

Northeast

**2008
Nebraska
Farm & Ranch
Annual
Report**

**In cooperation with Nebraska Farm Business, Inc., the University of Nebraska—
Lincoln and Nebaskaland Farm & Ranch Management Education Program.**



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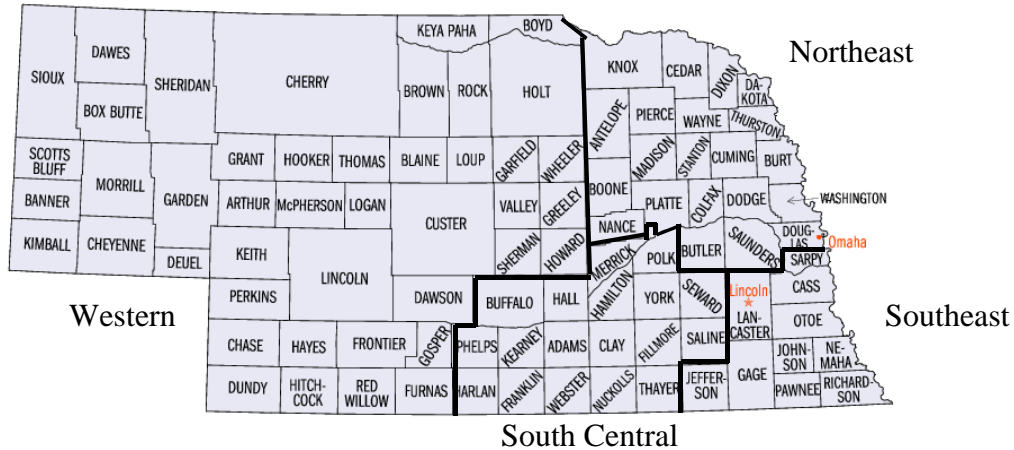
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Regional Comments

When driving across Nebraska, it doesn't take long to see the incredibly diverse landscape and farming practices. It also doesn't take long when working with production agriculture to know the profitability and financial outlook of operations are incredibly diverse across the state. In an effort to provide more detailed educational and resource materials, four books have been published that detail the average financial situation of members in each of the four regions. Each book contains details on one region followed by general information about the other three.

The counties are split into the following four regions:



These regions were selected for differences in farming practices such as irrigation potential versus dry land, special opportunities such as seed corn contracts, and other historical differences. The Western region covers a very large territory, and although there are vast differences within this area, it cannot be broken down any further due to limited number of operations. If you would like to order other books, please contact us at (402) 464-6324, or order from our website: www.nfbi.net.

NFBI Contact Information

Tina Barrett, Executive Director
Gary Bredensteiner, Farm Financial Consultant
Jim Stewart, Farm Financial Consultant
Anthony Barrett, Farm Financial Consultant
Michelle Greenlee, Farm Financial Consultant
Bonita Schuster, Farm Business Assistant
Carol Talcott, Farm Business Assistant

Email: tina@nfbi.net
 Email: gary@nfbi.net
 Email: jim@nfbi.net
 Email: anthony@nfbi.net
 Email: michelle@nfbi.net
 Email: bonita@nfbi.net
 Email: carol@nfbi.net

Nebraska Farm Business, Inc.
 3815 Touzalin Ave, Suite 105
 Lincoln, NE 68507
 Phone: (402) 464-NFBI (6324)
 Fax: (402) 464-6355

Nebraska Farm Business, Inc.
 Gage County Extension Office
 1115 West Scott
 Beatrice, NE 68310
 Phone: (402) 223-1384
 Fax: (402) 223-1370

Table 1: Northeast - Summary Information, 2008

Farm Income

Gross Cash Farm Income	\$733,123
Inventory Change - Income Items	14,546
Gross Revenue	\$747,669
Cash Farm Operating Expenses	\$536,199
Interest Expense	20,603
Depreciation	51,531
Total Farm Expense	\$608,333
Net Accrual Farm Income From Operations	\$139,336

Net Worth Change

Net Farm Income	(+) \$139,336
Personal Income	(+) 420,551
Family Living/Owner Withdrawals	(-) 58,794
Income & Social Security Tax	(-) 13,653
Market Value Adjustment	(+) \$392,921
Earned Net Worth Change	(=) \$94,519
Ending Net Worth *	\$1,187,349

*Please note land values are not adjusted so the Net Worth reported is a true, earned net worth.

Farm Financial Standards Measures

	<u>Beginning</u>	<u>Ending</u>
<u>Liquidity</u>		
Current Ratio	3.32	3.52
Working Capital	\$395,060	\$420,551
Working Capital to Gross Income		56.9%
<u>Solvency (Market)</u>		
Debt to Asset Ratio	27%	25%
Debt to Equity Ratio	37%	34%
<u>Profitability (Cost)</u>		
Rate of Return on Assets		10.1%
Rate of Return on Equity		11.9%
Operating Profit Margin		20.5%
EBIDTA		\$214,107
<u>Efficiency</u>		
Asset Turnover Rate (Cost)		49.0%
Operating Expense Ratio		71.0%
Depreciation Ratio		7.0%
Interest Expense Ratio		2.8%
Net Farm Income Ratio		19.3%

Term Debt Coverage

Replacement Margin	105,920
Term Debt Coverage Ratio	7.26
Replacement Coverage Ratio	3.83

Table 2A: Northeast - Gross Cash Farm Income, 2008

	<u>Average Of All Farms</u>	<u>Average Of Low 33%</u>	<u>Average Of High 33%</u>
Crop Income			
Corn	256,384	186,147	364,720
Seed Corn	6,708	4,481	14,403
Soybeans	184,383	181,058	260,446
Wheat	8,886	10,299	14,261
Hay Crops	2,744	3,362	2,738
Grain Sorghum	0	0	0
White Corn	78	0	207
Sugar Beets	0	0	0
Great Northern Beans	0	0	0
Miscellaneous Crop Income	418	0	313
Total Crop Income	\$459,601	\$385,347	\$657,088
Livestock and Product Income			
Beef Finishing	135,790	111,716	236,378
Beef Calves	27,744	18,867	14,453
Background Beef	10,978	17,250	0
Farrow-to-Finish, Hogs	6,011	20,297	0
Finish Feeder Pigs	908	0	2,420
Dairy, Milk	31,451	0	83,869
Cull Breeding Livestock	7,850	3,314	7,135
Contract Livestock Income	0	0	0
Miscellaneous Livestock Income	742	0	943
Total Livestock Income	\$221,474	\$171,444	\$345,198
Other Farm Income			
LDP Payments	0	0	0
Direct & CC Gov't Payments	18,326	15,333	25,709
CRP & Other Gov't Payments	1,079	1,415	814
Custom Work	5,234	1,559	7,017
Patronage Dividends, Cash	3,870	1,253	6,083
Insurance Income	13,831	7,529	23,156
Other Miscellaneous Farm Income	9,708	11,205	12,341
Total Other Farm Income	\$52,048	\$38,294	\$75,120
Gross Cash Farm Income	\$733,123	\$595,085	\$1,077,406

Table 2B: Northeast - Gross Cash Farm Expenses, 2008

	Average Of All Farms	Average Of Low 33%	Average Of High 33%
Crop Expense			
Seed	50,220	48,486	68,644
Fertilizer	66,143	43,172	108,166
Crop Chemicals	32,887	25,837	48,220
Crop Insurance	16,782	16,637	23,360
Drying Fuel & Storage Expense	2,264	2,248	3,212
Irrigation Energy	11,312	2,886	19,930
Irrigation Repairs	3,758	1,992	7,672
Crop Marketing	896	1,708	531
Crop Miscellaneous	8,440	7,979	11,642
CCC Buyback	0	0	0
Total Crop Expense	\$192,702	\$150,945	\$291,377
Livestock Expense			
Feeder Livestock Purchases	81,271	33,636	147,851
Purchased Feed	51,452	89,664	57,895
Breeding Fees	1,472	578	2,863
Veterinary	4,979	2,200	9,549
Livestock Supplies	0	0	0
Livestock Repairs	1,104	1,225	1,055
Livestock Leases	0	0	0
Grazing Fees	5,449	8,138	2,298
Livestock Marketing	805	188	1,942
Livestock Custom Hire	2,923	2,080	5,946
Total Livestock Expense	\$149,455	\$137,709	\$229,399
Other Farm Expense			
Interest	20,603	21,210	24,741
Fuel and Oil	30,076	28,116	39,890
Repairs	37,188	39,713	49,095
Custom Hire	6,289	8,292	7,574
Hired Labor	18,578	4,931	39,685
Land Rent	67,793	40,098	128,201
Machinery and Building Lease	2,996	865	7,197
Real Estate Taxes	9,308	5,678	10,363
Personal Property Taxes	1,717	921	2,951
Farm Insurance	7,995	6,217	9,525
Utilities	5,473	4,647	7,493
Dues and Professional Fees	2,777	3,256	2,876
Miscellaneous	3,852	2,534	3,096
Total Other Cash Farm Expense	\$214,645	\$166,478	\$332,687
Total Cash Operating Expense	\$556,802	\$455,132	\$853,463
Summary			
Gross Cash Farm Income (Table 2A)	\$733,123	\$595,085	\$1,077,406
- Total Cash Operating Expense	\$556,802	\$455,132	\$853,463
= Net Cash Farm Income	\$176,321	\$139,953	\$223,943

Table 3A: Northeast - Inventory Changes & Depreciation, 2008

	Average Of All Farms	Average Of Low 33%	Average Of High 33%
Net Cash Farm Income	\$176,320	\$139,948	\$223,939
Crops and Feed			
Ending Inventory	382,492	286,109	578,025
Beginning Inventory	374,157	355,162	506,016
Inventory Change	8,335	-69,053	72,009
Market Livestock			
Ending Inventory	102,006	31,801	177,196
Beginning Inventory	101,003	70,809	147,755
Inventory Change	1,003	-39,008	29,441
Accounts Receivable			
Ending Inventory	5,818	5,666	11,109
Beginning Inventory	1,575	4,584	487
Inventory Change	4,243	1,082	10,622
Prepaid Expenses and Supplies			
Ending Inventory	40,864	17,901	71,040
Beginning Inventory	29,702	14,892	41,998
Inventory Change	11,162	3,009	29,042
Hedging Activities			
Ending Inventory	7,800	8,594	10,927
Withdrawals	20,192	32,916	25,243
Beginning Inventory	9,406	17,853	9,371
Deposits	21,142	37,838	20,539
Gain or Loss	-2,556	-14,181	6,260
Other Current Assets			
Ending Inventory	583	0	1,556
Beginning Inventory	157	0	278
Inventory Change	426	0	1,278
Breeding Livestock			
Ending Inventory	18,448	44,306	3,323
Capital Sales	773	1,170	8
Beginning Inventory	12,686	26,137	4,597
Capital Purchases	12,620	32,575	736
Depreciation & Capital Adjustments	-6,085	-13,236	-2,002
Other Capital Assets			
Ending Inventory	28,077	22,099	42,591
Capital Sales	1,993	886	2,529
Beginning Inventory	24,134	21,647	32,773
Capital Purchases	5,039	0	11,825
Depreciation & Capital Adjustments	897	1,338	522

Table 3B: Northeast - Inventory Changes & Depreciation, 2008 (cont.)

	<u>Average Of All Farms</u>	<u>Average Of Low 33%</u>	<u>Average Of High 33%</u>
Accounts Payable			
Beginning Inventory	8,923	5,487	17,207
Ending Inventory	9,164	0	22,935
Inventory Change	-241	5,487	-5,728
Accrued Interest			
Beginning Inventory	7,057	4,897	9,920
Ending Inventory	9,695	6,175	15,703
Inventory Change	-2,638	-1,278	-5,783
Total Inventory Change	14,546	-125,840	135,661
Net Operating Profit	190,866	14,108	359,600
Machinery and Equipment			
Ending Inventory	137,605	99,611	204,050
Capital Sales	1,124	0	853
Beginning Inventory	105,332	66,435	163,558
Capital Purchases	77,189	65,280	106,025
Depreciation & Capital Adjustments	-43,792	-32,104	-64,680
Titled Vehicles			
Ending Inventory	7,163	6,573	8,392
Capital Sales	0	0	0
Beginning Inventory	6,575	6,138	4,580
Capital Purchases	4,165	3,341	6,284
Depreciation & Capital Adjustments	-3,577	-2,906	-2,472
Buildings and Improvements			
Ending Inventory	30,848	19,417	35,255
Capital Sales	0	0	0
Beginning Inventory	27,096	18,841	37,384
Capital Purchases	7,914	2,902	3,788
Depreciation & Capital Adjustments	-4,162	-2,326	-5,917
Total Depreciation & Capital Adjustments	-\$51,531	-\$37,336	-\$73,069
Net Farm Income from Operations	\$139,335	-\$23,228	\$286,531
Gain or Loss on Capital Sales	\$3,067	\$5,421	\$1,265
Net Farm Income	\$142,402	-\$17,807	\$287,796

Table 4: Northeast - Profitability Analysis At Cost Value, 2008

	Average Of <u>All Farms</u>	Average Of <u>Low 33 %</u>	Average Of <u>High 33%</u>
Profitability			
Net Farm Income from Operations	\$139,335	-\$23,228	\$286,531
Rate of Return on Assets	10.1%	-4.8%	18.2%
Rate of Return on Equity	11.9%	-11.9%	25.2%
Operating Profit Margin	20.5%	-10.8%	28.5%
Asset Turnover Rate	49.0%	44.2%	63.8%
Farm Interest Expense	\$23,242	\$22,488	\$30,524
Value of Operator Labor & Mgt.	\$37,962	\$36,000	\$35,259
Return on Farm Assets	\$124,614	-\$36,741	\$281,797
Average Farm Assets	\$1,238,740	\$766,946	\$1,552,165
Return on Farm Equity	\$101,373	-\$59,229	\$251,273
Average Farm Equity	\$854,222	\$496,056	\$996,066
Value of Farm Production	\$606,661	\$338,723	\$989,791

Table 5: Northeast - Profitability Analysis At Market Value, 2008

	Average Of <u>All Farms</u>	Average Of <u>Low 33 %</u>	Average Of <u>High 33 %</u>
Profitability			
Net Farm Income from Operations	\$141,969	-\$22,861	\$284,832
Rate of Return on Assets	8.0%	-3.6%	13.8%
Rate of Return on Equity	8.7%	-7.9%	17.0%
Operating Profit Margin	21.0%	-10.7%	28.3%
Asset Turnover Rate	38.3%	33.5%	48.9%
Farm Interest Expense	\$23,242	\$22,488	\$30,524
Value of Operator Labor & Mgt.	\$37,962	\$36,000	\$35,259
Return on Farm Assets	\$127,249	-\$36,373	\$280,097
Average Farm Assets	\$1,581,920	\$1,011,760	\$2,022,843
Return on Farm Equity	\$104,007	-\$58,861	\$249,573
Average Farm Equity	\$1,197,402	\$740,870	\$1,466,744
Value of Farm Production	\$606,661	\$338,723	\$989,791

