

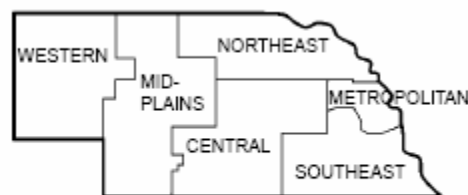
2006 Annual Report

Northeast Region



UNIVERSITY OF
Nebraska
Lincoln

University of Nebraska
Cooperative Extension



Nebraska Community Colleges

In cooperation with Nebraska Farm Business, Inc.
and Nebraskaland Farm & Ranch Management

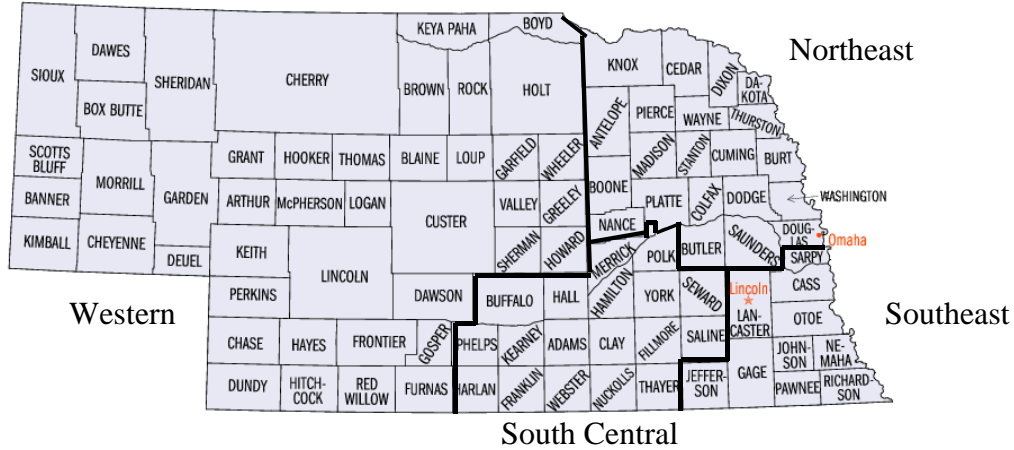
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Regional Comments

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.

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Table 1: Northeast - Summary Information, 2006

Farm Income

Gross Cash Farm Income	\$549,577
Inventory Change - Income Items	24,746
Gross Revenue	\$574,323
Cash Farm Operating Expenses	\$423,675
Interest Expense	19,283
Depreciation	37,398
Inventory Change - Expense Items	3,818
Total Farm Expense	\$484,174

Net Accrual Farm Income

\$90,149

Net Worth Change

Net Farm Income	(+)	\$90,149
Non-Farm Income	(+)	20,918
Family Living/Owner Withdrawals	(-)	52,021
Income & Social Security Tax	(-)	10,286
Market Value Adjustment	(+)	-\$31,924
Earned Net Worth Change	(=)	\$80,684

Ending Net Worth *

\$925,671

*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	2.43	2.49
Working Capital	\$206,811	\$240,549
<u>Solvency (Market)</u>		
Debt to Asset Ratio	32%	31%
Debt to Equity Ratio	48%	45%
<u>Profitability (Cost)</u>		
Rate of Return on Assets		9.8%
Rate of Return on Equity		12.7%
Operating Profit Margin		17.7%
<u>Efficiency</u>		
Asset Turnover Rate (Cost)		55.0%
Operating Expense Ratio		74.4%
Depreciation Ratio		6.5%
Interest Expense Ratio		3.4%
Net Farm Income Ratio		15.7%

Term Debt Coverage

Balance Available for Term Debt	83,908
Average Intermediate Debt	85,090
Term Debt Coverage	358%

Table 2A: Northeast - Gross Cash Farm Income, 2006

	Average Of <u>All Farms</u>	Average Of <u>Low 33%</u>	Average Of <u>High 33%</u>
Crop Income			
Corn	129,314	136,369	136,511
Seed Corn	3,258	10,859	0
Soybeans	94,576	75,262	122,797
Wheat	3,366	9,293	0
Hay Crops	1,666	2,267	1,804
Grain Sorghum	0	0	0
White Corn	255	0	0
Sugar Beets	0	0	0
Great Northern Beans	0	0	0
Miscellaneous Crop Income	2,600	246	29
Total Crop Income	\$235,035	\$234,296	\$261,141
Livestock and Product Income			
Beef Finishing	176,070	95,600	356,750
Beef Calves	22,312	10,414	34,643
Background Beef	0	0	0
Farrow-to-Finish, Hogs	22,751	11,161	52,916
Finish Feeder Pigs	7,206	3,699	12,210
Dairy, Milk	20,903	0	57,009
Cull Breeding Livestock	6,328	2,302	8,866
Miscellaneous Livestock Income	1,426	0	108
Total Livestock Income	\$256,996	\$123,176	\$522,502
Other Farm Income			
LDP Payments	1,173	1,507	1,247
Direct & CC Gov't Payments	26,284	21,864	34,496
CRP & Other Gov't Payments	2,758	3,998	2,356
Custom Work	3,403	3,210	3,823
Patronage Dividends, Cash	1,931	706	2,723
Insurance Income	3,831	5,126	2,380
Cash from Hedging Accounts	8,772	3,333	12,182
Contract Livestock Income	0	0	0
Other Miscellaneous Farm Income	9,394	7,320	7,137
Total Other Farm Income	\$57,546	\$47,064	\$66,344
Gross Cash Farm Income	\$549,577	\$404,536	\$849,987

Table 2B: Northeast - Gross Cash Farm Expenses, 2006

	Average Of All Farms	Average Of Low 33%	Average Of High 33%
Crop Expense			
Seed	28,883	17,787	37,770
Fertilizer	24,954	26,140	25,511
Crop Chemicals	20,855	16,397	23,861
Crop Insurance	7,391	6,498	8,990
Drying Fuel	591	974	677
Irrigation Energy	9,308	7,849	9,960
Irrigation Repairs	3,296	3,170	2,950
Crop Marketing	1,195	780	1,958
Crop Miscellaneous	6,993	6,763	7,566
CCC Buyback	1,867	0	5,092
Total Crop Expense	\$105,333	\$86,358	\$124,335
Livestock Expense			
Feeder Livestock Purchases	105,599	46,210	223,983
Purchased Feed	33,335	29,602	57,060
Breeding Fees	1,355	217	3,518
Veterinary	5,767	1,405	13,349
Livestock Supplies	2,694	1,680	5,049
Livestock Repairs	1,455	749	2,341
Livestock Leases	207	89	491
Grazing Fees	2,508	2,429	3,578
Livestock Marketing	4,857	5,953	7,907
Livestock Custom Hire	2,986	922	6,910
Total Livestock Expense	\$160,763	\$89,256	\$324,186
Other Farm Expense			
Interest	19,283	22,168	18,135
Fuel and Oil	20,541	16,298	27,163
Repairs	27,846	21,623	31,933
Custom Hire	2,080	1,779	1,077
Hired Labor	17,018	13,048	24,423
Land Rent	47,197	52,149	57,095
Machinery and Building Lease	1,869	1,141	3,602
Real Estate Taxes	7,680	8,367	8,735
Personal Property Taxes	1,214	894	1,693
Farm Insurance	6,733	5,147	9,221
Utilities	5,918	5,609	7,919
Dues and Professional Fees	3,448	4,497	2,738
Hedging Account Deposits	12,966	9,021	15,402
Miscellaneous	3,069	2,550	4,029
Total Other Cash Farm Expense	\$176,862	\$164,291	\$213,165
Total Cash Operating Expense	\$442,958	\$339,905	\$661,686
Summary			
Gross Cash Farm Income (Table 1A)	\$549,577	\$404,536	\$849,987
- Total Cash Operating Expense	\$442,958	\$339,905	\$661,686
= Net Cash Farm Income	\$106,619	\$64,631	\$188,301

Table 3: Northeast - Inventory Changes, 2006

	<u>Average Of All Farms</u>	<u>Average Of Low 33%</u>	<u>Average Of High 33%</u>
Net Cash Farm Income	\$106,619	\$64,631	\$188,301
Crops and Feed			
Ending Inventory	227,330	157,365	333,050
Beginning Inventory	165,969	116,346	233,772
Inventory Change	61,361	41,019	99,278
Market Livestock			
Ending Inventory	99,449	41,457	191,053
Beginning Inventory	126,809	75,234	234,965
Inventory Change	-27,360	-33,777	-43,912
Accounts Receivable & Other Current Assets			
Ending Inventory	9,379	14,830	5,808
Beginning Inventory	18,634	44,572	7,351
Inventory Change	-9,255	-29,742	-1,543
Prepaid Expenses and Supplies			
Ending Inventory	15,008	11,209	24,448
Beginning Inventory	19,227	15,697	32,936
Inventory Change	-4,219	-4,488	-8,488
Accounts Payable			
Beginning Inventory	10,467	5,075	18,099
Ending Inventory	10,066	6,351	17,048
Inventory Change	401	-1,276	1,051
Total Inventory Change	\$20,928	-\$28,264	\$46,386
Net Accrual Operating Income	\$127,547	\$36,367	\$234,687

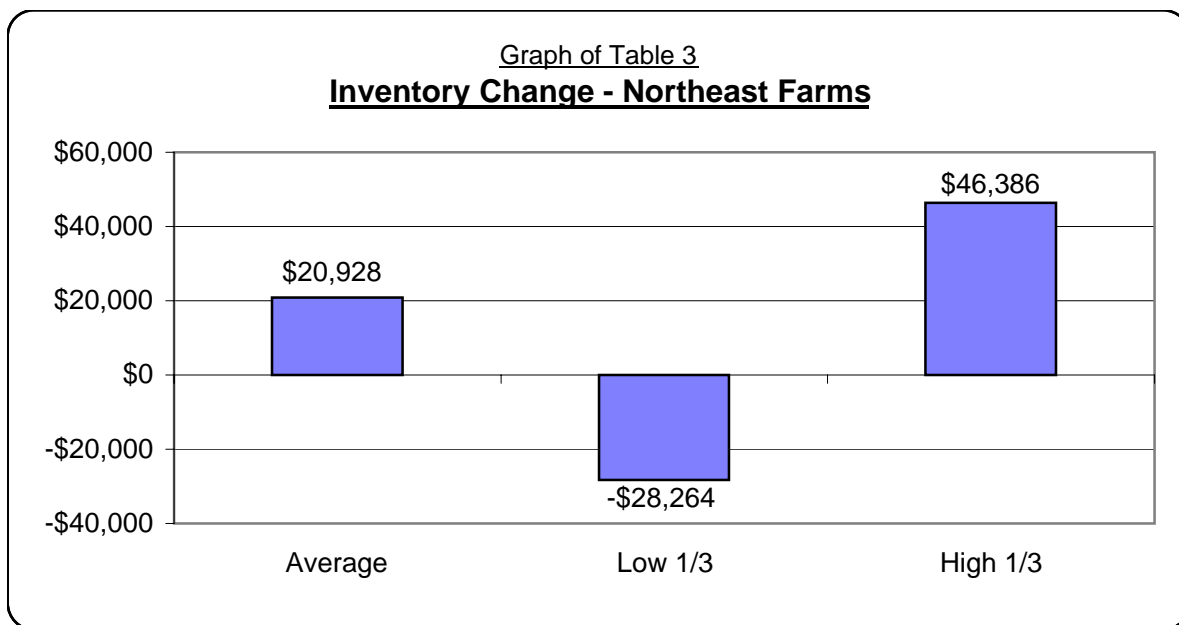


Table 4: Northeast - Depreciation and Other Capital Adjustments, 2006

	Average Of <u>All Farms</u>	Average Of <u>Low 33%</u>	Average Of <u>High 33%</u>
Net Accrual Operating Income	\$127,547	\$36,367	\$234,687
Breeding Livestock			
Ending Inventory	18,186	10,985	17,962
Capital Sales	0	0	0
Beginning Inventory	16,323	8,532	20,104
Capital Purchases	7,976	6,899	6,837
Depreciation & Capital Adjustments	-6,113	-4,446	-8,979
Machinery and Equipment			
Ending Inventory	99,822	68,230	130,522
Capital Sales	2,188	5,644	541
Beginning Inventory	100,337	79,684	128,476
Capital Purchases	31,734	24,784	39,468
Depreciation & Capital Adjustments	-30,061	-30,594	-36,881
Buildings and Improvements			
Ending Inventory	26,269	28,817	32,247
Capital Sales	0	0	0
Beginning Inventory	21,875	16,574	32,108
Capital Purchases	8,761	18,427	5,624
Depreciation & Capital Adjustments	-4,367	-6,184	-5,485
Other Capital Assets			
Ending Inventory	19,471	19,823	25,441
Capital Sales	4,568	2,000	574
Beginning Inventory	16,717	11,738	23,907
Capital Purchases	4,179	0	919
Depreciation & Capital Adjustments	3,143	10,085	1,189
Total Depreciation & Capital Adjustments	-\$37,398	-\$31,139	-\$50,156
Net Farm Income	\$90,149	\$5,228	\$184,531

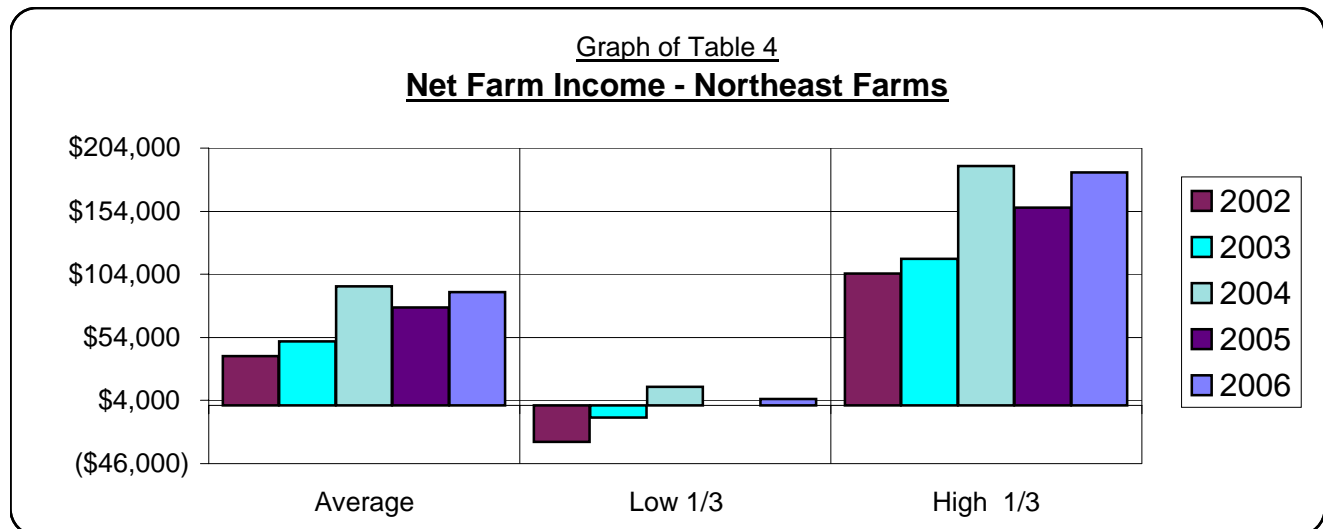


Table 5: Northeast - Profitability Analysis At Cost Value, 2006

	Average Of All Farms	Average Of Low 33 %	Average Of High 33%
Profitability			
Net Farm Income	\$90,149	\$5,228	\$184,531
Labor and Mgt. Earnings	\$63,141	-\$7,568	\$139,222
Rate of Return on Assets	9.8%	0.5%	13.9%
Rate of Return on Equity	12.7%	-9.7%	18.1%
Operating Profit Margin	17.7%	0.9%	25.1%
Asset Turnover Rate	55.0%	56.7%	55.2%
Interest on Farm Net Worth	\$27,009	\$12,798	\$45,305
Farm Interest Expense	\$19,576	\$23,443	\$17,788
Operator Labor & Mgt.	\$33,622	\$26,000	\$47,969
Return on Farm Assets	\$76,105	\$2,673	\$154,346
Average Farm Assets	\$780,362	\$532,607	\$1,111,693
Return on Farm Equity	\$56,529	-\$20,771	\$136,558
Average Farm Equity	\$445,706	\$213,296	\$755,087
Value of Farm Production	\$429,275	\$301,776	\$613,786

