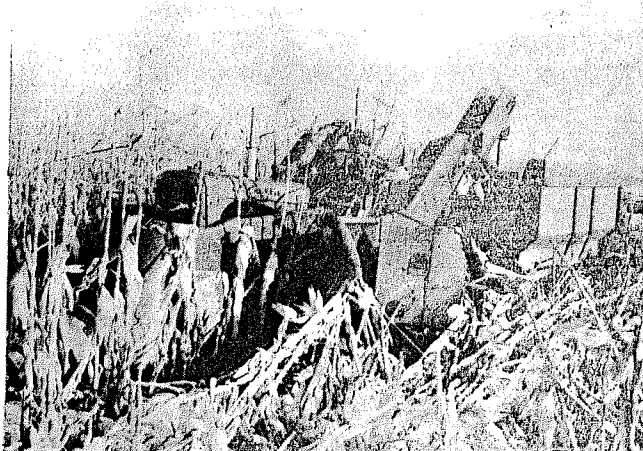


**MANKATO AREA OF
SOUTHERN MINNESOTA**

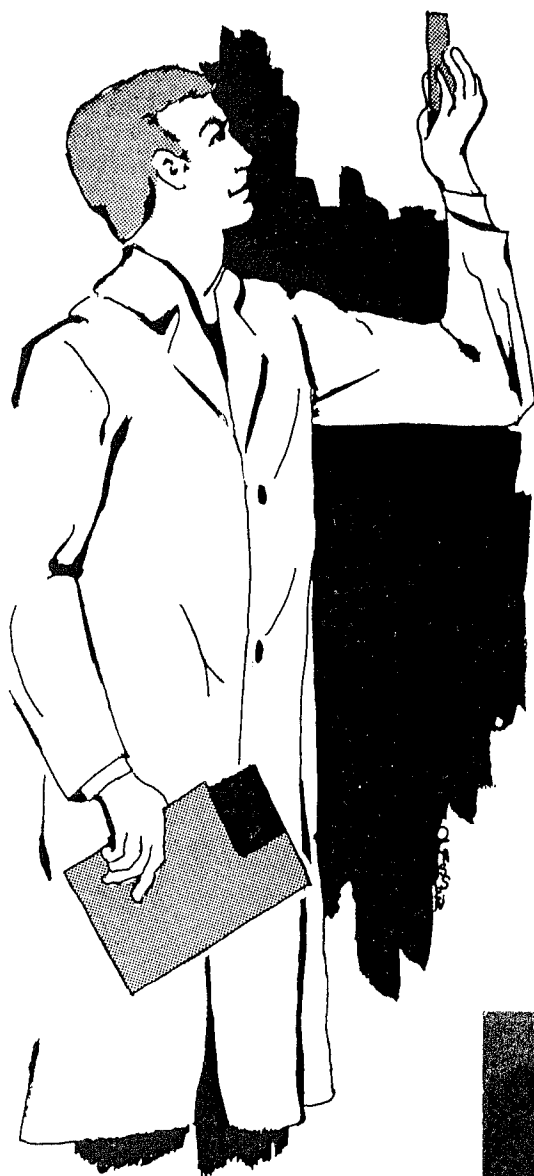
VOCATIONAL AGRICULTURE FARM MANAGEMENT

PROGRAM



AREA VOCATIONAL TECHNICAL INSTITUTE

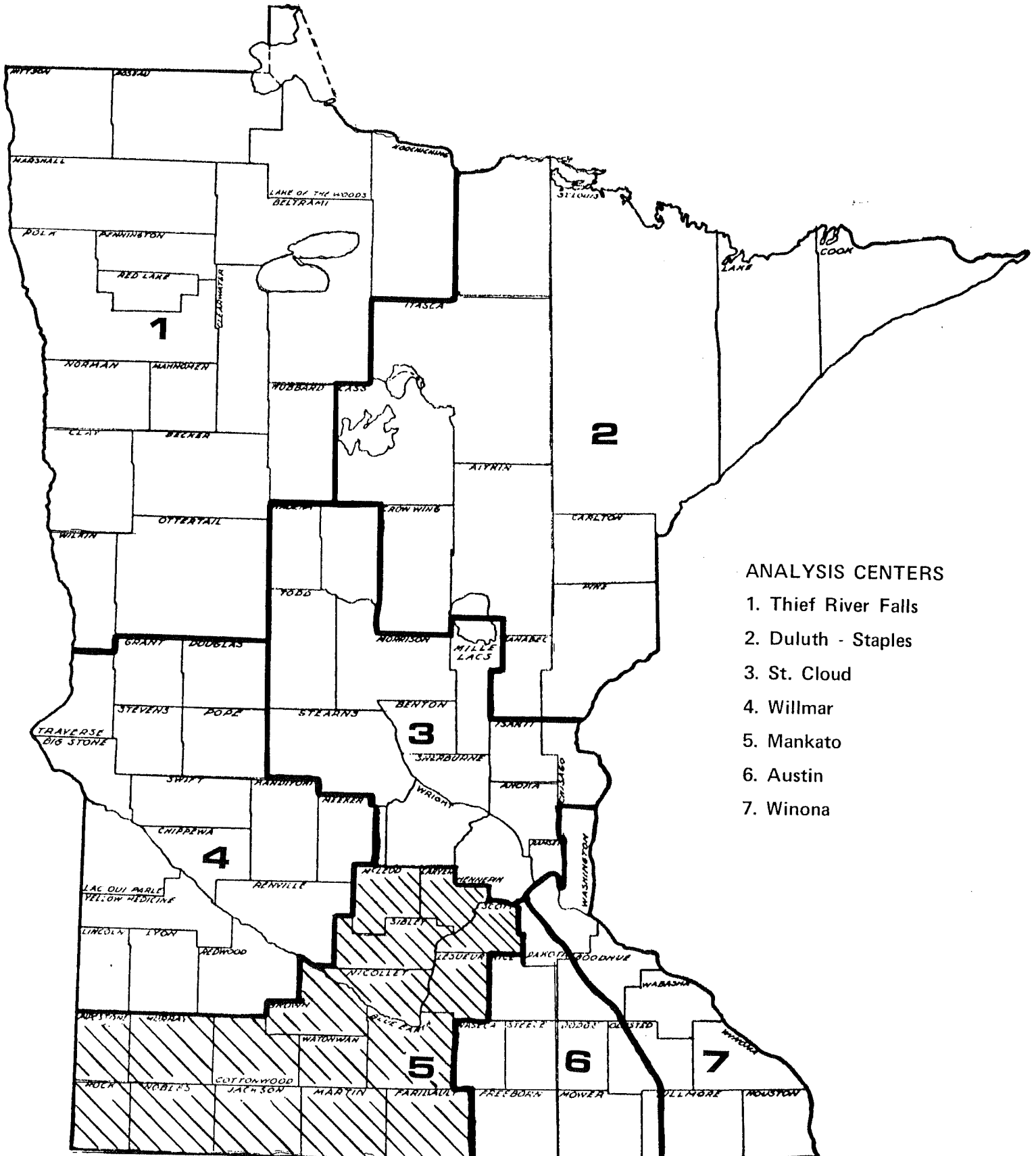
MANKATO, MINNESOTA



**1969 ANNUAL
REPORT**

**MAY,
1970**

VO-AG FARM MANAGEMENT AREAS



ANALYSIS CENTERS

1. Thief River Falls
2. Duluth - Staples
3. St. Cloud
4. Willmar
5. Mankato
6. Austin
7. Winona

Shaded Area Served By The Mankato Analysis Center

1969 Annual Vocational Agriculture Farm Management Program Report
Mankato Area of Southern Minnesota

Del Hodgkins
Area Vo-Ag Program Coordinator

TABLE OF CONTENTS

Introduction	i
Schools Participating.	ii
Table 1 Summary of Farm Inventories.	1
Table 2A Summary of Cash Receipts.	3
Table 2B Summary of Cash Expenses.	4
Table 3 Summary of Farm Earnings - Enterprise Statement . . .	5
Table 4 Operator's Household Expense.	6
Table 5 Operator's Net Worth Statement.	7
Table 6A Operator's Share of Cash Receipts	10
Table 6B Operator's Share of Cash Expenses	11
Table 7 Range in Earnings Graph	12
Description of Management Factors.	13
Table 8 Measures of Organization and Management	14
Thermometer Chart	15
Table 9 Distribution of Acres and Crop Yields	16
Explanation of Crop Analysis - Table 10.	17
Table 10 Crop Data for Oats - Oats Silage	18
Table 10 Crop Data for Wheat - Flax	19
Table 10 Crop Data for Canning Peas - Canning Corn.	20
Table 10 Crop Data for Corn - Soybeans.	21
Table 10 Crop Data for Corn Silage-Leg. & Grass Silage.	22
Table 10 Crop Data for Alfalfa Hay - Diverted Acres	23
Description - Costs and Returns from Livestock	24
Table 11A Costs and Returns from Complete Hog Enterprise . . .	25
Table 11B Costs and Returns from Finishing Hogs.	26
Table 11C Costs and Returns from Weaning Pigs	27
Table 12 Costs and Returns from Dairy Cattle	28
Table 13 Costs and Returns from Other Dairy	29
Table 14 Costs and Returns from All Cattle.	30
Table 15A Costs and Returns from Beef Breeding Cattle	31
Table 15B Costs and Returns from Beef Feeders.	32
Table 16A Costs and Returns from Sheep	33
Table 16B Costs and Returns from Feeder Lambs.	34
Table 17 Costs and Returns from Laying Hens	35
Average Prices	36
Explanation of Work Units and Animal Units	37
Summary of Miscellaneous Items By Years.	38

INTRODUCTION

The Mankato Area Vocational-Technical School in cooperation with the Minnesota Department of Education Vocational Division, and the University of Minnesota Agricultural Education Department, operate and maintain the Vocational Agriculture Farm Management Program in the Mankato Area of Southern Minnesota. The program was initiated in 1955, thus making this the fifteenth annual farm management report. The area served by the Mankato analysis center is indicated on the map inside the front cover.

The purpose of the Vo-Ag Farm Management Program is to provide Farmers and teachers of agriculture with farm record analysis information which will be helpful to them in studying farm operations and factors of management involved in successful farm operation. Each participating farmer is provided a copy of this report which lists his individual farm record analysis figures along with the averages of all farms, the high and low earnings farms. Each participating farmer pays an annual fee which covers clerical costs, data processing fees, and the cost of publishing the report.

The analysis of the records and preparation of the reports for the Mankato Area are done under the direction of Delbert Hodgkins, Vo-Ag Program Coordinator at the Mankato School. The program is supervised locally by William J. Nigg, Superintendent of Schools, and F. G. Kalin, Director of the Mankato Area Vocational Technical School. Clerical assistants for this project were Mrs. Gertrude Gaarder, Mrs. Mavis Buckholz, Mrs. Sharon Feldbrugge, and Mrs. Earl Tusa (Jackson School). Cooperating agencies are represented by Odel Barduson of the State Department of Education, Dr. Milo J. Peterson and Dr. Edgar Persons of the University of Minnesota Agricultural Education Department.

We are indebted to Dr. Truman Nodland for his advice and assistance in setting up this program and for many years of service rendered to vocational agriculture. Dr. Nodland and his associates in the Agricultural Economics Department of the University of Minnesota have been most cooperative on this and other programs.

In keeping with the times and to speed the analysis procedure automatic data processing methods are used in the analysis of the farm records. Data is extracted from the individual farm record books at the Mankato Center and submitted to the Agricultural Records Cooperative at Madison, Wisconsin for processing by means of an IBM 1410 computer. Results of the individual farm analysis are returned to the farmer as soon as his analysis is completed.

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in adult farm management class in 25 schools in the Mankato Area. The following tabulation indicates the number of 1969 records from each school and the instructor in charge of the program.