Table 6: Northeast - Liquidity & Repayment Capacity Measures, 2008

		Average of <u>All Farms</u>	Average Of <u>Low 33%</u>	Average Of <u>High 33%</u>
Liquidity				
Current Ratio		3.52	2.46	4.83
Working Capital		420,551	240,553	698,939
Working Capital to Gross Income		56.9%	52.1%	58.5%
Current Assets		587,498	405,368	881,456
Current Liabilities		166,946	164,815	182,517
Gross Revenues (Accrual)		\$739,384	\$462,023	\$1,195,538
Repayment Capacity				
Net Farm Income From Operations		\$139,335	-\$23,229	\$286,532
Depreciation	(+)	51,531	37,337	73,070
Personal Income	(+)	24,557	38,588	12,693
Family Living/Owner Withdrawals	(-)	58,794	44,101	73,624
Payments on Personal Debt	(-)	808	947	262
Income Taxes Paid	(-)	13,653	13,554	12,354
Interest on Term Debt	(+)	1,151	4,637	-4,837
Capital Debt Repayment Capacity	(=)	\$143,319	-\$1,269	\$281,218
Scheduled Term Debt Payments	(-)	19,745	15,675	27,858
Capital Debt Repayment Margin	(=)	\$123,574	-\$16,944	\$253,360
Cash Replacement Allowance	(-)	17,654	14,398	21,303
Replacement Margin	(=)	\$105,920	-\$31,342	\$232,057
Term Debt Coverage Ratio		7.26	-0.08	10.09
Replacement Coverage Ratio		3.83	-0.04	5.72



Table 7A: Northeast - Balance Sheet - Assets at Cost Value, 2008

	Average Of All Farms		Average Of Low 33 %		Average Of High 33%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Current Farm Assets						
Cash and Checking Accounts	28,956	38,571	39,876	51,620	21,282	24,349
Prepaid Expenses & Supplies	30,173	40,901	14,892	17,901	41,998	71,040
Growing Crops	159	609	0	0	278	1,556
Accounts Receivable	1,643	6,071	4,584	5,666	487	11,109
Hedging Accounts	9,814	8,139	17,853	8,594	9,371	10,927
Crops Held for Sale or Feed	366,485	396,924	351,485	289,786	498,761	585,280
Crops Under Government Loan	24,326	0	13,283	0	28,109	0
Market Livestock Held for Sale	103,655	103,568	70,809	31,801	147,755	177,196
Other Current Assets	5	0	0	0	0	0
Total Current Farm Assets	\$565,216	\$594,783	\$512,782	\$405,368	\$748,041	\$881,457
Intermediate Farm Assets						
Breeding Livestock	12,957	19,023	26,137	44,306	4,597	3,323
Machinery and Equipment	108,165	141,921	66,435	99,611	163,558	204,050
Titled Vehicles	6,861	7,474	6,138	6,573	4,580	8,392
Other Intermediate Assets	24,678	28,793	19,989	20,441	32,773	42,591
Total Intermediate Farm Assets	\$152,661	\$197,211	\$118,699	\$170,931	\$205,508	\$258,356
Long Term Farm Assets						
Farm Land	314,836	350,770	142,278	148,190	430,960	520,971
Buildings and Improvements	27,147	31,326	18,841	19,417	37,384	35,255
Other Long Term Assets	504	504	1,658	1,658	0	0
Total Long Term Farm Assets	\$342,487	\$382,600	\$162,777	\$169,265	\$468,344	\$556,226
Total Farm Assets	\$1,060,364	\$1,174,594	\$794,258	\$745,564	\$1,421,893	\$1,696,039
Non-Farm Assets	165,442	203,499	229,876	302,845	154,338	176,591
Total Farm & Non-Farm Assets	\$1,225,806	\$1,378,093	\$1,024,134	\$1,048,409	\$1,576,231	\$1,872,630

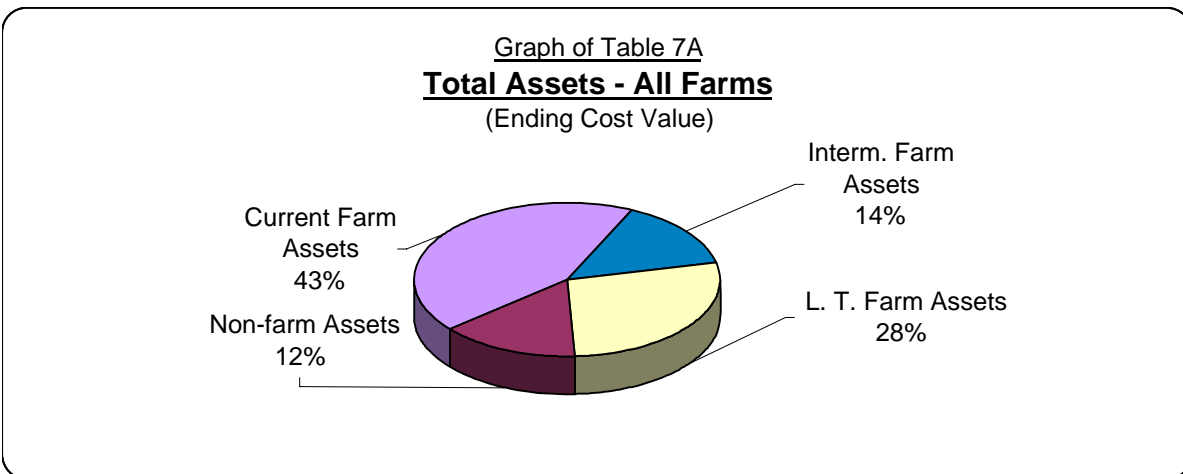


Table 7B: Northeast - Balance Sheet - Liabilities at Cost Value, 2008

	Average Of All Farms		Average Of Low 33 %		Average Of High 33%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Current Farm Liabilities						
Accrued Interest	7,369	10,117	4,914	6,175	9,920	15,703
Accounts Payable	8,864	9,563	5,487	0	17,207	22,935
Current Notes	123,252	129,725	141,922	135,256	114,836	109,699
Government Crop Loans	11,269	0	5,911	0	13,600	0
Principle Due on Term Debt	19,402	24,800	11,038	23,383	32,695	34,180
Total Current Farm Liabilities	\$170,156	\$174,205	\$169,272	\$164,814	\$188,258	\$182,517
Intermediate Farm Liabilities	\$84,178	\$108,531	\$30,446	\$63,774	\$131,767	\$153,500
Long Term Farm Liabilities	\$124,955	\$147,126	\$63,229	\$56,172	\$199,327	\$270,429
Total Farm Liabilities	\$379,289	\$429,862	\$262,947	\$284,760	\$519,352	\$606,446
Non-Farm Liabilities	6,957	22,354	12,158	56,689	3,473	4,313
Total Liabilities	\$386,246	\$452,216	\$275,105	\$341,449	\$522,825	\$610,759
Net Worth (Farm & Non-Farm)	\$839,560	\$925,877	\$749,029	\$706,960	\$1,053,406	\$1,261,871
Net Worth Change (Cost Value)		\$86,317		-\$42,069		\$208,465

Ratio Analysis

Current Farm Liabilities / Assets	30%	29%	33%	41%	25%	21%
Interm Farm Liab. / Assets	55%	55%	26%	37%	64%	59%
Long Term Farm Liab. / Assets	36%	38%	39%	33%	43%	49%
Total Debt to Asset Ratio	32%	33%	27%	33%	33%	33%

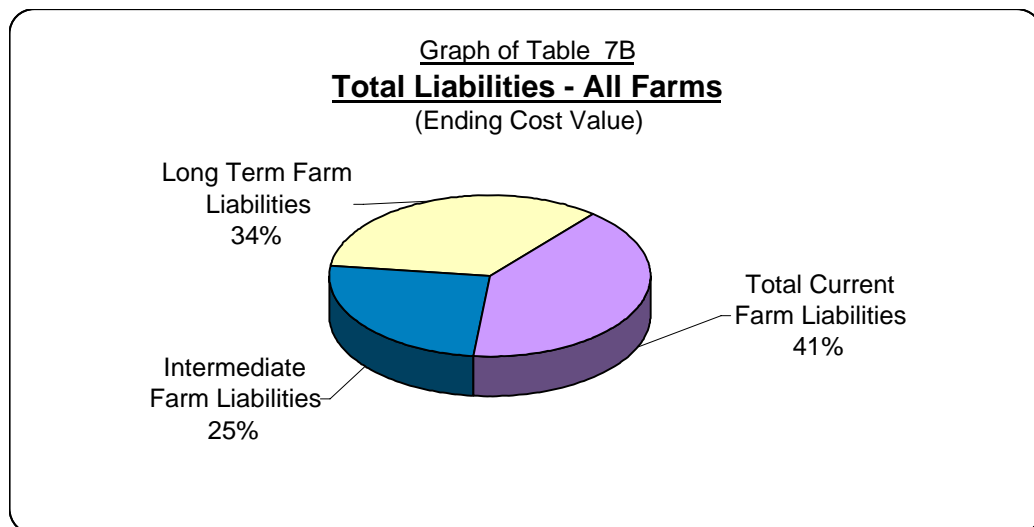


Table 8A: Northeast - Balance Sheet - Assets at Market Value, 2008

	Average Of All Farms		Average Of Low 33 %		Average Of High 33%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Current Farm Assets						
Cash and Checking Balance	28,956	38,571	39,876	51,620	21,282	24,349
Prepaid Expenses & Supplies	30,173	40,901	14,892	17,901	41,998	71,040
Growing Crops	159	609	0	0	278	1,556
Accounts Receivable	1,643	6,071	4,584	5,666	487	11,109
Hedging Accounts	9,814	8,139	17,853	8,594	9,371	10,927
Crops Held for Sale or Feed	366,485	396,924	351,485	289,786	498,761	585,280
Crops Under Government Loan	24,326	0	13,283	0	28,109	0
Market Livestock Held for Sale	103,655	103,568	70,809	31,801	147,755	177,196
Other Current Assets	5	0	0	0	0	0
Total Current Farm Assets	\$565,216	\$594,783	\$512,782	\$405,368	\$748,041	\$881,457
Intermediate Farm Assets						
Breeding Livestock	37,147	42,785	33,476	46,830	30,207	27,884
Machinery and Equipment	263,925	308,908	179,312	215,856	382,324	443,395
Titled Vehicles	7,540	9,998	9,266	11,285	600	540
Other Intermediate Assets	37,091	41,204	60,419	60,871	32,773	42,591
Total Intermediate Farm Assets	\$345,703	\$402,895	\$282,473	\$334,842	\$445,904	\$514,410
Long Term Farm Assets						
Farm Land	416,738	447,301	200,215	206,128	603,404	676,912
Buildings and Improvements	63,092	66,867	41,760	42,567	88,373	85,772
Other Long Term Assets	3,517	3,367	1,658	1,658	7,699	7,314
Total Long Term Farm Assets	\$483,347	\$517,535	\$243,633	\$250,353	\$699,476	\$769,998
Total Farm Assets	\$1,394,266	\$1,515,213	\$1,038,888	\$990,563	\$1,893,421	\$2,165,865
Non-Farm Assets	179,329	218,871	232,315	305,367	185,284	211,768
Total Farm & Non-Farm Assets	\$1,573,595	\$1,734,084	\$1,271,203	\$1,295,930	\$2,078,705	\$2,377,633

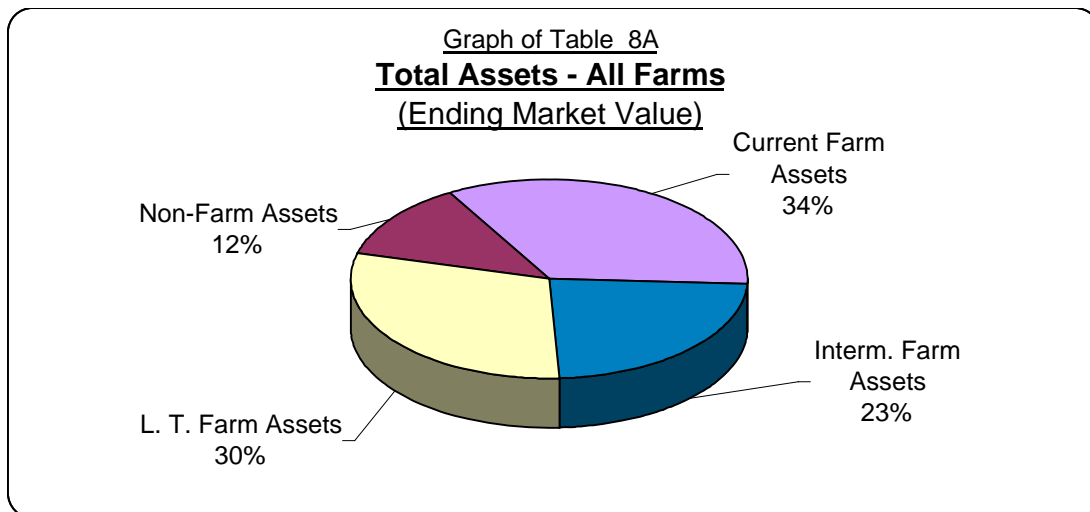


Table 8B: Northeast - Balance Sheet - Liabilities at Market Value, 2008

	Average Of All Farms		Average Of Low 33 %		Average Of High 33%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Current Farm Liabilities						
Accrued Interest	7,369	10,117	4,914	6,175	9,920	15,703
Accounts Payable	8,864	9,563	5,487	0	17,207	22,935
Current Notes	123,252	129,725	141,922	135,256	114,836	109,699
Government Crop Loans	11,269	0	5,911	0	13,600	0
Principle Due on Term Debt	19,402	24,800	11,038	23,383	32,695	34,180
Total Current Farm Liabilities	\$170,156	\$174,205	\$169,272	\$164,814	\$188,258	\$182,517
Intermediate Farm Liabilities	\$84,178	\$108,531	\$30,446	\$63,774	\$131,767	\$153,500
Long Term Farm Liabilities	\$124,955	\$147,126	\$63,229	\$56,172	\$199,327	\$270,429
Total Farm Liabilities	\$379,289	\$429,862	\$262,947	\$284,760	\$519,352	\$606,446
Non-Farm Liabilities	6,957	22,354	12,158	56,689	3,473	4,313
Total Deferred Liabilities	N/A	N/A	N/A	N/A	N/A	N/A
Total Farm & Non-Farm Liabilities	\$386,246	\$452,216	\$275,105	\$341,449	\$522,825	\$610,759
Net Worth (Farm and Non-Farm)	\$1,187,349	\$1,281,868	\$996,098	\$954,481	\$1,555,880	\$1,766,874
Net Worth Change (Market Value)		\$94,519		-\$41,617		\$210,994

