

**2014 Michigan Cash Grain Farm
Business Analysis Summary**

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Executive Summary

This report summarizes the 2014 financial and production records of 93 Michigan cash grain farms. To be included, the farms must have produced at least 50 percent of gross cash farm income from a combination of the following crops: corn, soybeans, wheat, navy beans, oats, sugar beets and other small grains. The records came from Michigan State University's TelFarm system and GreenStone Farm Credit Services. The values were pooled into averages for reporting purposes.

Farm records were included if a farm financial analysis had complete 2014 data including beginning and ending balance sheets and a statement of income and expenses. All records were checked for accuracy. Average values are reported in the summary tables below but one should bear in mind that considerable variation exists in most measures.

Summary of Results

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

Table 1. Average Michigan Cash Grain Farm Characteristics, 2010-2014

	2010	2011	2012	2013	2014
Total acres owned	521	494	530	488	560
Total crop acres	955	928	948	884	972
Number of farms	99	86	98	83	93

Net farm income is the profit remaining after all farm expenses, including depreciation and inventory changes have been recognized. The net farm income value is the return to unpaid operator management, labor and equity capital invested, as illustrated in Table 2. Net farm income in 2014 averaged \$103,531. The median was \$64,634 with a standard deviation of \$178,777.

Gross cash farm income averaged \$926,792 in 2014 (Table 2). The two largest components of these revenues were corn and soybeans sales, which averaged \$229,284 and \$151,604, respectively. Total government payments averaged \$5,278 per farm in 2014.

Average total cash expenses were \$735,130 in 2014 and average net cash farm income was \$191,662. The net inventory changes in 2014 were a negative \$20,501 because of changes in prepaid expenses & supplies and crops & feed inventories, farms were depleting inventories. Depreciation and capital adjustments averaged a negative \$67,630.

Table 2. Average Michigan Cash Grain Farm Income Statement, 2010-2014

	2010	2011	2012	2013	2014
	(\$)	(\$)	(\$)	(\$)	(\$)
Gross cash farm income	644,904	784,301	878,100	863,561	926,792
- Total cash expense	<u>502,021</u>	<u>603,615</u>	<u>648,486</u>	<u>637,231</u>	<u>735,130</u>
= Net cash farm income	142,882	180,686	229,614	226,330	191,662
+ Inventory change*	97,092	103,812	71,492	-24,943	-20,501
+ Depreciation & capital adjustments*	<u>-77,060</u>	<u>-98,848</u>	<u>-128,858</u>	<u>-109,765</u>	<u>-67,630</u>
= Net farm income	162,911	185,650	172,248	91,622	103,531

* Changes calculated as ending values minus beginning value

Four key financial performance indicators are presented in Table 3. The rate of return on assets (ROA) indicates the farm earnings, after subtracting out an allowance for unpaid operator labor and management. ROA provides the key summary performance indicator for the farm. By multiplying the operating profit margin by the asset turnover rate, the ROA is determined. The average ROA was 3.1 percent, a fair year.

The rate of return on equity (ROE) represents the farm earnings after interest payments which covers the cost of borrowed funds. In 2014, ROE was 3.1 percent.

Operating profit margin (OPM) measures the dollars of profit generated per dollar of revenue. In 2014, Michigan cash grain farms generated 14.4 cents of profit per dollar of revenue. Asset turnover ratio (ATO) measures the efficiency with which farm assets generate revenue. In 2014, this ratio was 21.8 percent.

Table 3. Average Michigan Cash Grain Farm Profitability Indicators, 2010-2014

	2010	2011	2012	2013	2014
	(%)	(%)	(%)	(%)	(%)
Rate of return on assets*	8.2	8.3	8.8	4.3	3.1
Rate of return on equity	9.6	9.5	10.4	4.6	3.1
Operating profit margin	30.1	29.3	31.7	19.0	14.4
Asset turnover rate*	27.4	28.4	27.9	22.9	21.8

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

To further facilitate financial comparisons and benchmarking, the financial summaries were categorized by cropped acres, Table 4. The smallest size category, 50 to 799 cropped acres, includes 41 farms. The medium size category, 800 to 1199 cropped acres, includes 23 farms. The largest size category, 1200 plus cropped acres, contains the remaining 29 farms.

Table 4. Average 2014 Michigan Cash Grain Farm Characteristics by Farm Size Category

	50-799 Acres	800-1199 Acres	1200+ Acres
Total acres owned	359	634	827
Total crop acres	438	911	1,828
Number of farms	41	23	29

Table 5 presents the average farm income statement by farm acreage size. The smallest farms returned \$26,031, the medium-sized farms \$92,123, and the largest farms \$201,607.

Table 5. Average 2014 Michigan Cash Grain Farm Income Statement by Size

	50-799 Acres	800-1199 Acres	1200+ Acres
	(\$)	(\$)	(\$)
Gross cash farm income	439,481	845,973	1,601,940
- Total cash expense	<u>331,183</u>	<u>676,573</u>	<u>1,272,179</u>
= Net cash farm income	108,298	169,400	329,761
+ Inventory change*	-45,543	-12,409	-14,615
+ Depreciation & capital adjustments*	<u>-36,724</u>	<u>-64,868</u>	<u>-113,539</u>
= Net farm income	26,031	92,123	201,607

* Changes calculated as ending values minus beginning value

Table 6 compares profitability measures across farm sizes with assets valued at cost. The largest-sized farms (1200 + acres) had the most positive financial profitability indicators.

Table 6. Average 2014 Michigan Cash Grain Farm Profitability Indicators by Size

	50-799 Acres	800-1199 Acres	1200+ Acres
	(Percent)		
Rate of return on assets*	0.3	2.4	3.9
Rate of return on equity	-0.6	1.5	4.3
Operating profit margin	1.2	7.9	10.4
Asset turnover rate*	28.5	30.4	37.6

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

Table 7 compares profitability measures across farm sizes with assets valued at market. The market value approach includes the impact of price appreciation (inflation) of the asset base (land primarily) as a form of income. Financial performance indicators like ROA can be looked upon in this comparison as the “opportunity cost” of farming versus alternative investments. The large-sized (1200 + acres) farms had the highest profitability measures.

Table 7. Average 2014 Michigan Cash Grain Farm Profitability Indicators by Size

	50-799 Acres	800-1199 Acres	1200+ Acres
	(Percent)		
Rate of return on assets*	2.5	2.2	3.5
Rate of return on equity	2.4	1.7	3.6
Operating profit margin	15.5	11.1	14.0
Asset turnover rate*	16.3	19.8	25.2

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

A) Average of 93 Cash Grain Farms, All Farms

Table 8 Crop Production and Marketing Summary
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Acreage Summary			
Total acres owned	560	630	576
Total crop acres	972	1,020	977
Crop acres owned	433	417	524
Crop acres cash rented	537	597	453
Crop acres share rented	2	5	-
Total pasture acres	4	8	-
Percent crop acres owned	45 %	41 %	54 %
Mach invest/crop acre cost	622	771	429
Mach invest/crop acre market	859	867	794
Average Price Received (Cash Sales Only)			
Corn per bushel	4.07	3.89	3.87
Soybeans per bushel	12.03	11.82	11.91
Wheat, Winter per bushel	5.84	5.71	5.75
Straw per ton	24.54	-	-
Hay, Mixed per ton	82.81	-	-
Corn, Seed per bushel	5.32	-	-
Average Yield Per Acre			
Soybeans (bushel)	47.03	-	44.40
Corn (bushel)	170.49	-	173.35
Wheat, Winter (bushel)	82.20	-	-
Hay, Alfalfa (ton)	5.01	-	-

Table 9

Farm Income Statement
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Cash Farm Income			
Aftermath Grazing	55	212	-
Alfalfa Seed	8,737	33,701	-
Asparagus	5,393	-	20,803
Beans, Dark Red Kidney	146	563	-
Beans, Green	5,017	3,598	15,754
Beans, Light Red Kidney	725	-	-
Beans, Navy	11,847	2,935	37,460
Beans, Pinto	180	-	693
Carrots	4,306	-	16,609
Cordwood	390	217	10
Corn	229,284	211,662	166,846
Corn Silage	2,329	3,859	591
Corn, Seed	79,907	156,003	54,034
Cucumbers	23,011	56,486	15,269
Eggplant	5,817	22,437	-
Hay, Alfalfa	4,752	3,978	9,614
Hay, Grass	86	333	-
Hay, Mixed	2,808	819	6,660
Haylage, Alfalfa	190	731	-
Haylage, Mixed	7,435	-	28,677
Oats	310	462	-
Peppers	6,396	24,669	-
Potatoes	9,785	-	-
Rye	106	-	410
Soybeans	151,604	178,086	103,086
Straw	3,646	1,852	10,730
Sugar Beets	14,975	-	27,080
Tomatoes	17,876	68,950	-
Wheat, Spring	2,137	795	837
Wheat, Winter	26,186	31,995	26,257
Miscellaneous crop income	1	-	-
Beef Bulls	151	-	-
Beef Cow-Calf, Beef Calves	10,048	32,062	-
Beef Backgrounding	4,968	-	18,251
Beef Finishing	21,509	4,148	60,223
Beef Finish Yearlings	1,066	-	4,080
Dairy, Dairy Calves	76	222	-
Dairy Heifers (for sale)	375	72	1,373
Dairy Replacement Heifers	3,990	-	-
Dairy Finishing	5,810	2,135	6,095
Hogs, Farrow To Finish, Raised Hog	37,548	-	8,102
Hogs, Feeder Pig Prod, Feeder Pigs	903	-	361
Hogs, Finish Feeder Pigs	61,863	-	238,613

Sheep, Market Lamb Prod, Mkt Lambs	3,570	8,761	1,265
Sheep, Market Lamb Prod, Wool	143	164	7
Dairy Feeder	5,213	15,390	1,149
Dairy Backgrounding	407	1,571	-
Cull breeding livestock	9,247	3,800	2,036
Misc. livestock income	16,896	-	18,225
Crop government payments	949	130	-
CRP payments	2,220	630	7,853
Other government payments	2,109	1,117	495
Custom work income	19,984	16,797	37,623
Patronage dividends, cash	2,965	2,273	2,694
Crop insurance income	4,057	1,806	5,818
Property insurance income	4,963	1,484	8,496
Sale of resale items	6,964	-	21,225
Contract livestock income	815	3,143	-
Real estate tax refund	215	-	486
Other farm income	51,504	47,628	57,331
Gross Cash Farm Income	926,792	948,380	1,121,176

Table 9

Farm Income Statement (continued)

2014 MI Cash Grain (All Farms)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Cash Farm Expense			
Seed	65,645	63,717	62,972
Fertilizer	95,039	97,753	86,084
Crop chemicals	41,765	63,537	30,876
Crop insurance	10,018	13,316	7,283
Drying expense	5,519	3,056	3,317
Storage	65	-	163
Irrigation energy	2,276	3,935	2,564
Crop packaging and supplies	1,754	228	5,136
Crop fuel & oil	582	2,245	-
Crop land rent	109	-	-
Crop hauling and trucking	4,319	749	4,611
Crop marketing	3,259	2,103	2,546
Crop miscellaneous	2,606	4,941	2,498
Feeder livestock purchase	34,860	11,307	101,734
Purchased feed	48,813	8,557	98,500
Breeding fees	362	155	-
Veterinary	3,885	1,239	3,070
Livestock supplies	13,301	34,345	8,009
Livestock marketing	2,660	505	7,303
Bedding	918	-	226
Interest	28,218	27,424	24,834
Packaging and supplies	965	-	2,911
Supplies	232	73	749
Fuel & oil	43,371	43,676	53,205
Repairs	51,083	57,469	57,967
Repair, machinery	7,580	1,198	2,826
Repair, livestock equip	114	439	-
Custom hire	22,183	30,449	18,458
Repair, buildings	1,131	-	1,404
Repair, irrigation equip	541	2,076	-
Hired labor	70,089	114,285	75,128
Land rent	83,099	106,464	95,121
Machinery leases	9,115	7,983	17,126
Building leases	3,405	-	12,760
Real estate taxes	10,534	9,862	10,666
Personal property taxes	1,037	427	883
Farm insurance	18,176	20,151	15,732
Utilities	19,245	17,030	21,793
Hauling and trucking	28	-	107
Dues & professional fees	5,506	7,971	4,763
Miscellaneous	21,726	21,990	44,082
Total cash expense	735,130	780,654	887,409
Net cash farm income	191,661	167,726	233,767

Inventory Changes			
Prepays and supplies	-10,618	-12,488	-2,196
Accounts receivable	15,749	-19,501	36,501
Hedging accounts	1,873	1,100	1,091
Other current assets	1,377	-1,909	5,959
Crops and feed	-36,411	-81,081	23,103
Market livestock	3,156	-2,344	4,638
Breeding livestock	2,660	-2,967	5,280
Other assets	-2,980	690	-6,401
Accounts payable	3,710	-5,941	25,681
Accrued interest	982	1,343	1,437
Total inventory change	-20,501	-123,098	95,092
Net operating profit	171,160	44,629	328,858
Depreciation			
Machinery and equipment	-47,829	-58,476	-47,406
Titled vehicles	-2,923	-6,943	-1,638
Buildings and improvements	-16,878	-23,774	-18,093
Total depreciation	-67,630	-89,192	-67,138
Net farm income from operations	103,530	-44,563	261,721
Gain or loss on capital sales	-	-	-
Net farm income	103,530	-44,563	261,721

Table 10

Inventory Changes
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Net cash farm income	191,661	164,243	233,767
Crops and Feed			
Ending inventory	399,829	309,056	323,521
Beginning inventory	436,240	365,686	300,418
Inventory change	-36,411	-56,630	23,103
Market Livestock			
Ending inventory	67,301	32,674	155,257
Beginning inventory	64,144	35,136	150,619
Inventory change	3,156	-2,462	4,638
Accts Receivable			
Ending inventory	65,757	31,414	146,724
Beginning inventory	50,008	55,767	110,223
Inventory change	15,749	-24,353	36,501
Prepaid Expenses and Supplies			
Ending inventory	109,935	105,090	85,261
Beginning inventory	120,552	127,949	87,457
Inventory change	-10,618	-22,859	-2,196
Hedging Activities			
Ending inventory	1,833	1,681	3,595
Withdrawals	2,189	-	1,840
Beginning inventory	2,099	2,977	3,869
Deposits	49	-300	476
Gain or loss	1,873	-996	1,091
Other Current Assets			
Ending inventory	21,076	10,474	40,289
Beginning inventory	19,699	12,546	34,330
Inventory change	1,377	-2,072	5,959
Breeding Livestock			
Ending inventory	65,961	68,360	136,648
Capital sales	67	200	-
Beginning inventory	62,431	69,028	131,292
Capital purchases	938	2,648	76
Depreciation, capital adjust	2,660	-3,116	5,280
Other Capital Assets			
Ending inventory	71,624	39,710	148,834
Capital sales	4,116	6,896	1,454
Beginning inventory	72,637	44,209	149,954
Capital purchases	6,084	1,672	6,735
Depreciation, capital adjust	-2,980	726	-6,401
Accounts Payable			
Beginning inventory	30,128	18,599	69,507
Ending inventory	26,418	25,104	43,826
Inventory change	3,710	-6,505	25,681
Accrued Interest			
Beginning inventory	7,454	5,091	7,144
Ending inventory	6,472	6,934	5,707
Inventory change	982	-1,842	1,437
Total inventory change	-20,501	-120,109	95,092
Net operating profit	171,160	44,134	328,858

