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# *Representative Farms Economic Outlook for the December 2013 FAPRI/AFPC Baseline*

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**Working Paper 13-4**

**December 2013**



## **Agricultural and Food Policy Center**

# **AFPC**

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## EXECUTIVE SUMMARY

The Agricultural and Food Policy Center (AFPC) at Texas A&M University develops and maintains data to simulate 98 representative crop, dairy, and livestock operations in major production areas in 28 states. The chief purpose of this analysis is to project the economic viability of those farms by region and commodity for 2013 through 2018. The data necessary to simulate the economic activity of these operations is developed through ongoing cooperation with panels of agricultural producers in selected states. The Food and Agricultural Policy Research Institute (FAPRI) provided projected prices, policy variables, and input inflation rates in their December 2013 Baseline.

Under the December 2013 Baseline, 46 of the 66 crop farms are considered in good liquidity condition (less than a 25 percent chance of negative ending cash by 2018). Five crop farms have between a 25 percent and a 50 percent likelihood of negative ending cash, and the remaining 15 crop farms have greater than a 50 percent chance of negative ending cash. Additionally, 58 of the 66 crop farms are considered in good equity position (less than a 25 percent chance of decreasing real net worth during the study period). Five crop farms have between a 25 percent and 50 percent likelihood of losing real net worth, and only three crop farms have greater than a 50 percent probability of decreasing real net worth. The following discussion provides an overall evaluation by commodity considering both liquidity and equity measures.

- **FEEDGRAIN FARMS:** Eighteen of the 24 feedgrain farms are in good overall financial condition. Five are classified in marginal condition, and one is in poor condition.
- **WHEAT FARMS:** Nine representative wheat farms are classified in good overall financial condition; two are in marginal condition
- **COTTON FARMS:** Twelve of the 17 cotton farms are classified in good condition, three are in marginal condition, and two are in poor condition.
- **RICE FARMS:** Seven of the 14 rice farms are projected to be in good financial condition, three are in marginal condition, and four are in poor condition.
- **DAIRY FARMS:** Eight of the 21 dairies are in good overall financial condition. Eight are also classified in marginal condition; five are in poor condition.
- **BEEF CATTLE RANCHES:** Seven of the 11 cattle ranches are classified in good financial condition, three are in marginal condition, and one is projected to be in poor condition.

**REPRESENTATIVE FARMS ECONOMIC  
OUTLOOK FOR THE DECEMBER 2013  
FAPRI/AFPC BASELINE**

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## **REPRESENTATIVE FARMS ECONOMIC OUTLOOK FOR THE DECEMBER 2013 FAPRI/AFPC BASELINE**

The farm level economic impacts of the FAPRI December 2013 Baseline on representative crop and livestock operations are projected in this report. The analysis was conducted over the 2009-2018 planning horizon using FLIPSIM, AFPC's whole farm simulation model. Data to simulate farming operations in the nation's major production regions came from two sources:

- Producer panel cooperation to develop economic information to describe and simulate representative crop, livestock, and dairy farms.
- Projected prices, policy variables, and input inflation rates from the Food and Agricultural Policy Research Institute (FAPRI) December 2013 Baseline.

The FLIPSIM policy simulation model incorporates the historical risk faced by farmers for prices and production. This report presents the results of the December 2013 Baseline in a risk context using selected simulated probabilities and ranges for annual net cash farm income values. The probability of a farm experiencing negative ending cash reserves and the probability of a farm losing real net worth are included as indicators of the cash flow and equity risks facing farms through the year 2018.

This report is organized into ten sections. The first section summarizes the process used to develop the representative farms and the key assumptions utilized for the farm level analysis. The second section summarizes the FAPRI December 2013 Baseline and the policy and price assumptions used for the representative farm analyses. The third through sixth sections present the results of the simulation analyses for feed grain, wheat, cotton, and rice farms. The seventh and eighth sections summarize simulation results for dairy and cattle. Two appendices constitute the final sections of the report. Appendix A provides tables to summarize the physical and financial characteristics for each of the representative farms. Appendix B provides the names of producers, land grant faculty, and industry leaders who cooperated in the panel interview process to develop the representative farms.

### **Panel Process**

AFPC has developed and maintains data to simulate 98 representative crop farms, dairies, and livestock operations chosen from major production areas across the United States (Figure 7). Characteristics for each of the operations in terms of location, size, crop mix, assets, and average receipts are summarized in Appendix A. The locations of these farms are primarily the results of discussions with staffers for the U.S. House and Senate Agriculture Committees. Information necessary to simulate the economic activity on these representative farms is developed from panels of producers using a consensus-building interview process. Often, two farms are developed in each region using separate panels of producers: one is representative of moderate size full-time farm operations, and the second panel usually represents farms two to three times larger.

The data collected from the panel farms are analyzed using the whole farm simulation model (FLIPSIM) developed by AFPC. The producer panels are provided pro-forma financial statements for their representative farm and are asked to verify the accuracy of simulated results for the past year and the reasonableness of a five-year projection. Each panel must approve the model's ability to reasonably reflect the economic activity on their representative farm prior to using the farm for policy analysis.

All farms used in the analysis have been updated through panel discussions since January 2007, with the majority being updated in the last two years. All of the crop farms are assumed to begin 2009 with 20 percent intermediate-term and long-term debt. Initial debt levels in 2009 for dairy farms were set at 30 percent and initial debt levels for beef cattle ranches were 1 percent for land and 5 percent for cattle and machinery. The debt levels the farms have at the outset of 2009 are based on a stratified tabulation of the ERS-USDA Farm Cost and Returns Survey (using the survey data for moderate to large size farms in states where AFPC has representative farms) and panel member input.



## Key Assumptions of Report

- All farms classified as moderate scale are the size (acres or number of livestock) considered to be representative of a majority of full-time commercial farming operations in the study area. In many regions, a second farm two to three times larger than the moderate scale farm is developed as an indicator of size economies.
- The farm level simulation model incorporates price and yield risk faced by farmers. Historical yield variability for crops and production for livestock (sale weights, birth rates, and milk per cow) over the past ten years are assumed to prevail for the planning horizon. Random crop, livestock, and milk prices are simulated using the December 2013 Baseline by FAPRI as the forecast of average prices. Prices reflect national price volatility caused by international production and demand as well as U.S. production risk.
- Historical crop yields (2009-2013) were held constant based on actual values obtained from the producers. Crop yields for 2014-2018 were simulated stochastically based on the average yields provided by the producers and the historical yield variability for the farm. Prices were held constant at producer-provided values for 2012. FAPRI's December 2013 Baseline prices were localized for the farms and used as the average prices for 2013-2018 to simulate stochastic crop and livestock prices.
- Dairy and beef cattle herd sizes were held constant for all farms over the 2013-2018 planning horizon.
- Starting in 2009, all farms are subject to 4 payment limits on direct payment or counter-cyclical/ACRE payments while loan deficiency payments remain unlimited.
- The farm is subject to owner/operator federal (income and self-employment) and applicable state income taxes as a sole proprietor, based on the current income tax provisions.
- No off-farm income, including family employment, was included in the analyses. Therefore, the farm reflects only the ability of the farm to provide for family living and capital replacement.
- Farm program parameters, average annual prices, crop and livestock yield trends, interest rates, and input cost inflation (deflation) are based on the December 2013 FAPRI Baseline which assumes continuation of the 2008 Farm Bill through 2018.
- Direct payments for participating cotton, wheat, feed grain, oilseed, and rice producers are made based on 85 percent of their historical base acreage times direct payment yield times a direct payment rate in 2008 and 2012-2018. From 2009-2011 the direct payments are based on 83.3 percent of historical base acreage. The direct payment rate is included in the December 2013 FAPRI Baseline.
- Marketing loan provisions for covered commodities were authorized in the 2008 Farm Bill and are assumed to be in place for the farm level analysis.
- ACRE and counter-cyclical payments are triggered by marketing year prices included in the December 2013 FAPRI Baseline.
- The milk support price remains at \$9.90/cwt. through 2018.
- Actual average loan deficiency payment (LDP) rates in the counties where the representative farms are located are used when applicable.
- All crop farms are assumed to carry Multi-Peril Crop Insurance (MPCI), Crop Revenue Coverage (CRC), or Catastrophic coverage (CAT) at levels common to the area.

**Table 1. FAPRI December 2013 Baseline Projections of Crop Prices, Loan Rates, and Direct Payment Rates, 2009-2018**

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>Crop Prices</b>										
Corn (\$/bu.)	3.55	5.18	6.22	6.89	4.47	4.15	4.12	4.16	4.21	4.22
Wheat (\$/bu.)	4.87	5.70	7.24	7.77	6.93	5.65	5.62	5.67	5.73	5.78
Cotton (\$/lb.)	0.6290	0.8150	0.8830	0.7250	0.7487	0.7199	0.7236	0.7366	0.7425	0.7506
Sorghum (\$/bu.)	3.22	5.02	5.99	6.33	4.12	3.77	3.73	3.78	3.83	3.86
Soybeans (\$/bu.)	9.59	11.30	12.50	14.40	12.26	10.54	10.40	10.56	10.68	10.74
Barley (\$/bu.)	4.66	3.86	5.35	6.43	5.77	4.71	4.74	4.76	4.82	4.85
Oats (\$/bu.)	2.02	2.52	3.49	3.89	3.62	3.34	3.24	3.24	3.26	3.27
Rice (\$/cwt.)	14.40	12.70	14.50	14.90	15.38	13.89	12.83	12.99	12.94	13.07
Soybean Meal (\$/ton)	297	330	375	446	361	312	306	315	319	324
All Hay (\$/ton)	108	114	178	187	183	141	134	136	140	145
Peanuts (\$/ton)	434	450	636	602	474	543	547	544	547	546
<b>Loan Rates</b>										
Corn (\$/bu.)	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95
Wheat (\$/bu.)	2.75	2.94	2.94	2.94	2.94	2.94	2.94	2.94	2.94	2.94
Cotton (\$/lb.)	0.5200	0.5200	0.5200	0.5200	0.5200	0.5200	0.5200	0.5200	0.5200	0.5200
Sorghum (\$/bu.)	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95
Soybeans (\$/bu.)	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
Barley (\$/bu.)	1.85	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95
Oats (\$/bu.)	1.33	1.39	1.39	1.39	1.39	1.39	1.39	1.39	1.39	1.39
Rice (\$/cwt.)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Peanuts (\$/ton)	355.00	355.00	355.00	355.00	355.00	355.00	355.00	355.00	355.00	355.00
<b>Direct Payment Rates</b>										
Corn (\$/bu.)	0.28	0.28	0.28	0.28	0.28	0.28	0.28	0.28	0.28	0.28
Wheat (\$/bu.)	0.52	0.52	0.52	0.52	0.52	0.52	0.52	0.52	0.52	0.52
Cotton (\$/lb.)	0.0667	0.0667	0.0667	0.0667	0.0667	0.0667	0.0667	0.0667	0.0667	0.0667
Sorghum (\$/bu.)	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35
Soybeans (\$/bu.)	0.44	0.44	0.44	0.44	0.44	0.44	0.44	0.44	0.44	0.44
Barley (\$/bu.)	0.24	0.24	0.24	0.24	0.24	0.24	0.24	0.24	0.24	0.24
Oats (\$/bu.)	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02
Rice (\$/cwt.)	2.35	2.35	2.35	2.35	2.35	2.35	2.35	2.35	2.35	2.35
Peanuts (\$/ton)	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00

Source: Food and Agricultural Policy Research Institute (FAPRI) at the University of Missouri-Columbia.

**Table 2. FAPRI December 2013 Baseline Projections of Livestock and Milk Prices, 2009-2018**

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>Cattle Prices</b>										
Feeder Cattle (\$/cwt)	101.89	115.40	141.25	158.19	160.14	172.72	173.85	165.1	159.14	151.04
Fed Cattle (\$/cwt)	83.25	95.38	114.73	122.86	125.75	130.26	130.26	126.41	124.12	120.64
Culled Cows (\$/cwt)	47.01	56.76	69.82	76.68	76.82	77.84	78.92	74.28	69.32	63.30
<b>Milk Prices -- National and State</b>										
All Milk Price (\$/cwt)	12.93	16.35	20.25	18.56	19.83	19.35	18.31	17.93	17.83	17.92
California (\$/cwt)	11.49	14.69	18.54	16.52	18.22	17.96	16.99	16.61	16.53	16.62
Florida (\$/cwt)	16.90	20.70	24.20	22.30	23.66	22.93	21.92	21.61	21.47	21.51
Idaho (\$/cwt)	11.80	14.90	18.40	17.90	18.83	18.29	17.24	16.86	16.75	16.84
Missouri (\$/cwt)	13.00	16.60	20.70	18.90	20.36	19.75	18.71	18.36	18.24	18.31
Nevada (\$/cwt)	11.40	16.90	20.70	18.90	20.37	19.81	18.75	18.39	18.28	18.36
New York (\$/cwt)	13.60	17.40	21.40	19.40	20.92	20.30	19.26	18.91	18.79	18.86
Texas (\$/cwt)	13.30	17.10	20.80	18.70	19.99	19.41	18.36	18.00	17.89	17.96
Vermont (\$/cwt)	13.80	17.70	21.60	19.60	21.12	20.50	19.46	19.11	18.99	19.05
Washington (\$/cwt)	12.30	16.10	20.70	18.60	20.26	19.69	18.64	18.28	18.17	18.24
Wisconsin (\$/cwt)	13.10	16.10	20.30	19.40	19.99	19.66	18.56	18.10	18.05	18.17

Source: Food and Agricultural Policy Research Institute (FAPRI) at the University of Missouri-Columbia.



## FAPRI DECEMBER 2013 BASELINE

Projected crop prices for FAPRI's December 2013 Baseline are summarized in Table 1. In general, cotton, corn, wheat, rice, sorghum, and soybean price projections decline in 2014. From 2015-2018 prices are projected to be relatively flat. Individual crop prices are projected to move as follows:

- Corn prices are projected to reach a high of \$6.89/bu in 2012. Corn prices are projected to fall to \$4.47/bu in 2013 and settle around \$4.20/bu in the latter projected years.
- Wheat prices increase significantly from 2010-2012 before declining and ending 2018 at \$5.78/bu.
- After reaching a high of \$0.883/lb. in 2011, cotton prices decline significantly in 2012 before settling around \$0.73/lb for the remainder of the projection period.
- Rice prices reach a peak of \$15.38/cwt. in 2013 before slowly declining and end 2018 at \$13.07/cwt.
- Sorghum prices decline from a high of \$6.33/bu. in 2012, ending the projection period at \$3.86/bu.
- Prices for Soybeans are expected to fall from a high of \$14.40/bu. in 2012 and remain around \$10.50/bu. during the planning horizon.

Assumed loan rates and direct payment rates are reported in Table 1 and reflect the rates authorized in the 2008 Farm Bill. All direct payment rates are assumed to remain constant at 2008 levels for 2009 through 2018.

Projected livestock prices and state and national milk prices for FAPRI's December 2013 Baseline are summarized in Table 2. Feeder cattle prices are expected to see growth until 2015, while milk prices are projected to have peaked in 2013. Cattle and milk prices are projected to move as follows:

- Feeder cattle prices are projected to steadily increase from \$101.89/cwt in 2009 reaching \$173.85/cwt by 2015 and then falling to \$151.04/cwt in 2018.
- Fed cattle prices are expected to increase from the low in 2009 of \$83.25/cwt, ending 2018 at \$120.64/cwt.
- Culled cow prices range between \$47.01/cwt and \$78.92/cwt.
- Milk prices rebounded significantly from a low of \$12.93/cwt in 2009 to \$20.25/cwt in 2011. Milk prices are expected to range from \$17.92/cwt to \$19.83/cwt for the 2013-2018 projection period.

Projected annual rates of change for variable cash expenses are summarized in Table 3. The rates of change in input prices come from FAPRI's December 2013 Baseline. Fertilizer prices increase 36.9 percent in 2011 and 5.8 percent in 2012. However, fertilizer prices are projected to decline by 7.5, 11.2, and 3.7 percent from 2013 to 2015 before seeing small increases from 2016 to 2018. Fuel price projections follow the same pattern as fertilizer with declines from 2013 to 2015 and small increases afterwards. Projected annual rates of change in land values over the 2010 – 2018 period were provided by the December 2013 FAPRI Baseline and fall annually from a projected high of 10.9 percent in 2012 to 2.0 percent in 2018.

**Table 3. FAPRI December 2013 Baseline Assumed Rates of Change in Input Prices, Annual Interest Rates, and Annual Changes in Land Values, 2010-2018**

	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>Annual Rate of Change for Input Prices Paid</b>									
Seed Prices (%)	3.68	7.10	8.13	5.34	-0.45	0.04	0.75	1.24	2.16
All Fertilizer Prices (%)	-6.23	36.93	5.76	-7.47	-11.16	-3.71	2.09	0.39	0.54
Herbicide Prices (%)	-6.38	-1.52	6.15	2.48	1.27	1.95	2.97	1.59	1.68
Insecticide Prices (%)	1.86	2.44	4.17	5.19	1.98	2.18	2.90	1.63	1.68
Fuel and Lube Prices (%)	24.02	27.46	-0.55	-0.83	-2.68	-1.64	0.31	1.37	2.51
Machinery Prices (%)	3.60	6.09	5.33	2.27	0.86	2.18	2.68	2.23	2.48
Wages (%)	0.53	1.59	3.65	3.77	2.56	2.68	2.95	3.04	3.04
Supplies (%)	1.31	4.52	2.47	0.55	0.62	1.47	2.06	1.20	1.31
Repairs (%)	1.89	3.70	3.57	0.38	1.91	2.38	2.65	2.40	2.41
Services (%)	3.21	1.86	1.83	2.54	2.01	2.46	2.96	2.08	2.29
Taxes (%)	4.41	4.23	2.25	3.08	2.55	3.60	3.11	1.95	2.32
PPI Items (%)	3.30	14.36	6.05	1.72	-4.66	-0.29	1.47	1.2	1.48
PPI Total (%)	3.31	12.30	5.71	1.99	-3.54	0.23	1.89	1.59	1.68
<b>Annual Change in Consumer Price Index (%)</b>	1.64	3.14	2.08	1.48	1.63	1.72	1.92	1.87	1.94
<b>Annual Rate of Change for U.S. Land Prices (%)</b>	4.27	8.64	10.88	9.43	3.45	2.00	2.00	2.00	2.00

Source: Food and Agricultural Policy Research Institute (FAPRI) at the University of Missouri-Columbia.

### Definitions of Variables in the Summary Tables

- **Overall Financial Position, 2013-2018** -- As a means of summarizing the representative farms' economic efficiency, liquidity, and solvency position, AFPC classifies each farm as being in either a good, marginal or poor position. AFPC assumes a farm is in a good financial position when it has less than a 25 percent chance of a negative ending cash balance and a less than 25 percent chance of losing real net worth. If the probabilities of these events are between 25 and 50 percent the farm is classified as marginal. A probability greater than 50 percent places the farm in a poor financial position.
- **Change in Real Net Worth, 2013-2018** -- Annualized percentage change in the operator's net worth from January 1, 2013 through December 31, 2018, after adjusting for inflation. This value reflects the real annualized increase or decrease in net worth or equity for the farm over the planning horizon including changes in real estate values.
- **Net Income Adjustment (NIA) to Maintain Real Net Worth, 2013-2018** -- NIA is the annual change in net cash farm income necessary to insure the farm maintains its real net worth during 2013-2018. A positive NIA indicates the additional annual net income needed to maintain real net worth. A negative NIA indicates the annual loss in net income the farm can endure and still maintain real net worth.
- **Net Income Adjustment (NIA) for Zero Ending Cash Balance in 2018** -- NIA is the loss in annual net cash farm income a farm can withstand and have a zero ending cash balance in 2018. A positive NIA indicates the annual increase in receipts necessary for a zero ending cash balance, while a negative NIA indicates the annual decrease in receipts that results in a zero ending cash balance.
- **Government Payments/Receipts, 2013-2018** -- Sum of all farm program payments (counter-cyclical/ACRE, direct, marketing loan gains/loan deficiency payments, and milk income loss contract (MILC) payments) divided by total receipts received from the market plus counter-cyclical/ACRE, direct, and marketing loan gains/loan deficiency payments, MILC payments, crop insurance indemnities, and other farm related receipts.
- **Total Cash Receipts** -- Sum of annual cash receipts from all sources, including market sales, counter-cyclical/ACRE and direct payments, marketing loan gains/loan deficiency payments, MILC payments, crop insurance indemnities, and other farm related receipts.
- **Government Payments** -- Sum of annual counter-cyclical/ACRE payments, direct payments, and marketing loan gains/loan deficiency payments for crops and the milk income loss contract (MILC) program payment for dairy farms. Also included are lump sum disaster payments for livestock.
- **Net Cash Farm Income** -- Equals total cash receipts minus all cash expenses. Net cash farm income is used to pay family living expenses, principal payments, income taxes, self employment taxes, and machinery replacement costs. The values in the tables are the averages for each year in the planning horizon.
- **Probability of Negative Ending Cash Balance** -- The number of times out of 100 that the farm's ending cash reserves before borrowing are less than zero. This probability is reported for each year to indicate how the cash flow risk for the farm changes over the planning horizon.
- **Ending Cash Reserves** -- Equals total cash on hand at the end of the year. Ending cash equals beginning cash reserves plus net cash farm income and interest earned on cash reserves less principal payments, federal taxes (income and self employment), state income taxes, family living withdrawals, and actual machinery replacement costs (not depreciation).
- **Nominal Net Worth** -- Equity at the end of each year equals total assets including land minus total debt from all sources. Nominal net worth is not adjusted for inflation and averages are reported for each year in the planning horizon.
- **Probability of Decreasing Real Net Worth Over 2009-2018** -- The number of times out of 100 that real net worth at the end of 2018 is less than real net worth at the start of 2009.

## Figure 2. Representative Farms Producing Feed Grains and Oilseeds

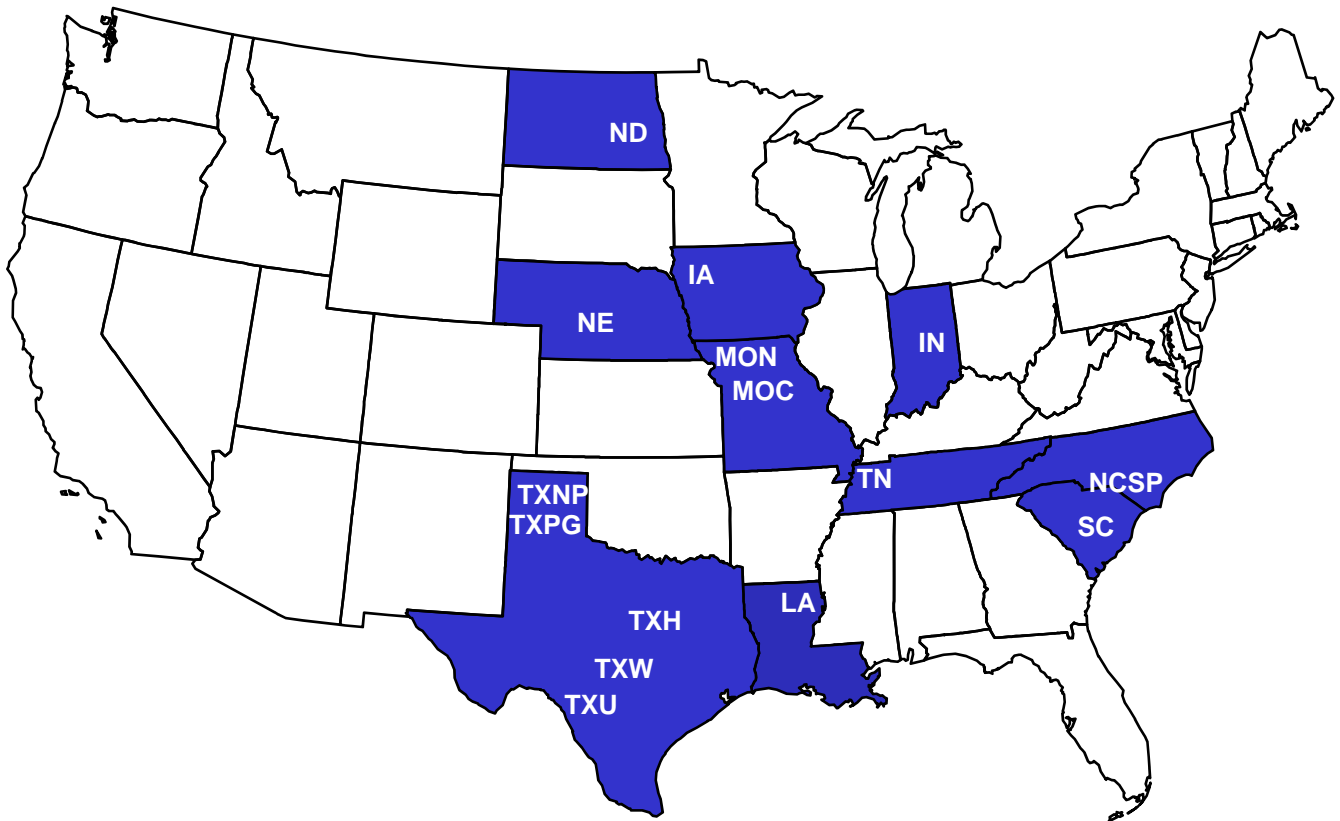




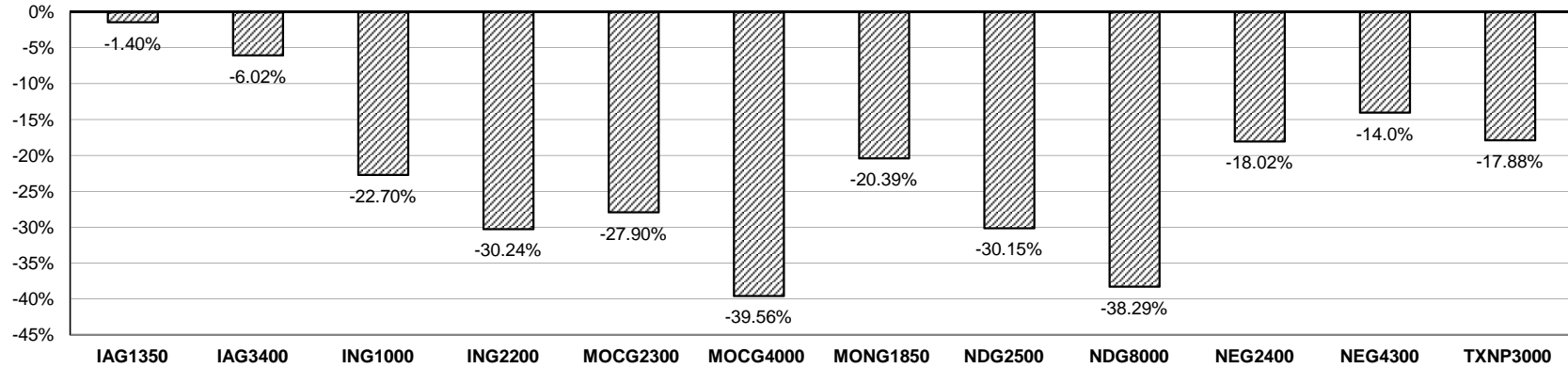


Table 6. Implications of the December 2013 FAPRI Baseline on the Economic Viability of Representative Farms Primarily Producing Feed Grains and Oilseeds.

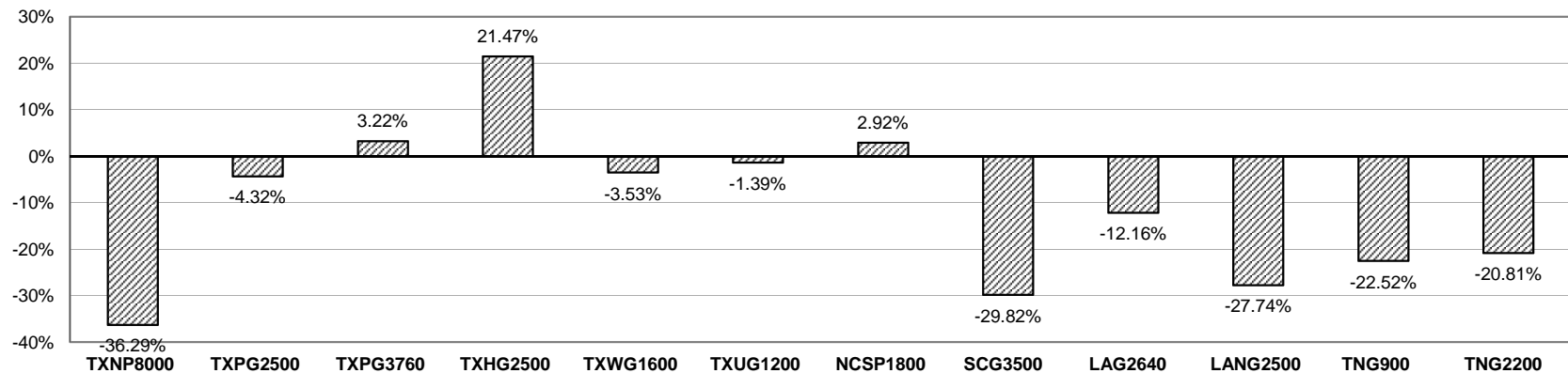
	TXNP3000	TXNP8000	TXPG2500	TXPG3760	TXHG2500	TXWG1600	TXUG1200
<b>Overall Financial Position</b>							
2013-2018 Ranking	Good	Good	Marginal	Poor	Poor	Marginal	Poor
<b>Change Real Net Worth (%)</b>							
2013-2018 Average	4.88	5.76	0.77	-1.68	-4.56	0.16	-5.78
<b>NIA to Maintain Real Net Worth (%/Rec.)</b>							
	-11.82	-30.56	-6.09	0.80	9.79	-4.02	3.20
<b>NIA for Zero Ending Cash Balance (%/Rec.)</b>							
	-17.88	-36.28	-4.32	3.21	21.47	-3.53	-1.39
<b>Govt Payments/Receipts (%)</b>							
2013-2018 Average	3.63	1.02	5.55	3.19	5.49	5.94	5.87
<b>Cost to Receipts Ratio (%)</b>							
2013-2018 Average	84.40	70.30	88.80	102.65	100.94	87.56	95.15
<b>Total Cash Receipts (\$1000)</b>							
2009	1,458.23	5,458.61	1,371.52	2,696.93	568.36	385.58	603.77
2010	1,848.52	7,513.58	1,709.63	3,648.04	874.13	703.03	989.66
2011	2,156.76	6,777.41	1,966.26	4,489.59	801.43	640.93	1,151.42
2012	2,345.31	8,104.38	2,155.93	4,794.60	1,020.64	726.63	1,110.47
2013	1,918.86	6,263.30	1,682.43	3,761.85	770.28	571.13	916.78
2014	1,795.66	5,878.90	1,556.28	3,433.55	714.77	539.54	872.90
2015	1,800.45	5,866.02	1,555.49	3,413.96	711.86	541.27	875.48
2016	1,826.82	5,991.93	1,577.57	3,471.49	721.37	546.85	891.35
2017	1,848.04	6,066.74	1,593.92	3,531.50	729.96	551.97	901.47
2018	1,865.68	6,112.17	1,610.01	3,584.10	733.53	555.27	912.15
2013-2018 Average	1,842.25	6,029.51	1,595.95	3,532.74	730.30	551.00	895.02
<b>Government Payments (\$1000)</b>							
2009	48.77	147.61	86.12	98.55	35.98	28.98	38.43
2010	48.20	143.84	75.81	85.31	33.21	24.96	32.90
2011	48.20	0.00	75.81	85.31	33.21	24.96	32.90
2012	49.19	0.00	77.36	87.05	33.88	25.47	33.57
2013	55.61	20.22	81.07	78.33	35.92	28.05	40.55
2014	65.15	50.60	86.62	103.84	39.08	32.02	51.54
2015	67.40	60.98	87.69	117.90	39.81	32.92	53.80
2016	68.27	74.33	88.39	118.79	40.09	33.28	54.91
2017	66.81	72.56	87.45	116.61	39.59	32.65	53.27
2018	66.19	70.37	87.1	115.67	39.26	32.23	51.88
2013-2018 Average	64.9	58.18	86.39	108.52	38.96	31.86	50.99
<b>Net Cash Farm Income (\$1000)</b>							
2009	212.53	1,426.25	256.71	-244.73	-42.13	-38.34	-98.94
2010	504.81	3,347.56	509.36	542.27	241.44	235.31	245.11
2011	658.42	2,170.47	570.72	948.12	204.38	173.44	326.10
2012	799.75	3,475.98	740.39	1,192.22	316.66	256.69	278.44
2013	388.13	2,104.43	297.93	216.93	75.99	109.08	88.40
2014	300.57	1,831.98	202.66	-21.00	27.20	88.10	57.50
2015	302.63	1,815.87	208.39	-31.68	9.56	81.32	55.33
2016	308.36	1,871.31	207.25	-53.68	-3.45	74.40	58.94
2017	303.81	1,884.99	163.28	-75.84	-19.51	52.29	56.34
2018	274.92	1,838.16	153.57	-115.51	-45.10	49.10	39.12
2013-2018 Average	313.07	1,891.12	205.51	-13.47	7.45	75.72	59.27
<b>Ending Cash Reserves (\$1000)</b>							
2009	87.94	695.95	77.21	-436.92	-211.29	-105.75	-169.94
2010	362.96	2,561.86	326.03	-184.60	-134.14	17.38	-46.84
2011	694.71	3,541.43	550.71	286.19	-109.71	87.00	124.36
2012	1,159.36	5,499.22	937.50	995.90	28.35	244.50	276.51
2013	1,303.02	6,485.72	955.39	938.42	-39.46	288.84	290.43
2014	1,379.83	7,230.06	895.83	656.73	-164.49	313.55	280.94
2015	1,503.77	7,974.07	839.47	376.28	-355.26	307.25	246.76
2016	1,604.05	8,753.44	782.96	50.54	-537.89	294.63	221.92
2017	1,744.54	9,815.34	587.91	-312.62	-745.83	202.26	191.84
2018	1,863.57	10,765.18	387.81	-696.69	-986.47	115.80	70.85
<b>Nominal Net Worth (\$1000)</b>							
2009	1,276.35	9,443.81	2,866.12	3,179.61	1,303.03	877.42	11.15
2010	1,628.98	11,859.16	3,243.99	3,646.21	1,458.09	1,045.65	137.32
2011	2,090.17	13,824.01	3,741.39	4,520.53	1,634.37	1,194.25	315.46
2012	2,708.87	16,882.57	4,409.58	5,695.32	1,905.44	1,427.43	460.54
2013	2,996.40	19,021.97	4,744.23	6,113.15	1,968.40	1,543.98	468.69
2014	3,168.18	20,434.42	4,858.16	6,117.37	1,942.96	1,591.57	454.73
2015	3,369.19	21,726.76	4,959.02	6,020.50	1,823.05	1,621.75	434.65
2016	3,526.54	23,026.14	5,032.84	5,856.43	1,724.12	1,632.25	408.96
2017	3,737.70	24,424.52	5,007.41	5,695.43	1,588.63	1,593.26	380.30
2018	3,888.30	25,709.22	4,985.98	5,528.67	1,437.00	1,566.39	318.10
<b>Prob. of Negative Ending Cash (%)</b>							
2010	1	1	1	99	99	32	99
2011	1	1	1	1	99	1	1
2012	1	1	1	1	34	1	2
2013	1	1	1	3	73	1	3
2014	1	1	1	15	91	1	4
2015	1	1	1	33	98	1	9
2016	1	1	3	48	99	2	14
2017	1	1	11	61	99	12	19
2018	1	1	23	70	99	28	38
<b>Prob. of Decreasing Real Net Worth Over 2009-2018 (%)</b>							
	1	1	1	1	1	1	1

# Figure 3. Feed Grain and Oilseed Farms

Minimum Annual Percentage Change in Receipts, 2013-2018, Needed to Have a Zero Ending Cash Balance in 2018



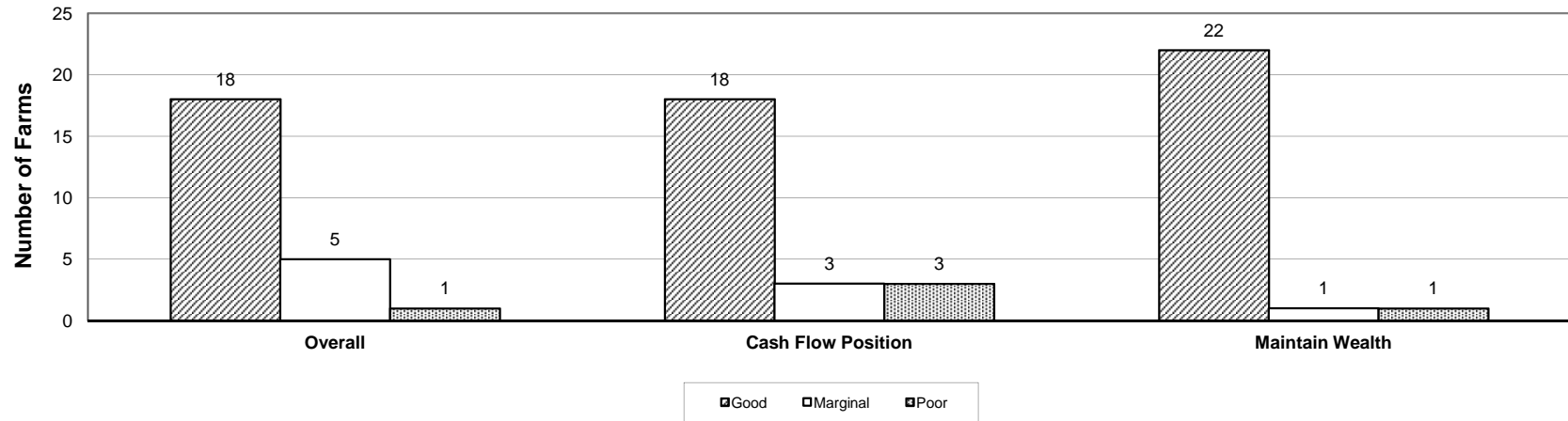
Minimum Annual Percentage Change in Receipts, 2013-2018, Needed to Have a Zero Ending Cash Balance in 2018





# Figure 4. Feed Grain and Oilseed Farms

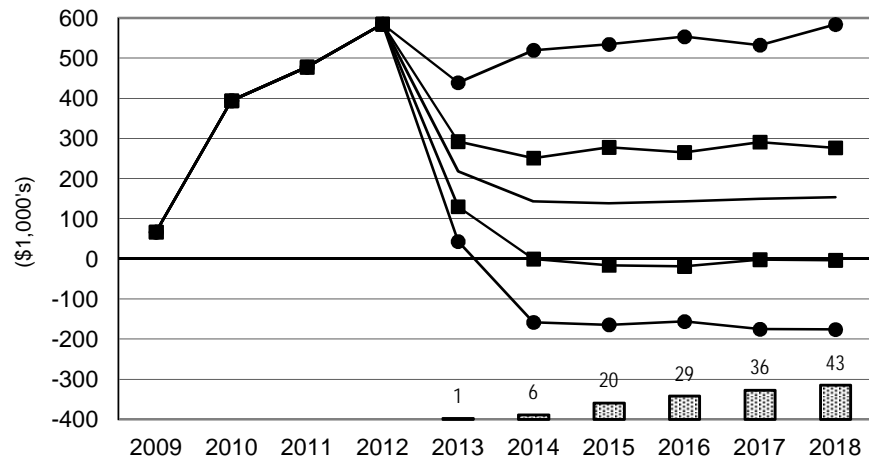
Economic and Financial Position Over the Period, 2013-2018, for all Feed Grain and Oilseed Farms



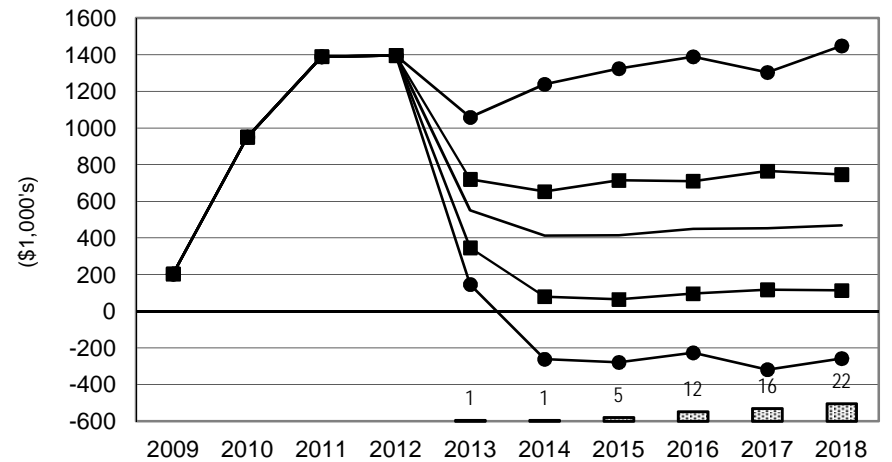
**Figure 5. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Feed Grain and Oilseed Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