Ratio Analysis

Current Farm Liabilities / Assets	30%	29%	33%	41%	25%	21%
Interm Farm Liab. / Assets	24%	27%	11%	19%	30%	30%
Long Term Farm Liab. / Assets	26%	28%	26%	22%	28%	35%
Total Debt to Asset Ratio	25%	26%	22%	26%	25%	26%

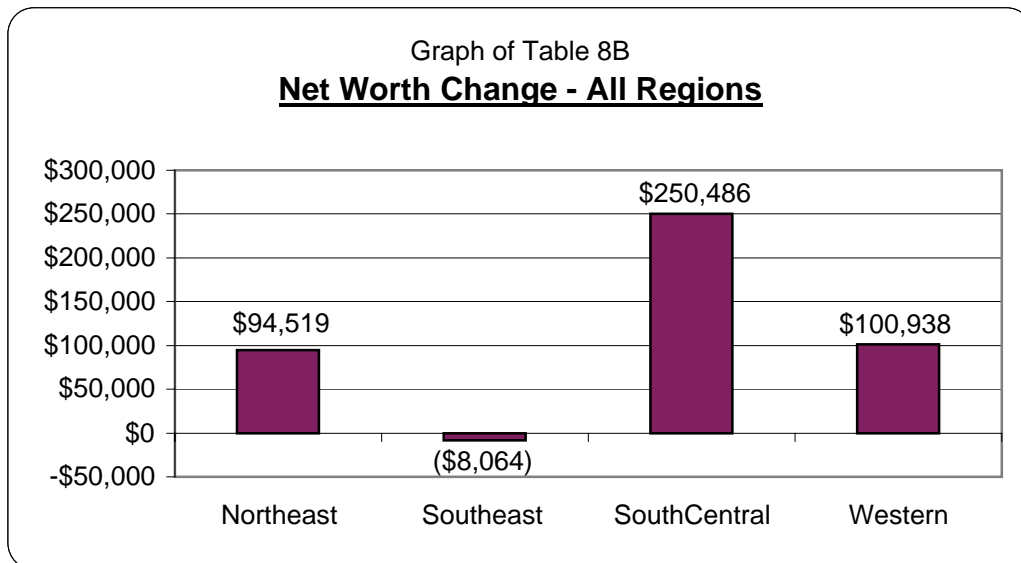


Table 9: Northeast - Statement of Cash Flows, 2008

		Average Of All Farms	Average Of Low 33%	Average Of High 33%
(A) Beginning Cash Balance (Farm & Non-Farm)		\$69,239	\$122,817	\$44,969
Cash From Operating Activities				
Gross Cash Farm Income	(+)	733,123	595,085	1,077,406
Total Cash Farm Expense	(-)	556,802	455,132	853,463
Net Cash from Hedging Transactions	(+)	-951	-4,922	4,704
(B) Net Cash From Operating Activities	(=)	\$175,370	\$135,031	\$228,647
Cash From Investing Activities				
Sale of Breeding Livestock	(+)	1,140	1,388	2
Sale of Machinery & Equipment	(+)	3,460	5,203	2,125
Sale of Titled Vehicles	(+)	0	0	0
Sale of Farm Land	(+)	1,406	0	0
Sale of Farm Buildings	(+)	0	0	0
Sale of Other Farm Assets	(+)	1,993	886	2,529
Sale of Non-Farm Assets	(+)	3,210	424	7,201
Purchase of Breeding Livestock	(-)	12,620	32,575	736
Purchase of Machinery & Equip.	(-)	77,189	65,280	106,025
Purchase of Titled Vehicles	(-)	4,165	3,341	6,284
Purchase of Farm Land	(-)	35,574	6,241	90,010
Purchase of Farm Buildings	(-)	7,914	2,902	3,788
Purchase of Other Farm Assets	(-)	5,039	0	11,825
Purchase of Non-Farm Assets	(-)	29,094	58,749	22,523
(C) Net Cash From Investing Activities	(=)	-\$160,386	-\$161,187	-\$229,334
Cash From Financing Activities				
Money Borrowed	(+)	506,142	518,012	687,385
Principle Payments	(-)	439,437	441,575	597,457
Personal Income	(+)	24,557	38,588	12,693
Family Living/Owner Withdrawals	(-)	58,794	44,101	73,624
Income and Social Security Tax	(-)	13,653	13,554	12,354
Capital Contributions	(+)	0	0	0
Capital Distributions	(-)	0	0	0
Dividends Paid	(-)	9,646	0	12
Cash Gifts and Inheritances	(+)	710	127	1,567
Gifts Given	(-)	0	0	0
(D) Net Cash From Financing Activities	(=)	\$9,879	\$57,497	\$18,198
(E) Net Change In Cash Balance (B+C+D)		\$24,863	\$31,341	\$17,511
(F) Ending Cash Balance (A+E)		\$94,102	\$154,158	\$62,480

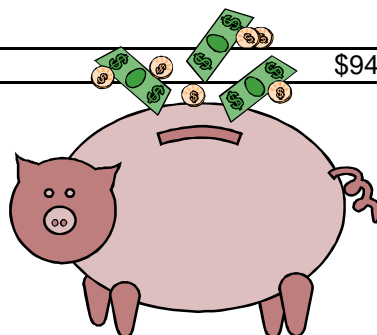


Table 10: Northeast - Financial Guideline Measures, 2008

	Average Of <u>All Farms</u>	Average Of <u>Low 33%</u>	Average Of <u>High 33%</u>
Liquidity			
Current Ratio	3.52	2.46	4.83
Working Capital	\$420,551	\$240,553	\$698,939
Working Capital to Gross Income	56.9%	52.1%	58.5%
Solvency (Market)			
Debt to Asset Ratio	25%	29%	28%
Equity to Asset Ratio	75%	71%	72%
Debt to Equity Ratio	0.34	0.40	0.39
Profitability (Cost)			
Rate of Return on Assets	10.1%	-4.8%	18.2%
Rate of Return on Equity	11.9%	-11.9%	25.2%
Operating Profit Margin	20.5%	-10.8%	28.5%
Net Farm Income	\$142,402	-\$17,808	\$287,797
EBIDTA	\$214,107	\$36,596	\$390,126
Repayment Capacity			
Capital Debt Repayment Capacity	143,319	-1,269	281,218
Capital Debt Repayment Margin	123,574	-16,945	253,360
Replacement Margin	105,920	-31,343	232,057
Term Debt Coverage Ratio	7.26	-0.08	10.09
Replacement Coverage Ratio	3.83	-0.04	5.72
Efficiency			
Asset Turnover Rate (Cost)	49.0%	44.2%	63.8%
Operating Expense Ratio	71.0%	92.1%	67.4%
Depreciation Expense Ratio	7.0%	8.1%	6.1%
Interest Expense Ratio	2.8%	4.6%	2.1%
Net Farm Income Ratio	19.3%	-3.9%	24.1%

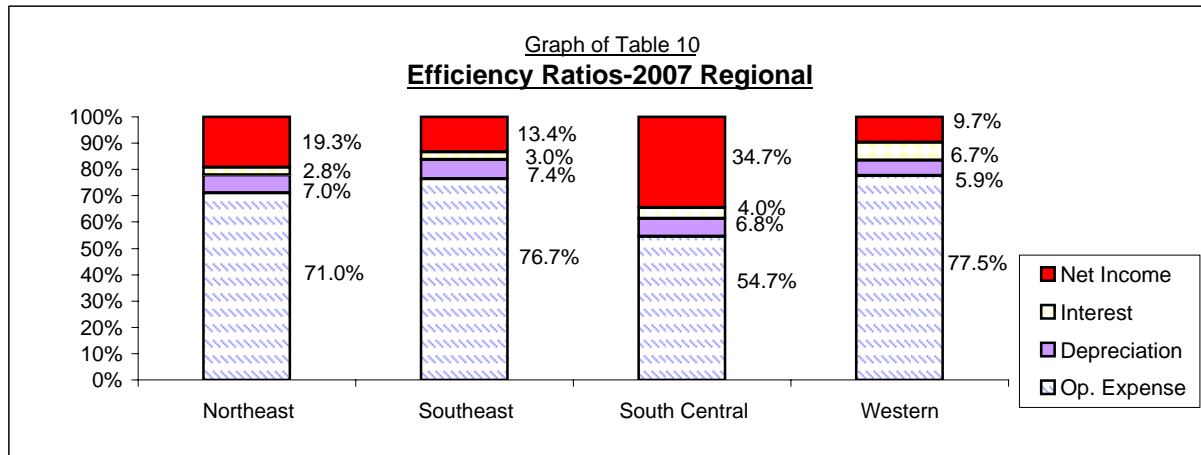


Table 11: Northeast - Household and Personal Expense, 2008

	Average Of All Farms
Average Family Size	2.8
Family Living Expense	
Food and Meals Expense	6,287
Medical Care	4,439
Health Insurance	5,017
Cash Donations	1,853
Household Supplies	3,380
Clothing	1,626
Personal Care	1,305
Child / Dependent Care	273
Alimony & Child Support	0
Gifts	2,097
Education	2,314
Recreation	2,479
Utilities (Household Share)	2,001
Non-Farm Vehicle Operating Expense	5,414
Household Real Estate Taxes	182
Dwelling Rent	0
Household Repairs	5,496
Non-Farm Interest	1,144
Disability/Long Term Care Ins.	377
Life Insurance Payments	2,845
Non-Farm Property Insurance	168
Miscellaneous	14,199
Total Cash Family Living Expense	\$62,896
Family Living from the Farm	549
Total Family Living Expense **	\$63,445
Other Non-Farm Expense	
Income Taxes	11,789
Furnishing & Appliance Purchases	0
Non-Farm Vehicle Purchases	6,991
Non-Farm Real Estate Purchases	38,000
Other Non-Farm Capital Purchases	2,040
Non-Farm Savings & Investments	21,659
Total Other Non-Farm Expense	\$80,479
Total Cash Family Living, Investment & Non-Farm Capital Purchases	\$143,375

** Includes only farms that provided detailed family living expenses.



Table 12: Northeast - Operator Information and Non-Farm Summary, 2008

	Average Of All Farms	Average Of Low 33%	Average Of High 33%
Operator Information			
Average Number of Operators	1.2	1.0	1.4
Average Age of Operators	53.1	57.9	51.7
Average Number of Years Farming	30.3	31.6	30.2

Non-Farm Income

Personal Wages & Salary	12,136	15,119	8,010
Net Non-Farm Business Income	3,814	11,900	915
Personal Rental Income	1,226	2,801	625
Personal Interest Income	2,567	5,804	1,429
Non-Farm Cash Dividends	742	112	1
Tax Refunds	1,340	1,776	576
Gifts and Inheritances	710	127	1,567
Other Non-Farm Income	2,732	1,076	1,137
Total Non-Farm Income	\$25,267	\$38,715	\$14,260

Non-Farm Assets (Market Value)

Checking & Savings	54,408	102,530	38,128
Stocks & Bonds	2,295	6,025	1,057
Other Current Assets	8,793	10,564	15,067
Furniture & Appliances	3,779	3,845	6,969
Non-Farm Vehicles	12,269	6,617	18,971
Cash Value of Life Ins.	20,771	6,232	30,219
Retirement Accounts	51,180	61,847	56,061
Other Interm. Assets	3,410	6,513	3,833
Non-Farm Real Estate	46,032	88,336	35,710
Personal Business Investment	0	0	0
Other Long Term Assets	6,815	12,857	5,752
Total Non-Farm Assets	\$209,752	\$305,366	\$211,767

Non-Farm Liabilities

Accrued Interest	98	104	113
Accounts Payable	8	0	0
Current Notes	3,662	9,956	2,000
Princ Due on Term Debt	938	643	280
Total Current Liabilities	4,706	10,703	2,393
Intermediate Liabilities	1,493	0	1,919
Long Term Liabilities	15,223	45,987	0
Total Non-Farm Liabilities	\$21,422	\$56,690	\$4,312

Non-Farm Net Worth	\$188,330	\$248,676	\$207,455
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Non-Farm Debt to Asset Ratio	10%	19%	2%
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Table 13: Northeast - Comparison By Age of Operator, 2008

	Average Of All Farms	41-50	51-60	Over 60
Income Statement				
Crop Income	459,601	609,146	405,222	436,826
Livestock Income	221,474	427,472	191,360	194,075
Government Payments	19,405	25,647	18,433	18,794
Other Farm Income	32,643	22,817	35,339	33,481
Gross Cash Farm Income	\$733,123	\$1,085,082	\$650,354	\$683,176
Direct Crop Expenses	192,702	260,206	173,092	189,137
Direct Livestock Expenses	149,455	332,064	84,710	129,766
Interest	20,603	34,461	13,290	20,194
Land Rent	67,793	95,071	40,726	56,365
Other Farm Expenses	126,249	136,727	147,719	127,208
Total Cash Farm Expense	\$556,802	\$858,529	\$459,537	\$522,670
Net Cash Farm Income	176,321	226,553	190,817	160,506
Inventory Change	14,546	31,902	23,909	-12,429
Depreciation and Capital Adj.	-51,531	-54,981	-65,353	-42,722
Net Farm Income From Operations	139,336	203,474	149,373	105,355
Gain or Loss on Capital Sales	3,067	5,465	6,735	1,261
Net Farm Income	\$142,403	\$208,939	\$156,108	\$106,616
Profitability (Cost Value)				
Rate of Return on Assets	10.1%	14.6%	11.4%	5.6%
Rate of Return on Equity	11.9%	24.1%	13.0%	5.2%
Operating Profit Margin	20.5%	27.0%	19.7%	15.1%
Asset Turnover Rate	49.0%	54.2%	58.1%	37.3%
Profitability (Market Value)				
Rate of Return on Assets	8.0%	9.6%	9.9%	4.1%
Rate of Return on Equity	8.7%	11.9%	10.8%	3.5%
Operating Profit Margin	21.0%	23.9%	22.4%	13.9%
Asset Turnover Rate	38.3%	40.2%	44.5%	29.8%
Liquidity & Repayment (end of year)				
Current Assets	587,498	814,519	426,483	644,181
Current Liabilities	166,946	399,181	87,311	131,805
Current Ratio	3.52%	2.0%	4.9%	4.9%
Working Capital	420,551	415,338	339,172	512,376
Working Capital to Gross Income	56.9%	36.6%	50.7%	79.1%
Term Debt Coverage Ratio	7.26	4.83	6.49	14.03
Replacement Coverage Ratio	3.83	3.64	3.06	3.75

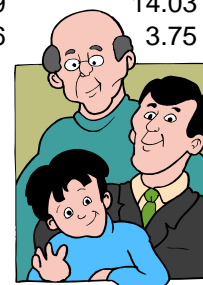


Table 13: Northeast - Comparison By Age of Operator, 2008 (cont.)

