

2007 BEEF REPORT ND Farm & Ranch Business Management



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NORTH DAKOTA FARM BUSINESS MANAGEMENT EDUCATION

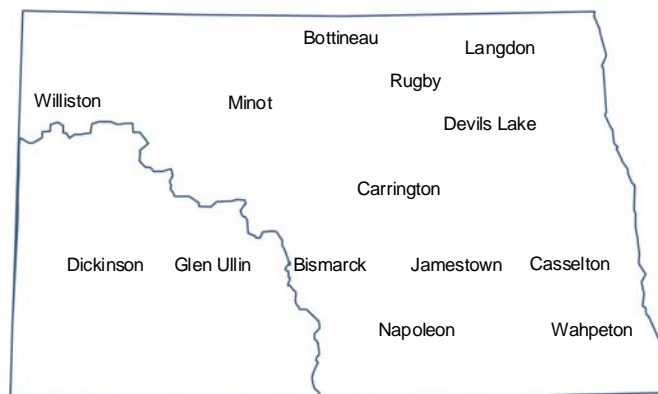
2007 BEEF REPORT

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This report was made possible by the farm families who cooperated with their farm management instructors in getting the records for 2007 closed out on a timely basis. The farm management instructors cited above generated the Finpack year-end farm analyses. Andrew Swenson, NDSU Extension Service, databased the Finpack analyses of farms and generated the comparative tables for this report.

Location of all Farm Business Management Education Programs in North Dakota



2007 Beef Report
North Dakota Farm Business Management Education

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INTRODUCTION

This report summarizes the net returns and current financial status of beef farms. Beef farms are defined as farms where cash income from beef cattle accounted for more than 70 percent of total farm sales in 2007. The report also includes beef livestock enterprise analysis from the North Dakota Farm Business Management Education program state average report which includes all farms, not just “beef farms.”

This report is divided into two major sections; farm operators' financial information and livestock enterprise analysis. Explanatory notes are provided for the sections. The first section contains 14 tables with whole farm financial and operator information. The average of all farms and the averages for the high, middle, and low-income groups are presented. The last two tables of this section are financial summaries in which farms are categorized by gross revenue and age of operator, respectively. The second section provides beef livestock enterprise information.

The 2007 summary reports are based upon data generated by the Finan individual farm analysis completed by farm/ranch families enrolled in the statewide Adult Farm and Ranch Business Management Education program in North Dakota. Instructors pooled the individual business analysis and submitted the combined school data to the FINPACK Center located at North Dakota State University. The FINPACK Center did provide schools with local averages in order to assist instructors with obtaining relevant local management trends.

Farm/ranch families enrolled in the statewide program are encouraged to request assistance from their instructors to determine short-term cash flow and long-term projections. Each instructor has access to FINPACK computer programs, which can be used to generate annual or multi-year (cash flow) farm plans and/or long term alternative projections.

Regional reports have been generated and published for regions 2 (north central), 3 (south central) and 4 (western). Farms in the Red River Valley are contained in a combined Minnesota-North Dakota Red River Valley report. The state averages report includes all farms participating in the North Dakota Farm Business Management Education Program that were represented in the regional averages and also those farms which were processed and submitted after the March deadline date. All of these reports may be ordered from Farm Business Management, P.O. Box 6022, Bismarck, ND, 58506-6022 for \$5 per copy.

EXPLANATORY NOTES FOR THE FARM OPERATORS' REPORTS

The tables include the same number of farms, which were all of the farms whose records were judged to be of sufficient quality to be included in the overall report. However, the balance sheet includes only sole proprietors. Partnerships and corporations are excluded because some debt is held outside of the business causing potential misinterpretations of the financial statement. The number of farms included in each of the crop tables varies because all farms do not have the same enterprises. Also, some farmers' records were complete enough to be included in the whole-farm tables, but at times, these same farmers' crop records were not complete enough to include in the respective crop tables.

Rounding of individual items for the report may have caused minor discrepancies with the printed totals which are calculated before rounding.

Farm Income Statement

This statement is a summary of income, expenses, or resultant profit or loss from farming operations during the calendar year.

The first section of the table lists cash farm income from all sources. Cash crop sales are listed first followed by cash sales of livestock and livestock products. The "Direct & CC govt payments" are government payments decoupled from crop production but the counter-cyclical payment is coupled to national average prices. "LDP payments" are loan deficiency payments that may be received on production when local prices are below the county loan rate for the crop. "Other government payments" refers to all other government payments such as disaster payments but not including CRP payments.

The second section of the income statement lists cash expenses. "Labor" includes only labor hired. "Interest" includes only interest actually paid. No opportunity charges on farm equity capital or unpaid labor are included.

The difference between "Gross Cash Farm Income" and "Total Cash Expenses" is the "Net Cash Farm Income." This is net farm income on a cash basis.

The last two sections of the income statement deal with the non-cash changes in the farm business. The "Inventory Changes" and "Depreciation and Other Capital Adjustments" sections are used to convert the cash income statement (Net Cash Farm Income) derived from the first two sections into an accrual income statement. The bottom line, labeled "Net farm Income," represents the return to the operator's and family's unpaid labor, management, and equity capital (net worth). In other words, it represents the return to all of the resources that are owned by the farm family and hence, not purchased or paid a wage. However, it does not include any debt forgiveness or asset repossessions.

Inventory Changes

This is the detailed statement of inventory changes that is summarized in the income statement. It includes beginning and ending inventories and the calculated changes.

Depreciation and Other Capital Adjustments

This is the detailed statement of depreciation and other capital adjustments that is summarized in the income statement. It includes beginning and ending inventories, sales, purchases, and depreciation.

Profitability Measures

The table shows profitability when capital assets are valued at cost. Various measures of performance are calculated for the farms in this report. In the previous tables no opportunity costs are used. In this, opportunity costs for labor, capital, and management are used. The measures and their components are described below.

"**Labor and management earnings**" equals "Net farm income" minus an opportunity interest cost of 6% on average farm net worth.

"**Rate of return on assets**" is the "Return on farm assets" divided by "Average farm assets."

"**Rate of return on equity**" is the "Return of farm equity" divided by "Average farm equity."

"**Operating profit margin**" is the "Return on farm assets" divided by "Value of farm production."

"**Asset turnover rate**" is the "Value of farm production" divided by "Average farm assets."

"**Interest on farm net worth**" is the "Average farm equity" multiplied by a 6% opportunity interest cost charge.

"**Farm interest expense**" is the accrual interest cost, usually it will be different from the cash interest expense.

"**Value of operator's labor and management**" is an opportunity cost for unpaid operator's labor and management that is used in the calculation of several financial performance measures. A value of \$18,000 per full time operator plus 5% of value of farm production.

"**Return of farm assets**" is calculated by adding "Farm interest expense" to "Net farm income" and then subtracting the "Value of operator's labor and management."

"**Average farm assets**" is the average of beginning and ending total farm assets.

"**Return on farm equity**" is calculated by subtracting the "Value of operator's labor and management" from "Net farm income."

"**Average farm equity**" is the average of beginning and ending farm net worth.

"**Value of farm production**" is gross cash farm income minus purchased feed and feeder livestock and adjusted for inventory changes in crops, market livestock, accounts receivable and breeding livestock.

Liquidity Measures

Liquidity (Cash Basis)

"**Family living and taxes**" is calculated cash family living plus income and social security taxes.

"**Cash available for intermediate debt**" on the cash basis is the sum of "Net cash farm income" and "Net nonfarm income" minus "Family living and taxes" and "Real estate principal payments."

"**Average intermediate debt**" is the average of beginning and ending intermediate farm liabilities.

"**Years to turn over debt**" is "Average intermediate debt" divided by "Cash available for intermediate

debt." If the cash-based or accrual-based "Cash available for intermediate debt" is a negative number, debt repayment is not possible because of negative cash flow on a cash or accrual basis, respectively, and "Years to turn over intermediate debt" cannot be calculated.

Cash "**Expense as a percent of income**" is "Total cash expense" divided by "Gross cash farm income."

"Interest as a percent of income" is "Interest paid" divided by "Gross cash farm income"

Liquidity (Accrual Basis)

"**Available for intermediate debt**" on the accrual basis is "Net accrual operating income" plus "Net nonfarm income" minus "Family living and taxes" and "Real estate principal payments."

