

# *Advance Report*

## FARM INCOME & PRODUCTION COSTS

*for*  
**2010**



AE-4566

*April 2011*



UNIVERSITY OF ILLINOIS  
EXTENSION

### Commercial Farms

- *Production Costs*
- *Income*
- *Investments*



# Farm Income and Production Costs

## for 2010:

### Advance Report

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This publication is prepared in the Department of Agricultural and Consumer Economics, College of Agricultural, Consumer and Environmental Sciences, University of Illinois at Urbana-Champaign by Dwight D. Raab, State Coordinator, Bradley L. Zwillig, Farm Business Analyst & Data Processing Specialist, and Jim Locher, Staff Development and Outreach Coordinator, Illinois FBFM Association, for use by FBFM field staff at meetings held in March 2011 and distributed to University of Illinois Extension staff. All data is based on Illinois Farm Business Records kept in cooperation with the Illinois Farm Business Farm Management (FBFM) Association and this department. An update of this report will be published in the 86<sup>th</sup> *Annual Summary of Illinois Farm Business Records for 2010*.

The Illinois Farm Business Farm Management Association, in cooperation with University of Illinois Extension and the Department of Agricultural and Consumer Economics, has been providing farm recordkeeping and business analysis services to Illinois farm operators for over 80 years.

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Urbana, Illinois

April 2011

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## DEFINITIONS

***Crop Returns***—The sum of grain, seed, and feed sales; the value of homegrown seed used; the value of all feed fed (except milk) and pasture; government farm program crop subsidy payments received and accrued; crop insurance proceeds received and accrued; and the change in feed and grain inventories less value of purchased feed.

***Return above Feed Cost***—The sum of livestock and livestock products sold, change in inventories less value of livestock purchased, and market value (opportunity cost) for all feeds fed.

***Operator(s)***—If months of operator labor are 12 or less, then there is one operator for the farm. If months of operator labor are more than 12, then the number of operators is determined by taking months of operator labor divided by 12.

***Operators' Share Net Farm Income***—The sum of all operator's share of gross sales plus net change in inventory and capital accounts less all expenses for items purchased, including interest paid and annual depreciation. This is the accrual earnings available to pay living expenses, pay income and social security taxes, and make principal payments on term debt.

***Operators' Share Labor and Management Income***—The wage (salary) for all operators of this farm, whether tenant-, part-owner-, or owner-operated, earned for labor and management performed. It is net farm income reduced by a charge for unpaid family labor used (non-operators), and 5.0 percent interest on equity capital (2.75 percent on current indexed value of bare land to reflect a normalized annual net rent).

***Return per \$1.00 of All Cost***—The overall farm efficiency ratio (profit margin) showing total value of all farm production per \$1.00 of all non-feed cost on the total farm.

***Grain Farms***—Farms on which the value of the feed fed to livestock was *less* than 40 percent of the crop returns.

***Hog or Beef Farms***—Farms on which the value of feed fed was *more* than 40 percent of the crop returns and either hog or beef cattle enterprises received *more* than half of the value of the feed fed.

***Dairy Farms***—Farms on which the value of feed fed was *more* than 40 percent of the crop returns and where dairy enterprises received *more* than a third of the value of feed fed.

## HIGHLIGHTS FOR 2010

Average farm operator returns for labor and management on 2,588 Illinois farms were higher for all geographic areas in the state in 2010 compared to 2009 and above the average for the last five years. The average return to the sum of all operator's labor and management income in 2010 was \$160,118. The 2010 returns were \$115,567 above the 2009 average of \$44,551 and \$35,208 above the average for the last five years. A reasonable charge for the farm's debt-free capital invested in machinery, equipment, land, and inventory averaged \$44,513. Combining this amount with the return to operator's labor and management (sum of all operators) resulted in average operators' net farm income of \$204,631. Higher new crop prices along with lower fertility and drying costs were the main reasons for the higher incomes. Returns above feed cost for all livestock enterprises were higher than the year before. Hog returns above feed costs were higher due to higher prices received. Returns to dairy enterprises were higher due to higher milk prices. Continued high grain prices resulted in minimum farm program payments. Thus, total government payments received in 2010 by producers were at low levels, but the highest since 1996 due to ACRE and SURE payments. Farm earnings were highest in the northeastern part of the state. Earnings were lowest in the western part of the state.

Corn yields were below the 2009 yield as well as the five-year average. Corn yields were 18 bushels per acre lower in 2010 and 16 bushels per acre below the five-year average. Soybean yields were 5 bushels per acre higher than in 2009. The average corn yield on the 2,588 farms was 164 bushels per acre. Soybean yields averaged 55 bushels per acre. Corn yields were generally highest in the northern part of the state while soybean yields were generally highest in the central part of the state. Too much rainfall lowered yields in certain parts of the state, including western

Illinois. Year-end inventory price for the 2010 corn crop of \$5.50 per bushel was \$2.00 higher than a year earlier. Soybeans were inventoried at \$13.00 per bushel, \$3.25 higher than December 31, 2009. The average sales price received for the 2009 corn and soybean crop sold in 2010 was above their inventory price resulting in a positive marketing margin. Crop returns averaged \$755 per tillable acre, \$100 per acre higher than the 2009 crop returns. The average crop returns per acre were at an all time high in 2010.

Returns above feed cost to all livestock enterprises were higher than the year before. Also, returns to all five enterprises in 2010 were above the last five-year average, except dairy. Dairy and beef cow enterprises experienced slightly lower feed costs in 2010 compared to 2009. Mainly due to the higher non-feed costs, returns for farrow-to-finish hog producers were estimated to be about \$3 to \$8 per hundredweight below the breakeven level in covering total costs in 2010. Dairy producers experienced higher returns due to higher milk prices, \$1,506 returns above feed per cow in 2010 compared to \$838 in 2009. Milk prices were 24 percent higher compared to the year before. Returns to feeder cattle enterprises were higher than the year before as well as the five-year average. Prices received for market cattle were higher than the year before, and prices paid in 2010 for feeder cattle were above the year before. Returns above feed per cow increased for beef cow enterprises due to higher prices received for beef. Returns were the second highest during the last five years.

Estimates in net worth change can be made by adjusting net farm income for nonfarm income, withdrawals for family living, and income and social security tax paid. This amount would be a modified-cost-basis change in net worth, which excludes changes due to inflation. As seen on page 5, estimated changes in net worth

showed increases statewide. Changes in net worth among individual farm operators will vary greatly due to differences in farm and nonfarm income and family living withdrawals.

The average amount of interest paid per farm is shown on pages 3 and 6. Average farm interest paid in 2010 was \$22,128, up \$1,103 from 2009. Looking at the last ten years on a per-acre basis, interest paid has decreased from a high of \$25 in 2007 to a low of \$17 in 2004 but increased to \$21 in 2010. Interest paid as a percentage of gross farm returns was 3.3 percent in 2010 compared to 3.7 percent in 2009.

Some key financial factors, such as the current, debt-to-asset, and debt-to-equity ratios, can be found on pages 10 to 14 by type of farm. This type of information is useful in providing some benchmarks when evaluating the financial efficiency of a farm operation.

Returns and costs for crops and livestock enterprises can be seen on pages 24 to 39. Returns to farrow-to-finish hog producers were higher than the year before. Total returns averaged \$53.74 per hundredweight in 2010 compared to \$39.13 the year before. Feed costs increased, averaging \$33.96 per hundredweight. The average price received per hundredweight for slaughter cattle, and the price paid for replacement feeder cattle were higher than the year before. Dairy returns were higher due to higher milk prices. The price received for milk was higher than the year before.

Total economic costs per acre to produce corn and soybeans in 2010 decreased as compared to 2009 in all areas of the state. The main factors for the decrease in per acre costs were lower fertilizer, pesticides, and drying costs. Cost per bushel to produce corn increased in all areas of the state, except in the northern part due to lower yields. Cost per bushel to raise soybeans decreased in all areas of the state because of lower fertilizer costs and

higher yields. Soybean yields were 1 bushel per acre higher in all areas of Illinois, except in central Illinois with the lower rated soils which had no change. Total economic costs per acre to raise corn and soybeans on these farms averaged \$705 and \$515, respectively.

From a sample of pure grain farms in the state, the total economic cost per bushel of corn produced was \$4.30 with an average yield of 164 bushels per acre. The total cost per bushel of soybeans was \$10.24 with an average yield of 56 bushels per acre. This compared with costs per bushel of \$4.11 and \$10.24 for corn and soybeans, respectively, in 2009. This was the highest cost per bushel to grow corn since this study began in 1972. The 2010 cost to grow soybeans was tied with 2009 as the highest cost per bushel since this study began in 1972. The variation in yields and costs during the past few years makes it important to analyze these costs over more than one year. The 2006-10 five-year average to produce corn and soybeans on these farms is \$3.48 per bushel for corn and \$9.01 per bushel for soybeans.

In summary, farm earnings in 2010 were significantly higher than the 2009 earnings and above the average for the last five years. Higher new crop prices along with lower soil fertility and drying costs were the main reasons for the higher incomes. Livestock returns were higher for all enterprises primarily due to higher prices received.



# ILLINOIS FARM BUSINESS FARM MANAGEMENT ASSOCIATION

cooperating with nine local farm management associations and the  
 Department of Agricultural and Consumer Economics, College of Agricultural, Consumer and Environmental Sciences,  
 University of Illinois at Urbana-Champaign

STATE TOTAL--5,775 cooperating farmers and 63 member field staff\*  
 July 1, 2010, distribution of cooperators by counties and associations

Associations and Field Staff

Associations and Field Staff

## BLACKHAWK

605

Jeffery L. Johnson  
 Alan A. Petersohn  
 Rodney B. Gieseke  
 David A. Goodell  
 Tonya M. Wiersema  
 Adam W. Drinkall  
 Brittney Brinkmeier

## WESTERN

753

Gary R. Goodwin  
 Roberta Boaman  
 Robert Rhea  
 Miriam M. Mock  
 Mike R. Shepherd  
 Nathan P. Edlerson  
 Adam J. Kestner  
 Jeffrey R. Reed  
 Ruth Ann McGrew

## SANGAMON VALLEY

549

Todd F. Behrends  
 James E. Phelan  
 Kevin E. Coultas  
 John Kloppenburg  
 Kent D. Leesman

## LINCOLN

730

Michael E. Schmitz  
 Thomas J. Nolte  
 Dathel W. Davidson  
 Daniel A. Doan  
 Randall J. Harmon  
 Mitchel W. Fickling  
 Amy A. Cope  
 Michael P. Bruns

## NORTHEASTERN

157

David J. O'Brien  
 Sarah R. Mussmann

## ILLINOIS VALLEY

634

Danny L. Stetson  
 John A. Hudson  
 Bradley G. Lenschow  
 James P. McCabe  
 Scott M. Newport  
 Leslie M. Johnson

## PIONEER

1,081

Maurice E. Sprout  
 Kent V. Meister  
 Darren L. Bray  
 Michael C. Heiser  
 Brian J. Pulley  
 Nathan A. Waibel  
 Jeffrey A. Marquis  
 Lowell J. Stoller  
 Jacob M. Springer  
 Blair H. Nelson  
 Carla S. Doubet

## EAST CENTRAL

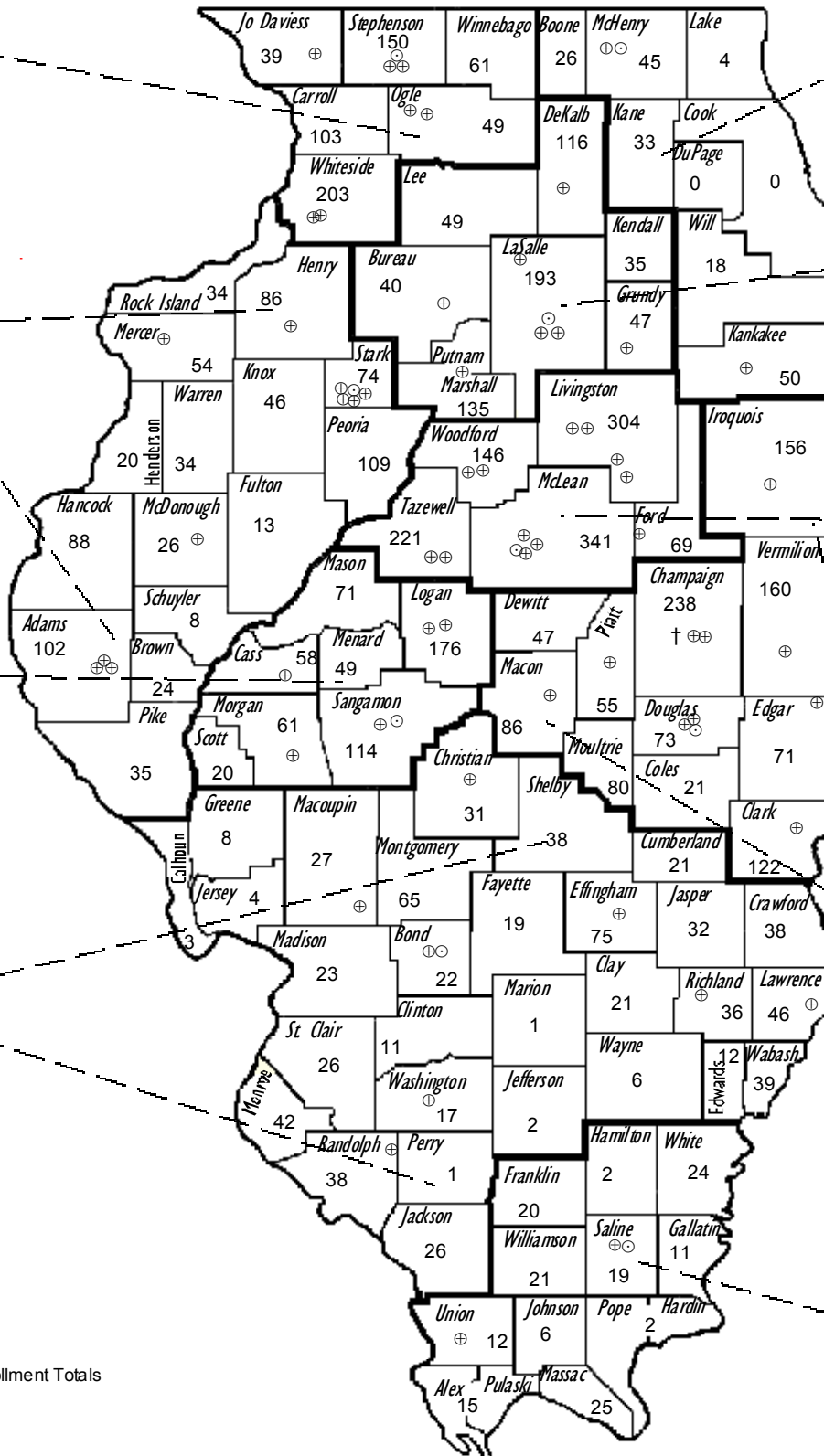
1,109

James E. Cullison  
 Bruce E. Burk  
 Donald E. Becker  
 Mitchell A. Fruhling  
 Jeffrey D. Lewis  
 Robert Daggett  
 Richard Thomas  
 Gary L. Knoblett  
 Christopher A. Leman  
 Michael L. Clark

## SHAWNEE

157

Robert D. Kieseccoms  
 Douglas E. Hileman



OFFICIAL ENROLLMENT  
 July 1, 2010

\* Numbers are Enrollment Totals  
 ⊕ Field Staff Office  
 ⊙ Association Office  
 † State Office



**Average Size, Income, Returns, and Costs on Illinois FBFM Record-Keeping Farms  
by Type of Farm—2006 to 2010\***

Year	Number of Farms	Tillable Acres (TA)	All Operators		Crop Returns/TA	Livestock Ret. Above Feed/TA	Net Mach. & Labor Cost/TA**
			Net Farm Income	Labor-Mgmt. Income			
			\$	\$	\$	\$	\$
<b>All Farms</b>							
2010	2,588	1,046	204,631	160,118	755	19	157
2009	2,624	1,031	84,212	44,551	654	7	145
2008	2,572	1,049	211,890	175,558	749	10	143
2007	2,748	1,019	209,012	171,507	657	20	126
2006	2,640	1,005	103,303	72,818	481	19	114
<b>Grain Farms</b>							
2010	2,360	1,098	213,103	167,379	756	6	148
2009	2,361	1,089	93,363	52,733	656	1	136
2008	2,317	1,104	225,802	188,614	749	0	133
2007	2,471	1,072	220,797	183,038	657	5	116
2006	2,352	1,068	109,569	78,899	481	5	105
<b>Hog Farms</b>							
2010	51	854	248,828	208,058	805	456	341
2009	52	884	(47,105)	(85,657)	626	113	279
2008	60	916	79,684	43,585	803	157	289
2007	77	764	96,892	52,330	696	271	296
2006	72	661	108,461	66,149	503	400	269
<b>Dairy Farms</b>							
2010	59	390	94,142	51,399	736	458	521
2009	65	370	(13,254)	(47,369)	628	255	484
2008	71	369	88,806	54,437	722	502	538
2007	58	416	166,276	117,024	609	631	460
2006	58	427	57,073	17,120	505	354	399
<b>Beef Farms</b>							
2010	25	419	88,992	49,362	695	233	344
2009	28	480	618	(36,441)	537	98	263
2008	31	431	51,340	20,444	666	39	258
2007	24	534	97,537	55,150	590	136	247
2006	33	424	12,243	(13,600)	490	79	251

\*In 2010, 91% of the farms were classified as grain, 2% as hog, 2% as dairy, 1% as beef, and 4% as part-time or other types.