	Average For All Farms	41-50	51-60	Over 60
Solvency (Cost Value)				
Farm Assets	1,295,793	1,674,726	1,099,460	1,435,670
Farm Liabilities	411,951	887,108	254,503	269,117
Total Assets	1,490,813	1,843,043	1,311,586	1,672,423
Total Liabilities	433,374	900,173	256,191	303,556
Net Worth	1,057,439	942,870	1,055,395	1,368,867
Net Worth Change	71,199	136,369	68,793	23,289
Farm Debt to Asset Ratio	32%	53%	23%	19%
Total Debt to Asset Ratio	29%	49%	20%	18%
Solvency (Market Value)				
Farm Assets	1,640,290	2,189,204	1,435,022	1,789,873
Farm Liabilities	411,951	887,108	254,503	269,117
Total Assets	1,850,042	2,361,095	1,650,366	2,058,585
Total Liabilities	433,374	900,173	256,191	303,556
Net Worth	1,416,668	1,460,922	1,394,175	1,755,029
Net Worth Change	85,014	110,498	86,941	42,979
Farm Debt to Asset Ratio	25%	41%	18%	15%
Total Debt to Asset Ratio	23%	38%	16%	15%
Non-Farm Information				
Farms Reporting Living Expenses	10	4	1	2
Total Family Living Expense	63,446	0	0	0
Total Living, Invest, & Capital Purch	126,604	0	0	0
Net Non-Farm Income	24,557	20,730	10,559	31,589
Crop Acres				
Total Acres Owned	381	482	356	337
Total Crop Acres	931	1,224	1,010	791
Total Crop Acres Owned	242	390	288	217
Total Crop Acres Cash Rented	463	632	283	419
Total Crop Acres Share Rented	227	202	438	155

Graph of Table 13
Debt To Asset Ratio At Market Value

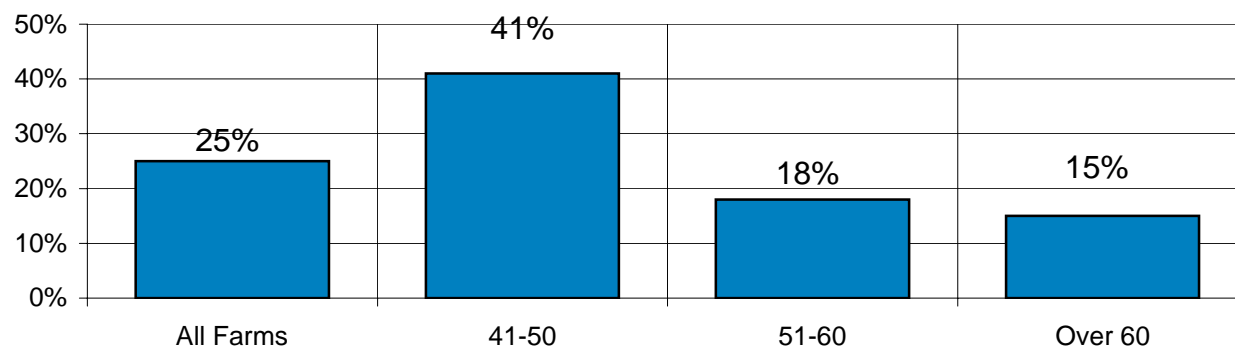


Table 14: Northeast - Gross Farm Income, 2008

	Average Of All Farms	250,001 to \$500,000	500,001 to \$1,000,000	Over \$1,000,000
Income Statement				
Gross Cash Farm Income	733,123	403,426	661,794	1,409,661
Total Cash Farm Expense	556,802	256,797	497,057	1,150,297
Net Cash Farm Income	176,321	146,629	164,737	259,364
Inventory Change	14,546	15,995	-37,046	94,591
Depreciation and Capital Adj.	-51,531	-45,875	-41,188	-78,854
Net Farm Income From Operations	139,336	116,749	86,503	275,101
Gain or Loss on Capital Sales	3,067	3,745	3,371	2,151
Net Farm Income	\$142,403	\$120,494	\$89,874	\$277,252

Profitability (Cost Value)

Rate of Return on Assets	10.1%	8.5%	6.8%	15.6%
Rate of Return on Equity	11.9%	9.2%	6.7%	21.0%
Operating Profit Margin	20.5%	23.5%	13.8%	25.2%
Asset Turnover Rate	49.0%	36.0%	49.4%	61.7%

Profitability (Market Value)

Rate of Return on Assets	8.0%	8.0%	4.1%	12.9%
Rate of Return on Equity	8.7%	8.4%	2.8%	15.9%
Operating Profit Margin	21.0%	27.4%	11.1%	26.0%
Asset Turnover Rate	38.3%	29.1%	37.0%	49.8%

Liquidity & Repayment (end of year)

Current Assets	587,498	341,962	553,568	1,066,693
Current Liabilities	166,946	82,075	229,728	238,369
Current Ratio	3.52	4.17	2.41	4.47
Working Capital	420,551	259,887	323,840	828,324
Working Capital to Gross Income	56.9%	62.0%	53.2%	55.5%
Term Debt Coverage Ratio	7.26	9.08	3.37	12.71
Replacement Coverage Ratio	3.83	3.98	2.35	5.61

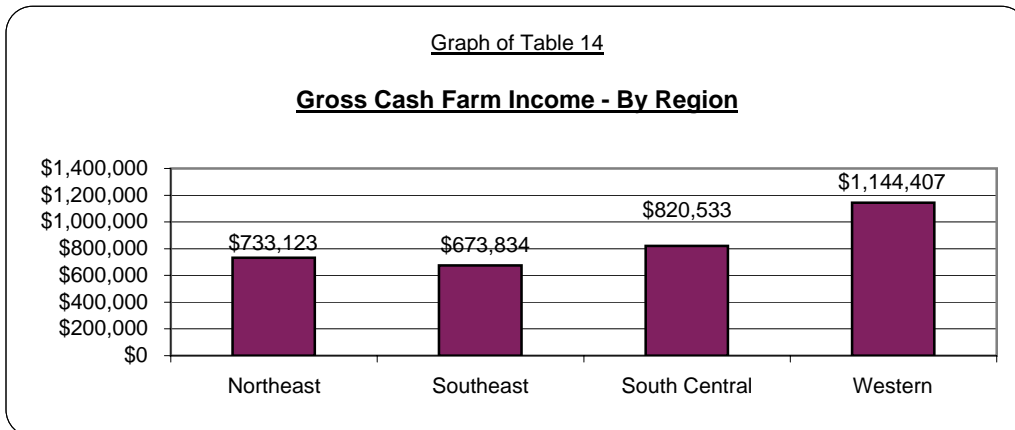


Table 14: Northeast - Gross Farm Income, 2008 (cont.)

	Average Of All Farms	\$250,001 \$500,000	\$500,001 \$1,000,000	Over \$1,000,000
Solvency (Cost Value)				
Farm Assets	1,174,594	1,118,586	1,187,567	1,849,089
Farm Liabilities	429,862	213,222	512,233	644,994
Total Assets	1,378,093	1,251,054	1,455,206	2,009,861
Total Liabilities	452,216	226,926	560,172	646,210
Net Worth	925,877	1,024,128	895,034	1,363,651
Net Worth Change	\$86,317	\$27,428	\$39,136	\$194,288
Farm Debt to Asset Ratio	32%	19%	43%	35%
Total Debt to Asset Ratio	29%	18%	38%	32%
Solvency (Market Value)				
Farm Assets	1,515,213	1,386,615	1,561,064	2,266,240
Farm Liabilities	429,862	213,222	512,233	644,994
Total Assets	1,734,084	1,551,614	1,834,077	2,429,990
Total Liabilities	452,216	226,926	560,172	646,210
Net Worth	1,281,868	1,324,688	1,273,905	1,783,780
Net Worth Change	\$94,519	\$71,592	\$25,199	\$201,777
Farm Debt to Asset Ratio	25%	15%	33%	28%
Total Debt to Asset Ratio	23%	15%	31%	27%
Non-Farm Information				
Farms Reporting Living Expenses	10	4	3	3
Total Family Living Expense	63,446	0	0	0
Total Living, Invest, & Capital Purch	126,604	0	0	0
Net Non-Farm Income	24,557	22,621	33,673	10,816
Crop Acres				
Total Acres Owned	381	240	442	519
Total Crop Acres	931	667	889	1,419
Total Crop Acres Owned	242	165	313	248
Total Crop Acres Cash Rented	463	213	460	909
Total Crop Acres Share Rented	227	289	116	262

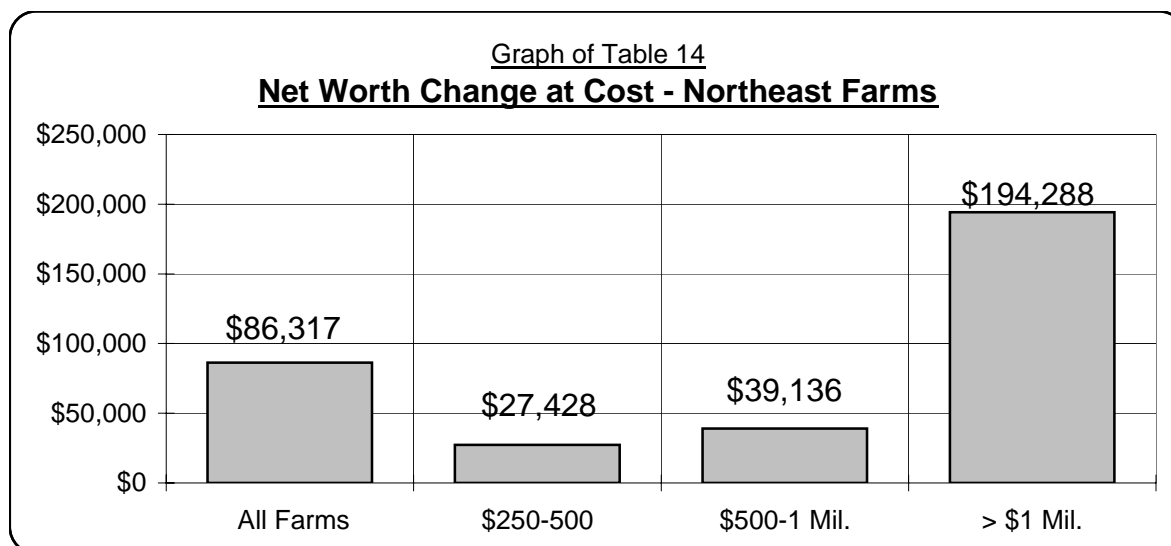


Table 15: Northeast - Debt to Asset Ratio, 2008

	<u>Average Of All Farms</u>	<u>Less than 20%</u>	<u>20% - 40%</u>	<u>40% - 60%</u>
Income Statement				
Gross Cash Farm Income	733,123	743,632	672,954	834,533
Total Cash Farm Expense	556,802	542,042	494,047	708,874
Net Cash Farm Income	176,321	201,590	178,907	125,659
Inventory Change	14,546	35,407	-79,098	164,284
Depreciation and Capital Adj.	-51,531	-62,421	-40,719	-53,550
Net Farm Income From Operations	139,336	174,576	59,090	236,393
Gain or Loss on Capital Sales	3,067	2,233	4,207	2,289
Net Farm Income	\$142,403	\$176,809	\$63,297	\$238,682
Profitability (Cost Value)				
Rate of Return on Assets	10.1%	8.4%	6.2%	20.9%
Rate of Return on Equity	11.9%	8.6%	5.3%	41.6%
Operating Profit Margin	20.5%	20.8%	12.3%	30.4%
Asset Turnover Rate	49.0%	40.3%	50.4%	68.8%
Profitability (Market Value)				
Rate of Return on Assets	8.0%	6.8%	3.6%	20.8%
Rate of Return on Equity	8.7%	6.9%	1.5%	36.3%
Operating Profit Margin	21.0%	21.4%	9.7%	34.5%
Asset Turnover Rate	38.3%	31.7%	36.9%	60.2%
Liquidity & Repayment (end of year)				
Current Assets	587,498	711,634	406,121	726,804
Current Liabilities	166,946	26,373	239,516	274,838
Current Ratio	3.52	26.98	1.70	2.64
Working Capital	420,551	685,261	166,605	451,966
Working Capital to Gross Income	56.9%	89.7%	27.7%	46.5%
Term Debt Coverage Ratio	7.23	28.02	2.11	10.43
Replacement Coverage Ratio	3.83	5.02	1.48	9.25

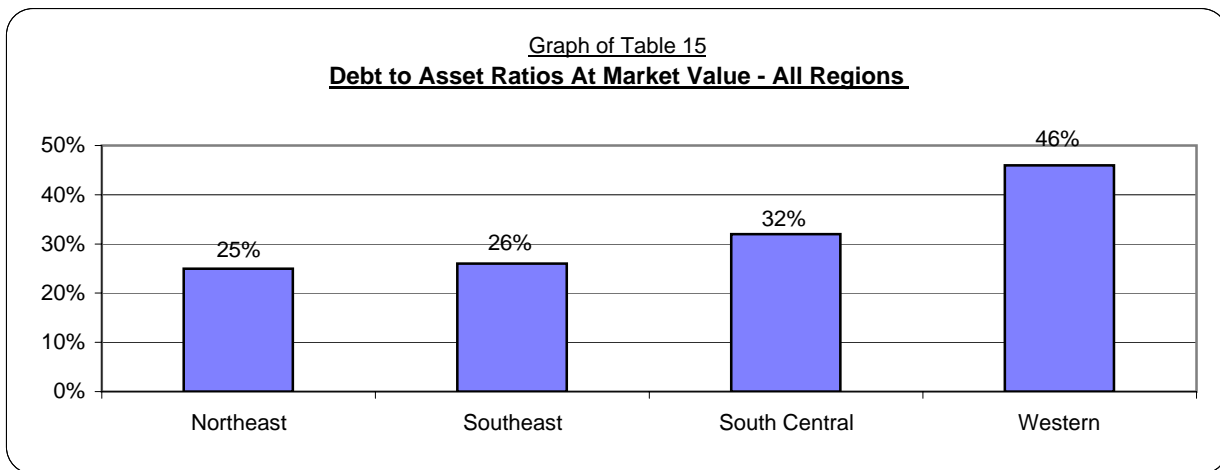


Table 15: Northeast - Debt to Asset Ratio, 2008 (cont.)

