Worksheet #1 Equipment Evaluation

Equipment Description	Year Purchased or put in service	Hours or Miles	Primary Use	Owned or Leased?	New or Used	Condition G=good F=fair P=poor	Current Market Value	Projected Date to Recondition or Repair	Estimated Cost of Repair	Estimated Projected Date of Replacement	Cost of Replacement Lease Buyout
TOTALS >											

Worksheet #2 Orchard Analysis

(available in spreadsheet form for sorting & analysis)

Current Yr >_____

Farm Name:_____

Type of Fruit

TC=tart cherries	A = apples	BL = blueberries	AC = apricots
SC=sweet cherries	PC = peaches	BR = brambles	R = Ribes
PL=plums/prunes	PR = pears	S = strawberries	

F = fresh
S = slice
P = peeler or process
C = cider
J = juice

Block Name or No.	Year Planted or grafted	No. of rows	Tree Spacing		trees per acre	tree height	Type of fruit	Variety (list one variety per line)	Root-stock	no. of trees by variety	# trees dying or missing	calc. tree acres	Major Soil Type	Perm. Irrigation Y or N	Intended Market
			btwn rows	btwn trees											
TOTALS >															

Worksheet #3: Apple Production / Delivery Summary

Complete one form or section of the form by type of apple.

Type: Fr = Fresh Pr = Process J = Juice/Cider

Type	Variety	bins 20__	average return per bin	expected income	acreage by variety	bushels per acre	income per acre
	TOTALS >						

Worksheet #4 Four Year Production Summary

Complete one form or section of the form by type of apple

Type: (Circle) **Fresh** **Slice** **Peeler/Process** **Cider** **Juice**

Variety	bins yr 4_____	bins yr 3_____	bins yr 2_____	bins yr 1 _____	4 Year Average
TOTALS >					

Worksheet # 5: Summary of process apple deliveries by grade-out for _____ Year

DELIVERIES BY VARIETY

Processor	grade-out	1	2	3	4	5	6	7	Total All Varieties
	> 2 1/2"								
	< 2 1/2"								
	culls								
	Total								
	Str Juice								
	> 2 1/2"								
	< 2 1/2"								
	culls								
	Total								
	Str Juice								
	> 2 1/2"								
	< 2 1/2"								
	culls								
	Total								
	Str Juice								
	> 2 1/2"								
	< 2 1/2"								
	culls								
	Total								
	Str Juice								
	> 2 1/2"								
	< 2 1/2"								
	culls								
	Total								
	Str Juice								
	> 2 1/2"								
	< 2 1/2"								
	culls								
	Total								
	Str Juice								

Worksheet #6: Summary of Fresh Apple Packouts by Marketer for _____ Year

report by percent packout

Marketer	Variety	block #	No. of bu.	Percent Packout	Date Packed	Return per bu.	Tree Run	Loose	< 100 count	> or = 100 count	3 lb Bags	8 lb Bags	10 lb Bags	Juice	Notes

Worksheet #7

	Expected Income	from Accounts Receivable	+	from Inventory	=	Total Income Expected
1	Fresh apples		+ B		=	
2	Peeler apples		+ C		=	
3	Juice apples		+ D		=	
4	Tart Cherries		+		=	
5	Process Sweet Cherries		+		=	
6	Process Peaches		+		=	
7	Pears: Fresh		+		=	
8	Pears: Process		+		=	
9	Plums or prunes		+		=	
10	Small Fruits		+		=	
11	Other: a.		+ a		=	
	b.		+ b		=	
	c.		+ c		=	
	d.		+ d		=	
	e.		+ e		=	
	f.		+ f		=	
	g.		+ g		=	
12	Storage		+		=	
13	Bin Rental		+		=	
14	Other:		+		=	
15	Trucking / Custom Work		+		=	
16	Government Payments		+		=	
17	Crop Ins. Proceeds		+		=	
18	Other		+		=	
19	Resale Fruit		+		=	
20	Farm Market		+ E		=	
21	Misc. Income		+		=	
	Totals >		+		=	

