
Net farm income	48,576	-83,806	138,334

Table 35 Inventory Changes

2008 MI Dairy (100-249 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Net cash farm income	144,362	53,709	243,379
Crops and Feed			
Ending inventory	178,269	182,675	168,655
Beginning inventory	165,022	200,464	143,225
Inventory change	13,247	-17,789	25,430
Market Livestock			
Ending inventory	12,310	17,554	11,054
Beginning inventory	11,267	14,207	11,185
Inventory change	1,043	3,347	-131
Accts Receivable			
Ending inventory	27,643	20,939	39,035
Beginning inventory	37,152	32,354	51,002
Inventory change	-9,509	-11,414	-11,966
Prepaid Expenses and Supplies			
Ending inventory	19,975	8,600	16,726
Beginning inventory	24,824	13,072	20,732
Inventory change	-4,849	-4,473	-4,006
Hedging Activities			
Ending inventory	18	-	71
Withdrawals	-922	-	-2,342
Beginning inventory	38	-	71
Deposits	-	-	-
Gain or loss	-942	-	-2,342
Other Current Assets			
Ending inventory	14,664	10,646	10,115
Beginning inventory	15,193	22,027	9,116
Inventory change	-528	-11,381	999
Breeding Livestock			
Ending inventory	423,888	402,297	473,762
Capital sales	11,477	40,530	2,853
Beginning inventory	429,713	440,977	456,801
Capital purchases	11,222	21,116	10,462
Depreciation, capital adjust	-5,570	-19,265	9,353
Other Capital Assets			
Ending inventory	35,256	41,988	25,490
Capital sales	25,644	47,844	33,903
Beginning inventory	35,777	43,175	26,735
Capital purchases	16,817	41,619	5,474
Depreciation, capital adjust	8,306	5,038	27,184
Accounts Payable			
Beginning inventory	15,105	10,162	16,714
Ending inventory	22,506	38,846	7,083
Inventory change	-7,401	-28,684	9,631
Accrued Interest			
Beginning inventory	1,040	2,359	505
Ending inventory	1,327	3,593	518
Inventory change	-287	-1,234	-13
Total inventory change	-6,490	-85,855	54,139
Net operating profit	137,872	-32,146	297,518

Table 36 Depreciation

2008 MI Dairy (100-249 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Net operating profit	137,872	-32,146	297,518
Machinery and Equipment			
Ending inventory	126,273	109,611	167,606
Capital sales	2,632	2,455	2,295
Beginning inventory	123,012	106,674	163,060
Capital purchases	60,731	36,144	96,925
Depreciation, capital adjust.	-54,838	-30,752	-90,084
Titled Vehicles			
Ending inventory	324	-	1,271
Capital sales	-	-	-
Beginning inventory	1,096	-	1,456
Capital purchases	-	-	-
Depreciation, capital adjust.	-772	-	-185
Buildings and Improvements			
Ending inventory	174,678	114,178	229,903
Capital sales	43	-	-
Beginning inventory	150,254	67,462	187,052
Capital purchases	51,194	67,623	84,427
Depreciation, capital adjust.	-26,727	-20,908	-41,577
Total depreciation, capital adj.	-82,337	-51,660	-131,846
Net farm income from operations	55,534	-83,806	165,672
Gain or loss on capital sales	-6,959	-	-27,338
Net farm income	48,576	-83,806	138,334

Table 37 Profitability Measures

2008 MI Dairy (100-249 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Profitability (assets valued at cost)			
Net farm income from operations	55,534	-83,806	165,672
Rate of return on assets	3.3 %	-8.1 %	11.2 %
Rate of return on equity	1.5 %	-20.7 %	16.8 %
Operating profit margin	7.0 %	-21.0 %	18.3 %
Asset turnover rate	46.7 %	38.8 %	61.2 %
Farm interest expense	31,330	34,671	29,685
Value of operator lbr and mgmt.	44,052	51,224	47,339
Return on farm assets	42,812	-100,359	148,019
Average farm assets	1,316,047	1,233,716	1,322,959
Return on farm equity	11,482	-135,030	118,334
Average farm equity	758,408	652,027	705,894
Value of farm production	615,029	478,731	809,182

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Profitability (assets valued at market)			
Net farm income from operations	106,419	-86,628	295,394
Rate of return on assets	4.2 %	-5.1 %	12.7 %
Rate of return on equity	3.7 %	-9.6 %	15.9 %
Operating profit margin	15.2 %	-21.6 %	34.3 %
Asset turnover rate	27.6 %	23.7 %	37.1 %
Farm interest expense	31,330	34,671	29,685
Value of operator lbr and mgmt.	44,052	51,224	47,339
Return on farm assets	93,697	-103,182	277,741
Average farm assets	2,225,051	2,015,852	2,180,340
Return on farm equity	62,367	-137,852	248,056
Average farm equity	1,667,413	1,434,163	1,563,275
Value of farm production	615,029	478,731	809,182

Table 38 Liquidity & Repayment Capacity Measures
2008 MI Dairy (100-249 Cows)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Liquidity			
Current ratio	2.43	1.58	2.67
Working capital	169,056	96,123	165,913
Working capital to gross inc	21.0 %	14.7 %	16.2 %
Current assets	287,536	262,952	265,150
Current liabilities	118,481	166,829	99,237
Gross revenues (accrual)	805,663	653,966	1,025,304
Repayment capacity			
Net farm income from operations	55,534	-83,806	165,672
Depreciation	82,337	51,660	131,846
Personal income	5,088	13,570	-33
Family living/owner withdrawals	-64,271	-60,573	-69,551
Payments on personal debt	-545	-2,306	-
Income taxes paid	-5,388	-1,139	-4,676
Interest on term debt	23,129	25,372	21,957
Capital debt repayment capacity	95,885	-57,222	245,216
Scheduled term debt payments	-68,869	-60,569	-69,235
Capital debt repayment margin	27,016	-117,791	175,980
Cash replacement allowance	-18,500	-13,470	-25,773
Replacement margin	8,515	-131,261	150,207
Term debt coverage ratio	1.39	-0.94	3.54
Replacement coverage ratio	1.10	-0.77	2.58

