

Whole-Farm Report

The whole-farm report summarizes the financial performance of FBMA member farms in 2008. Each table includes the average of the 141 farms included in the report and the average of four equally divided brackets from the lowest to highest profits (based on Net Farm Income). Appendix I provides detail on how the whole-farm measures are calculated. Below is a short summary of the whole farm reports.

Farm Income Statement

The Income Statement calculates the accrual Net Farm Income generated by the average farm for year 2008. Net Farm Income represents the return to the operator's and family's unpaid labor, management, and equity capital (net worth). It is the amount the farm contributed to owner family living, income taxes, and net worth growth. However, it does not include any asset appreciation, debt forgiveness or asset repossessions. The *Inventory Changes* and *Depreciation and Other Capital Adjustments* tables provide further detail on the non-cash adjustments made to calculate the accrual Net Farm Income.

Profitability Measures

The profitability measures are calculated based on both the cost value of assets and the market value. When calculated based on the market value of assets, the profitability measures can be compared to interest rates and returns available on alternative investments. When based on cost values, the returns more closely estimate the actual returns from the actual investment. (Cost values do not necessarily reflect the tax basis of farm assets. Instead, a method of calculating depreciation is used that estimates economic depreciation over the useful life of the assets).

The *Rate of Return on Assets* (ROA) can be thought of as the interest rate earned by all investment in farm assets. *Rate of Return on Equity* (ROE) is the rate earned on the operator's equity or net worth in the farm business. If ROE is higher than ROA, borrowed funds more than paid for their cost in interest expense. *Operating Profit Margin* measures efficiency in farm operations. The higher the margin, the more of the farm income remained in pockets of the farm operator. *Asset Turnover Rate* measures efficiency in use of capital. Again, the higher the better. Farms with high investment in fixed assets will generally have a lower turnover rate than those who lease a major share of their capital.

Liquidity Measures

Liquidity reflects the ability of the farm family to meet cash obligations including family living withdrawals, income taxes, and debt repayment. Liquidity measures are calculated on both a cash and accrual basis. The cash measures reflect how cash actually flowed through the operations during the year. The accrual measures, which adjust for changes in crop, livestock, and other inventories, more accurately reflect the income generation capacity of the businesses.

Years to Turnover Intermediate Debt reflects the ability of the business to repay short and intermediate term liabilities. Because intermediate term debt is usually scheduled for repayment over a three to seven year term, this measure is a simple way to reflect debt repayment capacity.

Expense as a Percent of Income reflects the portion of gross income that was used to pay operating expenses. It includes interest expense but not depreciation. *Interest as a Percent of Income* shows how much of gross income went solely to pay interest expenses.

Balance Sheets

Balance sheet reports are included for both the cost and market value of assets. In both tables, current assets are identical, with crop and livestock inventories generally valued at market value. This conforms to the methodology recommended by the Farm Financial Standards Council. Intermediate and long term assets are shown at depreciated value using estimated economic depreciation, not tax, on the cost-based table. On the market table, they are valued at estimated market value.

Liabilities are the same on the cost and market tables.

Net Worth Change on the cost value table is the amount of earned net worth growth or loss for the year. Net worth change on the market value table includes both earned growth and changes in the market valuation of capital assets.

Statement of Cash Flows

The statement of Cash Flows displays the sources and uses of cash for the year. *Cash From Operating Activities* includes sources and uses of cash related to normal farm operations. In the case of sole proprietors and partnerships, it also usually includes non-farm income and expenses activities. *Cash From Financing Activities* reflect cash used to buy and sell capital assets. *Cash From Financing Activities* includes sources and uses of borrowed funds.

Financial Standards Measures

The Farm Financial Standards Council recommends that farms use these measures as standard measures of farm financial performance. Many are repeated from the Profitability, Liquidity, and Balance Sheet tables. For a complete description, see the Financial Guidelines for Agricultural Producers at www.ffsc.org/html/guidelin.htm.

Crop Production and Marketing

This table reports farm size in acres farmed, average crop yields for major commodities and average crop sales prices for the calendar year. Yields and prices are reported for the average of all farms for more commodities than those included in the High and Low columns because a minimum of four farms are required to report the yield or price for any group.

Operator and Labor Information

All previous tables report results per farm, regardless of the number of families or operators involved in the operation. This report repeats several measures from previous tables on a *Per Operator* basis. It also summarizes estimated labor hours used and labor performance.