Table 6: Northeast - Profitability Analysis At Market Value, 2006

	Average Of All Farms	Average Of Low 33 %	Average Of High 33 %
Profitability			
Net Farm Income	\$98,664	\$17,640	\$196,168
Labor and Mgt. Earnings	\$54,036	-\$13,255	\$132,076
Rate of Return on Assets	7.8%	1.8%	11.6%
Rate of Return on Equity	8.7%	-1.6%	13.9%
Operating Profit Margin	19.7%	5.0%	27.0%
Asset Turnover Rate	39.8%	36.2%	43.1%
Interest on Farm Net Worth	\$44,628	\$30,895	\$64,092
Farm Interest Expense	\$19,576	\$23,443	\$17,788
Operator Labor & Mgt.	\$33,622	\$26,000	\$47,969
Return on Farm Assets	\$84,618	\$15,083	\$165,987
Average Farm Assets	\$1,078,451	\$834,222	\$1,424,810
Return on Farm Equity	\$65,042	-\$8,360	\$148,199
Average Farm Equity	\$743,796	\$514,911	\$1,068,205
Value of Farm Production	\$429,275	\$301,776	\$613,786

Table 7: Northeast - Liquidity Analysis, 2006

		Average of <u>All Farms</u>	Average Of <u>Low 33%</u>	Average Of <u>High 33%</u>
Liquidity (Cash)				
Net Cash Farm Income	(+)	106,619	64,631	188,301
Net Non-Farm Income	(+)	20,918	36,829	9,295
Family Living and Taxes	(-)	59,982	47,526	78,706
Real Estate Principle Payments	(-)	4,575	4,346	5,592
Cash Available for Intern. Debt	(=)	62,980	49,588	113,298
Average Intermediate Debt		\$85,090	\$45,515	\$89,557
Years to Turnover Intern. Debt		1.4	0.9	0.8
Expense as a % of Income		81%	84%	78%
Interest as a % of Income		4%	5%	2%
Working Capital to Gross Income		44%	15%	54%
Liquidity (Accrual)				
Total Accrual Farm Income	(+)	574,321	382,034	903,808
Total Accrual Farm Expense	(-)	446,774	345,666	669,127
Net Accrual Operating Income	(=)	127,547	36,368	234,681
Net Non-Farm Income	(+)	20,918	36,829	9,295
Family Living and Taxes	(-)	59,982	47,526	78,706
Real Estate Principle Payments	(-)	4,575	4,346	5,592
Cash & Inventory for Intern. Debt	(=)	83,908	21,325	159,678
Average Intermediate Debt		\$85,090	\$45,515	\$89,557
Years to Turnover Intern. Debt		1.0	2.1	0.6
Expense as a % of Income		78.0%	90.0%	74.0%
Interest as a % of Income		3.0%	6.0%	2.0%
Working Capital to Gross Income		42.0%	16.0%	50.0%

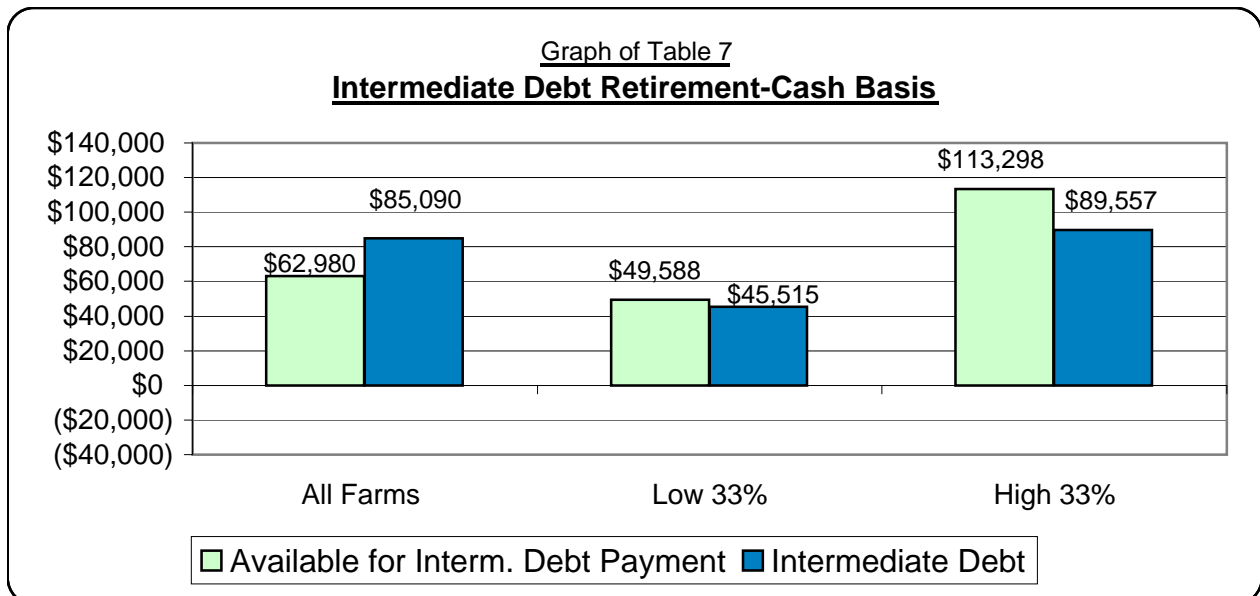


Table 8A: Northeast - Balance Sheet - Assets at Cost Value, 2006

	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	17,088	33,467	-1,318	20,130	26,146	44,554
Prepaid Expenses & Supplies	19,227	15,008	15,697	11,209	32,936	24,448
Growing Crops	303	729	981	981	23	1,041
Accounts Receivable	12,885	3,641	35,350	9,339	2,721	1,368
Hedging Accounts	4,337	4,530	4,730	3,085	4,455	3,257
Crops Held for Sale or Feed	160,883	213,517	115,820	139,466	233,282	323,276
Crops Under Government Loan	9,093	30,899	3,621	47,036	8,885	32,533
Market Livestock Held for Sale	126,809	99,449	75,234	41,457	234,965	191,053
Other Current Assets	1,109	480	3,511	1,425	151	142
Total Current Farm Assets	\$351,734	\$401,720	\$253,626	\$274,128	\$543,564	\$621,672
Intermediate Farm Assets						
Breeding Livestock	16,323	18,186	8,532	10,985	20,104	17,962
Machinery and Equipment	93,940	94,661	74,166	64,575	115,732	121,250
Titled Vehicles	6,396	5,161	5,518	3,655	12,743	9,272
Other Intermediate Assets	16,297	19,051	11,516	19,601	23,907	25,441
Total Intermediate Farm Assets	\$132,956	\$137,059	\$99,732	\$98,816	\$172,486	\$173,925
Long Term Farm Assets						
Farm Land	246,952	262,414	173,384	151,925	309,406	369,131
Buildings and Improvements	21,875	26,269	16,574	28,817	32,108	32,247
Other Long Term Assets	420	420	222	222	0	0
Total Long Term Farm Assets	\$269,247	\$289,103	\$190,180	\$180,964	\$341,514	\$401,378
Total Farm Assets	\$753,937	\$827,882	\$543,538	\$553,908	\$1,057,564	\$1,196,975
Non-Farm Assets	136,025	144,124	131,193	134,157	148,430	167,151
Total Farm & Non-Farm Assets	\$889,962	\$972,006	\$674,731	\$688,065	\$1,205,994	\$1,364,126

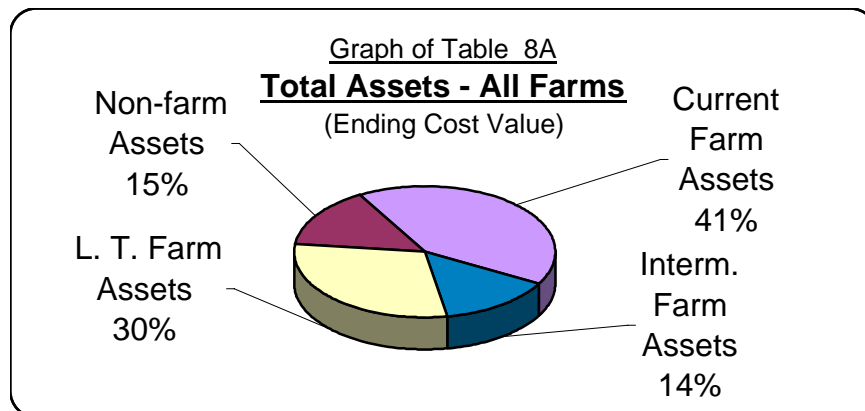


Table 8B: Northeast - Balance Sheet - Liabilities at Cost Value, 2006

	Average Of All Farms		Average Of Low 33 %		Average Of High 33%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Current Farm Liabilities						
Accrued Interest	6,404	6,751	4,459	5,763	8,710	8,488
Accounts Payable	4,036	3,342	602	602	9,327	8,622
Current Notes	112,620	114,709	157,458	160,438	127,662	107,485
Government Crop Loans	8,424	20,177	3,095	29,109	8,395	22,634
Principle Due on Term Debt	13,439	16,192	10,951	18,596	19,054	18,742
Total Current Farm Liabilities	\$144,923	\$161,171	\$176,565	\$214,508	\$173,148	\$165,971
Intermediate Farm Liabilities	\$73,109	\$77,252	\$34,951	\$38,582	\$75,139	\$77,231
Long Term Farm Liabilities	\$121,344	\$112,604	\$117,494	\$88,752	\$123,436	\$129,440
Total Farm Liabilities	\$339,376	\$351,027	\$329,010	\$341,842	\$371,723	\$372,642
Non-Farm Liabilities	7,491	6,824	5,383	4,218	1,813	4,773
Total Liabilities	\$346,867	\$357,851	\$334,393	\$346,060	\$373,536	\$377,415
Net Worth (Farm & Non-Farm)	\$543,095	\$614,155	\$340,338	\$342,005	\$832,458	\$986,711
Net Worth Change (Cost Value)		\$71,060		\$1,667		\$154,253

Ratio Analysis

Current Farm Liabilities / Assets	41%	40%	70%	78%	32%	27%
Curr. & Interm Farm Liab. / Assets	45%	44%	60%	68%	35%	31%
Long Term Farm Liab. / Assets	45%	39%	62%	49%	36%	32%
Total Liabilities / Assets	39%	37%	50%	50%	31%	28%

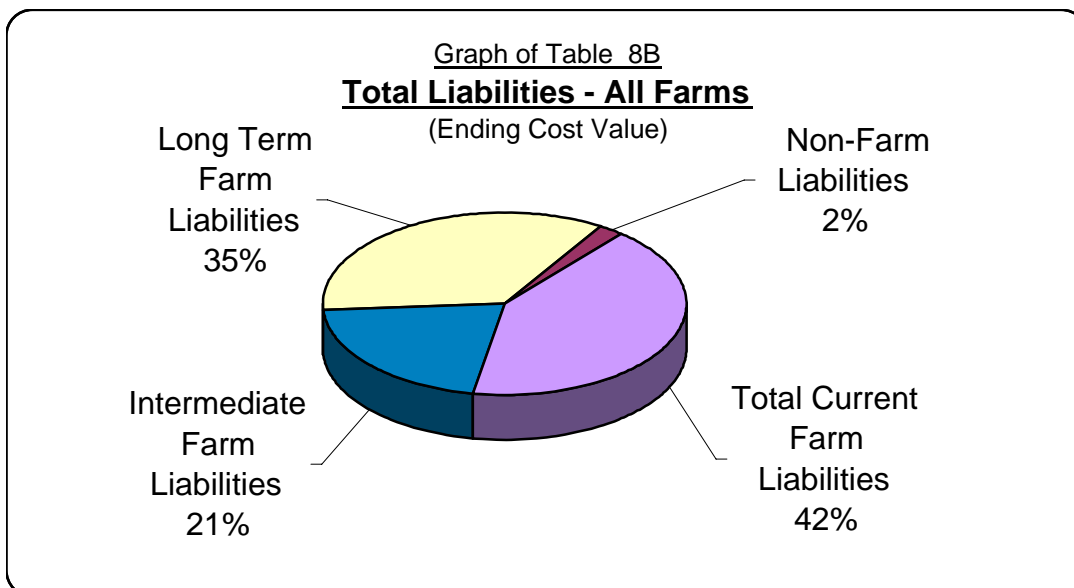


Table 9A: Northeast - Balance Sheet - Assets at Market Value, 2006

	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	17,088	33,467	-1,318	20,130	26,146	44,554
Prepaid Expenses & Supplies	19,227	15,008	15,697	11,209	32,936	24,448
Growing Crops	303	729	981	981	23	1,041
Accounts Receivable	12,885	3,641	35,350	9,339	2,721	1,368
Hedging Accounts	4,337	4,530	4,730	3,085	4,455	3,257
Crops Held for Sale or Feed	160,883	213,517	115,820	139,466	233,282	323,276
Crops Under Government Loan	9,093	30,899	3,621	47,036	8,885	32,533
Market Livestock Held for Sale	126,809	99,449	75,234	41,457	234,965	191,053
Other Current Assets	1,109	480	3,511	1,425	151	142
Total Current Farm Assets	\$351,734	\$401,720	\$253,626	\$274,128	\$543,564	\$621,672
Intermediate Farm Assets						
Breeding Livestock	36,094	38,264	25,647	25,733	49,700	52,146
Machinery and Equipment	221,720	227,163	178,103	181,171	283,722	291,109
Titled Vehicles	7,217	7,076	7,869	6,965	12,107	10,778
Other Intermediate Assets	16,192	28,731	11,516	51,046	23,906	25,614
Total Intermediate Farm Assets	\$281,223	\$301,234	\$223,135	\$264,915	\$369,435	\$379,647
Long Term Farm Assets						
Farm Land	344,209	352,262	291,310	238,406	351,007	414,437
Buildings and Improvements	67,490	72,032	70,655	84,057	93,507	93,177
Other Long Term Assets	3,114	2,979	222	222	7,348	6,980
Total Long Term Farm Assets	\$414,813	\$427,273	\$362,187	\$322,685	\$451,862	\$514,594
Total Farm Assets	\$1,047,770	\$1,130,227	\$838,948	\$861,728	\$1,364,861	\$1,515,913
Non-Farm Assets	144,084	153,295	131,193	134,157	151,656	170,477
Total Farm & Non-Farm Assets	\$1,191,854	\$1,283,522	\$970,141	\$995,885	\$1,516,517	\$1,686,390