	Inventories			est. value		calculated
	E. Purchased Fruit in Strg	bins	x	per bin	=	value
1			x		=	
2			x		=	
3			x		=	
4			x		=	
5			x		=	
6			x		=	
7			x		=	
8			x		=	
	E. Resale Totals		x	xxxxxxxxxx	=	

Inventories

B. List fresh apples that you produced that are being held in storage:	no. of bins	value per bin*	estimated value
B. Total Fresh		xxxxxxxx	

* minus money advanced

Grower's Fruit in Storage	no. of	value	estimated
C. Peelers:	bins	per bin	**value**
C. Total Peelers		xxxxxxxx	

D. Total Juice Apples

	a - g Other Crop Inventory	number	value per unit	estimated value
a				
b				
c				
d				
e				
f				
g				
h	**h. Total Other**		xxxxxxxx	

Worksheet #8

Change in Payables & Prepaid Exp.

Cash Expenses	from year end Accounts Payable	-	Exp. Paid this year from previous year (A/P begin yr)	=	Change (+ or -) in A / P to expenses
Fulltime Labor		-		=	
Seasonal & Parttime Labor		-		=	
Harvest Labor		-		=	
Contract Labor (crew ldr,etc)		-		=	
Total Labor		-		=	
Soc. Sec. Farm Share		-		=	
Unemployment Ins.		-		=	
Workers Compensation Ins.		-		=	
Labor Housing Expenses		-		=	
Labor Travel Expenses		-		=	
Employee Health Insurance		-		=	
Life Insurance & Disability		-		=	
Other employee benefits		-		=	
Total Indirect Labor Exp.		-		=	
Fuel, Oil & Gas		-		=	
Repair & Maintence: Equipment		-		=	
Trucking Expenses		-		=	
Machine Hire, Rent & Lease		-		=	
Spray Chemicals		-		=	
Fertilizer & Lime		-		=	
Replacement Trees & Plants		-		=	
Supplies & Other Crop Expense		-		=	
Storage		-		=	
Processing & Packing supplies		-		=	
Mktg & Selling Expenses		-		=	
R.E. Repair & Maintenance		-		=	
R.E. Taxes		-		=	
Rent & Lease		-		=	
Insurance: fire, liability, crop		-		=	
Utilities: phone, grbg, water, electr		-		=	
Resale fruit		-		=	
Other resale items		-		=	
Farm Market expenses		-		=	
Interest		-		=	
Legal & office expense		-		=	
Miscellaneous expense		-		=	
Total CASH Operating Exp.		-		=	

Changes in Supply Inventory and Prepaid Expenses	$ value ending date:	-	$ value beginning date:	=	Change (+ or -) in Inventory & Prepaids to expenses
Workers Compensation		-		=	
Labor Housing Expenses		-		=	
Employee Health Ins.		-		=	
Life Ins. & Disability		-		=	
Other employee benefits		-		=	
Total Indirect Labor Exp		-		=	
Fuel, oil & gas		-		=	
Repair & Maint: Equip.		-		=	
Machine hire,rent, lease		-		=	
Spray chemicals		-		=	
Fertilizer & lime		-		=	
Replc Trees & plants		-		=	
Supp. & other crop exp		-		=	
Storage		-		=	
Proc. & Packing Supp		-		=	
Mktg & Selling Exp.		-		=	
RE Repair & maint.		-		=	
RE taxes		-		=	
Rent & lease		-		=	
Ins: fire, liability & crop		-		=	
Utilities		-		=	
Other resale items		-		=	
Farm mkt resale / supp		-		=	
Office Supplies		-		=	
Subscr. & Membership		-		=	
Other:		-		=	
Miscellaneous		-		=	
Inv. & Prepaid Totals					

Worksheet #9 Generic sheet for Beginning & Ending Yr Balances

This Worksheet is for: (Circle One) Accts Receivable Accts Payable Prepaid Expenses Inventories

Description:	ending amount date:	beginning amount date:	Change	Transfer to Income or Expense Category:

