

# *Advance Report*

## FARM INCOME & PRODUCTION COSTS

*for*  
**2011**



AE-4566

*April 2012*



UNIVERSITY OF ILLINOIS  
EXTENSION

## Commercial Farms

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



# Farm Income and Production Costs

## for 2011:

### 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 2012 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 87<sup>th</sup> *Annual Summary of Illinois Farm Business Records for 2011*.

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 2012

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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 or residual return) for all operators of this farm, whether tenant-, part-owner-, or owner-operated, earned for labor and management efforts. It is determined by:

1. Total net farm income,
2. less the value of family labor(non-operators),
3. minus interest on equity capital.

***Interest on Equity Capital***—4.5 percent interest on non-land inventory plus 2.45 percent interest on current indexed value of bare land (to reflect a normalized annual net rent) minus the accrual interest expense

***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 2011

Average farm operator returns for labor and management on 2,674 Illinois farms were higher for all geographic areas in the state in 2011 compared to 2010, except for northeastern Illinois and the Lincoln Association in southern Illinois. The average return to the sum of all operator's labor and management income in 2011 was \$223,449. The 2011 returns were \$63,331 above the 2010 average of \$160,118 and \$68,412 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 \$49,599. Combining this amount with the return to operator's labor and management (sum of all operators) and unpaid family labor resulted in average operators' net farm income of \$273,612. Much higher prices was the main reason 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 2011 by producers were at low levels. Farm earnings were highest in the north and western part of the state. Earnings were lowest in the south and eastern part of the state.

Corn yields were above the 2010 yield, but below the five-year average. Corn yields were 3 bushels per acre higher in 2011 but 12 bushels per acre below the five-year average. Soybean yields were 1 bushel per acre lower than in 2010. The average corn yield on the 2,674 farms was 167 bushels per acre. Soybean yields averaged 54 bushels per acre. Corn and soybean yields were generally highest in the northern part of the state. Too much rainfall early and lack of moisture combined with higher summer temperatures lowered yields in certain parts of the state,

including eastern and southern Illinois. Year-end inventory price for the 2011 corn crop of \$5.75 per bushel was 25 cents higher than a year earlier. Soybeans were inventoried at \$10.75 per bushel, \$2.25 lower than December 31, 2010. The average sales price received for the 2010 corn and soybean crop sold in 2011 was below their inventory price resulting in a negative marketing margin. Crop returns averaged \$899 per tillable acre, \$144 per acre higher than the 2010 crop returns. The average crop returns per acre were at an all-time high in 2011.

Returns above feed cost to all livestock enterprises were higher than the year before as well as the last five-year average. All livestock enterprises experienced higher feed costs in 2011 compared to 2010. Mainly due to the higher returns and feed costs, returns for farrow-to-finish hog producers were estimated to be about 14 cents per hundredweight above the breakeven level in covering total costs in 2011. Dairy producers experienced higher returns above feed due to higher milk prices, \$2,205 returns above feed per cow in 2011 compared to \$1,506 in 2010. Milk prices were 25 percent higher compared to the year before. Returns above feed 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 2011 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.

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 2011 was \$23,571, up \$1,443 from 2010. 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 \$22 in 2011. Interest paid as a percentage of gross farm returns was 2.8 percent in 2011 compared to 3.3 percent in 2010.

Some key financial factors, such as the current, debt-to-asset, and debt-to-equity ratios, can be found on pages 10 to 13 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 38. Returns to farrow-to-finish hog producers were higher than the year before. Total returns averaged \$64.28 per hundredweight in 2011 compared to \$54.77 the year before. Feed costs increased, averaging \$44.11 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 2011 increased as compared to 2010 in all areas of the state. The main factors for the increase in per acre costs were higher fertilizer, overhead and, and adjusted net rent costs. Cost per bushel to produce corn increased in all areas of the state. Cost per bushel to raise soybeans increased in all areas of the state as well. Soybean yields were lower in all areas of Illinois, except in northern Illinois which had an increase of 4 bushels per acre. Total economic costs per

acre to raise corn and soybeans on these farms averaged \$787 and \$571, respectively.

From a sample of pure grain farms in the state, the total economic cost per bushel of corn produced was \$4.71 with an average yield of 167 bushels per acre. The total cost per bushel of soybeans was \$9.68 with an average yield of 59 bushels per acre. This compared with costs per bushel of \$4.30 and \$9.20 for corn and soybeans, respectively, in 2010. This was the highest cost per bushel to grow corn since this study began in 1972. The 2011 cost to grow soybeans was second to 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 2007-11 five-year average to produce corn and soybeans on these farms is \$3.86 per bushel for corn and \$9.32 per bushel for soybeans.

In summary, farm earnings in 2011 were higher than the 2010 earnings and above the average for the last five years. Higher prices was the main reason 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—5,774 cooperating farmers and 63 member field staff\*  
July 1, 2011, distribution of cooperators by counties and associations

Associations and Field Staff

Associations and Field Staff

**BLACKHAWK**

606

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

**WESTERN**

750

Gary R. Goodwin  
Roberta Boarman  
Robert Rhea  
Miriam M. Mock  
Mike R. Shepherd  
Nathan P. Edlefson  
Adam J. Kestner  
Jeffrey R. Reed  
Ruth Ann McGrew  
Brett W. Goodwin

**SANGAMON VALLEY**

563

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

**LINCOLN**

726

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**

159

David J. O'Brien

**ILLINOIS VALLEY**

621

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

**PIONEER**

1,075

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

**EAST CENTRAL**

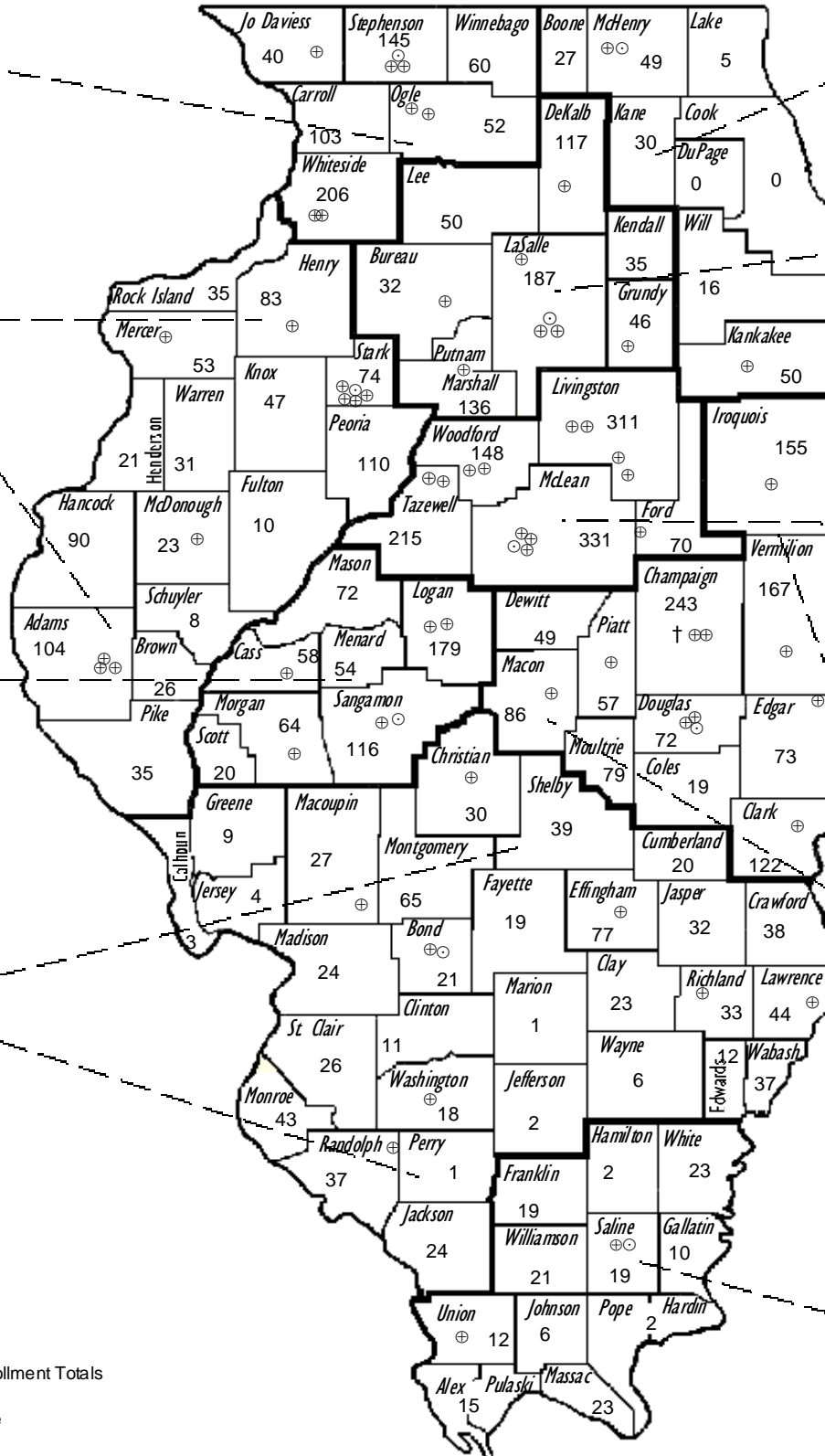
1,122

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**

152

Robert D. Kieseconom  
Douglas E. Hileman



OFFICIAL ENROLLMENT

July 1, 2011

- \* Numbers are Enrollment Totals  
63 ⊕ Field Staff Office  
9 ⊖ Association Office  
† State Office



**Average Size, Income, Returns, and Costs on Illinois FBFM Record-Keeping Farms  
by Type of Farm—2007 to 2011\***

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>							
2011	2,674	1,083	273,612	223,449	899	21	174
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
<b>Grain Farms</b>							
2011	2,455	1,131	282,918	231,680	900	6	164
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
<b>Hog Farms</b>							
2011	44	864	281,602	232,013	893	429	358
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
<b>Dairy Farms</b>							
2011	64	468	204,929	154,104	956	643	611
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
<b>Beef Farms</b>							
2011	19	395	149,326	112,505	914	376	416
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

\*In 2011, 92% of the farms were classified as grain, 2% as hog, 2% as dairy, 1% as beef, and 3% 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—2007 to 2011**

	Grain				IL	Livestock			Illinois All*
	Northern SPR 86-100	Central SPR 56-85	Central	South		Hog	Beef	Dairy	
<b>Operator's Share of Net Farm Income</b>									
2011	\$339,146	\$309,997	\$195,381	\$237,112	\$282,918	\$281,602	\$149,326	\$204,929	\$273,612
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
<b>Corn Yields</b>									
2011	177	174	158	138	168	167	162	164	167
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
<b>Crop Returns per Tillable Acre</b>									
2011	\$998	\$925	\$838	\$665	\$900	\$893	\$914	\$956	\$899
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
<b>Livestock Returns above Feed Cost per Tillable Acre</b>									
2011	\$11	\$2	\$7	\$4	\$6	\$429	\$376	\$643	\$21
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
<b>Return per \$1.00 of All Costs</b>									
2011	\$1.33	\$1.30	\$1.21	\$1.16	\$1.29	\$1.22	\$1.19	\$1.18	\$1.28
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

\* Average size of grain farms in 2011 is 1,066 tillable acres for northern Illinois, 1,115 for central, and 1,355 for southern.

**Net Farm Income and Other Selected Factors  
Illinois FBFM Association—2011<sup>1</sup>**

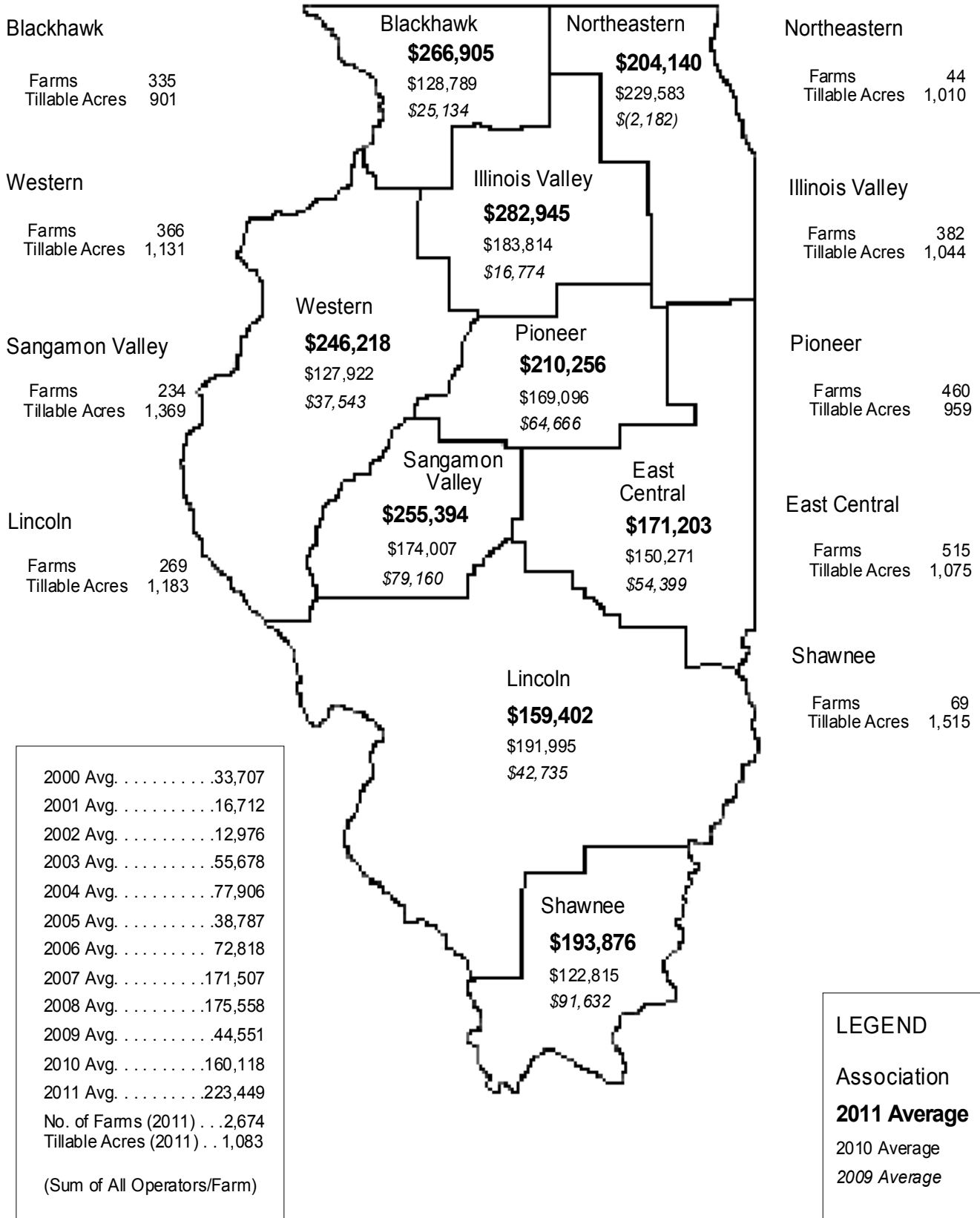
	Black-hawk	East Central	Illinois Valley	Lincoln	North-eastern	Pioneer
Number of Farms	335	515	382	269	44	460
Tillable Acres	901	1,075	1,044	1,183	1,010	959
Corn Yield	177	161	177	137	163	172
Soybean Yield	60	50	60	43	51	57
Crop Returns/TA	\$1,016	\$850	\$1,009	\$724	\$862	\$921
Income before Depreciation	369,390	266,950	389,800	282,460	310,682	304,794
Depreciation	55,161	52,655	59,280	72,806	52,739	48,170
Net Farm Income	314,229	214,295	330,520	209,654	257,943	256,624
Capital Purchases	\$121,781	\$111,034	\$130,209	\$166,498	\$119,240	\$109,888
Interest Paid	34,564	16,806	25,419	25,881	22,364	15,161