Accrual "**Expense as a percent of income**" is "Total cash expense" adjusted by inventory changes in accounts payable, accrued expense items, prepaid expenses and growing crops divided by "Gross farm income." "Gross farm revenue" is "Gross cash farm income" adjusted by changes in inventories of crops and feed, feeder livestock and accounts receivable.

"**Interest as a percent of income**" is "Interest paid" adjusted by changes in accrued interest for the year, divided by "Gross farm revenue."

Balance Sheet at Cost Values

The ending balance sheet statements and solvency measures are presented for sole proprietors only. Current assets are valued at market price at the time of the inventory which is December 31. In balance sheet at cost values, intermediate and long-term assets that are depreciable are valued at cost remaining (amount remaining to be depreciated, plus salvage value). Raised breeding livestock is valued at conservative market replacement costs. Land is valued at cost or conservative market value.

Statement of Cash Flows

This statement organizes cash inflows and outflows by the following three categories: Operating activities, investing activities, and financing activities.

Financial Standards Measures

This table contains the 16 measures of financial performance recommended by the Farm Financial Standards Task Force (FFSTF). The Finpack financial management program used by the North Dakota Farm Business Education complies with nearly all of with the FFSTF recommendations for calculating the financial guidelines measures. The measures are calculated on an accrual basis.

Liquidity

"**Current ratio**" is "Total current farm assets" divided by "Total current farm liabilities."

"**Working capital**" is "Total current farm assets" less "Total current farm liabilities."

Solvency

"**Farm debt to asset ratio**" is "Total farm liabilities" divided by "Total farm assets."

"**Farm equity to asset ratio**" is "Total farm assets" minus "Total farm liabilities," divided by "Total farm assets."

"**Farm debt to equity ratio**" is "Total farm liabilities," divided by the result of "Total farm assets" minus "Total farm liabilities."

Profitability

"**Rate of return on farm assets**" is "Net farm income" plus "interest expense" minus "Value of operator's labor and management," divided by the average of beginning and ending "Total farm assets."

"**Rate of return on farm equity**" is "Net farm income" minus "Value of operator's labor and management," divided by the average of beginning and ending farm net worth.

"**Operating profit margin**" is "Net farm income" plus "interest expense" minus "Value of operator's labor and management," divided by "Value of farm production."

Repayment Capacity

"**Term debt coverage ratio**" is "Net farm income" plus "depreciation and other capital adjustments" plus "Net nonfarm income" plus scheduled interest on term debt minus "Family living and taxes," divided by scheduled term debt principal and interest payments.

"**Capital replacement margin**" is "Net farm income" plus "Depreciation and other capital adjustments" plus "Net nonfarm income" minus "Family living and taxes" and scheduled term debt principal payments.

Efficiency

"**Asset turnover rate**" is "Value of farm production" divided by the average of beginning and ending "Total farm assets."

"**Operating expense ratio**" is total expense less "Farm interest expense" and "Depreciation and capital adjustment," divided by "Gross farm revenue."

"**Depreciation expense ratio**" is "Depreciation and capital adjustments" divided by "Gross farm revenue."

"**Interest expense ratio**" is "Farm interest expense" divided by "Gross farm revenue"

"**Net farm income ratio**" is "Net farm income" divided by "Gross farm revenue."

Crop Production and Marketing Summary

This table contains three sections. The first section reports average acreage by land use. The next two sections show average price received and average yields for major crops. These tables are sorted on the basis of "Net farm income."

Household and Personal Expenses

For those farms that keep records, the household and personal expenses are summarized. The farms are grouped in the same ranking as in the Income Statement. Since not all farms keep these records, the number of farms in the low profit and high profit groups may be different. Averages are determined by the number of farms keeping these records. The Statement of Cash Flows presents calculated family living and includes all farms. Income tax paid is also shown in the Statement of Cash Flows and includes all farms.

Operator and Labor Information

This table reports the average for the number of operators per farm, the operator's age, and the number of years farming.

Nonfarm Summary

This table reports nonfarm income. The figures reported are the average over all farms not just those reporting nonfarm incomes.

EXPLANATORY NOTES FOR LIVESTOCK TABLES

The "Livestock Enterprise Analysis" table shows the average physical production, gross returns, direct costs, overhead costs, and net return per unit. All costs are actual costs; no opportunity costs are included. The "Net Return" to the enterprise is the "Gross Return" minus the direct and overhead costs. "Net Return" represents the return to the operators and family's unpaid labor, management, and equity. It represents the return to all of the resources, which are owned by the farm family and hence, not purchased or paid a wage. The last section of each livestock table contains both economic and technical efficiency measures, which are particularly useful to individual managers in assessing their performance as compared to their peers.

When there are less than five farms with a particular livestock enterprise, that enterprise is not included in the report. When there is a sufficient number (i.e., more than 24), farms are divided into low 20%, middle 20% and high 20% on the basis of returns to overhead costs. The classification is done separately for each livestock enterprise.

"Lbs. feed per lb. of gain" is the lbs. of total feed divided by total gain. The total feed is calculated by adding total pounds of feed. For grains, these pounds per unit are used: corn, 56; oats, 32; barley, 48; grain sorghum, 56; wheat, 60; and millet, 48. For these roughages, the pounds are calculated by these factors: alfalfa haylage, 0.5; corn silage, 0.33; oatlage, 0.5; and sorghum silage, 0.33; and small grain silage, 0.33.

The calving and weaning percentages are calculated as the number of calves, which are calved and weaned, respectively, divided by the number of cows, which are supposed to bear young.

Rounding of individual items for the report has caused minor discrepancies with the calculated totals.

Farm Income Statement
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Cash Farm Income				
Barley	511	-	222	1,549
Beans, Pinto	1,266	-	-	6,048
Corn	1,050	-	2,955	-
Flax	184	-	-	150
Oats	45	-	-	214
Peas, Field	497	-	-	2,097
Soybeans	2,102	-	1,037	9,121
Sunflowers	577	-	2,076	791
Wheat, Spring	7,831	2,405	1,061	33,158
Wheat, Winter	439	-	-	2,097
Rented Out	133	-	713	-
Miscellaneous crop income	15	-	-	71
Beef Bulls	7,518	916	6,874	13,408
Beef Cow-Calf, Beef Calves	52,058	60,897	45,634	71,735
Beef Replacement Heifers	10,948	46,233	313	8,997
Beef, Custom Fed	1,403	7,543	-	-
Beef, Background Beef	64,127	60,375	82,973	50,888
Beef, Finish Beef Calves	54,126	-	-	258,601
Hogs, Farrow-Fin, Raised Hogs	142	-	-	-
Cull breeding livestock	15,678	22,425	3,349	26,229
Misc. livestock income	1,063	387	30	1,741
Direct & CC govt payments	3,324	1,945	1,618	8,490
CRP payments	2,497	2,304	2,364	3,069
Other government payments	5,265	2,796	1,016	11,505
Custom work income	9,984	550	-	46,336
Patronage dividends, cash	345	163	138	877
Insurance income	926	591	888	1,662
Cash from hedging accts	270	328	-	1,000
Other farm income	2,892	3,446	3,796	2,076
Gross Cash Farm Income	247,214	213,304	157,054	561,912