Farm Income Statement
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of</u> <u>All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Cash Farm Income					
Clover Seed, Red	45	-	-	180	-
Corn	94,442	25,166	23,733	61,857	262,220
Grass Seed, Fescue	730	2,206	638	52	44
Hay, Alfalfa	28	-	-	113	-
Hay, Grass	169	57	180	191	244
Hay, Mixed	258	77	443	263	246
Sorghum, Grain	1,082	-	-	1,518	2,764
Soybeans	103,420	56,042	34,800	105,264	214,401
Straw	184	270	135	270	64
Timber	49	5	194	-	-
Wheat, Winter	12,245	7,441	6,755	11,292	23,179
Rented Out	83	-	83	249	-
Prevented planting	44	-	177	-	-
Miscellaneous crop income	73	33	64	97	97
Beef Bulls	183	64	675	-	-
Beef Cow-Calf, Beef Calves	17,166	13,621	18,446	23,118	13,579
Beef Replacement Heifers	425	-	229	1,483	-
Beef Backgrounding	14,617	28,469	20,640	7,160	2,546
Beef Finishing	3,891	4,194	-	11,483	-
Beef Yearlings	114	207	251	-	-
Dairy, Milk	12,372	1,226	3,648	40,823	4,028
Dairy, Dairy Calves	593	1,260	-	1,127	-
Dairy Finishing	3,258	13,125	-	-	-
Hogs, Farrow To Finish, Raised Ho	22,329	54,479	21,449	6,345	7,468
Hogs, Feeder Pig Prod, Feeder Pig	174	702	-	-	-
Hogs, Finish Feeder Pigs	2,437	338	9,300	179	-
Rabbits, Fryers	322	1,299	-	-	-
Sheep, Market Lamb Prod, Mkt Lamb	1,240	3,026	525	1,377	66
Beef Finish Cull Cows	70	-	282	-	-
Hogs, Farrow to Weaning, Weaning	32	129	-	-	-
Hogs, Weaning to Finish	60,709	244,569	-	-	-
Horses, Grow and Develop	29	117	-	-	-
Cull breeding livestock	2,608	2,750	2,932	2,453	2,306
Misc. livestock income	1,461	2,332	791	214	2,478
LDP payments	41	-	147	17	-
Direct & CC govt payments	11,215	5,953	4,144	9,185	25,178
CRP payments	810	85	1,181	84	1,862
Livestock govt payments	219	290	202	267	120
Other government payments	2,194	1,110	1,385	676	5,509
Custom work income	5,465	1,720	2,311	7,516	10,177
Patronage dividends, cash	3,621	5,187	638	3,193	5,415
Insurance income	11,723	7,904	3,487	9,439	25,665
Contract livestock income	1,276	2,918	1,411	-	789
Other farm income	11,786	4,095	19,411	11,267	12,353
Gross Cash Farm Income	405,230	492,464	180,691	318,749	622,799

Farm Income Statement (Continued)
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Cash Farm Expense					
Seed	26,227	13,060	13,088	23,712	54,249
Fertilizer	41,795	19,993	16,967	36,108	92,660
Crop chemicals	18,799	10,032	4,901	16,997	42,588
Crop insurance	10,016	5,269	2,767	9,334	22,344
Drying expense	682	-	622	704	1,383
Storage	534	542	53	241	1,280
Crop marketing	357	-	202	63	1,141
Crop miscellaneous	2,165	48	3,620	1,802	3,161
Feeder livestock purchase	10,180	24,361	14,559	2,092	-
Purchased feed	75,772	229,414	25,163	36,746	13,542
Breeding fees	1,182	4,401	96	199	66
Veterinary	4,708	12,599	2,643	2,620	1,075
Supplies	2,197	3,499	1,067	3,275	982
Contract production exp.	3,706	13,249	182	265	1,202
Livestock leases	868	3,499	-	-	-
Livestock marketing	431	213	145	1,308	70
Livestock miscellaneous	359	1,093	125	157	69
Interest	17,800	22,880	12,339	16,004	19,916
CCC buyback	426	-	1,714	-	-
Fuel & oil	20,994	16,571	11,587	18,127	37,227
Repairs	18,258	17,030	8,371	15,276	31,962
Repair, machinery	733	-	-	1,337	1,570
Custom hire	4,560	4,736	3,674	3,892	5,899
Repair, buildings	278	78	-	227	790
Hired labor	14,949	31,150	7,569	10,754	10,452
Land rent	25,203	11,716	12,882	24,925	50,566
Machinery leases	707	62	1,002	1,640	140
Building leases	4,844	18,034	794	88	580
Real estate taxes	2,128	1,896	1,597	1,472	3,509
Personal property taxes	1,183	1,568	377	921	1,848
Farm insurance	5,039	4,813	2,722	4,740	7,801
Utilities	5,963	12,423	2,990	3,308	5,155
Dues & professional fees	1,061	1,528	574	586	1,540
Miscellaneous	7,681	5,606	4,262	7,964	12,746
Total cash expense	331,787	491,362	158,653	246,884	427,513
Net cash farm income	73,443	1,102	22,038	71,866	195,286
Inventory Changes					
Prepays and supplies	2,784	-5,473	1,067	7,432	7,961
Accounts receivable	13,930	7,204	1,224	25,313	21,754
Hedging accounts	-6,020	-21,238	-31	-1,132	-1,798
Other current assets	-1,359	-2,170	986	-959	-3,240
Crops and feed	-9,312	-22,335	2,132	-33,912	16,140
Market livestock	148	-5,648	-1,968	6,600	1,566
Breeding livestock	-355	1,909	-2,647	1,771	-2,393
Other assets	-2,004	-7,853	-79	120	-253
Accounts payable	-4,037	-20,926	-275	-614	5,397
Accrued interest	294	-1,446	-391	843	2,118
Total inventory change	-5,931	-77,974	18	5,462	47,252
Net operating profit	67,513	-76,872	22,056	77,327	242,538
Depreciation					
Machinery and equipment	-12,141	-8,577	-3,027	-12,519	-24,102
Titled vehicles	-1,419	-457	-415	-2,242	-2,529
Buildings and improvements	-1,458	-800	-3,061	-511	-1,460
Total depreciation	-15,018	-9,834	-6,503	-15,272	-28,090
Net farm income from operations	52,495	-86,705	15,553	62,055	214,448
Gain or loss on capital sales	12	-127	-104	411	-129
Net farm income	52,507	-86,832	15,449	62,467	214,319