Table 11

Depreciation

2014 MI Cash Grain (All Farms)

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

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Net operating profit	171,160	44,134	328,858
Machinery and Equipment			
Ending inventory	603,095	702,091	446,380
Capital sales	7,621	6,532	12,844
Beginning inventory	571,194	701,805	365,180
Capital purchases	87,351	67,591	141,450
Depreciation, capital adjust.	-47,829	-60,773	-47,406
Titled Vehicles			
Ending inventory	16,542	10,938	13,165
Capital sales	318	-	-
Beginning inventory	18,386	13,700	13,432
Capital purchases	1,397	1,500	1,371
Depreciation, capital adjust.	-2,923	-4,263	-1,638
Buildings and Improvements			
Ending inventory	274,937	268,382	238,971
Capital sales	68	-	262
Beginning inventory	249,314	244,599	223,543
Capital purchases	42,569	48,745	33,783
Depreciation, capital adjust.	-16,878	-24,962	-18,093
Total depreciation, capital adj.	-67,630	-89,998	-67,138
Net farm income from operations	103,530	-45,864	261,721
Gain or loss on capital sales	-	-	-
Net farm income	103,530	-45,864	261,721

Table 12

Profitability Measures
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Profitability (assets valued at cost)			
Net farm income from operations	103,530	-45,864	261,721
Rate of return on assets	2.9 %	-3.6 %	9.9 %
Rate of return on equity	2.7 %	-6.4 %	14.8 %
Operating profit margin	8.5 %	-10.9 %	22.5 %
Asset turnover rate	34.3 %	33.2 %	43.9 %
Farm interest expense	27,236	22,486	23,398
Value of operator lbr and mgmt.	60,269	62,031	63,563
Return on farm assets	70,497	-85,408	221,555
Average farm assets	2,410,095	2,361,711	2,243,558
Return on farm equity	43,261	-107,894	198,158
Average farm equity	1,611,338	1,678,080	1,339,569
Value of farm production	827,534	783,271	985,571
	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Profitability (assets valued at market)			
Net farm income from operations	151,982	-48,798	378,930
Rate of return on assets	3.1 %	-2.4 %	9.5 %
Rate of return on equity	3.1 %	-3.8 %	11.9 %
Operating profit margin	14.4 %	-11.3 %	34.4 %
Asset turnover rate	21.8 %	21.5 %	27.7 %
Farm interest expense	27,236	22,486	23,398
Value of operator lbr and mgmt.	60,269	62,031	63,563
Return on farm assets	118,949	-88,342	338,765
Average farm assets	3,789,598	3,634,674	3,552,850
Return on farm equity	91,713	-110,828	315,367
Average farm equity	2,978,676	2,901,777	2,648,860
Value of farm production	827,534	783,271	985,571

Table 13

Liquidity & Repayment Capacity Measures
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Liquidity			
Current ratio	2.49	1.97	2.04
Working capital	442,318	270,375	415,524
Working capital to gross inc	48.5 %	33.6 %	35.0 %
Current assets	739,124	548,497	814,821
Current liabilities	296,807	278,122	399,298
Gross revenues (accrual)	911,207	804,127	1,185,805
Repayment capacity			
Net farm income from operations	103,530	-45,864	261,721
Depreciation	67,630	89,998	67,138
Personal income	33,286	30,568	30,733
Family living/owner withdrawals	-78,498	-64,091	-87,464
Cash discrepancy	0	-3	2
Payments on personal debt	-1,467	-785	-289
Income taxes paid	-11,636	-10,797	-5,584
Interest on term debt	23,133	14,811	24,330
Capital debt repayment capacity	135,979	13,839	290,585
Scheduled term debt payments	-90,929	-90,022	-91,084
Capital debt repayment margin	45,050	-76,183	199,501
Cash replacement allowance	-50,195	-45,763	-43,178
Replacement margin	-5,145	-121,945	156,323
Term debt coverage ratio	1.50	0.15	3.19
Replacement coverage ratio	0.96	0.10	2.16

Table 14

Balance Sheet at Cost Values
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 25%		High 25%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Number of farms	93		23		23	
Assets						
Current Farm Assets						
Cash and checking balance	63,370	70,958	55,651	58,107	38,611	50,776
Prepaid expenses & supplies	120,552	109,935	127,949	105,090	87,457	85,261
Growing crops	17,980	18,989	11,672	9,870	30,365	35,906
Accounts receivable	50,008	65,757	55,767	31,414	110,223	146,724
Hedging accounts	2,099	1,833	2,977	1,681	3,869	3,595
Crops held for sale or feed	436,718	399,351	365,686	309,056	302,261	321,678
Crops under government loan	1,959	2,914	0	0	7,556	11,241
Market livestock held for sale	64,144	67,301	35,136	32,674	150,619	155,257
Other current assets	1,719	2,087	874	604	3,965	4,382
Total current farm assets	758,548	739,124	655,713	548,497	734,925	814,821
Intermediate Farm Assets						
Breeding livestock	62,431	65,961	69,028	68,360	131,292	136,648
Machinery and equipment	571,194	603,095	701,805	702,091	365,180	446,380
Titled vehicles	18,386	16,542	13,700	10,938	13,432	13,165
Other intermediate assets	24,922	23,430	43,238	38,722	25,764	24,777
Total intermediate farm assets	676,934	709,029	827,770	820,111	535,669	620,970
Long Term Farm Assets						
Farm land	646,258	670,137	657,485	698,905	534,128	535,843
Buildings and improvements	249,314	274,937	244,599	268,382	223,543	238,971
Other long-term assets	47,714	48,194	972	988	124,189	124,057
Total long-term farm assets	943,287	993,268	903,056	968,276	881,860	898,872
Total Farm Assets	2,378,768	2,441,422	2,386,539	2,336,884	2,152,454	2,334,663
Total Nonfarm Assets	300,515	315,932	165,694	174,705	306,266	308,571
Total Assets	2,679,283	2,757,354	2,552,233	2,511,589	2,458,720	2,643,234
Liabilities						
Current Farm Liabilities						
Accrued interest	7,454	6,472	5,091	6,934	7,144	5,707
Accounts payable	30,128	26,418	18,599	25,104	69,507	43,826
Current notes	150,187	191,884	163,944	181,232	200,983	267,413
Government crop loans	1,959	430	0	0	7,556	1,657
Principal due on term debt	67,796	71,603	75,211	64,853	66,754	80,694
Total current farm liabilities	257,524	296,807	262,846	278,122	351,944	399,298
Total intermediate farm liabs	145,568	135,277	162,371	156,537	193,388	172,279
Total long term farm liabilities	382,522	379,816	237,119	270,268	359,050	332,020
Total farm liabilities	785,614	811,900	662,336	704,927	904,383	903,597
Total nonfarm liabilities	26,420	24,628	6,952	5,309	23,808	24,673
Total liabilities	812,035	836,527	669,288	710,236	928,191	928,269
Net worth (farm and nonfarm)	1,867,249	1,920,826	1,882,945	1,801,353	1,530,529	1,714,965
Net worth change		53,578		-81,592		184,436
Percent net worth change		3 %		-4 %		12 %
Ratio Analysis						
Current farm liabilities / assets	34 %	40 %	40 %	51 %	48 %	49 %
Intermediate farm liab. / assets	22 %	19 %	20 %	19 %	36 %	28 %
Long term farm liab. / assets	41 %	38 %	26 %	28 %	41 %	37 %
Total debt to asset ratio	30 %	30 %	26 %	28 %	38 %	35 %

Table 15

Balance Sheet at Market Values
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of		Low 25%		High 25%	
	All Farms					
Number of farms	93		23		23	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	63,370	70,958	55,651	58,107	38,611	50,776
Prepaid expenses & supplies	120,552	109,935	127,949	105,090	87,457	85,261
Growing crops	17,980	18,989	11,672	9,870	30,365	35,906
Accounts receivable	50,008	65,757	55,767	31,414	110,223	146,724
Hedging accounts	2,099	1,833	2,977	1,681	3,869	3,595
Crops held for sale or feed	436,718	399,351	365,686	309,056	302,261	321,678
Crops under government loan	1,959	2,914	0	0	7,556	11,241
Market livestock held for sale	64,144	67,301	35,136	32,674	150,619	155,257
Other current assets	1,719	2,087	874	604	3,965	4,382
Total current farm assets	758,548	739,124	655,713	548,497	734,925	814,821
Intermediate Farm Assets						
Breeding livestock	56,547	65,866	69,028	68,310	106,111	136,270
Machinery and equipment	787,998	830,979	794,849	802,536	696,590	797,883
Titled vehicles	25,423	25,394	18,433	18,770	26,906	31,232
Other intermediate assets	27,717	25,921	43,238	38,722	34,375	32,215
Total intermediate farm assets	897,686	948,160	925,547	928,338	863,981	997,599
Long Term Farm Assets						
Farm land	1,716,632	1,763,521	1,825,975	1,855,936	1,390,448	1,453,524
Buildings and improvements	310,602	341,970	253,837	274,249	279,028	300,427
Other long-term assets	50,756	52,197	620	637	134,758	136,188
Total long-term farm assets	2,077,990	2,157,687	2,080,432	2,130,821	1,804,234	1,890,138
Total Farm Assets	3,734,223	3,844,972	3,661,692	3,607,656	3,403,140	3,702,559
Total Nonfarm Assets	474,880	503,093	256,776	269,988	367,331	373,874
Total Assets	4,209,103	4,348,065	3,918,468	3,877,644	3,770,471	4,076,432
Liabilities						
Current Farm Liabilities						
Accrued interest	7,454	6,472	5,091	6,934	7,144	5,707
Accounts payable	30,128	26,418	18,599	25,104	69,507	43,826
Current notes	150,187	191,884	163,944	181,232	200,983	267,413
Government crop loans	1,959	430	0	0	7,556	1,657
Principal due on term debt	67,796	71,603	75,211	64,853	66,754	80,694
Total current farm liabilities	257,524	296,807	262,846	278,122	351,944	399,298
Total intermediate farm liabs	145,568	135,277	162,371	156,537	193,388	172,279
Total long term farm liabilities	382,522	379,816	237,119	270,268	359,050	332,020
Total farm liabilities	785,614	811,900	662,336	704,927	904,383	903,597
Total nonfarm liabilities	26,420	24,628	6,952	5,309	23,808	24,673
Total liabs excluding deferreds	812,035	836,527	669,288	710,236	928,191	928,269
Total deferred liabilities	12,501	12,185	50,630	49,349	0	0
Total liabilities	824,536	848,712	719,919	759,584	928,191	928,269
Retained earnings	1,867,249	1,920,826	1,882,945	1,801,353	1,530,529	1,714,965
Market valuation equity	1,517,319	1,578,527	1,315,604	1,316,706	1,311,751	1,433,198
Net worth (farm and nonfarm)	3,384,567	3,499,353	3,198,549	3,118,060	2,842,280	3,148,163
Net worth excluding deferreds	3,397,069	3,511,538	3,249,179	3,167,408	2,842,280	3,148,163
Net worth change		114,786		-80,489		305,883
Percent net worth change		3 %		-3 %		11 %
Ratio Analysis						
Current farm liabilities / assets	34 %	40 %	40 %	51 %	48 %	49 %
Intermediate farm liab. / assets	16 %	14 %	18 %	17 %	22 %	17 %
Long term farm liab. / assets	18 %	18 %	11 %	13 %	20 %	18 %
Total debt to asset ratio	20 %	20 %	18 %	20 %	25 %	23 %
Debt to assets excl deferreds	19 %	19 %	17 %	18 %	25 %	23 %

Table 16

Statement Of Cash Flows
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Beginning cash (farm & nonfarm)	70,576	56,598	39,029
Cash Provided By Operating Activities			
Gross cash farm income	926,792	891,228	1,121,176
Total cash farm expense	-735,130	-726,986	-887,409
Net cash from hedging transactions	2,139	300	1,364
Cash provided by operating	193,801	164,543	235,131
Cash Provided By Investing Activities			
Sale of breeding livestock	67	200	-
Sale of machinery & equipment	7,463	6,532	12,237
Sale of titled vehicles	318	-	-
Sale of farm land	-	-	-
Sale of farm buildings	68	-	262
Sale of other farm assets	4,116	6,896	1,454
Sale of nonfarm assets	162	-	167
Purchase of breeding livestock	-938	-2,648	-76
Purchase of machinery & equip.	-87,351	-67,591	-141,450
Purchase of titled vehicles	-1,397	-1,500	-1,371
Purchase of farm land	-30,354	-39,375	-16,712
Purchase of farm buildings	-42,569	-48,745	-33,783
Purchase of other farm assets	-6,084	-1,672	-6,735
Purchase of nonfarm assets	-4,594	-460	-
Cash provided by investing	-161,092	-148,363	-186,008
Cash Provided By Financing Activities			
Money borrowed	340,321	353,986	392,424
Principal payments	-310,888	-321,330	-366,685
Personal income	33,286	30,568	30,733
Family living/owner withdrawals	-78,498	-64,091	-87,464
Income and social security tax	-10,933	-10,797	-2,155
Capital contributions	5,400	2,559	14,799
Capital distributions	-6,623	-4,287	-16,278
Dividends paid	-	-	-
Cash gifts and inheritances	3,073	-	1,680
Gifts given	-3,366	-328	-4,596
Other cash flows	4	-	-
Cash provided by financing	-28,223	-13,721	-37,543
Net change in cash balance	4,485	2,459	11,580
Ending cash (farm & nonfarm)	75,218	59,054	51,218
Discrepancy	0	3	-2

Table 17

Financial Standards Measures
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Liquidity			
Current ratio	2.49	1.97	2.04
Working capital	442,318	270,375	415,524
Working capital to gross inc	48.5 %	33.6 %	35.0 %
Solvency (market)			
Farm debt to asset ratio	21 %	21 %	24 %
Farm equity to asset ratio	79 %	79 %	76 %
Farm debt to equity ratio	0.27	0.26	0.32
Profitability (cost)			
Rate of return on farm assets	2.9 %	-3.6 %	9.9 %
Rate of return on farm equity	2.7 %	-6.4 %	14.8 %
Operating profit margin	8.5 %	-10.9 %	22.5 %
Net farm income	103,530	-45,864	261,721
EBITDA	198,397	66,620	352,256
Repayment Capacity			
Capital debt repayment capacity	135,979	13,839	290,585
Capital debt repayment margin	45,050	-76,183	199,501
Replacement margin	-5,145	-121,945	156,323
Term debt coverage ratio	1.50	0.15	3.19
Replacement coverage ratio	0.96	0.10	2.16
Efficiency			
Asset turnover rate (cost)	34.3 %	33.2 %	43.9 %
Operating expense ratio	78.2 %	91.7 %	70.3 %
Depreciation expense ratio	7.4 %	11.2 %	5.7 %
Interest expense ratio	3.0 %	2.8 %	2.0 %
Net farm income ratio	11.4 %	-5.7 %	22.1 %

