

Advance Report

FARM INCOME & PRODUCTION COSTS *for* 2016



Commercial Farms

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

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Farm Income and Production Costs

for 2016:

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, CEO; Brandy M. Krapf, Professional Development Coordinator; and Bradley L. Zwilling, Farm Business Analyst, Illinois FBFM Association, for use by FBFM field staff at meetings held in March 2017. 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 *91th Annual Summary of Illinois Farm Business Records for 2016*.

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 90 years.

Urbana, Illinois

April 2017

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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 2.05 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 2016

Average farm operator returns for labor and management on 2,510 Illinois farms were higher for all geographic areas in the state in 2016 compared to 2015. The average return to the sum of all operator's labor and management income in 2016 was \$27,697. The 2016 returns were \$94,895 above the 2015 average of *negative* \$67,198 and \$31,959 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 \$58,655. 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 \$89,731. Higher yields and lower fertility costs were the main reasons for higher incomes this year. Returns above feed cost for all livestock enterprises, except were higher than the year before. Hog returns above feed costs were higher due to lower feed costs. Feeder cattle returns above feed were higher due to lower feed costs as well. Returns to dairy enterprises were lower due to lower milk prices. Most counties in Illinois received farm program payments in 2016 due to the county's crop returns in 2015 being lower than their Olympic five-year average. With lower corn returns for 2016 in the southern part of the state, it is estimated many of the counties in southern Illinois will receive a farm payment in 2017 for the 2016 crop year. Farm earnings were highest in the east central part of the state. All regions had net farm incomes that were positive this year. Earnings were lowest in the southern part of the state.

Corn yields were higher than the 2015 yield and above the five-year average. Corn yields were 25 bushels per acre higher in 2016 and 29 bushels per acre above the five-year average. 2016 soybean yields were above 2015. The average corn yield on the 2,510 farms was 215 bushels per acre. Soybean yields averaged 64 bushels per acre. Corn

yields were generally highest in the central parts of the state. Soybean yields were highest in the east central area of the state. The growing season temperature was close to normal temperatures. However, the precipitation received during the growing season was variable. For the entire state, July and August were about three inches wetter than normal. The additional rain in August was one of the reasons for higher soybean yields.

Year-end inventory price for the 2016 corn crop of \$3.30 per bushel was 30 cents lower than a year earlier. \$9.80 per bushel was the new crop soybeans inventory price, \$1.20 more than December 31, 2015. The average sales price received for the 2015 corn crop sold in 2016 was above their inventory price resulting in a positive marketing margin. The 2015 soybean crop sold in 2016 was sold well above their inventory price resulting in a positive marketing margin as well. Crop returns averaged \$745 per tillable acre, \$76 per acre higher than the 2015 crop returns. This was the first year of an increasing crop return since the all-time high in 2012.

Returns above feed costs for hogs, beef and feeder cattle enterprises were higher than the year before. Dairy returns continued to decrease this year. All of the livestock enterprises experienced lower feed costs and returns above feed were lower than the five-year average. Returns for farrow-to-finish hog producers were estimated to be about \$5.72 per hundredweight below the breakeven level in covering total economic costs in 2016. Dairy producers experienced \$1,936 returns above feed per cow in 2016 compared to \$2,167 in 2015. Milk prices were nine percent lower compared to the year before. Returns above feed to feeder cattle enterprises increased from a *negative* \$5.75 in 2015 to \$16.70 in 2016. Prices paid and received for market cattle were lower than the year before.

Returns above feed per cow increased to \$21 for all cow-calf herds; however, when this group is separated into groups based on pounds produced per cow only the group with 600 to 900 pounds produced per cow showed an increase.

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 nearly statewide, with the largest increase being in the central part of the state. The most northern and southern tips of the state saw a decrease in estimated net worth. 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 2016 was \$29,578, up \$2,200 from 2015. Over the last ten years, interest paid on a per-acre basis was the lowest at \$20 in 2009 and the highest at \$26 in 2016. In 2016, it increased from \$24 to \$26 per acre. Interest paid as a percentage of gross farm returns was 3.9 percent in 2016 compared to 4.2 percent in 2015.

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 \$45.18 per hundredweight in 2016 compared to \$45.16 the year before. Feed costs decreased, averaging \$30.80 per hundredweight produced. The average price

received per hundredweight for slaughter cattle was \$120.52, and the price paid for replacement feeder cattle was \$144.16. Dairy returns included the average price received for milk of \$16.27 compared to \$17.89 in 2015.

Total economic costs per acre to produce corn and soybeans in 2016 decreased as compared to 2015 in all areas of the state. The main factors for the decrease in per acre costs were lower fertility and land costs. Costs per bushel to produce corn and soybeans decreased in all areas of the state due to higher yields and lower costs. Total economic costs per acre to raise corn and soybeans on these farms averaged \$859 and \$633, respectively.

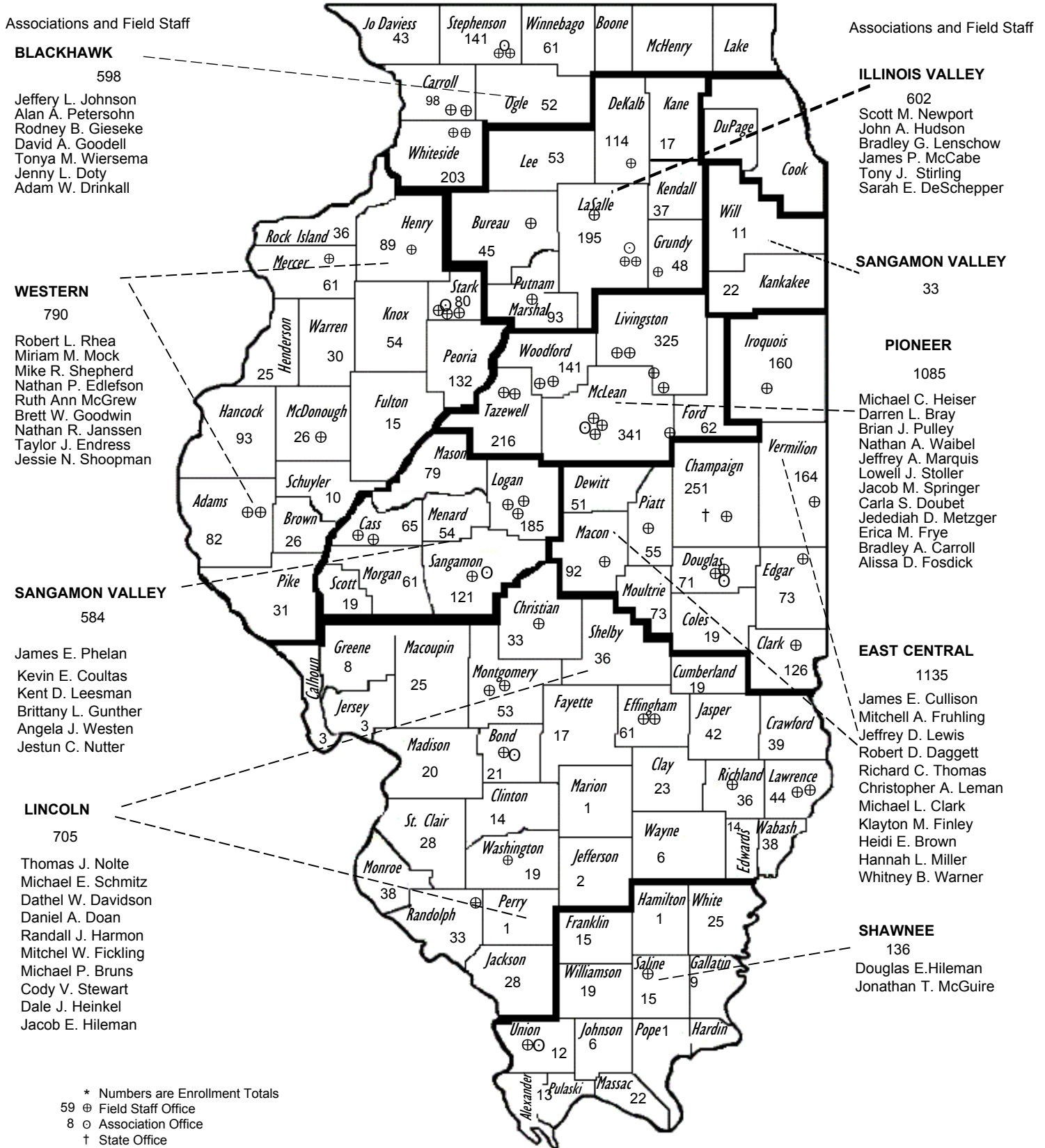
From a sample of pure grain farms in the state, the total economic cost per bushel of corn produced was \$4.00 with an average yield of 215 bushels per acre. The total cost per bushel of soybeans was \$9.74 with an average yield of 65 bushels per acre. The 2015 costs per bushel were \$4.68 and \$10.52 for corn and soybeans, respectively. The total costs for 2012 were the highest cost per bushel to grow corn and soybeans since this study began due to lower yields from the drought. The variation in yields and costs during the past few years makes it important to analyze these costs over more than one year. The 2012-2016 five-year average to produce corn and soybeans on these farms is \$5.08 per bushel for corn and \$11.25 per bushel for soybeans.

In summary, farm earnings in 2016 were higher than the 2015 earnings and the average for the last five years. Higher crop returns, because of higher yields, marketing margin on soybeans and lower fertility costs were the main reasons for the higher incomes. Most livestock returns were higher due to lower feed costs. Even with 2016 incomes, margins are still low. The variability in incomes in the last five years show the importance of good records and financial management.

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 --- 5,668 cooperating farmers and 63 member field staff*
 July 1, 2016, distribution of cooperators by counties and associations



**Average Size, Income, Returns, and Costs on Illinois FBFM Record-Keeping Farms
by Type of Farm—2012 to 2016***

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							
2016	2,510	1,147	86,731	27,697	745	16	192
2015	2,647	1,131	(2,971)	(67,198)	670	11	197
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
Grain Farms							
2016	2,305	1,200	93,829	33,455	745	2	182
2015	2,427	1,184	487	(65,153)	670	0	187
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
Hog Farms							
2016	39	931	(22,872)	(78,100)	788	297	362
2015	42	869	(126,647)	(186,684)	700	239	366
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
Dairy Farms							
2016	48	486	9,117	(50,668)	720	704	738
2015	57	522	(5,757)	(63,367)	658	610	628
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
Beef Farms							
2016	23	483	(46,914)	(108,322)	727	116	422
2015	31	466	(123,019)	(193,899)	628	(64)	390
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

*In 2016, 91.8% of the farms were classified as grain, 1.6% as hog, 1.9% as dairy, 0.9% as beef, and 3.8% as 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—2012 to 2016**

	Grain				Livestock			Illinois All*	
	Northern SPR 86-100	Central SPR 56-85	South	IL	Hog	Beef	Dairy		
Operator's Share of Net Farm Income									
2016	\$77,729	\$116,203	\$75,165	\$92,401	\$81,324	(\$12,633)	(\$47,579)	\$12,755	\$75,287
2015	\$5,081	\$15,258	(\$1,778)	(\$55,973)	\$487	(\$126,647)	(\$123,019)	(\$5,757)	(\$2,971)
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
Corn Yields									
2016	219	226	215	160	215	222	223	202	215
2015	194	197	181	157	190	194	200	183	190
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
Crop Returns per Tillable Acre									
2016	\$761	\$762	\$710	\$636	\$745	\$788	\$727	\$720	\$745
2015	\$712	\$678	\$621	\$534	\$670	\$700	\$628	\$658	\$670
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
Livestock Returns above Feed Cost per Tillable Acre									
2016	\$0	\$1	\$2	\$0	\$2	\$297	\$116	\$704	\$14
2015	(\$1)	\$0	(\$2)	\$3	\$0	\$239	(\$64)	\$610	\$11
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
Return per \$1.00 of All Costs									
2016	\$0.93	\$0.98	\$0.95	\$0.93	\$0.98	\$0.89	\$0.71	\$0.87	\$0.97
2015	\$0.85	\$0.85	\$0.81	\$0.76	\$0.86	\$0.77	\$0.50	\$0.85	\$0.85
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

* Average size of grain farms in 2016 is 1,127 tillable acres for northern Illinois, 1,185 for central, and 1,426 for southern.

