

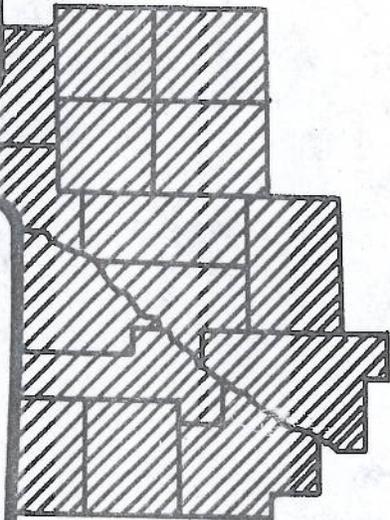
1969

annual report

West Central Minnesota Farm Management Service

COOPERATING AGENCIES

University of Minnesota, Dept. of Agriculture Education
Minnesota Department of Education, Vocational Division
Willmar Area Vocational Technical Institute



APRIL, 1970

1970 Report of the West Central Farm Management
Analysis Program for Cooperating Farmers.

John L. Thell

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INTRODUCTION

The Willmar 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 Agricultural Farm Management Program in West Central Minnesota. The program was initiated in 1952 and is available to farmers enrolled in Adult or Young Farmer classes in public schools. The area served by the Willmar analysis center is indicated on 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 farming operations and factors of management involved in successful farm operations. 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 farmer pays an annual fee which covers clerical costs, data processing fees, and cost of publishing the report.

The analysis of the records and the preparation of the reports for the West Central Area are done under the direction of John L. Thell, Vo-Ag. Coordinator for West Central Minnesota. The program is supervised locally by Mr. Lowell Melbye, Superintendent of Schools, and Michael Cullen, Director of the Willmar Area Vocational Technical School. Cooperating agencies are represented by Odel Barduson and Robert Van Tries of the State Department of Education and Dr. Milo J. Peterson of the University of Minnesota Agriculture Education Department. Clerical assistants for this project were Mrs. Helen Cullen, Mrs. Joyce Jacobson, and Mrs. John Thell.

In keeping with the times and to speed the analysis procedure automatic data processing methods were used again this year. Data is extracted from the individual farm record books at the Willmar analysis center and submitted to the Agriculture Records Cooperative at Madison, Wisconsin for processing by means of an IBM 1110 computer. Results of the individual analysis are returned to the farmer as soon as the analysis is completed. Averages and indexes found in this record are computed after all forms have been processed.

Records kept in the Minnesota Farm Account Book by all participating farmers include farm inventories, cash receipts and expenses, feed consumed by livestock, family living secured from the farm, household and personal expenses and receipts and the operators liabilities and assets other than farm capital.

A special thank you to all the area coordinators, Mike Cullen, Dr. Persons, Dr. Truman Nodland, and others who helped by giving of their time during this past year.

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in seventeen schools in West Central Minnesota. The following tabulation shows by schools the number of 1969 records submitted;

School	No. of Records	Instructor
Alexandria	36	B. Sonstegard-T. Kusmak
Appleton	1	N. Brakken
Buffalo Lake	2	K. Anderson
Canby	5	D. Shippy
Echo	1	J. Blissenbach
Evansville	23	D. Letho
Graceville	1	G. Vanderwerf
Hector	3	D. Hoseck
Hendricks	7	R. Wosje
Hoffman	8	E. Gilbertson
Montevideo	12	M. Warner
Olivia	9	K. Olson
Parkers Prairie	12	C. Davis
Renville	20	M. Wacholz
Tyler	1	R. Hill
Willmar	35	D. Schodean
Willmar	12	F. Roeder
Willmar	11	W. Ruf
Willmar	1	J. Thell
Wheaton	6	W. Wentland
Total	<u>206</u>	

The data for 169 farms are shown in the tables on succeeding pages. Some farms were omitted from the averages because the records were not sufficiently complete.

Records are kept in the Minnesota Farm Account Book by all participating farmers. 169 of these records were included in the averages for the area.

Work Unit values are found in Table 7. The Work Unit is the average accomplishment of a worker in a 10 hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.

The Work Unit values used this year were developed as a result of time studies conducted by the University of Minnesota Agricultural Economics Department.

The increase in mechanization has made it possible for a man to do more work in a day; therefore, it was decided to up-date work unit values to present day conditions. The Vo-Ag instructors, with the help of Dr. Truman Nodland and his associates in the Department of Agricultural Economics, used time-study data from several universities to develop the work Unit values used in this report.

TABLE 1A - FARM INVENTORIES - 1969

Item	Average	
	152 Farms	
1 Size of Farm-Total Acres	355.3	
2 -Tillable Acres	289.5	
3 Work Units-Crops	127.69	
4 -Livestock	191.76	
5 -Other	15.40	
6 Total Size of Business in Work Units	334.85	
7 Number of Workers	1.4	
7A Farm Capital Investment Per Worker	70496	

Item	Average	
	152 Farms	
	Jan. 1	Dec. 31
<u>Productive Livestock</u>		
9 Dairy Cows	3917	4334
10 Other Dairy Cattle	2054	2656
11 Beef Breeding Cattle	761	1001
12 Beef Feeder Cattl	4083	3808
13 Hogs	1639	2552
14 Sheep (Inc. Feeders)	670	247
15 Poultry (Incl. Turkeys)	130	189
16 Other Productive Livestock	1	1
17 Total Productive Livestock	\$13255	\$14788
18 Crop, Seed and Feed	8681	9870
<u>19 Power, Machinery and Equipment</u>		
20 Auto and Truck (Farm Share)	1348	1609
21 Power and Machinery	10231	11572
22 Livestock Equipment	1923	2367
23 Total Power, Machinery & Equip	\$13502	\$15548
24 Land	38166	39730
25 Buildings-Fences-Etc.	11005	12685
26 Total Farm Capital	\$84609	\$92621

Tables 1A and 1B show the beginning of the year and end of the year inventory value for each part of the farm business. These tables represent whole-farm capital investment. For only the operators share of capital invested in the farm business, see Table 5 - Net Worth Statement, items 1-6.

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.

Total Farm Capital for a farm is one measure of farm size. This year, Total Farm Capital for individual farms ranged from a low of approximately \$20,000 to a high of \$210,000.

(continued page 4)

Table 1B - FARM INVENTORIES -1969

Item	30 Most Profitable	30 Least Profitable
1 Size of Farm-Total Acres	489.4	342.3
2 -Tillable Acres	403.4	272.1
3 Work Units-Crops	179.53	115.72
4 -Livestock	240.03	152.80
5 -Other	9.85	13.60
6 Total Size of Business in Work Units	429.41	282.12
7 Number of Workers	1.6	1.3

Item	Jan. 1	Dec. 31	Jan. 1	Dec. 31
8 <u>Productive Livestock</u>				
9 Dairy Cows	3126	3452	4006	4465
10 Other Dairy Cattle	2245	2617	2067	2426
11 Beef Breeding Cattle	936	2273	347	274
12 Beef Feeder Cattle	7972	6526	1881	2834
13 Hogs	4248	6489	651	959
14 Sheep (Incl. Feeders)	1990	71	27	16
15 Poultry (Inc. Turkeys)	357	662	6	7
16 Other Productive Livestock				
17 Total Productive Livestock	\$20874	\$22090	\$8985	\$10981
18 Crop, Seed and Feed	13535	16884	9098	8579
19 <u>Power, Machinery and Equipment</u>				
20 Auto and Truck (Farm Share)	1867	2192	1070	1130
21 Power and Machinery	13431	16596	9804	10147
22 Livestock Equipment	2432	3593	2406	2215
23 Total Power, Mach. & Equip.	\$17730	\$22381	\$13280	\$13492
24 Land	52390	52798	37153	39444
25 Buildings-Fences-Etc.	13245	17104	13493	14052
26 Total Farm Capital	\$117774	131257	82009	86548

(continued from page 3)

Other measures of farm size in Tables 1A and 1B as shown by items 1 through 7 are Acres, Work Units and Number of Workers.