Worksheet #10 Detailed Cash Income

		Total received this year	=	Receipts from current crop year	+	Receipts from Previous crop year
Apples:	fresh		=		+	
	peelers		=		+	
	juice		=		+	
Total All Apples			=		+	
Tart Cherries			=		+	
Sw. Cherries:	fresh		=		+	
	process		=		+	
Pears:	fresh		=		+	
	process		=		+	
Peaches:	fresh		=		+	
	process		=		+	
Plums/prunes:	fresh		=		+	
	process		=		+	
Other tree frt:			=		+	
			=		+	
Grapes:	juice		=		+	
	wine		=		+	
Strawberries			=		+	
Blueberries			=		+	
Brambles			=		+	
Ribes			=		+	
Other Sm Frt			=		+	
Other crops:			=		+	
			=		+	
			=		+	
			=		+	
Livestock income			=		+	
Storage rental			=		+	
Bin rent			=		+	
Other lease / rent			=		+	
Custom wrk / trucking			=		+	
Gov't Payments			=		+	
Crop Ins. Pymnts			=		+	
Interest / Dividends			=		+	
Retired Retains			=		+	
Refunds			=		+	
Resale Fruit			=		+	
Farm Market Income			=		+	
Other:			=		+	
Other:			=		+	
Other:			=		+	
Miscellaneous Income			=		+	
Total Income			=		+	

Worksheet #11Cash Expense Worksheet

Cash Expenses	Total Cash Paid This Year	=	Expenses paid from current year crop	+	Expenses paid from previous year crop
Fulltime Labor		=		+	
Seasonal & Parttime Labor		=		+	
Harvest Labor		=		+	
Contract Labor (crew ldr,etc)		=		+	
Total Labor		=		+	
Soc. Sec. Farm Share		=		+	
Unemployment Ins.		=		+	
Workers Compensation Ins.		=		+	
Labor Housing Expenses		=		+	
Labor Travel Expenses		=		+	
Employee Health Insurance		=		+	
Life Insurance & Disability		=		+	
Other employee benefits		=		+	
Total Indirect Labor Exp.		=		+	
Fuel, Oil & Gas		=		+	
Repair & Maintence: Equipment		=		+	
Trucking Expenses		=		+	
Machine Hire, Rent & Lease		=		+	
Spray Chemicals		=		+	
Fertilizer & Lime		=		+	
Replacement Trees & Plants		=		+	
Supplies & Other Crop Expense		=		+	
Storage		=		+	
Processing & Packing supplies		=		+	
Mktg & Selling Expenses		=		+	
R.E. Repair & Maintenance		=		+	
R.E. Taxes		=		+	
Rent & Lease		=		+	
Insurance: fire, liability, crop		=		+	
Utilities: phone, grbg, water, electric		=		+	
Resale fruit		=		+	
Other resale items		=		+	
Farm Market expenses		=		+	
Interest		=		+	
Legal & office expense		=		+	
Miscellaneous expense		=		+	
Total CASH Operating Expenses		=		+	

Worksheet #12: To take statement 3a to 3b Cash to Accrual Analysis

From (Start Date) _____ **to (End Date)**_____

PART A	**Cash**	**Adj.**	**Accrual**
Total Cash Farm Income (from Statement 3a)			
Accrual adjustments to income:			
(Add if increase/ Subtract if decrease)			
Suggestion: Use Worksheet 9 to calculate the changes below:			
Change in Accounts Receivable			
Change in Inventory:			
Farm Products to be sold (section 1)			
Purchased Products to be sold			
Other			
Total Accrual Adjustments			
Total Accrual Farm Income			
(Cash Income + Total Adjustments)			