**Net Farm Income and Other Selected Factors
Illinois FBFM Association—2016¹**

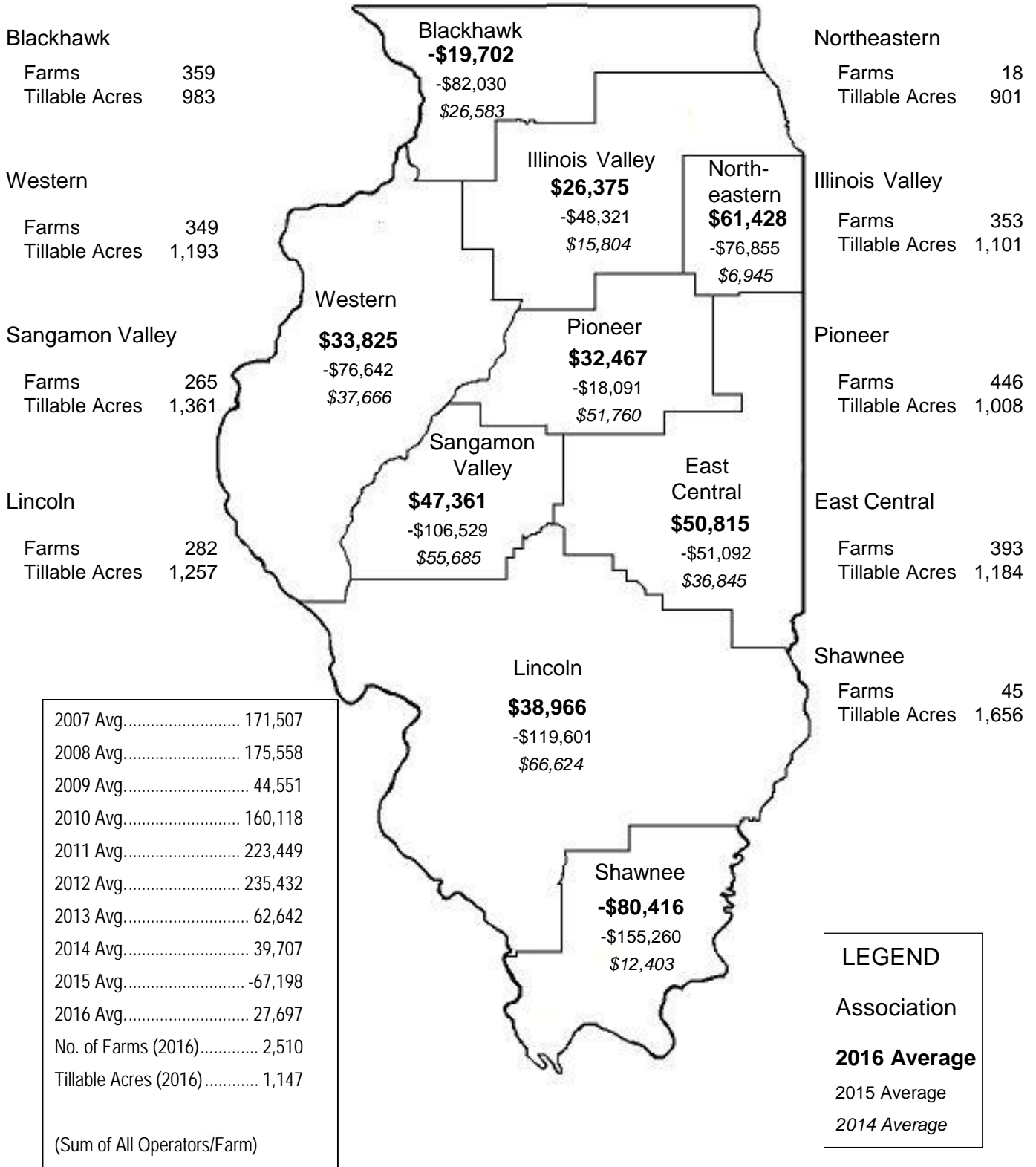
	Black-hawk	East Central	Illinois Valley	Lincoln	North-eastern	Pioneer
Number of Farms	359	393	353	282	18	446
Tillable Acres	983	1,184	1,101	1,257	901	1,008
Corn Yield	222	214	223	167	215	229
Soybean Yield	66	68	65	57	57	64
Crop Returns/TA	\$779	\$755	\$773	\$680	\$749	\$727
Income before Depreciation	133,727	179,851	178,988	203,183	152,749	162,862
Depreciation	93,050	80,808	93,392	109,172	64,908	75,851
Net Farm Income	40,677	99,043	85,596	94,011	87,841	87,011
Capital Purchases	\$73,494	\$62,731	\$76,744	\$87,441	\$88,663	\$60,670
Interest Paid	41,259	23,395	30,959	40,090	31,416	17,722

	Sangamon Valley	Shawnee	Western	2016 State Average	2015 State Average
Number of Farms	265	45	349	2,510	2,647
Tillable Acres	1,361	1,656	1,193	1,147	1,131
Corn Yield	220	143	227	215	190
Soybean Yield	66	50	64	64	61
Crop Returns/TA	\$770	\$553	\$765	\$745	\$670
Income before Depreciation	\$211,168	\$126,595	\$200,581	\$177,775	\$87,313
Depreciation	100,484	119,038	93,470	91,044	90,284
Net Farm Income	110,684	7,557	107,111	86,731	(2,971)
Capital Purchases	\$84,734	\$85,001	\$79,676	\$73,915	\$82,261
Interest Paid	26,760	25,879	32,308	29,578	27,378

¹ Sum of all operators per farm.

Illinois FBFM Association

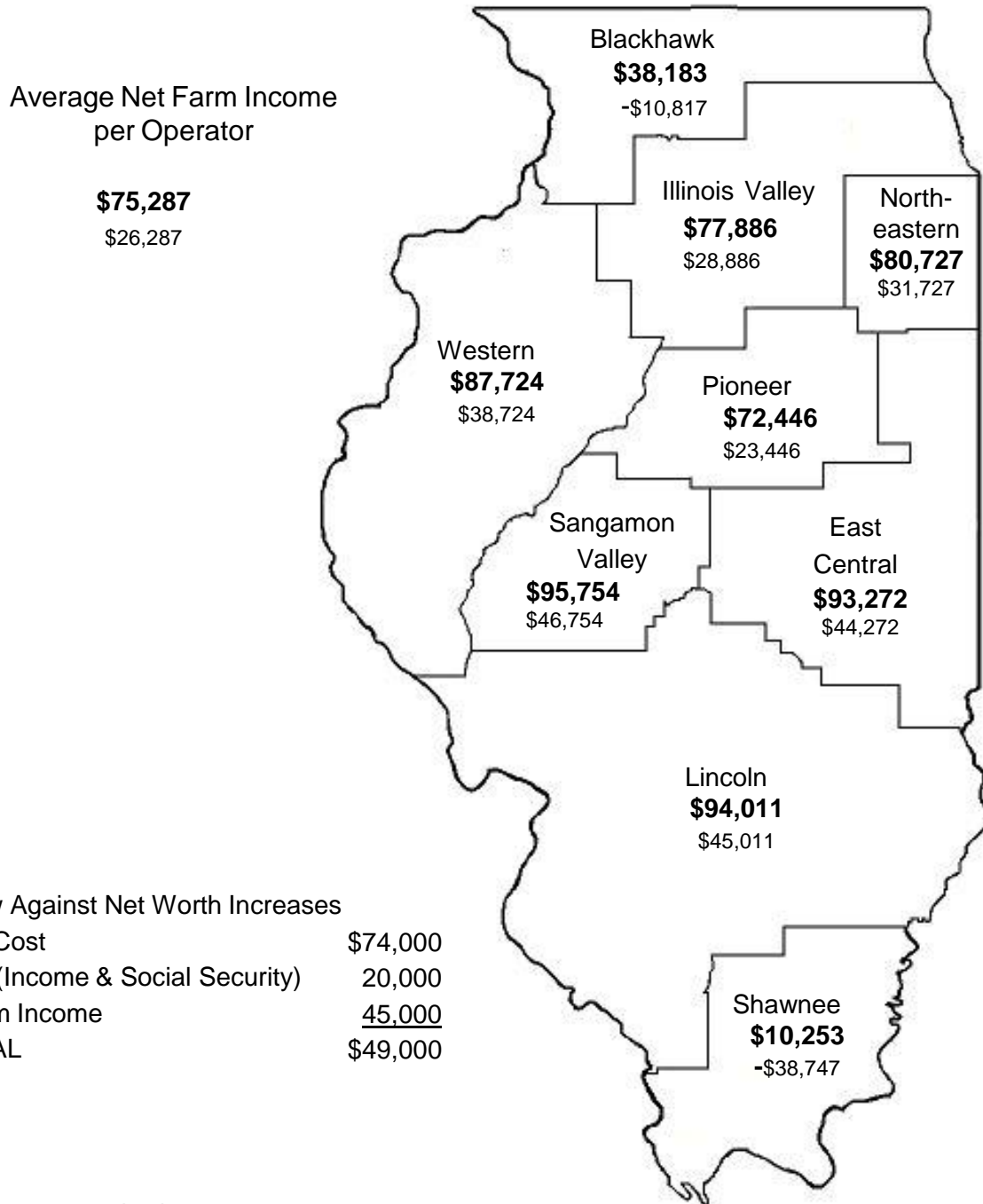
Operators' Share of Labor and Management Income per Farm---2014, 2015, and 2016 (Sum of All Operators/Farm)



Illinois FBFM Association

Net Farm Income per Operator and Estimated Change in Net Worth after Living Expenses and Taxes—2016

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—2012 to 2016

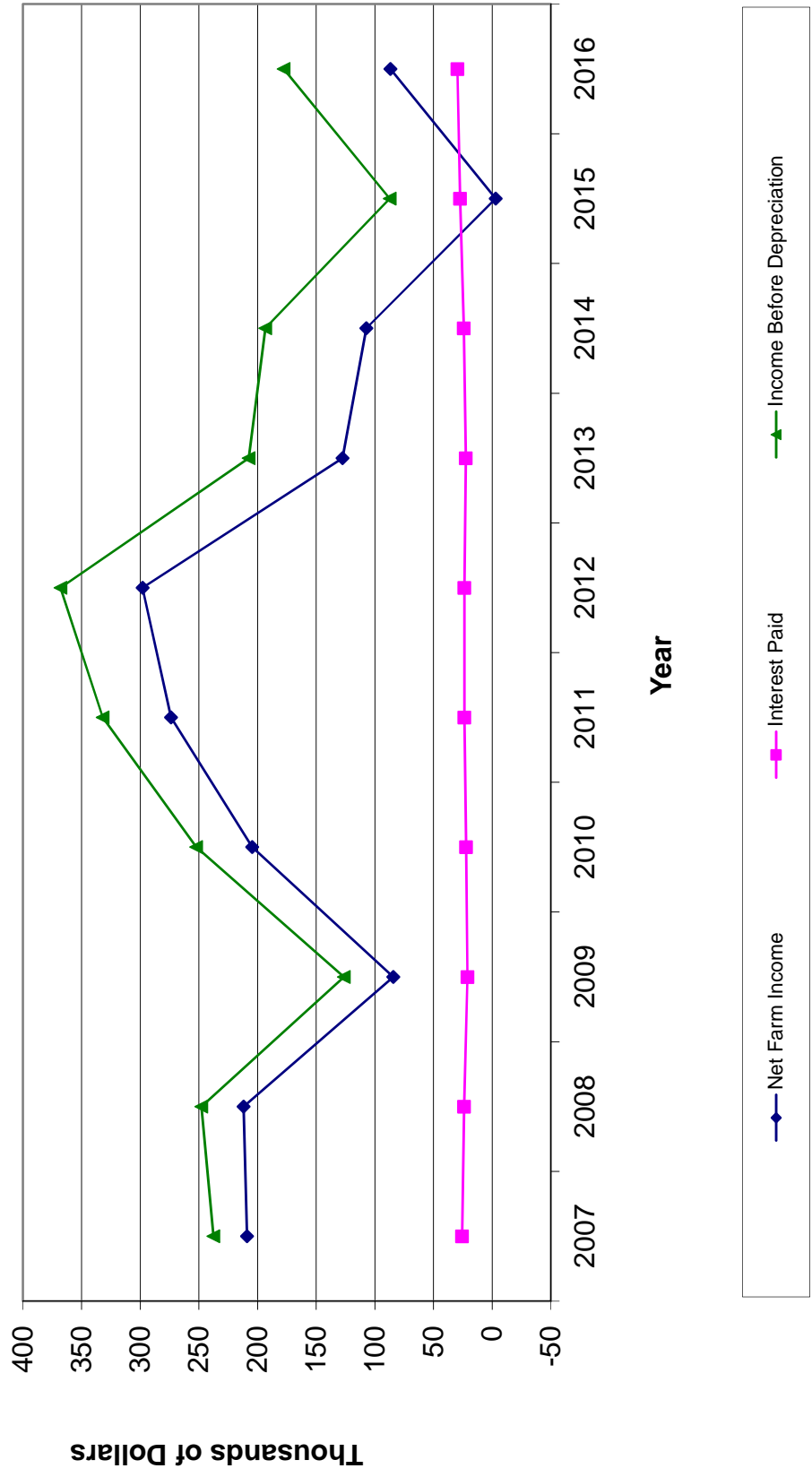
	2012	2013	2014	2015	2016
Net Farm Income	\$298,028	\$127,664	\$107,290	(\$2,971)	\$86,731
+ Net Nonfarm Income ¹	36,778	38,019	39,676	40,662	44,503
- Family Living ²	(76,510)	(80,217)	(80,043)	(76,301)	(74,034)
- Income & Social Security Taxes ²	<u>(24,046)</u>	<u>(36,295)</u>	<u>(34,921)</u>	<u>(29,194)</u>	<u>(22,961)</u>
Change in Net Worth ³	\$234,250	\$49,171	\$32,002	(\$67,804)	\$34,239
+ Depreciation	<u>\$69,923</u>	<u>\$79,802</u>	<u>\$86,010</u>	<u>\$90,284</u>	<u>\$91,044</u>
Funds Available for Debt Repayment	\$304,173	\$128,973	\$118,012	\$22,480	\$125,283
Capital Purchases	\$136,563	\$148,706	\$105,696	\$82,261	\$73,915
Cash Interest Paid	\$23,548	\$22,384	\$24,115	\$27,378	\$29,578

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—2016

Item	Farm Type				All
	Grain	Hog	Dairy	Beef	
Number of Farms	2,305	39	48	23	2,510
Tillable Acres	1,200	931	486	483	1,147
Gross Farm Returns/Operator Acre	\$773	\$1,128	\$1,468	\$874	\$785
Total Nonfeed Costs/Operator Acre	\$788	\$1,274	\$1,685	\$1,226	\$806
Management Returns/Operator Acre	(\$10)	(\$141)	(\$216)	(\$350)	(\$16)
Net Farm Income per Operator	\$81,324	(\$12,633)	\$12,755	(\$47,579)	\$75,287
Labor & Management Income per Operator	\$28,552	(\$44,127)	(\$24,277)	(\$88,351)	\$24,313
Capital Purchases	\$75,835	\$77,647	\$86,347	\$56,195	\$73,915
Farm Production per Man Year	\$585,881	\$386,047	\$191,536	\$200,269	\$557,523
Production per \$1.00 Nonfeed Costs	\$0.98	\$0.89	\$0.87	\$0.71	\$0.97
Percent of Farm Production					
Cash Operating Expenses	77.5	93.3	86.3	96.0	78.1
Depreciation	10.4	9.0	12.4	15.4	10.5
Operator Income	12.0	(2.3)	1.3	(11.4)	11.4