	Sangamon Valley	Shawnee	Western	2011 State Average	2010 State Average
Number of Farms	234	69	366	2,674	2,588
Tillable Acres	1,369	1,515	1,131	1,083	1,046
Corn Yield	170	142	168	167	164
Soybean Yield	54	43	59	54	55
Crop Returns/TA	\$910	\$694	\$917	\$899	\$755
Income before Depreciation	\$386,438	\$337,776	\$365,250	\$331,862	\$252,292
Depreciation	69,038	81,355	59,252	58,250	47,661
Net Farm Income	317,400	256,421	305,998	273,612	204,631
Capital Purchases	\$155,657	\$188,307	\$131,474	\$129,334	\$90,381
Interest Paid	23,603	21,734	30,444	23,571	22,128

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

### Illinois FBFM Association

## Operators' Share of Labor and Management Income per Farm—2009, 2010, and 2011 (Sum of All Operators/Farm)



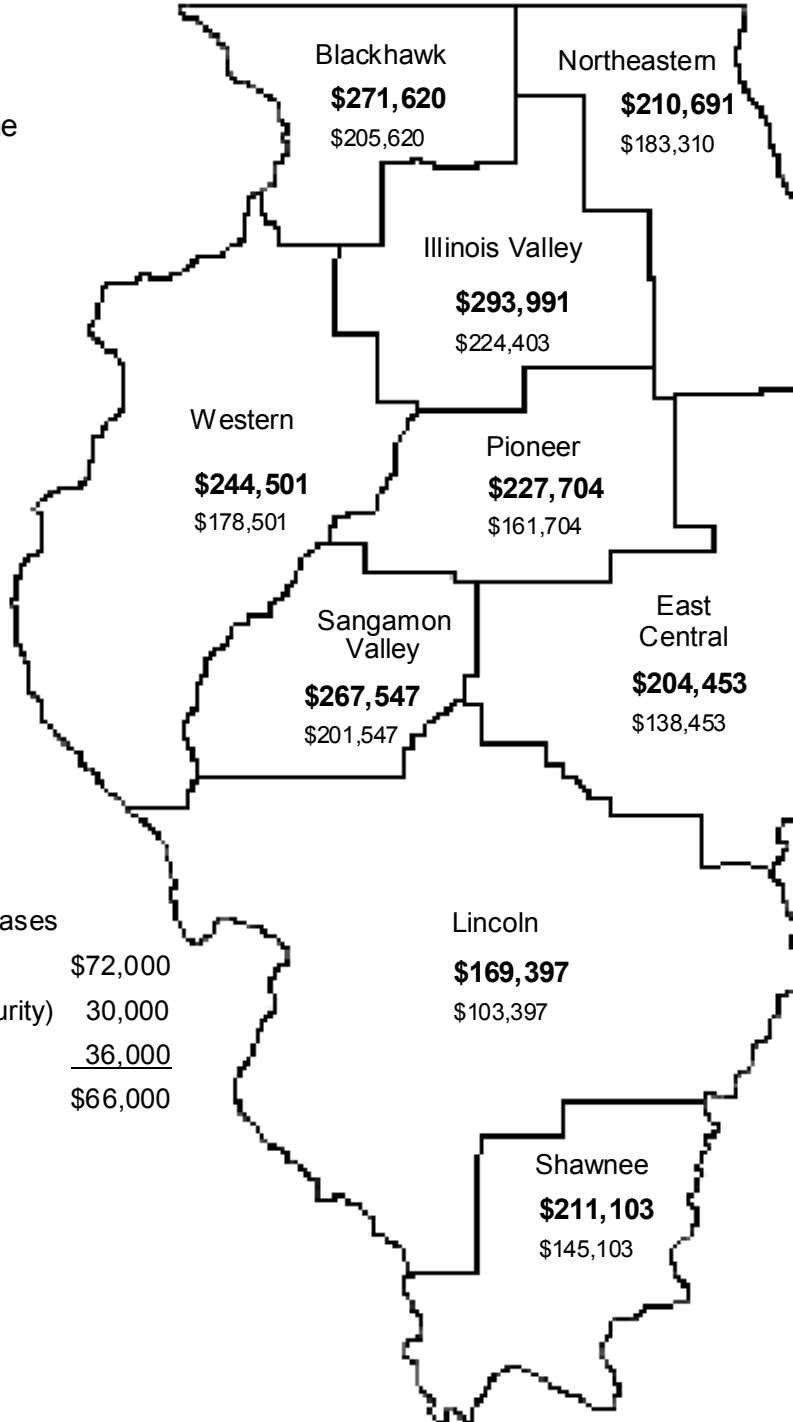
## Illinois FBFM Association

### Net Farm Income per Operator and Estimated Change in Net Worth After Living Expenses and Taxes—2011

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

Average Net Farm Income  
per Operator

**\$237,409**  
\$171,409



Net Draw Against Net Worth Increases	
+ Living Cost	\$72,000
+ Taxes (Income & Social Security)	30,000
- Nonfarm Income	<u>36,000</u>
<b>TOTAL</b>	<b>\$66,000</b>

All figures are cost basis.

**Capital Debt Repayment Capacity (CDRC), Illinois Farms—2007 to 2011**

	2007	2008	2009	2010	2011
Net Farm Income .....	\$209,012	\$211,890	\$84,212	\$204,631	\$273,612
+ Net Nonfarm Income <sup>1</sup> .....	31,668	30,913	34,567	35,976	35,454
- Family Living <sup>2</sup> .....	(59,771)	(65,417)	(65,191)	(66,787)	(71,693)
- Income & Social Security Taxes <sup>2</sup> .....	<u>(9,868)</u>	<u>(14,193)</u>	<u>(18,604)</u>	<u>(18,058)</u>	<u>(17,753)</u>
Change in Net Worth <sup>3</sup> .....	\$171,041	\$163,193	\$34,984	\$155,762	\$219,620
+ Depreciation .....	<u>\$28,616</u>	<u>\$35,808</u>	<u>\$42,216</u>	<u>\$47,661</u>	<u>\$58,250</u>
Funds Available for Debt Repayment .....	\$199,657	\$199,001	\$77,200	\$203,423	\$277,870
Capital Purchases .....	\$62,951	\$90,381	\$89,589	\$90,381	\$129,334
Cash Interest Paid .....	\$25,598	\$23,924	\$21,025	\$22,128	\$23,571

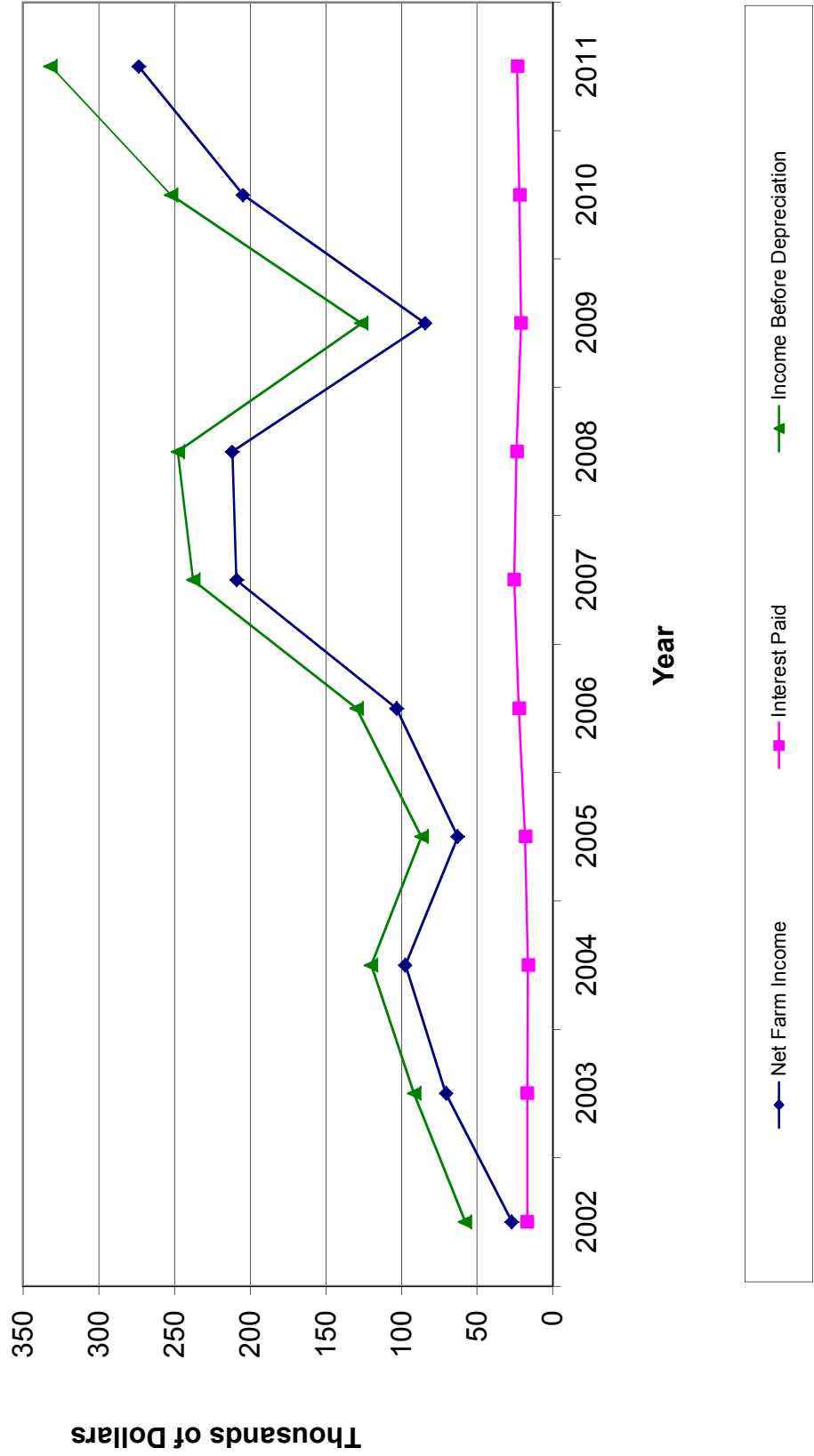
<sup>1</sup> Actual net nonfarm income received.

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

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



### Operator's Net Farm Income, Income before Depreciation and Interest Paid



### Selected Financial Factors—2011

Item	Farm Type				All
	Grain	Hog	Dairy	Beef	
Number of Farms .....	2,455	44	64	19	2,674
Tillable Acres .....	1,131	864	468	395	1,083
Gross Farm Returns/Operator Acre .....	\$927	\$1,354	\$1,633	\$1,311	\$942
Total Nonfeed Costs/Operator Acre .....	\$721	\$1,114	\$1,390	\$1,104	\$736
Management Returns/Operator Acre .....	\$211	\$242	\$245	\$208	\$211
Net Farm Income per Operator .....	\$248,025	\$184,982	\$119,146	\$127,112	\$237,409
Labor & Management Income per Operator .....	\$202,710	\$159,808	\$84,788	\$93,713	\$193,556
Capital Purchases .....	\$133,655	\$135,766	\$102,614	\$76,641	\$129,334
Farm Production per Man Year .....	\$712,486	\$474,377	\$236,102	\$270,528	\$678,139
Production per \$1.00 Nonfeed Costs .....	\$1.29	\$1.22	\$1.18	\$1.19	\$1.28
Percent of Farm Production					
Cash Operating Expenses .....	61.0	67.7	65.3	63.2	61.3
Depreciation .....	5.9	5.4	7.0	6.5	5.9
Operator Income .....	33.1	26.9	27.8	30.3	32.8

**Selected FBFM Factors—2002 to 2011**

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011																						
Number of Farms	3,165	3,018	3,015	2,940	2,640	2,748	2,572	2,624	2,588	2,674																						
Total Acres	947	974	1,010	1,027	1,058	1,070	1,101	1,077	1,092	1,141																						
Tillable Acres	895	923	959	977	1,005	1,019	1,049	1,031	1,046	1,083																						
Corn Yield	145	172	184	148	173	189	194	182	164	167																						
Soybean Yield	47	38	53	51	52	50	51	50	55	54																						
Wheat Yield	52	69	63	64	69	58	67	61	59	65																						
% Tillable Land in Corn/Corn Silage	49	50	52	54	52	60	56	55	56	56																						
Total Cash Operating Income	\$276,889	\$316,260	\$367,239	\$374,808	\$389,786	\$482,852	\$638,147	\$620,268	\$626,808	\$785,655																						
Crop and Livestock Inventory Change	3,569	22,837	22,141	403	67,785	119,507	46,071	(18,431)	80,633	88,535																						
Misc. Income and Change in Acct. Rec.	1,562	(1,915)	6,866	5,327	(14,757)	2	9,394	(7,877)	(789)	345																						
Less: Purchased Feed and PIK Certs.	(14,730)	(16,709)	(19,389)	(14,536)	(13,913)	(18,802)	(21,639)	(16,607)	(19,576)	(21,768)																						
Purchased Livestock	<u>(13,753)</u>	<u>(15,250)</u>	<u>(16,234)</u>	<u>(16,113)</u>	<u>(14,295)</u>	<u>(15,694)</u>	<u>(14,064)</u>	<u>(11,318)</u>	<u>(15,040)</u>	<u>(15,323)</u>																						
<b>Gross Farm Returns</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>	<b>\$837,442</b>																						
Total Operating Expense	\$197,181	\$215,539	\$242,942	\$266,019	\$288,076	\$333,564	\$414,021	\$442,905	\$422,960	\$509,278																						
Income before Depreciation	56,356	89,684	117,681	83,870	126,530	234,301	243,888	123,130	249,075	328,165																						
Less Depreciation (Plus Capital Acct. Adj.)	29,152	19,044	20,167	20,930	23,227	25,289	31,998	38,918	44,444	54,553																						
<b>Net Farm Income</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>	<b>\$273,612</b>																						
Net Farm Income as % GFR	10.7	23.1	27.0	18.0	24.9	36.8	32.2	14.9	30.4	32.7																						
<b>Operator's Labor and Mgmt. Income</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>	<b>\$223,449</b>																						
Interest Expense	\$16,994	\$16,921	\$16,427	\$18,268	\$22,373	\$25,598	\$23,924	\$21,025	\$22,128	\$23,571																						
Interest Expense as % of GFR	6.7	5.5	4.6	5.2	5.4	4.5	3.6	3.7	3.3	2.8																						
Gross Farm Returns/Tillable Acre	\$283	\$331	\$376	\$358	\$413	\$557	\$627	\$549	\$642	\$773																						
Total Operating Expense/Tillable Acre	\$220	\$234	\$253	\$272	\$287	\$327	\$395	\$430	\$404	\$470																						
Depreciation/Tillable Acre	\$33	\$21	\$21	\$21	\$23	\$25	\$31	\$38	\$42	\$50																						
Net farm Income/Tillable Acre	\$30	\$77	\$102	\$64	\$103	\$205	\$202	\$82	\$196	\$253																						
<b>Total Investment</b>	<b>\$143,976</b>	<b>\$155,083</b>	<b>\$177,242</b>	<b>\$186,107</b>	<b>\$221,028</b>	<b>\$310,853</b>	<b>\$392,252</b>	<b>\$394,206</b>	<b>\$443,684</b>	<b>\$535,169</b>																						
Crops and Feed	27,521	27,223	32,553	32,868	29,190	31,374	30,520	25,873	30,440	33,867																						
Livestock (Market & Breeding Stock)	54,580	61,487	76,887	91,374	104,476	122,725	158,305	187,560	233,750	280,123																						
Machinery (Book Value)	23,259	26,135	27,768	31,713	34,476	37,501	45,191	49,940	62,722	80,350																						
Buildings (Book Value)	544,009	564,278	637,063	698,471	729,032	821,007	942,781	929,995	1,034,673	1,310,434	Land											<b>Total</b>	<b>\$793,345</b>	<b>\$834,206</b>	<b>\$951,513</b>	<b>\$1,040,533</b>	<b>\$1,118,202</b>	<b>\$1,323,460</b>	<b>\$1,569,049</b>	<b>\$1,587,574</b>	<b>\$1,805,269</b>	<b>\$2,239,943</b>
Land																																
<b>Total</b>	<b>\$793,345</b>	<b>\$834,206</b>	<b>\$951,513</b>	<b>\$1,040,533</b>	<b>\$1,118,202</b>	<b>\$1,323,460</b>	<b>\$1,569,049</b>	<b>\$1,587,574</b>	<b>\$1,805,269</b>	<b>\$2,239,943</b>																						