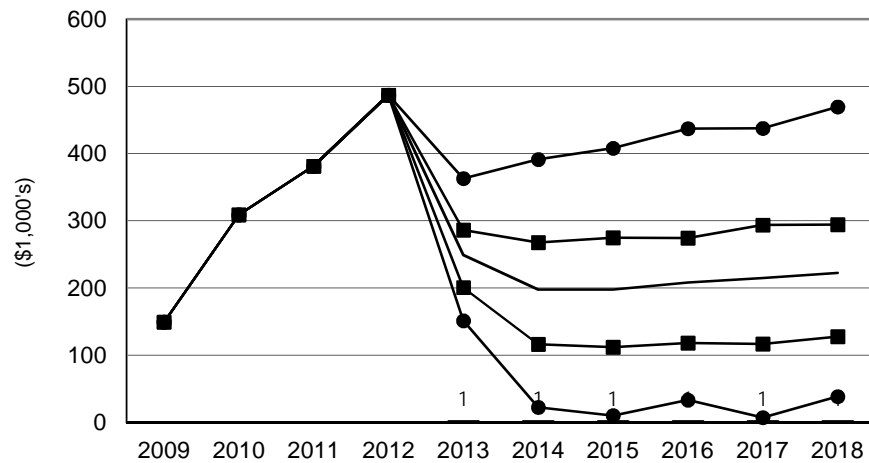
**IAG1350 Iowa Grain Farm**



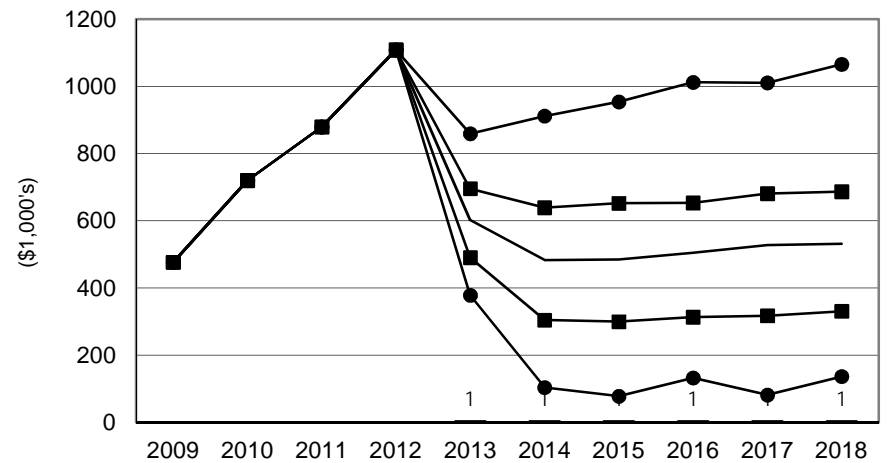
**IAG3400 Large Iowa Grain Farm**



**ING1000 Indiana Grain Farm**



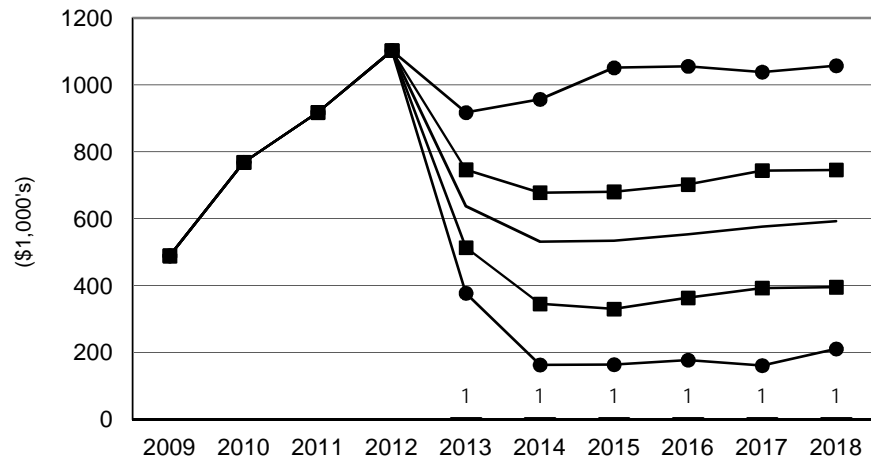
**ING2200 Large Indiana Grain Farm**



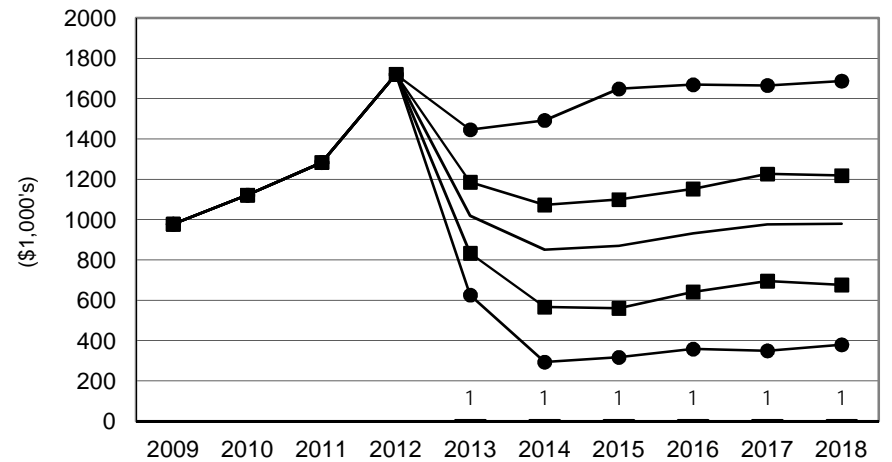
**Figure 6. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Feed Grain and Oilseed Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

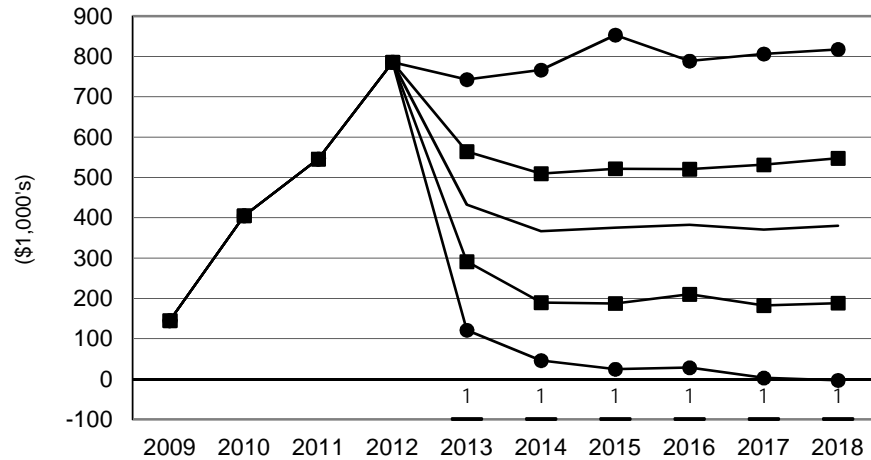
**MOCG2300 Central Missouri Grain Farm**



**MOCG4000 Large Central Missouri Grain Farm**



**MONG1850 Northwest Missouri Grain Farm**



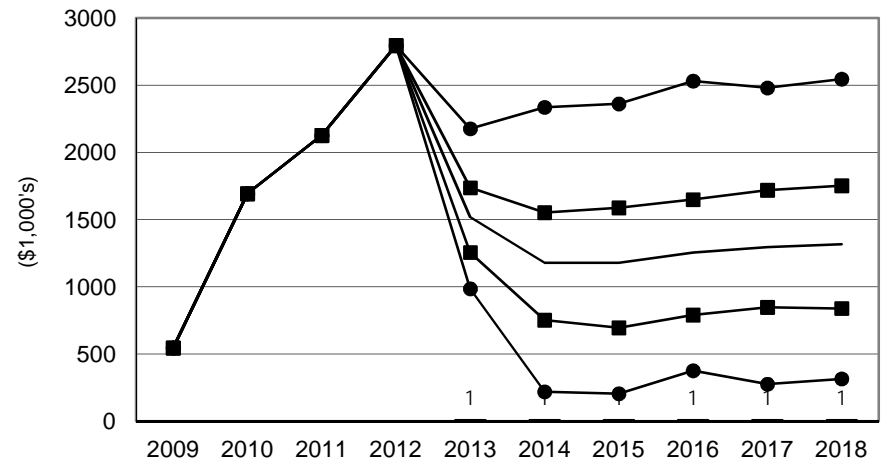
**Figure 7. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Feed Grain and Oilseed Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

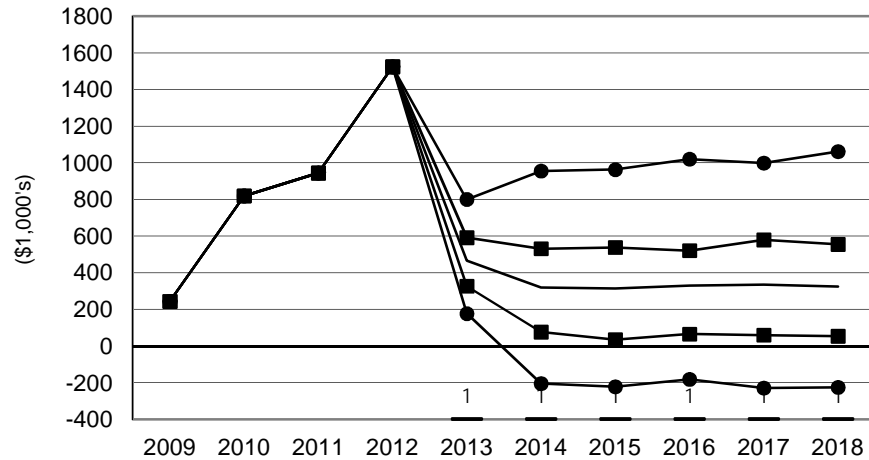
**NDG2500 North Dakota Grain Farm**



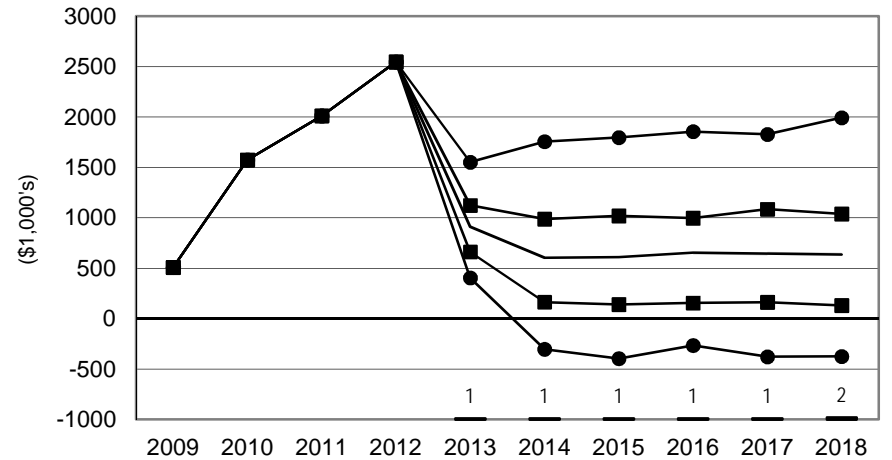
**NDG8000 Large North Dakota Grain Farm**



**NEG2400 Nebraska Grain Farm**



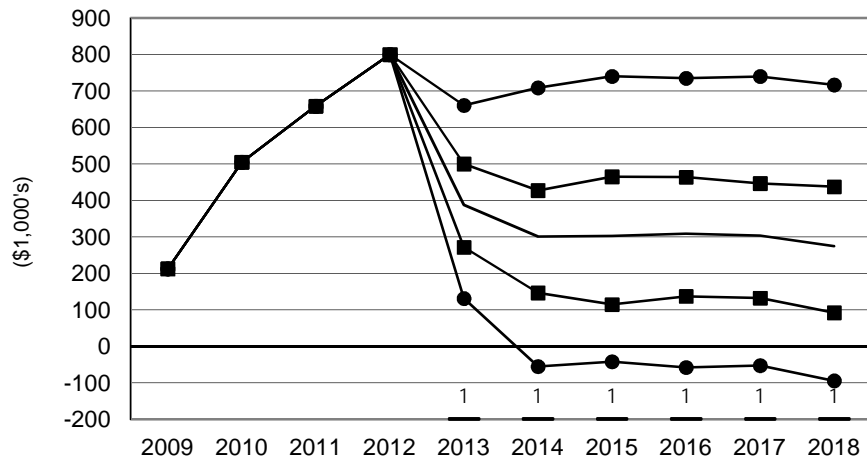
**NEG4300 Large Nebraska Grain Farm**



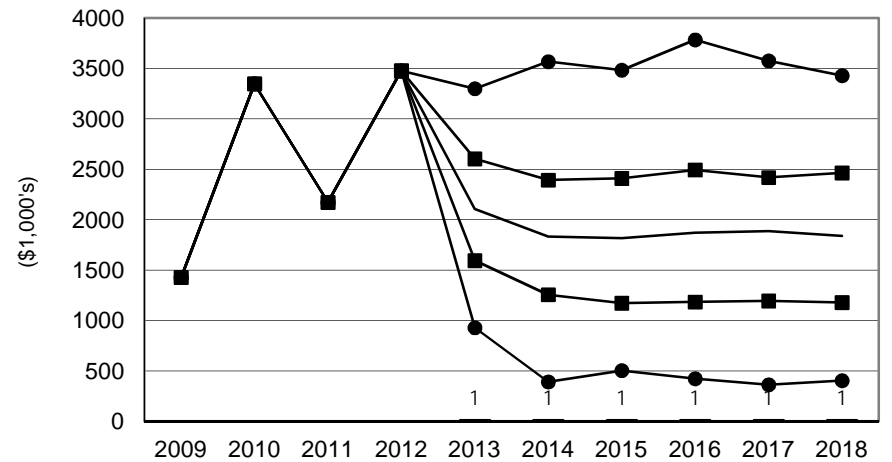
**Figure 8. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Feed Grain and Oilseed Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

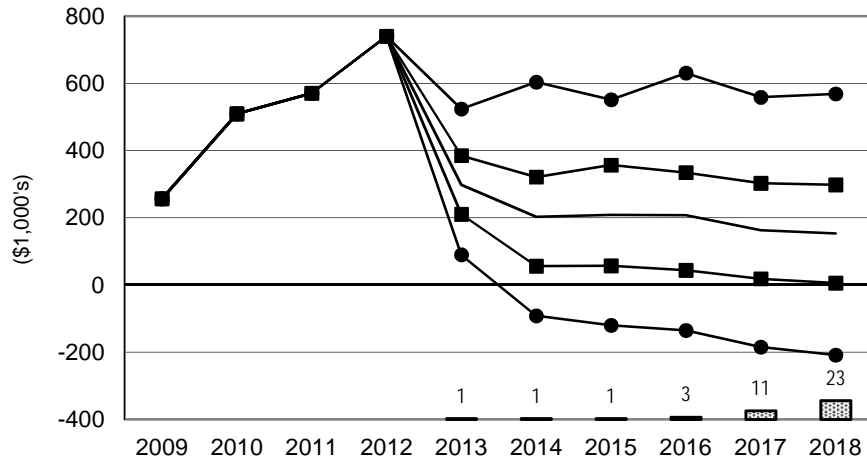
**TXNP3000 Texas North Plains Grain Farm**



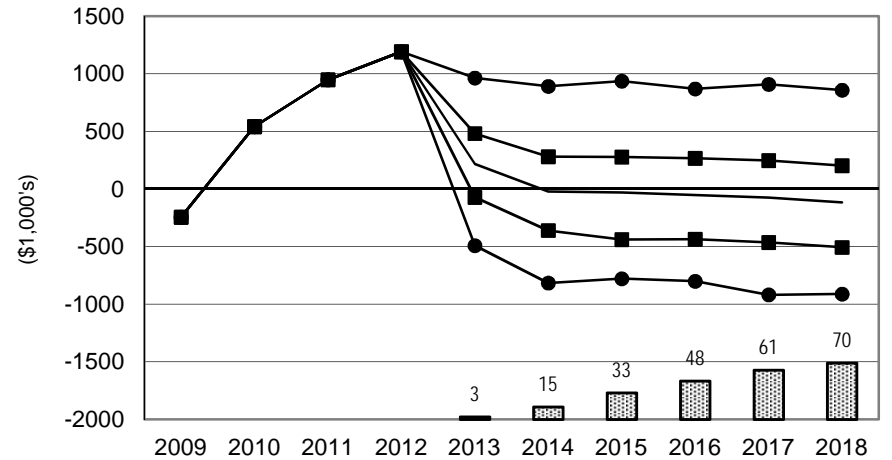
**TXNP10000 Large Texas North Plains Grain Farm**



**TXPG2500 Texas Panhandle Grain Farm**



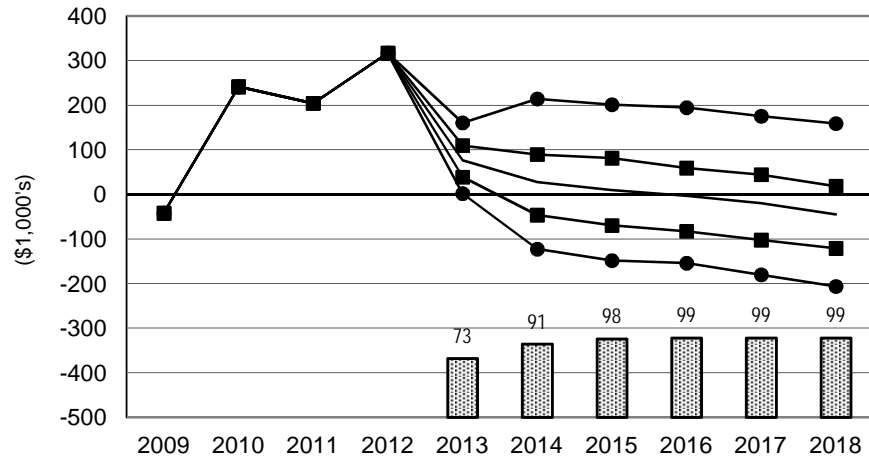
**TXPG3760 Texas Panhandle Grain Farm**



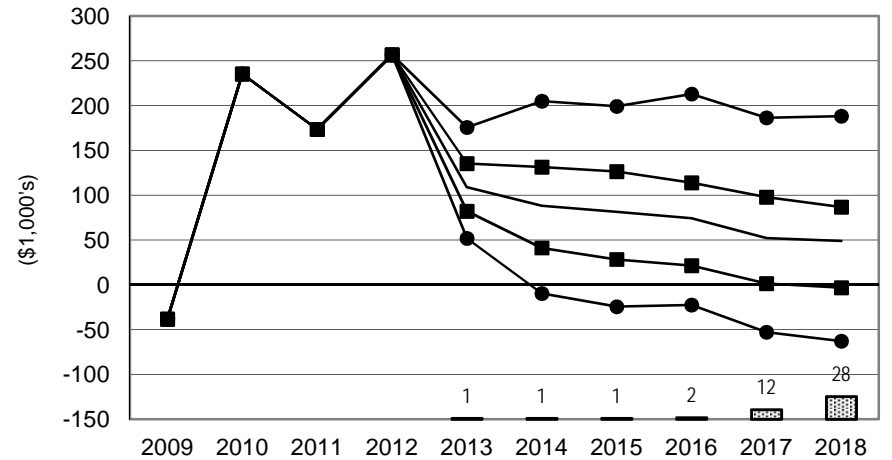
**Figure 9. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Feed Grain and Oilseed Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

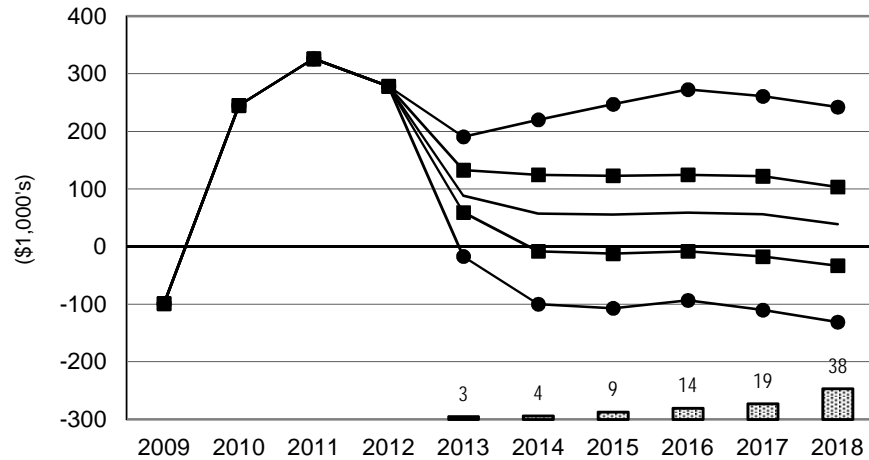
**TXHG2500 Texas North Blacklands Grain Farm**



**TXWG1600 Texas South Blacklands Grain Farm**



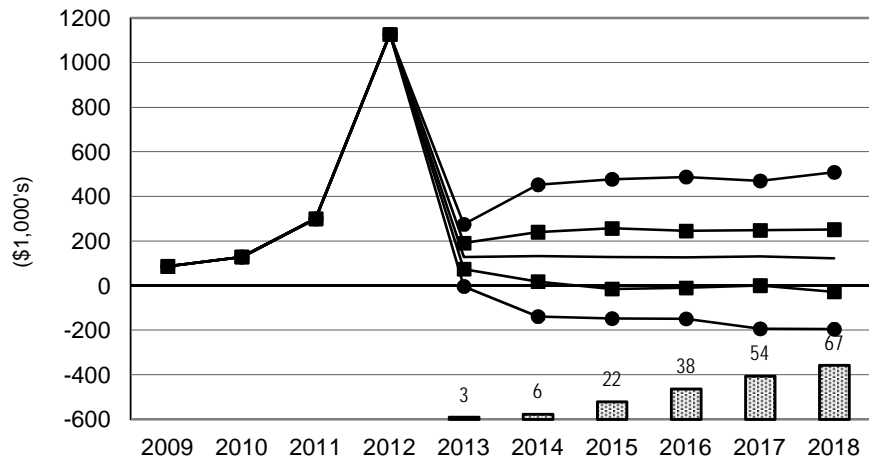
**TXUG1200 Uvalde Texas Grain Farm**



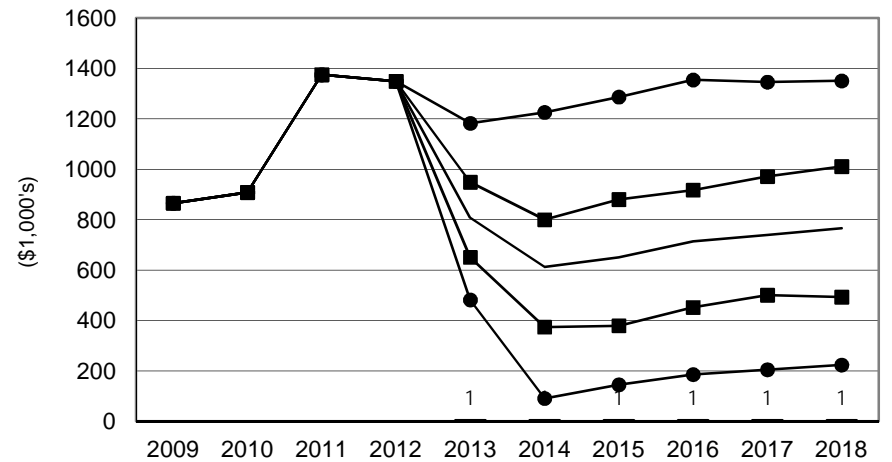
**Figure 10. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Feed Grain and Oilseed Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

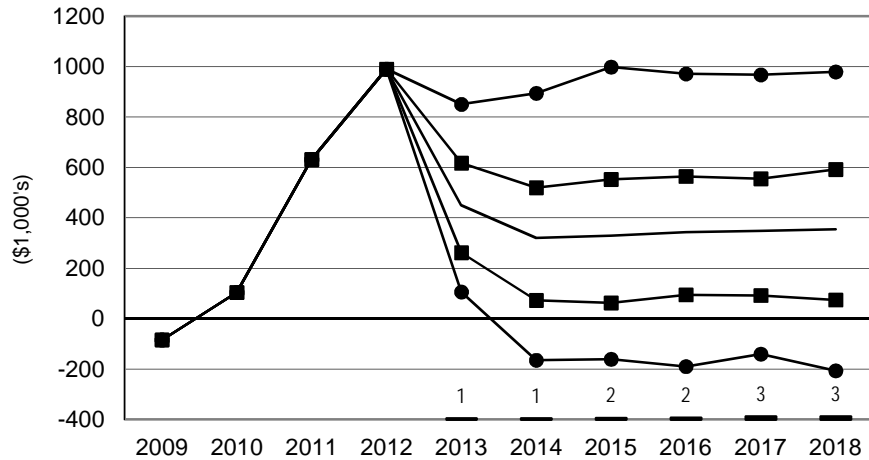
**NCSP1800 North Carolina Southern Peanut Farm**



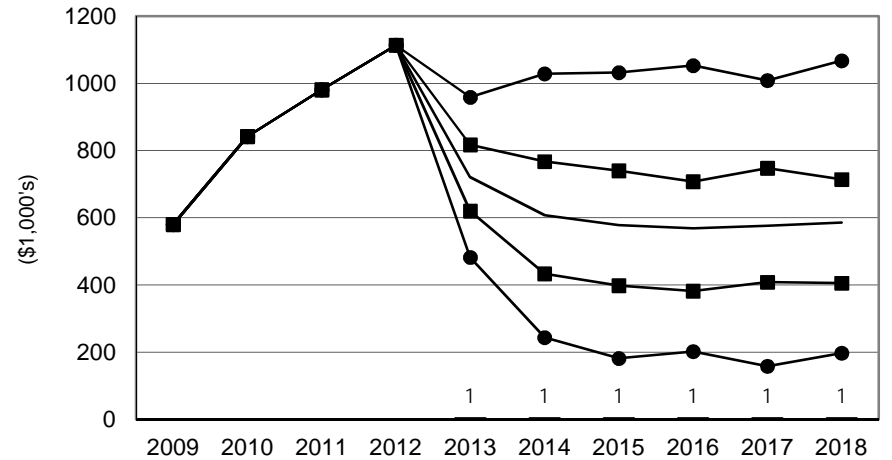
**SCG3500 Large South Carolina Grain Farm**



**LAG2640 Louisiana Grain Farm**



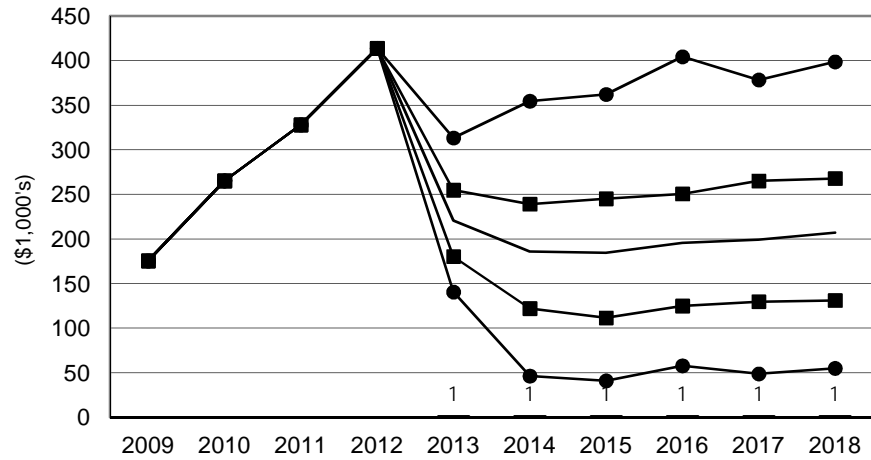
**LANG2500 Louisiana Grain Farm**



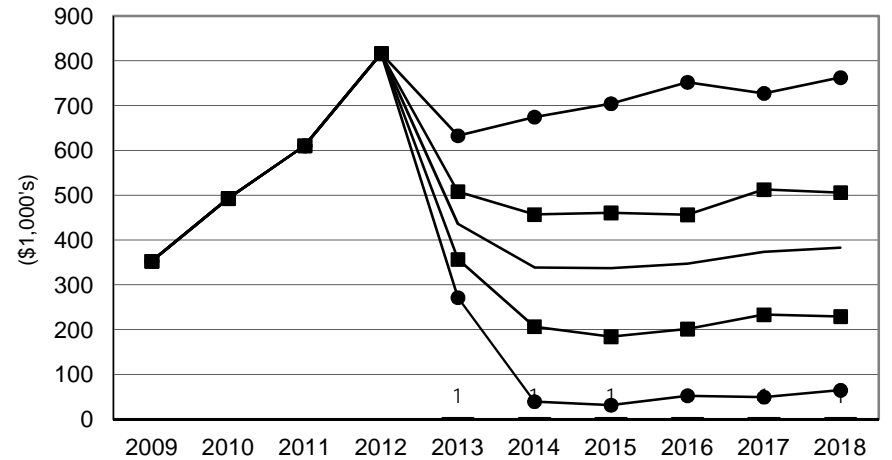
**Figure 11. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Feed Grain and Oilseed Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

**TNG900 Tennessee Grain Farm**

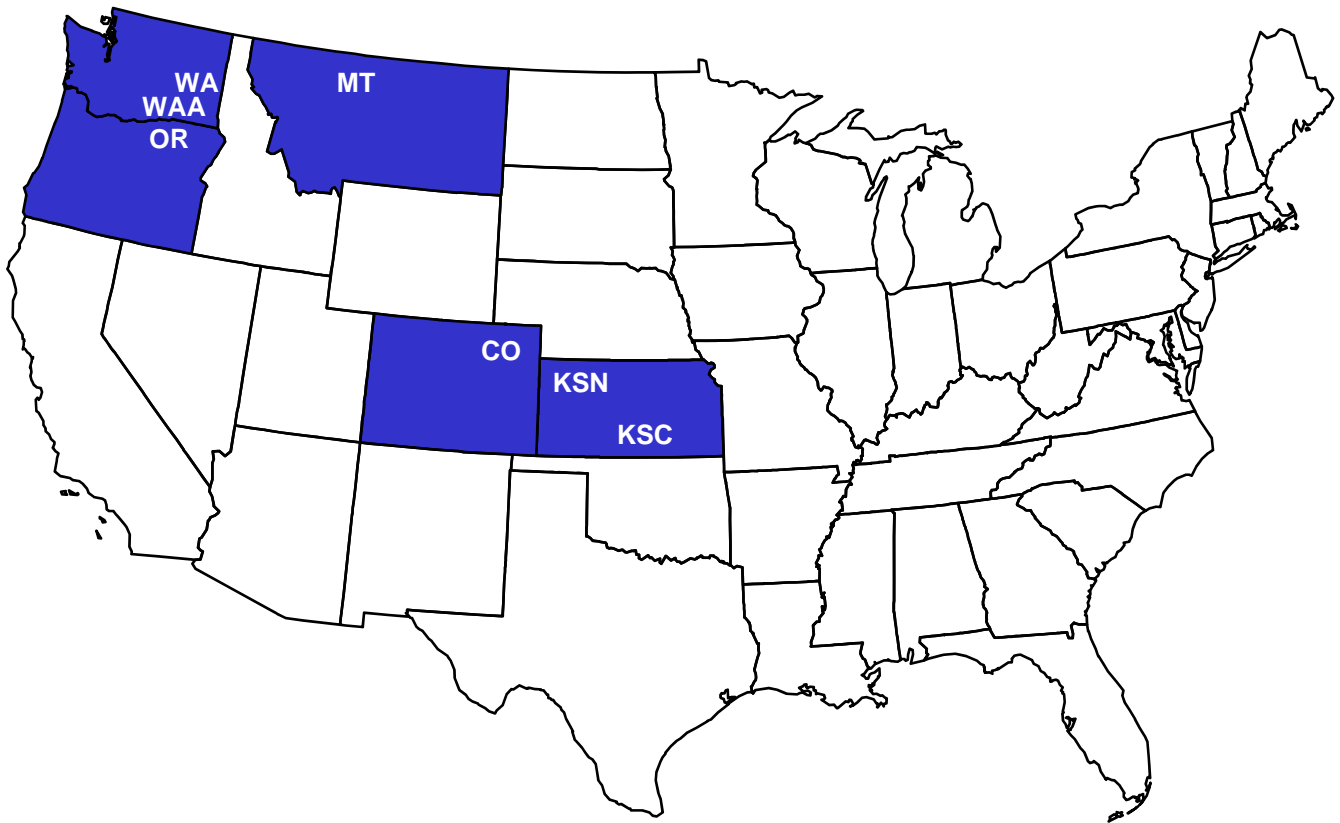


**TNG2200 Large Tennessee Grain Farm**





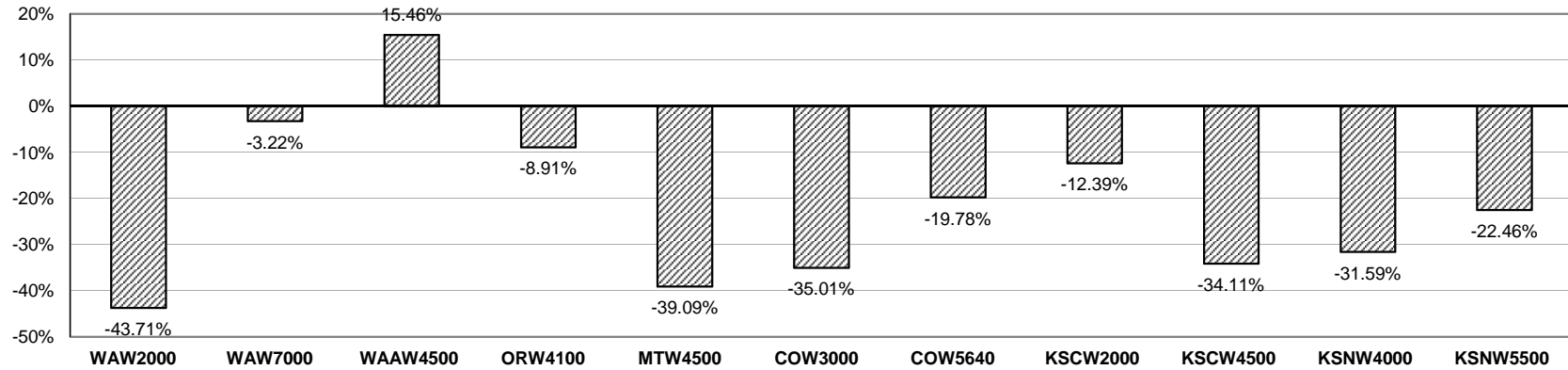
**Figure 12. Representative Farms  
Producing Wheat**



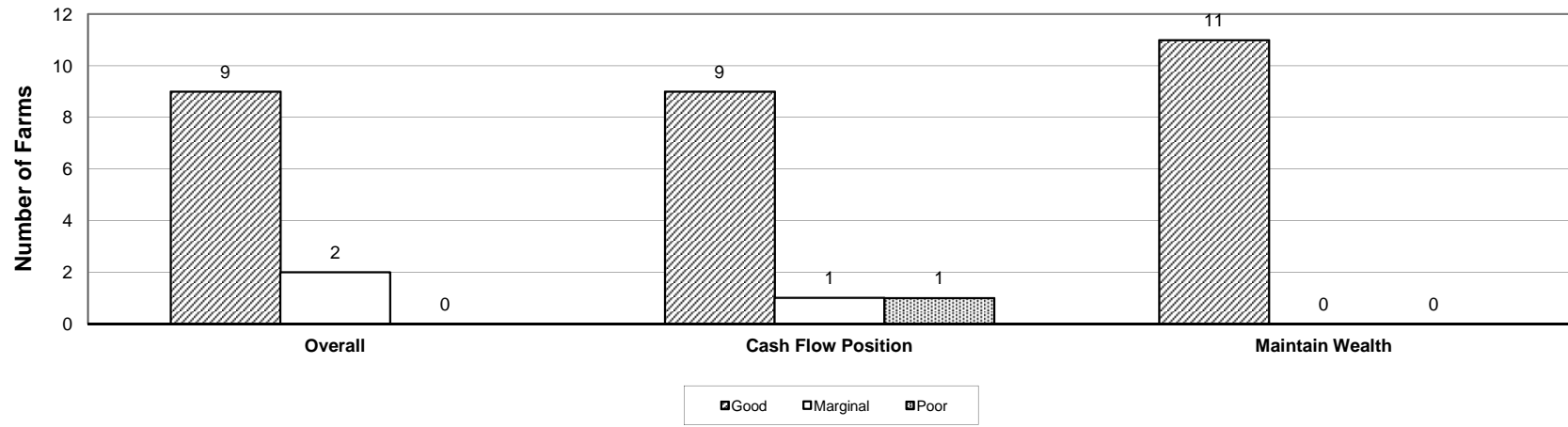


# Figure 13. Wheat Farms

## Minimum Annual Percentage Change in Receipts, 2013-2018, Needed to Have a Zero Ending Cash Balance in 2018



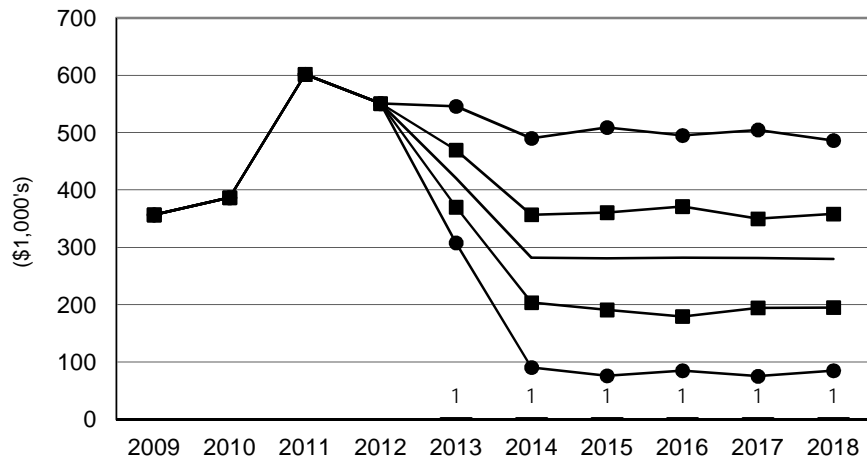
## Economic and Financial Position Over the Period, 2013-2018, for all Wheat Farms



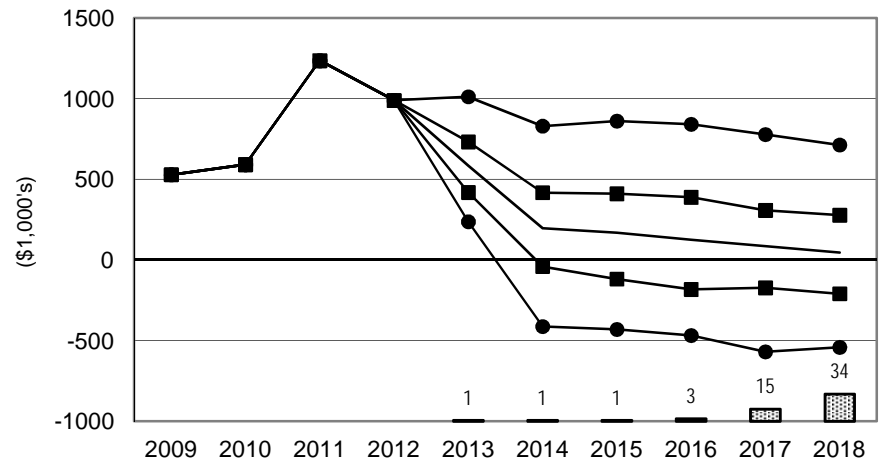
**Figure 14. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Wheat Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

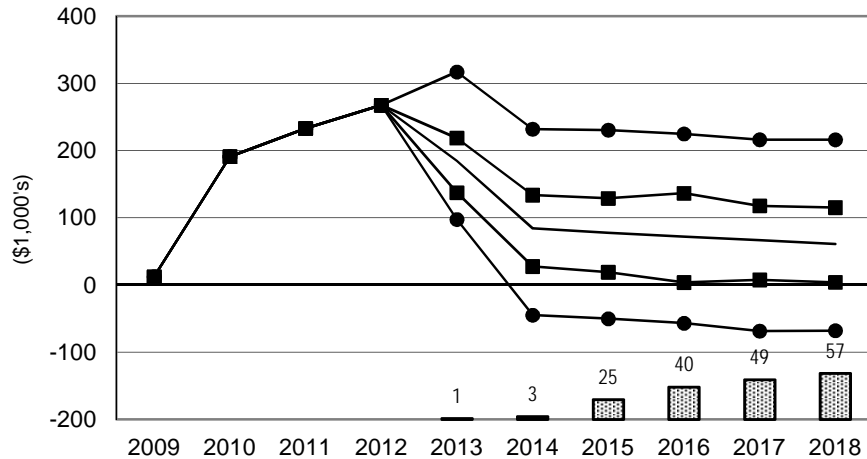
**WAW2000 Washington Wheat Farm**



**WAW7000 Large Washington Wheat Farm**



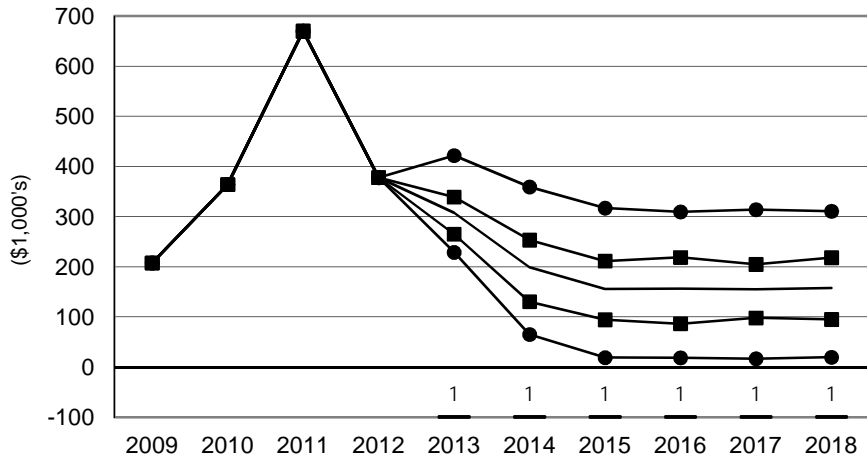
**WAAW4500 Southern Washington Wheat Farm**



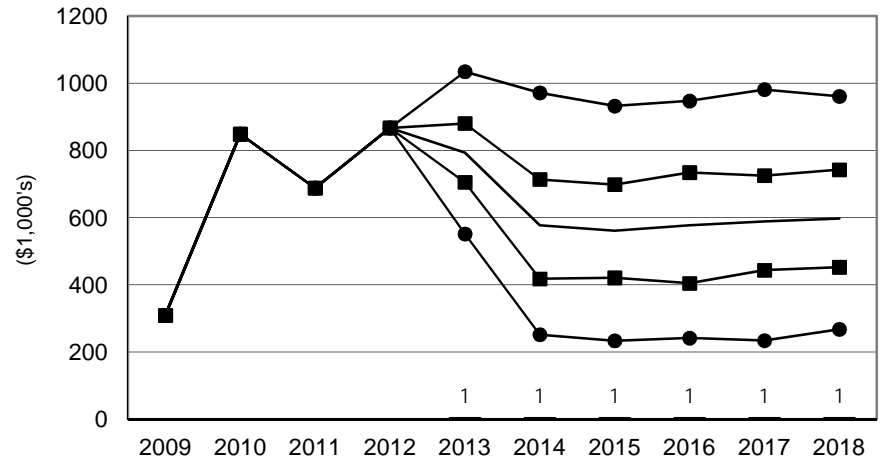
**Figure 15. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Wheat Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