Inventory Changes
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Net cash farm income	73,443	1,102	22,038	71,866	195,286
Crops and Feed					
Ending inventory	150,925	58,878	34,999	123,306	379,972
Beginning inventory	160,237	81,212	32,868	157,218	363,832
Inventory change	-9,312	-22,335	2,132	-33,912	16,140
Market Livestock					
Ending inventory	55,853	118,202	38,932	50,928	16,475
Beginning inventory	55,706	123,850	40,900	44,328	14,910
Inventory change	148	-5,648	-1,968	6,600	1,566
Accts Receivable					
Ending inventory	18,889	16,146	1,224	27,685	30,178
Beginning inventory	4,959	8,942	-	2,372	8,424
Inventory change	13,930	7,204	1,224	25,313	21,754
Prepaid Expenses and Supplies					
Ending inventory	21,647	3,761	4,732	19,121	57,935
Beginning inventory	18,863	9,235	3,664	11,689	49,975
Inventory change	2,784	-5,473	1,067	7,432	7,961
Hedging Activities					
Ending inventory	2,399	3,032	15	5,919	680
Withdrawals	-3,453	-18,344	-	581	3,745
Beginning inventory	1,461	4,770	46	414	638
Deposits	3,505	1,156	-	7,218	5,585
Gain or loss	-6,020	-21,238	-31	-1,132	-1,798
Other Current Assets					
Ending inventory	7,183	9,568	3,318	4,723	11,014
Beginning inventory	8,542	11,738	2,332	5,682	14,253
Inventory change	-1,359	-2,170	986	-959	-3,240
Breeding Livestock					
Ending inventory	52,644	57,257	40,706	80,128	33,047
Capital sales	17,928	11,985	2,967	55,975	1,261
Beginning inventory	50,862	57,834	40,316	77,798	28,148
Capital purchases	20,065	9,498	6,005	56,535	8,553
Depreciation, capital adjust	-355	1,909	-2,647	1,771	-2,393
Other Capital Assets					
Ending inventory	57,340	148,230	11,236	2,772	66,851
Capital sales	1,816	-	29	-	7,085
Beginning inventory	56,748	144,716	11,233	2,620	68,098
Capital purchases	4,412	11,367	112	31	6,090
Depreciation, capital adjust	-2,004	-7,853	-79	120	-253
Accounts Payable					
Beginning inventory	5,817	3,439	267	4,945	14,373
Ending inventory	9,854	24,365	543	5,560	8,976
Inventory change	-4,037	-20,926	-275	-614	5,397
Accrued Interest					
Beginning inventory	3,616	4,244	2,171	2,966	5,040
Ending inventory	3,321	5,690	2,562	2,123	2,922
Inventory change	294	-1,446	-391	843	2,118
Total inventory change	-5,931	-77,974	18	5,462	47,252
Net operating profit	67,513	-76,872	22,056	77,327	242,538

Depreciation
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Net operating profit	67,513	-76,872	22,056	77,327	242,538
Machinery and Equipment					
Ending inventory	184,627	134,869	71,881	156,502	369,960
Capital sales	4,523	1,548	177	1,999	14,095
Beginning inventory	162,231	129,211	64,927	135,665	314,763
Capital purchases	39,060	15,783	10,157	35,354	93,393
Depreciation, capital adjust.	-12,141	-8,577	-3,027	-12,519	-24,102
Titled Vehicles					
Ending inventory	17,844	13,116	9,637	22,163	26,220
Capital sales	372	698	100	700	-
Beginning inventory	15,815	11,872	8,590	20,876	21,751
Capital purchases	3,819	2,399	1,561	4,229	6,999
Depreciation, capital adjust.	-1,419	-457	-415	-2,242	-2,529
Buildings and Improvements					
Ending inventory	55,985	92,268	49,375	26,488	55,815
Capital sales	-	-	-	-	-
Beginning inventory	52,043	90,148	44,256	26,278	47,614
Capital purchases	5,401	2,920	8,180	721	9,660
Depreciation, capital adjust.	-1,458	-800	-3,061	-511	-1,460
Total depreciation, capital adj.	-15,018	-9,834	-6,503	-15,272	-28,090
Net farm income from operations	52,495	-86,705	15,553	62,055	214,448
Gain or loss on capital sales	12	-127	-104	411	-129
Net farm income	52,507	-86,832	15,449	62,467	214,319

