

Advanced Report

**FARM INCOME
&
PRODUCTION COSTS
*for 2014***



Commercial Farms

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

AE-4566



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April 2015

Farm Income and Production Costs

for 2014:

Advance Report

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; Brandy M. Krapf, Professional Development Coordinator; and Bradley L. Zwilling, Farm Business Analyst & Data Processing Specialist, Illinois FBFM Association, for use by FBFM field staff at meetings held in March 2015. 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 *90th Annual Summary of Illinois Farm Business Records for 2014*.

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.

Urbana, Illinois

April 2015

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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—4.0 percent interest on non-land inventory plus 2.10 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 2014

Average farm operator returns for labor and management on 2,670 Illinois farms were lower for most geographic areas in the state in 2014 compared to 2013, except for the northern and western areas. The average return to the sum of all operator's labor and management income in 2014 was \$39,707. The 2014 returns were \$22,935 below the 2013 average of \$62,642 and \$104,563 below 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 \$67,160. Combining this amount with the return to operators' labor and management (sum of all operators) and unpaid family labor resulted in average operators' net farm income of \$107,290. Much lower crop prices were the main reasons for the lower incomes. Returns above feed cost for all livestock enterprises were higher than the year before. Hog returns above feed costs were higher due to lower feed prices and higher prices received. Returns to dairy enterprises were higher due to higher milk prices and lower feed prices. Lower grain prices were still high enough to result in minimal farm program payments. Farm earnings were highest in the south-central part of the state. Earnings were lowest in the northeastern part of the state.

Corn yields were well above the 2013 yield and the five-year average. Corn yields were 22 bushels per acre higher in 2014 and 43 bushels per acre above the five-year average. Soybean yields were 6 bushels per acre higher than in 2013. The average corn yield on the 2,670 farms was 214 bushels per acre. Soybean yields averaged 61 bushels per acre. Corn and soybean yields were highest in the central parts of the state. The growing season temperature and precipitation were closer to normal which caused higher yields in most parts of the state. Year-end inventory price for the 2014 corn crop of \$3.75 per bushel was 35 cents lower than a year earlier. \$10.50 per

bushel was the new crop soybeans inventory price, \$2.50 less than December 31, 2013. The average sales price received for the 2013 corn and soybean crop sold in 2014 was above their inventory prices resulting in a positive marketing margin. Crop returns averaged \$794 per tillable acre, \$46 per acre lower than the 2013 crop returns. The average crop returns per acre were at an all-time high in 2012.

Returns above feed cost to all livestock enterprises were higher than the year before as well as the last five years. All livestock enterprises experienced lower feed costs and higher returns in 2014 compared to 2013. Returns for farrow-to-finish hog producers were estimated to be about \$18.16 per hundredweight above the breakeven level in covering total costs in 2014. Dairy producers experienced \$3,734 returns above feed per cow in 2014 compared to \$1,846 in 2013. Milk prices were twenty percent higher compared to the year before. Returns above feed to feeder cattle enterprises increased more than two hundred thirty percent. Prices received and paid for market cattle were higher than the year before. With the large increase in prices for market cattle, returns above feed per cow increased almost four hundred percent from 2013.

Estimates of 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, except for northern Illinois. Changes in net worth among individual farm operators will vary greatly due to differences in farm and nonfarm income and family living withdrawals.

Pages 3 and 6 have the average amount of interest paid per farm. Average farm interest paid in 2014 was \$24,115, up \$1,731 from 2013. Over the last ten years, interest paid on a per-acre basis has increased from a low of \$19 in 2005 to a high of \$25 in 2007 but decreased to \$22 in 2014. Interest paid as a percentage of gross farm returns was 3 percent in 2014 compared to 2.8 percent in 2013.

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.

Pages 22 to 36 report returns and costs for crops and livestock enterprises. Total returns to farrow-to-finish hog producers averaged \$75.90 per hundredweight in 2014 compared to \$65.96 the year before. Feed costs decreased, averaging \$38.78 per hundredweight. The average price received per hundredweight for slaughter cattle was \$149.09 and the price paid for replacement feeder cattle was \$208.36. Dairy returns included the average price received for milk of \$24.88 compared to \$20.71 in 2013.

Total economic costs per acre to produce corn and soybeans in 2014 increased as compared to 2013 in all areas of the state. The main factors for the increase in per acre costs were higher seed costs, drying costs, machinery depreciation and land costs. Cost per bushel to produce corn and soybeans decreased in all areas of the state due to higher yields, except in northern Illinois for corn. Total economic costs per acre to raise corn and soybeans on these farms averaged \$989 and \$727, respectively.

From a sample of pure grain farms in the state, the total economic cost per bushel of corn produced was \$4.56 with an average yield of 217 bushels per acre. The total cost per bushel of soybeans was \$11.73 with an

average yield of 62 bushels per acre. The 2013 cost per bushel were \$5.03 and \$12.45 for corn and soybeans, respectively. The total costs for 2012 were the highest costs per bushel to grow corn and soybeans since this study began. The variation in yields and costs during the past few years makes it important to analyze these costs over more than one year. The 2010-14 five-year average to produce corn and soybeans on these farms is \$5.28 per bushel for corn and \$11.54 per bushel for soybeans.

In summary, farm earnings in 2014 were lower than the 2013 earnings and the average for the last five years. Lower crop prices, because of higher yields, were the main reasons for the lower incomes. Some of the earnings would have been lower if not for a positive marketing margin on the 2013 corn and soybean crop sold in 2014. There were still parts of the state that had good incomes while others had good yields and lower incomes. Livestock returns were higher for all enterprises primarily due to lower feed prices and 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 --- 5,670 cooperating farmers and 59 member field staff*
 July 1, 2014, distribution of cooperators by counties and associations

Associations and Field Staff

Associations and Field Staff

BLACKHAWK

598
 Jeffery L. Johnson
 Alan A. Petersohn
 Rodney B. Gieseke
 David A. Goodell
 Tonya M. Wiersema
 Adam W. Drinkall
 Anthony J. Richard

NORTHEASTERN

32

WESTERN

783
 Roberta B. Boarman
 Robert L. Rhea
 Miriam M. Mock
 Mike R. Shepherd
 Nathan P. Edlefson
 Ruth Ann McGrew
 Brett W. Goodwin
 Nathan R. Janssen

ILLINOIS VALLEY

605
 Scott M. Newport
 John A. Hudson
 Bradley G. Lenschow
 James P. McCabe
 Daniel G. Entile
 Alissa D. Fosdick

SANGAMON VALLEY

579
 Todd F. Behrends
 James E. Phelan
 Kevin E. Coultas
 Kent D. Leesman
 Jessie N. Shoopman
 Angela J. Westen

PIONEER

1,064
 Michael C. Heiser
 Kent V. Meister
 Darren L. Bray
 Brian J. Pulley
 Nathan A. Waibel
 Jeffrey A. Marquis
 Lowell J. Stoller
 Jacob M. Springer
 Carla S. Doubet
 Jedediah D. Metzger
 Brandon M. Tate
 Bradley A. Carroll

LINCOLN

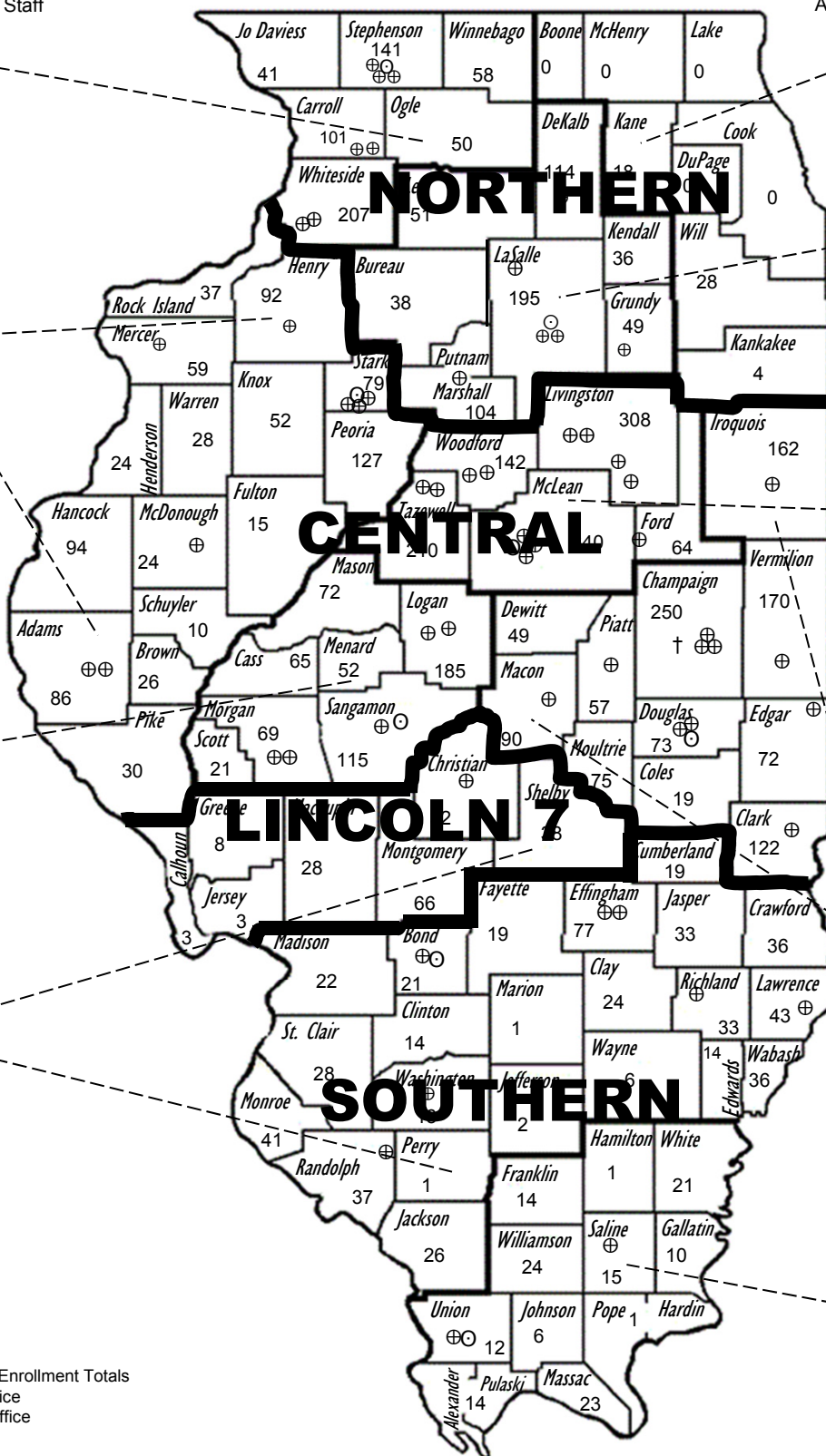
729
 Thomas J. Nolte
 Michael E. Schmitz
 Dathel W. Davidson
 Daniel A. Doan
 Randall J. Harmon
 Mitchel W. Fickling
 Michael P. Bruns
 Cody V. Stewart
 Andrea L. Hosto
 Jacob E. Hileman
 Dale J. Heinkel

EAST CENTRAL

1139
 James E. Cullison
 Bruce E. Burk
 Donald E. Becker
 Mitchell A. Fruhling
 Jeffrey D. Lewis
 Robert D. Daggett
 Richard C. Thomas
 Christopher A. Leman
 Michael L. Clark
 Klayton M. Finley

SHAWNEE

141
 Douglas E. Hileman
 Brittany L. Cleeton



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

**Average Size, Income, Returns, and Costs on Illinois FBFM Record-Keeping Farms
by Type of Farm—2010 to 2014***

Year	Number of Farms	Tillable Acres (TA)	All Operators		Crop Returns/A	Livestock Ret. Above Feed/A	Net Mach. & Labor Cost/A**
			Net Farm Income	Labor-Mgmt. Income			
			\$	\$	\$	\$	\$
All Farms							
2014	2,670	1,106	107,290	39,707	794	38	207
2013	2,597	1,084	127,664	62,642	840	17	200
2012	2,725	1,094	298,028	235,432	997	13	186
2011	2,674	1,083	273,612	223,449	899	21	174
2010	2,588	1,046	204,631	160,118	755	19	157
Grain Farms							
2014	2,448	1,158	101,389	32,157	794	12	197
2013	2,365	1,138	134,442	68,110	841	4	190
2012	2,492	1,139	310,193	246,548	994	2	175
2011	2,455	1,131	282,918	231,680	900	6	164
2010	2,360	1,098	213,103	167,379	756	6	148
Hog Farms							
2014	44	858	322,956	259,421	795	701	397
2013	48	905	103,807	26,802	813	319	359
2012	48	1,034	228,445	153,725	1,033	245	341
2011	44	864	281,602	232,013	893	429	358
2010	51	854	248,828	208,058	805	456	341
Dairy Farms							
2014	54	476	257,571	194,163	755	1,203	714
2013	60	493	68,333	7,114	856	543	628
2012	58	505	166,458	100,900	1,073	455	613
2011	64	468	204,929	154,104	956	643	611
2010	59	390	94,142	51,399	736	458	521
Beef Farms							
2014	31	509	205,637	137,920	778	615	416
2013	37	511	41,340	(23,717)	801	182	367
2012	31	489	94,562	36,115	910	107	380
2011	19	395	149,326	112,505	914	376	416
2010	25	419	88,992	49,362	695	233	344

*In 2014, 91.7% of the farms were classified as grain, 1.6% as hog, 2.0% as dairy, 1.1% as beef, and 3.6% as part-time or other types.

**This is net above custom work income.

Source: Prepared in the Department of Agricultural and Consumer Economics, University of Illinois, Urbana-Champaign, from records kept by farmers enrolled in Illinois FBFM Association.