Table 18

Operator and Labor Information
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Operator Information			
Average number of operators	1.4	1.5	1.6
Average age of operators	53.4	53.7	53.9
Average number of years farming	27.0	27.7	27.8
Results Per Operator			
Working capital	308,860	180,250	264,424
Total assets (market)	3,036,149	2,585,096	2,594,093
Total liabilities	592,635	506,389	590,717
Net worth (market)	2,443,514	2,078,707	2,003,376
Net worth excl deferred liabs	2,452,022	2,111,606	2,003,376
Gross farm income	636,274	536,085	754,603
Total farm expense	563,981	566,661	588,053
Net farm income from operations	72,293	-30,576	166,549
Net nonfarm income	23,243	20,378	19,557
Family living & tax withdrawals	62,938	49,927	59,211
Total acres owned	391.2	406.7	366.8
Total crop acres	678.4	660.5	622.0
Crop acres owned	302.5	292.2	333.5
Crop acres cash rented	374.7	364.6	288.5
Crop acres share rented	1.2	3.7	-
Total pasture acres	3.0	5.5	-
Labor Analysis			
Number of farms	93	23	23
Total unpaid labor hours	3,450	2,571	4,655
Total hired labor hours	4,444	7,336	5,836
Total labor hours per farm	7,894	9,907	10,491
Unpaid hours per operator	2,409	1,714	2,963
Value of farm production / hour	104.83	79.06	93.94
Net farm income / unpaid hour	30.01	-17.84	56.22
Average hourly hired labor wage	16.50	15.09	14.04
Partnerships & LLCs			
Number of farms	33	11	9
Number of operators	2.0	1.9	2.2
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-

Table 19

Financial Summary
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Income Statement			
Gross cash farm income	926,792	891,228	1,121,176
Total cash farm expense	735,130	726,986	887,409
Net cash farm income	191,661	164,243	233,767
Inventory change	-20,501	-120,109	95,092
Depreciation	-67,630	-89,998	-67,138
Net farm income from operations	103,530	-45,864	261,721
Gain or loss on capital sales	-	-	-
Average net farm income	103,530	-45,864	261,721
Median net farm income	64,634	-30,163	177,521
Profitability (cost)			
Rate of return on assets	2.9 %	-3.6 %	9.9 %
Rate of return on equity	2.7 %	-6.4 %	14.8 %
Operating profit margin	8.5 %	-10.9 %	22.5 %
Asset turnover rate	34.3 %	33.2 %	43.9 %
Profitability (market)			
Rate of return on assets	3.1 %	-2.4 %	9.5 %
Rate of return on equity	3.1 %	-3.8 %	11.9 %
Operating profit margin	14.4 %	-11.3 %	34.4 %
Asset turnover rate	21.8 %	21.5 %	27.7 %
Liquidity & Repayment (end of year)			
Current assets	739,124	548,497	814,821
Current liabilities	296,807	278,122	399,298
Current ratio	2.49	1.97	2.04
Working capital	442,318	270,375	415,524
Working capital to gross inc	48.5 %	33.6 %	35.0 %
Term debt coverage ratio	1.50	0.15	3.19
Replacement coverage ratio	0.96	0.10	2.16
Term debt to EBITDA	2.66	6.00	1.57
Solvency (end of year at cost)			
Number of farms	93	23	23
Total assets	2,757,354	2,511,589	2,643,234
Total liabilities	836,527	710,236	928,269
Net worth	1,920,826	1,801,353	1,714,965
Net worth change	53,578	-81,592	184,436
Farm debt to asset ratio	33 %	30 %	39 %
Total debt to asset ratio	30 %	28 %	35 %
Change in earned net worth %	3 %	-4 %	12 %
Solvency (end of year at market)			
Number of farms	93	23	23
Total assets	4,348,065	3,877,644	4,076,432
Total liabilities	848,712	759,584	928,269
Net worth	3,499,353	3,118,060	3,148,163
Total net worth change	114,786	-80,489	305,883
Farm debt to asset ratio	21 %	21 %	24 %
Total debt to asset ratio	20 %	20 %	23 %
Change in total net worth %	3 %	-3 %	11 %
Nonfarm Information			
Net nonfarm income	33,286	30,568	30,733
Crop Acres			
Total crop acres	972	991	977
Total crop acres owned	433	438	524
Total crop acres cash rented	537	547	453
Total crop acres share rented	2	5	-
Machinery value per crop acre	859	825	794

Table 20

Summary Farm Income Statement
2014 MI Cash Grain (All Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	93	23	23
Crop sales	646,029	804,341	619,173
Crop inventory change	-36,411	-81,081	23,103
Gross crop income	609,618	723,260	642,275
Livestock sales	157,925	65,230	339,772
Livestock inventory change	3,156	-2,344	4,638
Gross livestock income	161,081	62,885	344,410
Government payments	5,278	1,877	8,348
Other cash farm income	117,559	76,932	153,883
Change in accounts receivable	15,749	-19,501	36,501
Gain or loss on hedging accounts	1,873	1,100	1,091
Change in other assets	-2,612	433	-5,983
Gain or loss on breeding lvst	2,660	-2,967	5,280
Gross farm income	911,207	844,019	1,185,805
Cash operating expenses	706,912	753,230	862,575
Change in prepaids and supplies	10,618	12,488	2,196
Change in growing crops	-1,009	1,652	-5,541
Change in accounts payable	-3,710	5,941	-25,681
Depreciation	67,630	89,192	67,138
Total operating expense	780,441	862,502	900,686
Interest paid	28,218	27,424	24,834
Change in accrued interest	-982	-1,343	-1,437
Total interest expense	27,236	26,080	23,398
Total expenses	807,677	888,583	924,084
Net farm income from operations	103,530	-44,563	261,721
Gain or loss on capital sales	-	-	-
Net farm income	103,530	-44,563	261,721

B) Average of 41 Cash Grain Farms, 50 to 799 acres Farms

Table 21		Crop Production and Marketing Summary		
		2014 MI Cash Grain (50-799 acre Farms)		
		(Farms Sorted By Rate of Return on Assets - Mkt)		
	Avg. Of All Farms	Low 25%	High 25%	
Number of farms	41	10	10	
Acreage Summary				
Total acres owned	359	410	323	
Total crop acres	438	335	414	
Crop acres owned	332	205	288	
Crop acres cash rented	104	131	127	
Crop acres share rented	2	-	-	
Total pasture acres	5	-	-	
Percent crop acres owned	76 %	61 %	69 %	
Mach invest/crop acre cost	603	1,233	452	
Mach invest/crop acre market	962	1,444	932	
Average Price Received (Cash Sales Only)				
Corn per bushel	4.00	3.89	4.23	
Soybeans per bushel	12.29	-	12.05	
Wheat, Winter per bushel	5.50	5.45	-	
Average Yield Per Acre				
Soybeans (bushel)	47.85	-	-	
Corn (bushel)	175.82	-	-	
Wheat, Winter (bushel)	73.16	-	-	
Hay, Alfalfa (ton)	3.83	-	-	

Table 22

Farm Income Statement
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Cash Farm Income			
Aftermath Grazing	124	-	-
Alfalfa Seed	350	-	-
Asparagus	12,135	-	54,608
Beans, Dark Red Kidney	328	-	-
Beans, Navy	5,139	-	9,214
Carrots	9,688	-	43,598
Cordwood	855	488	-
Corn	110,204	55,884	144,439
Corn, Seed	12,345	45	-
Cucumbers	32,950	148,277	-
Eggplant	13,088	58,896	-
Hay, Alfalfa	2,440	2,236	-
Hay, Grass	54	245	-
Hay, Mixed	1,955	-	-
Oats	428	-	-
Peppers	14,390	64,755	-
Rye	239	-	1,077
Soybeans	77,611	36,158	62,189
Straw	925	806	192
Sugar Beets	10,127	-	22,110
Tomatoes	40,221	180,995	-
Wheat, Spring	46	-	206
Wheat, Winter	19,453	17,604	26,501
Miscellaneous crop income	3	-	-
Beef Cow-Calf, Beef Calves	3,156	5,326	-
Beef Backgrounding	11,178	-	47,908
Beef Finishing	1,588	1,694	-
Beef Finish Yearlings	2,399	-	10,710
Dairy, Dairy Calves	130	584	-
Dairy Heifers (for sale)	42	189	-
Dairy Finishing	1,246	5,605	-
Hogs, Farrow To Finish, Raised Hog	61	-	273
Sheep, Market Lamb Prod, Mkt Lambs	2,183	-	-
Sheep, Market Lamb Prod, Wool	223	-	-
Cull breeding livestock	1,627	2,897	-
Misc. livestock income	10,638	-	47,706
Crop government payments	280	342	-
CRP payments	169	759	-
Other government payments	3,152	323	1,094
Custom work income	3,260	2,433	7,813
Patronage dividends, cash	1,737	2,663	1,456
Crop insurance income	711	2,784	-
Property insurance income	5,078	-	14,167

Sale of resale items	3,078	-	-
Other farm income	22,330	45,819	12,891
Gross Cash Farm Income	439,481	637,810	508,680

Table 22

Farm Income Statement (continued)
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Cash Farm Expense			
Seed	34,986	34,415	46,528
Fertilizer	44,956	29,151	49,720
Crop chemicals	23,765	51,372	22,903
Crop insurance	3,852	1,383	5,649
Drying expense	830	-	2,188
Storage	95	-	429
Crop packaging and supplies	519	480	-
Crop fuel & oil	1,310	-	-
Crop land rent	246	-	-
Hauling and trucking	1,127	174	3,860
Crop marketing	912	31	337
Crop miscellaneous	2,279	4,654	3,232
Feeder livestock purchase	9,013	-	37,394
Purchased feed	3,312	2,421	4,447
Veterinary	298	586	131
Livestock supplies	18,238	78,301	816
Livestock marketing	187	9	559
Interest	10,063	12,206	16,519
Packaging and supplies	627	-	697
Supplies	172	-	581
Fuel & oil	16,690	20,665	21,499
Repairs	18,710	25,985	12,016
Repair, machinery	1,648	-	7,418
Custom hire	10,711	9,933	5,697
Hired labor	54,095	184,679	34,843
Land rent	27,195	39,849	34,694
Machinery leases	3,658	12,553	2,110
Real estate taxes	8,475	8,519	8,630
Personal property taxes	437	1,043	433
Farm insurance	11,537	17,615	9,537
Utilities	11,780	12,699	19,768
Dues & professional fees	3,798	8,196	1,847
Miscellaneous	5,663	5,063	11,601
Total cash expense	331,183	561,980	366,081
Net cash farm income	108,297	75,830	142,599
Inventory Changes			
Prepays and supplies	-5,978	-16,235	-4,922
Accounts receivable	-6,433	-60,179	20,700
Hedging accounts	25	-	115
Other current assets	-683	-3,972	5,698
Crops and feed	-35,733	-7,406	-40,324
Market livestock	2,264	3,734	7,060

Breeding livestock	5,715	4,182	-
Other assets	-3,458	-153	641
Accounts payable	-439	-1,962	529
Accrued interest	-823	-5,924	111
Total inventory change	-45,543	-87,916	-10,393
Net operating profit	62,755	-12,086	132,206
Depreciation			
Machinery and equipment	-23,756	-34,256	-22,735
Titled vehicles	-1,076	-	-3,599
Buildings and improvements	-11,892	-9,770	-26,064
Total depreciation	-36,724	-44,026	-52,397
Net farm income from operations	26,031	-56,111	79,809
Gain or loss on capital sales	-	-	-
Net farm income	26,031	-56,111	79,809

Table 23

Inventory Changes
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Net cash farm income	108,297	75,830	114,022
Crops and Feed			
Ending inventory	167,995	64,680	142,850
Beginning inventory	203,727	72,086	180,679
Inventory change	-35,733	-7,406	-37,830
Market Livestock			
Ending inventory	10,982	11,522	20,066
Beginning inventory	8,719	7,788	14,026
Inventory change	2,264	3,734	6,040
Accts Receivable			
Ending inventory	26,236	35,901	43,435
Beginning inventory	32,669	96,080	26,875
Inventory change	-6,433	-60,179	16,560
Prepaid Expenses and Supplies			
Ending inventory	74,639	113,703	41,337
Beginning inventory	80,617	129,938	44,787
Inventory change	-5,978	-16,235	-3,451
Hedging Activities			
Ending inventory	-	-	-
Withdrawals	25	-	92
Beginning inventory	-	-	-
Deposits	-	-	-
Gain or loss	25	-	92
Other Current Assets			
Ending inventory	12,347	3,858	18,355
Beginning inventory	13,030	7,831	13,797
Inventory change	-683	-3,972	4,558
Breeding Livestock			
Ending inventory	17,861	22,763	0
Capital sales	73	327	-
Beginning inventory	11,768	17,844	0
Capital purchases	451	1,065	-
Depreciation, capital adjust	5,715	4,182	-
Other Capital Assets			
Ending inventory	12,740	7,314	1,800
Capital sales	1,010	-	927
Beginning inventory	12,943	7,424	1,800
Capital purchases	4,264	42	415
Depreciation, capital adjust	-3,458	-153	512
Accounts Payable			
Beginning inventory	11,644	7,599	5,692
Ending inventory	12,083	9,561	5,269
Inventory change	-439	-1,962	423
Accrued Interest			
Beginning inventory	2,247	2,674	92
Ending inventory	3,070	8,598	3
Inventory change	-823	-5,924	89
Total inventory change	-45,543	-87,916	-13,006
Net operating profit	62,755	-12,086	101,016

Table 24

Depreciation
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Net operating profit	62,755	-12,086	101,016
Machinery and Equipment			
Ending inventory	275,091	420,806	203,102
Capital sales	4,774	875	10,401
Beginning inventory	245,289	406,074	134,602
Capital purchases	58,333	49,863	98,240
Depreciation, capital adjust.	-23,756	-34,256	-19,340
Titled Vehicles			
Ending inventory	3,688	63	1,400
Capital sales	-	-	-
Beginning inventory	3,964	63	1,400
Capital purchases	800	-	2,879
Depreciation, capital adjust.	-1,076	-	-2,879
Buildings and Improvements			
Ending inventory	183,430	221,251	237,429
Capital sales	153	-	550
Beginning inventory	167,450	221,950	225,405
Capital purchases	28,025	9,071	34,233
Depreciation, capital adjust.	-11,892	-9,770	-21,659
Total depreciation, capital adj.	-36,724	-44,026	-43,878
Net farm income from operations	26,031	-56,111	57,138
Gain or loss on capital sales	-	-	-
Net farm income	26,031	-56,111	57,138