PART B			
Total Cash Farm Expense (from Statement 3a)			
Accrual Adjustments to Expenses:			
(Add if increase/ Substract if decrease except where noted)			
Suggestion: Use Worksheet 9 to calculate the changes below:			
Change in Accounts Payable			
Change in Accrued Expenses			
Change in Prepaid Expenses (- if increase/ + if decrease)			
Change in Inventories (- if increase/ + if decrease)			
Purchased inventories for consumption			
Raised inventories for consumption			
Other			
Total Accrual Adjustments			
Total Accrual Farm Expenses			
Net Accrual Profit or Loss (Total Accrual Farm Income - Total Accrual Farm Expenses)			

Crop Inventory Change	**Section 1**		
Ending Crop Inventory			
Beginning Crop Inventory			
Less Crop Revaluation			

Crop	**# of Units**	**Bu/cwt. (X)**	**Change in value/unit =**	**Revaluation**

Change due to Revaluation	
Earned Crop Inventory Change	

Worksheet # 13 Change in A/R and Fruit & Crop Inventory

		Income from this crop expected next year	-	Receipts from Previous crop year	=	Change (+ or -) in A/R & Inv. expected - previous
Apples:	fresh		-		=	
	peelers		-		=	
	juice		-		=	
Total All Apples			-		=	
Tart Cherries			-		=	
Sw. Cherries:	fresh		-		=	
	process		-		=	
Pears:	fresh		-		=	
	process		-		=	
Peaches:	fresh		-		=	
	process		-		=	
Plums/prunes:	fresh		-		=	
	process		-		=	
Other tree frt:			-		=	
			-		=	
Grapes:	juice		-		=	
	wine		-		=	
Strawberries			-		=	
Blueberries			-		=	
Brambles			-		=	
Ribes			-		=	
Other Sm Frt			-		=	
Other crops:			-		=	
			-		=	
			-		=	
			-		=	
			-		=	
			-		=	
Livestock income			-		=	
Storage rental			-		=	
Bin rent			-		=	
Other lease / rent			-		=	
Custom wrk / trucking			-		=	
Gov't Payments			-		=	
Crop Ins. Pymnts			-		=	
Interest / Dividends			-		=	
Retired Retains			-		=	
Refunds			-		=	
Resale Fruit			-		=	
Farm Market Income			-		=	
Other:			-		=	
Other:			-		=	
Other:			-		=	
Miscellaneous Income			-		=	
Total Income			-		=	

Worksheet #14: Cash Flow

CASH INFLOWS	
Beginning farm cash, checking & savings	
Cash farm receipts	
Sale of assets:	
Equipment	
Real estate	
Other stocks & certificates	
Money borrowed:	
Increase in operating debt	
Short term debt	
Intermediate debt	
Long term debt	
Refinanced debt	
Non-farm:	
income	
capital used in business	
money borrowed	
Total Cash Inflows	
CASH OUTFLOWS	
Cash farm expenses	
Capital purchases:	
new trees	
equipment	
real estate	
other stocks & certificates	
Debt payments:	
Principal payments for-	
Decrease in operating debt	
Short term	
Intermediate	
Long term	
Refinanced debt	
Personal withdrawls & family expenditures including non-farm debt payment, personal income taxes & corporate operator labor costs	
Ending cash, checking & savings	
TOTAL CASH OUTFLOWS	
IMBALANCE (error)	

Statement # 1: Balance Sheet

	Yr. Begin:	Yr. Ending
Farm Assets	**Date:**	**Date:**
Current Assets		
Cash, Checking & Savings		
Accounts Receivable		
Prepaid Expenses		
Fruit Inventory		
Other Crops Inventory		
Production Supply Inv		
Packing Supply Inv.		
Farm Mkt Inv.		
Total Current Assets		
Intermediate Assets		
Equipment Owned		
Equipment Leased		
Cooperative Stock		
Farm Credit Stock		
Total Intermediate :		
Long - Term Assets		
Land & Buildings:		
Owned		
Structures Leased		
Total Long Term Assets		
TOTAL FARM ASSETS		