Work Units ranged from a low of 142 total work units to a high of 1000 total work units.

The Number of Workers shown in item 7 includes the operator (s) hired labor, unpaid family labor and the labor portion of custom work hired.

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

Item	Average of 152 Farms	30 Most Profitable Farms	30 Least Profitable Farms
<u>1 Sale of Livestock and Livestock Products</u>			
2 Dairy Cows	965	746	1060
3 Dairy Products	7616	5979	7267
4 Other Dairy Cattle	888	1060	521
5 Beef Breeding Cattle	300	138	94
6 Beef Feeder Cattle	8265	19153	3048
7A Hogs Complete	3555	9876	814
7B Hogs Finishing	1132	1986	1619
7C Hogs Producing Weaning Pigs	281	288	
8A Sheep and Wool, Farm Flock	295	603	2
8B Sheep and Wool, Feeder Lambs	1434	3044	
9 Chickens (Incl. Hehs & Broilers)	35	75	1
10 Turkeys	68	344	
11 Eggs	1272	4785	16
12 Other Productive Livestock			
12A Total Sales of Productive Livestock	\$26106	\$48077	\$14442
13 Sale of Crops			
14 Corn	2641	5436	2641
15 Soybeans, Flax, Sunflowers	2536	4382	2730
16 Wheat, Oats, Barley, Rye	1298	1801	1671
17 Potatoes, Sugar Beets, Canning & Other Crops A -B	470	932	62
18 Hay, Silage and Other Crops	197	379	85
19 Diverted Acre Payment	1850	3092	1339
19A Total Sales From Crops	\$8992	\$16022	\$8528
20 Capital Assets Sold	262	514	55
21 Gas Tax Refund	128	182	117
22 Income From Work Off the Farm	596	426	687
23 Patronage Refunds	293	373	264
24 Miscellaneous Farm Income	311	585	262
25 Total Farm Sales	\$36688	\$66179	\$24355
26 Increase in Farm Capital	8011	13481	4537
27 Family Living From the Farm	344	430	300
28 Total Farm Receipts	\$45043	\$80090	\$29192
(25) - (26) - (27)			

Tables 2A and 2B show the cash receipts and expenses for the whole farm including the landlords share. Table 6A and 6B show the receipts and expenses of the operator of each farm. Operator labor earnings are shown on Table 6B. Tables 2A, 2B, 6A, and 6B show the average of all farms, the high return farms and low return farms with reference to labor earnings.

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

Item	Average of 152 Farms	30 Most Profitable Farms	30 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	301	41	496
3 Other Dairy Cattle	258	18	206
4 Beef Breeding Cattle	302	1222	
5 Beef Feeder Cattle	3503	7501	1797
6A Hogs Complete	255	243	72
6B Hogs Finishing	681	1216	676
6C Hogs Producing Weaning Pigs	38	3	
7A Sheep, Farm Flock	84	333	
7B Sheep, Feeder Lambs	704	874	
8 Chickens (Inc. Hens & Broilers)	242	732	1
9 Turkeys	29		
10 Other Productive Livestock			
11 Miscellaneous Livestock Exp.	639	907	457
12 Feed Bought	3686	7722	2092
13 Fertilizer	1633	3072	1425
14 Chemicals	480	1091	369
15 Other Crop Expense	926	1450	911
16 Custom Work Hired	1044	1459	977
17 Rep. & Upkeep of Lvstk. Equip.	167	224	120
18 Rep. & Upkeep of Farm Real Est.	294	477	214
19 Gas, Oil, Grease Bought F.S.	1214	1640	1105
20 Rep. & Op. Mach. Trac. Trk, Auto F.S.	1397	1831	1281
21 Wages of Hired Labor	489	880	356
22 Pers. Prop. & Real Est. Taxes	747	1050	874
23 General Farm Expense	407	529	417
24 Telephone Expense (Farm Share)	92	104	96
25 Electricity Expense (F.S.)	308	421	283
26 Total Cash Oper. Exp.	\$19920	\$35189	\$14225
27 Pow. Crop & Gen. Mach. Bot. F.S.	4234	6723	3710
28 Livestock Equip. Bought	836	1880	240
29 New Real Est. & Improvements	4571	5920	4340
30 Total Farm Purchases (26) Thru (29)	\$29561	\$49712	\$22515
31 Decrease in Farm Capital			
32 Interest on Farm Capital	5316	7470	5056
33 Unpaid Family Labor	409	267	472
34 Labor Charge Part. & Oth. Op.	335	957	300
35 Board Furnished Hired Labor	53	81	23
36 Total Farm Exp. (30) thru (35)	\$35674	\$58487	\$28366
37 Labor Earn. (Whole Farm) (2A/28)-(36)	\$9369	\$21603	\$826
38 Number of Operators	1	1	1

TABLE 3 - ENTERPRISE STATEMENTS - 1968

Item	Average of 152 Farms	30 Most Profitable Farms	30 Least Profitable Farms
<u>1 RETURNS AND NET INCREASES</u>			
2 Productive Livestock			
3 Dairy Cattle	\$7937	\$6331	\$7406
4 Other Dairy Cattle	2584	2477	2166
5 Beef Breeding Cattle	416	667	117
6 Feeder Cattle	4275	9819	1858
7 Complete Hog Enterprise	3620	10864	708
8 Hog Finishing Enterprise	929	1743	1301
9 Producing Weaning Pigs	322	409	
10 Farm Flock of Sheep	219	184	(-9)
11 Feeder Lambs	294	338	
12 Chickens (incl. Hens & Broil.)	1135	3841	20
13 Turkeys	157	807	
14 Other Productive Livestock			
15 All Productive Livestock	\$21888	\$37480	\$13567
16 Value of Feed Fed to Live.	10903	17884	7446
17 Return Over Feed From Live.	10985	19596	6121
18 Crop, Seed and Feed	14100	23830	10579
19 Income From Labor Off Farm	304	197	272
20 Cooperative Patronage Ref.	290	373	264
21 Miscellaneous Farm Income	307	585	262
22 Tot. Returns & Net Inc.	\$25986	\$44581	\$17498
<u>23 EXPENSE AND NET DECREASES</u>			
24 Truck & Auto (Farm Share)	\$1195	\$1582	\$1136
25 Tractors and Crop Machinery	4191	5601	4641
26 Electricity	310	421	283
27 Livestock Equipment	556	933	548
28 Buildings, Fences & Tiling	1481	1739	1704
29 Bare Land	-	(-13)	
30 Misc. Livestock Expense	654	907	457
31 Labor	1343	1698	1161
32 Labor Charge for Other Oper.s	331	957	300
33 Property Tax	744	1050	874
34 General Farm Exp. & Tele.	503	633	512
35 Interest on Farm Capital	5309	7470	5056
36 Total Exp. & Net Decreases	\$16617	\$22978	\$16672
37 Labor Earnings	\$9369	\$21603	\$826
38 Number of Farm Operators	1	1	1