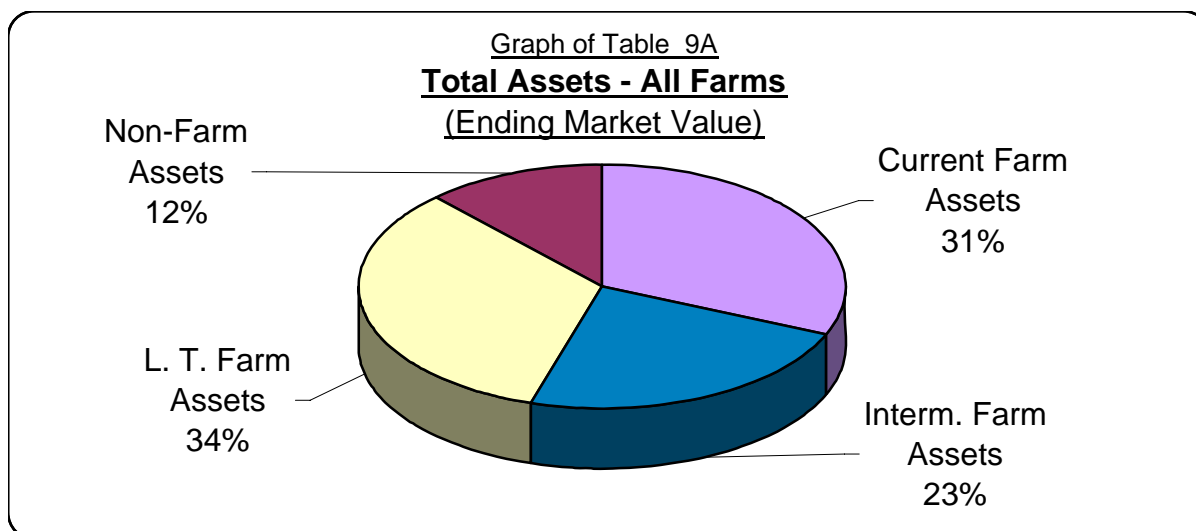


Table 9B: Northeast - Balance Sheet - Liabilities at Market Value, 2006

	Average Of All Farms		Average Of Low 33 %		Average Of High 33%	
	Beginning	Ending	Beginning	Ending	Beginning	Ending
Current Farm Liabilities						
Accrued Interest	6,404	6,751	4,459	5,763	8,710	8,488
Accounts Payable	4,036	3,342	602	602	9,327	8,622
Current Notes	112,620	114,709	157,458	160,438	127,662	107,485
Government Crop Loans	8,424	20,177	3,095	29,109	8,395	22,634
Principle Due on Term Debt	13,439	16,192	10,951	18,596	19,054	18,742
Total Current Farm Liabilities	\$144,923	\$161,171	\$176,565	\$214,508	\$173,148	\$165,971
Intermediate Farm Liabilities	\$73,109	\$77,252	\$34,951	\$38,582	\$75,139	\$77,231
Long Term Farm Liabilities	\$121,344	\$112,604	\$117,494	\$88,752	\$123,436	\$129,440
Total Farm Liabilities	\$339,376	\$351,027	\$329,010	\$341,842	\$371,723	\$372,642
Non-Farm Liabilities	7,491	6,824	5,383	4,218	1,813	4,773
Total Deferred Liabilities	N/A	N/A	N/A	N/A	N/A	N/A
Total Farm & Non-Farm Liabilities	\$346,867	\$357,851	\$334,393	\$346,060	\$373,536	\$377,415
Net Worth (Farm and Non-Farm)	\$844,987	\$925,671	\$635,748	\$649,825	\$1,142,981	\$1,308,975
Net Worth Change (Market Value)		\$80,684		\$14,077		\$165,994
Ratio Analysis						
Current Farm Liabilities / Assets	41%	40%	70%	78%	32%	27%
Curr. & Interm Farm Liab / Assets	34%	34%	44%	47%	27%	24%
Long Term Farm Liab. / Assets	29%	26%	32%	28%	27%	25%
Total Liabilities / Assets	29%	28%	34%	35%	25%	22%

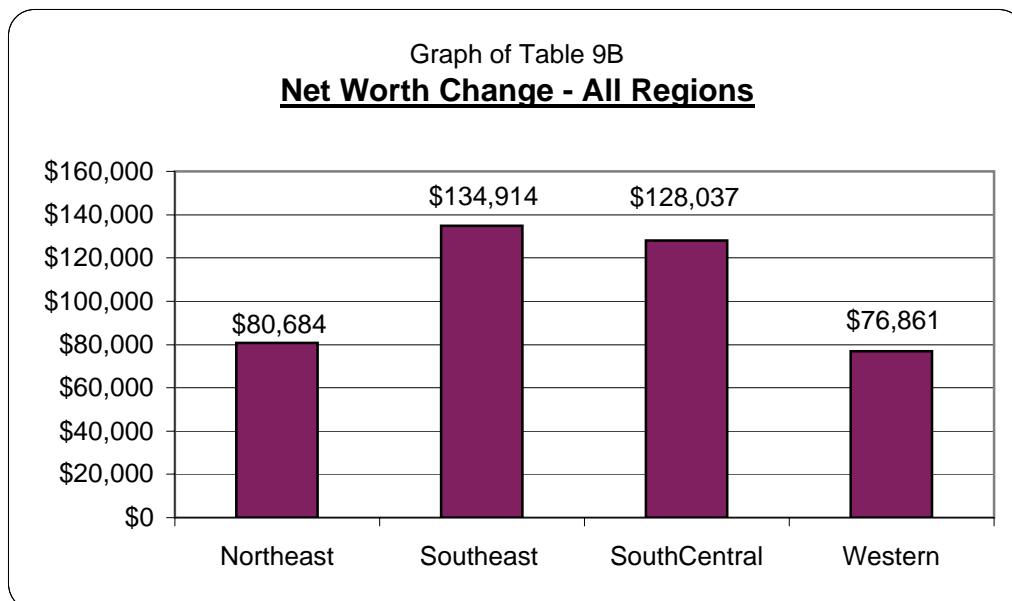


Table 10: Northeast - Statement of Cash Flows, 2006

		Average Of All Farms	Average Of Low 33%	Average Of High 33%
(A) Beginning Cash Balance (Farm & Non-Farm)		\$46,182	\$11,969	\$75,441
Cash From Operating Activities				
Gross Cash Farm Income	(+) 549,577	404,536	849,987	
Net Non-Farm Income	(+) 20,918	36,829	9,295	
Total Cash Farm Expense	(-) 442,958	339,905	661,686	
Apparent Family Living Expense	(-) 52,021	39,580	68,983	
Income and Social Security Tax	(-) 10,286	7,945	16,064	
(B) Net Cash From Operating Activities	(=) \$65,230	\$53,935	\$112,549	
Cash From Investing Activities				
Sale of Breeding Livestock	(+) 0	0	0	
Sale of Machinery & Equipment	(+) 2,071	5,644	221	
Sale of Titled Vehicles	(+) 118	0	320	
Sale of Farm Land	(+) 5,075	16,917	0	
Sale of Farm Buildings	(+) 0	0	0	
Sale of Other Farm Assets	(+) 4,568	2,000	574	
Sale of Non-Farm Assets	(+) 3,776	5,579	239	
Purchase of Breeding Livestock	(-) 7,976	6,899	6,837	
Purchase of Machinery & Equip.	(-) 31,150	24,784	39,468	
Purchase of Titled Vehicles	(-) 583	0	0	
Purchase of Farm Land	(-) 21,899	0	59,725	
Purchase of Farm Buildings	(-) 8,761	18,427	5,624	
Purchase of Other Farm Assets	(-) 4,179	0	919	
Purchase of Non-Farm Assets	(-) 6,953	5,777	9,390	
(C) Net Cash From Investing Activities	(=) -\$65,893	-\$25,747	-\$120,609	
Cash From Financing Activities				
Money Borrowed	(+) 298,166	333,513	350,031	
Cash Gifts and Inheritances	(+) 15,925	84	42,872	
Principle Payments	(-) 298,871	349,164	358,208	
Dividends Paid	(-) -2,325	0	-6,340	
Gifts Given	(-) 0	0	0	
(D) Net Cash From Financing Activities	(=) \$17,545	-\$15,567	\$41,035	
(E) Net Change In Cash Balance (B+C+D)		\$16,882	\$12,621	\$32,975
(F) Ending Cash Balance (A+E)		\$63,064	\$24,590	\$108,416

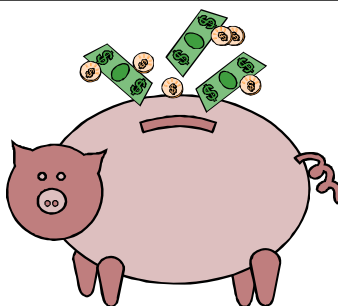


Table 11: Northeast - Financial Guideline Measures, 2006

	Average Of All Farms	Average Of Low 33%	Average Of High 33%
Liquidity			
Current Ratio	2.49	1.28	3.75
Working Capital	\$240,549	\$59,620	\$455,700
Solvency (Market)			
Farm Debt to Asset Ratio	31%	40%	25%
Farm Equity to Asset Ratio	69%	60%	75%
Farm Debt to Equity Ratio	45%	66%	33%
Profitability (Cost)			
Rate of Return on Farm Assets	9.8%	0.5%	13.9%
Rate of Return on Farm Equity	12.7%	-9.7%	18.1%
Operating Profit Margin	17.7%	0.9%	25.1%
Net Farm Income	\$90,149	\$5,228	\$184,531
Repayment Capacity			
Term Debt Coverage Ratio	358%	140%	490%
Capital Replacement Margin	\$44,175	\$6,168	\$85,119
Efficiency			
Asset Turnover Rate (Cost)	55.0%	56.7%	55.2%
Operating Expense Ratio	74.4%	84.3%	72.1%
Depreciation Expense Ratio	6.5%	8.2%	5.5%
Interest Expense Ratio	3.4%	6.1%	2.0%
Net Farm Income Ratio	15.7%	1.4%	20.4%

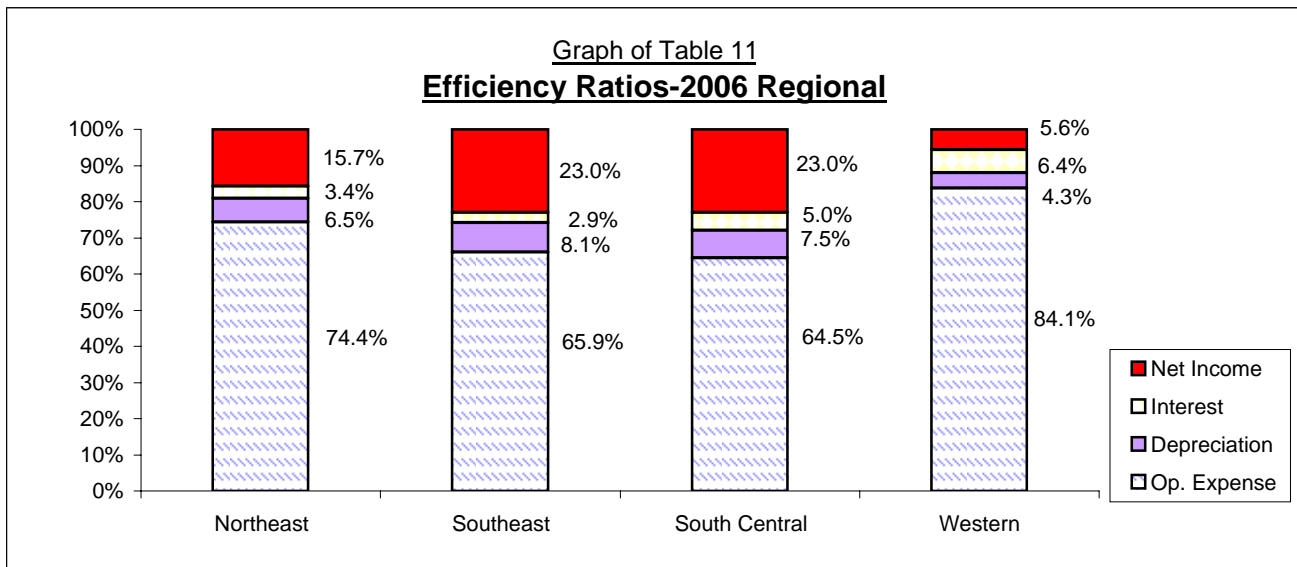


Table 12: Northeast - Household and Personal Expense, 2006

	Average Of All Farms	Average Of Low 33%	Average Of High 33%
Average Family Size	3.0	2.8	3.0
Family Living Expense			
Food and Meals Expense	6,470	5,239	7,164
Medical Care and Health Insurance	8,989	5,523	11,949
Cash Donations	1,672	1,987	774
Household Supplies	2,033	2,196	1,748
Clothing	1,536	1,564	1,636
Personal Care	1,929	2,673	1,239
Child / Dependent Care	145	398	0
Alimony & Child Support	0	0	0
Gifts	1,922	1,186	2,408
Education	1,408	696	1,526
Recreation	1,385	1,124	2,076
Utilities (Household Share)	2,072	1,734	2,399
Non-farm Vehicle Operating Expense	3,216	3,202	3,157
Household Real Estate Taxes	109	0	186
Dwelling Rent	9	0	0
Household Repairs	2,925	964	3,503
Non-Farm Interest	278	373	347
Disability/Long Term Care Ins.	277	0	673
Life Insurance Payments	2,251	1,489	1,941
Nonfarm Property Insurance	307	717	132
Miscellaneous	8,207	4,715	9,439
Total Cash Family Living Expense	\$47,140	\$35,780	\$52,297
Family Living from the Farm	49	0	118
Total Family Living Expense **	\$47,189	\$35,780	\$52,415
Other Non-Farm Expense			
Income Taxes	8,876	5,312	12,834
Furnishing & Appliance Purchases	397	1,125	0
Non-Farm Vehicle Purchases	5,193	0	12,611
Non-Farm Real Estate Purchases	0	0	0
Other Non-farm Capital Purchases	-1,867	-5,289	0
Non-Farm Savings & Investments	1,001	-516	6,097
Total Other Non-Farm Expense	\$13,600	\$632	\$31,542
Total Cash Family Living, Investment & Non-Farm Capital Purchases	\$60,740	\$36,412	\$83,839

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



Table 13: Northeast - Operator Information and Non-Farm Summary, 2006

	Average Of All Farms	Average Of Low 33%	Average Of High 33%
Operator Information			
Average Number of Operators	1.2	1.1	1.5
Average Age of Operators	50.5	49.7	53.3
Average Number of Years Farming	27.1	26.3	30.5
Non-Farm Income			
Non-Farm Wages & Salary	10,872	14,754	5,561
Non-Farm Business Income	-56	-890	-216
Non-Farm Rental Income	3,681	10,436	767
Non-Farm Interest Income	960	136	2,367
Non-Farm Cash Dividends	4	10	1
Tax Refunds	792	900	147
Non-Taxable Non-Farm Income	0	0	0
Gifts and Inheritances	15,925	84	42,872
Other Non-Farm Income	4,665	11,482	667
Total Non-Farm Income	\$36,843	\$36,912	\$52,166
Non-Farm Assets (Market Value)			
Checking & Savings	29,596	4,460	63,859
Stocks & Bonds	2,587	2,269	785
Other Current Assets	9,551	13,607	10,782
Furniture & Appliances	3,842	2,763	1,959
Non-Farm Vehicles	12,414	12,051	14,203
Cash Value of Life Ins.	15,874	5,530	18,930
Retirement Accounts	40,798	38,271	34,826
Other Interm. Assets	2,752	2,374	2,668
Non-Farm Real Estate	31,106	52,669	17,759
Other Long Term Assets	4,775	163	4,706
Total Non-Farm Assets	\$153,295	\$134,157	\$170,477
Non-Farm Liabilities			
Accrued Interest	10	2	11
Accounts Payable	128	428	0
Current Notes	559	1,174	564
Princ Due on Term Debt	181	0	0
Total Current Liabilities	878	1,604	575
Intermediate Liabilities	3,332	2,614	4,198
Long Term Liabilities	2,614	0	0
Total Non Farm Liabilities	\$6,824	\$4,218	\$4,773
Non-Farm Net Worth	\$146,471	\$129,939	\$165,704
Non-Farm Debt to Asset Ratio	4%	3%	3%

Table 14: Northeast - Comparison By Age of Operator, 2006

	Average Of All Farms	Less Than 31	41-50	51-60	Over 60
Income Statement					
Crop Income	235,035	232,887	236,413	178,702	323,708
Livestock Income	256,996	33,575	431,853	182,972	358,046
Government Payments	30,215	19,743	38,639	24,003	39,030
Other Farm Income	27,331	15,662	37,490	25,176	28,896
Gross Cash Farm Income	\$549,577	\$301,867	\$744,395	\$410,853	\$749,680
Direct Crop Expenses	105,333	104,431	119,359	82,021	128,587
Direct Livestock Expenses	160,763	22,453	236,017	102,868	275,279
Interest	19,283	17,346	26,206	18,346	15,216
Land Rent	47,197	80,350	49,413	25,163	55,927
Other Farm Expenses	110,382	66,577	145,047	91,928	135,998
Total Cash Farm Expense	\$442,958	\$291,157	\$576,042	\$320,326	\$611,007
Net Cash Farm Income	106,619	10,710	168,353	90,527	138,673
Inventory Change	20,928	85,156	-32,436	25,371	21,432
Depreciation and Capital Adj.					
Net Farm Income	\$127,547	\$95,866	\$135,917	\$115,898	\$160,105
Profitability (Cost Value)					
Labor and Management Earnings	\$63,141	\$51,234	\$61,156	\$57,623	\$82,304
Rate of Return on Assets	9.8%	12.7%	8.2%	9.6%	10.8%
Rate of Return on Equity	12.7%	23.0%	11.7%	11.9%	12.4%
Operating Profit Margin	17.7%	15.2%	15.5%	20.8%	18.0%
Asset Turnover Rate	55.0%	83.7%	52.6%	46.0%	60.0%
Profitability (Market Value)					
Labor and Management Earnings	\$54,036	\$48,227	\$50,678	\$50,963	\$66,373
Rate of Return on Assets	7.8%	11.5%	6.8%	7.9%	7.9%
Rate of Return on Equity	8.7%	18.1%	7.9%	8.7%	8.1%
Operating Profit Margin	19.7%	15.0%	17.2%	23.9%	20.2%
Asset Turnover Rate	39.8%	76.5%	39.2%	33.2%	39.2%
Liquidity (Accrual)					
Term Debt Coverage Ratio	357.7%	615.8%	245.3%	448.1%	448.2%
Expense as a Percent of Income	77.8%	75.5%	81.0%	73.6%	79.4%
Interest as a Percent of Income	3.4%	4.5%	3.6%	4.1%	2.3%

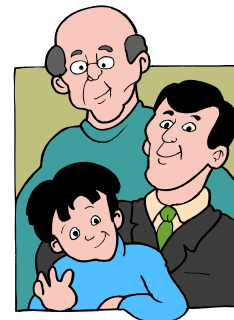


Table 14: Northeast - Comparison By Age of Operator, 2006 (cont.)