	Yr. Begin:	Yr. Ending
Farm Liabilities & Net Worth	**Date:**	**Date:**
Current =< 1 Year		
Accounts Payable		
Operating Debt		
Short-term capital:		
Accrued Interest		
Total Current Debt		
Intermediate Debt => 1 yr to < 10 years		
Structured Debt		
Financial leases		
Farm Credit Stock		
Total Intermediate Debt		
Long-Term Debt => 10 years		
Structured Debt		
Financial leases		
Total Long-Term Debt:		
TOTAL FARM DEBT		
NET WORTH (Assets-Debt)		
LIABILITITIES & NET WORTH		

Statement # 2A

Income		Total Cash Paid This Year	+	Change (+ or -) in A/R and Inv. expected - previous	=	Accrual Income
Apples:	fresh		+		=	
	peelers		+		=	
	juice		+		=	
Total All Apples			+		=	
Tart Cherries			+		=	
Sw. Cherries:	fresh		+		=	
	process		+		=	
Pears:	fresh		+		=	
	process		+		=	
Peaches:	fresh		+		=	
	process		+		=	
Plums/prunes:	fresh		+		=	
	process		+		=	
Other tree frt:			+		=	
Grapes:	juice		+		=	
	wine		+		=	
Strawberries			+		=	
Blueberries			+		=	
Brambles			+		=	
Ribes			+		=	
Other Sm Frt			+		=	
Other crops:			+		=	
			+		=	
			+		=	
			+		=	
			+		=	
			+		=	
Livestock income			+		=	
Storage rental			+		=	
Bin rent			+		=	
Other lease / rent			+		=	
Custom wrk / trucking			+		=	
Gov't Payments			+		=	
Crop Ins. Pymnts			+		=	
Interest / Dividends			+		=	
Retired Retains			+		=	
Refunds			+		=	
Resale Fruit			+		=	
Farm Market Income			+		=	
Other:			+		=	
Other:			+		=	
Other:			+		=	
Miscellaneous Income			+		=	
Total Income			+		=	

Statement # 2B

Income Statement Part B Expenses	Total Cash Paid This Year	-	Change in Inventory and Prepaid Expenses	+	Change in Accounts Payable	=	Accrual Expenses
Fulltime Labor		-		+		=	
Seasonal & Parttime Labor		-		+		=	
Harvest Labor		-		+		=	
Contract Labor (crew ldr,etc)		-		+		=	
Total Labor		-		+		=	
Soc. Sec. Farm Share		-		+		=	
Unemployment Ins.		-		+		=	
Workers Compensation Ins.		-		+		=	
Labor Housing Expenses		-		+		=	
Labor Travel Expenses		-		+		=	
Employee Health Insurance		-		+		=	
Life Insurance & Disability		-		+		=	
Other employee benefits		-		+		=	
Total Indirect Labor Exp.		-		+		=	
Fuel, Oil & Gas		-		+		=	
Repair & Maintence: Equipment		-		+		=	
Trucking Expenses		-		+		=	
Machine Hire, Rent & Lease		-		+		=	
Spray Chemicals		-		+		=	
Fertilizer & Lime		-		+		=	
Replacement Trees & Plants		-		+		=	
Supplies & Other Crop Expense		-		+		=	
Storage		-		+		=	
Processing & Packing supplies		-		+		=	
Mktg & Selling Expenses		-		+		=	
R.E. Repair & Maintenance		-		+		=	
R.E. Taxes		-		+		=	
Rent & Lease		-		+		=	
Insurance: fire, liability, crop		-		+		=	
Utilities: phone, grbg, water, electric		-		+		=	
Resale fruit		-		+		=	
Other resale items		-		+		=	
Farm Market expenses		-		+		=	
Interest		-		+		=	
Legal & office expense		-		+		=	
Miscellaneous expense		-		+		=	
Total Operating Expenses >		-		+		=	
Depreciation: Equipment		-		+		=	
Buildings		-		+		=	
Orchards		-		+		=	
Total Accrual Expenses >		-		+		=	

Total Accrual Income	
- Total Accrual Expenses	
= Net Income	

Statement 3A: Tax Year:____Schedule F Income Statement (Cash)

Directions: Use your tax return or your projected tax return to complete this statement.