Table 39 Balance Sheet at Cost Values

2008 MI Dairy (100-249 Cows)

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

	Avg. Of All Farms		Low 25%		High 25%	
Number of farms	55		13		14	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	44,552	34,657	21,094	22,537	30,215	19,493
Prepaid expenses & supplies	24,824	19,975	13,072	8,600	20,732	16,726
Growing crops	13,403	14,198	21,283	10,646	9,116	10,119
Accounts receivable	37,152	27,643	32,354	20,939	51,002	39,035
Hedging accounts	38	18	0	0	71	71
Crops held for sale or feed	165,022	178,269	200,464	182,675	143,225	168,655
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	11,267	12,310	14,207	17,554	11,185	11,054
Other current assets	1,789	466	744	0	0	-4
Total current farm assets	298,047	287,536	303,217	262,952	265,547	265,150
Intermediate Farm Assets						
Breeding livestock	429,713	423,888	440,977	402,297	456,801	473,762
Machinery and equipment	123,012	126,273	106,674	109,611	163,060	167,606
Titled vehicles	1,096	324	0	0	1,456	1,271
Other intermediate assets	17,469	15,994	24,424	24,235	23,351	19,242
Total intermediate farm assets	571,290	566,479	572,075	536,144	644,667	661,882
Long Term Farm Assets						
Farm land	266,894	279,346	287,451	287,451	189,052	193,033
Buildings and improvements	150,254	174,678	67,462	114,178	187,052	229,903
Other long-term assets	18,308	19,261	18,751	17,753	3,384	6,248
Total long-term farm assets	435,456	473,286	373,664	419,381	379,488	429,184
Total Farm Assets	1,304,793	1,327,301	1,248,956	1,218,476	1,289,702	1,356,215
Total Nonfarm Assets	91,377	109,133	192,310	263,521	25,370	26,784
Total Assets	1,396,170	1,436,434	1,441,266	1,481,997	1,315,073	1,383,000
Liabilities						
Current Farm Liabilities						
Accrued interest	1,040	1,327	2,359	3,593	505	518
Accounts payable	15,105	22,506	10,162	38,846	16,714	7,083
Current notes	32,985	53,305	41,853	85,354	53,536	52,844
Government crop loans	0	0	0	0	0	0
Principal due on term debt	45,740	41,342	35,197	39,036	47,278	38,791
Total current farm liabilities	94,870	118,481	89,571	166,829	118,033	99,237
Total intermediate farm liabs	146,556	145,287	159,397	175,123	176,261	159,290
Total long term farm liabilities	286,054	324,029	258,946	313,514	300,513	380,796
Total farm liabilities	527,480	587,797	507,913	655,466	594,806	639,323
Total nonfarm liabilities	6,332	6,424	25,999	25,341	0	0
Total liabilities	533,812	594,220	533,912	680,807	594,806	639,323
Net worth (farm and nonfarm)	862,358	842,214	907,354	801,190	720,266	743,677
Net worth change		-20,144		-106,164		23,411
Ratio Analysis						
Current farm liabilities / assets	32 %	41 %	30 %	63 %	44 %	37 %
Intermediate farm liab. / assets	26 %	26 %	28 %	33 %	27 %	24 %
Long term farm liab. / assets	66 %	68 %	69 %	75 %	79 %	89 %
Total debt to asset ratio	38 %	41 %	37 %	46 %	45 %	46 %

Table 40 Balance Sheet at Market Values

2008 MI Dairy (100-249 Cows)

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

	Avg. Of All Farms		Low 25%		High 25%	
Number of farms	55		13		14	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	44,552	34,657	21,094	22,537	30,215	19,493
Prepaid expenses & supplies	24,824	19,975	13,072	8,600	20,732	16,726
Growing crops	13,403	14,198	21,283	10,646	9,116	10,119
Accounts receivable	37,152	27,643	32,354	20,939	51,002	39,035
Hedging accounts	38	18	0	0	71	71
Crops held for sale or feed	165,022	178,269	200,464	182,675	143,225	168,655
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	11,267	12,310	14,207	17,554	11,185	11,054
Other current assets	1,789	466	744	0	0	-4
Total current farm assets	298,047	287,536	303,217	262,952	265,547	265,150
Intermediate Farm Assets						
Breeding livestock	448,053	442,967	443,234	402,297	478,247	501,452
Machinery and equipment	379,166	413,674	296,861	294,135	466,531	540,473
Titled vehicles	5,238	5,282	2,308	1,769	5,577	5,076
Other intermediate assets	22,735	21,352	45,831	40,061	23,351	23,448
Total intermediate farm assets	855,191	883,275	788,234	738,262	973,706	1,070,448
Long Term Farm Assets						
Farm land	711,408	730,560	730,301	730,301	473,627	512,939
Buildings and improvements	303,238	340,794	192,127	250,039	356,864	421,703
Other long-term assets	20,471	19,582	18,624	17,648	12,478	8,217
Total long-term farm assets	1,035,117	1,090,936	941,052	997,988	842,969	942,859
Total Farm Assets	2,188,355	2,261,748	2,032,503	1,999,202	2,082,222	2,278,457
Total Nonfarm Assets	198,979	200,138	257,787	315,735	120,070	129,761
Total Assets	2,387,334	2,461,886	2,290,290	2,314,936	2,202,292	2,408,219
Liabilities						
Current Farm Liabilities						
Accrued interest	1,040	1,327	2,359	3,593	505	518
Accounts payable	15,105	22,506	10,162	38,846	16,714	7,083
Current notes	32,985	53,305	41,853	85,354	53,536	52,844
Government crop loans	0	0	0	0	0	0
Principal due on term debt	45,740	41,342	35,197	39,036	47,278	38,791
Total current farm liabilities	94,870	118,481	89,571	166,829	118,033	99,237
Total intermediate farm liabs	146,556	145,287	159,397	175,123	176,261	159,290
Total long term farm liabilities	286,054	324,029	258,946	313,514	300,513	380,796
Total farm liabilities	527,480	587,797	507,913	655,466	594,806	639,323
Total nonfarm liabilities	6,332	6,424	25,999	25,341	0	0
Total liabs excluding deferreds	533,812	594,220	533,912	680,807	594,806	639,323
Total deferred liabilities	0	0	0	0	0	0
Total liabilities	533,812	594,220	533,912	680,807	594,806	639,323
Retained earnings	862,358	842,214	907,354	801,190	720,266	743,677
Market valuation equity	991,164	1,025,452	849,024	832,939	887,219	1,025,219
Net worth (farm and nonfarm)	1,853,522	1,867,665	1,756,378	1,634,130	1,607,486	1,768,896
Net worth excluding deferreds	1,853,522	1,867,665	1,756,378	1,634,130	1,607,486	1,768,896
Net worth change		14,144		-122,248		161,410
Ratio Analysis						
Current farm liabilities / assets	32 %	41 %	30 %	63 %	44 %	37 %
Intermediate farm liab. / assets	17 %	16 %	20 %	24 %	18 %	15 %
Long term farm liab. / assets	28 %	30 %	28 %	31 %	36 %	40 %
Total debt to asset ratio	22 %	24 %	23 %	29 %	27 %	27 %
Debt to assets excl deferreds	22 %	24 %	23 %	29 %	27 %	27 %