TABLE 4 - HOUSEHOLD EXPENSES - 1969

Items	Average of 74 Farms	10 Most Profitable Farms	17 Least Profitable Farms
1 Number of Persons-Family	5	5	5
2 Number of Adult Equivalent-Family	3.6	3.9	3.5
3 Church & Welfare	\$ 250	\$ 389	\$151
4 Medical Care & Health Ins	550	568	593
5 Food & Meals Bought	1337	1744	1330
6 Operating Expense & Supplies	441	591	613
7 Furnishings & Equipment	598	1479	614
8 Clothing & Clothing Materials	476	696	410
9 Pers. Care, Pers. Spending	180	155	144
10 Education	218	480	282
11 Recreation	147	271	103
12 Gifts & Special Events	226	266	186
13 Pers. Share Truck & Auto Exp.	262	268	297
14 Oper. Share Upkeep on Dwelling	106	476	46
15 Pers. Share Tel. & Elect. Exp.	147	140	144
16 Total Cash Living Expenses	\$ 4938	\$7523	\$4913
17 Pers. Share New Truck and Auto	249	156	310
18 New Dwelling Bought	624	500	185
19 Taxes and Other Deductions	442	1253	243
20 Life Ins. & Other Sav. & Inv.	426	1446	198
21 Total Household & Pers. (16)-(20)	\$6679	\$10878	\$5849
22 Total Fam. Liv. From Farm (33)	339	353	261
23 Total Cash & Non-Cash Expenses (21)-(22)	\$7018	\$11231	\$6110
24 FAMILY LIVING FROM THE FARM			
25		Amount	\$ Opp. Share
26 Milk & Cream			
27 Beef			
28 Pork			
29 Lamb			
30 Poultry			
31 Eggs			
32 Veg., Fruit, Spuds, and Fuel, Other			
33 Total Family Living From the Farm			

TABLE 5A - NET WORTH STATEMENT - OPERATOR - 1969

Item	Average of 160 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	\$ 13061	\$ 14790
2 Crop, Seed and Feed	8535	9713
3 Total Power, Machinery and Equipment	13602	15745
4 Land	25523	26957
5 Buildings, Fences, Etc.	10581	12512
6 Total Farm Capital	71302	79717
7 Non-Farm Assets	6904	7239
8 Dwelling	3186	3522
9 Total Assets	\$81392	\$90478
10 Real Estate Mortgages	15929	17088
11 Chattel Mortgages	9213	9964
12 Notes	3781	4947
13 Accounts Payable	1279	1382
14 Total Liabilities	\$30202	33381
15 Farmers Net Worth	\$51190	57097
16 Gain or (Loss) in Net Worth		5907
17 Supplementary Management Information		
18 Operators Labor Earnings (6B/39)	8257	
19 Return to Capital and Family Labor (6B/40)	13393	
20 Non-Farm Income		
21 Outside Investment Income	104	
22 Other Personal Income & Income Tax Refund	501	
23 Total Non-Farm Income	605	
24 Total Money Borrowed	15052	
25 Total Paid on Debt (Principal)	12674	
26 Total Hshld. & Pers. Cash Exp. (4/23)	4255	
27 Ratio Tot. Farm Exp. to Tot. Farm Rec.	.815	
28 Ratio Tot. Assets to Tot. Liab.	Jan 2.725	Dec. 2.858
29 Ratio Non-Real Est. Assets Non-Real Est. Liab.	2.95	2.91
30 Ratio Real Est. Assets to Real Est. Liab.	2.47	2.52
31 Ratio Net Worth to Total Liab.	1.69	1.71
32*Ratio Cash Op. Exp. to Adj. Tot. Farm Sales		.65

*Adjusted TOTAL FARM SALES DOES NOT INCL. SALE OF CAP. ASSETS

The NET WORTH STATEMENT shows the operators financial progress during the year and from this statement he can study his progress from year to year. Items 1 thru 6 show the distribution of capital invested by the operator in the farm business.

ITEM 27- The Ratio of Total Farm Expense to Total Farm Receipts, sometimes called the Gross Ratio, expresses the percentage of each dollars worth of income consumed by expense. It is calculated by dividing item 38, Table 6B by item 28, Table 6A.

Item 28- The Ratio of Total Assets to Total Liabilities, sometimes called the Net Capital Ratio, measures the degree of financial safety in the farm business. It shows the number of dollars in assets available to cover each dollar of debt.

Operator's Net Worth Statement
 TABLE 5 - NET WORTH STATEMENT OF THE MOST AND LEAST PROFITABLE FARMS

Item	32 MOST PROFITABLE FARMS		32 Least PROFITABLE FARMS	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Prod. Lvstk.	\$17686	19731	\$ 7375	9133
2 Crop, Seed and Feed	12294	14922	8271	8220
3 Tot. Power, Mach.&Eq.	18966	24093	13168	13816
4 Land	35804	36582	29561	30842
5 Building, Fences, Etc.	14247	19364	10607	10885
6 Total Farm Capital	98997	114692	68982	72896
7 Non-Farm Assets	10844	11289	7241	7013
8 Dwelling	2935	3094	3801	4687
9 Total Assets	\$112776	129075	80024	84596
10 Real Estate Mortgages	22695	21821	17399	20057
11 Chattel Mortgages	13518	14821	8129	8324
12 Notes	3649	2809	4697	6000
13 Accounts Payable	1803	2053	1134	1187
14 Total Liabilities	\$41665	\$41504	\$ 31359	\$35568
15 Farmers Net Worth	\$71111	\$87571	\$48665	\$49028
16 Gain or (Loss) In Net Worth		16460		363
17 Supplementary Management Information				
18 Op. Labor Earn. (68/39)	19499		290	
19 Ret. Cap.&Pam. Lab. (68/40)	23305		3314	
20 Non-Farm Income				
21 Outside Inv. Inc.	133		199	
22 C. Pers. Inc. & Inc. Tax	239		623	
23 Tot. Non-Farm Income	372		822	
24 Tot. Money Borrowed	19652		12690	
25 Tot. Paid on Debt (Pr)	22060		9392	
26 Tot. Hsh. & P. C. Exp (23)	4928		4673	
27 Ra. T. F. Exp. to T. F. Rec.	.734		.989	
28 Ra. T. Assets to T. Liab.	Jan. 2.707	Dec. 3.110	Jan. 2.552	Dec. 2.378
29 Ratio Non-Real Est Ass				
Non-Real Est Liab	3.15	3.56	2.58	2.46
30 Ra. R.E. Ass. - R.E. Liab.	2.33	2.71	2.53	2.31
31 Ra. Net W. to Tot. Liab.	1.71	2.11	1.55	1.38
32 *Ratio Cash Op. Exp. to Adj. Total Farm Sales		.59		.72

*ADJUSTED TOTAL FARM SALES DOES NOT INC. SALE OF CAP. ASSETS

Item 29 - THE RATIO OF NON-REAL ESTATE ASSETS TO NON-REAL ESTATE LIABILITIES

sometimes called the Intermediate Ratio, is calculated by dividing the sum of items 2, 3, & 7 by the Non-Real Estate Liabilities, items 11, 12, & 13.

Item 30 - THE RATIO OF REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES is

CALCULATED by dividing the sum of items 4, 5, & 8 by item 10. Lending agencies are often interested in the relationship of item 29 to item 30.