\*\*This is net above custom work income.

**Summary of Income, Corn Yields, Crop and Livestock Returns by  
Farm Type and Location, Average per Farm—2006 to 2010**

	Grain				Livestock			Illinois	
	Northern	Central	Central	South	IL	Hog	Beef		Dairy
			Central						
			SPR 86-100	SPR 56-85					All*
<b>Operator's Share of Net Farm Income</b>									
2010	\$221,907	\$227,856	\$156,696	\$250,431	\$213,103	\$248,828	\$88,992	\$94,142	\$204,631
2009	\$67,740	\$116,712	\$84,199	\$103,677	\$93,363	(\$47,105)	\$618	(\$13,254)	\$84,212
2008	\$212,207	\$259,282	\$176,614	\$240,126	\$225,802	\$79,684	\$51,340	\$88,806	\$211,890
2007	\$214,948	\$268,116	\$186,267	\$157,906	\$220,797	\$96,892	\$97,357	\$166,276	\$209,012
2006	\$112,352	\$119,344	\$87,719	\$109,190	\$109,569	\$108,461	\$12,243	\$57,073	\$103,303
<b>Corn Yields</b>									
2010	173	168	155	146	164	168	155	166	164
2009	177	192	185	161	183	177	178	164	182
2008	196	199	190	165	194	202	181	179	194
2007	191	199	185	141	189	194	181	161	189
2006	181	178	168	141	180	178	168	175	140
<b>Crop Returns per Tillable Acre</b>									
2010	\$797	\$782	\$709	\$672	\$756	\$805	\$695	\$736	\$755
2009	\$647	\$693	\$645	\$539	\$656	\$626	\$537	\$628	\$654
2008	\$764	\$770	\$706	\$635	\$749	\$803	\$666	\$722	\$749
2007	\$681	\$701	\$639	\$486	\$657	\$696	\$590	\$609	\$657
2006	\$511	\$488	\$448	\$407	\$481	\$503	\$490	\$505	\$481
<b>Livestock Returns above Feed Cost per Tillable Acre</b>									
2010	\$9	\$2	\$8	\$4	\$6	\$456	\$233	\$458	\$19
2009	\$1	\$0	\$0	\$0	\$1	\$113	\$98	\$255	\$7
2008	(\$2)	\$1	(\$1)	(\$2)	\$0	\$157	\$39	\$502	\$10
2007	\$6	\$4	\$4	\$1	\$5	\$271	\$136	\$631	\$20
2006	\$5	\$4	\$5	\$3	\$5	\$400	\$79	\$354	\$19
<b>Return per \$1.00 of All Costs</b>									
2010	\$1.21	\$1.23	\$1.17	\$1.24	\$1.23	\$1.20	\$1.04	\$1.02	\$1.22
2009	\$0.96	\$1.05	\$1.02	\$1.00	\$1.03	\$0.81	\$0.80	\$0.78	\$1.01
2008	\$1.21	\$1.31	\$1.24	\$1.26	\$1.29	\$1.00	\$0.96	\$1.03	\$1.27
2007	\$1.29	\$1.40	\$1.31	\$1.14	\$1.34	\$1.02	\$1.05	\$1.18	\$1.32
2006	\$1.09	\$1.11	\$1.05	\$1.05	\$1.12	\$1.06	\$0.84	\$0.93	\$1.10

\* Average size of grain farms in 2010 is 996 tillable acres for northern Illinois, 1,100 for central, and 1,312 for southern.

**Net Farm Income and Other Selected Factors  
Illinois FBFM Association—2010<sup>1</sup>**

	Black-hawk	East Central	Illinois Valley	Lincoln	North-eastern	Pioneer
Number of Farms	330	494	364	249	73	441
Tillable Acres	813	1,101	977	1,106	1,038	928
Corn Yield	175	165	175	151	167	172
Soybean Yield	55	57	56	51	55	57
Crop Returns/TA	\$772	\$748	\$830	\$708	\$792	\$780
Income before Depreciation	212,413	234,249	270,873	294,190	318,137	250,333
Depreciation	44,947	44,375	45,485	57,123	42,656	40,150
Net Farm Income	167,466	189,874	225,388	237,067	275,481	210,183
Capital Purchases	\$82,090	\$79,732	\$85,478	\$116,020	\$72,094	\$78,040
Interest Paid	32,900	17,100	21,310	22,953	18,258	15,071

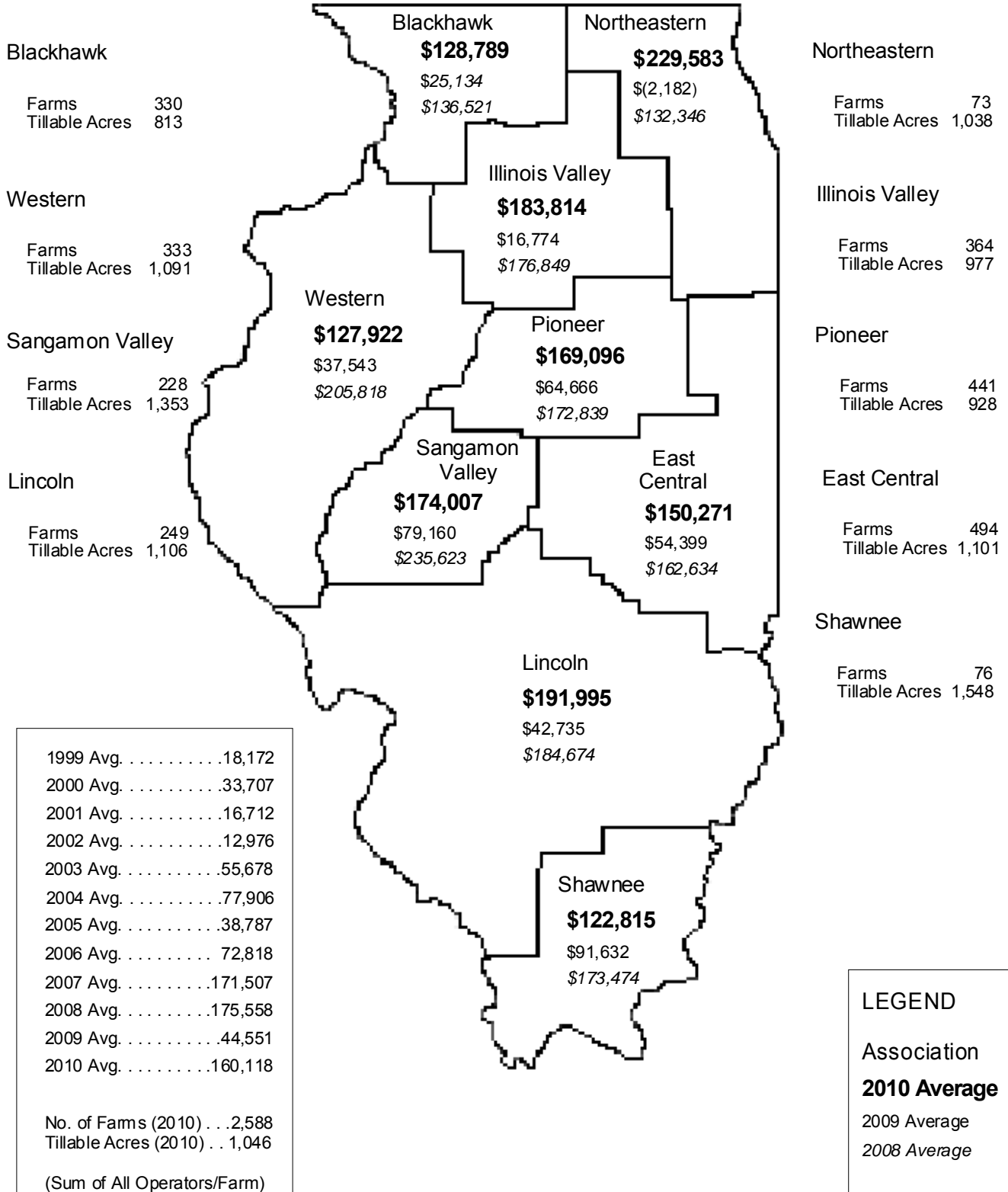
	Sangamon Valley	Shawnee	Western	2010 State Average	2009 State Average
Number of Farms	228	76	333	2,588	2,624
Tillable Acres	1,353	1,427	1,091	1,046	1,031
Corn Yield	160	139	150	164	182
Soybean Yield	59	43	55	55	50
Crop Returns/TA	\$757	\$595	\$721	\$755	\$654
Income before Depreciation	\$286,048	\$249,907	\$232,529	\$252,292	\$126,428
Depreciation	58,451	61,998	50,910	47,661	42,216
Net Farm Income	227,597	187,909	181,619	204,631	84,212
Capital Purchases	\$103,215	\$127,417	\$103,694	\$90,381	\$89,589
Interest Paid	24,728	20,697	27,926	22,128	21,025

<sup>1</sup> Sum of all operators per farm.

## Illinois FBFM Association

### Operators' Share of Labor and Management Income per Farm—2008, 2009, and 2010

(Sum of All Operators/Farm)

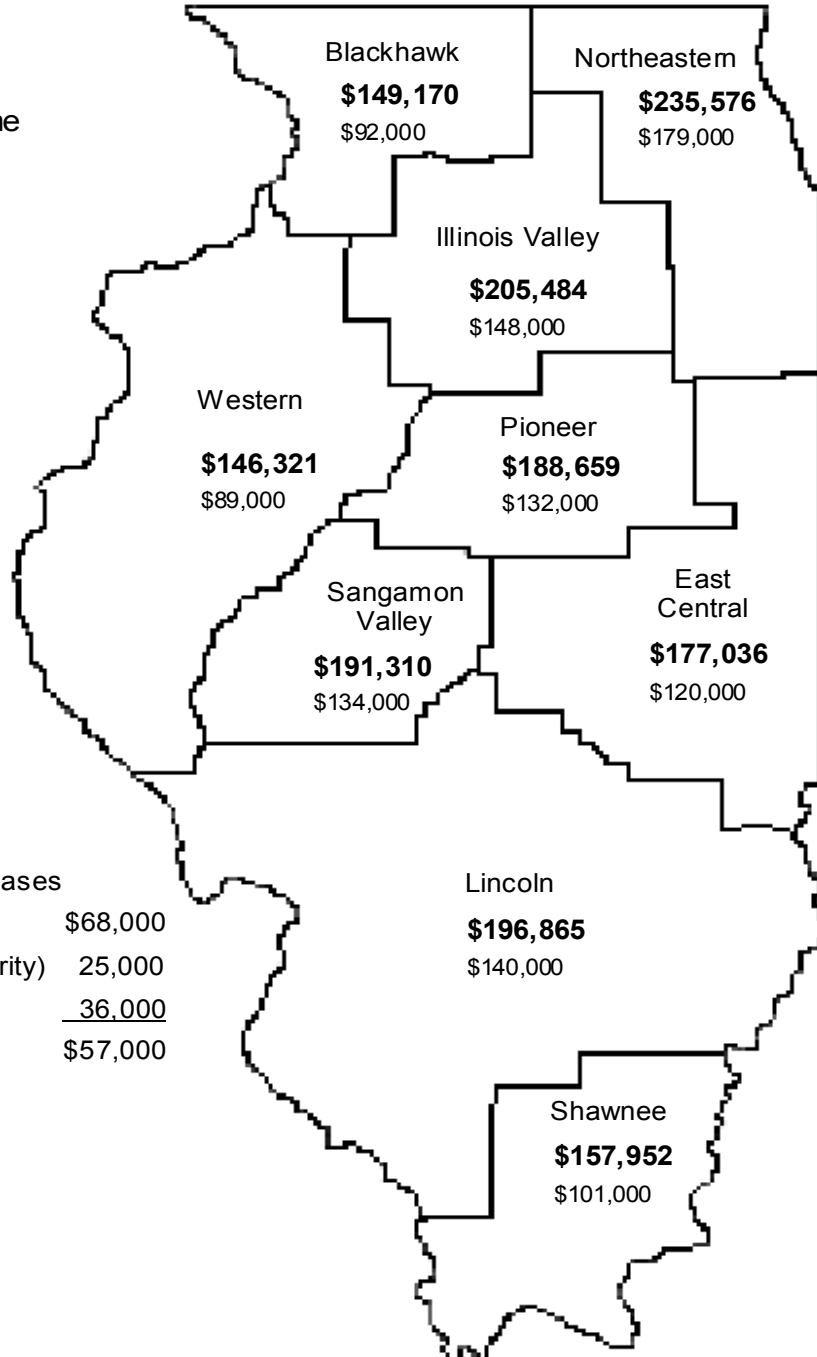


**Illinois FBFM Association**  
**Net Farm Income per Operator and**  
**Estimated Change in Net Worth After Living Expenses and Taxes—2010**

Top figures are net farm income per operator.  
Bottom figures are the estimated change in net worth.

Average Net Farm Income  
per Operator

**\$179,769**  
\$123,000



Net Draw Against Net Worth Increases

+ Living Cost	\$68,000
+ Taxes (Income & Social Security)	25,000
- Nonfarm Income	<u>36,000</u>
TOTAL	\$57,000

All figures are cost basis.

### Capital Debt Repayment Capacity (CDRC), Illinois Farms—2006 to 2010

	2006	2007	2008	2009	2010
Net Farm Income .....	\$103,303	\$209,012	\$211,890	\$84,212	\$204,631
+ Net Nonfarm Income <sup>1</sup> .....	29,614	31,668	30,913	34,567	35,976
- Family Living <sup>2</sup> .....	(53,717)	(59,771)	(65,417)	(65,191)	(66,787)
- Income & Social Security Taxes <sup>2</sup> .....	(9,226)	(9,868)	(14,193)	(18,604)	(18,058)
Change in Net Worth <sup>3</sup> .....	\$69,974	\$171,041	\$163,193	\$34,984	\$155,762
+ Depreciation .....	<u>\$26,240</u>	<u>\$28,616</u>	<u>\$35,808</u>	<u>\$42,216</u>	<u>\$47,661</u>
Funds Available for Debt Repayment .....	\$96,214	\$199,657	\$199,001	\$77,200	\$203,423
Capital Purchases .....	\$45,659	\$62,951	\$90,381	\$89,589	\$90,381
Cash Interest Paid .....	\$22,373	\$25,598	\$23,924	\$21,025	\$22,128

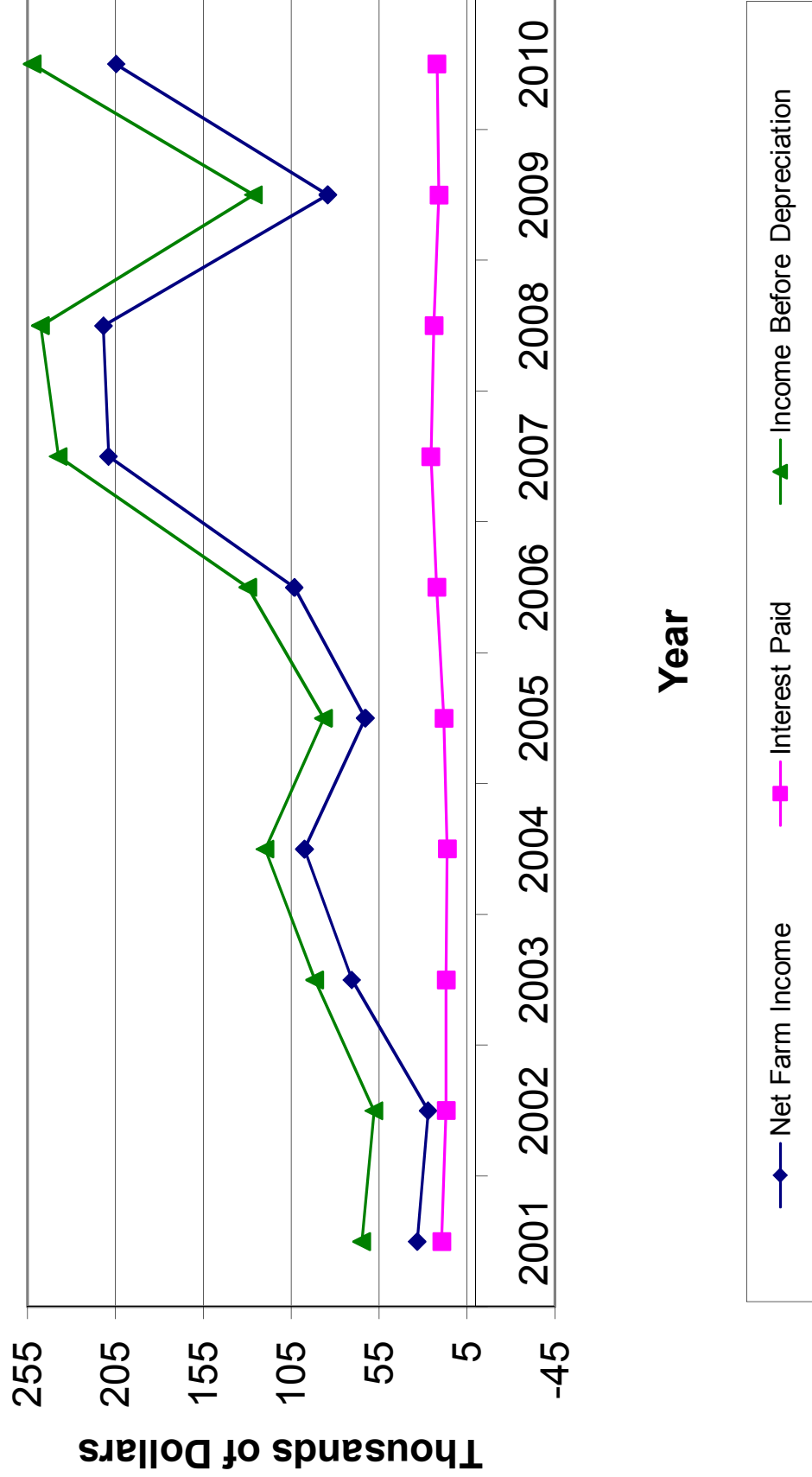
<sup>1</sup> Actual net nonfarm income received.