Table 41 Statement Of Cash Flows
2008 MI Dairy (100-249 Cows)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Beginning cash (farm & nonfarm)	60,968	88,563	30,215
Cash Provided By Operating Activities			
Gross cash farm income	799,616	705,430	976,777
Total cash farm expense	-655,254	-651,721	-733,398
Net cash from hedging transactions	-922	-	-2,342
Cash provided by operating	143,439	53,709	241,037
Cash Provided By Investing Activities			
Sale of breeding livestock	11,477	40,530	2,853
Sale of machinery & equipment	2,632	2,455	2,295
Sale of titled vehicles	-	-	-
Sale of farm land	185	-	-
Sale of farm buildings	43	-	-
Sale of other farm assets	18,685	47,844	6,564
Sale of nonfarm assets	1,051	-	4,131
Purchase of breeding livestock	-11,222	-21,116	-10,462
Purchase of machinery & equip.	-60,731	-36,144	-96,925
Purchase of titled vehicles	-	-	-
Purchase of farm land	-16,783	-	-16,981
Purchase of farm buildings	-51,194	-67,623	-84,427
Purchase of other farm assets	-16,817	-41,619	-5,474
Purchase of nonfarm assets	-20,599	-43,838	-36,427
Cash provided by investing	-143,272	-119,511	-234,853
Cash Provided By Financing Activities			
Money borrowed	132,881	208,677	147,871
Principal payments	-80,347	-92,524	-93,737
Personal income	5,088	13,570	-33
Family living/owner withdrawals	-64,271	-60,573	-69,551
Income and social security tax	-5,388	-1,139	-4,676
Capital contributions	-	-	-
Capital distributions	-	-	-
Dividends paid	-	-	-
Cash gifts and inheritances	4,086	2,909	3,219
Gifts given	-2,112	-3,673	-
Cash provided by financing	-10,062	67,247	-16,907
Net change in cash balance	-9,895	1,444	-10,723
Ending cash (farm & nonfarm)	51,073	90,007	19,493

Table 42 Financial Standards Measures
2008 MI Dairy (100-249 Cows)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Liquidity			
Current ratio	2.43	1.58	2.67
Working capital	169,056	96,123	165,913
Working capital to gross inc	21.0 %	14.7 %	16.2 %
Solvency (market)			
Farm debt to asset ratio	26 %	33 %	28 %
Farm equity to asset ratio	74 %	67 %	72 %
Farm debt to equity ratio	0.35	0.49	0.39
Profitability (cost)			
Rate of return on farm assets	3.3 %	-8.1 %	11.2 %
Rate of return on farm equity	1.5 %	-20.7 %	16.8 %
Operating profit margin	7.0 %	-21.0 %	18.3 %
Net farm income	48,576	-83,806	138,334
EBIDTA	169,201	2,524	327,204
Repayment Capacity			
Capital debt repayment capacity	95,885	-57,222	245,216
Capital debt repayment margin	27,016	-117,791	175,980
Replacement margin	8,515	-131,261	150,207
Term debt coverage ratio	1.39	-0.94	3.54
Replacement coverage ratio	1.10	-0.77	2.58
Efficiency			
Asset turnover rate (cost)	46.7 %	38.8 %	61.2 %
Operating expense ratio	79.0 %	99.6 %	68.1 %
Depreciation expense ratio	10.2 %	7.9 %	12.9 %
Interest expense ratio	3.9 %	5.1 %	2.9 %
Net farm income ratio	6.0 %	-12.8 %	13.5 %

Table 43 Operator and Labor Information

2008 MI Dairy (100-249 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Operator Information			
Average number of operators	1.5	1.5	1.6
Average age of operators	51.8	54.2	48.6
Average number of years farming	26.8	28.1	22.2
Results Per Operator			
Working capital	113,391	62,480	105,581
Total assets (market)	1,651,265	1,504,709	1,532,503
Total liabilities	398,562	442,524	406,842
Net worth (market)	1,252,702	1,062,184	1,125,661
Net worth excl deferred liabs	1,252,702	1,062,184	1,125,661
Gross farm income	540,384	425,078	652,466
Total farm expense	503,135	479,552	547,038
Net farm income from operations	37,249	-54,474	105,428
Net nonfarm income	3,413	8,820	-21
Family living & tax withdrawals	46,722	40,113	47,235
Total acres owned	305.2	210.1	214.4
Total crop acres	505.3	511.1	457.6
Crop acres owned	276.0	243.1	218.8
Crop acres cash rented	229.3	268.0	238.8
Crop acres share rented	-	-	-
Total pasture acres	1.7	-	6.5
Labor Analysis			
Number of farms	54	13	14
Total unpaid labor hours	4,562	5,577	4,011
Total hired labor hours	6,370	6,777	7,159
Total labor hours per farm	10,932	12,354	11,169
Unpaid hours per operator	3,079	3,625	2,552
Value of farm production / hour	55.80	38.75	72.45
Net farm income / unpaid hour	12.12	-15.03	41.31
Average hourly hired labor wage	13.44	13.19	14.26
Partnerships & LLCs			
Number of farms	21	4	7
Number of operators	2.2	-	2.1
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-