**Summary of Income, Corn Yields, Crop and Livestock Returns by
Farm Type and Location, Average per Farm—2010 to 2014**

	Grain				Livestock			Illinois	
	Northern	Central	Central	South	IL	Hog	Beef	Dairy	All*
	SPR 86-100				SPR 56-85				
Operator's Share of Net Farm Income									
2014	\$69,127	\$126,985	\$83,614	\$125,043	\$101,389	\$322,956	\$205,637	\$257,571	\$107,290
2013	\$131,892	\$150,157	\$94,910	\$162,313	\$134,442	\$103,807	\$41,340	\$68,333	\$127,664
2012	\$346,894	\$353,389	\$233,544	\$233,760	\$310,193	\$228,445	\$94,562	\$166,458	\$298,028
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
Corn Yields									
2014	203	228	212	192	214	213	211	196	214
2013	200	195	180	164	192	191	184	182	192
2012	143	126	110	50	119	124	108	104	120
2011	177	174	158	138	168	167	162	164	167
2010	173	168	155	146	164	168	155	166	164
Crop Returns per Tillable Acre									
2014	\$795	\$809	\$746	\$697	\$794	\$795	\$778	\$755	\$794
2013	\$880	\$848	\$772	\$724	\$841	\$813	\$801	\$856	\$840
2012	\$1,076	\$1,025	\$952	\$758	\$994	\$1,033	\$910	\$1,073	\$997
2011	\$998	\$925	\$838	\$665	\$900	\$893	\$914	\$956	\$899
2010	\$797	\$782	\$709	\$672	\$756	\$805	\$695	\$736	\$755
Livestock Returns above Feed Cost per Tillable Acre									
2014	\$21	\$6	\$19	\$10	\$12	\$701	\$615	\$1,202	\$38
2013	\$5	\$2	\$5	\$2	\$4	\$319	\$182	\$543	\$17
2012	\$2	\$1	\$4	\$1	\$2	\$245	\$107	\$455	\$13
2011	\$11	\$2	\$7	\$4	\$6	\$429	\$376	\$643	\$21
2010	\$9	\$2	\$8	\$4	\$6	\$456	\$233	\$458	\$19
Return per \$1.00 of All Costs									
2014	\$0.91	\$0.98	\$0.95	\$0.96	\$0.98	\$1.20	\$1.16	\$1.18	\$0.99
2013	\$0.99	\$1.02	\$0.97	\$1.01	\$1.03	\$0.97	\$0.87	\$0.94	\$1.02
2012	\$1.27	\$1.28	\$1.23	\$1.12	\$1.27	\$1.10	\$0.97	\$1.07	\$1.26
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

* Average size of grain farms in 2014 is 1,061 tillable acres for northern Illinois, 1,159 for central, and 1,408 for southern.

**Net Farm Income and Other Selected Factors
Illinois FBFM Association—2014¹**

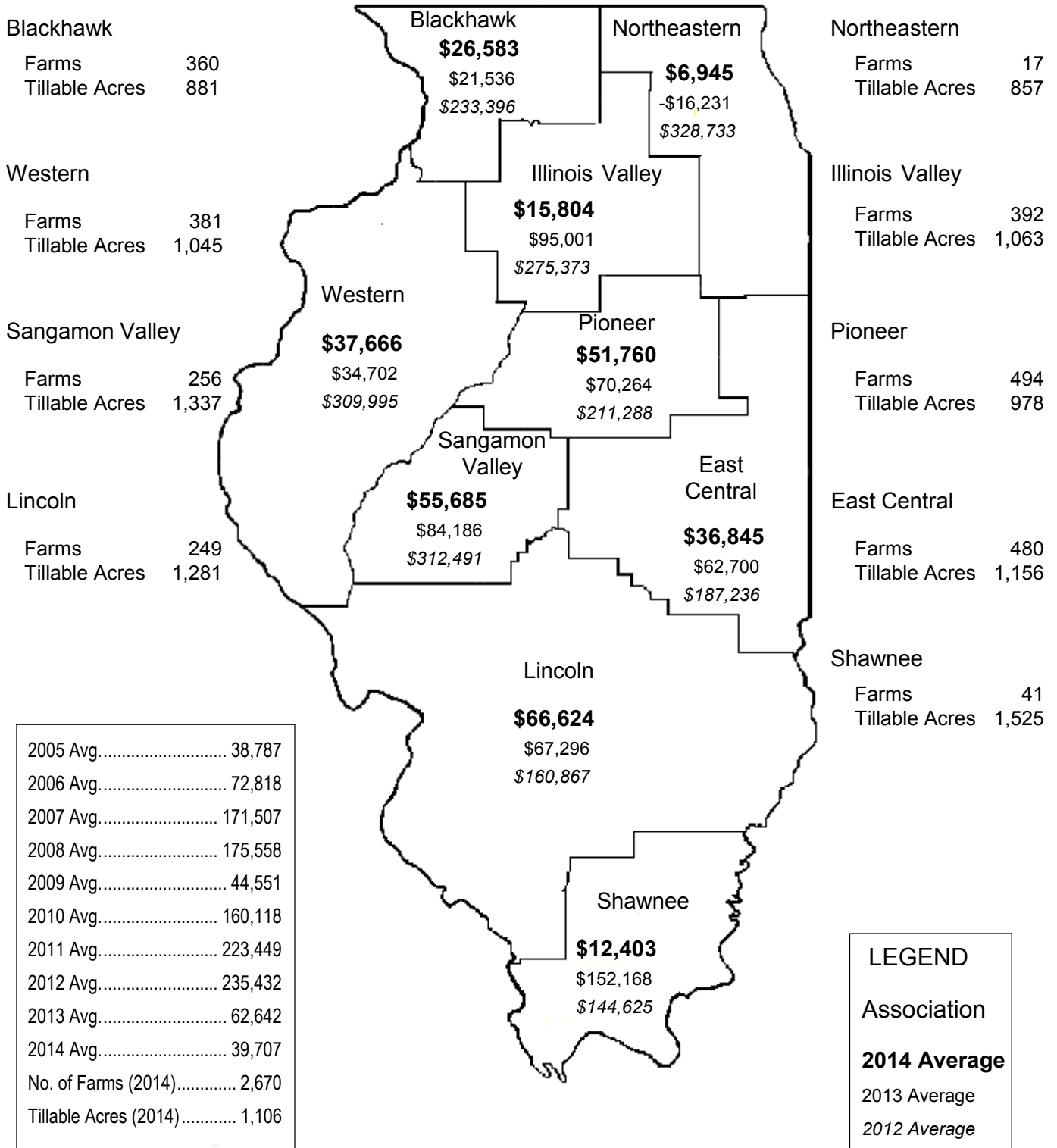
	Black-hawk	East Central	Illinois Valley	Lincoln	North-eastern	Pioneer
Number of Farms	360	480	392	249	17	494
Tillable Acres	881	1,156	1,063	1,281	857	978
Corn Yield	201	220	207	193	187	227
Soybean Yield	59	64	62	55	55	63
Crop Returns/TA	\$818	\$791	\$825	\$713	\$710	\$792
Income before Depreciation	184,585	166,759	176,155	239,814	87,935	183,070
Depreciation	87,808	76,875	88,697	106,268	75,709	71,104
Net Farm Income	96,777	89,884	87,458	133,546	12,226	111,966
Capital Purchases	\$104,245	\$77,599	\$129,037	\$135,472	\$69,118	\$80,273
Interest Paid	31,426	19,373	27,805	31,063	14,622	14,659

	Sangamon Valley	Shawnee	Western	2014 State Average	2013 State Average
Number of Farms	256	41	381	2,670	2,597
Tillable Acres	1,337	1,525	1,045	1,106	1,084
Corn Yield	238	195	213	214	192
Soybean Yield	64	52	58	61	55
Crop Returns/TA	\$831	\$690	\$798	\$794	\$840
Income before Depreciation	\$223,887	\$226,874	\$219,023	\$193,300	\$207,466
Depreciation	95,042	112,883	91,085	86,010	79,802
Net Farm Income	128,845	113,991	127,938	107,290	127,664
Capital Purchases	\$120,238	\$150,578	\$106,354	\$105,696	\$148,706
Interest Paid	23,278	20,787	26,308	24,115	22,384

¹ Sum of all operators per farm.

Illinois FBFM Association

Operators' Share of Labor and Management Income per Farm---2012, 2013, and 2014 (Sum of All Operators/Farm)

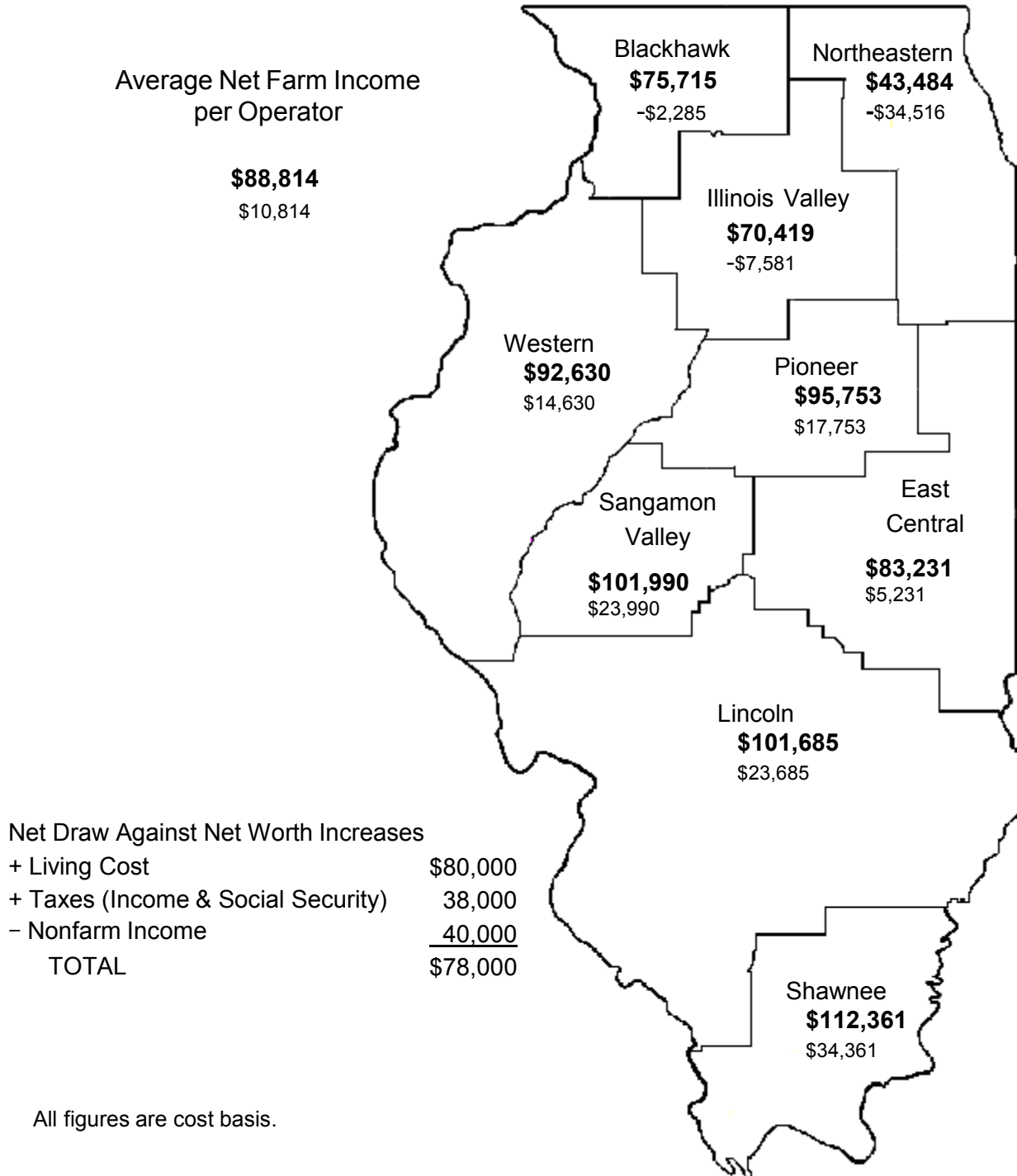


LEGEND
 Association
2014 Average
 2013 Average
 2012 Average

Illinois FBFM Association

Net Farm Income per Operator and Estimated Change in Net Worth after Living Expenses and Taxes—2014

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



All figures are cost basis.

Capital Debt Repayment Capacity (CDRC), Illinois Farms—2010 to 2014

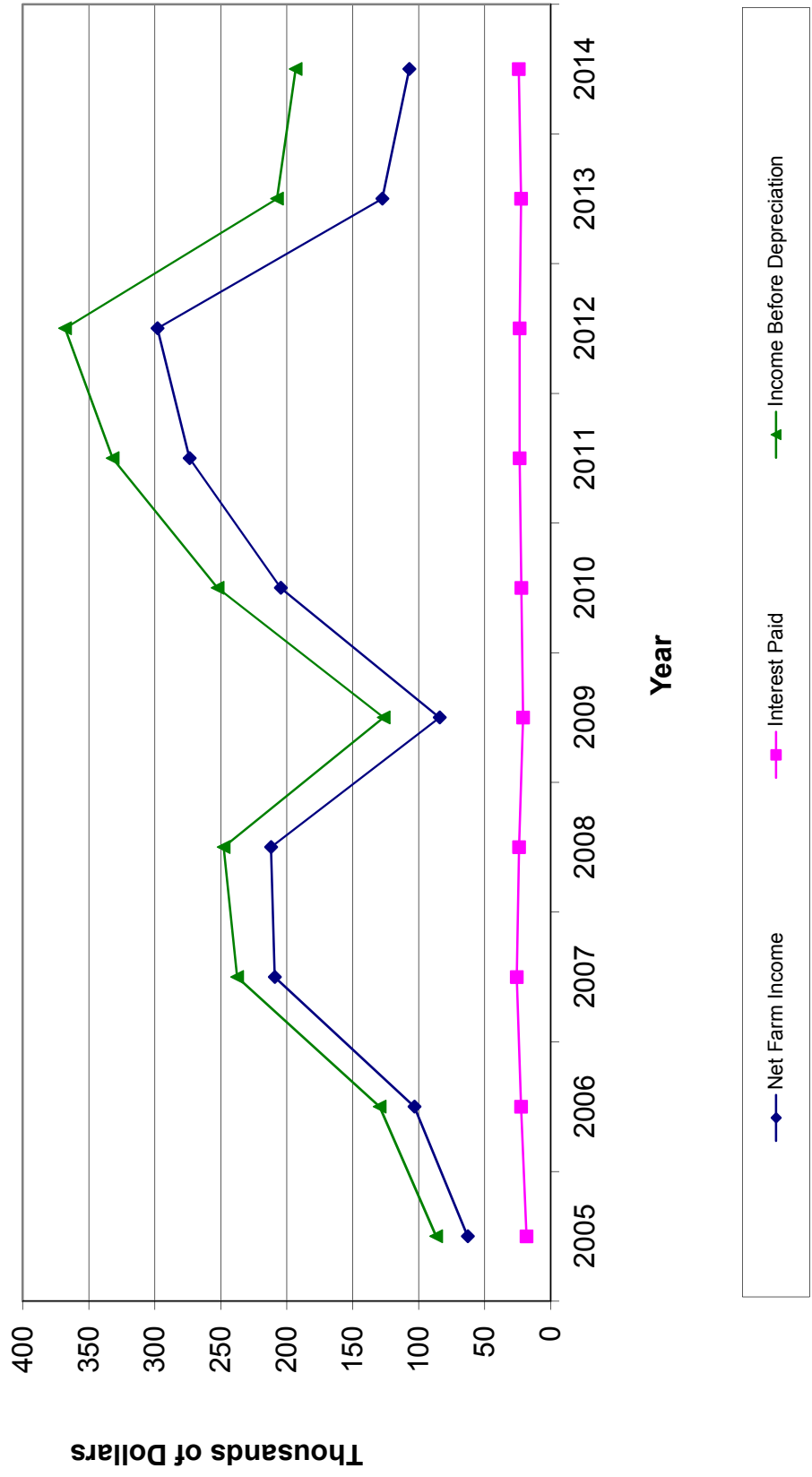
	2010	2011	2012	2013	2014
Net Farm Income	\$204,631	\$273,612	\$298,028	\$127,664	\$107,290
+ Net Nonfarm Income ¹	35,976	35,454	36,778	38,019	39,676
- Family Living ²	(66,787)	(71,693)	(76,510)	(80,217)	(80,043)
- Income & Social Security Taxes ²	<u>(18,058)</u>	<u>(17,753)</u>	<u>(24,046)</u>	<u>(36,295)</u>	<u>(34,921)</u>
Change in Net Worth ³	\$155,762	\$219,620	\$234,250	\$49,171	\$32,002
+ Depreciation	<u>\$47,661</u>	<u>\$58,250</u>	<u>\$69,923</u>	<u>\$79,802</u>	<u>\$86,010</u>
Funds Available for Debt Repayment	\$203,423	\$277,870	\$304,173	\$128,973	\$118,012
Capital Purchases	\$90,381	\$129,334	\$136,563	\$148,706	\$105,696
Cash Interest Paid	\$22,128	\$23,571	\$23,548	\$22,384	\$24,115

¹ Actual net nonfarm income received.