ITEM 32 - THE RATIO OF CASH OPERATING EXPENSE TO ADJUSTED TOTAL FARM SALES is

calculated by dividing item 28 in Table 6B by item 29, Table 6A. It differs from item 27 (Ratio of Total Farm Expense to Total Farm Receipts) in that it does not include the sale or purchase of Capital Assets.

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS

Item	Average of 160 Farms	32 Most Profitable	32 Least Profitable
<u>1 Sale of Livestock & Livestock Products</u>			
2 Dairy Cows	\$ 918	\$ 861	\$ 795
3 Dairy Products	7390	8139	5198
4 Other Dairy Cattle	845	1258	308
5 Beef Breeding Cattle	291	129	168
6 Beef Feeder Cattle	7995	13259	2640
7A Hogs Complete	3753	11045	948
7B Hogs Finishing	1074	1003	1558
7C Hogs Producing Weaning Pigs	260	270	59
8A Sheep & Wool, Farm Flock	411	1	1
8B Sheep and Wool, Feeder Lambs	1375		
9 Chickens (Hens & Broilers)	39	71	
10 Turkeys	64	322	
11 Eggs	1424	5027	
12 Other Productive Livestock			
12A Total Sales of Productive Lvstk.	25839	41385	11675
<u>13 Sales of Crops</u>			
14 Corn	1932	3495	1739
15 Soybeans, Flax, Sunflowers	2164	3450	2466
16 Wheat, Oats, Barley, Rye	1159	1428	1810
17 Potatoes, Sug. Beets, Canning & Ot. Crops A & B	407	1467	137
18 Hay, Silage & Other Crops	117	234	89
19 Diverted Acre Payment	1700	2539	1461
19A Total Sales From Crops	7479	12613	7702
20 Capital Assets Sold	316	766	54
21 Gas Tax Refund	124	164	108
22 Income From Work off Farm	682	591	591
23 Patronage Refunds	296	428	201
24 Miscellaneous Farm Income	295	552	224
25 Total Farm Sales	35031	56499	20555
26 Increase in Farm Capital	8414	15692	3919
27 Family Living From Farm	345	393	290
28 Total Farm Receipts (25)-(26)-(27)	43790	72584	24764
29 Adj. Total Farm Sales (25) - (20)	34715	55733	20501
30 Total Cash Farm Oper. Expense	22509	32605	14780
31 Net Cash Operating Income	12206	23128	5721

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES

Item	Average of 160 Farms	32 Most Profitable Farms	32 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	\$ 289	\$ 57	\$ 237
3 Other Dairy Cows	244	387	135
4 Beef Breeding Cattle	285	1146	13
5 Beef Feeder Cattle	3492	3820	1683
6A Hogs Complete	274	361	71
6B Hogs Finishing	647	433	673
6C Hogs Producing Weaning Pigs	36	3	20
7A Sheep, Farm Flock	151		3
7B Sheep, Feeder Lambs	669		
8 Chickens	269	686	
9 Turkeys	28	139	
10 Other Productive Livestock			
11 Miscellaneous Livestock Expense	645	899	371
12 Feed Bought	3758	7320	1764
13 Fertilizer	1558	2683	1164
14 Chemicals	448	924	296
15 Other Crop Expense	908	1362	928
16 Custom Work Hired	1014	1224	862
17 Repair & Upkeep Livestock Equip.	165	205	119
18 Repair & Upkeep Farm Real Estate	292	439	188
19 Gas, Oil, Grease Bought (FS)	1203	1594	1100
20 Rep. & Op. Mach. Tr. Trk. Auto (FS)	1410	1850	1193
21 Wages of Hired Labor	491	810	311
22 Pers. Prop. & Real Est. Taxes	669	975	633
23 Cash Rent	965	1358	662
24 General Farm Expense	403	562	351
25 Telephone Expense (F.S.)	90	96	78
26 Electricity Expense (F.S.)	303	444	235
27 Interest Expense	1803	2830	1692
28 Total Cash Operating Expense	22509	32607	14782
29 Power, Crop & Gen Mach Bought (FS)	4333	6670	3625
30 Livestock Equipment Bought	873	2255	131
31 New Real Estate & Improvements	4625	7682	2899
32 Total Farm Purchases (28) thru (37)	32340	49214	21437
33 Decrease in Farm Capital			
34 Interest on Farm Capital	2727	3581	2565
35 Unpaid Family Labor	409	225	459
37 Board Furnished Hired Labor	57	65	13
38 Total Farm Expense (32) thru (37)	35533	53085	24474
39 Labor Earnings (Oper. Share) (6A/28)- (38)	8257	19499	290
40 Return to Capital & Family Labor	11393	23305	3314

TABLE 6B lists the operator share of expense items. Cash rent and cash interest paid by the operator are included as part of cash operating expense. The sum of item 27, Interest Expense; and item 34, Interest on Farm Capital equals 6% of the operators average capital. Return to Capital and Family Labor represents the amount available for debt service, living expense and savings.

EXPLANATION OF WORK UNITS

The TOTAL WORK UNITS on any one farm is one 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. Total number of Work Units is not a measure of how hard a farmer works or how much machinery and equipment is used in getting the work done but it does measure how much is being accomplished on the farm. The Work Unit values in Table 7 below were changed in 1968 to make this a more realistic measure.

TABLE 7 WORK UNITS FOR CROPS, LIVESTOCK AND WORK OFF THE FARM

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	Cat 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.	G. Ler. & 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	Leg. & 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
		Sugar Beets	2.00/acre

POWER AND MACHINERY EXPENSE

Power and machinery expense per crop acre is an indication of the economy with which capital is invested in these items. The expenses are usually high on farms with small acreage. In some cases low expenses for labor might be offset by high power and equipment costs. The Farmer is interested in operating at the lowest cost for power, machinery and labor combined. Those figures are found at the bottom of Table 8.

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

Excelled Factors	Ave. Labor Earnings
0 or 1	\$ 809
2	1953
3	4893
4	8008
5	12801
6	19691
7 or more	20995