Table 44 Financial Summary

2008 MI Dairy (100-249 Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	55	13	14
Income Statement			
Gross cash farm income	799,616	705,430	976,777
Total cash farm expense	655,254	651,721	733,398
Net cash farm income	144,362	53,709	243,379
Inventory change	-6,490	-85,855	54,139
Depreciation and capital adjust	-82,337	-51,660	-131,846
Net farm income from operations	55,534	-83,806	165,672
Gain or loss on capital sales	-6,959	-	-27,338
Average net farm income	48,576	-83,806	138,334
Median net farm income	51,865	-45,931	93,633
Profitability (cost)			
Rate of return on assets	3.3 %	-8.1 %	11.2 %
Rate of return on equity	1.5 %	-20.7 %	16.8 %
Operating profit margin	7.0 %	-21.0 %	18.3 %
Asset turnover rate	46.7 %	38.8 %	61.2 %
Profitability (market)			
Rate of return on assets	4.2 %	-5.1 %	12.7 %
Rate of return on equity	3.7 %	-9.6 %	15.9 %
Operating profit margin	15.2 %	-21.6 %	34.3 %
Asset turnover rate	27.6 %	23.7 %	37.1 %
Liquidity & Repayment (end of year)			
Current assets	287,536	262,952	265,150
Current liabilities	118,481	166,829	99,237
Current ratio	2.43	1.58	2.67
Working capital	169,056	96,123	165,913
Working capital to gross inc	21.0 %	14.7 %	16.2 %
Term debt coverage ratio	1.39	-0.94	3.54
Replacement coverage ratio	1.10	-0.77	2.58
Solvency (end of year at cost)			
Number of farms	55	13	14
Total farm assets	1,327,301	1,218,476	1,356,215
Total farm liabilities	587,797	655,466	639,323
Total assets	1,436,434	1,481,997	1,383,000
Total liabilities	594,220	680,807	639,323
Net worth	842,214	801,190	743,677
Net worth change	-20,144	-106,164	23,411
Farm debt to asset ratio	44 %	54 %	47 %
Total debt to asset ratio	41 %	46 %	46 %
Solvency (end of year at market)			
Number of farms	55	13	14
Total farm assets	2,261,748	1,999,202	2,278,457
Total farm liabilities	587,797	655,466	639,323
Total assets	2,461,886	2,314,936	2,408,219
Total liabilities	594,220	680,807	639,323
Net worth	1,867,665	1,634,130	1,768,896
Net worth change	14,144	-122,248	161,410
Farm debt to asset ratio	26 %	33 %	28 %
Total debt to asset ratio	24 %	29 %	27 %
Nonfarm Information			
Net nonfarm income	5,088	13,570	-33
Crop Acres			
Total acres owned	455	323	337
Total crop acres	753	786	719
Total crop acres owned	412	374	344
Total crop acres cash rented	342	412	375
Total crop acres share rented	-	-	-

D. Financial Summary Information, Herds with 250 plus Cows

Table 45 Crop Production and Marketing Summary
2008 MI Dairy (250 Plus Cows)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Dairy			
Number of farms	34	8	9
Average number of cows,	461	367	419
Milk production per cow lbs.,	22,892	21,351	24,126
Average milk price per cwt.,	$19.58	$19.06	$20.49
Acreage Summary			
Total acres owned	675	706	507
Total crop acres	1,318	1,151	921
Crop acres owned	786	650	810
Crop acres cash rented	530	501	105
Crop acres share rented	2	-	6
Total pasture acres	4	-	13
Percent crop acres owned	60 %	56 %	88 %
Average Price Received (Cash Sales Only)			
Wheat, Winter per bushel	5.92	-	-
Soybeans per bushel	9.93	-	-
Corn per bushel	4.25	-	-

Table 46 Farm Income Statement

2008 MI Dairy (250 Plus Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Cash Farm Income			
Beans, Green	988	-	3,733
Beans, Navy	458	-	1,730
Corn	50,614	45,960	-
Corn Silage	13,652	-	-
Hay, Alfalfa	117	-	347
Hay, Mixed	198	-	-
Haylage, Alfalfa	816	-	3,083
Haylage, Mixed	122	-	-
Oats	144	-	543
Soybeans	51,004	21,201	766
Speltz	9,609	-	36,301
Straw	39	-	147
Sugar Beets	14,282	-	-
Wheat, Winter	22,276	-	1,738
Soybeans, Organic	2,758	-	10,418
Corn, Organic	13,004	-	49,128
Miscellaneous crop income	165	3	-
Beef Finishing	243	-	-
Dairy, Milk	2,111,456	1,510,310	2,049,995
Dairy, Dairy Calves	6,788	3,504	13,103
Dairy Heifers (for sale)	6,031	3,304	605
Dairy Replacement Heifers	723	13	-
Dairy Finishing	24,964	68	21,394
Sheep, Market Lamb Prod, Mkt Lamb	149	-	-
Dairy Feeder	10,175	24,964	-
Cull breeding livestock	79,124	65,057	68,014
Misc. livestock income	305	-	317
Direct & CC govt payments	12,688	13,029	10,105
CRP payments	485	-	-
Other government payments	19,162	10,690	18,731
Custom work income	13,869	5,578	3,866
Patronage dividends, cash	27,828	9,664	14,422
Insurance income	19,773	3,415	25,922
Other farm income	10,877	13,736	21,988
Gross Cash Farm Income	2,524,888	1,730,498	2,356,397

Table 46 Farm Income Statement (Continued)