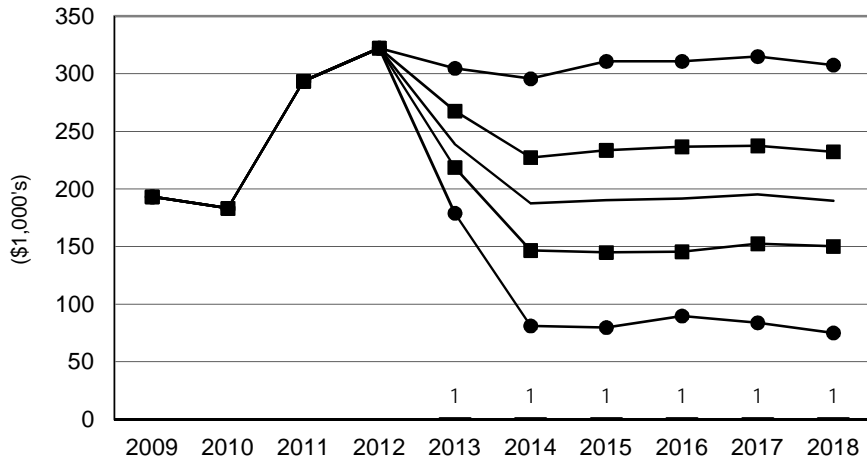
**ORW4100 Oregon Wheat Farm**



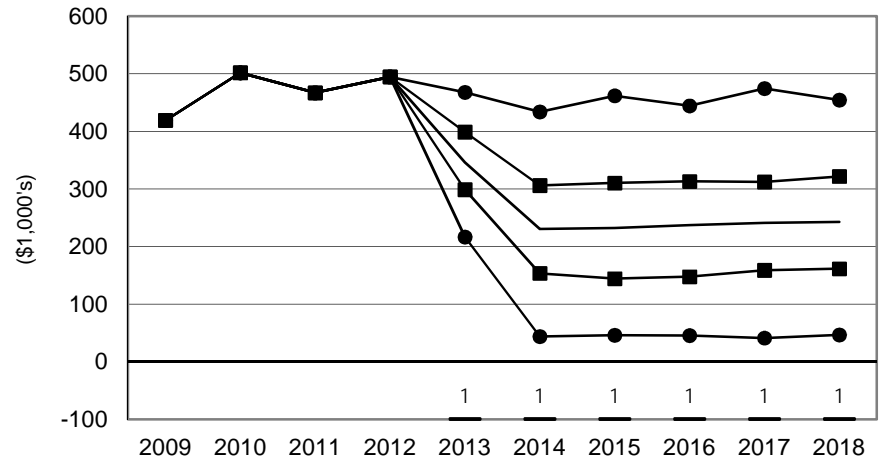
**MTW7000 Montana Wheat Farm**



**COW3000 Colorado Wheat Farm**



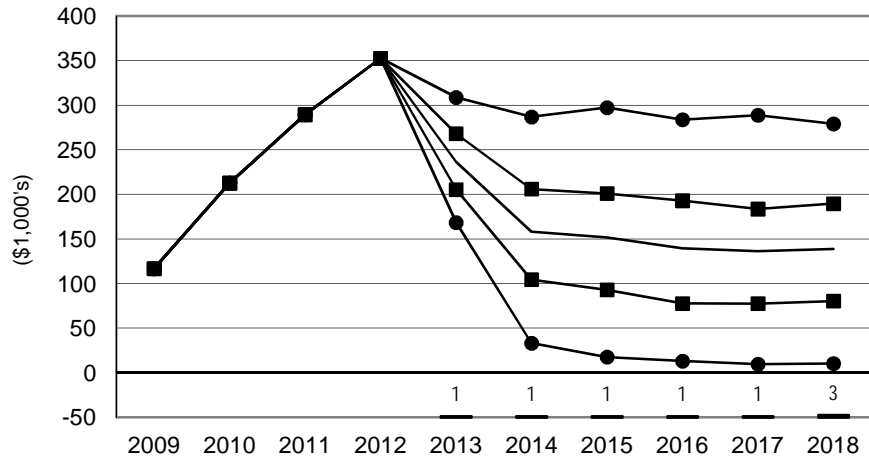
**COW5640 Large Colorado Wheat Farm**



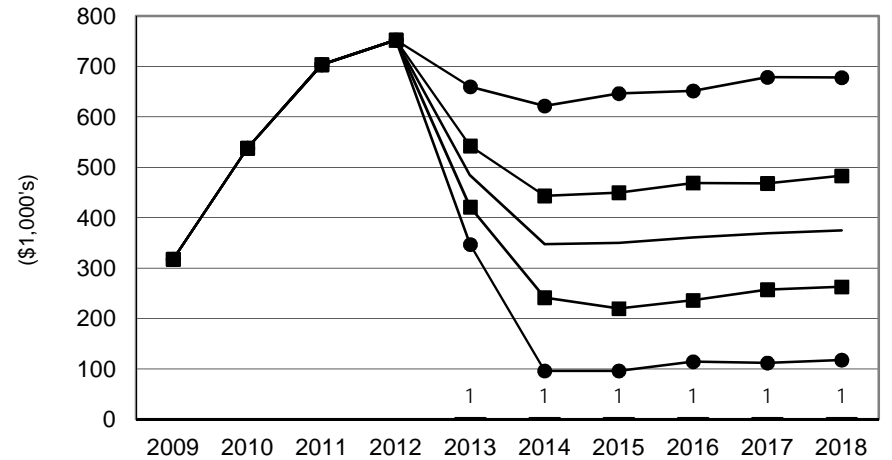
**Figure 16. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Wheat Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

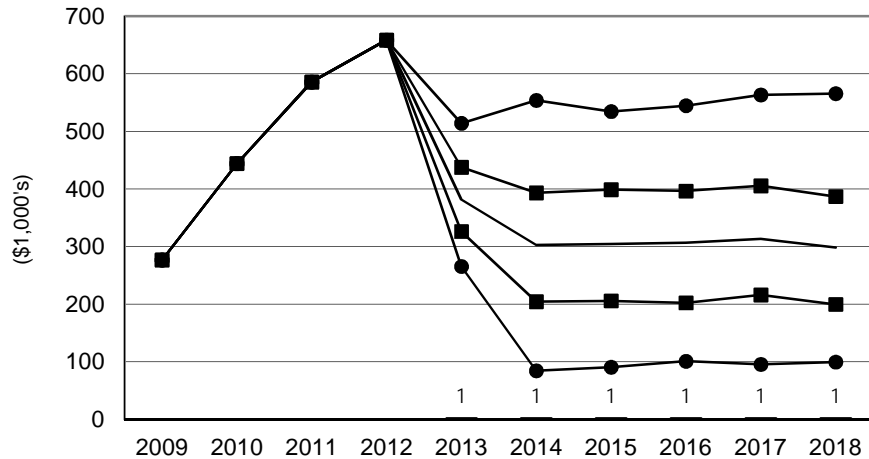
**KSCW2000 Central Kansas Wheat Farm**



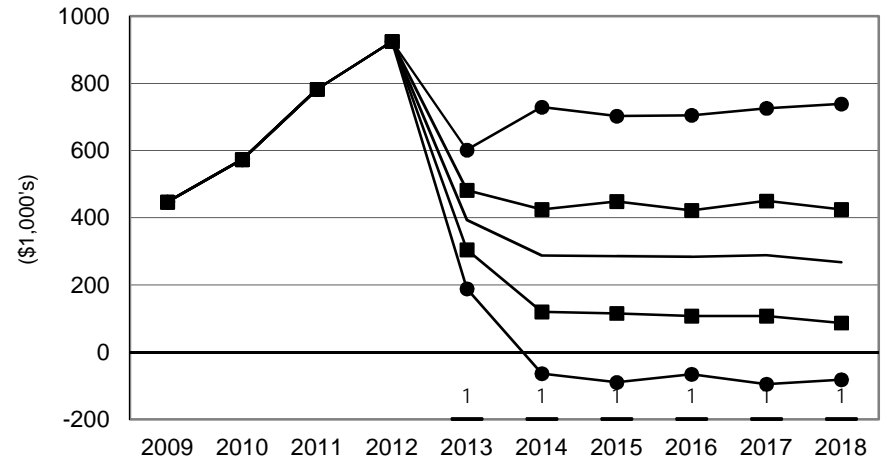
**KSCW4500 Large Central Kansas Wheat Farm**



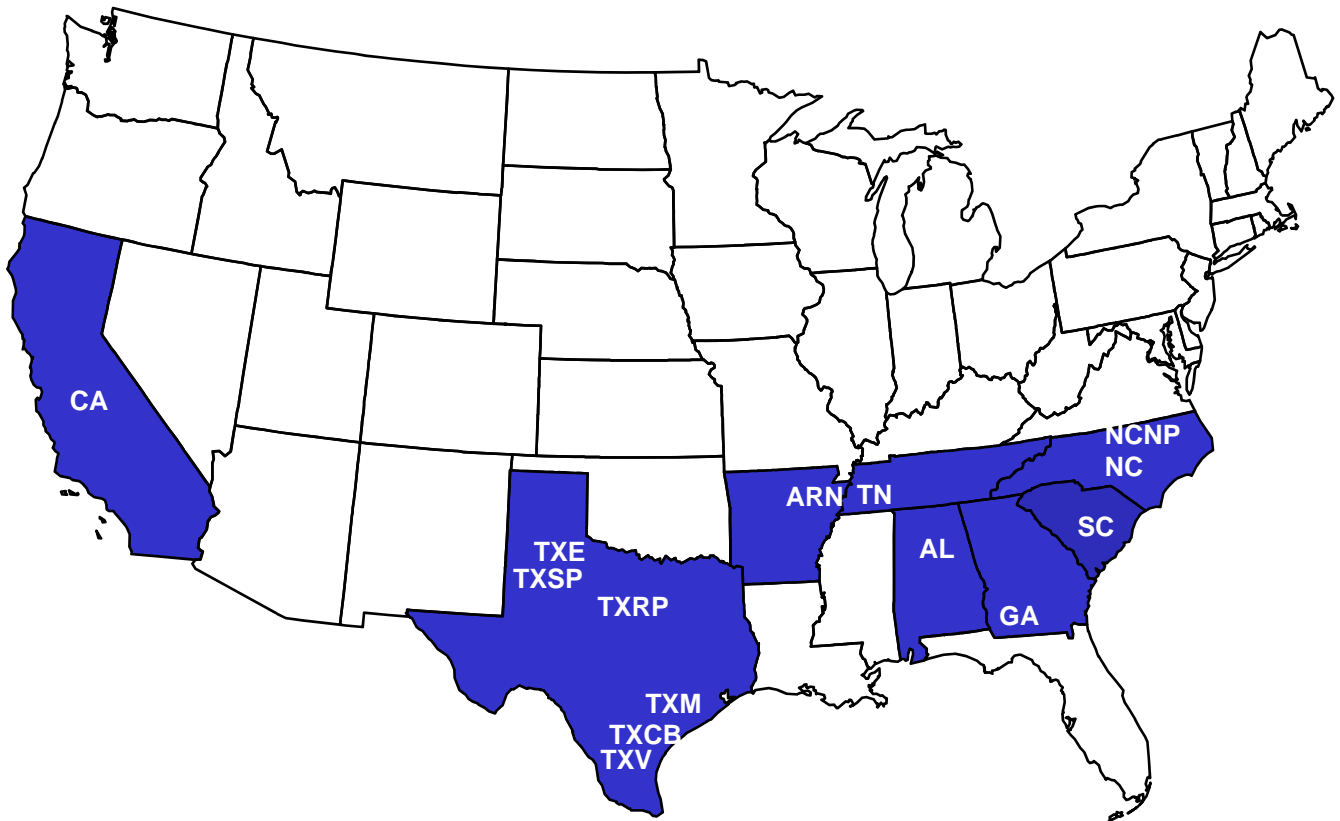
**KSNW4000 Northwest Kansas Wheat Farm**



**KSNW5500 Large Northwest Kansas Wheat Farm**



# Figure 17. Representative Farms Producing Cotton



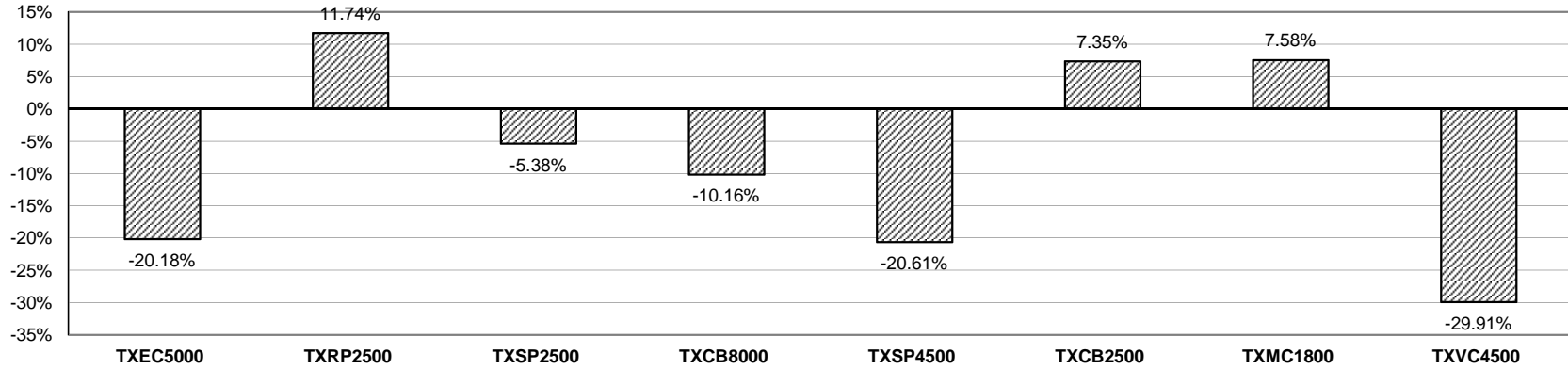




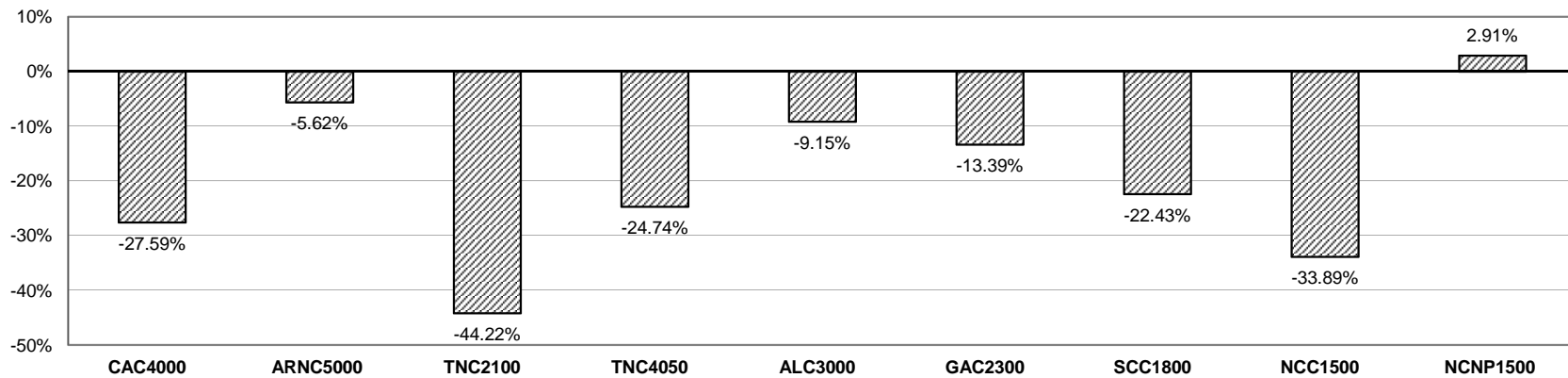


# Figure 18. Cotton Farms

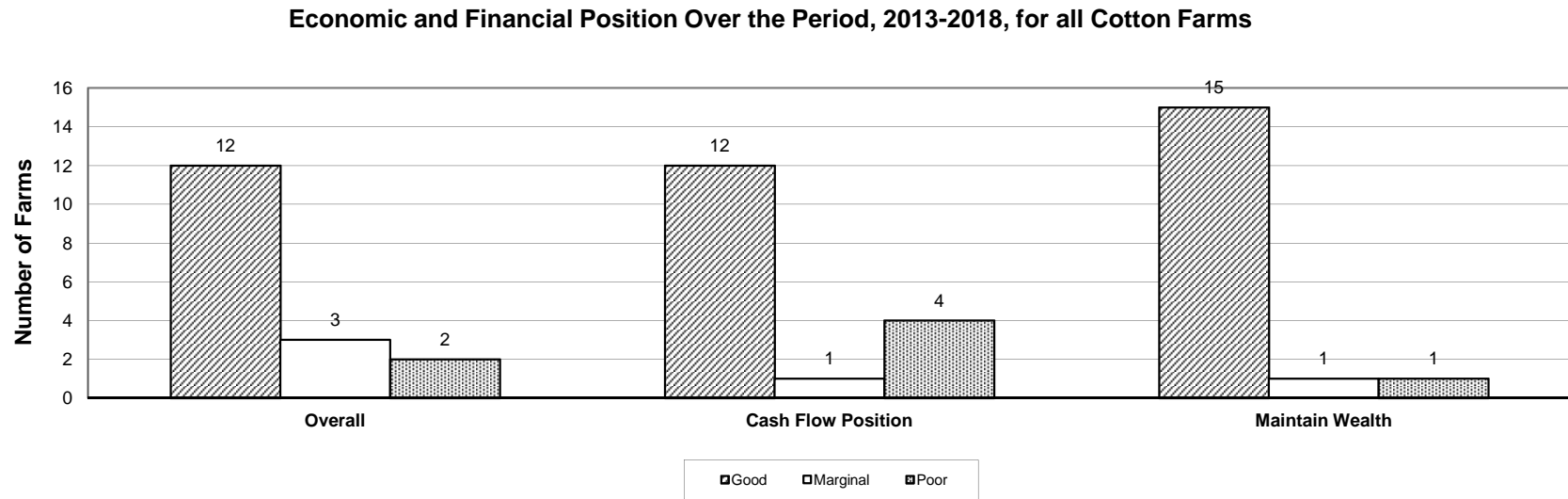
## Minimum Annual Percentage Change in Receipts, 2013-2018, Needed to Have a Zero Ending Cash Balance in 2018



## Minimum Annual Percentage Change in Receipts, 2013-2018, Needed to Have a Zero Ending Cash Balance in 2018



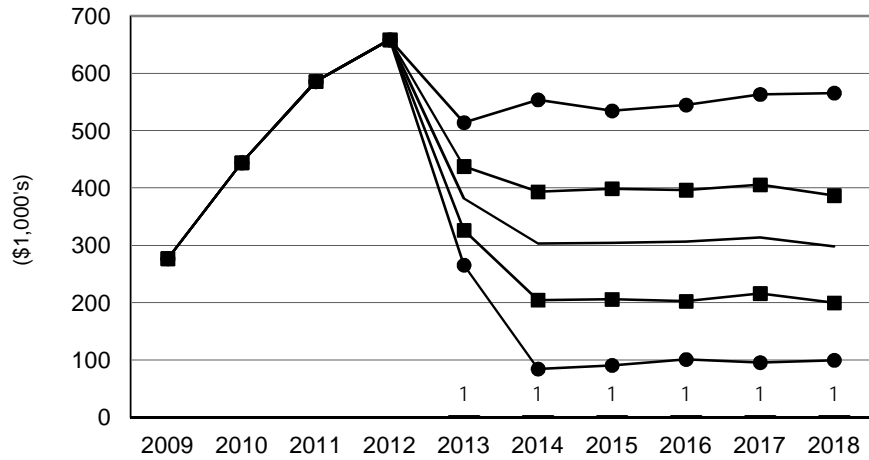
# Figure 19. Cotton Farms



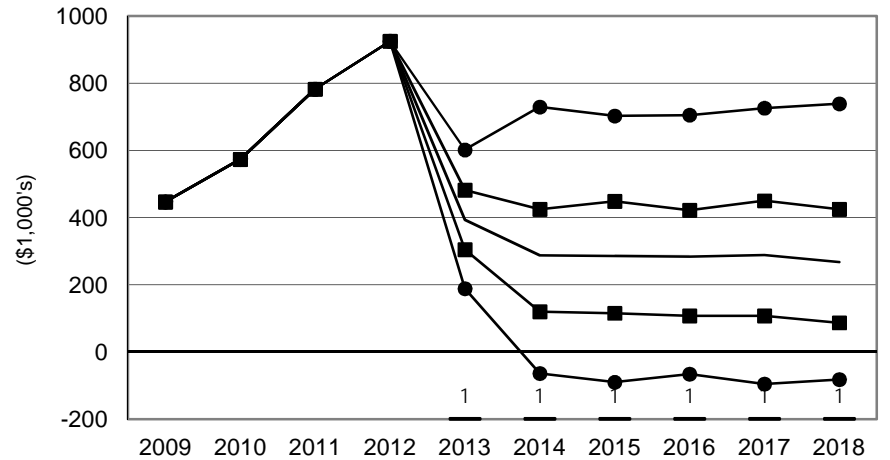
**Figure 20. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Cotton Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

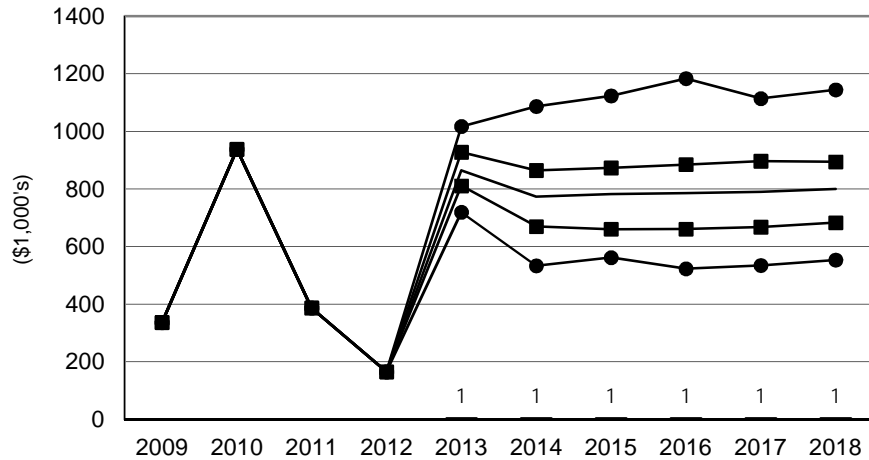
**TXEC5000 Texas Eastern Caprock Cotton Farm**



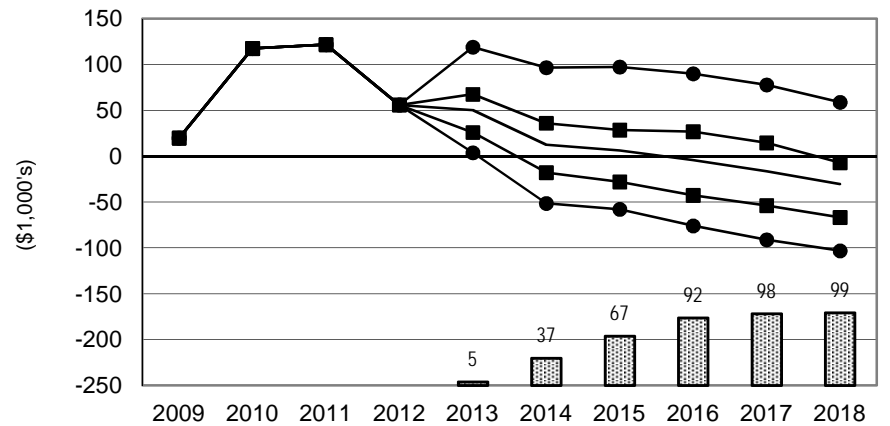
**TXRP2500 Texas Rolling Plains Cotton Farm**



**TXSP2500 Texas Southern Plains Cotton Farm**



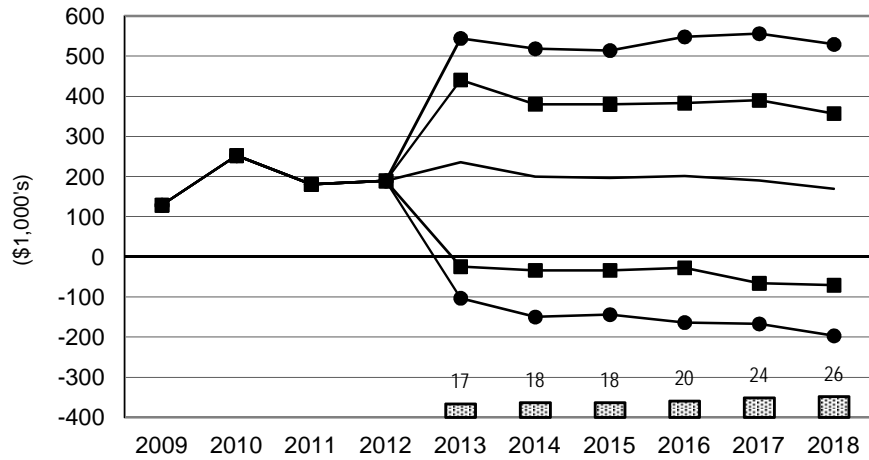
**TXSP4500 Large Texas Southern Plains Cotton Farm**



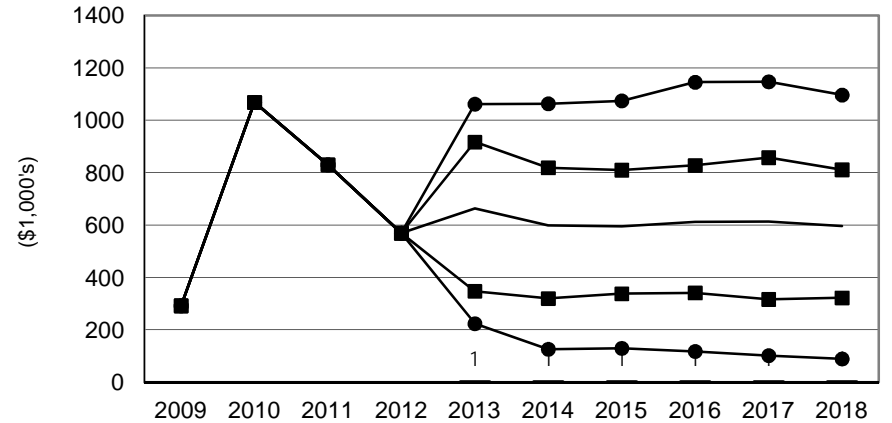
**Figure 21. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Cotton Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

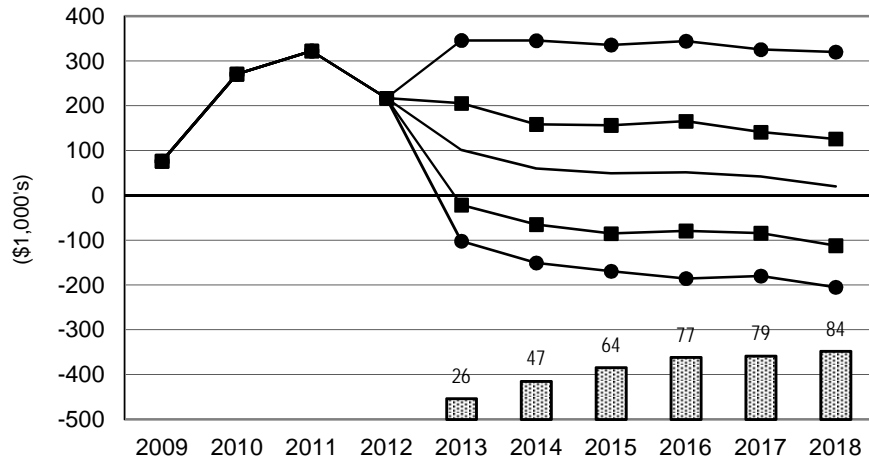
**TXCB2500 Texas Coastal Bend Cotton Farm**



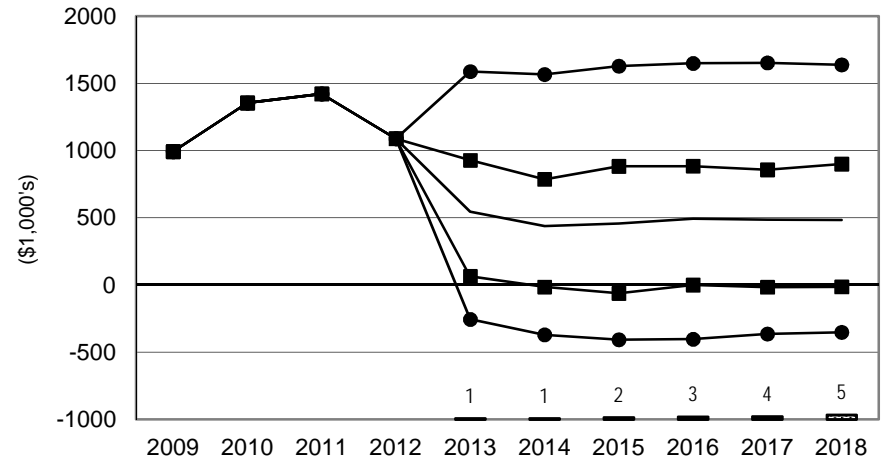
**TXCB8000 Large Texas Coastal Bend Cotton Farm**



**TXMC1800 Texas Mid-Coast Cotton Farm**



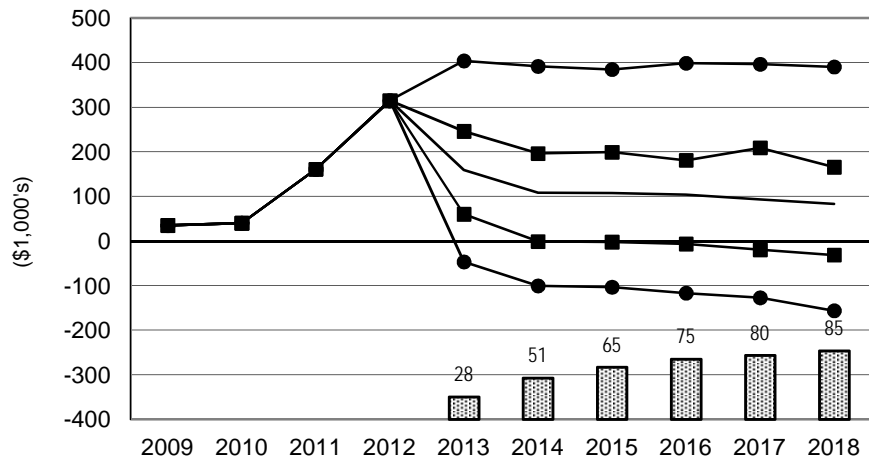
**TXVC4500 Texas Rio Grande Valley Cotton Farm**



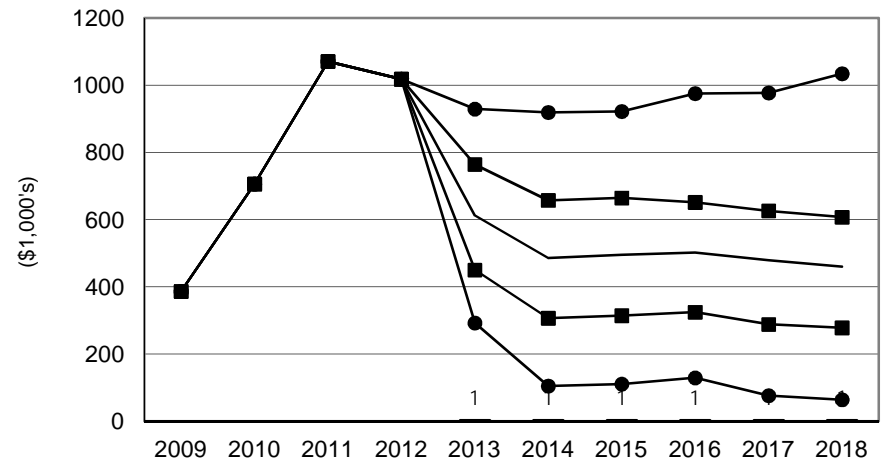
**Figure 22. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Cotton Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

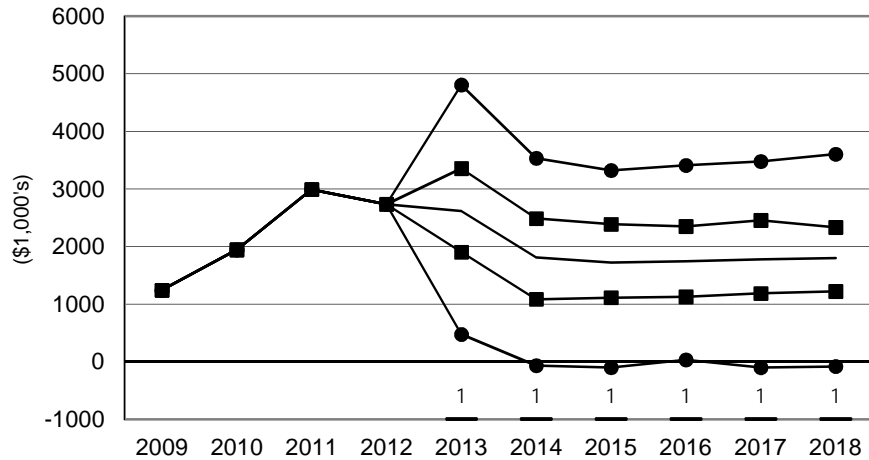
**CAC4000 California Cotton Farm**



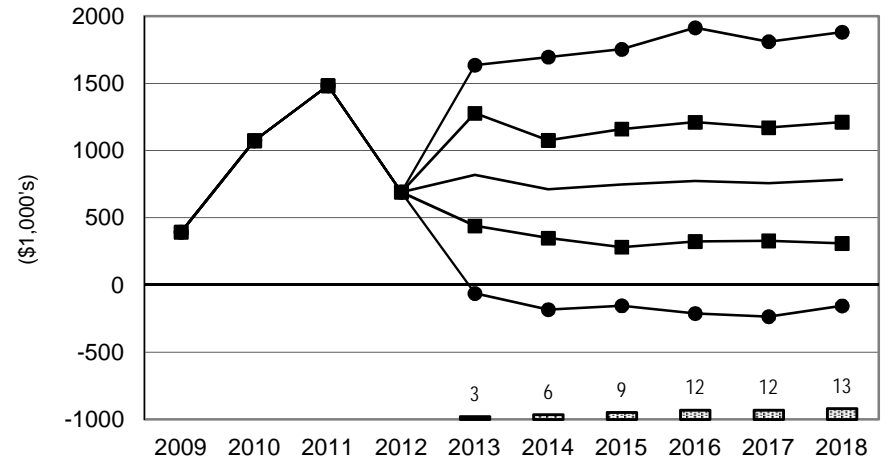
**ARNC5000 Large Northern Arkansas Cotton Farm**



**TNC2100 Tennessee Cotton Farm**



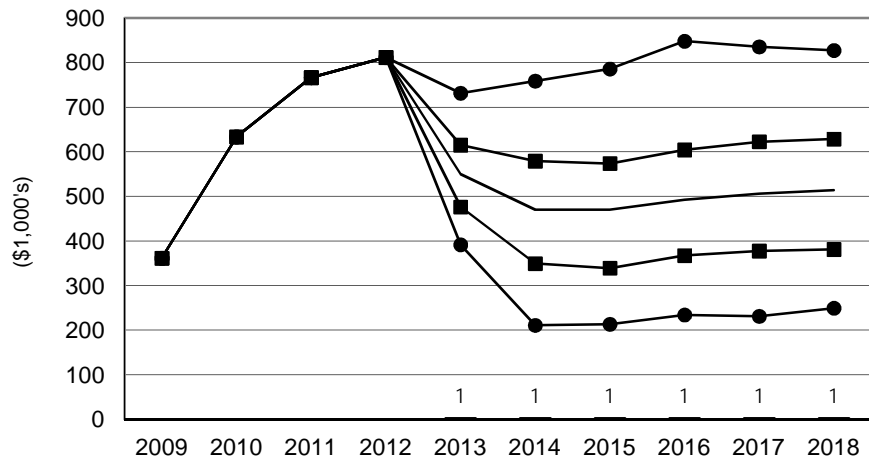
**TNC4050 Large Tennessee Cotton Farm**



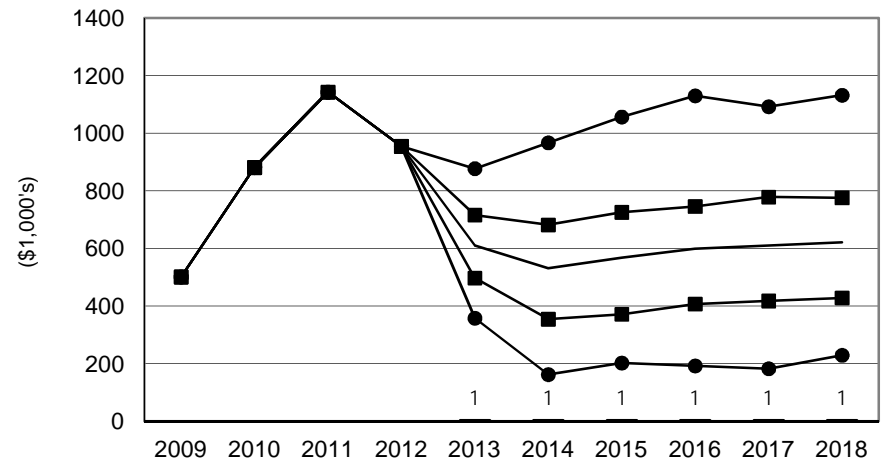
**Figure 23. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Cotton Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

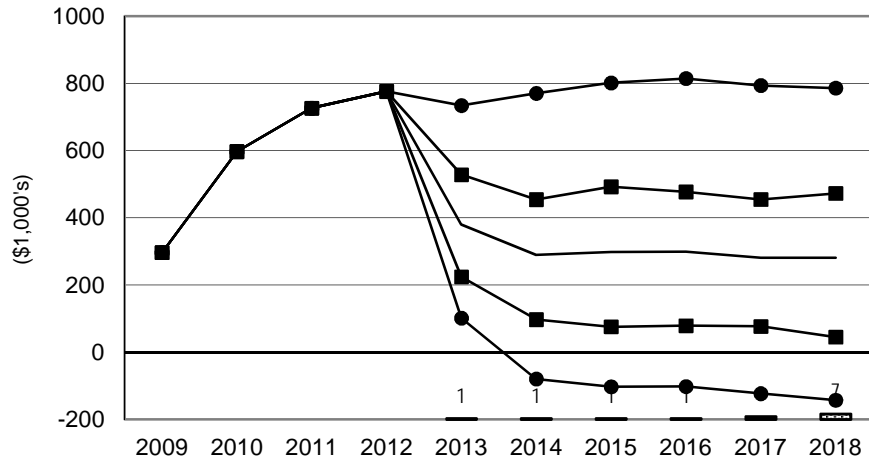
**ALC3000 Alabama Cotton Farm**



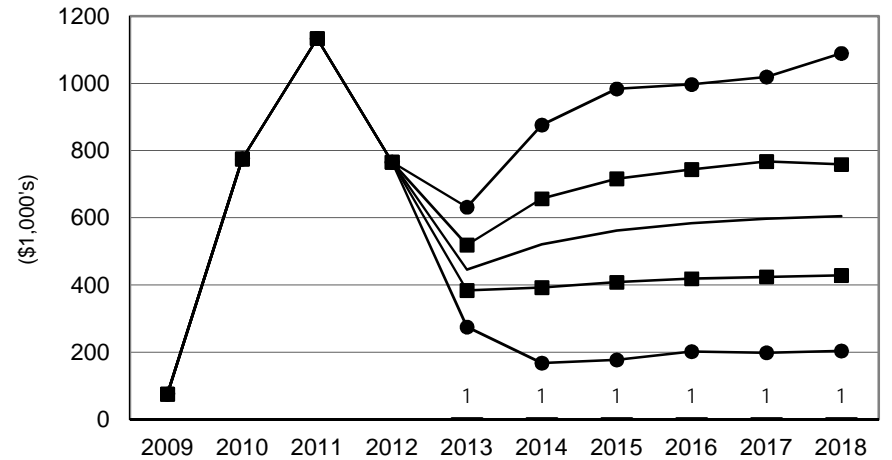
**GAC2300 Georgia Cotton Farm**



**SCC1800 South Carolina Cotton Farm**



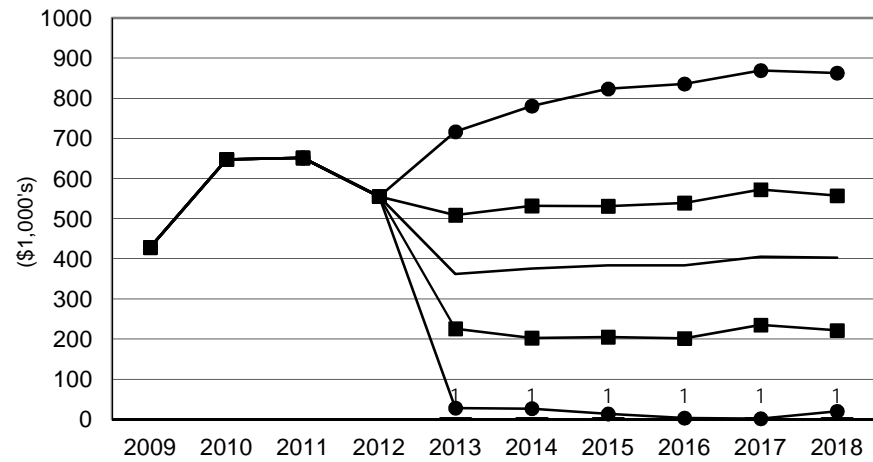
**NCC1500 North Carolina Cotton Farm**



**Figure 24. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Cotton Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

**NCNP1500 North Carolina Northern Peanut Farm**





# Figure 25. Representative Farms Producing Rice

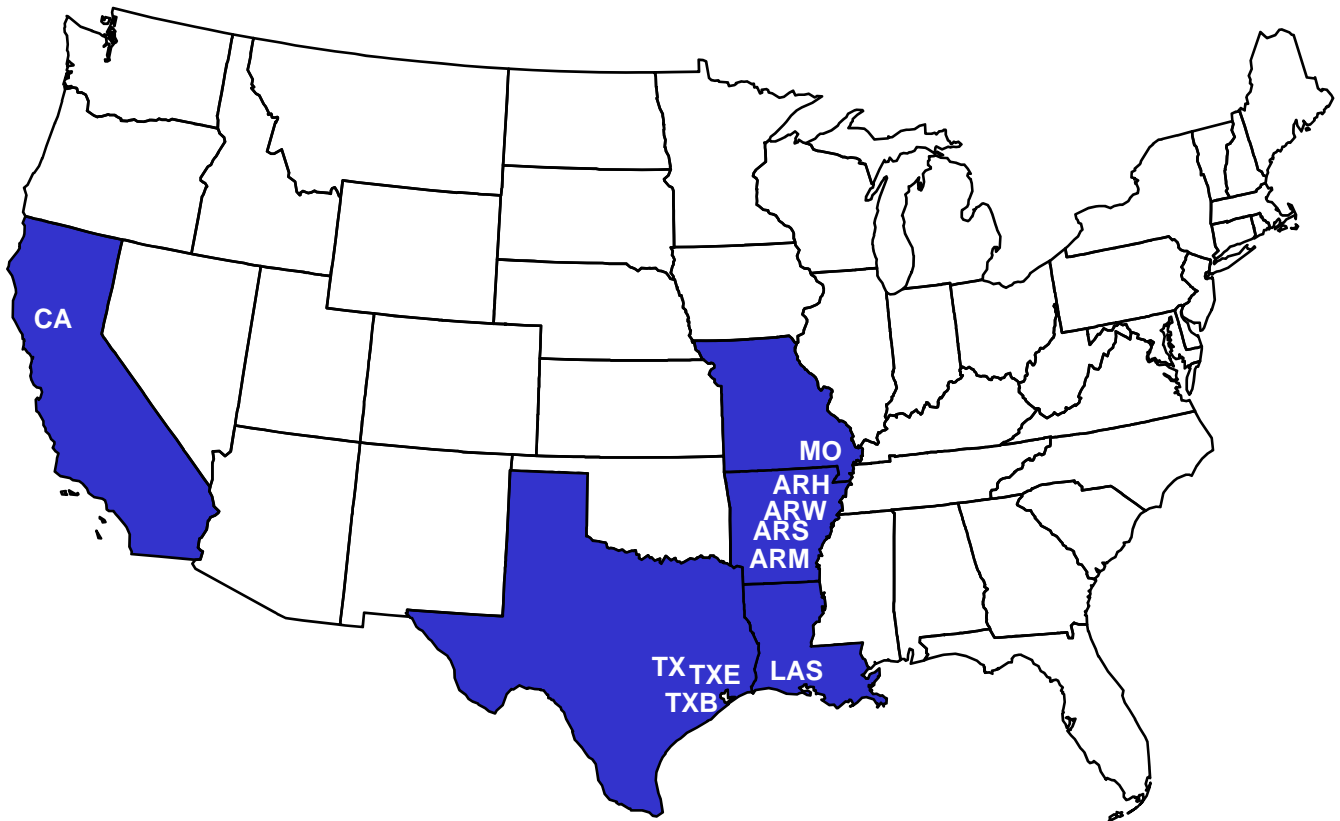


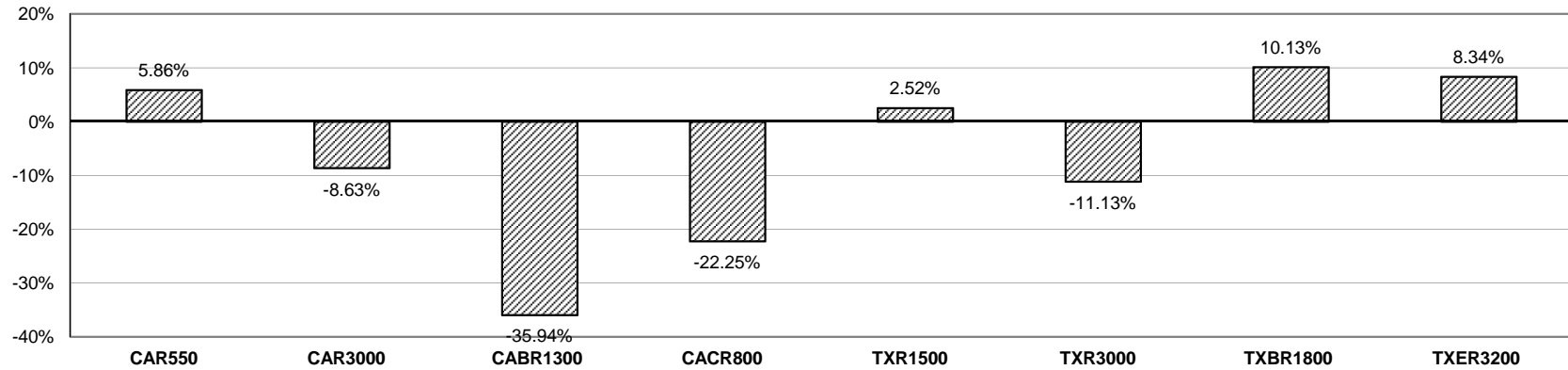


Table 11. Implications of the December 2013 FAPRI Baseline on the Economic Viability of Representative Farms Primarily Producing Rice.