² Actual amounts less 10 percent used.

³ Cost basis—no change in land value included.

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



Selected Financial Factors—2014

Item	Farm Type				All
	Grain	Hog	Dairy	Beef	
Number of Farms	2,448	44	54	31	2,670
Tillable Acres	1,158	858	476	509	1,106
Gross Farm Returns/Operator Acre	\$832	\$1,537	\$1,986	\$1,417	\$858
Total Nonfeed Costs/Operator Acre	\$849	\$1,280	\$1,685	\$1,220	\$867
Management Returns/Operator Acre	(\$13)	\$259	\$304	\$200	(\$5)
Net Farm Income per Operator	\$84,885	\$250,726	\$181,926	\$164,134	\$88,814
Labor & Management Income per Operator	\$24,197	\$205,769	\$138,197	\$108,138	\$29,939
Capital Purchases	\$105,611	\$190,334	\$138,406	\$128,361	\$105,696
Farm Production per Man Year	\$627,119	\$451,626	\$298,111	\$440,604	\$601,878
Production per \$1.00 Nonfeed Costs	\$0.98	\$1.20	\$1.18	\$1.16	\$0.99
Percent of Farm Production					
Cash Operating Expenses	77.8	68.0	64.2	59.8	77.0
Depreciation	9.5	6.0	8.2	8.7	9.4
Operator Income	12.7	26.0	27.5	31.6	13.6

Selected FBFM Factors—2005 to 2014

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Farms	2,940	2,640	2,748	2,572	2,624	2,588	2,674	2,725	2,597	2,670
Total Acres	1,027	1,058	1,070	1,101	1,077	1,092	1,141	1,149	1,137	1,150
Tillable Acres	977	1,005	1,019	1,049	1,031	1,046	1,083	1,094	1,084	1,106
Corn Yield	148	173	189	194	182	164	167	120	192	214
Soybean Yield	51	52	50	51	50	55	54	48	55	61
Wheat Yield	64	69	58	67	61	59	65	71	72	72
% Tillable Land in Corn/Corn Silage	54	52	60	56	55	56	56	56	54	55
Total Cash Operating Income	\$374,808	\$389,786	\$482,852	\$638,147	\$620,268	\$626,808	\$785,655	\$913,419	\$877,043	\$832,015
Crop and Livestock Inventory Change	403	67,785	119,507	46,071	(18,431)	80,633	88,535	(18,046)	31,961	3,159
Misc. Income and Change in Acct. Rec.	5,327	(14,757)	2	9,394	(7,877)	(789)	345	82,933	(72,350)	(1,642)
Less: Purchased Feed and PIK Certs.	(14,536)	(13,913)	(18,802)	(21,639)	(16,607)	(19,576)	(21,768)	(28,431)	(27,527)	(21,746)
Purchased Livestock	(16,113)	(14,295)	(15,694)	(14,064)	(11,318)	(15,040)	(15,323)	(18,978)	(20,211)	(21,749)
Gross Farm Returns	\$349,889	\$414,606	\$567,865	\$657,909	\$566,035	\$672,035	\$837,444	\$930,897	\$788,916	\$790,037
Total Operating Expense	\$266,019	\$288,076	\$333,564	\$414,021	\$442,905	\$422,960	\$509,278	\$567,637	\$585,631	\$600,975
Income before Depreciation	83,870	126,530	234,301	243,888	123,130	249,075	328,165	363,259	203,285	189,063
Less Depreciation (Plus Capital Acct. Adj.)	20,930	23,227	25,289	31,998	38,918	44,444	54,553	65,231	75,621	81,773
Net Farm Income	\$62,940	\$103,303	\$209,012	\$211,890	\$84,212	\$204,631	\$273,612	\$298,028	\$127,664	\$107,290
Net Farm Income as % GFR	18.0	24.9	36.8	32.2	14.9	30.4	32.7	32.0	16.2	13.6
Operator's Labor and Mgmt. Income	\$38,787	\$72,818	\$171,507	\$175,558	\$44,551	\$160,118	\$223,449	\$235,432	\$62,642	\$39,707
Interest Expense	\$18,268	\$22,373	\$25,598	\$23,924	\$21,025	\$22,128	\$23,571	\$23,548	\$22,384	\$24,115
Interest Expense as % of GFR	5.2	5.4	4.5	3.6	3.7	3.3	2.8	2.5	2.8	3.3
Gross Farm Returns/Tillable Acre	\$358	\$413	\$557	\$627	\$549	\$642	\$773	\$851	\$728	\$714
Total Operating Expense/Tillable Acre	\$272	\$287	\$327	\$395	\$430	\$404	\$470	\$519	\$540	\$543
Depreciation/Tillable Acre	\$21	\$23	\$25	\$31	\$38	\$42	\$50	\$60	\$70	\$74
Net farm Income/Tillable Acre	\$64	\$103	\$205	\$202	\$82	\$196	\$253	\$272	\$118	\$97
Total Investment	\$1,040,533	\$1,118,202	\$1,323,460	\$1,569,049	\$1,587,574	\$1,805,269	\$2,239,943	\$2,679,143	\$3,056,914	\$3,306,650
Crops and Feed	\$186,107	\$221,028	\$310,853	\$392,252	\$394,206	\$443,684	\$535,169	\$573,041	\$564,615	\$587,147
Livestock (Market & Breeding Stock)	32,868	29,190	31,374	30,520	25,873	30,440	33,867	38,171	40,949	44,893
Machinery (Book Value)	91,374	104,476	122,725	158,305	187,560	233,750	280,123	334,760	379,876	407,686
Buildings (Book Value)	31,713	34,476	37,501	45,191	49,940	62,722	80,350	100,194	113,056	128,366
Land	698,471	729,032	821,007	942,781	929,995	1,034,673	1,310,434	1,632,977	1,958,418	2,138,558

Financial Characteristics of Illinois FBFM Grain Farms

	2014	2013	2012	2011	4-Year Average	My Farm
Number of Farms	2,495	2,440	2,442	2,384	2,440	
Liquidity						
Working Capital	\$300,805	\$336,712	\$403,684	\$347,640	\$347,210	
Current Ratio						
Upper Quartile	NA	6.51	7.20	6.20	6.64	
Median	2.36	2.59	3.08	2.73	2.69	
Solvency						
Net Worth (Market)	\$2,997,441	\$2,880,432	\$2,775,824	\$2,307,993	\$2,740,423	
Debt/Equity Ratio (%)						
Upper Quartile	NA	8.5	8.4	9.8	8.9	
Median	22.6	22.5	21.9	25.1	23.0	
Debt/Total Asset Ratio (%)						
Upper Quartile	NA	7.8	7.7	8.9	8.1	
Median	18.4	18.4	18.0	20.1	18.7	
Profitability						
Net Farm Income	\$75,266	\$105,027	\$257,538	\$241,261	\$169,773	
Return on Farm Assets (%)						
Upper Quartile	NA	5.5	14.1	15.4	11.7	
Median	1.5	2.6	8.5	9.6	5.6	
Return on Farm Equity (%)						
Upper Quartile	NA	6.5	18.5	20.9	15.3	
Median	1.2	2.6	10.3	11.9	6.5	
Repayment Capacity						
Debt/Farm Operating Income	9.88	5.40	2.10	2.53	4.98	
Financial Efficiency (as a % of Gross Farm Returns)						
Interest Expense Ratio						
Upper Quartile	NA	0.5	0.5	0.7	0.6	
Median	2.2	2.0	1.8	2.1	2.0	
Operating Expense Ratio						
Upper Quartile	NA	60.0	46.9	47.6	51.5	
Median	71.6	68.3	55.5	54.8	62.6	
Depreciation Expense Ratio						
Upper Quartile	NA	6.9	5.0	4.5	5.5	
Median	11.0	10.0	7.3	6.6	8.7	
Farm Operating Income Ratio						
Upper Quartile	NA	27.9	43.9	44.1	38.6	
Median	13.6	18.1	34.6	35.8	25.5	
Asset Turnover Ratio						
Upper Quartile	NA	0.37	0.46	0.50	0.44	
Median	0.22	0.24	0.31	0.33	0.28	

NA = not available yet.

Financial Characteristics of Illinois FBFM Hog Farms

	2014	2013	2012	2011	4-Year Average	My Farm
Number of Farms	35	39	38	34	37	
Liquidity						
Working Capital	\$250,806	\$303,683	\$389,880	\$306,510	\$312,720	_____
Current Ratio						
Upper Quartile	NA	3.59	3.17	4.67	3.81	_____
Median	2.01	2.26	2.30	2.59	2.29	
Solvency						
Net Worth (Market)	\$2,624,003	\$2,570,452	\$2,630,369	\$2,262,625	\$2,521,862	_____
Debt/Equity Ratio						
Upper Quartile	NA	9.9	14.7	13.8	12.8	_____
Median	33.4	25.4	32.0	28.8	29.9	
Debt/Total Asset Ratio						
Upper Quartile	NA	9.0	12.8	12.2	11.3	_____
Median	27.7	20.3	24.2	22.4	23.7	
Profitability						
Net Farm Income	\$266,873	\$89,392	\$207,626	\$283,516	\$211,852	_____
Return on Farm Assets						
Upper Quartile	NA	6.5	8.7	19.9	11.7	_____
Median	7.6	2.9	4.9	9.8	6.3	
Return on Farm Equity						
Upper Quartile	NA	5.9	13.9	23.2	14.3	_____
Median	9.4	2.2	7.2	9.4	7.1	
Repayment Capacity						
Debt/Farm Operating Income	4.63	8.27	4.61	3.24	5.19	_____
Financial Efficiency (as a % of Gross Farm Returns)						
Interest Expense Ratio						
Upper Quartile	NA	1.0	2.5	2.0	1.8	_____
Median	2.5	3.1	3.3	3.2	3.0	
Operating Expense Ratio						
Upper Quartile	NA	56.3	58.2	47.4	54.0	_____
Median	59.4	68.9	65.4	58.1	63.0	
Depreciation Expense Ratio						
Upper Quartile	NA	5.8	4.5	3.6	4.6	_____
Median	6.4	7.5	5.8	4.7	6.1	
Farm Operating Income Ratio						
Upper Quartile	NA	32.5	29.9	43.3	35.2	_____
Median	31.2	17.8	23.8	33.1	26.5	
Asset Turnover Ratio						
Upper Quartile	NA	0.34	0.40	0.54	0.43	_____
Median	0.31	0.22	0.24	0.33	0.28	

NA = not available yet.

Financial Characteristics of Illinois FBFM Beef Farms

	2014	2013	2012	2011	4-Year Average	My Farm
Number of Farms	36	22	24	16	25	
Liquidity						
Working Capital	\$232,979	\$245,553	\$249,815	\$119,745	\$212,023	
Current Ratio						
Upper Quartile	NA	2.61	2.78	3.48	3.13	
Median	2.20	1.73	1.88	1.92	1.93	
Solvency						
Net Worth (Market)	\$2,443,593	\$1,919,793	\$2,213,347	\$1,542,294	\$2,029,757	
Debt/Equity Ratio						
Upper Quartile	NA	9.5	27.2	16.2	21.7	
Median	26.7	36.7	49.2	41.8	38.6	
Debt/Total Asset Ratio						
Upper Quartile	NA	8.7	21.3	13.9	17.6	
Median	21.1	26.9	32.8	29.4	27.6	
Profitability						
Net Farm Income	\$152,445	\$82,551	\$142,338	\$122,016	\$124,838	
Return on Farm Assets						
Upper Quartile	NA	7.0	9.4	9.8	9.6	
Median	4.3	1.6	4.1	3.4	3.4	
Return on Farm Equity						
Upper Quartile	NA	9.7	16.2	15.4	15.8	
Median	4.2	1.4	5.9	5.5	4.3	
Repayment Capacity						
Debt/Farm Operating Income	5.59	6.37	5.39	6.49	5.96	
Financial Efficiency (as a % of Gross Farm Returns)						
Interest Expense Ratio						
Upper Quartile	NA	2.4	3.3	2.9	3.1	
Median	4.1	4.8	4.9	5.2	4.8	
Operating Expense Ratio						
Upper Quartile	NA	59.3	51.3	50.6	51.0	
Median	55.1	70.1	64.4	62.2	63.0	
Depreciation Expense Ratio						
Upper Quartile	NA	6.4	5.9	5.1	5.5	
Median	9.6	8.3	7.0	6.9	8.0	
Farm Operating Income Ratio						
Upper Quartile	NA	31.6	37.3	33.0	35.2	
Median	28.4	18.5	23.2	22.9	23.3	
Asset Turnover Ratio						
Upper Quartile	NA	0.31	0.34	0.37	0.36	
Median	0.20	0.20	0.26	0.23	0.22	

NA = not available yet.