<sup>2</sup> Actual amounts less 10 percent used.

<sup>3</sup> Cost basis—no change in land value included.



# Operators' Net Farm Income, Income before Depreciation and Interest Paid



### Selected Financial Factors—2010

Item	Farm Type				
	Grain	Hog	Dairy	Beef	All
Number of Farms .....	2,360	51	59	25	2,588
Tillable Acres .....	1,098	854	390	419	1,046
Gross Farm Returns/Operator Acre .....	\$781	\$1,293	\$1,217	\$950	\$794
Total Nonfeed Costs/Operator Acre .....	\$636	\$1,079	\$1,194	\$915	\$651
Management Returns/Operator Acre .....	\$148	\$216	\$28	\$42	\$147
Net Farm Income per Operator .....	\$188,370	\$170,654	\$72,185	\$79,165	\$179,769
Labor & Management Income per Operator .....	\$147,745	\$148,295	\$39,103	\$41,449	\$140,543
Capital Purchases .....	\$94,271	\$68,003	\$60,041	\$47,326	\$90,381
Farm Production per Man Year .....	\$597,660	\$393,685	\$191,515	\$227,448	\$566,719
Production per \$1.00 Nonfeed Costs .....	\$1.23	\$1.20	\$1.02	\$1.04	\$1.22
Percent of Farm Production					
Cash Operating Expenses .....	63.1	70.7	71.2	67.9	63.5
Depreciation .....	6.0	4.3	7.9	6.9	6.0
Operator Income .....	30.9	25.0	20.9	25.2	30.5

**Selected FBFM Factors—2001 to 2010**

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Number of Farms	3,072	3,165	3,018	3,015	2,940	2,640	2,748	2,572	2,624	2,588
Total Acres	934	947	974	1,010	1,027	1,058	1,070	1,101	1,077	1,092
Tillable Acres	879	895	923	959	977	1,005	1,019	1,049	1,031	1,046
Corn Yield	159	145	172	184	148	173	189	194	182	164
Soybean Yield	48	47	38	53	51	52	50	51	50	55
Wheat Yield	64	52	69	63	64	69	58	67	61	59
% Tillable Land in Corn/Corn Silage	49	49	50	52	54	52	60	56	55	56
Total Cash Operating Income	\$296,275	\$276,889	\$316,260	\$367,239	\$374,808	\$389,786	\$482,852	\$638,147	\$620,268	\$626,808
Crop and Livestock Inventory Change	(529)	3,569	22,837	22,141	403	67,785	119,507	46,071	(18,431)	80,633
Misc. Income and Change in Acct. Rec.	(1,632)	1,562	(1,915)	6,866	5,327	(14,757)	2	9,394	(7,877)	(789)
Less: Purchased Feed and PIK Certs.	(15,421)	(14,730)	(16,709)	(19,389)	(14,536)	(13,913)	(18,802)	(21,639)	(16,607)	(19,576)
Purchased Livestock	(15,795)	(13,753)	(15,250)	(16,234)	(16,113)	(14,295)	(15,694)	(14,064)	(11,318)	(15,040)
<b>Gross Farm Returns</b>	<b>\$262,898</b>	<b>\$253,537</b>	<b>\$305,223</b>	<b>\$360,623</b>	<b>\$349,889</b>	<b>\$414,606</b>	<b>\$567,865</b>	<b>\$657,909</b>	<b>\$566,035</b>	<b>\$672,035</b>
Total Operating Expense	\$199,804	\$197,181	\$215,539	\$242,942	\$266,019	\$288,076	\$333,564	\$414,021	\$442,905	\$422,960
Income before Depreciation	63,094	56,356	89,684	117,681	83,870	126,530	234,301	243,888	123,130	249,075
Less Depreciation (Plus Capital Acct. Adj.)	29,698	29,152	19,044	20,167	20,930	23,227	25,289	31,998	38,918	44,444
<b>Net Farm Income</b>	<b>\$33,396</b>	<b>\$27,204</b>	<b>\$70,640</b>	<b>\$97,514</b>	<b>\$62,940</b>	<b>\$103,303</b>	<b>\$209,012</b>	<b>\$211,890</b>	<b>\$84,212</b>	<b>\$204,631</b>
Net Farm Income as % GFR	12.7	10.7	23.1	27.0	18.0	24.9	36.8	32.2	14.9	30.4
<b>Operator's Labor and Mgmt. Income</b>	<b>\$16,712</b>	<b>\$12,976</b>	<b>\$55,678</b>	<b>\$77,906</b>	<b>\$38,787</b>	<b>\$72,818</b>	<b>\$171,507</b>	<b>\$175,558</b>	<b>\$44,551</b>	<b>\$160,118</b>
Interest Expense	\$19,491	\$16,994	\$16,921	\$16,427	\$18,268	\$22,373	\$25,598	\$23,924	\$21,025	\$22,128
Interest Expense as % of GFR	7.4	6.7	5.5	4.6	5.2	5.4	4.5	3.6	3.7	3.3
Gross Farm Returns/Tillable Acre	\$299	\$283	\$331	\$376	\$358	\$413	\$557	\$627	\$549	\$642
Total Operating Expense/Tillable Acre	\$227	\$220	\$234	\$253	\$272	\$287	\$327	\$395	\$430	\$404
Depreciation/Tillable Acre	\$34	\$33	\$21	\$21	\$21	\$23	\$25	\$31	\$38	\$42
Net farm Income/Tillable Acre	\$38	\$30	\$77	\$102	\$64	\$103	\$205	\$202	\$82	\$196
Total Investment	\$143,355	\$143,976	\$155,083	\$177,242	\$186,107	\$221,028	\$310,853	\$392,252	\$394,206	\$443,684
Crops and Feed	30,224	27,521	27,223	32,553	32,868	29,190	31,374	30,520	25,873	30,440
Livestock (Market & Breeding Stock)	56,272	54,580	61,487	76,887	91,374	104,476	122,725	158,305	187,560	233,750
Machinery (Book Value)	23,038	23,259	26,135	27,768	31,713	34,476	37,501	45,191	49,940	62,722
Buildings (Book Value)	511,097	544,009	564,278	637,063	698,471	729,032	821,007	942,781	929,995	1,034,673
Land	\$763,986	\$793,345	\$834,206	\$951,513	\$1,040,533	\$1,118,202	\$1,323,460	\$1,569,049	\$1,587,574	\$1,805,269

## Financial Characteristics of Illinois FBFM Grain Farms

	2010	2009	2008	2007	4-Year Average	My Farm
Number of Farms	2,383	2,410	2,421	2,443	<b>2,414</b>	
<b>Liquidity</b>						
Working Capital	\$277,779	\$317,726	\$351,299	\$288,994	<b>\$308,950</b>	
Current Ratio						
Upper Quartile	NA	5.63	5.85	5.79	<b>5.76</b>	
Median	2.58	2.31	2.51	2.38	<b>2.45</b>	
<b>Solvency</b>						
Net Worth (Market)	\$1,968,908	\$1,759,082	\$1,651,985	\$1,474,834	<b>\$1,713,702</b>	
Debt/Equity Ratio (%)						
Upper Quartile	NA	11.5	11.5	12.0	<b>11.7</b>	
Median	26.5	28.7	29.0	30.4	<b>28.7</b>	
Debt/Total Asset Ratio (%)						
Upper Quartile	NA	10.4	10.4	10.8	<b>10.5</b>	
Median	21.0	22.4	22.7	23.6	<b>22.4</b>	
<b>Profitability</b>						
Net Farm Income	\$175,274	\$80,760	\$196,347	\$189,000	<b>\$160,345</b>	
Return on Farm Assets (%)						
Upper Quartile	NA	6.7	17.1	21.0	<b>14.9</b>	
Median	8.3	3.3	10.8	13.2	<b>8.9</b>	
Return on Farm Equity (%)						
Upper Quartile	NA	7.9	24.7	30.8	<b>21.1</b>	
Median	9.9	3.0	12.9	16.2	<b>10.5</b>	
<b>Repayment Capacity</b>						
Debt/Farm Operating Income	3.10	5.25	2.25	2.05	<b>3.16</b>	
<b>Financial Efficiency (as a % of Gross Farm Returns)</b>						
Interest Expense Ratio						
Upper Quartile	NA	1.1	1.1	1.7	<b>1.3</b>	
Median	2.5	3.1	2.9	3.8	<b>3.1</b>	
Operating Expense Ratio						
Upper Quartile	NA	62.1	49.3	44.6	<b>52.0</b>	
Median	57.0	71.2	57.0	51.5	<b>59.2</b>	
Depreciation Expense Ratio						
Upper Quartile	NA	4.9	3.4	3.0	<b>3.8</b>	
Median	6.8	7.1	5.0	4.6	<b>5.9</b>	
Farm Operating Income Ratio						
Upper Quartile	NA	28.5	43.1	48.0	<b>39.9</b>	
Median	32.8	18.0	34.5	39.7	<b>31.3</b>	
Asset Turnover Ratio						
Upper Quartile	NA	0.44	0.55	0.59	<b>0.53</b>	
Median	0.31	0.30	0.37	0.38	<b>0.34</b>	

NA = not available yet.

## Financial Characteristics of Illinois FBFM Hog Farms

	2010	2009	2008	2007	4-Year Average	My Farm
Number of Farms	43	51	51	60	<b>51</b>	
<b>Liquidity</b>						
Working Capital	\$224,867	\$190,303	\$243,776	\$225,750	<b>\$221,174</b>	
Current Ratio						
Upper Quartile	NA	3.63	4.54	3.98	<b>4.05</b>	
Median	2.01	1.73	1.89	1.66	<b>1.82</b>	
<b>Solvency</b>						
Net Worth (Market)	\$1,679,701	\$1,745,308	\$1,772,966	\$1,640,487	<b>\$1,709,616</b>	
Debt/Equity Ratio						
Upper Quartile	NA	14.6	14.9	12.6	<b>14.0</b>	
Median	40.9	39.5	44.7	46.1	<b>42.8</b>	
Debt/Total Asset Ratio						
Upper Quartile	NA	12.9	13.6	12.8	<b>13.1</b>	
Median	29.1	32.8	31.2	33.2	<b>31.6</b>	
<b>Profitability</b>						
Net Farm Income	\$151,141	-\$65,685	\$47,807	\$82,022	<b>\$53,821</b>	
Return on Farm Assets						
Upper Quartile	NA	1.8	8.6	10.7	<b>7.0</b>	
Median	8.5	(2.5)	2.7	5.2	<b>3.5</b>	
Return on Farm Equity						
Upper Quartile	NA	0.6	9.7	11.6	<b>7.3</b>	
Median	6.8	(4.4)	1.4	3.8	<b>1.9</b>	
<b>Repayment Capacity</b>						
Debt/Farm Operating Income	4.88	*	7.83	5.43	<b>4.5</b>	
<b>Financial Efficiency (as a % of Gross Farm Returns)</b>						
Interest Expense Ratio						
Upper Quartile	NA	2.3	1.9	3.3	<b>2.5</b>	
Median	5.4	6.6	6.5	6.8	<b>6.3</b>	
Operating Expense Ratio						
Upper Quartile	NA	70.5	57.1	53.1	<b>60.2</b>	
Median	58.4	89.3	68.8	65.0	<b>70.4</b>	
Depreciation Expense Ratio						
Upper Quartile	NA	6.1	4.5	4.1	<b>4.9</b>	
Median	5.4	8.6	6.8	6.7	<b>6.9</b>	
Farm Operating Income Ratio						
Upper Quartile	NA	14.5	32.2	33.0	<b>26.6</b>	
Median	31.4	-4.6	14.4	18.8	<b>15.0</b>	
Asset Turnover Ratio						
Upper Quartile	NA	0.35	0.44	0.42	<b>0.4</b>	
Median	0.32	0.24	0.27	0.27	<b>0.3</b>	

\* Undefined due to negative farm operating income.

NA = not available yet.

## Financial Characteristics of Illinois FBFM Beef Farms

	2010	2009	2008	2007	4-Year Average	My Farm
Number of Farms	24	21	24	19	<b>22</b>	
<b>Liquidity</b>						
Working Capital	\$137,836	\$240,168	\$229,777	\$188,407	<b>\$199,047</b>	
Current Ratio						
Upper Quartile	NA	4.00	6.13	5.87	<b>5.33</b>	
Median	1.81	1.62	2.09	2.15	<b>1.92</b>	
<b>Solvency</b>						
Net Worth (Market)	\$1,916,370	\$1,554,669	\$1,541,633	\$1,348,433	<b>\$1,590,276</b>	
Debt/Equity Ratio						
Upper Quartile	NA	11.1	10.2	14.9	<b>12.1</b>	
Median	50.2	42.9	25.4	30.4	<b>37.2</b>	
Debt/Total Asset Ratio						
Upper Quartile	NA	10.0	9.3	13.0	<b>10.8</b>	
Median	33.4	30.0	20.2	23.3	<b>26.7</b>	
<b>Profitability</b>						
Net Farm Income	\$129,182	\$4,761	\$50,518	\$51,940	<b>\$59,100</b>	
Return on Farm Assets						
Upper Quartile	NA	0.7	6.3	5.4	<b>4.1</b>	
Median	3.6	(1.4)	1.1	1.3	<b>1.2</b>	
Return on Farm Equity						
Upper Quartile	NA	-	6.3	4.7	<b>3.7</b>	
Median	1.8	(5.2)	0.5	0.1	<b>-0.7</b>	
<b>Repayment Capacity</b>						
Debt/Farm Operating Income	6.05	45.16	5.64	10.45	<b>16.82</b>	
<b>Financial Efficiency (as a % of Gross Farm Returns)</b>						
Interest Expense Ratio						
Upper Quartile	NA	3.4	2.6	3.0	<b>3.0</b>	
Median	8.4	6.6	5.1	8.7	<b>7.2</b>	
Operating Expense Ratio						
Upper Quartile	NA	69.7	53.1	62.7	<b>61.8</b>	
Median	59.6	80.2	65.3	64.8	<b>67.5</b>	
Depreciation Expense Ratio						
Upper Quartile	NA	6.9	6.2	4.8	<b>6.0</b>	
Median	7.5	8.0	9.6	7.4	<b>8.1</b>	
Farm Operating Income Ratio						
Upper Quartile	NA	16.2	36.9	26.2	<b>26.4</b>	
Median	23.0	1.1	19.3	18.5	<b>15.5</b>	
Asset Turnover Ratio						
Upper Quartile	NA	0.28	0.32	0.35	<b>0.32</b>	
Median	0.23	0.19	0.17	0.17	<b>0.19</b>	

NA = not available yet.

## Financial Characteristics of Illinois FBFM Dairy Farms

	2010	2009	2008	2007	4-Year Average	My Farm
Number of Farms	54	62	66	67	<b>62</b>	
<b>Liquidity</b>						
Working Capital	\$43,533	\$47,983	\$61,241	\$88,151	<b>\$60,227</b>	
Current Ratio						
Upper Quartile	NA	3.98	3.38	4.59	<b>3.98</b>	
Median	1.63	1.50	1.53	1.83	<b>1.62</b>	
<b>Solvency</b>						
Net Worth (Market)	\$1,163,776	\$1,085,580	\$1,068,647	\$954,331	<b>\$1,068,084</b>	
Debt/Equity Ratio						
Upper Quartile	NA	19.7	22.5	12.0	<b>18.1</b>	
Median	31.1	43.2	45.8	35.0	<b>38.8</b>	
Debt/Total Asset Ratio						
Upper Quartile	NA	18.5	18.3	12.3	<b>16.4</b>	
Median	23.7	31.6	31.4	26.6	<b>28.3</b>	
<b>Profitability</b>						
Net Farm Income	\$75,685	(\$20,886)	\$56,929	\$123,807	<b>\$58,884</b>	
Return on Farm Assets						
Upper Quartile	NA	(0.2)	7.5	15.7	<b>7.7</b>	
Median	3.1	(2.7)	3.6	9.2	<b>3.3</b>	
Return on Farm Equity						
Upper Quartile	NA	(2.7)	7.1	23.2	<b>9.2</b>	
Median	1.8	(6.2)	1.5	9.6	<b>1.7</b>	
<b>Repayment Capacity</b>						
Debt/Farm Operating Income	5.61	*	6.17	3.26	<b>3.76</b>	
<b>Financial Efficiency (as a % of Gross Farm Returns)</b>						
Interest Expense Ratio						
Upper Quartile	NA	3.2	3.3	2.1	<b>2.9</b>	
Median	5.6	9.0	7.2	4.8	<b>6.7</b>	
Operating Expense Ratio						
Upper Quartile	NA	71.8	57.3	44.8	<b>58.0</b>	
Median	64.1	83.0	66.3	52.5	<b>66.5</b>	
Depreciation Expense Ratio						
Upper Quartile	NA	7.6	5.4	2.8	<b>5.3</b>	
Median	8.3	10.5	6.9	4.7	<b>7.6</b>	
Farm Operating Income Ratio						
Upper Quartile	NA	6.6	29.7	45.9	<b>27.4</b>	
Median	20.2	(5.9)	20.8	34.1	<b>17.3</b>	
Asset Turnover Ratio						
Upper Quartile	NA	0.29	0.44	0.58	<b>0.44</b>	
Median	0.25	0.20	0.27	0.37	<b>0.27</b>	

\* Undefined due to negative farm operating income.