<u>School</u>	<u>Instructor</u>	<u>Number of Records</u>
Amboy	Jerry Rollings	2
Blue Earth	Charles Strack	7
Brewster	Gerald McConkey	12
Fairmont	J. H. Tschetter	41
Glencoe	A. G. Sandahl	35
Hills-Beaver Creek	Wendell Erickson	10
Jackson	John Murray	81
	Charles Asman	
	Dennis Finstad	
Jeffers	Victor Richardson	2
Lakefield	Charles Reckard	34
LeCenter	Wayne Fahning	19
Madelia	Marvin Elliot	1
Mankato	Ernest Freier	32
M.A.V.T.I.	Lyle Phelps	7
Mapleton	Carl Ziebarth	6
New Ulm	Kermit Kleene	23
Nicollet	Bernard Van Zomeron	5
Pipestone	Heimer Swanson	29
Sanborn	*Eugene Quale	2
St. James	LaVern House	18
Slayton	George Crompton	7
Sleepy Eye	Giles Roehl	10
Springfield	John McCormick	4
Wells	Arnold Carlson	33
Windom	Leland Thiesen	30
Winnebago	Paul Loomis	4
Winthrop	Dary Tally	12
Worthington	Walter Larson	6
	Wayne Flynn	
	Total	472

Records are kept in the Minnesota Farm Account Book by all participating farmers. Three hundred seventy-two of these records were included in the averages for the area.

*deceased

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1969

Items	Average of 372 Farms	
1. Size of Farm (Total Acres)	366.0	
2. (Tillable Acres)	322.0	
3. Work Units (Crops)	143.27	
4. (Livestock)	166.35	
5. (Other)	21.50	
6. Total Size of business in work units	331.12	
7. Number of workers	1.4	
7A. Farm capital investment per worker	\$ 116,099	
	Jan.1	Dec. 31
8. PRODUCTIVE LIVESTOCK		
9. Dairy Cows	\$ 2,202	\$ 2,207
10. Other Dairy Cattle	1,204	1,356
11. Beef Breeding Cattle	1,033	1,355
12. Beef Feeder Cattle	6,543	9,143
13. Hogs	4,126	6,101
14. Sheep (incl. Feeders)	335	300
15. Poultry (incl. Turkeys)	99	58
16. Other Productive Livestock	4	11
17. Total Productive Livestock	\$ 15,546	20,531
18. CROP, SEED AND FEED	13,979	16,157
19. POWER, MACHINERY AND EQUIPMENT		
20. Auto and Truck (farm share)	1,663	1,853
21. Power and Machinery	11,844	12,863
22. Livestock Equipment	1,789	2,061
23. Total Power, Mach, & Equip.	\$ 15,296	16,777
24. LAND	86,253	87,693
25. BUILDINGS - FENCES, ETC.	18,965	19,992
26. TOTAL FARM CAPITAL	\$150,039	\$161,150

*Table I lists the categories of farm capital for the average of 372 farms and for the 74 most profitable and 74 least profitable farms. These averages include the landlord's share of the investment for rented farms.

Livestock, Crops, Seed, and Feed reflect a conservative market price at the time the inventory is taken.

Machinery, equipment, and building values reflect cost less depreciation. Land is valued at cost rather than present market value.

(Continued Page 2)

TABLE I - SUMMARY OF FARM INVENTORIES* - 1969

Items	74 Most Profitable Farms		74 Least Profitable Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1. Size of Farm (Total Acres)	510.0		321.4	
2. (Tillable Acres)	455.8		276.1	
3. Work Units Crops	201.98		121.92	
4. Livestock	223.26		142.96	
5. Other	20.80		16.85	
6. Total size of business in work units	446.04		281.73	
7. Number of workers	1.6		1.4	
7A. Farm capital investment per worker	\$143624		\$101922	
8. PRODUCTIVE LIVESTOCK				
9. Dairy Cows	\$ 863	\$ 895	\$ 3,010	\$ 2,961
10. Other Dairy Cattle	574	473	1,688	1,862
11. Beef Breeding Cattle	1,991	2,989	941	851
12. Beef Feeder Cattle	12,125	19,411	3,652	5,473
13. Hogs	7,321	11,643	1,960	2,525
14. Sheep (Incl. Feeders)	637	463	196	280
15. Poultry (Incl. Turkeys)	287	123	7	2
16. Other Productive Livestock	-	5	11	26
17. Total Productive livestock	\$ 23,798	\$ 36,002	\$ 11,465	\$ 13,980
18. CROP, SEED AND FEED	\$ 21,133	\$ 26,787	\$ 12,188	\$ 11,778
19. POWER, MACH. & EQUIP.				
20. Auto and Truck (Farm share)	\$ 2,113	\$ 2,470	\$ 1,392	\$ 1,375
21. Power and Machinery	16,639	18,285	10,360	11,002
22. Livestock Equipment	2,634	2,955	1,723	1,834
23. Total Power, Mach. and Equipment	\$ 21,386	\$ 23,710	\$ 13,475	\$ 14,211
24. LAND	117,348	120,335	79,336	81,152
25. BUILDINGS - FENCES, ETC.	24,845	27,682	17,276	17,548
26. TOTAL FARM CAPITAL	\$208,510	\$ 234,516	\$133,740	\$ 138,669

*Other measures of farm size listed in lines 1 through 7A are helpful in describing the farms included in this farm management report.

Size as measured by acres for individual farms varied from 60 to over 1,200 acres; however, the vast majority of the farms fell in the range of 250 to 420 acres.

Work units provide a measure of the work load as an indication of size. Some clue to the farm organization is indicated by the distribution of work between crops and livestock.

The number of workers listed on line 7 includes the operator(s), hired labor, and unpaid family labor as well as the labor portion of custom work hired.

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1969

Items	Average of - 372 Farms	74 Most Profitable Farms	74 Least Profitable Farms
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 686	\$ 245	\$ 928
3. Dairy Products	4,166	1,723	5,031
4. Other Dairy Cattle	573	167	643
5. Beef Breeding Cattle	297	820	212
6. Beef Feeder Cattle	13,401	27,330	6,055
7A. Hogs Complete	9,133	17,457	3,594
7B. Hogs Finishing	3,263	5,518	2,398
7C. Hogs Producing Weaning Pigs	86	-	-
8A. Sheep and Wool, Farm Flock	91	91	102
8B. Sheep and Wool, Feeder Lambs	809	3,249	-
9. Chickens (Incl. Hens and Broilers)	31	42	2
10. Turkeys	-	-	-
11. Eggs	487	1,524	34
12. Other Productive Livestock	1	-	1
12A. Total Sales of Productive Livestock	\$33,024	\$58,166	\$19,000
13. SALE OF CROPS			
14. Corn	6,902	9,304	5,545
15. Soybeans, Flax, Sunflowers	6,019	9,385	4,333
16. Wheat, Oats, Barley, Rye	309	416	326
17. Potatoes, Sugar Beets, Canning, and Other Crops A+B	252	524	130
18. Hay, Silage and Other Crops	139	135	122
19. Diverted Acre Payment	3,519	5,056	3,208
19A. Total Sales From Crops	\$17,140	\$24,820	\$13,664
20. Capital Assets Sold	555	1,388	306
21. Gas Tax Refund	184	238	157
22. Income From Work off the Farm	828	903	723
23. Patronage Refunds	353	481	244
24. Miscellaneous Farm Income	504	747	440
25. Total Farm Sales	\$52,588	\$86,743	\$34,534
26. Increase in Farm Capital	11,111	26,006	4,928
27. Family Living From the Farm	297	404	244
28. TOTAL FARM RECEIPTS (25)+(26)+(27)	\$63,996	\$113,153	\$39,706

Table 2A provides a listing of the sources of cash income. The landlord's share of crops and other items is included in order to calculate earnings for the whole farm business. In addition to cash sales, the increase in farm capital and value of farm produce used in the home are listed. These items represent accrued and consumed income.

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1969

Items	Average Of - 372 Farms	74 Most Profitable Farms	74 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 153	\$ -	\$ 359
3. Other Dairy Cattle	155	10	193
4. Beef Breeding Cattle	288	700	122
5. Beef Feeder Cattle	8,888	19,304	3,490
6A. Hogs Complete	457	558	381
6B. Hogs Finishing	1,364	2,281	1,039
6C. Hogs Producing Weaning Pigs	9	-	-
7A. Sheep, Farm Flock	24	19	44
7B. Sheep, Feeder Lambs	524	2,189	-
8. Chickens (Incl. Hens and Broilers)	57	139	1
9. Turkeys	-	-	-
10. Other Productive Livestock	6	5	12
11. Miscellaneous Livestock Expense	721	1,046	550
12. Feed Bought	6,578	11,788	3,761
13. Fertilizer	2,475	3,876	1,805
14. Chemicals	920	1,383	833
15. Other Crop Expense	1,719	2,484	1,386
16. Custom Work Hired	1,292	1,476	1,088
17. Repair + Upkeep of Livestock Equip.	238	344	235
18. Repair + Upkeep of Farm Real Estate	430	632	334
19. Gas, Oil, Grease Bought (Farm Share)	1,469	1,874	1,301
20. Rep. + Op. of Mach, Tract, Auto (FS)	1,787	2,459	1,557
21. Wages of Hired Labor	663	1,158	399
22. Personal Property + Real Est. Taxes	1,862	2,510	1,656
23. General Farm Expense	460	591	427
24. Telephone Expense (Farm Share)	93	108	89
25. Electricity Expense (Farm Share)	357	486	297
26. TOTAL CASH OPERATING EXPENSE	\$32,989	\$57,420	\$21,359
27. Power, Crop and General Mach. Bought (Farm Share)	4,458	6,517	3,394
28. Livestock Equipment Bought	662	877	501
29. New Real Estate + Improvement	4,333	8,944	3,804
30. TOTAL FARM PURCHASES (26) THRU (29)	\$42,442	\$73,758	\$29,058
31. Decrease in Farm Capital	-	-	-
32. Interest on Farm Capital	9,335	13,290	8,172
33. Unpaid Family Labor	346	283	366
34. Labor Charge for Partners + Other Operators	569	1,103	876
35. Board Furnished Hired Labor	42	60	30
36. TOTAL FARM EXPENSE (30) THRU (35)	\$52,734	\$88,494	\$38,502
37. Labor Earnings (Whole Farm)*	\$11,262	\$24,659	\$ 1,204
38. Number of Operators	1	1	1

*Labor Earnings represent the return for the Operator's Labor after all expenses are deducted. (2A/28)-(36)

TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT-WHOLE FARM) - 1969

Items	372 Average of - Farms	74 Most Profitable Farms	74 Least Profitable Farms
1. <u>RETURNS AND NET INCREASES</u>			
2. Productive Livestock			
3. Dairy Cattle	\$ 4,170	\$ 1,718	\$ 4,967
4. Other Dairy Cattle	1,375	528	1,713
5. Beef Breeding Cattle	591	1,358	363
6. Feeder Cattle	6,844	15,195	3,778
7. Complete Hog Enterprise	10,272	20,613	3,553
8. Hog Finishing Enterprise	2,330	3,951	1,614
9. Producing Weaning Pigs	87	-	-
10. Farm Flock of Sheep	98	105	142
11. Feeder Lambs	219	852	-
12. Chickens (Incl. Hens and Broilers)	432	1,277	44
13. Turkeys	-	-	-
14. Other Productive Livestock	3	-	5
15. ALL PRODUCTIVE LIVESTOCK	\$26,421	\$45,597	\$16,179
16. Value of Feed Fed to Livestock	14,356	23,739	9,878
17. Return Over Feed From Livestock	12,065	21,858	6,301
18. Crop, Seed and Feed	21,943	34,655	15,287
19. Income from Labor Off the Farm	430	416	337
20. Cooperative Patronage Refunds	353	481	244
21. Miscellaneous Farm Income	504	747	440
22. TOTAL RETURNS AND NET INCREASES	\$35,295	\$58,157	\$22,609
23. <u>EXPENSE AND NET DECREASES</u>			
24. Truck and Auto (Farm Share)	\$ 1,516	\$ 1,991	\$ 1,375
25. Tractors and Crop Machinery	5,128	6,902	4,410
26. Electricity	357	486	297
27. Livestock Equipment	622	899	605
28. Buildings, Fences, and Tiling	1,890	2,574	1,794
29. Bare Land	-	-	-
30. Misc. Livestock Expense	721	1,046	550
31. Labor	1,480	1,998	1,154
32. Labor Charge for Other Operator(s)	569	1,103	876
33. Property Tax	1,862	2,510	1,656
34. General Farm Expense and Telephone	553	699	516
35. Interest on Farm Capital	9,335	13,290	8,172
36. TOTAL EXPENSES AND NET DECREASES	\$24,033	\$33,498	\$21,405
37. Labor Earnings	\$11,262	\$24,659	\$ 1,204
38. Number of Farm Operators	1	1	1

Table 3 combines Tables 1, 2A & 2B. Cash receipts and expenses are adjusted for changes in inventory for each enterprise and for each category of expense in order to show net increases and net decreases. The resulting labor earnings are the same as those on Page 4.