Farm Income Statement (Continued)
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Cash Farm Expense				
Seed	3,941	943	2,244	12,505
Fertilizer	7,257	2,247	1,310	28,207
Crop chemicals	3,174	3	1,069	11,421
Crop insurance	2,554	501	775	9,745
Irrigation energy	189	-	-	902
CCC buyback	1,284	-	-	6,133
Crop miscellaneous	592	6	206	1,647
Feeder livestock purchase	59,448	6,472	36,745	227,822
Purchased feed	30,472	22,075	14,605	69,018
Breeding fees	479	647	-	590
Veterinary	4,842	4,202	3,293	8,713
Supplies	2,562	2,726	3,369	2,695
Livestock leases	901	-	-	4,305
Hauling and trucking	327	1,196	559	-
Marketing	2,710	3,118	1,899	5,437
Interest	20,495	28,611	15,922	27,088
Fuel & oil	14,801	12,719	11,983	24,857
Repairs	15,016	16,697	8,140	27,449
Custom hire	7,196	8,850	1,477	19,270
Hired labor	2,085	1,664	777	4,290
Land rent	17,893	16,597	8,877	32,731
Machinery leases	540	-	63	111
Real estate taxes	2,541	1,433	2,737	3,222
Farm insurance	3,438	3,866	2,433	6,148
Utilities	3,689	4,048	4,244	4,933
Dues & professional fees	784	1,112	326	899
Hedging account deposits	2,120	218	-	9,936
Miscellaneous	3,418	4,645	1,088	6,447
Total cash expense	214,747	144,593	124,141	556,523
Net cash farm income	32,467	68,711	32,914	5,389
Inventory Changes				
Crops and feed	23,737	1,402	3,627	87,403
Market livestock	6,970	-51,046	-13,072	83,115
Accounts receivable	-1,116	3,790	-5,947	-2,853
Prepaid expenses and supplies	2,347	1,608	1,581	6,897
Accounts payable	-4,766	-7,754	1,651	-8,481
Total inventory change	27,172	-52,000	-12,160	166,081
Net operating profit	59,639	16,710	20,754	171,470
Depreciation and Other Capital Adjustments				
Breeding livestock	-4,852	-36,371	283	16,818
Machinery and equipment	-12,076	-7,183	-4,428	-30,120
Buildings and improvements	-947	-812	-298	-2,741
Other farm capital	-93	843	-544	-403
Total depr. and other capital adj	-17,968	-43,522	-4,986	-16,446
Net farm income	41,671	-26,812	15,767	155,025

Inventory Changes
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Net cash farm income	32,467	68,711	32,914	5,389
Crops and Feed				
Ending inventory	66,018	29,106	32,411	181,992
Beginning inventory	42,281	27,704	28,784	94,589
Inventory change	23,737	1,402	3,627	87,403
Market Livestock				
Ending inventory	105,009	60,274	49,303	266,550
Beginning inventory	98,038	111,320	62,375	183,435
Inventory change	6,970	-51,046	-13,072	83,115
Accts Receivable & Other Current Assets				
Ending inventory	18,556	8,324	27,582	32,636
Beginning inventory	19,672	4,535	33,529	35,489
Inventory change	-1,116	3,790	-5,947	-2,853
Prepaid Expenses and Supplies				
Ending inventory	6,151	6,560	3,568	13,010
Beginning inventory	3,804	4,952	1,987	6,113
Inventory change	2,347	1,608	1,581	6,897
Accounts Payable & Accrued Expenses				
Beginning inventory	15,504	19,550	15,338	18,509
Ending inventory	20,271	27,303	13,686	26,990
Inventory change	-4,766	-7,754	1,651	-8,481
Total inventory change	27,172	-52,000	-12,160	166,081
Net operating profit	59,639	16,710	20,754	171,470

Depreciation and Other Capital Adjustments
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Net operating profit	59,639	16,710	20,754	171,470
Breeding Livestock				
Ending inventory	161,773	183,990	110,231	203,978
Capital sales	6,455	10,738	6,112	12,115
Beginning inventory	144,925	147,661	102,922	185,753
Capital purchases	28,155	83,439	13,138	13,522
Depreciation, capital adjust.	-4,852	-36,371	283	16,818
Machinery and Equipment				
Ending inventory	132,007	81,951	71,866	294,764
Capital sales	1,190	1,188	-	1,156
Beginning inventory	118,029	73,417	67,824	261,804
Capital purchases	27,245	16,904	8,470	64,235
Depreciation, capital adjust.	-12,076	-7,183	-4,428	-30,120
Buildings and Improvements				
Ending inventory	26,489	22,921	19,888	67,190
Capital sales	581	-	-	2,778
Beginning inventory	24,765	23,295	19,818	61,111
Capital purchases	3,252	438	368	11,598
Depreciation, capital adjust.	-947	-812	-298	-2,741
Other Capital Assets				
Ending inventory	6,052	13,267	1,128	10,380
Capital sales	224	1,116	57	-
Beginning inventory	5,942	11,740	1,594	10,688
Capital purchases	428	1,800	134	94
Depreciation, capital adjust.	-93	843	-544	-403
Total depreciation, capital adj.	-17,968	-43,522	-4,986	-16,446
Net farm income	41,671	-26,812	15,767	155,025

Profitability Measures
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Profitability (assets valued at cost)				
Net farm income	41,671	-26,812	15,767	155,025
Labor and management earnings	21,388	-37,988	1,667	106,431
Rate of return on assets	5.6 %	-2.0 %	1.7 %	11.9 %
Rate of return on equity	4.8 %	-28.3 %	-2.9 %	14.7 %
Operating profit margin	21.9 %	-13.1 %	9.0 %	34.0 %
Asset turnover rate	25.7 %	15.2 %	19.0 %	35.0 %
Interest on farm net worth	20,283	11,176	14,100	48,593
Farm interest expense	23,730	35,615	15,088	33,616
Value of operator lbr and mgmt.	25,566	22,184	22,677	35,873
Return on farm assets	39,835	-13,380	8,178	152,768
Average farm assets	708,648	673,410	477,323	1,284,478
Return on farm equity	16,105	-48,996	-6,910	119,152
Average farm equity	335,652	173,388	235,005	809,891
Value of farm production	182,034	102,532	90,595	449,555

Liquidity Measures
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Liquidity (cash)				
Net cash farm income	32,467	68,711	32,914	5,389
Net nonfarm income	23,295	28,360	16,250	19,942
Family living and taxes	36,995	40,741	29,407	52,790
Principal due on long term debt	9,227	6,500	5,167	20,944
Cash available for interm. debt	9,540	49,830	14,589	-48,403
Average intermediate debt	121,775	188,396	81,176	109,325
Years to turnover interm. debt	12.8	3.8	5.6	**
Expense as a % of income	87 %	68 %	79 %	99 %
Interest as a % of income	8 %	13 %	10 %	5 %
Working capital to gross income	24 %	-12 %	10 %	40 %
Liquidity (accrual)				
Total accrual farm income	276,806	167,449	141,662	729,577
Total accrual operating expense	217,167	150,739	120,908	558,107
Net accrual operating income	59,639	16,710	20,754	171,470
Net nonfarm income	23,295	28,360	16,250	19,942
Family living and taxes	36,995	40,741	29,407	52,790
Principal due on long term debt	9,227	6,500	5,167	20,944
Available for intermediate debt	36,712	-2,170	2,429	117,678
Average intermediate debt	121,775	188,396	81,176	109,325
Years to turnover interm. debt	3.3	**	33.4	0.9
Expense as a % of income	78 %	90 %	85 %	76 %
Interest as a % of income	9 %	21 %	11 %	5 %
Working capital to gross income	21 %	-15 %	11 %	31 %

** Income insufficient to meet debt servicing requirements

Balance Sheet at Cost Values
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Assets				
Current Farm Assets				
Cash and checking balance	11,014	3,644	8,267	25,468
Prepaid expenses & supplies	6,151	6,560	3,568	13,010
Growing crops	575	552	-	1,875
Accounts receivable	15,434	6,467	27,507	20,662
Hedging accounts	1,861	22	-	8,764
Crops held for sale or feed	66,018	29,106	32,411	181,992
Crops under government loan	-	-	-	-
Market livestock held for sale	105,009	60,274	49,303	266,550
Other current assets	686	1,284	75	1,335
Total current farm assets	206,748	107,908	121,131	519,656
Intermediate Farm Assets				
Breeding livestock	161,773	183,990	110,231	203,978
Machinery and equipment	116,960	59,173	64,940	279,964
Titled vehicles	15,047	22,778	6,926	14,799
Other intermediate assets	2,182	2,859	1,003	3,448
Total intermediate farm assets	295,962	268,800	183,100	502,190
Long Term Farm Assets				
Farm land	216,370	264,544	153,568	307,008
Buildings and improvements	26,489	22,921	19,888	67,190
Other long-term assets	3,871	10,408	125	6,932
Total long-term farm assets	246,729	297,873	173,581	381,130
Total Farm Assets	749,440	674,581	477,812	1,402,976
Total Nonfarm Assets	82,330	52,513	46,657	143,713
Total Assets	831,770	727,094	524,468	1,546,688
Liabilities				
Current Farm Liabilities				
Accrued interest	13,882	21,798	6,783	18,475
Accounts payable	6,382	5,505	6,903	8,484
Current notes	99,758	79,888	74,379	232,205
Government crop loans	-	-	-	-
Principal due on term debt	28,160	25,709	17,847	35,552
Total current farm liabilities	148,182	132,901	105,912	294,716
Total intermediate farm liabs	106,304	168,474	72,361	97,786
Total long term farm liabilities	146,443	219,152	62,722	140,709
Total farm liabilities	400,928	520,527	240,995	533,211
Total nonfarm liabilities	30,717	25,127	16,508	52,007
Total liabilities	431,645	545,654	257,503	585,218
Net worth (farm and nonfarm)	400,124	181,440	266,966	961,471
Net worth change	33,136	-38,431	7,432	116,389
Ratio Analysis				
Current farm liabilities / assets	72 %	123 %	87 %	57 %
Curr. & interm farm liab. / assets	51 %	80 %	59 %	38 %
Long term farm liab. / assets	59 %	74 %	36 %	37 %
Total debt to asset ratio	52 %	75 %	49 %	38 %