NA = not available yet.

# Illinois FBFM Association Farms by Interest Paid as Percent of Gross Farm Returns—2003 to 2010<sup>1</sup>

Year	Operator Interest Paid as % of Gross Farm Returns										All			
	Under 1	1-4.9	5-9.9	10-14.9	15-19.9	20-24.9	25+							
Number of farms . . . . .														
2003	536	1,129	840	326	103	35	32	3,001						
2004	604	1,305	779	222	54	25	11	3,000						
2005	544	1,181	831	297	93	25	25	2,996						
2006	495	1,000	804	278	87	37	15	2,716						
2007	571	1,245	753	181	54	20	16	2,840						
2008	682	1,304	543	106	30	10	14	2,689						
2009	711	1,190	573	143	38	21	23	2,699						
2010	764	1,221	447	95	30	12	6	2,575						
Percent of farms . . . . .														
2003	17.9	37.6	28.0	10.9	3.4	1.2	1.1	100						
2004	20.1	43.5	26.0	7.4	1.8	0.8	0.4	100						
2005	18.2	39.4	27.7	9.9	3.1	0.8	0.8	100						
2006	18.2	36.8	29.6	10.2	3.2	1.4	0.6	100						
2007	20.1	43.8	26.5	6.4	1.9	0.7	0.6	100						
2008	25.4	48.5	20.2	3.9	1.1	0.4	0.5	100						
2009	26.3	44.1	21.2	5.3	1.4	0.8	0.9	100						
2010	29.7	47.4	17.4	3.7	1.2	0.5	0.2	100						
Net Farm Income . . . . .														
2003	81,731	85,763	75,027	45,547	25,523	9,826	(4,890)	73,749						
2004	105,214	116,676	97,235	55,498	33,223	13,922	(4,527)	101,990						
2005	83,118	80,108	59,234	34,463	(34)	(9,639)	(26,693)	66,256						
2006	285,188	125,227	100,904	60,677	25,174	11,501	(24,478)	134,992						
2007	226,020	241,170	197,512	124,680	68,661	31,157	(2,808)	212,991						
2008	212,170	241,542	182,070	119,682	114,869	(196)	(35,749)	213,523						
2009	118,671	104,255	47,945	3,037	(23,421)	(42,371)	(89,296)	86,147						
2010	233,512	227,060	166,026	91,643	67,076	26,498	(26,522)	209,994						

## Average Operator Interest Paid and Interest Paid as % of Gross Farm Returns - All Farms

2003—\$17,588	5.6%	2005—\$18,693	5.2%	2007—\$25,780	4.5%	2009—\$22,059	3.8%
2004—\$17,023	4.6%	2006—\$22,689	5.0%	2008—\$24,781	3.7%	2010—\$22,469	3.3%

<sup>1</sup> Interest paid and net farm income by farm.



### Operators' Net Farm Income by Interest Paid as a Percent of Gross Farm Returns



**Illinois FBFM Management Returns per Tillable Acre by Farm Type<sup>1</sup>**

	Grain		Livestock			
	Northern & Central	Southern	Dairy	Beef	Hog	
1961-65	12	13	9	10	21	
1966-70	3	6	11	(1)	15	
1971-75	51	29	13	14	64	
1976-80	(17)	5	18	(65)	(8)	
1981-85	(16)	(32)	(86)	(106)	(53)	
1986-90	5	15	22	(21)	27	
1991-95	25	26	(3)	(43)	7	
1996-00	8	(10)	(26)	(64)	(18)	
2001-05	18	7	37	(21)	41	
2006-10 <sup>2</sup>	120	80	(9)	(36)	2	
	<i>SPR 86-100</i>	<i>SPR 56-85</i>				
2001	(10)	(20)	(9)	19	(86)	9
2002	(3)	(11)	(59)	(67)	(79)	(87)
2003	48	29	42	17	68	22
2004	60	49	55	116	17	221
2005	20	1	12	84	(34)	77
2006	72	53	34	(94)	(55)	56
2007	213	184	79	196	60	35
2008	178	147	135	27	(27)	0
2009	9	10	8	(248)	(171)	(304)
2010 <sup>2</sup>	164	130	145	28	42	214

<sup>1</sup> 1995 and later, data is operator's management returns per operator tillable acre. Prior to 1995, data is total farm management returns per total farm tillable acre.

<sup>2</sup> Estimated from preliminary data.

**Summary of Farm and Family Sources and Uses of Dollars—2001 to 2010**

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Number of Families	1,175	1,216	1,102	1,225	1,209	1,196	1,232	1,176	1,164	1,200
Total Tillable Operator Acres	596	623	668	699	694	725	729	745	723	730
Net Farm Income	\$29,678	\$32,168	\$66,290	\$93,704	\$55,030	\$94,756	\$193,675	\$194,207	\$76,697	\$176,886
<b>SOURCES OF DOLLARS</b>										
Nontaxable Receipts	\$39,162	\$38,503	\$38,042	\$53,396	\$48,633	\$48,772	\$63,164	\$82,347	\$74,433	\$85,392
Net Nonfarm Income	23,374	24,716	25,919	27,280	27,810	29,614	31,668	30,913	34,567	35,976
Money Borrowed	194,479	198,884	240,363	246,566	252,685	262,230	306,747	368,663	340,794	361,671
Total Farm Receipts	266,422	267,579	305,957	351,327	351,457	364,712	446,952	581,949	568,554	563,312
<b>TOTAL SOURCE ALL DOLLARS</b>	<b>\$523,437</b>	<b>\$519,682</b>	<b>\$610,281</b>	<b>\$678,569</b>	<b>\$680,585</b>	<b>\$705,328</b>	<b>\$848,531</b>	<b>\$1,063,872</b>	<b>\$1,018,348</b>	<b>\$1,046,351</b>
<b>USES OF DOLLARS—FARM</b>										
Interest Paid	\$19,297	\$17,194	\$17,713	\$17,491	\$18,303	\$21,386	\$25,681	\$25,387	\$22,664	\$22,388
Other Farm Expenses	185,154	182,720	218,726	252,258	260,479	265,931	319,035	409,072	389,334	388,256
Mach. & Bldg. Purchases	30,557	29,699	35,291	46,156	42,495	40,029	59,969	82,684	85,120	84,055
<b>TOTAL FARM EXPENDITURES</b>	<b>\$235,008</b>	<b>\$229,613</b>	<b>\$271,730</b>	<b>\$315,905</b>	<b>\$321,277</b>	<b>\$327,346</b>	<b>\$404,685</b>	<b>\$517,143</b>	<b>\$497,118</b>	<b>\$494,699</b>
Principal Payments	\$179,988	\$183,423	\$225,968	\$229,008	\$230,072	\$245,450	\$274,809	\$332,573	\$319,492	\$327,000
Income & Social Security Taxes	11,475	9,867	7,571	8,208	10,351	10,251	10,964	15,770	20,671	20,064
Savings & Investment	48,866	47,915	52,076	66,885	60,541	62,540	91,829	125,731	108,615	130,366
<b>LIVING EXPENSES</b>										
Contributions	\$1,567	\$1,454	\$1,583	\$1,816	\$2,058	\$1,888	\$2,303	\$2,667	\$2,788	\$2,935
Medical	5,710	6,335	6,581	7,320	7,433	7,665	8,071	8,328	8,579	8,928
Life Insurance	2,660	2,590	2,681	2,753	2,900	2,978	3,039	3,202	3,431	3,442
Expendables	33,275	34,096	37,314	40,700	40,352	42,463	46,881	50,975	50,369	52,300
Total Noncapital	\$43,212	\$44,475	\$48,159	\$52,589	\$52,743	\$54,994	\$60,294	\$65,172	\$65,167	\$67,605
Capital	4,885	4,380	4,749	5,960	5,542	4,692	6,118	7,514	7,267	6,604
<b>TOTAL LIVING EXPENSE</b>	<b>\$48,097</b>	<b>\$48,855</b>	<b>\$52,908</b>	<b>\$58,549</b>	<b>\$58,285</b>	<b>\$59,686</b>	<b>\$66,412</b>	<b>\$72,686</b>	<b>\$72,434</b>	<b>\$74,209</b>
<b>TOTAL USE ALL DOLLARS</b>	<b>\$523,434</b>	<b>\$519,673</b>	<b>\$610,253</b>	<b>\$678,555</b>	<b>\$680,526</b>	<b>\$705,273</b>	<b>\$848,699</b>	<b>\$1,063,903</b>	<b>\$1,018,330</b>	<b>\$1,046,338</b>
Interest as % of Farm Receipts	7.2	6.7	5.8	5.0	5.2	5.9	5.7	4.4	4.0	4.0
Total Family Living/Opr. TA	\$81	\$78	\$79	\$84	\$84	\$82	\$91	\$98	\$100	\$102
Nonfarm Income/Opr. TA	39	40	39	39	40	41	43	41	48	49
Net Family Living/Opr. TA	\$41	\$39	\$40	\$45	\$44	\$41	\$48	\$56	\$52	\$52
Net Farm Cash/Opr. TA	33	29	40	39	29	37	43	66	70	67
Cash Surplus (Deficit)/Opr. TA	(\$8)	(\$10)	(\$0)	(\$6)	(\$15)	(\$4)	(\$5)	\$10	\$18	\$14

### Equivalent Cash Rent Based on Landlord's Crop-Share Data—1985 to 2010

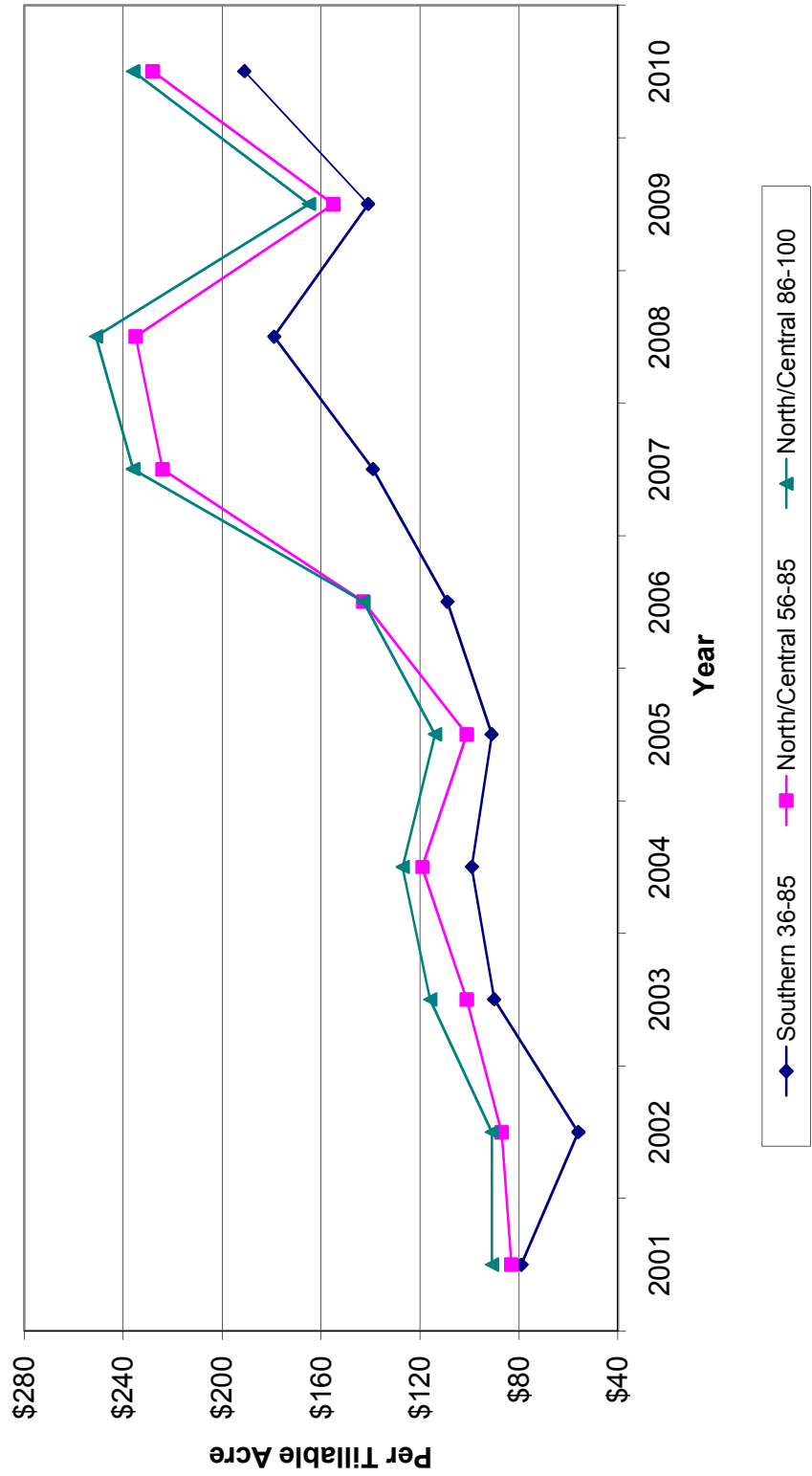
	Gross Returns	-	Expenses	=	Net Rents	+	Taxes, Bldg., & Misc. Expenses	=	Equivalent Gross Cash Rents <sup>1</sup>
(per tillable acre)									
<b>86–100 SPR</b>									
1985	179.40		69.19		110.20		29.64		139.84
1987	147.66		57.85		89.81		27.38		117.19
1988	122.49		61.33		61.16		27.14		88.30
1989	160.32		65.07		95.25		27.41		122.66
1990	161.19		64.97		96.22		27.00		123.22
1991	146.53		65.74		80.79		25.71		106.50
1992	173.68		65.84		107.84		25.64		133.48
1993	187.86		66.11		121.75		25.85		147.60
1994	177.45		67.67		109.78		26.04		135.82
1995	183.44		78.93		104.51		29.57		134.08
1996	211.41		85.18		126.23		31.99		158.22
1997	202.03		87.42		114.61		32.50		147.11
1998	168.45		88.08		80.37		33.04		113.41
1999	183.90		86.99		96.91		35.18		132.09
2000	195.55		88.18		107.37		36.82		144.19
2001	181.81		90.58		91.23		37.04		128.27
2002	179.81		89.26		90.55		34.92		125.47
2003	203.30		87.45		115.85		31.64		147.49
2004	221.45		94.52		126.93		33.45		160.38
2005	217.19		102.83		114.36		33.62		147.98
2006	246.90		104.22		142.68		34.31		176.99
2007	351.33		114.99		236.34		34.86		271.20
2008	390.50		139.95		250.55		37.53		288.08
2009	350.91		185.66		165.25		41.93		207.18
2010	393.92		158.10		235.82		44.10		279.92
<b>56–85 SPR</b>									
1985	158.69		65.75		92.94		29.82		122.76
1986	127.56		60.48		67.08		27.99		95.07
1987	133.53		55.88		77.65		26.36		104.01
1988	102.06		57.38		44.68		24.23		68.91
1989	146.12		56.93		89.19		24.60		113.79
1990	146.95		61.33		85.62		23.86		109.48
1991	114.58		55.30		59.28		22.53		81.81
1992	155.86		55.33		100.53		21.29		121.82
1993	158.87		58.25		100.62		25.13		125.75
1994	161.54		61.33		100.21		21.13		121.34
1995	167.26		70.21		97.05		24.34		121.39
1996	182.63		77.27		105.36		26.13		131.49
1997	186.20		81.33		104.87		27.76		132.63
1998	154.75		81.76		72.99		28.15		101.14
1999	164.00		79.00		85.00		30.04		115.04
2000	178.64		81.65		96.99		32.64		129.63
2001	171.43		86.19		85.24		33.37		118.61
2002	171.89		83.23		88.66		30.66		119.32
2003	186.27		84.22		102.05		28.06		130.11
2004	209.05		88.76		120.29		29.91		150.20
2005	200.09		98.41		101.68		30.31		131.99
2006	232.78		98.34		134.44		30.86		165.30
2007	330.69		108.74		221.95		30.83		252.78
2008	368.99		137.43		231.56		35.32		266.88
2009	333.67		168.95		164.72		36.39		201.11
2010	356.61		144.49		212.12		37.35		249.47

<sup>1</sup> Net rents plus taxes, building repairs, depreciation, and miscellaneous expenses.