Profitability Measures
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Profitability (assets valued at cost)					
Net farm income from operations	52,495	-86,705	15,553	62,055	214,448
Rate of return on assets	4.2 %	-8.7 %	2.4 %	6.1 %	10.9 %
Rate of return on equity	3.7 %	-21.9 %	-0.1 %	7.0 %	12.7 %
Operating profit margin	12.9 %	-42.6 %	8.8 %	17.5 %	27.7 %
Asset turnover rate	32.3 %	20.5 %	27.4 %	34.6 %	39.2 %
Farm interest expense	17,505	24,325	12,729	15,160	17,798
Value of operator lbr and mgmt.	29,296	18,206	15,934	28,388	53,953
Return on farm assets	40,704	-80,586	12,348	48,828	178,293
Average farm assets	974,623	924,165	511,494	805,651	1,638,221
Return on farm equity	23,198	-104,911	-381	33,667	160,495
Average farm equity	634,185	479,470	302,184	478,061	1,259,168
Value of farm production	314,900	189,174	140,070	278,408	642,585
	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Profitability (assets valued at market)					
Net farm income from operations	54,402	-102,875	19,211	78,631	217,967
Rate of return on assets	3.1 %	-8.0 %	2.1 %	5.9 %	7.7 %
Rate of return on equity	2.4 %	-15.8 %	0.6 %	6.5 %	8.3 %
Operating profit margin	13.5 %	-51.1 %	11.4 %	23.5 %	28.3 %
Asset turnover rate	23.0 %	15.6 %	18.0 %	25.3 %	27.3 %
Farm interest expense	17,505	24,325	12,729	15,160	17,798
Value of operator lbr and mgmt.	29,296	18,206	15,934	28,388	53,953
Return on farm assets	42,611	-96,756	16,006	65,403	181,812
Average farm assets	1,368,857	1,213,092	777,426	1,101,020	2,355,693
Return on farm equity	25,105	-121,081	3,277	50,243	164,014
Average farm equity	1,028,412	768,398	568,117	773,402	1,976,641
Value of farm production	314,900	189,174	140,070	278,408	642,585

Liquidity & Repayment Capacity Measures
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Liquidity					
Current ratio	2.27	1.14	1.93	1.98	4.52
Working capital	163,372	28,668	54,223	121,129	441,521
Working capital to gross inc	40.8 %	6.5 %	30.2 %	38.2 %	67.3 %
Current assets	291,719	235,574	112,309	244,339	566,792
Current liabilities	128,346	206,906	58,086	123,210	125,271
Gross revenues (accrual)	400,852	442,948	179,792	317,246	656,127
Repayment capacity					
Net farm income from operations	52,495	-86,705	15,553	62,055	214,448
Depreciation	15,018	9,834	6,503	15,272	28,090
Personal income	24,101	36,145	25,865	17,892	16,714
Family living/owner withdrawals	-42,863	-35,137	-31,392	-44,380	-60,051
Payments on personal debt	-2,750	-3,074	-1,220	-4,977	-1,757
Income taxes paid	-5,539	-4,276	-2,435	-3,617	-11,654
Interest on term debt	7,810	14,703	3,422	5,433	7,686
Capital debt repayment capacity	48,272	-68,510	16,296	47,678	193,476
Scheduled term debt payments	-27,166	-30,122	-10,321	-23,528	-44,205
Capital debt repayment margin	21,106	-98,632	5,975	24,150	149,271
Cash replacement allowance	-12,402	-12,102	-5,947	-7,638	-23,601
Replacement margin	8,705	-110,733	28	16,512	125,670
Term debt coverage ratio	1.78	-2.27	1.58	2.03	4.38
Replacement coverage ratio	1.22	-1.62	1.00	1.53	2.85