COOPERATORS BY AGE GROUP

Age Group	Number
20-25	13
26-30	28
31-35	37
36-40	25
41-45	31
46 and over	42

Figure 1. RANGE IN LABOR EARNINGS - 1969

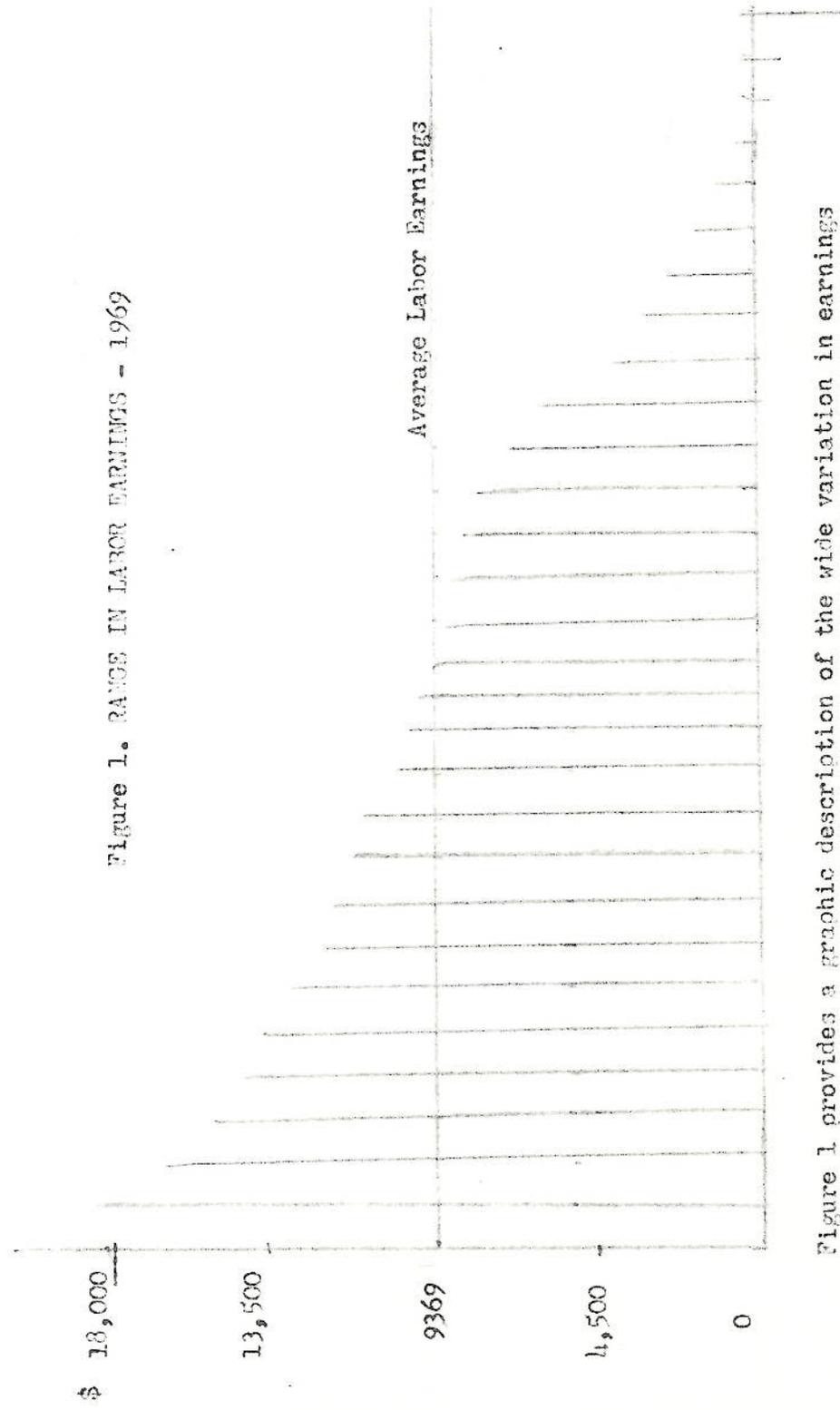


Figure 1 provides a graphic description of the wide variation in earnings among farmers in any given year. Some causes for these differences, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. Management factors affecting earnings are presented in Table #8 and elsewhere in this report.

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanation and definitions are for use in interpreting Table 8 and the Thermometer Chart on page

1. Labor Earnings - A measure of the relative financial return for the operators 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 also 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; the average being 100%.
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. Rating 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.
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 24 through 28 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 the farm business. Note should be taken that items listed on 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 an 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 - 1969

Item	Average of 169 Farms	30 Most Profitable	30 Least Profitable
1 Labor Earnings	\$ 9369	\$21603	\$ 826
2 Crop Yield Index	199	107	97
3 % Till.Land in H.R. Croos	65.2	69.4	63.1
4 Gr.Ret./Till.AcreEx.Past.	\$60.93	72.30	55.81
5 Ret.\$100 Prod. Lvstk. Index	100	113	87
6 Lvstk.Units Per 100 Acres*	22.4	29.2	16.3
7 Size of Bus.-Work Units	343.4	429.3	282.1
8 Work Units Per Worker	318.0	511.3	277.2
9 Pow. Mach.Eq.Exp./Work Unit	\$24.65	\$25.62	\$32.45
10 Farm Cap. Invest./Worker	\$70496	\$86304	\$64117
11 Index of Ret.\$100 Feed From			
12 Complete Hog Enterprise	100	104	95
13 Hog Finishing Enterprise	100	125	78
14 Producing Weaning Pigs	100	121	
15 Dairy Cattle	100	115	93
16 Other Dairy	100	101	99
17 All Dairy & Dual Purp. Cattle	100	109	95
18 Beef Breeding Cattle	100	170	71
19 Beef Feeder Cattle	100	106	85
20 Sheep Farm Flock	100	221	
21 Feeder Lambs	100		
22 Chickens-Laying Flock	100	119	79
23 Chickens-Broilers	100		
24 Turkeys-Laying Flock	100	100	
25 Turkey Poults			
26 Other Prod. Lvstk.			
27 Number of Animal Units	69.7	115.8	43.6
28 Work Units			
29 Crops	129.2	179.5	115.7
30 Productive Livestock	197.4	240.0	152.8
31 Other Prod. Work Units	16.6	9.8	13.6
32 Expenses Per Work Unit			
33 Trac. & Crop Mach. Exp.	\$13.42	\$14.10	\$18.43
34 F. S. of Auto & Truck Exp.	3.93	4.10	4.67
35 F. S. of Electric	.94	1.03	1.08
36 Lvstk. Equipment Exp.	1.50	1.95	1.87
37 Build. Fenc. & Tiling Exp.	4.83	4.42	6.39
38 Tractor & Crop Mach. Exp. Per Crop Acre**	14.67	13.75	18.76
39 * ACRES INCLUDE ALL TILL. LAND, NON-TILLABLE HAY & PASTURE			
40 **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY			

THERMOMETER CHART

Using your figures from Table 8, 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 solid lines across the center of this page.