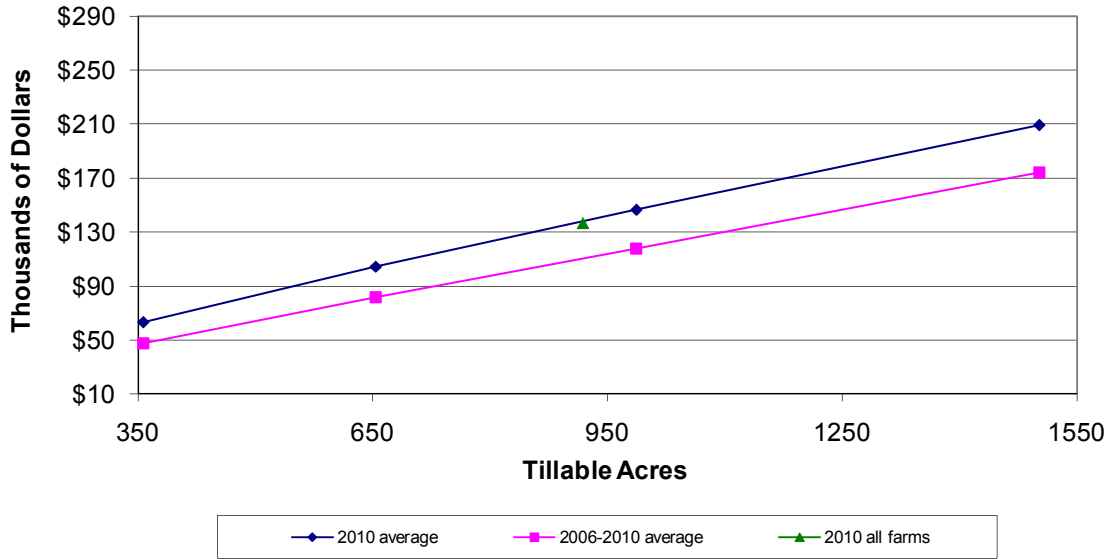
Source: Landlord Shares and Farm Returns reports AE-4693; AE-4657; AERR 205, 203, 199, 197, 190, 187; and unpublished data, Department of Agricultural and Consumer Economics, University of Illinois at Urbana-Champaign. For years 1995 and after, landlord's income and expenses estimated from operator data from FBFM record summaries.

Prepared by Bradley L. Zwilling, Dale Lattz & R. A. Hinton, Ext. Specialists, Dept. of Agr. & Consumer Econ., University of Illinois at Urbana-Champaign.

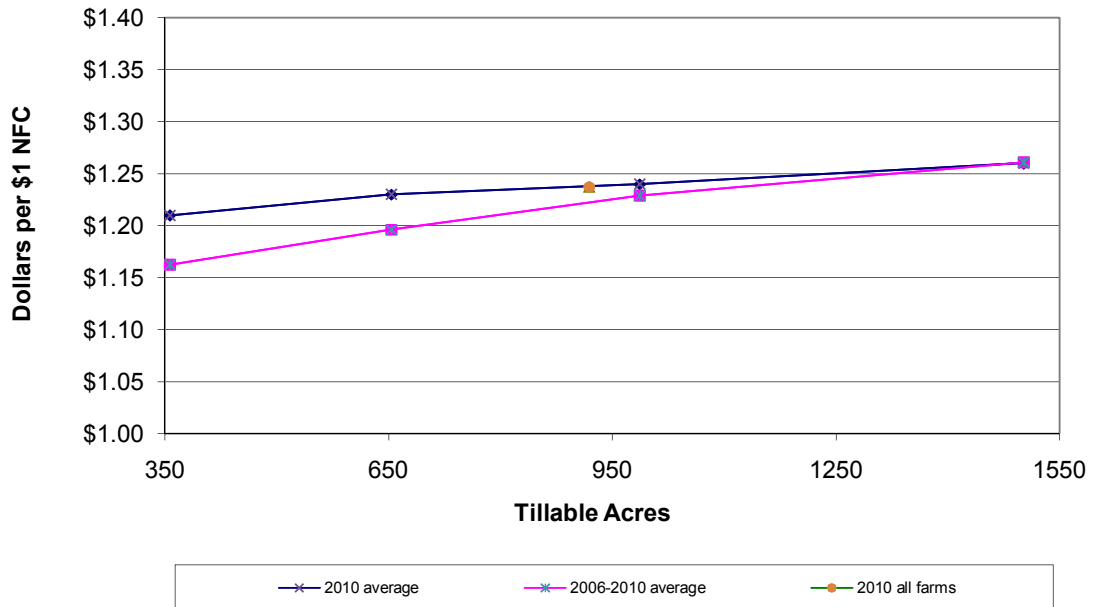
### Landlord's Net Rent per Tillable Acre on Full Tenant Farms, Crop-Share Lease 2001 to 2010



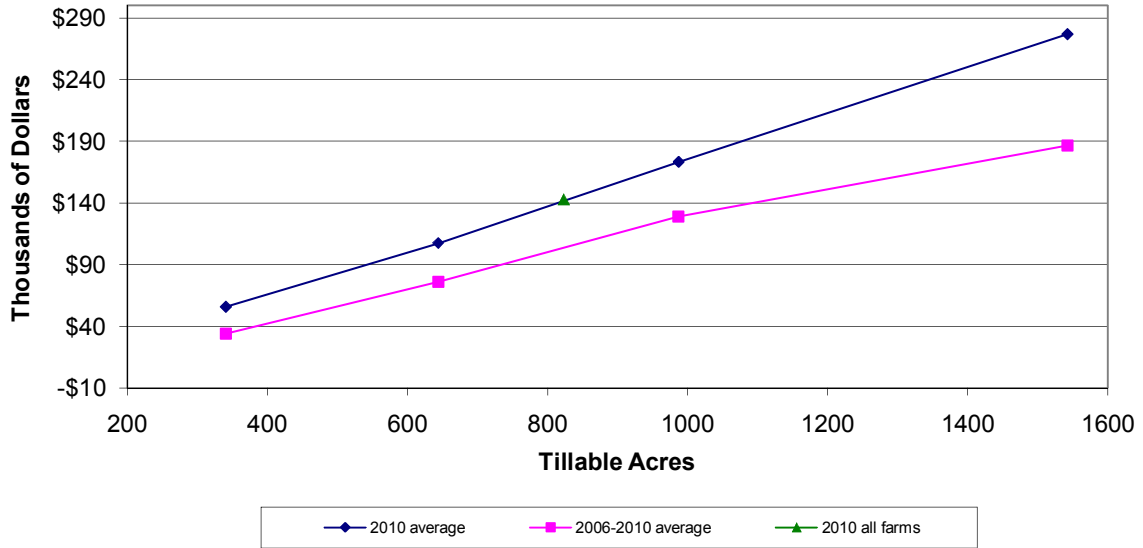
### Central Illinois Grain Farms Operator's Share of Labor and Management Earnings



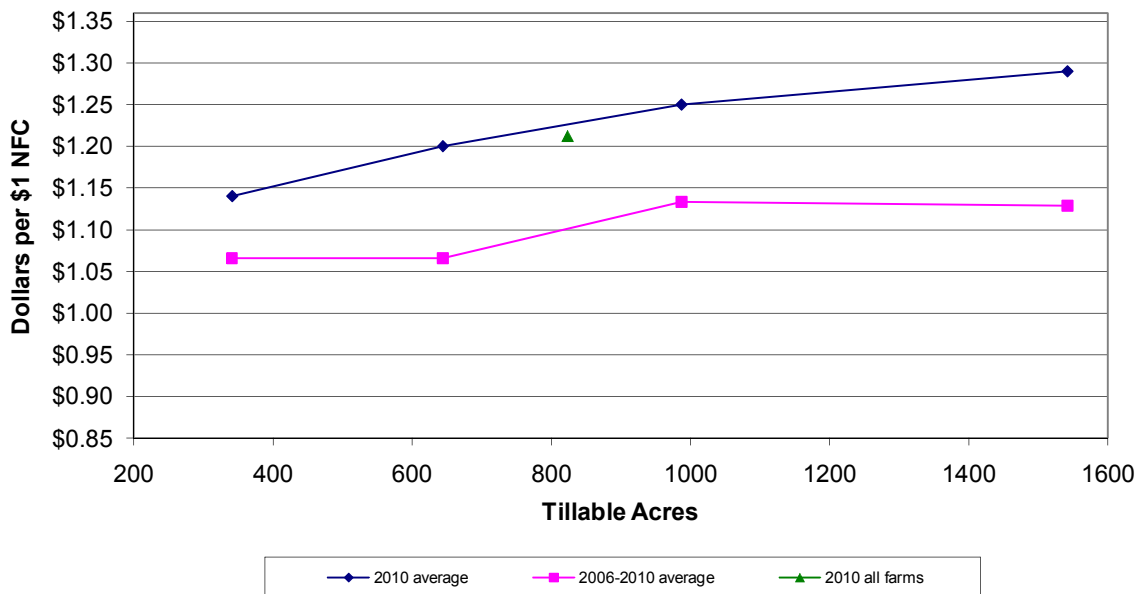
### Central Illinois Grain Farms Value of Production per \$1.00 of Nonfeed Cost



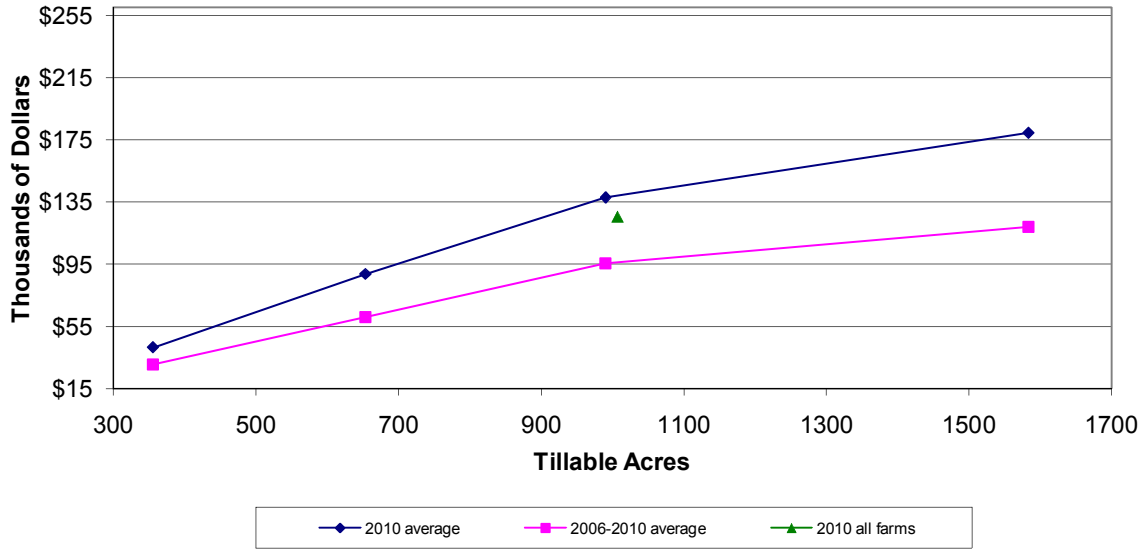
### Northern Illinois Grain Farms Operator's Share of Labor and Management Earnings



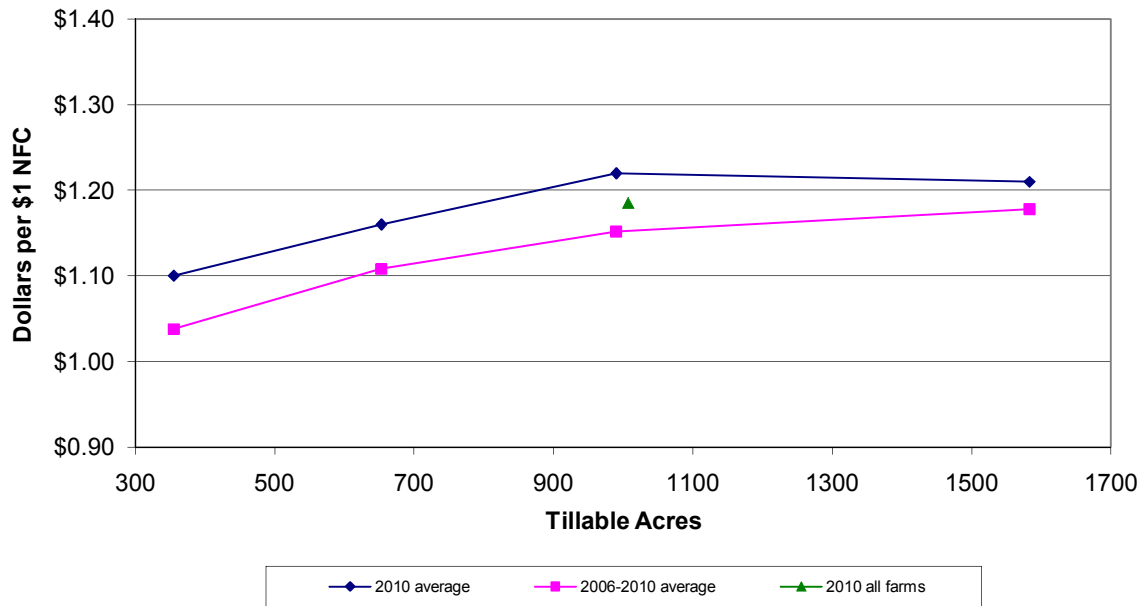
### Northern Illinois Grain Farms Value of Production per \$1.00 of Nonfeed Cost