## Financial Characteristics of Illinois FBFM Grain Farms

	2011	2010	2009	2008	4-Year Average	My Farm
Number of Farms	2,400	2,349	2,352	2,339	<b>2,360</b>	
<b>Liquidity</b>						
Working Capital	\$347,640	\$377,259	\$316,718	\$350,701	<b>\$348,080</b>	
Current Ratio						
Upper Quartile	NA	6.10	5.64	5.79	<b>5.84</b>	
Median	2.78	2.56	2.31	2.51	<b>2.54</b>	
<b>Solvency</b>						
Net Worth (Market)	\$2,312,272	\$1,948,499	\$1,745,105	\$1,636,947	<b>\$1,910,706</b>	
Debt/Equity Ratio (%)						
Upper Quartile	NA	10.2	11.6	11.5	<b>11.1</b>	
Median	24.5	26.9	28.8	29.1	<b>27.3</b>	
Debt/Total Asset Ratio (%)						
Upper Quartile	NA	9.3	10.5	10.4	<b>10.1</b>	
Median	19.7	21.2	22.5	22.7	<b>21.5</b>	
<b>Profitability</b>						
Net Farm Income	\$236,336	\$179,797	\$80,038	\$196,159	<b>\$173,083</b>	
Return on Farm Assets (%)						
Upper Quartile	NA	13.3	6.7	17.1	<b>12.4</b>	
Median	9.6	8.4	3.4	10.8	<b>8.1</b>	
Return on Farm Equity (%)						
Upper Quartile	NA	18.2	8.0	24.7	<b>17.0</b>	
Median	11.6	9.9	3.0	13.0	<b>9.4</b>	
<b>Repayment Capacity</b>						
Debt/Farm Operating Income	2.53	2.58	5.28	2.24	<b>3.16</b>	
<b>Financial Efficiency (as a % of Gross Farm Returns)</b>						
Interest Expense Ratio						
Upper Quartile	NA	0.8	1.1	1.1	<b>1.0</b>	
Median	2.0	2.6	3.1	2.9	<b>2.7</b>	
Operating Expense Ratio						
Upper Quartile	NA	48.8	62.2	49.4	<b>53.5</b>	
Median	54.9	56.8	71.4	57.0	<b>60.0</b>	
Depreciation Expense Ratio						
Upper Quartile	NA	4.7	4.9	3.4	<b>4.3</b>	
Median	6.6	6.8	7.0	5.0	<b>6.4</b>	
Farm Operating Income Ratio						
Upper Quartile	NA	42.1	28.3	43.1	<b>37.8</b>	
Median	35.3	33.0	17.8	34.5	<b>30.2</b>	
Asset Turnover Ratio						
Upper Quartile	NA	0.47	0.44	0.55	<b>0.49</b>	
Median	0.33	0.32	0.30	0.38	<b>0.33</b>	

NA = not available yet.

## Financial Characteristics of Illinois FBFM Hog Farms

	2011	2010	2009	2008	4-Year Average	My Farm
Number of Farms	33	39	47	45	<b>41</b>	
<b>Liquidity</b>						
Working Capital	\$306,510	\$286,658	\$152,956	\$224,657	<b>\$242,695</b>	
Current Ratio						
Upper Quartile	NA	3.21	3.63	4.54	<b>3.79</b>	
Median	2.78	2.24	1.68	2.06	<b>2.19</b>	
<b>Solvency</b>						
Net Worth (Market)	\$2,278,982	\$1,789,355	\$1,628,832	\$1,655,328	<b>\$1,838,124</b>	
Debt/Equity Ratio						
Upper Quartile	NA	18.9	14.8	17.1	<b>16.9</b>	
Median	28.1	42.4	48.9	48.3	<b>41.9</b>	
Debt/Total Asset Ratio						
Upper Quartile	NA	15.9	12.9	14.6	<b>14.5</b>	
Median	21.9	29.8	32.8	32.6	<b>29.3</b>	
<b>Profitability</b>						
Net Farm Income	\$259,531	\$203,259	-\$59,334	\$43,935	<b>\$111,848</b>	
Return on Farm Assets						
Upper Quartile	NA	14.0	2.1	8.4	<b>8.2</b>	
Median	10.0	9.0	(1.8)	2.7	<b>5.0</b>	
Return on Farm Equity						
Upper Quartile	NA	23.0	1.5	9.8	<b>11.4</b>	
Median	10.2	10.7	(3.7)	2.0	<b>4.8</b>	
<b>Repayment Capacity</b>						
Debt/Farm Operating Income	3.24	3.67	*	8.54	<b>3.86</b>	
<b>Financial Efficiency (as a % of Gross Farm Returns)</b>						
Interest Expense Ratio						
Upper Quartile	NA	1.9	2.3	1.9	<b>2.0</b>	
Median	3.4	4.1	7.5	5.8	<b>5.2</b>	
Operating Expense Ratio						
Upper Quartile	NA	46.2	68.4	57.0	<b>57.2</b>	
Median	58.2	57.7	88.7	68.8	<b>68.4</b>	
Depreciation Expense Ratio						
Upper Quartile	NA	3.9	5.6	4.5	<b>4.7</b>	
Median	4.7	5.2	7.9	6.8	<b>6.2</b>	
Farm Operating Income Ratio						
Upper Quartile	NA	38.1	16.0	32.8	<b>29.0</b>	
Median	32.4	32.1	(4.5)	14.3	<b>18.6</b>	
Asset Turnover Ratio						
Upper Quartile	NA	0.43	0.36	0.44	<b>0.41</b>	
Median	0.33	0.31	0.24	0.27	<b>0.29</b>	

\* Undefined due to negative farm operating income.

NA = not available yet.

## Financial Characteristics of Illinois FBFM Beef Farms

	2011	2010	2009	2008	4-Year Average	My Farm
Number of Farms	24	18	24	24	23	
<b>Liquidity</b>						
Working Capital	\$119,745	\$336,988	\$278,671	\$229,777	\$241,295	
Current Ratio						
Upper Quartile	NA	4.58	3.91	6.13	4.87	
Median	1.94	1.81	1.68	2.09	1.88	
<b>Solvency</b>						
Net Worth (Market)	\$1,760,727	\$2,106,523	\$1,627,829	\$1,541,633	\$1,759,178	
Debt/Equity Ratio						
Upper Quartile	NA	9.2	11.2	10.2	10.2	
Median	32.6	54.9	49.4	25.4	40.6	
Debt/Total Asset Ratio						
Upper Quartile	NA	8.4	10.1	9.3	9.3	
Median	24.6	35.4	33.1	20.2	28.3	
<b>Profitability</b>						
Net Farm Income	\$123,070	\$132,475	\$9,655	\$50,518	\$78,930	
Return on Farm Assets						
Upper Quartile	NA	10.5	0.9	6.3	5.9	
Median	2.7	4.0	(0.9)	1.1	1.7	
Return on Farm Equity						
Upper Quartile	NA	11.9	0.4	6.3	6.2	
Median	2.2	3.4	(4.1)	0.5	0.5	
<b>Repayment Capacity</b>						
Debt/Farm Operating Income	6.49	5.18	33.36	5.64	12.67	
<b>Financial Efficiency (as a % of Gross Farm Returns)</b>						
Interest Expense Ratio						
Upper Quartile	NA	0.6	3.4	2.6	2.2	
Median	5.2	7.0	6.4	5.1	5.9	
Operating Expense Ratio						
Upper Quartile	NA	47.9	71.0	53.1	57.3	
Median	61.1	60.7	83.2	65.3	67.6	
Depreciation Expense Ratio						
Upper Quartile	NA	5.4	6.2	6.2	5.9	
Median	7.7	6.8	7.7	9.6	8.0	
Farm Operating Income Ratio						
Upper Quartile	NA	43.3	14.2	36.9	31.5	
Median	25.2	27.0	2.2	19.3	18.4	
Asset Turnover Ratio						
Upper Quartile	NA	0.32	0.29	0.32	0.31	
Median	0.23	0.25	0.21	0.17	0.22	

NA = not available yet.

## Financial Characteristics of Illinois FBFM Dairy Farms

	2011	2010	2009	2008	4-Year Average	My Farm
Number of Farms	53	58	55	65	<b>58</b>	
<b>Liquidity</b>						
Working Capital	\$86,305	\$57,632	\$31,531	\$57,921	<b>\$58,347</b>	
Current Ratio						
Upper Quartile	NA	2.69	3.20	2.78	<b>2.89</b>	
Median	2.14	1.41	1.33	1.49	<b>1.59</b>	
<b>Solvency</b>						
Net Worth (Market)	\$1,396,514	\$1,063,346	\$1,008,343	\$1,046,740	<b>\$1,128,736</b>	
Debt/Equity Ratio						
Upper Quartile	NA	20.3	19.7	22.5	<b>20.8</b>	
Median	30.7	50.5	40.8	47.6	<b>42.4</b>	
Debt/Total Asset Ratio						
Upper Quartile	NA	16.9	18.5	18.4	<b>17.9</b>	
Median	23.6	33.6	31.9	32.3	<b>30.4</b>	
<b>Profitability</b>						
Net Farm Income	\$122,105	\$74,832	(\$22,564)	\$53,495	<b>\$56,967</b>	
Return on Farm Assets						
Upper Quartile	NA	6.4	(0.2)	7.0	<b>4.4</b>	
Median	6.2	3.4	(2.6)	3.6	<b>2.7</b>	
Return on Farm Equity						
Upper Quartile	NA	7.0	(3.4)	6.0	<b>3.2</b>	
Median	6.4	2.6	(6.3)	1.5	<b>1.1</b>	
<b>Repayment Capacity</b>						
Debt/Farm Operating Income	3.53	6.37	*	6.24	<b>4.04</b>	
<b>Financial Efficiency (as a % of Gross Farm Returns)</b>						
Interest Expense Ratio						
Upper Quartile	NA	2.8	3.8	3.3	<b>3.3</b>	
Median	4.4	7.7	10.2	7.3	<b>7.4</b>	
Operating Expense Ratio						
Upper Quartile	NA	53.5	72.1	57.3	<b>61.0</b>	
Median	58.8	64.2	82.3	66.7	<b>68.0</b>	
Depreciation Expense Ratio						
Upper Quartile	NA	5.9	7.6	5.4	<b>6.3</b>	
Median	7.6	8.2	10.3	6.8	<b>8.2</b>	
Farm Operating Income Ratio						
Upper Quartile	NA	31.4	6.6	29.3	<b>22.4</b>	
Median	28.6	2.0	(4.2)	20.5	<b>11.7</b>	
Asset Turnover Ratio						
Upper Quartile	NA	0.40	0.25	0.44	<b>0.36</b>	
Median	0.26	0.27	0.19	0.27	<b>0.25</b>	

\* Undefined due to negative farm operating income.

NA = not available yet.