2008 MI Dairy (250 Plus Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Cash Farm Expense			
Seed	51,602	40,563	35,300
Fertilizer	79,105	68,433	39,986
Crop chemicals	26,198	21,483	16,526
Crop insurance	8,943	1,642	8,198
Drying expense	1,207	1,068	-
Storage	1,794	-	3,399
Irrigation energy	427	1,817	-
Crop packaging and supplies	111	-	-
Crop supplies	575	-	-
Crop miscellaneous	5,006	7,160	5,115
Feeder livestock purchase	5,622	-	-
Purchased feed	570,941	474,326	588,474
Breeding fees	24,005	16,777	28,280
Veterinary	63,883	47,784	60,102
BST	1,063	2,897	659
Livestock supplies	61,913	40,449	43,924
DHIA	3,174	3,521	4,613
Contract production exp.	10,738	-	40,565
Livestock custom hire	3,171	-	11,978
Livestock hired labor	4,595	-	-
Livestock utilities	916	-	-
Livestock hauling and trucking	50,446	40,455	39,254
Livestock marketing	22,263	18,269	22,726
Bedding	25,178	26,349	30,711
Livestock miscellaneous	789	-	-
Interest	101,117	81,594	75,236
Packaging and supplies	7,465	-	22,512
Fuel & oil	98,445	85,133	88,386
Repairs	106,790	105,743	83,365
Custom hire	83,233	44,185	48,653
Repair, buildings	17,784	7,303	20,252
Hired labor	334,933	243,939	329,134
Land rent	59,116	33,258	58,628
Machinery leases	10,976	1,855	11,087
Building leases	817	2,558	-2,377
Real estate taxes	21,093	14,196	20,231
Personal property taxes	609	-	1,757
Farm insurance	30,334	22,536	32,642
Utilities	54,546	38,200	58,203
Hauling and trucking	481	-	1,359
Marketing	33	-	124
Dues & professional fees	10,146	7,171	13,164
Miscellaneous	29,589	26,995	28,881
Total cash expense	1,991,170	1,527,659	1,871,047
Net cash farm income	533,718	202,839	485,350

Inventory Changes			
Prepaids and supplies	-27,253	-1,892	24,855
Accounts receivable	3,217	-15,177	-45,576
Hedging accounts	-622	-360	-2,029
Other current assets	9,597	1,643	18,695
Crops and feed	64,958	23,023	64,862
Market livestock	-2,603	-1,231	-5,458
Breeding livestock	-15,502	-37,151	46,494
Other assets	-109	29	-902
Accounts payable	-16,098	-28,562	30,778
Accrued interest	-493	-1,119	-625
Total inventory change	15,093	-60,798	131,094
Net operating profit	548,811	142,040	616,444
Depreciation			
Machinery and equipment	-154,033	-73,356	-140,565
Titled vehicles	1,655	-	1,809
Buildings and improvements	-107,343	-51,045	-149,565
Total depreciation	-259,721	-124,400	-288,322
Net farm income from operations	289,090	17,640	328,122
Gain or loss on capital sales	-	-	-
Net farm income	289,090	17,640	328,122

Table 47 Inventory Changes

2008 MI Dairy (250 Plus Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Net cash farm income	533,718	202,839	485,350
Crops and Feed			
Ending inventory	552,321	427,533	432,806
Beginning inventory	487,363	404,510	367,944
Inventory change	64,958	23,023	64,862
Market Livestock			
Ending inventory	27,849	16,930	6,950
Beginning inventory	30,453	18,161	12,408
Inventory change	-2,603	-1,231	-5,458
Accts Receivable			
Ending inventory	142,347	82,068	87,931
Beginning inventory	139,130	97,245	133,507
Inventory change	3,217	-15,177	-45,576
Prepaid Expenses and Supplies			
Ending inventory	95,818	49,515	67,500
Beginning inventory	123,071	51,407	42,645
Inventory change	-27,253	-1,892	24,855
Hedging Activities			
Ending inventory	325	445	833
Withdrawals	-758	-	-2,862
Beginning inventory	-	-	-
Deposits	189	805	-
Gain or loss	-622	-360	-2,029
Other Current Assets			
Ending inventory	43,022	9,611	57,149
Beginning inventory	33,425	7,969	38,453
Inventory change	9,597	1,643	18,695
Breeding Livestock			
Ending inventory	1,084,682	816,156	818,721
Capital sales	4,503	381	5,680
Beginning inventory	1,022,312	814,283	723,628
Capital purchases	82,375	39,406	54,279
Depreciation, capital adjust	-15,502	-37,151	46,494
Other Capital Assets			
Ending inventory	144,346	89,277	27,419
Capital sales	48,540	69,555	1,373
Beginning inventory	127,130	116,255	8,822
Capital purchases	65,865	42,548	20,873
Depreciation, capital adjust	-109	29	-902
Accounts Payable			
Beginning inventory	33,260	39,846	49,465
Ending inventory	49,357	68,408	18,687
Inventory change	-16,098	-28,562	30,778
Accrued Interest			
Beginning inventory	5,077	664	1,476
Ending inventory	5,570	1,783	2,101
Inventory change	-493	-1,119	-625
Total inventory change	15,093	-60,798	131,094
Net operating profit	548,811	142,040	616,444

Table 48 Depreciation

2008 MI Dairy (250 Plus Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Net operating profit	548,811	142,040	616,444
Machinery and Equipment			
Ending inventory	467,519	259,849	354,869
Capital sales	18,157	1,395	17,134
Beginning inventory	399,370	219,465	268,391
Capital purchases	240,340	115,135	244,177
Depreciation, capital adjust.	-154,033	-73,356	-140,565
Titled Vehicles			
Ending inventory	1,655	-	1,809
Capital sales	-	-	-
Beginning inventory	-	-	-
Capital purchases	-	-	-
Depreciation, capital adjust.	1,655	-	1,809
Buildings and Improvements			
Ending inventory	512,728	263,158	411,892
Capital sales	-	-	-
Beginning inventory	421,582	153,781	412,725
Capital purchases	198,489	160,422	148,732
Depreciation, capital adjust.	-107,343	-51,045	-149,565
Total depreciation, capital adj.	-259,721	-124,400	-288,322
Net farm income from operations	289,090	17,640	328,122
Gain or loss on capital sales	-	-	-
Net farm income	289,090	17,640	328,122