### Southern Illinois Grain Farms Operator's Share of Labor and Management Earnings

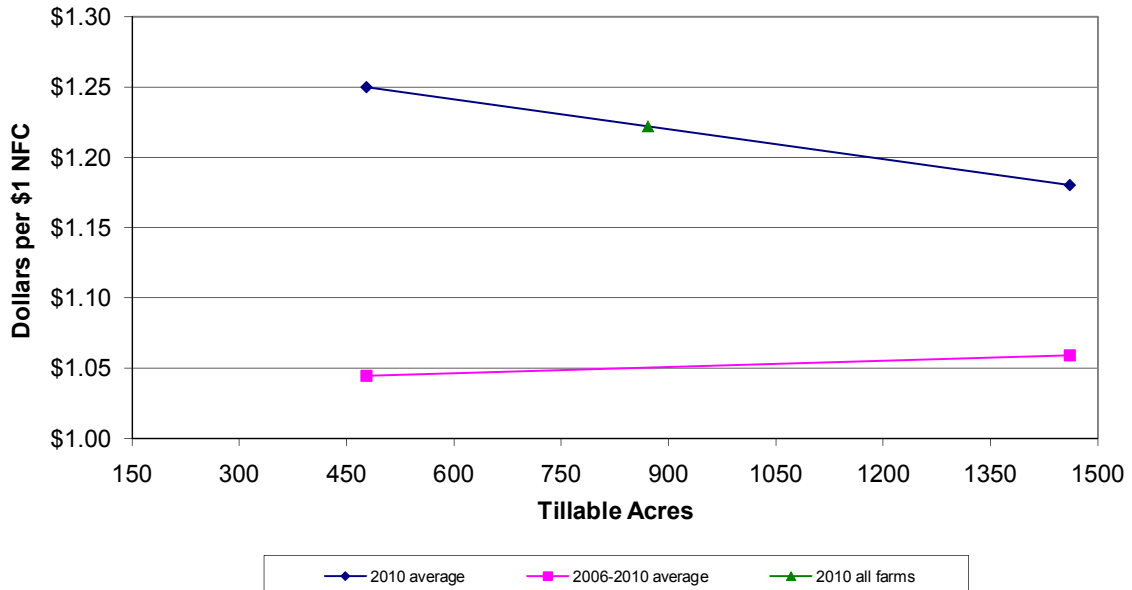


### Southern Illinois Grain Farms Value of Production per \$1.00 of Nonfeed Cost

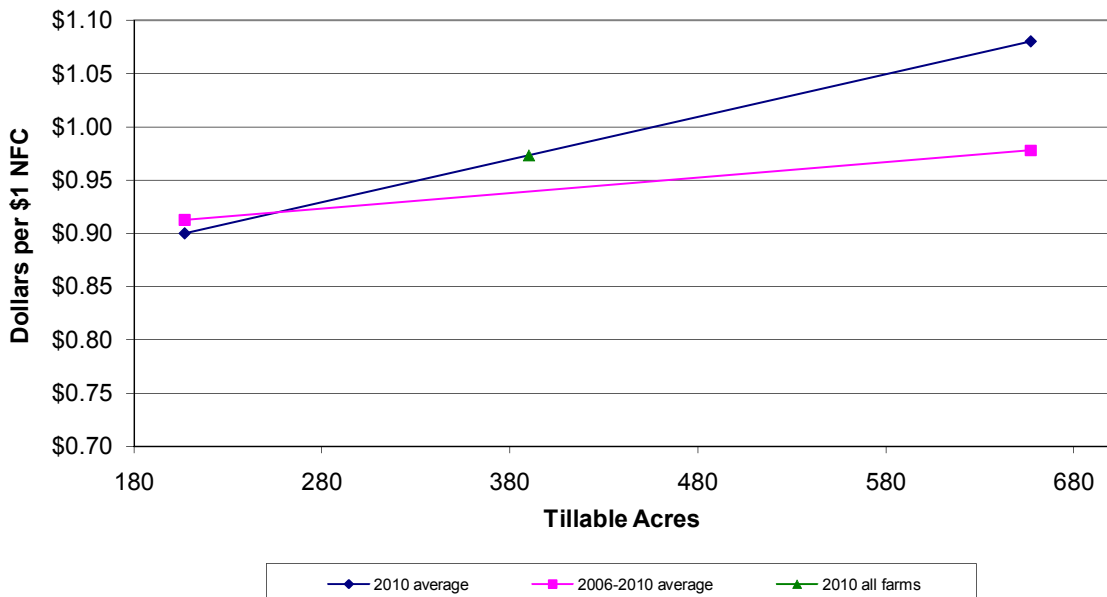




### Illinois Hog Farms Value of Production per \$1.00 of Nonfeed Cost



### Illinois Dairy Farms Value of Production per \$1.00 of Nonfeed Cost



**Per Acre Cost to Grow Corn and Soybeans  
Northern Illinois Grain Farms—No Livestock (56–100 SPR)**

	Corn		Projected 2011		Soybeans		Projected 2011	
	2009	2010	Average	My	2009	2010	Average	My
			Farm	Farm			Farm	Farm
Number of Farms .....	371	377			371	377		
Acres of Crop .....	803	826			416	403		
% Land in Crop .....	63.7	66.0			33.0	31.0		
<b>NONLAND COSTS</b>								
Variable Costs								
Soil Fertility .....	\$154	\$118	\$133		\$45	\$28	\$59	
Pesticides .....	47	44	45		28	26	29	
Seed .....	84	95	90		53	52	57	
Drying .....	48	19	17		4	1	4	
Machinery Repair, Fuel & Hire .....	65	68	70		56	61	49	
Total Variable .....	\$398	\$344	\$355		\$186	\$168	\$198	
% Change .....	10%	-14%	3%		14%	-10%	18%	
Other Nonland Costs								
Labor .....	\$40	\$42	\$42		\$36	\$38	\$38	
Building .....	15	17	14		8	9	8	
Storage .....	9	6	10		5	3	3	
Machinery Depreciation .....	38	41	42		33	26	35	
Nonland Interest .....	42	50	44		37	42	42	
Overhead .....	45	57	49		45	56	45	
Total Other .....	\$189	\$213	\$201		\$164	\$174	\$171	
Total Nonland Costs .....	\$587	\$557	\$556		\$350	\$342	\$369	
% Change .....	7%	-5%	0%		17%	-2%	8%	
<b>LAND COSTS</b>								
Taxes .....	\$29	\$30	\$32		\$29	\$30	\$32	
Adjusted Net Rent .....	151	152	154		151	152	154	
Total Land Costs .....	\$180	\$182	\$186		\$180	\$182	\$186	
<b>TOTAL—ALL COSTS</b> .....	\$767	\$739	\$742		\$530	\$524	\$555	
% Change .....	2%	-4%	0%		14%	-1%	6%	
Yield per Acre, Bushel .....	178	174			49	56		
Nonland Costs per Bushel .....	\$3.30	\$3.20			\$7.14	\$6.11		
All Costs per Bushel .....	\$4.31	\$4.25			\$10.82	\$9.36		
Average Yield Past 4 Years .....	189	187	187		51	52	52	
All Costs per Bushel .....	\$4.06	\$3.95	\$3.97		\$10.39	\$10.08	\$10.67	

**Per Acre Cost to Grow Corn and Soybeans  
Central Illinois Grain Farms—No Livestock (86–100 SPR)**

	Corn		Projected 2011		Soybeans		Projected 2011	
	2009	2010	Average Farm	My Farm	2009	2010	Average Farm	My Farm
Number of Farms .....	617	628			617	628		
Acres of Crop .....	736	684			513	542		
% Land in Crop .....	58.1	55.8			40.5	42.8		
<b>NONLAND COSTS</b>								
Variable Costs								
Soil Fertility .....	\$185	\$122	\$130		\$62	\$42	\$60	
Pesticides .....	52	44	49		31	27	31	
Seed .....	90	95	98		58	61	62	
Drying .....	38	22	19		1	1	1	
Machinery Repair, Fuel & Hire .....	45	47	48		40	43	44	
Total Variable .....	\$410	\$330	\$344		\$192	\$174	\$198	
% Change .....	10%	-20%	4%		9%	-9%	14%	
Other Nonland Costs								
Labor .....	\$40	\$40	\$41		\$38	\$38	\$39	
Building .....	10	10	11		7	8	6	
Storage .....	14	13	11		7	6	5	
Machinery Depreciation .....	35	38	39		31	34	35	
Nonland Interest .....	46	50	46		42	45	44	
Overhead .....	38	35	42		36	33	38	
Total Other .....	\$183	\$186	\$190		\$161	\$164	\$167	
Total Nonland Costs .....	\$593	\$516	\$534		\$353	\$338	\$365	
% Change .....	12%	-13%	3%		12%	-4%	8%	
<b>LAND COSTS</b>								
Taxes .....	\$29	\$31	\$33		\$29	\$31	\$33	
Adjusted Net Rent .....	164	170	172		164	170	172	
Total Land Costs .....	\$193	\$201	\$205		\$193	\$201	\$205	
<b>TOTAL—ALL COSTS</b> .....	\$786	\$717	\$739		\$546	\$539	\$570	
% Change .....	11%	-9%	3%		11%	-1%	6%	
Yield per Acre, Bushel .....	192	168			55	60		
Nonland Costs per Bushel .....	\$3.09	\$3.07			\$6.42	\$5.63		
All Costs per Bushel .....	\$4.09	\$4.27			\$9.93	\$8.98		
Average Yield Past 4 Years .....	193	190	190		55	56	56	
All costs per bushel .....	\$4.07	\$3.77	\$3.89		\$9.93	\$9.63	\$10.18	

**Per Acre Cost to Grow Corn and Soybeans  
Central Illinois Grain Farms—No Livestock (Low Soil Rating of 56–85 SPR)**

	Corn		Projected 2011		Soybeans		Projected 2011	
	2009	2010	Average	My	2009	2010	Average	My
			Farm	Farm			Farm	Farm
Number of Farms .....	352	345			352	345		
Acres of Crop .....	717	729			531	575		
% Land in Crop .....	55.7	54.9			41.2	42.2		
<b>NONLAND COSTS</b>								
Variable Costs								
Soil Fertility .....	\$172	\$124	\$90		\$48	\$35	\$45	
Pesticides .....	52	44	47		33	28	30	
Seed .....	90	94	100		47	49	55	
Drying .....	37	17	10		1	1	2	
Machinery Repair, Fuel & Hire .....	55	58	49		49	52	42	
Total Variable .....	\$406	\$337	\$296		\$178	\$165	\$174	
% Change .....	13%	-17%	-12%		8%	-7%	5%	
Other Nonland Costs								
Labor .....	\$40	\$40	\$40		\$40	\$40	\$40	
Building .....	12	14	12		10	10	8	
Storage .....	9	10	6		4	4	4	
Machinery Depreciation .....	29	37	32		32	32	32	
Nonland Interest .....	43	45	43		38	40	37	
Overhead .....	52	41	53		42	39	42	
Total Other .....	\$185	\$187	\$186		\$166	\$165	\$163	
Total Nonland Costs .....	\$591	\$524	\$482		\$344	\$330	\$337	
% Change .....	13%	-11%	-8%		10%	-4%	2%	
<b>LAND COSTS</b>								
Taxes .....	\$22	\$23	\$24		\$22	\$23	\$24	
Adjusted Net Rent .....	139	140	142		139	140	142	
Total Land Costs .....	\$161	\$163	\$166		\$161	\$163	\$166	
<b>TOTAL—ALL COSTS</b> .....	\$752	\$687	\$648		\$505	\$493	\$503	
% Change .....	11%	-9%	-6%		9%	-2%	2%	
Yield per Acre, Bushel .....	187	157			52	54		
Nonland Costs per Bushel .....	\$3.16	\$3.34			\$6.62	\$6.11		
All Costs per Bushel .....	\$4.02	\$4.38			\$9.71	\$9.13		
Average Yield Past 4 Years .....	185	181	181		52	52	52	
All Costs per Bushel .....	\$4.06	\$3.80	\$3.58		\$9.71	\$9.48	\$9.67	

**Per Acre Cost to Grow Corn and Soybeans  
Southern Illinois Grain Farms—No Livestock**

	Corn		Projected 2011		Soybeans		Projected 2011	
	2009	2010	Average	My	2009	2010	Average	My
			Farm	Farm			Farm	Farm
Number of Farms .....	207	213			207	213		
Acres of Crop .....	612	732			694	699		
% Land in Crop .....	40.2	48.2			45.6	46.1		
<b>NONLAND COSTS</b>								
Variable Costs								
Soil Fertility .....	\$149	\$134	\$120		\$46	\$41	\$40	
Pesticides .....	55	45	52		40	33	35	
Seed .....	84	90	91		49	53	54	
Drying .....	18	10	9		1	1	1	
Machinery Repair, Fuel & Hire .....	57	59	60		53	55	43	
Total Variable .....	\$363	\$338	\$332		\$189	\$183	\$173	
% Change .....	7%	-7%	-2%		5%	-3%	-5%	
Other Nonland Costs								
Labor .....	\$44	\$44	\$44		\$40	\$40	\$40	
Building .....	16	17	12		10	10	6	
Storage .....	4	3	4		1	1	2	
Machinery Depreciation .....	44	47	47		42	45	43	
Nonland Interest .....	39	39	39		38	41	38	
Overhead .....	41	40	40		40	40	33	
Total Other .....	\$188	\$190	\$186		\$171	\$177	\$162	
Total Nonland Costs .....	\$551	\$528	\$518		\$360	\$360	\$335	
% Change .....	8%	-4%	-2%		7%	0%	-7%	
<b>LAND COSTS</b>								
Taxes .....	\$16	\$15	\$17		\$16	\$15	\$17	
Adjusted Net Rent .....	89	92	93		89	92	93	
Total Land Costs .....	\$105	\$107	\$110		\$105	\$107	\$110	
<b>TOTAL—ALL COSTS</b> .....	\$656	\$635	\$628		\$465	\$467	\$445	
% Change .....	8%	-3%	-1%		7%	0%	-5%	
Yield per Acre, Bushel .....	163	148			44	49		
Nonland Costs per Bushel .....	\$3.38	\$3.57			\$8.18	\$7.35		
All Costs per Bushel .....	\$4.02	\$4.29			\$10.57	\$9.53		
Average Yield Past 4 Years .....	155	156	156		44	45	44	
All Costs per Bushel .....	\$4.23	\$4.07	\$4.03		\$10.57	\$10.38	\$10.11	

## ILLINOIS

### Cost to Grow Corn—1976 to Date

YEAR	YIELD	TOTAL COST/A.	COST PER BUSHEL	ILLINOIS * ANNUAL AVE. PRICE	MANAGEMENT MARGIN
1976 . . . . .	143	288	2.01	2.14	0.13
1977 . . . . .	121	300	2.48	2.09	-0.39
1978 . . . . .	132	308	2.33	2.30	-0.03
1979 . . . . .	148	349	2.36	2.57	0.21
1980 . . . . .	94	385	4.10	3.14	-0.96
1981 . . . . .	138	390	2.83	2.53	-0.30
1982 . . . . .	145	380	2.62	2.66	0.04
1983 . . . . .	86	374	4.35	3.26	-1.09
1984 . . . . .	129	364	2.82	2.65	-0.17
1985 . . . . .	153	356	2.33	2.27	-0.06
1986 . . . . .	149	341	2.29	1.54	-0.75
1987 . . . . .	145	329	2.27	1.96	-0.31
1988 . . . . .	78	324	4.15	2.59	-1.56
1989 . . . . .	140	322	2.30	2.40	0.10
1990 . . . . .	137	332	2.42	2.36	-0.06
1991 . . . . .	113	320	2.83	2.46	-0.37
1992 . . . . .	163	321	1.97	2.11	0.14
1993 . . . . .	138	345	2.50	2.57	0.07
1994 . . . . .	170	360	2.12	2.27	0.15
1995 . . . . .	122	395	3.24	3.30	0.06
1996 . . . . .	146	414	2.84	2.79	-0.05
1997 . . . . .	138	432	3.13	2.53	-0.60
1998 . . . . .	149	427	2.87	2.04	-0.83
1999 . . . . .	152	407	2.68	1.91	-0.77
2000 . . . . .	158	416	2.63	1.91	-0.72
2001 . . . . .	161	420	2.61	2.04	-0.57
2002 . . . . .	145	401	2.77	2.35	-0.42
2003 . . . . .	174	395	2.27	2.42	0.15
2004 . . . . .	184	425	2.31	2.14	-0.17
2005 . . . . .	150	458	3.05	2.08	-0.97
2006 . . . . .	174	488	2.80	3.07	0.27
2007 . . . . .	190	542	2.85	4.09	1.24
2008 . . . . .	194	647	3.34	4.01	0.67
2009 . . . . .	184	756	4.11	3.53 **	-0.58
2010 . . . . .	164	705	4.30	5.08 **	0.78
2006-2010 Avg.	181	628	3.48	3.96	0.48
2001-2010 Avg.	172	524	3.04	3.08	0.04

2001-10 Ave. cost per bu. to grow soybeans was 2.64 times the cost per bu. to grow corn in the same period.

\* Seasonal average annual price for corresponding crop year.

\*\* Estimated

## ILLINOIS Cost to Grow Soybeans—1976 to Date

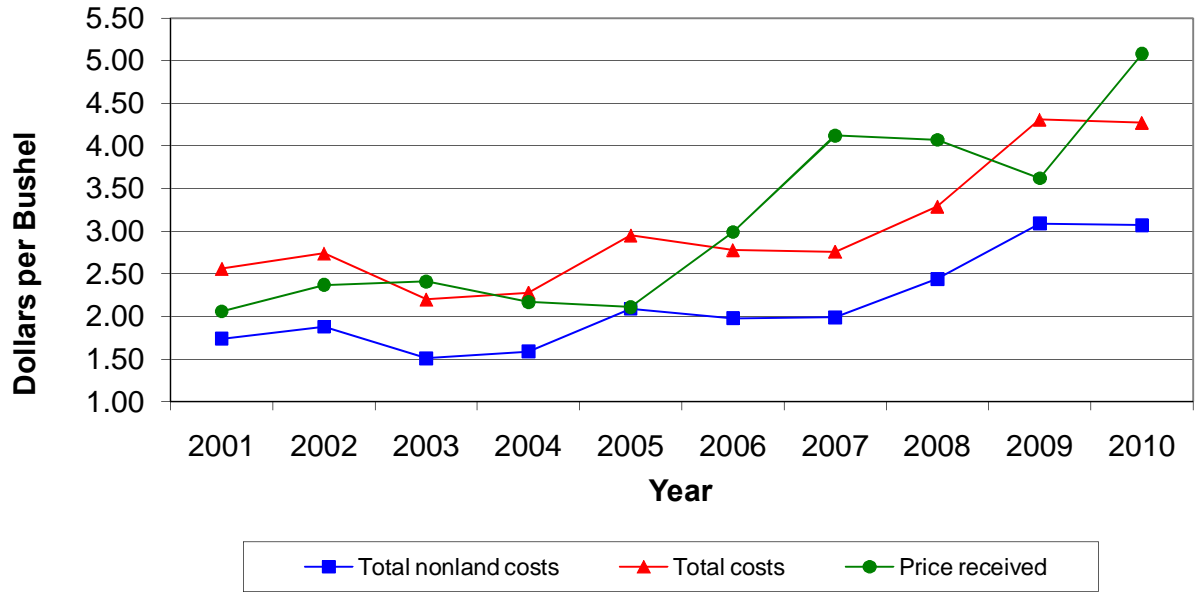
YEAR	YIELD	TOTAL COST/A.	COST PER BUSHEL	ILLINOIS * ANNUAL AVE. PRICE	MANAGEMENT MARGIN
1976 . . . . .	42	231	5.50	7.05	1.55
1977 . . . . .	46	248	5.39	6.01	0.62
1978 . . . . .	43	255	5.93	6.75	0.82
1979 . . . . .	45	283	6.29	6.46	0.17
1980 . . . . .	40	310	7.75	7.62	-0.13
1981 . . . . .	42	308	7.33	6.15	-1.18
1982 . . . . .	43	297	6.91	5.89	-1.02
1983 . . . . .	35	296	8.46	7.94	-0.52
1984 . . . . .	37	289	7.81	5.85	-1.96
1985 . . . . .	49	276	5.63	5.17	-0.46
1986 . . . . .	45	264	5.87	4.91	-0.96
1987 . . . . .	44	260	5.91	6.00	0.09
1988 . . . . .	28	261	9.32	7.45	-1.87
1989 . . . . .	46	257	5.59	5.76	0.17
1990 . . . . .	45	265	5.89	5.85	-0.04
1991 . . . . .	41	258	6.29	5.70	-0.59
1992 . . . . .	47	255	5.43	5.69	0.26
1993 . . . . .	46	280	6.09	6.49	0.40
1994 . . . . .	50	291	5.82	5.61	-0.21
1995 . . . . .	43	317	7.37	6.88	-0.49
1996 . . . . .	44	334	7.59	7.55	-0.04
1997 . . . . .	48	351	7.31	6.56	-0.75
1998 . . . . .	48	347	7.23	5.01	-2.22
1999 . . . . .	48	333	6.94	4.75	-2.19
2000 . . . . .	47	341	7.26	4.62	-2.64
2001 . . . . .	48	338	7.04	4.55	-2.49
2002 . . . . .	48	326	6.79	5.66	-1.13
2003 . . . . .	38	320	8.42	7.51	-0.91
2004 . . . . .	54	333	6.17	5.84	-0.33
2005 . . . . .	52	353	6.79	5.76	-1.03
2006 . . . . .	53	375	7.08	6.68	-0.40
2007 . . . . .	51	416	8.16	10.40	2.24
2008 . . . . .	51	477	9.35	10.20	0.85
2009 . . . . .	51	522	10.24	9.80 **	-0.44
2010 . . . . .	56	515	10.24	11.43 **	1.19
2006-2010 Avg.	52	461	9.01	9.70	0.69
2001-2010 Avg.	50	398	8.03	7.78	-0.25

2001-10 Ave. cost per bu. to grow soybeans was 2.64 times the cost per bu. to grow corn in the same period.