Financial Characteristics of Illinois FBFM Dairy Farms

	2014	2013	2012	2011	4-Year Average	My Farm
Number of Farms	51	66	51	63	58	
Liquidity						
Working Capital	\$124,975	\$78,638	\$120,104	\$86,305	\$102,506	_____
Current Ratio						
Upper Quartile	NA	3.40	3.76	4.22	3.99	_____
Median	1.98	1.72	1.86	1.91	1.87	
Solvency						
Net Worth (Market)	\$2,052,861	\$1,732,129	\$1,784,707	\$1,389,556	\$1,739,813	_____
Debt/Equity Ratio						
Upper Quartile	NA	16.3	14.8	14.3	14.6	_____
Median	39.2	44.4	38.2	40.7	40.6	
Debt/Total Asset Ratio						
Upper Quartile	NA	14.0	13.6	12.5	13.1	_____
Median	28.1	30.7	27.6	28.9	28.8	
Profitability						
Net Farm Income	\$200,752	\$45,054	\$110,809	\$119,156	\$118,943	_____
Return on Farm Assets						
Upper Quartile	NA	2.3	8.9	10.3	9.6	_____
Median	6.3	0.2	3.8	6.5	4.2	
Return on Farm Equity						
Upper Quartile	NA	1.5	9.3	12.4	10.9	_____
Median	7.1	(1.3)	3.2	6.6	3.9	
Repayment Capacity						
Debt/Farm Operating Income	3.48	18.60	6.18	3.53	7.95	_____
Financial Efficiency (as a % of Gross Farm Returns)						
Interest Expense Ratio						
Upper Quartile	NA	2.2	1.9	1.7	1.8	_____
Median	3.4	5.4	4.6	4.4	4.5	
Operating Expense Ratio						
Upper Quartile	NA	64.6	57.5	47.1	52.3	_____
Median	56.7	75.2	63.4	57.1	63.1	
Depreciation Expense Ratio						
Upper Quartile	NA	7.3	5.0	5.2	5.1	_____
Median	7.6	10.4	8.1	7.7	8.5	
Farm Operating Income Ratio						
Upper Quartile	NA	20.2	31.8	41.4	36.6	_____
Median	31.1	8.1	21.7	30.4	22.8	
Asset Turnover Ratio						
Upper Quartile	NA	0.41	0.47	0.44	0.46	_____
Median	0.29	0.21	0.24	0.26	0.25	

NA = not available yet.

Illinois FBFM Association Farms by Interest Paid as Percent of Gross Farm Returns—2003 to 2014¹

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%+		
Number of farms	568	1,119	858	325	112	73	3,055	
2003	637	1,283	793	224	60	38	3,035	
2004	556	1,164	834	302	92	54	3,002	
2005	510	984	814	271	89	57	2,725	
2006	577	1,243	740	189	56	39	2,844	
2007	712	1,296	544	108	32	24	2,716	
2008	727	1,174	561	151	39	47	2,699	
2009	801	1,264	490	96	32	23	2,706	
2010	840	1,266	325	66	9	7	2,513	
2011	1,000	1,352	302	62	8	3	2,728	
2012	943	1,202	352	71	22	10	2,600	
2013	892	1,277	396	80	18	12	2,675	
2014								
Percent of farms	19%	37%	28%	11%	4%	2%	100%	
2003	21%	42%	26%	7%	2%	1%	100%	
2004	19%	39%	28%	10%	3%	2%	100%	
2005	19%	36%	30%	10%	3%	2%	100%	
2006	20%	44%	26%	7%	2%	1%	100%	
2007	26%	48%	20%	4%	1%	1%	100%	
2008	27%	43%	21%	6%	1%	2%	100%	
2009	30%	47%	18%	4%	1%	1%	100%	
2010	33%	50%	13%	3%	*	*	100%	
2011	37%	50%	11%	2%	*	*	100%	
2012	36%	46%	14%	3%	1%	*	100%	
2013	33%	48%	15%	3%	1%	*	100%	
2014								
Net Farm Income	74,616	82,684	71,744	43,357	29,634	1,756	70,640	
2003	99,195	112,182	95,531	54,194	31,693	6,496	97,514	
2004	76,701	76,624	59,435	33,737	(4,783)	(22,409)	62,940	
2005	113,081	123,006	98,253	57,947	24,213	(744)	103,303	
2006	220,427	237,584	193,823	115,925	65,154	5,685	209,012	
2007	207,942	237,489	180,539	107,261	104,624	(8,605)	211,890	
2008	111,504	100,971	43,854	4,597	(9,926)	(56,892)	84,202	
2009	227,690	223,370	172,298	95,174	55,317	6,334	204,631	
2010	270,468	305,089	227,664	158,433	42,705	(51,794)	273,612	
2011	296,370	329,186	197,285	217,127	(17,723)	(487,188)	298,028	
2012	144,794	135,286	108,968	115,281	93,162	(64,720)	127,664	
2013	128,273	109,973	122,465	80,675	195,283	(23,508)	107,290	
2014								

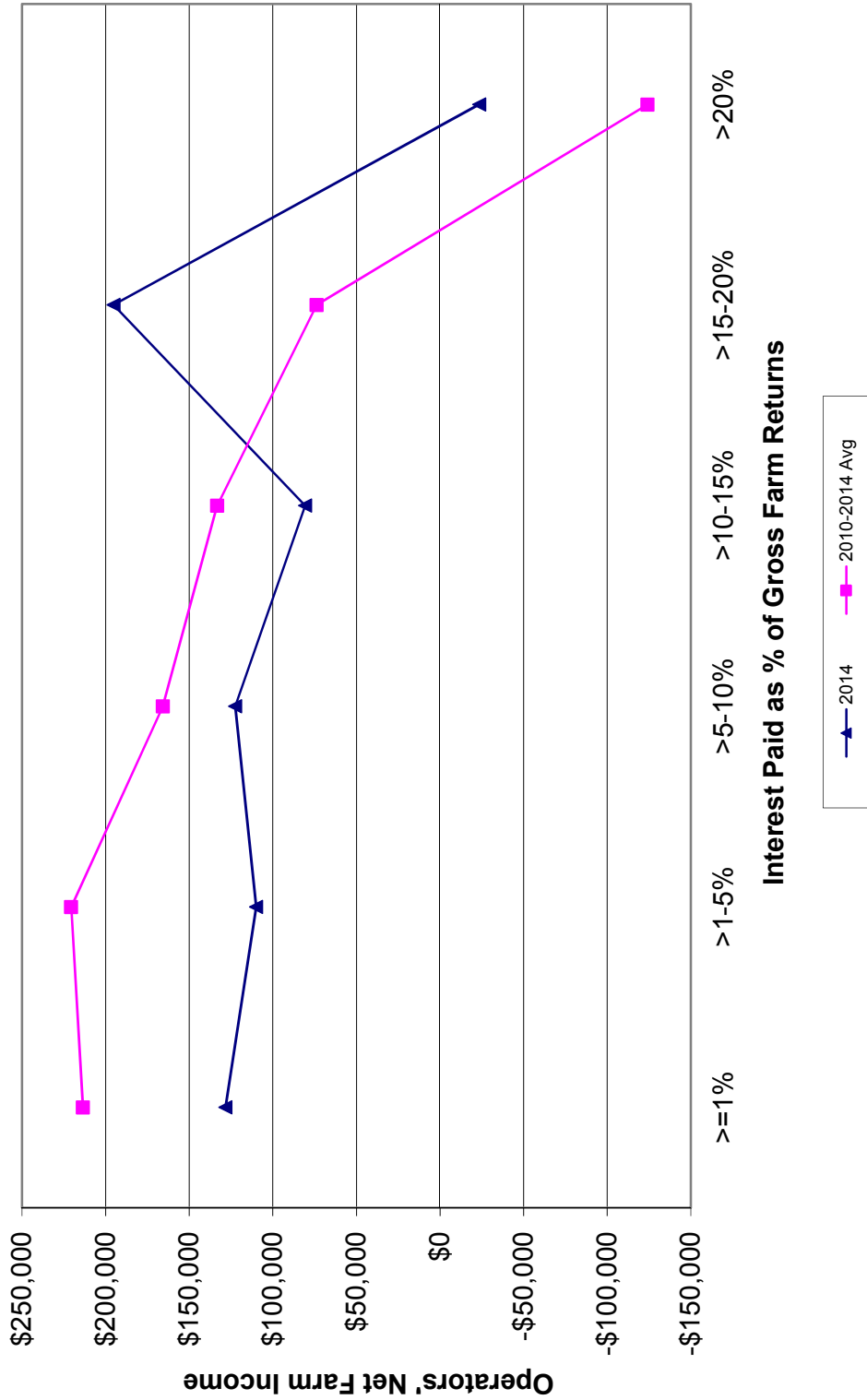
Average Operator Interest Paid and Interest Paid as % of Gross Farm Returns - All Farms

2003—\$17,144	5.6%	2005—\$18,374	5.2%	2007—\$25,525	4.5%	2009—\$22,017	3.8%	2011—\$23,669	2.8%
2004—\$16,610	4.6%	2006—\$22,221	5.4%	2008—\$24,204	3.7%	2010—\$22,608	3.3%	2012—\$23,529	2.5%
				2013—\$22,370	2.8%	2014—\$24,114	3.0%		

¹ Interest paid and net farm income by farm

* Less than 1%.

Operator's Net Farm Income by Interest Paid as a Percent of Gross Farm Returns



Illinois FBFM Management Returns per Tillable Acre by Farm Type¹

	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	213	185	102	199	217	222
2012	261	234	99	92	62	108
2013	48	13	35	(101)	(120)	(20)
2014 ²	(28)	9	(1)	304	200	259

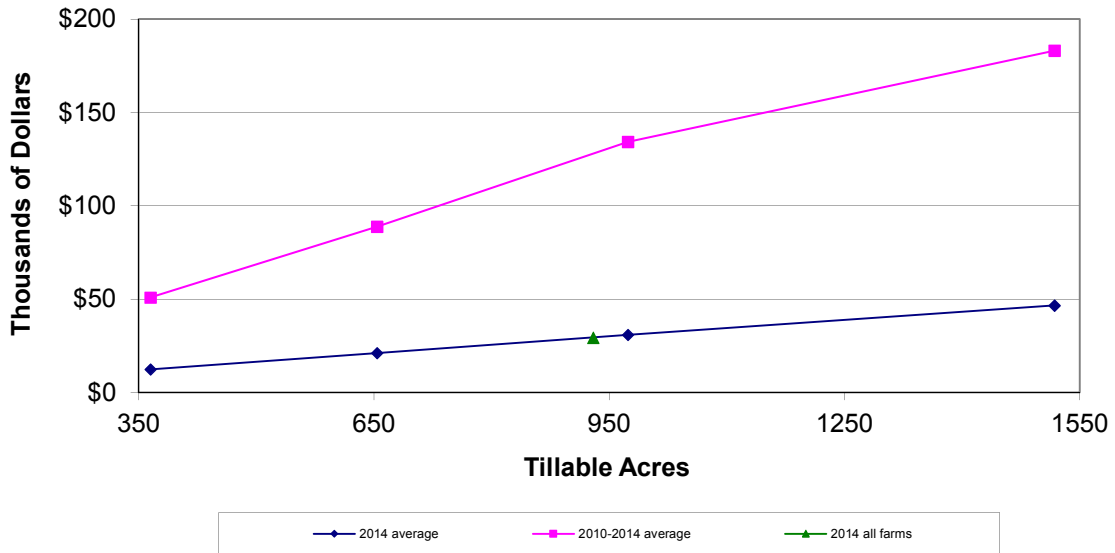
¹ 1995 and later, data is operator's management returns per operator tillable acre. Prior to 1995, data is total farm management returns per total farm tillable acre.

² Estimated from preliminary data.

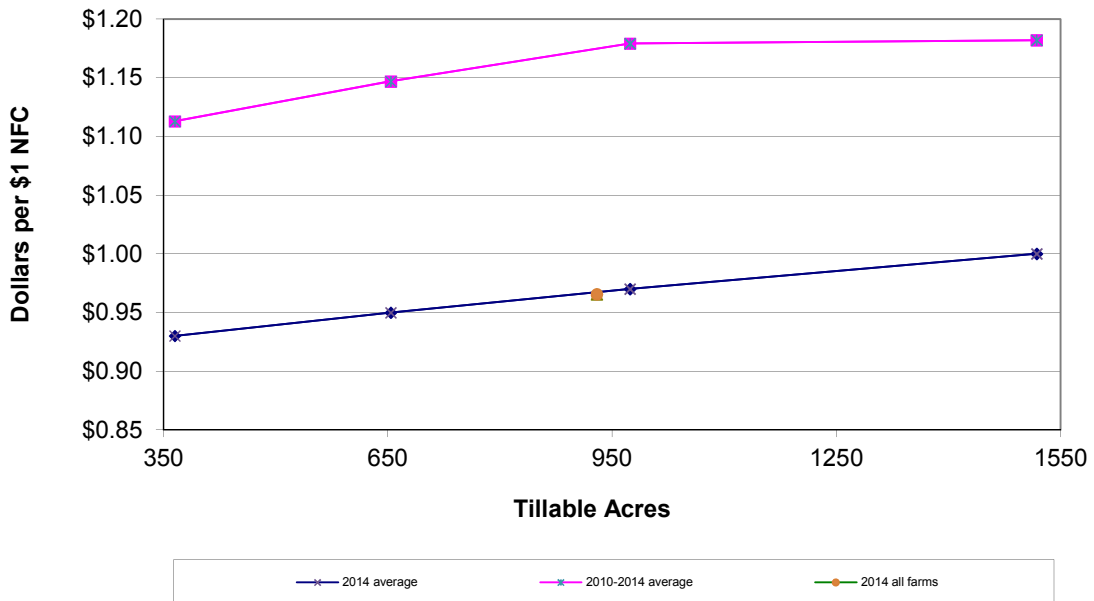
Summary of Farm and Family Sources and Uses of Dollars—2005 to 2014