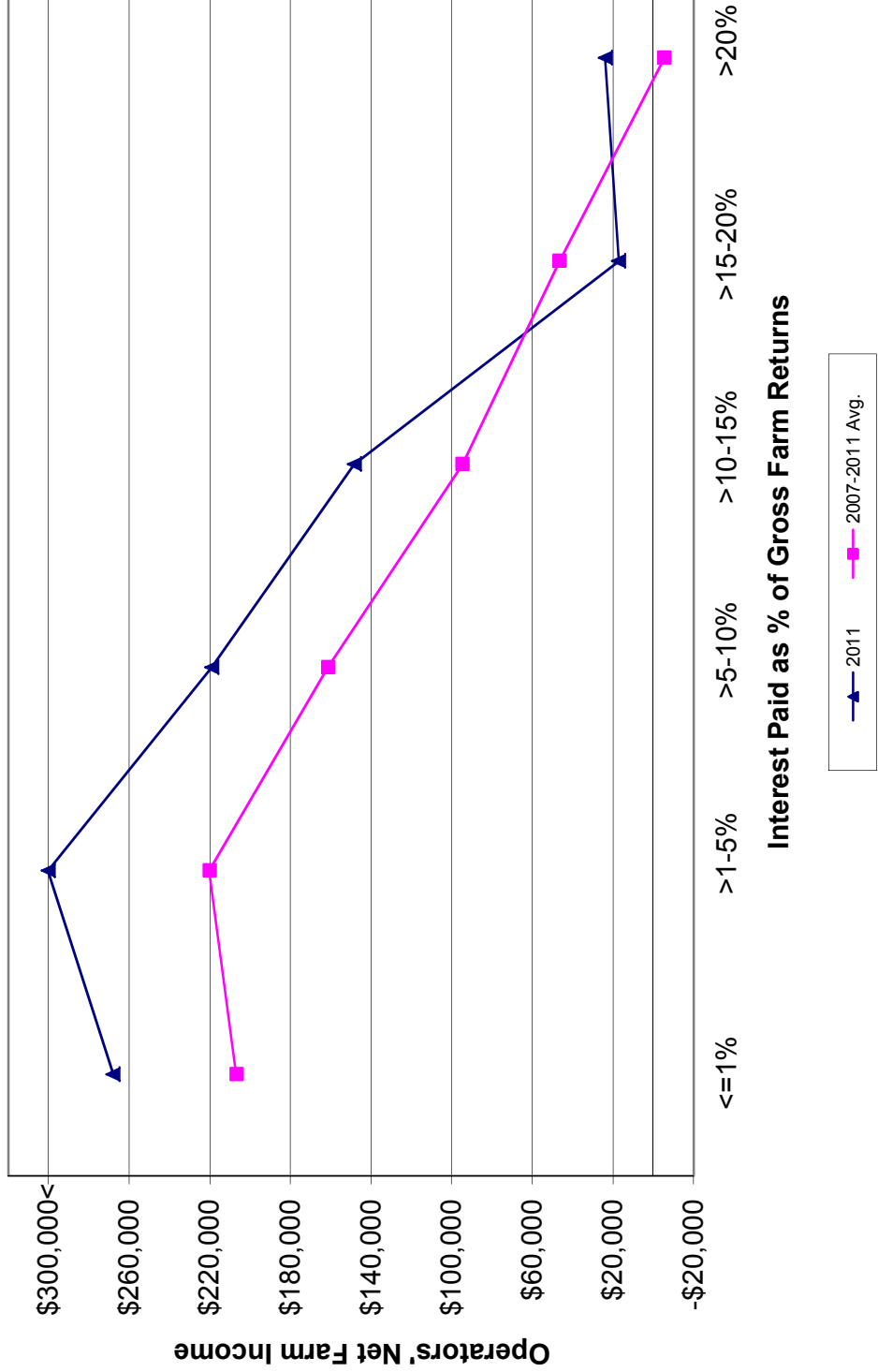
**Illinois FBFM Association Farms by Interest Paid as Percent of Gross Farm Returns—2003 to 2011<sup>1</sup>**

Year	Operator Interest Paid as % of Gross Farm Returns							All	
	<=1	>1-5	>5-10	>10-15	>15-20	>20			
Number of farms . . . . .									
2003	551	1,068	815	298	102	70	2,904		
2004	627	1,277	765	216	60	36	2,981		
2005	545	1,139	813	296	90	50	2,933		
2006	508	988	825	283	92	58	2,754		
2007	553	1,200	719	181	54	37	2,744		
2008	696	1,276	537	107	32	24	2,672		
2009	715	1,172	563	151	39	47	2,687		
2010	794	1,256	484	95	31	23	2,683		
2011	876	1,365	344	68	11	6	2,670		
Percent of farms . . . . .									
2003	19.0	36.8	28.1	10.3	3.5	2.4	100		
2004	21.0	42.8	25.7	7.2	2.0	1.2	100		
2005	18.6	38.8	27.7	10.1	3.1	1.7	100		
2006	18.4	35.9	30.0	10.3	3.3	2.1	100		
2007	20.2	43.7	26.2	6.6	2.0	1.3	100		
2008	26.0	47.8	20.1	4.0	1.2	0.9	100		
2009	26.6	43.6	21.0	5.6	1.5	1.7	100		
2010	29.6	46.8	18.0	3.5	1.2	0.9	100		
2011	32.8	51.1	12.9	2.5	0.4	0.2	100		
Net Farm Income . . . . .									
2003	71,948	82,995	70,831	41,700	29,484	467	69,379		
2004	100,137	111,191	93,111	54,342	31,465	6,826	97,242		
2005	76,955	77,904	57,650	34,006	(2,866)	(25,864)	63,436		
2006	112,811	123,771	97,380	57,192	23,640	(2,415)	100,999		
2007	218,989	238,415	196,869	117,821	66,360	7,915	209,165		
2008	206,858	238,747	178,563	108,000	104,624	(8,605)	209,282		
2009	112,117	100,968	43,720	4,597	(9,926)	(56,892)	82,153		
2010	228,631	223,151	168,639	94,621	54,423	6,334	206,557		
2011	267,886	300,237	219,052	148,385	17,090	23,841	273,508		
Average Operator Interest Paid and Interest Paid as % of Gross Farm Returns - All Farms									
2003—\$16,593	5.5%	2005—\$18,291	5.2%	2007—\$25,692	4.5%	2009—\$22,137	3.8%	2011—\$23,614	2.8%
2004—\$16,381	4.5%	2006—\$22,585	5.5%	2008—\$24,197	3.7%	2010—\$22,445	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	4	15	22	(21)	27	
1991-95	26	25	(3)	(43)	7	
1996-00	8	(11)	(26)	(64)	(18)	
2001-05	18	7	37	(21)	41	
2006-10	116	78	(24)	(31)	25	
	<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	6	6	11	(274)	(168)	(183)
2010	155	118	135	32	88	227
2011 <sup>2</sup>	248	192	122	245	208	242

<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—2002 to 2011**

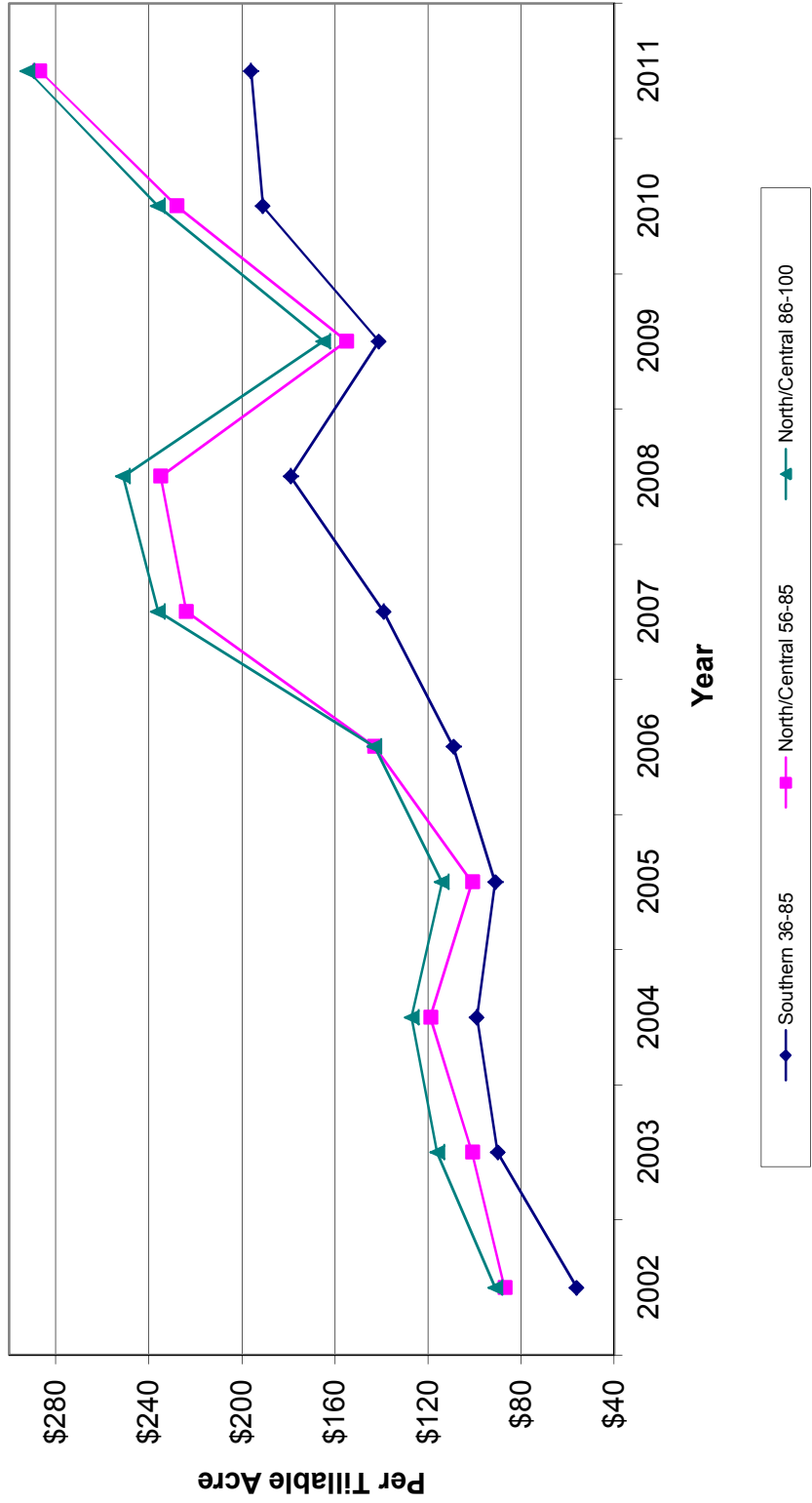
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Families	1,216	1,102	1,225	1,209	1,196	1,232	1,176	1,164	1,200	1,273
Total Tillable Operator Acres	623	668	699	694	725	729	745	723	730	740
Net Farm Income	\$32,168	\$66,290	\$93,704	\$55,030	\$94,756	\$193,675	\$194,207	\$76,697	\$176,886	\$242,735
<b>SOURCES OF DOLLARS</b>										
Nontaxable Receipts	\$38,503	\$38,042	\$53,396	\$48,633	\$48,772	\$63,164	\$82,347	\$74,433	\$85,392	\$89,678
Net Nonfarm Income	24,716	25,919	27,280	27,810	29,614	31,668	30,913	34,567	35,976	35,454
Money Borrowed	198,884	240,363	246,566	252,685	262,230	306,747	368,663	340,794	361,671	398,860
Total Farm Receipts	257,579	305,957	351,327	351,457	364,712	446,952	581,949	568,554	563,312	669,116
<b>TOTAL SOURCE ALL DOLLARS</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>\$1,193,108</b>
<b>USES OF DOLLARS—FARM</b>										
Interest Paid	\$17,194	\$17,713	\$17,491	\$18,303	\$21,386	\$25,681	\$25,387	\$22,664	\$22,388	\$22,749
Other Farm Expenses	182,720	218,726	252,258	260,479	265,931	319,035	409,072	389,334	388,256	451,756
Mach. & Bldg. Purchases	29,699	35,291	46,156	42,495	40,029	59,969	82,684	85,120	84,055	104,621
<b>TOTAL FARM EXPENDITURES</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>	<b>\$579,126</b>
Principal Payments	\$183,423	\$225,968	\$229,008	\$230,072	\$245,450	\$274,809	\$332,573	\$319,492	\$327,000	\$370,759
Income & Social Security Taxes	9,867	7,571	8,208	10,351	10,251	10,964	15,770	20,671	20,064	19,726
Savings & Investment	47,915	52,076	66,885	60,541	62,540	91,829	125,731	108,615	130,366	143,812
<b>LIVING EXPENSES</b>										
Contributions	\$1,454	\$1,583	\$1,816	\$2,058	\$1,888	\$2,303	\$2,667	\$2,788	\$2,935	\$3,066
Medical	6,335	6,581	7,320	7,433	7,665	8,071	8,328	8,579	8,928	9,322
Life Insurance	2,590	2,681	2,753	2,900	2,978	3,039	3,202	3,431	3,442	3,702
Expendables	34,096	37,314	40,700	40,352	42,463	46,881	50,975	50,369	52,300	55,839
Total Noncapital	\$44,475	\$48,159	\$52,589	\$52,743	\$54,994	\$60,294	\$65,172	\$65,167	\$67,605	\$71,929
Capital	4,380	4,749	5,960	5,542	4,692	6,118	7,514	7,267	6,604	7,729
<b>TOTAL LIVING EXPENSE</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>\$79,658</b>
<b>TOTAL USE ALL DOLLARS</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>	<b>\$1,193,081</b>
Interest as % of Farm Receipts	6.7	5.8	5.0	5.2	5.9	5.7	4.4	4.0	4.0	3.4
Total Family Living/Opr. TA	\$78	\$79	\$84	\$84	\$82	\$91	\$98	\$100	\$102	\$108
Nonfarm Income/Opr. TA	40	39	39	40	41	43	41	48	49	48
Net Family Living/Opr. TA	\$39	\$40	\$45	\$44	\$41	\$48	\$56	\$52	\$52	\$60
Net Farm Cash/Opr. TA	29	40	39	29	37	43	66	70	67	95
Cash Surplus (Deficit)/Opr. TA	(\$10)	(\$0)	(\$6)	(\$15)	(\$4)	(\$5)	\$10	\$18	\$14	\$35

**Equivalent Cash Rent Based on Landlord's Crop-Share Data—1986 to 2011**

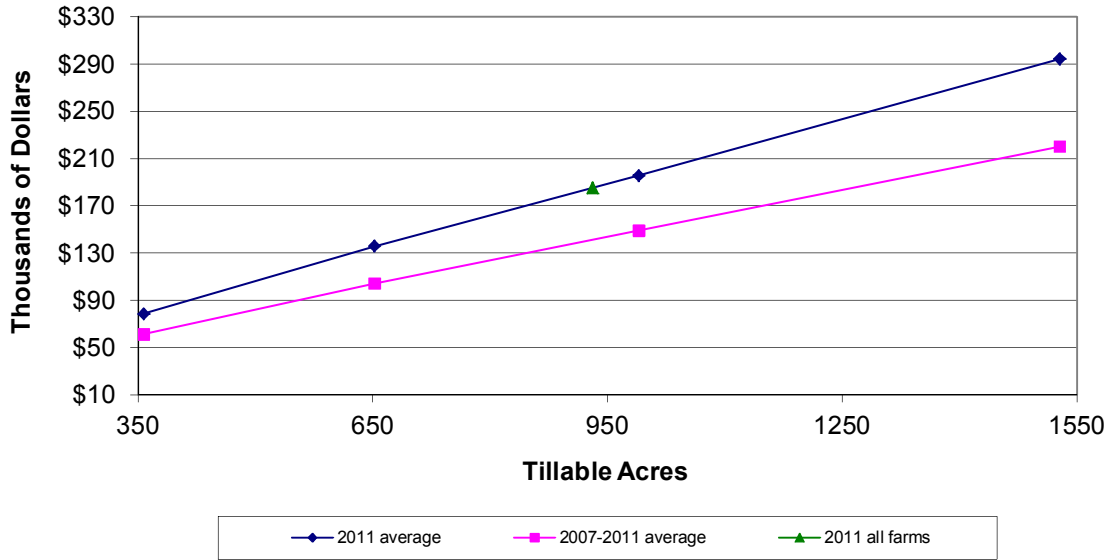
	Gross Returns	-	Expenses	=	Net Rents	+	Taxes, Bldg., & Misc. Expenses	=	Equivalent Gross Cash Rents <sup>1</sup>
(per tillable acre)									
<b>86-100 SPR</b>									
1987	147.66		57.85		89.81		27.38		117.19
1988	122.49		61.33		61.16		27.14		88.30
1989	160.32		65.07		95.25		27.41		122.66
1990	161.19		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
2011	470.27		177.94		292.33		50.51		342.84
<b>56-85 SPR</b>									
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
2011	426.63		166.68		259.95		42.85		302.80