	Average Of All Farms	Less than 20%	20% - 40%	40% - 60%
Solvency (Cost Value)				
Farm Assets	1,174,594	1,637,004	1,005,481	1,262,238
Farm Liabilities	429,862	138,970	527,578	672,063
Total Assets	1,378,093	1,883,640	1,211,089	1,343,172
Total Liabilities	452,216	141,072	574,461	677,342
Net Worth	925,877	1,742,568	636,628	665,830
Net Worth Change	\$71,199	\$74,333	\$9,791	\$188,376
Farm Debt to Asset Ratio	32%	8%	52%	53%
Total Debt to Asset Ratio	29%	7%	47%	50%
Solvency (Market Value)				
Farm Assets	1,515,213	2,069,953	1,354,808	1,437,860
Farm Liabilities	429,862	138,970	527,578	672,063
Total Assets	1,734,084	2,349,165	1,562,135	1,527,434
Total Liabilities	452,216	141,072	574,461	677,342
Net Worth	1,281,868	2,208,093	987,674	850,092
Net Worth Change	\$85,014	\$108,334	-\$2,930	\$218,928
Farm Debt to Asset Ratio	25%	7%	39%	47%
Total Debt to Asset Ratio	23%	6%	37%	44%
Non-Farm Information				
Farms Reporting Living Expenses	10	2	6	2
Total Family Living Expense	63,446	0	73,466	0
Total Living, Invest, & Capital Purch	126,604	0	181,319	0
Net Non-Farm Income	24,557	17,448	32,158	22,151
Crop Acres				
Total Acres Owned	381	340	400	418
Total Crop Acres	931	911	823	1,183
Total Crop Acres Owned	242	239	279	171
Total Crop Acres Cash Rented	463	434	372	695
Total Crop Acres Share Rented	227	237	172	317

Graph of Table 15
Family Living Expense - Northeast Farms

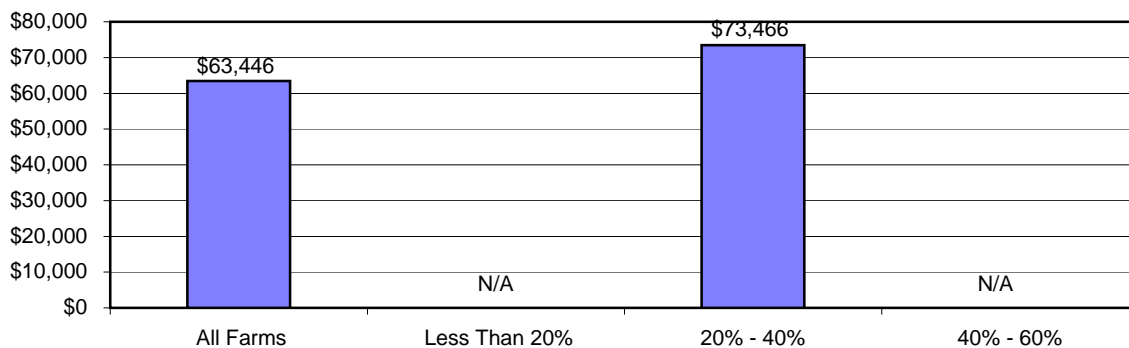


Table 16: Northeast - Farm Type, 2008

	<u>Average Of All Farms</u>	<u>Crop</u>	<u>Crop & Beef</u>
Income Statement			
Gross Cash Farm Income	733,123	553,734	1,233,696
Total Cash Farm Expense	556,802	370,856	1,104,545
Net Cash Farm Income	176,321	182,878	129,151
Inventory Change	14,546	147	57,863
Depreciation and Capital Adj.	-51,531	-50,652	-48,264
Net Farm Income From Operations	139,336	132,373	138,750
Gain or Loss on Capital Sales	3,067	3,501	2,593
Net Farm Income	\$142,403	\$135,874	\$141,343

Profitability (Cost Value)

Labor and Management Earnings	\$37,962	\$34,927	\$28,000
Rate of Return on Assets	10.1%	10.2%	10.2%
Rate of Return on Equity	11.9%	12.0%	12.9%
Operating Profit Margin	20.5%	21.6%	19.1%
Asset Turnover Rate	49.0%	47.5%	53.4%

Profitability (Market Value)

Labor and Management Earnings	\$37,962	\$34,927	\$28,000
Rate of Return on Assets	8.0%	8.1%	8.5%
Rate of Return on Equity	8.7%	8.8%	9.6%
Operating Profit Margin	21.0%	21.9%	19.9%
Asset Turnover Rate	38.3%	37.0%	42.5%

Liquidity & Repayment (end of year)

Current Assets	587,498	480,648	924,242
Current Liabilities	166,946	114,500	327,307
Current Ratio	3.52	4.20	2.82
Working Capital	420,551	366,148	596,935
Working Capital to Gross Income	56.9%	66.8%	46.7%
Term Debt Coverage Ratio	7.26	5.52	14.63
Replacement Coverage Ratio	3.83	3.53	4.58

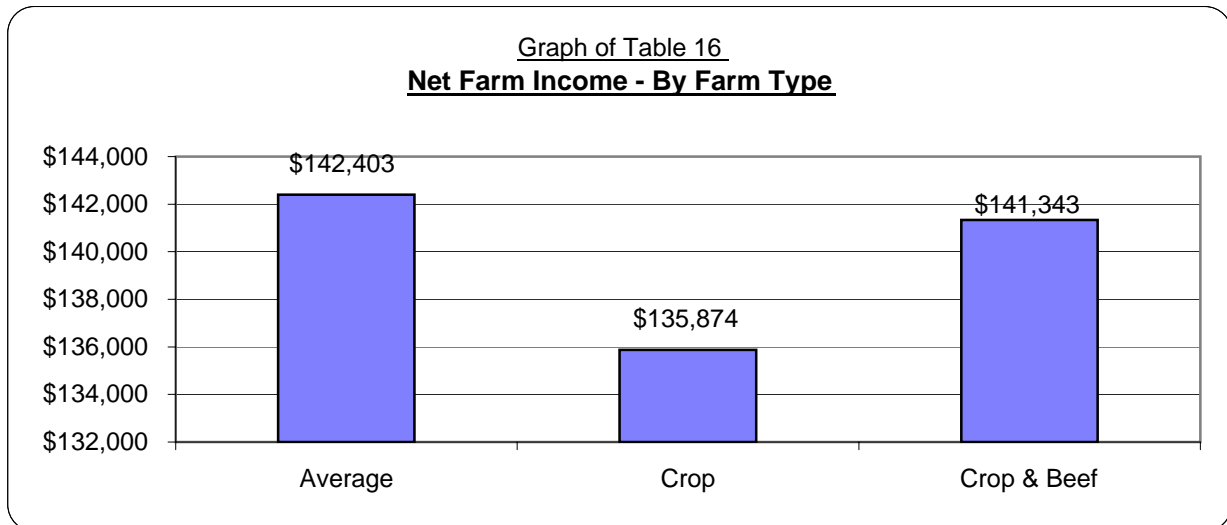


Table 16: Northeast - Farm Type, 2008 (cont.)

	Average Of All Farms	Crop	Crop & Beef
Solvency (Cost Value)			
Farm Assets	1,174,594	1,179,303	1,516,019
Farm Liabilities	429,862	345,806	598,714
Total Assets	1,378,093	1,400,383	1,631,516
Total Liabilities	452,216	375,597	600,251
Net Worth	925,877	1,024,786	1,031,265
Net Worth Change	\$71,199	\$54,774	\$126,025
Farm Debt to Asset Ratio	32%	29%	39%
Total Debt to Asset Ratio	29%	27%	37%
Solvency (Market Value)			
Farm Assets	1,515,213	1,504,420	1,877,998
Farm Liabilities	429,862	345,806	598,714
Total Assets	1,734,084	1,746,188	1,993,870
Total Liabilities	452,216	375,597	600,251
Net Worth	1,281,868	1,370,591	1,393,619
Net Worth Change	\$85,014	\$72,599	\$131,859
Farm Debt to Asset Ratio	25%	23%	32%
Total Debt to Asset Ratio	23%	22%	30%
Non-Farm Information			
Farms Reporting Living Expenses	10	7	3
Total Family Living Expense	63,446	77,016	0
Total Living, Invest, & Capital Purch	126,604	162,337	0
Net Non-Farm Income	24,557	26,435	27,835
Crop Acres			
Total Acres Owned	381	366	297
Total Crop Acres	931	891	1,011
Total Crop Acres Owned	242	223	155
Total Crop Acres Cash Rented	463	378	791
Total Crop Acres Share Rented	227	290	65

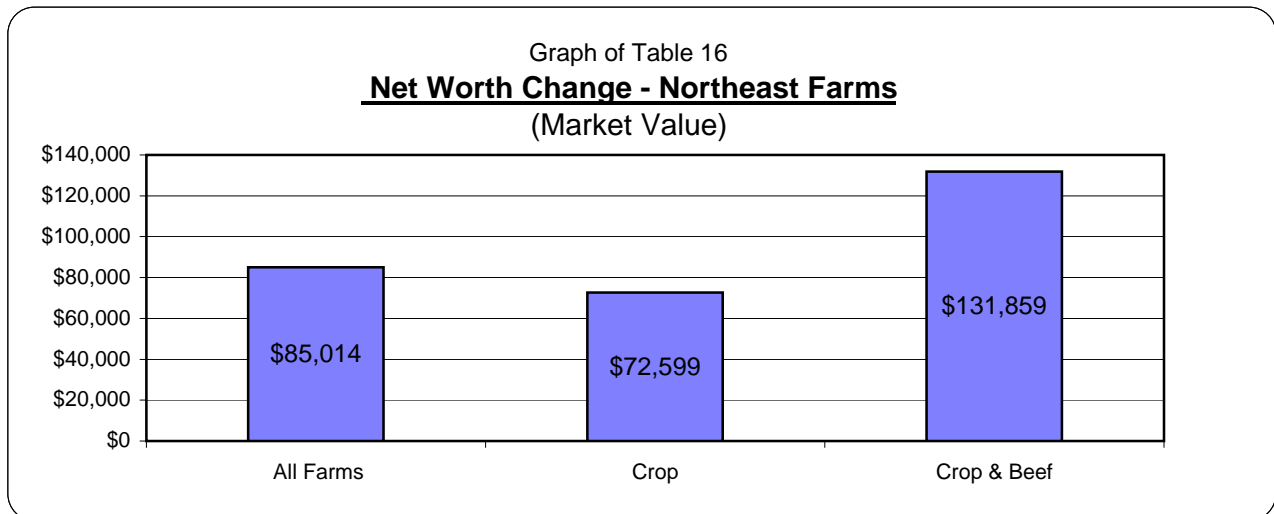


Table 17: Northeast - Crop Production, Marketing & Labor Summary, 2008

	Average Of All Farms	Average Of Low 33%	Average Of High 33%
Acreage Summary			
Acres Owned	381	251	477
Crop Acres	931	720	1,224
Crop Acres Owned	242	132	265
Crop Acres Cash Rented	463	375	769
Crop Acres Share Rented	227	213	190
Pasture Acres	0	0	0
% Crop Acres Owned	26%	18%	22%

Average Price Received in Dollars (Cash Sales Only)

Corn per bu.	\$4.53	\$4.57	\$4.52
Soybeans per bu.	\$10.29	\$10.90	\$10.08
Hay, Alfalfa per ton	\$90.17	\$0.00	\$0.00
Winter Wheat per bu.	\$7.46	\$0.00	\$0.00

Average Yield Per Acre

Corn (bu.)	135.96	\$139.46	150.78
Soybeans (bu.)	38.18	\$37.25	46.97
Hay, Alfalfa (ton)	4.71	\$0.00	0.00
Hay, Grass (ton)	2.44	\$0.00	0.00

Labor Analysis

Total Unpaid Labor Hours*	3,564	2,377	2,931
Total Hired Labor Hours	790	339	1,727
Total Labor Hours per Farm	4,354	2,716	4,658
Value of Farm Production / Hour	\$139.34	\$124.71	\$212.49
Net Farm Income / Unpaid Hour	\$39.09	-\$9.77	\$97.76
Average Hourly Hired Labor Wage	\$22.28	\$13.52	\$21.98

* Based on 2080 Hrs. Annually Per Full Time Operator

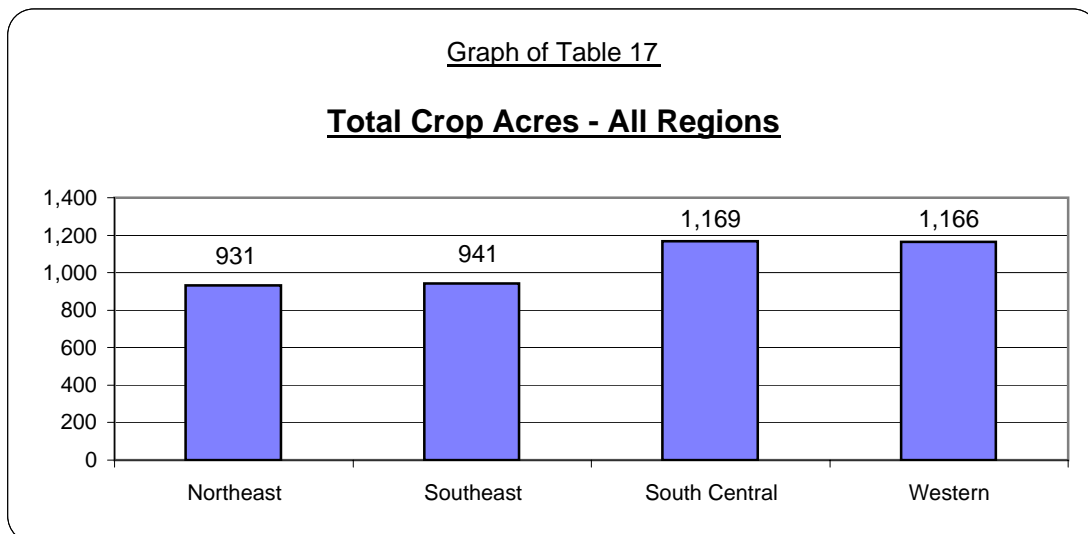


Table 18: Irrigated Corn, All Tenure Types, 2008*

	Average of All Farms
Number of Farms	11
Number of Fields	46
Acres	105.54
Bushel Yield per Acre	193.41
Operator's Share of the Yield %	91.97%
Value per Bushel at Harvest	\$3.87
Total Product Return	\$689.30
Hedging Gain/Loss	-\$2.10
Crop Insurance	\$21.51
Other Crop Income	2.03
Gross Return	\$710.74
Direct Expenses	
Seed	47.20
Fertilizer	128.41
Crop Chemicals	36.76
Crop Insurance	16.84
Drying Fuel & Storage	4.97
Irrigation Energy	24.76
Irrigation Repairs	7.33
Operating Power & Crop Machinery	76.26
Building Repairs	3.23
Hired Labor	19.91
Utilities	4.23
Miscellaneous	10.35
Land Rent	90.99
Operating Interest	3.63
Total Direct Expenses	\$474.87
Return Over Direct Expenses	\$235.87
Allocated Expenses	
Machinery & Building Depreciation	50.96
Real Estate & Personal Property Taxes	10.63
Farm Insurance	7.57
Interest	16.96
Total Allocated Expenses	\$86.12
Total Listed Expenses	\$560.99
Net Return	\$149.75
Supplementary Management Information	
Total Direct Expense Per Bushel	2.67
Total Listed Expense Per Bushel	3.15
Net Return Per Bushel	\$0.72
Government Payments	19.82
Labor & Management Charge Per Acre	22.15
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$147.42
Machinery Cost Per Acre	\$126.59
Estimated Labor Hours Per Acre	2.40