Table 25

Profitability Measures
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Profitability (assets valued at cost)			
Net farm income from operations	26,031	-56,111	57,138
Rate of return on assets	0.3 %	-4.5 %	3.2 %
Rate of return on equity	-0.6 %	-8.0 %	3.3 %
Operating profit margin	1.2 %	-13.4 %	9.7 %
Asset turnover rate	28.5 %	33.4 %	33.1 %
Farm interest expense	10,886	18,130	13,356
Value of operator lbr and mgmt.	32,179	38,875	33,263
Return on farm assets	4,738	-76,856	37,231
Average farm assets	1,367,644	1,724,000	1,160,132
Return on farm equity	-6,148	-94,986	23,875
Average farm equity	1,014,666	1,188,324	729,509
Value of farm production	389,537	575,567	384,314
	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Profitability (assets valued at market)			
Net farm income from operations	81,697	-57,132	206,296
Rate of return on assets	2.5 %	-3.2 %	9.5 %
Rate of return on equity	2.4 %	-5.0 %	11.3 %
Operating profit margin	15.5 %	-13.5 %	48.5 %
Asset turnover rate	16.3 %	23.5 %	19.5 %
Farm interest expense	10,886	18,130	13,356
Value of operator lbr and mgmt.	32,179	38,875	33,263
Return on farm assets	60,404	-77,877	186,389
Average farm assets	2,397,139	2,450,885	1,968,313
Return on farm equity	49,518	-96,007	173,033
Average farm equity	2,044,161	1,915,209	1,537,690
Value of farm production	389,537	575,567	384,314

Table 26

Liquidity & Repayment Capacity Measures
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Liquidity			
Current ratio	2.92	1.40	2.57
Working capital	225,228	81,274	208,031
Working capital to gross inc	56.0 %	14.1 %	49.5 %
Current assets	342,549	283,772	340,460
Current liabilities	117,321	202,499	132,429
Gross revenues (accrual)	401,861	577,988	420,434
Repayment capacity			
Net farm income from operations	26,031	-56,111	57,138
Depreciation	36,724	44,026	43,878
Personal income	24,927	42,315	24,920
Family living/owner withdrawals	-38,922	-41,501	-28,583
Cash discrepancy	0	0	-
Payments on personal debt	-1,253	-620	-300
Income taxes paid	-5,779	-2,992	-17
Interest on term debt	8,532	9,705	8,422
Capital debt repayment capacity	50,260	-5,179	105,459
Scheduled term debt payments	-40,415	-33,195	-60,969
Capital debt repayment margin	9,845	-38,374	44,490
Cash replacement allowance	-27,703	-35,885	-14,446
Replacement margin	-17,858	-74,259	30,044
Term debt coverage ratio	1.24	-0.16	1.73
Replacement coverage ratio	0.74	-0.07	1.40

Table 27

Balance Sheet at Cost Values
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 25%		High 25%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Number of farms	41		10		10	
Assets						
Current Farm Assets						
Cash and checking balance	44,557	47,332	50,359	54,107	49,926	63,552
Prepaid expenses & supplies	80,617	74,639	129,938	113,703	44,787	41,337
Growing crops	12,585	11,902	7,831	3,858	12,297	16,855
Accounts receivable	32,669	26,236	96,080	35,901	26,875	43,435
Hedging accounts	0	0	0	0	0	0
Crops held for sale or feed	202,338	169,384	72,086	64,680	175,678	147,851
Crops under government loan	4,408	1,629	0	0	15,867	5,865
Market livestock held for sale	8,719	10,982	7,788	11,522	14,026	20,066
Other current assets	444	444	0	0	1,500	1,500
Total current farm assets	386,337	342,549	364,083	283,772	340,957	340,460
Intermediate Farm Assets						
Breeding livestock	11,768	17,861	17,844	22,763	0	0
Machinery and equipment	245,289	275,091	406,074	420,806	134,602	203,102
Titled vehicles	3,964	3,688	63	63	1,400	1,400
Other intermediate assets	4,094	4,182	5,120	4,968	1,800	1,800
Total intermediate farm assets	265,115	300,822	429,101	448,599	137,802	206,302
Long Term Farm Assets						
Farm land	531,004	541,175	720,724	753,870	409,855	422,055
Buildings and improvements	167,450	183,430	221,950	221,251	225,405	237,429
Other long-term assets	8,850	8,558	2,304	2,346	0	0
Total long-term farm assets	707,303	733,163	944,978	977,467	635,259	659,483
Total Farm Assets	1,358,755	1,376,534	1,738,161	1,709,839	1,114,018	1,206,246
Total Nonfarm Assets	328,751	334,808	238,995	228,150	480,935	478,435
Total Assets	1,687,505	1,711,342	1,977,156	1,937,989	1,594,953	1,684,681
Liabilities						
Current Farm Liabilities						
Accrued interest	2,247	3,070	2,674	8,598	92	3
Accounts payable	11,644	12,083	7,599	9,561	5,692	5,269
Current notes	66,641	65,413	190,296	162,616	45,738	56,431
Government crop loans	4,408	967	0	0	15,867	3,480
Principal due on term debt	31,884	35,789	23,491	21,723	52,547	67,246
Total current farm liabilities	116,822	117,321	224,060	202,499	119,936	132,429
Total intermediate farm liabs	51,508	62,969	36,330	43,592	68,347	92,306
Total long term farm liabilities	168,508	188,827	259,270	305,602	210,219	238,009
Total farm liabilities	336,838	369,117	519,659	551,693	398,503	462,744
Total nonfarm liabilities	15,572	12,253	10,285	10,256	5,162	3,953
Total liabilities	352,410	381,371	529,944	561,949	403,664	466,696
Net worth (farm and nonfarm)	1,335,096	1,329,971	1,447,212	1,376,040	1,191,289	1,217,984
Net worth change		-5,125		-71,172		26,695
Percent net worth change		0 %		-5 %		2 %
Ratio Analysis						
Current farm liabilities / assets	30 %	34 %	62 %	71 %	35 %	39 %
Intermediate farm liab. / assets	19 %	21 %	8 %	10 %	50 %	45 %
Long term farm liab. / assets	24 %	26 %	27 %	31 %	33 %	36 %
Total debt to asset ratio	21 %	22 %	27 %	29 %	25 %	28 %

Table 28

Balance Sheet at Market Values
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of		Low 25%		High 25%	
	All Farms					
Number of farms	41		10		10	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	44,557	47,332	50,359	54,107	49,926	63,552
Prepaid expenses & supplies	80,617	74,639	129,938	113,703	44,787	41,337
Growing crops	12,585	11,902	7,831	3,858	12,297	16,855
Accounts receivable	32,669	26,236	96,080	35,901	26,875	43,435
Hedging accounts	0	0	0	0	0	0
Crops held for sale or feed	202,338	169,384	72,086	64,680	175,678	147,851
Crops under government loan	4,408	1,629	0	0	15,867	5,865
Market livestock held for sale	8,719	10,982	7,788	11,522	14,026	20,066
Other current assets	444	444	0	0	1,500	1,500
Total current farm assets	386,337	342,549	364,083	283,772	340,957	340,460
Intermediate Farm Assets						
Breeding livestock	13,190	17,834	17,844	22,638	0	0
Machinery and equipment	385,718	421,752	474,167	494,010	299,049	379,005
Titled vehicles	17,793	17,771	63	63	19,954	21,965
Other intermediate assets	6,693	6,781	5,120	4,968	6,600	6,600
Total intermediate farm assets	423,394	464,137	497,194	521,678	325,604	407,570
Long Term Farm Assets						
Farm land	1,311,038	1,362,354	1,364,765	1,390,812	940,699	1,075,982
Buildings and improvements	230,118	255,585	238,090	238,484	240,361	264,994
Other long-term assets	9,529	9,238	1,425	1,467	0	0
Total long-term farm assets	1,550,686	1,627,176	1,604,280	1,630,763	1,181,060	1,340,976
Total Farm Assets	2,360,416	2,433,861	2,465,556	2,436,213	1,847,620	2,089,006
Total Nonfarm Assets	588,139	619,357	246,183	241,010	1,089,374	1,113,032
Total Assets	2,948,555	3,053,218	2,711,739	2,677,223	2,936,994	3,202,037
Liabilities						
Current Farm Liabilities						
Accrued interest	2,247	3,070	2,674	8,598	92	3
Accounts payable	11,644	12,083	7,599	9,561	5,692	5,269
Current notes	66,641	65,413	190,296	162,616	45,738	56,431
Government crop loans	4,408	967	0	0	15,867	3,480
Principal due on term debt	31,884	35,789	23,491	21,723	52,547	67,246
Total current farm liabilities	116,822	117,321	224,060	202,499	119,936	132,429
Total intermediate farm liabs	51,508	62,969	36,330	43,592	68,347	92,306
Total long term farm liabilities	168,508	188,827	259,270	305,602	210,219	238,009
Total farm liabilities	336,838	369,117	519,659	551,693	398,503	462,744
Total nonfarm liabilities	15,572	12,253	10,285	10,256	5,162	3,953
Total liabs excluding deferreds	352,410	381,371	529,944	561,949	403,664	466,696
Total deferred liabilities	0	0	0	0	0	0
Total liabilities	352,410	381,371	529,944	561,949	403,664	466,696
Retained earnings	1,335,096	1,329,971	1,447,212	1,376,040	1,191,289	1,217,984
Market valuation equity	1,261,050	1,341,877	734,583	739,234	1,342,040	1,517,357
Net worth (farm and nonfarm)	2,596,145	2,671,848	2,181,795	2,115,275	2,533,329	2,735,341
Net worth excluding deferreds	2,596,145	2,671,848	2,181,795	2,115,275	2,533,329	2,735,341
Net worth change		75,702		-66,520		202,012
Percent net worth change		3 %		-3 %		8 %
Ratio Analysis						
Current farm liabilities / assets	30 %	34 %	62 %	71 %	35 %	39 %
Intermediate farm liab. / assets	12 %	14 %	7 %	8 %	21 %	23 %
Long term farm liab. / assets	11 %	12 %	16 %	19 %	18 %	18 %
Total debt to asset ratio	12 %	12 %	20 %	21 %	14 %	15 %
Debt to assets excl deferreds	12 %	12 %	20 %	21 %	14 %	15 %

Table 29

Statement Of Cash Flows
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Beginning cash (farm & nonfarm)	50,464	51,977	64,998
Cash Provided By Operating Activities			
Gross cash farm income	439,481	637,810	435,059
Total cash farm expense	-331,183	-561,980	-321,037
Net cash from hedging transactions	25	-	92
Cash provided by operating	108,323	75,830	114,114
Cash Provided By Investing Activities			
Sale of breeding livestock	73	327	-
Sale of machinery & equipment	4,774	875	10,401
Sale of titled vehicles	-	-	-
Sale of farm land	-	-	-
Sale of farm buildings	153	-	550
Sale of other farm assets	1,010	-	927
Sale of nonfarm assets	-	-	-
Purchase of breeding livestock	-451	-1,065	-
Purchase of machinery & equip.	-58,333	-49,863	-98,240
Purchase of titled vehicles	-800	-	-2,879
Purchase of farm land	-20,341	-33,147	-30,095
Purchase of farm buildings	-28,025	-9,071	-34,233
Purchase of other farm assets	-4,264	-42	-415
Purchase of nonfarm assets	-3,569	-1,150	-
Cash provided by investing	-109,772	-93,135	-153,985
Cash Provided By Financing Activities			
Money borrowed	160,782	354,515	172,802
Principal payments	-131,727	-330,465	-108,799
Personal income	24,927	42,315	24,920
Family living/owner withdrawals	-38,922	-41,501	-28,583
Income and social security tax	-5,779	-2,992	-17
Capital contributions	3,665	-	5,651
Capital distributions	-7,099	-	-6,253
Dividends paid	-	-	-
Cash gifts and inheritances	5,732	-	3,477
Gifts given	-7,574	-819	-9,652
Other cash flows	10	-	-
Cash provided by financing	4,015	21,053	53,546
Net change in cash balance	2,566	3,748	13,676
Ending cash (farm & nonfarm)	53,031	55,726	78,674
Discrepancy	0	0	-

Table 30

Financial Standards Measures
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Liquidity			
Current ratio	2.92	1.40	2.57
Working capital	225,228	81,274	208,031
Working capital to gross inc	56.0 %	14.1 %	49.5 %
Solvency (market)			
Farm debt to asset ratio	15 %	23 %	22 %
Farm equity to asset ratio	85 %	77 %	78 %
Farm debt to equity ratio	0.18	0.29	0.28
Profitability (cost)			
Rate of return on farm assets	0.3 %	-4.5 %	3.2 %
Rate of return on farm equity	-0.6 %	-8.0 %	3.3 %
Operating profit margin	1.2 %	-13.4 %	9.7 %
Net farm income	26,031	-56,111	57,138
EBITDA	73,641	6,044	114,372
Repayment Capacity			
Capital debt repayment capacity	50,260	-5,179	105,459
Capital debt repayment margin	9,845	-38,374	44,490
Replacement margin	-17,858	-74,259	30,044
Term debt coverage ratio	1.24	-0.16	1.73
Replacement coverage ratio	0.74	-0.07	1.40
Efficiency			
Asset turnover rate (cost)	28.5 %	33.4 %	33.1 %
Operating expense ratio	81.7 %	99.0 %	72.8 %
Depreciation expense ratio	9.1 %	7.6 %	10.4 %
Interest expense ratio	2.7 %	3.1 %	3.2 %
Net farm income ratio	6.5 %	-9.7 %	13.6 %

Table 31

Operator and Labor Information
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Operator Information			
Average number of operators	1.1	1.3	1.2
Average age of operators	52.8	50.9	54.0
Average number of years farming	26.7	27.6	26.9
Results Per Operator			
Working capital	202,705	65,019	173,359
Total assets (market)	2,747,896	2,141,779	2,668,364
Total liabilities	343,234	449,559	388,914
Net worth (market)	2,404,663	1,692,220	2,279,451
Net worth excl deferred liabs	2,404,663	1,692,220	2,279,451
Gross farm income	361,675	462,390	350,362
Total farm expense	338,247	507,279	302,746
Net farm income from operations	23,428	-44,889	47,615
Net nonfarm income	22,434	33,852	20,766
Family living & tax withdrawals	40,230	35,594	23,833
Total acres owned	322.7	327.9	255.6
Total crop acres	394.2	268.3	317.1
Crop acres owned	298.5	163.9	216.3
Crop acres cash rented	93.6	104.4	100.8
Crop acres share rented	2.1	-	-
Total pasture acres	4.5	-	-
Labor Analysis			
Number of farms	41	10	10
Total unpaid labor hours	2,411	2,033	2,627
Total hired labor hours	3,518	13,385	683
Total labor hours per farm	5,929	15,418	3,310
Unpaid hours per operator	2,170	1,626	2,189
Value of farm production / hour	65.70	37.33	116.11
Net farm income / unpaid hour	10.80	-27.60	21.75
Average hourly hired labor wage	15.52	13.80	46.12
Partnerships & LLCs			
Number of farms	7	4	2
Number of operators	1.6	-	-
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-