	Farm Income			
1	Sales of livestock & other items bought for resale			
2	Cost or other basis for lvstk & other items on line 1			
3	Subtract line 1 from line 2			
4	Sales of livestock, produce, grains & other products raised.			
5	Total Cooperative Distributions		Taxable amount	
6	Agricultural Program Payments		Taxable amount	
7	Commodity Credit Corporation (CCC) loans			
	a. CCC loans reported under election			
	b. CCC loans forfeited			
8	Crop Insurance proceeds and certain disaster payments			
	a. Amount received in 2002		Taxable amount	
	b. If election to defer to 2003: Amount defered from 2001:			
9	Custom hire (machine work) income			
10	Other income, inc Fed & State gas/fuel tax crdt refund			
11	**Gross Cash Income**			

	Farm Expenses			
12	Car & truck expenses		25 Pension & Prft Sharing plans	
13	Chemicals		26 Rent or Lease	
14	Conservation expenses		a. Vehicles, mach & equipment	
15	Custom hire (machine work)		b. Other (land, animals,etc.)	
16	Depreciation & Section 179 exp		27 Repairs & Maintenace	
17	Employee benefit programs		28 Seeds & plants purchased	
18	Feed purchased		29 Storage & warehousing	
19	Fertilizers & lime		30 Supplies purchased	
20	Freight & trucking		31 Taxes	
21	Gasoline, fuel & oil		32 Utilities	
22	Insurance other than health		33 Veterinary, breeding, medicine	
23	Interest		34 Other expenses (specify)	
	a. Mortgage		a.	
	b. Other		b.	
24	Labor hired (- employment crdts)		c.	
			d.	
			e.	
			f.	

35	**Total Expenses**	**Add lines 12 through 34f >**	
36	**Net Profit or Loss**	**Subtract line 35 from line 11 >**	

Statement 3B:Tax Year___Schedule F Income Statement (accrual)

Directions: Use Worksheet #12 & Statement # 3a to complete this statement.

	Farm Income			
1	Sales of livestock & other items bought for resale			
2	Cost or other basis for lvstk & other items on line 1			
3	Subtract line 1 from line 2			
4	Sales of livestock, produce, grains & other products raised.			
5	Total Cooperative Distributions		Taxable amount	
6	Agricultural Program Payments		Taxable amount	
7	Commodity Credit Corporation (CCC) loans			
	a. CCC loans reported under election			
	b. CCC loans forfeited			
8	Crop Insurance proceeds and certain disaster payments			
	a. Amount received in 2002		Taxable amount	
	b. If election to defer to 2003: Amount defered from 2001:			
9	Custom hire (machine work) income			
10	Other income, inc Fed & State gas/fuel tax crdt refund			
11	**Gross Cash Income**			
	Total Accrual Income Adjustments (from top half of Worksheet 12) :			
	Total Accrual Farm Income (from top half of Worksheet 12):			

	Farm Expenses			
12	Car & truck expenses		25 Pension & Prft Sharing plans	
13	Chemicals		26 Rent or Lease	
14	Conservation expenses		a. Vehicles, mach & equipment	
15	Custom hire (machine work)		b. Other (land, animals,etc.)	
16	Depreciation & Section 179 exp		27 Repairs & Maintenace	
17	Employee benefit programs		28 Seeds & plants purchased	
18	Feed purchased		29 Storage & warehousing	
19	Fertilizers & lime		30 Supplies purchased	
20	Freight & trucking		31 Taxes	
21	Gasoline, fuel & oil		32 Utilities	
22	Insurance other than health		33 Veterinary, breeding, medicine	
23	Interest		34 Other expenses (specify)	
	a. Mortgage		a.	
	b. Other		b.	
24	Labor hired (- employment crdts)		c.	
			d.	
			e.	
			f.	