Selected FBFM Factors—2007 to 2016

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Farms	2,748	2,572	2,624	2,588	2,674	2,725	2,597	2,670	2,647	2,510
Total Acres	1,070	1,101	1,077	1,092	1,141	1,149	1,137	1,150	1,177	1,193
Tillable Acres	1,019	1,049	1,031	1,046	1,083	1,094	1,084	1,106	1,131	1,147
Corn Yield	189	194	182	164	167	120	192	214	190	215
Soybean Yield	50	51	50	55	54	48	55	61	61	64
Wheat Yield	58	67	61	59	65	71	72	72	69	82
% Tillable Land in Corn/Corn Silage	60	56	55	56	56	56	54	55	53	53
Total Cash Operating Income	\$482,852	\$638,147	\$620,268	\$626,808	\$785,655	\$913,419	\$877,043	\$832,015	\$787,707	\$774,335
Crop and Livestock Inventory Change	119,507	46,071	(18,431)	80,633	88,535	(18,046)	31,961	3,159	(82,926)	46,603
Misc. Income and Change in Acct. Rec.	2	9,394	(7,877)	(789)	345	82,933	(72,350)	(1,642)	11,860	(15,706)
Less: Purchased Feed and PIK Certs.	(18,802)	(21,639)	(16,607)	(19,576)	(21,768)	(28,431)	(27,527)	(21,746)	(20,702)	(22,329)
Purchased Livestock	(15,694)	(14,064)	(11,318)	(15,040)	(15,323)	(18,978)	(20,211)	(21,749)	(24,230)	(21,216)
Gross Farm Returns	\$567,865	\$657,909	\$566,035	\$672,035	\$837,444	\$930,897	\$788,916	\$790,037	\$671,709	\$761,687
Total Operating Expense	\$333,564	\$414,021	\$442,905	\$422,960	\$509,278	\$567,637	\$585,631	\$600,975	\$588,017	\$588,081
Income before Depreciation	234,301	243,888	123,130	249,075	328,165	363,259	203,285	189,063	83,690	173,607
Less Depreciation (Plus Capital Acct. Adj.)	25,289	31,998	38,918	44,444	54,553	65,231	75,621	81,773	86,661	86,876
Net Farm Income	\$209,012	\$211,890	\$84,212	\$204,631	\$273,612	\$298,028	\$127,664	\$107,290	(\$2,971)	\$86,731
Net Farm Income as % GFR	36.8	32.2	14.9	30.4	32.7	32.0	16.2	13.6	-0.4	11.4
Operator's Labor and Mgmt. Income	\$171,507	\$175,558	\$44,551	\$160,118	\$223,449	\$235,432	\$62,642	\$39,707	(\$67,198)	\$27,697
Interest Expense	\$25,598	\$23,924	\$21,025	\$22,128	\$23,571	\$23,548	\$22,384	\$24,115	\$27,378	\$29,578
Interest Expense as % of GFR	4.5	3.6	3.7	3.3	2.8	2.5	2.8	3.3	4.1	3.9
Gross Farm Returns/Tillable Acre	\$557	\$627	\$549	\$642	\$773	\$851	\$728	\$714	\$594	\$664
Total Operating Expense/Tillable Acre	\$327	\$395	\$430	\$404	\$470	\$519	\$540	\$543	\$520	\$513
Depreciation/Tillable Acre	\$25	\$31	\$38	\$42	\$50	\$60	\$70	\$74	\$77	\$76
Net farm Income/Tillable Acre	\$205	\$202	\$82	\$196	\$253	\$272	\$118	\$97	(\$3)	\$76
Total Investment	\$1,323,460	\$1,569,049	\$1,587,574	\$1,805,269	\$2,239,943	\$2,679,143	\$3,056,914	\$3,306,650	\$3,304,243	\$3,231,458
Crops and Feed	\$310,853	\$392,252	\$394,206	\$443,684	\$535,169	\$573,041	\$564,615	\$587,147	\$549,288	\$537,783
Livestock (Market & Breeding Stock)	31,374	30,520	25,873	30,440	33,867	38,171	40,949	44,893	49,404	43,490
Machinery (Book Value)	122,725	158,305	187,560	233,750	280,123	334,760	379,876	407,686	411,399	389,344
Buildings (Book Value)	37,501	45,191	49,940	62,722	80,350	100,194	113,056	128,366	138,854	140,952
Land	821,007	942,781	929,995	1,034,673	1,310,434	1,632,977	1,958,418	2,138,558	2,155,298	2,119,889
Total	\$1,323,460	\$1,569,049	\$1,587,574	\$1,805,269	\$2,239,943	\$2,679,143	\$3,056,914	\$3,306,650	\$3,304,243	\$3,231,458

Financial Characteristics of Illinois FBFM Grain Farms

	2016	2015	2014	2013	4-Year Average	My Farm
Number of Farms	2,371	2,462	2,532	2,440	2,451	
Liquidity						
Working Capital	\$242,058	\$241,637	\$295,956	\$336,712	\$279,091	
Current Ratio						
Upper Quartile	NA	5.84	5.79	6.51	6.05	
Median	2.13	2.05	2.32	2.59	2.27	
Solvency						
Net Worth (Market)	\$2,986,042	\$2,993,163	\$2,973,330	\$2,880,432	\$2,958,242	
Debt/Equity Ratio (%)						
Upper Quartile	NA	7.9	8.5	8.5	8.3	
Median	24.8	25.5	23.5	22.5	24.1	
Debt/Total Asset Ratio (%)						
Upper Quartile	NA	7.4	7.8	7.8	7.7	
Median	19.9	20.4	19.0	18.4	19.4	
Profitability						
Net Farm Income	\$71,349	\$3,694	\$79,348	\$105,027	\$64,855	
Return on Farm Assets (%)						
Upper Quartile	NA	1.3	3.9	5.5	3.6	
Median	1.6	-0.7	1.6	2.6	1.3	
Return on Farm Equity (%)						
Upper Quartile	NA	0.8	4.2	6.5	3.8	
Median	1.1	-1.7	1.2	2.6	0.8	
Repayment Capacity						
Debt/Farm Operating Income	11.06	60.34	7.78	5.40	21.15	
Financial Efficiency (as a % of Gross Farm Returns)						
Interest Expense Ratio						
Upper Quartile	NA	0.8	0.6	0.5	0.6	
Median	2.9	2.9	2.3	2.0	2.5	
Operating Expense Ratio						
Upper Quartile	NA	70.3	61.9	60.0	64.1	
Median	70.4	80.6	71.7	68.3	72.8	
Depreciation Expense Ratio						
Upper Quartile	NA	9.2	7.6	6.9	7.9	
Median	11.8	13.2	11.0	10.0	11.5	
Farm Operating Income Ratio						
Upper Quartile	NA	13.5	24.5	27.9	22.0	
Median	13.3	2.5	14.2	18.1	12.0	
Asset Turnover Ratio						
Upper Quartile	NA	0.30	0.35	0.37	0.34	
Median	0.21	0.18	0.22	0.24	0.21	

NA = not available yet.

Financial Characteristics of Illinois FBFM Hog Farms

	2016	2015	2014	2013	4-Year Average	My Farm
Number of Farms	33	32	38	39	36	
Liquidity						
Working Capital	\$90,041	\$97,468	\$306,488	\$303,683	\$199,420	
Current Ratio						
Upper Quartile	NA	2.67	4.73	3.59	3.66	
Median	1.22	1.56	2.01	2.26	1.76	
Solvency						
Net Worth (Market)	\$2,237,254	\$2,530,555	\$2,850,989	\$2,570,452	\$2,547,313	
Debt/Equity Ratio						
Upper Quartile	NA	24.1	16.8	9.9	16.9	
Median	67.8	50.3	32.3	25.4	44.0	
Debt/Total Asset Ratio						
Upper Quartile	NA	19.4	15.1	9.0	14.5	
Median	40.8	33.5	24.8	20.3	29.9	
Profitability						
Net Farm Income	-\$38,895	-\$107,840	\$326,186	\$89,392	\$67,211	
Return on Farm Assets						
Upper Quartile	NA	0.3	12.3	6.5	6.4	
Median	(1.3)	(4.7)	7.3	2.9	1.1	
Return on Farm Equity						
Upper Quartile	NA	(1.4)	16.8	5.9	7.1	
Median	(3.4)	(6.3)	9.5	2.2	0.5	
Repayment Capacity						
Debt/Farm Operating Income	*	*	3.74	8.27	3.00	
Financial Efficiency (as a % of Gross Farm Returns)						
Interest Expense Ratio						
Upper Quartile	NA	2.6	1.1	1.0	1.6	
Median	5.1	6.3	2.9	3.1	4.4	
Operating Expense Ratio						
Upper Quartile	NA	69.9	49.2	56.3	58.5	
Median	83.1	97.8	59.2	68.9	77.3	
Depreciation Expense Ratio						
Upper Quartile	NA	8.5	4.6	5.8	6.3	
Median	10.9	12.0	6.1	7.5	9.1	
Farm Operating Income Ratio						
Upper Quartile	NA	9.3	40.5	32.5	27.4	
Median	-2.2	-12.2	30.5	17.8	8.5	
Asset Turnover Ratio						
Upper Quartile	NA	0.29	0.48	0.34	0.37	
Median	0.20	0.18	0.30	0.22	0.23	

NA = not available yet.

* Undefined due to negative farm operating income.

Financial Characteristics of Illinois FBFM Beef Farms

	2016	2015	2014	2013	4-Year Average	My Farm
Number of Farms	22	18	25	22	22	
Liquidity						
Working Capital	\$198,531	\$185,808	\$243,378	\$245,553	\$218,318	
Current Ratio						
Upper Quartile	NA	5.04	6.23	2.61	4.42	
Median	1.71	1.86	2.18	1.73	1.87	
Solvency						
Net Worth (Market)	\$2,520,454	\$2,211,428	\$2,352,340	\$1,919,793	\$2,251,004	
Debt/Equity Ratio						
Upper Quartile	NA	6.2	8.2	9.5	8.9	
Median	33.6	38.5	28.1	36.7	34.2	
Debt/Total Asset Ratio						
Upper Quartile	NA	5.8	7.6	8.7	8.2	
Median	25.1	27.8	21.9	26.9	25.4	
Profitability						
Net Farm Income	(\$70,673)	(\$106,162)	\$131,981	\$82,551	\$9,424	
Return on Farm Assets						
Upper Quartile	NA	(2.8)	7.8	7.0	7.4	
Median	(1.4)	(7.7)	4.1	1.6	-0.9	
Return on Farm Equity						
Upper Quartile	NA	(4.4)	12.5	9.7	11.1	
Median	(3.3)	(8.0)	4.1	1.4	-1.5	
Repayment Capacity						
Debt/Farm Operating Income	*	*	6.75	6.37	3.28	
Financial Efficiency (as a % of Gross Farm Returns)						
Interest Expense Ratio						
Upper Quartile	NA	3.4	0.4	2.4	1.4	
Median	9.8	9.1	4.1	4.8	7.0	
Operating Expense Ratio						
Upper Quartile	NA	86.2	51.6	59.3	55.5	
Median	82.1	134.7	57.4	70.1	86.1	
Depreciation Expense Ratio						
Upper Quartile	NA	14.5	7.5	6.4	7.0	
Median	16.6	20.6	9.2	8.3	13.7	
Farm Operating Income Ratio						
Upper Quartile	NA	(8.1)	37.3	31.6	34.5	
Median	(15.6)	(57.7)	29.4	18.5	-6.4	
Asset Turnover Ratio						
Upper Quartile	NA	0.18	0.35	0.31	0.33	
Median	0.08	0.08	0.20	0.20	0.14	

NA = not available yet.

* Undefined due to negative farm operating income.

Financial Characteristics of Illinois FBFM Dairy Farms

	2016	2015	2014	2013	4-Year Average	My Farm
Number of Farms	42	59	53	66	55	
Liquidity						
Working Capital	\$35,575	\$51,867	\$115,555	\$78,638	\$70,409	_____
Current Ratio						
Upper Quartile	NA	3.53	4.85	3.40	4.13	_____
Median	1.30	1.36	2.00	1.72	1.60	
Solvency						
Net Worth (Market)	\$1,683,432	\$1,671,271	\$2,043,665	\$1,732,129	\$1,782,624	_____
Debt/Equity Ratio						
Upper Quartile	NA	18.5	14.5	16.3	15.4	_____
Median	51.0	53.2	40.8	44.4	47.4	
Debt/Total Asset Ratio						
Upper Quartile	NA	15.6	12.7	14.0	13.4	_____
Median	33.8	34.7	29.0	30.7	32.1	
Profitability						
Net Farm Income	\$25,441	\$6,871	\$213,088	\$45,054	\$72,614	_____
Return on Farm Assets						
Upper Quartile	NA	2.0	14.4	2.3	8.4	_____
Median	(0.9)	(1.4)	7.2	0.2	1.3	
Return on Farm Equity						
Upper Quartile	NA	0.9	19.9	1.5	10.7	_____
Median	(3.6)	(3.6)	8.6	(1.3)	0.0	
Repayment Capacity						
Debt/Farm Operating Income	28.41	36.81	3.09	18.60	21.73	_____
Financial Efficiency (as a % of Gross Farm Returns)						
Interest Expense Ratio						
Upper Quartile	NA	2.3	1.6	2.2	1.9	_____
Median	7.0	6.1	4.3	5.4	5.7	
Operating Expense Ratio						
Upper Quartile	NA	66.3	50.2	64.6	57.4	_____
Median	75.5	77.7	56.5	75.2	71.2	
Depreciation Expense Ratio						
Upper Quartile	NA	7.8	5.4	7.3	6.4	_____
Median	11.6	11.0	7.4	10.4	10.1	
Farm Operating Income Ratio						
Upper Quartile	NA	16.2	40.0	20.2	30.1	_____
Median	3.1	2.1	31.1	8.1	11.1	
Asset Turnover Ratio						
Upper Quartile	NA	0.33	0.43	0.41	0.42	_____
Median	0.19	0.19	0.29	0.21	0.22	

NA = not available yet.