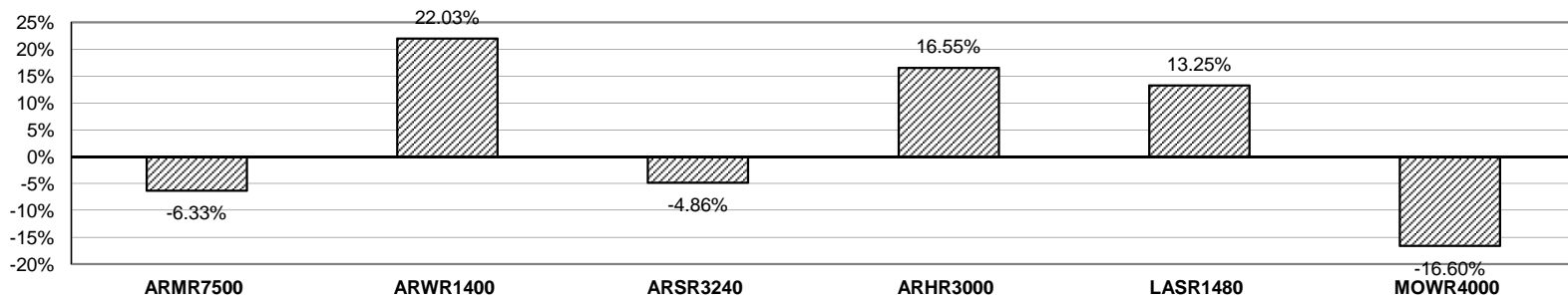
	LASR1480	ARMR7500	ARSR3240	ARWR1400	ARHR3000	MOWR4000
<b>Overall Financial Position</b>						
2013-2018 Ranking	Poor	Marginal	Good	Poor	Poor	Good
<b>Change Real Net Worth (%)</b>						
2013-2018 Average	-7.19	1.34	2.01	-3.42	-2.14	3.50
<b>NIA to Maintain Real Net Worth (%/Rec.)</b>						
	8.12	-4.75	-8.14	6.59	2.18	-25.99
<b>NIA for Zero Ending Cash Balance (%/Rec.)</b>						
	13.25	-6.33	-4.86	22.03	16.55	-16.60
<b>Govt Payments/Receipts (%)</b>						
2013-2018 Average	6.24	4.03	7.97	7.71	7.08	5.21
<b>Cost to Receipts Ratio (%)</b>						
2013-2018 Average	99.77	87.88	84.23	99.93	95.66	75.42
<b>Total Cash Receipts (\$1000)</b>						
2009	898.55	4,885.45	1,916.93	980.60	2,261.30	2,875.18
2010	809.27	5,516.99	1,902.76	956.87	2,113.01	2,849.93
2011	1,026.91	6,334.31	2,157.67	1,084.56	2,374.73	3,216.27
2012	1,082.16	6,601.44	2,299.41	1,153.93	2,608.69	3,485.26
2013	1,078.34	5,850.79	2,239.00	1,122.72	2,554.63	3,378.14
2014	983.07	5,376.52	2,015.69	1,008.35	2,315.81	3,029.27
2015	935.61	5,302.47	1,930.27	959.14	2,196.03	2,887.22
2016	954.64	5,434.09	1,968.03	979.36	2,239.87	2,967.26
2017	961.92	5,520.44	1,983.32	987.91	2,254.10	2,979.14
2018	978.30	5,613.73	2,011.81	1,002.27	2,295.62	3,038.26
2013-2018 Average	981.98	5,516.34	2,024.69	1,009.96	2,309.34	3,046.55
<b>Government Payments (\$1000)</b>						
2009	58.82	187.66	151.88	72.65	158.41	160.00
2010	58.82	160.00	151.88	72.65	158.41	160.00
2011	58.82	160.00	151.88	72.65	158.41	160.00
2012	60.02	160.00	154.98	74.14	160.00	160.00
2013	60.02	180.80	154.98	74.14	160.00	159.68
2014	60.02	213.57	154.98	74.14	160.00	152.00
2015	60.02	223.83	154.98	74.14	160.00	143.68
2016	60.02	229.31	154.98	74.14	160.00	155.20
2017	60.02	222.02	154.98	74.14	160.00	157.44
2018	60.02	218.84	154.98	74.14	160.00	158.72
2013-2018 Average	60.02	214.73	154.98	74.14	160.00	154.45
<b>Net Cash Farm Income (\$1000)</b>						
2009	146.39	871.09	556.31	222.52	514.14	879.39
2010	30.86	1,368.43	490.65	167.08	304.58	819.49
2011	118.94	1,647.75	527.25	191.91	311.86	945.85
2012	152.64	1,827.09	627.47	230.10	483.31	1,198.95
2013	145.52	1,104.87	588.19	208.49	448.55	1,150.01
2014	68.01	732.03	414.82	95.51	247.09	861.97
2015	10.43	670.83	349.58	39.71	111.13	699.37
2016	-2.59	688.27	326.75	13.68	67.89	730.01
2017	-38.36	694.69	322.67	-21.52	11.30	710.50
2018	-55.73	634.48	292.57	-43.12	-9.11	751.72
2013-2018 Average	21.21	754.20	382.43	48.79	146.14	817.26
<b>Ending Cash Reserves (\$1000)</b>						
2009	63.05	364.94	311.89	67.64	121.66	463.72
2010	-13.28	1,040.37	473.65	10.16	-27.57	811.07
2011	-9.19	1,751.73	537.52	-22.49	-269.70	1,139.06
2012	37.40	2,777.91	733.02	6.79	-210.66	1,764.36
2013	48.72	3,075.57	813.00	-7.28	-254.29	2,241.95
2014	-25.08	2,971.68	753.37	-171.18	-463.82	2,556.03
2015	-178.54	2,811.12	668.79	-387.59	-811.60	2,702.89
2016	-350.62	2,580.75	642.52	-718.61	-1,215.73	2,816.74
2017	-605.14	2,414.51	601.68	-1,002.94	-1,690.60	2,856.98
2018	-834.96	2,169.00	556.15	-1,334.29	-2,213.27	2,837.60
<b>Nominal Net Worth (\$1000)</b>						
2009	1,282.49	6,631.24	2,903.71	2,380.94	4,708.30	9,398.89
2010	1,229.29	7,511.66	3,213.81	2,449.78	4,821.19	10,248.00
2011	1,272.38	8,660.48	3,573.50	2,604.41	5,036.57	11,556.93
2012	1,344.23	9,951.96	4,062.07	2,809.60	5,339.62	13,242.98
2013	1,409.08	10,643.86	4,459.23	2,986.84	5,981.59	14,825.81
2014	1,367.99	10,907.40	4,662.39	2,946.94	6,073.23	15,743.83
2015	1,271.70	11,094.46	4,769.01	2,872.42	5,967.51	16,335.59
2016	1,139.54	11,203.12	4,905.54	2,727.85	5,789.42	16,927.87
2017	954.51	11,443.96	4,992.11	2,592.44	5,531.14	17,483.26
2018	808.37	11,556.49	5,024.29	2,392.88	5,240.56	18,019.65
<b>Prob. of Negative Ending Cash (%)</b>						
2010	99	1	1	1	75	1
2011	99	1	1	99	89	1
2012	3	1	2	6	81	1
2013	21	1	4	29	82	1
2014	55	1	7	81	89	1
2015	83	2	8	95	96	1
2016	96	4	11	99	99	1
2017	99	7	15	99	99	1
2018	99	11	20	99	99	1
<b>Prob. of Decreasing Real Net Worth Over 2009-2018 (%)</b>						
	1	1	1	1	1	1

# Figure 26. Rice Farms

## Minimum Annual Percentage Change in Receipts, 2013-2018, Needed to Have a Zero Ending Cash Balance in 2018

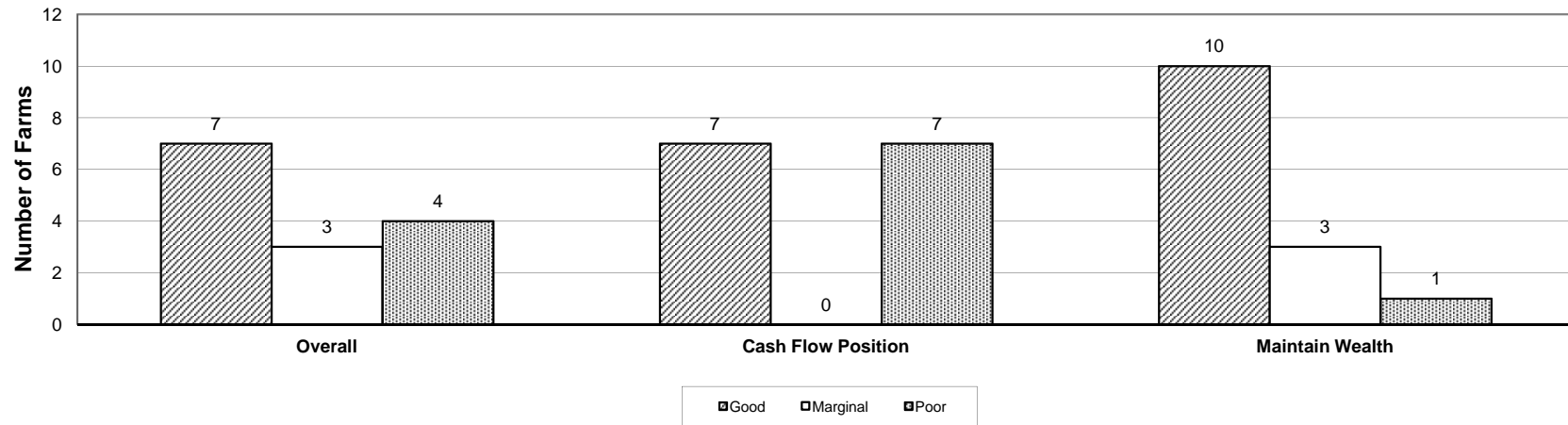


## Minimum Annual Percentage Change in Receipts, 2013-2018, Needed to Have a Zero Ending Cash Balance in 2018



# Figure 27. Rice Farms

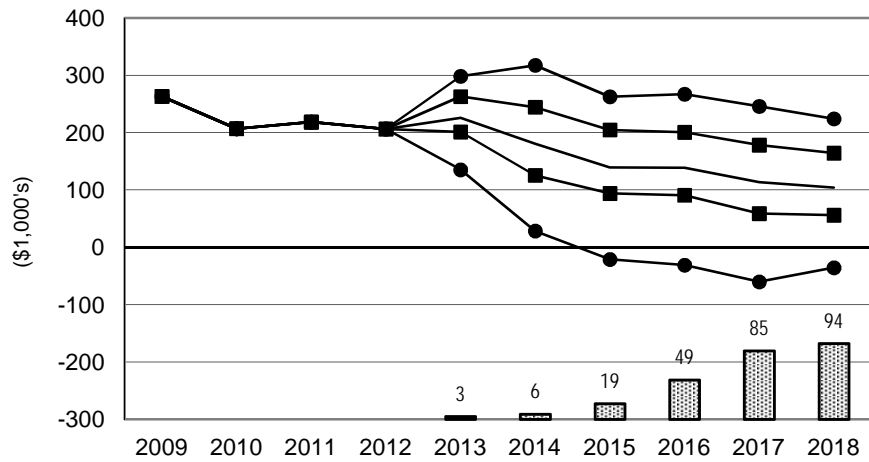
## Economic and Financial Position Over the Period, 2013-2018, for all Rice Farms



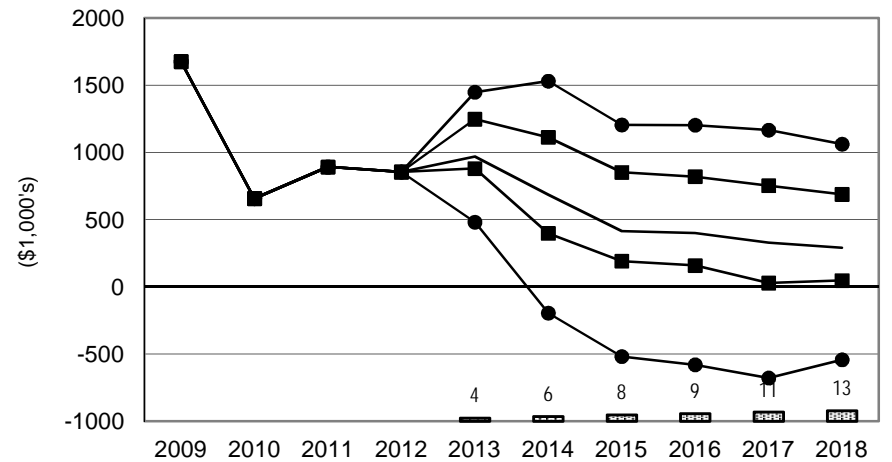
**Figure 28. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Rice Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

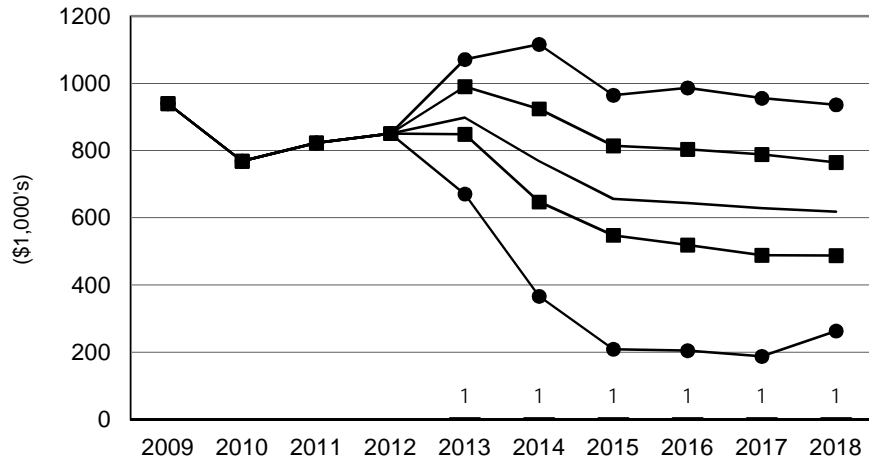
**CAR550 California Rice Farm**



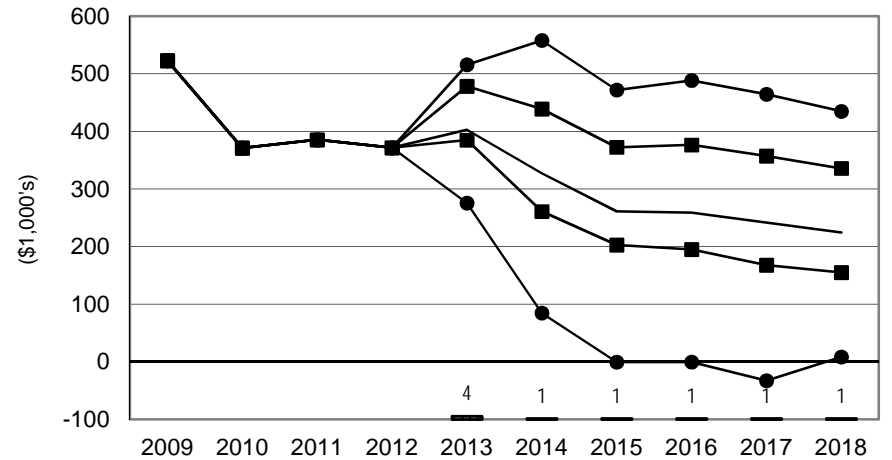
**CAR3000 Large California Rice Farm**



**CABR1300 California Rice Farm**



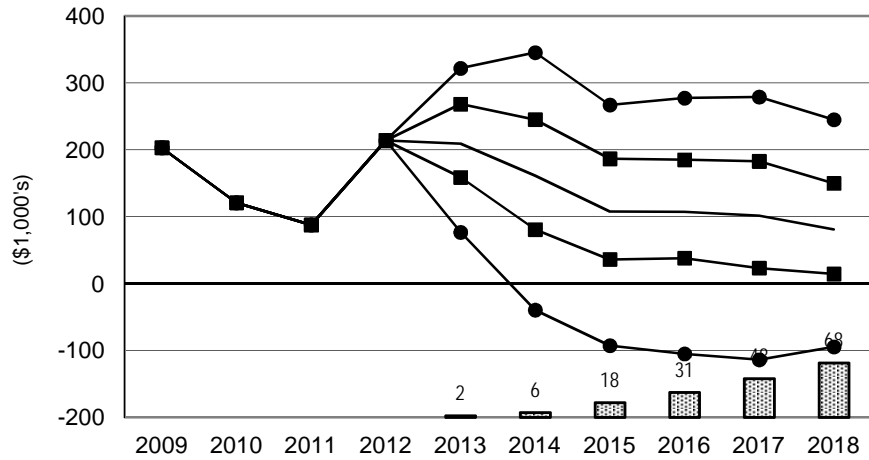
**CACR800 California Rice Farm**



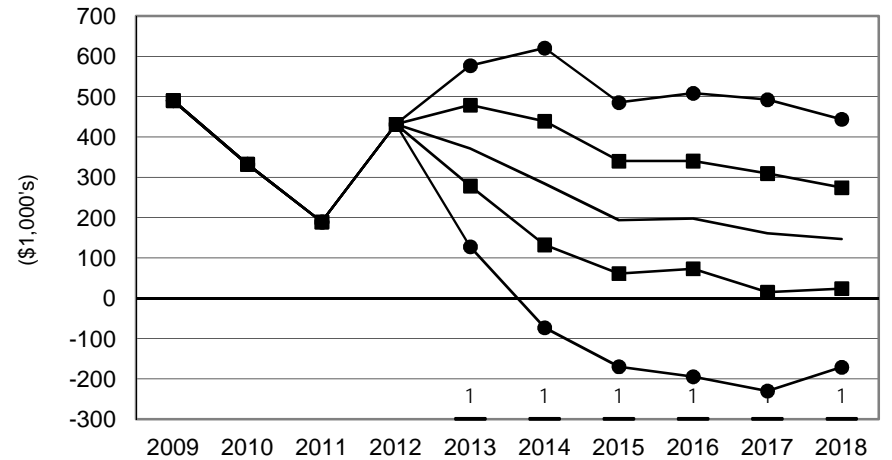
**Figure 29. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Rice Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

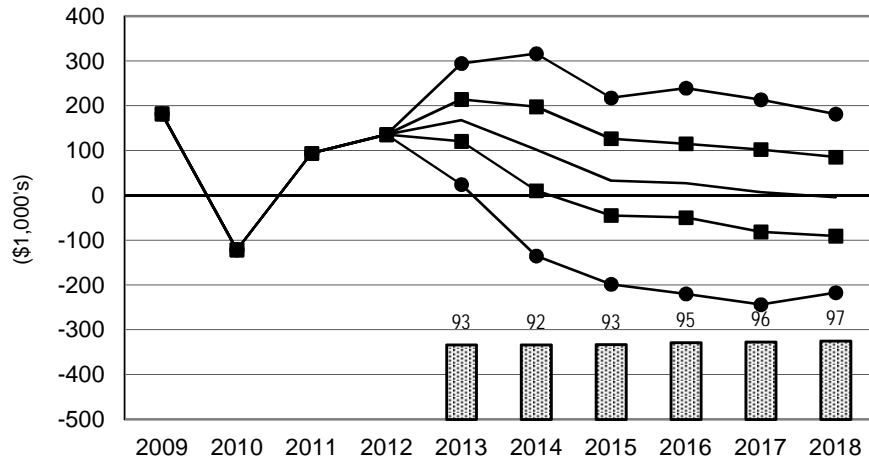
**TXR1500 Texas Rice Farm**



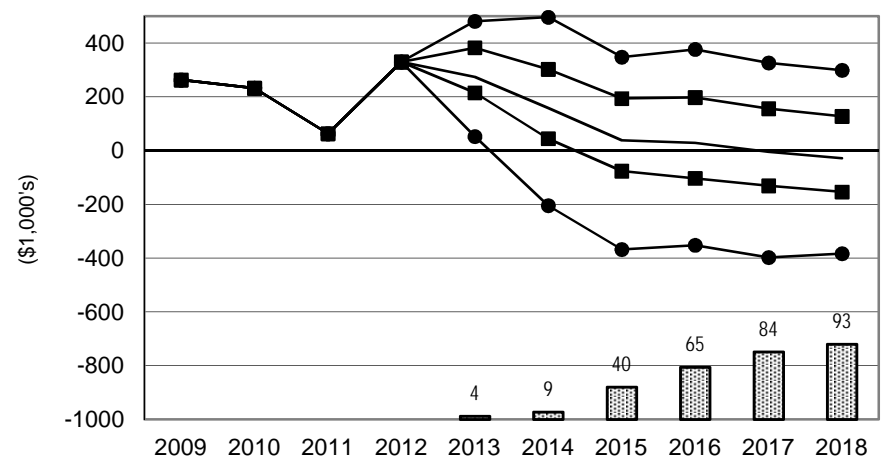
**TXR3000 Large Texas Rice Farm**



**TXBR1800 Texas Bay City Rice Farm**



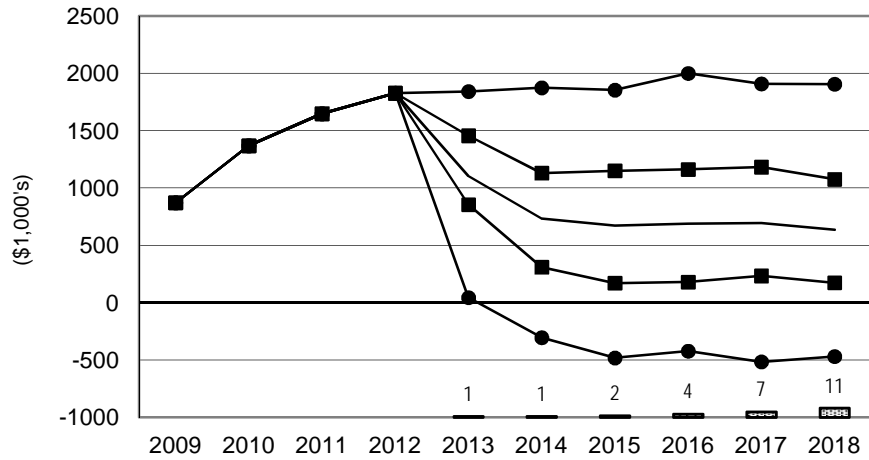
**TXER3200 Texas El Campo Rice Farm**



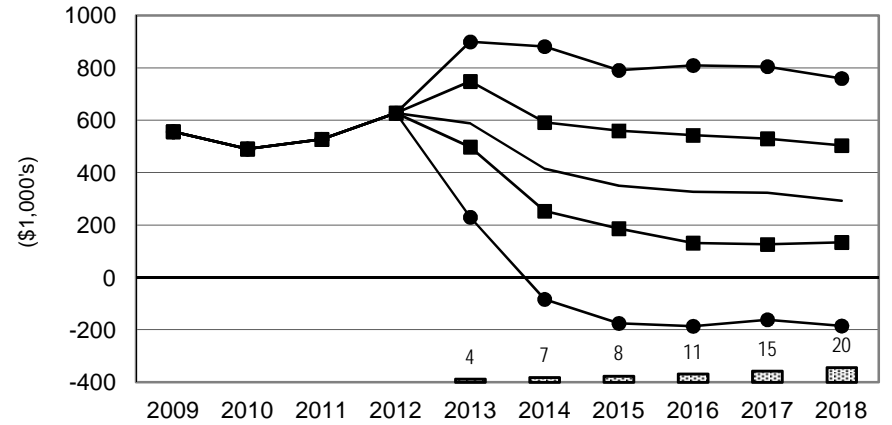
**Figure 30. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Rice Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

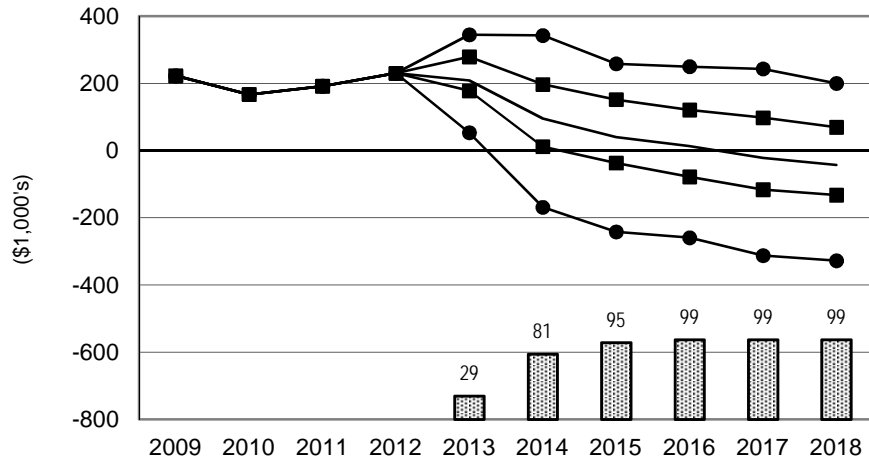
**ARMR7500 Southeast Arkansas Rice Farm**



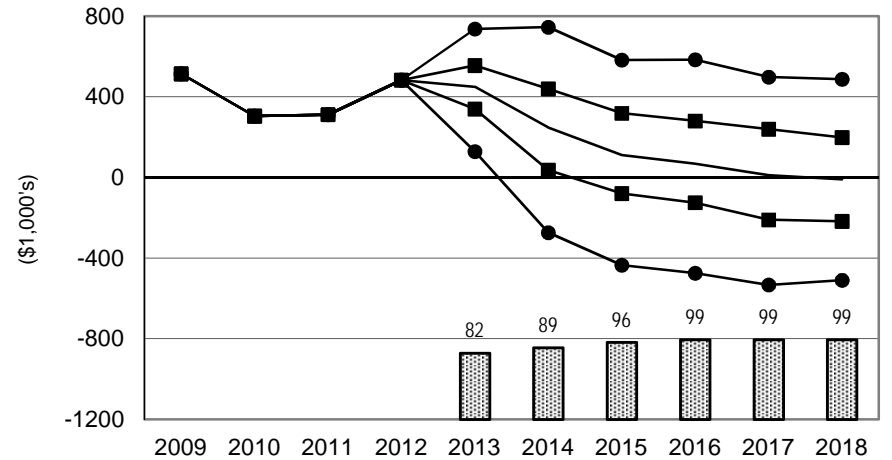
**ARSR3240 Large East Central Arkansas Rice Farm**



**ARWR1400 East Central Arkansas Rice Farm**



**ARHR3000 Northeast Arkansas Rice Farm**

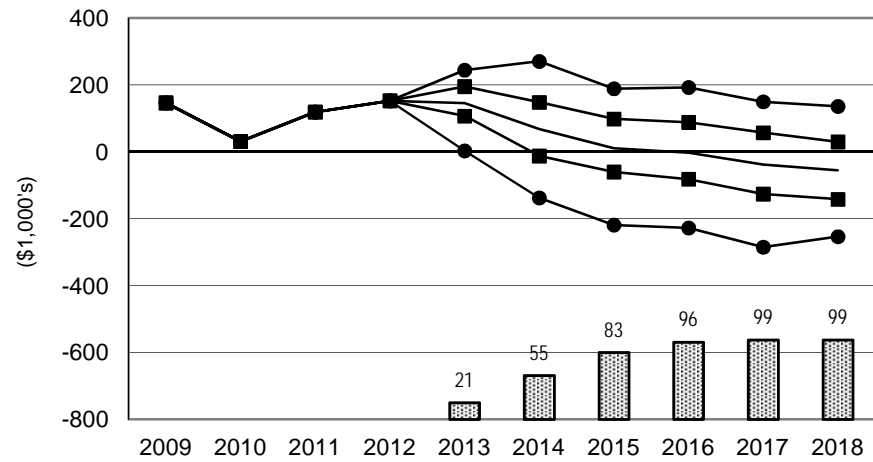




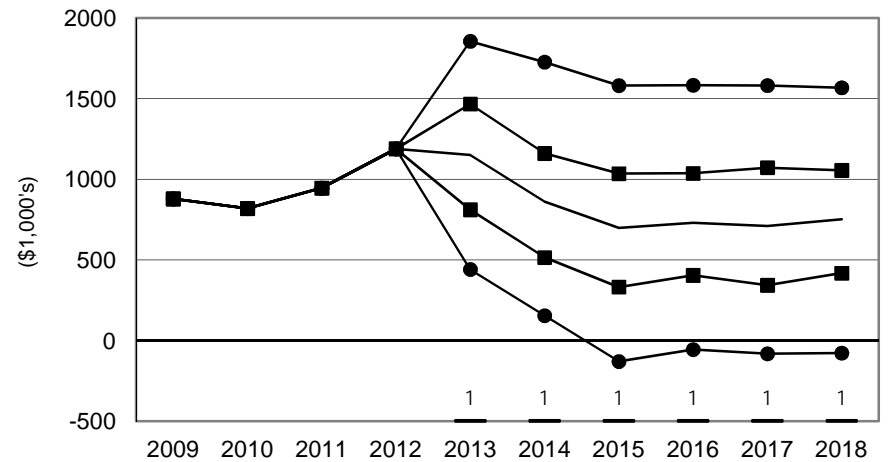
**Figure 31. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Rice Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

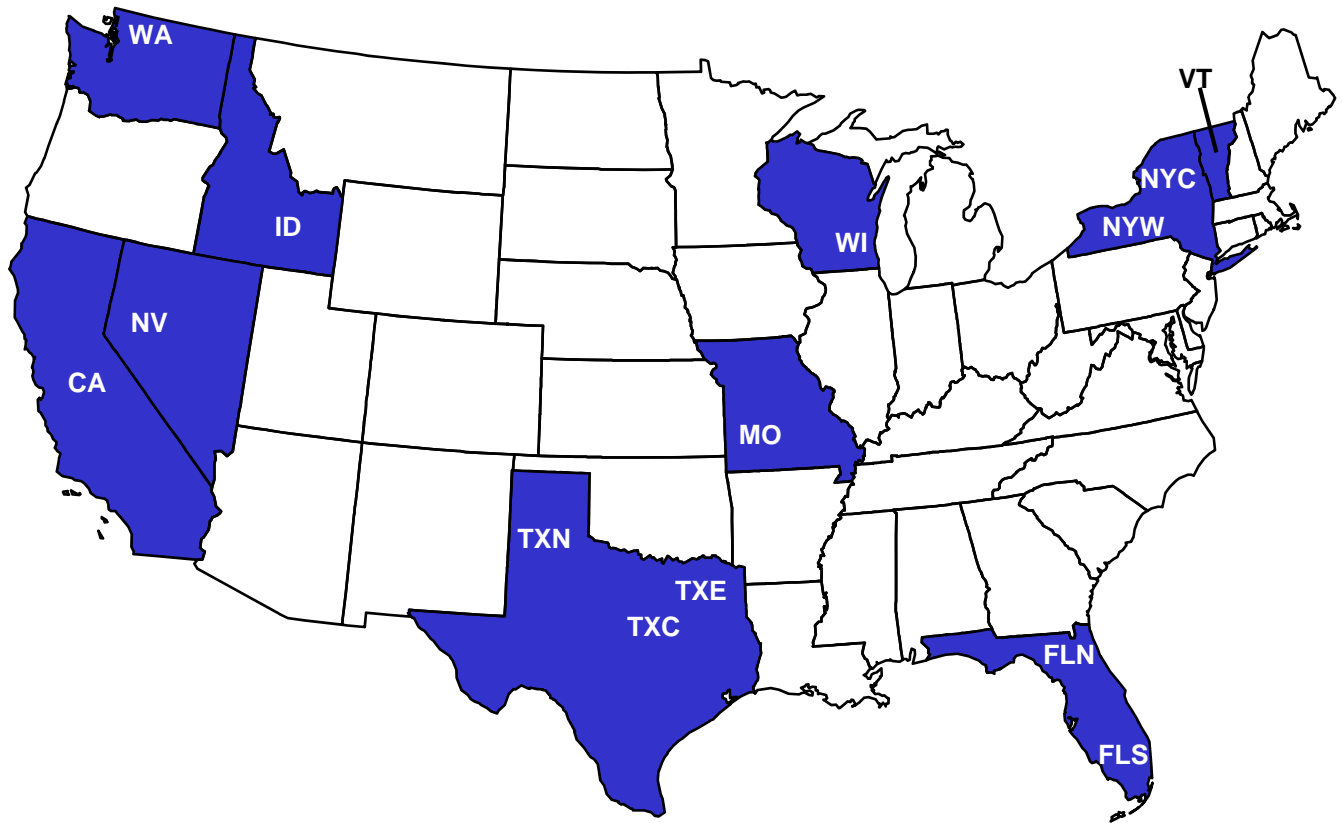
**LASR1480 Southwest Louisiana Rice Farm**



**MOWR4000 Missouri Rice Farm**



# Figure 32. Representative Farms Producing Milk

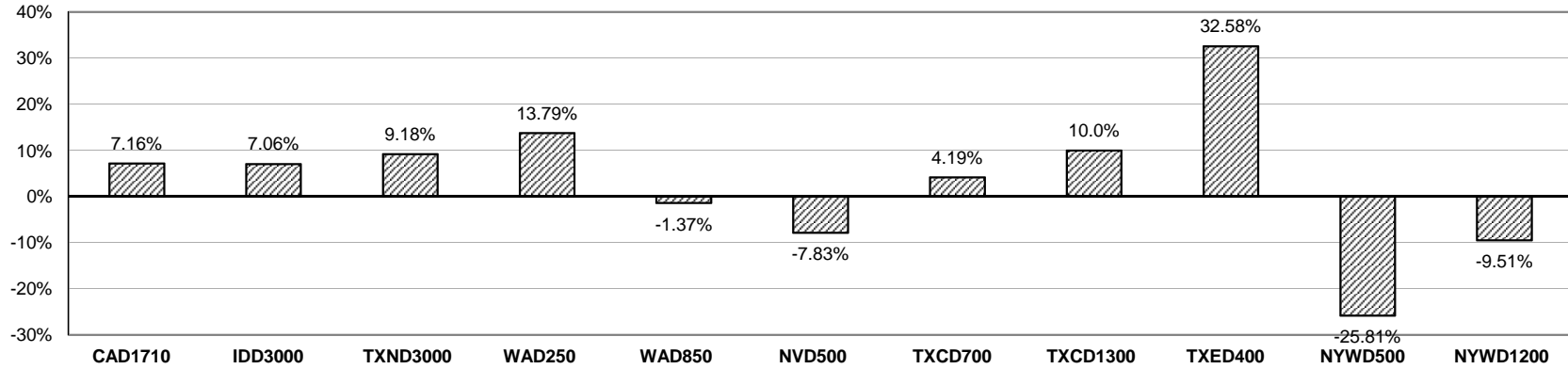




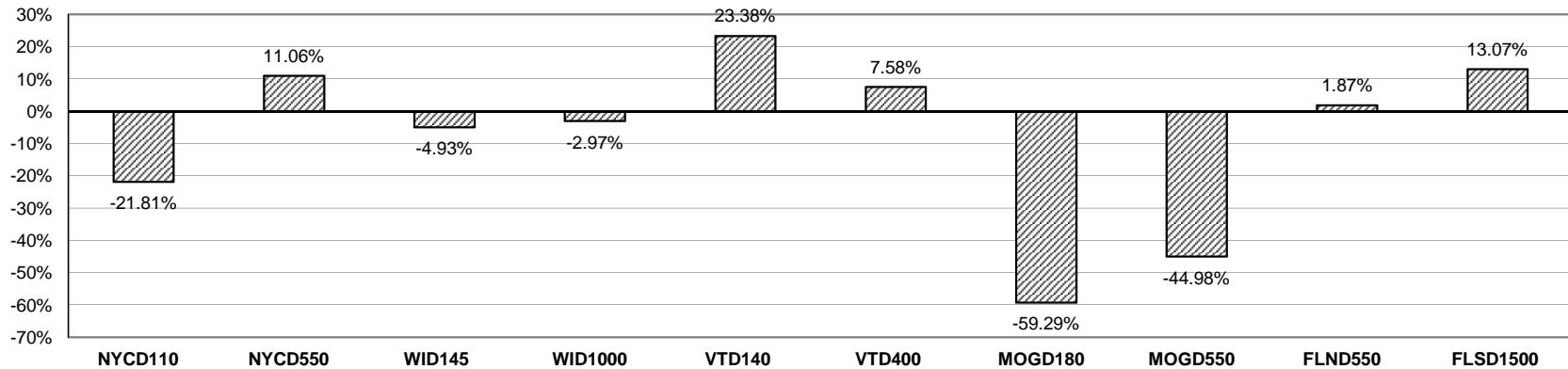


# Figure 33. Dairy Farms

## Minimum Annual Percentage Change in Receipts, 2013-2018, Needed to Have a Zero Ending Cash Balance in 2018

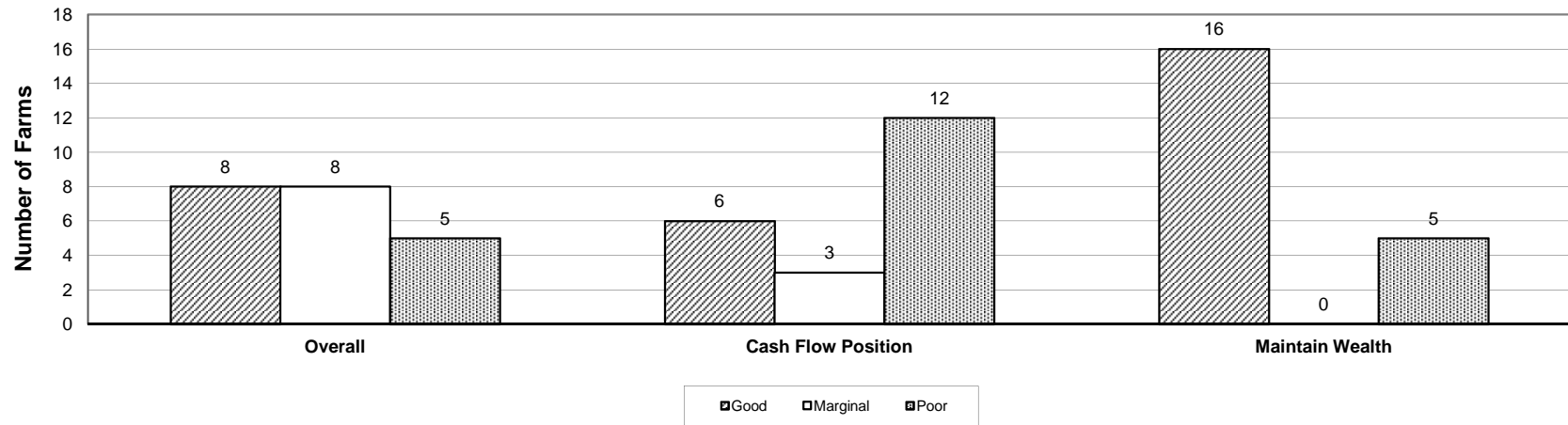


## Minimum Annual Percentage Change in Receipts, 2013-2018, Needed to Have a Zero Ending Cash Balance in 2018



# Figure 34. Dairy Farms

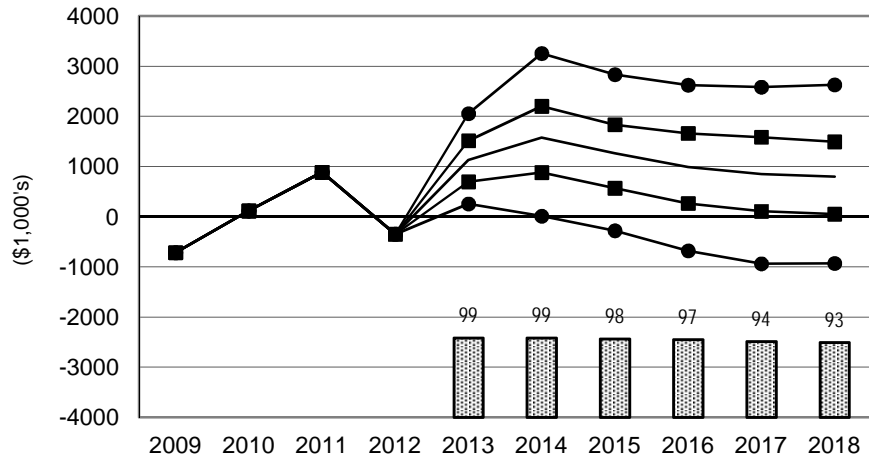
Economic and Financial Position Over the Period, 2013-2018, for all Dairy Farms