Statement Of Cash Flows
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Beginning cash (farm & nonfarm)	11,916	6,585	6,309	33,633
Cash From Operating Activities				
Gross cash farm income	247,214	213,304	157,054	561,912
Net nonfarm income	23,295	28,360	16,250	19,942
Total cash farm expense	-214,747	-144,593	-124,141	-556,523
Apparent family living expense	-33,600	-38,424	-26,639	-43,957
Income and social security tax	-3,395	-2,318	-2,768	-8,834
Cash from operations	18,766	56,330	19,757	-27,459
Cash From Investing Activities				
Sale of breeding livestock	6,455	10,738	6,112	12,115
Sale of machinery & equipment	1,190	1,188	-	1,156
Sale of titled vehicles	-	-	-	-
Sale of farm land	-	-	-	-
Sale of farm buildings	581	-	-	2,778
Sale of other farm assets	224	1,116	57	-
Sale of nonfarm assets	196	652	400	-
Purchase of breeding livestock	-28,155	-83,439	-13,138	-13,522
Purchase of machinery & equip.	-22,934	-6,154	-3,708	-62,527
Purchase of titled vehicles	-4,311	-10,750	-4,762	-1,708
Purchase of farm land	-16,351	-3,450	-	-9,364
Purchase of farm buildings	-3,252	-438	-368	-11,598
Purchase of other farm assets	-428	-1,800	-134	-94
Purchase of nonfarm assets	-4,156	-5,524	-	-11,436
Cash from investing activities	-70,940	-97,862	-15,541	-94,201
Cash From Financing Activities				
Money borrowed	278,548	241,915	174,480	566,087
Cash gifts and inheritances	482	943	-	-
Principal payments	-225,650	-202,954	-175,026	-449,452
Dividends paid	-	-	-	-
Gifts given	-377	-	-21	-
Cash from financing activities	53,003	39,904	-566	116,635
Net change in cash balance	829	-1,629	3,650	-5,025
Ending cash (farm & nonfarm)	12,745	4,956	9,959	28,608

Financial Standards Measures
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Liquidity				
Current ratio	1.40	0.81	1.14	1.76
Working capital	58,566	-24,993	15,219	224,939
Solvency (cost)				
Farm debt to asset ratio	53 %	77 %	50 %	38 %
Farm equity to asset ratio	47 %	23 %	50 %	62 %
Farm debt to equity ratio	115 %	338 %	102 %	61 %
Profitability (cost)				
Rate of return on farm assets	5.6 %	-2.0 %	1.7 %	11.9 %
Rate of return on farm equity	4.8 %	-28.3 %	-2.9 %	14.7 %
Operating profit margin	21.9 %	-13.1 %	9.0 %	34.0 %
Net farm income	41,671	-26,812	15,767	155,025
Repayment Capacity				
Term debt coverage ratio	133 %	36 %	74 %	256 %
Capital replacement margin	14,794	-30,202	-6,425	95,078
Efficiency				
Asset turnover rate (cost)	25.7 %	15.2 %	19.0 %	35.0 %
Operating expense ratio	69.9 %	68.8 %	74.7 %	71.9 %
Depreciation expense ratio	6.5 %	26.0 %	3.5 %	2.3 %
Interest expense ratio	8.6 %	21.3 %	10.7 %	4.6 %
Net farm income ratio	15.1 %	-16.0 %	11.1 %	21.2 %

Crop Production and Marketing Summary
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Acreage Summary				
Total acres owned	1,163	660	954	2,076
Total crop acres	831	522	527	1,362
Crop acres owned	329	68	252	627
Crop acres cash rented	452	363	228	688
Crop acres share rented	50	91	47	47
Total pasture acres	2,198	2,024	1,559	3,942
Average Price Received (Cash Sales Only)				
Wheat, Spring per bushel	5.80	-	-	5.76
Average Yield Per Acre				
Pasture (aum)	0.585	0.606	0.434	0.492
Hay, Mixed Alfalfa/Grass (ton)	1.58	-	-	1.62
Hay, Grass (ton)	1.08	-	-	0.863
Hay, Small Grain (ton)	1.83	1.92	-	2.08
Wheat, Spring (bushel)	36.28	-	-	41.48
Corn Silage (ton)	8.74	-	-	-
Oats (bushel)	64.82	-	-	-
CRP (\$)	24.29	-	-	-
Sunflowers (cwt)	12.13	-	-	-
Hay, Alfalfa (ton)	1.38	-	-	-
Hay, Summer Annual Grass (ton)	1.67	-	-	-

Household and Personal Expenses
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	Avg. Of All Farms
Number of farms	22
Average family size	3.2
Family Living Expenses	
Food and meals expense	5,589
Medical care	4,021
Health insurance	3,800
Cash donations	978
Household supplies	4,095
Clothing	1,161
Personal care	1,724
Child / Dependent care	596
Alimony and Child support	-
Gifts	915
Education	517
Recreation	2,977
Utilities (household share)	1,598
Nonfarm vehicle operating expense	3,496
Household real estate taxes	-
Dwelling rent	292
Household repairs	1,380
Nonfarm interest	1,962
Disability / Long term care insuran	148
Life insurance payments	983
Nonfarm property insurance	221
Miscellaneous	707
Total cash family living expense	37,158
Family living from the farm	500
Total family living	37,658
Other Nonfarm Expenditures	
Income taxes	4,610
Furnishing & appliance purchases	218
Nonfarm vehicle purchases	1,019
Nonfarm real estate purchases	3,409
Other nonfarm capital purchases	-137
Nonfarm savings & investments	-286
Total other nonfarm expenditures	8,834
Total cash family living investment & nonfarm capital purch	45,992

Operator and Labor Information
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Operator Information				
Average number of operators	1.0	1.1	1.0	1.1
Average age of operators	42.8	41.4	48.6	48.3
Average number of years farming	17.0	12.4	23.5	22.8
Results Per Operator				
Working capital	55,963	-22,216	15,219	202,446
Total assets (cost)	794,802	646,306	524,468	1,392,020
Total liabilities	412,461	485,026	257,503	526,696
Net worth (cost)	382,341	161,280	266,966	865,323
Gross farm income	264,503	148,844	141,662	656,619
Total farm expense	224,685	172,676	125,895	517,097
Net farm income	39,819	-23,833	15,767	139,522
Net nonfarm income	22,259	25,209	16,250	17,948
Family living & tax withdrawals	35,351	36,214	29,407	47,511
Total acres owned	1,111.3	586.9	953.9	1,868.8
Total crop acres	793.7	463.8	526.6	1,225.5
Crop acres owned	314.4	60.2	252.1	564.0
Crop acres cash rented	431.9	322.4	227.6	619.2
Crop acres share rented	47.4	81.3	46.9	42.2
Total pasture acres	2,100.1	1,799.1	1,559.0	3,547.9
Labor Analysis				
Number of farms	43	8	8	9
Total unpaid labor hours	2,083	1,869	1,813	3,144
Total hired labor hours	169	54	71	390
Total labor hours per farm	2,252	1,923	1,883	3,534
Unpaid hours per operator	1,990	1,661	1,813	2,830

Nonfarm Summary
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 20%</u>	<u>40 - 60%</u>	<u>High 20%</u>
Number of farms	43	8	8	9
Nonfarm Income				
Nonfarm wages & salary	16,450	14,362	14,151	16,598
Net nonfarm business income	1,870	10,486	-2	-177
Nonfarm rental income	289	-	450	981
Nonfarm interest income	216	1	77	872
Nonfarm cash dividends	19	-	70	21
Tax refunds	858	506	435	14
Nontaxable nonfarm income	230	1,239	-	-
Other nonfarm income	3,362	1,766	1,068	1,634
Total nonfarm income	23,295	28,360	16,250	19,942
Gifts and inheritances	482	943	-	-