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

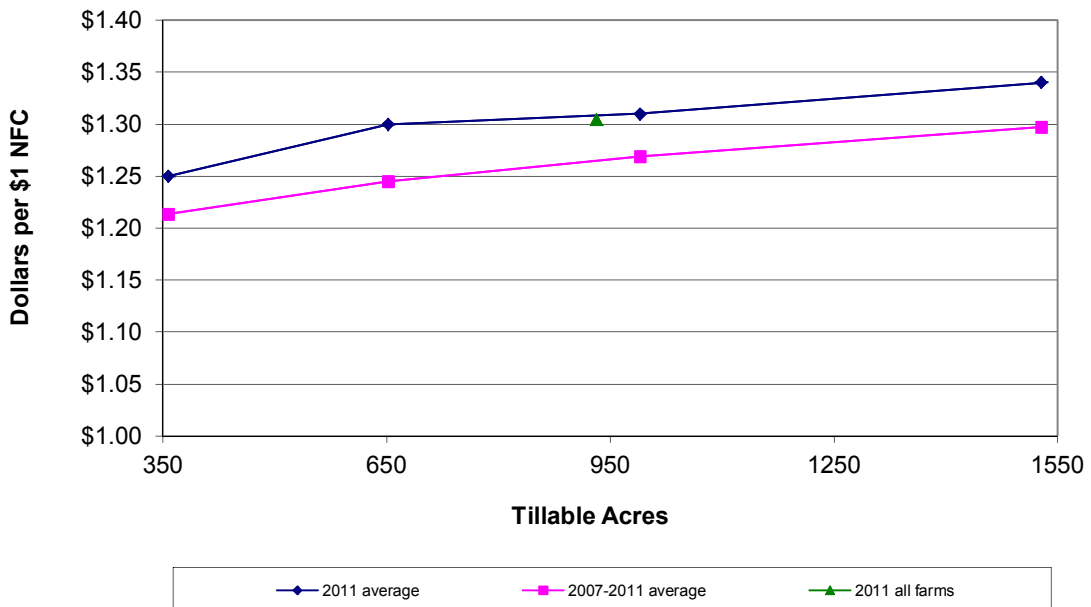
### Landlord's Net Rent per Tillable Acre on Full Tenant Farms, Crop-Share Lease 2002 to 2011



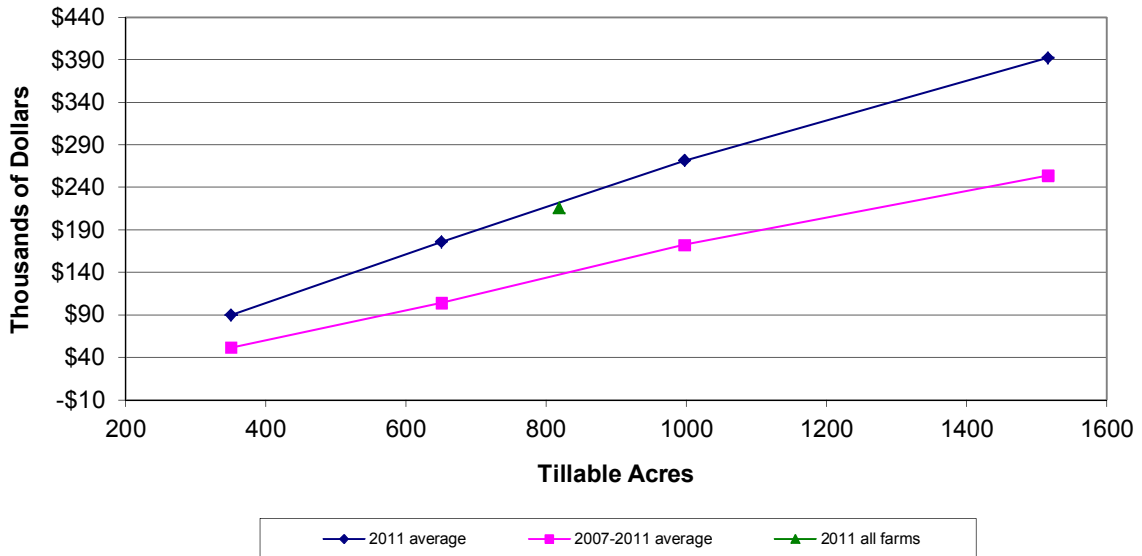
### Central Illinois Grain Farms Operator's Share of Labor and Management Earnings



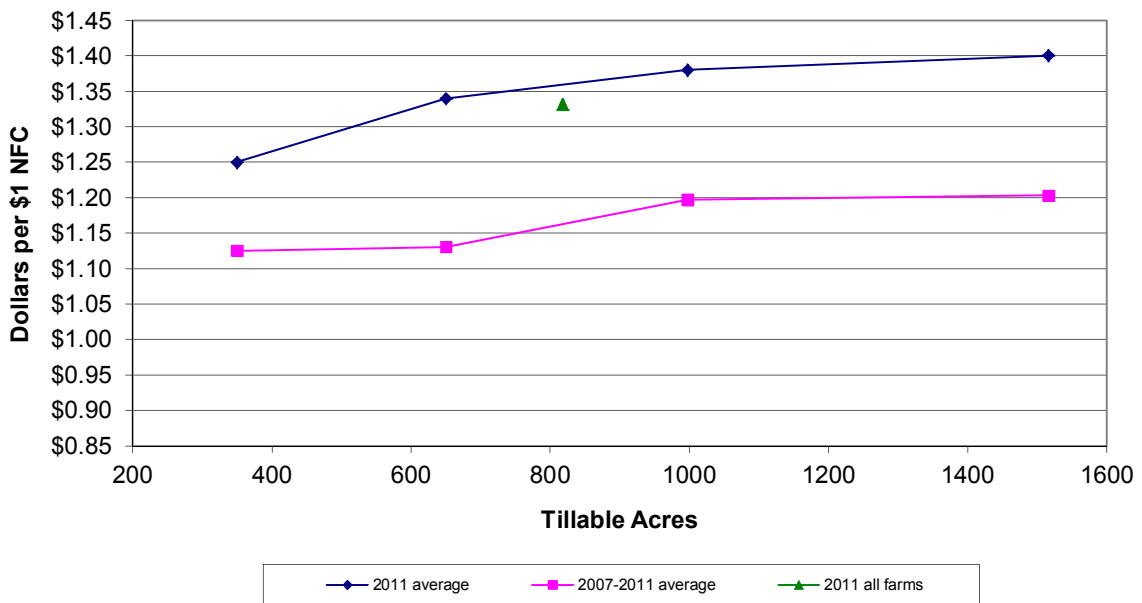
### Central Illinois Grain Farms Value of Production per \$1.00 of Nonfeed Cost



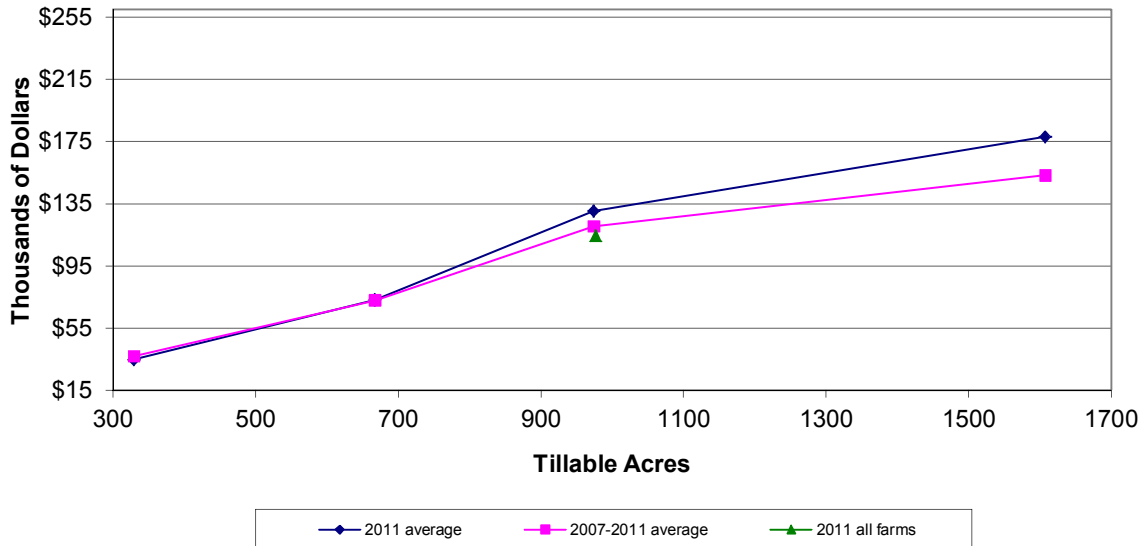
### Northern Illinois Grain Farms Operator's Share of Labor and Management Earnings



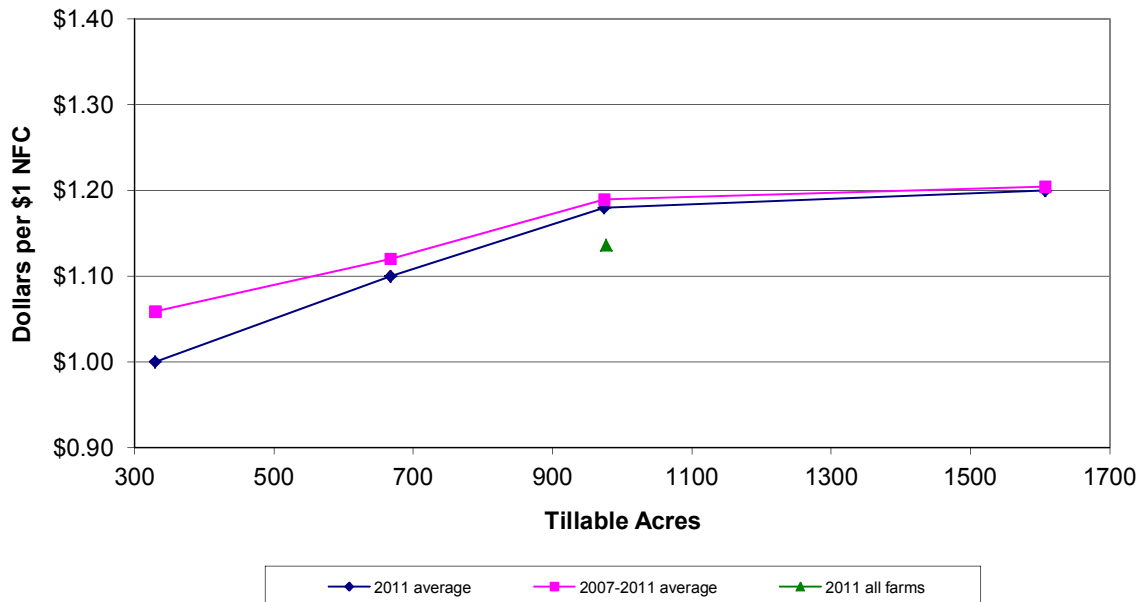
### Northern Illinois Grain Farms Value of Production per \$1.00 of Nonfeed Cost



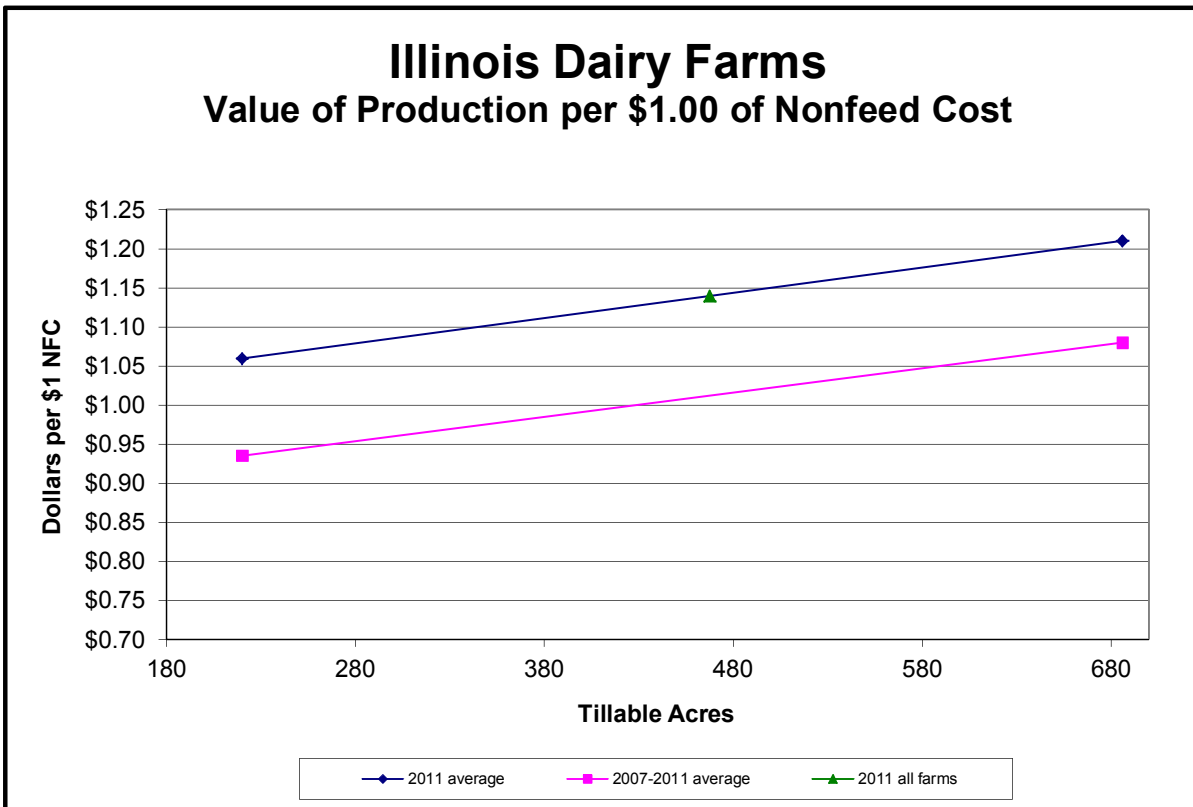
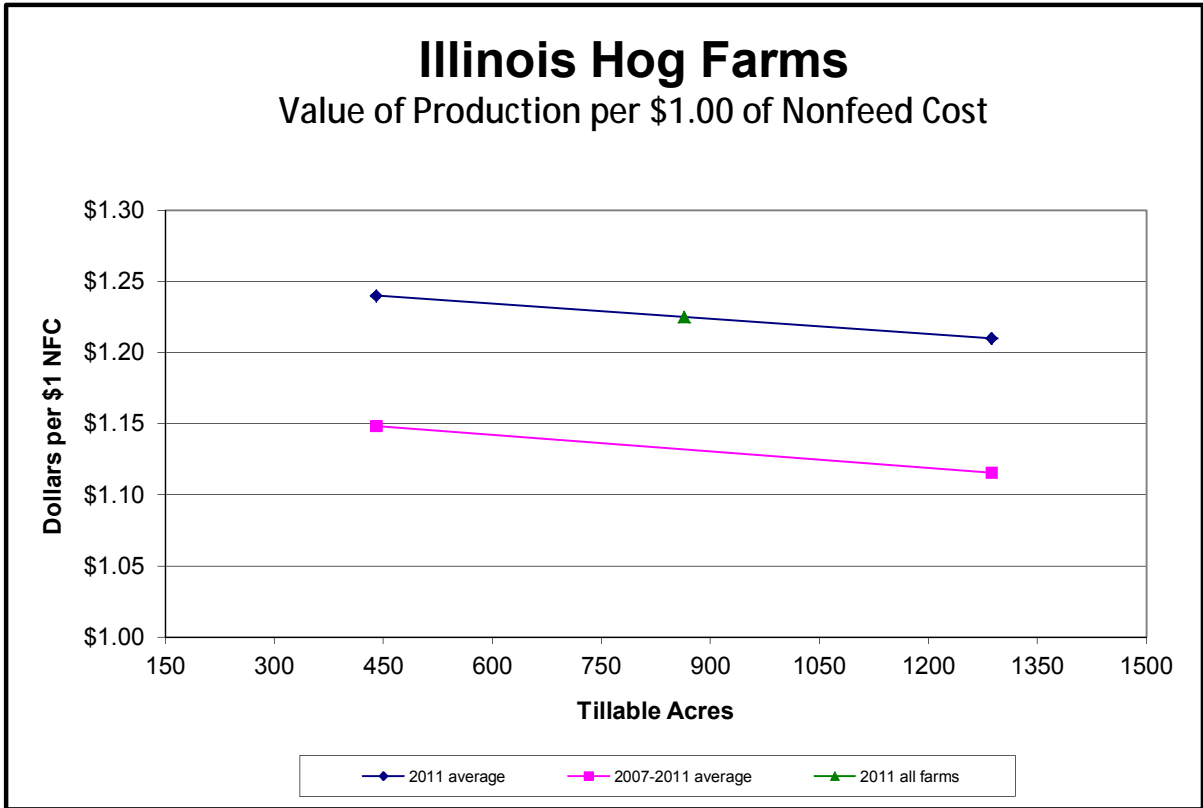
### Southern Illinois Grain Farms Operator's Share of Labor and Management Earnings