Illinois FBFM Association Farms by Interest Paid as Percent of Gross Farm Returns—2007 to 2016¹

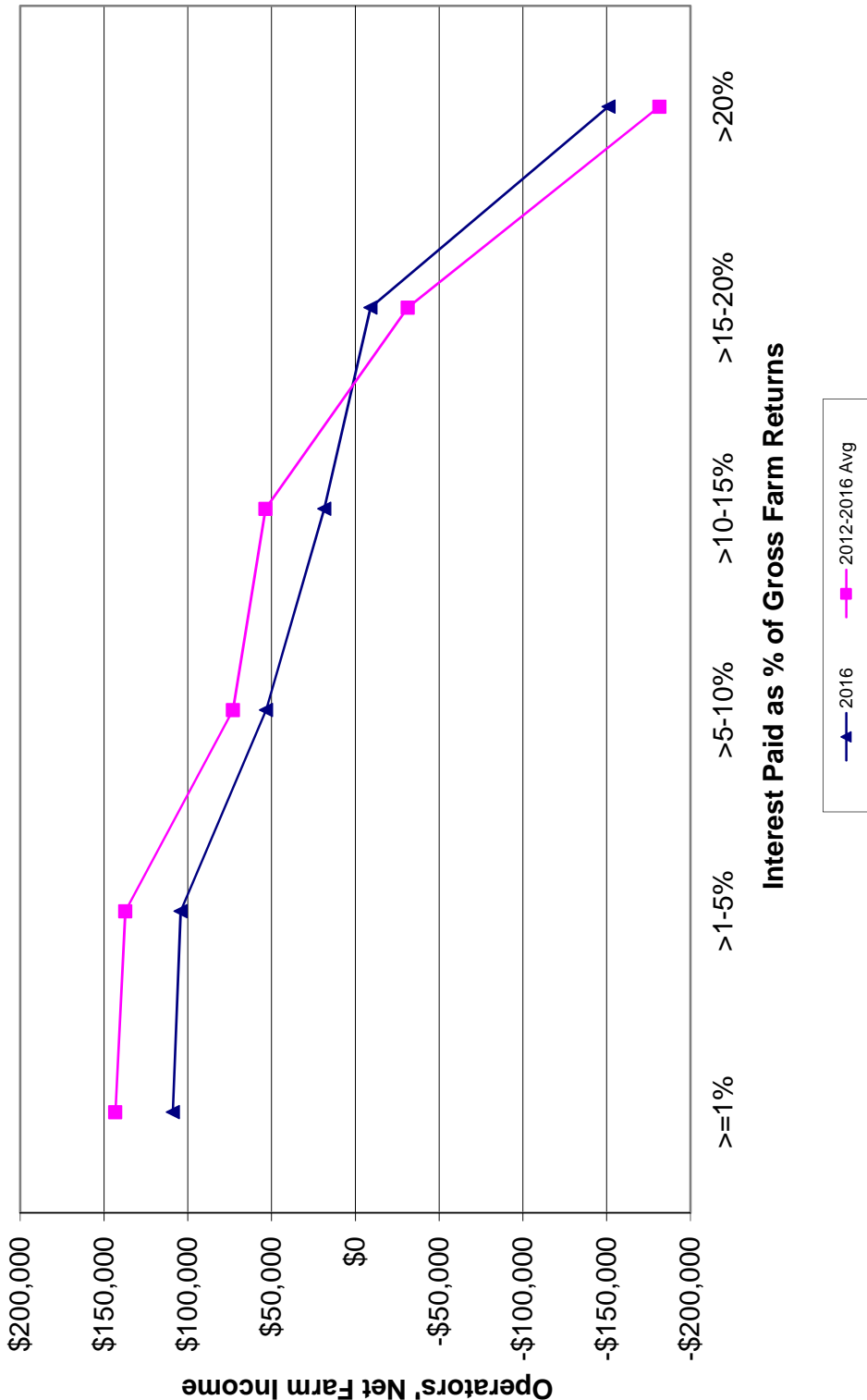
Year	Operator Interest Paid as % of Gross Farm Returns										All
	Under 1%	1%–4.9%	5%–9.9%	10%–14.9%	15%–19.9%	20%+					
Number of farms	577	1,243	740	189	56	39					2,844
2008	712	1,296	544	108	32	24					2,716
2009	727	1,174	561	151	39	47					2,699
2010	801	1,264	490	96	32	23					2,706
2011	840	1,266	325	66	9	7					2,513
2012	1,000	1,352	302	62	8	3					2,728
2013	943	1,202	352	71	22	10					2,600
2014	892	1,277	396	80	18	12					2,675
2015	779	1,075	553	158	48	34					2,647
2016	749	1,073	507	118	41	29					2,517
Percent of farms	20%	44%	26%	7%	2%	1%					100%
2008	26%	48%	20%	4%	1%	1%					100%
2009	27%	43%	21%	6%	1%	2%					100%
2010	30%	47%	18%	4%	1%	1%					100%
2011	33%	50%	13%	3%	*	*					100%
2012	37%	50%	11%	2%	*	*					100%
2013	36%	46%	14%	3%	1%	*					100%
2014	33%	48%	15%	3%	1%	*					100%
2015	29%	41%	21%	6%	2%	1%					100%
2016	30%	43%	20%	5%	2%	1%					100%
Net Farm Income	220,427	237,584	193,823	115,925	65,154	5,685					209,012
2008	207,942	237,489	180,539	107,261	104,624	(8,605)					211,890
2009	111,504	100,971	43,854	4,597	(9,926)	(56,892)					84,202
2010	227,690	223,370	172,298	95,174	55,317	6,334					204,631
2011	270,468	305,089	227,664	158,433	42,705	(51,794)					273,612
2012	296,370	329,186	197,285	217,127	(17,723)	(487,188)					298,028
2013	144,794	135,286	83,677	65,677	(37,411)	(64,720)					127,664
2014	128,273	109,973	76,491	34,470	(11,703)	(23,508)					107,290
2015	37,764	7,585	(45,493)	(67,679)	(80,735)	(180,879)					(2,971)
2016	108,927	104,247	53,163	18,422	(9,101)	(151,119)					86,731

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

2007—\$25,525	4.5%	2008—\$24,204	3.7%	2009—\$22,017	3.8%	2010—\$22,608	3.3%	2011—\$23,669	2.8%
2012—\$23,529	2.5%	2013—\$22,370	2.8%	2014—\$24,114	3.0%	2015—\$27,596	4.2%	2016—\$29,578	3.9%

¹ Interest paid and net farm income by farm
 * Less than 1%.

Operator's Net Farm Income 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	
2011-15	72	18	50	(60)	83	
	<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	(7)	(25)	(9)	342	176	344
2015	(89)	(105)	(133)	(232)	(576)	(270)
2016 ²	(10)	3	(15)	(216)	(350)	(141)

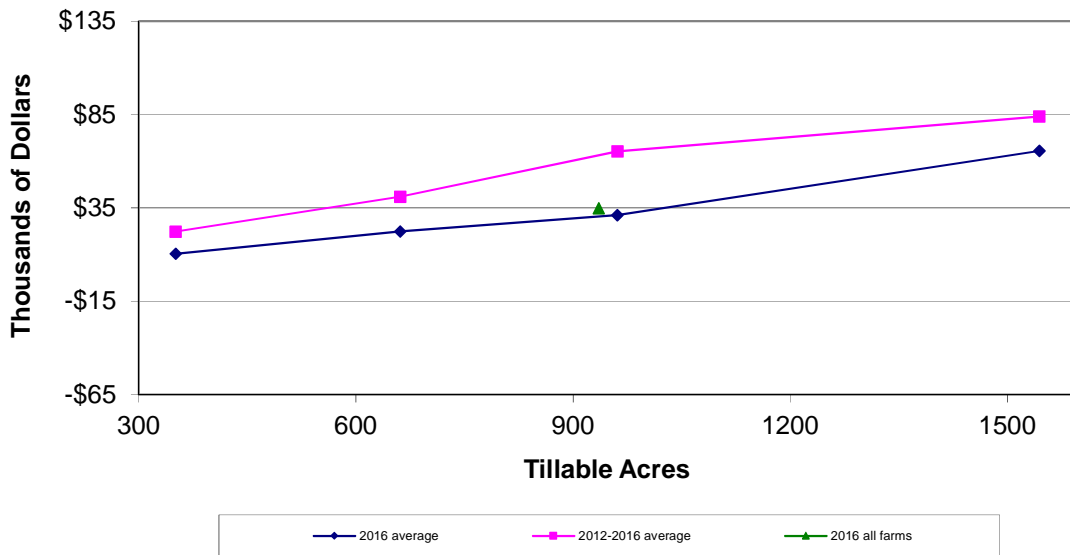
¹ 1995 and later, data is operator's management returns per operator tillable acre. Prior to 1995, data is total farm management returns per total farm tillable acre.

² Estimated from preliminary data.

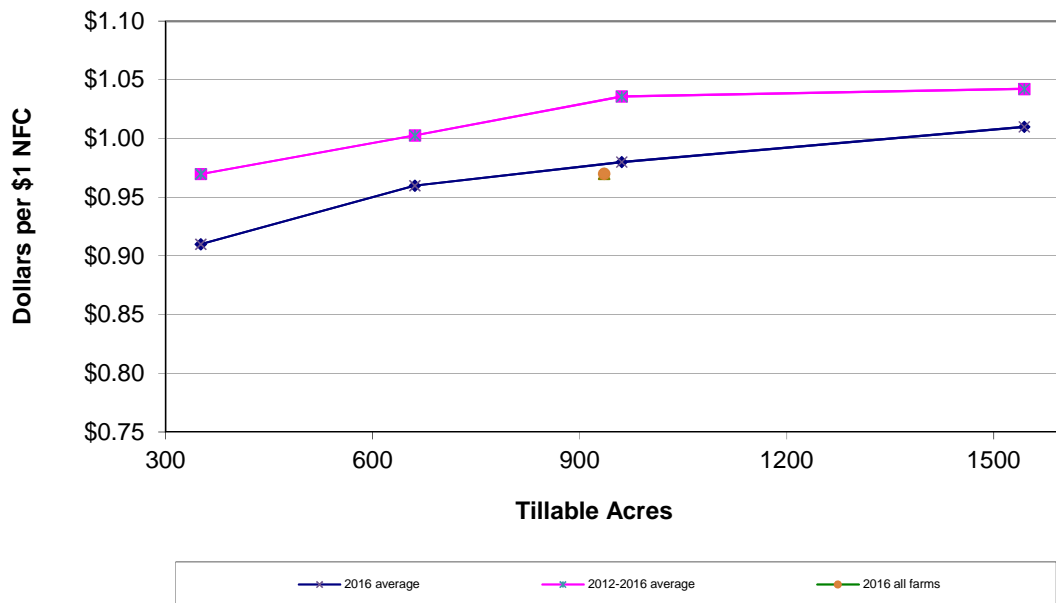
Summary of Farm and Family Sources and Uses of Dollars—2007 to 2016

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Families	1,232	1,176	1,164	1,200	1,273	1,300	1,307	1,350	1,377	1,333
Total Tillable Operator Acres	729	745	723	730	740	739	734	766	778	783
Net Farm Income	\$193,675	\$194,207	\$76,697	\$176,886	\$242,735	\$262,917	\$105,902	\$95,885	\$5,188	\$77,700
SOURCES OF DOLLARS										
Nontaxable Receipts	\$63,164	\$82,347	\$74,433	\$85,392	\$89,678	\$110,064	\$118,800	\$114,252	\$101,580	\$96,523
Net Nonfarm Income	31,668	30,913	34,567	35,976	35,454	36,778	38,019	39,676	40,662	44,503
Money Borrowed	306,747	368,663	340,794	361,671	398,860	428,234	418,038	439,315	449,744	436,713
Total Farm Receipts	446,952	581,949	568,554	563,312	669,116	777,953	736,101	715,621	665,466	641,771
TOTAL SOURCE ALL DOLLARS	\$848,531	\$1,063,872	\$1,018,348	\$1,046,351	\$1,193,108	\$1,353,029	\$1,310,958	\$1,308,864	\$1,257,452	\$1,219,510
USES OF DOLLARS—FARM										
Interest Paid	\$25,681	\$25,387	\$22,664	\$22,388	\$22,749	\$22,425	\$20,530	\$21,266	\$23,961	\$25,936
Other Farm Expenses	319,035	409,072	389,334	388,256	451,756	491,725	497,855	519,618	494,496	468,061
Mach. & Bldg. Purchases	59,969	82,684	85,120	84,055	104,621	119,816	130,006	89,020	63,852	60,026
TOTAL FARM EXPENDITURES	\$404,685	\$517,143	\$497,118	\$494,699	\$579,126	\$633,966	\$648,391	\$629,904	\$582,309	\$554,023
Principal Payments	\$274,809	\$332,573	\$319,492	\$327,000	\$370,759	\$396,479	\$365,513	\$390,179	\$423,513	\$438,474
Income & Social Security Taxes	10,964	15,770	20,671	20,064	19,726	26,718	40,328	38,801	32,438	25,512
Savings & Investment	91,829	125,731	108,615	130,366	143,812	210,925	167,585	161,058	134,398	119,282
LIVING EXPENSES										
Contributions	\$2,303	\$2,667	\$2,788	\$2,935	\$3,066	\$3,823	\$3,874	\$3,698	\$3,537	\$3,471
Medical	8,071	8,328	8,579	8,928	9,322	10,100	10,417	11,213	11,102	11,115
Life Insurance	3,039	3,202	3,431	3,442	3,702	4,036	4,492	4,626	4,627	4,946
Expendables	46,881	50,975	50,369	52,300	55,839	58,709	61,933	62,174	59,272	57,385
Total Noncapital	\$60,294	\$65,172	\$65,167	\$67,605	\$71,929	\$76,668	\$80,716	\$81,711	\$78,538	\$76,917
Capital	6,118	7,514	7,267	6,604	7,729	8,344	8,414	7,225	6,241	5,344
TOTAL LIVING EXPENSE	\$66,412	\$72,686	\$72,434	\$74,209	\$79,658	\$85,012	\$89,130	\$88,936	\$84,779	\$82,261
TOTAL USE ALL DOLLARS	\$848,699	\$1,063,903	\$1,018,330	\$1,046,338	\$1,193,081	\$1,353,100	\$1,310,947	\$1,308,878	\$1,257,437	\$1,219,552
Interest as % of Farm Receipts	5.7	4.4	4.0	4.0	3.4	2.9	2.8	3.0	3.6	4.0
Total Family Living/Opr. TA	\$91	\$98	\$100	\$102	\$108	\$115	\$121	\$116	\$109	\$105
Nonfarm Income/Opr. TA	43	41	48	49	48	50	52	52	52	57
Net Family Living/Opr. TA	\$48	\$56	\$52	\$52	\$60	\$65	\$70	\$64	\$57	\$48
Net Farm Cash/Opr. TA	43	66	70	67	95	159	65	61	65	79
Cash Surplus (Deficit)/Opr. TA	(\$5)	\$10	\$18	\$14	\$35	\$93	(\$5)	(\$3)	\$8	\$31