Balance Sheet at Cost Values
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Assets					
Current Farm Assets					
Cash and checking balance	23,930	11,457	10,390	11,043	61,748
Prepaid expenses & supplies	21,647	3,761	4,732	19,121	57,935
Growing crops	3,834	2,161	2,739	3,815	6,543
Accounts receivable	18,889	16,146	1,224	27,685	30,178
Hedging accounts	2,399	3,032	15	5,919	680
Crops held for sale or feed	152,792	63,838	35,281	123,979	381,534
Crops under government loan	9,026	9,570	18,417	941	7,228
Market livestock held for sale	55,853	118,202	38,932	50,928	16,475
Other current assets	3,350	7,408	580	908	4,471
Total current farm assets	291,719	235,574	112,309	244,339	566,792
Intermediate Farm Assets					
Breeding livestock	52,644	57,257	40,706	80,128	33,047
Machinery and equipment	184,627	134,869	71,881	156,502	369,960
Titled vehicles	17,844	13,116	9,637	22,163	26,220
Other intermediate assets	23,230	22,877	3,808	1,383	63,698
Total intermediate farm assets	278,345	228,118	126,032	260,175	492,924
Long Term Farm Assets					
Farm land	348,449	236,468	239,290	291,105	619,197
Buildings and improvements	55,985	92,268	49,375	26,488	55,815
Other long-term assets	34,110	125,353	7,429	1,389	3,153
Total long-term farm assets	438,544	454,089	296,094	318,982	678,165
Total Farm Assets	1,008,608	917,782	534,435	823,497	1,737,882
Total Nonfarm Assets	116,851	149,559	91,398	100,582	125,616
Total Assets	1,125,459	1,067,341	625,833	924,079	1,863,498
Liabilities					
Current Farm Liabilities					
Accrued interest	3,345	5,690	2,658	2,123	2,922
Accounts payable	9,854	24,365	543	5,560	8,976
Current notes	88,655	153,678	37,209	93,559	70,686
Government crop loans	5,153	5,078	9,278	511	5,729
Principal due on term debt	21,339	18,095	8,398	21,457	36,958
Total current farm liabilities	128,346	206,906	58,086	123,210	125,271
Total intermediate farm liabs	68,844	52,118	41,709	82,606	98,105
Total long term farm liabilities	162,555	216,771	130,986	123,793	178,222
Total farm liabilities	359,745	475,795	230,781	329,609	401,599
Total nonfarm liabilities	23,666	24,446	29,397	25,442	15,609
Total liabilities	383,410	500,241	260,177	355,050	417,207
Net worth (farm and nonfarm)	742,049	567,100	365,656	569,028	1,446,290
Net worth change	31,982	-64,852	9,651	31,645	148,166
Ratio Analysis					
Current farm liabilities / assets	44 %	88 %	52 %	50 %	22 %
Intermediate farm liab. / assets	25 %	23 %	33 %	32 %	20 %
Long term farm liab. / assets	37 %	48 %	44 %	39 %	26 %
Total debt to asset ratio	34 %	47 %	42 %	38 %	22 %

Balance Sheet at Market Values
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Assets					
Current Farm Assets					
Cash and checking balance	23,930	11,457	10,390	11,043	61,748
Prepaid expenses & supplies	21,647	3,761	4,732	19,121	57,935
Growing crops	3,834	2,161	2,739	3,815	6,543
Accounts receivable	18,889	16,146	1,224	27,685	30,178
Hedging accounts	2,399	3,032	15	5,919	680
Crops held for sale or feed	152,792	63,838	35,281	123,979	381,534
Crops under government loan	9,026	9,570	18,417	941	7,228
Market livestock held for sale	55,853	118,202	38,932	50,928	16,475
Other current assets	3,350	7,408	580	908	4,471
Total current farm assets	291,719	235,574	112,309	244,339	566,792
Intermediate Farm Assets					
Breeding livestock	66,046	69,787	51,538	106,820	36,871
Machinery and equipment	220,732	147,626	85,242	175,541	467,468
Titled vehicles	19,927	12,298	12,414	23,246	31,420
Other intermediate assets	25,632	22,883	5,881	1,403	71,064
Total intermediate farm assets	332,336	252,595	155,075	307,010	606,823
Long Term Farm Assets					
Farm land	676,769	476,944	466,766	543,743	1,204,544
Buildings and improvements	67,030	107,275	54,675	30,516	75,413
Other long-term assets	35,950	126,237	13,371	1,574	3,542
Total long-term farm assets	779,748	710,455	534,813	575,833	1,283,499
Total Farm Assets	1,403,803	1,198,625	802,197	1,127,183	2,457,114
Total Nonfarm Assets	139,352	176,947	103,122	107,711	168,787
Total Assets	1,543,155	1,375,572	905,319	1,234,893	2,625,901
Liabilities					
Current Farm Liabilities					
Accrued interest	3,345	5,690	2,658	2,123	2,922
Accounts payable	9,854	24,365	543	5,560	8,976
Current notes	88,655	153,678	37,209	93,559	70,686
Government crop loans	5,153	5,078	9,278	511	5,729
Principal due on term debt	21,339	18,095	8,398	21,457	36,958
Total current farm liabilities	128,346	206,906	58,086	123,210	125,271
Total intermediate farm liabs	68,844	52,118	41,709	82,606	98,105
Total long term farm liabilities	162,555	216,771	130,986	123,793	178,222
Total farm liabilities	359,745	475,795	230,781	329,609	401,599
Total nonfarm liabilities	23,666	24,446	29,397	25,442	15,609
Total liabs excluding deferreds	383,410	500,241	260,177	355,050	417,207
Total deferred liabilities	14	-	-	57	-
Total liabilities	383,425	500,241	260,177	355,108	417,207
Retained earnings	742,049	567,100	365,656	569,028	1,446,290
Market valuation equity	417,682	308,231	279,485	310,757	762,403
Net worth (farm and nonfarm)	1,159,730	875,330	645,141	879,786	2,208,694
Net worth excluding deferreds	1,159,745	875,330	645,141	879,843	2,208,694
Net worth change	34,760	-73,006	11,557	43,248	153,838
Ratio Analysis					
Current farm liabilities / assets	44 %	88 %	52 %	50 %	22 %
Intermediate farm liab. / assets	21 %	21 %	27 %	27 %	16 %
Long term farm liab. / assets	21 %	31 %	24 %	21 %	14 %
Total debt to asset ratio	25 %	36 %	29 %	29 %	16 %
Debt to assets excl deferreds	25 %	36 %	29 %	29 %	16 %