Table 49 Profitability Measures

2008 MI Dairy (250 Plus Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Profitability (assets valued at cost)			
Net farm income from operations	289,090	17,640	328,122
Rate of return on assets	8.1 %	0.9 %	11.9 %
Rate of return on equity	10.2 %	-5.1 %	20.8 %
Operating profit margin	14.6 %	1.9 %	16.2 %
Asset turnover rate	55.2 %	45.1 %	73.9 %
Farm interest expense	101,610	82,713	75,861
Value of operator lbr and mgmt.	97,692	76,806	106,050
Return on farm assets	293,008	23,547	297,933
Average farm assets	3,638,966	2,719,775	2,496,098
Return on farm equity	191,398	-59,166	222,072
Average farm equity	1,871,159	1,153,098	1,070,133
Value of farm production	2,007,262	1,226,947	1,844,009

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Profitability (assets valued at market)			
Net farm income from operations	548,415	44,459	1,043,001
Rate of return on assets	9.4 %	1.1 %	22.4 %
Rate of return on equity	11.0 %	-1.0 %	30.4 %
Operating profit margin	27.5 %	4.1 %	54.9 %
Asset turnover rate	34.1 %	26.1 %	40.9 %
Farm interest expense	101,610	82,713	75,861
Value of operator lbr and mgmt.	97,692	76,806	106,050
Return on farm assets	552,332	50,366	1,012,812
Average farm assets	5,883,305	4,702,936	4,512,010
Return on farm equity	450,722	-32,347	936,951
Average farm equity	4,115,499	3,136,259	3,086,045
Value of farm production	2,007,262	1,226,947	1,844,009

Table 50 Liquidity & Repayment Capacity Measures
2008 MI Dairy (250 Plus Cows)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Liquidity			
Current ratio	2.34	1.75	2.22
Working capital	530,571	269,673	404,241
Working capital to gross inc	20.5 %	15.9 %	16.6 %
Current assets	926,838	630,665	736,631
Current liabilities	396,268	360,992	332,390
Gross revenues (accrual)	2,583,825	1,701,273	2,432,483
Repayment capacity			
Net farm income from operations	289,090	17,640	328,122
Depreciation	259,721	124,400	288,322
Personal income	16,550	29,039	753
Family living/owner withdrawals	-121,651	-125,237	-90,639
Payments on personal debt	-1,405	-3,843	-
Income taxes paid	-18,807	-4,919	-346
Interest on term debt	69,170	84,462	49,210
Capital debt repayment capacity	492,668	121,542	575,422
Scheduled term debt payments	-206,772	-178,758	-158,342
Capital debt repayment margin	285,896	-57,216	417,081
Cash replacement allowance	-27,673	-13,034	-22,780
Replacement margin	258,223	-70,250	394,301
Term debt coverage ratio	2.38	0.68	3.63
Replacement coverage ratio	2.10	0.63	3.18

Table 51 Balance Sheet at Cost Values

2008 MI Dairy (250 Plus Cows)

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

	Avg. Of All Farms		Low 25%		High 25%	
Number of farms	33		8		8	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	29,607	54,510	24,272	44,562	16,257	41,840
Prepaid expenses & supplies	125,296	97,570	51,407	49,515	41,769	71,188
Growing crops	26,388	31,643	6,416	5,101	35,498	51,319
Accounts receivable	140,295	144,481	97,245	82,068	137,613	89,934
Hedging accounts	0	335	0	445	0	938
Crops held for sale or feed	502,451	548,245	404,510	427,533	415,255	401,051
Crops under government loan	2,880	21,353	0	0	11,879	88,082
Market livestock held for sale	31,314	28,481	18,161	16,930	13,707	6,944
Other current assets	7,078	11,710	1,553	4,510	3,750	8,962
Total current farm assets	865,309	938,329	603,563	630,665	675,728	760,256
Intermediate Farm Assets						
Breeding livestock	1,026,740	1,090,574	814,283	816,156	704,556	809,779
Machinery and equipment	405,155	471,770	219,465	259,849	275,883	358,323
Titled vehicles	0	1,212	0	0	0	0
Other intermediate assets	101,336	109,274	57,476	75,079	4,946	17,250
Total intermediate farm assets	1,533,231	1,672,831	1,091,224	1,151,083	985,386	1,185,352
Long Term Farm Assets						
Farm land	596,516	734,315	731,770	741,332	288,488	254,050
Buildings and improvements	426,250	518,295	153,781	263,158	430,875	422,251
Other long-term assets	29,647	39,446	58,778	14,198	4,978	13,597
Total long-term farm assets	1,052,413	1,292,056	944,329	1,018,688	724,341	689,898
Total Farm Assets	3,450,953	3,903,216	2,639,115	2,800,436	2,385,454	2,635,506
Total Nonfarm Assets	347,962	387,837	432,209	586,575	20,065	21,370
Total Assets	3,798,914	4,291,053	3,071,324	3,387,011	2,405,519	2,656,876
Liabilities						
Current Farm Liabilities						
Accrued interest	4,989	5,594	664	1,783	665	1,766
Accounts payable	34,066	51,054	39,846	68,408	54,818	21,853
Current notes	189,679	218,031	174,235	204,026	239,907	212,639
Government crop loans	2,880	4,130	0	0	11,879	17,038
Principal due on term debt	140,665	124,744	94,296	86,775	118,208	101,160
Total current farm liabilities	372,279	403,552	309,041	360,992	425,476	354,455
Total intermediate farm liabs	287,364	395,720	153,048	203,758	283,171	313,758
Total long term farm liabilities	1,021,995	1,137,313	998,558	1,107,957	792,970	937,415
Total farm liabilities	1,681,639	1,936,585	1,460,647	1,672,707	1,501,617	1,605,628
Total nonfarm liabilities	20,607	20,335	52,314	47,814	0	0
Total liabilities	1,702,246	1,956,920	1,512,961	1,720,521	1,501,617	1,605,628
Net worth (farm and nonfarm)	2,096,668	2,334,133	1,558,363	1,666,490	903,903	1,051,248
Net worth change		237,465		108,127		147,346
Ratio Analysis						
Current farm liabilities / assets	43 %	43 %	51 %	57 %	63 %	47 %
Intermediate farm liab. / assets	19 %	24 %	14 %	18 %	29 %	26 %
Long term farm liab. / assets	97 %	88 %	106 %	109 %	109 %	136 %
Total debt to asset ratio	45 %	46 %	49 %	51 %	62 %	60 %