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







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

	Corn		Projected 2012		Soybeans		Projected 2012	
	2010	2011	Average Farm	My Farm	2010	2011	Average Farm	My Farm
Number of Farms .....	377	361			377	361		
Acres of Crop .....	826	978			403	397		
% Land in Crop .....	66.0	69.0			31.0	27.0		
<b>NONLAND COSTS</b>								
Variable Costs								
Soil Fertility .....	\$118	\$158	\$162		\$28	\$38	\$45	
Pesticides .....	44	47	50		26	28	28	
Seed .....	95	97	103		52	53	57	
Drying .....	19	21	19		1	1	2	
Machinery Repair, Fuel & Hire .....	68	69	69		61	61	61	
Total Variable .....	\$344	\$392	\$403		\$168	\$181	\$193	
% Change .....	-14%	14%	3%		-10%	8%	7%	
Other Nonland Costs								
Labor .....	\$42	\$41	\$41		\$38	\$37	\$37	
Building .....	17	24	22		9	13	12	
Storage .....	6	5	6		3	2	2	
Machinery Depreciation .....	41	44	46		26	26	29	
Nonland Interest .....	50	54	55		42	45	45	
Overhead .....	57	70	70		56	68	68	
Total Other .....	\$213	\$238	\$240		\$174	\$191	\$193	
Total Nonland Costs .....	\$557	\$630	\$643		\$342	\$372	\$386	
% Change .....	-5%	13%	2%		-2%	9%	4%	
<b>LAND COSTS</b>								
Taxes .....	\$30	\$32	\$34		\$30	\$32	\$34	
Adjusted Net Rent .....	\$152	\$180	195		152	180	195	
Total Land Costs .....	\$182	\$212	\$229		\$182	\$212	\$229	
<b>TOTAL—ALL COSTS</b> .....	\$739	\$842	\$872		\$524	\$584	\$615	
% Change .....	-4%	14%	4%		-1%	11%	5%	
Yield per Acre, Bushel .....	174	177			56	60		
Nonland Costs per Bushel .....	\$3.20	\$3.56			\$6.11	\$6.20		
All Costs per Bushel .....	\$4.25	\$4.76			\$9.36	\$9.73		
Average Yield Past 4 Years .....	189	187	182		51	52	54	
All Costs per Bushel .....	\$3.91	\$4.50	\$4.79		\$10.27	\$11.23	\$11.39	

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

	Corn		Projected 2012		Soybeans		Projected 2012	
	2010	2011	Average	My	2010	2011	Average	My
			Farm	Farm			Farm	Farm
Number of Farms .....	628	659			628	659		
Acres of Crop .....	684	717			542	532		
% Land in Crop .....	55.8	56.2			42.8	41.7		
<b>NONLAND COSTS</b>								
Variable Costs								
Soil Fertility .....	\$122	\$159	\$163		\$42	\$55	\$58	
Pesticides .....	44	50	50		27	31	31	
Seed .....	95	96	103		61	62	63	
Drying .....	22	19	19		1	1	1	
Machinery Repair, Fuel & Hire .....	47	49	51		43	45	46	
Total Variable .....	\$330	\$373	\$386		\$174	\$194	\$199	
% Change .....	-20%	13%	3%		-9%	11%	3%	
Other Nonland Costs								
Labor .....	\$40	\$37	\$38		\$38	\$37	\$38	
Building .....	10	11	11		8	9	9	
Storage .....	13	8	13		6	4	5	
Machinery Depreciation .....	38	39	43		34	35	39	
Nonland Interest .....	50	51	51		45	46	46	
Overhead .....	35	45	45		33	42	43	
Total Other .....	\$186	\$191	\$201		\$164	\$173	\$180	
Total Nonland Costs .....	\$516	\$564	\$587		\$338	\$367	\$379	
% Change .....	-13%	9%	4%		-4%	9%	3%	
<b>LAND COSTS</b>								
Taxes .....	\$31	\$34	\$35		\$31	\$34	\$35	
Adjusted Net Rent .....	170	190	210		170	190	210	
Total Land Costs .....	\$201	\$224	\$245		\$201	\$224	\$245	
<b>TOTAL—ALL COSTS</b> .....	\$717	\$788	\$832		\$539	\$591	\$624	
% Change .....	-9%	10%	6%		-1%	10%	6%	
Yield per Acre, Bushel .....	168	174			60	56		
Nonland Costs per Bushel .....	\$3.07	\$3.24			\$5.63	\$6.55		
All Costs per Bushel .....	\$4.27	\$4.53			\$8.98	\$10.55		
Average Yield Past 4 Years .....	193	190	183		55	56	56	
All costs per bushel .....	\$3.72	\$4.15	\$4.55		\$9.80	\$10.55	\$11.14	

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

	Corn		Projected 2012		Soybeans		Projected 2012	
	2010	2011	Average Farm	My Farm	2010	2011	Average Farm	My Farm
Number of Farms .....	345	365			345	365		
Acres of Crop .....	729	727			575	552		
% Land in Crop .....	54.9	54.8			42.2	41.6		
<b>NONLAND COSTS</b>								
Variable Costs								
Soil Fertility .....	\$124	\$164	\$164		\$35	\$46	\$49	
Pesticides .....	44	50	50		28	32	32	
Seed .....	94	100	102		49	52	54	
Drying .....	17	15	15		1	1	2	
Machinery Repair, Fuel & Hire .....	58	57	58		52	51	52	
Total Variable .....	\$337	\$386	\$389		\$165	\$182	\$189	
% Change .....	-17%	15%	1%		-7%	10%	4%	
Other Nonland Costs								
Labor .....	\$40	\$36	\$36		\$40	\$36	\$36	
Building .....	14	16	15		10	11	10	
Storage .....	10	6	15		4	2	4	
Machinery Depreciation .....	37	40	42		32	34	36	
Nonland Interest .....	45	47	47		40	41	41	
Overhead .....	41	52	53		39	49	49	
Total Other .....	\$187	\$197	\$208		\$165	\$173	\$176	
Total Nonland Costs .....	\$524	\$583	\$597		\$330	\$355	\$365	
% Change .....	-11%	11%	2%		-4%	8%	3%	
<b>LAND COSTS</b>								
Taxes .....	\$23	\$25	\$27		\$23	\$25	\$27	
Adjusted Net Rent .....	140	180	195		140	180	195	
Total Land Costs .....	\$163	\$205	\$222		\$163	\$205	\$222	
<b>TOTAL—ALL COSTS</b> .....	\$687	\$788	\$819		\$493	\$560	\$587	
% Change .....	-9%	15%	4%		-2%	14%	5%	
Yield per Acre, Bushel .....	157	158			54	52		
Nonland Costs per Bushel .....	\$3.34	\$3.69			\$6.11	\$6.83		
All Costs per Bushel .....	\$4.38	\$4.99			\$9.13	\$10.77		
Average Yield Past 4 Years .....	185	181	173		52	52	52	
All Costs per Bushel .....	\$3.71	\$4.35	\$4.73		\$9.48	\$10.77	\$11.29	

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

	Corn		Projected 2012		Soybeans		Projected 2012	
	2010	2011	Average Farm	My Farm	2010	2011	Average Farm	My Farm
Number of Farms .....	213	222			213	222		
Acres of Crop .....	732	678			699	680		
% Land in Crop .....	48.2	44.4			46.1	44.5		
<b>NONLAND COSTS</b>								
Variable Costs								
Soil Fertility .....	\$134	\$163	\$160	—	\$41	\$50	\$49	—
Pesticides .....	45	52	50	—	33	38	36	—
Seed .....	90	88	98	—	53	52	57	—
Drying .....	10	11	9	—	1	1	2	—
Machinery Repair, Fuel & Hire .....	59	64	65	—	55	59	60	—
Total Variable .....	\$338	\$378	\$382	—	\$183	\$200	\$204	—
% Change .....	-7%	12%	1%	—	-3%	9%	2%	—
Other Nonland Costs								
Labor .....	\$44	\$41	\$41	—	\$40	\$37	\$37	—
Building .....	17	19	18	—	10	11	10	—
Storage .....	3	2	3	—	1	1	1	—
Machinery Depreciation .....	47	50	54	—	45	48	53	—
Nonland Interest .....	39	40	40	—	41	42	42	—
Overhead .....	40	46	47	—	40	46	46	—
Total Other .....	\$190	\$198	\$203	—	\$177	\$185	\$189	—
Total Nonland Costs .....	\$528	\$576	\$585	—	\$360	\$385	\$393	—
% Change .....	-4%	9%	2%	—	0%	7%	2%	—
<b>LAND COSTS</b>								
Taxes .....	\$15	\$15	\$17	—	\$15	\$15	\$17	—
Adjusted Net Rent .....	92	105	120	—	92	105	120	—
Total Land Costs .....	\$107	\$120	\$137	—	\$107	\$120	\$137	—
<b>TOTAL—ALL COSTS</b> .....	\$635	\$696	\$722	—	\$467	\$505	\$530	—
% Change .....	-3%	10%	4%	—	0%	8%	5%	—
Yield per Acre, Bushel .....	148	141	155	—	49	44	46	—
Nonland Costs per Bushel .....	\$3.57	\$4.09	\$4.09	—	\$7.35	\$8.75	\$8.75	—
All Costs per Bushel .....	\$4.29	\$4.94	\$4.94	—	\$9.53	\$11.48	\$11.48	—
Average Yield Past 4 Years .....	155	156	155	—	44	44	46	—
All Costs per Bushel .....	\$4.10	\$4.46	\$4.66	—	\$10.61	\$11.48	\$11.52	—

## 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	5.24 **	0.94
2011 . . . . .	167	787	4.71	6.11 **	1.40
2007-2011 Avg.	180	687	3.86	4.60	0.73
2002-2011 Avg.	173	560	3.25	3.50	0.25

2002-11 Ave. cost per bu. to grow soybeans was 2.52 times the cost per bu. to grow corn in the same period.

\* Seasonal average annual price for corresponding crop year.