	Average For All Farms	Less than 31	41-50	51-60	Over 60
Solvency (Cost Value)					
Ending Farm Assets	827,880	543,607	991,094	800,362	910,960
Ending Farm Liabilities	351,027	349,457	495,917	303,207	282,403
Ending Total Assets	972,004	602,043	1,126,064	936,904	1,137,357
Ending Total Liabilities	357,851	370,224	503,178	307,759	282,403
Ending Net Worth	614,153	231,819	622,886	629,145	854,954
Net Worth Change	71,058	68,499	43,797	83,905	79,960
Ending Farm Debt to Asset Ratio	42%	64%	50%	38%	31%
Beg Total Debt to Asset Ratio	39%	61%	50%	36%	25%
End Total Debt to Asset Ratio	37%	61%	45%	33%	25%
Solvency (Market Value)					
Ending Farm Assets	1,130,226	584,311	1,339,386	1,096,602	1,363,841
Ending Farm Liabilities	351,027	349,457	495,917	303,207	282,403
Ending Total Assets	1,283,521	642,492	1,476,465	1,235,486	1,623,938
Ending Total Liabilities	357,851	370,224	503,178	307,759	282,403
Ending Net Worth	925,670	272,268	973,287	927,727	1,341,535
Net Worth Change	80,684	67,695	52,802	94,711	95,800
Ending Farm Debt to Asset Ratio	31%	60%	37%	28%	21%
Beg Total Debt to Asset Ratio	29%	56%	38%	27%	17%
End Total Debt to Asset Ratio	28%	58%	34%	25%	17%
Non-farm Information					
Farms Reporting Living Expenses	20	4	5	8	3
Total Family Living Expense	46,168	0	46,829	54,447	0
Total Living, Invest, & Capital Purch	57,033	0	64,463	70,934	0
Net Non-farm Income	20,918	26,735	15,609	23,373	18,213
Crop Acres					
Total Acres Owned	319	353	390	306	243
Total Crop Acres	913	779	1,001	819	1,067
Total Crop Acres Owned	204	82	269	294	86
Total Crop Acres Cash Rented	400	557	410	187	613
Total Crop Acres Share Rented	308	140	323	338	368

**Graph of Table 14
Debt To Asset Ratio At Market Value**

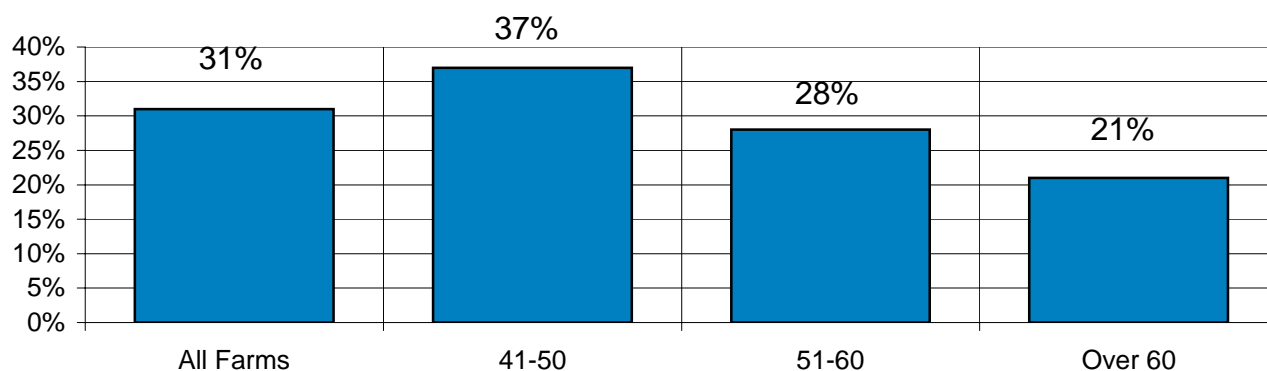


Table 15: Northeast - Gross Farm Income, 2006

	Average Of All Farms	100001 to \$250,000	250001 to \$500,000	500001 to \$1,000,000
Income Statement				
Gross Cash Farm Income	549,577	165,165	367,888	612,755
Total Cash Farm Expense	442,958	136,102	293,802	532,559
Net Cash Farm Income	106,619	29,063	74,086	80,195
Inventory Change	20,928	19,816	49,781	43,623
Depreciation and Capital Adj.	-37,398	-15,521	-32,622	-50,594
Net Farm Income	\$90,149	\$33,358	\$91,245	\$73,224
Profitability (Cost Value)				
Labor and Management Earnings	\$63,141	\$26,915	\$66,834	\$39,714
Rate of Return on Assets	9.8%	7.1%	11.0%	7.3%
Rate of Return on Equity	12.7%	8.9%	15.1%	7.1%
Operating Profit Margin	17.7%	9.3%	22.2%	12.3%
Asset Turnover Rate	55.0%	76.1%	49.3%	59.2%
Profitability (Market Value)				
Labor and Management Earnings	\$54,036	\$10,286	\$55,740	\$44,862
Rate of Return on Assets	7.8%	2.4%	8.5%	7.3%
Rate of Return on Equity	8.7%	1.0%	9.7%	7.2%
Operating Profit Margin	19.7%	5.5%	24.0%	17.0%
Asset Turnover Rate	39.8%	44.1%	35.5%	42.9%
Liquidity				
Term Debt Coverage Ratio	357.7%	595.7%	463.1%	188.5%
Expense as a Percent of Income	77.8%	73.4%	70.2%	81.5%
Interest as a Percent of Income	3.4%	3.7%	5.2%	4.3%

Graph of Table 15

Gross Cash Farm Income - By Region

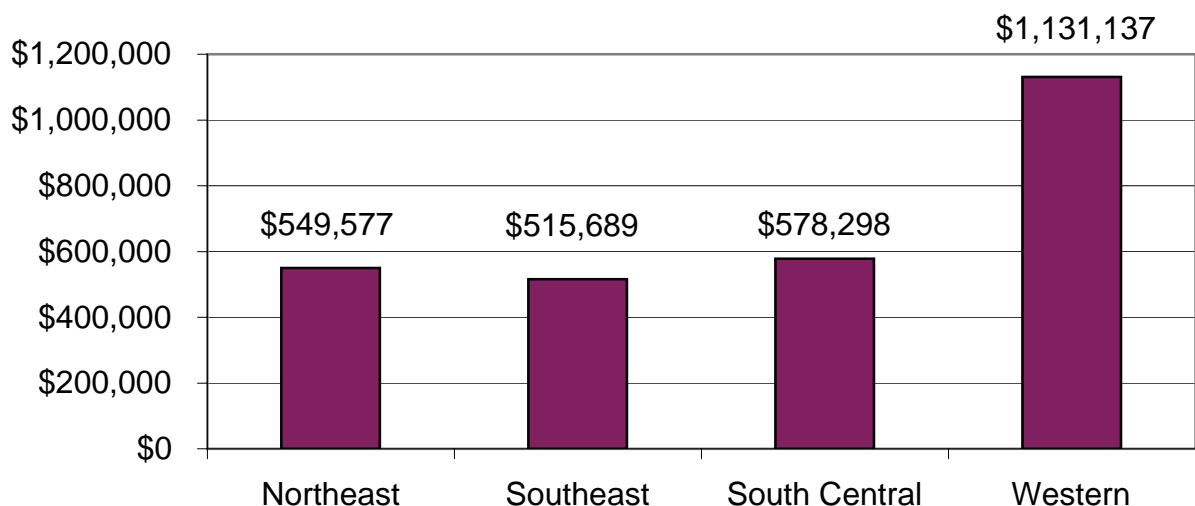


Table 15: Northeast - Gross Farm Income, 2006 (cont.)

	Average Of All Farms	\$100,001 \$250,000	\$250,001 \$500,000	\$500,001 \$1,000,000
Solvency (Cost Value)				
Ending Farm Assets	827,882	258,020	818,701	1,028,938
Ending Farm Liabilities	351,027	131,195	388,362	426,408
Ending Total Assets	972,006	408,735	979,383	1,173,289
Ending Total Liabilities	357,851	148,639	393,628	428,643
Ending Net Worth	614,155	260,096	585,755	744,646
Net Worth Change	\$71,060	\$35,254	\$56,717	\$96,698
Ending Farm Debt to Asset Ratio	42%	51%	47%	41%
Beg Total Debt to Asset Ratio	39%	40%	39%	37%
End Total Debt to Asset Ratio	37%	36%	40%	37%
Solvency (Market Value)				
Ending Farm Assets	1,130,227	420,966	1,116,236	1,399,500
Ending Farm Liabilities	351,027	131,195	388,362	426,408
Ending Total Assets	1,283,522	575,527	1,296,323	1,546,136
Ending Total Liabilities	357,851	148,639	393,628	428,643
Ending Net Worth	925,671	426,888	902,695	1,117,493
Net Worth Change	\$80,684	\$28,602	\$66,060	\$123,283
Ending Farm Debt to Asset Ratio	31%	31%	35%	30%
Beg Total Debt to Asset Ratio	29%	27%	29%	27%
End Total Debt to Asset Ratio	28%	26%	30%	28%
Non-Farm Information				
Farms Reporting Living Expenses	20	5	9	3
Total Family Living Expense	46,168	48,815	43,028	0
Total Living, Invest, & Capital Purch	57,033	43,170	62,177	0
Net Non-Farm Income	20,918	53,416	16,613	7,451
Crop Acres				
Total Acres Owned	319	158	309	508
Total Crop Acres	913	485	823	1,350
Total Crop Acres Owned	204	53	283	213
Total Crop Acres Cash Rented	400	142	230	690
Total Crop Acres Share Rented	308	289	311	446

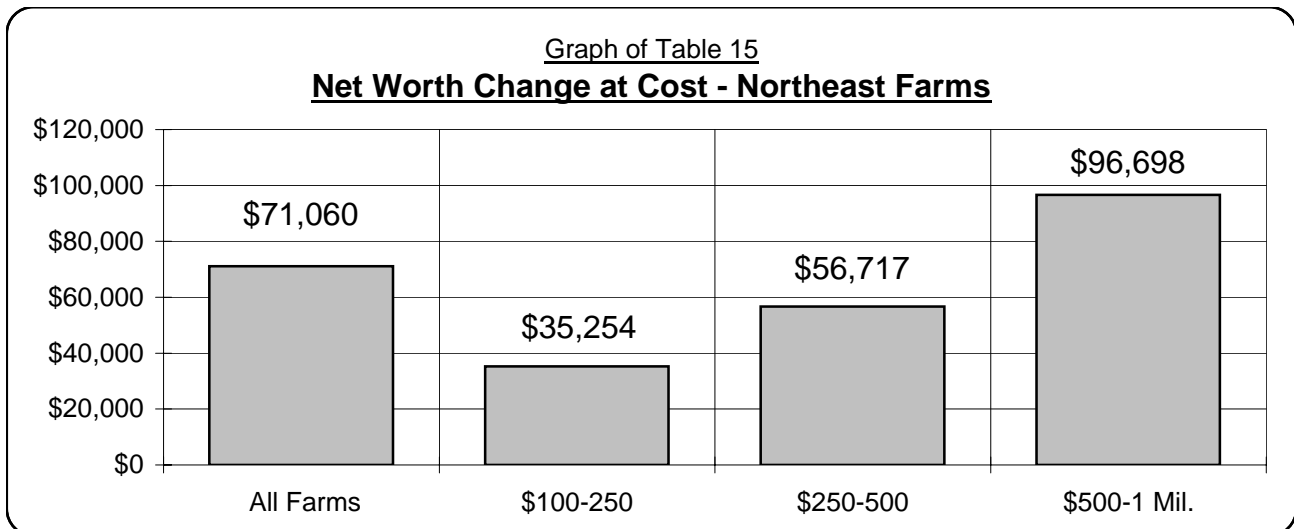


Table 16: Northeast - Debt to Asset Ratio, 2006

	<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	549,577	679,825	495,672	558,376
Total Cash Farm Expense	442,958	509,464	399,867	487,487
Net Cash Farm Income	106,619	170,361	95,805	70,889
Inventory Change	20,928	14,704	-8,651	31,476
Depreciation and Capital Adj.	-37,398	-49,225	-24,567	-41,997
Net Farm Income	\$90,149	\$135,840	\$62,587	\$60,368
Profitability (Cost Value)				
Labor and Management Earnings	\$63,141	\$88,929	\$42,550	\$43,105
Rate of Return on Assets	9.8%	10.8%	7.2%	8.5%
Rate of Return on Equity	12.7%	11.8%	8.7%	12.5%
Operating Profit Margin	17.7%	19.7%	16.7%	14.0%
Asset Turnover Rate	55.0%	54.9%	42.9%	60.8%
Profitability (Market Value)				
Labor and Management Earnings	\$54,036	\$74,216	\$31,293	\$47,458
Rate of Return on Assets	7.8%	8.3%	5.7%	8.4%
Rate of Return on Equity	8.7%	8.6%	5.7%	10.7%
Operating Profit Margin	19.7%	21.6%	19.3%	17.5%
Asset Turnover Rate	39.8%	38.5%	29.7%	48.2%
Liquidity				
End Working Capital to Gross Inc.	43.8%	65.1%	27.6%	29.1%
Term Debt Coverage Ratio	357.7%	496.4%	395.7%	287.8%
Expense as a Percent of Income	77.8%	73.8%	82.0%	82.6%
Interest as a Percent of Income	3.4%	1.4%	4.6%	5.0%

**Graph of Table 16
Debt to Asset Ratios At Market Value - All Regions**

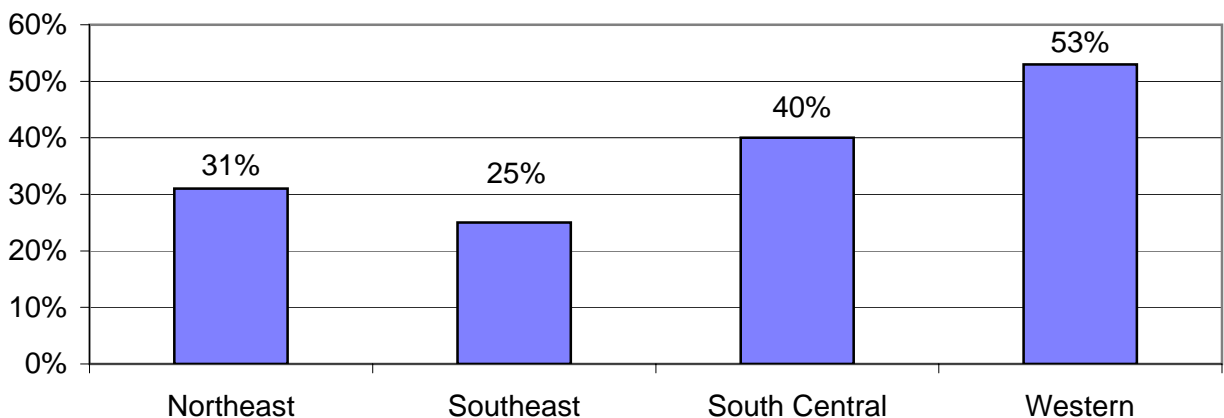


Table 16: Northeast - Debt to Asset Ratio, 2006 (cont.)