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1969
FOR THOSE FARMS WITH COMPLETE ACCOUNTS - Operator's Share

Items	Average of - 309 Farms	62 Most Profitable Farms	60 Least Profitable Farms
1. Number of Persons - Family	5	5	4
2. Number of Adult Equivalent - Family	3.3	3.4	3.1
3. Church and Welfare	\$ 260	\$ 335	\$ 179
4. Medical Care and Health Insurance	623	668	447
5. Food and Meals Bought	901	1,084	732
6. Operating Expense and Supplies	285	315	240
7. Furnishing and Equipment	336	425	307
8. Clothing and Clothing Materials	338	441	263
9. Personal Care, Personal Spending	140	174	106
10. Education	91	187	45
11. Recreation	136	155	104
12. Gifts and Special Events	121	166	105
13. Pers. Share Truck and Auto Exp.	229	252	202
14. Oper. Share Upkeep on Dwelling	109	133	234
15. Pers. Share Tel. and Elect. Exp.	134	164	119
16. TOTAL CASH LIVING EXPENSES	\$3,703	\$4,499	\$3,083
17. Pers. Share New Truck and Auto	207	264	73
18. New Dwelling Bought	544	719	188
19. Taxes and Other Deductions	201	366	71
20. Life Insurance and Other Savings & Investments	833	1,185	569
21. TOTAL HOUSEHOLD AND PERSONAL (16)-(20)	\$5,488	\$7,033	\$3,984
22. TOTAL FAMILY LIVING FROM THE FARM (33)	279	319	228
23. TOTAL CASH AND NON-CASH EXP. (21)+(22)	\$5,767	\$7,352	\$4,212
24. FAMILY LIVING FROM THE FARM			
25. Opr. Share	Opr. Share	Opr. Share	Opr. Share
26. Milk and Cream	38	26	43
27. Beef	160	193	117
28. Pork	54	76	40
29. Lamb	-	-	-
30. Poultry	6	5	11
31. Eggs	5	3	10
32. Veg. Fruit, Spuds, and Fuel - Also Other Produce	16	16	7
33. TOTAL FAMILY LIVING FROM THE FARM	\$ 279	\$ 319	\$ 228

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in Table 4. These farmers spent an average of \$457.00 per month for family living in addition to the food, fuel, and housing furnished by the farm.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1969
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	Average of 247 Farms	
	Jan. 1 - - - - -	Dec. 31
1. Total Productive Livestock	\$ 14,033	\$ 19,448
2. Crop, Seed, and Feed	12,519	14,744
3. Tot. Power, Machinery, and Equipment	14,679	15,822
4. Land	33,721	35,825
5. Buildings, Fences, Etc.	15,080	16,059
6. Total Farm Capital	90,032	101,898
7. Non-Farm Assets	12,107	13,136
8. Dwelling	3,701	4,320
9. TOTAL ASSETS	\$105,840	\$119,354
10. Real Estate Mortgages	24,690	26,434
11. Chattel Mortgages	10,634	11,555
12. Notes	6,143	7,519
13. Accounts Payable	1,372	2,172
14. TOTAL LIABILITIES	\$ 42,839	\$ 47,680
15. FARMERS NET WORTH	\$ 63,001	\$ 71,674
16. GAIN OR (LOSS) IN NET WORTH		\$ 8,673
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. Operators Labor Earnings (6B/39)	\$ 10,919	
19. Return to Capital & Family Labor (6B/40)	14,453	
20. Non-Farm Income		
21. Outside Investment Income	227	
22. Other Personal Income & Inc. Tax Refund	662	
23. TOTAL NON-FARM INCOME	\$ 889	
24. Total Money Borrowed	24,508	
25. Total Paid on Debt (Principal)	19,924	
26. Tot. Household + Pers. Cash Exp. (4/23)	5,514	
27. Ratio Tot. Farm Exp. to Tot. Farm Rcpts.	.813	
28. Ratio Tot. Assets to Tot. Liabilities	Jan. 2.471	Dec. 2.503
29. Ratio Non-Real Est. Assets-Non-Real Est. Liab.	2.94	2.97
30. Ratio Real Est. Assets to Real Est. Liab.	2.13	2.13
31. Ratio Net Worth to Total Liabilities	1.47	1.50
32. *Ratio Cash Opr. Exp. to Adj. Tot. Farm Sales		.75
*Adjusted Total Farm Sales does not include sale of capital assets		

The net worth statement presents a picture of the financial structure of the operator's share of the farm business at the beginning and at the end of the year. The gain or loss in net worth is a dollar measure of progress. This statement, accurately kept, over a period of years is one of the best measures of financial progress.

(Continued on Page 8)

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1969
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	50 High Profit Farms	
	Jan. 1- - - - -	-Dec. 1
1. Total Productive Livestock	\$ 21,889	\$ 35,869
2. Crop, Seed, and Feed	19,653	25,762
3. Total Power, Machinery and Equipment	20,720	23,041
4. Land	49,534	55,121
5. Buildings, Fences, etc.	21,365	23,785
6. Total Farm Capital	133,161	163,578
7. Non-Farm Assets	15,797	16,400
8. Dwelling	2,828	3,490
9. TOTAL ASSETS	\$151,786	\$183,468
10. Real Estate Mortgages	28,566	34,595
11. Chattel Mortgages	11,986	13,643
12. Notes	11,019	13,958
13. Accounts Payable	2,031	1,859
14. TOTAL LIABILITIES	\$ 53,602	\$ 64,055
15. Farmer's Net Worth	\$ 98,184	\$119,413
16. GAIN OR LOSS IN NET WORTH		\$ 21,229
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. Operator's Labor Earnings (6B/39)	\$ 23,877	
19. Return to Capital and Family Labor (6B/40)	29,391	
20. Non-Farm Income		
21. Outside Investment Income	381	
22. Other Pers. Income & Tax Refund	533	
23. TOTAL NON-FARM INCOME	914	
24. Total Money Borrowed	\$ 41,982	
25. Total Paid on Debt (Principal)	32,288	
26. Total Household + Personal Cash Expense (4/21)	7,079	
27. Ratio Tot. Farm Exp. to Tot. Farm Rcpts.	.775	
28. Ratio Tot. Assets to Tot. Liabilities	Jan. 2.832	Dec. 2.864
29. Ratio Non-Real Est. Assets - Non-Real Est. Liabilities	3.12	3.43
30. Ratio Real Est. Assets to Real Est. Liab.	2.58	2.38
31. Ratio Net Worth to Total Liabilities	1.83	1.86
32. *Ratio Cash Operating Exp. to Adj. Tot. Farm Sales		.79
*Adjusted Total Farm Sales does not include sale of Capital Assets.		

The supplementary information listed in Table 5 is helpful in studying the financial structure of the farm. All figures are presented on the operator's share only basis.

The ratio of expense to income is a way of expressing the so-called margin. It answers the question, "How many dollars does it cost me to take in \$100?"

(Continued on Page 9)

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1969
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	45 Low Profit Farms	
	Jan. 1- - - - -	-Dec. 31
1. Total Productive Livestock	\$ 9,253	\$ 8,961
2. Crop, Seed, and Feed	10,575	10,224
3. Total Power, Machinery & Equipment	12,336	13,063
4. Land	31,851	31,911
5. Buildings, Fences, etc.	12,551	12,825
6. Total Farm Capital	76,566	76,984
7. Non-Farm Assets	12,059	12,759
8. Dwelling	4,623	4,669
9. TOTAL ASSETS	\$ 93,248	\$ 94,412
10. Real Estate Mortgages	25,286	24,640
11. Chattel Mortgages	9,386	9,997
12. Notes	5,043	5,985
13. Accounts Payable	1,204	1,002
14. TOTAL LIABILITIES	\$ 40,919	\$ 41,624
15. Farmers Net Worth	\$ 52,329	\$ 52,788
16. GAIN OR LOSS IN NET WORTH		\$ 459
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. Operator's Labor Earnings (6B/3)	\$ 826	
19. Return to Capital and Family Labor (6B/40)	3451	
20. Non-Farm Income		
21. Outside Investment Income	287	
22. Other Personal Income & Inc. Tax Refund	881	
23. TOTAL NON-FARM INCOME	\$ 1,168	
24. Total Money Borrowed	\$ 14,656	
25. Total Paid on Debt (Principal)	13,906	
26. Total Household + Personal Cash exp. (4/21)	3,609	
27. Ratio Tot. Farm Exp. to Tot. Farm Rcpts.	.972	
28. Ratio Tot. Assets to Tot. Liabilities	Jan, 2.279	Dec. 2.268
29. Ratio Non-Real Est. Assets - Non-Real Est. Liabilities	2.83	2.65
30. Ratio Real Estate Assets to Real Estate Liabilities	1.94	2.01
31. Ratio Net Worth to Total Liabilities	1.28	1.27
32. *Ratio Cash Operating Exp. to Adj. Total Farm Sales		.70
*Adjusted Total Farm Sales does not include sale of Capital Assets.		

The ratio of assets to liabilities indicates the degree of solvency at the beginning and end of the year. This ratio is often referred to as the "Net Capital Ratio." It answers the question, "How many dollars of total assets do I have to cover each dollar of debt?"

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1969

Items	Average of - 372 Farms	74 Most Profitable Farms	74 Least Profitable Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 649	\$ 332	\$ 584
3. Dairy Products	4,017	1,833	3,269
4. Other Dairy Cattle	550	201	500
5. Beef Breeding Cattle	255	437	221
6. Beef Feeder Cattle	11,908	21,106	6,039
7A. Hogs Complete	8,567	18,707	4,684
7B. Hogs Finishing	3,043	5,420	1,701
7C. Hogs Producing Weaning Pigs	86	-	-
8A. Sheep and Wool, Farm Flock	75	95	37
8B. Sheep and Wool, Feeder Lambs	809	1,233	-
9. Chickens (Incl. Hens and Broilers)	31	42	57
10. Turkeys	-	-	-
11. Eggs	486	1,516	23
12. Other Productive Livestock	1	-	-
12A. TOTAL SALES OF PROD. LIVESTOCK	\$30,477	\$ 50,922	\$ 17,115
13. SALE OF CROPS			
14. Corn	5,005	6,282	4,505
15. Soybeans, Flax, Sunflowers	4,830	7,360	4,582
16. Wheat, Oats, Barley, Rye	220	272	238
17. Potatoes, Sugar Beets, Canning & Other Crops A + B	210	238	92
18. Hay, Silage and Other Crops	104	114	56
19. Diverted Acre Payment	2,895	3,946	3,029
19A. TOTAL SALES FROM CROPS	\$ 13,264	\$ 18,212	\$ 12,502
20. Capital Assets Sold	179	241	131
21. Gas Tax Refund	177	215	146
22. Income from Work off the Farm	816	949	854
23. Patronage Refunds	344	469	211
24. Miscellaneous Farm Income	461	678	468
25. TOTAL FARM SALES	\$ 45,718	\$ 71,686	\$ 31,427
26. Increase in Farm Capital	11,184	25,465	1,859
27. Family Living from the Farm	274	332	214
28. TOTAL FARM RECEIPTS (25)+(26)+(27)	\$ 57,176	\$ 97,483	\$ 33,500
29. Adj. Total Farm Sales (25)-(20)	45,539	71,445	31,296
30. Total Cash Operating Expense	34,164	53,800	22,973
31. Net Cash Operating Income	\$ 11,375	17,645	8,323

Table 6A is derived the same way as Table 2A with the exception of the landlord's share which is left out. For the owner-operator, Table 2A & 6A are the same.

TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1969

Items	Average of - 372 Farms	74 Most Profitable Farms	74 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 153	\$ -	\$ 181
3. Other Dairy Cattle	152	10	172
4. Beef Breeding Cattle	252	361	155
5. Beef Feeder Cattle	8,030	14,687	2,378
6A. Hogs Complete	399	734	379
6B. Hogs Finishing	1,249	2,324	666
6C. Hogs Producing Weaning Pigs	9	-	-
7A. Sheep, Farm Flock	22	28	39
7B. Sheep, Feeder Lambs	524	946	-
8. Chickens	57	136	14
9. Turkeys	-	-	-
10. Other Productive Livestock	6	5	17
11. Miscellaneous Livestock Expense	684	967	451
12. Feed Bought	6,211	10,683	3,791
13. Fertilizer	2,122	3,401	1,631
14. Chemicals	807	1,203	755
15. Other Crop Expense	1,593	2,194	1,396
16. Custom Work Hired	1,230	1,347	1,012
17. Repair + Upkeep of Livestock Equip.	231	300	195
18. Repair + Upkeep of Farm Real Estate	410	617	277
19. Gas, Oil, Grease Bought (Farm Sh.)	1,406	1,762	1,161
20. Repair + Oper. of Mach, Tractor, Truck, Auto (Farm Share)	1,717	2,222	1,468
21. Wages of Hired Labor	650	1,029	472
22. Personal Property + Real Est. Taxes	790	1,057	748
23. Cash Rent	2,031	3,128	2,421
24. General Farm Expense	446	583	398
25. Telephone Expense (Farm Share)	91	109	93
26. Electricity Expense (Farm Share)	344	468	278
27. Interest Expense	2,548	3,499	2,425
28. TOTAL CASH OPR. EXPENSE	\$ 34,164	\$ 53,800	\$ 22,973
29. Power, Crop and Gen. Mach. Bought (Farm Share)	4,308	6,368	4,038
30. Livestock Equipment Bought	599	822	557
31. New Real Estate + Improvement	4,085	8,575	1,827
32. TOTAL FARM PURCHASES (28) THRU (31)	\$ 43,156	\$ 69,565	\$ 29,395
33. Decrease in Farm Capital	-	-	-
34. Interest on Farm Capital	3,121	4,804	2,403
35. Unpaid Family Labor	346	246	350
37. Board Furnished Hired Labor	41	49	32
38. TOT. FARM EXP. (32) THRU (37)	\$ 46,664	\$ 74,664	\$ 32,180
39. Labor Earnings (Opr. Share) (6A/28) - (38)	\$ 10,512	\$ 22,819	\$ 1,320
40. Ret. to Capital & Family Labor	\$ 13,979	\$ 27,869	\$ 4,073

Return to capital and family labor represents the amount available for debt service, living expense, and savings.

RANGE IN EARNINGS

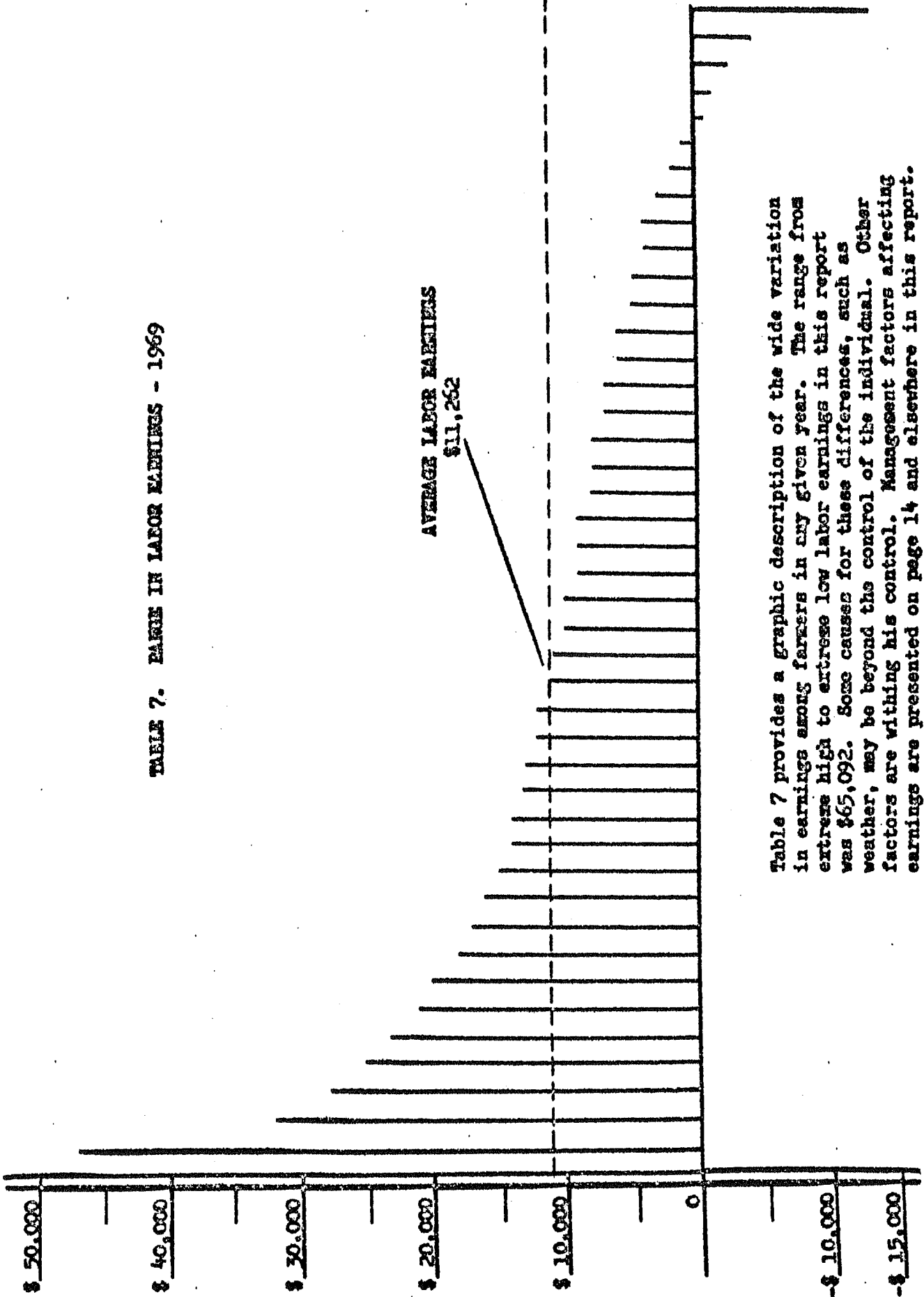


TABLE 7. RANGE IN LABOR EARNINGS - 1969

Table 7 provides a graphic description of the wide variation in earnings among farmers in any given year. The range from extreme high to extreme low labor earnings in this report was \$65,092. Some causes for these differences, such as weather, may be beyond the control of the individual. Other factors are within his control. Management factors affecting earnings are presented on page 14 and elsewhere in this report.

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 and the thermometer chart on page 15.

1. Labor Earnings - A measure of the relative financial return for the operator's labor taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as a percentage of the average.
3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on soil, TDN yield, labor required, etc. Ratings can be found on Table 9.
4. Gross Return Per Acre - An additional measure of crop selection based on total production times an average price for the crops.
5. Return Per \$100 Feed Fed to Productive Livestock - Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
6. Livestock Units Per 100 Acres - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.
7. Size of Business - Work Units - A measure of the total work load. A work unit represents the average accomplishment of a worker in one 10-hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor. Explanation on page 36.
8. Work Units Per Worker - Measures labor efficiency. It is the total work units divided by the number of workers including the operator, hired labor, and family labor.
9. Power, Machinery, Equipment and Building Expense Per Work Unit - A measure of expense control. It is the total cost of items listed in Table 3 divided by the number of work units.
10. Farm Capital Investment Per Worker - Indicates size of business. Useful in comparing a farm business to other industries or businesses.

Other items listed on Table 8 are related to the above measures and serve to further define and describe the efficiency level of a farm business.

Note should be taken that items listed in Table 8 and the thermometer charts are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate as above average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1969

Items	Average of - 372 Farms	74 Most Profitable Farms	74 Least Profitable Farms
1. Labor Earnings	\$ 11,262	\$ 24,659	\$ 1,204
2. Crop Yields - Index	100	107	93
3. Percent Till. Land in H.R. Crops	73.5	74.6	71.6
4. Gross Return Per Till. Acre (Excl. Pasture)	\$ 83.09	\$ 90.98	\$ 75.00
5. Return for \$100 to Prod. Live- stock-Index	100	105	89
6. Livestock Units per 100 Acres*	30.1	39.8	25.5
7. Size of Business - Work Units	331.1	446.0	281.7
8. Work Units Per Worker	236.0	282.0	204.8
9. Power Mach., Equip., Bldg. Exp. Per Work Unit	\$ 30.48	\$ 29.48	\$ 33.43
10. Farm Capital Investment Per Worker	\$116,099	\$143,624	\$101,922
11. INDEX OF RETURN FOR \$100 FEED FROM			
12. Complete Hog Enterprise	100	106	91
13. Hog Finishing Enterprise	100	109	94
14. Producing Weaning Pigs	100	-	-
15. Dairy Cattle	100	107	90
16. Other Dairy	100	105	89
17. All Dairy and Dual Purpose Cattle	100	107	89
18. Beef Breeding Cattle	100	106	79
19. Beef Feeder Cattle	100	107	88
20. Sheep Farm Flock	100	116	93
21. Feeder Lambs	100	99	-
22. Chickens - Laying Flock	100	108	61
23. Chickens - Broilers	100	-	-
24. Turkeys - Laying Flock	-	-	-
25. Turkeys - Poults	-	-	-
26. Other Productive Livestock	-	-	-
27. Number of Animal Units	90.5	156.9	64.0
28. WORK UNITS			
29. Crops	143.2	202.0	121.9
30. Productive Livestock	166.3	223.2	142.9
31. Other Productive Work Units	21.5	20.8	16.8
32. Expenses Per Work Unit			
33. Tractor & Crop Mach. Expense \$	16.63	\$ 16.06	\$ 17.80
34. Farm Share of Auto & Truck Exp.	5.03	4.76	5.42
35. Farm Share of Electricity Exp.	1.15	1.10	1.22
36. Livestock Equipment Expense	1.82	2.00	2.11
37. Building, Fencing, and Tiling Expense	5.85	5.56	6.88
38. Tractor & Crop Mach. Exp. Per Acre**	\$ 16.83	\$ 16.30	\$ 17.00
39. *Acres include all tillable land, non-tillable hay and pasture			
40. **Acres include all tillable land plus acres in wild hay			

TEHRMOMETER CHART

Using your figures from page 14, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the farms included in this summary are located between the dotted lines across the center of the chart.