\*\* Estimated

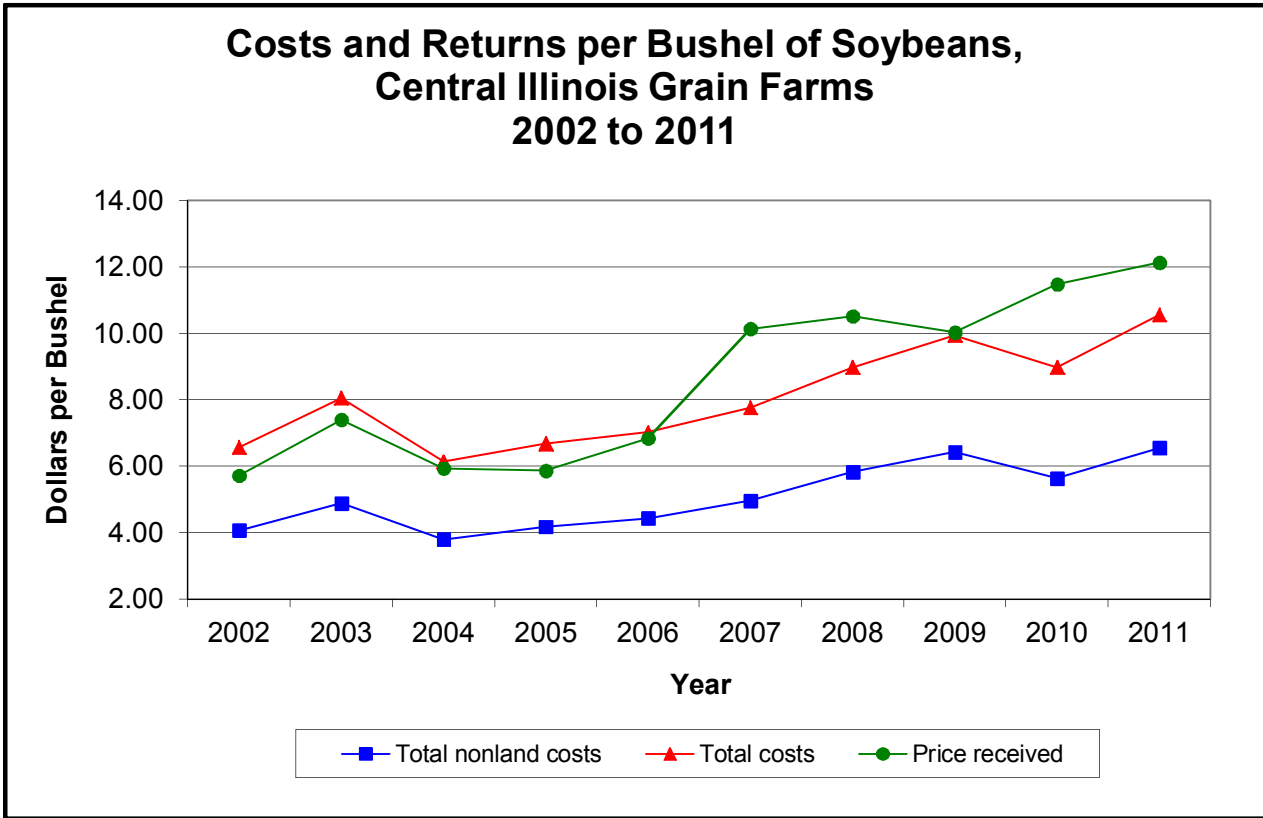
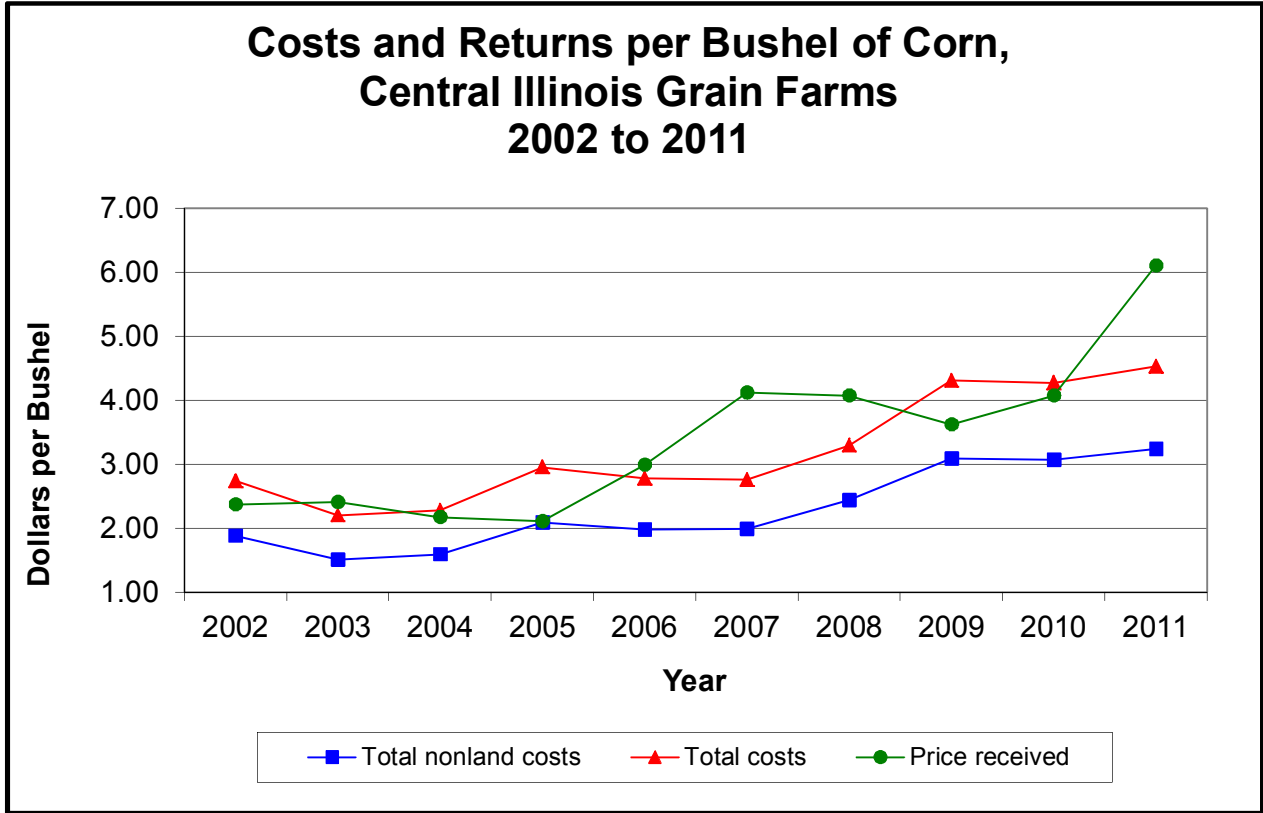
## ILLINOIS Cost to Grow Soybeans--1976 to Date

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	9.20	11.80 **	2.60
2011 . . .	59	571	9.68	12.13 **	2.45
2007-2011 Avg.	54	500	9.32	10.87	1.54
2002-2011 Avg.	51	421	8.19	8.58	0.39

2002-11 Ave. cost per bu. to grow soybeans was 2.52 times the cost per bu. to grow corn in the same period.

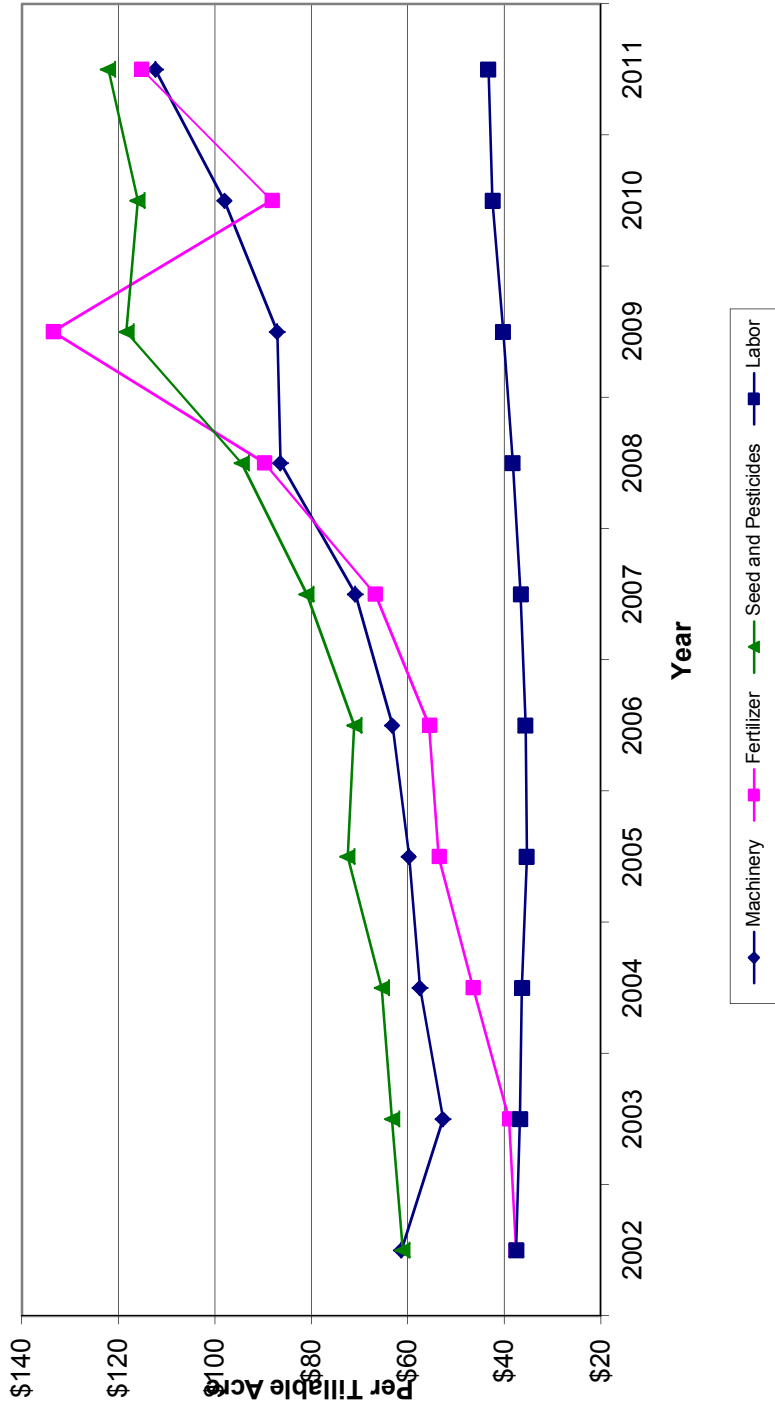
\* Seasonal average annual price for corresponding crop year.

\*\* Estimated





### Trends in Selected Operating Costs per Acre, Central Illinois Pure-Grain Farms 2002 to 2011



### 2011 Livestock Standards from Illinois Farm Business Records

Farrow-to-Finish Hog Enterprise	Average Farm	High 1/3 Return	Litters Farrowed			Average Farm
			10-149	150-349	350+	
Number of Farms	31	10	10	10	10	Number of Farms
Pounds of Pork Produced	874,574	1,453,638	217,921	475,054	2,017,756	Pounds of Pork Produced
Pounds of Pork per Litter	2,444	2,577	2,546	2,240	2,487	Pounds of Pork per Litter
Total Returns	562,194	951,999	141,114	314,522	1,286,895	Total Returns
Value of Feed Fed	385,733	598,348	108,341	238,138	849,028	Value of Feed Fed
Returns per \$100 Feed Fed	146	159	130	132	152	Returns per \$100 Feed Fed
Returns above Feed per Litter	493	627	383	360	540	Returns above Feed per Litter
Number of Litters Farrowed	358	564	86	212	811	Number of Litters Farrowed
Pigs Farrowed per Litter	10.91	11.53	10.16	9.91	11.25	Pigs Farrowed per Litter
Pigs Weaned per Litter	9.40	9.90	8.93	8.65	9.65	Pigs Weaned per Litter
Weaning Survival Rate %	86	86	88	87	86	Weaning Survival Rate %
Litters Farrowed per Female Year	1.91	2.07	1.58	1.91	2.00	Litters Farrowed per Female Year
Pigs Weaned per Female Year	18.12	20.49	14.03	17.12	19.67	Pigs Weaned per Female Year
Number of Crates	42	46	24	32	69	Number of Crates
Pigs Weaned per Crate	79.5	99.8	34.9	59.1	102.8	Pigs Weaned per Crate
Death Loss Total—% of Pounds Produced	3.0	2.4	1.7	2.7	3.2	Death Loss Total—% of Pounds Produced
Weight per Market Hog Sold	267	268	271	260	268	Weight per Feeder Pig Sold
Weight per Breeding Hog Sold	452	477	465	467	444	Weight per Feeder Pig Sold
Price Received / 100 Pounds - Market	65.33	65.63	63.73	64.94	65.61	Price Received per Pig
Price Received / 100 Pounds - Breeding	50.12	51.59	47.15	50.33	50.79	Price Received per 100 Pounds
Total Return per 100 Pounds Produced	64.28	65.49	64.75	66.21	63.78	Total Return per 100 Pounds Produced
Feed Cost per 100 Pounds Produced	44.11	41.16	49.72	50.13	42.08	Feed Cost per 100 Pounds Produced
Pounds of Feed per 100 Pounds Produced:						Pounds of Feed per 100 Pounds Produced:
Grain/Complete Feed	229	211	273	242	221	Grain/Complete Feed
Supplement	86	85	83	98	83	Supplement
Total Concentrates	314	296	356	339	304	Total Concentrates
Cost per 100 Pounds of Supplement	22.12	21.24	23.68	24.15	21.40	Cost per 100 Pounds of Supplement
Cost per 100 Pounds of Concentrates	14.02	13.93	13.95	14.77	13.83	Cost per 100 Pounds of Concentrates

Feeder Cattle Enterprise	Average Farm	High 1/3 Return	Purchase Weight			Average Farm
			1-500	500-749	750+	
Number of Farms	84	28	19	53	10	Number of Farms
Total Pounds Produced	181,991	293,809	81,894	199,916	312,942	Total Pounds Produced
Total Returns	192,637	323,226	86,545	212,404	327,339	Total Returns
Value of Feed Fed	125,715	164,650	70,414	132,498	219,277	Value of Feed Fed
Returns per \$100 Feed Fed	153	196	123	160	149	Returns per \$100 Feed Fed
Average Weight Purchased	648	658	358	625	828	Average Weight Purchased
Price Paid per 100 Pounds	132.60	134.17	130.05	134.24	129.40	Price Paid per 100 Pounds
Price Paid per Head	859	883	465	839	1072	Price Paid per Pig
Average Weight Sold	1,281	1,314	1,160	1,259	1,375	Average Weight Sold
Price Received per 100 Pounds	112.03	113.29	104.83	111.97	114.06	Price Received per 100 Pounds
Total Return per 100 Pounds	105.85	110.01	105.68	106.25	104.60	Total Return per 100 Pounds
Feed Cost per 100 Pounds	69.08	56.04	85.98	66.28	70.07	Feed Cost per 100 Pounds
Death Loss: Numbers	7	11	5	8	4	Death Loss: Numbers
Pounds	4,919	8,251	2,871	6,063	3,732	Pounds
% of Pounds Produced	2.7	2.8	3.5	3.0	1.2	% of Pounds Produced
Pounds of Feed per 100 Pounds Produced:						Pounds of Feed per 100 Pounds Produced:
Grain/Complete Feed	565	544	554	567	566	Grain/Complete Feed
Supplement	49	35	87	48	33	Supplement
Total Concentrates	614	579	641	615	599	Total Concentrates
Hay & Dry Roughage	88	49	92	90	78	Hay & Dry Roughage
Corn Silage	237	245	121	299	83	Corn Silage
Other Silage	35	41	18	29	66	Other Silage
Hay Equivalent—Tons	0.09	0.08	0.07	0.10	0.06	Hay Equivalent—Tons
Cost per 100 Pounds of Supplement	16.55	15.77	22.22	15.40	14.76	Cost per 100 Pounds of Supplement
Cost per 100 Pounds of Concentrates	9.83	8.54	12.23	9.21	10.72	Cost per 100 Pounds of Concentrates

Feeder Pig Producing Enterprise	Average Farm	Purchase Weight	
		<20	35+
Number of Farms		37	
Total Pounds Produced		1,471,207	
Total Returns		798,914	
Value of Feed Fed		521,514	
Returns per \$100 Feed Fed		153	
Average Weight Purchased		13	
Price Paid per 100 Pounds		306.73	
Price Paid per Pig		40.98	
Average Weight Sold		272	
Price Received per 100 Pounds		65.94	
Total Return per 100 Pounds		54.30	
Feed Cost per 100 Pounds		35.45	
Death Loss: Numbers		397	
Pounds		31,592	
% of Pounds Produced		2.1	
Pounds of Feed per 100 Pounds Produced:			
Grain/Complete Feed		174	
Supplement		78	
Total Concentrates		252	
Cost per 100 Pounds of Supplement		20.36	
Cost per 100 Pounds of Concentrates		14.06	

(table continues on p. 33)