Financial Summary
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Gross Farm Income)

	<u>Avg. Of All Farms</u>	<u>Less than 50,000</u>	<u>50,001 - 100,000</u>	<u>100,001 - 250,000</u>	<u>250,001 - 500,000</u>
Number of farms	43	8	5	19	8
Income Statement					
Gross cash farm income	247,214	29,698	88,260	173,786	355,800
Total cash farm expense	214,747	22,535	75,853	137,430	272,136
Net cash farm income	32,467	7,163	12,408	36,356	83,664
Inventory change	27,172	-3,960	6,421	27,709	-26,053
Depreciation and capital adjust	-17,968	-5,231	-22,083	-12,777	-11,675
Average net farm income	41,671	-2,028	-3,255	51,289	45,936
Median net farm income	19,317	-1,538	-15,431	48,328	44,171
Profitability (cost)					
Labor and management earnings	21,388	-6,243	-14,944	28,695	17,720
Rate of return on assets	5.6 %	-4.3 %	-1.1 %	6.5 %	4.2 %
Rate of return on equity	4.8 %	-21.4 %	-12.1 %	6.9 %	2.2 %
Operating profit margin	21.9 %	-33.1 %	-6.0 %	26.1 %	18.6 %
Asset turnover rate	25.7 %	13.1 %	18.8 %	24.9 %	22.6 %
Liquidity					
Ending current ratio	1.40	1.05	0.70	1.93	1.33
Ending working capital	58,566	1,044	-30,502	89,468	70,879
End working capital to gross inc	23.7 %	3.5 %	-34.6 %	51.5 %	19.9 %
Term debt coverage ratio	132.9 %	64.6 %	36.5 %	140.4 %	96.1 %
Expense as a percent of income	78.5 %	89.3 %	82.5 %	68.3 %	82.3 %
Interest as a percent of income	8.6 %	21.5 %	17.4 %	9.5 %	9.8 %
Solvency (cost)					
Number of farms	43	8	5	19	8
Ending farm assets	749,440	203,071	476,416	728,583	1,014,007
Ending farm liabilities	400,928	134,071	285,697	337,051	543,303
Ending total assets	831,770	238,975	553,744	802,675	1,131,307
Ending total liabilities	431,645	168,453	339,238	354,943	571,299
Ending net worth	400,124	70,522	214,506	447,733	560,008
Net worth change	33,136	-10,185	-10,668	46,812	33,472
Ending farm debt to asset ratio	53 %	66 %	60 %	46 %	54 %
Beg total debt to asset ratio	50 %	64 %	50 %	44 %	52 %
End total debt to asset ratio	52 %	70 %	61 %	44 %	50 %
Nonfarm Information					
Net nonfarm income	23,295	23,936	31,493	19,871	22,205
Farms reporting living expenses	23	4	2	13	4
Total family living expense	36,869	-	-	35,710	-
Total living, invest, & capital	45,351	-	-	47,450	-
Crop Acres					
Total acres owned	1,163	391	572	1,557	1,392
Total crop acres	831	297	374	914	1,269
Total crop acres owned	329	206	74	329	549
Total crop acres cash rented	452	91	172	525	686
Total crop acres share rented	50	-	128	59	35

Financial Summary
North Dakota Farm Business Management Education Program
Beef Farm Report, 2007
(Farms Sorted By Age Of Operator)

	<u>Avg. Of All Farms</u>	<u>Less than 31</u>	<u>31 - 40</u>	<u>41 - 50</u>	<u>51 - 60</u>
Number of farms	43	10	7	15	8
Income Statement					
Gross cash farm income	247,214	89,954	180,538	368,008	300,859
Total cash farm expense	214,747	72,444	141,325	336,037	259,398
Net cash farm income	32,467	17,510	39,213	31,972	41,461
Inventory change	27,172	3,761	16,490	39,614	55,513
Depreciation and capital adjust	-17,968	-5,854	-21,558	-27,326	-15,171
Average net farm income	41,671	15,418	34,145	44,259	81,803
Median net farm income	19,317	4,619	39,382	4,122	56,529
Profitability (cost)					
Labor and management earnings	21,388	8,386	17,389	20,945	46,987
Rate of return on assets	5.6 %	3.7 %	3.5 %	5.9 %	7.8 %
Rate of return on equity	4.8 %	-2.1 %	2.0 %	4.3 %	9.1 %
Operating profit margin	21.9 %	16.4 %	15.1 %	20.8 %	29.7 %
Asset turnover rate	25.7 %	22.3 %	23.2 %	28.6 %	26.3 %
Liquidity					
Ending current ratio	1.40	0.78	1.56	1.47	1.59
Ending working capital	58,566	-21,378	62,809	81,342	119,440
End working capital to gross inc	23.7 %	-23.8 %	34.8 %	22.1 %	39.7 %
Term debt coverage ratio	132.9 %	68.4 %	124.5 %	122.3 %	209.5 %
Expense as a percent of income	78.5 %	79.2 %	71.4 %	82.6 %	72.7 %
Interest as a percent of income	8.6 %	15.3 %	7.8 %	8.6 %	6.5 %
Solvency (cost)					
Number of farms	43	10	7	15	8
Ending farm assets	749,440	397,499	611,450	930,907	1,015,047
Ending farm liabilities	400,928	278,050	322,793	536,341	403,554
Ending total assets	831,770	413,405	758,774	1,020,848	1,120,254
Ending total liabilities	431,645	303,775	382,794	572,954	413,318
Ending net worth	400,124	109,630	375,981	447,894	706,936
Net worth change	33,136	-2,496	58,291	27,625	69,278
Ending farm debt to asset ratio	53 %	70 %	53 %	58 %	40 %
Beg total debt to asset ratio	50 %	67 %	53 %	53 %	38 %
End total debt to asset ratio	52 %	73 %	50 %	56 %	37 %
Nonfarm Information					
Net nonfarm income	23,295	15,743	33,415	25,675	21,320
Farms reporting living expenses	23	4	6	6	4
Total family living expense	36,869	-	45,748	36,531	-
Total living, invest, & capital	45,351	-	61,137	49,407	-
Crop Acres					
Total acres owned	1,163	413	1,096	1,350	1,641
Total crop acres	831	362	1,046	945	1,097
Total crop acres owned	329	114	327	243	714
Total crop acres cash rented	452	248	626	617	357
Total crop acres share rented	50	-	92	85	26

Livestock Enterprise Analysis
North Dakota Farm Business Management Education Program
State Report, 2007
(Farms Sorted By Net Return Per Unit)