* Includes an average of crops grown on Owned, Cash Rented, and Share Rented Land

Table 19: Irrigated Corn, 2008

	<u>Owned</u>	<u>Cash Rented</u>	<u>Share Rented</u>
Number of Farms	8	9	6
Number of Fields	14	19	13
Acres	86.63	145.57	67.19
Bushel Yield per Acre	187.52	193.04	202.81
Operator's Share of the Yield %	100.00%	100.00%	57.45%
Value per Bushel at Harvest	\$3.97	\$3.83	\$3.92
Total Product Return	\$743.77	\$738.87	\$456.52
Hedging Gain/Loss	-\$2.99	-\$2.60	\$0.69
Crop Insurance	\$14.13	\$27.61	\$12.48
Other Crop Income	2.24	2.47	0.34
Gross Return	\$757.15	\$766.35	\$470.03
Direct Expenses			
Seed	48.17	51.42	32.47
Fertilizer	138.20	140.18	77.54
Crop Chemicals	35.58	40.18	27.55
Crop Insurance	17.96	19.80	5.90
Drying Fuel & Storage	6.46	4.50	4.38
Irrigation Energy	23.74	27.54	17.40
Irrigation Repairs	5.15	8.54	6.51
Operating Power & Crop Machinery	74.38	77.35	75.06
Building Repairs	1.65	3.59	4.32
Hired Labor	11.14	27.40	8.38
Utilities	5.21	3.74	4.41
Miscellaneous	11.70	10.30	8.82
Land Rent	0.00	159.72	0.00
Operating Interest	4.84	3.66	1.86
Total Direct Expenses	\$384.18	\$577.92	\$274.60
Return Over Direct Expenses	\$372.97	\$188.43	\$195.43
Allocated Expenses			
Machinery & Building Depreciation	53.48	46.17	62.66
Real Estate & Personal Property Taxes	38.28	1.50	1.08
Farm Insurance	8.22	7.30	7.52
Interest	50.20	5.87	5.79
Total Allocated Expenses	\$150.18	\$60.84	\$77.05
Total Listed Expenses	\$534.36	\$638.76	\$351.65
Net Return	\$222.79	\$127.59	\$118.38
Supplementary Management Information			
Total Direct Expense Per Bushel	2.05	2.99	2.36
Total Listed Expense Per Bushel	2.85	3.31	3.02
Net Return Per Bushel	\$1.12	\$0.52	\$0.90
Government Payments	21.09	19.99	17.55
Labor & Management Charge Per Acre	24.31	19.69	26.91
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$219.57	\$127.89	\$109.02
Machinery Cost Per Acre	\$129.88	\$120.43	\$141.51
Estimated Labor Hours Per Acre	2.27	2.44	2.43

Table 20: Dryland Corn, All Tenure Types, 2008*

	Average of All Farms	Average of High 33%
Number of Farms	14	5
Number of Fields	59	29
Acres	58.05	56.92
Bushel Yield per Acre	135.96	144.64
Operator's Share of the Yield %	88.42%	85.63%
Value per Bushel at Harvest	\$3.90	\$4.04
Total Product Return	\$469.37	\$500.56
Hedging Gain/Loss	\$0.21	\$0.00
Crop Insurance	\$5.39	\$0.41
Other Crop Income	1.26	1.46
Gross Return	\$476.23	\$502.43
Direct Expenses		
Seed	38.51	41.15
Fertilizer	88.26	74.10
Crop Chemicals	26.37	24.21
Crop Insurance	16.43	13.36
Drying Fuel & Storage	3.43	2.79
Irrigation Energy	0.00	0.00
Irrigation Repairs	0.00	0.00
Operating Power & Crop Machinery	61.73	54.88
Building Repairs	2.23	1.82
Hired Labor	6.35	2.26
Utilities	4.00	3.06
Miscellaneous	9.73	7.11
Land Rent	57.40	51.10
Operating Interest	3.98	0.60
Total Direct Expenses	\$318.42	\$276.44
Return Over Direct Expenses	\$157.81	\$225.99
Allocated Expenses		
Machinery & Building Depreciation	37.85	33.64
Real Estate & Personal Property Taxes	9.03	11.04
Farm Insurance	7.38	7.78
Interest	10.62	4.71
Total Allocated Expenses	\$64.88	\$57.17
Total Listed Expenses	\$383.30	\$333.61
Net Return	\$92.93	\$168.82
Supplementary Management Information		
Total Direct Expense Per Bushel	2.65	2.23
Total Listed Expense Per Bushel	3.19	2.69
Net Return Per Bushel	\$0.71	\$1.35
Government Payments	13.88	14.69
Labor & Management Charge Per Acre	46.13	43.82
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$60.68	\$139.69
Machinery Cost Per Acre	\$101.68	\$88.33
Estimated Labor Hours Per Acre	3.97	2.10

* Includes an average of crops grown on Owned, Cash Rented, and Share Rented Land

Table 21: Dryland Corn, 2008

	<u>Owned</u>	<u>Cash Rented</u>	<u>Share Rented</u>
Number of Farms	9	10	8
Number of Fields	15	28	16
Acres	62.84	57.29	54.89
Bushel Yield per Acre	125.14	140.78	138.77
Operator's Share of the Yield %	100.00%	100.00%	55.75%
Value per Bushel at Harvest	\$3.87	\$3.88	\$4.03
Total Product Return	\$484.75	\$546.46	\$312.05
Hedging Gain/Loss	-\$1.63	\$1.32	\$0.14
Crop Insurance	\$11.01	\$4.95	\$0.18
Other Crop Income	1.08	1.88	0.33
Gross Return	\$495.21	\$554.61	\$312.70
Direct Expenses			
Seed	41.79	39.76	32.72
Fertilizer	100.99	98.57	55.75
Crop Chemicals	23.44	32.35	18.58
Crop Insurance	20.17	18.90	7.90
Drying Fuel & Storage	1.10	4.61	3.58
Irrigation Energy	0.00	0.00	0.00
Irrigation Repairs	0.00	0.00	0.00
Operating Power & Crop Machinery	53.54	62.23	71.45
Building Repairs	0.70	2.95	2.53
Hired Labor	7.15	7.40	3.59
Utilities	4.05	3.87	4.17
Miscellaneous	15.18	7.20	6.85
Land Rent	0.00	122.55	0.00
Operating Interest	11.75	0.93	1.22
Total Direct Expenses	\$279.86	\$401.32	\$208.34
Return Over Direct Expenses	\$215.35	\$153.29	\$104.36
Allocated Expenses			
Machinery & Building Depreciation	31.57	40.18	40.35
Real Estate & Personal Property Taxes	30.64	0.87	0.74
Farm Insurance	6.47	7.24	8.62
Interest	25.33	4.95	5.21
Total Allocated Expenses	\$94.01	\$53.24	\$54.92
Total Listed Expenses	\$373.87	\$454.56	\$263.26
Net Return	\$121.34	\$100.05	\$49.44
Supplementary Management Information			
Total Direct Expense Per Bushel	2.24	2.85	2.69
Total Listed Expense Per Bushel	2.99	3.23	3.40
Net Return Per Bushel	\$0.88	\$0.65	\$0.63
Government Payments	17.15	14.16	9.86
Labor & Management Charge Per Acre	57.30	39.74	45.82
Net Return Inc'l Gov't Pmts and Labor &	\$81.19	\$74.47	\$13.48
Machinery Cost Per Acre	\$86.55	\$105.09	\$111.70
Estimated Labor Hours Per Acre	3.50	5.03	2.54

Table 22: Irrigated Soybeans on All Tenure Types, 2008*

	Average of <u>All Farms</u>
Number of Farms	10
Number of Fields	40
Acres	81.34
Bushel Yield per Acre	53.03
Operator's Share of the Yield %	91.48%
Value per Bushel at Harvest	\$9.41
Total Product Return	\$456.53
Hedging Gain/Loss	-\$5.65
Crop Insurance	\$39.98
Other Crop Income	1.43
Gross Return	\$492.29
Direct Expenses	
Seed	36.54
Fertilizer	7.99
Crop Chemicals	40.50
Crop Insurance	14.07
Drying Fuel & Storage	0.83
Irrigation Energy	27.72
Irrigation Repairs	7.47
Operating Power & Crop Machinery	63.26
Building Repairs	2.61
Hired Labor	22.04
Utilities	3.42
Miscellaneous	9.42
Land Rent	87.88
Operating Interest	3.07
Total Direct Expenses	\$326.82
Return Over Direct Expenses	\$165.47
Allocated Expenses	
Machinery & Building Depreciation	39.01
Real Estate & Personal Property Taxes	9.75
Farm Insurance	6.55
Interest	11.96
Total Allocated Expenses	\$67.27
Total Listed Expenses	\$394.09
Net Return	\$98.20
Supplementary Management Information	
Total Direct Expense Per Bushel	6.74
Total Listed Expense Per Bushel	8.12
Net Return Per Bushel	\$1.29
Government Payments	15.99
Labor & Management Charge Per Acre	16.57
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$97.62
Machinery Cost Per Acre	\$99.23
Estimated Labor Hours Per Acre	1.90

* Includes an average of crops grown on Owned, Cash Rented, and Share Rented Land

Table 23: Irrigated Soybeans, 2008

	<u>Owned</u>	<u>Cash Rented</u>
Number of Farms	6	7
Number of Fields	10	17
Acres	69.90	106.65
Bushel Yield per Acre	55.47	53.04
Operator's Share of the Yield %	100.00%	100.00%
Value per Bushel at Harvest	\$9.49	\$9.35
Total Product Return	\$526.23	\$496.11
Hedging Gain/Loss	-\$4.22	-\$8.84
Crop Insurance	\$38.77	\$52.48
Other Crop Income	0.97	2.04
Gross Return	\$561.75	\$541.79
Direct Expenses		
Seed	33.36	37.89
Fertilizer	8.87	10.93
Crop Chemicals	37.89	43.47
Crop Insurance	13.67	18.44
Drying Fuel & Storage	1.88	0.56
Irrigation Energy	38.47	27.88
Irrigation Repairs	4.49	8.33
Operating Power & Crop Machinery	58.79	66.14
Building Repairs	1.46	2.29
Hired Labor	14.96	31.03
Utilities	5.34	2.84
Miscellaneous	11.81	10.17
Land Rent	0.00	157.70
Operating Interest	5.16	3.12
Total Direct Expenses	\$236.15	\$420.79
Return Over Direct Expenses	\$325.60	\$121.00
Allocated Expenses		
Machinery & Building Depreciation	50.79	32.75
Real Estate & Personal Property Taxes	38.81	1.22
Farm Insurance	8.29	6.30
Interest	37.28	3.50
Total Allocated Expenses	\$135.17	\$43.77
Total Listed Expenses	\$371.32	\$464.56
Net Return	\$190.43	\$77.23
Supplementary Management Information		
Total Direct Expense Per Bushel	4.26	7.93
Total Listed Expense Per Bushel	6.69	8.76
Net Return Per Bushel	\$2.80	\$0.59
Government Payments	21.03	13.64
Labor & Management Charge Per Acre	21.33	14.52
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$190.13	\$76.35
Machinery Cost Per Acre	\$109.40	\$91.30
Estimated Labor Hours Per Acre	2.06	1.96

Table 24: Dryland Soybeans on All Tenure Types, 2008*

	Average of All Farms	Average of High 33%
Number of Farms	14	5
Number of Fields	60	16
Acres	46.32	70.22
Bushel Yield per Acre	38.18	39.45
Operator's Share of the Yield %	86.73%	89.37%
Value per Bushel at Harvest	\$9.30	\$9.17
Total Product Return	307.99	323.28
Hedging Gain/Loss	0.10	0
Crop Insurance	\$11.19	\$24.63
Other Crop Income	0.05	0.00
Gross Return	\$319.33	\$347.91
Direct Expenses		
Seed	32.59	31.99
Fertilizer	3.99	3.85
Crop Chemicals	24.33	19.98
Crop Insurance	15.48	13.48
Drying Fuel & Storage	2.04	0.11
Irrigation Energy	0.00	0.00
Irrigation Repairs	0.00	0.00
Operating Power & Crop Machinery	62.02	49.33
Building Repairs	1.41	0.68
Hired Labor	5.40	2.44
Utilities	3.65	3.49
Miscellaneous	8.41	9.06
Land Rent	44.97	38.61
Operating Interest	2.82	3.78
Total Direct Expenses	\$207.11	\$176.80
Return Over Direct Expenses	\$112.22	\$171.11
Allocated Expenses		
Machinery & Building Depreciation	31.52	15.10
Real Estate & Personal Property Taxes	9.99	17.03
Farm Insurance	6.88	4.51
Interest	6.60	7.60
Total Allocated Expenses	\$54.99	\$44.24
Total Listed Expenses	\$262.10	\$221.04
Net Return	\$57.23	\$126.87
Supplementary Management Information		
Total Direct Expense Per Bushel	6.25	5.01
Total Listed Expense Per Bushel	7.92	6.27
Net Return Per Bushel	\$1.38	\$2.90
Government Payments	13.15	13.42
Labor & Management Charge Per Acre	43.14	52.75
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$27.24	\$87.54
Machinery Cost Per Acre	\$92.84	\$65.51
Estimated Labor Hours Per Acre	3.17	4.21

* Includes an average of crops grown on Owned, Cash Rented, and Share Rented Land