35	**Total Expenses**	Add lines 12 through 34f >	
	Total Accrual Expense Adjustment (from Worksheet 12 part B):		
	Total Accrual Expenses (from Worksheet 12 part B):		
36	**Net Accrual Profit or Loss**	from Worksheet 12 Part B >	

Statement #4: Cash Flow Statement

Cash Flow from Operating Activities			
Cash Farm Receipts			
- Cash Farm Expenses			
= Net Cash Farm Income			
Personal withdrawls & family living expenses			
(including nonfarm debt payments)			
- Nonfarm income used in the business			
- Net cash withdrawls from farm			
= Net Provided by Operating Activities			
Cash Flow From Investing Activities			
Sale of assets: machinery			
real estate			
other stocks & certificates			
= Total asset sales			
Capital Purchases: new orchards			
+ machinery			
+ real estate			
+ other stocks & certifcates			
- Total invested in farm assets			
Net Provided by Investment			
Cash Flow From Financing Activities			
Money borrowed (intermediate & long term)			
+ Short term money borrowed			
+ Increase in operating debt			
+ Cash from nonfarm capital used in business			
+ Nonfarm money borrowed (used in farm)			
= Cash flow from financing			
Principal payments (intermediate & long term)			
+ Principal payments (short term)			
+ Decrease in operating debt			
- Cash outflow for financing			
= Net Cash Provided by Financing Activities			
Cash Flow From Reserves			
Beginning farm cash, checking & savings			
- Ending farm cash, checking & savings			
= Net Provided from Reserves			
IMBALANCE			

Fruit Farm Summary Data - 1979-1998, WNY Farms

No. of farms > Year	10 1979		16 1983		12 1988		20 1993		18 1998*		10 1998**	
Cash, Checking & Savings	6,466	2.0%	22,838	4.9%	18,734	2.3%	8,570	0.9%	20,034	1.8%	14,189	1.3%
Accounts Receivable	8,347	2.6%	22,984	4.9%	101,657	12.7%	102,504	11.2%	1,401	0.1%	159,280	14.7%
Fruit	27,508	8.5%	40,364	8.7%	90,609	11.3%	96,883	10.6%	140,127	12.4%	42,700	3.9%
Production Supplies	8,430	2.6%	4,244	0.9%	5,998	0.8%	13,525	1.5%	14,539	1.3%	12,152	1.1%
Stocks & Other	7,583	2.4%	8,241	1.8%	42,472	5.3%	66,471	7.3%	69,873	6.2%	78,317	7.2%
Machinery & Equipment	81,091	25.1%	138,520	29.8%	178,184	22.3%	206,482	22.6%	265,713	23.6%	239,138	22.0%
Land & Buildings	183,055	56.8%	228,340	49.0%	360,991	45.2%	418,307	45.8%	615,992	54.6%	540,687	49.8%
Total Farm Assets	**322,480**		**465,531**		**798,645**		**912,742**		**1,127,679**		**1,086,463**	
Liabilities												
Current	6,770		14,689		54,926		158,935		242,422		187,168	
Intermediate	11,020		22,481		70,423		60,458		136,021		75,308	
Long Term	26,412		48,566		152,870		118,644		148,704		83,329	
Total Farm Liabilities	**44,202**		**85,736**		**278,219**		**338,037**		**527,147**		**345,805**	
Farm Net Worth	278,278		379,795		520,426		574,705		600,532		740,658	
Percent Equity	86.3%		81.6%		65.2%		63.0%		53.3%		68.2%	
Bearing Fruit Acres	128.8		122.9		246		237.1		242		201	
Non-bearing fruit acres	22.2		27.6		24		33.3		39		33	
Total Fruit Acres	**151**		**150.5**		**270**		**270.4**		**281**		**234**	
Income	194,242		205,392		421,765		435,358		558,693		452,756	
Expenses	139,295		170,252		324,737		476,953		619,581		433,241	
Net Farm Income	**54,947**		**35,140**		**97,028**		**-41,595**		**-60,888**		**19,515**	
Hired Labor (only gross wages)	60,429	**$469**	63072	**$513**	98,251	**$399**	134,737	**$568**	213,474	**$881**	133,750	**$665**
Chemical Expense	15,392	**$120**	21911	**$178**	34,811	**$142**	60,028	**$253**	98,346	**$406**	66,369	**$330**
Machinery Expense**	16,549	**$128**	18245	**$148**	32,698	**$133**	51,419	**$217**	65,276	**$269**	48,907	**$243**
** does not include deprec or int. on inv.												No. of
Operators	1.3		1.1		1.94		1.85		1.47		1.3	
No. of Worker Equivalents	5.7		5.8		9.54		10.62		11.96		8.93	
Bushels of Apples	41,753		50,872		83,246		89,046		113,950		100,634	
Acres of Bearing Apples	85		91		208		195		209		181	
Bushel per acre	**491**		**562**		**400**		**457**		**545**		**556**	
Debt per Bearing Fruit Acre	$343		$698		$1,131		$1,426		$2,176		$1,720	
Debt per bearing Apple Acre	$520		$947		$1,338		$1,734		$2,522		$1,911	