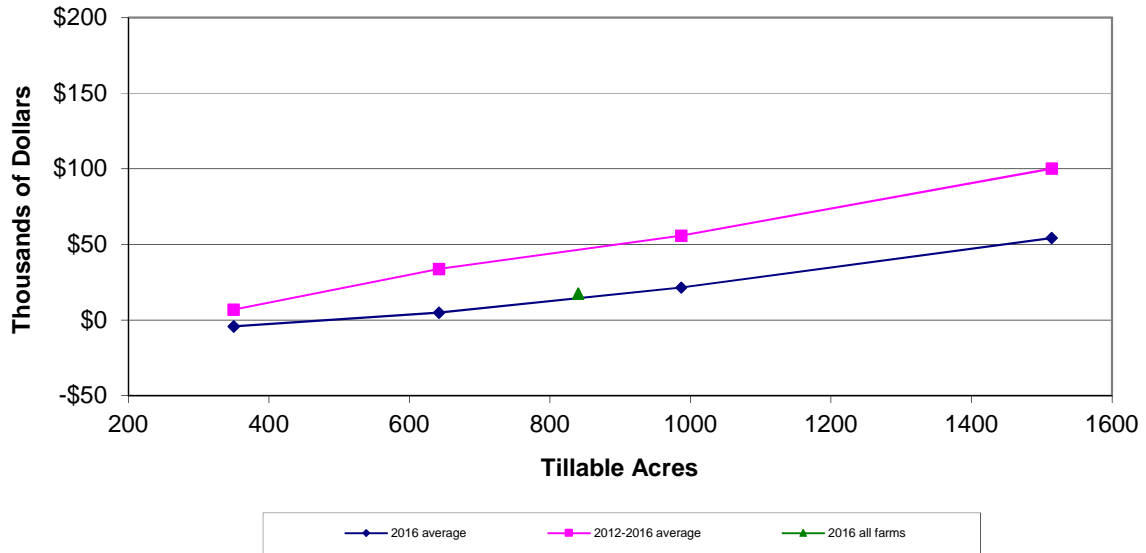
Central Illinois Grain Farms Operator's Share of Labor and Management Earnings



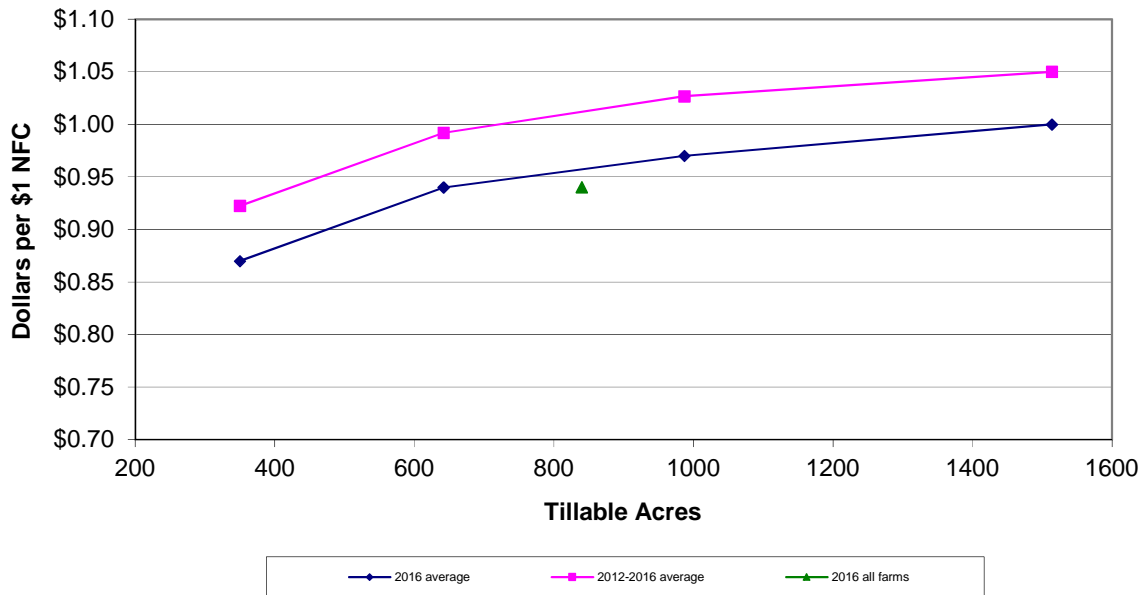
Central Illinois Grain Farms Value of Production per \$1.00 of Nonfeed Cost



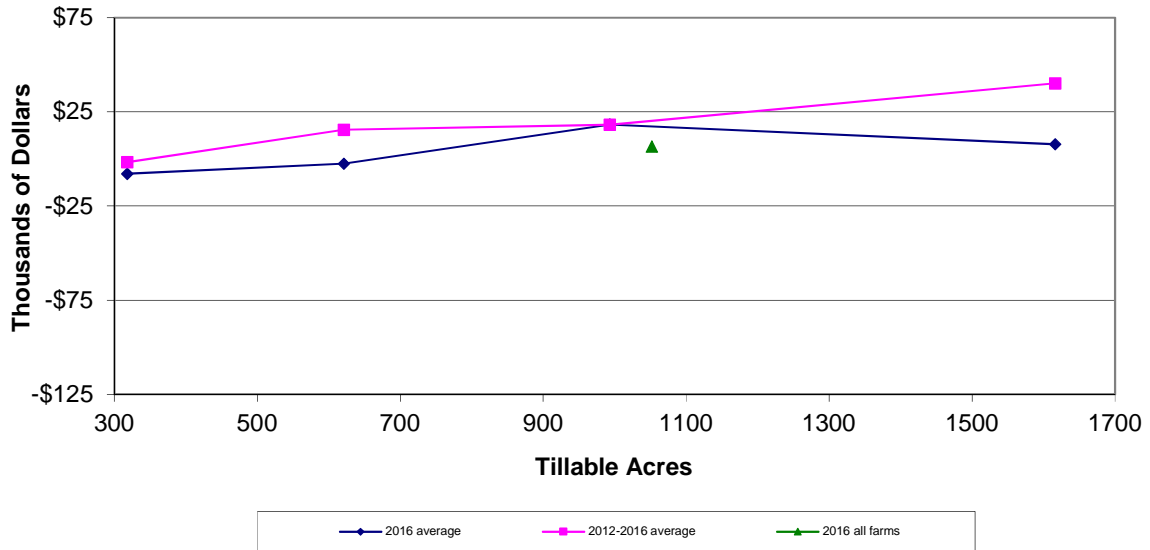
Northern Illinois Grain Farms Operator's Share of Labor and Management Earnings



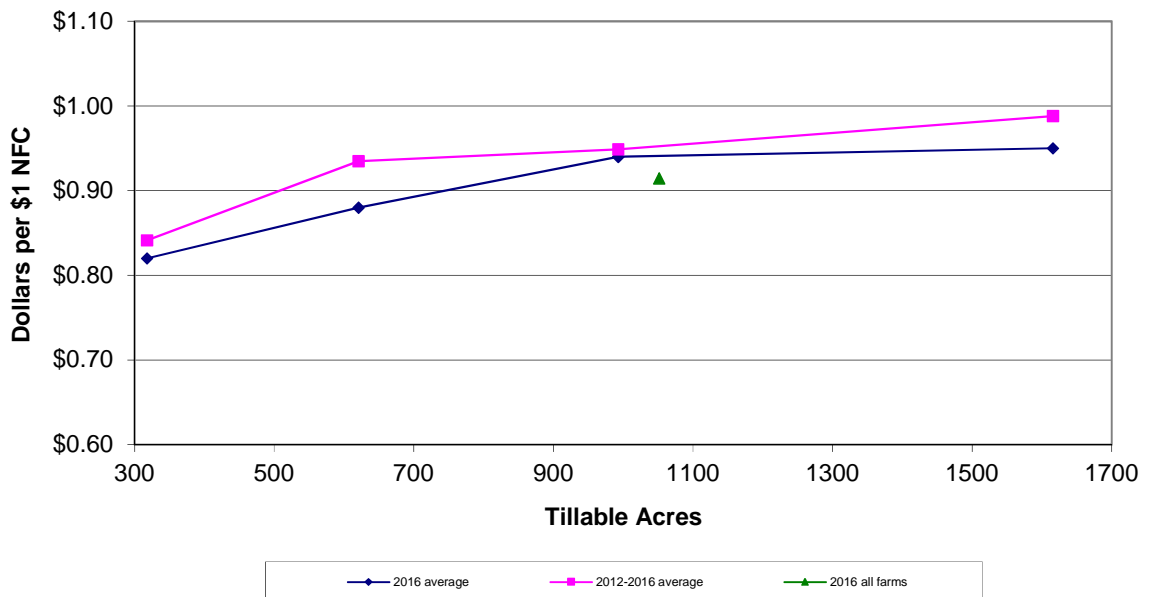
Northern Illinois Grain Farms Value of Production per \$1.00 of Nonfeed Cost

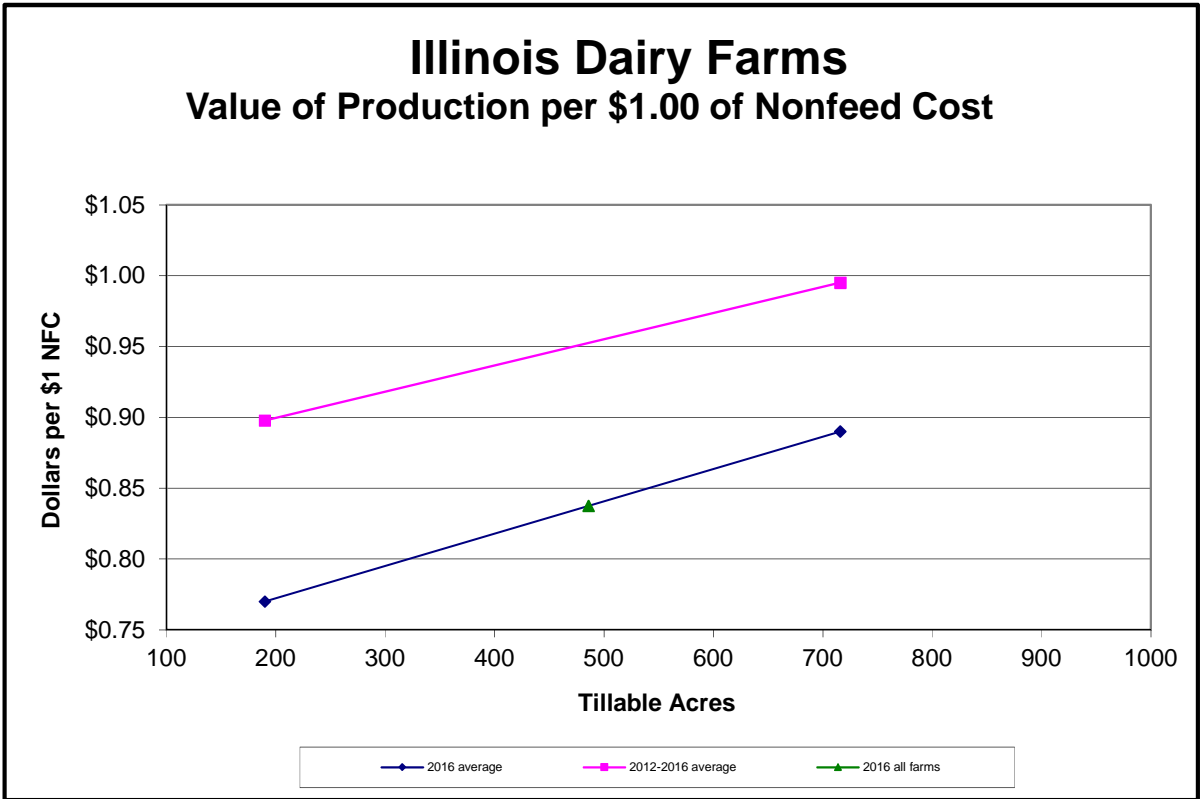
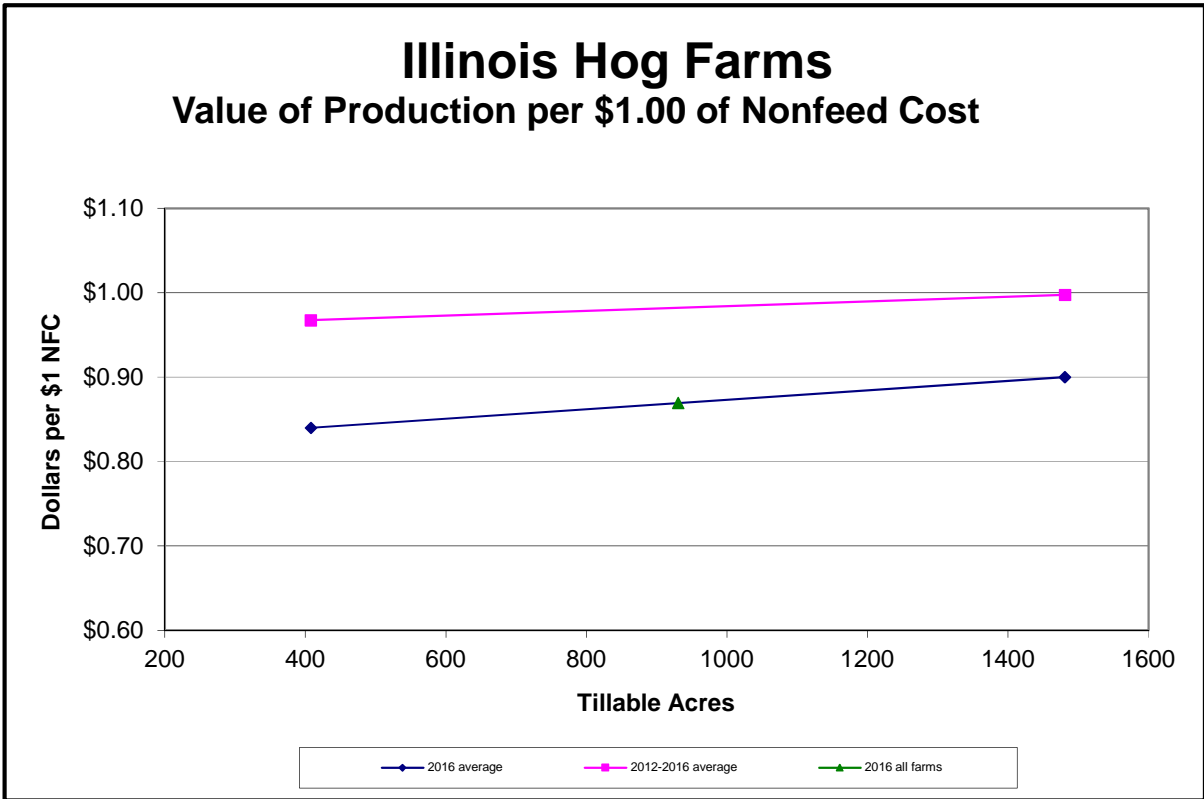