Table 32

Financial Summary
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Income Statement			
Gross cash farm income	439,481	637,810	435,059
Total cash farm expense	331,183	561,980	321,037
Net cash farm income	108,297	75,830	114,022
Inventory change	-45,543	-87,916	-13,006
Depreciation	-36,724	-44,026	-43,878
Net farm income from operations	26,031	-56,111	57,138
Gain or loss on capital sales	-	-	-
Average net farm income	26,031	-56,111	57,138
Median net farm income	29,163	-35,219	53,623
Profitability (cost)			
Rate of return on assets	0.3 %	-4.5 %	3.2 %
Rate of return on equity	-0.6 %	-8.0 %	3.3 %
Operating profit margin	1.2 %	-13.4 %	9.7 %
Asset turnover rate	28.5 %	33.4 %	33.1 %
Profitability (market)			
Rate of return on assets	2.5 %	-3.2 %	9.5 %
Rate of return on equity	2.4 %	-5.0 %	11.3 %
Operating profit margin	15.5 %	-13.5 %	48.5 %
Asset turnover rate	16.3 %	23.5 %	19.5 %
Liquidity & Repayment (end of year)			
Current assets	342,549	283,772	340,460
Current liabilities	117,321	202,499	132,429
Current ratio	2.92	1.40	2.57
Working capital	225,228	81,274	208,031
Working capital to gross inc	56.0 %	14.1 %	49.5 %
Term debt coverage ratio	1.24	-0.16	1.73
Replacement coverage ratio	0.74	-0.07	1.40
Term debt to EBITDA	2.99	48.90	2.44
Solvency (end of year at cost)			
Number of farms	41	10	10
Total assets	1,711,342	1,937,989	1,684,681
Total liabilities	381,371	561,949	466,696
Net worth	1,329,971	1,376,040	1,217,984
Net worth change	-5,125	-71,172	26,695
Farm debt to asset ratio	27 %	32 %	38 %
Total debt to asset ratio	22 %	29 %	28 %
Change in earned net worth %	0 %	-5 %	2 %
Solvency (end of year at market)			
Number of farms	41	10	10
Total assets	3,053,218	2,677,223	3,202,037
Total liabilities	381,371	561,949	466,696
Net worth	2,671,848	2,115,275	2,735,341
Total net worth change	75,702	-66,520	202,012
Farm debt to asset ratio	15 %	23 %	22 %
Total debt to asset ratio	12 %	21 %	15 %
Change in total net worth %	3 %	-3 %	8 %
Nonfarm Information			
Net nonfarm income	24,927	42,315	24,920
Crop Acres			
Total crop acres	438	335	381
Total crop acres owned	332	205	260
Total crop acres cash rented	104	131	121
Total crop acres share rented	2	-	-
Machinery value per crop acre	962	1,444	946

Table 33

Summary Farm Income Statement
2014 MI Cash Grain (50-799 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	41	10	10
Crop sales	365,098	566,390	364,133
Crop inventory change	-35,733	-7,406	-40,324
Gross crop income	329,366	558,984	323,809
Livestock sales	22,360	13,399	59,421
Livestock inventory change	2,264	3,734	7,060
Gross livestock income	24,623	17,133	66,481
Government payments	3,601	1,424	1,094
Other cash farm income	48,422	56,597	84,032
Change in accounts receivable	-6,433	-60,179	20,700
Gain or loss on hedging accounts	25	-	115
Change in other assets	-3,458	-153	641
Gain or loss on breeding lvst	5,715	4,182	-
Gross farm income	401,861	577,988	496,871
Cash operating expenses	321,120	549,774	349,562
Change in prepaids and supplies	5,978	16,235	4,922
Change in growing crops	683	3,972	-5,698
Change in accounts payable	439	1,962	-529
Depreciation	36,724	44,026	52,397
Total operating expense	364,944	615,969	400,655
Interest paid	10,063	12,206	16,519
Change in accrued interest	823	5,924	-111
Total interest expense	10,886	18,130	16,407
Total expenses	375,830	634,099	417,062
Net farm income from operations	26,031	-56,111	79,809
Gain or loss on capital sales	-	-	-
Net farm income	26,031	-56,111	79,809

C) Average of 23 Cash Grain Farms, 800 to 1199 acres Farms

Table 34 Crop Production and Marketing Summary			
2014 MI Cash Grain (800 to 1199 acre Farms)			
(Farms Sorted By Rate of Return on Assets - Mkt)			
	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Acreage Summary			
Total acres owned	634	853	415
Total crop acres	911	920	903
Crop acres owned	307	315	299
Crop acres cash rented	600	597	603
Crop acres share rented	3	7	-
Total pasture acres	9	18	-
Percent crop acres owned	34 %	34 %	33 %
Mach invest/crop acre cost	707	922	489
Mach invest/crop acre market	958	986	931
Average Price Received (Cash Sales Only)			
Corn per bushel	3.96	3.88	4.12
Soybeans per bushel	11.88	11.98	11.73
Wheat, Winter per bushel	5.86	5.54	-
Average Yield Per Acre			
Corn (bushel)	171.83	168.37	176.45
Soybeans (bushel)	46.55	-	-
Wheat, Winter (bushel)	89.43	-	-

Table 35

Farm Income Statement
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Cash Farm Income			
Beans, Green	123	245	-
Beans, Navy	14,885	6,848	22,922
Corn	165,152	186,750	143,555
Corn Silage	5,978	-	11,957
Corn, Seed	51,117	102,235	-
Hay, Alfalfa	1,642	-	3,284
Hay, Mixed	725	922	528
Soybeans	143,517	157,840	129,195
Straw	102	10	195
Sugar Beets	13,578	-	27,155
Wheat, Spring	7,712	-	15,423
Wheat, Winter	29,831	37,489	22,174
Miscellaneous crop income	11	-	22
Beef Bulls	607	-	1,215
Beef Cow-Calf, Beef Calves	34,590	61,965	7,215
Beef Finishing	88,827	36,699	140,955
Dairy Finishing	19,060	-	38,119
Hogs, Finish Feeder Pigs	174	-	349
Sheep, Lamb Finishing	162	324	-
Sheep, Market Lamb Prod, Mkt Lambs	10,608	19,487	1,729
Sheep, Market Lamb Prod, Wool	195	374	16
Cull breeding livestock	21,061	4,949	37,173
Misc. livestock income	3	-	6
Crop government payments	1,090	2,114	65
CRP payments	426	852	-
Other government payments	1,172	2,160	183
Custom work income	13,646	3,200	24,092
Patronage dividends, cash	3,382	1,299	5,466
Crop insurance income	3,310	1,739	4,881
Property insurance income	5,744	8,756	2,731
Sale of resale items	22,900	-	45,800
Real estate tax refund	967	-	1,933
Other farm income	91,011	49,114	132,908
Gross Cash Farm Income	845,973	685,372	1,006,575

Table 35

Farm Income Statement (continued)

2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Cash Farm Expense			
Seed	62,423	56,559	68,288
Fertilizer	73,787	68,709	78,866
Crop chemicals	27,872	31,065	24,680
Crop insurance	8,628	9,775	7,482
Drying expense	7,134	10,105	4,162
Irrigation energy	685	1,370	-
Crop packaging and supplies	375	-	750
Hauling and trucking	6,200	-	12,399
Crop marketing	5,825	4,480	7,169
Crop miscellaneous	1,446	252	2,640
Feeder livestock purchase	38,807	26,059	51,555
Purchased feed	25,072	18,080	32,064
Breeding fees	606	207	1,005
Veterinary	3,516	3,523	3,508
Supplies	5,708	3,217	8,199
Livestock marketing	2,237	586	3,888
Bedding	877	-	1,754
Livestock miscellaneous	51	-	102
Interest	36,416	20,769	52,063
Packaging and supplies	264	-	528
Fuel & oil	37,105	23,863	50,346
Repairs	49,072	31,610	66,533
Custom hire	21,681	13,268	30,095
Hired labor	86,766	49,078	124,453
Land rent	65,251	65,700	64,802
Machinery leases	8,844	299	17,389
Building leases	67	-	133
Real estate taxes	9,008	8,333	9,683
Personal property taxes	184	4	363
Farm insurance	16,377	15,694	17,060
Utilities	13,506	13,138	13,873
Dues & professional fees	5,115	5,562	4,668
Miscellaneous	55,669	39,756	71,582
Total cash expense	676,573	521,061	832,084
Net cash farm income	169,401	164,311	174,490
Inventory Changes			
Prepays and supplies	-6,483	-11,476	-1,490
Accounts receivable	25,169	19,903	30,434
Hedging accounts	959	-577	2,495
Other current assets	981	-2,986	4,948
Crops and feed	-24,400	-59,792	10,992
Market livestock	-16,097	-18,930	-13,263

Breeding livestock	356	-10,661	11,373
Other assets	-2,431	-4,950	88
Accounts payable	8,373	-2,086	18,832
Accrued interest	1,163	-287	2,613
Total inventory change	-12,409	-91,841	67,022
Net operating profit	156,991	72,470	241,512
Depreciation			
Machinery and equipment	-34,912	-43,411	-26,413
Titled vehicles	-5,877	-10,672	-1,081
Buildings and improvements	-24,079	-35,300	-12,859
Total depreciation	-64,868	-89,384	-40,353
Net farm income from operations	92,123	-16,913	201,159
Gain or loss on capital sales	-	-	-
Net farm income	92,123	-16,913	201,159

Table 36

Inventory Changes
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Net cash farm income	169,401	164,311	174,490
Crops and Feed			
Ending inventory	301,744	240,052	363,435
Beginning inventory	326,144	299,844	352,443
Inventory change	-24,400	-59,792	10,992
Market Livestock			
Ending inventory	86,451	54,280	118,621
Beginning inventory	102,547	73,210	131,884
Inventory change	-16,097	-18,930	-13,263
Accts Receivable			
Ending inventory	74,378	32,075	116,680
Beginning inventory	49,209	12,172	86,246
Inventory change	25,169	19,903	30,434
Prepaid Expenses and Supplies			
Ending inventory	110,498	96,473	124,523
Beginning inventory	116,981	107,949	126,013
Inventory change	-6,483	-11,476	-1,490
Hedging Activities			
Ending inventory	2,358	3,959	757
Withdrawals	2,263	178	4,348
Beginning inventory	3,995	5,380	2,610
Deposits	-333	-667	-
Gain or loss	959	-577	2,495
Other Current Assets			
Ending inventory	24,646	9,837	39,455
Beginning inventory	23,665	12,823	34,507
Inventory change	981	-2,986	4,948
Breeding Livestock			
Ending inventory	207,272	122,845	291,699
Capital sales	-	-	-
Beginning inventory	204,446	130,078	278,814
Capital purchases	2,469	3,428	1,511
Depreciation, capital adjust	356	-10,661	11,373
Other Capital Assets			
Ending inventory	72,470	75,555	69,385
Capital sales	9,967	10,806	9,128
Beginning inventory	78,734	87,603	69,865
Capital purchases	6,134	3,709	8,559
Depreciation, capital adjust	-2,431	-4,950	88
Accounts Payable			
Beginning inventory	18,179	3,320	33,039
Ending inventory	9,806	5,405	14,208
Inventory change	8,373	-2,086	18,832
Accrued Interest			
Beginning inventory	7,231	6,398	8,063
Ending inventory	6,067	6,685	5,450
Inventory change	1,163	-287	2,613
Total inventory change	-12,409	-91,841	67,022
Net operating profit	156,991	72,470	241,512

Table 37

Depreciation
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Net operating profit	156,991	72,470	241,512
Machinery and Equipment			
Ending inventory	626,000	801,183	450,817
Capital sales	3,865	7,373	357
Beginning inventory	591,226	800,944	381,509
Capital purchases	73,551	51,023	96,079
Depreciation, capital adjust.	-34,912	-43,411	-26,413
Titled Vehicles			
Ending inventory	33,789	43,306	24,271
Capital sales	-	-	-
Beginning inventory	37,646	49,939	25,352
Capital purchases	2,020	4,040	-
Depreciation, capital adjust.	-5,877	-10,672	-1,081
Buildings and Improvements			
Ending inventory	307,022	294,287	319,757
Capital sales	-	-	-
Beginning inventory	291,936	265,297	318,576
Capital purchases	39,165	64,290	14,041
Depreciation, capital adjust.	-24,079	-35,300	-12,859
Total depreciation, capital adj.	-64,868	-89,384	-40,353
Net farm income from operations	92,123	-16,913	201,159
Gain or loss on capital sales	-	-	-
Net farm income	92,123	-16,913	201,159

Table 38

Profitability Measures
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Profitability (assets valued at cost)			
Net farm income from operations	92,123	-16,913	201,159
Rate of return on assets	2.4 %	-2.4 %	7.8 %
Rate of return on equity	1.5 %	-4.2 %	10.2 %
Operating profit margin	7.9 %	-11.2 %	19.1 %
Asset turnover rate	30.4 %	21.2 %	40.7 %
Farm interest expense	35,253	21,055	49,450
Value of operator lbr and mgmt.	66,856	67,692	66,019
Return on farm assets	60,520	-63,550	184,590
Average farm assets	2,521,232	2,662,275	2,380,189
Return on farm equity	25,267	-84,605	135,140
Average farm equity	1,683,780	2,037,221	1,330,339
Value of farm production	766,875	565,626	968,123
	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Profitability (assets valued at market)			
Net farm income from operations	116,842	-4,455	238,138
Rate of return on assets	2.2 %	-1.2 %	6.2 %
Rate of return on equity	1.7 %	-2.1 %	6.8 %
Operating profit margin	11.1 %	-9.0 %	22.9 %
Asset turnover rate	19.8 %	13.5 %	27.0 %
Farm interest expense	35,253	21,055	49,450
Value of operator lbr and mgmt.	66,856	67,692	66,019
Return on farm assets	85,239	-51,091	221,569
Average farm assets	3,878,918	4,177,887	3,579,950
Return on farm equity	49,986	-72,147	172,119
Average farm equity	2,986,727	3,443,354	2,530,099
Value of farm production	766,875	565,626	968,123

Table 39

Liquidity & Repayment Capacity Measures
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Liquidity			
Current ratio	2.82	2.44	3.18
Working capital	442,077	337,854	546,300
Working capital to gross inc	53.2 %	55.4 %	51.9 %
Current assets	684,805	573,178	796,431
Current liabilities	242,727	235,324	250,131
Gross revenues (accrual)	830,753	609,765	1,051,741
Repayment capacity			
Net farm income from operations	92,123	-16,913	201,159
Depreciation	64,868	89,384	40,353
Personal income	25,215	38,242	12,188
Family living/owner withdrawals	-66,073	-48,956	-83,190
Cash discrepancy	-4	-7	-1
Payments on personal debt	-707	-59	-1,355
Income taxes paid	-12,993	-22,533	-3,454
Interest on term debt	28,089	15,823	40,355
Capital debt repayment capacity	130,522	54,987	206,057
Scheduled term debt payments	-109,392	-117,935	-100,849
Capital debt repayment margin	21,130	-62,948	105,208
Cash replacement allowance	-51,856	-48,073	-55,639
Replacement margin	-30,726	-111,021	49,569
Term debt coverage ratio	1.19	0.47	2.04
Replacement coverage ratio	0.81	0.33	1.32