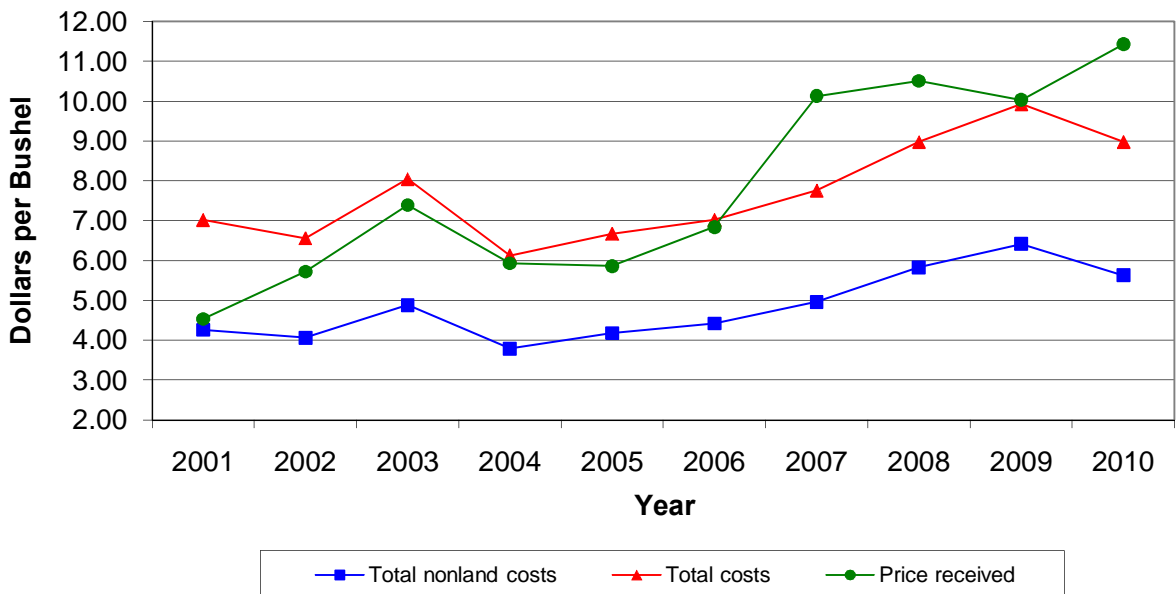
\* Seasonal average annual price for corresponding crop year.

\*\* Estimated

### Costs and Returns per Bushel of Corn, Central Illinois Grain Farms 2001 to 2010

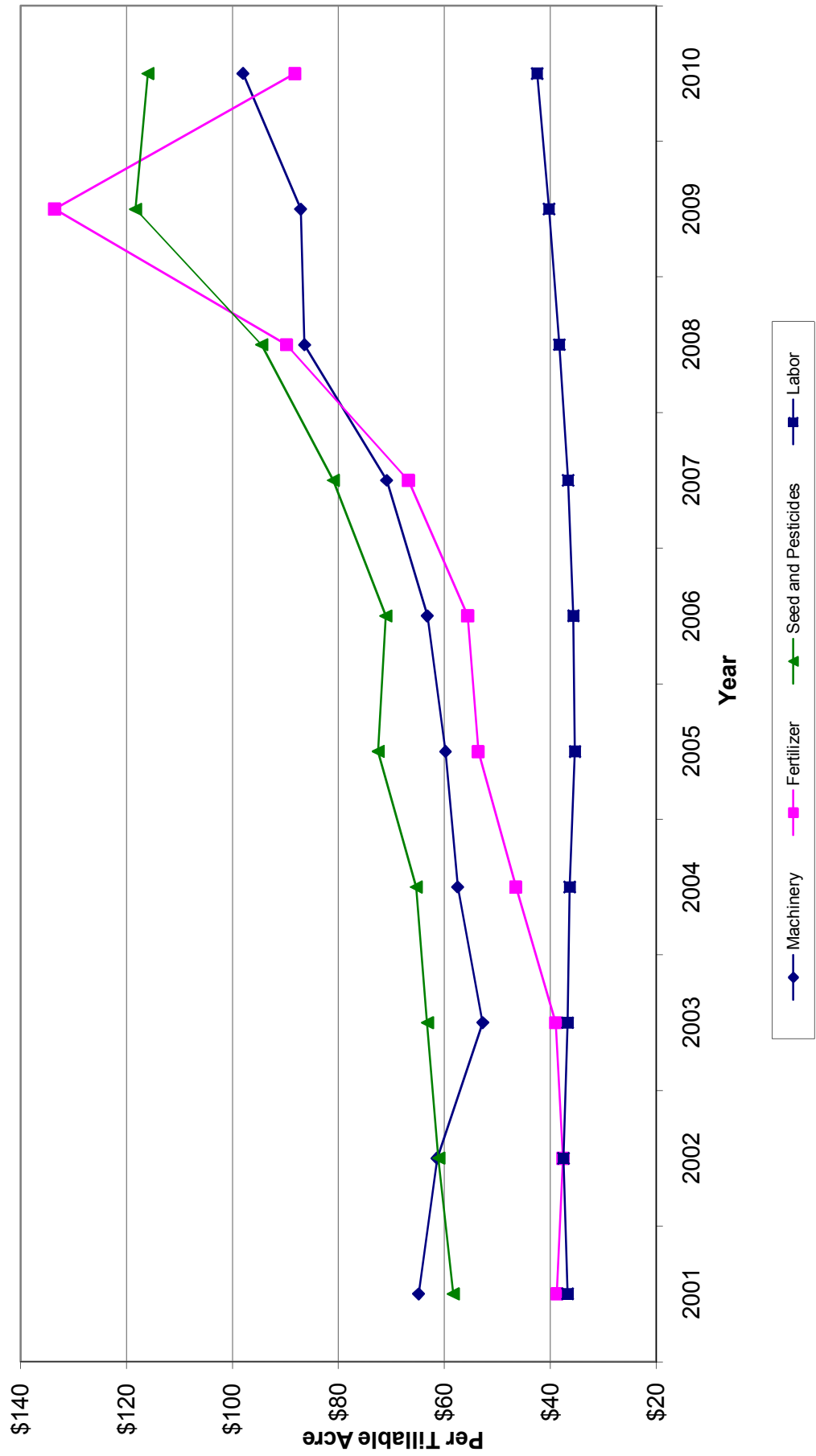


### Costs and Returns per Bushel of Soybeans, Central Illinois Grain Farms 2001 to 2010





### Trends in Selected Operating Costs per Acre, Central Illinois Pure-Grain Farms 2001 to 2010



### Livestock Enterprise Standards of Performance—2010

Farrow-to-Finish Hog Enterprise	Average Farm	High 1/3 Return	Litters Farrowed			Average Farm
			10-149	150-349	350+	
Number of Farms	39	13	15	9	15	Number of Farms
Pounds of Pork Produced	899,588	1,481,932	181,817	503,550	1,854,982	Pounds of Pork Produced
Pounds of Pork per Litter	2,275	2,449	2,248	2,130	2,303	Pounds of Pork per Litter
Total Returns	492,661	812,710	98,928	283,497	1,011,892	Total Returns
Value of Feed Fed	315,366	474,838	71,583	187,242	636,023	Value of Feed Fed
Returns per \$100 Feed Fed	156	171	138	151	159	Returns per \$100 Feed Fed
Returns above Feed per Litter	448	558	338	407	467	Returns above Feed per Litter
Number of Litters Farrowed	395	605	81	236	805	Number of Litters Farrowed
Pigs Farrowed per Litter	10.62	10.80	9.82	10.27	10.76	Pigs Farrowed per Litter
Pigs Weaned per Litter	8.96	9.24	8.18	8.51	9.12	Pigs Weaned per Litter
Weaning Survival Rate %	84	86	83	83	85	Weaning Survival Rate %
Litters Farrowed per Female Year	1.98	2.06	1.46	2.06	2.06	Litters Farrowed per Female Year
Pigs Weaned per Female Year	17.90	18.58	11.59	17.85	19.04	Pigs Weaned per Female Year
Number of Crates	42	59	23	30	73	Number of Crates
Pigs Weaned per Crate	74.9	89.7	31.4	65.0	93.5	Pigs Weaned per Crate
Death Loss Total—% of Pounds Produced	2.7	2.3	2.4	2.9	2.7	Death Loss Total—% of Pounds Produced
Weight per Market Hog Sold	264	268	267	257	264	Weight per Feeder Pig Sold
Weight per Breeding Hog Sold	473	466	497	470	469	Price Received per Pig
Price Received / 100 Pounds - Market	53.55	53.45	54.05	53.88	53.46	Price Received per 100 Pounds
Price Received / 100 Pounds - Breeding	47.57	50.06	44.79	45.27	48.81	Total Return per 100 Pounds Produced
Total Return per 100 Pounds Produced	54.77	54.84	54.41	56.30	54.55	Feed Cost per 100 Pounds Produced
Feed Cost per 100 Pounds Produced	35.06	32.04	39.37	37.18	34.29	Pounds of Feed per 100 Pounds Produced:
Pounds of Feed per 100 Pounds Produced:						Grain/Complete Feed
Grain/Complete Feed	258	237	285	260	256	Supplement
Supplement	75	71	91	82	72	Total Concentrates
Total Concentrates	333	308	375	342	327	Cost per 100 Pounds of Supplement
Cost per 100 Pounds of Supplement	22.77	21.49	21.69	23.36	22.79	Cost per 100 Pounds of Concentrates
Cost per 100 Pounds of Concentrates	10.53	10.41	10.47	10.86	10.48	

Feeder Cattle Enterprise	Average Farm	High 1/3 Return	Purchase Weight			Average Farm
			1-500	500-749	750+	
Number of Farms	88	29	24	47	15	Number of Farms
Total Pounds Produced	168,457	262,066	59,563	161,790	378,654	Total Pounds Produced
Total Returns	156,955	256,224	53,708	147,102	367,060	Total Returns
Value of Feed Fed	96,419	125,373	37,390	95,178	203,419	Value of Feed Fed
Returns per \$100 Feed Fed	163	204	144	155	180	Returns per \$100 Feed Fed
Average Weight Purchased	670	685	289	601	810	Average Weight Purchased
Price Paid per 100 Pounds	106.86	106.27	99.65	109.61	104.61	Price Paid per 100 Pounds
Price Paid per Head	716	728	288	659	847	Price Paid per Pig
Average Weight Sold	1,296	1,300	1,331	1,243	1,351	Average Weight Sold
Price Received per 100 Pounds	92.41	94.23	86.72	92.03	93.50	Price Received per 100 Pounds
Total Return per 100 Pounds	93.17	97.77	90.17	90.92	96.94	Total Return per 100 Pounds
Feed Cost per 100 Pounds	57.24	47.84	62.77	58.83	53.72	Feed Cost per 100 Pounds
Death Loss: Numbers	7	12	5	8	8	Death Loss: Numbers
Pounds	4,614	7,741	2,630	5,351	5,817	Pounds
% of Pounds Produced	2.7	3.0	4.4	3.3	1.5	% of Pounds Produced
Pounds of Feed per 100 Pounds Produced:						Pounds of Feed per 100 Pounds Produced:
Grain/Complete Feed	693	742	556	756	648	Grain/Complete Feed
Supplement	51	39	77	49	45	Supplement
Total Concentrates	744	781	634	805	693	Total Concentrates
Hay & Dry Roughage	96	85	154	107	66	Cost per 100 Pounds of Supplement
Corn Silage	234	117	305	250	199	Cost per 100 Pounds of Concentrates
Other Silage	34	8	0	29	49	
Hay Equivalent—Tons	0.10	0.07	0.12	0.11	0.08	
Cost per 100 Pounds of Supplement	19.19	14.81	18.11	17.35	22.36	
Cost per 100 Pounds of Concentrates	6.61	5.46	8.20	6.09	7.02	

Feeder Pig Producing Enterprise	Average Farm	Purchase Weight	
		<20	35+
Number of Farms		35	5
Pounds of Pork Produced		1,310,852	359,970
Pounds of Pork per Litter		576,468	136,509
Total Returns		351,722	107,795
Value of Feed Fed		164	127
Returns per \$100 Feed Fed		14	53
Returns above Feed per Litter		257.88	130.70
Number of Litters Farrowed		36.70	69.59
Pigs Farrowed per Litter		267	268
Pigs Weaned per Litter		55.41	53.21
Weaning Survival Rate %		43.98	37.92
Litters Farrowed per Female Year		26.83	29.95
Pigs Weaned per Female Year			
Number of Crates			
Pigs Weaned per Crate			
Death Loss Total—% of Pounds Produced			
Weight per Feeder Pig Sold			
Price Received per Pig			
Price Received per 100 Pounds			
Total Return per 100 Pounds Produced			
Feed Cost per 100 Pounds Produced			
Pounds of Feed per 100 Pounds Produced:			
Grain/Complete Feed			
Supplement			
Total Concentrates			
Cost per 100 Pounds of Supplement			
Cost per 100 Pounds of Concentrates			

(table continues on p. 33)

### Livestock Enterprise Standards of Performance—2010 (cont.)

Beef Cow Enterprise	Pounds of Beef Produced per Cow			High Return <600	Average All Farms	Sheep Enterprise	Average Farm
	<600	600-900	900+				
Number of Farms	62	58	36	20	156	Number of Farms	5
Number of Cows in Herd	59	52	54	71	55	Number of Ewes in Flock	43
Number of Calves Born	50	46	53	63	49	Number of Lambs Born	60
Calving %	86	88	98	88	89	% Lamb Crop	139
Total Pounds Produced	26,984	37,986	60,945	32,145	38,912	Total Pounds Produced	8,957
Total Returns	25,991	35,369	55,876	37,152	36,374	Total Returns	8,801
Value of Feed Fed	19,224	26,067	35,939	17,339	25,625	Value of Feed Fed	6,343
Returns per \$100 Feed Fed	135	136	155	214	142	Returns per \$100 Feed Fed	139
Returns above Feed per Cow	115	179	367	280	195	Returns above Feed per Ewe	57
Pounds of Beef per Cow in Herd	458	733	1,123	454	705	Pounds Produced per Ewe in Flock	207
Death Loss Total—% of Pounds Produced	9.3	4.0	4.3	9.9	5.6	Death Loss Total—% of Pounds Produced	8.3
Market Survival Rate %	91.4	95.0	95.0	91.2	93.8	Market Survival Rate %	
Breeding Survival Rate %	97.1	98.4	97.6	96.7	97.7	Breeding Survival Rate %	90.3
Weight per Market Animal Sold	542	677	1,049	531	714	Weight per Market Animal Sold	125
Price Received / 100 Pounds Sold—Market	100.20	97.82	93.60	105.71	97.02	Price Received / 100 Pounds Sold—Market	134.33
Price Received / 100 Pounds Sold—Breeding	58.26	55.93	62.90	55.54	58.65	Price Received / 100 Pounds Sold—Breeding	96.39
Feed Cost per 100 Pounds Produced	71.24	68.62	58.97	53.94	65.86	Feed Cost per 100 Pounds Produced	70.82
Pounds of Feed per 100 Pounds Produced:						Pounds of Feed per 100 Pounds Produced:	
Grain/Complete Feed	146	113	237	143	167	Grain/Complete Feed	312
Supplement	101	62	68	55	75	Supplement	72
Total Concentrates	246	175	305	198	242	Total Concentrates	384
Hay & Dry Roughage	957	811	479	799	731	Hay & Dry Roughage	482
Corn Silage	116	463	308	110	311	Other Silage	0
Other Silage	51	117	37	0	70	Pasture Days	9
Pasture Days	42	22	19	27	26	Hay Equiv.	0.33
Pasture Days per Animal Unit	138	115	134	92	129	Pasture Days per Animal Unit	39
Hay Equivalent per Cow—Tons	4.4	5.4	5.7	3.2	5.0	Hay Equivalent per Ewe—Tons	0.7
Cost per 100 Pounds of Concentrates	8.84	11.56	9.17	7.68	9.70	Cost per 100 Pounds of Concentrates	10.30