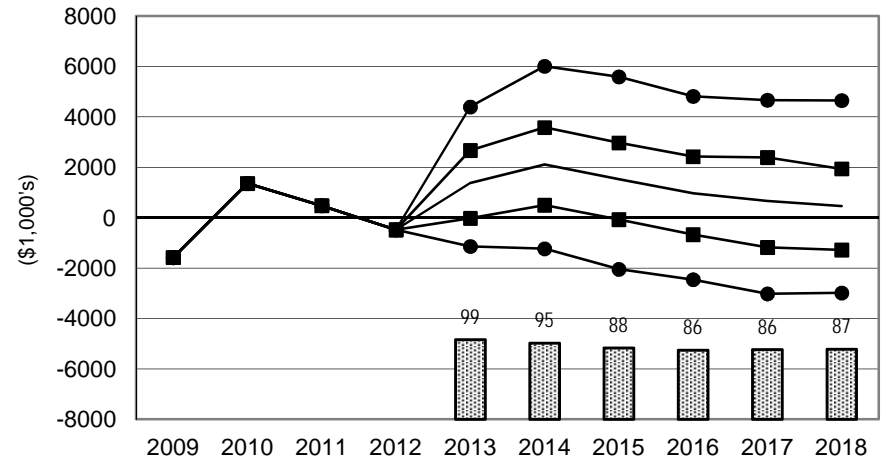
**Figure 35. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Dairy Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

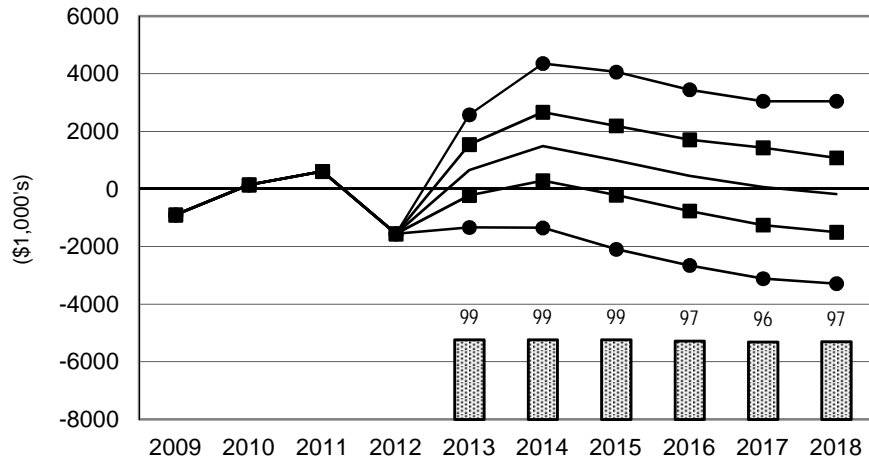
**CAD1710 California Dairy Farm**



**IDD3000 Idaho Dairy Farm**



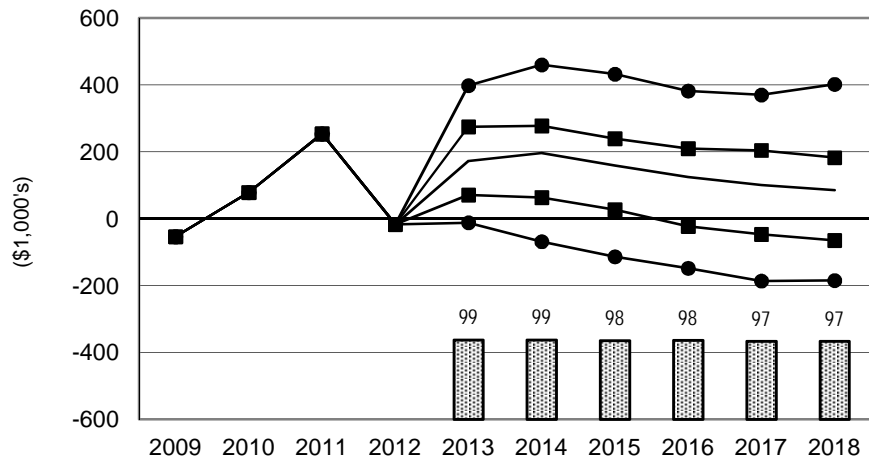
**TXND3000 North Texas Dairy Farm**



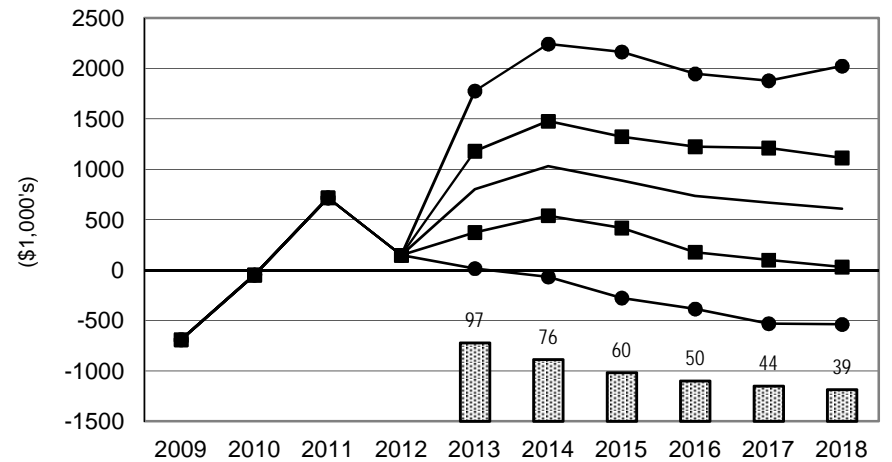
**Figure 36. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Dairy Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

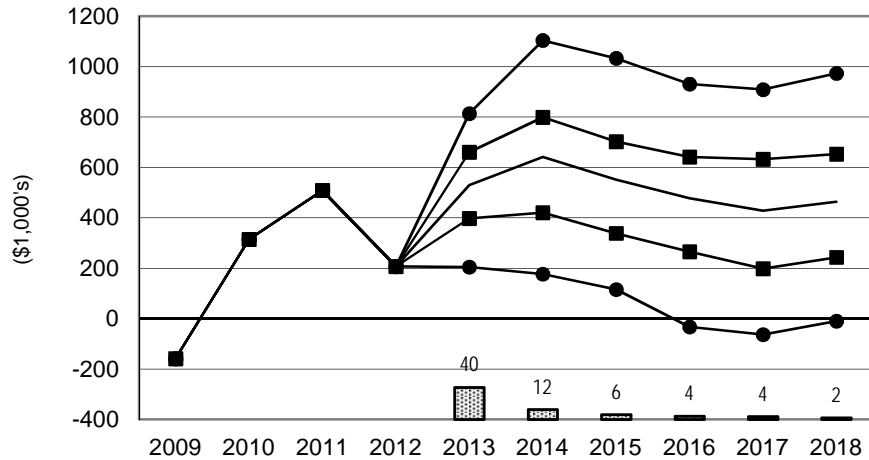
**WAD250 Washington Dairy Farm**



**WAD850 Large Washington Dairy Farm**



**NVD500 Nevada Dairy Farm**

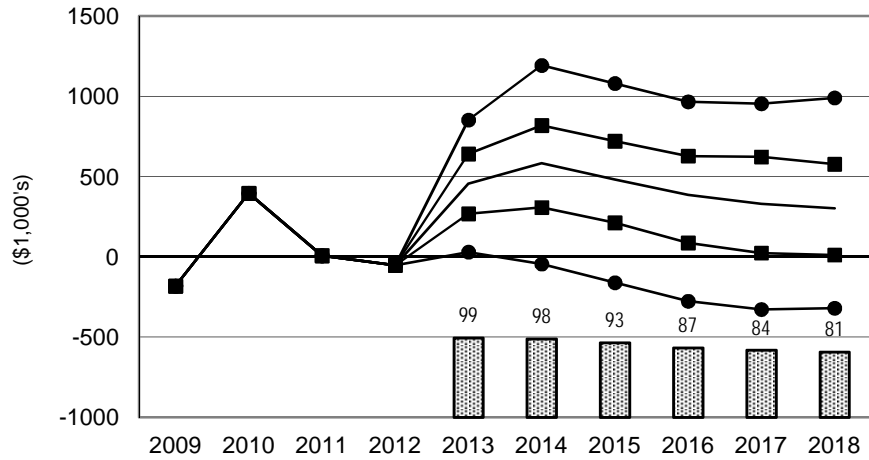




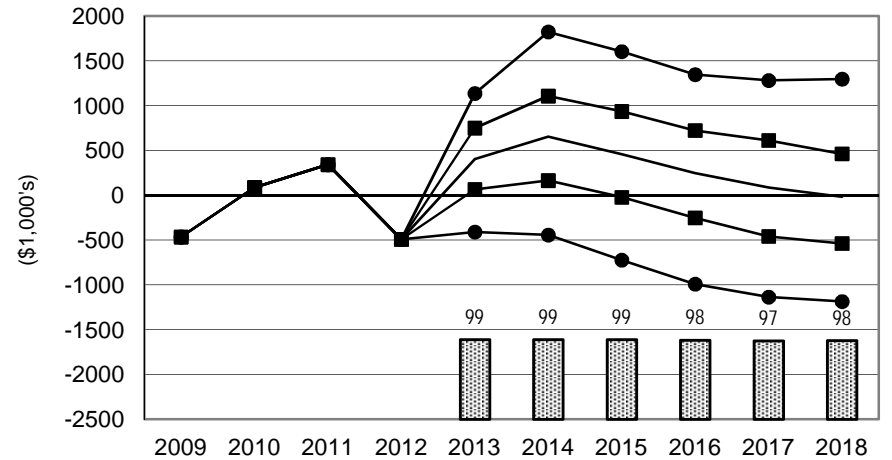
**Figure 37. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Dairy Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

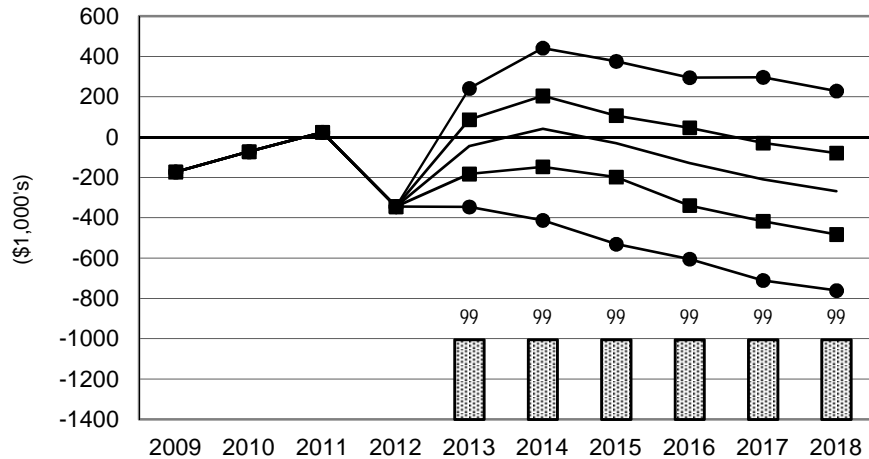
**TXCD700 Central Texas Dairy Farm**



**TXCD1300 Large Central Texas Dairy Farm**



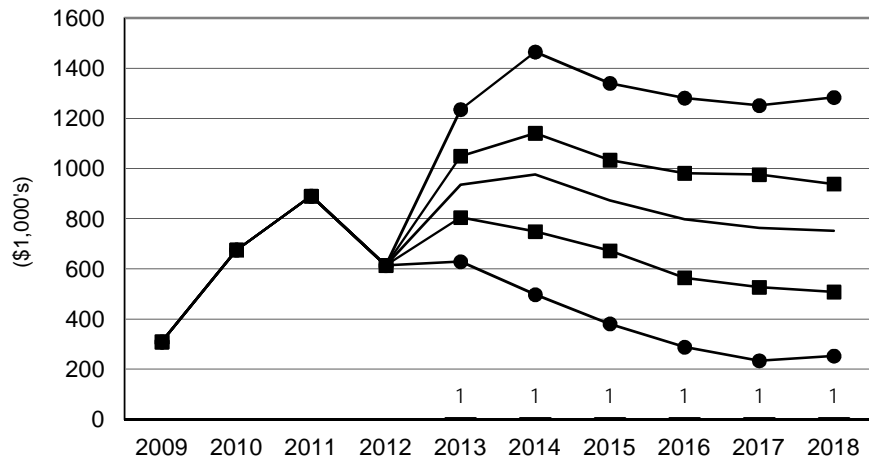
**TXED400 East Texas Dairy Farm**



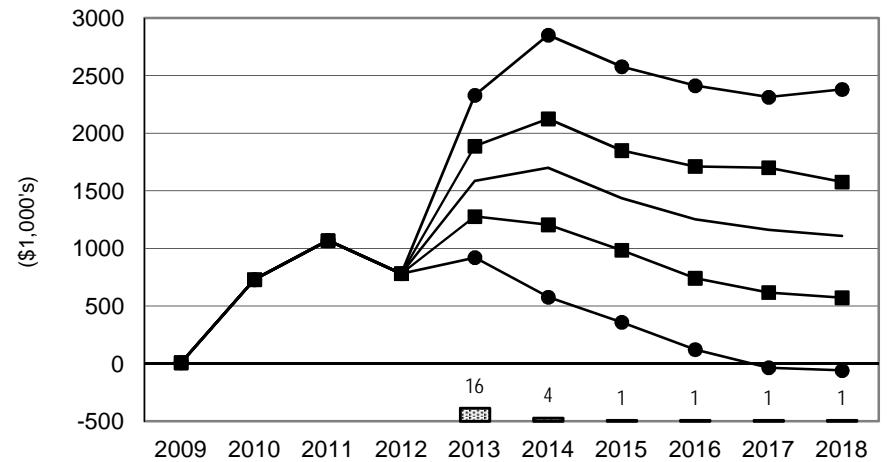
**Figure 38. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Dairy Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

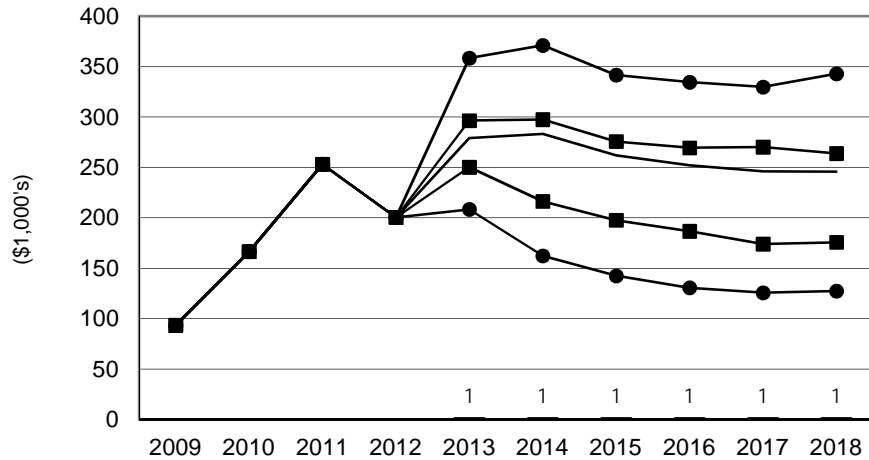
**NYWD600 Western New York Dairy Farm**



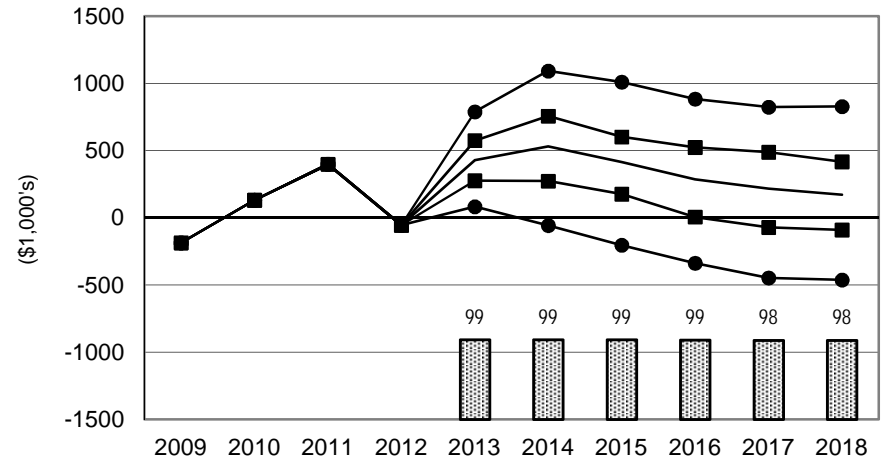
**NYWD1200 Large Western New York Dairy Farm**



**NYCD110 Central New York Dairy Farm**



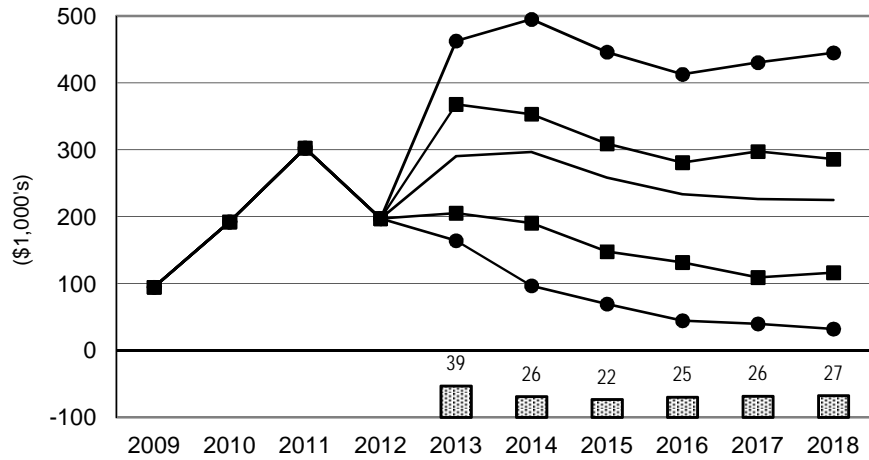
**NYCD550 Large Central New York Dairy Farm**



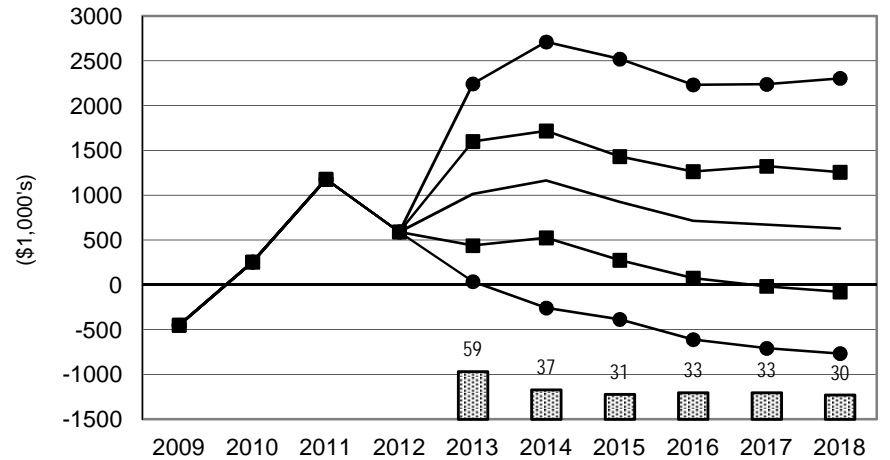
**Figure 39. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Dairy Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

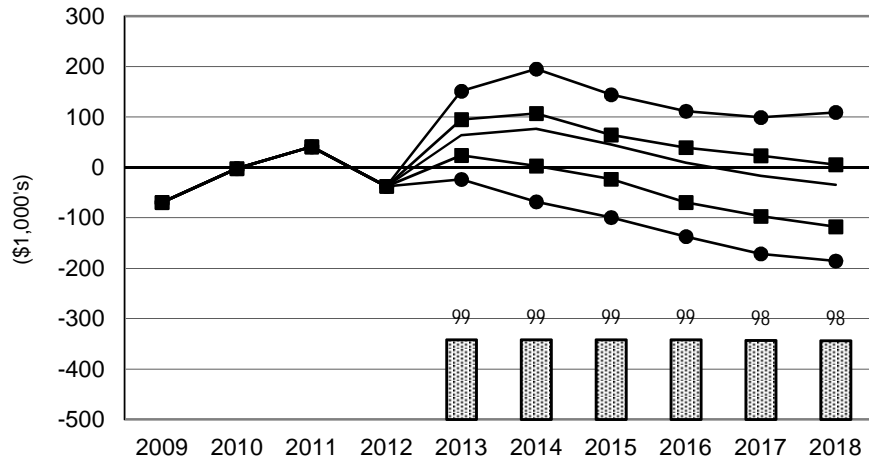
**WID145 Wisconsin Dairy Farm**



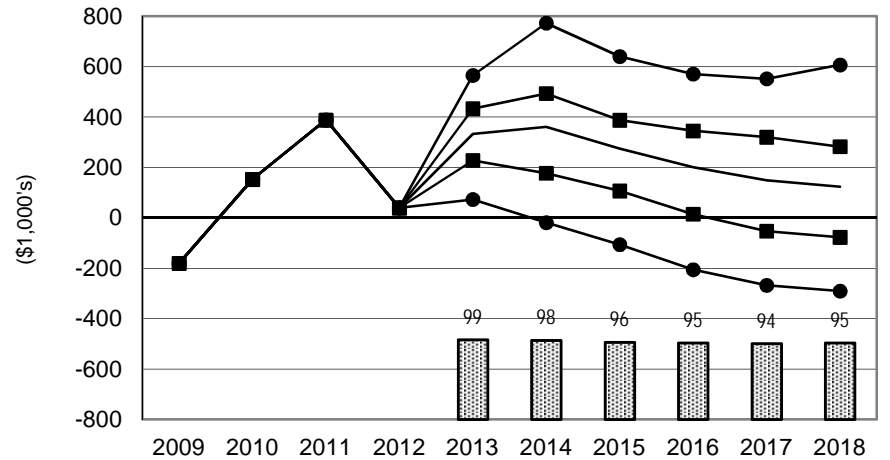
**WID1000 Large Wisconsin Dairy Farm**



**VTD140 Vermont Dairy Farm**



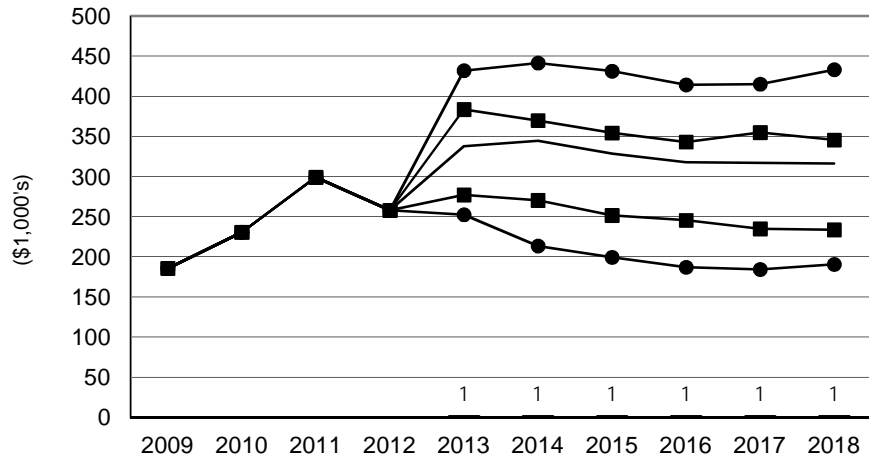
**VTD400 Large Vermont Dairy Farm**



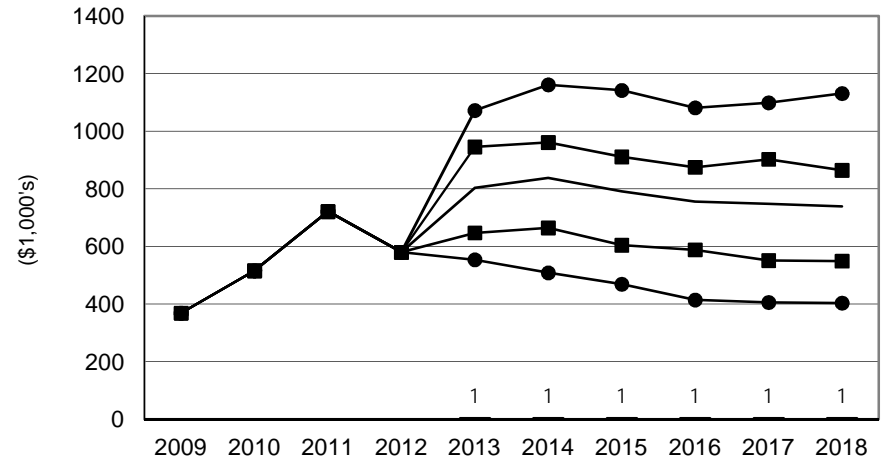
**Figure 40. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Dairy Farms**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

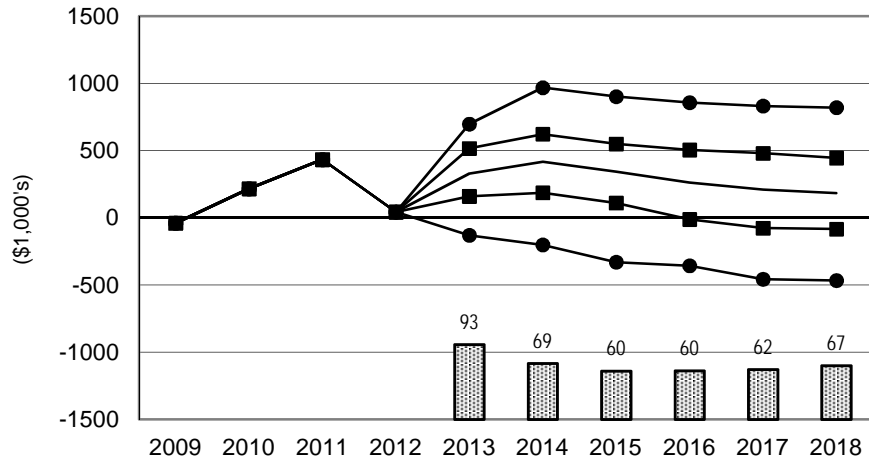
**MOGD180 Missouri Grazing Dairy Farm**



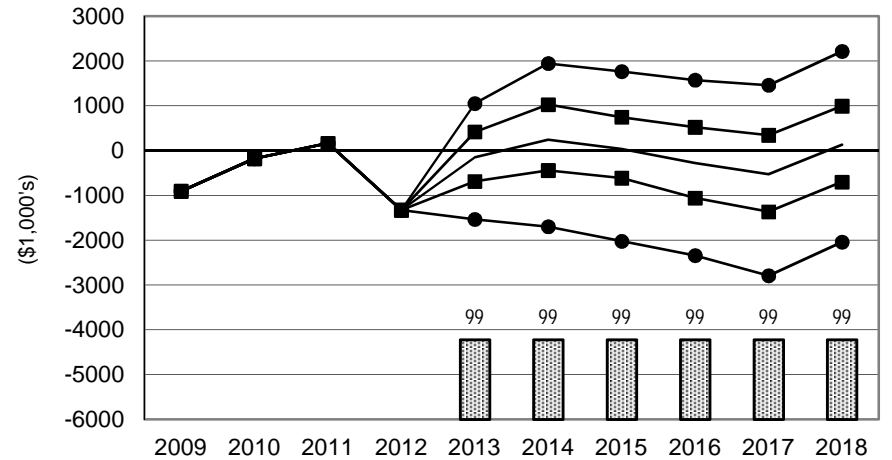
**MOGD550 Missouri Confinement Dairy Farm**



**FLND550 Northern Florida Dairy Farm**



**FLSD1500 Southern Florida Dairy Farm**



# Figure 41. Representative Ranches Producing Beef Cattle

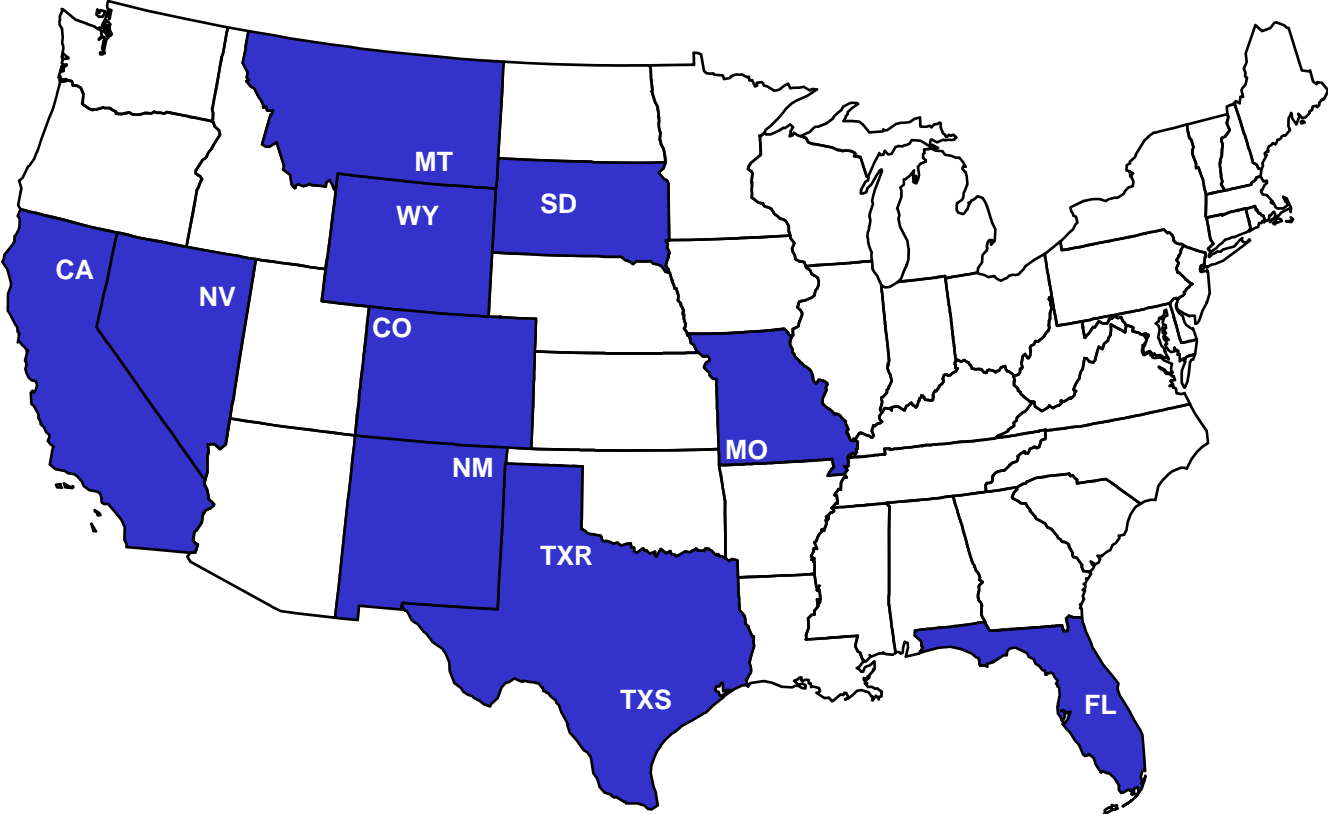


Table 14. Implications of the December 2013 FAPRI Baseline on the Economic Viability of Representative Farms Primarily Producing Beef Cattle.

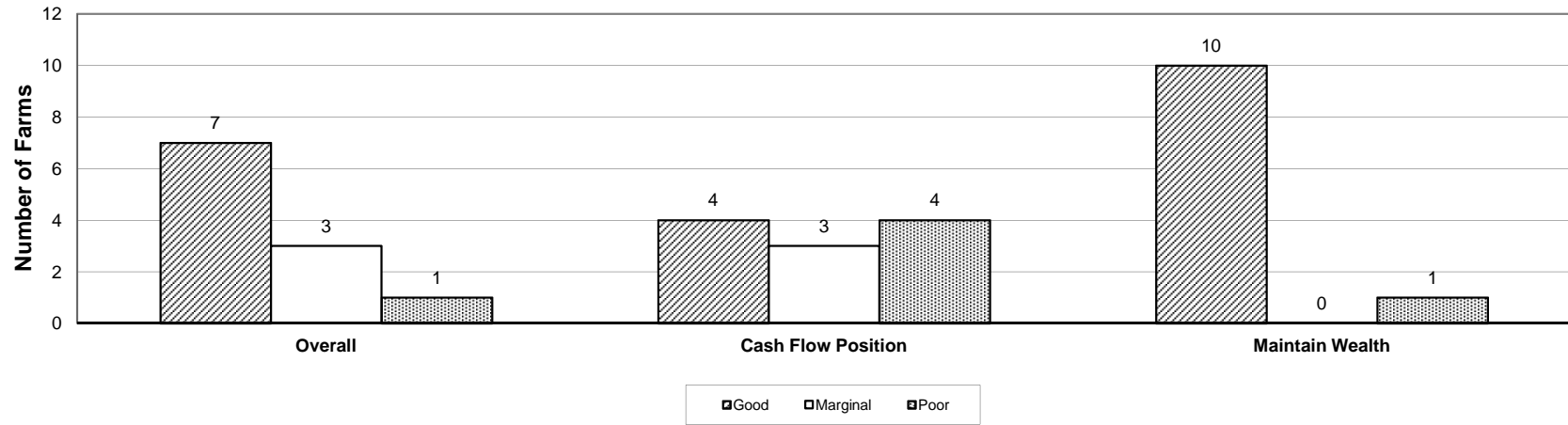
	CAB500	NVB650	MTB500	WYB435	COB250	NMB160
<b>Overall Financial Position</b>						
2013-2018 Ranking	Poor	Marginal	Good	Marginal	Good	Marginal
<b>Change Real Net Worth (%)</b>						
2013-2018 Average	-0.67	1.72	2.38	1.64	1.91	1.54
<b>NIA to Maintain Real Net Worth (%/Rec.)</b>						
2013-2018 Average	5.92	-42.11	-71.35	-34.16	-218.41	-122.42
<b>NIA for Zero Ending Cash Balance (%/Rec.)</b>						
2013-2018 Average	12.39	-1.96	-29.06	-2.00	-6.17	10.11
<b>Govt Payments/Receipts (%)</b>						
2013-2018 Average	0.00	0.00	0.00	0.00	0.00	0.00
<b>Cost to Receipts Ratio (%)</b>						
2013-2018 Average	92.79	77.35	56.93	73.47	71.52	67.48
<b>Total Cash Receipts (\$1000)</b>						
2009	247.26	360.35	262.33	218.42	153.24	175.01
2010	288.20	402.92	299.67	281.48	198.05	187.09
2011	357.87	535.62	365.80	347.76	253.35	152.07
2012	404.58	511.34	408.94	389.05	274.74	154.71
2013	408.10	509.25	411.83	393.87	275.52	155.54
2014	440.22	544.44	438.79	412.17	275.26	164.69
2015	441.76	546.90	442.24	416.51	274.44	166.05
2016	419.73	519.78	421.03	397.97	264.18	157.83
2017	400.13	500.61	402.40	383.68	257.26	151.42
2018	378.06	472.81	379.98	367.34	248.05	143.02
2013-2018 Average	414.67	515.63	416.05	395.26	265.78	156.42
<b>Government Payments (\$1000)</b>						
2009	0.00	0.00	0.00	0.00	0.00	0.00
2010	0.00	0.00	0.00	0.00	0.00	0.00
2011	0.00	0.00	0.00	0.00	0.00	0.00
2012	0.00	0.00	0.00	0.00	0.00	0.00
2013	0.00	0.00	0.00	0.00	0.00	0.00
2014	0.00	0.00	0.00	0.00	0.00	0.00
2015	0.00	0.00	0.00	0.00	0.00	0.00
2016	0.00	0.00	0.00	0.00	0.00	0.00
2017	0.00	0.00	0.00	0.00	0.00	0.00
2018	0.00	0.00	0.00	0.00	0.00	0.00
2013-2018 Average	0.00	0.00	0.00	0.00	0.00	0.00
<b>Net Cash Farm Income (\$1000)</b>						
2009	-42.13	21.42	62.69	-5.15	-4.66	81.17
2010	-25.79	43.18	88.55	33.33	34.19	97.22
2011	15.93	132.57	136.91	83.56	70.28	54.21
2012	45.42	116.77	159.09	107.46	90.89	51.68
2013	49.41	121.15	177.33	111.36	89.69	53.65
2014	71.35	155.66	208.73	131.46	95.12	61.14
2015	66.94	159.03	212.01	129.95	85.88	63.81
2016	33.77	126.00	184.55	109.67	78.09	54.67
2017	11.43	97.75	169.18	93.20	62.14	44.92
2018	-19.77	70.18	142.17	71.10	55.39	34.92
2013-2018 Average	35.52	121.63	182.33	107.79	77.72	52.18
<b>Ending Cash Reserves (\$1000)</b>						
2009	-77.77	-41.58	6.31	-52.44	-35.59	7.88
2010	-135.74	-69.25	17.41	-78.42	-37.29	16.20
2011	-162.26	-62.13	48.76	-78.80	-13.44	8.26
2012	-160.93	-45.08	111.51	-45.44	29.86	5.04
2013	-156.81	-23.70	167.67	-22.28	62.23	-0.83
2014	-139.00	16.13	257.02	-1.31	94.45	-1.40
2015	-150.21	47.26	341.41	27.58	103.80	2.37
2016	-183.14	67.69	399.34	45.51	107.99	-12.38
2017	-225.99	67.02	457.66	45.96	99.65	-36.01
2018	-299.13	48.22	505.68	40.24	85.22	-68.70
<b>Nominal Net Worth (\$1000)</b>						
2009	4,121.83	4,854.92	4,860.54	3,341.33	13,922.77	4,894.74
2010	4,155.12	5,114.28	5,152.03	3,512.29	14,544.57	5,084.26
2011	4,290.86	5,716.78	5,741.77	3,902.47	15,876.53	5,515.36
2012	4,374.47	6,398.63	6,421.95	4,339.37	17,646.31	6,094.20
2013	4,385.04	6,957.34	6,993.77	4,685.36	19,298.96	6,616.14
2014	4,454.15	7,240.71	7,328.26	4,894.43	20,001.07	6,844.25
2015	4,478.50	7,430.30	7,554.58	5,020.16	20,426.89	6,974.95
2016	4,415.13	7,553.71	7,706.86	5,070.87	20,815.25	7,071.20
2017	4,345.11	7,646.29	7,882.07	5,125.62	21,217.08	7,171.81
2018	4,228.39	7,710.26	8,028.15	5,168.67	21,605.59	7,258.89
<b>Prob. of Negative Ending Cash (%)</b>						
2010	99	99	1	99	99	1
2011	99	99	1	99	99	1
2012	99	68	1	99	1	3
2013	99	58	1	93	1	57
2014	99	36	1	51	1	53
2015	99	27	1	24	1	44
2016	99	22	1	16	1	75
2017	99	26	1	19	2	96
2018	99	31	1	26	4	99
<b>Prob. of Decreasing Real Net Worth Over 2009-2018 (%)</b>						
	1	1	1	1	1	1

Table 15. Implications of the December 2013 FAPRI Baseline on the Economic Viability of Representative Farms Primarily Producing Beef Cattle.