Table 40

Balance Sheet at Cost Values
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 50%		High 50%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Number of farms	23		11		11	
Assets						
Current Farm Assets						
Cash and checking balance	74,630	84,730	127,392	136,501	21,868	32,959
Prepaid expenses & supplies	116,981	110,498	107,949	96,473	126,013	124,523
Growing crops	22,366	22,124	10,881	8,495	33,852	35,753
Accounts receivable	49,209	74,378	12,172	32,075	86,246	116,680
Hedging accounts	3,995	2,358	5,380	3,959	2,610	757
Crops held for sale or feed	326,144	301,744	299,844	240,052	352,443	363,435
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	102,547	86,451	73,210	54,280	131,884	118,621
Other current assets	1,299	2,522	1,942	1,342	656	3,702
Total current farm assets	697,171	684,805	638,770	573,178	755,573	796,431
Intermediate Farm Assets						
Breeding livestock	204,446	207,272	130,078	122,845	278,814	291,699
Machinery and equipment	591,226	626,000	800,944	801,183	381,509	450,817
Titled vehicles	37,646	33,789	49,939	43,306	25,352	24,271
Other intermediate assets	64,797	56,885	87,492	75,444	42,102	38,326
Total intermediate farm assets	898,115	923,946	1,068,453	1,042,778	727,777	805,113
Long Term Farm Assets						
Farm land	591,716	618,231	689,492	752,074	493,941	484,389
Buildings and improvements	291,936	307,022	265,297	294,287	318,576	319,757
Other long-term assets	13,937	15,585	111	111	27,763	31,058
Total long-term farm assets	897,590	940,838	954,900	1,046,472	840,280	835,205
Total Farm Assets	2,492,876	2,549,588	2,662,122	2,662,428	2,323,629	2,436,749
Total Nonfarm Assets	204,635	224,957	292,544	324,628	116,726	125,285
Total Assets	2,697,511	2,774,545	2,954,666	2,987,056	2,440,356	2,562,035
Liabilities						
Current Farm Liabilities						
Accrued interest	7,231	6,067	6,398	6,685	8,063	5,450
Accounts payable	18,179	9,806	3,320	5,405	33,039	14,208
Current notes	127,986	148,849	113,877	141,368	142,095	156,330
Government crop loans	0	0	0	0	0	0
Principal due on term debt	81,303	78,004	102,112	81,865	60,494	74,143
Total current farm liabilities	234,699	242,727	225,707	235,324	243,691	250,131
Total intermediate farm liabs	161,856	158,953	132,527	121,113	191,185	196,794
Total long term farm liabilities	436,214	440,454	243,324	292,113	629,105	588,795
Total farm liabilities	832,769	842,135	601,558	648,550	1,063,981	1,035,720
Total nonfarm liabilities	14,999	13,342	6,103	2,786	23,895	23,898
Total liabilities	847,768	855,477	607,661	651,336	1,087,876	1,059,617
Net worth (farm and nonfarm)	1,849,743	1,919,069	2,347,005	2,335,720	1,352,480	1,502,417
Net worth change		69,326		-11,285		149,937
Percent net worth change		4 %		0 %		11 %
Ratio Analysis						
Current farm liabilities / assets	34 %	35 %	35 %	41 %	32 %	31 %
Intermediate farm liab. / assets	18 %	17 %	12 %	12 %	26 %	24 %
Long term farm liab. / assets	49 %	47 %	25 %	28 %	75 %	70 %
Total debt to asset ratio	31 %	31 %	21 %	22 %	45 %	41 %

Table 41

Balance Sheet at Market Values
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of		Low 50%		High 50%	
	All Farms					
Number of farms	23		11		11	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	74,630	84,730	127,392	136,501	21,868	32,959
Prepaid expenses & supplies	116,981	110,498	107,949	96,473	126,013	124,523
Growing crops	22,366	22,124	10,881	8,495	33,852	35,753
Accounts receivable	49,209	74,378	12,172	32,075	86,246	116,680
Hedging accounts	3,995	2,358	5,380	3,959	2,610	757
Crops held for sale or feed	326,144	301,744	299,844	240,052	352,443	363,435
Crops under government loan	0	0	0	0	0	0
Market livestock held for sale	102,547	86,451	73,210	54,280	131,884	118,621
Other current assets	1,299	2,522	1,942	1,342	656	3,702
Total current farm assets	697,171	684,805	638,770	573,178	755,573	796,431
Intermediate Farm Assets						
Breeding livestock	204,363	206,830	130,078	122,845	278,647	290,815
Machinery and equipment	814,898	862,217	850,548	873,185	779,249	851,249
Titled vehicles	34,482	34,872	43,556	45,389	25,408	24,354
Other intermediate assets	71,275	61,995	87,492	75,444	55,057	48,547
Total intermediate farm assets	1,125,017	1,165,914	1,111,673	1,116,862	1,138,361	1,214,965
Long Term Farm Assets						
Farm land	1,643,388	1,677,337	2,173,170	2,223,731	1,113,607	1,130,943
Buildings and improvements	346,000	359,877	249,388	268,780	442,611	450,974
Other long-term assets	27,429	30,899	111	111	54,748	61,687
Total long-term farm assets	2,016,818	2,068,112	2,422,669	2,492,622	1,610,966	1,643,603
Total Farm Assets	3,839,006	3,918,831	4,173,112	4,182,662	3,504,900	3,654,999
Total Nonfarm Assets	313,502	339,206	472,314	514,690	154,691	163,723
Total Assets	4,152,508	4,258,037	4,645,426	4,697,351	3,659,591	3,818,722
Liabilities						
Current Farm Liabilities						
Accrued interest	7,231	6,067	6,398	6,685	8,063	5,450
Accounts payable	18,179	9,806	3,320	5,405	33,039	14,208
Current notes	127,986	148,849	113,877	141,368	142,095	156,330
Government crop loans	0	0	0	0	0	0
Principal due on term debt	81,303	78,004	102,112	81,865	60,494	74,143
Total current farm liabilities	234,699	242,727	225,707	235,324	243,691	250,131
Total intermediate farm liabs	161,856	158,953	132,527	121,113	191,185	196,794
Total long term farm liabilities	436,214	440,454	243,324	292,113	629,105	588,795
Total farm liabilities	832,769	842,135	601,558	648,550	1,063,981	1,035,720
Total nonfarm liabilities	14,999	13,342	6,103	2,786	23,895	23,898
Total liabs excluding deferreds	847,768	855,477	607,661	651,336	1,087,876	1,059,617
Total deferred liabilities	56,256	54,832	112,512	109,664	0	0
Total liabilities	904,025	910,308	720,173	761,000	1,087,876	1,059,617
Retained earnings	1,849,743	1,919,069	2,347,005	2,335,720	1,352,480	1,502,417
Market valuation equity	1,398,741	1,428,659	1,578,248	1,600,632	1,219,235	1,256,687
Net worth (farm and nonfarm)	3,248,484	3,347,728	3,925,253	3,936,352	2,571,715	2,759,104
Net worth excluding deferreds	3,304,740	3,402,560	4,037,765	4,046,015	2,571,715	2,759,104
Net worth change		99,244		11,099		187,389
Percent net worth change		3 %		0 %		7 %
Ratio Analysis						
Current farm liabilities / assets	34 %	35 %	35 %	41 %	32 %	31 %
Intermediate farm liab. / assets	14 %	14 %	12 %	11 %	17 %	16 %
Long term farm liab. / assets	22 %	21 %	10 %	12 %	39 %	36 %
Total debt to asset ratio	22 %	21 %	16 %	16 %	30 %	28 %
Debt to assets excl deferreds	20 %	20 %	13 %	14 %	30 %	28 %

Table 42

Statement Of Cash Flows
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Beginning cash (farm & nonfarm)	74,630	127,392	21,868
Cash Provided By Operating Activities			
Gross cash farm income	845,973	685,372	1,006,575
Total cash farm expense	-676,573	-521,061	-832,084
Net cash from hedging transactions	2,596	844	4,348
Cash provided by operating	171,997	165,156	178,838
Cash Provided By Investing Activities			
Sale of breeding livestock	-	-	-
Sale of machinery & equipment	3,865	7,373	357
Sale of titled vehicles	-	-	-
Sale of farm land	-	-	-
Sale of farm buildings	-	-	-
Sale of other farm assets	9,967	10,806	9,128
Sale of nonfarm assets	194	-	389
Purchase of breeding livestock	-2,469	-3,428	-1,511
Purchase of machinery & equip.	-73,551	-51,023	-96,079
Purchase of titled vehicles	-2,020	-4,040	-
Purchase of farm land	-28,180	-56,360	-
Purchase of farm buildings	-39,165	-64,290	-14,041
Purchase of other farm assets	-6,134	-3,709	-8,559
Purchase of nonfarm assets	-4,514	-8,895	-133
Cash provided by investing	-142,007	-173,565	-110,449
Cash Provided By Financing Activities			
Money borrowed	326,777	345,211	308,344
Principal payments	-308,745	-301,668	-315,822
Personal income	25,215	38,242	12,188
Family living/owner withdrawals	-66,073	-48,956	-83,190
Income and social security tax	-13,888	-24,322	-3,454
Capital contributions	15,133	5,686	24,580
Capital distributions	-	-	-
Dividends paid	-	-	-
Cash gifts and inheritances	1,695	3,333	57
Gifts given	-	-	-
Other cash flows	-	-	-
Cash provided by financing	-19,886	17,526	-57,298
Net change in cash balance	10,104	9,116	11,091
Ending cash (farm & nonfarm)	84,730	136,501	32,959
Discrepancy	4	7	1

Table 43

Financial Standards Measures
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Liquidity			
Current ratio	2.82	2.44	3.18
Working capital	442,077	337,854	546,300
Working capital to gross inc	53.2 %	55.4 %	51.9 %
Solvency (market)			
Farm debt to asset ratio	23 %	18 %	28 %
Farm equity to asset ratio	77 %	82 %	72 %
Farm debt to equity ratio	0.30	0.22	0.40
Profitability (cost)			
Rate of return on farm assets	2.4 %	-2.4 %	7.8 %
Rate of return on farm equity	1.5 %	-4.2 %	10.2 %
Operating profit margin	7.9 %	-11.2 %	19.1 %
Net farm income	92,123	-16,913	201,159
EBITDA	192,244	93,526	290,962
Repayment Capacity			
Capital debt repayment capacity	130,522	54,987	206,057
Capital debt repayment margin	21,130	-62,948	105,208
Replacement margin	-30,726	-111,021	49,569
Term debt coverage ratio	1.19	0.47	2.04
Replacement coverage ratio	0.81	0.33	1.32
Efficiency			
Asset turnover rate (cost)	30.4 %	21.2 %	40.7 %
Operating expense ratio	76.9 %	84.7 %	72.3 %
Depreciation expense ratio	7.8 %	14.7 %	3.8 %
Interest expense ratio	4.2 %	3.5 %	4.7 %
Net farm income ratio	11.1 %	-2.8 %	19.1 %

Table 44

Operator and Labor Information
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Operator Information			
Average number of operators	1.7	1.6	1.8
Average age of operators	53.3	51.4	54.9
Average number of years farming	27.3	24.0	30.1
Results Per Operator			
Working capital	265,246	217,192	307,294
Total assets (market)	2,554,822	3,019,726	2,148,031
Total liabilities	546,185	489,214	596,035
Net worth (market)	2,008,637	2,530,512	1,551,996
Net worth excl deferred liabs	2,041,536	2,601,010	1,551,996
Gross farm income	498,452	391,992	591,605
Total farm expense	443,178	402,864	478,453
Net farm income from operations	55,274	-10,873	113,152
Net nonfarm income	15,129	24,584	6,856
Family living & tax withdrawals	47,442	45,961	48,737
Total acres owned	380.2	548.1	233.4
Total crop acres	546.6	591.2	507.7
Crop acres owned	184.4	202.8	168.3
Crop acres cash rented	360.2	384.1	339.4
Crop acres share rented	2.0	4.3	-
Total pasture acres	5.5	11.9	-
Labor Analysis			
Number of farms	23	11	11
Total unpaid labor hours	3,813	2,459	5,167
Total hired labor hours	5,486	1,810	9,162
Total labor hours per farm	9,299	4,269	14,329
Unpaid hours per operator	2,288	1,581	2,906
Value of farm production / hour	82.47	132.51	67.56
Net farm income / unpaid hour	24.16	-6.88	38.93
Average hourly hired labor wage	16.31	28.23	13.89
Partnerships & LLCs			
Number of farms	10	4	6
Number of operators	2.2	-	2.2
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-

Table 45

Financial Summary
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Income Statement			
Gross cash farm income	845,973	685,372	1,006,575
Total cash farm expense	676,573	521,061	832,084
Net cash farm income	169,401	164,311	174,490
Inventory change	-12,409	-91,841	67,022
Depreciation	-64,868	-89,384	-40,353
Net farm income from operations	92,123	-16,913	201,159
Gain or loss on capital sales	-	-	-
Average net farm income	92,123	-16,913	201,159
Median net farm income	57,732	-27,939	177,521
Profitability (cost)			
Rate of return on assets	2.4 %	-2.4 %	7.8 %
Rate of return on equity	1.5 %	-4.2 %	10.2 %
Operating profit margin	7.9 %	-11.2 %	19.1 %
Asset turnover rate	30.4 %	21.2 %	40.7 %
Profitability (market)			
Rate of return on assets	2.2 %	-1.2 %	6.2 %
Rate of return on equity	1.7 %	-2.1 %	6.8 %
Operating profit margin	11.1 %	-9.0 %	22.9 %
Asset turnover rate	19.8 %	13.5 %	27.0 %
Liquidity & Repayment (end of year)			
Current assets	684,805	573,178	796,431
Current liabilities	242,727	235,324	250,131
Current ratio	2.82	2.44	3.18
Working capital	442,077	337,854	546,300
Working capital to gross inc	53.2 %	55.4 %	51.9 %
Term debt coverage ratio	1.19	0.47	2.04
Replacement coverage ratio	0.81	0.33	1.32
Term debt to EBITDA	3.11	4.02	2.82
Solvency (end of year at cost)			
Number of farms	23	11	11
Total assets	2,774,545	2,987,056	2,562,035
Total liabilities	855,477	651,336	1,059,617
Net worth	1,919,069	2,335,720	1,502,417
Net worth change	69,326	-11,285	149,937
Farm debt to asset ratio	33 %	24 %	43 %
Total debt to asset ratio	31 %	22 %	41 %
Change in earned net worth %	4 %	0 %	11 %
Solvency (end of year at market)			
Number of farms	23	11	11
Total assets	4,258,037	4,697,351	3,818,722
Total liabilities	910,308	761,000	1,059,617
Net worth	3,347,728	3,936,352	2,759,104
Total net worth change	99,244	11,099	187,389
Farm debt to asset ratio	23 %	18 %	28 %
Total debt to asset ratio	21 %	16 %	28 %
Change in total net worth %	3 %	0 %	7 %
Nonfarm Information			
Net nonfarm income	25,215	38,242	12,188
Crop Acres			
Total crop acres	911	920	903
Total crop acres owned	307	315	299
Total crop acres cash rented	600	597	603
Total crop acres share rented	3	7	-
Machinery value per crop acre	958	986	931