Dairy Cattle Enterprise	Average Farm	Number of Cows			High 1/3 80-149 Cows
		40-79	80-149	150+	
Number of Farms	79	25	29	15	10
Number of Cows	121.1	57.9	103.6	320.0	111.2
% of Cows Dry	12.9	14.7	11.5	12.7	11.6
Animal Units in Herd	231	109	194	622	177
Total Cwt. of Milk Produced	25,188	10,401	20,766	72,005	24,258
Pounds of Beef Produced	74,162	35,369	55,419	210,042	61,763
Total Returns	448,876	185,488	377,322	1,268,350	457,161
Value of Feed	266,460	127,622	231,722	697,033	228,213
Returns per \$100 Feed Fed	168	145	163	182	200
Returns above Feed per Cow	1,506	999	1,405	1,786	2,059
Pounds of Beef per Cow	612	611	535	656	555
Pounds of Milk per Cow	20,791	17,962	20,038	22,505	21,813
Pounds of Butterfat per Cow	749	658	741	795	783
Death Loss: % of Pounds Produced	16.8	21.7	20.4	13.5	17.8
Feed Cost Per Cwt. Milk Equivalent *	9.84	11.25	10.55	8.97	8.71
Price Received for 100 Pounds Milk	16.30	15.94	16.66	16.22	16.86
Price Received for 100 Pounds Beef—Market	83.81	74.86	88.24	86.29	76.30
Pounds of Feed Per Cwt. Milk Equivalent *					
Grain/Complete Feed	30	36	34	26	33
Supplement	16	18	16	15	13
Total Concentrates	46	54	50	41	47
Hay & Dry Roughage	21	30	26	14	16
Corn Silage	86	92	87	83	78
Other Silage	51	55	39	57	35
Pasture Days per Animal Unit	13	18	21	5	1
Hay Equivalent per Cow—Tons	8.2	8.5	7.9	8.2	6.7
Cost per 100 Pounds of Supplement	20.56	19.73	22.14	20.06	21.42
Cost per 100 Pounds of Concentrates	11.48	11.17	11.58	11.63	10.96
Dairy Patronage/FSA Payments/Cwt. Milk	0.29	0.44	0.50	0.11	0.60

Enterprise smaller than following not included:  
Hogs..... 10 Litters  
Beef & Dairy..... 10 cows  
Feeder Cattle..... 10,000 lbs produced

Value of Feed Fed Average Grain Prices:  
Corn..... \$3.86  
Oats..... \$2.48  
Wheat..... \$5.12

Commercial Feeds priced at actual cost.  
Hay and Silage priced at Farm Value.  
Pasture charged at \$0.40 per Animal Unit Pasture Day.

\* Milk equivalent equals value of beef produced divided by average price received per cwt. milk plus cwt. of milk produced.

## Livestock Returns above Cost of Feed and Purchased Animals—2006 to 2010

Year	Feeder			Dairy (per cow)	Beef Herd Calves Sold (per cow)
	Hogs (per cwt.)	Pigs (per cwt.)	Cattle (per cwt.)		
2006 .....	19.25	12.97	9.60	1,501	128
2007 .....	11.04	6.67	21.37	2,360	45
2008 .....	5.84	1.77	1.60	1,775	(51)
2009 .....	7.50	3.46	13.43	838	32
2010 .....	19.71	15.36	35.94	1,506	115
5-Yr. Average .....	12.67	8.05	16.39	1,596	54
Nonfeed Costs, 2006–2010					
Direct Cash .....	10.68	6.41	18.98	1,002	36
Other Costs .....	<u>9.59</u>	<u>6.28</u>	<u>9.09</u>	<u>882</u>	<u>167</u>
TOTAL .....	20.27	12.68	28.07	1,884	203
Nonfeed Costs—For Future Expansion					
Direct Cash .....	14.06	8.43	24.98	1,483	53
Other Costs .....	<u>12.61</u>	<u>8.26</u>	<u>11.96</u>	<u>1,306</u>	<u>247</u>
TOTAL .....	26.67	16.69	36.94	2,789	300

**Cost to Produce Pork, Farms Under 500 Litters—2007 to 2010<sup>1</sup>**

Items	2007	2008	2009	2010 Est
Number of Farms .....	8	7	8	
Tillable Acres .....	542	811	448	
Number of Litters .....	250	209	261	
Total Returns .....	\$39.73	\$42.89	\$37.84	\$53.99
Cash Costs				
Feed .....	\$30.44	\$38.84	\$34.14	\$35.67
Operating Expenses .....				
Maintenance and Power <sup>2</sup> .....	\$5.10	\$4.79	\$3.87	
Livestock Expense .....	3.13	3.22	2.82	
Insurance, Taxes, and Overhead .....	<u>1.35</u>	<u>1.53</u>	<u>1.70</u>	
Total Operating Expenses .....	\$9.58	\$9.54	\$8.39	\$12.27
Total Cash Costs .....	\$40.02	\$48.38	\$42.53	\$47.94
Other Costs				
Depreciation <sup>3</sup> .....	\$1.19	\$1.11	\$0.97	
Labor .....	4.82	4.43	5.64	
Interest Charge on All Capital .....	<u>3.43</u>	<u>2.75</u>	<u>1.60</u>	
Total Other Costs .....	\$9.44	\$8.29	\$8.21	\$14.33
Total Nonfeed Costs .....	\$19.02	\$17.83	\$16.60	\$26.60
Total All Costs .....	\$49.46	\$56.67	\$50.74	\$62.27
Return above All Costs .....	(\$9.73)	(\$13.78)	(\$12.90)	(\$8.28)

<sup>1</sup> Special Summary of Illinois Farm Business Records.

<sup>2</sup> Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

<sup>3</sup> Includes machinery, equipment, and building depreciation.

**Cost to Produce Pork, Farms Over 500 Litters—2007 to 2010<sup>1</sup>**

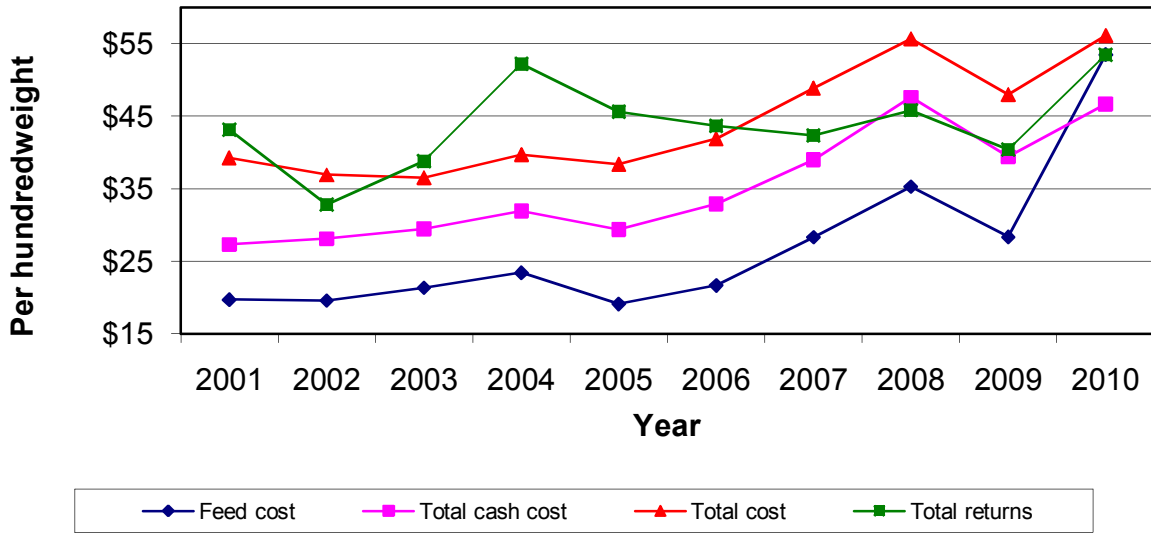
Items	2007	2008	2009	2010 Est
Number of Farms .....	5	7	5	
Tillable Acres .....	333	710	848	
Number of Litters .....	1056	1019	1077	
Total Returns .....	\$42.33	\$45.83	\$40.41	\$53.48
Cash Costs				
Feed .....	\$28.35	\$35.30	\$28.38	\$32.25
Operating Expenses				
Maintenance and Power <sup>2</sup> .....	5.68	5.76	5.83	
Livestock Expense .....	3.68	4.62	3.54	
Insurance, Taxes, and Overhead .....	<u>1.27</u>	<u>1.93</u>	<u>1.65</u>	
Total Operating Expenses .....	\$10.63	\$12.31	\$11.02	\$14.41
Total Cash Costs .....	\$38.98	\$47.61	\$39.40	\$46.66
Other Costs				
Depreciation <sup>3</sup> .....	1.40	1.40	1.62	
Labor .....	5.62	4.72	5.19	
Interest Charge on All Capital .....	<u>2.88</u>	<u>1.98</u>	<u>1.79</u>	
Total Other Costs .....	\$9.90	\$8.10	\$8.60	\$9.49
Total Nonfeed Costs .....	\$20.53	\$20.41	\$19.62	\$23.90
Total All Costs .....	\$48.88	\$55.71	\$48.00	\$56.15
Return above All Costs .....	(\$6.55)	(\$9.88)	(\$7.59)	(\$2.67)

<sup>1</sup> Special Summary of Illinois Farm Business Records.

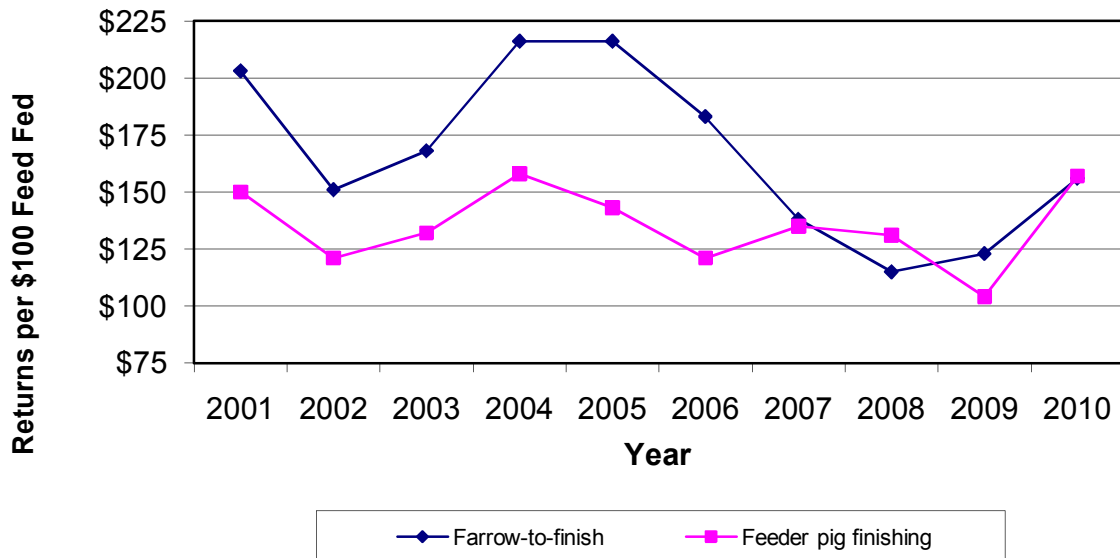
<sup>2</sup> Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

<sup>3</sup> Includes machinery, equipment, and building depreciation.

### Cost and Returns per 100 Pounds of Pork, on Farms Over 500 Litters 2001 to 2010



### Returns per \$100 of Feed Fed for Hog Farms 2001 to 2010



### Cost and Returns for Beef-Feeding Enterprises—2007 to 2010<sup>1</sup>

Items	2007	2008	2009	2010 Est
Number of Farms .....	6	9	6	
Average per Farm				
Tillable Acres .....	543	464	423	
Hundredweight Beef Produced .....	4,431	3,855	3,479	
	<i>-----Per 100 Pounds Produced-----</i>			
Cash Costs				
Feed .....	\$43.17	\$62.34	\$58.35	\$57.25
Operating Expenses				
Maintenance and Power <sup>2</sup> .....	\$7.99	\$6.21	\$4.39	
Livestock Expense .....	4.06	5.60	3.26	
Insurance, Taxes, and Overhead .....	2.12	2.52	1.75	
Interest on Cattle .....	<u>7.31</u>	<u>5.13</u>	<u>4.64</u>	
Total Operating Expenses .....	\$21.48	\$19.46	\$14.04	\$19.00
Total Cash Costs .....	\$64.65	\$81.80	\$72.39	\$76.25
Other Costs				
Depreciation <sup>3</sup> .....	\$2.95	\$2.50	\$2.66	
Labor .....	5.00	3.54	4.17	
Interest on Other Capital .....	<u>3.13</u>	<u>1.77</u>	<u>1.48</u>	
Total Other Costs .....	\$11.08	\$7.81	\$8.31	\$9.00
Total All Costs .....	\$75.73	\$89.61	\$80.70	\$85.25
Total Returns .....	<u>\$64.92</u>	<u>\$70.62</u>	<u>\$64.87</u>	<u>\$93.17</u>
Return above All Costs .....	(\$10.81)	(\$18.99)	(\$15.83)	\$7.92

<sup>1</sup> Special Summary of Illinois Farm Business Records, Department of Agricultural and Consumer Economics, University of Illinois, Urbana-Champaign.

<sup>2</sup> Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

<sup>3</sup> Includes machinery, equipment, and building depreciation.



### Cost and Returns per 100 Pounds of Milk—2007 to 2010<sup>1</sup>

Items	40-79 Cows				80+ Cows			
	2007	2008	2009	2010 Est	2007	2008	2009	2010 Est
Number of Farms .....	16	13	14		20	24	26	
Tillable Acres .....	214	207	196		515	368	445	
Number of Cows .....	55.8	56.9	58.8		221.9	180.5	192.3	
Pounds Milk per Cow .....	19,081	18,579	18,734		21,999	21,227	22,503	
	-----Per 100 Pounds of Milk Produced-----							
Price Received <sup>2</sup> .....	\$18.70	\$19.15	\$13.16	\$15.94	\$18.94	\$19.25	\$13.39	\$16.51
<b>Cash Costs</b>								
Feed .....	\$9.83	\$10.44	\$10.42	\$12.00	\$8.40	\$10.07	\$8.94	\$10.00
Operating Expenses <sup>3</sup> .....	2.22	2.36	2.31		2.14	2.42	1.99	
Livestock Expense .....	2.03	2.24	2.14		2.53	2.44	2.94	
Insurance, Taxes, and Overhead .....	<u>0.26</u>	<u>0.39</u>	<u>0.31</u>		<u>0.31</u>	<u>0.32</u>	<u>0.26</u>	
Total Operating Expenses .....	\$4.51	\$4.99	\$4.76	\$5.00	\$4.98	\$5.18	\$5.19	\$5.50
Total Operating and Feed .....	\$14.34	\$15.43	\$15.18	\$17.00	\$13.38	\$15.25	\$14.13	\$15.50
<b>Other Costs</b>								
Depreciation <sup>4</sup> .....	\$0.60	\$0.65	\$0.80		\$0.75	\$0.81	\$0.76	
Labor .....	2.55	2.63	2.55		2.55	2.70	2.50	
Interest on All Capital .....	<u>1.20</u>	<u>0.95</u>	<u>0.90</u>		<u>1.52</u>	<u>1.11</u>	<u>0.89</u>	
Total Other Costs .....	\$4.35	\$4.23	\$4.25	\$4.40	\$4.82	\$4.62	\$4.15	\$4.70
Total Nonfeed Costs .....	\$8.86	\$9.22	\$9.01	\$9.40	\$9.80	\$9.80	\$9.34	\$10.20
Total All Costs .....	<u>\$18.69</u>	<u>\$19.66</u>	<u>\$19.43</u>	<u>\$21.40</u>	<u>\$18.20</u>	<u>\$19.87</u>	<u>\$18.28</u>	<u>\$20.20</u>
Return above All Costs .....	\$0.01	(\$0.51)	(\$6.27)	(\$5.46)	\$0.74	(\$0.62)	(\$4.89)	(\$3.69)

<sup>1</sup> Special Summary of Illinois Farm Business Records, Department of Agricultural and Consumer Economics, University of Illinois, Urbana-Champaign.

<sup>2</sup> FSA and patronage payments not included. They may have added \$1.08/cwt. of milk in 2009.

<sup>3</sup> Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

<sup>4</sup> Includes machinery, equipment, and building depreciation.







## *Illinois Farm Business Farm Management Association*

FBFM is a cooperative educational-service program designed to assist farmers with management decision making. It is available to all farm operators in Illinois. There are nine local not-for-profit associations organized to provide services throughout the state. The FBFM program provides:

- Financial and production business analysis reports.
- Experienced Farm Analysis Specialist to help interpret analysis reports and counsel on management problems.
- Computer-assisted record-processing options—on-farm or service center.
- Assistance with business and family records.
- Assistance with income tax management.

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To find out more about FBFM, contact the Illinois FBFM Association state office or one of the local associations listed below.

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<http://www.fbfm.org>

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For U of I farm management information see  
<http://www.farmdoc.illinois.edu>