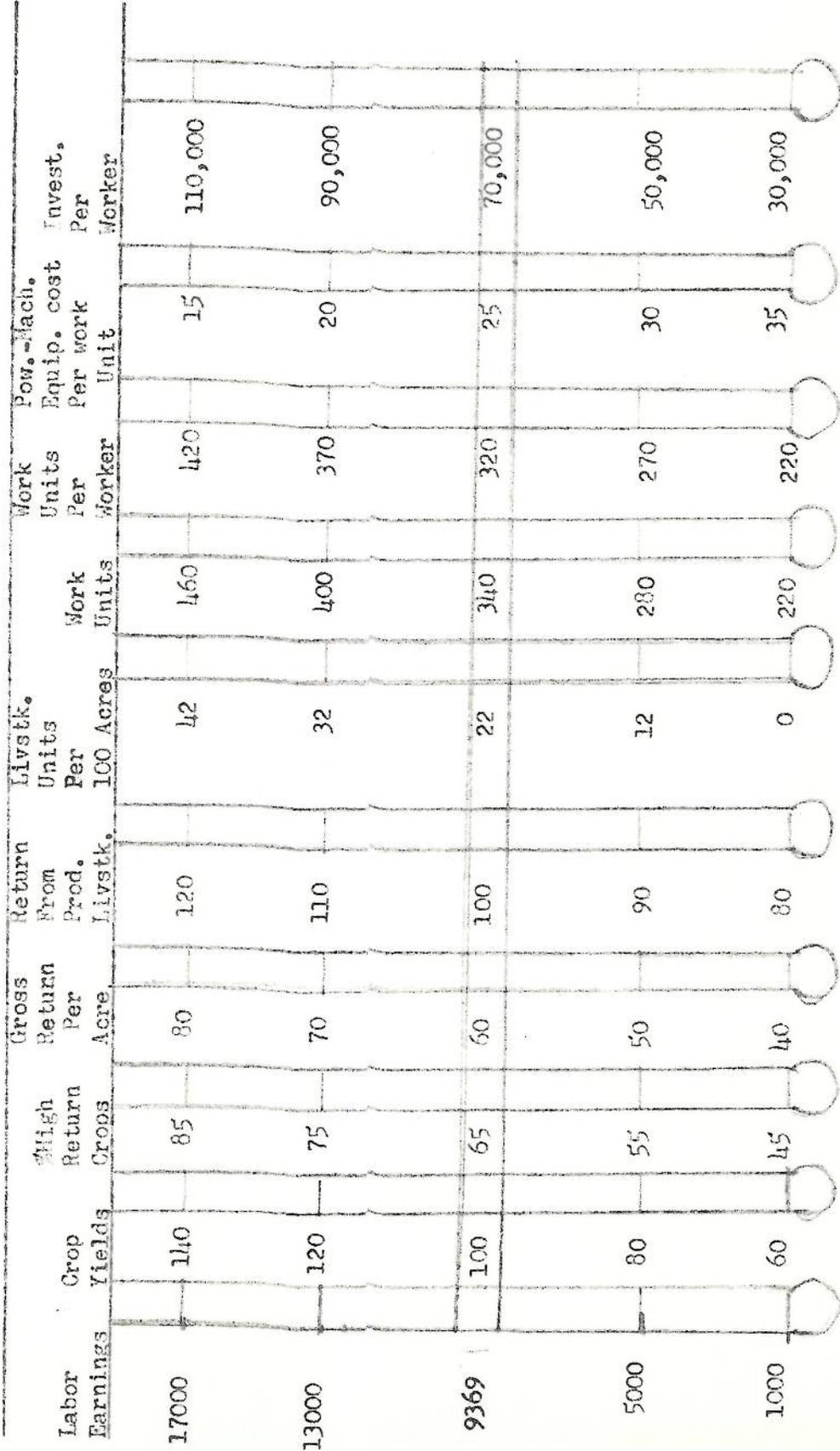


TABLE 9 - CROP PRODUCTION 1969

Item	Unit	Crop Rank	Average of 169 Farms	
			Acres	Yield
1 Oats & Mixtures	Bus	D	44.2	60.3
2 Oats Silage	Ton	C	1.8	6.1
3 Canning Peas	\$	B	1.1	50.00
4 Wheat	Bus	C	9.1	27.6
5 Barley	Bus	C	7.6	49.9
6 Flax	Bus	C	10.9	18.0
7 Rye	Bus	D	1.6	26.3
8 Total Small Grain & Peas			76.3	
9 Canning Corn	\$	B	1.9	74.21
10 Corn Grain & Seed Corn	Bus	A	69.1	84.9
11 Soybeans-Grain	Bus	B	40.3	23.2
12 Corn and Cane Silage	Ton	B	19.0	10.9
13 Corn and Cane Podder	Ton	D	.1	20.0
14 Potatoes	CWT	A		
15 Sugar Beets	Ton	A	1.4	10.7
16 Sunflowers	CWT	A		
17 Other Cultivated Crops-A	\$			
18 Other Cultivated Crops-B	\$			
19 Total Cultivated Crops			131.8	
20 Alfalfa Hay	Ton	A	34.4	3.8
21 Other Legume Hay & Mix.	Ton	B	1.5	2.7
22 Tame Grass Hay	Ton	C	.4	2.5
23 Annual Hay	Ton	D	1.0	1.0
24 Legume & Grass Silage	Ton	B	.9	5.6
25 Legume Seed	LBS			
26 Grass Seed	LBS			
27 Total Hay			38.2	
28 Alfalfa & Mix. Pasture			.2	
29 Other Legume Pasture			.1	
30 Other Tillable Pasture			4.4	
31 Total Tillable Pasture			4.7	
32 Diverted Acres Income	\$	A	42.3	43.52
33 Summer Fallow -Tilled			.1	
34 Other Tillable Land Idle			1.3	
35 Total Tillable Land			294.7	
36 Wild Hay	\$	D	3.1	1.29
37 Non-Tillable Pasture			34.4	
38 Timber	\$		5.9	.51
39 Roads & Waste			21.9	
40 Farmstead			11.4	
41 Total Acres In Farm			371.4	
42	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
43 Percent Land Tillable				79.3
44 Percent in High Return Crops				65.2
45 *Fertilizer Cost Per Acre				5.63
46 * Crop Chemicals Per Acre				1.68
47 * Seed and Other Costs Per Acre				3.19
48 * Gas, Oil, Grease Bought Per Acre, Crop Machinery				3.02
49 * Tillable Land Minus Pasture				

TABLE 9A - CROP PRODUCTION - 1969

Item	30 High In				30 Low In	
	Unit	Crop Rank	Ave. No. Acres	Average Yield	Ave. No. Acres	Average Yield
1 Oats & Mixtures	Bus	D	53.3	67.4	45.1	60.0
2 Oats Silage	Ton	C	2.6	6.5		
3 Canning Peas	\$	A	1.8	38.33	1.3	47.69
4 Wheat	Bus	C	8.6	29.8	8.5	25.3
5 Barley	Bus	D	7.2	56.5	10.9	51.3
6 Flax	Bus	C	6.8	24.1	17.9	16.0
7 Rye	Bus	D	1.0	32.0	5.1	30.2
8 Total Small Grain & Peas			81.3		88.8	
9 Canning Corn	\$	A	5.1	78.04		
10 Corn Gr. & Seed Corn	Bus	A	115.7	96.6	55.0	74.9
11 Soybeans-Grain	Bus	B	76.2	24.6	38.8	17.8
12 Corn Cane Sil.	Ton	A	19.0	12.8	17.2	10.3
13 Corn & Cane Fodder	Ton		.1	30.0		
14 Potatoes	CWT					
15 Sugar Beets	Ton		3.7	8.1		
16 Sunflowers	CWT					
17 O. Cult. Crops-A	\$					
18 O. Cult. Crops-B	\$					
19 Total Cult. Crops			219.8		111.0	
20 Alfalfa Hay	Ton	B	29.7	3.7	32.6	2.8
21 O. Leg. Hay & Mix	Ton	C	1.1	3.6	.9	3.3
22 Tame Grass Hay	Ton	D	.2			
23 Annual Hay	Ton	D			.2	
24 Leg. & Grass Sil.	Ton	B			1.0	8.0
25 Legume Seed	LBS		.2	165.0		
26 Grass Seed	LBS					
27 Total Hay			31.2		34.7	
28 Alf. & Mix. Past.		B	.5			
29 O. Leg. Pasture		C	.3			
30 O. Till. Pasture		D	1.4		2.9	
31 Total Till. Pasture			2.2		2.9	
32 Div. Acres Income	\$	A	64.9	48.01	34.2	39.15
33 Summer Fall.-Till.		D	.4			
34 O. Till. Land Idle		D	3.6		.7	
35 Total Tillable Land			403.4		272.3	
36 Wild Hay	\$		3.8	1.05	2.3	
37 Non-Till Pasture			32.4		30.9	
38 Timber	\$		6.3		2.4	
39 Roads & Waste			29.7		22.6	
40 Farmstead			13.7		12.0	
41 Total Acres in Farm			489.3		342.5	
42	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>					
43 Percent Land Tillable				82.4		79.5
44 Percent in High Ret. Crops				69.3		60.2
45 * Fertilizer Cost Per Acre				7.66		5.29
46 * Crop Chemicals Per Acre				2.72		1.37
47 * Seed & Other Costs Per Acre				3.61		3.38
48 * Gas, Oil, Grease Bot. Per Acre, Crop Mach.				3.06		2.90
49 * Tillable Land Minus Pasture						

TABLES 10 - CROPS ANALYSIS

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

Costs such as fertilizer, chemicals, seed and others, hired labor and custom work are costs that are assigned to each individual crop in the account book. These costs are shown in Table 10, under supplemental costs.