Southern Illinois Grain Farms Operator's Share of Labor and Management Earnings



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			Soybeans		
	2015	2016	Average	2015	2016	Average
	My Farm	My Farm	My Farm	My Farm	My Farm	My Farm
Number of Farms	380	371		380	371	
Acres of Crop	841	920		486	510	
% Land in Crop	61.6	62.6		35.6	34.7	
NONLAND COSTS						
Variable Costs						
Soil Fertility	\$161	\$144	\$118	\$41	\$37	\$29
Pesticides	59	56	60	35	34	30
Seed	120	118	116	69	69	74
Drying	17	15	17	-	-	-
Machinery Repair, Fuel & Hire	<u>70</u>	<u>72</u>	<u>70</u>	<u>60</u>	<u>61</u>	<u>59</u>
Total Variable	\$427	\$405	\$381	\$205	\$201	\$192
% Change	-12%	-5%	-6%	-10%	-2%	-5%
Other Nonland Costs						
Labor	\$48	\$45	\$45	\$43	\$40	\$40
Building	26	27	25	13	14	12
Storage	7	9	5	3	3	3
Machinery Depreciation	72	67	65	62	57	56
Nonland Interest	51	49	50	42	40	42
Overhead	<u>50</u>	<u>46</u>	<u>45</u>	<u>48</u>	<u>45</u>	<u>44</u>
Total Other	\$254	\$243	\$235	\$211	\$199	\$197
Total Nonland Costs	\$681	\$648	\$616	\$416	\$400	\$389
% Change	-9%	-5%	-5%	-8%	-4%	-3%
LAND COSTS						
Total Land Cost ¹	\$240	\$238	\$236	\$240	\$238	\$236
TOTAL—ALL COSTS	\$921	\$886	\$852	\$656	\$638	\$625
% Change	-8%	-4%	-4%	-7%	-3%	-2%
Yield per Acre, Bushel	194	223		61	66	
Nonland Costs per Bushel	\$3.51	\$2.91		\$6.82	\$6.06	
All Costs per Bushel	\$4.75	\$3.97		\$10.75	\$9.67	
Average Yield Past 4 Years	182	187	207	58	58	62
All Costs per Bushel	\$5.06	\$4.74	\$4.12	\$11.31	\$11.00	\$10.08

¹ Weighted average of owned, crop share and cash rent land cost

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

	Corn			Soybeans		
	2015	2016	Average	2015	2016	Average
			Farm			Farm
Number of Farms	672	615		672	615	
Acres of Crop	698	722		628	617	
% Land in Crop	52.0	53.1		46.8	45.4	
NONLAND COSTS						
Variable Costs						
Soil Fertility	\$166	\$154	\$138	\$56	\$49	\$38
Pesticides	66	66	66	40	40	39
Seed	118	116	113	76	74	74
Drying	15	13	15	1	1	1
Machinery Repair, Fuel & Hire	58	55	49	50	48	43
Total Variable	\$423	\$404	\$381	\$223	\$212	\$195
% Change	-7%	-5%	-6%	-5%	-5%	-8%
Other Nonland Costs						
Labor	\$49	\$48	\$48	\$46	\$46	\$47
Building	17	16	16	14	14	14
Storage	14	14	14	8	8	8
Machinery Depreciation	65	66	64	57	58	56
Nonland Interest	50	48	49	45	43	44
Overhead	47	44	46	44	42	43
Total Other	\$242	\$237	\$237	\$214	\$211	\$212
Total Nonland Costs	\$665	\$641	\$618	\$437	\$423	\$407
% Change	-4%	-4%	-4%	-3%	-3%	-4%
LAND COSTS						
Total Land Cost ¹	\$231	\$229	\$228	\$231	\$229	\$228
TOTAL—ALL COSTS	\$896	\$870	\$846	\$668	\$652	\$635
% Change	-5%	-3%	-3%	-4%	-2%	-3%
Yield per Acre, Bushel	200	228		66	69	
Nonland Costs per Bushel	\$3.33	\$2.81		\$6.62	\$6.13	
All Costs per Bushel	\$4.48	\$3.81		\$10.12	\$9.44	
Average Yield Past 4 Years	182	189	214	57	60	64
All costs per bushel	\$4.92	\$4.60	\$3.95	\$11.72	\$10.86	\$9.92

¹ Weighted average of owned, crop share and cash rent land cost

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

	Corn			Soybeans			Projected 2017	
	2015	2016	Average	2015	2016	Average	My	My
	Farm	Farm	Farm	Farm	Farm	Farm	Farm	Farm
Number of Farms	363	333		363	333			
Acres of Crop	710	729		624	616			
% Land in Crop	51.7	52.9		45.4	44.7			
NONLAND COSTS								
Variable Costs								
Soil Fertility	\$169	\$154	\$140	\$49	\$44	\$38		
Pesticides	68	64	68	43	41	39		
Seed	123	118	118	65	62	63		
Drying	13	13	13	1	1	1		
Machinery Repair, Fuel & Hire	<u>60</u>	<u>58</u>	<u>53</u>	<u>53</u>	<u>52</u>	<u>50</u>		
Total Variable	\$433	\$407	\$392	\$211	\$200	\$191		
% Change	-5%	-6%	-4%	-3%	-5%	-5%		
Other Nonland Costs								
Labor	\$50	\$49	\$50	\$49	\$48	\$49		
Building	19	18	18	13	13	14		
Storage	13	11	13	4	4	4		
Machinery Depreciation	67	65	62	57	56	54		
Nonland Interest	48	46	47	42	40	41		
Overhead	<u>47</u>	<u>48</u>	<u>48</u>	<u>44</u>	<u>45</u>	<u>45</u>		
Total Other	\$244	\$237	\$238	\$209	\$205	\$207		
Total Nonland Costs	\$677	\$644	\$630	\$420	\$405	\$398		
% Change	-3%	-5%	-2%	-1%	-3%	-2%		
LAND COSTS								
Total Land Cost ¹	\$209	\$205	\$207	\$209	\$205	\$207		
TOTAL—ALL COSTS	\$886	\$849	\$837	\$629	\$610	\$605		
% Change	-3%	-4%	-1%	-2%	-3%	-1%		
Yield per Acre, Bushel	185	218		61	63			
Nonland Costs per Bushel	\$3.66	\$2.95		\$6.89	\$6.43			
All Costs per Bushel	\$4.79	\$3.89		\$10.31	\$9.69			
Average Yield Past 4 Years	168	175	200	53	56	60		
All Costs per Bushel	\$5.27	\$4.85	\$4.19	\$11.87	\$10.90	\$10.08		

¹ Weighted average of owned, crop share and cash rent land cost

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

	Corn			Soybeans		
	2015	2016	Projected 2017	2015	2016	Projected 2017
			Average Farm			Average Farm
Number of Farms	203	217		203	217	
Acres of Crop	807	729		818	809	
% Land in Crop	45.0	43.8		45.6	48.6	
NONLAND COSTS						
Variable Costs						
Soil Fertility	171	138	\$128	\$54	44	\$35
Pesticides	66	68	66	46	48	48
Seed	108	112	112	62	64	62
Drying	8	6	8	-	-	-
Machinery Repair, Fuel & Hire	69	62	57	64	58	54
Total Variable	\$422	\$386	\$371	\$226	\$214	\$199
% Change	-6%	-8%	-4%	-6%	-5%	-7%
Other Nonland Costs						
Labor	\$62	\$59	\$60	\$56	\$53	\$54
Building	26	24	26	15	14	14
Storage	6	9	6	4	7	4
Machinery Depreciation	74	68	65	69	65	62
Nonland Interest	47	44	46	47	41	43
Overhead	49	49	50	49	47	48
Total Other	\$264	\$253	\$253	\$240	\$227	\$225
Total Nonland Costs	\$686	\$639	\$624	\$466	\$441	\$424
% Change	-4%	-7%	-2%	-3%	-5%	-4%
LAND COSTS						
Total Land Cost ¹	\$165	\$162	\$163	\$165	\$162	\$163
TOTAL—ALL COSTS	\$851	\$801	\$787	\$631	\$603	\$587
% Change	-3%	-6%	-2%	-3%	-4%	-3%
Yield per Acre, Bushel	163	163		52	56	
Nonland Costs per Bushel	\$4.21	\$3.92		\$8.96	\$7.88	
All Costs per Bushel	\$5.22	\$4.92		\$12.13	\$10.77	
Average Yield Past 4 Years	140	146	172	47	49	53
All Costs per Bushel	\$6.08	\$5.49	\$4.58	\$13.43	\$12.31	\$11.08

¹ Weighted average of owned, crop share and cash rent land cost

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	741	4.03	3.53	-0.50
2010	164	695	4.24	5.24	1.00
2011	166	772	4.65	6.25	1.60
2012	118	885	7.50	6.87	-0.63
2013	192	938	4.89	4.52	-0.37
2014	217	942	4.34	3.71	-0.63
2015	191	894	4.68	3.69 **	-0.99
2016	215	859	4.00	3.39 **	-0.61
2012-2016 Avg.	187	904	5.08	4.44	-0.64
2007-2016 Avg.	183	792	4.45	4.53	0.08

2007-16 Ave. cost per bu. to grow soybeans was x.xx 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

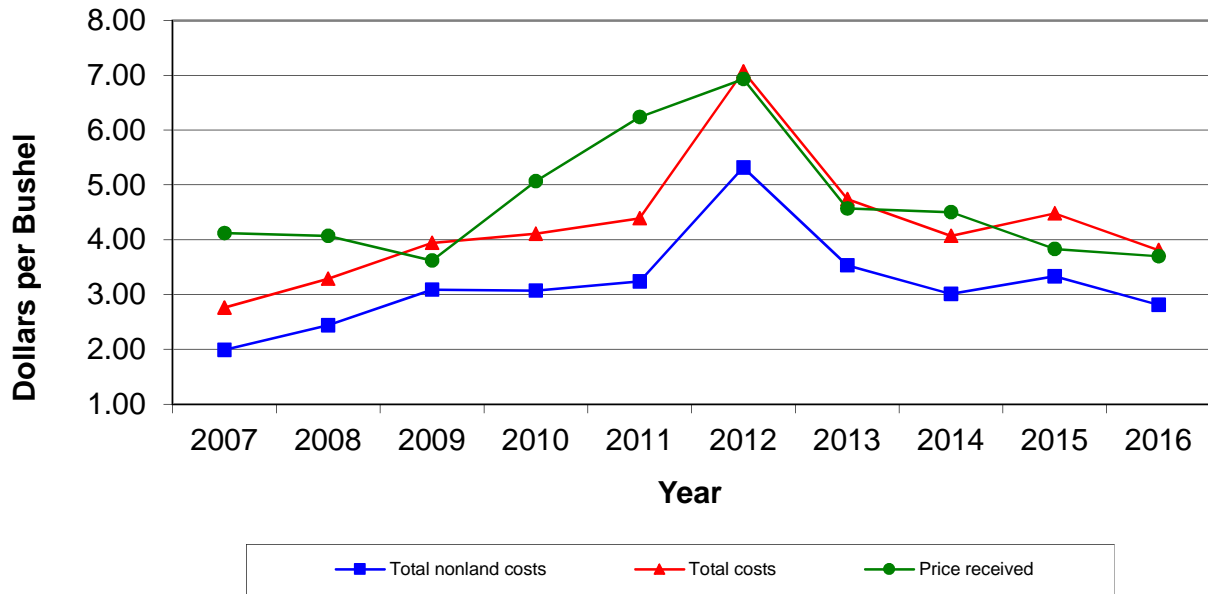
YEAR	YIELD	TOTAL COST/A.	COST PER BUSHEL	ILLINOIS * ANNUAL AVE. PRICE	MANAGEMENT MARGIN
1978	43	255	5.93	6.75	0.82
1979	45	283	6.29	6.46	0.17
1980	40	310	7.75	7.62	-0.13
1981	42	308	7.33	6.15	-1.18
1982	43	297	6.91	5.89	-1.02
1983	35	296	8.46	7.94	-0.52
1984	37	289	7.81	5.85	-1.96
1985	49	276	5.63	5.17	-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	507	9.94	9.80	-0.14
2010	56	506	9.04	11.80	2.76
2011	54	555	10.28	12.80	2.52
2012	48	629	13.10	14.60	1.50
2013	56	669	11.95	13.20	1.25
2014	62	680	10.97	10.20	-0.77
2015	62	652	10.52	9.19 **	-1.33
2016	65	633	9.74	9.62 **	-0.12
2012-2016 Avg.	59	653	11.25	11.36	0.11
2007-2016 Avg.	56	572	10.30	11.18	0.88

2007-16 Ave. cost per bu. to grow soybeans was x.xx times the cost per bu. to grow corn in the same period.