Beef Cow-Calf -- Average Per Cwt. Produced

	Avg. Of All Farms		Low20%		40 - 60%		High 20%	
Number of farms	126		25		25		26	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	35.73	39.88	25.87	27.43	37.23	41.29	30.86	36.13
Transferred out (lb)	64.44	72.77	74.33	84.45	62.79	70.25	69.18	77.88
Cull sales		18.32		27.64		14.10		16.14
Butchered		0.16		0.29		0.02		0.19
Less purchased		-16.95		-26.29		-19.41		-8.29
Less transferred in		-11.06		-13.67		-13.95		-4.86
Inventory change		-1.18		-10.21		9.85		-8.93
Total production		101.95		89.64		102.14		108.26
Other income		1.10		0.20		2.85		0.49
Gross return		103.04		89.84		104.99		108.75
Direct Expenses								
Aftermath Grazing (aum)	0.04	0.67	0.10	1.52	0.02	0.15	0.02	0.36
Corn (bu.)	0.16	0.56	0.06	0.13	0.31	1.13	0.11	0.42
Corn Silage (lb.)	329.71	3.20	517.63	4.92	411.64	3.92	293.26	2.88
Hay, Alfalfa (lb.)	77.76	1.84	147.11	3.62	66.68	1.57	72.05	1.68
Hay, Grass & Other (lb.)	1,198.04	22.65	1,304.04	25.56	1,309.97	23.97	953.28	18.45
Pasture (aum)	1.25	17.16	1.24	18.08	1.27	18.95	1.15	13.82
Complete Ration (lb.)	16.38	0.99	3.45	0.21	2.41	0.21	19.31	1.10
Creep / Starter (lb.)	14.97	1.31	14.10	1.43	19.96	1.86	19.02	1.52
Protein Vit Minerals (lb.)	17.53	2.88	8.51	1.88	11.28	2.10	23.20	3.19
Other feed stuffs	69.21	1.56	98.37	1.86	97.71	1.73	65.93	2.17
Veterinary		3.17		3.78		2.95		2.52
Supplies		2.27		3.76		2.37		2.20
Fuel & oil		4.19		4.52		4.76		2.98
Repairs		4.52		7.85		4.93		3.06
Livestock leases		0.31		0.88		0.03		0.07
Marketing		0.95		1.04		1.31		0.55
Operating interest		1.90		3.71		1.51		1.25
Total direct expenses		70.13		84.77		73.45		58.21
Return over direct expense		32.92		5.06		31.54		50.53
Overhead Expenses								
Hired labor		1.76		3.41		1.90		1.17
Farm insurance		1.56		2.03		1.59		1.27
Utilities		1.62		2.25		1.58		1.26
Interest		3.03		4.24		2.56		2.24
Mach & bldg depreciation		4.06		4.56		4.14		4.24
Miscellaneous		2.24		2.67		1.77		2.12
Total overhead expenses		14.28		19.17		13.54		12.31
Total dir & ovhd expenses		84.40		103.94		86.99		70.52
Net return		18.64		-14.10		18.00		38.22
Labor & management charge		11.74		14.92		10.24		10.38
Net return over lbr & mgt		6.91		-29.02		7.76		27.84
Cost of Production								
Total direct expense per cwt.		70.13		84.77		73.45		58.21
Total dir & ovhd expense per cwt.		84.40		103.94		86.99		70.52
With other revenue adjustments		83.08		112.34		79.71		71.07
With labor and management		94.81		127.26		89.95		81.45
Est. labor hours per unit		1.05		1.21		1.00		0.91
Other Information								
Number of cows		145.3		113.1		175.1		169.9
Pregnancy percentage		97.1		96.3		98.3		97.1
Pregnancy loss percentage		1.7		4.0		0.9		1.8
Culling percentage		14.4		20.8		11.3		13.1
Calving percentage		95.5		92.4		97.4		95.4
Weaning percentage		90.7		86.8		91.8		91.9
Calves sold per cow		0.94		0.91		0.93		0.99
Calf death loss percent		5.2		6.5		6.0		3.9
Average weaning weight		557		518		560		591
Lbs weaned/exposed female		505		449		514		543
Feed cost per cow		277.93		277.32		288.45		266.34
Avg wgt/Beef Calf sold		591		581		609		604
Avg price / cwt		111.61		106.02		110.88		117.08

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Beef Cow-Calf -- Average Per Cow

	Avg. Of All Farms		Low20%		40-60%		High 20%	
Number of farms	126		25		25		26	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	188.04	209.88	121.12	128.42	193.22	214.25	180.30	211.10
Transferred out (lb)	339.11	382.96	348.06	395.43	325.82	364.53	404.23	455.11
Cull sales		96.43		129.43		73.16		94.31
Butchered		0.84		1.38		0.11		1.08
Less purchased		-89.18		-123.12		-100.72		-48.45
Less transferred in		-58.21		-63.99		-72.39		-28.40
Inventory change		-6.21		-47.82		51.09		-52.16
Total production		536.51		419.73		530.02		632.59
Other income		5.77		0.93		14.81		2.86
Gross return		542.27		420.66		544.83		635.45
Direct Expenses								
Aftermath Grazing (aum)	0.21	3.53	0.45	7.11	0.12	0.79	0.12	2.08
Corn (bu.)	0.86	2.92	0.26	0.63	1.61	5.86	0.66	2.44
Corn Silage (lb.)	1,735.14	16.85	2,423.80	23.06	2,136.14	20.36	1,713.60	16.81
Hay, Alfalfa (lb.)	409.22	9.68	688.83	16.97	346.03	8.13	421.00	9.84
Hay, Grass & Other (lb.)	6,304.74	119.20	6,106.09	119.68	6,797.80	124.37	5,570.34	107.78
Pasture (aum)	6.59	90.29	5.82	84.67	6.60	98.33	6.70	80.75
Complete Ration (lb.)	86.19	5.21	16.16	1.00	12.51	1.08	112.83	6.43
Creep / Starter (lb.)	78.77	6.87	66.04	6.68	103.57	9.67	111.13	8.86
Protein Vit Minerals (lb.)	92.23	15.17	39.85	8.81	58.54	10.87	135.55	18.65
Other feed stuffs	364.23	8.20	460.62	8.72	507.04	8.99	385.23	12.69
Veterinary		16.66		17.69		15.32		14.75
Supplies		11.97		17.61		12.31		12.83
Fuel & oil		22.06		21.18		24.72		17.43
Repairs		23.77		36.76		25.58		17.89
Livestock leases		1.61		4.12		0.17		0.42
Marketing		5.02		4.87		6.79		3.23
Operating interest		10.02		17.39		7.82		7.29
Total direct expenses		369.04		396.94		381.17		340.16
Return over direct expense		173.23		23.71		163.66		295.29
Overhead Expenses								
Hired labor		9.25		15.96		9.85		6.85
Farm insurance		8.23		9.51		8.26		7.41
Utilities		8.52		10.53		8.20		7.39
Interest		15.97		19.87		13.30		13.08
Mach & bldg depreciation		21.35		21.36		21.47		24.80
Miscellaneous		11.81		12.51		9.17		12.41
Total overhead expenses		75.12		89.74		70.26		71.93
Total dir & ovhd expenses		444.17		486.69		451.42		412.09
Net return		98.11		-66.03		93.41		223.36
Labor & management charge		61.76		69.88		53.11		60.67
Net return over lbr & mgt		36.35		-135.90		40.29		162.68
Cost of Production								
Total direct expense per cwt.		70.13		84.77		73.45		58.21
Total dir & ovhd expense per cwt.		84.40		103.94		86.99		70.52
With other revenue adjustments		83.08		112.34		79.71		71.07
With labor and management		94.81		127.26		89.95		81.45
Est. labor hours per unit		5.53		5.65		5.17		5.31
Other Information								
Number of cows		145.3		113.1		175.1		169.9
Pregnancy percentage		97.1		96.3		98.3		97.1
Pregnancy loss percentage		1.7		4.0		0.9		1.8
Culling percentage		14.4		20.8		11.3		13.1
Calving percentage		95.5		92.4		97.4		95.4
Weaning percentage		90.7		86.8		91.8		91.9
Calves sold per cow		0.94		0.91		0.93		0.99
Calf death loss percent		5.2		6.5		6.0		3.9
Average weaning weight		557		518		560		591
Lbs weaned/exposed female		505		449		514		543
Feed cost per cow		277.32		277.32		288.45		266.34
Avg wgt/Beef Calf sold		591		581		609		604
Avg price / cwt		111.61		106.02		110.88		117.08

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Beef Cow-Calf (shares) -- Average Per Cwt. Produced

	<u>Avg. Of All Farms</u>	
Number of farms	9	
	Quantity	Value
Beef Calves sold (lb)	48.83	53.41
Transferred out (lb)	51.17	59.82
Total production (lb)	100.00	113.23
Other income		0.54
Gross return		113.77
Direct Expenses		
Aftermath Grazing (aum)	0.13	2.13
Corn Silage (lb.)	246.83	2.42
Hay, Alfalfa (lb.)	4.30	0.09
Hay, Grass & Other (lb.)	1,212.25	23.03
Pasture (aum)	1.16	17.22
Stover (lb.)	6.00	0.07
Protein Vit Minerals (lb.)	8.98	2.06
Other feed stuffs	27.61	0.85
Veterinary		1.50
Supplies		1.58
Fuel & oil		3.61
Repairs		4.33
Custom hire		0.27
Livestock leases		40.86
Operating interest		2.36
Total direct expenses		102.37
Return over direct expense		11.40
Overhead Expenses		
Hired labor		1.42
Farm insurance		1.25
Utilities		1.74
Interest		1.82
Mach & bldg depreciation		2.67
Miscellaneous		2.13
Total overhead expenses		11.03
Total dir & ovhd expenses		113.40
Net return		0.37
Labor & management charge		11.33
Net return over lbr & mgt		-10.97
Cost of Production		
Total direct expense per cwt.		102.37
Total dir & ovhd expense per cwt.		113.40
With other revenue adjustments		112.86
With labor and management		124.19
Est. labor hours per unit		1.20
Other Information		
Number of cows		75.1
Pregnancy percentage		97.5
Pregnancy loss percentage		2.0
Culling percentage		7.8
Calving percentage		95.5
Weaning percentage		90.3
Calves sold per cow		0.99
Calf death loss percent		5.3
Average weaning weight		526
Lbs weaned/exposed female		475
Feed cost per cow		235.63
Avg wgt/Beef Calf sold		531
Avg price / cwt		109.38