Table 46

Summary Farm Income Statement
2014 MI Cash Grain (800 to 1199 acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 50%	High 50%
Number of farms	23	11	11
Crop sales	527,039	492,339	561,739
Crop inventory change	-24,400	-59,792	10,992
Gross crop income	502,640	432,548	572,731
Livestock sales	154,226	118,848	189,603
Livestock inventory change	-16,097	-18,930	-13,263
Gross livestock income	138,129	99,918	176,340
Government payments	2,687	5,126	248
Other cash farm income	162,021	69,058	254,985
Change in accounts receivable	25,169	19,903	30,434
Gain or loss on hedging accounts	959	-577	2,495
Change in other assets	-1,208	-5,551	3,135
Gain or loss on breeding lvst	356	-10,661	11,373
Gross farm income	830,753	609,765	1,051,741
Cash operating expenses	640,157	500,292	780,021
Change in prepaids and supplies	6,483	11,476	1,490
Change in growing crops	242	2,385	-1,901
Change in accounts payable	-8,373	2,086	-18,832
Depreciation	64,868	89,384	40,353
Total operating expense	703,377	605,622	801,133
Interest paid	36,416	20,769	52,063
Change in accrued interest	-1,163	287	-2,613
Total interest expense	35,253	21,055	49,450
Total expenses	738,630	626,678	850,582
Net farm income from operations	92,123	-16,913	201,159
Gain or loss on capital sales	-	-	-
Net farm income	92,123	-16,913	201,159

D) Average of 29 Cash Grain Farms, 1200 plus acres Farms

Table 47 Crop Production and Marketing Summary			
2014 MI Cash Grain (1200 + acre Farms)			
(Farms Sorted By Rate of Return on Assets - Mkt)			
	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Acreage Summary			
Total acres owned	827	586	1,151
Total crop acres	1,828	2,034	1,717
Crop acres owned	670	393	1,023
Crop acres cash rented	1,158	1,642	694
Crop acres share rented	-	-	-
Total pasture acres	-	-	-
Percent crop acres owned	37 %	19 %	60 %
Mach invest/crop acre cost	604	763	496
Mach invest/crop acre market	772	763	753
Average Price Received (Cash Sales Only)			
Corn per bushel	4.12	3.87	-
Soybeans per bushel	11.92	11.79	-
Wheat, Winter per bushel	6.08	-	-
Straw per ton	44.16	-	-
Average Yield Per Acre			
Soybeans (bushel)	47.32	-	-

Table 48

Farm Income Statement
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Cash Farm Income			
Alfalfa Seed	26,736	115,855	-
Beans, Green	15,545	12,225	47,261
Beans, Light Red Kidney	2,258	-	-
Beans, Navy	19,486	-	72,378
Beans, Pinto	560	-	2,080
Cordwood	25	108	-
Corn	471,566	517,079	257,850
Corn Silage	3,117	13,507	-
Corn, Seed	196,460	402,130	162,103
Cucumbers	26,063	-	45,806
Hay, Alfalfa	10,290	10,940	28,843
Hay, Grass	194	839	-
Hay, Mixed	5,539	1,482	19,302
Haylage, Alfalfa	591	2,560	-
Haylage, Mixed	23,162	-	86,030
Oats	373	1,618	-
Potatoes	30,485	-	-
Soybeans	276,084	409,179	176,987
Straw	10,008	5,926	31,722
Sugar Beets	18,021	-	1,711
Wheat, Spring	1,255	2,783	2,276
Wheat, Winter	39,164	76,005	34,646
Beef Cow-Calf, Beef Calves	2,808	12,170	-
Beef Finishing	19,696	12,258	-
Dairy Heifers (for sale)	1,109	-	4,120
Dairy Replacement Heifers	12,429	-	-
Dairy Finishing	3,180	-	11,810
Goats, Dairy, Goat Milk	40	-	147
Goats, Dairy, Goats	569	2,467	-
Hogs, Farrow To Finish, Raised Hog	116,894	-	23,995
Hogs, Feeder Pig Prod, Feeder Pigs	2,813	-	1,084
Hogs, Finish Feeder Pigs	92,588	-	343,897
Sheep, Market Lamb Prod, Mkt Lambs	754	1,431	1,573
Dairy Feeder	13,358	53,864	3,446
Dairy Backgrounding	1,269	5,500	-
Cull breeding livestock	12,408	2,014	-
Misc. livestock income	1,849	11	-
Crop government payments	1,814	509	-
CRP payments	6,224	-	22,948
Other government payments	1,396	239	-
Custom work income	47,966	56,899	87,864
Patronage dividends, cash	4,099	2,814	1,202
Crop insurance income	8,828	-	15,461

Property insurance income	5,033	99	5,786
Sale of resale items	1,579	-	4,790
Contract livestock income	2,538	11,000	-
Other farm income	63,720	10,594	143,083
Gross Cash Farm Income	1,601,940	1,744,103	1,640,200

Table 48

Farm Income Statement (continued)
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Cash Farm Expense			
Seed	116,970	142,036	85,422
Fertilizer	188,610	194,125	142,249
Crop chemicals	78,750	131,232	50,230
Crop insurance	21,025	33,145	12,812
Drying expense	12,832	3,835	6,980
Irrigation energy	6,544	13,217	7,691
Crop packaging and supplies	4,485	-	14,445
Crop utilities	192	-	-
Crop hauling and trucking	7,430	2,821	48
Crop marketing	4,848	5,853	1,163
Crop miscellaneous	3,758	11,780	368
Consultants	207	-	-
Feeder livestock purchase	49,749	39,780	121,996
Purchased feed	71,866	4,611	94,127
Breeding fees	699	234	-
Veterinary	6,253	258	5,607
Livestock supplies	10,182	12,195	15,575
Livestock marketing	5,453	877	17,123
Bedding	183	-	678
Interest	48,873	63,699	30,543
Packaging and supplies	1,954	-	7,256
Supplies	484	-	1,582
Fuel & oil	85,599	104,993	94,639
Repairs	96,088	140,172	100,405
Repair, machinery	21,331	4,191	-
Repair, livestock equip	355	1,538	-
Custom hire	38,951	65,684	19,970
Repair, buildings	3,524	-	4,212
Repair, irrigation equip	1,686	7,267	-
Hired labor	79,727	109,288	72,625
Land rent	176,053	255,788	182,714
Machinery leases	16,584	13,510	32,276
Building leases	5,091	-	18,716
Real estate taxes	14,845	23,607	16,384
Personal property taxes	2,404	-	1,536
Farm insurance	28,541	27,147	24,363
Utilities	31,552	28,652	25,265
Hauling and trucking	87	-	321
Dues & professional fees	8,070	9,415	9,068
Miscellaneous	20,346	11,120	34,859
Total cash expense	1,272,179	1,462,068	1,253,248
Net cash farm income	329,762	282,034	386,952

Inventory Changes			
Prepays and supplies	-18,209	-13,917	-12,043
Accounts receivable	26,144	20,872	16,009
Hedging accounts	4,982	6,753	-644
Other current assets	4,568	5,280	10,188
Crops and feed	-66,672	-215,691	51,006
Market livestock	20,208	10,249	51,864
Breeding livestock	189	30	146
Other assets	-1,577	10,046	-10,083
Accounts payable	10,604	-15,444	49,084
Accrued interest	5,149	11,273	4,536
Total inventory change	-14,615	-180,549	160,062
Net operating profit	315,147	101,486	547,014
Depreciation			
Machinery and equipment	-91,633	-109,853	-93,179
Titled vehicles	-3,673	-11,049	-
Buildings and improvements	-18,233	-17,678	-19,368
Total depreciation	-113,539	-138,581	-112,547
Net farm income from operations	201,607	-37,095	434,468
Gain or loss on capital sales	-	-	-
Net farm income	201,607	-37,095	434,468

Table 49

Inventory Changes
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Net cash farm income	329,762	282,034	386,952
Crops and Feed			
Ending inventory	811,900	851,176	608,186
Beginning inventory	878,571	1,066,867	557,181
Inventory change	-66,672	-215,691	51,006
Market Livestock			
Ending inventory	119,613	40,190	266,228
Beginning inventory	99,406	29,941	214,364
Inventory change	20,208	10,249	51,864
Accts Receivable			
Ending inventory	97,721	64,006	204,787
Beginning inventory	71,577	43,134	188,778
Inventory change	26,144	20,872	16,009
Prepaid Expenses and Supplies			
Ending inventory	159,622	184,823	97,372
Beginning inventory	177,832	198,740	109,415
Inventory change	-18,209	-13,917	-12,043
Hedging Activities			
Ending inventory	3,922	1,667	9,235
Withdrawals	5,217	8,441	-200
Beginning inventory	3,773	3,355	8,251
Deposits	385	-	1,429
Gain or loss	4,982	6,753	-644
Other Current Assets			
Ending inventory	31,697	27,394	55,874
Beginning inventory	27,129	22,114	45,687
Inventory change	4,568	5,280	10,188
Breeding Livestock			
Ending inventory	42,638	13,250	76,675
Capital sales	219	230	-
Beginning inventory	41,647	11,183	76,429
Capital purchases	1,021	2,267	100
Depreciation, capital adjust	189	30	146
Other Capital Assets			
Ending inventory	152,152	93,231	389,417
Capital sales	4,525	15,964	-
Beginning inventory	150,874	73,794	394,929
Capital purchases	7,379	25,355	4,571
Depreciation, capital adjust	-1,577	10,046	-10,083
Accounts Payable			
Beginning inventory	54,844	34,476	146,042
Ending inventory	44,241	49,920	96,958
Inventory change	10,604	-15,444	49,084
Accrued Interest			
Beginning inventory	16,968	16,905	17,618
Ending inventory	11,820	5,632	13,081
Inventory change	5,149	11,273	4,536
Total inventory change	-14,615	-180,549	160,062
Net operating profit	315,147	101,486	547,014

Table 50

Depreciation
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Net operating profit	315,147	101,486	547,014
Machinery and Equipment			
Ending inventory	1,096,597	1,521,792	891,056
Capital sales	14,455	23,058	23,214
Beginning inventory	1,060,566	1,526,831	788,937
Capital purchases	142,119	127,873	218,512
Depreciation, capital adjust.	-91,633	-109,853	-93,179
Titled Vehicles			
Ending inventory	23,466	23,633	11,586
Capital sales	991	3,959	-
Beginning inventory	26,284	33,642	11,586
Capital purchases	1,846	5,000	-
Depreciation, capital adjust.	-3,673	-11,049	-
Buildings and Improvements			
Ending inventory	382,378	279,769	306,754
Capital sales	-	-	-
Beginning inventory	332,591	241,707	277,056
Capital purchases	68,021	55,740	49,066
Depreciation, capital adjust.	-18,233	-17,678	-19,368
Total depreciation, capital adj.	-113,539	-138,581	-112,547
Net farm income from operations	201,607	-37,095	434,468
Gain or loss on capital sales	-	-	-
Net farm income	201,607	-37,095	434,468

Table 51

Profitability Measures
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Profitability (assets valued at cost)			
Net farm income from operations	201,607	-37,095	434,468
Rate of return on assets	3.9 %	-2.2 %	9.7 %
Rate of return on equity	4.3 %	-5.7 %	14.0 %
Operating profit margin	10.4 %	-5.8 %	23.9 %
Asset turnover rate	37.6 %	37.9 %	40.6 %
Farm interest expense	43,724	52,425	26,006
Value of operator lbr and mgmt.	93,652	103,450	93,571
Return on farm assets	151,679	-88,120	366,903
Average farm assets	3,894,456	4,047,189	3,774,302
Return on farm equity	107,956	-140,545	340,896
Average farm equity	2,524,073	2,466,060	2,428,802
Value of farm production	1,463,899	1,531,971	1,533,627
	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Profitability (assets valued at market)			
Net farm income from operations	255,339	-37,095	572,847
Rate of return on assets	3.5 %	-1.7 %	8.7 %
Rate of return on equity	3.6 %	-3.8 %	10.8 %
Operating profit margin	14.0 %	-5.8 %	32.9 %
Asset turnover rate	25.2 %	28.9 %	26.4 %
Farm interest expense	43,724	52,425	26,006
Value of operator lbr and mgmt.	93,652	103,450	93,571
Return on farm assets	205,411	-88,120	505,282
Average farm assets	5,809,162	5,301,181	5,801,187
Return on farm equity	161,687	-140,545	479,276
Average farm equity	4,438,779	3,720,053	4,455,686
Value of farm production	1,463,899	1,531,971	1,533,627

Table 52

Liquidity & Repayment Capacity Measures
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Liquidity			
Current ratio	2.30	1.78	1.99
Working capital	748,641	557,724	662,410
Working capital to gross inc	47.2 %	35.4 %	37.9 %
Current assets	1,323,987	1,272,450	1,333,281
Current liabilities	575,346	714,726	670,870
Gross revenues (accrual)	1,585,513	1,576,363	1,749,750
Repayment capacity			
Net farm income from operations	201,607	-37,095	434,468
Depreciation	113,539	138,581	112,547
Personal income	51,315	3,606	54,440
Family living/owner withdrawals	-140,641	-119,788	-150,048
Cash discrepancy	1	0	6
Payments on personal debt	-2,347	-	-439
Income taxes paid	-19,986	-2,760	-16,405
Interest on term debt	39,794	41,981	44,469
Capital debt repayment capacity	243,282	24,526	479,032
Scheduled term debt payments	-155,975	-200,416	-132,131
Capital debt repayment margin	87,306	-175,890	346,901
Cash replacement allowance	-79,239	-50,776	-75,626
Replacement margin	8,067	-226,666	271,275
Term debt coverage ratio	1.56	0.12	3.63
Replacement coverage ratio	1.03	0.10	2.31

Table 53

Balance Sheet at Cost Values
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms		Low 25%		High 25%	
Number of farms	29		7		7	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	82,137	96,099	135,517	103,194	68,469	78,925
Prepaid expenses & supplies	177,832	159,622	198,740	184,823	109,415	97,372
Growing crops	23,288	27,558	22,114	27,394	35,934	44,870
Accounts receivable	71,577	97,721	43,134	64,006	188,778	204,787
Hedging accounts	3,773	3,922	3,355	1,667	8,251	9,235
Crops held for sale or feed	881,983	808,488	1,066,867	851,176	569,853	595,514
Crops under government loan	0	6,824	0	0	0	25,345
Market livestock held for sale	99,406	119,613	29,941	40,190	214,364	266,228
Other current assets	3,841	4,140	0	0	9,752	11,004
Total current farm assets	1,343,836	1,323,987	1,499,668	1,272,450	1,204,817	1,333,281
Intermediate Farm Assets						
Breeding livestock	41,647	42,638	11,183	13,250	76,429	76,675
Machinery and equipment	1,060,566	1,096,597	1,526,831	1,521,792	788,937	891,056
Titled vehicles	26,284	23,466	33,642	23,633	11,586	11,586
Other intermediate assets	24,554	25,260	14,152	24,894	59,192	53,680
Total intermediate farm assets	1,153,050	1,187,961	1,585,808	1,583,570	936,143	1,032,997
Long Term Farm Assets						
Farm land	884,973	926,925	736,713	766,713	893,042	893,042
Buildings and improvements	332,591	382,378	241,707	279,769	277,056	306,754
Other long-term assets	126,320	126,892	59,643	68,337	335,737	335,737
Total long-term farm assets	1,343,884	1,436,195	1,038,063	1,114,819	1,505,835	1,535,533
Total Farm Assets	3,840,770	3,948,143	4,123,539	3,970,839	3,646,794	3,901,810
Total Nonfarm Assets	347,256	372,396	209,235	252,934	326,288	331,871
Total Assets	4,188,026	4,320,538	4,332,773	4,223,773	3,973,082	4,233,681
Liabilities						
Current Farm Liabilities						
Accrued interest	16,968	11,820	16,905	5,632	17,618	13,081
Accounts payable	54,844	44,241	34,476	49,920	146,042	96,958
Current notes	268,673	394,417	355,383	509,645	287,996	455,325
Government crop loans	0	0	0	0	0	0
Principal due on term debt	116,182	124,869	158,434	149,529	87,662	105,505
Total current farm liabilities	456,667	575,346	565,199	714,726	539,319	670,870
Total intermediate farm liabs	279,622	225,973	413,369	364,222	311,354	229,100
Total long term farm liabilities	621,753	581,404	601,024	503,719	512,198	428,159
Total farm liabilities	1,358,043	1,382,724	1,579,591	1,582,666	1,362,871	1,328,130
Total nonfarm liabilities	50,244	50,473	0	5,167	63,603	68,189
Total liabilities	1,408,286	1,433,197	1,579,591	1,587,833	1,426,475	1,396,318
Net worth (farm and nonfarm)	2,779,739	2,887,341	2,753,182	2,635,941	2,546,608	2,837,363
Net worth change		107,602		-117,242		290,755
Percent net worth change		4 %		-4 %		11 %
Ratio Analysis						
Current farm liabilities / assets	34 %	43 %	38 %	56 %	45 %	50 %
Intermediate farm liab. / assets	24 %	19 %	26 %	23 %	33 %	22 %
Long term farm liab. / assets	46 %	40 %	58 %	45 %	34 %	28 %
Total debt to asset ratio	34 %	33 %	36 %	38 %	36 %	33 %