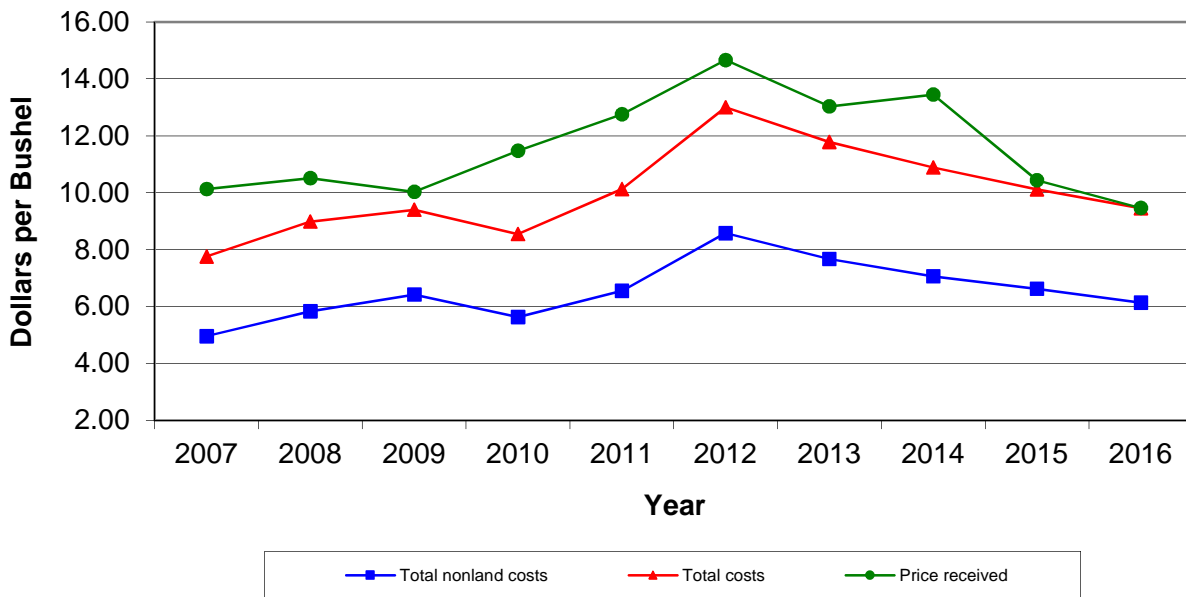
* Seasonal average annual price for corresponding crop year.

** Estimated

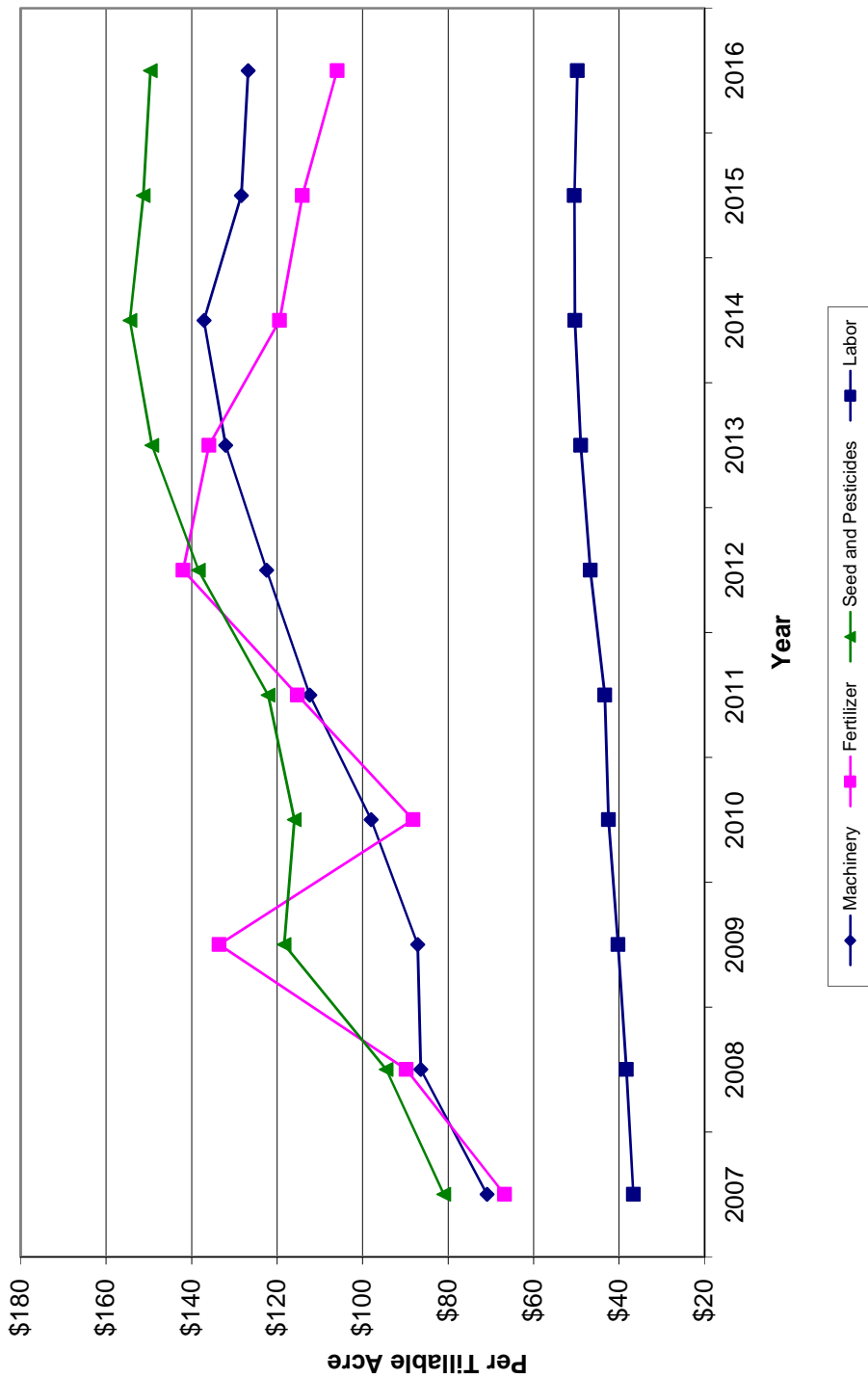
Costs and Returns per Bushel of Corn, Central Illinois Grain Farms 2007 to 2016



Costs and Returns per Bushel of Soybeans, Central Illinois Grain Farms 2007 to 2016



Trends in Selected Operating Costs per Acre, Central Illinois Pure-Grain Farms 2007 to 2016



2016 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	22	7	7	7
Pounds of Pork Produced	975,904	1,260,748	545,407	2,330,827
Pounds of Pork per Litter	2,587	2,453	2,282	2,699
Total Returns	440,953	634,020	257,916	1,044,572
Value of Feed Fed	300,599	387,605	185,377	691,026
Returns per \$100 Feed Fed	147	164	139	151
Returns above Feed per Litter	372	480	304	409
Number of Litters Farrowed	377	514	239	864
Pigs Farrowed per Litter	11.60	11.61	10.87	12.02
Pigs Weaned per Litter	9.88	9.76	9.36	10.23
Weaning Survival Rate %	85	84	86	85
Litters Farrowed per Female Year	1.85	1.88	2.13	1.92
Pigs Weaned per Female Year	17.95	18.41	20.30	19.41
Number of Crates	48	80	32	93
Pigs Weaned per Crate	72.9	72.7	70.9	85.4
Death Loss Total—% of Pounds Produced	3.2	2.5	2.4	3.4
Weight per Market Hog Sold	271	263	267	272
Weight per Breeding Hog Sold	480	472	485	478
Price Received / 100 Pounds - Market	48.84	52.90	50.92	48.24
Price Received / 100 Pounds - Breeding	34.51	35.75	32.82	35.35
Total Return per 100 Pounds Produced	45.18	50.29	47.29	44.82
Feed Cost per 100 Pounds Produced	30.80	30.74	33.99	29.65
Pounds of Feed per 100 Pounds Produced:				
Grain/Complete Feed	216	216	218	216
Supplement	84	75	102	79
Total Concentrates	300	291	320	295
Cost per 100 Pounds of Supplement	20.40	23.00	19.75	20.33
Cost per 100 Pounds of Concentrates	10.25	10.58	10.61	10.05

Feeder Pig Feeding Enterprise	Purchase Weight <20	Average Farm High 1/3
Number of Farms	32	12
Total Pounds Produced	1,582,692	2,097,779
Total Returns	570,049	813,765
Value of Feed Fed	433,372	521,459
Returns per \$100 Feed Fed	132	156
Average Weight Purchased	13	13
Price Paid per 100 Pounds	288.69	269.40
Price Paid per Pig	37.39	35.70
Average Weight Sold	268	259
Price Received per 100 Pounds	49.73	50.86
Total Return per 100 Pounds	36.02	38.79
Feed Cost per 100 Pounds	27.38	24.86
Death Loss: Numbers	432	506
Pounds	30,331	41,749
% of Pounds Produced	1.9	2.0
Pounds of Feed per 100 Pounds Produced:		
Grain/Complete Feed	188	160
Supplement	88	97
Total Concentrates	276	257
Cost per 100 Pounds of Supplement	15.68	14.84
Cost per 100 Pounds of Concentrates	9.93	9.69

Feeder Cattle Enterprise	Average Farm	High 1/3 Return	Purchase Weight		
			1-500	500-749	750+
Number of Farms	63	21	16	37	9
Total Pounds Produced	229,922	363,292	103,945	232,843	465,570
Total Returns	157,651	269,360	69,059	156,499	336,933
Value of Feed Fed	119,266	162,178	65,244	121,691	217,384
Returns per \$100 Feed Fed	132	166	106	129	155
Average Weight Purchased	687	734	313	670	828
Price Paid per 100 Pounds	144.16	143.89	165.59	143.98	142.28
Price Paid per Head	991	1,056	518	965	1,177
Average Weight Sold	1,351	1,387	1,179	1,332	1,433
Price Received per 100 Pounds	120.52	121.03	113.20	121.44	120.30
Total Return per 100 Pounds	68.57	74.14	66.44	67.21	72.37
Feed Cost per 100 Pounds	51.87	44.64	62.77	52.26	46.69
Death Loss: Numbers	7	6	6	7	10
Pounds	5,111	5,475	2,688	5,426	8,696
% of Pounds Produced	2.2	1.5	2.6	2.3	1.9
Pounds of Feed per 100 Pounds Produced:					
Grain/Complete Feed	611	604	491	574	732
Supplement	52	25	168	46	19
Total Concentrates	663	630	659	620	751
Hay & Dry Roughage	65	56	131	66	37
Corn Silage	213	149	166	300	54
Other Silage	41	31	0	65	6
Hay Equivalent—Tons	0.08	0.06	0.09	0.10	0.03
Cost per 100 Pounds of Supplement	16.59	21.05	14.08	17.73	19.60
Cost per 100 Pounds of Concentrates	6.77	6.29	8.34	7.02	5.78

Livestock Analysis -- 2016

Beef Cow Enterprise	Pounds of Beef Produced per Cow			High Return <600	Average All Farms
	<600	600-900	900+		
Number of Farms	57	56	37	19	150
Number of Cows in Herd	61	70	63	63	65
Number of Calves Born	47	65	60	53	57
Calving %	77	92	95	84	87
Total Pounds Produced	26,441	50,800	70,286	32,400	46,350
Total Returns	19,105	41,760	52,711	38,947	35,852
Value of Feed Fed	24,831	35,322	48,180	22,220	34,507
Returns per \$100 Feed Fed	77	118	109	175	104
Returns above Feed per Cow	-94	92	71	266	21
Pounds of Beef per Cow in Herd	433	722	1,108	515	712
Death Loss Total—% of Pounds Produced	7.4	3.6	4.1	3.6	4.6
Market Survival Rate %	87.0	95.7	95.0	90.4	93.6
Breeding Survival Rate %	97.8	98.4	97.9	99.1	98.1
Weight per Market Animal Sold	557	676	1,077	534	745
Price Received / 100 Pounds Sold—Market	140.34	142.30	125.06	142.56	135.18
Price Received / 100 Pounds Sold—Breeding	70.06	72.62	77.52	74.93	73.29
Feed Cost per 100 Pounds Produced	93.91	69.53	68.55	68.58	74.45
Pounds of Feed per 100 Pounds Produced:					
Grain/Complete Feed	153	159	232	94	185
Supplement	67	70	59	64	65
Total Concentrates	219	229	291	158	250
Hay & Dry Roughage	1,017	680	580	833	716
Corn Silage	390	330	363	420	356
Other Silage	90	156	95	0	119
Pasture Days	38	26	19	36	26
Pasture Days per Animal Unit	142	108	114	151	119
Hay Equivalent per Cow—Tons	4.3	5.1	6.3	4.5	5.1
Cost per 100 Pounds of Concentrates	11.84	11.35	10.05	11.45	10.88