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Beef Cow-Calf (shares) -- Average Per Cow

	<u>Avg. Of All Farms</u>	
Number of farms		9
	Quantity	Value
Beef Calves sold (lb)	240.39	262.93
Transferred out (lb)	251.93	294.51
Total production (lb)	492.33	557.45
Other income		2.66
Gross return		560.11
Direct Expenses		
Aftermath Grazing (aum)	0.62	10.47
Corn Silage (lb.)	1,215.21	11.89
Hay, Alfalfa (lb.)	21.15	0.42
Hay, Grass & Other (lb.)	5,968.21	113.40
Pasture (aum)	5.73	84.77
Protein Vit Minerals (lb.)	44.20	10.13
Other feed stuffs	165.47	4.55
Veterinary		7.38
Supplies		7.76
Fuel & oil		17.78
Repairs		21.31
Custom hire		1.35
Livestock leases		201.17
Operating interest		11.61
Total direct expenses		504.00
Return over direct expense		56.11
Overhead Expenses		
Hired labor		6.99
Farm insurance		6.15
Utilities		8.57
Interest		8.95
Mach & bldg depreciation		13.15
Miscellaneous		10.49
Total overhead expenses		54.30
Total dir & ovhd expenses		558.30
Net return		1.81
Labor & management charge		55.79
Net return over lbr & mgt		-53.99
Cost of Production		
Total direct expense per cwt.		102.37
Total dir & ovhd expense per cwt.		113.40
With other revenue adjustments		112.86
With labor and management		124.19
Est. labor hours per unit		5.90
Other Information		
Number of cows		75.1
Pregnancy percentage		97.5
Pregnancy loss percentage		2.0
Culling percentage		7.8
Calving percentage		95.5
Weaning percentage		90.3
Calves sold per cow		0.99
Calf death loss percent		5.3
Average weaning weight		526
Lbs weaned/exposed female		475
Feed cost per cow		235.63
Avg wgt/Beef Calf sold		531
Avg price / cwt		109.38

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Beef Replacement Heifers -- Average Per Head

	Avg. Of All Farms		Low20%		40 - 60%		High 20%	
	57		11		12		12	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Number of farms								
Beef Replace sold (hd)	0.14	123.54	0.17	122.68	0.13	92.61	0.29	284.91
Transferred out (hd)	0.93	984.51	1.00	1,026.96	0.98	994.93	0.78	931.95
Cull sales (hd)	0.00	0.27	-	-	-	-	0.00	1.32
Butchered (hd)	0.00	3.62	0.01	8.46	0.00	3.34	0.00	1.99
Less purchased (hd)	-0.09	-82.74	-0.19	-194.64	-0.05	-39.53	-0.05	-34.44
Less transferred in (hd)	-0.65	-448.33	-0.71	-522.56	-0.28	-180.29	-0.64	-446.51
Inventory change (hd)	-0.34	-195.63	-0.28	-186.60	-0.78	-485.85	-0.40	-145.45
Total production (hd)	0.00	385.24	0.00	254.30	0.00	385.22	0.00	593.79
Other income		-		-		-		-
Gross return		385.24		254.30		385.22		593.79
Direct Expenses								
Aftermath Grazing (aum)	0.11	1.78	0.24	4.02	0.10	1.65	0.14	1.68
Barley (bu.)	1.19	3.03	4.31	10.34	1.35	4.05	-	-
Corn (bu.)	5.59	20.47	3.32	10.87	5.50	21.64	5.90	21.58
Corn Silage (lb.)	1,323.61	14.22	2,318.65	27.35	445.95	5.42	729.13	6.76
Hay, Alfalfa (lb.)	372.75	8.63	910.82	22.29	238.72	4.77	271.28	5.32
Hay, Grass & Other (lb.)	2,954.54	56.73	3,971.77	82.34	3,236.96	61.79	2,539.87	43.90
Oats (bu.)	6.25	13.02	12.21	26.10	1.35	2.70	6.65	14.92
Pasture (aum)	4.39	58.05	3.59	48.28	4.44	64.04	5.68	69.61
Complete Ration (lb.)	104.24	7.60	6.27	0.33	67.57	2.70	416.19	33.09
Protein Vit Minerals (lb.)	41.51	6.66	52.15	7.28	30.00	6.21	71.26	9.06
Corn Gluten (lb.)	40.21	2.37	-	-	111.49	8.45	21.85	0.93
Other feed stuffs	313.13	3.90	341.55	5.23	165.54	1.13	331.72	3.19
Veterinary		6.99		8.61		6.42		9.91
Supplies		5.75		8.37		6.35		3.50
Fuel & oil		7.12		10.38		9.55		4.06
Repairs		8.50		10.07		9.78		8.81
Operating interest		3.01		4.91		2.56		2.58
Total direct expenses		227.83		286.77		219.22		238.88
Return over direct expense		157.41		-32.48		165.99		354.90
Overhead Expenses								
Hired labor		1.39		1.18		1.37		2.11
Farm insurance		2.24		3.47		2.02		2.14
Utilities		2.81		2.48		3.44		2.18
Interest		4.88		9.97		3.18		2.85
Mach & bldg depreciation		6.38		9.43		7.46		5.43
Miscellaneous		3.82		6.30		3.36		2.13
Total overhead expenses		21.53		32.82		20.84		16.85
Total dir & ovhd expenses		249.36		319.59		240.06		255.74
Net return		135.89		-65.30		145.15		338.05
Labor & management charge		19.21		22.46		28.06		13.87
Net return over lbr & mgt		116.67		-87.75		117.09		324.18
Cost of Production								
Total direct expense per head		882.42		1,013.69		836.75		803.44
Total dir & ovhd expense per head		902.40		1,041.84		855.67		819.14
With other revenue adjustments		902.40		1,041.84		855.67		819.14
With labor and management		920.24		1,061.10		881.15		832.07
Est. labor hours per unit		1.78		1.78		2.76		1.29
Other Information								
No. purchased or trans in		20		26		8		18
Number sold or trans out		28		34		27		27
Average number of head		26		29		25		25
Percentage death loss		0.2		-		0.3		0.8
Feed cost per average head		196.46		244.43		184.56		210.03

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Beef, Background Beef -- Average Per Cwt. Produced