Statement Of Cash Flows
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Beginning cash (farm & nonfarm)	29,979	36,672	16,708	26,717	39,548
Cash Provided By Operating Activities					
Gross cash farm income	405,230	492,464	180,691	318,749	622,799
Total cash farm expense	-331,787	-491,362	-158,653	-246,884	-427,513
Net cash from hedging transactions	-6,957	-19,500	-	-6,637	-1,840
Cash provided by operating	66,486	-18,397	22,038	65,229	193,446
Cash Provided By Investing Activities					
Sale of breeding livestock	17,902	12,021	2,863	55,975	1,225
Sale of machinery & equipment	4,546	1,386	177	2,350	14,002
Sale of titled vehicles	387	698	100	760	-
Sale of farm land	5,352	15,941	-	-	5,463
Sale of farm buildings	-	-	-	-	-
Sale of other farm assets	1,816	-	29	-	7,085
Sale of nonfarm assets	507	-	1,252	676	111
Purchase of breeding livestock	-20,065	-9,498	-6,005	-56,535	-8,553
Purchase of machinery & equip.	-39,060	-15,783	-10,157	-35,354	-93,393
Purchase of titled vehicles	-3,819	-2,399	-1,561	-4,229	-6,999
Purchase of farm land	-24,110	-24,279	-8,438	-	-62,623
Purchase of farm buildings	-5,401	-2,920	-8,180	-721	-9,660
Purchase of other farm assets	-4,412	-11,367	-112	-31	-6,090
Purchase of nonfarm assets	-10,822	-11,577	-12,922	-10,646	-8,218
Cash provided by investing	-77,180	-47,776	-42,954	-47,754	-167,650
Cash Provided By Financing Activities					
Money borrowed	193,626	366,857	66,318	158,817	182,821
Principal payments	-158,144	-321,727	-37,347	-148,380	-126,038
Personal income	24,101	36,145	25,865	17,892	16,714
Family living/owner withdrawals	-42,863	-35,137	-31,392	-44,380	-60,051
Income and social security tax	-5,539	-4,276	-2,435	-3,617	-11,654
Capital contributions	355	-	-	-	1,389
Capital distributions	-1,062	-	-720	-	-3,461
Dividends paid	-436	-	-	-	-1,708
Cash gifts and inheritances	8,166	21,624	4,998	419	5,694
Gifts given	-1,037	-735	-1,112	-676	-1,609
Cash provided by financing	17,167	62,752	24,175	-19,925	2,098
Net change in cash balance	6,473	-3,421	3,260	-2,451	27,894
Ending cash (farm & nonfarm)	36,453	33,251	19,968	24,265	67,442

Financial Standards Measures
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Liquidity					
Current ratio	2.27	1.14	1.93	1.98	4.52
Working capital	163,372	28,668	54,223	121,129	441,521
Working capital to gross inc	40.8 %	6.5 %	30.2 %	38.2 %	67.3 %
Solvency (market)					
Farm debt to asset ratio	26 %	40 %	29 %	29 %	16 %
Farm equity to asset ratio	74 %	60 %	71 %	71 %	84 %
Farm debt to equity ratio	0.34	0.66	0.40	0.41	0.20
Profitability (cost)					
Rate of return on farm assets	4.2 %	-8.7 %	2.4 %	6.1 %	10.9 %
Rate of return on farm equity	3.7 %	-21.9 %	-0.1 %	7.0 %	12.7 %
Operating profit margin	12.9 %	-42.6 %	8.8 %	17.5 %	27.7 %
Net farm income	52,507	-86,832	15,449	62,467	214,319
EBIDTA	85,018	-52,546	34,785	92,488	260,336
Repayment Capacity					
Capital debt repayment capacity	48,272	-68,510	16,296	47,678	193,476
Capital debt repayment margin	21,106	-98,632	5,975	24,150	149,271
Replacement margin	8,705	-110,733	28	16,512	125,670
Term debt coverage ratio	1.78	-2.27	1.58	2.03	4.38
Replacement coverage ratio	1.22	-1.62	1.00	1.53	2.85
Efficiency					
Asset turnover rate (cost)	32.3 %	20.5 %	27.4 %	34.6 %	39.2 %
Operating expense ratio	78.8 %	111.9 %	80.7 %	70.8 %	60.3 %
Depreciation expense ratio	3.7 %	2.2 %	3.6 %	4.8 %	4.3 %
Interest expense ratio	4.4 %	5.2 %	6.9 %	5.0 %	3.0 %
Net farm income ratio	13.1 %	-19.6 %	8.6 %	19.7 %	32.7 %