Table 25: Dryland Soybeans, 2008

	<u>Owned</u>	<u>Cash Rented</u>	<u>Share Rented</u>
Number of Farms	8	10	10
Number of Fields	14	27	18
Acres	56.52	43.07	44.95
Bushel Yield per Acre	33.92	40.48	39.05
Operator's Share of the Yield %	100.00%	100.00%	55.45%
Value per Bushel at Harvest	\$9.31	\$9.24	\$9.43
Total Product Return	315.66	373.98	204.27
Hedging Gain/Loss	0.00	0.03	0.31
Crop Insurance	\$33.18	\$3.85	\$0.47
Other Crop Income	\$0.00	\$0.02	\$0.16
Gross Return	\$348.84	\$377.88	\$205.21
Direct Expenses			
Seed	30.95	36.88	27.66
Fertilizer	0.98	4.58	6.16
Crop Chemicals	26.64	25.73	19.77
Crop Insurance	15.85	20.19	8.31
Drying Fuel & Storage	0.52	3.40	1.62
Irrigation Energy	0.00	0.00	0.00
Irrigation Repairs	0.00	0.00	0.00
Operating Power & Crop Machinery	59.19	67.28	57.96
Building Repairs	0.75	1.20	2.27
Hired Labor	2.75	6.93	5.84
Utilities	3.34	3.80	3.75
Miscellaneous	12.09	6.45	7.45
Land Rent	0.00	107.47	0.00
Operating Interest	7.36	0.85	1.26
Total Direct Expenses	\$160.42	\$284.76	\$142.05
Return Over Direct Expenses	\$188.42	\$93.12	\$63.16
Allocated Expenses			
Machinery & Building Depreciation	25.33	31.28	37.37
Real Estate & Personal Property Taxes	32.54	0.61	0.82
Farm Insurance	5.93	6.87	7.65
Interest	14.98	2.27	4.11
Total Allocated Expenses	\$78.78	\$41.03	\$49.95
Total Listed Expenses	\$239.20	\$325.79	\$192.00
Net Return	\$109.64	\$52.09	\$13.21
Supplementary Management Information			
Total Direct Expense Per Bushel	4.73	7.03	6.56
Total Listed Expense Per Bushel	7.05	8.05	8.87
Net Return Per Bushel	\$2.26	\$1.19	\$0.56
Government Payments	16.66	13.99	8.45
Labor & Management Charge Per Acre	54.26	36.95	41.52
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$72.04	\$29.13	-\$19.86
Machinery Cost Per Acre	\$85.47	\$95.04	\$96.59
Estimated Labor Hours Per Acre	3.69	3.42	2.31

Table 26: Dryland Alfalfa, 2008*

	<u>All Tenures</u>
Number of Farms	9
Number of Fields	18
Acres	32.48
Yield per Acre (Tons)	4.70
Operator's Share of the Yield %	97.18%
Value per Ton at Harvest	\$86.04
Total Product Return	\$393.16
Crop Insurance	\$3.25
Other Crop Income	0.76
Gross Return	\$397.17
Direct Expenses	
Seed	6.26
Fertilizer	17.21
Crop Chemicals	6.04
Crop Insurance	1.41
Drying Fuel	0.00
Irrigation Energy	0.00
Irrigation Repairs	0.00
Operating Power & Crop Machinery	54.33
Building Repairs	0.76
Hired Labor	4.59
Utilities	3.92
Miscellaneous	9.98
Land Rent	55.02
Operating Interest	2.75
Total Direct Expenses	\$162.27
Return Over Direct Expenses	\$234.90
Allocated Expenses	
Machinery & Building Depreciation	19.67
Real Estate & Personal Property Taxes	11.50
Farm Insurance	5.82
Interest	15.75
Total Allocated Expenses	\$52.74
Total Listed Expenses	\$215.01
Net Return	\$182.16
Supplementary Management Information	
Total Direct Expense per Ton	35.53
Total Listed Expense per Ton	47.07
Net Return Per Ton	\$38.97
Government Payments	11.64
Labor & Management Charge Per Acre	29.78
Net Return Over Labor & Management	\$164.02
Machinery Cost Per Acre	\$76.60
Estimated Labor Hours Per Acre	4.48

* Includes an average of crops grown on Owned, Cash Rented, and Share Rented Land

Table 27: Northeast - Beef Cow & Calf, 2008

		Per Cwt.		Per Head	
		Quantity	Value	Quantity	Value
	Unit		Per Cwt.		Per Cow
Beef Calves Sold (+)	Pound	41.52	43.37	339.10	354.28
Transferred Out (+)	Pound	20.17	20.48	164.80	167.29
Cull Sales (+)	Pound	18.20	8.53	148.70	69.65
Butchered (+)	Pound				
Purchased (-)	Pound	7.41	11.45	60.50	93.55
Transferred In (-)	Pound	0.00	0.00	0.00	0.00
Inventory Change (+)	Pound	27.51	24.76	224.70	202.20
Total Production (=)	Pound	99.99	\$85.69	816.80	\$699.87
Other Income			0.00		0.00
Gross Income			\$85.69 Per Cwt.	\$699.87 Per Head	
Direct Expenses					
		Value		Value	
Feed	Unit	Quantity	Per Cwt.	Quantity	Per Cow
Corn	Bushel	0.71	3.17	5.80	25.86
Corn Silage	Pound	299.47	4.49	2,446.10	36.69
Straw	Pound	47.74	0.87	390.00	7.13
Alfalfa Hay	Pound	164.26	7.42	1,341.60	60.62
Other Hay & Haylage	Pound	105.70	3.70	863.40	30.22
Pasture	AUM	0.31	4.83	2.50	39.46
Creep/ Starter	Pound	6.58	1.04	53.80	8.46
Protein Supplements, etc.	Pound	7.19	5.65	58.80	46.12
DDGS	Pound	51.07	2.76	417.10	22.51
Other Feed Stuffs		1.46	0.06	11.90	0.50
Total Feed			\$33.99		\$277.57
Breeding Fees			0.00		0.00
Veterinary			2.66		21.73
Livestock Supplies			3.64		36.33
Operating Power & Machinery			6.73		48.30
Building Repairs			0.00		0.00
Hired Labor			1.11		9.07
Utilities			0.00		0.00
Miscellaneous			2.04		16.65
Operating Interest			0.00		0.00
Total Direct Expenses			\$50.17		\$409.65
Return Over Direct Expenses			\$35.52 Per Cwt.	\$290.22 Per Head	
Allocated Expenses					
Machinery & Building Depreciation			7.09		57.89
Real Estate & Personal Property Taxes			1.75		14.33
Farm Insurance			0.00		0.00
Interest			0.72		5.92
Total Allocated Expenses			\$9.56		\$78.14
Total Listed Expenses			\$59.73		\$487.79
Net Return			\$25.96 Per Cwt.	\$212.08 Per Head	
Supplementary Management Information					
Estimated Labor Hours Per Head			1.64		13.43
Labor & Management Charge Per Head			10.11		82.56
Net Return Over Labor & Management			\$15.85 Per Cwt.	\$129.52 Per Head	
Number of Cows			97		97
Pregnancy Percentage			97.7%		97.7%
Pregnancy Loss Percentage			1.2%		1.2%
Culling Percentage			11.1%		11.1%
Calving Percentage			96.6%		96.6%
Weaning Percentage			92.6%		92.6%
Calves Sold Per Cow			0.8		0.80
Calf Death Loss Percent			6.2%		6.2%
Cow Death Loss Percent			1.5%		1.5%
Cows per FTE			208.40		208.40
Average Weaning Weight			551		551
Pounds Weaned/Exposed Cow			510		510
Feed Cost Per Cow			\$277.58		\$277.58
Average Weight/Beef Calf Sold			634		634
Average Price/Cwt.			\$104.46		\$104.46

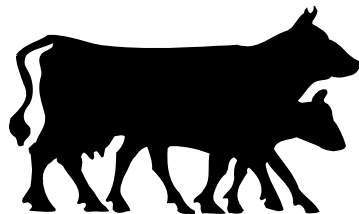


Table 28A: Southeast Nebraska Averages, 2008

	Southeast Average of All Farms	Average of Low 33%	Average of High 33%
Cash Farm Income			
Total Crop Income	415,521	532,784	496,160
Total Livestock Income	216,277	524,856	107,048
Total Other Farm Income	42,036	49,362	45,802
Gross Cash Farm Income	\$673,834	\$1,107,002	\$649,010
Cash Farm Expense			
Total Crop Expense	155,643	204,078	172,920
Total Livestock Expense	174,725	467,064	52,105
Total Other Farm Expense	178,854	290,617	160,458
Gross Cash Farm Expense	\$509,222	\$961,759	\$385,483
Net Cash Farm Income	\$164,612	\$145,243	\$263,527
Total Inventory Change	-37,997	-160,827	33,314
Total Depreciation & Capital Adjustments	-46,490	-59,707	-52,352
Net Farm Income From Operations	\$80,125	-\$75,291	\$244,489
Gain or Loss on Capital Sales	4,578	9,572	4,101
Net Farm Income	\$84,703	-\$65,719	\$248,590
Personal Income	\$29,951	\$41,615	\$20,777
Balance Sheet at Market			
Current Farm Assets	431,546	529,319	576,319
Intermediate Farm Assets	356,184	504,890	396,694
Long Term Farm Assets	732,640	850,891	1,043,086
Non-Farm Assets	374,141	463,787	516,916
Total Assets	\$1,894,511	\$2,348,887	\$2,533,015
Current Farm Liabilities	193,848	373,408	135,367
Intermediate Farm Liabilities	57,819	113,657	25,619
Long Term Liabilities	140,373	131,631	156,815
Non-Farm Liabilities	55,884	52,249	52,266
Total Liabilities	\$447,924	\$670,945	\$370,067
Net Worth	\$1,446,587	\$1,677,942	\$2,162,948
Net Worth Change (Market Value)	-\$8,064	-\$156,455	\$84,757

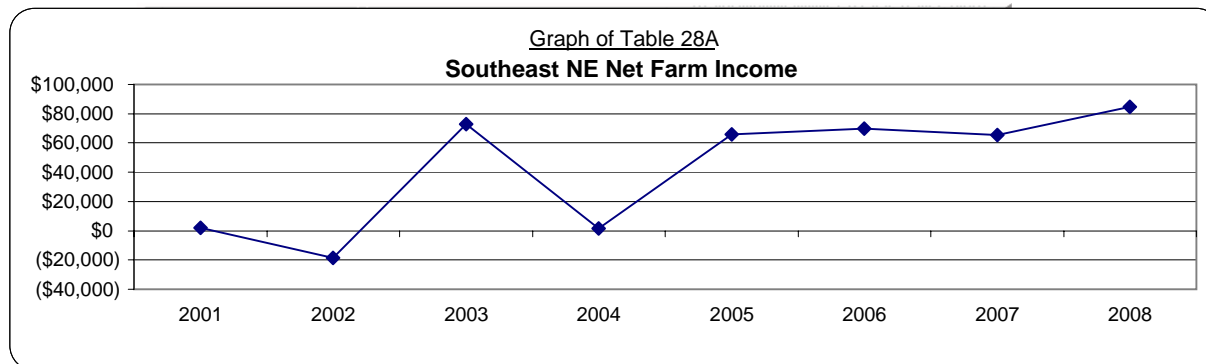


Table 28B: Southeast Nebraska Averages, 2008 (cont.)

	Average of All Farms	Average of Low 33%	Average of High 33%
Financial Guidelines			
Current Ratio	2.23	1.42	4.26
Working Capital	\$237,699	\$155,912	\$440,952
Working Capital to Gross Income	37.7%	16.5%	65.2%
Farm Debt to Asset Ratio (Market)	26%	33%	16%
Farm Equity to Asset Ratio (Market)	74%	67%	84%
Farm Debt to Equity Ratio (Market)	35%	49%	19%
Rate of Return on Farm Assets (Cost)	5.9%	-4.8%	15.2%
Rate of Return on Farm Equity (Cost)	5.9%	-11.1%	16.8%
Operating Profit Margin (Cost)	13.6%	-12.9%	33.8%
Net Farm Income (Cost)	\$84,703	-\$65,719	\$248,590
EBIDTA	\$147,108	\$13,016	\$313,909
Asset Turnover Rate (Cost)	0	0	0
Operating Expense Ratio	76.7%	98.6%	53.6%
Depreciation Expense Ratio	7.4%	6.3%	7.7%
Interest Expense Ratio	3.0%	3.2%	1.7%
Net Farm Income Ratio	13.4%	-7.0%	36.8%
Capital Debt Repayment Capacity	\$70,941	-\$53,659	\$195,633
Capital Debt Repayment Margin	\$38,810	-\$122,054	\$180,263
Replacement Margin	\$23,928	-\$132,398	\$156,136
Term Debt Coverage Ratio	2.21	-0.78	12.73
Replacement Coverage Ratio	1.51	-0.68	4.95
Operator Information			
Average Number of Operators	1.1	1.0	1.3
Average Age of Operators	53.8	59.4	56.7
Average Number of Years Farming	32.4	38.6	36.0
Acreage Summary			
Total Acres Owned	354	561	398
Total Crop Acres	941	988	1,247
Crop Acres Owned	210	266	280
Crop Acres Cash Rented	230	278	301
Crop Acres Share Rented	500	444	666
Average Price Received In Dollars (Cash Sales Only)			
Corn, per bu.	\$4.34	\$3.90	\$4.96
Soybeans, per bu.	\$9.88	\$9.09	\$10.65
Winter Wheat, per bu.	\$6.41	N/A	\$6.29
Alfalfa Hay, per ton	\$143.29	N/A	N/A
Average Yield Per Acre			
Corn (bu.)	138.42	104.44	170.89
Soybeans (bu.)	39.69	33.97	45.87
Alfalfa Hay (ton)	4.98	N/A	N/A
Winter Wheat (bu.)	46.64	N/A	N/A

Table 29A: South Central Nebraska Averages, 2008

	Average of All Farms	Average of Low 33%	Average of High 33%
Cash Farm Income			
Total Crop Income	660,845	341,032	1,078,853
Total Livestock Income	41,792	102,983	20,294
Total Other Farm Income	117,896	164,059	148,618
Gross Cash Farm Income	\$820,533	\$608,074	\$1,247,765
Cash Farm Expense			
Total Crop Expense	258,906	143,839	390,311
Total Livestock Expense	68,066	163,412	35,167
Total Other Farm Expense	248,743	160,847	392,883
Gross Cash Farm Expense	\$575,715	\$468,098	\$818,361
Net Cash Farm Income	\$244,818	\$139,976	\$429,404
Total Inventory Change	150,010	-43,801	336,584
Total Depreciation & Capital Adjustments	-64,493	-36,179	-99,256
Net Farm Income From Operations	\$330,335	\$59,996	\$666,732
Gain or Loss on Capital Sales	1,132	223	2,357
Net Farm Income	\$331,467	\$60,219	\$669,089
Personal Income	\$49,914	\$13,035	\$79,686
Balance Sheet at Market			
Current Farm Assets	631,707	307,981	1,099,422
Intermediate Farm Assets	443,679	324,225	698,181
Long Term Farm Assets	856,760	496,000	1,415,934
Non-Farm Assets	302,993	219,553	468,299
Total Assets	\$2,235,139	\$1,347,759	\$3,681,836
Current Farm Liabilities	217,325	144,851	350,847
Intermediate Farm Liabilities	100,161	57,736	172,731
Long Term Liabilities	301,826	172,238	492,829
Non-Farm Liabilities	37,630	37,922	50,318
Total Liabilities	\$656,942	\$412,747	\$1,066,725
Net Worth	\$1,578,197	\$935,012	\$2,615,111
Net Worth Change (Market Value)	\$250,488	\$9,323	\$572,780

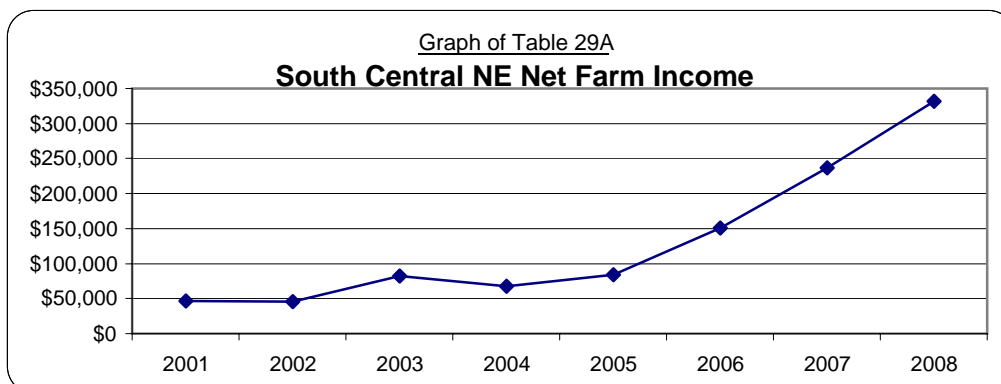


Table 29B: South Central Nebraska Averages, 2008 (cont.)