Other costs, called allocated costs, are not actual costs incurred but a calculated cost. The power and crop machinery expense per crop work unit is calculated from the expenses and net decrease on Table 3. Work Units for each crop are used as a factor to calculate the per acre cost for power and crop machinery.

Land cost used is considered the going rental value for land of similar type in the local area. Land rental value reflects a charge for taxes and interest on investment in land. The only cost not included is interest on power and machinery investment, storage cost, and the operators labor.

TABLE 10 - CROP DATA FOR OATS AND MIXTURES - 1969

Item	Average Yield of 152 Farms	76 Farms High in Yield	76 Farms Low in Yield
1 Acres	49.1	49.3	48.9
2 Yield/Acre	60.3	74.0	46.6
3 Value/Unit	.60	.60	.60
4 Gross Return	36.22	44.65	27.78
5 Supplemental Costs			
6 Fertilizer	2.53	3.61	1.43
7 Chemicals	.37	.51	.20
8 Seed and Other	2.38	2.70	2.04
9 Hired Labor			
10 Custom Work	1.08	1.03	1.15
11 Total Supplemental Costs	6.36	7.85	4.82
12 Return Over Supplemental Cost	29.86	36.80	22.96
13 Allocated Cost			
14 Power and Crop Machinery Costs	9.54	9.42	11.79
15 Land Cost	16.07	17.53	14.60
16 Miscellaneous Cost			
17 Total Allocated Costs	25.61	26.95	26.39
Total Cost Per Unit	.53	.47	.67
18 Total Cost	31.97	34.80	31.21
19 Return Over Total Costs	4.25	9.85	-3.43

TABLE 10 - CROP DATA FOR OATS SILAGE - 1969

Item	Average Yield of 17 Farms	8 Farms High In Yield	8 Farms Low In Yield
1 Acres	18.1	24.3	12.9
2 Yield/Acre	6.0	7.4	3.2
3 Value/Unit	5.00	5.00	5.00
4 Gross Return	26.12	36.69	15.25
5 Supplemental Costs			
6 Fertilizer	2.82	3.79	1.24
7 Chemicals		.04	
8 Seed and Other	2.82	2.18	4.19
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	5.64	6.01	5.43
12 Return Over Supplemental Costs	20.48	30.68	9.82
13 Allocated Costs			
14 Power & Crop Machinery Expense	12.72	12.56	15.72
15 Land Cost	17.46	18.72	15.89
16 Miscellaneous Cost			
17 Total Allocated Costs	30.18	31.28	31.61
18 Total Listed Costs	35.82	37.29	37.04
19 Return Over Total Costs	-9.70	-.60	-21.79

TABLE 10 - CROP DATA FOR CANNING PEAS -1969

Item	Average Yield of 10 Farms	5 Farms High In Yield	5 Farms Low In Yield
1 Acres	19.1	19.4	18.9
2 Yield/Acre	48.22	59.64	36.30
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	48.26	59.26	37.26
5 Supplemental Costs			
6 Fertilizer	2.62	2.47	2.80
7 Chemicals	1.20	2.37	
8 Seed and Other	.47	.88	
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	4.29	5.72	2.80
12 Return Over Supplemental Costs	43.97	53.54	34.46
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.54	9.42	11.79
15 Land Cost	25.81	26.49	24.92
16 Miscellaneous Costs			
17 Total Allocated Costs	35.35	35.91	36.71
18 Total Listed Costs	39.64	41.63	39.51
19 Return Over Total Listed Costs	8.62	17.63	-2.25

TABLE 10 - CROP DATA FOR WHEAT - 1969

Item	Average Yield of 75 Farms	37 Farms High In Yield	37 Farms Low In Yield
1 Acres	20.5	17.4	23.0
2 Yield/Acre	27.6	35.0	22.1
3 Value/Unit	1.70	1.70	1.70
4 Gross Return	48.05	60.23	35.86
5 Supplemental Costs			
6 Fertilizer	3.66	4.43	3.17
7 Chemicals	.63	.69	.57
8 Seed and Other	3.95	4.43	3.61
9 Hired Labor			
10 Custom Work	.98	1.15	.65
11 Total Supplemental Costs	9.22	10.70	8.00
12 Return Over Supplemental Costs	38.83	49.53	27.86
13 Allocated Costs			
14 Power and Crop Machinery Exp.	9.54	9.42	11.79
15 Land Cost	15.46	17.41	13.96
16 Miscellaneous Costs			
17 Total Allocated Costs	25.00	26.83	25.75
18 Total Listed Costs	34.22	37.53	33.75
19 Return Over Total Listed Costs	13.83	22.70	2.11

TABLE 10 - CROP DATA FOR BARLEY - 1969

Item	Average Yield of 32 Farms	16 Farms High In Yield	16 Farms Low In Yield
1 Acres	40.1	51.1	29.2
2 Yield/Acre	49.9	57.6	36.3
3 Value/Unit	.90	.90	.91
4 Gross Return	44.12	52.70	35.55
5 Supplemental Costs			
6 Fertilizer	4.04	4.54	3.15
7 Chemicals	.47	.65	.17
8 Seed and Other	2.59	2.97	1.95
9 Hired Labor			
10 Custom Work	.52	.43	.68
11 Total Supplemental Costs	7.62	8.59	5.95
12 Return Over Supplemental Costs	36.50	44.11	29.60
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.54	9.42	11.79
15 Land Cost	14.54	15.13	13.46
16 Miscellaneous Costs			
17 Total Allocated Costs	24.08	24.55	25.25
18 Total Listed Costs	31.70	33.14	31.20
19 Return Over Total Listed Costs	12.42	19.56	4.35

TABLE 10 - CROP DATA FOR FLAX - 1969

Item	Average Yield of 40 Farms	20 Farms High In Yield	20 Farms Low In Yield
1 Acres	45.9	47.4	44.3
2 Yield/Acre	18.1	22.2	13.7
3 Value/Unit	2.85	2.85	2.85
4 Gross Return	51.18	62.42	39.94
5 Supplemental Costs			
6 Fertilizer	1.09	1.46	.72
7 Chemicals	.68	.65	.72
8 Seed and Other	3.75	3.54	3.97
9 Hired Labor			
10 Custom Work	.89	1.10	.65
11 Total Supplemental Costs	6.41	6.75	6.06
12 Return Over Supplemental Costs	44.77	55.67	33.88
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.54	9.42	11.79
15 Land Cost	15.12	15.57	14.67
16 Miscellaneous Costs			
17 Total Allocated Costs	24.66	24.99	26.46
18 Total Listed Costs	31.07	31.74	32.52
19 Return Over Total Listed Costs	20.11	30.68	7.42