Crop Production and Marketing Summary
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Acreage Summary					
Total acres owned	403	266	297	375	666
Total crop acres	692	401	276	552	1,516
Crop acres owned	229	143	110	133	522
Crop acres cash rented	253	113	115	276	500
Crop acres share rented	210	145	51	144	494
Total pasture acres	139	142	160	169	85
Percent crop acres owned	33 %	36 %	40 %	24 %	34 %
Average Price Received (Cash Sales Only)					
Soybeans per bushel	10.58	10.28	10.24	10.93	10.55
Corn per bushel	4.60	4.41	4.62	4.09	4.76
Wheat, Winter per bushel	6.26	6.25	6.75	6.11	6.19
Grass Seed, Fescue per lb	0.459	0.457	0.473	-	-
Hay, Mixed per ton	56.90	-	57.62	51.27	-
Straw per ton	79.09	-	-	-	97.09
Hay, Grass per ton	39.72	-	-	-	-
Sorghum, Grain per bushel	4.12	-	-	-	-
Average Yield Per Acre					
Soybeans (bushel)	33.52	27.89	35.50	31.96	34.37
Corn (bushel)	130.99	138.20	133.71	120.72	130.64
Pasture (aum)	4.11	3.19	4.64	3.61	5.26
Wheat, Winter (bushel)	51.61	-	43.68	46.90	53.39
Hay, Mixed (ton)	2.56	-	2.97	2.12	2.50
Hay, Grass (ton)	1.67	-	-	-	-
Sorghum, Grain (bushel)	80.81	-	-	-	-

Household and Personal Expenses
2008 Missouri FBMA Farm Summary
(Farms Sorted By Years)

	<u>2008</u>
Number of farms	10
Average family size	3.3
Family Living Expenses	
Food and meals expense	5,067
Medical care	3,751
Health insurance	2,864
Cash donations	4,109
Household supplies	2,409
Clothing	1,460
Personal care	285
Child / Dependent care	549
Alimony and child support	-
Gifts	1,290
Education	1,417
Recreation	1,860
Utilities (household share)	3,767
Personal vehicle operating exp	3,042
Household real estate taxes	361
Dwelling rent	-
Household repairs	3,929
Personal interest	2,052
Disability / Long term care ins	246
Life insurance payments	866
Personal property insurance	647
Miscellaneous	8,643
Total cash family living expense	51,243
Family living from the farm	85
Total family living	48,697
Other Nonfarm Expenditures	
Income taxes	9,077
Furnishing & appliance purchases	779
Nonfarm vehicle purchases	1,000
Nonfarm real estate purchases	11,382
Other nonfarm capital purchases	3,167
Nonfarm savings & investments	-7,555
Total other nonfarm expenditures	17,850
Total cash family living investment & nonfarm capital purch	53,170

Operator and Labor Information
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Operator Information					
Average number of operators	1.2	1.2	1.1	1.3	1.2
Average age of operators	46.4	49.8	44.4	43.9	47.9
Average number of years farming	23.2	25.0	23.2	19.0	26.2
Results Per Operator					
Working capital	135,503	23,749	47,684	95,917	363,309
Total assets (market)	1,279,911	1,139,527	796,134	977,857	2,160,741
Total liabilities	318,017	414,401	228,799	281,194	343,302
Net worth (market)	961,894	725,126	567,335	696,663	1,817,439
Net worth excl deferred liabs	961,906	725,126	567,335	696,708	1,817,439
Gross farm income	332,471	366,939	158,109	251,213	539,899
Total farm expense	288,932	438,766	144,431	202,074	363,439
Net farm income from operations	43,540	-71,827	13,677	49,139	176,460
Net nonfarm income	19,990	29,943	22,746	14,168	13,753
Family living & tax withdrawals	40,145	32,650	29,747	38,007	59,003
Total acres owned	334.2	220.2	261.3	297.2	548.0
Total crop acres	574.1	332.3	242.8	437.1	1,247.6
Crop acres owned	189.9	118.5	97.0	105.0	429.4
Crop acres cash rented	209.6	93.4	101.2	218.2	411.7
Crop acres share rented	174.6	120.5	44.6	113.9	406.4
Total pasture acres	114.9	117.6	140.4	133.7	70.2
Labor Analysis					
Number of farms	137	34	33	34	36
Total unpaid labor hours	1,646	1,282	1,308	1,649	2,297
Total hired labor hours	1,327	2,517	573	1,244	972
Total labor hours per farm	2,973	3,799	1,881	2,893	3,270
Unpaid hours per operator	1,358	1,056	1,142	1,298	1,890
Value of farm production / hour	108.56	51.09	77.48	98.38	196.53
Net farm income / unpaid hour	32.50	-69.68	11.93	38.00	93.35
Average hourly hired labor wage	12.82	13.14	14.02	10.61	14.09
Partnerships & LLCs					
Number of farms	12	1	1	4	6
Number of operators	2.0	-	-	2.3	1.8
Owner withdrawals per farm	-	-	-	-	-
Withdrawals per operator	-	-	-	-	-
Corporations					
Number of farms	7	4	1	-	2
Number of operators	1.9	2.0	-	-	-