### Livestock Analysis -- 2011

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	59	52	31	19	142	Number of Farms	8
Number of Cows in Herd	59	54	61	66	58	Number of Ewes in Flock	44
Number of Calves Born	46	51	59	45	51	Number of Lambs Born	64
Calving %	78	94	97	69	88	% Lamb Crop	147
Total Pounds Produced	24,973	39,335	68,360	24,055	39,704	Total Pounds Produced	8,052
Total Returns	36,329	50,963	84,999	35,787	52,313	Total Returns	12,220
Value of Feed Fed	25,073	32,101	50,929	15,177	33,291	Value of Feed Fed	7,049
Returns per \$100 Feed Fed	145	159	167	236	157	Returns per \$100 Feed Fed	173
Returns above Feed per Cow	189	352	559	314	330	Returns above Feed per Ewe	119
Pounds of Beef per Cow in Herd	420	733	1,122	367	689	Pounds Produced per Ewe in Flock	185
Death Loss Total—% of Pounds Produced	10.3	6.0	4.2	8.1	6.4	Death Loss Total—% of Pounds Produced	9.1
Market Survival Rate %	91.2	92.0	94.4	91.2	92.5	Market Survival Rate %	
Breeding Survival Rate %	96.9	97.8	97.6	97.2	97.4	Breeding Survival Rate %	90.4
Weight per Market Animal Sold	564	697	1,015	561	721	Weight per Market Animal Sold	125
Price Received / 100 Pounds Sold—Market	125.85	116.30	111.38	125.39	117.65	Price Received / 100 Pounds Sold—Market	180.25
Price Received / 100 Pounds Sold—Breeding	64.52	67.61	78.30	61.05	70.23	Price Received / 100 Pounds Sold—Breeding	101.16
Feed Cost per 100 Pounds Produced	100.40	81.61	74.50	63.09	83.85	Feed Cost per 100 Pounds Produced	87.54
Pounds of Feed per 100 Pounds Produced:						Pounds of Feed per 100 Pounds Produced:	
Grain/Complete Feed	127	121	188	55	148	Grain/Complete Feed	283
Supplement	123	63	62	68	78	Supplement	49
Total Concentrates	250	183	251	122	226	Total Concentrates	332
Hay & Dry Roughage	1,057	680	618	660	755	Hay & Dry Roughage	556
Corn Silage	275	396	316	197	335	Other Silage	0
Other Silage	123	42	88	0	80	Pasture Days	9
Pasture Days	49	32	18	47	31	Hay Equiv.	0.36
Pasture Days per Animal Unit	15	5	114	6	9	Pasture Days per Animal Unit	24
Hay Equivalent per Cow—Tons	4.8	5.9	6.4	3.3	5.5	Hay Equivalent per Ewe—Tons	0.7
Cost per 100 Pounds of Concentrates	12.41	14.51	13.19	16.68	13.35	Cost per 100 Pounds of Concentrates	14.37

Dairy Cattle Enterprise	Average Farm	Number of Cows			High 1/3 80-149 Cows
		40-79	80-149	150+	
Number of Farms	63	19	25	10	8
Number of Cows	112.8	58.7	104.2	308.0	104.6
% of Cows Dry	12.1	15.3	10.9	10.9	10.7
Animal Units in Herd	217	109	192	624	193
Total Cwt. of Milk Produced	23,938	10,674	20,424	74,914	21,089
Pounds of Beef Produced	78,054	36,085	82,598	196,537	71,271
Total Returns	557,412	242,877	478,758	1,741,988	516,949
Value of Feed	308,678	178,862	279,314	819,139	244,372
Returns per \$100 Feed Fed	181	136	171	213	212
Returns above Feed per Cow	2,205	1,091	1,913	2,996	2,605
Pounds of Beef per Cow	692	615	792	638	681
Pounds of Milk per Cow	21,226	18,193	19,593	24,323	20,156
Pounds of Butterfat per Cow	788	694	730	895	762
Death Loss: % of Pounds Produced	13.0	20.2	12.0	11.1	13.3
Feed Cost Per Cwt. Milk Equivalent *	11.37	14.73	12.19	9.62	9.93
Price Received for 100 Pounds Milk	20.35	19.87	20.56	20.37	20.68
Price Received for 100 Pounds Beef—Market	96.17	96.01	99.76	93.60	107.05
Pounds of Feed Per Cwt. Milk Equivalent *					
Grain/Complete Feed	23	35	24	18	19
Supplement	19	16	21	18	24
Total Concentrates	42	51	45	36	43
Hay & Dry Roughage	18	33	21	11	10
Corn Silage	90	91	84	93	84
Other Silage	42	70	43	35	21
Pasture Days per Animal Unit	12	9	20	2	39
Hay Equivalent per Cow—Tons	8.1	9.6	7.7	7.8	6.3
Cost per 100 Pounds of Supplement	19.65	22.41	19.99	18.69	17.70
Cost per 100 Pounds of Concentrates	14.80	14.56	15.21	14.60	14.90
Dairy Patronage/FSA Payments/Cwt. Milk	0.19	0.17	0.37	0.07	0.35

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..... \$6.15  
Oats..... \$3.45  
Wheat..... \$6.80

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—2007 to 2011

Year	Hogs	Feeder	Feeder	Dairy	Beef Herd
	(per cwt.)	Pigs (per cwt.)	Cattle (per cwt.)	(per cow)	Calves Sold (per cow)
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
2011 .....	20.18	18.88	36.77	2,205	189
5-Yr. Average .....	12.85	9.23	21.82	1,737	66
Nonfeed Costs, 2006–2010					
Direct Cash .....	10.23	6.82	14.44	1,297	134
Other Costs .....	<u>8.67</u>	<u>4.49</u>	<u>13.26</u>	<u>627</u>	<u>63</u>
TOTAL .....	18.90	11.31	27.70	1,924	197

**Cost to Produce Pork, 2008 to 2011<sup>1</sup>**

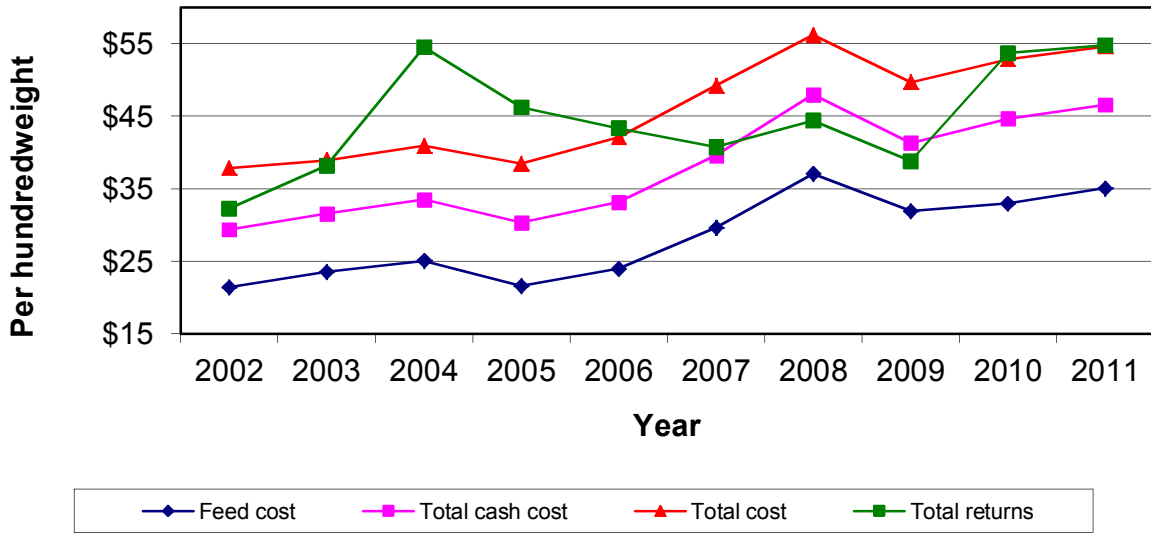
Items	2008	2009	2010	2011 Est.
Number of Farms .....	14	13	9	
Tillable Acres .....	761	602	720	
Number of Litters .....	614	575	818	
Total Returns .....	\$44.36	\$38.83	\$53.69	\$54.77
Cash Costs				
Feed .....	\$37.07	\$31.92	\$32.95	\$35.06
Operating Expenses				
Maintenance and Power <sup>2</sup> .....	5.27	4.62	6.39	
Livestock Expense .....	3.92	3.10	3.92	
Insurance, Taxes, and Overhead .....	<u>1.73</u>	<u>1.68</u>	<u>1.36</u>	
Total Operating Expenses .....	\$10.92	\$9.40	\$11.67	\$11.48
Total Cash Costs .....	\$47.99	\$41.32	\$44.62	\$46.54
Other Costs				
Depreciation <sup>3</sup> .....	1.26	1.22	1.89	
Labor .....	4.57	5.47	4.59	
Interest Charge on All Capital .....	<u>2.37</u>	<u>1.67</u>	<u>1.75</u>	
Total Other Costs .....	\$8.20	\$8.36	\$8.23	\$8.09
Total Nonfeed Costs .....	\$19.12	\$17.76	\$19.90	\$19.57
Total All Costs .....	\$56.19	\$49.68	\$52.85	\$54.63
Return above All Costs .....	(\$11.83)	(\$10.85)	\$0.84	\$0.14

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

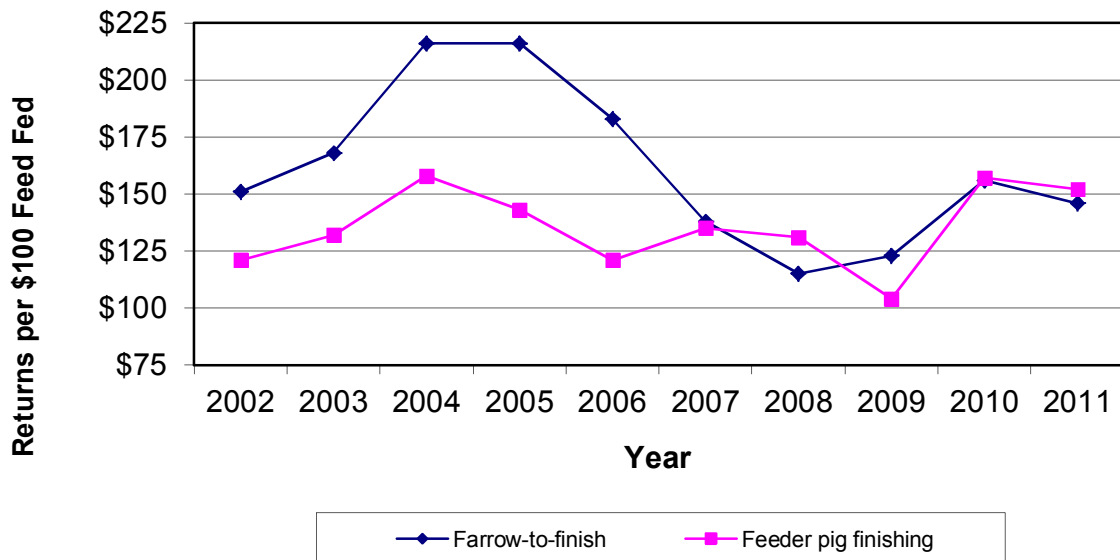
<sup>2</sup> Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

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

### Cost and Returns per 100 Pounds of Pork 2002 to 2011



### Returns per \$100 of Feed Fed for Hog Farms 2002 to 2011



**Cost and Returns for Beef-Feeding Enterprises—2008 to 2011<sup>1</sup>**

Items	2008	2009	2010	2011 Est.
Number of Farms .....	9	6	6	
Average per Farm				
Tillable Acres .....	464	423	423	
Hundredweight Beef Produced .....	3,855	3,479	4,406	
	-----Per 100 Pounds Produced-----			
Cash Costs				
Feed .....	\$62.34	\$58.35	\$55.24	\$69.08
Operating Expenses				
Maintenance and Power <sup>2</sup> .....	\$6.21	\$4.39	\$8.11	
Livestock Expense .....	5.60	3.26	3.96	
Insurance, Taxes, and Overhead .....	2.52	1.75	1.19	
Interest on Cattle .....	<u>5.13</u>	<u>4.64</u>	<u>4.69</u>	
Total Operating Expenses .....	\$19.46	\$14.04	\$17.95	\$18.65
Total Cash Costs .....	\$81.80	\$72.39	\$73.19	\$87.73
Other Costs				
Depreciation <sup>3</sup> .....	\$2.50	\$2.66	\$2.10	
Labor .....	3.54	4.17	5.15	
Interest on Other Capital .....	<u>1.77</u>	<u>1.48</u>	<u>0.97</u>	
Total Other Costs .....	\$7.81	\$8.31	\$8.22	\$8.16
Total All Costs .....	\$89.61	\$80.70	\$81.41	\$95.89
Total Returns .....	<u>\$70.62</u>	<u>\$64.87</u>	<u>\$84.09</u>	<u>\$105.85</u>
Return above All Costs .....	(\$18.99)	(\$15.83)	\$2.68	\$9.96

<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 Milk—2008 to 2011<sup>1</sup>

Items	40-79 Cows				80+ Cows			
	2008	2009	2010	2011 Est.	2008	2009	2010	2011 Est.
Number of Farms .....	13	14	7		24	26	18	
Tillable Acres .....	207	196	170		368	445	351	
Number of Cows .....	56.9	58.8	57.1		180.5	192.3	187.2	
Pounds Milk per Cow .....	18,579	18,734	18,474		21,227	22,503	22,982	
	-----Per 100 Pounds of Milk Produced-----							
Price Received <sup>2</sup> .....	\$19.15	\$13.16	\$16.46	\$19.87	\$18.94	\$19.25	\$13.39	\$20.51
<b>Cash Costs</b>								
Feed .....	\$10.44	\$10.42	\$11.60	\$14.73	\$10.07	\$8.94	\$8.56	\$12.89
Operating Expenses <sup>3</sup> .....	2.36	2.31	2.29		2.42	1.99	2.03	
Livestock Expense .....	2.24	2.14	2.56		2.44	2.94	2.84	
Insurance, Taxes, and Overhead .....	<u>0.39</u>	<u>0.31</u>	<u>0.20</u>		<u>0.32</u>	<u>0.26</u>	<u>0.20</u>	
Total Operating Expenses .....	\$4.99	\$4.76	\$5.05	\$5.36	\$5.18	\$5.19	\$5.07	\$4.78
Total Operating and Feed .....	\$15.43	\$15.18	\$16.65	\$20.09	\$15.25	\$14.13	\$13.63	\$17.67
<b>Other Costs</b>								
Depreciation <sup>4</sup> .....	\$0.65	\$0.80	\$0.85		\$0.81	\$0.76	\$0.65	
Labor .....	2.63	2.55	2.85		2.70	2.50	2.47	
Interest on All Capital .....	<u>0.95</u>	<u>0.90</u>	<u>0.89</u>		<u>1.11</u>	<u>0.89</u>	<u>0.90</u>	
Total Other Costs .....	\$4.23	\$4.25	\$4.59	\$4.53	\$4.62	\$4.15	\$4.02	\$4.11
Total Nonfeed Costs .....	\$9.22	\$9.01	\$9.64	\$9.89	\$9.80	\$9.34	\$9.09	\$8.89
Total All Costs .....	\$19.66	\$19.43	\$21.24	\$24.62	\$19.87	\$18.28	\$17.65	\$21.78
Return above All Costs .....	(\$0.51)	(\$6.27)	(\$4.78)	(\$4.75)	(\$0.62)	(\$4.89)	(\$1.21)	(\$1.27)

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

<sup>2</sup> FSA and patronage payments not included. They may have added \$0.31/cwt. of milk in 2010.

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