Table 54

Balance Sheet at Market Values
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of		Low 25%		High 25%	
	All Farms					
Number of farms	29		7		7	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Assets						
Current Farm Assets						
Cash and checking balance	82,137	96,099	135,517	103,194	68,469	78,925
Prepaid expenses & supplies	177,832	159,622	198,740	184,823	109,415	97,372
Growing crops	23,288	27,558	22,114	27,394	35,934	44,870
Accounts receivable	71,577	97,721	43,134	64,006	188,778	204,787
Hedging accounts	3,773	3,922	3,355	1,667	8,251	9,235
Crops held for sale or feed	881,983	808,488	1,066,867	851,176	569,853	595,514
Crops under government loan	0	6,824	0	0	0	25,345
Market livestock held for sale	99,406	119,613	29,941	40,190	214,364	266,228
Other current assets	3,841	4,140	0	0	9,752	11,004
Total current farm assets	1,343,836	1,323,987	1,499,668	1,272,450	1,204,817	1,333,281
Intermediate Farm Assets						
Breeding livestock	21,406	42,684	11,183	13,250	1,100	76,675
Machinery and equipment	1,356,074	1,406,668	1,526,831	1,521,792	1,189,336	1,335,732
Titled vehicles	30,011	30,120	33,642	23,633	25,429	36,300
Other intermediate assets	25,177	25,884	14,152	24,894	61,508	55,996
Total intermediate farm assets	1,432,668	1,505,356	1,585,808	1,583,570	1,277,372	1,504,702
Long Term Farm Assets						
Farm land	2,449,649	2,501,173	1,990,706	2,020,706	2,434,819	2,441,962
Buildings and improvements	376,941	431,381	241,707	279,769	354,732	385,190
Other long-term assets	125,516	127,818	59,643	68,337	332,749	332,749
Total long-term farm assets	2,952,106	3,060,371	2,292,056	2,368,811	3,122,300	3,159,901
Total Farm Assets	5,728,609	5,889,714	5,377,531	5,224,831	5,604,489	5,997,884
Total Nonfarm Assets	471,081	495,589	433,774	479,140	443,536	449,119
Total Assets	6,199,691	6,385,303	5,811,305	5,703,971	6,048,025	6,447,003
Liabilities						
Current Farm Liabilities						
Accrued interest	16,968	11,820	16,905	5,632	17,618	13,081
Accounts payable	54,844	44,241	34,476	49,920	146,042	96,958
Current notes	268,673	394,417	355,383	509,645	287,996	455,325
Government crop loans	0	0	0	0	0	0
Principal due on term debt	116,182	124,869	158,434	149,529	87,662	105,505
Total current farm liabilities	456,667	575,346	565,199	714,726	539,319	670,870
Total intermediate farm liabs	279,622	225,973	413,369	364,222	311,354	229,100
Total long term farm liabilities	621,753	581,404	601,024	503,719	512,198	428,159
Total farm liabilities	1,358,043	1,382,724	1,579,591	1,582,666	1,362,871	1,328,130
Total nonfarm liabilities	50,244	50,473	0	5,167	63,603	68,189
Total liabs excluding deferreds	1,408,286	1,433,197	1,579,591	1,587,833	1,426,475	1,396,318
Total deferred liabilities	0	0	0	0	0	0
Total liabilities	1,408,286	1,433,197	1,579,591	1,587,833	1,426,475	1,396,318
Retained earnings	2,779,739	2,887,341	2,753,182	2,635,941	2,546,608	2,837,363
Market valuation equity	2,011,665	2,064,765	1,478,532	1,480,198	2,074,943	2,213,322
Net worth (farm and nonfarm)	4,791,404	4,952,106	4,231,714	4,116,139	4,621,550	5,050,685
Net worth excluding deferreds	4,791,404	4,952,106	4,231,714	4,116,139	4,621,550	5,050,685
Net worth change		160,702		-115,575		429,135
Percent net worth change		3 %		-3 %		9 %
Ratio Analysis						
Current farm liabilities / assets	34 %	43 %	38 %	56 %	45 %	50 %
Intermediate farm liab. / assets	20 %	15 %	26 %	23 %	24 %	15 %
Long term farm liab. / assets	21 %	19 %	26 %	21 %	16 %	14 %
Total debt to asset ratio	23 %	22 %	27 %	28 %	24 %	22 %
Debt to assets excl deferreds	23 %	22 %	27 %	28 %	24 %	22 %

Table 55

Statement Of Cash Flows
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Beginning cash (farm & nonfarm)	96,407	135,517	68,469
Cash Provided By Operating Activities			
Gross cash farm income	1,601,940	1,744,103	1,640,200
Total cash farm expense	-1,272,179	-1,462,068	-1,253,248
Net cash from hedging transactions	4,832	8,441	-1,629
Cash provided by operating	334,594	290,476	385,323
Cash Provided By Investing Activities			
Sale of breeding livestock	219	230	-
Sale of machinery & equipment	13,965	23,058	21,393
Sale of titled vehicles	991	3,959	-
Sale of farm land	-	-	-
Sale of farm buildings	-	-	-
Sale of other farm assets	4,525	15,964	-
Sale of nonfarm assets	369	-	-
Purchase of breeding livestock	-1,021	-2,267	-100
Purchase of machinery & equip.	-142,119	-127,873	-218,512
Purchase of titled vehicles	-1,846	-5,000	-
Purchase of farm land	-46,890	-30,055	-7,143
Purchase of farm buildings	-68,021	-55,740	-49,066
Purchase of other farm assets	-7,379	-25,355	-4,571
Purchase of nonfarm assets	-6,246	-5,364	-
Cash provided by investing	-253,454	-208,442	-257,999
Cash Provided By Financing Activities			
Money borrowed	592,797	629,097	541,209
Principal payments	-553,782	-625,191	-522,773
Personal income	51,315	3,606	54,440
Family living/owner withdrawals	-140,641	-119,788	-150,048
Income and social security tax	-17,178	-2,593	-6,119
Capital contributions	1,271	-	4,722
Capital distributions	-10,803	-	-40,125
Dividends paid	-	-	-
Cash gifts and inheritances	464	513	-
Gifts given	0	0	-
Other cash flows	-	-	-
Cash provided by financing	-76,557	-114,357	-118,695
Net change in cash balance	4,583	-32,323	8,629
Ending cash (farm & nonfarm)	101,481	103,194	78,925
Discrepancy	-1	0	-6

Table 56

Financial Standards Measures
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Liquidity			
Current ratio	2.30	1.78	1.99
Working capital	748,641	557,724	662,410
Working capital to gross inc	47.2 %	35.4 %	37.9 %
Solvency (market)			
Farm debt to asset ratio	23 %	30 %	22 %
Farm equity to asset ratio	77 %	70 %	78 %
Farm debt to equity ratio	0.31	0.43	0.28
Profitability (cost)			
Rate of return on farm assets	3.9 %	-2.2 %	9.7 %
Rate of return on farm equity	4.3 %	-5.7 %	14.0 %
Operating profit margin	10.4 %	-5.8 %	23.9 %
Net farm income	201,607	-37,095	434,468
EBITDA	358,871	153,911	573,021
Repayment Capacity			
Capital debt repayment capacity	243,282	24,526	479,032
Capital debt repayment margin	87,306	-175,890	346,901
Replacement margin	8,067	-226,666	271,275
Term debt coverage ratio	1.56	0.12	3.63
Replacement coverage ratio	1.03	0.10	2.31
Efficiency			
Asset turnover rate (cost)	37.6 %	37.9 %	40.6 %
Operating expense ratio	77.4 %	90.2 %	67.3 %
Depreciation expense ratio	7.2 %	8.8 %	6.4 %
Interest expense ratio	2.8 %	3.3 %	1.5 %
Net farm income ratio	12.7 %	-2.4 %	24.8 %

Table 57

Operator and Labor Information
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Operator Information			
Average number of operators	1.7	1.8	1.7
Average age of operators	54.0	55.0	56.4
Average number of years farming	27.6	28.2	31.3
Results Per Operator			
Working capital	452,666	304,213	386,406
Total assets (market)	3,860,881	3,111,257	3,760,752
Total liabilities	866,584	866,090	814,519
Net worth (market)	2,994,297	2,245,167	2,946,233
Net worth excl deferred liabs	2,994,297	2,245,167	2,946,233
Gross farm income	958,682	859,834	1,020,687
Total farm expense	836,780	880,068	767,248
Net farm income from operations	121,902	-20,234	253,439
Net nonfarm income	31,028	1,967	31,757
Family living & tax withdrawals	97,122	66,844	97,094
Total acres owned	499.7	319.5	671.6
Total crop acres	1,105.4	1,109.6	1,001.8
Crop acres owned	405.0	214.2	596.8
Crop acres cash rented	700.4	895.4	404.9
Crop acres share rented	-	-	-
Total pasture acres	-	-	-
Labor Analysis			
Number of farms	29	7	7
Total unpaid labor hours	4,424	4,219	6,064
Total hired labor hours	5,293	6,356	7,391
Total labor hours per farm	9,716	10,574	13,454
Unpaid hours per operator	2,675	2,301	3,537
Value of farm production / hour	150.66	144.88	113.99
Net farm income / unpaid hour	45.58	-8.79	71.65
Average hourly hired labor wage	16.24	17.78	11.83
Partnerships & LLCs			
Number of farms	15	5	3
Number of operators	2.1	2.0	-
Owner withdrawals per farm	-	-	-
Withdrawals per operator	-	-	-

Table 58

Financial Summary
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Income Statement			
Gross cash farm income	1,601,940	1,744,103	1,640,200
Total cash farm expense	1,272,179	1,462,068	1,253,248
Net cash farm income	329,762	282,034	386,952
Inventory change	-14,615	-180,549	160,062
Depreciation	-113,539	-138,581	-112,547
Net farm income from operations	201,607	-37,095	434,468
Gain or loss on capital sales	-	-	-
Average net farm income	201,607	-37,095	434,468
Median net farm income	169,570	5,714	470,952
Profitability (cost)			
Rate of return on assets	3.9 %	-2.2 %	9.7 %
Rate of return on equity	4.3 %	-5.7 %	14.0 %
Operating profit margin	10.4 %	-5.8 %	23.9 %
Asset turnover rate	37.6 %	37.9 %	40.6 %
Profitability (market)			
Rate of return on assets	3.5 %	-1.7 %	8.7 %
Rate of return on equity	3.6 %	-3.8 %	10.8 %
Operating profit margin	14.0 %	-5.8 %	32.9 %
Asset turnover rate	25.2 %	28.9 %	26.4 %
Liquidity & Repayment (end of year)			
Current assets	1,323,987	1,272,450	1,333,281
Current liabilities	575,346	714,726	670,870
Current ratio	2.30	1.78	1.99
Working capital	748,641	557,724	662,410
Working capital to gross inc	47.2 %	35.4 %	37.9 %
Term debt coverage ratio	1.56	0.12	3.63
Replacement coverage ratio	1.03	0.10	2.31
Term debt to EBITDA	2.51	6.59	1.44
Solvency (end of year at cost)			
Number of farms	29	7	7
Total assets	4,320,538	4,223,773	4,233,681
Total liabilities	1,433,197	1,587,833	1,396,318
Net worth	2,887,341	2,635,941	2,837,363
Net worth change	107,602	-117,242	290,755
Farm debt to asset ratio	35 %	40 %	34 %
Total debt to asset ratio	33 %	38 %	33 %
Change in earned net worth %	4 %	-4 %	11 %
Solvency (end of year at market)			
Number of farms	29	7	7
Total assets	6,385,303	5,703,971	6,447,003
Total liabilities	1,433,197	1,587,833	1,396,318
Net worth	4,952,106	4,116,139	5,050,685
Total net worth change	160,702	-115,575	429,135
Farm debt to asset ratio	23 %	30 %	22 %
Total debt to asset ratio	22 %	28 %	22 %
Change in total net worth %	3 %	-3 %	9 %
Nonfarm Information			
Net nonfarm income	51,315	3,606	54,440
Crop Acres			
Total crop acres	1,828	2,034	1,717
Total crop acres owned	670	393	1,023
Total crop acres cash rented	1,158	1,642	694
Total crop acres share rented	-	-	-
Machinery value per crop acre	772	763	753

Table 59

Summary Farm Income Statement
2014 MI Cash Grain (1200 + acre Farms)
(Farms Sorted By Rate of Return on Assets - Mkt)

	Avg. Of All Farms	Low 25%	High 25%
Number of farms	29	7	7
Crop sales	1,176,980	1,572,234	968,993
Crop inventory change	-66,672	-215,691	51,006
Gross crop income	1,110,308	1,356,543	1,019,999
Livestock sales	267,510	87,701	390,072
Livestock inventory change	20,208	10,249	51,864
Gross livestock income	287,717	97,950	441,936
Government payments	9,434	747	22,948
Other cash farm income	148,017	83,421	258,186
Change in accounts receivable	26,144	20,872	16,009
Gain or loss on hedging accounts	4,982	6,753	-644
Change in other assets	-1,278	10,046	-8,831
Gain or loss on breeding lvst	189	30	146
Gross farm income	1,585,513	1,576,363	1,749,750
Cash operating expenses	1,223,306	1,398,370	1,222,705
Change in prepaids and supplies	18,209	13,917	12,043
Change in growing crops	-4,269	-5,280	-8,936
Change in accounts payable	-10,604	15,444	-49,084
Depreciation	113,539	138,581	112,547
Total operating expense	1,340,182	1,561,032	1,289,276
Interest paid	48,873	63,699	30,543
Change in accrued interest	-5,149	-11,273	-4,536
Total interest expense	43,724	52,425	26,006
Total expenses	1,383,905	1,613,457	1,315,282
Net farm income from operations	201,607	-37,095	434,468
Gain or loss on capital sales	-	-	-
Net farm income	201,607	-37,095	434,468