Table 52 Balance Sheet at Market Values

2008 MI Dairy (250 Plus Cows)

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

	Avg. Of All Farms		Low 25%		High 25%	
Number of farms	33		8		8	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	29,607	54,510	24,272	44,562	16,257	41,840
Prepaid expenses & supplies	125,296	97,570	51,407	49,515	41,769	71,188
Growing crops	26,388	31,643	6,416	5,101	35,498	51,319
Accounts receivable	140,295	144,481	97,245	82,068	137,613	89,934
Hedging accounts	0	335	0	445	0	938
Crops held for sale or feed	502,451	548,245	404,510	427,533	415,255	401,051
Crops under government loan	2,880	21,353	0	0	11,879	88,082
Market livestock held for sale	31,314	28,481	18,161	16,930	13,707	6,944
Other current assets	7,078	11,710	1,553	4,510	3,750	8,962
Total current farm assets	865,309	938,329	603,563	630,665	675,728	760,256
Intermediate Farm Assets						
Breeding livestock	1,159,423	1,214,279	814,283	816,156	982,117	1,081,336
Machinery and equipment	809,266	933,434	571,640	615,865	665,654	878,350
Titled vehicles	8,105	17,483	0	0	6,156	18,310
Other intermediate assets	122,626	124,686	57,476	75,079	25,019	29,324
Total intermediate farm assets	2,099,420	2,289,881	1,443,399	1,507,099	1,678,946	2,007,320
Long Term Farm Assets						
Farm land	1,726,363	1,983,170	1,924,730	1,942,404	918,544	1,281,632
Buildings and improvements	852,997	1,028,533	578,397	702,640	742,141	954,804
Other long-term assets	29,743	39,585	58,778	14,198	5,376	14,170
Total long-term farm assets	2,609,103	3,051,288	2,561,905	2,659,242	1,666,061	2,250,606
Total Farm Assets	5,573,832	6,279,498	4,608,867	4,797,006	4,020,734	5,018,182
Total Nonfarm Assets	428,385	474,728	572,953	745,766	29,298	30,602
Total Assets	6,002,217	6,754,226	5,181,820	5,542,772	4,050,032	5,048,784
Liabilities						
Current Farm Liabilities						
Accrued interest	4,989	5,594	664	1,783	665	1,766
Accounts payable	34,066	51,054	39,846	68,408	54,818	21,853
Current notes	189,679	218,031	174,235	204,026	239,907	212,639
Government crop loans	2,880	4,130	0	0	11,879	17,038
Principal due on term debt	140,665	124,744	94,296	86,775	118,208	101,160
Total current farm liabilities	372,279	403,552	309,041	360,992	425,476	354,455
Total intermediate farm liabs	287,364	395,720	153,048	203,758	283,171	313,758
Total long term farm liabilities	1,021,995	1,137,313	998,558	1,107,957	792,970	937,415
Total farm liabilities	1,681,639	1,936,585	1,460,647	1,672,707	1,501,617	1,605,628
Total nonfarm liabilities	20,607	20,335	52,314	47,814	0	0
Total liabs excluding deferreds	1,702,246	1,956,920	1,512,961	1,720,521	1,501,617	1,605,628
Total deferred liabilities	0	0	0	0	0	0
Total liabilities	1,702,246	1,956,920	1,512,961	1,720,521	1,501,617	1,605,628
Retained earnings	2,096,668	2,334,133	1,558,363	1,666,490	903,903	1,051,248
Market valuation equity	2,203,303	2,463,173	2,110,496	2,155,761	1,644,513	2,391,908
Net worth (farm and nonfarm)	4,299,971	4,797,306	3,668,859	3,822,251	2,548,415	3,443,157
Net worth excluding deferreds	4,299,971	4,797,306	3,668,859	3,822,251	2,548,415	3,443,157
Net worth change		497,335		153,393		894,741
Ratio Analysis						
Current farm liabilities / assets	43 %	43 %	51 %	57 %	63 %	47 %
Intermediate farm liab. / assets	14 %	17 %	11 %	14 %	17 %	16 %
Long term farm liab. / assets	39 %	37 %	39 %	42 %	48 %	42 %
Total debt to asset ratio	28 %	29 %	29 %	31 %	37 %	32 %
Debt to assets excl deferreds	28 %	29 %	29 %	31 %	37 %	32 %

Table 53 Statement Of Cash Flows
2008 MI Dairy (250 Plus Cows)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Beginning cash (farm & nonfarm)	29,450	24,272	17,071
Cash Provided By Operating Activities			
Gross cash farm income	2,524,888	1,730,498	2,356,397
Total cash farm expense	-1,991,170	-1,527,659	-1,871,047
Net cash from hedging transactions	-947	-805	-2,862
Cash provided by operating	532,771	202,034	482,488
Cash Provided By Investing Activities			
Sale of breeding livestock	4,503	381	5,680
Sale of machinery & equipment	17,113	1,395	17,134
Sale of titled vehicles	-	-	-
Sale of farm land	3,624	400	-
Sale of farm buildings	-	-	-
Sale of other farm assets	48,540	69,555	1,373
Sale of nonfarm assets	19,064	27,076	-
Purchase of breeding livestock	-82,375	-39,406	-54,279
Purchase of machinery & equip.	-240,340	-115,135	-244,177
Purchase of titled vehicles	-	-	-
Purchase of farm land	-106,740	-36,125	-52,674
Purchase of farm buildings	-198,489	-160,422	-148,732
Purchase of other farm assets	-65,865	-42,548	-20,873
Purchase of nonfarm assets	-73,461	-198,061	-2,000
Cash provided by investing	-674,425	-492,889	-498,547
Cash Provided By Financing Activities			
Money borrowed	542,743	383,452	551,312
Principal payments	-309,778	-205,572	-416,646
Personal income	16,550	29,039	753
Family living/owner withdrawals	-121,651	-125,237	-90,639
Income and social security tax	-18,807	-4,919	-346
Capital contributions	-	-	-
Capital distributions	-1,471	-	-5,556
Dividends paid	-	-	-
Cash gifts and inheritances	60,897	234,561	-856
Gifts given	-2,883	-178	-
Cash provided by financing	165,600	311,146	38,023
Net change in cash balance	23,945	20,291	21,964
Ending cash (farm & nonfarm)	53,395	44,562	39,035