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40-60%</u>		<u>High 20%</u>	
Number of farms	72		14		15		15	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Backgnd Beef sold (lb)	282.01	277.77	376.29	350.55	323.36	316.50	246.22	258.68
Transferred out (lb)	134.47	134.85	154.61	146.75	130.14	129.07	120.93	131.15
Butchered (lb)	1.18	1.01	3.80	3.31	0.87	0.68	-	-
Less purchased (lb)	-27.20	-32.69	-1.81	-1.66	-9.87	-12.67	-52.31	-65.79
Less transferred in (lb)	-273.41	-310.57	-411.72	-463.56	-352.01	-398.16	-178.05	-202.63
Inventory change (lb)	-17.04	-17.00	-21.16	-22.50	7.51	12.27	-36.79	-40.10
Total production (lb)	100.00	53.36	100.00	12.89	100.00	47.68	100.00	81.30
Other income		1.22		-		-		1.75
Gross return		54.58		12.89		47.68		83.05
Direct Expenses								
Barley (bu.)	0.60	1.77	1.08	2.15	0.67	1.96	0.82	2.83
Corn (bu.)	3.09	11.12	2.50	8.41	3.71	13.17	2.25	8.31
Corn Silage (lb.)	437.53	4.38	534.13	6.14	515.61	5.51	273.75	2.66
Hay, Alfalfa (lb.)	38.44	1.00	65.06	1.74	56.46	1.55	43.80	1.10
Hay, Grass & Other (lb.)	596.22	12.31	910.55	19.78	490.57	10.00	582.59	11.90
Haylage, Grass & Other (lb.)	16.25	0.20	-	-	-	-	52.36	0.65
Oats (bu.)	1.38	2.83	1.45	2.54	2.46	5.73	0.46	0.69
Pasture (aum)	0.05	0.87	0.03	0.47	0.06	1.10	0.10	1.49
Straw (lb.)	53.16	0.45	38.86	0.40	78.22	0.78	59.56	0.49
Complete Ration (lb.)	71.79	4.21	67.70	5.79	70.84	3.06	148.57	6.57
Creep / Starter (lb.)	7.92	0.60	36.83	2.61	8.92	0.74	0.25	0.06
Protein Vit Minerals (lb.)	32.88	3.04	30.56	3.48	12.71	2.51	10.95	2.19
Corn Gluten (lb.)	11.07	0.54	-	-	25.92	1.67	-	-
Other feed stuffs	31.55	0.92	9.29	0.28	16.49	1.22	4.36	0.28
Veterinary		2.17		2.17		1.88		2.93
Supplies		0.92		3.11		0.17		1.24
Fuel & oil		1.57		2.48		0.80		1.19
Repairs		1.92		2.46		0.95		1.72
Custom hire		0.52		0.82		0.26		1.01
Livestock leases		0.68		4.93		0.09		-
Hauling and trucking		0.07		-		0.35		0.01
Marketing		3.49		4.14		6.27		3.56
Bedding		0.23		0.07		0.26		0.65
Operating interest		0.95		1.25		0.63		0.62
Total direct expenses		56.75		75.23		60.66		52.15
Return over direct expense		-2.18		-62.35		-12.98		30.90
Overhead Expenses								
Hired labor		0.64		2.14		0.42		0.46
Farm insurance		0.51		0.61		0.42		0.46
Utilities		0.61		0.63		0.49		0.51
Interest		1.05		1.99		0.71		0.65
Mach & bldg depreciation		1.32		2.15		0.64		1.19
Miscellaneous		0.79		0.64		0.48		0.52
Total overhead expenses		4.93		8.16		3.16		3.79
Total dir & ovhd expenses		61.68		83.39		63.82		55.94
Net return		-7.10		-70.50		-16.14		27.10
Labor & management charge		3.89		5.39		3.36		2.54
Net return over lbr & mgt		-10.99		-75.90		-19.51		24.57
Cost of Production								
Total direct expense per cwt.		99.89		105.42		101.11		98.24
Total dir & ovhd expense per cwt.		101.07		106.95		101.81		99.27
With other revenue adjustments		100.78		106.95		101.81		98.79
With labor and management		101.71		107.97		102.55		99.48
Est. labor hours per unit		0.36		0.50		0.30		0.26
Other Information								
No. purchased or trans in		134		119		142		140
Number sold or trans out		141		122		139		160
Percentage death loss		0.5		0.5		0.4		0.5
Avg. daily gain (lbs)		1.58		1.19		1.55		1.55
Lbs of conc / lb of gain		4.04		3.83		4.56		3.44
Lbs of feed / lb of gain		12.19		15.56		12.23		11.12
Feed cost per cwt of gain		44.25		53.81		49.01		39.22
Feed cost per head		68.08		78.20		52.51		74.74
Average sales weight		716		725		667		723
Avg sales price / cwt		98.50		93.16		97.88		105.06

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Beef, Background Beef -- Average Per Head

	<u>Avg. Of All Farms</u>		<u>Low20%</u>		<u>40 - 60%</u>		<u>High 20%</u>	
Number of farms	72		14		15		15	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Backgnd Beef sold (lb)	433.83	427.30	546.88	509.46	346.48	339.12	469.23	492.97
Transferred out (lb)	206.86	207.44	224.70	213.28	139.45	138.30	230.47	249.94
Butchered (lb)	1.81	1.55	5.52	4.81	0.93	0.73	-	-
Less purchased (lb)	-41.84	-50.29	-2.63	-2.42	-10.58	-13.57	-99.69	-125.39
Less transferred in (lb)	-420.60	-477.77	-598.37	-673.72	-377.17	-426.63	-339.33	-386.16
Inventory change (lb)	-26.22	-26.15	-30.76	-32.69	8.05	13.14	-70.11	-76.42
Total production (lb)	153.83	82.08	145.33	18.73	107.15	51.09	190.58	154.95
Other income		1.87		-		-		3.33
Gross return		83.96		18.73		51.09		158.27
Direct Expenses								
Barley (bu.)	0.92	2.73	1.58	3.12	0.71	2.10	1.56	5.39
Corn (bu.)	4.75	17.10	3.63	12.23	3.98	14.11	4.28	15.83
Corn Silage (lb.)	673.07	6.74	776.28	8.92	552.47	5.90	521.70	5.06
Hay, Alfalfa (lb.)	59.13	1.54	94.56	2.53	60.50	1.66	83.48	2.10
Hay, Grass & Other (lb.)	917.19	18.94	1,323.34	28.75	525.65	10.72	1,110.28	22.67
Haylage, Grass & Other (lb.)	25.00	0.30	-	-	-	-	99.78	1.25
Oats (bu.)	2.12	4.35	2.11	3.70	2.64	6.14	0.88	1.32
Pasture (aum)	0.08	1.34	0.05	0.69	0.07	1.18	0.18	2.84
Straw (lb.)	81.77	0.69	56.48	0.58	83.82	0.83	113.50	0.94
Complete Ration (lb.)	110.44	6.48	98.39	8.42	75.91	3.28	283.15	12.52
Creep / Starter (lb.)	12.19	0.93	53.53	3.80	9.56	0.79	0.48	0.11
Protein Vit Minerals (lb.)	50.58	4.68	44.42	5.06	13.62	2.69	20.87	4.17
Corn Gluten (lb.)	17.04	0.83	-	-	27.78	1.79	-	-
Other feed stuffs	48.54	1.42	13.50	0.41	17.67	1.31	8.32	0.54
Veterinary		3.33		3.15		2.01		5.58
Supplies		1.51		4.52		0.55		2.39
Fuel & oil		2.42		3.61		0.86		2.27
Repairs		2.95		3.58		1.01		3.29
Custom hire		0.79		1.19		0.28		1.92
Livestock leases		1.04		7.16		0.10		-
Marketing		5.37		6.02		6.72		6.78
Bedding		0.35		0.09		0.28		1.24
Operating interest		1.46		1.82		0.67		1.18
Total direct expenses		87.31		109.34		65.00		99.39
Return over direct expense		-3.35		-90.61		-13.91		58.88
Overhead Expenses								
Hired labor		0.99		3.12		0.45		0.88
Farm insurance		0.79		0.88		0.46		0.87
Utilities		0.94		0.92		0.52		0.97
Interest		1.61		2.89		0.76		1.24
Mach & bldg depreciation		2.02		3.12		0.68		2.27
Miscellaneous		1.22		0.93		0.52		1.00
Total overhead expenses		7.58		11.85		3.39		7.23
Total dir & ovhd expenses		94.89		121.19		68.39		106.62
Net return		-10.93		-102.47		-17.30		51.66
Labor & management charge		5.98		7.84		3.61		4.84
Net return over lbr & mgt		-16.91		-110.30		-20.90		46.82
Cost of Production								
Total direct expense per cwt.		99.89		105.42		101.11		98.24
Total dir & ovhd expense per cwt.		101.07		106.95		101.81		99.27
With other revenue adjustments		100.78		106.95		101.81		98.79
With labor and management		101.71		107.97		102.55		99.48
Est. labor hours per unit		0.56		0.72		0.32		0.49
Other Information								
No. purchased or trans in		134		119		142		140
Number sold or trans out		141		122		139		160
Percentage death loss		0.5		0.5		0.4		0.5
Avg. daily gain (lbs)		1.58		1.19		1.55		1.55
Lbs of conc / lb of gain		4.04		3.83		4.56		3.44
Lbs of feed / lb of gain		12.19		15.56		12.23		11.12
Feed cost per cwt of gain		44.25		53.81		49.01		39.22
Feed cost per head		68.08		78.20		52.51		74.74
Average sales weight		716		725		667		723
Avg sales price / cwt		98.50		93.16		97.88		105.06

Figure 1. Average Net Return Per Beef Cow
 N.D. Farm Business Management Education Program