* Hail Storm in 1998

**Subgroup of 10 process apple farms out of the 18 farms in previous column

USDA Extra Fancy vs. Market Color Standards

Variety	USDA Extra Fancy Minimum Red Color	Current Market Demand Minimum Red Color
Red Delicious	66%	90%
Red Rome	66%	90%
Empire	66%	66%
Idared	66%	66%
Winesap	66%	66%
Jonathan	66%	66%
Stayman	50%	50%
McIntosh	50%	50%
Cortland	50%	50%
Rome Beauty	50%	50%
Delicious	50%	
York	50%	
New Bi-colored Varieties*		40%-50%

*Honeycrisp, Fuji, Gala, Jonagold, Braeburn, Cameo

Source: USDA and Bill Gerling, Lake Ontario Fruit Growers

Fruit Farm Summary Data - 12 Diversified WNY Fruit Farms - 2002***

Total fruit acres	3,895			
Total bearing fruit acres	3,447			
Total bearing apple acres	2,904			
Percent of bearing fruit in apples >	84.2%			
Average Farm				
Bushels of apples produced	138,848			
42 lb. units of fruit produced	148,318			
Total acres of fruit	324.6			
Acres of bearing fruit	287.3			
Acres of non-bearing fruit	37.3			
Percent of acres non-bearing	11.5%			
Acres of bearing apples	242.0	Bu. / brng acre>	574	
Percent of receipts from apples	76.9%			
Accrual Income *	$915,747			
Accrual Expenses	$732,916			
Net Farm Income	$182,831			
		per fruit acre		
Accrual Income per bearing acre*	$3,188	$2,821		
Accrual Expenses per bearing acre	$2,552	$2,258		
Net Income per bearing acre	$636	$563		
			per bu.of	per 42 lbs
	per bearing acre	per fruit acre	apples	fruit
Cost of Hired labor + benefits	$1,042	922	$2.16	$2.02
Cost of chemicals	$416	368	$0.86	$0.81
Cost of equipment expenses **	$352	312	$0.73	$0.68
Total cost per unit of production			$5.28	$4.94
No. of Operators per Farm	1.91			
Worker Equivalents per farm	10.08		**as a %**	
		per fruit acre	**of total**	
Current Assets	$496,695	$1,530	33.7%	
Intermediate Assets	$470,585	$1,450	31.9%	
Long Term Assets	$508,320	$1,566	34.4%	
Total Farm Assets	**$1,475,600**	**$4,546**		
Current Liabilities	$205,992		35.5%	
Intermediate Liabilities	$164,656		28.4%	
Long Term Liabilities	$210,080		36.2%	
Total Liabilities	**$580,728**	**$2,022**		
Net Worth	**$894,872**			
Percent Net Worth	60.6%			
Debt per bearing acre	**$2,022**			
Debt per fruit acre	**$1,789**			

* Not including Market Loss Assisstance Payment
** Includes: Fuel, oil & grease; Repair & maintenance; Trucking expenses; Machine hire, rent & lease; Depreciation
*** 2002 had high fresh apple prices and high tart cherry prices