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Families	1,209	1,196	1,232	1,176	1,164	1,200	1,273	1,300	1,307	1,350
Total Tillable Operator Acres	694	725	729	745	723	730	740	739	734	766
Net Farm Income	\$55,030	\$94,756	\$193,675	\$194,207	\$76,697	\$176,886	\$242,735	\$262,917	\$105,902	\$95,885
SOURCES OF DOLLARS										
Nontaxable Receipts	\$48,633	\$48,772	\$63,164	\$82,347	\$74,433	\$85,392	\$89,678	\$110,064	\$118,800	\$114,252
Net Nonfarm Income	27,810	29,614	31,668	30,913	34,567	35,976	35,454	36,778	38,019	39,676
Money Borrowed	252,685	262,230	306,747	368,663	340,794	361,671	398,860	428,234	418,038	439,315
Total Farm Receipts	351,457	364,712	446,952	581,949	568,554	563,312	669,116	777,953	736,101	715,621
TOTAL SOURCE ALL DOLLARS	\$680,585	\$705,328	\$848,531	\$1,063,872	\$1,018,348	\$1,046,351	\$1,193,108	\$1,353,029	\$1,310,958	\$1,308,864
USES OF DOLLARS—FARM										
Interest Paid	\$18,303	\$21,386	\$25,681	\$25,387	\$22,664	\$22,388	\$22,749	\$22,425	\$20,530	\$21,266
Other Farm Expenses	260,479	265,931	319,035	409,072	389,334	388,256	451,756	491,725	497,855	519,618
Mach. & Bldg. Purchases	42,495	40,029	59,969	82,684	85,120	84,055	104,621	119,816	130,006	89,020
TOTAL FARM EXPENDITURES	\$321,277	\$327,346	\$404,685	\$517,143	\$497,118	\$494,699	\$579,126	\$633,966	\$648,391	\$629,904
Principal Payments	\$230,072	\$245,450	\$274,809	\$332,573	\$319,492	\$327,000	\$370,759	\$396,479	\$365,513	\$390,179
Income & Social Security Taxes	10,351	10,251	10,964	15,770	20,671	20,064	19,726	26,718	40,328	38,801
Savings & Investment	60,541	62,540	91,829	125,731	108,615	130,366	143,812	210,925	167,585	161,058
LIVING EXPENSES										
Contributions	\$2,058	\$1,888	\$2,303	\$2,667	\$2,788	\$2,935	\$3,066	\$3,823	\$3,874	\$3,698
Medical	7,433	7,665	8,071	8,328	8,579	8,928	9,322	10,100	10,417	11,213
Life Insurance	2,900	2,978	3,039	3,202	3,431	3,442	3,702	4,036	4,492	4,626
Expendables	40,352	42,463	46,881	50,975	50,369	52,300	55,839	58,709	61,933	62,174
Total Noncapital	\$52,743	\$54,994	\$60,294	\$65,172	\$65,167	\$67,605	\$71,929	\$76,668	\$80,716	\$81,711
Capital	5,542	4,692	6,118	7,514	7,267	6,604	7,729	8,344	8,414	7,225
TOTAL LIVING EXPENSE	\$58,285	\$59,686	\$66,412	\$72,686	\$72,434	\$74,209	\$79,658	\$85,012	\$89,130	\$88,936
TOTAL USE ALL DOLLARS	\$680,526	\$705,273	\$848,699	\$1,063,903	\$1,018,330	\$1,046,338	\$1,193,081	\$1,353,100	\$1,310,947	\$1,308,878
Interest as % of Farm Receipts	5.2	5.9	5.7	4.4	4.0	4.0	3.4	2.9	2.8	3.0
Total Family Living/Opr. TA	\$84	\$82	\$91	\$98	\$100	\$102	\$108	\$115	\$121	\$116
Nonfarm Income/Opr. TA	40	41	43	41	48	49	48	50	52	52
Net Family Living/Opr. TA	\$44	\$41	\$48	\$56	\$52	\$52	\$60	\$65	\$70	\$64
Net Farm Cash/Opr. TA	29	37	43	66	70	67	95	159	65	61
Cash Surplus (Deficit)/Opr. TA	(\$15)	(\$4)	(\$5)	\$10	\$18	\$14	\$35	\$93	(\$5)	(\$3)

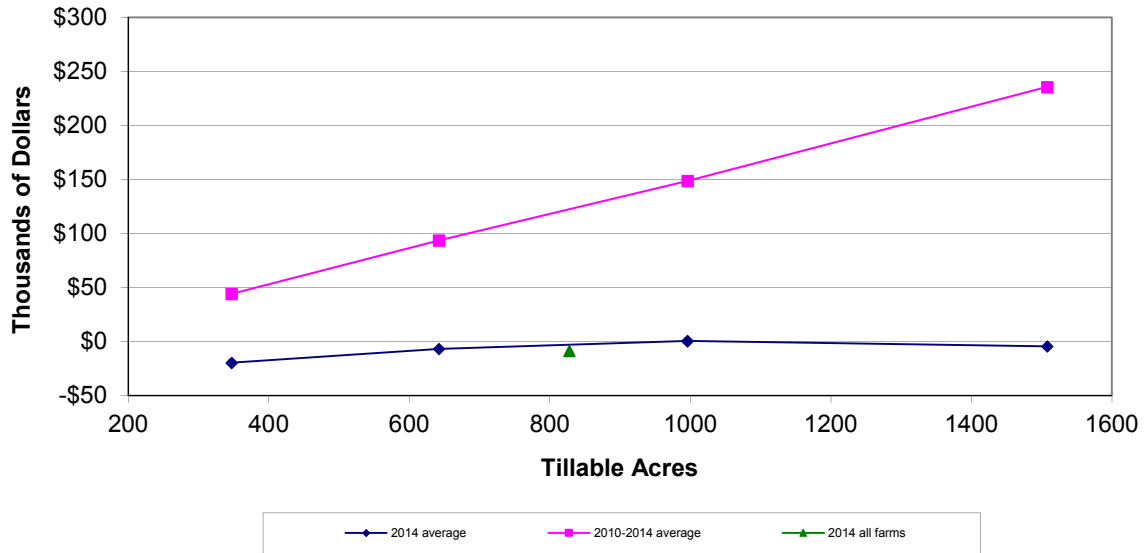
Central Illinois Grain Farms Operator's Share of Labor and Management Earnings



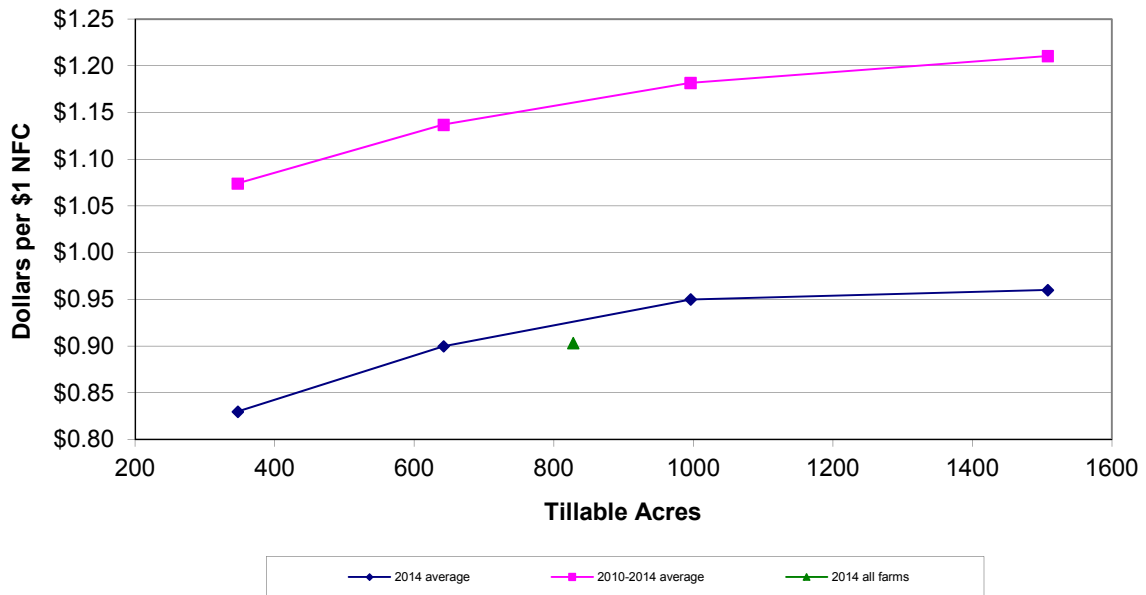
Central Illinois Grain Farms Value of Production per \$1.00 of Nonfeed Cost



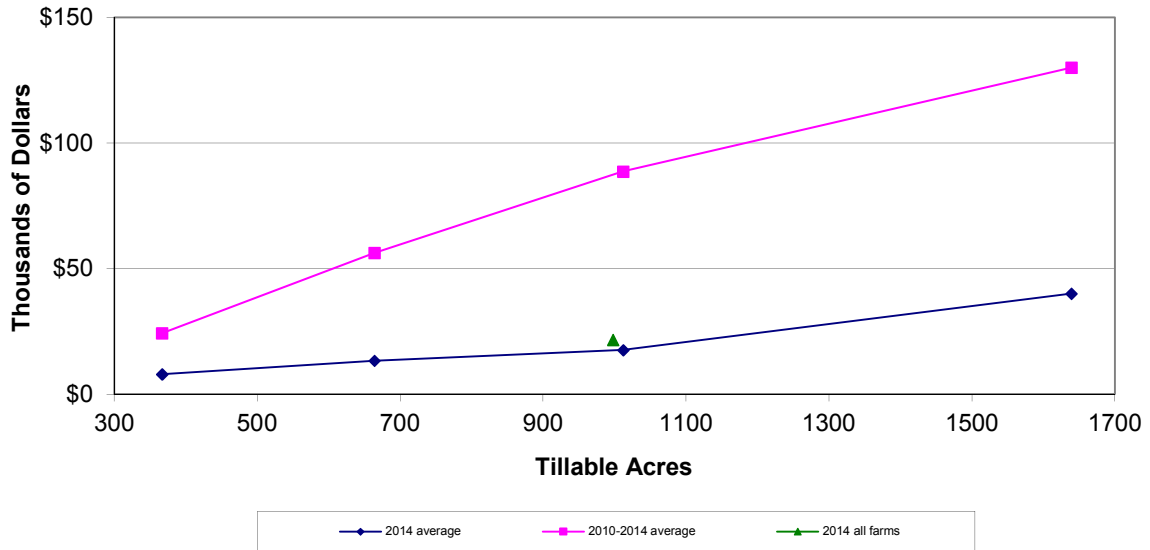
Northern Illinois Grain Farms Operator's Share of Labor and Management Earnings



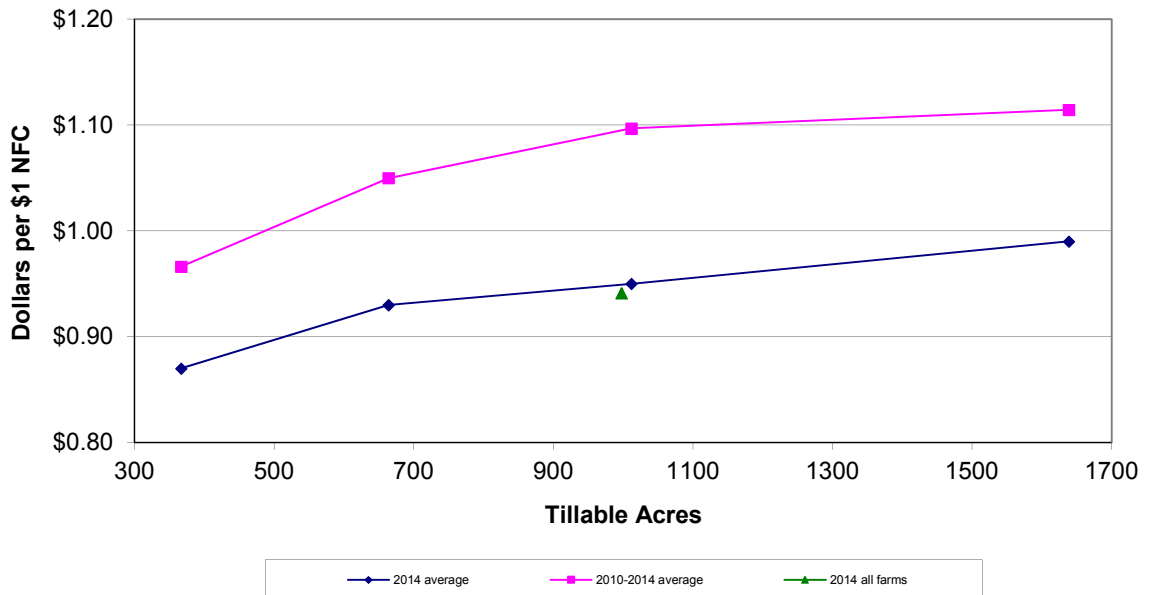
Northern Illinois Grain Farms Value of Production per \$1.00 of Nonfeed Cost