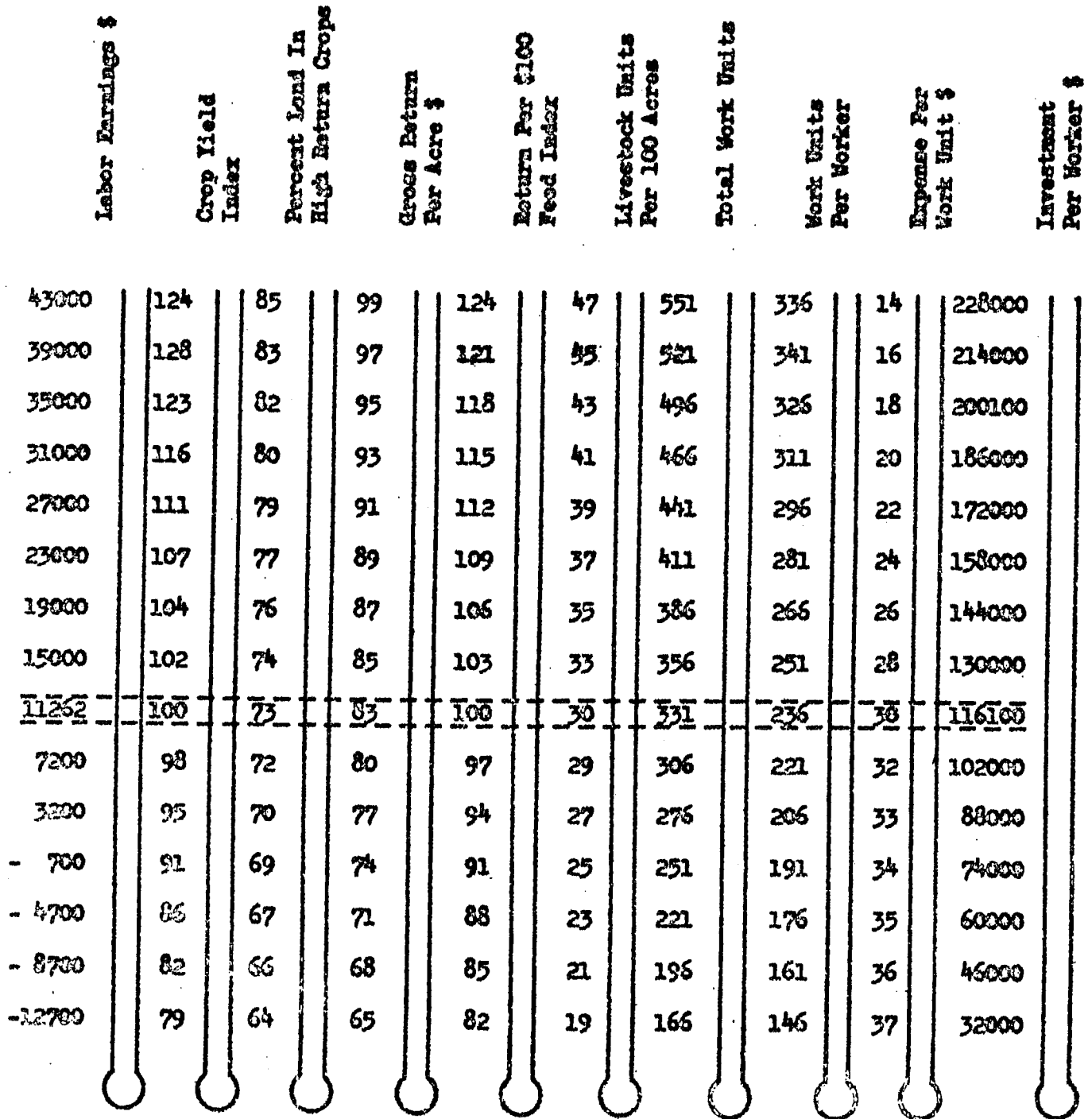


TABLE 9 - DISTRIBUTION OF ACRES AND YIELD - 1969

Crop	Unit	Crop Rank	Acres	Average Yield of 372 Farms	74 High Profit Per Acre	74 Low Profit Per Acre
1. Oats and Mixtures	Bus	D	17.2	64.7	66.4	58.4
2. Oats Silage	Ton	C	1.8	6.1	6.0	3.3
3. Canning Peas	\$	B	1.1	60.91	58.00	37.14
4. Wheat	Bus	C	1.2	28.3	31.3	22.0
5. Barley	Bus	D	.3	13.3	2.9	20.0
6. Flax	Bus	C	2.5	16.8	17.4	14.1
7. Rye	Bus	D	.4	40.0		44.3
8. TOTAL SMALL GRAIN & PEAS			24.5			
9. Canning Corn	\$	B	2.0	79.50	86.84	67.86
10. Corn Grain & Seed						
Corn **	Bus	A	115.8	107.8	115.3	98.2
11. Soybeans-Grain	Bus	B	87.7	33.1	35.3	30.0
12. Corn & Cane Silage	Ton	B	9.9	14.9	16.5	12.9
13. Corn & Cane Fodder	Ton	D				
14. Potatoes	Cwt	A				
15. Sugar Beets	Ton	A				
16. Sunflowers	Cwt	C				
17. Other Cult. Crops-A	\$	B				
18. Other Cult. Crops-B	\$	B			140.00	
19. TOTAL CULT. CROPS			215.4			
20. Alfalfa Hay	Ton	B	18.6	3.9	4.0	3.6
21. Other Legume Hay						
& Mixtures	Ton	C	.5	2.0	3.3	3.3
22. Tame Grass Hay	Ton	C	.2			
23. Annual Hay	Ton	D	.3			.8
24. Legume & Grass Sil.	Ton	B	.6	11.7		11.4
25. Legume Seed	Lbs	C				
26. Grass Seed	Lbs	D				
27. TOTAL HAY			20.2			
28. Alf. & Mixed Pasture		B	1.0			
29. Other Legume Pasture		C	.3			
30. Other Till. Pasture		D	.9			
31. TOTAL TILL. PASTURE			2.2			
32. Diverted Acres Inc.	\$	A	58.9	59.75	60.33	58.43
33. Summer Fallow-Tilled						
34. Other Till. Land Idle		D	.8			
35. TOTAL TILL. LAND			322.0			
36. Wild Hay	\$		1.7	1.18		1.43
37. Non-Tillable Past.			14.3			
38. Timber	\$		2.1			
39. Roads & Waste			15.4			
40. Farmstead			10.5			
41. TOTAL ACRES IN FARM			366.0			
* * * * *						
42. SUPPLEMENTARY MANAGEMENT INFORMATION						
43. Pct. Land Tillable				88.0	89.4	85.9
44. Pct. in High Ret. Crops				73.5	74.6	71.6
45. *Fertilizer Cost Per Acre				7.74	8.59	6.56
46. *Crop Chemicals Per Acre				2.88	3.06	3.03
47. *Seed & Other Costs Per Acre				5.38	5.50	5.04
48. Gas, Oil, Grease Bought Per Acre, Crop Mach.				3.20	2.89	3.22
49. *Tillable Land Minus Pasture						
50. ** Seed corn yield in dollars expressed as bushels.						

TABLES 10 - CROPS ANALYSIS

The Crops Analysis Tables for each individual crop show yield, value, per unit and gross return per acre.

Out of pocket costs for fertilizer, chemicals, seed and miscellaneous crop expense, hired labor, and custom work are actual costs that are assigned to each individual crop in the account book. These costs are shown in Table 10, under the heading Supplemental Costs.

Other costs, called Allocated Costs, are not actual costs but are either calculated costs, assigned costs, or non-cash costs. The Power and Crop Machinery expense is calculated from the expenses and net decreases shown in Table 3. Work units are used as a factor in allocating a portion of the total power and machinery expense to each crop. Land cost is considered to be the cash rental value based on comparable or actual rental values for similar land in each local area. For the land owner this rental must be at least enough to cover taxes and interest on investment in the land. Miscellaneous Costs in this report represent non-cash, farm grown seed costs. Seed taken from inventory is valued at slightly over market value for this purpose.

TABLE 10 - CROP DATA FOR OATS - 1969

	Average Yield of 248 Farms	124 Farms High in Yield	124 Farms Low in Yield
1. Acres	25.8	23.8	27.7
2. Yield/Acre	64.7	78.2	53.3
3. Value/Unit	.62	.62	.60
4. Gross Return	40.16	48.59	31.73
5. SUPPLEMENTAL COSTS			
6. Fertilizer	3.06	3.99	2.27
7. Chemicals	.31	.38	.29
8. Seed and Other	3.18	3.49	2.89
9. Hired Labor			
10. Custom Work	2.09	2.31	1.88
11. TOTAL SUPPLEMENTAL COSTS	8.64	10.17	7.33
12. Return Over Supplemental Costs	31.52	38.42	24.40
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	10.77	10.74	10.68
15. Land Cost	24.92	26.26	23.83
16. Miscellaneous Costs*	.27	.21	.32
17. TOTAL ALLOCATED COSTS	35.96	37.21	34.83
Total Cost Per Unit	.69	.61	.79
18. TOTAL COSTS	44.60	47.38	42.16
19. RET. OVER TOTAL COSTS	(-4.44)	1.21	(-10.43)

TABLE 10 - CROP DATA FOR OATS SILAGE - 1969

	Average Yield of 35 Farms	17 Farms High in Yield	17 Farms Low in Yield
1. Acres	19.6	19.4	19.6
2. Yield/Acre	6.2	8.3	4.2
3. Value/Unit	6.34	6.45	5.97
4. Gross Return	39.29	53.51	25.09
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.19	2.22	1.94
7. Chemicals	.20	.05	.41
8. Seed and Other	2.91	3.30	2.60
9. Hired Labor			
10. Custom Work	1.07	1.55	.71
11. TOTAL SUPPLEMENTAL COSTS	6.37	7.12	5.66
12. Return Over Supplemental Costs	32.92	46.39	19.43
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	14.36	14.32	14.24
15. Land Cost	22.14	22.53	22.19
16. Miscellaneous Costs *			
17. TOTAL ALLOCATED COSTS	36.50	36.85	36.43
Total Cost Per Unit	6.89	5.30	9.94
18. TOTAL COSTS	42.87	43.97	42.09
19. RET. OVER TOTAL COSTS	(-3.58)	9.54	(-17.00)

*Farm Grown Seed

TABLE 10 - CROP DATA FOR WHEAT - 1969

	Average Yield of 43 Farms	21 Farms High in Yield	21 Farms Low in Yield
1. Acres	10.1	10.3	10.0
2. Yield/Acre	29.2	36.0	22.3
3. Value/Unit	2.45	2.29	2.76
4. Gross Return	71.65	82.42	61.50
5. SUPPLEMENTAL COSTS			
6. Fertilizer	5.35	5.15	5.40
7. Chemicals	.20	-	.30
8. Seed and Other	6.93	6.12	7.80
9. Hired Labor			
10. Custom Work	1.29	1.26	1.30
11. TOTAL SUPPLEMENTAL COSTS	13.77	12.53	14.80
12. Return Over Supplemental	57.88	69.89	46.70
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	10.77	10.74	10.68
15. Land Cost	30.59	30.19	31.30
16. Miscellaneous Costs*	.10	-	.20
17. TOTAL ALLOCATED COSTS	41.46	40.93	42.18
Total Cost Per Unit	1.89	1.48	2.56
18. TOTAL COSTS	55.23	53.46	56.98
19. RET. OVER TOTAL COSTS	16.42	28.96	4.52

TABLE 10 - CROP DATA FOR FLAX - 1969

	Average Yield of 21 Farms	10 Farms High in Yield	10 Farms Low in Yield
1. Acres	44.6	52.2	40.2
2. Yield/Acre	16.6	18.8	13.8
3. Value/Unit	2.56	2.65	2.54
4. Gross Return	42.46	49.73	35.05
5. SUPPLEMENTAL COSTS			
6. Fertilizer	1.52	.69	2.66
7. Chemicals	.96	.63	1.44
8. Seed and Other	3.81	3.58	4.13
9. Hired Labor			
10. Custom Work	1.26	.98	1.09
11. TOTAL SUPPLEMENTAL COSTS	7.55	5.88	9.32
12. Return Over Supplemental Costs	34.91	43.85	25.73
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	10.77	10.74	10.68
15. Land Cost	16.64	16.42	16.87
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	27.41	27.16	27.55
Total Cost Per Unit	2.10	1.76	2.67
18. TOTAL COSTS	34.96	33.04	36.87
19. RET. OVER TOTAL COSTS	7.50	16.69	(-1.82)

*Farm Grown Seed

TABLE 10 - CROP DATA FOR CANNING PEAS - 1969 - Average of 15 Farms

	Total	Per Acre
1. Acres	26.6	
2. Yield/Acre		62.86
3. Value/Unit		.94
4. Gross Return	1,573.66	59.16
5. SUPPLEMENTAL COSTS		
6. Fertilizer		4.92
7. Chemicals		
8. Seed and Other		2.97
9. Hired Labor		
10. Custom Work		
11. TOTAL SUPPLEMENTAL COSTS	209.87	7.89
12. Return Over Supplemental Costs	1,363.79	51.27
13. ALLOCATED COSTS		
14. Power and Crop Machinery Expense		10.77
15. Land Cost		31.43
16. Miscellaneous Costs*		
17. TOTAL ALLOCATED COSTS	1,122.52	42.20
Total Cost Per Unit		.80
18. TOTAL COSTS	1,332.39	50.09
19. RET. OVER TOTAL COSTS	241.27	9.07