Table 54 Financial Standards Measures

2008 MI Dairy (250 Plus Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Liquidity			
Current ratio	2.34	1.75	2.22
Working capital	530,571	269,673	404,241
Working capital to gross inc	20.5 %	15.9 %	16.6 %
Solvency (market)			
Farm debt to asset ratio	30 %	35 %	30 %
Farm equity to asset ratio	70 %	65 %	70 %
Farm debt to equity ratio	0.44	0.54	0.42
Profitability (cost)			
Rate of return on farm assets	8.1 %	0.9 %	11.9 %
Rate of return on farm equity	10.2 %	-5.1 %	20.8 %
Operating profit margin	14.6 %	1.9 %	16.2 %
Net farm income	289,090	17,640	328,122
EBIDTA	650,421	224,754	692,305
Repayment Capacity			
Capital debt repayment capacity	492,668	121,542	575,422
Capital debt repayment margin	285,896	-57,216	417,081
Replacement margin	258,223	-70,250	394,301
Term debt coverage ratio	2.38	0.68	3.63
Replacement coverage ratio	2.10	0.63	3.18
Efficiency			
Asset turnover rate (cost)	55.2 %	45.1 %	73.9 %
Operating expense ratio	74.8 %	86.8 %	71.5 %
Depreciation expense ratio	10.1 %	7.3 %	11.9 %
Interest expense ratio	3.9 %	4.8 %	3.1 %
Net farm income ratio	11.2 %	1.0 %	13.5 %

Table 55 Operator and Labor Information

2008 MI Dairy (250 Plus Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Operator Information			
Average number of operators	1.8	2.1	1.8
Average age of operators	50.4	47.2	45.9
Average number of years farming	28.0	27.8	22.5
Results Per Operator			
Working capital	290,958	126,905	227,386
Total assets (market)	3,672,536	2,608,363	2,824,878
Total liabilities	1,049,204	809,657	832,330
Net worth (market)	2,623,332	1,798,706	1,992,548
Net worth excl deferred liabs	2,623,332	1,798,706	1,992,548
Gross farm income	1,416,936	800,599	1,368,272
Total farm expense	1,258,403	792,298	1,183,703
Net farm income from operations	158,533	8,301	184,569
Net nonfarm income	9,076	13,666	423
Family living & tax withdrawals	77,026	61,250	51,179
Total acres owned	370.4	332.1	285.2
Total crop acres	722.8	541.5	517.9
Crop acres owned	431.1	305.7	455.4
Crop acres cash rented	290.8	235.8	58.9
Crop acres share rented	0.9	-	3.6
Total pasture acres	1.9	-	7.5
Labor Analysis			
Number of farms	34	8	9
Total unpaid labor hours	5,694	5,136	6,063
Total hired labor hours	22,802	15,975	20,714
Total labor hours per farm	28,496	21,111	26,777
Unpaid hours per operator	3,122	2,417	3,411
Value of farm production / hour	70.44	58.12	68.86
Net farm income / unpaid hour	50.77	3.43	54.12
Average hourly hired labor wage	14.53	15.27	14.41
Partnerships & LLCs			
Number of farms	17	5	2
Number of operators	2.2	-	-
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-

Table 56 Financial Summary

2008 MI Dairy (250 Plus Cows)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	34	8	9
Income Statement			
Gross cash farm income	2,524,888	1,730,498	2,356,397
Total cash farm expense	1,991,170	1,527,659	1,871,047
Net cash farm income	533,718	202,839	485,350
Inventory change	15,093	-60,798	131,094
Depreciation and capital adjust	-259,721	-124,400	-288,322
Net farm income from operations	289,090	17,640	328,122
Gain or loss on capital sales	-	-	-
Average net farm income	289,090	17,640	328,122
Median net farm income	234,828	25,550	304,376
Profitability (cost)			
Rate of return on assets	8.1 %	0.9 %	11.9 %
Rate of return on equity	10.2 %	-5.1 %	20.8 %
Operating profit margin	14.6 %	1.9 %	16.2 %
Asset turnover rate	55.2 %	45.1 %	73.9 %
Profitability (market)			
Rate of return on assets	9.4 %	1.1 %	22.4 %
Rate of return on equity	11.0 %	-1.0 %	30.4 %
Operating profit margin	27.5 %	4.1 %	54.9 %
Asset turnover rate	34.1 %	26.1 %	40.9 %
Liquidity & Repayment (end of year)			
Current assets	926,838	630,665	736,631
Current liabilities	396,268	360,992	332,390
Current ratio	2.34	1.75	2.22
Working capital	530,571	269,673	404,241
Working capital to gross inc	20.5 %	15.9 %	16.6 %
Term debt coverage ratio	2.38	0.68	3.63
Replacement coverage ratio	2.10	0.63	3.18
Solvency (end of year at cost)			
Number of farms	34	8	9
Total farm assets	3,862,211	2,800,436	2,621,452
Total farm liabilities	1,893,517	1,672,707	1,479,697
Total assets	4,238,640	3,387,011	2,640,447
Total liabilities	1,913,254	1,720,521	1,479,697
Net worth	2,325,386	1,666,490	1,160,750
Net worth change	234,035	108,127	144,403
Farm debt to asset ratio	49 %	60 %	56 %
Total debt to asset ratio	45 %	51 %	56 %
Solvency (end of year at market)			
Number of farms	34	8	9
Total farm assets	6,236,212	4,797,006	4,994,803
Total farm liabilities	1,893,517	1,672,707	1,479,697
Total assets	6,696,978	5,542,772	5,022,005
Total liabilities	1,913,254	1,720,521	1,479,697
Net worth	4,783,724	3,822,251	3,542,308
Net worth change	499,637	153,393	859,282
Farm debt to asset ratio	30 %	35 %	30 %
Total debt to asset ratio	29 %	31 %	29 %
Nonfarm Information			
Net nonfarm income	16,550	29,039	753
Crop Acres			
Total acres owned	675	706	507
Total crop acres	1,318	1,151	921
Total crop acres owned	786	650	810
Total crop acres cash rented	530	501	105
Total crop acres share rented	2	-	6