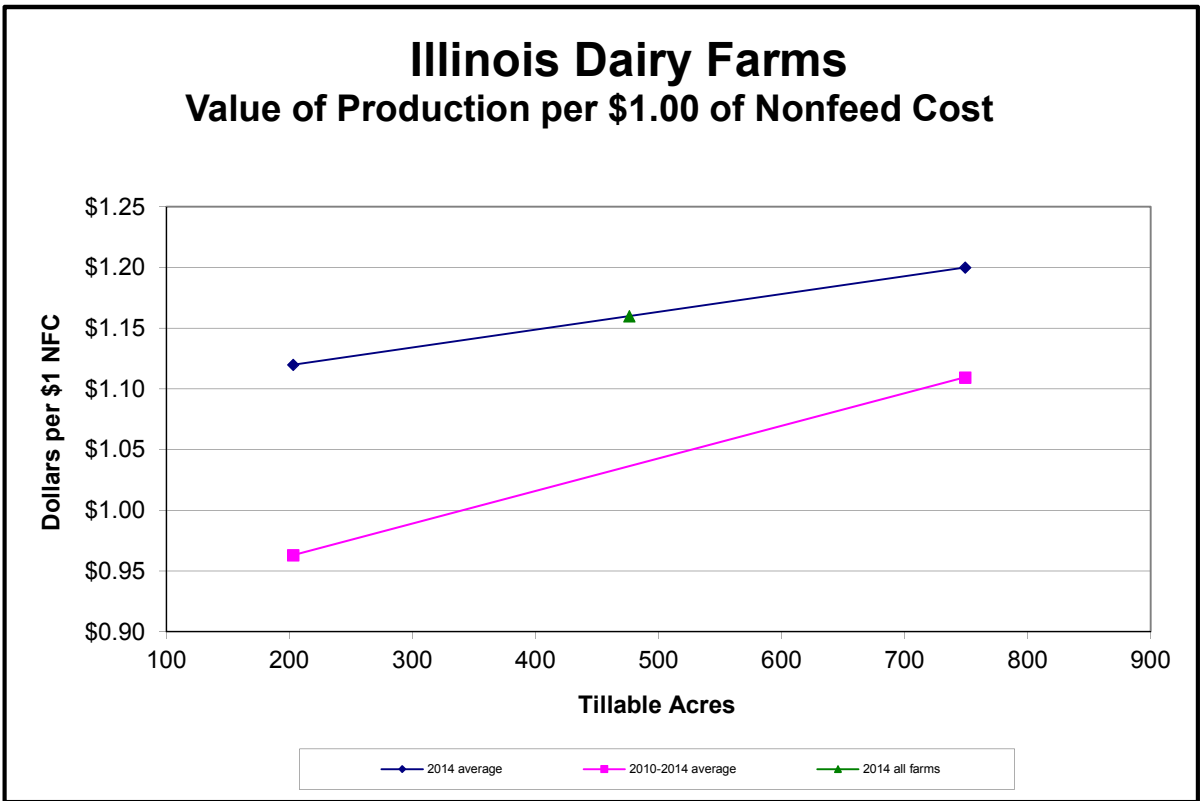
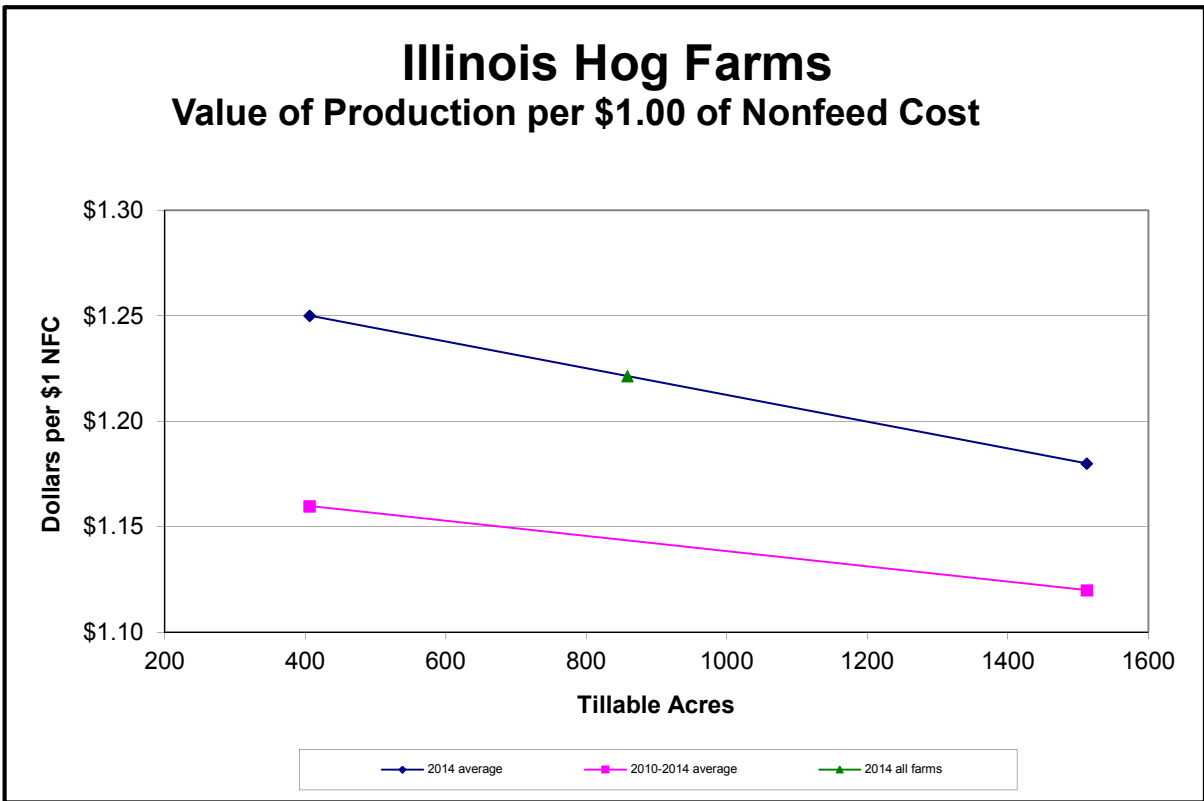


Southern Illinois Grain Farms Operator's Share of Labor and Management Earnings



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 2015		Soybeans		Projected 2015	
	2013	2014	Average Farm	My Farm	2013	2014	Average Farm	My Farm
Number of Farms	351	380			351	380		
Acres of Crop	900	860			406	452		
% Land in Crop	65.9	63.4			29.8	33.3		
NONLAND COSTS								
Variable Costs								
Soil Fertility	\$199	\$174	\$160		\$49	\$44	\$39	
Pesticides	60	65	67		35	39	40	
Seed	118	123	125		68	71	76	
Drying	29	34	25		1	1	1	
Machinery Repair, Fuel & Hire	82	87	85		70	74	72	
Total Variable	\$488	\$483	\$462		\$223	\$229	\$228	
% Change	5%	-1%	-4%		4%	3%	0%	
Other Nonland Costs								
Labor	\$48	\$50	\$51		\$43	\$44	\$45	
Building	25	28	29		13	14	15	
Storage	5	7	5		2	3	2	
Machinery Depreciation	69	74	80		60	63	66	
Nonland Interest	55	55	55		45	46	45	
Overhead	55	54	55		53	52	53	
Total Other	\$257	\$268	\$275		\$216	\$222	\$226	
Total Nonland Costs	\$745	\$751	\$737		\$439	\$451	\$454	
% Change	6%	1%	-2%		6%	3%	1%	
LAND COSTS								
Taxes	\$40	\$43	\$46		\$40	\$43	\$46	
Adjusted Net Rent	\$248	\$251	255		248	251	255	
Total Land Costs	\$288	\$294	\$301		\$288	\$294	\$301	
TOTAL—ALL COSTS	\$1,033	\$1,045	\$1,038		\$727	\$745	\$755	
% Change	6%	1%	-1%		6%	2%	1%	
Yield per Acre, Bushel	204	205	194		59	61	59	
Nonland Costs per Bushel	\$3.65	\$3.66			\$7.44	\$7.39		
All Costs per Bushel	\$5.06	\$5.10			\$12.32	\$12.21		
Average Yield Past 4 Years	168	175	182		54	57	58	
All Costs per Bushel	\$6.15	\$5.99	\$5.70		\$13.46	\$13.19	\$13.07	

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

	Corn		Projected 2015		Soybeans		Projected 2015	
	2013	2014	Average Farm	My Farm	2013	2014	Average Farm	My Farm
Number of Farms	641	679			641	679		
Acres of Crop	698	703			580	595		
% Land in Crop	53.8	53.3			44.7	45.2		
NONLAND COSTS								
Variable Costs								
Soil Fertility	\$193	\$171	\$150		\$65	\$58	\$50	
Pesticides	66	67	65		40	41	40	
Seed	114	120	124		73	77	78	
Drying	24	28	20		1	1	1	
Machinery Repair, Fuel & Hire	63	67	65		55	58	55	
Total Variable	\$460	\$453	\$424		\$234	\$235	\$224	
% Change	4%	-2%	-6%		3%	0%	-5%	
Other Nonland Costs								
Labor	\$48	\$49	\$50		\$45	\$47	\$48	
Building	16	17	16		14	14	14	
Storage	8	12	5		4	7	4	
Machinery Depreciation	63	65	68		55	57	60	
Nonland Interest	51	52	51		46	47	46	
Overhead	50	48	49		47	45	46	
Total Other	\$236	\$243	\$239		\$211	\$217	\$218	
Total Nonland Costs	\$696	\$696	\$663		\$445	\$452	\$442	
% Change	4%	0%	-5%		4%	2%	-2%	
LAND COSTS								
Taxes	\$40	\$45	\$50		\$40	\$45	\$50	
Adjusted Net Rent	230	261	280		230	261	280	
Total Land Costs	\$270	\$306	\$330		\$270	\$306	\$330	
TOTAL—ALL COSTS	\$966	\$1,002	\$993		\$715	\$758	\$772	
% Change	4%	4%	-1%		4%	6%	2%	
Yield per Acre, Bushel	197	231	199		58	64	57	
Nonland Costs per Bushel	\$3.53	\$3.01	\$3.01		\$7.67	\$7.06		
All Costs per Bushel	\$4.90	\$4.34	\$4.34		\$12.33	\$11.84		
Average Yield Past 4 Years	163	166	182		55	56	57	
All costs per bushel	\$5.93	\$6.03	\$5.46		\$13.00	\$13.54	\$13.54	

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

	Corn		Projected 2015		Soybeans		Projected 2015	
	2013	2014	Average Farm	My Farm	2013	2014	Average Farm	My Farm
Number of Farms	373	373			373	373		
Acres of Crop	691	709			587	599		
% Land in Crop	52.0	52.7			44.2	44.5		
NONLAND COSTS								
Variable Costs								
Soil Fertility	\$202	\$171	\$150		\$58	\$49	\$45	
Pesticides	66	66	63		42	42	40	
Seed	120	122	129		64	64	69	
Drying	19	26	18		2	2	1	
Machinery Repair, Fuel & Hire	69	69	65		62	61	56	
Total Variable	\$476	\$454	\$425		\$228	\$218	\$211	
% Change	3%	-5%	-6%		5%	-4%	-3%	
Other Nonland Costs								
Labor	\$49	\$50	\$51		\$48	\$48	\$49	
Building	20	18	20		14	13	14	
Storage	7	11	5		2	3	2	
Machinery Depreciation	62	65	68		53	56	59	
Nonland Interest	47	49	47		41	42	41	
Overhead	51	48	49		48	45	46	
Total Other	\$236	\$241	\$240		\$206	\$207	\$211	
Total Nonland Costs	\$712	\$695	\$665		\$434	\$425	\$422	
% Change	4%	-2%	-4%		5%	-2%	-1%	
LAND COSTS								
Taxes	\$29	\$33	\$36		\$29	\$33	\$36	
Adjusted Net Rent	210	227	245		210	227	245	
Total Land Costs	\$239	\$260	\$281		\$239	\$260	\$281	
TOTAL—ALL COSTS	\$951	\$955	\$946		\$673	\$685	\$703	
% Change	5%	0%	-1%		5%	2%	3%	
Yield per Acre, Bushel	183	215	184		53	61	52	
Nonland Costs per Bushel	\$3.89	\$3.23	\$3.23		\$8.19	\$6.97	\$6.97	
All Costs per Bushel	\$5.20	\$4.44	\$4.44		\$12.70	\$11.23	\$11.23	
Average Yield Past 4 Years	154	153	168		51	52	53	
All Costs per Bushel	\$6.18	\$6.23	\$5.64		\$13.20	\$13.30	\$13.20	

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

	Corn		Projected 2015		Soybeans		Projected 2015	
	2013	2014	Average Farm	My Farm	2013	2014	Average Farm	My Farm
Number of Farms	205	192			205	192		
Acres of Crop	699	789			670	734		
% Land in Crop	43.9	46.4			42.0	43.1		
NONLAND COSTS								
Variable Costs								
Soil Fertility	\$198	170	\$148		\$63	54	\$49	
Pesticides	66	67	62		46	47	42	
Seed	111	116	120		64	67	72	
Drying	17	19	15		1	1	1	
Machinery Repair, Fuel & Hire	<u>76</u>	<u>76</u>	<u>72</u>		<u>71</u>	<u>71</u>	<u>67</u>	
Total Variable	\$468	\$448	\$417		\$245	\$240	\$231	
% Change	9%	-4%	-7%		8%	-2%	-4%	
Other Nonland Costs								
Labor	\$58	\$62	\$63		\$53	\$55	\$56	
Building	24	25	25		14	15	15	
Storage	3	6	3		2	4	2	
Machinery Depreciation	67	71	75		64	67	70	
Nonland Interest	44	49	45		45	49	45	
Overhead	51	50	50		51	50	50	
Total Other	\$247	\$263	\$261		\$229	\$240	\$238	
Total Nonland Costs	\$715	\$711	\$678		\$474	\$480	\$469	
% Change	9%	-1%	-5%		9%	1%	-2%	
LAND COSTS								
Taxes	\$22	\$20	\$23		\$22	\$20	\$23	
Adjusted Net Rent	135	164	180		135	164	180	
Total Land Costs	\$157	\$184	\$203		\$157	\$184	\$203	
TOTAL—ALL COSTS	\$872	\$895	\$881		\$631	\$664	\$672	
% Change	10%	3%	-2%		10%	5%	1%	
Yield per Acre, Bushel	169	194	162		49	55	47	
Nonland Costs per Bushel	\$4.23	\$3.66	\$3.66		\$9.67	\$8.73	\$8.73	
All Costs per Bushel	\$5.16	\$4.61	\$4.61		\$12.88	\$12.07	\$12.07	
Average Yield Past 4 Years	127	129	140		45	46	47	
All Costs per Bushel	\$6.87	\$6.96	\$6.29		\$14.34	\$14.51	\$14.22	

ILLINOIS Cost to Grow Corn--1978 to Date

YEAR	YIELD	TOTAL COST/A.	COST PER BUSHEL	ILLINOIS *	
				ANNUAL AVE. PRICE	MANAGEMENT MARGIN
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 . . .	166	787	4.74	6.25	1.51
2012 . . .	118	917	7.77	6.87	-0.90
2013 . . .	192	965	5.03	4.52 **	-0.51
2014 . . .	217	989	4.56	3.68 **	-0.88
2010-2014 Avg.	171	873	5.28	5.31	0.03
2005-2014 Avg.	175	725	4.25	4.33	0.08

2005-14 Ave. cost per bu. to grow soybeans was 2.33 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--1978 to Date

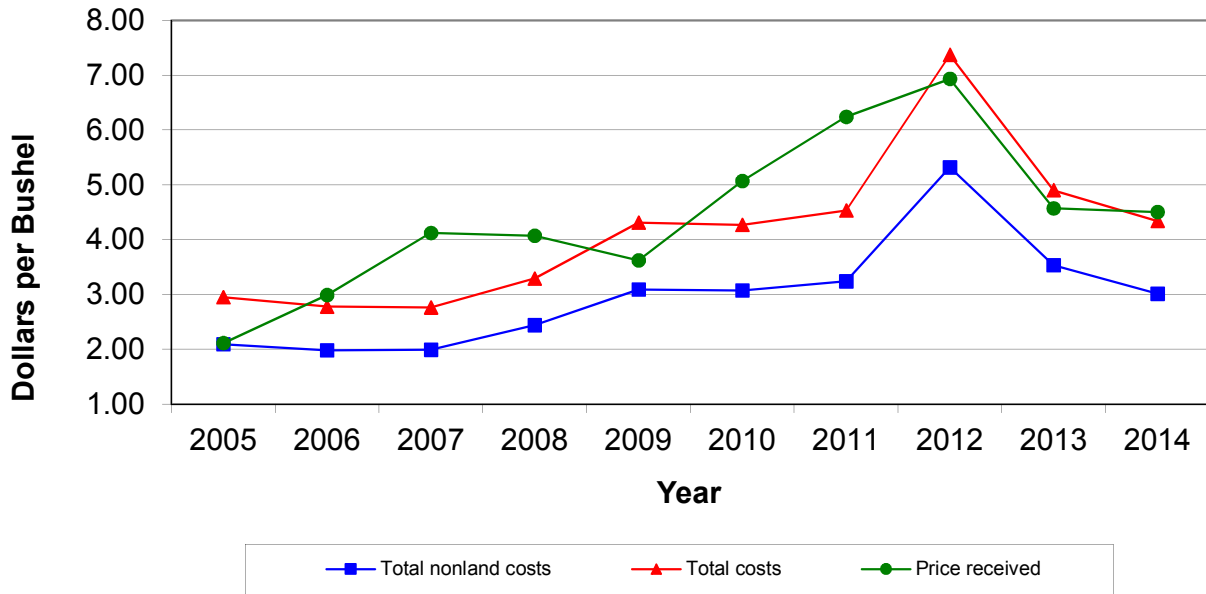
YEAR	YIELD	TOTAL COST/A.	COST PER BUSHEL	ILLINOIS *	
				ANNUAL AVE. PRICE	MANAGEMENT MARGIN
1978 . . .	43	255	5.93	6.75	0.82
1979 . . .	45	283	6.29	6.46	0.17
1980 . . .	40	310	7.75	7.62	-0.13
1981 . . .	42	308	7.33	6.15	-1.18
1982 . . .	43	297	6.91	5.89	-1.02
1983 . . .	35	296	8.46	7.94	-0.52
1984 . . .	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 . . .	54	571	10.57	12.80	2.23
2012 . . .	48	661	13.77	14.60	0.83
2013 . . .	56	697	12.45	13.20 **	0.75
2014 . . .	62	727	11.73	10.26 **	-1.47
2010-2014 Avg.	55	634	11.54	12.53	0.99
2005-2014 Avg.	53	531	9.93	10.55	0.62

2005-14 Ave. cost per bu. to grow soybeans was 2.33 times the cost per bu. to grow corn in the same period.