TABLE 10 - CROP DATA FOR CANNING CORN - 1969 - Average of 24 Farms

	Total	Per Acre
1. Acres	31.4	
2. Yield/Acre		78.66
3. Value/Unit		1.00
4. Gross Return	2,359.71	75.15
5. SUPPLEMENTAL COSTS		
6. Fertilizer		10.99
7. Chemicals		4.49
8. Seed and Other		1.56
9. Hired Labor		.06
10. Custom Work		.51
11. TOTAL SUPPLEMENTAL COSTS	552.95	17.61
12. Return Over Supplemental Costs	1,806.76	57.54
13. ALLOCATED COSTS		
14. Power & Crop Machinery Expense		14.36
15. Land Cost		30.61
16. Miscellaneous Costs*		
17. TOTAL ALLOCATED COSTS	1,412.06	44.97
Total Cost Per Unit		.80
18. TOTAL COSTS	1,965.01	62.58
19. RETURN OVER TOTAL COSTS	394.70	12.57

*Farm Grown Seed

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1969

	Average Yield of 370 Farms	185 Farms High in Yield	185 Farms Low in Yield
1. Acres	114.3	124.6	104.0
2. Yield/Acre	107.1	122.8	88.2
3. Value/Unit	.98	.99	1.00
4. Gross Return	105.14	121.82	88.47
5. SUPPLEMENTAL COSTS			
6. Fertilizer	16.18	19.28	12.45
7. Chemicals	4.58	5.28	3.76
8. Seed and Other	8.40	9.45	7.13
9. Hired Labor	.03	.03	.02
10. Custom Work	2.72	2.82	2.61
11. TOTAL SUPPLEMENTAL COSTS	31.91	36.86	25.97
12. Return Over Supplemental Costs	73.23	84.96	62.50
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	19.75	19.69	19.58
15. Land Cost	27.75	30.18	24.84
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	47.50	49.87	44.42
Total Cost Per Unit	.74	.71	.80
18. TOTAL COSTS	79.41	86.73	70.39
19. RETURN OVER TOTAL COSTS	25.73	35.09	18.08

TABLE 10 - CROP DATA FOR SOYBEANS - GRAIN - 1969

	Average Yield of 326 Farms	163 Farms High in Yield	163 Farms Low in Yield
1. Acres	100.1	119.9	80.3
2. Yield/Acre	33.1	36.9	27.2
3. Value/Unit	2.15	2.24	2.18
4. Gross Return	71.04	82.64	59.43
5. SUPPLEMENTAL COSTS			
6. Fertilizer	.75	.85	.60
7. Chemicals	3.39	3.73	2.88
8. Seed and Other	3.75	3.66	3.86
9. Hired Labor	.24	.32	.12
10. Custom Work	1.12	1.07	1.18
11. TOTAL SUPPLEMENTAL COSTS	9.25	9.63	8.64
12. Return Over Supplemental Costs	61.79	73.01	50.79
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	16.16	16.11	16.02
15. Land Cost	29.19	30.26	27.60
16. Miscellaneous Costs*	.61	.68	.50
17. TOTAL ALLOCATED COSTS	45.96	47.05	44.12
Total Cost Per Unit	1.67	1.53	1.94
18. TOTAL COSTS	55.21	56.68	52.76
19. RETURN OVER TOTAL COSTS	15.83	25.96	6.67

*Farm Grown Seed

TABLE 10 - CROP DATA FOR CORN AND CANE SILAGE - 1969

	Average Yield of 194 Farms	97 Farms High in Yield	97 Farms Low in Yield
1. Acres	19.0	18.6	19.4
2. Yield/Acre	15.0	18.3	11.8
3. Value/Unit	8.14	8.18	8.02
4. Gross Return	122.14	149.64	94.64
5. SUPPLEMENTAL COSTS			
6. Fertilizer	12.53	14.73	10.41
7. Chemicals	n 3.84	4.09	3.66
8. Seed and Other	5.11	5.27	5.00
9. Hired Labor			
10. Custom Work	2.16	2.63	1.70
11. TOTAL SUPPLEMENTAL COSTS	23.64	26.72	20.77
12. Return Over Supplemental Costs	98.50	122.92	73.87
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	28.72	28.64	28.48
15. Land Cost	25.58	27.58	23.71
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	54.30	56.22	52.19
Total Cost Per Unit	5.20	4.52	6.21
18. TOTAL COSTS	77.94	82.94	72.96
19. RETURN OVER TOTAL COSTS	44.20	66.70	21.68

TABLE 10 - CROP DATA FOR LEGUME & GRASS SILAGE - 7 FARMS - 1969

	Total	Per Acre
1. Acres	29.6	
2. Yield/Acre		12.1
3. Value/Unit		7.47
4. Gross Return	2,676.73	90.43
5. SUPPLEMENTAL COSTS		
6. Fertilizer		.61
7. Chemicals		.37
8. Seed and Other		3.01
9. Hired Labor		
10. Custom Work		1.99
11. TOTAL SUPPLEMENTAL COSTS	177.01	5.98
12. Return Over Supplemental Costs	2,499.72	84.45
13. ALLOCATED COSTS		
14. Power & Crop Machinery Expense		14.36
15. Land Cost		28.38
16. Miscellaneous Costs*		
17. TOTAL ALLOCATED COSTS	1,265.10	42.74
Total Cost Per Unit		4.03
18. TOTAL COSTS	1,442.11	48.72
19. RETURN OVER TOTAL COSTS	1,234.62	41.71

*Farm Grown Seed

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1969

	Average Yield of 263 Farms	131 Farms High in Yield	131 Farms Low in Yield
1. Acres	26.3	25.6	27.0
2. Yield/Acre	3.9	4.7	3.1
3. Value/Unit	22.80	23.46	21.82
4. Gross Return	88.95	110.27	67.65
5. SUPPLEMENTAL COSTS			
6. Fertilizer	4.07	4.45	3.67
7. Chemicals	.08	.08	.07
8. Seed and Other	4.79	5.16	4.48
9. Hired Labor	.11	.08	.15
10. Custom Work	3.04	3.91	2.19
11. TOTAL SUPPLEMENTAL COSTS	12.09	13.68	10.56
12. Return Over Supplemental Costs	76.86	96.59	57.09
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	21.54	21.48	21.36
15. Land Cost	25.29	26.80	23.96
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	46.83	48.28	45.32
Total Cost Per Unit	15.19	13.11	18.18
18. TOTAL COSTS	58.92	61.96	55.88
19. RETURN OVER TOTAL COSTS	30.03	48.31	11.77

TABLE 10 - CROP DATA FOR DIVERTED ACRES - 1969

	Average Yield of 313 Farms	156 Farms High in Yield	156 Farms Low in Yield
1. Acres	70.0	63.6	76.5
2. Yield/Acre	59.76	66.75	53.84
3. Value/Unit	.98	1.01	.99
4. Gross Return	60.70	67.62	53.78
5. SUPPLEMENTAL COSTS			
6. Fertilizer	.07	.08	.07
7. Chemicals	.06	.05	.07
8. Seed and Other	.54	.71	.41
9. Hired Labor			
10. Custom Work	.04	.08	.03
11. TOTAL SUPPLEMENTAL COSTS	.71	.92	.58
12. Return Over Supplemental Costs	59.99	66.70	53.20
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	7.18	7.16	7.12
15. Land Cost	27.73	30.52	25.40
16. Miscellaneous Costs*	.06	.05	.05
17. TOTAL ALLOCATED COSTS	34.97	37.73	32.57
Total Cost Per Unit	.60	.58	.62
18. TOTAL COSTS	35.68	38.65	33.15
19. RETURN OVER TOTAL COSTS	25.02	28.97	20.63

*Farm Grown Seed

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

Productive livestock enterprises are an important part of the farm business in all but a few of the farms involved in this report. Tables 11 through 17A pertain to the major livestock and poultry enterprises.

Since feed is the largest single item of cost for all classes of livestock, return above feed costs has been used to classify farms into high and low average groups.

Other cash cost items that are relatively easy to identify and classify in the record book are listed in each of the tables as Supplemental Costs. No attempt has been made to allocate any other costs to the livestock enterprises. The return over feed and supplemental costs, therefore, is not a new return, but rather the amount available after paying for the feed and those cost items listed to cover outlay for the costs of buildings, machinery, equipment, labor, taxes, insurance, interest, and other fixed costs.

In calculating the total return for the enterprise, the inventory change, purchase and sale of livestock, value of animals butchered, products sold, and products used in the home are considered in order to arrive at the total income or total return for the enterprise. The total return is divided by the net quantity produced or number of head to arrive at a per unit figure for comparison.

Feed costs are determined from feed records kept by the farm operator. Purchase price is used for all feeds purchased from off the farm. An average price is charged for each kind of farm grown feed. Farm grown feed prices are listed on page 36.

The items listed as Supplementary Management Information provide further clues to the reasons for good, bad, or average livestock returns.

All livestock costs and returns are computed on an annual basis. Thus, with feeder enterprises, inventories of feeder animals are involved. In most cases, the amount indicated as "Price Per Cwt. Bought" is the cost of those animals on hand at the end of the year; likewise, the amount given as "Price Per Cwt. Sold" is the price received for animals sold during the twelve month period, most of which were animals on hand at the beginning of the year.

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE* - 1969

	Average of - 202 Farms	67 Farms Highest In Return Above Feed Cost	67 Farms Lowest in Return Above Feed Cost
1. Pounds of Hogs Produced	72,547	129,457	29,411
2. Total Value Produced	Per Cwt. \$ 26.02	Per Cwt. \$ 26.24	Per Cwt. \$ 24.85
3. Pounds of Feed Fed			
4. Corn	332.8	319.1	336.7
5. Small Grain	22.1	18.4	30.9
6. Protein, Salt & Mineral	77.7	76.5	91.9
7. Complete Ration	3.2	.4	2.6
8. Total Concentrates	435.8	414.4	462.1
9. Forages	3.5	3.5	3.9
10. Feed Cost			
11. Concentrates and Forages	\$ 12.28	\$ 11.55	\$ 13.96
12. Pasture	\$.01	\$.02	\$
13. Total Feed Costs	\$ 12.29	\$ 11.57	\$ 13.96
14. RETURN OVER FEED COST	\$ 13.73	\$ 14.67	\$ 10.89
15. Supplemental Costs			
16. Miscellaneous Livestock Exp.	\$.30	\$.36	\$.23
17. Veterinary Expense	\$.23	\$.25	\$.14
18. Custom Work	\$.22	\$.15	\$.41
19. Total Supplemental Costs	\$.75	\$.76	\$.78
20. RETURN OVER FEED AND SUPPLE- MENTAL COSTS	12.98	13.91	10.11
* * * * *			
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for \$100 Feed Fed	\$ 211.75	\$226.83	\$177.98
23. Price Received Per Cwt.	23.11	23.43	21.99
24. Number of Litters Farrowed	40	68	17
25. No. Pigs Born Per Litter	9.6	10.1	9.1
26. No. Pigs Weaned Per Litter	7.9	8.4	7.1
27. Pct. Death Loss	12.4	11.8	14.4
28. Avg. Weight of Hogs Sold	227.8	226.2	232.4
29. Price Per Cwt. Concentrate Fed	\$ 2.81	\$ 2.78	\$ 3.01
30. Lbs. of Pork Purchased	2,144	2,941	1,732

*Farms included in Table 11A carried out a complete program of farrowing and marketing their own hogs. Purchases were primarily breeding stock. The feed costs include feed for the breeding herd and market animals. Only those farms producing more than 5,000 pounds of pork were included in the averages.

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE* - 1969

	Average Of - 57 Farms
1. Average Number of Pigs on Hand	166.4
2. Pounds of Hogs Produced	76,554
3. Total Value Produced	Per Cwt. 19.82
4. Pounds of Feed Fed	
5. Corn	298.8
6. Small Grain	26.1
7. Protein, Salt and Mineral	57.1
8. Complete Ration	4.1
9. TOTAL CONCENTRATES	386.1
10. FORAGES	.1
11. Feed Cost	
12. Concentrates and Forages	11.03
13. Pasture	
14. TOTAL FEED COSTS	\$ 11.03
15. RETURN OVER FEED COST	\$ 8.79
16. Supplemental Costs	
17. Miscellaneous Livestock Expense	.15
18. Veterinary Expense	.08
19. Custom Work	.23
20. TOTAL SUPPLEMENTAL COSTS	\$.46
21. RET. OVER FEED & SUPP. COSTS	\$ 8.33
* * * * *	
22. SUPPLEMENTARY MANAGEMENT INFORMATION	
23. Return for \$100 Feed Fed	\$ 179.65
24. Price Received Per Cwt.	\$ 23.38
25. Average Weight of Pigs Sold	225.2
26. Average Price Paid Per Pig Bought	19.83
27. Average Weight Per Pig Bought	41.6
28. Number of Pigs Purchased	448
29. Pounds of Pork Purchased	18,651
30. Per Cent Death Loss	2.8
31. Price Per Cwt. Concentrate Fed	\$ 2.86

*Farms included in Table 11B purchased all hogs fed. None of these farms maintained breeding herds. Only those farms producing over 5,000 pounds of pork were included in the averages.

TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS* - 1969

	Average of 4 Farms Herd Total	Per Litter
1. Number of Litters Farrowed	50	
2. Total Value Produced	\$ 8,067	161.34
3. Pounds of Feed Fed		
4. Corn		1234.2
5. Small Grain		216.6
6. Protein, Salt and Mineral		396.8
7. Complete Ration		
8. TOTAL CONCENTRATES		1847.6
9. FORAGES		80.0
10. Feed Cost		
11. Concentrates and Forages		53.76
12. Pasture		
13. TOTAL FEED COSTS	\$ 2,688	53.76
14. Return Over Feed Cost	\$ 5,379	107.58
15. Supplemental Costs		
16. Miscellaneous Livestock Expense		3.82
17. Veterinary Expense		.90
18. Custom Work		1.90
19. TOTAL SUPPLEMENTAL COSTS	\$ 331	6.62
20. Return Over Feed & Supplemental Costs	\$ 5,048	100.96
	* * * * *	
21. SUPPLEMENTARY MANAGEMENT INFORMATION		
22. Return for \$100 Feed Fed	\$300.11	
23. Average Price Received Per Pig Sold	\$ 20.04	
24. Number of Pigs Produced	390	
25. Number of Pigs Born Per Litter	9.3	
26. Number of Pigs Weaned Per Litter	7.9	
27. Per Cent Death Loss	13.1	
28. Price Per Cwt. Concentrate Fed	\$ 2.86	
29. Feed & Supple. Costs Per Pig Produced	\$ 7.74	

*Only four farms in the study produced and sold weaning pigs as a major hog enterprise (10 litters or more). The information presented includes costs of maintaining the breeding herd and raising the pigs to weaning weight.

Value produced includes the net change in value of the breeding herd as well as feeder pig sales.

TABLE 12 - COSTS AND RETURNS FROM DAIRY COWS -1969

	Average of - 103 Farms	34 Farms Highest In Return Above Feed Cost	34 Farms Lowest In Return Above Feed Cost
1. Average Number of Cows	29.2	40.4	19.4
2. Pounds of Milk	Per Cow 11,385	Per Cow 12,344	Per Cow 9,386
3. Pounds of Butterfat	403.1	432.4	330.5
4. Per Cent of Butterfat in Milk	3.5	3.5	3.5
5. Value of Produce			
6. Dairy Products Sold	513.77	576.51	399.07
7. Dairy Products Used in Home	4.42	4.21	4.48
8. Milk Fed to Livestock	6.30	6.21	6.13
9. Net Increases in Value of Cows	(-10.89)	(-6.88)	(-12.32)
10. TOTAL VALUE PRODUCED	513.60	580.05	397.36
11. Pounds of Feed Fed			
12. Corn	4108.0	4253.7	3952.8
13. Small Grain & Complete Dairy Ration	741.0	645.4	667.2
14. Protein, Salt & Mineral	642.1	744.3	476.7
15. TOTAL CONCENTRATES	5491.1	5643.4	5096.7
16. Legume Hay	5521.9	5125.4	6114.9
17. Other Hay & Dry Roughage	1102.3	1238.3	1054.3
18. Silage	12387.5	14609.1	10133.4
19. Feed Costs			
20. Concentrates	\$ 127.84	\$ 130.10	\$ 121.19
21. Roughages	\$ 115.07	\$ 115.97	\$ 112.89
22. Pasture	\$ 4.25	\$ 3.02	\$ 5.46
23. TOTAL FEED COSTS	\$ 247.16	\$ 249.09	\$ 239.54
24. Return Over Feed Cost	\$ 266.44	\$ 330.96	\$ 157.82
25. Supplemental Costs			
26. Miscellaneous Livestock Exp.	21.88	26.09	14.23
27. Veterinary Expense	8.53	11.01	4.79
28. Custom Work	21.58	22.57	21.13
29. TOTAL SUPPLEMENTAL COSTS	\$ 51.99	\$ 59.67	\$ 40.15
30. RETURN OVER FEED & SUPPL. COSTS	\$ 214.45	\$ 271.29	\$ 117.67
* * * * *			
31. SUPPLEMENTARY MANAGEMENT INFORMATION			
32. Return for \$100 Feed Fed	\$ 207.80	\$ 232.87	\$ 165.89
33. Feed Cost Per Cwt. Milk	\$ 2.17	\$ 2.02	\$ 2.55
34. Feed Cost Per Lbs. Butterfat	\$.613	\$.576	\$.725
35. Lbs. of Milk Per Lb. of Con- centrate	2.073	2.187	1.842
36. Avg. Price Per Cwt. Milk Sold	\$ 4.61	\$ 4.76	\$ 4.35
37. Avg. Price Per Lb. Butterfat	\$ 1.30	\$ 1.36	\$ 1.24

TABLE 13 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE - 1969

	Average of - 103 Farms	34 Highest In Return Above Feed Per Cow	34 Lowest In Return Above Feed Per Cow
1. Number of Head	34.7	43.7	31.1
2. Net Inc. in Value	Per Head \$ 137.84	Per Head \$ 155.29	Per Head \$ 106.95
3. Pounds of Feed Fed			
4. Concentrates	1575.6	1525.7	1666.2
5. Hay and Roughage	2300.4	1858.7	2747.9
6. Silage	3514.3	2806.3	4569.3
7. Milk	134.3	101.6	128.7
8. Feed Cost			
9. Concentrates	\$ 37.38	\$ 36.34	\$ 39.29
10. Roughages	36.63	29.04	45.02
11. Milk	5.19	3.91	4.92
12. Pasture	2.22	1.76	1.93
13. TOTAL FEED COSTS	\$ 81.42	\$ 71.05	\$ 91.16
14. RETURN OVER FEED COST	\$ 56.42	\$ 84.24	\$ 15.79
15. Supplemental Costs			
16. Miscellaneous Livestock Expense	2.48	2.81	1.86
17. Veterinary Expense	1.56	1.42	1.22
18. Custom Work	1.18	1.17	.80
19. TOTAL SUPPLEMENTAL COSTS	\$ 5.22	\$ 5.40	\$ 3.88
20. Return Over Feed & Suppl. Costs	\$ 51.20	\$ 78.84	\$ 11.91
* * * * *			
21. SUPPLEMENTARY MGMT. INFORMATION			
22. Return for \$100 Feed Fed	\$ 169.31	\$ 218.55	\$ 117.32
23. Per Cent Death Loss	10.0	10.2	11.5

Table 13 pertains to young dairy cattle only. The high and low averages are based on return above feed cost of the cows for these farms.

TABLE 14 - COSTS AND RETURNS FROM ALL DAIRY CATTLE - 1969

	Average of - 103 Farms	34 Farms Highest In Return Above Feed Cost	34 Farms Lowest In Return Above Feed Cost
1. Average Number of Cows	29.2	40.2	19.5
2. Value of Dairy Products	Per Cow \$ 524.49	Per Cow \$ 592.66	Per Cow \$ 417.49
3. Net. Inc. in Value	152.29	171.19	134.26
4. TOTAL VALUE PRODUCED	\$ 676.78	\$ 763.85	\$ 551.75
5. Pounds of Feed Fed			
6. Concentrates	7357.9	7771.3	7493.7
7. Hay and Dry Roughage	9334.0	9415.9	9622.9
8. Silage	16555.7	19862.5	12724.6
9. Feed Cost			
10. Concentrates	\$ 178.08	\$ 188.63	\$ 176.72
11. Roughage	158.29	164.05	151.03
12. Pasture Costs	6.78	5.87	7.44
13. TOTAL FEED COSTS	\$ 343.15	\$ 358.55	\$ 335.19
14. RETURN OVER FEED COST	\$ 333.63	\$ 405.30	\$ 216.56
15. Supplemental Costs			
16. Miscellaneous Livestock Exp.	\$ 24.73	\$ 29.85	\$ 15.38
17. Veterinary Expense	10.31	12.49	6.56
18. Custom Work	22.88	23.28	21.79
19. TOTAL SUPPLEMENTAL COSTS	\$ 57.92	\$ 65.62	\$ 43.73
20. RETURN OVER FEED & SUPPL. COSTS	\$ 275.71	\$ 339.68	\$ 172.83
* * * * *			
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for \$100 Feed Fed	\$ 197.23	\$ 213.04	\$ 164.61

Table 14 presents a picture of the costs and returns from the whole dairy herd on a per cow basis. Return above feed cost (Table 12) was the factor used to determine these high and low average farms. The costs listed are only a portion of the total cost for dairy. Other costs to consider would include labor and investment in buildings and equipment.

TABLE 15A - COSTS AND RETURNS FROM BEEF BREEDING HERD - 1969

	Average of - 39 Farms	13 Highest In Return Above Feed	13 Lowest In Return Above Feed
1. Average Number of Beef Cows	34.8	55.5	23.7
2. Avg. No. of Other Beef & Bulls	30.0	54.4	15.2
3. Pounds of Beef Produced	19353	39166	7345
4. Net Increase in Value	Per Cow \$ 158.59	Per Cow \$ 202.23	Per Cow \$ 75.40
5. Pounds of Feed Fed			
6. Grain	317.3	380.2	312.1
7. Protein, Salt & Mineral	81.8	117.5	24.3
8. Legume Hay	2223.1	1888.0	2827.6
9. Other Hay and Dry Roughage	168.4	-	84.4
10. Silage	6590.3	8099.4	4630.9
11. Feed Cost			
12. Concentrates	\$ 13.05	\$ 17.53	\$ 8.27
13. Roughages	43.39	45.71	43.50
14. Pasture	18.79	17.42	20.30
15. TOTAL FEED COSTS	\$ 75.23	\$ 80.66	\$ 72.07
16. RETURN OVER FEED COST	\$ 83.36	\$ 121.57	\$ 3.33
17. Supplemental Costs			
18. Miscellaneous Livestock Exp.	\$ 3.99	\$ 5.15	\$ 2.32
19. Veterinary Expense	2.16	2.54	1.69
20. Custom Work	2.27	3.17	2.28
21. TOTAL SUPPLEMENTAL COSTS	8.42	10.86	6.29
22. RET. OVER FEED & SUPPLE. COSTS	\$ 74.94	\$ 110.71	\$ (-2.96)
* * * * *			
23. SUPPLEMENTARY MANAGEMENT INFORMATION			
24. Return for \$100 Feed Fed	\$ 210.81	\$ 250.70	\$ 104.63
25. Price Per Cwt. Sold	20.31	17.53	24.17
26. Avg. Weight Per Head Sold	834	1056	614
27. Percent Death Loss	4.0	3.7	6.3
28. Percent Calf Crop			

Table 15A includes only those farms with ten or more cows in the beef breeding herd. Net increase in value includes the value of calves whether sold or transferred to the feed lot.