Sheep Enterprise	Average Farm
Number of Farms	8
Number of Ewes in Flock	38
Number of Lambs Born	54
% Lamb Crop	143
Total Pounds Produced	6,729
Total Returns	5,481
Value of Feed Fed	8,763
Returns per \$100 Feed Fed	63
Returns above Feed per Ewe	-87
Pounds Produced per Ewe in Flock	179
Death Loss Total—% of Pounds Produced	9.3
Market Survival Rate %	
Breeding Survival Rate %	90.2
Weight per Market Animal Sold	128
Price Received / 100 Pounds Sold—Market	215.30
Price Received / 100 Pounds Sold—Breeding	66.14
Feed Cost per 100 Pounds Produced	130.22
Pounds of Feed per 100 Pounds Produced:	
Grain/Complete Feed	258
Supplement	176
Total Concentrates	434
Hay & Dry Roughage	546
Other Silage	0
Pasture Days	37
Hay Equiv.	0.69
Pasture Days per Animal Unit	122
Hay Equivalent per Ewe—Tons	1.2
Cost per 100 Pounds of Concentrates	16.37

Dairy Cattle Enterprise	Average Farm	Number of Cows			High 1/3 80-149 Cows
		40-79	80-149	150+	
Number of Farms	57	13	25	17	8
Number of Cows	162.7	59.6	106.3	339.9	107.8
% of Cows Dry	12.4	16.0	13.6	11.3	14.3
Animal Units in Herd	305	115	183	660	191
Total Cwt. of Milk Produced	39,001	12,727	21,777	88,422	24,856
Pounds of Beef Produced	111,669	43,469	71,077	233,445	67,513
Total Returns	705,470	229,793	388,631	1,607,479	463,304
Value of Feed	390,435	143,291	228,055	856,526	204,829
Returns per \$100 Feed Fed	181	160	170	188	226
Returns above Feed per Cow	1,936	1,451	1,510	2,209	2,397
Pounds of Beef per Cow	686	729	668	687	626
Pounds of Milk per Cow	23,969	21,354	20,482	26,014	23,050
Pounds of Butterfat per Cow	896	828	767	967	870
Death Loss: % of Pounds Produced	13.4	14.8	16.6	11.7	15.5
Feed Cost Per Cwt. Milk Equivalent *	9.16	10.12	9.66	8.85	7.36
Price Received for 100 Pounds Milk	16.27	16.00	16.00	16.41	16.07
Price Received for 100 Pounds Beef—Market	129.03	119.46	114.86	141.47	121.56
Pounds of Feed Per Cwt. Milk Equivalent *					
Grain/Complete Feed	22	24	25	20	20
Supplement	19	17	17	20	13
Total Concentrates	40	41	42	40	33
Hay & Dry Roughage	13	29	22	8	14
Corn Silage	87	79	89	87	70
Other Silage	51	57	45	52	30
Pasture Days per Animal Unit	4	9	6	2	1
Hay Equivalent per Cow—Tons	8.4	9.4	7.8	8.5	6.4
Cost per 100 Pounds of Supplement	19.65	22.28	22.66	18.44	23.63
Cost per 100 Pounds of Concentrates	12.71	13.17	13.18	12.49	13.43
Dairy Patronage/FSA Payments/Cwt. Milk	0.31	0.31	0.51	0.23	0.63

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

Value of Feed Fed Average Grain Prices:
Corn..... \$3.70
Oats..... \$2.71
Wheat..... \$4.24

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—2012 to 2016

Year	Hogs (per cwt.)		Feeder Pigs (per cwt.)		Feeder Cattle (per cwt.)		Dairy (per cow)		Beef Herd Calves Sold (per cow)	
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	
2015	11.87		6.20		-5.75		2,167		(34)	
2016	14.38		8.64		16.70		1,936		(94)	
5-Yr. Average	18.34		13.49		23.28		2,240		206	
Nonfeed Costs, 2011–2015										
Direct Cash	11.14		7.12		19.20		1,695		189	
Other Costs	<u>8.41</u>		<u>3.85</u>		<u>14.24</u>		<u>617</u>		<u>116</u>	
TOTAL	19.55		10.97		33.44		2,312		305	

Cost to Produce Pork, 2013 to 2016¹

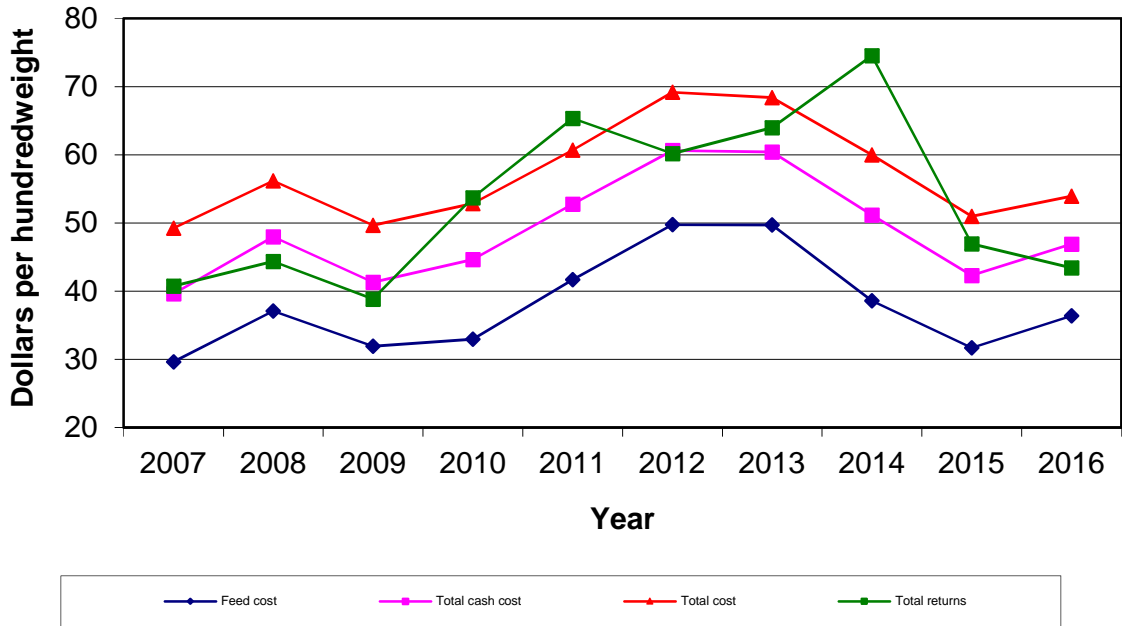
Items	2013	2014	2015	2016 Est.
Number of Farms	14	12	13	
Tillable Acres	823	553	398	
Number of Litters	422	494	583	
		<i>-----Per 100 Pounds Produced-----</i>		
Total Returns	\$63.96	\$74.52	\$46.96	\$43.41
Cash Costs				
Feed	\$49.71	\$38.59	\$31.71	\$36.38
Operating Expenses				
Maintenance and Power ²	\$4.36	\$6.10	\$4.55	
Livestock Expense	5.23	5.28	4.63	
Insurance, Taxes, and Overhead	<u>1.11</u>	<u>1.18</u>	<u>1.40</u>	
Total Operating Expenses	\$10.70	\$12.56	\$10.59	<u>\$10.53</u>
Total Cash Costs	\$60.41	\$51.15	\$42.30	\$46.91
Other Costs				
Depreciation ³	\$1.86	\$1.74	\$1.38	
Labor	5.03	5.49	5.94	
Interest Charge on All Capital	<u>1.11</u>	<u>1.59</u>	<u>1.34</u>	
Total Other Costs	\$8.00	\$8.82	\$8.66	<u>\$7.02</u>
Total Nonfeed Costs	\$18.70	\$21.38	\$19.25	\$17.55
Total All Costs	\$68.41	\$59.97	\$50.96	\$53.93
Return above All Costs	(\$4.45)	\$14.55	(\$4.00)	(\$10.52)

¹ Special Summary of Illinois Farm Business Records.

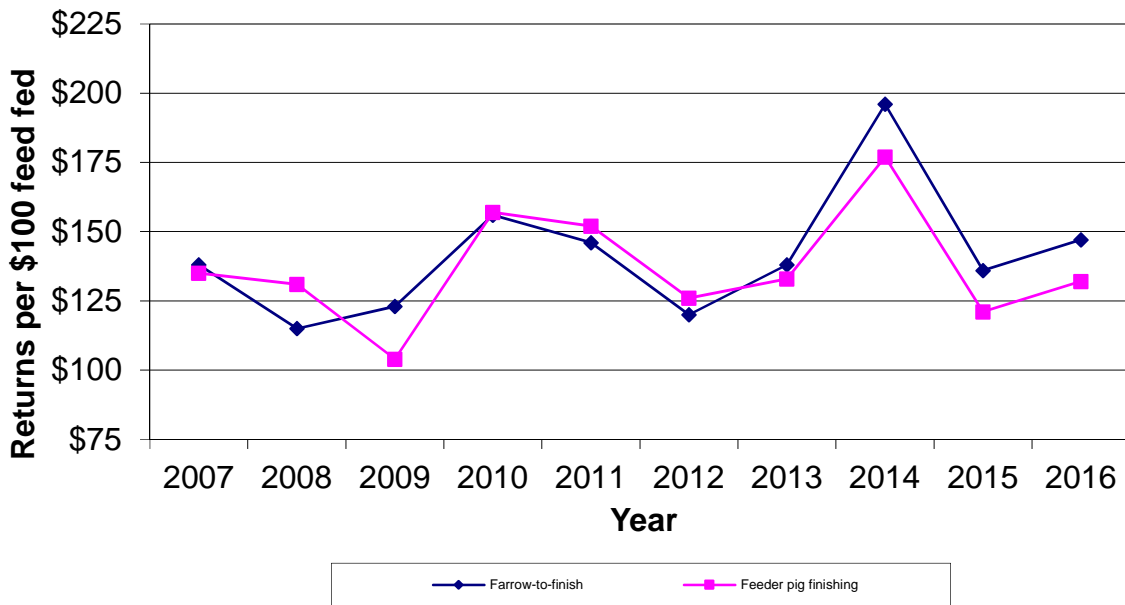
² Includes utilities, machinery, equipment and building repairs, machine hire, and fuel.

³ Includes machinery, equipment, and building depreciation.

Cost and Returns per 100 Pounds of Pork 2007 to 2016



Returns per \$100 of Feed Fed for Hog Farms - 2007 to 2016



Cost and Returns for Beef-Feeding Enterprises—2013 to 2016¹

Items	2013	2014	2015	2016 Est.
Number of Farms	14	15	12	
Average per Farm				
Tillable Acres	704	570	575	
Hundredweight Beef Produced	5,241	5,843	5,929	
		-----Per 100 Pounds Produced-----		
Cash Costs				
Feed	\$91.53	\$61.32	\$58.25	\$51.87
Operating Expenses				
Maintenance and Power ²	\$8.45	\$8.61	\$8.68	
Livestock Expense	6.93	6.20	7.88	
Insurance, Taxes, and Overhead	0.94	0.85	1.23	
Interest on Cattle	<u>5.02</u>	<u>6.23</u>	<u>7.11</u>	
Total Operating Expenses	\$21.34	\$21.89	\$24.90	\$19.51
Total Cash Costs	\$112.87	\$83.21	\$83.15	\$71.38
Other Costs				
Depreciation ³	\$3.37	\$3.64	\$3.93	
Labor	6.47	5.88	6.09	
Interest on Other Capital	<u>2.16</u>	<u>2.61</u>	<u>2.78</u>	
Total Other Costs	\$12.00	\$12.13	\$12.81	\$10.15
Total All Costs	\$124.87	\$95.34	\$95.96	\$81.53
Total Returns	<u>\$109.27</u>	<u>\$131.16</u>	<u>\$50.67</u>	<u>\$65.57</u>
Return above All Costs	(\$15.60)	\$35.82	(\$45.29)	(\$15.96)

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—2013 to 2016¹

Items	40-79 Cows				80+ Cows			
	2013	2014	2015	2016 Est.	2013	2014	2015	2016 Est.
Number of Farms	9	9	7		30	27	29	
Tillable Acres	176	198	182		483	442	475	
Number of Cows	69.0	64.0	57.4		209.5	216.7	210.0	
Pounds Milk per Cow	18,662	19,434	20,299		23,631	23,826	24,092	
				-----Per 100 Pounds of Milk Produced-----				
Price Received ²	\$20.41	\$25.29	\$16.79	\$17.60	\$20.69	\$25.16	\$17.48	\$17.64
Cash Costs								
Feed	\$14.81	\$12.73	\$10.70	\$12.98	\$13.06	\$11.06	\$9.09	\$9.54
Operating Expenses ³	2.68	3.07	2.84		2.65	3.03	2.40	
Livestock Expense	3.14	3.13	2.52		2.70	2.91	2.68	
Insurance, Taxes, and Overhead	0.18	0.19	0.09		0.23	0.26	0.24	
Total Operating Expenses	\$6.00	\$6.39	\$5.46	\$5.86	\$5.58	\$6.20	\$5.32	\$5.51
Total Operating and Feed	\$20.81	\$19.12	\$16.16	\$18.84	\$18.64	\$17.26	\$14.41	\$15.05
Other Costs								
Depreciation ⁴	\$1.10	\$0.85	\$0.96		\$1.03	\$0.98	\$0.96	
Labor	3.93	3.11	2.90		2.63	2.72	2.58	
Interest on All Capital	0.85	0.83	0.77		0.76	0.87	0.83	
Total Other Costs	\$5.88	\$4.79	\$4.63	\$4.48	\$4.42	\$4.57	\$4.37	\$4.42
Total Nonfeed Costs	\$11.88	\$11.18	\$10.09	\$10.34	\$10.00	\$10.77	\$9.69	\$9.93
Total All Costs	\$26.69	\$23.91	\$20.79	\$23.32	\$23.06	\$21.83	\$18.78	\$19.47
Return above All Costs	(\$6.28)	\$1.38	(\$4.00)	(\$5.72)	(\$2.37)	\$3.33	(\$1.30)	(\$1.83)

¹ Special Summary of Illinois Farm Business Records

² FSA and patronage payments not included. They may have added \$0.04/cwt. of milk in 2016.

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>