	SDB375	MOB250	TXRB250	TXSB200	FLB1155
<b>Overall Financial Position</b>					
2013-2018 Ranking	Marginal	Good	Poor	Marginal	Good
<b>Change Real Net Worth (%)</b>					
2013-2018 Average	1.59	2.58	-0.74	1.22	2.32
<b>NIA to Maintain Real Net Worth (%/Rec.)</b>					
	-62.18	-49.29	-6.18	-62.95	-106.14
<b>NIA for Zero Ending Cash Balance (%/Rec.)</b>					
	-0.91	-30.60	70.10	33.36	-36.33
<b>Govt Payments/Receipts (%)</b>					
2013-2018 Average	0.00	0.90	0.00	0.00	0.00
<b>Cost to Receipts Ratio (%)</b>					
2013-2018 Average	68.92	52.98	144.02	83.98	61.69
<b>Total Cash Receipts (\$1000)</b>					
2009	205.14	290.13	379.35	139.60	593.09
2010	235.90	309.54	413.31	155.29	666.85
2011	290.02	369.16	692.43	163.96	795.60
2012	323.85	413.15	563.67	198.32	876.61
2013	327.34	369.04	378.89	200.12	885.21
2014	348.92	369.52	402.60	209.58	937.16
2015	351.77	369.72	405.33	212.66	943.05
2016	333.27	362.23	386.46	202.13	900.25
2017	319.04	354.23	372.58	197.15	865.93
2018	300.56	346.13	355.64	188.52	822.21
2013-2018 Average	330.15	361.81	383.58	201.69	892.30
<b>Government Payments (\$1000)</b>					
2009	0.00	3.15	0.00	0.00	0.00
2010	0.00	3.15	0.00	0.00	0.00
2011	0.00	3.15	0.00	0.00	0.00
2012	0.00	3.21	0.00	0.00	0.00
2013	0.00	3.21	0.00	0.00	0.00
2014	0.00	3.21	0.00	0.00	0.00
2015	0.00	3.21	0.00	0.00	0.00
2016	0.00	3.21	0.00	0.00	0.00
2017	0.00	3.21	0.00	0.00	0.00
2018	0.00	3.21	0.00	0.00	0.00
2013-2018 Average	0.00	3.21	0.00	0.00	0.00
<b>Net Cash Farm Income (\$1000)</b>					
2009	26.55	121.85	49.00	14.91	123.30
2010	47.49	138.56	64.85	25.99	182.07
2011	85.13	173.96	-29.87	-34.01	250.22
2012	108.94	208.99	-1.22	28.54	316.94
2013	110.55	178.29	-134.13	37.03	335.08
2014	129.55	183.05	-104.36	51.22	404.50
2015	129.23	188.27	-114.84	49.23	413.31
2016	108.66	173.16	-157.45	35.34	358.27
2017	90.82	165.17	-200.40	26.31	315.21
2018	67.10	147.28	-259.83	7.72	260.64
2013-2018 Average	105.99	172.20	-161.84	34.48	347.83
<b>Ending Cash Reserves (\$1000)</b>					
2009	-32.06	38.45	-9.00	-31.70	25.53
2010	-53.38	80.97	-11.97	-53.28	76.44
2011	-53.94	123.29	-123.97	-138.53	162.75
2012	-29.43	189.96	-175.59	-157.31	308.78
2013	-24.24	233.82	-366.41	-177.22	467.60
2014	-2.31	286.39	-525.03	-177.81	683.06
2015	25.96	356.17	-698.96	-184.83	913.11
2016	30.78	412.96	-914.43	-203.79	1,112.26
2017	40.83	463.16	-1,179.89	-234.96	1,282.23
2018	14.98	498.78	-1,497.56	-323.90	1,411.74
<b>Nominal Net Worth (\$1000)</b>					
2009	5,118.23	2,411.56	5,832.62	3,635.82	16,626.01
2010	5,413.89	2,566.65	6,161.90	3,776.28	17,525.85
2011	5,965.33	2,891.24	6,507.93	3,992.18	19,325.43
2012	6,623.27	3,273.00	7,048.52	4,432.81	21,575.48
2013	7,233.28	3,593.57	7,482.26	4,801.27	23,610.24
2014	7,469.69	3,774.72	7,620.85	4,969.95	24,672.93
2015	7,602.43	3,908.62	7,607.47	5,050.72	25,364.61
2016	7,736.21	3,995.37	7,508.61	5,104.60	25,933.78
2017	7,872.78	4,083.26	7,380.70	5,153.95	26,494.00
2018	7,957.17	4,168.25	7,181.01	5,174.73	27,015.98
<b>Prob. of Negative Ending Cash (%)</b>					
2010	99	1	99	99	1
2011	99	1	99	99	1
2012	99	1	99	99	1
2013	94	1	99	99	1
2014	50	1	99	99	1
2015	23	1	99	99	1
2016	24	1	99	99	1
2017	21	1	99	99	1
2018	39	1	99	99	1
<b>Prob. of Decreasing Real Net Worth Over 2009-2018 (%)</b>					
	1	1	1	1	1

# Figure 42. Beef Cattle Ranches

Economic and Financial Position Over the Period, 2013-2018, for all Cattle Ranches

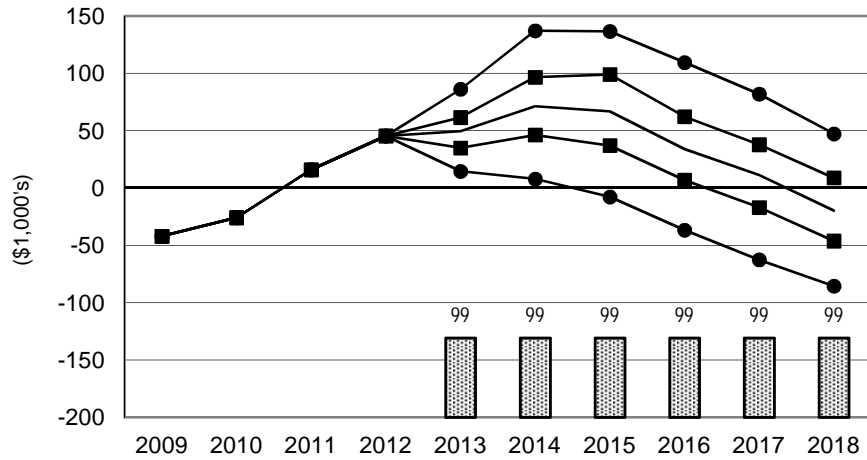




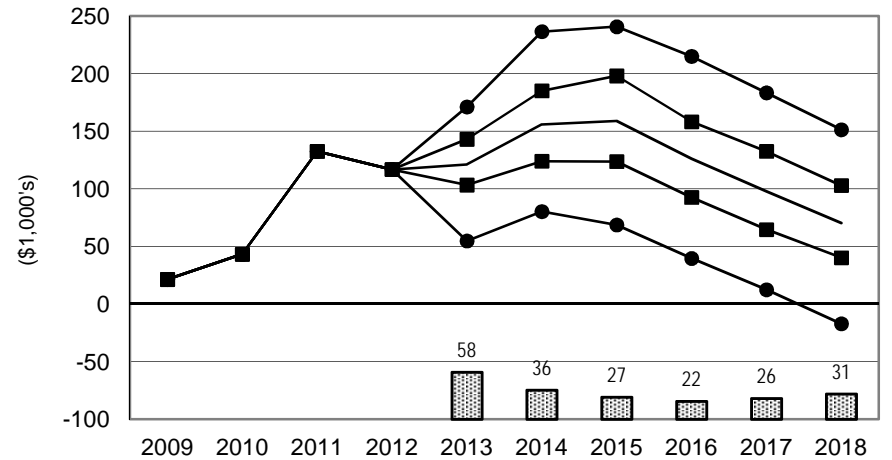
**Figure 43. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Beef Cattle Ranches**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

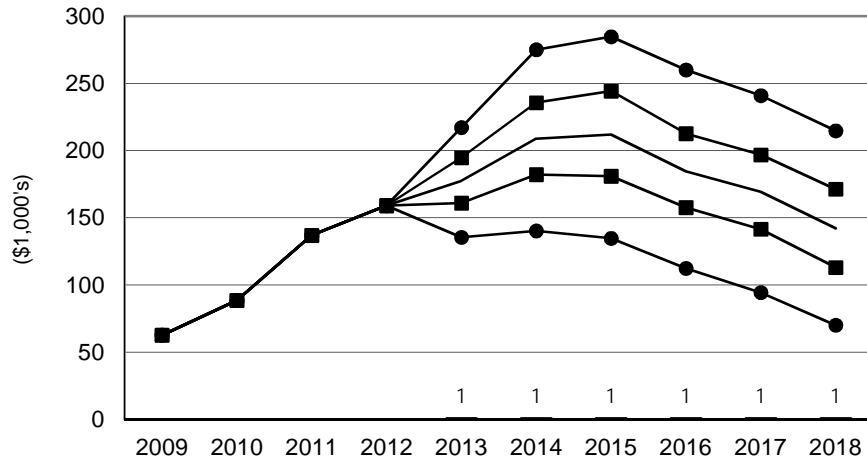
**CAB500 California Cattle Ranch**



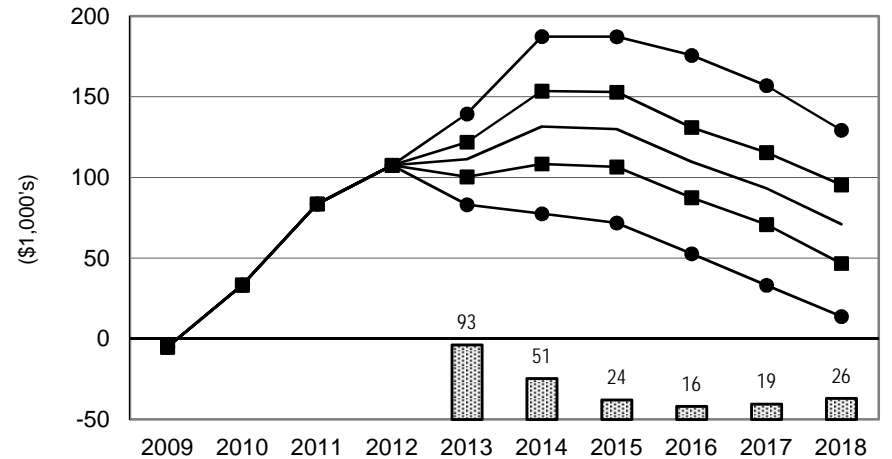
**NVB700 Nevada Cattle Ranch**



**MTB500 Montana Cattle Ranch**



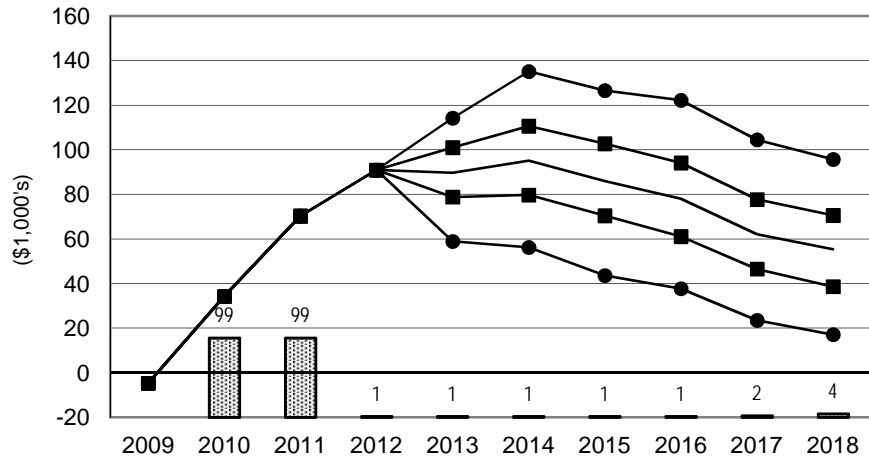
**WYB435 Wyoming Cattle Ranch**



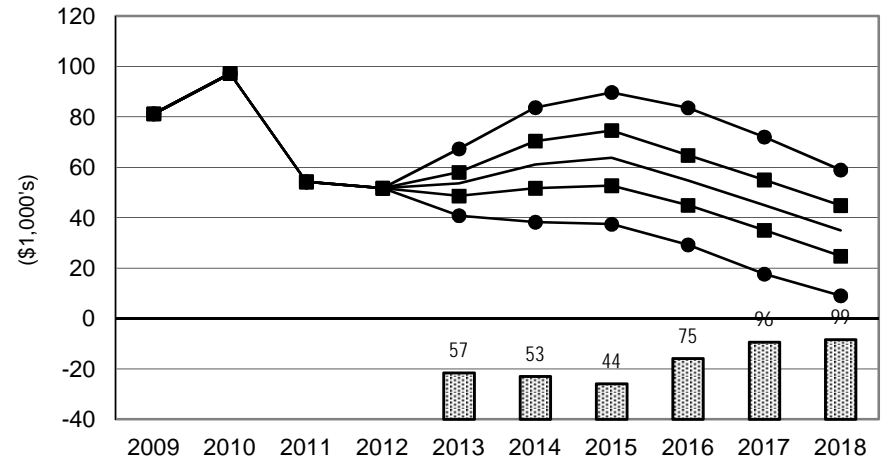
**Figure 44. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Beef Cattle Ranches**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

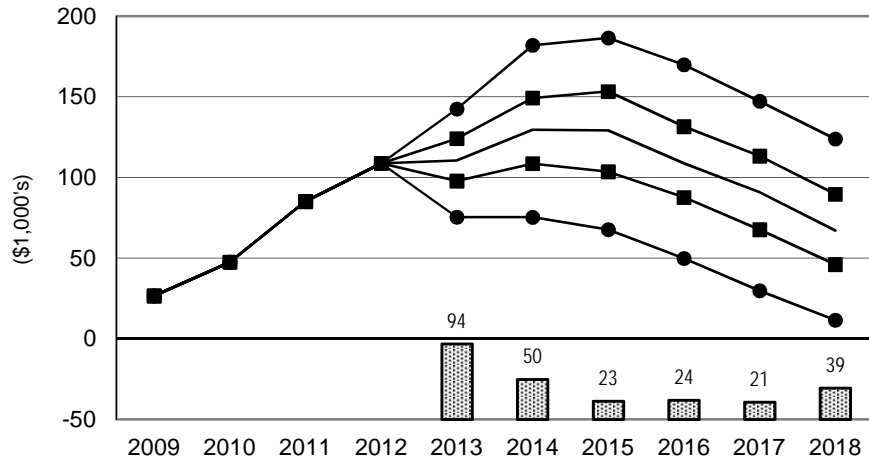
**COB250 Colorado Cattle Ranch**



**NMB160 New Mexico Cattle Ranch**



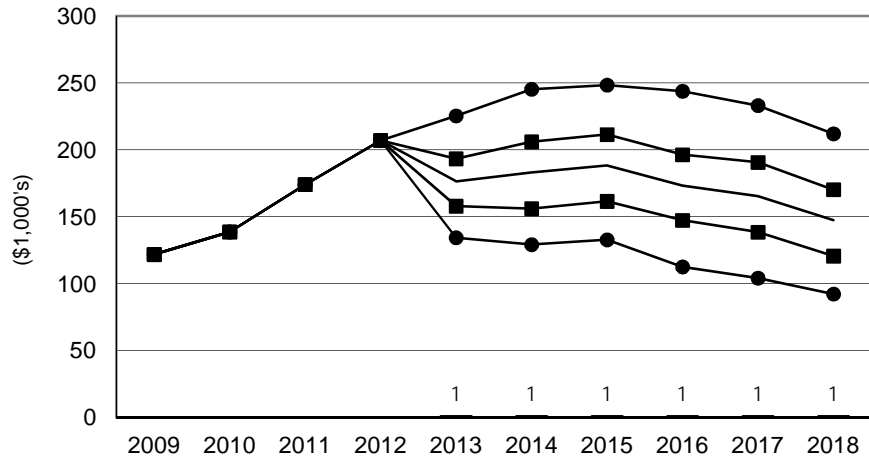
**SDB375 South Dakota Cattle Ranch**



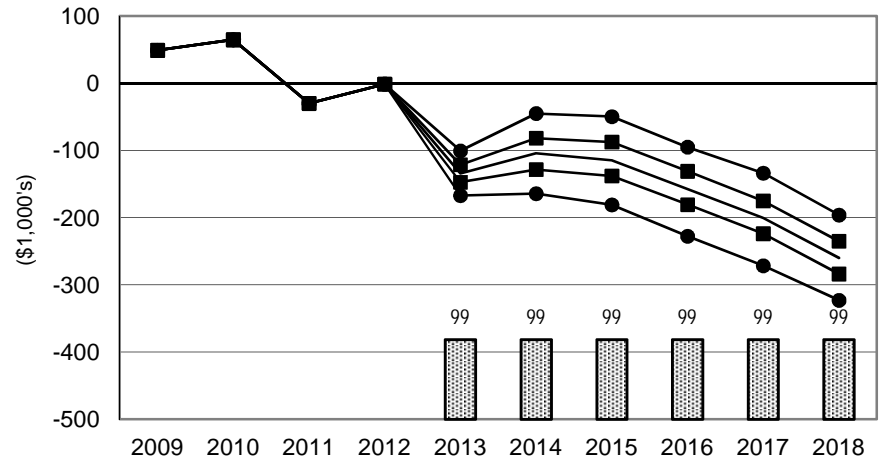
**Figure 45. Net Cash Farm Income and Probabilities of a Cash Flow Deficit:  
Beef Cattle Ranches**

— Average NCFI    ■ 25 & 75 Percentile NCFI    ● 5 & 95 Percentile NCFI    ▨ Prob. of Cash Flow Deficit

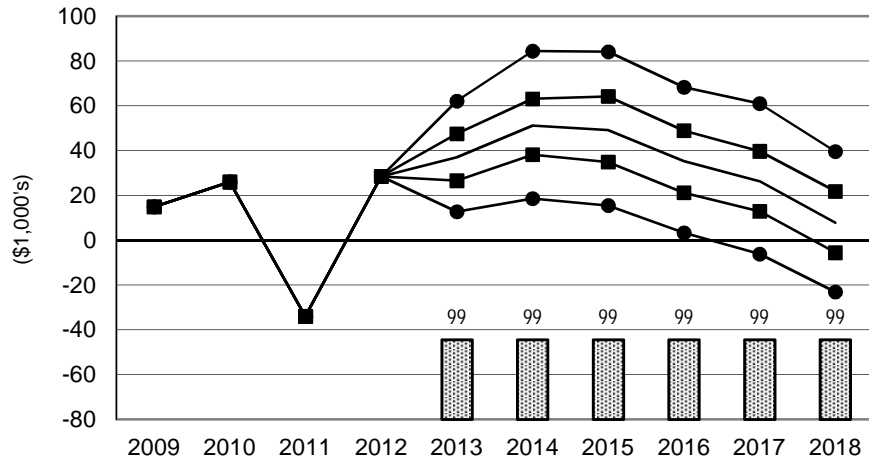
**MOB250 Southwest Missouri Cattle Ranch**



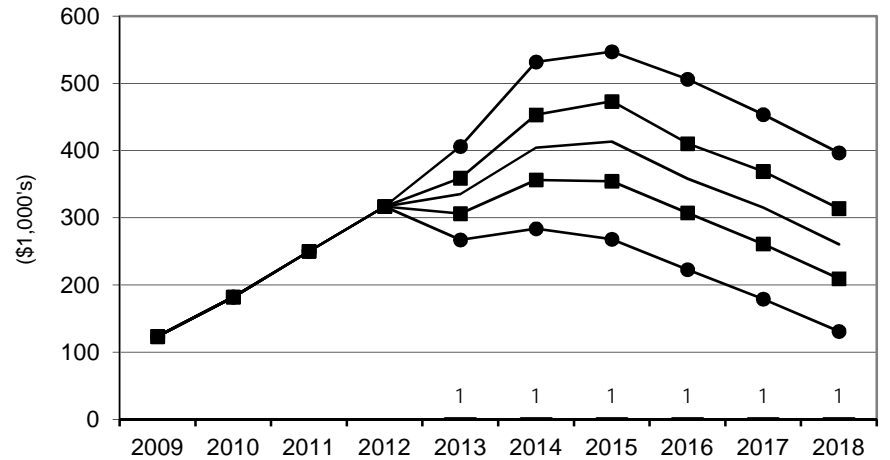
**TXRB250 Rolling Plains Texas Cattle Ranch**



**TXSB200 South Texas Cattle Ranch**



**FLB1155 Florida Cattle Ranch**



**APPENDIX A:**  
CHARACTERISTICS OF  
REPRESENTATIVE FARMS

## **2012 CHARACTERISTICS OF PANEL FARMS PRODUCING FEED GRAINS AND OILSEEDS**

- IAG1350** IAG1350 is a 1,350-acre northwestern Iowa (Webster County) grain farm. The farm is moderate-sized for the region and plants 880 acres of corn and 470 acres of soybeans annually. Sixty-four percent of this farm's 2012 receipts come from corn production.
- IAG3400** This 3,400-acre large-sized grain farm is located in northwestern Iowa (Webster County). It plants 2,040 acres of corn and 1,360 acres of soybeans each year, realizing 71 percent of receipts from corn production.
- NEG2400** South central Nebraska (Dawson County) is home to this 2,400-acre grain farm. This farm plants sixty-seven percent of cultivated acres to corn and thirty-three percent to soybeans. The farm splits its corn acres evenly between yellow and white food-grade corn. Seventy-six percent of gross receipts are derived from corn sales.
- NEG4300** This is a 4,300-acre grain farm located in south central Nebraska (Dawson County). This operation plants 3,000 acres of corn and 1,000 acres of soybeans each year. Remaining acres are planted to alfalfa. A portion (25 percent) of the corn acreage is food-grade corn. In 2012, 76 percent of total receipts were generated from corn production.
- NDG2500** NDG2500 is a 2,500-acre, moderate-sized, south central North Dakota (Barnes County) grain farm that plants 500 acres of wheat, 500 acres of corn, and 1,500 acres of soybeans. One hundred acres are enrolled in the Conservation Reserve Program. The farm generated 51 percent of 2012 receipts from soybean sales.
- NDG8000** This is an 8,000-acre, large-sized grain farm in south central North Dakota (Barnes County) that grows 4,000 acres of soybeans, 2,450 acres of corn, 1,000 acres of wheat, and 300 acres of sunflowers annually. The remaining acreage is enrolled in the Conservation Reserve Program. Soybean and corn sales accounted for 86 percent of 2012 receipts.
- ING1000** Shelby County, Indiana, is home to this 1,000-acre moderate-sized feedgrain farm. This farm annually plants corn and soybeans in a 50/50 rotation. Due to this farm's proximity to Indianapolis, land development pressures will likely constrain further expansion of this farm's operations. Sixty-two percent of 2012 receipts came from corn sales.
- ING2200** ING2200 is a large-sized grain farm located in east central Indiana (Shelby County). This farm plants 1,100 acres to corn and 1,100 acres to soybeans each year. In 2012, 61 percent of gross receipts were generated by corn sales.

Appendix Table A1. Characteristics of Panel Farms Producing Feed Grains.

	IAG1350	IAG3400	NEG2400	NEG4300	NDG2500	NDG8000	ING1000	ING2200
County	Webster	Webster	Dawson	Dawson	Barnes	Barnes	Shelby	Shelby
Total Cropland	1,350.00	3,400.00	2,400.00	4,300.00	2,500.00	8,000.00	1,000.00	2,200.00
Acres Owned	450.00	1,100.00	600.00	2,150.00	600.00	3,500.00	300.00	770.00
Acres Leased	900.00	2,300.00	1,800.00	2,150.00	1,900.00	4,500.00	700.00	1,430.00
Assets (\$1000)								
Total	5,904.00	14,195.00	7,171.00	23,681.00	3,147.00	15,392.00	4,183.00	9,871.00
Real Estate	4,648.00	11,460.00	4,050.00	17,047.00	1,695.00	8,478.00	2,747.00	6,964.00
Machinery	882.00	1,682.00	1,430.00	3,439.00	492.00	3,443.00	407.00	904.00
Other & Livestock	375.00	1,053.00	1,691.00	3,194.00	960.00	3,471.00	1,028.00	2,004.00
Debt/Asset Ratios								
Total	0.12	0.14	0.14	0.14	0.10	0.14	0.08	0.09
Intermediate	0.47	0.30	0.34	0.33	0.18	0.29	0.20	0.31
Long Run	0.07	0.12	0.13	0.13	0.13	0.13	0.08	0.08
2012 Gross Receipts (\$1,000)*								
Total	1,415.90	3,149.60	3,059.90	5,821.70	1,427.30	4,988.10	971.60	2,160.40
Corn	905.50	2,244.00	2,326.10	4,421.20	474.10	2,245.90	606.10	1,309.10
	0.64	0.71	0.76	0.76	0.33	0.45	0.62	0.61
Wheat	0.00	0.00	0.00	0.00	229.20	506.00	1.10	0.00
	0.00	0.00	0.00	0.00	0.16	0.10	0.00	0.00
Soybeans	296.50	874.20	733.80	996.20	720.50	2,053.80	364.40	851.30
	0.21	0.28	0.24	0.17	0.51	0.41	0.38	0.39
Hay	0.00	0.00	0.00	404.30	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.07	0.00	0.00	0.00	0.00
Other Receipts	0.00	0.00	0.00	0.00	0.00	10.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2012 Planted Acres**								
Total	1,350.00	3,400.00	2,400.00	4,300.00	2,600.00	8,000.00	1,000.00	2,200.00
Corn	880.00	2,040.00	1,600.00	3,000.00	500.00	2,450.00	500.00	1,100.00
	0.65	0.60	0.67	0.70	0.19	0.31	0.50	0.50
Wheat	0.00	0.00	0.00	0.00	500.00	1,000.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.19	0.13	0.00	0.00
Soybeans	470.00	1,360.00	800.00	1,000.00	1,500.00	4,000.00	500.00	1,100.00
	0.35	0.40	0.33	0.23	0.58	0.50	0.50	0.50
Hay	0.00	0.00	0.00	300.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.07	0.00	0.00	0.00	0.00
CRP	0.00	0.00	0.00	0.00	100.00	250.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.04	0.03	0.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.

## 2012 PANEL FARMS PRODUCING FEED GRAINS AND OILSEEDS

- MOCG2300** MOCG2300 is a 2,300-acre grain farm located in central Missouri (Carroll County) and plants 1,150 acres of corn and 1,150 acres of soybeans annually. This farm is located in the Missouri River bottom, an area with a large concentration of livestock production. This farm generated 64 percent of its total revenue from corn and 36 percent from soybeans during 2012.
- MOCG4000** This is a 4,000-acre central Missouri (Carroll County) grain farm with 2,000 acres of corn and 1,078 acres of soybeans. This farm is located in the Missouri River bottom, an area with a large concentration of livestock production. Corn sales accounted for 65 percent of farm receipts and soybeans accounted for 35 percent in 2012.
- MONG1850** MONG1850 is a 1,850-acre diversified northwest Missouri grain farm centered in Nodaway County. MONG1850 plants 900 acres of corn, 900 acres of soybeans, and 200 acres of hay annually. The farm also has a 200-head cow-calf herd. Proximity to the Missouri River increases marketing options for area grain farmers due to easily accessible river grain terminals. In 2012, 51 percent of the farm's total receipts were from corn, 34 percent from soybeans, and 15 percent from cattle sales.
- LAG2640** This is a 2,640-acre diversified farm located in north Louisiana (Morehouse Parish). LAC2640 plants 264 acres of cotton and wheat, 1,056 acres of corn, and 1,188 acres of soybeans each year. During 2012, 79 percent of farm receipts were generated from corn and soybean sales.
- LANG2500** This is a 2,500-acre, large-sized northeast Louisiana (Madison Parish) diversified grain farm. This farm harvests 500 acres of rice, 800 acres of soybeans, 250 acres of cotton, and 950 acres of corn. For 2012, 62 percent of farm receipts came from corn and soybean sales.
- TNG900** This is a 900-acre, moderate-sized grain farm in West Tennessee (Henry County). Annually, this farm plants 500 acres of corn, 400 acres of soybeans, and 100 acres of wheat (planted before soybeans) in a region of Tennessee recognized for the high level of implementation of conservation practices by farmers. Sixty-four percent of 2012 farm receipts were from sales of corn.
- TNG2200** West Tennessee (Henry County) is home to this 2,200-acre, large-sized grain farm. Farmers in this part of Tennessee are known for their early and continued adoption of conservation practices, including widespread implementation of no-till farming. TNG2200 plants 1,100 acres of corn, 300 acres of wheat, and 1,100 acres of soybeans (300 of which are double-cropped after wheat). The farm generated 57 percent of its 2012 gross receipts from sales of corn and 37 percent from soybeans.
- NCSP1800** An 1,800-acre, peanut farm located in southern North Carolina (Bladen County). NCSP1800 plants 360 acres of peanuts, 1,224 acres of corn, and 216 acres of soybeans. Twenty-four percent of receipts for this farm came from peanut sales in 2012.
- SCG3500** A 3,500-acre, large-sized South Carolina (Clarendon County) grain farm with 1,400 acres of corn, 875 acres of cotton, 1,225 acres of wheat, and 1,225 acres of soybeans double-cropped after wheat. The farm generated 37 percent of 2012 receipts from corn sales and 19 percent from soybean sales.

Appendix Table A2. Characteristics of Panel Farms Producing Feed Grains.

	MOCG2300	MOCG4000	MONG1850	LAG2640	LANG2500	TNG900	TNG2200	NCSPI800	SCG3500
County	Carroll	Carroll	Nodaway	Morehouse	Madison	Henry	Henry	Bladen	Clarendon
Total Cropland	2,300.00	4,000.00	1,850.00	2,640.00	2,500.00	900.00	2,200.00	1,800.00	3,500.00
Acres Owned	1,380.00	2,000.00	950.00	0.00	1,250.00	150.00	550.00	630.00	1,400.00
Acres Leased	920.00	2,000.00	900.00	2,640.00	1,250.00	750.00	1,650.00	1,170.00	2,100.00
Pastureland									
Acres Owned	0.00	0.00	600.00	0.00	0.00	0.00	0.00	0.00	1,400.00
Acres Leased	0.00	0.00	400.00	0.00	0.00	0.00	0.00	0.00	0.00
Assets (\$1000)									
Total	14,812.00	24,144.00	9,931.00	1,865.00	9,178.00	2,688.00	5,200.00	4,403.00	12,057.00
Real Estate	11,628.00	19,237.00	7,890.00	588.00	5,544.00	1,181.00	2,622.00	2,165.00	8,479.00
Machinery	1,102.00	1,114.00	683.00	906.00	1,767.00	770.00	1,362.00	1,333.00	1,073.00
Other & Livestock	2,082.00	3,793.00	1,359.00	371.00	1,867.00	736.00	1,216.00	905.00	2,505.00
Debt/Asset Ratios									
Total	0.09	0.08	0.09	0.23	0.14	0.19	0.11	0.13	0.12
Intermediate	0.28	0.30	0.17	0.36	0.41	0.45	0.20	0.22	0.27
Long Run	0.08	0.08	0.09	0.14	0.09	0.12	0.11	0.11	0.13
Number of Livestock									
Beef Cows	0.00	0.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00
2012 Gross Receipts (\$1,000)*									
Total	1,989.20	3,076.80	1,617.90	1,977.40	2,660.80	749.30	1,576.90	2,277.20	3,396.50
Cattle	0.00	0.00	195.30	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.12	0.00	0.00	0.00	0.00	0.00	0.00
Corn	1,273.90	1,998.30	829.10	878.80	1,164.10	480.00	904.50	1,578.60	1,262.20
	0.64	0.65	0.51	0.44	0.44	0.64	0.57	0.69	0.37
Grain Sorghum	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wheat	0.70	0.00	0.00	89.20	0.00	42.60	121.90	0.00	718.40
	0.00	0.00	0.00	0.05	0.00	0.06	0.08	0.00	0.21
Soybeans	714.60	1,078.60	553.90	681.30	466.80	224.20	550.50	147.10	645.10
	0.36	0.35	0.34	0.35	0.18	0.30	0.35	0.07	0.19
Cotton	0.00	0.00	0.00	294.00	253.80	0.00	0.00	0.00	770.80
	0.00	0.00	0.00	0.15	0.10	0.00	0.00	0.00	0.23
Hay	0.00	0.00	29.90	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.00
Other Receipts	0.00	0.00	9.80	0.00	0.00	2.50	0.00	0.00	0.00
	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00
2012 Planted Acres**									
Total	2,300.00	4,000.00	2,850.00	2,772.00	2,500.00	1,000.00	2,500.00	1,800.00	4,725.00
Corn	1,150.00	2,000.00	900.00	1,056.00	950.00	500.00	1,100.00	1,224.00	1,400.00
	0.50	0.50	0.32	0.38	0.38	0.50	0.44	0.68	0.30
Wheat	0.00	0.00	0.00	264.00	0.00	100.00	300.00	0.00	1,225.00
	0.00	0.00	0.00	0.10	0.00	0.10	0.12	0.00	0.26
Soybeans	1,150.00	2,000.00	900.00	1,188.00	800.00	400.00	1,100.00	216.00	1,225.00
	0.50	0.50	0.32	0.43	0.32	0.40	0.44	0.12	0.26
Cotton	0.00	0.00	0.00	264.00	250.00	0.00	0.00	0.00	875.00
	0.00	0.00	0.00	0.10	0.10	0.00	0.00	0.00	0.19
Hay	0.00	0.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.07	0.00	0.00	0.00	0.00	0.00	0.00
CRP	0.00	0.00	50.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.00
Improved Pasture	0.00	0.00	800.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.28	0.00	0.00	0.00	0.00	0.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.



## 2012 PANEL FARMS PRODUCING FEED GRAINS AND OILSEEDS

- TXNP3000** This is a 3,000-acre diversified grain farm located on the northern High Plains of Texas (Moore County). This farm plants 630 acres of cotton, 960 acres of irrigated corn, 240 acres of irrigated sorghum for seed production, and 870 acres of irrigated wheat annually. Forty-six percent of total receipts are generated from corn sales.
- TXNP10000** TXNP10000 is a large-sized diversified grain farm located in the northern Texas Panhandle (Moore County). This farm annually plants 1,872 acres of irrigated cotton, 3,200 acres of corn (2,100 acres of irrigated and 1,100 acres of dryland), 1,000 acres of sorghum (587 acres of dryland and 600 acres of irrigated production for seed), 4,000 acres of cotton (3,200 acres of irrigated and 800 acres of dryland) and 1,000 acres of winter wheat (800 acres irrigated and 200 acres dryland). Fifty-six percent of 2012 cash receipts were derived from corn sales.
- TXPG2500** The Texas Panhandle is home to this 2,500-acre farm (Deaf Smith County). Annually, wheat is planted on 1,242 acres (875 irrigated and 327 dryland), 875 acres planted to irrigated corn, 200 irrigated acres are planted to cotton, and grain sorghum is planted on 183 dryland acres. Sixty-four percent of 2012 cash receipts were generated by corn sales.
- TXPG3760** The Texas Panhandle is home to this 3,760-acre farm (Castro County). Annually, irrigated corn is planted on 1,878 acres (1,252 acres of yellow corn and 626 acres of white corn), 564 acres planted to irrigated corn silage, 564 irrigated acres are planted to cotton, and 1,364 acres planted to wheat for stockers (800 acres of irrigated and 564 acres of dryland). Sixty-seven percent of 2012 cash receipts were generated by corn sales.
- TXHG2500** This 2,500-acre grain farm is located on the Blackland Prairie of Texas (Hill County). On this farm, 800 acres of corn, 900 acres of sorghum, 300 acres of cotton, and 500 acres of wheat are planted annually. Grain sales accounted for 78 percent of 2012 receipts with cotton accounting for 15 percent of sales. Forty beef cows live on 300 acres of improved pasture and contribute approximately four percent of total receipts.
- TXWG1600** This 1,600-acre farm is located on the Blackland Prairie of Texas (Williamson County). TXWG1600 plants 750 acres of corn, 300 acres of sorghum, 400 acres of cotton, and 150 acres of winter wheat annually. Additionally, this farm has a 40-head beef cow herd that is pastured on rented ground that cannot be farmed. Grain sales accounted for 61 percent of 2012 receipts with cotton accounting for 35 percent of sales.
- TXUG1200** TXUG1200 is a grain farm located in Uvalde County, Texas. This farm plants 500 acres of corn, 300 acres of cotton, 250 acres of grain sorghum, and 150 acres of wheat each year. All crops except wheat are grown under irrigation. In 2012, feed grain sales accounted for 55 percent of farm receipts.

Appendix Table A3. Characteristics of Panel Farms Producing Feed Grains.

	TXNP3000	TXNP10000	TXPG2500	TXPG3760	TXHG2500	TXWG1600	TXUG1200
County	Moore	Moore	Deaf Smith	Castro	Hill	Williamson	Uvalde
Total Cropland	3,000.00	10,000.00	2,500.00	3,760.00	2,500.00	1,600.00	1,200.00
Acres Owned	450.00	3,300.00	1,875.00	1,311.00	400.00	150.00	0.00
Acres Leased	2,550.00	6,700.00	625.00	2,449.00	2,100.00	1,450.00	1,200.00
Pastureland							
Acres Owned	0.00	0.00	0.00	0.00	60.00	30.00	0.00
Acres Leased	0.00	0.00	0.00	0.00	240.00	170.00	0.00
Assets (\$1000)							
Total	3,030.00	17,987.00	4,891.00	6,626.00	2,173.00	1,470.00	509.00
Real Estate	1,122.00	9,440.00	2,727.00	4,321.00	1,266.00	831.00	0.00
Machinery	826.00	3,528.00	1,544.00	1,316.00	848.00	371.00	203.00
Other & Livestock	1,082.00	5,018.00	620.00	989.00	59.00	268.00	306.00
Debt/Asset Ratios							
Total	0.13	0.09	0.17	0.14	0.16	0.08	0.04
Intermediate	0.36	0.21	0.30	0.28	0.19	0.00	0.09
Long Run	0.09	0.09	0.14	0.13	0.14	0.14	0.00
Number of Livestock							
Beef Cows	0.00	0.00	0.00	0.00	40.00	40.00	0.00
2012 Gross Receipts (\$1,000)*							
Total	2,227.30	7,400.70	1,678.50	4,776.00	974.80	754.30	1,157.20
Cattle	0.00	0.00	0.00	0.00	28.50	30.20	0.00
	0.00	0.00	0.00	0.00	0.03	0.04	0.00
Corn	1,199.80	3,655.20	1,066.30	3,175.10	357.70	356.60	550.10
	0.54	0.49	0.64	0.67	0.37	0.47	0.48
Grain Sorghum	252.00	986.60	23.70	0.00	320.60	116.80	171.60
	0.11	0.13	0.01	0.00	0.33	0.16	0.15
Wheat	318.60	364.70	339.20	0.00	125.50	41.30	29.40
	0.14	0.05	0.20	0.00	0.13	0.06	0.03
Cotton	456.90	2,394.20	200.10	605.90	142.60	209.40	406.20
	0.21	0.32	0.12	0.13	0.15	0.28	0.35
Other Receipts	0.00	0.00	49.20	88.60	0.00	0.00	0.00
	0.00	0.00	0.03	0.02	0.00	0.00	0.00
2012 Planted Acres**							
Total	2,700.00	9,200.00	2,500.00	3,194.00	2,800.00	1,600.00	1,200.00
Corn	960.00	3,200.00	875.00	1,878.00	800.00	750.00	500.00
	0.36	0.35	0.35	0.59	0.29	0.47	0.42
Grain Sorghum	240.00	1,000.00	183.00	0.00	900.00	300.00	250.00
	0.09	0.11	0.07	0.00	0.32	0.19	0.21
Wheat	870.00	1,000.00	1,242.00	0.00	500.00	150.00	150.00
	0.32	0.11	0.50	0.00	0.18	0.09	0.13
Cotton	630.00	4,000.00	200.00	564.00	300.00	400.00	300.00
	0.23	0.44	0.08	0.18	0.11	0.25	0.25
CRP	0.00	0.00	0.00	188.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.06	0.00	0.00	0.00
Improved Pasture	0.00	0.00	0.00	0.00	300.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.11	0.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.

## 2012 CHARACTERISTICS OF PANEL FARMS PRODUCING WHEAT

- WAW2000** This is a 2,000-acre moderate-sized grain farm in the Palouse of southeastern Washington (Whitman County). It plants 1,320 acres of wheat, 140 acres of barley, and 540 acres of dry peas. Disease concerns dictate rotating a minimum acreage of barley and peas to maintain wheat yields. This farm generated 73 percent of 2012 receipts from wheat.
- WAW7000** A 7,000-acre, large-sized grain farm in the Palouse of southeastern Washington (Whitman County). Annually, this farm allocates 4,060 acres to wheat, 350 acres to barley, and 1,750 acres to dry peas. Diseases that inhibit wheat yield dictate the rotation of a minimum acreage of barley and peas. Wheat sales accounted for 71 percent of 2012 receipts.
- WAAW4500** South central Washington (Adams County) is home to this 4,500-acre, large-sized grain farm. Annually, this farm plants 2,000 acres of wheat in a wheat-fallow rotation. Additionally, 500 acres are enrolled in CRP. In 2012, 97 percent of the farm's income came from wheat.
- ORW4100** ORW3600 is a 4,100-acre large-sized grain farm located in northeastern Oregon (Morrow County). This farm plants 1,950 acres annually in a wheat-fallow rotation, with 200 additional acres enrolled in a CRP contract. Ninety-two percent of this farm's 2012 total receipts came from wheat sales.
- MTW7000** North-central Montana (Chouteau County) is home to this 7,000 acre farm on which 4,200 acres of wheat (2,800 acres of winter wheat, 1,400 acres of spring wheat) are planted each year. MTW4500 uses no-till production practices. In 2012, 99 percent of cash income came from wheat.
- COW3000** A 3,000-acre northeast Colorado (Washington County), moderate-sized farm that plants 970 acres of winter wheat, 905 acres of millet, and 500 acres of corn each year. COW3000 has adopted minimum tillage practices on most of its acres. This farm generated 36 percent of its receipts from wheat, 33 percent from millet, and 30 percent from corn.
- COW5640** A 5,640-acre, large-sized northeast Colorado (Washington County) wheat farm. It plants 1,900 acres of wheat, 890 acres of millet, and 890 acres of corn. During 2012, 55 percent of gross receipts came from wheat sales and 27 percent came from corn sales.
- KSCW2000** South central Kansas (Sumner County) is home to this 2,000-acre, moderate-sized grain farm. KSCW2000 plants 1,200 acres of winter wheat, 400 acres of soybeans, 200 acres of sorghum, and 200 acres of corn each year. For 2012, 52 percent of gross receipts came from wheat.
- KSCW4500** A 4,500-acre, large-sized grain farm in south central Kansas (Sumner County) that plants 2,700 acres of winter wheat, 675 acres of corn, 675 acres of soybeans, and 450 acres of sorghum. Fifty-three percent of this farm's 2012 total receipts were generated from sales of winter wheat.
- KSNW4000** This is a 4,000-acre, moderate-sized northwest Kansas (Thomas County) grain farm. This farm plants 1,500 acres of winter wheat (wheat-fallow rotation), 1,000 acres of corn, and 500 acres of sorghum. KSNW4000 also owns 80 head of beef cows. This farm generated 37 percent of 2012 receipts from wheat, 54 percent of its receipts from feedgrains, and 5 percent from cattle.
- KSNW5500** KSNW5500 is a 5,500-acre, large-sized northwest Kansas (Thomas County) grain farm that annually plants 1,820 acres of winter wheat, 2,050 acres of corn, 500 acres of sorghum, and 130 acres of soybeans. This farm also runs 100 head of beef cows. The farm generated 23 percent of receipts from wheat and 69 percent from feedgrains during 2012.