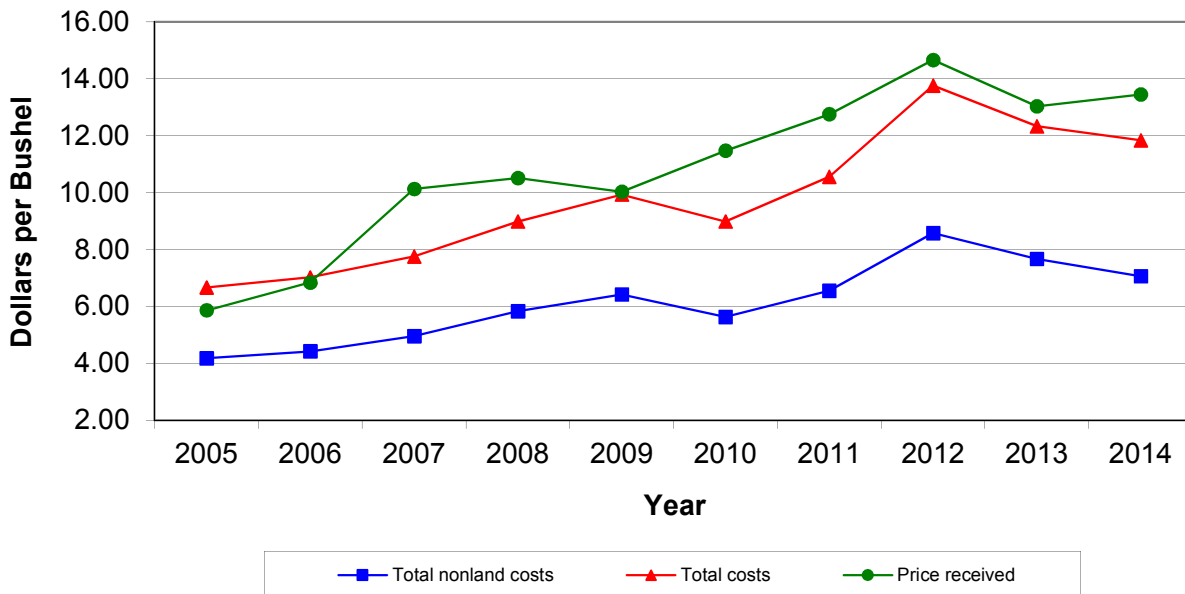
* Seasonal average annual price for corresponding crop year.

** Estimated

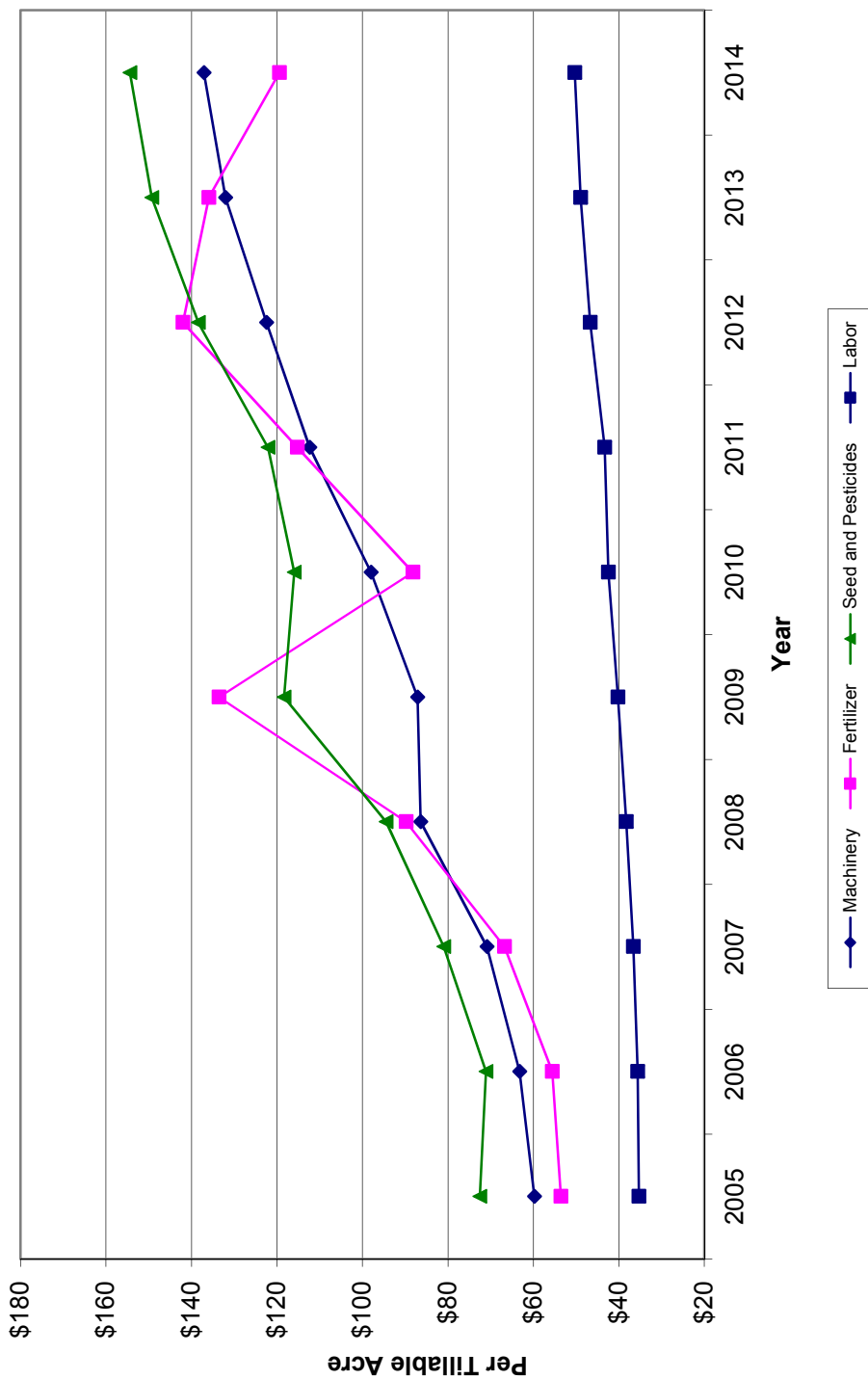
Costs and Returns per Bushel of Corn, Central Illinois Grain Farms 2005 to 2014



Costs and Returns per Bushel of Soybeans, Central Illinois Grain Farms 2005 to 2014



Trends in Selected Operating Costs per Acre, Central Illinois Pure-Grain Farms 2005 to 2014



2014 Livestock Standards from Illinois Farm Business Records

Farrow-to-Finish Hog Enterprise	Average Farm	High 1/3 Return	Litters Farrowed	
			150-349	350+
			Number of Farms	28
Pounds of Pork Produced	795,888	1,346,988	484,722	1,569,885
Pounds of Pork per Litter	2,437	2,642	2,328	2,494
Total Returns	604,068	1,045,938	356,521	1,210,324
Value of Feed Fed	308,627	461,481	195,523	586,487
Returns per \$100 Feed Fed	196	227	182	206
Returns above Feed per Litter	905	1,146	773	991
Number of Litters Farrowed	327	510	208	630
Pigs Farrowed per Litter	10.77	11.36	10.23	11.05
Pigs Weaned per Litter	9.24	9.74	8.80	9.46
Weaning Survival Rate %	86	86	86	86
Litters Farrowed per Female Year	1.85	2.36	1.90	1.89
Pigs Weaned per Female Year	16.89	22.17	16.66	18.28
Number of Crates	44	46	32	69
Pigs Weaned per Crate	68.4	84.7	60.4	77.1
Death Loss Total—% of Pounds Produced	3.4	2.6	2.3	3.8
Weight per Market Hog Sold	268	276	266	268
Weight per Breeding Hog Sold	465	472	474	459
Price Received / 100 Pounds - Market	78.72	78.08	75.89	79.90
Price Received / 100 Pounds - Breeding	65.11	68.27	66.22	65.73
Total Return per 100 Pounds Produced	75.90	77.65	73.55	77.10
Feed Cost per 100 Pounds Produced	38.78	34.26	40.34	37.36
Pounds of Feed per 100 Pounds Produced:				
Grain/Complete Feed	236	204	227	236
Supplement	81	78	102	72
Total Concentrates	317	281	329	308
Cost per 100 Pounds of Supplement	26.29	24.60	22.90	27.70
Cost per 100 Pounds of Concentrates	12.21	12.17	12.20	12.13

Feeder Pig Feeding Enterprise	Purchase Weight <20	Average Farm High 1/3
Number of Farms	34	13
Total Pounds Produced	1,569,721	1,856,905
Total Returns	987,906	1,268,338
Value of Feed Fed	526,931	589,817
Returns per \$100 Feed Fed	187	215
Average Weight Purchased	14	14
Price Paid per 100 Pounds	304.48	269.09
Price Paid per Pig	41.71	37.38
Average Weight Sold	274	269
Price Received per 100 Pounds	77.26	80.40
Total Return per 100 Pounds	62.94	68.30
Feed Cost per 100 Pounds	33.57	31.76
Death Loss: Numbers	370	349
Pounds	26,770	29,139
% of Pounds Produced	1.7	1.6
Pounds of Feed per 100 Pounds Produced:		
Grain/Complete Feed	197	188
Supplement	80	78
Total Concentrates	276	267
Cost per 100 Pounds of Supplement	22.37	22.60
Cost per 100 Pounds of Concentrates	12.14	11.92

Feeder Cattle Enterprise	Average Farm	High 1/3 Return	Purchase Weight		
			1-500	500-749	750+
			Number of Farms	80	26
Total Pounds Produced	215,971	180,118	75,508	292,163	275,557
Total Returns	283,258	274,334	124,000	376,522	332,348
Value of Feed Fed	131,949	85,660	46,629	179,367	159,309
Returns per \$100 Feed Fed	215	320	266	210	209
Average Weight Purchased	651	561	345	639	859
Price Paid per 100 Pounds	208.36	217.59	218.14	211.79	197.58
Price Paid per Head	1,356	1,220	753	1,353	1,698
Average Weight Sold	1,320	1,268	997	1,337	1,431
Price Received per 100 Pounds	149.09	154.52	156.88	148.53	148.46
Total Return per 100 Pounds	131.16	152.31	164.22	128.87	120.61
Feed Cost per 100 Pounds	61.10	47.56	61.75	61.39	57.81
Death Loss: Numbers	9	6	7	11	5
Pounds	5,691	2,513	2,255	8,241	4,300
% of Pounds Produced	2.6	1.4	3.0	2.8	1.6
Pounds of Feed per 100 Pounds Produced:					
Grain/Complete Feed	610	407	462	622	649
Supplement	33	31	66	29	24
Total Concentrates	643	438	528	651	673
Hay & Dry Roughage	81	53	143	71	80
Com Silage	244	382	184	299	63
Other Silage	56	15	17	68	29
Hay Equivalent—Tons	0.09	0.10	0.11	0.10	0.05
Cost per 100 Pounds of Supplement	24.72	24.13	23.86	25.39	22.13
Cost per 100 Pounds of Concentrates	8.15	8.71	9.33	7.99	8.12

Livestock Analysis -- 2014

Beef Cow Enterprise	Pounds of Beef Produced per Cow			High Return <600	Average All Farms
	<600	600-900	900+		
Number of Farms	58	61	47	19	166
Number of Cows in Herd	55	61	53	62	57
Number of Calves Born	48	59	49	52	52
Calving %	87	96	92	85	92
Total Pounds Produced	24,838	46,271	58,241	25,689	42,172
Total Returns	76,692	113,635	116,407	99,415	101,512
Value of Feed Fed	30,738	42,801	44,541	24,610	39,079
Returns per \$100 Feed Fed	249	265	261	404	260
Returns above Feed per Cow	842	1,159	1,358	1,212	1,105
Pounds of Beef per Cow in Herd	455	757	1,100	416	746
Death Loss Total—% of Pounds Produced	9.7	5.8	3.7	11.2	5.8
Market Survival Rate %	82.9	92.8	94.0	80.4	90.5
Breeding Survival Rate %	97.4	97.2	98.0	97.8	97.5
Weight per Market Animal Sold	543	700	986	519	726
Price Received / 100 Pounds Sold—Market	207.78	192.21	161.36	212.23	184.76
Price Received / 100 Pounds Sold—Breeding	97.90	100.32	105.72	100.56	101.28
Feed Cost per 100 Pounds Produced	123.75	92.50	76.48	95.80	92.67
Pounds of Feed per 100 Pounds Produced:					
Grain/Complete Feed	226	116	166	206	158
Supplement	67	59	61	100	61
Total Concentrates	293	174	227	306	219
Hay & Dry Roughage	1,238	735	568	937	773
Corn Silage	423	336	336	289	354
Other Silage	146	105	128	11	122
Pasture Days	47	26	23	53	29
Pasture Days per Animal Unit	147	120	133	149	132
Hay Equivalent per Cow—Tons	5.6	5.5	6.8	4.6	5.9
Cost per 100 Pounds of Concentrates	11.99	14.02	11.62	10.89	12.49