	Average Of All Farms	Less than 20%	20% - 40%	40% - 60%
Solvency (Cost Value)				
Ending Farm Assets	827,882	992,398	752,795	802,602
Ending Farm Liabilities	351,027	177,748	369,599	498,438
Ending Total Assets	972,006	1,217,326	868,742	921,568
Ending Total Liabilities	357,851	179,547	370,976	515,297
Ending Net Worth	614,155	1,037,779	497,766	406,271
Net Worth Change	\$71,058	\$76,812	\$102,061	\$46,707
Ending Farm Debt to Asset Ratio	42%	18%	49%	62%
Beg Total Debt to Asset Ratio	39%	16%	50%	58%
End Total Debt to Asset Ratio	37%	15%	43%	56%
Solvency (Market Value)				
Ending Farm Assets	1,130,227	1,400,936	1,075,772	1,012,237
Ending Farm Liabilities	351,027	177,748	369,599	498,438
Ending Total Assets	1,283,522	1,629,060	1,223,137	1,131,047
Ending Total Liabilities	357,851	179,547	370,976	515,297
Ending Net Worth	925,671	1,449,513	852,161	615,750
Net Worth Change	\$80,684	\$86,543	\$114,555	\$63,146
Ending Farm Debt to Asset Ratio	31%	13%	34%	49%
Beg Total Debt to Asset Ratio	29%	12%	35%	48%
End Total Debt to Asset Ratio	28%	11%	30%	46%
Non-Farm Information				
Farms Reporting Living Expenses	20	5	5	6
Total Family Living Expense	46,168	63,405	37,171	37,496
Total Living, Invest, & Capital Purch	57,033	93,764	44,348	41,639
Net Non-Farm Income	20,918	23,971	17,053	15,685
Crop Acres				
Total Acres Owned	319	282	322	438
Total Crop Acres	913	1,053	520	1,102
Total Crop Acres Owned	204	180	205	277
Total Crop Acres Cash Rented	400	545	118	517
Total Crop Acres Share Rented	308	328	197	308

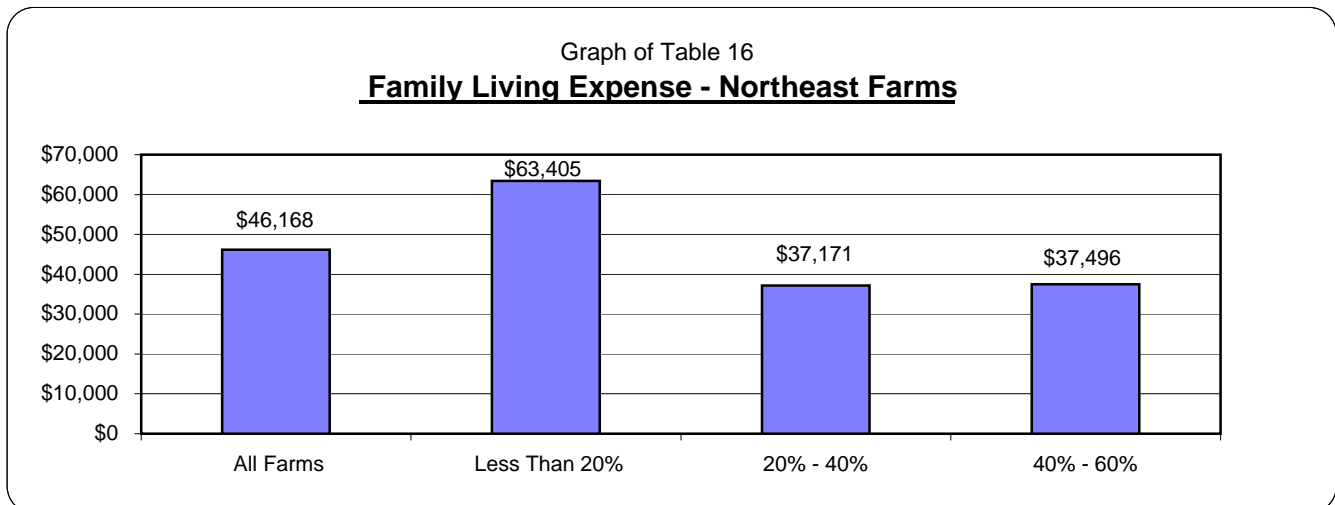


Table 17: Northeast - Farm Type, 2006

	<u>Average Of All Farms</u>	<u>Crop</u>	<u>Crop & Beef</u>	<u>Beef</u>
Income Statement				
Gross Cash Farm Income	549,577	345,914	370,936	1,331,573
Total Cash Farm Expense	442,958	272,623	331,909	1,034,715
Net Cash Farm Income	106,619	73,291	39,026	296,858
Inventory Change	20,928	29,847	51,622	-73,303
Depreciation and Capital Adj.	-37,398	-33,327	-32,962	-44,011
Net Farm Income	\$90,149	\$69,811	\$57,686	\$179,544
Profitability (Cost Value)				
Labor and Management Earnings	\$63,141	\$47,130	\$36,669	\$134,855
Rate of Return on Assets	9.8%	9.1%	8.2%	11.6%
Rate of Return on Equity	12.7%	11.1%	9.8%	17.0%
Operating Profit Margin	17.7%	15.8%	15.7%	26.9%
Asset Turnover Rate	55.0%	57.4%	52.1%	43.0%
Profitability (Market Value)				
Labor and Management Earnings	\$54,036	\$38,416	\$33,080	\$126,728
Rate of Return on Assets	7.8%	7.2%	7.4%	9.8%
Rate of Return on Equity	8.7%	7.5%	8.0%	12.4%
Operating Profit Margin	19.7%	18.1%	16.7%	29.9%
Asset Turnover Rate	39.8%	39.6%	44.3%	32.8%
Liquidity				
End Working Capital to Gross Inc.	43.8%	50.7%	42.9%	41.5%
Term Debt Coverage Ratio	357.7%	308.1%	365.1%	469.1%
Expense as a Percent of Income	77.8%	73.1%	78.2%	82.1%
Interest as a Percent of Income	3.4%	4.7%	5.5%	2.1%

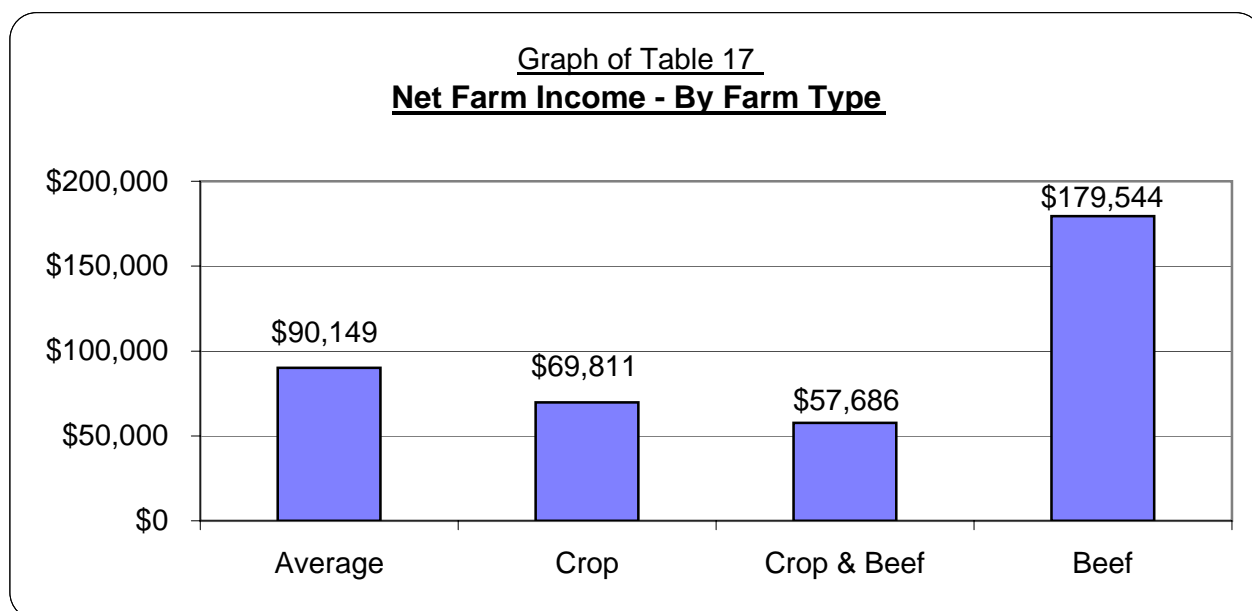


Table 17: Northeast - Farm Type, 2006 (cont.)

	Average Of All Farms	Crop	Crop & Beef	Beef
Solvency (Cost Value)				
Ending Farm Assets	827,882	690,835	790,689	1,342,598
Ending Farm Liabilities	351,027	303,964	418,068	493,792
Ending Total Assets	972,006	853,844	901,400	1,419,386
Ending Total Liabilities	357,851	305,691	444,755	499,052
Ending Net Worth	614,155	548,153	456,645	920,334
Net Worth Change	\$71,058	\$41,020	\$46,246	\$212,013
Ending Farm Debt to Asset Ratio	42%	44%	53%	37%
Beg Total Debt to Asset Ratio	39%	36%	45%	48%
End Total Debt to Asset Ratio	37%	36%	49%	35%
Solvency (Market Value)				
Ending Farm Assets	1,130,227	987,749	915,659	1,761,288
Ending Farm Liabilities	351,027	303,964	418,068	493,792
Ending Total Assets	1,283,522	1,167,061	1,025,226	1,838,717
Ending Total Liabilities	357,851	305,691	444,755	499,052
Ending Net Worth	925,671	861,370	580,471	1,339,665
Net Worth Change	\$80,684	\$51,437	\$49,786	\$228,512
Ending Farm Debt to Asset Ratio	31%	31%	46%	28%
Beg Total Debt to Asset Ratio	29%	26%	39%	37%
End Total Debt to Asset Ratio	28%	26%	43%	27%
Non-Farm Information				
Farms Reporting Living Expenses	20	13	3	3
Total Family Living Expense	46,168	52,251	0	0
Total Living, Invest, & Capital Purch	57,033	64,074	0	0
Net Non-Farm Income	20,918	27,732	21,772	1,564
Crop Acres				
Total Acres Owned	319	321	280	363
Total Crop Acres	913	944	753	889
Total Crop Acres Owned	204	179	197	271
Total Crop Acres Cash Rented	400	354	380	571
Total Crop Acres Share Rented	308	411	176	47

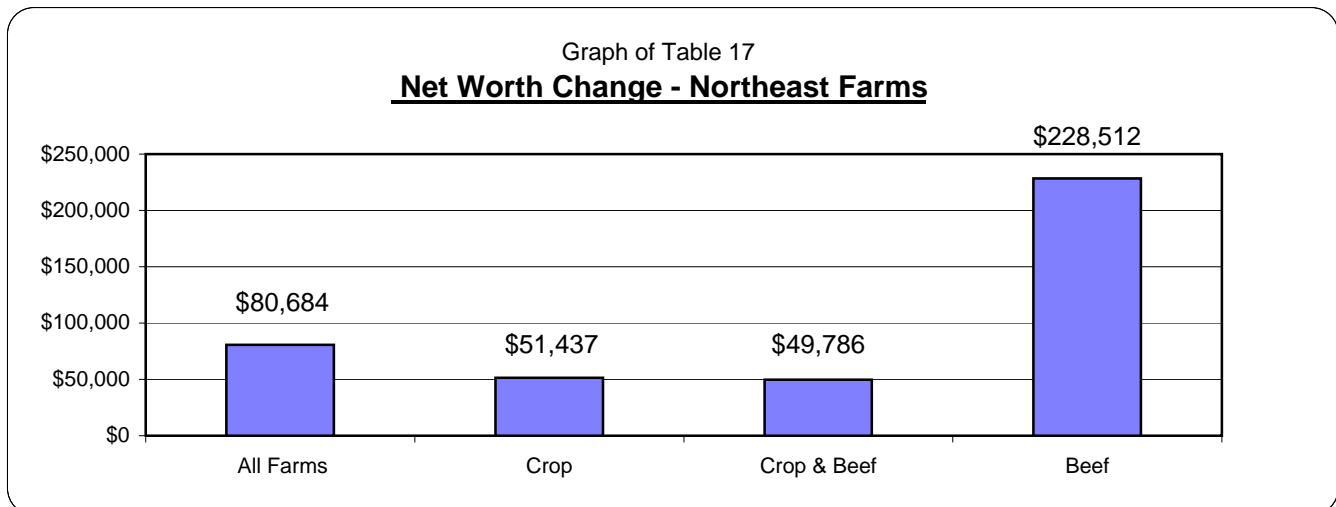


Table 18: Northeast - Crop Production, Marketing & Labor Summary, 2006

	Average Of All Farms	Average Of Low 33%	Average Of High 33%
Acreage Summary			
Acres Owned	319	262	310
Crop Acres	913	769	1,178
Crop Acres Owned	204	173	260
Crop Acres Cash Rented	400	344	582
Crop Acres Share Rented	308	252	336
Pasture Acres	2	0	5
% Crop Acres Owned	22.34%	22.50%	22.07%

Average Price Received in Dollars (Cash Sales Only)

Corn per bu.	\$2.20	\$2.22	\$2.15
Soybeans per bu.	\$5.56	\$5.27	\$5.71
Hay, Alfalfa per ton	\$69.68	NA	NA
Winter Wheat per bu.	\$3.62	NA	NA

Average Yield Per Acre

Corn, Irrigated (bu.)	180.92	NA	186.14
Corn, Dryland (bu.)	134.62	NA	140.24
Soybeans, Irrigated (bu.)	59.19	NA	61.83
Soybeans, Dryland (bu.)	48.45	41.67	52.60
Hay, Alfalfa (ton)	5.17	NA	NA

Labor Analysis

Total Unpaid Labor Hours*	2,365	2,080	2,951
Total Hired Labor Hours	1,062	342	1,840
Total Labor Hours per Farm	3,427	2,422	4,791
Value of Farm Production / Hour	\$125.27	\$124.59	\$128.10
Net Farm Income / Unpaid Hour	\$38.12	\$2.51	\$62.53
Average Hourly Hired Labor Wage	\$13.59	\$23.24	\$11.72