Appendix Table A4. Characteristics of Panel Farms Producing Wheat.

	WAW2000	WAW7000	WAAW4500	ORW4100	MTW7000	COW3000	COW5640	KSCW2000	KSCW4500	KSNW4000	KSNW5500
County	Whitman	Whitman	Adams	Morrow	Chouteau	Washington	Washington	Sumner	Sumner	Thomas	Thomas
Total Cropland	2,000.00	7,000.00	4,000.00	4,100.00	7,000.00	3,000.00	5,640.00	2,000.00	4,500.00	4,000.00	5,500.00
Acres Owned	600.00	2,310.00	2,000.00	1,600.00	4,200.00	1,500.00	1,880.00	700.00	1,000.00	1,170.00	1,800.00
Acres Leased	1,400.00	4,690.00	2,000.00	2,500.00	2,800.00	1,500.00	3,760.00	1,300.00	3,500.00	2,830.00	3,700.00
Pastureland											
Acres Owned	0.00	0.00	0.00	0.00	0.00	200.00	0.00	0.00	0.00	400.00	500.00
Acres Leased	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	400.00	500.00
Assets (\$1000)											
Total	2,550.00	9,706.00	1,992.00	2,273.00	6,025.00	2,837.00	4,320.00	2,704.00	4,808.00	3,891.00	6,340.00
Real Estate	1,024.00	4,954.00	1,458.00	774.00	3,899.00	1,931.00	2,504.00	1,877.00	2,297.00	2,030.00	3,879.00
Machinery	466.00	3,225.00	357.00	701.00	988.00	374.00	823.00	385.00	1,327.00	821.00	857.00
Other & Livestock	1,060.00	1,527.00	177.00	797.00	1,139.00	531.00	993.00	442.00	1,184.00	1,041.00	1,604.00
Debt/Asset Ratios											
Total	0.07	0.10	0.14	0.17	0.14	0.13	0.11	0.10	0.14	0.13	0.10
Intermediate	0.11	0.15	0.27	0.36	0.35	0.40	0.28	0.16	0.31	0.32	0.23
Long Run	0.13	0.10	0.13	0.13	0.12	0.11	0.10	0.11	0.11	0.11	0.11
Number of Livestock											
Beef Cows	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00	100.00
2012 Gross Receipts (\$1,000)*											
Total	1,071.60	3,407.20	735.40	649.70	1,418.00	592.20	1,073.20	722.90	1,545.70	1,270.10	2,185.90
Cattle	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	67.80	97.40
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.05	0.05
Wheat	786.50	2,419.70	715.60	598.70	1,402.60	211.60	585.50	377.90	814.50	463.40	511.40
	0.73	0.71	0.97	0.92	0.99	0.36	0.55	0.52	0.53	0.37	0.23
Grain Sorghum	0.00	0.00	0.00	0.00	0.00	0.00	0.00	84.70	196.10	219.80	222.60
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.12	0.13	0.17	0.10
Barley	49.80	146.10	1.40	0.00	15.40	0.00	0.00	0.00	0.00	0.00	0.00
	0.05	0.04	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00
Corn	0.00	0.00	0.00	0.00	0.00	178.40	288.80	115.30	378.50	519.10	1,240.00
	0.00	0.00	0.00	0.00	0.00	0.30	0.27	0.16	0.25	0.41	0.57
Soybeans	0.00	0.00	0.00	0.00	0.00	0.00	0.00	145.00	156.50	0.00	114.60
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.20	0.10	0.00	0.05
Dry Peas	235.20	800.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.22	0.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Millet	0.00	0.00	0.00	0.00	0.00	192.60	189.90	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.33	0.18	0.00	0.00	0.00	0.00
Other Receipts	0.00	40.60	18.40	51.00	0.00	9.60	9.00	0.00	0.00	0.00	0.00
	0.00	0.01	0.03	0.08	0.00	0.02	0.01	0.00	0.00	0.00	0.00
2012 Planted Acres**											
Total	2,000.00	6,650.00	2,500.00	2,150.00	4,200.00	2,675.00	3,930.00	2,000.00	4,500.00	3,000.00	4,500.00
Wheat	1,320.00	4,060.00	2,000.00	1,950.00	4,200.00	970.00	1,900.00	1,200.00	2,700.00	1,500.00	1,820.00
	0.66	0.61	0.80	0.91	1.00	0.36	0.48	0.60	0.60	0.50	0.40
Grain Sorghum	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	450.00	500.00	500.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.10	0.10	0.17	0.11
Barley	140.00	350.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.07	0.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Corn	0.00	0.00	0.00	0.00	0.00	500.00	890.00	200.00	675.00	1,000.00	2,050.00
	0.00	0.00	0.00	0.00	0.00	0.19	0.23	0.10	0.15	0.33	0.46
Soybeans	0.00	0.00	0.00	0.00	0.00	0.00	0.00	400.00	675.00	0.00	130.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.20	0.15	0.00	0.03
Dry Peas	540.00	1,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.27	0.26	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Millet	0.00	0.00	0.00	0.00	0.00	905.00	890.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.34	0.23	0.00	0.00	0.00	0.00
CRP	0.00	490.00	500.00	200.00	0.00	300.00	250.00	0.00	0.00	0.00	0.00
	0.00	0.07	0.20	0.09	0.00	0.11	0.06	0.00	0.00	0.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.

## 2012 CHARACTERISTICS OF PANEL FARMS PRODUCING COTTON

- TXSP2500** A 2,500-acre Texas South Plains (Dawson County) cotton farm that is moderate-sized for the area. TXSP2500 plants 2,275 acres of cotton (1,800 dryland, 475 irrigated). For 2012, 100 percent of receipts came from cotton.
- TXSP4500** The Texas South Plains (Dawson County) is home to this 4,500-acre, large-sized cotton farm that grows 4,047 acres of cotton (2,667 dryland, 1,380 irrigated) and 120 acres of wheat. Cotton sales comprised 97 percent of 2012 receipts.
- TXEC5000** This 5,000-acre farm is located on the Eastern Caprock of the Texas South Plains (Crosby County). Annually, 4,150 acres are planted to cotton (2,100 irrigated and 2,050 dryland), 550 acres of sorghum (250 irrigated and 300 dryland), and 300 acres of dryland wheat. In 2012, cotton sales accounted for 86 percent of gross receipts.
- TXRP2500** TXRP2500 is a 2,500-acre cotton farm located in the Rolling Plains of Texas (Jones County). This farm plants 1,000 acres of cotton and 1,000 acres of winter wheat each year. The area is limited by rainfall, and the farm uses a conservative level of inputs. Seventy-one percent of 2012 farm receipts came from cotton sales. Twenty-five head of beef cows generated three percent of farm receipts.
- TXMC1800** This 1,800-acre cotton farm is located on the Coastal Plain of southeast Texas (Wharton County). TXMC1800 farms 300 acres of sorghum, 900 acres of cotton, and 600 acres of corn. In 2012, cotton sales comprised 49 percent of total cash receipts on this operation.
- TXCB2500** A 2,500-acre cotton farm located on the Texas Coastal Bend (San Patricio County) that farms 1,250 acres of cotton, 1,125 acres of sorghum, and 125 acres of corn annually. Fifty-six percent of 2012 cash receipts were generated by cotton.
- TXCB8000** Nueces County, Texas is home to this 8,000-acre farm. Annually, 3,600 acres are planted to cotton and 4,400 acres to sorghum. Cotton sales accounted for 52 percent of 2012 receipts.
- TXVC4500** This 4,500-acre farm is located in the lower Rio Grande Valley of Texas (Willacy County) and plants 1,495 acres to cotton (500 irrigated and 995 acres dryland), 2,780 acres to sorghum, and 225 acres of sugarcane. In 2012, 35 percent of TXVC4500's cash receipts were generated by cotton sales.

Appendix Table A5. Characteristics of Panel Farms Producing Cotton.

	TXSP2500	TXSP4500	TXEC5000	TXRP2500	TXMC1800	TXCB2500	TXCB8000	TXVC4500
County	Dawson	Dawson	Crosby	Jones	Wharton	San Patricio	Nueces	Willacy
Total Cropland	2,500.00	4,500.00	5,000.00	2,500.00	1,800.00	2,500.00	8,000.00	4,500.00
Acres Owned	500.00	900.00	1,000.00	400.00	180.00	500.00	320.00	900.00
Acres Leased	2,000.00	3,600.00	4,000.00	2,100.00	1,620.00	2,000.00	7,680.00	3,600.00
Pastureland								
Acres Leased	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00
Assets (\$1000)								
Total	1,487.00	3,804.00	3,757.00	734.00	1,266.00	2,132.00	5,110.00	5,582.00
Real Estate	741.00	988.00	1,195.00	375.00	471.00	1,075.00	721.00	2,150.00
Machinery	601.00	1,433.00	2,313.00	226.00	795.00	824.00	2,308.00	1,688.00
Other & Livestock	146.00	1,383.00	249.00	132.00	0.00	233.00	2,081.00	1,744.00
Debt/Asset Ratios								
Total	0.09	0.12	0.16	0.07	0.29	0.26	0.21	0.17
Intermediate	0.09	0.24	0.21	0.00	0.32	0.52	0.42	0.38
Long Run	0.11	0.11	0.11	0.13	0.14	0.12	0.13	0.13
Number of Livestock								
Beef Cows	0.00	0.00	0.00	25.00	0.00	0.00	0.00	0.00
2012 Gross Receipts (\$1,000)*								
Total	964.90	2,194.30	1,636.70	593.30	1,125.80	1,111.20	4,162.20	2,413.80
Cattle	0.00	0.00	0.00	19.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.03	0.00	0.00	0.00	0.00
Cotton	964.90	2,135.40	1,403.90	422.30	546.70	625.60	2,157.20	849.40
	1.00	0.97	0.86	0.71	0.49	0.56	0.52	0.35
Grain Sorghum	0.00	0.00	41.60	0.00	167.10	439.40	2,005.00	1,118.90
	0.00	0.00	0.03	0.00	0.15	0.40	0.48	0.46
Wheat	0.00	59.00	0.00	152.00	0.00	0.00	0.00	0.00
	0.00	0.03	0.00	0.26	0.00	0.00	0.00	0.00
Corn	0.00	0.00	0.00	0.00	403.00	46.30	0.00	0.00
	0.00	0.00	0.00	0.00	0.36	0.04	0.00	0.00
Rice	0.00	0.00	0.00	0.00	9.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00
2012 Planted Acres**								
Total	2,275.00	4,167.00	5,000.00	2,000.00	1,800.00	2,500.00	8,000.00	4,500.00
Cotton	2,275.00	4,047.00	4,150.00	1,000.00	900.00	1,250.00	3,600.00	1,495.00
	1.00	0.97	0.83	0.50	0.50	0.50	0.45	0.33
Grain Sorghum	0.00	0.00	550.00	0.00	300.00	1,125.00	4,400.00	2,780.00
	0.00	0.00	0.11	0.00	0.17	0.45	0.55	0.62
Wheat	0.00	120.00	300.00	1,000.00	0.00	0.00	0.00	0.00
	0.00	0.03	0.06	0.50	0.00	0.00	0.00	0.00
Corn	0.00	0.00	0.00	0.00	600.00	125.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.33	0.05	0.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.

## 2012 CHARACTERISTICS OF PANEL FARMS PRODUCING COTTON

- CAC4000** A 4,000-acre cotton farm located in Kings County, California, CAC4000 plants 1,333 acres to cotton, 267 acres to hay, 2666 acres of silage, and harvests 400 acres of almonds. Twenty-nine percent of 2012 receipts came from cotton sales.
- ARNC5000** Far northeast Arkansas (Mississippi County) is home to this 5,000-acre cotton farm. ARNC5000 plants all its acres to cotton annually, generating 100 percent of its receipts from cotton.
- TNC2100** A 2,100-acre, moderate-sized West Tennessee (Fayette County) cotton farm. TNC2100 consists of 525 acres of cotton, 1,020 acres of soybeans, 525 acres of corn, and 30 acres enrolled in CRP. Cotton accounted for 32 percent of 2012 gross receipts, with corn and soybeans contributing 30 percent and 38 percent, respectively.
- TNC4050** TNC4050 is a 4,050-acre, large-sized West Tennessee (Haywood County) cotton farm. This farm plants 2,025 acres of cotton, 1,425 acres of soybeans, 600 acres of corn, and 475 acres of wheat each year. During 2012, cotton sales generated 55 percent of gross receipts.
- ALC3000** A 3,000-acre cotton farm located in northern Alabama (Lawrence County) that plants 1,050 acres to cotton, 1,350 acres to corn, 150 acres of soybeans and 450 acres to wheat annually. This farm was early to adopt no-till cropping practices. Cotton sales accounted for 30 percent of total farm receipts during 2012.
- GAC2300** Southwest Georgia (Decatur County) is home to a 2,300-acre cotton farm that plants 1,200 acres to cotton, 550 acres to peanuts, and 550 acres to corn. In 2012, farm receipts were comprised of cotton sales (41 percent), corn (27 percent), and peanut sales (29 percent).
- SCC1800** SCC1800 is a moderate-sized, 1,800-acre grain farm in South Carolina (Barnwell County) consisting of 360 acres of corn, 900 acres of cotton, 360 acres of peanuts, 180 acres of soybeans (double cropped behind wheat), and 180 acres of wheat. Forty-five percent of the farm's receipts were from cotton sales during 2012.
- NCC1500** This is a 1,500-acre cotton farm located on the upper coastal plain of North Carolina (Wayne County). NCC1500 plants 225 acres of cotton, 255 acres of wheat, 850 acres of soybeans, and 275 acres of corn annually. Cotton accounted for 16 percent of this farm's 2012 receipts.
- NCNP1500** A 1,500-acre peanut farm located in northern North Carolina (Edgecombe County). NCNP1500 plants 375 acres of peanuts, 375 acres of corn, 375 acres of cotton, 150 acres of full season soybeans and double crops wheat and soybeans on 225 acres. Thirty-five percent of receipts for this farm came from peanut sales in 2012.

Appendix Table A6. Characteristics of Panel Farms Producing Cotton.

	CAC4000	ARNC5000	TNC2100	TNC4050	ALC3000	GAC2300	SCC1800	NCC1500	NCNP1500
County	Kings	Mississip	pi Fayette	Haywood	Lawrence	Decatur	Calhoun	Wayne	Edgecombe
Total Cropland	4,000.00	5,000.00	2,100.00	4,050.00	3,000.00	2,300.00	1,800.00	1,500.00	1,500.00
Acres Owned	2,000.00	1,000.00	225.00	1,000.00	0.00	1,150.00	450.00	225.00	500.00
Acres Leased	2,000.00	4,000.00	1,875.00	3,050.00	3,000.00	1,150.00	1,350.00	1,275.00	1,000.00
Pastureland									
Acres Owned	0.00	0.00	0.00	0.00	0.00	100.00	200.00	0.00	0.00
Acres Leased	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00
Assets (\$1000)									
Total	28,602.00	8,419.00	4,451.00	7,380.00	2,918.00	9,152.00	4,535.00	3,289.00	2,875.00
Real Estate	22,791.00	3,258.00	1,501.00	4,081.00	384.00	6,046.00	2,427.00	1,323.00	1,770.00
Machinery	1,236.00	4,067.00	731.00	796.00	1,471.00	1,221.00	866.00	1,055.00	1,021.00
Other & Livestock	4,576.00	1,094.00	2,219.00	2,503.00	1,062.00	1,886.00	1,242.00	910.00	84.00
Debt/Asset Ratios									
Total	0.10	0.20	0.09	0.08	0.16	0.14	0.13	0.15	0.13
Intermediate	0.38	0.31	0.33	0.09	0.28	0.36	0.29	0.30	0.13
Long Run	0.11	0.13	0.07	0.11	0.15	0.12	0.14	0.13	0.12
Number of Livestock									
Beef Cows	0.00	0.00	0.00	0.00	0.00	125.00	0.00	0.00	0.00
2012 Gross Receipts (\$1,000)*									
Total	8,639.60	4,443.50	1,711.50	3,119.40	2,229.70	2,965.90	1,713.40	1,273.00	1,351.70
Cattle	0.00	0.00	0.00	0.00	0.00	98.20	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.03	0.00	0.00	0.00
Cotton	2,475.40	4,443.50	542.60	1,708.60	792.70	1,216.00	773.70	202.90	381.20
	0.29	1.00	0.32	0.55	0.36	0.41	0.45	0.16	0.28
Wheat	548.10	0.00	0.00	231.80	207.50	0.00	66.50	99.80	98.40
	0.06	0.00	0.00	0.07	0.09	0.00	0.04	0.08	0.07
Soybeans	0.00	0.00	647.20	684.90	79.30	0.00	88.50	474.50	170.60
	0.00	0.00	0.38	0.22	0.04	0.00	0.05	0.37	0.13
Corn	0.00	0.00	519.90	490.10	1,150.20	807.50	313.70	249.00	233.70
	0.00	0.00	0.30	0.16	0.52	0.27	0.18	0.20	0.17
Hay	419.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Peanuts	0.00	0.00	0.00	0.00	0.00	844.20	471.00	0.00	467.60
	0.00	0.00	0.00	0.00	0.00	0.29	0.28	0.00	0.35
Silage	3,239.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Receipts	1,957.00	0.00	1.80	4.00	0.00	0.00	0.00	246.80	0.00
	0.23	0.00	0.00	0.00	0.00	0.00	0.00	0.19	0.00
2012 Planted Acres**									
Total	5,333.00	5,000.00	2,100.00	4,525.00	3,000.00	2,500.00	1,980.00	1,605.00	1,725.00
Cotton	1,333.00	5,000.00	525.00	2,025.00	1,050.00	1,200.00	900.00	225.00	375.00
	0.25	1.00	0.25	0.45	0.35	0.48	0.46	0.14	0.22
Wheat	667.00	0.00	0.00	475.00	450.00	0.00	180.00	255.00	225.00
	0.13	0.00	0.00	0.11	0.15	0.00	0.09	0.16	0.13
Soybeans	0.00	0.00	1,020.00	1,425.00	150.00	0.00	180.00	850.00	375.00
	0.00	0.00	0.49	0.32	0.05	0.00	0.09	0.53	0.22
Corn	0.00	0.00	525.00	600.00	1,350.00	550.00	360.00	275.00	375.00
	0.00	0.00	0.25	0.13	0.45	0.22	0.18	0.17	0.22
Hay	267.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Peanuts	0.00	0.00	0.00	0.00	0.00	550.00	360.00	0.00	375.00
	0.00	0.00	0.00	0.00	0.00	0.22	0.18	0.00	0.22
CRP	0.00	0.00	30.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.00	0.00
Almonds	400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.08	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Silage	2,666.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	0.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.



## 2012 CHARACTERISTICS OF PANEL FARMS PRODUCING RICE

- CAR550** CAR550 is a 550-acre moderate-sized rice farm in the Sacramento Valley of California (Sutter and Yuba Counties) that plants 500 acres of rice annually. This farm generated 100 percent of 2012 gross receipts from rice sales.
- CAR3000** This is a 3,000-acre rice farm located in the Sacramento Valley of California (Sutter and Yuba Counties) that is large-sized for the region. CAR3000 plants 3,000 acres of rice annually. One hundred percent of 2012 total receipts were generated from rice sales.
- CABR1300** The Sacramento Valley (Butte County) is home to CABR1300, a 1,300-acre rice farm. CABR1300 harvests 1,200 acres of rice annually, generating 100 percent of 2012 farm receipts from rice sales.
- CACR800** CACR800 is a 800-acre rice farm located in the Sacramento Valley of California (Colusa County). This farm harvests 800 acres of rice each year. During 2012, 100 percent of farm receipts were realized from rice sales.
- TXR1500** This 1,500-acre rice farm located west of Houston, Texas (Colorado County) is moderate-sized for the region. TXR1500 harvests 400 acres of rice. The farm generated 79 percent of its receipts from rice during 2012.
- TXR3000** TXR3000 is a 3,000-acre, large-sized rice farm located west of Houston, Texas (Colorado County). This farm harvests 1,200 acres of rice annually. TXR3000 realized 15 percent of 2012 gross receipts from rice sales. Due to limited water allowances in 2012, the farm was not able to plant all of their intended acres of rice and received prevented planting crop insurance indemnities for those acres.
- TXBR1800** The Texas Gulf Coast (Matagorda County) is home to this 1,800-acre rice farm. TXBR1800 plants a third of its acres to rice annually and fallows the remainder. In 2012, TXBR1800 realized 100 percent farm receipts from rice sales.
- TXER3200** This 3,200-acre rice farm is located in the Texas Gulf Coast (Wharton County). TXER3200 harvests 1,067 acres of rice each year. The farm also grows 320 acres of soybeans and 747 acres of grain sorghum annually. Seventy-eight percent of 2012 receipts came from rice sales.

Appendix Table A7. Characteristics of Panel Farms Producing Rice.

	CAR550	CAR3000	CABR1300	CACR800	TXR1500	TXR3000	TXBR1800	TXER3200
County	Sutter	Sutter	Butte	Colusa	Colorado	Colorado	Matagorda	Wharton
Total Cropland	550.00	3,000.00	1,300.00	800.00	1,500.00	3,000.00	1,800.00	3,200.00
Acres Owned	275.00	769.00	520.00	320.00	405.00	0.00	0.00	640.00
Acres Leased	275.00	2,231.00	780.00	480.00	1,095.00	3,000.00	1,800.00	2,560.00
Assets (\$1000)								
Total	3,242.00	11,981.00	8,408.00	5,199.00	1,805.00	1,624.00	816.00	2,396.00
Real Estate	2,301.00	7,588.00	5,337.00	3,218.00	846.00	68.00	0.00	1,529.00
Machinery	767.00	2,397.00	1,267.00	368.00	698.00	842.00	816.00	603.00
Other & Livestock	174.00	1,995.00	1,804.00	1,613.00	261.00	714.00	0.00	263.00
Debt/Asset Ratios								
Total	0.17	0.13	0.12	0.09	0.14	0.06	0.89	0.12
Intermediate	0.42	0.30	0.33	0.21	0.17	0.11	0.36	0.15
Long Run	0.11	0.11	0.12	0.09	0.13	0.17	0.00	0.13
2012 Gross Receipts (\$1,000)*								
Total	884.20	5,089.90	2,228.40	1,472.30	691.40	824.80	905.20	1,940.50
Rice	884.20	5,089.90	2,228.40	1,472.30	549.30	121.80	905.20	1,505.10
	1.00	1.00	1.00	1.00	0.79	0.15	1.00	0.78
Soybeans	0.00	0.00	0.00	0.00	0.00	0.00	0.00	112.50
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.06
Grain Sorghum	0.00	0.00	0.00	0.00	0.00	0.00	0.00	322.90
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.17
Other Receipts	0.00	0.00	0.00	0.00	142.10	703.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.21	0.85	0.00	0.00
2012 Planted Acres**								
Total	500.00	3,000.00	1,200.00	800.00	400.00	0.00	600.00	2,134.00
Rice	500.00	3,000.00	1,200.00	800.00	400.00	0.00	600.00	1,067.00
	1.00	1.00	1.00	1.00	1.00	0.00	1.00	0.50
Soybeans	0.00	0.00	0.00	0.00	0.00	0.00	0.00	320.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.15
Grain Sorghum	0.00	0.00	0.00	0.00	0.00	0.00	0.00	747.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.35

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.

## 2012 CHARACTERISTICS OF PANEL FARMS PRODUCING RICE

- LASR1480** A 1,480-acre southwest Louisiana (Acadia, Jeff Davis, and Vermilion parishes) rice farm, LASR1480 is moderate-sized for the area. This farm harvests 800 acres of rice and 530 acres of soybeans. During 2012, 73 percent of gross receipts were generated from rice sales.
- ARMR7500** ARMR7500 is a 7,500-acre diversified rice farm in southeast Arkansas (Desha County) that plants 1,875 acres of rice, 2,375 acres of soybeans (750 double cropped behind wheat), 1,500 acres of cotton, 1,500 acres of corn, and 1,000 acres of wheat. For 2012, 29 percent of gross receipts came from rice sales, 29 percent from cotton sales, 19 percent from corn sales, and 18 percent from soybean sales.
- ARSR3240** ARSR3240 is a 3,240-acre, large-sized Arkansas (Arkansas County) rice farm that harvests 1,620 acres of rice, 1,620 acres of soybeans, and 324 acres of wheat (planted before soybeans) each year. Sixty-three percent of this farm's 2012 receipts came from rice sales.
- ARWR1400** East central Arkansas (Cross County) is home to this 1,400-acre rice farm. Moderate-sized for the region, ARWR1400 annually plants 700 acres each to rice and soybeans. During 2012, rice sales generated 64 percent of gross receipts.
- ARHR3000** ARHR3000 is a 3,000-acre large-sized northeast Arkansas (Lawrence County) rice farm that annually harvests 1,800 acres of rice, 1,050 acres of soybeans, and 150 acres of corn. Rice sales accounted for 74 percent of 2012 farm receipts.
- MOWR4000** A 4,000-acre rice farm located in southeast Missouri (Butler County), MOWR4000 is large-sized for the region. Annually, this farm plants 2,000 acres of rice and 2,000 acres of soybeans. Sixty-two percent of receipts for this farm came from rice sales in 2012.

Appendix Table A8. Characteristics of Panel Farms Producing Rice.

	LASR1480	ARMR7500	ARSR3240	ARWR1400	ARHR3000	MOWR4000
County	Acadia	Desha	Arkansas	Cross	Lawrence	Butler
Total Cropland	1,480.00	7,500.00	3,240.00	1,400.00	3,000.00	4,000.00
Acres Owned	150.00	1,200.00	648.00	420.00	1,000.00	2,000.00
Acres Leased	1,330.00	6,300.00	2,592.00	980.00	2,000.00	2,000.00
Assets (\$1000)						
Total	1,415.00	10,896.00	5,845.00	3,517.00	7,106.00	16,996.00
Real Estate	960.00	3,489.00	2,412.00	1,959.00	4,060.00	11,386.00
Machinery	411.00	5,400.00	2,670.00	1,499.00	3,009.00	3,500.00
Other & Livestock	43.00	2,007.00	763.00	58.00	38.00	2,110.00
Debt/Asset Ratios						
Total	0.09	0.19	0.23	0.20	0.26	0.12
Intermediate	0.15	0.30	0.41	0.31	0.31	0.26
Long Run	0.07	0.13	0.11	0.11	0.11	0.09
2012 Gross Receipts (\$1,000)*						
Total	1,088.10	5,569.80	2,315.30	1,168.40	2,518.90	3,393.60
Rice	797.30	1,602.60	1,458.20	742.20	1,867.40	2,089.10
	0.73	0.29	0.63	0.64	0.74	0.62
Soybeans	236.40	1,002.30	724.50	426.20	504.00	1,304.50
	0.22	0.18	0.31	0.37	0.20	0.38
Corn	0.00	1,058.10	0.00	0.00	147.50	0.00
	0.00	0.19	0.00	0.00	0.06	0.00
Wheat	0.00	295.60	132.60	0.00	0.00	0.00
	0.00	0.05	0.06	0.00	0.00	0.00
Cotton	0.00	1,611.20	0.00	0.00	0.00	0.00
	0.00	0.29	0.00	0.00	0.00	0.00
Other Receipts	54.40	0.00	0.00	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00	0.00
2012 Planted Acres**						
Total	1,330.00	8,250.00	3,564.00	1,400.00	3,000.00	4,000.00
Rice	800.00	1,875.00	1,620.00	700.00	1,800.00	2,000.00
	0.60	0.23	0.46	0.50	0.60	0.50
Soybeans	530.00	2,375.00	1,620.00	700.00	1,050.00	2,000.00
	0.40	0.29	0.46	0.50	0.35	0.50
Corn	0.00	1,500.00	0.00	0.00	150.00	0.00
	0.00	0.18	0.00	0.00	0.05	0.00
Wheat	0.00	1,000.00	324.00	0.00	0.00	0.00
	0.00	0.12	0.09	0.00	0.00	0.00
Cotton	0.00	1,500.00	0.00	0.00	0.00	0.00
	0.00	0.18	0.00	0.00	0.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.

## 2012 CHARACTERISTICS OF PANEL FARMS PRODUCING MILK

- CAD1710** A 1,710-cow, large-sized central California (Tulare County) dairy, the farm plants 1,200 acres of hay/silage for which it employs custom harvesting. Milk sales generated 92 percent of 2012 total receipts.
- WAD250** A 250-cow, moderate-sized northern Washington (Whatcom County) dairy. This farm plants 200 acres of silage and generated 95 percent of its 2012 gross receipts from milk sales.
- WAD850** An 850-cow, large-sized northern Washington (Whatcom County) dairy. This farm plants 605 acres for silage annually. During 2012, 94 percent of this farm's gross receipts came from milk.
- IDD3000** A 3,000-cow, large-sized dairy located in the Magic Valley of Idaho (Twin Falls County). This farm plants 1,250 acres of corn silage annually. Milk sales account for 93 percent of 2012 gross receipts.
- NVD500** A 500-cow, moderate-sized Nevada (Churchill County) dairy. This farm plants 150 acres of hay and 100 acres of corn silage annually. Milk sales accounted for 92 percent of NVD500's gross receipts for 2012.
- TXND3000** A 3,000-cow, large-sized dairy located in the South Plains of Texas (Bailey County). This farm plants 1,440 acres of corn silage annually. Milk sales account for 92 percent of 2012 gross receipts.
- TXCD700** A 700-cow, moderate-sized central Texas (Erath County) dairy, TXCD700 plants 1,400 acres of hay each year. Milk sales represented 93 percent of this farm's 2012 gross receipts.
- TXCD1300** A 1,300-cow, large-sized central Texas (Erath County) dairy, TXCD1300 plants 680 acres of silage and 440 acres of hay annually. During 2012, milk sales accounted for 91 percent of receipts.

Appendix Table A9. Characteristics of Panel Farms Producing Milk.

	CAD1710	WAD250	WAD850	IDD3000	NVD500	TXND3000	TXCD700	TXCD1300
County	Tulare	Whatcom	Whatcom	Twin Falls	Churchill	Bailey	Erath	Erath
Total Cropland	700.00	250.00	605.00	1,500.00	200.00	520.00	1,000.00	560.00
Acres Owned	700.00	125.00	300.00	1,500.00	150.00	520.00	500.00	230.00
Acres Leased	0.00	125.00	305.00	0.00	50.00	0.00	500.00	330.00
Pastureland								
Acres Owned	0.00	0.00	0.00	0.00	0.00	0.00	150.00	240.00
Assets (\$1000)								
Total	26,984.00	3,864.00	8,932.00	26,624.00	4,330.00	16,188.00	5,812.00	8,545.00
Real Estate	19,281.00	3,145.00	6,495.00	16,306.00	2,321.00	8,448.00	3,456.00	3,977.00
Machinery	782.00	189.00	843.00	1,026.00	283.00	1,242.00	992.00	810.00
Other & Livestock	6,922.00	531.00	1,594.00	9,293.00	1,726.00	6,498.00	1,364.00	3,758.00
Debt/Asset Ratios								
Total	0.26	0.23	0.35	0.28	0.16	0.48	0.35	0.41
Intermediate	0.03	0.03	0.10	0.03	0.04	0.15	0.08	0.05
Long Run	0.17	0.17	0.21	0.14	0.16	0.24	0.21	0.22
Number of Livestock								
Dairy Cows	1,710.00	250.00	850.00	3,000.00	500.00	3,000.00	700.00	1,300.00
Cwt Milk/Cow	252.00	210.00	265.00	258.00	246.00	229.00	216.00	208.00
2012 Gross Receipts (\$1,000)*								
Total	7,696.70	1,131.20	4,289.70	14,742.20	2,717.10	13,530.40	3,004.10	5,600.30
Milk	7,069.60	1,076.30	4,018.00	13,630.10	2,485.20	12,414.60	2,779.80	5,116.90
	0.92	0.95	0.94	0.93	0.92	0.92	0.93	0.91
Dairy Cattle	598.30	42.00	251.40	1,081.80	221.70	1,100.00	214.10	473.10
	0.08	0.04	0.06	0.07	0.08	0.08	0.07	0.08
2012 Planted Acres**								
Total	1,200.00	250.00	605.00	1,250.00	250.00	1,440.00	1,400.00	1,120.00
Hay	200.00	0.00	0.00	0.00	150.00	0.00	1,400.00	440.00
	0.17	0.00	0.00	0.00	0.60	0.00	1.00	0.39
Silage	1,000.00	250.00	605.00	1,250.00	100.00	1,440.00	0.00	680.00
	0.83	1.00	1.00	1.00	0.40	1.00	0.00	0.61

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.

## 2012 CHARACTERISTICS OF PANEL FARMS PRODUCING MILK (continued)

- TXED400** A 400-cow, moderate-sized northeast Texas (Hopkins County) dairy. This farm has 400 acres of silage and 125 acres of hay. During 2012, milk sales represented 88 percent of annual receipts.
- WID145** A 145-cow, moderate-sized eastern Wisconsin (Winnebago County) dairy, the farm plants 240 acres of silage, 90 acres for hay, 90 acres of corn, and 130 acres of soybeans. Milk constituted 81 percent of this farm's 2012 receipts.
- WID1000** A 1000-cow, large-sized eastern Wisconsin (Winnebago County) dairy, the farm plants 650 acres of hay, 650 acres of silage, and 600 acres of corn. Milk sales comprised 90 percent of the farm's 2012 receipts.
- NYWD500** A 500-cow, moderate-sized western New York (Wyoming County) dairy. This farm plants 950 acres of silage, 450 acres of haylage, and 50 acres of corn annually. Milk sales accounted for 92 percent of the gross receipts for this farm in 2012.
- NYWD1200** A 1,200-cow, large-sized western New York (Wyoming County) dairy. This farm plants 1,900 acres of silage and 200 acres of corn annually. Milk sales accounted for 92 percent of the gross receipts for this farm in 2012.
- NYCD110** A 110-cow, moderate-sized central New York (Cayuga County) dairy, the farm plants 30 acres for hay, 90 acres for corn, and 185 acres for silage annually. Milk accounted for 89 percent of the gross receipts for 2012 on this dairy.
- NYCD550** A 550-cow, large-sized central New York (Cayuga County) dairy, this farm plants 625 acres of hay and haylage and 475 acres of silage. Milk sales make up 91 percent of the 2012 total receipts for this dairy.

Appendix Table A10. Characteristics of Panel Farms Producing Milk.

	TXED400	WID145	WID1000	NYWD500	NYWD1200	NYCD110	NYCD550
County	Hopkins	Winnebago	Winnebago	Wyoming	Wyoming	Cayuga	Cayuga
Total Cropland	950.00	600.00	2,000.00	1,000.00	2,100.00	325.00	1,100.00
Acres Owned	475.00	330.00	800.00	600.00	1,400.00	250.00	825.00
Acres Leased	475.00	270.00	1,200.00	400.00	700.00	75.00	275.00
Pastureland							
Acres Owned	0.00	40.00	0.00	0.00	50.00	20.00	50.00
Assets (\$1000)							
Total	2,873.00	2,986.00	9,801.00	5,327.00	12,851.00	1,534.00	6,457.00
Real Estate	1,595.00	1,919.00	6,400.00	2,500.00	8,295.00	715.00	3,220.00
Machinery	457.00	628.00	1,008.00	814.00	1,776.00	293.00	1,555.00
Other & Livestock	821.00	439.00	2,394.00	2,013.00	2,780.00	526.00	1,681.00
Debt/Asset Ratios							
Total	0.53	0.22	0.20	0.14	0.21	0.16	0.36
Intermediate	0.09	0.21	0.08	0.12	0.12	0.15	0.14
Long Run	0.20	0.20	0.21	0.19	0.21	0.19	0.17
Number of Livestock							
Dairy Cows	400.00	145.00	1,000.00	500.00	1,200.00	110.00	550.00
Cwt Milk/Cow	183.00	260.00	273.00	245.00	253.00	249.00	262.00
2012 Gross Receipts (\$1,000)*							
Total	1,429.70	882.10	6,135.30	2,679.70	6,298.80	619.30	3,213.90
Milk	1,262.60	716.30	5,507.40	2,453.70	5,768.40	548.90	2,931.40
	0.88	0.81	0.90	0.92	0.92	0.89	0.91
Dairy Cattle	131.00	68.40	409.50	196.20	493.30	55.60	261.40
	0.09	0.08	0.07	0.07	0.08	0.09	0.08
Hay	25.90	0.40	0.00	0.00	0.00	0.00	0.00
	0.02	0.00	0.00	0.00	0.00	0.00	0.00
Corn	0.00	0.00	145.00	0.00	0.00	4.60	0.00
	0.00	0.00	0.02	0.00	0.00	0.01	0.00
Soybeans	0.00	14.90	0.00	0.00	0.00	0.00	0.00
	0.00	0.02	0.00	0.00	0.00	0.00	0.00
2012 Planted Acres**							
Total	525.00	600.00	2,000.00	1,000.00	2,100.00	305.00	1,100.00
Hay	125.00	90.00	650.00	0.00	0.00	30.00	625.00
	0.24	0.15	0.33	0.00	0.00	0.10	0.57
Silage	400.00	240.00	650.00	950.00	1,900.00	185.00	475.00
	0.76	0.40	0.33	0.95	0.91	0.61	0.43
Corn	0.00	90.00	600.00	50.00	200.00	90.00	0.00
	0.00	0.15	0.30	0.05	0.10	0.30	0.00
Soybeans	0.00	130.00	0.00	0.00	0.00	0.00	0.00
	0.00	0.22	0.00	0.00	0.00	0.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.



## 2012 CHARACTERISTICS OF PANEL FARMS PRODUCING MILK (continued)

- VTD140** A 140-cow, moderate-sized Vermont (Washington County) dairy. VTD140 plants 20 acres of hay and 200 acres of silage annually. Milk accounted for 89 percent of the 2012 receipts for this farm.
- VTD400** A 400-cow, large-sized Vermont (Washington County) dairy. This farm plants 100 acres of hay and 900 acres of silage annually. Milk sales represent 90 percent of VTD400's gross receipts in 2012.
- MOGD550** A 550-cow, grazing dairy in southwest Missouri (Dade County), the farm grazes cows on 520 acres of improved pasture. Milk accounted for 89 percent of gross farm receipts for 2012.
- MOGD180** A 180-cow, grazing dairy in southwest Missouri (Dade County), the farm grazes cows on 265 acres of improved pasture. Milk accounted for 88 percent of gross farm receipts for 2012.
- FLND550** A 550-cow, moderate-sized north Florida (Lafayette County) dairy. The dairy grows 130 acres of hay each year. All other feed requirements are purchased in a pre-mixed ration. Milk sales accounted for 91 percent of the farm receipts.
- FLSD1500** A 1,500-cow, large-sized south central Florida (Okeechobee County) dairy, FLSD1500 plants 100 acres of hay and 400 acres of silage annually. Milk sales represent 93 percent of 2012 total receipts.

Appendix Table A11. Characteristics of Panel Farms Producing Milk.

	VTD140	VTD400	MOGD550	MOGD180	FLND550	FLSD1500
County	Washington	Washington	Dade	Dade	Lafayette	Okeechobee
Total Cropland	220.00	1,000.00	0.00	0.00	550.00	400.00
Acres Owned	100.00	525.00	0.00	0.00	450.00	400.00
Acres Leased	120.00	475.00	0.00	0.00	100.00	0.00
Pastureland						
Acres Owned	60.00	50.00	385.00	180.00	60.00	470.00
Acres Leased	0.00	50.00	0.00	75.00	0.00	0.00
Assets (\$1000)						
Total	1,554.00	4,656.00	3,695.00	1,556.00	3,517.00	11,013.00
Real Estate	759.00	2,905.00	1,800.00	692.00	1,858.00	5,883.00
Machinery	294.00	579.00	169.00	62.00	368.00	730.00
Other & Livestock	501.00	1,171.00	1,726.00	802.00	1,291.00	4,399.00
Debt/Asset Ratios						
Total	0.38	0.27	0.10	0.05	0.20	0.44
Intermediate	0.08	0.11	0.05	0.00	0.05	0.06
Long Run	0.16	0.19	0.16	0.10	0.16	0.19
Number of Livestock						
Dairy Cows	140.00	400.00	550.00	180.00	550.00	1,500.00
Cwt Milk/Cow	210.00	244.00	124.00	129.00	210.00	204.00
2012 Gross Receipts (\$1,000)*						
Total	656.80	2,080.30	1,532.60	524.30	2,755.30	7,739.70
Milk	587.00	1,875.90	1,363.30	462.70	2,506.40	7,157.20
	0.89	0.90	0.89	0.88	0.91	0.93
Dairy Cattle	50.20	180.20	159.00	51.70	238.70	572.20
	0.08	0.09	0.10	0.10	0.09	0.07
Other Receipts	9.40	13.90	0.00	0.00	0.00	0.00
	0.01	0.00	0.00	0.00	0.00	0.00
2012 Planted Acres**						
Total	220.00	1,000.00	520.00	265.00	730.00	500.00
Hay	20.00	100.00	0.00	265.00	130.00	100.00
	0.09	0.10	0.00	1.00	0.18	0.20
Silage	200.00	900.00	0.00	0.00	600.00	400.00
	0.91	0.90	0.00	0.00	0.82	0.80
Improved Pasture	0.00	0.00	520.00	0.00	0.00	0.00
	0.00	0.00	1.00	0.00	0.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.