Sheep Enterprise	Average Farm
Number of Farms	8
Number of Ewes in Flock	64
Number of Lambs Born	70
% Lamb Crop	110
Total Pounds Produced	8,612
Total Returns	11,150
Value of Feed Fed	9,135
Returns per \$100 Feed Fed	122
Returns above Feed per Ewe	32
Pounds Produced per Ewe in Flock	136
Death Loss Total—% of Pounds Produced	7.1
Market Survival Rate %	
Breeding Survival Rate %	87.2
Weight per Market Animal Sold	127
Price Received / 100 Pounds Sold—Market	141.39
Price Received / 100 Pounds Sold—Breeding	111.45
Feed Cost per 100 Pounds Produced	106.08
Pounds of Feed per 100 Pounds Produced:	
Grain/Complete Feed	164
Supplement	82
Total Concentrates	246
Hay & Dry Roughage	755
Other Silage	0
Pasture Days	25
Hay Equiv.	0.64
Pasture Days per Animal Unit	109
Hay Equivalent per Ewe—Tons	0.9
Cost per 100 Pounds of Concentrates	19.11

Dairy Cattle Enterprise	Average Farm	Number of Cows			High 1/3 80-149 Cows
		40-79	80-149	150+	
Number of Farms	65	12	29	18	10
Number of Cows	143.5	64.7	103.7	299.0	107.9
% of Cows Dry	15.1	12.2	13.5	16.4	13.0
Animal Units in Herd	267	119	187	570	196
Total Cwt. of Milk Produced	32,380	13,724	20,873	72,918	24,261
Pounds of Beef Produced	94,458	43,818	69,832	193,925	76,536
Total Returns	955,623	420,698	631,144	2,112,424	734,408
Value of Feed	419,923	206,635	283,239	903,198	260,447
Returns per \$100 Feed Fed	228	204	223	234	282
Returns above Feed per Cow	3,734	3,309	3,354	4,045	4,392
Pounds of Beef per Cow	658	677	673	649	709
Pounds of Milk per Cow	22,567	21,212	20,123	24,390	22,483
Pounds of Butterfat per Cow	875	814	796	939	820
Death Loss: % of Pounds Produced	13.1	19.4	12.9	12.3	11.7
Feed Cost Per Cwt. Milk Equivalent *	10.95	12.11	11.03	10.75	8.63
Price Received for 100 Pounds Milk	24.88	24.65	24.48	25.11	24.28
Price Received for 100 Pounds Beef—Market	167.96	174.82	138.06	205.92	164.98
Pounds of Feed Per Cwt. Milk Equivalent *					
Grain/Complete Feed	22	22	25	21	21
Supplement	19	18	17	20	14
Total Concentrates	41	40	42	41	35
Hay & Dry Roughage	16	28	17	13	13
Corn Silage	76	76	77	76	65
Other Silage	46	49	45	47	36
Pasture Days per Animal Unit	3	0	6	2	2
Hay Equivalent per Cow—Tons	8.1	9.6	7.7	8.2	7.0
Cost per 100 Pounds of Supplement	24.29	24.54	25.07	24.00	26.79
Cost per 100 Pounds of Concentrates	15.34	15.40	14.81	15.65	15.25
Dairy Patronage/FSA Payments/Cwt. Milk	0.07	0.05	0.11	0.05	0.12

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..... \$4.14
Oats..... \$3.63
Wheat..... \$5.45

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—2010 to 2014

Year	Hogs (per cwt.)		Feeder Pigs (per cwt.)		Feeder Cattle (per cwt.)		Dairy (per cow)		Beef Herd Calves Sold (per cow)	
2010	19.71	15.36	35.94	1,506	115					
2011	20.18	18.88	36.77	2,205	189					
2012	9.98	10.17	14.29	1,519	145					
2013	18.33	13.09	21.12	1,846	169					
2014	37.12	29.37	70.06	3,734	842					
5-Yr. Average	21.06	17.37	35.64	2,162	292					
Nonfeed Costs, 2009–2013										
Direct Cash	10.74	6.63	16.30	1,546	160					
Other Costs	<u>8.22</u>	<u>3.65</u>	<u>12.50</u>	<u>606</u>	<u>99</u>					
TOTAL	18.96	10.28	28.80	2,152	259					

Cost to Produce Pork, 2011 to 2014¹

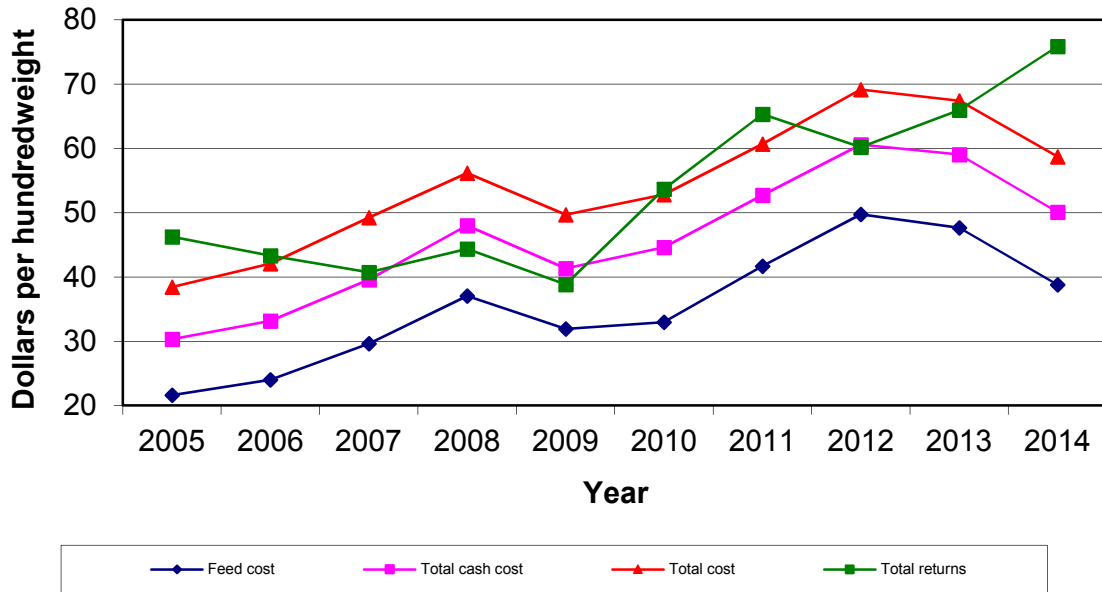
Items	2011	2012	2013	2014 Est.
Number of Farms	9	13	14	
Tillable Acres	720	765	823	
Number of Litters	736	660	422	
		-----Per 100 Pounds Produced-----		
Total Returns	\$65.35	\$60.19	\$63.96	\$75.90
Cash Costs				
Feed	\$41.68	\$49.74	\$49.71	\$38.78
Operating Expenses				
Maintenance and Power ²	5.45	\$5.15	\$4.36	
Livestock Expense	4.22	4.69	5.23	
Insurance, Taxes, and Overhead	<u>1.39</u>	<u>1.04</u>	<u>1.11</u>	
Total Operating Expenses	\$11.06	\$10.88	\$10.70	\$11.33
Total Cash Costs	\$52.74	\$60.62	\$60.41	\$50.11
Other Costs				
Depreciation ³	1.76	\$1.88	\$1.86	
Labor	4.43	4.95	5.03	
Interest Charge on All Capital	<u>1.75</u>	<u>1.72</u>	<u>1.11</u>	
Total Other Costs	\$7.94	\$8.55	\$8.00	\$8.59
Total Nonfeed Costs	\$19.00	\$19.43	\$18.70	\$19.92
Total All Costs	\$60.68	\$69.17	\$68.41	\$58.70
Return above All Costs	\$4.67	(\$8.98)	(\$4.45)	\$17.20

¹ Special Summary of Illinois Farm Business Records.

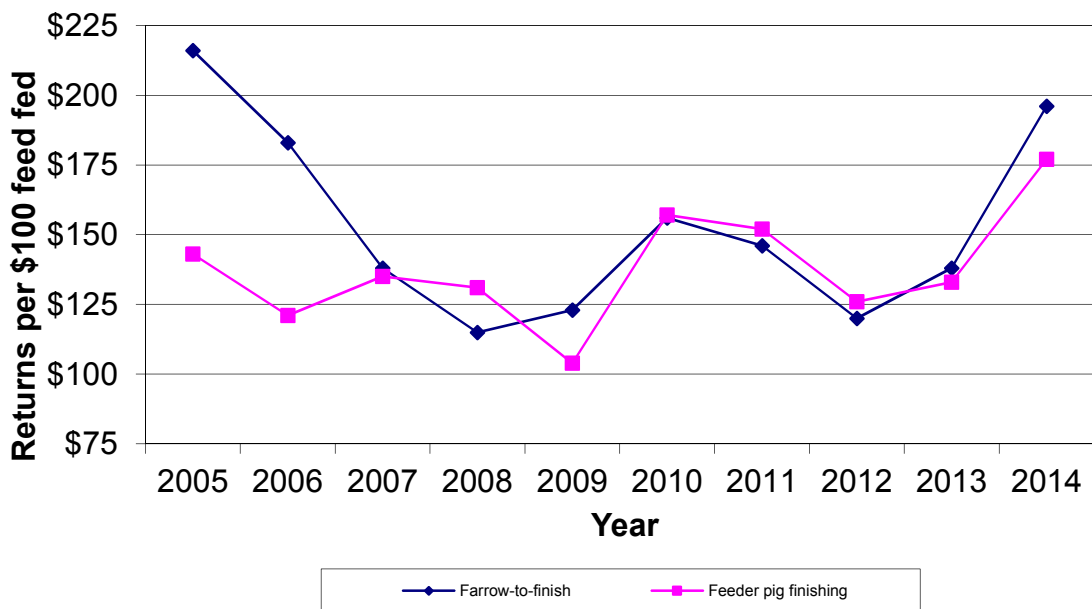
² Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

³ Includes machinery, equipment, and building depreciation.

Cost and Returns per 100 Pounds of Pork 2005 to 2014



Returns per \$100 of Feed Fed for Hog Farms 2005 to 2014



Cost and Returns for Beef-Feeding Enterprises—2011 to 2014¹

Items	2011	2012	2013	2014 Est.
Number of Farms	9	9	14	
Average per Farm				
Tillable Acres	438	724	704	
Hundredweight Beef Produced	4,233	6,441	5,241	
		-----Per 100 Pounds Produced-----		
Cash Costs				
Feed	\$75.62	\$93.39	\$91.53	\$61.10
Operating Expenses				
Maintenance and Power ²	\$8.17	\$7.61	\$8.45	
Livestock Expense	5.97	5.32	6.93	
Insurance, Taxes, and Overhead	1.16	1.13	0.94	
Interest on Cattle	<u>4.62</u>	<u>6.03</u>	<u>5.02</u>	
Total Operating Expenses	\$19.92	\$20.09	\$21.34	\$21.52
Total Cash Costs	\$95.54	\$113.48	\$112.87	\$82.62
Other Costs				
Depreciation ³	\$2.33	\$3.61	\$3.37	
Labor	5.25	6.69	6.47	
Interest on Other Capital	<u>1.80</u>	<u>2.45</u>	<u>2.16</u>	
Total Other Costs	\$9.38	\$12.75	\$12.00	\$12.32
Total All Costs	\$104.92	\$126.23	\$124.87	\$94.94
Total Returns	<u>\$105.11</u>	<u>\$104.98</u>	<u>\$109.27</u>	<u>\$131.16</u>
Return above All Costs	\$0.19	(\$21.25)	(\$15.60)	\$36.22

¹ Special Summary of Illinois Farm Business Records

² Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

³ Includes machinery, equipment, and building depreciation.

Cost and Returns per 100 Pounds of Milk—2011 to 2014¹

Items	40-79 Cows				80+ Cows				
	2011	2012	2013	2014 Est.	2011	2012	2013	2014 Est.	
Number of Farms	9	12	9		21	24	30		
Tillable Acres	181	212	176		431	472	483		
Number of Cows	61.6	63.8	69.0		230.9	232.0	209.5		
Pounds Milk per Cow	18,431	18,391	18,662		23,736	24,094	23,631		
		-----Per 100 Pounds of Milk Produced-----							
Price Received ²	\$20.73	\$19.02	\$20.41	\$24.65	\$20.76	\$19.47	\$20.69	\$24.48	
Cash Costs									
Feed	\$15.10	\$16.85	\$14.81	\$12.11	\$10.57	\$12.35	\$13.06	\$11.03	
Operating Expenses ³	2.34	2.28	2.68		2.53	2.46	2.65		
Livestock Expense	3.17	2.58	3.14		2.79	2.65	2.70		
Insurance, Taxes, and Overhead	<u>0.13</u>	<u>0.24</u>	<u>0.18</u>		<u>0.24</u>	<u>0.34</u>	<u>0.23</u>		
Total Operating Expenses	\$5.64	\$5.10	\$6.00	\$6.19	\$5.56	\$5.45	\$5.58	\$6.10	
Total Operating and Feed	\$20.74	\$21.95	\$20.81	\$18.30	\$16.13	\$17.80	\$18.64	\$17.13	
Other Costs									
Depreciation ⁴	\$1.06	\$0.97	\$1.10		\$0.80	\$0.84	\$1.03		
Labor	3.14	3.60	3.93		2.56	2.64	2.63		
Interest on All Capital	<u>0.90</u>	<u>0.72</u>	<u>0.85</u>		<u>0.89</u>	<u>0.87</u>	<u>0.76</u>		
Total Other Costs	\$5.10	\$5.29	\$5.88	\$5.45	\$4.25	\$4.35	\$4.42	\$4.56	
Total Nonfeed Costs	\$10.74	\$10.39	\$11.88	\$11.64	\$9.81	\$9.80	\$10.00	\$10.66	
Total All Costs	\$25.84	\$27.24	\$26.69	\$23.75	\$20.38	\$22.15	\$23.06	\$21.69	
Return above All Costs	(\$5.11)	(\$8.22)	(\$6.28)	\$0.90	\$0.38	(\$2.68)	(\$2.37)	\$2.79	

¹ Special Summary of Illinois Farm Business Records

² FSA and patronage payments not included. They may have added \$0.06/cwt. of milk in 2014.

³ Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

⁴ 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.

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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Visit our Web site at
<http://www.fbfm.org>

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