* Based on 2080 Hrs. Annually Per Full Time Operator

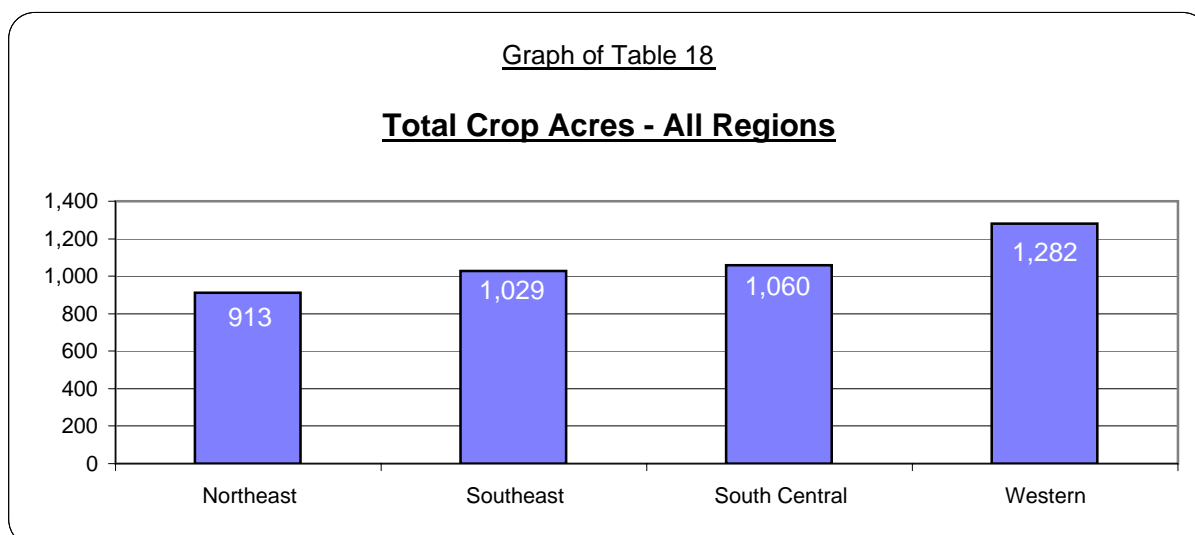


Table 19: Irrigated Corn, All Tenure Types, 2006*

	Average of All Farms	Average of High 33%
Number of Farms	14	5
Number of Fields	59	14
Acres	95.08	134.48
Bushel Yield per Acre	180.92	186.14
Operator's Share of the Yield %	84.69%	92.08%
Value per Bushel at Harvest	\$3.01	\$3.19
Total Product Return	\$461.20	\$546.76
Miscellaneous Income	2.70	8.05
Gross Return	\$463.90	\$554.81
Direct Expenses		
Seed	39.11	49.04
Fertilizer	58.00	66.62
Crop Chemicals	23.17	28.53
Crop Insurance	7.18	8.25
Drying Fuel	1.52	0.17
Irrigation Energy	21.96	22.69
Irrigation Repairs	6.69	7.85
Operating Power & Crop Machinery	51.92	58.94
Building Repairs	0.94	0.92
Hired Labor	13.91	7.99
Utilities	4.35	3.63
Miscellaneous	17.01	16.97
Land Rent	52.98	52.98
Operating Interest	5.68	0.85
Total Direct Expenses	\$304.42	\$325.43
Return Over Direct Expenses	\$159.48	\$229.38
Allocated Expenses		
Machinery & Building Depreciation	41.00	37.40
Real Estate & Personal Property Taxes	8.99	10.30
Farm Insurance	5.55	7.22
Interest	9.30	4.13
Total Allocated Expenses	\$64.84	\$59.05
Total Listed Expenses	\$369.26	\$384.48
Net Return	\$94.64	\$170.33
Supplementary Management Information		
Total Direct Expense Per Bushel	1.99	1.90
Total Listed Expense Per Bushel	2.41	2.24
Net Return Per Bushel	\$0.60	\$0.95
Government Payments	31.71	35.03
Labor & Management Charge Per Acre	24.47	33.53
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$101.88	\$171.83
Machinery Cost Per Acre	\$92.09	\$92.79
Estimated Labor Hours Per Acre	2.46	2.67

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

Table 20: Irrigated Corn, 2006

	<u>Owned</u>	<u>Cash Rented</u>	<u>Share Rented</u>
Number of Farms	10	9	11
Number of Fields	17	19	23
Acres	67.25	135.80	82.03
Bushel Yield per Acre	180.25	181.38	180.68
Operator's Share of the Yield %	100.00%	100.00%	54.41%
Value per Bushel at Harvest	\$3.02	\$3.05	\$2.92
Total Product Return	\$544.36	\$553.21	\$287.06
Miscellaneous Income	0.00	5.25	0.86
Gross Return	\$544.36	\$558.46	\$287.92
Direct Expenses			
Seed	40.57	45.70	29.21
Fertilizer	71.09	65.21	40.21
Crop Chemicals	21.92	29.46	15.33
Crop Insurance	7.16	9.18	4.46
Drying Fuel	1.91	1.87	0.80
Irrigation Energy	28.72	23.60	15.62
Irrigation Repairs	7.69	7.88	4.47
Operating Power & Crop Machinery	51.36	53.80	49.28
Building Repairs	1.15	1.17	0.38
Hired Labor	13.40	17.64	9.14
Utilities	5.45	3.72	4.54
Miscellaneous	15.35	20.99	13.11
Land Rent	0.00	115.19	0.00
Operating Interest	10.83	2.41	7.03
Total Direct Expenses	\$276.60	\$397.82	\$193.58
Return Over Direct Expenses	\$267.76	\$160.64	\$94.34
Allocated Expenses			
Machinery & Building Depreciation	40.96	39.91	42.53
Real Estate & Personal Property Taxes	39.54	1.20	1.13
Farm Insurance	7.30	4.85	5.44
Interest	29.63	2.64	6.09
Total Allocated Expenses	\$117.43	\$48.60	\$55.19
Total Listed Expenses	\$394.03	\$446.42	\$248.77
Net Return	\$150.33	\$112.04	\$39.15
Supplementary Management Information			
Total Direct Expense Per Bushel	1.53	2.19	1.97
Total Listed Expense Per Bushel	2.19	2.46	2.53
Net Return Per Bushel	\$0.83	\$0.59	\$0.39
Government Payments	36.40	36.37	22.50
Labor & Management Charge Per Acre	23.31	25.23	24.14
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$163.42	\$123.18	\$37.51
Machinery Cost Per Acre	\$91.25	\$89.66	\$95.94
Estimated Labor Hours Per Acre	2.56	2.42	2.45

Table 21: Dryland Corn, All Tenure Types, 2006*

	Average of All Farms	Average of High 33%
Number of Farms	15	6
Number of Fields	59	28
Acres	66.69	79.44
Bushel Yield per Acre	134.62	140.24
Operator's Share of the Yield %	86.27%	87.11%
Value per Bushel at Harvest	\$2.98	\$3.05
Total Product Return	\$346.09	\$372.60
Miscellaneous Income	3.11	0.75
Gross Return	\$349.20	\$373.35
Direct Expenses		
Seed	36.95	33.68
Fertilizer	49.75	52.18
Crop Chemicals	23.07	26.52
Crop Insurance	7.86	9.02
Drying Fuel	1.13	0.27
Irrigation Energy	0.00	0.00
Irrigation Repairs	0.00	0.00
Operating Power & Crop Machinery	50.23	54.02
Building Repairs	1.90	2.72
Hired Labor	10.23	1.73
Utilities	4.81	4.44
Miscellaneous	10.57	11.06
Land Rent	51.46	36.41
Operating Interest	5.19	3.67
Total Direct Expenses	\$253.15	\$235.72
Return Over Direct Expenses	\$96.05	\$137.63
Allocated Expenses		
Machinery & Building Depreciation	32.62	22.45
Real Estate & Personal Property Taxes	5.66	7.95
Farm Insurance	6.17	7.65
Interest	7.16	9.42
Total Allocated Expenses	\$51.61	\$47.47
Total Listed Expenses	\$304.76	\$283.19
Net Return	\$44.44	\$90.16
Supplementary Management Information		
Total Direct Expense Per Bushel	2.18	1.93
Total Listed Expense Per Bushel	2.62	2.32
Net Return Per Bushel	\$0.36	\$0.73
Government Payments	30.70	32.72
Labor & Management Charge Per Acre	33.61	40.90
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$41.53	\$81.98
Machinery Cost Per Acre	\$82.51	\$78.62
Estimated Labor Hours Per Acre	3.02	3.21

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

Table 22: Dryland Corn, 2006

	<u>Owned</u>	<u>Cash Rented</u>	<u>Share Rented</u>
Number of Farms	6	11	11
Number of Fields	10	28	21
Acres	70.18	72.69	57.03
Bushel Yield per Acre	123.41	137.15	136.90
Operator's Share of the Yield %	100.00%	100.00%	55.65%
Value per Bushel at Harvest	\$3.21	\$2.91	\$2.95
Total Product Return	\$396.15	\$399.11	\$224.75
Miscellaneous Income	15.04	0.60	0.38
Gross Return	\$411.19	\$399.71	\$225.13
Direct Expenses			
Seed	36.54	40.68	30.85
Fertilizer	49.57	59.89	32.63
Crop Chemicals	30.64	25.47	14.57
Crop Insurance	10.06	9.44	3.88
Drying Fuel	0.00	1.20	1.60
Irrigation Energy	0.00	0.00	0.00
Irrigation Repairs	0.00	0.00	0.00
Operating Power & Crop Machinery	58.36	47.46	49.50
Building Repairs	3.33	1.40	1.93
Hired Labor	1.80	12.81	10.78
Utilities	3.82	4.63	5.71
Miscellaneous	13.25	11.00	9.04
Land Rent	0.00	99.48	0.00
Operating Interest	12.93	2.66	4.96
Total Direct Expenses	\$220.30	\$316.12	\$165.45
Return Over Direct Expenses	\$190.89	\$83.59	\$59.68
Allocated Expenses			
Machinery & Building Depreciation	23.73	33.08	37.04
Real Estate & Personal Property Taxes	28.08	0.59	1.12
Farm Insurance	6.56	6.00	6.25
Interest	22.36	3.47	4.51
Total Allocated Expenses	\$80.73	\$43.14	\$48.92
Total Listed Expenses	\$301.03	\$359.26	\$214.37
Net Return	\$110.16	\$40.45	\$10.76
Supplementary Management Information			
Total Direct Expense Per Bushel	1.79	2.30	2.17
Total Listed Expense Per Bushel	2.44	2.62	2.81
Net Return Per Bushel	\$0.77	\$0.29	\$0.14
Government Payments	27.82	37.09	21.54
Labor & Management Charge Per Acre	41.87	31.07	33.07
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$96.11	\$46.47	-\$0.77
Machinery Cost Per Acre	\$86.53	\$79.52	\$85.24
Estimated Labor Hours Per Acre	3.54	2.95	2.83

Table 23: Irrigated Soybeans on All Tenure Types, 2006*

	Average of All Farms	Average of High 33%
Number of Farms	13	5
Number of Fields	53	11
Acres	93.75	148.06
Bushel Yield per Acre	59.19	61.83
Operator's Share of the Yield %	86.80%	96.52%
Value per Bushel at Harvest	\$6.13	\$6.21
Total Product Return	\$314.94	\$370.60
Miscellaneous Income	2.54	4.00
Gross Return	\$317.48	\$374.60
Direct Expenses		
Seed	32.08	27.48
Fertilizer	3.08	4.26
Crop Chemicals	19.39	11.03
Crop Insurance	6.53	10.22
Drying Fuel	0.00	0.00
Irrigation Energy	20.06	16.93
Irrigation Repairs	7.03	7.37
Operating Power & Crop Machinery	42.13	40.47
Building Repairs	0.64	0.62
Hired Labor	13.50	11.71
Utilities	3.38	1.71
Miscellaneous	9.59	8.71
Land Rent	63.66	77.82
Operating Interest	5.50	1.10
Total Direct Expenses	\$226.57	\$219.43
Return Over Direct Expenses	\$90.91	\$155.17
Allocated Expenses		
Machinery & Building Depreciation	35.66	35.50
Real Estate & Personal Property Taxes	6.09	5.16
Farm Insurance	4.62	5.04
Interest	8.44	6.52
Total Allocated Expenses	\$54.81	\$52.22
Total Listed Expenses	\$281.38	\$271.65
Net Return	\$36.10	\$102.95
Supplementary Management Information		
Total Direct Expense Per Bushel	4.41	3.68
Total Listed Expense Per Bushel	5.48	4.55
Net Return Per Bushel	\$0.65	\$1.66
Government Payments	30.76	34.98
Labor & Management Charge Per Acre	20.52	28.91
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$46.34	\$109.02
Machinery Cost Per Acre	\$76.57	\$71.90
Estimated Labor Hours Per Acre	2.08	2.27

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

Table 24: Irrigated Soybeans, 2006

	<u>Owned</u>	<u>Cash Rented</u>	<u>Share Rented</u>
Number of Farms	8	9	10
Number of Fields	12	19	22
Acres	70.29	136.49	69.63
Bushel Yield per Acre	59.57	59.47	58.51
Operator's Share of the Yield %	100.00%	100.00%	56.68%
Value per Bushel at Harvest	\$6.17	\$6.13	\$6.07
Total Product Return	\$367.55	\$364.55	\$201.30
Miscellaneous Income	1.55	4.16	0.34
Gross Return	\$369.10	\$368.71	\$201.64
Direct Expenses			
Seed	34.63	33.09	28.97
Fertilizer	6.43	3.29	0.88
Crop Chemicals	20.32	19.26	19.08
Crop Insurance	6.54	7.68	4.56
Drying Fuel	0.00	0.00	0.00
Irrigation Energy	28.49	19.51	16.36
Irrigation Repairs	4.48	8.94	5.20
Operating Power & Crop Machinery	43.49	42.27	41.06
Building Repairs	0.39	0.80	0.31
Hired Labor	10.87	17.40	8.35
Utilities	3.83	2.75	4.21
Miscellaneous	9.76	9.36	10.22
Land Rent	0.00	121.97	0.00
Operating Interest	11.07	2.50	7.50
Total Direct Expenses	\$180.30	\$288.82	\$146.70
Return Over Direct Expenses	\$188.80	\$79.89	\$54.94
Allocated Expenses			
Machinery & Building Depreciation	32.34	37.13	35.00
Real Estate & Personal Property Taxes	30.84	1.08	0.95
Farm Insurance	6.03	4.27	4.45
Interest	31.20	2.66	5.68
Total Allocated Expenses	\$100.41	\$45.14	\$46.08
Total Listed Expenses	\$280.71	\$333.96	\$192.78
Net Return	\$88.39	\$34.75	\$8.86
Supplementary Management Information			
Total Direct Expense Per Bushel	3.03	4.86	4.42
Total Listed Expense Per Bushel	4.71	5.62	5.81
Net Return Per Bushel	\$1.46	\$0.51	\$0.26
Government Payments	31.72	35.45	22.27
Labor & Management Charge Per Acre	16.62	22.12	19.96
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$103.49	\$48.08	\$11.17
Machinery Cost Per Acre	\$75.72	\$74.95	\$79.78
Estimated Labor Hours Per Acre	2.02	2.09	2.10