## 2012 CHARACTERISTICS OF PANEL RANCHES PRODUCING BEEF CATTLE

- CAB500** Located in the northern Sacramento Valley (Tehama County, California), this 500-cow operation covers 10,000 acres of deeded and privately owned leased range. Additionally, 2,000 AUMs are leased from the federal government. All 2012 receipts were generated by the cow-calf operation.
- NVB650** NVB650 is a 650-cow ranch located in northeastern Nevada (Elko County). The operation consists of 1,300 acres of owned hay meadow and 8,725 acres of owned range, supplemented by 4,450 AUMs leased from the U.S. Forest Service. Each year, the ranch harvests 975 acres of hay. Annually, cattle sales represent all of the ranch's receipts.
- MTB500** A 500-cow ranch located on the eastern plains of Montana (Custer County), MTB500 runs cows on a combination of owned land and land leased from federal, state, and private sources. Federal land satisfies one quarter of total grazing needs. The ranch owns 14,000 acres of pasture. 640 acres of hay are produced annually on the owned land. Also, all deeded acres are leased for hunting. Cattle sales represented 98 percent of this ranch's 2012 receipts.
- WYB435** This 435-cow ranch is located in north central Wyoming (Washakie County). The ranch leases 2000 AUMs from the U.S. Forest Service and owns 1,000 acres of range. In response to drought, the ranch has begun leasing 700 acres of private pasture. Annually, the ranch harvests 305 acres of alfalfa and grass hay on owned ground. The ranch backgrounds two-thirds of its calves for ninety days. In 2012, cattle sales accounted for 92 percent of gross receipts, while hay sales accounted for seven percent.
- COB250** This 250-cow ranch is located in northwestern Colorado (Routt County). Federal land provides seven percent of the ranch's grazing needs. The ranch owns 2,300 acres of rangeland, and the cattle graze federal land during the summer. COB250 harvests 450 acres of hay each year at a projected yield of 2.5 tons per acre. Cattle sales accounted for 73 percent of the ranch's 2012 total receipts.
- NMB160** NMB160 is a 160-cow ranch located in northeastern New Mexico (Union County). In 2011, this ranch liquidated 33 percent of its mature cowherd in response to oppressive drought, culling 80 of its 240. During 2012, 94 percent of gross receipts were derived from cattle sales with the balance of receipts generated from fee hunting.

Appendix Table A12. Characteristics of Panel Farms Producing Beef Cattle.

	CAB500	NVB650	MTB500	WYB435	COB250	NMB160
County	Tehama	Elko	Custer	Washakie	Routt	Union
Total Cropland	0.00	1,300.00	0.00	330.00	450.00	0.00
Acres Owned	0.00	1,300.00	0.00	330.00	450.00	0.00
Acres Leased	0.00	0.00	0.00	0.00	0.00	0.00
Pastureland						
Acres Owned	5,000.00	8,725.00	14,000.00	1,000.00	2,300.00	10,072.00
Acres Leased	0.00	0.00	0.00	0.00	0.00	2,261.00
Federal AUMs Lease	2,000.00	4,450.00	1,350.00	2,000.00	200.00	0.00
State/Private AUMs	5,000.00	1,000.00	5,180.00	700.00	750.00	0.00
Assets (\$1000)						
Total	4,616.00	6,950.00	6,544.00	4,500.00	21,595.00	6,148.00
Real Estate	3,681.00	5,494.00	5,197.00	3,215.00	20,928.00	5,712.00
Machinery	164.00	305.00	329.00	324.00	226.00	123.00
Other & Livestock	772.00	1,152.00	1,017.00	960.00	440.00	314.00
Debt/Asset Ratios						
Total	0.05	0.01	0.02	0.04	0.01	0.01
Intermediate	0.05	0.06	0.07	0.07	0.07	0.03
Long Run	0.01	0.01	0.01	0.01	0.01	0.01
Number of Livestock						
Beef Cows	500.00	650.00	500.00	435.00	250.00	160.00
2012 Gross Receipts (\$1,000)*						
Total	404.60	511.40	409.00	389.30	278.50	154.90
Cattle	404.60	511.40	402.00	359.10	202.60	145.70
	1.00	1.00	0.98	0.92	0.73	0.94
Hay	0.00	0.00	0.00	25.20	66.90	0.00
	0.00	0.00	0.00	0.07	0.24	0.00
Other Receipts	0.00	0.00	7.00	5.00	9.00	9.20
	0.00	0.00	0.02	0.01	0.03	0.06
2012 Planted Acres**						
Total	0.00	975.00	640.00	305.00	450.00	0.00
Hay	0.00	975.00	640.00	305.00	450.00	0.00
	0.00	1.00	1.00	1.00	1.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.

## **2012 CHARACTERISTICS OF PANEL RANCHES PRODUCING BEEF CATTLE (continued)**

- SDB375** SDB375 is a 375-cow West River (Meade County, South Dakota) beef cattle ranch. This operation produces hay on 1,150 acres of owned cropland, and runs its cows on 6,700 acres of owned native range. In 2012, calf and culled cow/bull sales accounted for 100 percent of gross receipts.
- MOB250** A 250-cow beef cattle operation is the focal point of this diversified livestock and crop farm located in southwest Missouri (Dade County). MOB250 plants 120 acres of corn, 120 acres of wheat, 160 acres of soybeans, and 280 acres of hay. Improved pasture makes up another 570 acres of this ranch. During 2012, cattle sales comprised 50 percent of gross receipts.
- TXRB250** The western Rolling Plains of Texas (King County) is home to this 250-head cow-calf operation. This ranch operates on 20,000 acres (half owned, half leased) of native range. Due to extended drought in the area, the ranch has been forced to sell of 250 cows in 2011 and 2012 and move 75 cows to an additional 5,000 acres of leased land. After weaning, calves are placed on wheat pasture and then either sold as feeder cattle or retained as replacement females. Seventy-eight percent of 2012 receipts came from cattle sales, while 22 percent came from fee hunting.
- TXSB200** A 200-head cow-calf operation is the central focus of this full-time agricultural operation in south central Texas (Gonzales County). Faced with continued drought, the ranch has been able to only slightly rebuild its numbers from its 30 percent liquidation in 2006. Contract broiler production is an important source of agricultural revenue for this ranch; even so, cattle sales accounted for 84 percent of 2012 gross receipts.
- FLB1155** This is a 1,155-cow ranch located in central Florida (Osceola County). FLB1155 runs cows on 5,400 acres of owned improved pasture, from which 3,560 acres of hay are harvested annually. Sales of sod are a burgeoning source of agricultural income for area ranches. During 2012, cattle sales represented 89 percent of total receipts.
- OTHERS** Seven other representative farms have beef cattle operations along with their crop production (MONG1850, TXHG2000, TXWG1600, KSNW4000, KSNW5500, TXRP2500, and GAC2300). These farming operations have from 25 to 200 cows. Cattle contributed from 3 to 13 percent of gross receipts for these farms in 2012.

Appendix Table A13. Characteristics of Panel Farms Producing Beef Cattle.

	SDB375	MOB250	TXRB250	TXSB200	FLB1155
County	Meade	Dade	King	Gonzales	Osceola
Total Cropland	1,150.00	280.00	0.00	0.00	5,400.00
Acres Owned	1,150.00	175.00	0.00	0.00	5,400.00
Acres Leased	0.00	105.00	0.00	0.00	0.00
Pastureland					
Acres Owned	6,700.00	570.00	10,000.00	900.00	0.00
Acres Leased	700.00	280.00	15,000.00	775.00	0.00
Assets (\$1000)					
Total	6,807.00	3,615.00	7,333.00	4,390.00	21,755.00
Real Estate	5,678.00	2,319.00	6,530.00	3,981.00	19,731.00
Machinery	301.00	286.00	105.00	117.00	204.00
Other & Livestock	829.00	1,010.00	698.00	292.00	1,820.00
Debt/Asset Ratios					
Total	0.03	0.02	0.03	0.05	0.01
Intermediate	0.12	0.10	0.05	0.04	0.02
Long Run	0.01	0.00	0.01	0.01	0.01
Number of Livestock					
Beef Cows	375.00	250.00	335.00	200.00	1,155.00
2012 Gross Receipts (\$1,000)*					
Total	309.20	416.90	567.10	198.30	876.70
Cattle	309.20	208.70	442.10	165.80	782.70
	1.00	0.50	0.78	0.84	0.89
Corn	0.00	99.60	0.00	0.00	0.00
	0.00	0.24	0.00	0.00	0.00
Sorghum	0.00	0.40	0.00	0.00	0.00
	0.00	0.00	0.00	0.00	0.00
Soybeans	0.00	59.20	0.00	0.00	0.00
	0.00	0.14	0.00	0.00	0.00
Wheat	0.00	43.00	0.00	0.00	0.00
	0.00	0.10	0.00	0.00	0.00
Other Receipts	0.00	6.00	125.00	32.50	94.00
	0.00	0.00	0.22	0.16	0.11
2012 Planted Acres**					
Total	1,150.00	1,250.00	0.00	0.00	3,560.00
Corn	0.00	120.00	0.00	0.00	0.00
	0.00	0.10	0.00	0.00	0.00
Soybeans	0.00	160.00	0.00	0.00	0.00
	0.00	0.13	0.00	0.00	0.00
Wheat	0.00	120.00	0.00	0.00	0.00
	0.00	0.10	0.00	0.00	0.00
Hay	1,150.00	280.00	0.00	0.00	3,560.00
	1.00	0.22	0.00	0.00	1.00
Improved Pasture	0.00	570.00	0.00	0.00	0.00
	0.00	0.46	0.00	0.00	0.00

\*Receipts for 2012 are included to indicate the relative importance of each enterprise to the farm. Percents indicate the percentage of the total receipts accounted for by the livestock categories and the crops.

\*\*Acreages for 2012 are included to indicate the relative importance of each enterprise to the farm. Total planted acreage may exceed total cropland available due to double cropping. Percents indicate the percentage of total planted acreage accounted for by the crop.

**APPENDIX B:**  
LIST OF PANEL FARM  
COOPERATORS

## FEED GRAIN FARMS (CONTINUED)

### Indiana

#### *Facilitators*

Mr. Scott Gabbard - Extension Educator, Shelby County, Purdue Cooperative Extension

#### *Panel Participants*

Mr. David Brown

Mr. Jerry Drake

Mr. Richard Fix

Mr. Mark Nigh

Mr. Ken Simpson

Mr. Keith Theobald

Mr. Kevin Carson

Mr. Gary Everhart

Mr. Darrell Linville

Mr. Gary Robards

Mr. Doug Theobald

Mr. Jeremy Weaver

### Iowa

#### *Facilitators*

Mr. Jerry Chizek - County Extension Director, Webster County

#### *Panel Participants*

Mr. Robert Anderson

Mr. Perry Black

Mr. Brian Carver

Mr. and Mrs. Jim Carver

Mr. Gregg Hora

Mr. Todd Lundgren

Mr. William Secor

Mr. Jason Stanek

Mr. Dean Black

Mr. A.J. Blair

Mr. Jason Carver

Mr. Kevin Carver

Mr. Larry Lane

Mr. Robert Lynch

Mr. Doug Stanek

Mr. Loren Wuebker

### Louisiana

#### *Facilitators*

Mr. Kurt Guidry - Professor, LSU Ag Center

#### *Panel Participants*

Mr. R. Berry Barham

Mr. John Carroll

Mr. Buddy Page

Mr. Jess Barr

Mr. Randy Miller

### Louisiana - Northeast

#### *Facilitators*

Mr. Kurt Guidry - Professor, LSU Ag Center

#### *Panel Participants*

Mr. Damian Bollich

Mr. Fred Franklin

Mr. Lindy Lingo

Mr. Mark Brown

Mr. Ed Greer

Mr. Ed Patrick



## FEED GRAIN FARMS (CONTINUED)

### Missouri - Central

#### *Facilitators*

Mr. Parman Green - Farm Management Specialist, University of Missouri-Columbia

#### *Panel Participants*

Mr. Joe Brockmeier	Mr. Mark Casner
Mr. Kyle Durham	Mr. Dennis Germann
Mr. Ron Gibson	Mr. Todd Gibson
Mr. Dale Griffith	Mr. Jack Harriman
Mr. Mike Hisle	Mr. Preston Hisle
Mr. Glenn Kaiser	Mr. David Kipping
Mr. Robert Kipping	Mr. Gerald Kitchen
Mr. Rob Korff	Mr. Craig Linneman
Mr. Ron Linneman	Mr. Terry Reimer
Mr. Mike Ritchhart	Mr. James Wheeler

### Missouri - Northwest

#### *Panel Participants*

Mr. Jack Baldwin	Mr. Gary Ecker
Mr. Kevin Rosenbohm	Mr. Roger Vest

### Nebraska - Central

#### *Facilitators*

Mr. Bruce Treffer - Extension Educator, Dawson County

#### *Panel Participants*

Mr. Jim Aden	Mr. Rob Anderson
Mr. Bart Beattie	Mr. Jeremy Geiger
Mr. Greg Hueftle	Mr. Pat Luther
Mr. Tim Maline	Mr. Clark McPheeters
Mr. Scott McPheeters	Mr. Rod Reynolds
Mr. Dave Rowe	Mr. Paul Stieb
Mr. Dan Strauss	

### North Dakota

#### *Facilitators*

Dr. Dwight Aakre - Extension Associate-Farm Management, North Dakota State University

Mr. Randy Grueneich - County Extension Agent, North Dakota State University

#### *Panel Participants*

Mr. Jim Broten	Mr. Wade Bruns
Mr. Mike Clemens	Mr. Jack Formo
Mr. Leland Guscette	Mr. Raymond Haugen
Mr. Greg Shanenko	Mr. Anthony Thilmony
Mr. Arvid Winkler	

## FEED GRAIN FARMS (CONTINUED)

### South Carolina

#### *Facilitators*

Dr. Todd Davis - Assistant Professor/Extension Economist, Clemson University  
Mr. Scott Mickey

#### *Panel Participants*

Mr. Troy Allen	Ms. Vikki Brogdon
Mr. Cag Brunson	Mr. Chris Cogdill
Mr. Harry DuRant	Mr. Sam DuRant
Mr. Jason Gamble	Mr. Steven Gamble
Mr. Barry Hutto	Mr. Tommy Lee
Mr. Joe McKeower	Mr. John Michael Parimuha

### Tennessee

#### *Facilitators*

Mr. Ranson Goodman - Extension Agent & County Director, Henry County  
Mr. Jeff Lannom - Extension Agent & County Director, Weakley County  
Mr. Tim Smith - County Extension Agent, Obion County

#### *Panel Participants*

Mr. Jason Crabtree	Mr. James S. Davis
Mr. John Erwin	Mr. Mike Freeman
Mr. David Grant	Mr. Wayne Grant
Mr. Bob Grooms	Mr. Donald Parker
Mr. Doug Schoolfield	Mr. Jamie Tuck
Mr. Gilbert Workman, Jr.	

### Texas - Northern Blackland Prairie

#### *Facilitators*

Mr. Ryan Collett - County Extension Agent, Hill County  
Mr. Marty Jungman - County Extension Agent, Hill County

#### *Panel Participants*

Mr. Justin Kaska	Mr. Kenneth Machac
Mr. Chad Radke	Mr. John Sawyer
Mr. Aaron Walters	

### Texas - Northern High Plains

#### *Facilitators*

Dr. Steve Amosson - Extension Economist - Management, Texas A&M University  
Mr. Marcel Fischbacher - County Extension Agent, Moore County

#### *Panel Participants*

Mr. Kerry Cartrite	Mr. Tommy Cartrite
Mr. Brent Clark	Mr. Justin Garrett
Mr. Kelly Hays	Mr. Casey Kimbrell
Mr. Tom Moore	Mr. H.D. Morton
Mr. Stan Spain	Mr. Wesley Spurlock
Mr. Darren Stallwitz	Mr. Dee Vaughan
Mr. Willie Wieck	Ms. Linda Williams

## FEED GRAIN FARMS (CONTINUED)

### Texas - Panhandle

#### *Facilitators*

Mr. Rick Auckerman - County Extension Agent, Texas Cooperative Extension

Mr. Michael Clayman - Regional Vice President, First Ag Credit

#### *Panel Participants*

Mr. Michael Carlson

Mr. Greg Chavez

Mr. Bob Meyer

Mr. Roy Carlson

Mr. Steve Hoffman

Mr. Harold Sides

### Texas - Southern Blackland Prairie

#### *Facilitators*

Mr. Dustin Coufal - County Extension Agent, Williamson County

#### *Panel Participants*

Mr. Terry Pekar

Mr. Doug Schernik

Mr. Donald Stolte

Mr. Herbert Raesz

Mr. Ken Seggern

### Texas - Southwest

#### *Facilitators*

Mr. Chet Smith - County Extension Agent, Uvalde County

#### *Panel Participants*

Mr. Jimmy Carnes

Mr. Mark Landry

Mr. Ralph Hesse

Mr. Danny Parker

# WHEAT FARMS

## Colorado

### *Facilitators*

Mr. John Deering - Ag Business Agent, Colorado State University  
Mr. Dennis Kaan - Director, Golden Plains Area Extension, Colorado State University

### *Panel Participants*

Mr. Rollie Deering	Mr. Ward Deering
Mr. David Foy	Mr. William Harman
Ms. Gisele Jefferson	Mr. Terry Kuntz
Mr. Dave Lillich	Mr. Max Olsen
Ms. Sara Olsen	Mr. Ken Remington
Mr. Craig Saxton	Mr. Calvin Schaffert
Mr. Harlan Schaffert	Mr. Dave Wagers
Mr. John Wright	

## Kansas - Northwest

### *Facilitators*

Dr. Dan O'Brien - Area Extension Director, Kansas State University  
Mr. Mark Wood - Extension Agricultural Economist, Kansas Farm Mgmt. Association

### *Panel Participants*

Mr. Steve Busse	Rich Calliham
Mr. Richard Calliham	Mr. Sam Crouse
Mr. Dennis Franklin	Mr. Lyman Goetsch
Mr. Lee Juenemann	Mr. Brian Laufer
Mr. Lance Leebrick	Mr. Harold Mizell
Mr. Steve Schertz	

## Kansas - South Central

### *Facilitators*

Mr. Gary Cramer - County Extension Agent, Sedgwick County  
Mr. Johnny Roberts - County Extension Agent, Sumner County

### *Panel Participants*

Mr. Dennis Gruenbacher	Mr. Doug Hisken
Mr. Kent Ott	Mr. David Reichenberger
Mr. Nick Steffen	Troy & Julia Strnad
Mr. Jim Stuhlsatz	Mr. Tim Turek
Mr. Robert White	

## Montana - North Central

### *Facilitators*

Mr. Lochiel Edwards

### *Panel Participants*

Mr. Darin Arganbright	Mr. Steve Bahnmler
Mr. Duane Beirwagen	Mr. Will Roehm
Mr. Dan Works	

## Oregon - North Central

### *Facilitators*

Jon Farquharson

### *Panel Participants*

Mr. Dana Heideman	Mr. Bill Jepsen
Mr. Joe McElligott	Mr. Craig Miles
Mrs. Shannon Rust	Mr. Tim Rust

## WHEAT FARMS (CONTINUED)

### Washington

#### *Facilitators*

Mr. Aaron Esser - County Director, WSU Extension

#### *Panel Participants*

Mr. Dan Hille

Mr. Mike Miller

Mr. Steve Taylor

Mr. Allan Koch

Mr. Tim Smith

### Washington - Palouse

#### *Facilitators*

Dr. Janet Schmidt - Extension Faculty, Washington State University

Mr. Steve Van Vleet - Extension Agronomist, Washington State University

#### *Panel Participants*

Mr. Ben Barstow

Mr. Asa Clark

Mr. Scot Cocking

Mr. David Harlow

Mr. Dean Kinzer

Mr. Gary Largent

Mr. Steve Mader

Mr. Bruce Nelson

Mr. David Swannack

Mr. Steve Teade

Mr. Steve Camp

Mr. Gavin Clark

Mr. Tom Cocking

Ms. Kenda Hergert

Mr. Brian Largent

Mr. Michael Largent

Mr. Clark Miller

Mr. Randy Suess

Mr. Del Teade

Mr. Jon Whitman

# COTTON FARMS

## Alabama

### *Panel Participants*

Mr. James Blythe  
Dr. Steve Ford  
Ms. Larkin Martin

Mr. Paul Clark  
Mr. William Lee  
Mr. Ron Terry

## Arkansas - Adams Land Co. Gin

### *Facilitators*

Mr. Dave Freeze - CEA Mississippi County, U of Arkansas Cooperative Extension  
Mr. Ronnie Kennett  
Mr. Blake McClelland  
Ms. Jenny Stacks  
Dr. Brad Watkins - Research Assistant Professor, U. of Arkansas Cooperative Extension

### *Panel Participants*

Mr. Chad Costner  
Mr. Todd Edwards  
Mr. Justin Hawkins  
Mr. David Wildy

Mr. Heath Donner  
Mr. Cole Hawkins  
Mr. Randy Jackson

## Georgia - Southwest

### *Facilitators*

Mr. Rome Ethredge - County Extension Coordinator, Seminole County  
Mr. Mitchell May - County Extension Coordinator, Decatur County  
Dr. Don Shurley - Professor/Economist - Cotton, University of Georgia  
Dr. Nathan Smith - Assistant Professor, Extension Economist, University of Georgia

### *Panel Participants*

Mr. Andy Bell  
Mr. Willard Mims

Mr. Jerry Jones  
Mr. Raymond Thompson

## North Carolina

### *Facilitators*

Dr. Blake Brown  
Mr. Gary Bullen  
Mr. Kevin Johnson - County Extension Agent, Wayne County

### *Panel Participants*

Mr. Landis Brantham, Jr.  
Mr. David B. Mitchell, Sr.  
Mr. Craig West

Mr. Willie Howell  
Mr. Danny C. Pierce  
Mr. Bryant Worley

## South Carolina

### *Facilitators*

Dr. Todd Davis - Assistant Professor/Extension Economist, Clemson University  
Mr. Scott Mickey

### *Panel Participants*

Mr. Corrin F. "Bud" Bowers  
Mr. Jimmie Griner  
Mr. Bates Houck  
Mr. Doug Jarrell  
Mr. Jeff Sandifer

Mr. James Bookhart  
Mr. Johnny & Debbie Crider  
Mr. Henry Herndon  
Mr. Dean & Richard Hutto  
Mr. J. O. Patterson  
Mr. Stephen Still

## COTTON FARMS (CONTINUED)

### Tennessee

#### *Facilitators*

Mr. Jim Castellow - Extension Area Specialist, Farm Management  
Dr. Chism Craig - University of Tennessee  
Mr. Chuck Danehower - Extension Area Specialist, Farm Management  
Mr. Chris Main - Cotton Specialist  
Ms. Tracey Sullivan - County Extension Agent, Haywood County  
Mr. Jeff Via - County Extension Director, Fayette County

#### *Panel Participants*

Mr. Harris Armour, III	Mr. Chuck Dacus
Mr. R. Morris English, Jr.	Mr. Lee Graves
Mr. Dewayne Hendrix	Mr. Tom Karcher
Mr. Allen King	Mr. John King
Mr. Travis Lonon	Mr. William E. Powers
Mr. Ronald Woods	

### Texas - Coastal Bend

#### *Facilitators*

Mr. Duane Campion - County Extension Agent, San Patricio County and Aransas County  
Mr. Mark Miller - Chief Operations Officer, Texas AgFinance  
Mr. Jeff Nunley - Executive Director, South Texas Cotton & Grain Association  
Mr. John Parker - Vice President, Texas AgFinance  
Mr. Jeff Stapper - County Extension Agent, Nueces County  
Mr. Mac Young - Extension Specialist-Risk Management, Texas AgriLife Extension

#### *Panel Participants*

Mr. Travis Adams	Mr. Marvin Beyer, Jr.
Mr. Brad Bickham	Mr. Jimmy Dodson
Mr. Jon Gwynn	Mr. Darrell Lawhon
Mr. Larry McNair	Mr. Andrew Miller
Mr. Toby Robertson	Mr. Darby Salge
Mr. David Weaver	Mr. Jon Whatley

### Texas - Eastern Caprock

#### *Facilitators*

Mr. Clay Miller - Vice President, Ag Texas Farm Credit Services

#### *Panel Participants*

Mr. Lloyd Arthur	Mr. Brooks Ellison
Mr. Edwin Moore	Mr. Marvin Schoepf

### Texas - Mid Coast

#### *Facilitators*

Mr. Jeff Nunley - Executive Director, South Texas Cotton & Grain Association  
Mr. Jimmy Roppolo - General Manager, Farmers Co-op of El Campo  
Mr. Jimmy Schulz - Sales Coordinator, Farmers Co-op of El Campo

#### *Panel Participants*

Mr. Jimmy Barosh	Mr. Keith Bram
Mr. Brent Cerny	Mr. Glenn Emshosf
Mr. Daniel Gavranovic	Mr. Rob Kainer
Mr. Cedric Popp	Mr. Michael Popp

## COTTON FARMS (CONTINUED)

### Texas - Rio Grande Valley

#### *Facilitators*

Mr. Omar Gonzales - County Extension Agent  
Mr. Luis Ribera - District Economist, Texas Cooperative Extension

#### *Panel Participants*

Mr. Gary Busse  
Mr. Marshall Swanberg

Mr. Derrick Swanberg  
Mr. Mark Willis

### Texas - Rolling Plains

#### *Facilitators*

Mr. Steven Estes - County Extension Agent, Texas AgriLife Extension

#### *Panel Participants*

Mr. Rex Ford  
Mr. Michael McLellan  
Mr. Mike Sloan  
Mr. Ferdie Walker

Mr. Kelly Head  
Mr. Brian Sandbothe  
Mr. Dale Spurgin  
Mr. Terry White

### Texas - Southern High Plains

#### *Facilitators*

Dr. Jackie Smith - Extension Economist - Management, Texas A&M University  
Mr. Jeff Wyatt - County Extension Agent, Dawson County

#### *Panel Participants*

Mr. Steven Archer  
Mr. Andy Bratcher  
Mr. Will Cozart  
Mr. Johnny Ray Todd  
Mr. David Warren

Mr. Brad Boyd  
Mr. Terry Coleman  
Mr. Kirk Tidwell  
Mr. Donald Vogler



## RICE FARMS

### Arkansas

#### *Facilitators*

Mr. Steve Kelley  
Mr. Wes Kirkpatrick - County Agent, U. of Arkansas Cooperative Extension  
Dr. Brad Watkins - Research Assistant Professor, U. of Arkansas Cooperative Extension

#### *Panel Participants*

Mr. Jeff Keeter  
Mr. Matt Miles  
Mr. Sam Whitaker

Mr. Joe Mencer  
Mr. Jim Whitaker

### Arkansas - East Central-Arkansas County

#### *Facilitators*

Mr. Chuck Capps  
Mr. Bill Free - Riceland Foods, Inc.  
Dr. Brad Watkins - Research Assistant Professor, U. of Arkansas Cooperative Extension

#### *Panel Participants*

Mr. Derek Bohanan  
Mr. Jerry Burkett  
Mr. David Jessup

Mr. Monty Bohanan  
Mr. Dusty Hoskyn

### Arkansas - East Central-Cross County

#### *Facilitators*

Dr. Brad Watkins - Research Assistant Professor, U. of Arkansas Cooperative Extension  
Mr. Rick Wimberley - County Extension Agent - Staff Chair, U. of Arkansas Cooperative Exte

#### *Panel Participants*

Mr. Corbin Brown  
Mr. Byron Holmes, Jr.  
Mr. Bryan Moery

Mr. John Cooper  
Mr. Keith Lockley  
Mr. Roger Pohlner

### Arkansas - Northeast-Lawrence County

#### *Facilitators*

Mr. Mike Andrews  
Mr. Herb Ginn  
Dr. Brad Watkins - Research Assistant Professor, U. of Arkansas Cooperative Extension

#### *Panel Participants*

Mr. Greg Baltz  
Mr. Kyle Baltz  
Mr. Ricky Burris  
Mr. Tori Hicks  
Mr. Bruce Manning  
Mr. Ray Stone

Mr. Jeremy Baltz  
Mr. Hunter Burris  
Mr. Terry Gray  
Mr. Aaron Manning  
Mr. Dwain Morris

### California - Butte County

#### *Facilitators*

Dr. Cass Mutters - Farm Advisor, University of California

#### *Panel Participants*

Mr. Ken Anderson  
Mr. Lee Carrico  
Mr. Eric Larrabee  
Mr. Steve Rystrom  
Mr. Lance Tennis

Mr. Mike Boeger  
Mr. Tom Coleman  
Mr. Brad Mattson  
Mr. Josh Sheppard  
Mr. Eric Waterbury

## RICE FARMS (CONTINUED)

### California - Colusa County

#### *Facilitators*

Dr. Cass Mutters - Farm Advisor, University of California

#### *Panel Participants*

Mr. Don Bransford  
Mr. Charles Marsh  
Mr. Robert Sutton

Mr. Mike Lux  
Mr. Joe Struckmeyer

### California - Sutter County

#### *Facilitators*

Dr. Chris Greer - Farm Advisor, University of California

#### *Panel Participants*

Mr. Paul Baggett  
Mr. Jack DeWitt  
Mr. Ned Lemenager  
Mr. Walt Trevethan  
Mr. Bob Van Dyke

Mr. Steve Butler  
Mr. Scott Leathers  
Mr. Paul Lowery  
Mr. Scott Tucker  
Mr. Wayne Vineyard

### Louisiana - Southwest-Acadiana

#### *Facilitators*

Mr. Barrett Courville - County Extension Agent, Acadia Parish  
Mr. Stuart Gauthier - County Extension Agent, Vermilion Parish  
Mr. Kurt Guidry - Professor, LSU Ag Center  
Mr. Allen Hogan - County Extension Agent, Jeff Davis Parish

#### *Panel Participants*

Mr. Tommy Faulk  
Mr. Jackie Loewer  
Mr. Brian Wild

Mr. David Lacour  
Mr. Christian Richard  
Mr. Fred Zaunbrecher

### Missouri - Bootheel West

#### *Panel Participants*

Mr. Rodney Eaker  
Mr. John French  
Mr. Frank Smody  
Mr. Brian Yarbro

Mr. Rusty Eaker  
Mr. Eric Patterson  
Mr. Mike Smody

### Texas - Bay City-Matagorda County

#### *Facilitators*

Mr. Brent Batchelor - County Extension Agent, Matagorda County

#### *Panel Participants*

Mr. Donnie Bulanek  
Mr. Barrett Franz  
Mr. Curt Mowery  
Mr. Paul Sliva

Mr. Mike Burnside  
Mr. Billy Mann  
Mr. Joey Sliva

### Texas - Eagle Lake-Colorado County

#### *Panel Participants*

Mr. Andy Anderson  
Mr. Kenneth Danklefs  
Mr. Jason Hlavinka  
Mr. Patrick Pavlu

Mr. Steve Balas  
Mr. W.A. "Billy" Hefner, III  
Mr. Ira Lapham  
Mr. Bryan Wiese

## RICE FARMS (CONTINUED)

### Texas - El Campo-Wharton County

*Panel Participants*

Mr. L.G. Raun  
Mr. Glen Rod

Mr. Layton Raun  
Mr. Robert Shoemate

## DAIRY FARMS

### California

#### *Facilitators*

Mrs. Carol Collar - County Dairy Specialist, California Cooperative Extension  
Mr. Carl Matz

#### *Panel Participants*

Mr. Chuck Draxler	Mr. Dino Giacomazzi
Mr. James Netto	Mr. Jason Starr
Mr. Jeff Wilbur	Mr. John Zonneveld

### Florida - North

#### *Facilitators*

Ms. Mary Sowerby - Regional Dairy Extension Specialist, UofF Extension  
Mr. Chris Vann - County Extension Agent, Lafayette County

#### *Panel Participants*

Mr. Eddie Fredriksson	Mr. Johan Heijkoop
Mr. Brack Jackson	Mr. Seth Jackson
Mr. Terry Reagan	

### Florida - South

#### *Facilitators*

Mr. Ray Hodge

#### *Panel Participants*

Mr. Ben Butler	Mr. Bob Butler
Mr. Woody Larson	Mr. Keith Rucks
Mr. Sutton Rucks, Jr.	Mr. Glynn Rutledge
Mr. Bob Rydzewski	Mr. Tom Watkins

### Idaho

#### *Facilitators*

Mr. Bob Naerebout - Executive Director, Idaho Dairymen's Association  
Mr. Rick Naerebout

#### *Panel Participants*

Mr. Mike Aardema	Mr. James Boer
Mr. Scott Haag	Mr. Dan Kluth
Mr. Arie Roeloffs	Ms. Jeannie Wolverton

### Missouri

#### *Facilitators*

Mr. Stacey Hamilton - Dairy Specialist and Dade Co. Program Director

#### *Panel Participants*

Mr. Dale Carter	Mr. Tony Finch
Mr. Charles Fletcher	Mr. Kevin Fletcher
Mr. Clay McQuiddy	Mr. Mike Meier
Mr. Brian Patton	Mr. Bernie Van Dalfsen
Mr. Kevin Vanderpoel	

## DAIRY FARMS (CONTINUED)

### Nevada - Fallon

#### *Facilitators*

Mr. Bob Fletcher  
Dr. Tom Harris - Dept. of Resource Econ, University of Nevada  
Ms. Pam Powell - Extension Agent

#### *Panel Participants*

Mr. Pete Homma	Mr. Newell Mills
Mr. Alan Perazzo	Mr. David Perazzo
Mr. Charles Turner	Mr. Jeff Whitaker

### New York - Central

#### *Facilitators*

Dr. Wayne Knoblauch - Department of Agricultural Economics, Cornell University

#### *Panel Participants*

Mr. David Boor	Mr. and Mrs. Robert Howland
Mr. Bill Kilcer	Mr. Bill and Dan Leonard
Mr. and Mrs. Mike McMahon	Mr. Kenton Patchen
Mr. Ron Space	Mr. Martin Young

### New York - Western

#### *Facilitators*

Ms. Joan Petzen - Farm Business Mngt Specialist, Cornell Cooperative Extension

#### *Panel Participants*

Ms. Tammy Andrews	Mr. Gerry Coyne
Mr. Malachy Coyne	Mr. Peter Dueppengiesser
Ms. Kitty Dziedzic	Mr. John Emerling
Mr. Walter Faryna	Mr. Tom and Bill Fitch
Mr. Craig Harkins	Mr. John Knopf
Mr. Jeff Mulligan	Ed & Jody Neal
Mr. John Noble	Mr. Steve Sondericker
Mr. Ken Van Slyke	

### Texas - Central

#### *Facilitators*

Dr. Jason Johnson - Area Economist, TexasAgriLife Extension  
Mr. Whit Weems - County Extension Agent, Erath County

#### *Panel Participants*

Mr. Frans Beukeboom	Mr. Johann DeBoer
Mr. Stanley Haedge	Mr. Johan Koke
Mr. Clemens Kuiper	Mr. Henk Postmus
Mr. Pete Whitefield	

### Texas - Northeast

#### *Facilitators*

Mr. G. H. Cain - Dairy Farmers of America  
Mr. Ron Tosh - Field Supervisor, Dairy Farmers of America  
Dr. Mario Villarino - County Agent, Texas Cooperative Extension

#### *Panel Participants*

Mr. Alan Bullock	Mr. Blake Fisher
Mr. Don Smith	Mr. Jerry Spencer
Mr. Mark Sustaire	

## DAIRY FARMS (CONTINUED)

### Texas - South Plains

#### *Facilitators*

Ms. Janet Claborn - Director of Economic Development  
Mr. Curtis Preston - County Extension Agent Bailey County

#### *Panel Participants*

Mr. Tom Alger	Mr. Larry Hancock
Mr. David Lawrence	Mr. Reed Mulliken
Mr. Joe Osterkamp	Mr. Bob Wade

### Vermont

#### *Facilitators*

Dr. Bob Parsons - Asst. Professor-Farm Management, University of Vermont

#### *Panel Participants*

Mr. Paul Bourbeau	Mr. David Conant
Mr. Ted Foster	Mr. Kim Harvey
Mr. Steven Jones	Mrs. Polly McEwing
Mr. Les Pike	Mr. & Mrs. Stanley Scribner
Mr. Onan Whitcomb	

### Washington

#### *Facilitators*

Mr. Chris Benedict - Extension Faculty, Whatcom County

#### *Panel Participants*

Mr. Ed Blok	Mr. Ron Bronsema
Mr. Rod & Jon De Jong	Mr. Larry DeHaan
Mr. Ed Pomeroy	Mr. Jeff Rainey
Mr. Galen Smith	Mr. John Steensma
Mr. Harold Van Berkum	Mr. Peter Vlas

### Wisconsin

#### *Facilitators*

Mr. Nick Schneider - County Agent, Winnebago County Agriculture Agent

#### *Panel Participants*

Mr. Ben Hesselink	Mr. Mike Hesselink
Ms. Linda Hodorff	Mr. Matt Hunter
Mr. Jim Kasten	Mr. and Mrs. Charlie Knigge
Mr. Pete Knigge	Mr. Joe Kuehl
Mr. Larry Pollack	Mr. John Ruedinger
Mr. Rob Stone	Mr. Dean Strauss
Mr. Jason Vorpahl	

## BEEF PRODUCERS

### California

#### *Facilitators*

Mr. Josh Davy - Livestock and Natural Resources Rep, UC-Davis Extension  
Mr. Larry Forero - Farm Advisor, Livestock and Natl. Res., California Cooperative Extension  
Mr. Glenn Nader - Farm Advisor, Livestock and Natl. Res., California Cooperative Extension

#### *Panel Participants*

Mr. Jerry Hemsted  
Mr. Dick O'Sullivan  
Mr. Britt Schumacher  
Mr. Ron Masingale  
Mr. Wally Roney

### Colorado

#### *Facilitators*

Mr. Todd Hagenbuch - County Extension Agent, Routt County

#### *Panel Participants*

Mr. Doug Carlson  
Mr. Kurt Frentress  
Mr. Jim Rossi  
Mr. Jay Fetcher  
Mr. Larry Monger  
Mr. Wayne Shoemaker

### Florida

#### *Panel Participants*

Mr. Mike Adams  
Mr. Alan Kelley  
Mr. Ralph Pelaez  
Dr. Fred Tucker  
Mr. Wes Carlton  
Mr. Cary Lightsey  
Mr. Bert Tucker  
Mr. Wes Williamson

### Missouri - Southwest

#### *Facilitators*

Mr. Brian Gillen - Agricultural Science Instructor, Lockwood High School

#### *Panel Participants*

Mr. Steve Allison  
Mr. Scott Daniel  
Mr. James A. Nivens  
Mr. Gary D. Wolf  
Mr. Chuck Daniel  
Mr. Randall Erisman  
Mr. Mike Theurer

### Montana

#### *Facilitators*

Mr. Michael Schuldt - County Extension Agent, Custer County

#### *Panel Participants*

Mr. Clarence Brown  
Mr. Levi Foreman  
Mr. Jeff Okerman  
Mr. Andy Zook  
Mr. Art Drange  
Mr. Alyn Haughian  
Mr. Scot Robinson

## BEEF PRODUCERS (CONTINUED)

### Nevada

#### *Facilitators*

Dr. Tom Harris - Dept. of Resource Econ, University of Nevada  
Ms. Desiree Seal  
Dr. Ron Torell - Custom A.I. & Ranch Consulting

#### *Panel Participants*

Mr. Tom Barnes	Mr. and Mrs. Brad & Dani Dalto
Mr. and Mrs. Jay Dalton	Mr. Jon Griggs
Mr. and Mrs. Mitch & Rhonda H	Mr. and Mrs. Sam Mori
Mr. and Mrs. Ed Sarman	Mr. and Mrs. Craig Spratling

### New Mexico

#### *Facilitators*

Mr. Blair Clavel - County Extension Director, Harding County  
Dr. Manny Encinias - Extension Beef Cattle Specialist, New Mexico State University

#### *Panel Participants*

Mr. Justin Bennett	Mr. Damon Brown
Mr. John Gilbert	Mr. John Vincent
Mr. Derek Walker	

### South Dakota

#### *Facilitators*

Adele Harty  
Mr. Dan Oedekoven - Director, West River Agricultural Center, South Dakota State University  
Mr. Dave Ollila  
Mr. Ken Olson  
Ms. Shannon Sand

#### *Panel Participants*

Alan & Jill Bishop	John & Lance Frei
Mr. Lynn C. Frey	Mr. Leo E. Grubl
Mr. Wayne Oedekoven	Mr. Larry Stomprud

### Texas - Rolling Plains

#### *Facilitators*

Mr. Stan Bevers - Extension Economist - Management, Texas A&M University  
Mr. Kevin Brendle - County Extension Agent, Dickens County  
Mr. Ryan Martin - County Extension Agent, Motley County  
Mr. Toby Oliver - County Extension Agent, King County

#### *Panel Participants*

Mr. Greg Arnold	Hon. Duane Daniel
Mr. Steve Drennan	Mr. Leland Foster
Mr. Glenn Springer	

### Texas - South

#### *Facilitators*

Mr. Dwight Sexton - County Extension Agent, Gonzales County

#### *Panel Participants*

Mr. Steve Breitschopf	Mr. Brian Fink
Mr. Mitchell Hardcastle	Mr. Michael Kuck
Mr. William L. Quinney	



## **BEEF PRODUCERS (CONTINUED)**

### **Wyoming**

#### *Facilitators*

Mr. Jim Gill - Senior University Extension Educator, Washakie County

#### *Panel Participants*

Mr. Hugh Baird

Mr. Vance Lungren

Mr. Gary Rice

Mr. Tim Flitner

Mr. Dan Rice

## PEANUT FARMS

### North Carolina - Elizabethtown

#### *Facilitators*

Dr. Blake Brown  
Mr. Gary Bullen  
Mr. Bob Sutter

#### *Panel Participants*

Mr. Robert Byrd  
Mr. Alex Jordan

Mr. Les Galloway  
Mr. Dan Ward

### North Carolina - Rocky Mount

#### *Facilitators*

Dr. Blake Brown  
Mr. Gary Bullen  
Mr. Bob Sutter

#### *Panel Participants*

Mr. Clarke Fox  
Mr. Donnie White

Mr. Wayne Harrell