TABLE 15B - COSTS AND RETURNS FROM FEEDER CATTLE - 1969

	Average of -144 Farms	43 Highest In Return Above Feed	43 Lowest In Return Above Feed
1. Avg. Number of Beef Feeders	100.2	207.1	30.4
2. Pounds of Beef Produced	61724	133162	15493
	Per Cwt.	Per Cwt.	Per Cwt.
3. Net Increase in Value of Animals	\$ 28.45	\$ 28.95	\$ 26.01
4. Pounds of Feed Fed			
5. Grain	654.1	620.1	751.0
6. Protein, Salt and Mineral	59.7	61.2	60.8
7. Legume Hay	105.9	74.0	237.7
8. Other Hay and Dry Roughage	55.5	48.6	165.0
9. Silage	770.6	741.1	1004.4
10. Feed Cost			
11. Concentrates	\$ 15.21	\$ 14.65	\$ 17.27
12. Roughages	4.00	3.83	5.89
13. Pasture	.07	.07	.18
14. TOTAL FEED COSTS	\$ 19.28	\$ 18.55	\$ 23.34
15. RETURN OVER FEED COST	\$ 9.17	\$ 10.40	\$ 2.67
16. Supplemental Costs			
17. Miscellaneous Livestock Exp.	\$.24	\$.29	\$.23
18. Veterinary Expense	.32	.32	.23
19. Custom Work	.67	.67	.72
20. TOTAL SUPPLEMENTAL COSTS	\$ 1.23	\$ 1.28	\$ 1.18
21. RETURN OVER FEED & SUPPL. COSTS	\$ 7.94	\$ 9.12	\$ 1.49
* * * * *			
22. SUPPLEMENTARY MANAGEMENT INFORMATION			
23. Return for \$100 Feed Fed	\$147.58	\$156.04	\$111.45
24. Price Per Cwt. Sold	\$ 28.01	\$ 28.32	\$ 26.43
25. Avg. Weight Per Head Sold	978.5	986.3	944.5
26. Price Per Cwt. Bought	\$ 30.64	\$ 30.44	\$ 30.28
27. Avg. Weight Per Head Bought	521.4	531.5	495.0
28. Number of Head Bought	142	323	27
29. Percent Death Loss	1.2	1.2	1.4

Farms producing more than 5,000 pounds of beef from a cattle feeding enterprise are included in Table 15B. The figures presented are calculated from the annual record; thus, inventories as well as purchases and sales are included in the production and cost figures.

TABLE 16A - COSTS AND RETURNS FROM SHEEP - 1969

	Average of 28 Farms	
	Flock Total	Per Ewe
1. Average Number of Ewes	46.7	
2. Pounds of Lamb and Mutton Produced	2702	
3. Pounds of Wool Produced	441	
4. Value of Produce		
5. Wool		\$ 4.71
6. Net Increase in Value of Animals		\$ 22.44
7. TOTAL VALUE PRODUCED	\$1268	\$ 21.15
8. Pounds of Feed Fed		
9. Grain		280.8
10. Protein, Salt and Mineral		36.1
11. Legume Hay		762.8
12. Other Hay and Dry Roughage		
13. Silage		1074.5
14. Feed Cost		
15. Concentrates		\$ 7.82
16. Roughages		8.82
17. Pasture		.99
18. TOTAL FEED COSTS	\$ 823	\$ 17.63
19. RETURN OVER FEED COST	\$ 445	\$ 9.52
20. Supplemental Costs		
21. Miscellaneous Livestock Expense		\$ 1.09
22. Veterinary Expense		.30
23. Custom Work		.45
24. TOTAL SUPPLEMENTAL COSTS	\$ 86	\$ 1.84
25. RETURN OVER FEED & SUPPLEMENTAL CARE	\$ 359	\$ 7.68
* * * * *		
26. SUPPLEMENTARY MANAGEMENT INFORMATION		
27. Return for \$100 Feed Fed	\$154.07	
28. Price Per Cwt. Lamb & Mutton Sold	\$ 26.02	
29. Pounds of Wool Per Sheep Sheared	11.9	
30. Number of Ewes Kept for Lambing	27	
31. Percent Lamb Crop	181	
32. Percent Death Loss	13.6	

Table 16A includes those farms with ten or more ewes in the sheep flock.

TABLE 16B - COSTS AND RETURNS FROM FEEDER LAMBS - 1969

	Average of 5 Farms	
	Flock Total	Per Cwt.
1. Average Number of Lambs	449.4	
2. Pounds of Lamb Produced	53120	
3. Pounds of Wool Produced	1115	
4. Value of Produce		
5. Wool		\$ 1.07
6. Net Increase in Value		\$ 29.56
7. TOTAL VALUE PRODUCED	\$ 16271	30.63
8. Pounds of Feed Fed		
9. Grain		638.5
10. Protein, Salt and Mineral		53.1
11. Legume Hay		273.0
12. Other Hay and Dry Roughage		
13. Silage		10.8
14. Feed Cost		
15. Concentrates		\$ 15.50
16. Roughages		3.17
17. Pasture		
18. TOTAL FEED COSTS	\$ 9918	\$ 18.67
19. RETURN OVER FEED COST	\$ 6353	\$ 11.96
20. Supplemental Costs		
21. Miscellaneous Livestock Expense		\$.56
22. Veterinary Expense		.38
23. Custom Work		1.98
24. TOTAL SUPPLEMENTAL COSTS	\$ 1551	\$ 2.92
25. RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 4802	\$ 9.04
* * * * *		
26. SUPPLEMENTARY MANAGEMENT INFORMATION		
27. Return for \$100 Feed Fed	\$ 164.06	
28. Price Per Cwt. Sold	\$ 27.72	
29. Pounds of Wool Per Sheep Sheared		
30. Avg. Weight of Lambs Sold	113.0	
31. Price Per Cwt. Bought	27.77	
32. Avg. Weight of Lambs Bought	79.8	
33. Percent Death Loss	2.9	

Farms producing more than 1,000 pounds of lamb from a feeder lamb enterprise are included in Table 16B.

TABLE 17A - COSTS AND RETURNS FROM LAYING FLOCK - CHICKENS - 1969

	Average of 34 Farms	
	Flock. Total	Per Hen
1. Average Number of Hens	835.7	
2. Value of Produce		
3. Eggs Sold and Used		\$ 6.41
4. Increase in Value of Flock		(-1.00)
5. TOTAL VALUE PRODUCED	\$ 4521	5.41
6. Pounds of Feed Fed		
7. Grain		51.6
8. Protein, Salt and Mineral		18.5
9. Complete Commercial Feed		25.9
10. Total Pounds of Feed		96.0
11. TOTAL FEED COST	\$ 2465	\$ 2.95
12. RETURN OVER FEED COST	\$ 2056	\$ 2.46
13. SUPPLEMENTAL COSTS	\$ 84	\$.10
14. RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 1972	\$ 2.36
* * * * *		
15. SUPPLEMENTARY MANAGEMENT INFORMATION		
16. Return for \$100 Feed Fed	\$183.41	
17. Eggs Laid Per Hen	217	
18. Price Per Dozen Eggs Sold - Cents	\$.35	
19. Feed Cost Per Dozen Eggs - Cents	\$.16	
20. Return Over Feed Costs Per Doz. - Cts.	\$.14	
21. Percent Death Loss	8.8	

Table 17A includes farms with laying flocks of 100 or more hens. Costs and returns include both laying and rearing flock in order to calculate the return for the complete enterprise.

AVERAGE PRICES FOR FARM GROWN FEEDS

Grain

Corn	\$ 1.05 Per Bu.
Oats	.60 Per Bu.
Barley	.90 Per Bu.

Hay

Alfalfa	\$ 22.00 Per Ton
Other Legume Hay	18.00 Per Ton
Wild Hay	10.00 Per Ton

Other Roughages

Corn Silage	\$ 8.00 Per Ton
Grass Silage	6.00 Per Ton
Legume Haylage	11.00 Per Ton

Pasture

Cows	\$ 4.00 Per Head Per Month
Young Cattle	2.00 Per Head Per Month
Hogs	.25 Per Head Per Month
Sheep	.65 Per Head Per Month
Lambs	.32 Per Head Per Month

OTHER NON-CASH COSTS

Unpaid Family Labor	\$ 8.00 Per Day
Board Furnished Hired Labor	1.75 Per Day
Second Operator's Labor	400.00 Per Month
Interest on Farm Capital	6%

EXPLANATION OF WORK UNITS AND ANIMAL UNITS

The total "work units" for any one farm is a measure of the size of that farm business. A work unit as used in this report is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livestock at an average efficiency. The number of work units for each class of livestock and each acre of crop are presented below.

NUMBER OF WORK UNITS FOR EACH CLASS OF LIVESTOCK & EACH ACRE OF CROP			
Item	No. of Work Units	Item	No. of Work Units/Acre
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2/head*	Canning Peas	.30/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeders	.12/cwt.	Canning Corn	.40/acre
Hogs - Complete	.12/cwt.	Corn for Grain	.55/acre
Hogs - Finishing	.06/cwt.	Soybeans	.45/acre
Hogs - Wean. Pigs	1.4/litter	Corn & Cane Silage	.80/acre
Sheep, Farm Flock	.60/head	Alfalfa Hay	.60/acre
Lambs, Feeder	.30/cwt.	O. Leg. & Mix. Hay	.40/acre
Chickens, Lay. Flock	5.0/100	Tame Grass Hay	.20/acre
Broilers	.20/cwt.	Annual Hay	.30/acre
Turkeys, Lay. Flock	25.0/100	Legume & Grass Silage	.40/acre
Turkey Poults	.12/cwt.	Legume & Grass Seed	.40/acre
Labor off the Farm	1.0/\$20	Summer Fallow Tilled	.40/acre
Diverted Acres	.20/acre	Wild Hay	.20/acre

*One animal unit represents: one dairy cow or bull, two other dairy cattle, 1-1/4 beef cows or bulls, 1 feeder steer or heifer, 3-1/3 other beef cattle, 7 sheep, 14 lambs, 2-1/2 hogs, 5 pigs, 50 hens, or 1,100 lbs. of turkeys produced.

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	1964	1965	1966	1967	1968
Number of Records	99	122	197	320	414
Average Labor Earnings	\$ 8,110	\$ 7,900	\$10,768	\$ 5,264	\$ 9,332
Total Farm Sales	37,099	37,117	41,510	43,803	56,433
Total Cash Operating Expense	27,205	29,318	26,910	27,774	28,855
<u>RETURN ABOVE FEED COST PER:</u>					
Dairy Cow	\$141.90	\$123.74	\$151.66	\$245.39	\$254.08
Cwt. Feeder Cattle Prod.	2.10	8.97	3.70	4.92	7.93
Cwt. Hogs Produced	3.63	11.65	7.85	6.48	7.21
Hen	.72	.45	1.50	.07	1.05
<u>FEED COST PER:</u>					
Dairy Cow	\$183.90	\$220.98	\$241.75	\$229.00	\$244.44
Cwt. Feeder Cattle Prod.	17.70	19.27	18.98	18.61	18.64
Cwt. Hogs Produced	10.92	12.06	12.63	11.95	11.39
Hen	3.57	3.17	3.71	3.25	3.02
<u>MISCELLANEOUS LIVESTOCK INFORMATION</u>					
Number of Dairy Cows	23.5	22.2	22.0	28.0	28.6
Pounds Feeder Cattle Produced	48691	47765	50917	53221	57045
Pounds Hogs Produced	82242	75724	67451	77619	79025
Pounds Butterfat Per Cow	355	370	353	395.3	402.9
Eggs Per Hen	210	189	208	198	201
<u>PRICE RECEIVED PER:</u>					
Pound Butterfat in Milk	93.6¢	95.6¢	1.12	1.23	1.25
Cwt. Fat Cattle	\$ 20.74	\$ 21.82	\$ 23.89	\$ 24.84	\$ 25.97
Cwt. Hogs Sold	14.84	20.36	22.87	19.22	18.89
<u>PRICE OF FEED:</u>					
Corn, bushel	\$ 1.08	\$ 1.12	\$ 1.12	\$ 1.12	\$ 1.00
Oats, bushel	.63	.64	.64	.64	.60
Alfalfa Hay, ton	20.00	22.00	22.00	22.00	22.00
Corn Silage, ton	7.00	7.00	8.00	8.00	8.00
<u>ACRES PER FARM:</u>					
Total Tillable Land	280.9	281.6	283.0	284.9	309.3
Total Acres in Farm	320.6	316.7	321.2	328.1	355.1
<u>YIELDS PER ACRE:</u>					
Canning Peas	\$23.26	\$64.73	\$61.30	\$60.00	\$72.22
Oats, bushel	60.9	57.8	60.3	68.7	65.0
Corn Grain, bushel	87.9	71.3	94.5	91.4	101.1
Sweet Corn	\$58.50	\$30.05	\$72.83	\$78.13	\$79.05
Soybeans, bushel	28.3	20.7	30.2	25.8	27.0
Corn Silage, ton	12.3	9.6	15.3	13.3	14.7
Alfalfa Hay, ton	3.3	4.2	3.6	3.5	3.2