Table 25: Dryland Soybeans on All Tenure Types, 2006*

	Average of All Farms	Average of Low 33%	Average of High 33%
Number of Farms	17	5	6
Number of Fields	55	13	17
Acres	54.03	51.18	67.81
Bushel Yield per Acre	48.45	41.67	52.60
Operator's Share of the Yield %	87.27%	85.85%	92.30%
Value per Bushel at Harvest	\$6.09	\$6.13	\$6.13
Total Product Return	\$257.50	\$219.29	\$297.61
Miscellaneous Income	2.04	5.08	2.32
Gross Return	\$259.54	\$224.37	\$299.93
Direct Expenses			
Seed	31.31	35.36	33.04
Fertilizer	1.93	0.00	4.57
Crop Chemicals	19.38	18.84	20.02
Crop Insurance	8.69	9.25	9.79
Drying Fuel	0.00	0.00	0.00
Irrigation Energy	0.00	0.00	0.00
Irrigation Repairs	0.00	0.00	0.00
Operating Power & Crop Machinery	41.91	38.91	44.19
Building Repairs	1.02	0.28	0.62
Hired Labor	6.59	18.53	1.86
Utilities	3.50	3.07	3.02
Miscellaneous	9.68	7.88	7.24
Land Rent	54.07	77.49	49.54
Operating Interest	4.23	10.14	2.08
Total Direct Expenses	\$182.31	\$219.75	\$175.97
Return Over Direct Expenses	\$77.23	\$4.62	\$123.96
Allocated Expenses			
Machinery & Building Depreciation	25.30	36.24	22.36
Real Estate & Personal Property Taxes	4.78	1.84	9.09
Farm Insurance	5.37	4.41	6.07
Interest	5.45	4.30	9.50
Total Allocated Expenses	\$40.90	\$46.79	\$47.02
Total Listed Expenses	\$223.21	\$266.54	\$222.99
Net Return	\$36.33	-\$42.17	\$76.94
Supplementary Management Information			
Total Direct Expense Per Bushel	4.31	6.14	3.62
Total Listed Expense Per Bushel	5.28	7.45	4.59
Net Return Per Bushel	\$0.81	-\$1.32	\$1.54
Government Payments	29.91	22.90	25.10
Labor & Management Charge Per Acre	28.54	20.21	23.80
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$37.70	-\$39.48	\$78.24
Machinery Cost Per Acre	\$67.82	\$77.78	\$67.65
Estimated Labor Hours Per Acre	2.56	2.63	2.51

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

Table 26: Dryland Soybeans, 2006

	<u>Owned</u>	<u>Cash Rented</u>	<u>Share Rented</u>
Number of Farms	6	11	10
Number of Fields	10	23	22
Acres	50.95	69.37	39.40
Bushel Yield per Acre	43.09	50.20	48.38
Operator's Share of the Yield %	100.00%	100.00%	56.28%
Value per Bushel at Harvest	\$6.16	\$6.09	\$6.05
Total Product Return	\$265.43	\$305.72	\$164.73
Miscellaneous Income	4.18	1.68	1.44
Gross Return	\$269.61	\$307.40	\$166.17
Direct Expenses			
Seed	29.91	34.54	26.20
Fertilizer	1.11	3.07	0.31
Crop Chemicals	13.52	23.27	15.67
Crop Insurance	10.05	10.02	5.44
Drying Fuel	0.00	0.00	0.00
Irrigation Energy	0.00	0.00	0.00
Irrigation Repairs	0.00	0.00	0.00
Operating Power & Crop Machinery	50.03	40.73	39.86
Building Repairs	1.63	0.89	0.91
Hired Labor	2.60	8.69	5.08
Utilities	2.89	3.35	4.02
Miscellaneous	11.76	9.13	9.05
Land Rent	0.00	100.72	0.00
Operating Interest	11.31	1.57	4.96
Total Direct Expenses	\$134.81	\$235.98	\$111.50
Return Over Direct Expenses	\$134.80	\$71.42	\$54.67
Allocated Expenses			
Machinery & Building Depreciation	22.95	25.48	26.35
Real Estate & Personal Property Taxes	24.57	0.57	0.88
Farm Insurance	5.81	5.22	5.40
Interest	16.94	2.45	4.22
Total Allocated Expenses	\$70.27	\$33.72	\$36.85
Total Listed Expenses	\$205.08	\$269.70	\$148.35
Net Return	\$64.53	\$37.70	\$17.82
Supplementary Management Information			
Total Direct Expense Per Bushel	3.13	4.70	4.10
Total Listed Expense Per Bushel	4.76	5.37	5.45
Net Return Per Bushel	\$1.40	\$0.72	\$0.60
Government Payments	23.31	36.22	22.17
Labor & Management Charge Per Acre	30.91	26.42	31.06
Net Return Inc'l Gov't Pmts and Labor & Mgmt	\$56.93	\$47.50	\$8.93
Machinery Cost Per Acre	\$74.66	\$65.20	\$68.62
Estimated Labor Hours Per Acre	2.78	2.48	2.58

Table 27: Dryland Alfalfa, 2006*

	<u>All Tenures</u>	<u>Owned Land</u>
Number of Farms	8	5
Number of Fields	14	7
Acres	39.01	27.69
Yield per Acre (Tons)	5.17	4.32
Operator's Share of the Yield %	95.20%	100.00%
Value per Ton at Harvest	\$88.70	\$87.97
Total Product Return	\$436.57	\$380.03
Miscellaneous Income	0.00	0.00
Gross Return	\$436.57	\$380.03
Direct Expenses		
Seed	11.68	10.96
Fertilizer	16.67	6.91
Crop Chemicals	4.35	4.83
Crop Insurance	0.63	0.96
Drying Fuel	0.00	0.00
Irrigation Energy	0.00	0.00
Irrigation Repairs	0.00	0.00
Operating Power & Crop Machinery	43.20	48.33
Building Repairs	0.63	1.08
Hired Labor	1.64	1.04
Utilities	4.26	2.46
Miscellaneous	8.09	12.07
Land Rent	42.85	0.00
Operating Interest	2.51	6.23
Total Direct Expenses	\$136.51	\$94.87
Return Over Direct Expenses	\$300.06	\$285.16
Allocated Expenses		
Machinery & Building Depreciation	11.50	11.24
Real Estate & Personal Property Taxes	9.10	24.31
Farm Insurance	6.71	4.53
Interest	5.98	12.27
Total Allocated Expenses	\$33.29	\$52.35
Total Listed Expenses	\$169.80	\$147.22
Net Return	\$266.77	\$232.81
Supplementary Management Information		
Total Direct Expense per Ton	27.74	21.96
Total Listed Expense per Ton	34.50	34.08
Net Return Per Ton	\$54.20	\$53.89
Labor & Management Charge Per Acre	21.29	25.08
Net Return Over Labor & Management	\$245.48	\$207.73
Manhinery Cost Per Acre	\$56.00	\$61.77
Estimated Labor Hours Per Acre	2.65	2.44

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

Table 28: Northeast - Beef Cow & Calf, 2006

	Unit	Per Cwt.		Per Head	
		Quantity	Value	Quantity	Value
			Per Cwt.		Per Cow
Beef Calves Sold (+)	Pound	31.56	58.05	159.82	294.03
Transferred Out (+)	Pound	57.86	60.70	293.06	307.44
Cull Sales (+)	Pound	16.05	12.59	81.27	63.76
Butchered (+)	Pound	0.17	0.20	0.89	0.99
Purchased (-)	Pound	1.37	4.08	6.95	20.65
Transferred In (-)	Pound	15.60	15.87	79.02	80.36
Inventory Change (+)	Pound	11.33	-16.58	57.40	-83.98
Total Production (=)	Pound	100.00	\$95.01	506.47	\$481.23
Other Income			0.00		0.00
Gross Income			\$95.01 Per Cwt.		\$481.23 Per Head
Direct Expenses			Value		Value
Feed	Unit	Quantity	Per Cwt.	Quantity	Per Cow
Corn	Bushel	0.67	1.47	3.39	7.42
Corn Silage	Pound	104.17	1.40	527.58	7.07
Stover	Pound	0.00	0.00	0.00	0.00
Alfalfa Hay	Pound	196.25	7.01	993.93	35.48
Other Hay & Haylage	Pound	97.54	6.75	494.00	34.17
Pasture	AUM	0.51	20.35	2.59	103.08
Creep/ Starter	Pound	6.75	0.54	34.17	2.72
Protein Supplements, etc.	Pound	79.69	7.19	403.60	36.43
Other Feed Stuffs		9.57	0.49	48.48	2.49
Total Feed			\$45.20		\$228.86
Breeding Fees			0.00		0.00
Veterinary			3.82		19.34
Livestock Supplies			1.32		6.18
Operating Power & Machinery			14.11		71.96
Building Repairs			0.92		4.68
Hired Labor			0.61		3.10
Utilities			1.46		7.41
Miscellaneous			0.99		5.04
Operating Interest			1.80		9.14
Total Direct Expenses			\$70.23		\$355.71
Return Over Direct Expenses			\$24.78 Per Cwt.		\$125.52 Per Head
Allocated Expenses					
Machinery & Building Depreciation			5.35		27.09
Real Estate & Personal Property Taxes			1.17		5.93
Farm Insurance			0.74		3.74
Interest			0.34		1.70
Total Allocated Expenses			\$7.60		\$38.46
Total Listed Expenses			\$77.83		\$394.17
Net Return			\$17.18 Per Cwt.		\$87.06 Per Head
Supplementary Management Information					
Estimated Labor Hours Per Head			0.98		4.98
Labor & Management Charge Per Head			10.66		53.98
Net Return Over Labor & Management			\$6.52 Per Cwt.		\$33.08 Per Head
Number of Cows			139		139
Pregnancy Percentage			95.8%		95.8%
Pregnancy Loss Percentage			0.9%		0.9%
Culling Percentage			9.1%		9.1%
Calving Percentage			94.9%		94.9%
Weaning Percentage			89.6%		89.6%
Calves Sold Per Cow			0.92		0.92
Calf Death Loss Percent			4.2%		4.2%
Average Weaning Weight			517		517
Pounds Weaned/Exposed Cow			463		463
Feed Cost Per Cow			\$228.87		\$228.87
Average Weight/Beef Calf Sold			399		399
Average Price/Cwt.			\$183.97		\$183.97

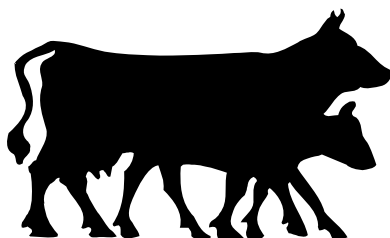


Table 29: Northeast - Beef Finish Calves per Cwt. & per Head, 2006

		Unit	Per Cwt.		Per Head	
			Quantity	Value	Quantity	Value
				Per Cwt.		Per Head
Finish Beef Sold	(+)	Pound	259.32	223.34	1,524.76	1,313.19
Transferred Out	(+)	Pound	3.05	3.10	17.91	18.21
Cull Sales	(+)	Pound	0.11	0.10	0.65	0.57
Purchased	(-)	Pound	113.84	120.41	669.35	707.97
Transferred In	(-)	Pound	11.30	11.85	66.43	69.69
Inventory Change	(+)	Pound	-37.34	-42.63	-219.57	-250.68
Total Production	(=)	Pound	100.00	\$51.65	587.97	\$303.63
Other Income				0.00		0.00
Gross Income				\$51.65 Per Cwt.		\$303.63 Per Head
Direct Expenses						
Feed		Unit	Quantity	Value Per Cwt.	Quantity	Value Per Head
Corn		Bushel	7.50	16.80	44.09	98.75
Corn Silage		Pound	267.37	3.63	1,572.13	21.32
Corn Gluten		Pound	264.98	2.88	1,558.04	16.93
Stover		Pound	2.77	0.07	16.31	0.41
Alfalfa Hay		Pound	22.09	0.75	129.87	4.42
Other Hay & Haylage		Pound	23.16	0.61	136.19	3.58
Pasture		AUM	0.00	0.00	0.00	0.00
Complete Ration		Pound	77.65	7.77	456.59	45.66
Protein Supplements, etc.		Pound	84.26	4.76	495.46	27.97
Other Feed Stuffs			0.11	0.46	0.65	2.70
Total Feed				\$37.73		\$221.74
Veterinary				0.59		3.46
Livestock Supplies				1.20		7.08
Operating Power & Machinery				2.87		16.91
Building Repairs				0.00		0.00
Hired Labor				1.37		8.08
Utilities				0.35		2.04
Miscellaneous				3.55		20.85
Operating Interest				1.63		9.61
Total Direct Expenses				\$49.29		\$289.77
Return Over Direct Expenses				\$2.36 Per Cwt.		\$13.86 Per Head
Allocated Expenses						
Machinery & Building Depreciation				1.87		11.00
Real Estate & Personal Property Taxes				0.20		1.19
Farm Insurance				0.31		1.82
Interest				0.00		0.00
Total Allocated Expenses				\$2.38		\$14.01
Total Listed Expenses				\$51.67		\$303.78
Net Return				-\$0.02 Per Cwt.		-\$0.15 Per Head
Supplementary Management Information						
Estimated Labor Hours Per Head				0.28		1.67
Labor & Management Charge Per Head				3.51		20.61
Net Return Over Labor & Management				-\$3.53 Per Cwt.		-\$20.76 Per Head
No. Purchased or Trans. In				777		777
No. Sold or Trans. Out				930		930
Percentage Death Loss				0.9%		0.9%
Average Daily Gain (lbs)				2.36		2.36
Lbs of Concentrate / Lb of Grain				8.50		8.50
Lbs of Feed / Lb of Gain				9.87		9.87
Feed Cost Per Cwt. Of Gain				\$37.71		\$37.71
Feec Cost Per Head				\$221.75		\$221.75
Average Purchase Weight				707		707
Average Sales Weight				1,229		1,229
Average Purchase Price / Cwt.				\$105.77		\$105.77
Average Sales Price / Cwt.				\$86.12		\$86.12

Table 30A: Southeast Nebraska Averages, 2006

	Southeast Average of <u>All Farms</u>	Average of <u>Low 33%</u>	Average of <u>High 33%</u>
Cash Farm Income			
Total Crop Income	258,148	149,683	418,529
Total Livestock Income	209,606	21,490	397,363
Total Other Farm Income	47,935	23,853	71,666
Gross Cash Farm Income	\$515,689	\$195,026	\$887,558
Cash Farm Expense			
Total Crop Expense	109,902	68,671	170,959
Total Livestock Expense	128,307	11,244	276,475
Total Other Farm Expense	157,187	78,250	232,356
Gross Cash Farm Expense	\$395,396	\$158,165	\$679,790
Net Cash Farm Income	\$120,293	\$36,861	\$207,768
Total Inventory Change	\$54,054	\$13,989	\$117,108
Total Depreciation & Capital Adjustments	-\$45,526	-\$16,622	-\$76,612
Net Farm Income	\$128,821	\$34,228	\$248,264
Non-Farm Income	\$32,597	\$31,367	\$38,762
Balance Sheet at Market			
Current Farm Assets	327,466	100,827	654,071
Intermediate Farm Assets	315,637	118,729	479,157
Long Term Farm Assets	579,961	233,747	929,644
Non Farm Assets	315,332	98,553	580,845
Total Assets	\$1,538,396	\$551,856	\$2,643,717
Current Farm Liabilities	124,589	56,956	228,444
Intermediate Farm Liabilities	55,101	28,029	95,314
Long Term Liabilities	126,289	90,055	127,572
Non Farm Liabilities	26,425	17,764	57,568
Total Liabilities	\$332,404	\$192,804	\$508,898
Net Worth	\$1,205,992	\$359,052	\$2,134,819
Net Worth Change (Market Value)	\$134,913	\$52,772	\$253,580

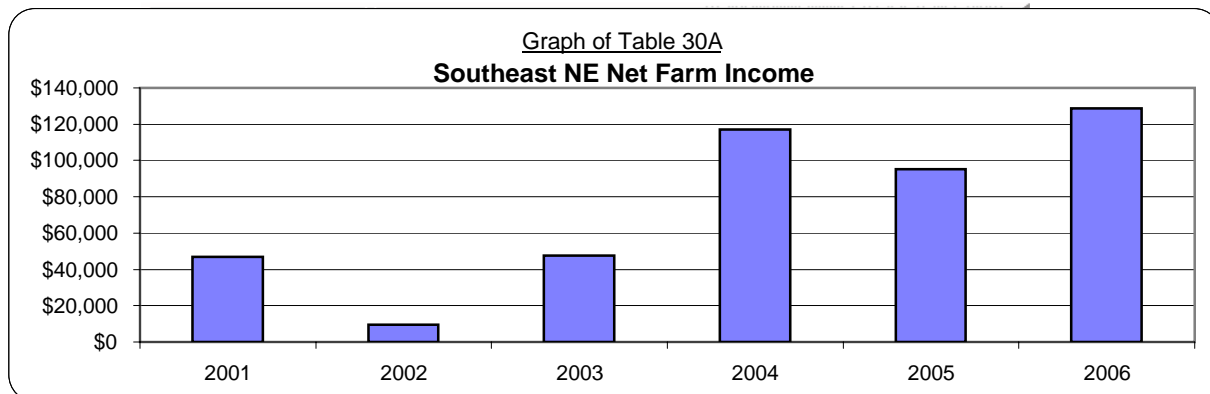


Table 30B: Southeast Nebraska Averages, 2006 (cont.)