Financial Summary
2008 Missouri FBMA Farm Summary
(Farms Sorted By Net Farm Income)

	<u>Avg. Of All Farms</u>	<u>Low 25%</u>	<u>25 - 50%</u>	<u>50 - 75%</u>	<u>High 25%</u>
Number of farms	141	35	35	35	36
Income Statement					
Gross cash farm income	405,230	492,464	180,691	318,749	622,799
Total cash farm expense	331,787	491,362	158,653	246,884	427,513
Net cash farm income	73,443	1,102	22,038	71,866	195,286
Inventory change	-5,931	-77,974	18	5,462	47,252
Depreciation and capital adjust	-15,018	-9,834	-6,503	-15,272	-28,090
Net farm income from operations	52,495	-86,705	15,553	62,055	214,448
Gain or loss on capital sales	12	-127	-104	411	-129
Average net farm income	52,507	-86,832	15,449	62,467	214,319
Median net farm income	30,394	-10,132	14,106	60,087	179,073
Profitability (cost)					
Rate of return on assets	4.2 %	-8.7 %	2.4 %	6.1 %	10.9 %
Rate of return on equity	3.7 %	-21.9 %	-0.1 %	7.0 %	12.7 %
Operating profit margin	12.9 %	-42.6 %	8.8 %	17.5 %	27.7 %
Asset turnover rate	32.3 %	20.5 %	27.4 %	34.6 %	39.2 %
Profitability (market)					
Rate of return on assets	3.1 %	-8.0 %	2.1 %	5.9 %	7.7 %
Rate of return on equity	2.4 %	-15.8 %	0.6 %	6.5 %	8.3 %
Operating profit margin	13.5 %	-51.1 %	11.4 %	23.5 %	28.3 %
Asset turnover rate	23.0 %	15.6 %	18.0 %	25.3 %	27.3 %
Liquidity & Repayment (end of year)					
Current assets	291,719	235,574	112,309	244,339	566,792
Current liabilities	128,346	206,906	58,086	123,210	125,271
Current ratio	2.27	1.14	1.93	1.98	4.52
Working capital	163,372	28,668	54,223	121,129	441,521
Working capital to gross inc	40.8 %	6.5 %	30.2 %	38.2 %	67.3 %
Term debt coverage ratio	1.78	-2.27	1.58	2.03	4.38
Replacement coverage ratio	1.22	-1.62	1.00	1.53	2.85
Solvency (end of year at cost)					
Number of farms	141	35	35	35	36
Total farm assets	1,008,608	917,782	534,435	823,497	1,737,882
Total farm liabilities	359,745	475,795	230,781	329,609	401,599
Total assets	1,125,459	1,067,341	625,833	924,079	1,863,498
Total liabilities	383,410	500,241	260,177	355,050	417,207
Net worth	742,049	567,100	365,656	569,028	1,446,290
Net worth change	31,982	-64,852	9,651	31,645	148,166
Farm debt to asset ratio	36 %	52 %	43 %	40 %	23 %
Total debt to asset ratio	34 %	47 %	42 %	38 %	22 %
Solvency (end of year at market)					
Number of farms	141	35	35	35	36
Total farm assets	1,403,803	1,198,625	802,197	1,127,183	2,457,114
Total farm liabilities	359,745	475,795	230,781	329,609	401,599
Total assets	1,543,155	1,375,572	905,319	1,234,893	2,625,901
Total liabilities	383,425	500,241	260,177	355,108	417,207
Net worth	1,159,730	875,330	645,141	879,786	2,208,694
Net worth change	34,760	-73,006	11,557	43,248	153,838
Farm debt to asset ratio	26 %	40 %	29 %	29 %	16 %
Total debt to asset ratio	25 %	36 %	29 %	29 %	16 %
Nonfarm Information					
Net nonfarm income	24,101	36,145	25,865	17,892	16,714
Farms reporting living expenses	10	1	2	3	4
Total family living expense	48,697	-	-	-	51,689
Total living, invest, cap. purch	53,170	-	-	-	61,158
Crop Acres					
Total acres owned	403	266	297	375	666
Total crop acres	692	401	276	552	1,516
Total crop acres owned	229	143	110	133	522
Total crop acres cash rented	253	113	115	276	500
Total crop acres share rented	210	145	51	144	494