	Average of All Farms	Average of Low 33%	Average of High 33%
Financial Guidelines			
Current Ratio	2.91	2.13	3.13
Working Capital	\$414,381	\$163,130	\$748,575
Working Capital to Gross Income	43.4%	29.2%	48.0%
Farm Debt to Asset Ratio (Market)	32%	33%	32%
Farm Equity to Asset Ratio (Market)	68%	67%	68%
Farm Debt to Equity Ratio (Market)	47%	50%	46%
Rate of Return on Farm Assets (Cost)	23.1%	6.1%	28.2%
Rate of Return on Farm Equity (Cost)	34.6%	4.7%	43.2%
Operating Profit Margin (Cost)	36.9%	12.4%	446.6%
Net Farm Income (Cost)	\$331,467	\$60,219	\$669,089
EBIDTA	\$432,480	\$124,960	\$823,088
Asset Turnover Rate (Cost)	62.6%	48.8%	63.2%
Operating Expense Ratio	54.7%	77.6%	47.2%
Depreciation Expense Ratio	6.8%	6.5%	6.4%
Interest Expense Ratio	4.0%	5.2%	3.8%
Net Farm Income Ratio	34.7%	10.8%	42.9%
Capital Debt Repayment Capacity	\$346,726	\$43,898	\$704,864
Capital Debt Repayment Margin	\$290,972	\$19,091	\$591,140
Replacement Margin	\$276,794	\$2,694	\$575,022
Term Debt Coverage Ratio	6.22	1.77	6.20
Replacement Coverage Ratio	4.96	1.07	5.43
Operator Information			
Average Number of Operators	1.2	1.2	1.3
Average Age of Operators	49.2	54.5	49.4
Average Number of Years Farming	26.6	30.1	28.4
Acreage Summary			
Total Acres Owned	441	282	713
Total Crop Acres	1,169	549	1,977
Crop Acres Owned	363	221	606
Crop Acres Cash Rented	343	182	478
Crop Acres Share Rented	464	147	893
Average Price Received In Dollars (Cash Sales Only)			
Corn, per bu.	\$4.23	\$3.97	\$4.33
Soybeans, per bu.	\$10.27	\$9.46	\$10.55
Grain Sorghum, per bu.	\$3.77	N/A	N/A
Seed Corn, per bu.	\$5.67	N/A	\$5.40
Winter Wheat, per bu.	\$5.60	N/A	N/A
Average Yield Per Acre			
Corn, Irrigated (bu.)	200.39	203.75	202.43
Corn, Dryland (bu.)	143.18	108.07	151.48
Seed Corn, Irrigated (paid yield) (bu.)	244.60	N/A	258.20
Soybeans, Irrigated (bu.)	61.60	61.49	61.82
Soybeans, Dryland (bu.)	49.64	43.71	51.36

Table 30A: Western Nebraska Averages, 2008

	Average of All Farms
Cash Farm Income	
Total Crop Income	496,168
Total Livestock Income	471,635
Total Other Farm Income	176,604
Gross Cash Farm Income	\$1,144,407
Cash Farm Expense	
Total Crop Expense	362,631
Total Livestock Expense	290,742
Total Other Farm Expense	334,882
Gross Cash Farm Expense	\$988,255
Net Cash Farm Income	\$156,152
Total Inventory Change	18,931
Total Depreciation & Capital Adjustments	-68,535
Net Farm Income From Operations	\$106,548
Gain or Loss on Capital Sales	6,265
Net Farm Income	\$112,813
Personal Income	\$30,533
Balance Sheet at Market	
Current Farm Assets	891,667
Intermediate Farm Assets	774,473
Long Term Farm Assets	1,387,200
Non-Farm Assets	162,124
Total Assets	\$3,215,464
Current Farm Liabilities	923,238
Intermediate Farm Liabilities	136,674
Long Term Liabilities	345,819
Non-Farm Liabilities	0
Total Liabilities	\$1,405,731
Net Worth	\$1,809,733
Net Worth Change (Market Value)	\$100,936

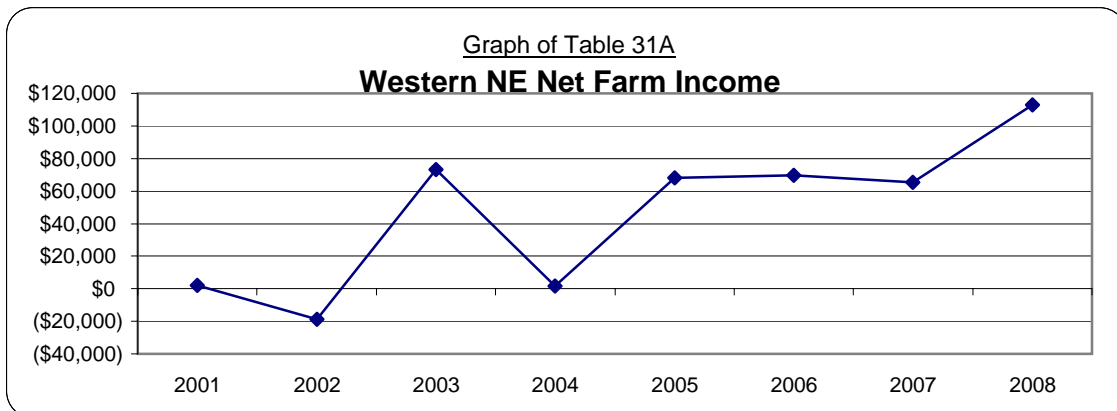


Table 30B: Western Nebraska Averages, 2008 (cont.)

	Average of All Farms
Financial Guidelines	
Current Ratio	0.97
Working Capital	-\$31,569
Working Capital to Gross Income	-2.70%
Farm Debt to Asset Ratio (Market)	46%
Farm Equity to Asset Ratio (Market)	54%
Farm Debt to Equity Ratio (Market)	85%
Rate of Return on Farm Assets (Cost)	8.2%
Rate of Return on Farm Equity (Cost)	10.2%
Operating Profit Margin (Cost)	18.0%
Net Farm Income (Cost)	\$112,816
EBIDTA	\$262,745
Asset Turnover Rate (Cost)	45.4%
Operating Expense Ratio	77.5%
Depreciation Expense Ratio	5.9%
Interest Expense Ratio	6.7%
Net Farm Income Ratio	9.7%
Capital Debt Repayment Capacity	\$176,263
Capital Debt Repayment Margin	\$98,049
Replacement Margin	\$86,336
Term Debt Coverage Ratio	2.25
Replacement Coverage Ratio	1.96
Operator Information	
Average Number of Operators	1.0
Average Age of Operators	52.8
Average Number of Years Farming	30.2
Acreage Summary	
Total Acres Owned	2,878
Total Crop Acres	1,166
Crop Acres Owned	566
Crop Acres Cash Rented	212
Crop Acres Share Rented	388
Average Price Received In Dollars (Cash Sales Only)	
Corn, per bu.	\$4.46
Winter Wheat, per bu.	\$6.98
Average Yield Per Acre	
Corn (bu.)	\$99.60
Winter Wheat (bu.)	37.11

Farm Financial Ratios and Guidelines

Liquidity

Is the ability of your farm business to meet the financial obligations as they come due - to generate enough cash to pay your family living expenses and taxes, and make debt payments on time.

Current Ratio

Measures the extent to which current farm assets, if sold tomorrow, would pay off current farm liabilities.

Total Current Farm Assets
/ Total Current Farm Liabilities

Working Capital

Tells us the operating capital available in the short term from within the business.

Total Current Farm Assets
- Total Current Farm Liabilities

Working Capital to Gross Revenues

Measures operating capital available against the size of the business.

Working Capital
/ Gross Farm Income

Solvency

Is the ability of your business to pay all its debts if it were sold tomorrow. Solvency is important in evaluating the financial risk and borrowing capacity of the business.

Farm Debt-to-Asset Ratio

Is the bank's share of the business. It compares total farm debt to total farm assets. A higher ratio is an indicator of greater financial risk and lower borrowing capacity

Total Farm Liabilities
/ Total Farm Assets

Farm Equity-to-Asset Ratio

Is your share of the business. It compares farm equity to total farm assets. If you add the debt-to-asset ratio and the equity-to-asset ratio, you must get 100%

Total Farm Net Worth
/ Total Farm Assets

Farm Debt-to-Equity Ratio

Compares the bank's ownership to your ownership. It also indicates how much the owners have leveraged (i.e., multiplied) their equity in the business.

Total Farm Liabilities
/ Total Farm Equity

Profitability

Is the difference between the value of goods produced and the cost of the resources used in their production.

Net Farm Income

Represents return to your labor, your management and your equity that you have invested in the business. It is the reward for investing your unpaid family labor, management and money in the business instead of elsewhere. Anything left in the business, i.e., not taken out for family living and taxes, will increase your farm net worth.

Gross Cash Farm Income
- Total Cash Farm Expenses
+ / - Inventory changes
- Depreciation

Rate of Return on Farm Assets

Can be thought of as the average interest rates being earned on all (yours and creditors') investments in the farm. Unpaid labor and management are assigned a return before return on farm assets is calculated.

Net Farm Income
+ Farm Interest
- Value of Operator Labor & Mgt
= Return on Farm Assets
/ Average Farm Assets

Rate of Return on Farm Equity

Represents the interest rate being earned by your investment in the farm. This return can be compared to returns available if your equity were invested somewhere else, such as a certificate of deposit.

Net Farm Income
- Value of Operator Labor & Mgt
= Return on Farm Equity
/ Average Farm Net Worth

Operating Profit Margin

Shows the operating efficiency of the business. If expenses are low relative to the value of farm production, the business will have a healthy operating profit margin. A low profit margin can be caused by low product prices, high operating expenses, or inefficient production.

Return on Farm Assets
/ Value of Farm Production

Value of Farm Production =
Gross Cash Farm Income
+/- Inventory Changes
- Feeder Livestock Purchased
- Purchased Feed

EBITDA

Earnings **B**efore **I**nterest, **T**axes, **D**epreciation, and **A**mortization.
Measures earnings available for debt repayment.

Net Farm Income
+ Interest Expense
+ Depreciation & Amortization

Repayment Capacity

Shows the borrower's (i.e., your) ability to repay term debts on time. It includes non-farm income and so it is not a measure of business performance alone.

Capital Debt Repayment Capacity

Measures the amount generated from farm and non-farm sources, to cover debt repayment and capital replacement.

Net Farm Income
+ Depreciation
+ Net Non-Farm Income
- Family Living & Income Taxes
+ Interest Expense on Term Loans

Capital Debt Repayment Margin

Is the Amount of money remaining after all operating expenses, taxes, family living costs, and scheduled debt payments have been made. It's really the money left, after paying all bills, that is available for purchasing or financing new machinery, equipment, land or livestock.

Capital Debt Repayment Capacity
- Scheduled principle & interest on term loans *

Replacement Margin

The amount of income remaining after paying principle and interest on term loans and unfunded (cash) capital purchases.

Capital Debt Repayment Capacity
- Unfunded (Cash) Capital Replacement Allowance

Term-Debt Coverage Ratio

Tells whether your business produced enough income to cover all intermediate and long-term debt payments. A ratio of less than 1.0 indicates that the business had to liquidate inventories, run up open accounts, borrow money, or sell assets to make scheduled payments.

Capital Debt Repayment Capacity
/ Scheduled principle & Interest on Term Loans *

Replacement Margin Coverage Ratio

A Ratio Under 1.0 indicates that you did not generate enough income to cover term debt payments and unfunded capital purchases.

Capital Debt Repayment Capacity
/ (Scheduled principle & Interest on Term Loans *
+ Unfunded Capital Replacement Allowance)

Financial Efficiency

Shows how effectively your business uses assets to generate income. Past performance of the business could well indicate potential future accomplishments. It also answers the questions:

- ⇒ Are you using every available asset to its fullest potential?
- ⇒ What are the effects of production, purchasing, pricing, financing and marketing decisions on gross income?

Asset-Turnover Rate

Measures efficiency in using capital. You could think of it as capital productivity. Generating a high level of production with a low level of capital investment will give a high asset-turnover rate. If, on the other hand, the turnover is low you will want to explore methods to use the capital invested much more efficiently or sell some low-return investments. (It could mean getting rid of that swamp and ledge on the Back 40 an getting something that produces income.)

Value of Farm Production
/ Average Farm Assets

The last four ratios show how Gross Farm Income is used. The sum of the four equal 100% (of Gross Farm Income).

Operating Expense Ratio

Shows the proportion of farm income that is used to pay operating expenses, not including principle or interest.

Total Farm Operating Expenses excluding Interest & Depreciation
/ Gross Farm Income

Depreciation Expense Ratio

Indicates how fast the business wears out capital. It tells what proportion of farm income is needed to maintain the capital used by the business.

Depreciation
/ Gross Farm Income

Interest Expense Ratio

Shows how much of gross income is used to pay for interest on borrowed capital

Farm Interest
/ Gross Farm Income

Net Farm Income Ratio

Compares profit to gross farm income. It shows how much is left after all farm expenses, except for unpaid labor and management, are paid

Net Farm Income
/ Gross Farm Income

* Includes payments on capital leases