	Southeast Average of All Farms	Average of Low 33%	Average of High 33%
Financial Guidelines			
Current Ratio	2.63	1.77	2.86
Working Capital	\$202,877	\$43,871	\$425,624
Debt to Asset Ratio (Market)	25%	39%	22%
Equity to Asset Ratio (Market)	75%	61%	78%
Debt to Equity Ratio (Market)	33%	63%	28%
Rate of Return on Assets (Cost)	13.2%	4.7%	15.5%
Rate of Return on Equity (Cost)	17.3%	1.1%	19.7%
Operating Profit Margin (Cost)	24.5%	8.1%	31.3%
Net Farm Income (Cost)	\$128,821	\$34,228	\$248,264
Asset Turnover Rate (Cost)	53.9%	58.8%	49.5%
Operating Expense Ratio	65.9%	68.7%	64.8%
Depreciation Expense Ratio	8.1%	8.0%	7.9%
Interest Expense Ratio	2.9%	6.9%	1.8%
Net Farm Income Ratio	23.0%	16.4%	25.5%
Operator Information			
Average Number of Operators	1.1	1.2	1.0
Average Age of Operators	51.4	47.2	52.6
Average Number of Years Farming	29.6	24.1	32.5
Acreage Summary			
Total acres owned	371	137	587
Total crop acres	1,029	535	1,697
Crop acres owned	264	73	412
Crop acres cash rented	266	174	450
Crop acres share rented	498	289	835
Total Pasture Acres	28	17	48
Average Price Received In Dollars (Cash Sales Only)			
Corn, per bu.	\$2.12	\$2.41	\$2.13
Soybeans, per bu.	\$5.55	\$5.68	\$5.50
Wheat, Winter, per bu.	\$4.01	N/A	\$3.74
Average Yield Per Acre			
Corn, Dryland (bu.)	121.22	109.01	129.42
Soybeans, Dryland (bu.)	49.11	42.68	51.11
Wheat, Winter, Dryland (bu.)	60.48	N/A	N/A
Alfalfa Hay, Dryland (ton)	3.35	N/A	N/A

Table 31A: South Central Nebraska Averages, 2006

	South Central Average of <u>All Farms</u>	Average of <u>Low 33%</u>	Average of <u>High 33%</u>
Cash Farm Income			
Total Crop Income	399,706	223,179	599,700
Total Livestock Income	72,436	9,461	45,890
Total Other Farm Income	106,156	49,200	133,204
Gross Cash Farm Income	\$578,298	\$281,840	\$778,794
Cash Farm Expense			
Total Crop Expense	189,775	94,765	306,072
Total Livestock Expense	69,519	4,800	25,585
Total Other Farm Expense	198,251	114,052	283,069
Gross Cash Farm Expense	\$457,545	\$213,617	\$614,726
Net Cash Farm Income	\$120,753	\$68,223	\$164,068
Total Inventory Change	\$79,509	-\$1,380	\$198,952
Total Depreciation & Capital Adjustments	-\$49,538	-\$29,552	-\$72,627
Net Farm Income	\$150,724	\$37,291	\$290,393
Non-Farm Income	\$24,822	\$24,302	\$22,166
Balance Sheet at Market			
Current Farm Assets	368,535	156,932	585,831
Intermediate Farm Assets	352,142	232,611	530,624
Long Term Farm Assets	742,745	546,644	1,027,088
Non Farm Assets	246,715	74,841	318,460
Total Assets	\$1,710,137	\$1,011,028	\$2,462,003
Current Farm Liabilities	233,268	139,016	351,613
Intermediate Farm Liabilities	89,677	56,647	133,919
Long Term Liabilities	259,046	176,968	297,858
Non Farm Liabilities	22,044	16,550	30,903
Total Liabilities	\$604,035	\$389,181	\$814,293
Net Worth	\$1,106,102	\$621,847	\$1,647,710
Net Worth Change (Market Value)	\$128,037	\$28,755	\$235,128

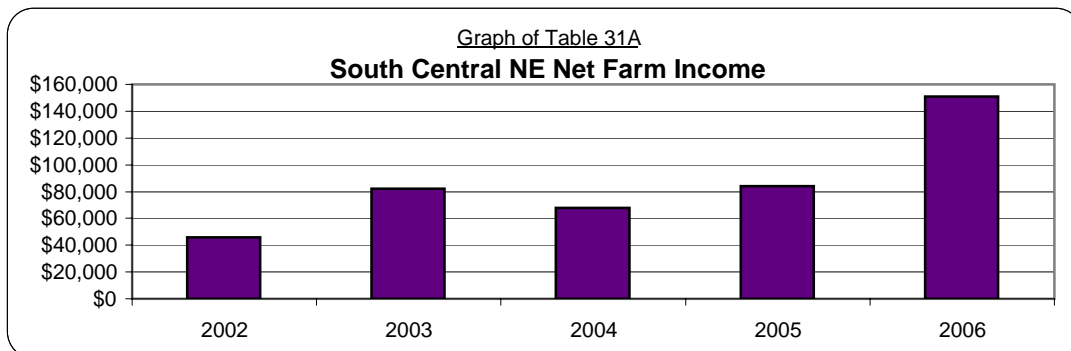


Table 31B: South Central Nebraska Averages, 2006 (cont.)

	South Central Average of All Farms	Average of Low 33%	Average of High 33%
Financial Guidelines			
Current Ratio	1.58	1.13	1.67
Working Capital	\$135,268	\$17,915	\$234,218
Debt to Asset Ratio (Market)	40%	40%	37%
Equity to Asset Ratio (Market)	60%	60%	63%
Debt to Equity Ratio (Market)	66%	66%	58%
Rate of Return on Assets (Cost)	14.9%	6.1%	19.1%
Rate of Return on Equity (Cost)	23.7%	5.3%	28.5%
Operating Profit Margin (Cost)	25.6%	12.2%	31.4%
Net Farm Income (Cost)	\$150,724	\$37,291	\$290,393
Asset Turnover Rate (Cost)	58.5%	50.0%	60.9%
Operating Expense Ratio	64.5%	68.2%	57.9%
Depreciation Expense Ratio	7.5%	10.4%	7.5%
Interest Expense Ratio	5.0%	8.3%	4.6%
Net Farm Income Ratio	23.0%	13.1%	30.0%
Operator Information			
Average Number of Operators	1.2	1.2	1.3
Average Age of Operators	46.1	45.8	48.1
Average Number of Years Farming	23.6	21.7	26.8
Acreage Summary			
Total acres owned	402	307	544
Total crop acres	1,060	564	1,549
Crop acres owned	330	248	442
Crop acres cash rented	311	205	440
Crop acres share rented	419	112	668
Total Pasture acres	1	4	0
Average Price Received In Dollars (Cash Sales Only)			
Corn, per bu.	\$2.19	\$2.04	\$2.23
Soybeans, per bu.	\$5.45	\$5.35	\$5.41
Grain Sorghum, per bu.	\$1.94	N/A	N/A
Seed Corn, per bu.	\$2.39	N/A	\$2.26
Wheat, Winter, per bu.	\$4.08	N/A	\$4.37
Average Yield Per Acre			
Corn, Irrigated (bu.)	201.39	199.06	195.90
Corn, Dryland (bu.)	97.94	63.00	119.05
Seed Corn, Irrigated (paid yield) (bu.)	248.04	N/A	N/A
Soybeans, Irrigated (bu.)	63.53	62.44	65.68
Soybeans, Dryland (bu.)	43.59	37.70	47.56
Wheat, Winter, Dryland (bu.)	44.66	N/A	N/A

Table 32A: Western Nebraska Averages, 2006

	Western Average of <u>All Farms</u>	Average of <u>High 33%</u>
Cash Farm Income		
Total Crop Income	414,381	260,381
Total Livestock Income	428,177	726,651
Total Other Farm Income	288,579	463,228
Gross Cash Farm Income	\$1,131,137	\$1,450,260
Cash Farm Expense		
Total Crop Expense	223,342	272,673
Total Livestock Expense	335,100	735,811
Total Other Farm Expense	553,336	390,847
Gross Cash Farm Expense	\$1,111,778	\$1,399,331
Net Cash Farm Income	\$19,359	\$50,929
Total Inventory Change	\$103,951	\$221,184
Total Depreciation & Capital Adjustments	-\$53,504	-\$59,192
Net Farm Income	\$69,806	\$212,921
Non-Farm Income	\$28,242	\$22,313
Balance Sheet at Market		
Current Farm Assets	852,257	1,269,832
Intermediate Farm Assets	480,806	506,288
Long Term Farm Assets	904,653	1,226,822
Non Farm Assets	110,411	198,809
Total Assets	\$2,348,127	\$3,201,751
Current Farm Liabilities	615,846	817,830
Intermediate Farm Liabilities	162,797	81,795
Long Term Liabilities	400,857	431,368
Non Farm Liabilities	4,957	0
Total Liabilities	\$1,184,457	\$1,330,993
Net Worth	\$1,163,670	\$1,870,758
Net Worth Change (Market Value)	\$76,861	\$231,769

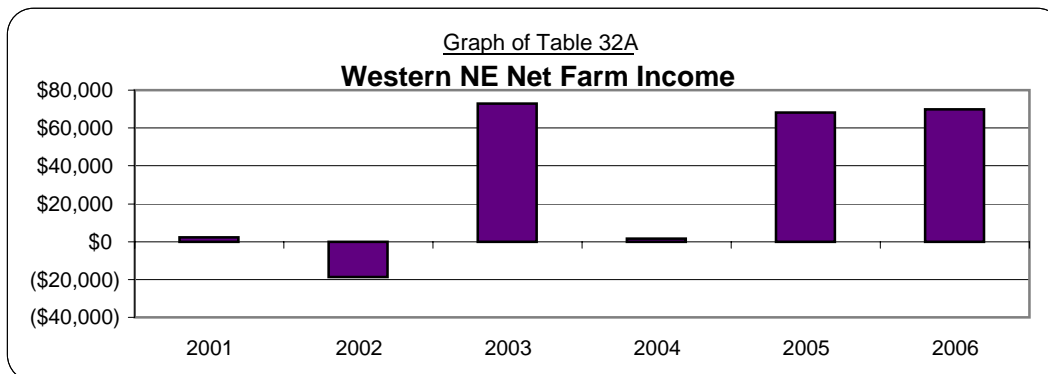


Table 32B: Western Nebraska Averages, 2006 (cont.)

	Western Average of All Farms	Average of High 33%
Financial Guidelines		
Current Ratio	1.38	1.55
Working Capital	\$236,412	\$452,001
Debt to Asset Ratio (Market)	53%	44%
Equity to Asset Ratio (Market)	47%	56%
Debt to Equity Ratio (Market)	111%	80%
Rate of Return on Assets (Cost)	7.4%	10.2%
Rate of Return on Equity (Cost)	7.8%	16.1%
Operating Profit Margin (Cost)	12.7%	25.9%
Net Farm Income (Cost)	\$69,806	\$212,921
Asset Turnover Rate (Cost)	58.3%	39.5%
Operating Expense Ratio	84.1%	79.6%
Depreciation Expense Ratio	4.3%	3.6%
Interest Expense Ratio	6.1%	3.8%
Net Farm Income Ratio	5.6%	12.9%
Operator Information		
Average Number of Operators	1.1	1.2
Average Age of Operators	52.9	51.4
Average Number of Years Farming	30.2	28.4
Acreage Summary		
Total acres owned	2,684	4,008
Total crop acres	1,282	1,742
Crop acres owned	490	895
Crop acres cash rented	348	182
Crop acres share rented	445	664
Total Pasture acres	5	13
Average Price Received In Dollars (Cash Sales Only)		
Corn, per bu.	\$2.16	N/A
Wheat, Winter per bu.	\$4.10	N/A
Hay, Alfalfa per ton	N/A	N/A
Average Yield Per Acre		
Corn (bu)	39.77	39.77



Financial Guideline Ratios

Current Ratio: shows the value of current assets relative to current liabilities. It is an indicator of the liquidity of the business. It measures the extent to which current farm assets, if liquidated, would cover current farm liabilities.

Working Capital: is another measure of liquidity. It approximates the operating capital available from within the business. It is calculated by subtracting current farm liabilities from current farm assets.

Farm Debt to Asset Ratio: measures the total financial solvency position of the farm or ranch by comparing the total liabilities with the total assets. It measures the portion of the farm assets that have debt against them. A higher ratio is generally considered an indicator of greater financial risk and lower borrowing capacity.

Farm Equity to Asset Ratio: measures farm equity or net worth relative to the value of farm assets. It measures the proportion of the farm assets financed by the owner's equity as opposed to debt. It is the opposite of the debt to asset ratio.

Farm Debt to Equity Ratio: measures farm debt relative to farm equity. It is calculated by dividing the Total Farm Liabilities by the Total Farm Net Worth. It measures the borrowed capital being employed for every dollar of equity capital.

Rate of Return on Farm Assets: can be thought of as the average interest rate earned on all investments in the farm business. For market value assets, this can be looked at as the "opportunity cost" versus alternate investments. For cost value assets, this more closely represents the actual return on the average dollar invested.

Rate of Return on Farm Equity: represents the interest rate being earned on your farm net worth. For market value assets, this return can be compared to returns available if the assets were liquidated and invested in alternative investments. For cost value assets, this more closely represents the actual return retained in the business.

Operating Profit Margin: is a measure of the operating efficiency of the business. It is calculated as: Return to Farm Assets divided by Value of Farm Production. If expenses are held in line relative to the value of output produced, the farm will have a healthy profit margin. Low prices, high operating expenses or inefficient production may cause a low profit margin.

Net Farm Income: represents the returns to labor, management, and equity capital invested in the business. Net farm income is the reward for investing unpaid family labor, management, and farm net worth in the farm business instead of elsewhere.

Term Debt Coverage Ratio: measures whether the business generated enough cash to cover term debt payments. It is calculated by dividing the funds generated by the business for debt repayment. A ratio less than 100 percent indicates that the business did not generate sufficient cash to meet scheduled payments in the past year. A ratio greater than 100 indicates the business generated enough cash to pay all term debt payments.

Capital Replacement Margin: is the amount of money remaining after all operating expenses, taxes, family living costs, and scheduled debt payments have been made. It is the cash generated by the farm business that is available for financing capital replacement such as machinery and equipment.

Asset Turnover Rate: is a measure of efficiency in using capital. It is calculated as the Value of Farm Production divided by Total Farm Assets. If your farm business generated a high level of production given your level of capital investment, your asset turnover rate will be strong.

Operating Expense Ratio: Subtracting Farm Interest Expense from Total Farm Operating Expense and dividing by Gross Farm Income calculates the operating expense ratio. This ratio indicates the percent of the gross farm income that was used to pay operating expenses.

Depreciation Expense Ratio: The depreciation expense ratio is calculated by dividing Depreciation by Gross Farm Income. This ratio indicates the percent of the gross farm income that was used to cover depreciation and other capital adjustments.

Interest Expense Ratio: Dividing Farm Interest Expense by Gross Farm Income calculates the interest expense ratio. This ratio indicates the percent of the gross farm income used for farm interest expenses.

Net Farm Income Ratio: The net farm income ratio is calculated by dividing Net Farm Income by Gross Farm Income. This ratio indicates the percent of the gross farm income that remained after all expenses.

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