TABLE 10 - CROP DATA FOR RYE - 1969

Item	Average Yield of 8 Farms	4 Farms High In Yield	4 Farms Low In Yield
1 Acres	33.6	39.3	27.9
2 Yield/Acre	26.5	32.0	18.8
3 Value/Unit	1.05	1.05	1.05
4 Gross Return	26.87	32.79	20.95
5 Supplemental Costs			
6 Fertilizer			
7 Chemicals			
8 Seed and Other	2.02	2.39	1.54
9 Hired Labor			
10 Custom Work	.77	.20	1.61
11 Total Supplemental Costs	2.79	2.59	3.15
12 Return Over Supplemental Cost	24.08	30.20	17.80
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.54	9.42	11.79
15 Land Cost	13.15	13.21	13.12
16 Miscellaneous Costs			
17 Total Allocated Costs	22.69	22.63	24.91
18 Total Listed Costs	25.48	25.22	28.06
19 Return Over Total Listed Costs	1.39	7.57	-7.11

TABLE 10 - CROP DATA FOR CANNING CORN - 1969

Item	Average Yield of 8 Farms	4 Farms High In Yield	4 Farms Low In Yield
1 Acres	40.5	39.3	41.7
2 Yield/Acre	73.36	88.45	59.14
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	72.85	88.57	57.14
5 Supplemental Costs			
6 Fertilizer	13.93	14.76	13.14
7 Chemical	4.37	4.91	3.88
8 Seed And Other	1.78	3.66	
9 Hired Labor			
10 Custom Work	4.25	8.52	.24
11 Total Supplemental Costs	24.33	31.85	17.26
12 Return Over Supplemental Costs	48.52	56.72	39.88
13 Allocated Costs			
14 Power & Crop Machinery Expense	12.72	12.56	15.72
15 Land Cost	25.53	27.81	23.41
16 Miscellaneous Costs			
17 Total Allocated Costs	38.25	40.37	39.13
18 Total Listed Costs	62.58	72.22	56.39
19 Return Over Total Listed Costs	10.27	16.35	.75

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1969

Item	Average Yield of 158 Farms	79 Farms High In Yield	79 Farms Low In Yield
1 Acres	73.9	97.5	50.4
2 Yield/Acre	84.9	100.9	53.8
3 Value/Unit	1.10	1.10	1.10
4 Gross Return	82.48	109.04	55.91
5 Supplemental Costs			
6 Fertilizer	13.45	16.31	7.90
7 Chemicals	3.69	4.62	1.88
8 Seed and Other	5.79	6.43	4.54
9 Hired Labor			
10 Custom Work	2.14	2.34	1.75
11 Total Supplemental Costs	25.07	29.70	16.07
12 Return Over Supplemental Costs	79.34	79.34	39.84
13 Allocated Costs			
14 Power & Crop Machinery Expense	17.49	17.27	21.62
15 Land Cost	20.62	23.43	15.16
16 Miscellaneous Costs			
17 Total Allocated Costs	38.11	40.70	36.78
18 Total Listed Costs	63.18	70.40	52.85
19 Return Over Total Listed Costs	19.30	38.64	3.06

TABLE 10 - CROP DATA FOR SOYBEANS-GRAIN - 1969

Item	Average Yield of 98 Farms	49 Farms High In Yield	49 Farms Low In Yield
1 Acres	69.5	77.7	61.4
2 Yield/Acre	23.2	28.0	17.1
3 Value/Unit	2.40	2.40	2.40
4 Gross Return	53.42	66.95	39.90
5 Supplemental Costs			
6 Fertilizer	.39	.21	.60
7 Chemicals	2.91	3.76	1.84
8 Seed and Other	3.17	2.91	3.47
9 Hired Labor			
10 Custom Work	.99	1.07	.91
11 Total Supplemental Cost	7.46	7.95	6.82
12 Return Over Supplemental Costs	45.96	59.00	33.08
13 Allocated Costs			
14 Power & Crop Machinery Expense	14.31	14.13	17.69
15 Land Cost	21.38	24.70	18.31
16 Miscellaneous Costs			
17 Total Allocated Costs	36.19	38.83	36.00
18 Total Listed Costs	43.65	46.78	42.82
19 Return Over Total Listed Costs	9.77	20.17	-2.92

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

Item	Average Yield of 124 Farms	62 Farms High In Yield	62 Farms Low In Yield
1 Acres	25.9	19.7	32.0
2 Yield/Acre	10.9	15.0	8.5
3 Value/Unit	6.91	6.82	7.00
4 Gross Return	82.29	104.05	60.53
5 Supplemental Costs			
6 Fertilizer	9.07	13.81	6.19
7 Chemicals	2.16	3.25	1.53
8 Seed and Other	3.86	4.37	3.56
9 Hired Labor			
10 Custom Work	1.51	2.34	1.00
11 Total Supplemental Cost	16.60	23.77	12.28
12 Return Over Supplemental Costs	65.69	80.28	48.25
13 Allocated Costs			
14 Power & Crop Machinery Expense	25.44	25.12	31.44
15 Land Cost	15.06	17.36	13.66
16 Miscellaneous Costs			
17 Total Allocated Costs	40.50	42.48	45.10
18 Total Listed Costs	57.10	66.25	57.38
19 Return Over Total Listed Costs	25.19	37.80	3.15

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

Item	Average Yield of 4 Farms	2 Farms High In Yield	2 Farms Low In Yield
1 Acres	4.9	5.8	4.0
2 Yield/Acre	14.5	19.0	8.0
3 Value/Unit	5.00	5.00	5.00
4 Gross Return	77.88	109.00	46.75
5 Supplemental Costs			
6 Fertilizer			
7 Chemicals			
8 Seed and Other			
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs			
12 Return Over Supplemental Costs	77.88	109.00	46.75
13 Allocated Costs			
14 Power & Crop Machinery Expense	25.44	25.12	31.44
15 Land Cost	23.67	20.00	28.75
16 Miscellaneous Costs			
17 Total Allocated Costs	49.11	45.12	60.19
18 Total Listed Costs	49.11	45.12	60.19
19 Return Over Total Listed Costs	28.77	63.88	(-13.44)

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1969

Item	Average Yield of 143 Farms	71 Farms High In Yield	71 Farms Low In Yield
1 Acres	39.7	32.1	46.8
2 Yield/Acre	3.0	3.9	2.4
3 Value/Unit	22.00	22.00	22.00
4 Gross Return	70.44	87.47	52.83
5 Supplemental Cost			
6 Fertilizer	3.48	4.89	2.56
7 Chemicals	.18	.16	.21
8 Seed and Other	3.53	4.67	2.84
9 Hired Labor			
10 Custom Work	.88	1.06	.77
11 Total Supplemental Costs	8.07	10.78	6.38
12 Return Over Supplemental Costs	62.07	76.69	46.45
13 Allocated Costs			
14 Power & Crop Machinery Expense	19.08	18.84	23.58
15 Land Cost	15.89	17.88	14.55
16 Miscellaneous Costs			
17 Total Allocated Costs	34.97	36.72	38.13
18 Total Listed Costs	43.04	47.50	44.51
19 Return Over Total Listed Costs	27.10	39.97	8.32

TABLE 10 - CROP DATA FOR OTHER LEGUME HAY & MIXS. -1969

Item	Average Yield of 12 Farms	6 Farms High In Yield	6 Farms Low In Yield
1 Acres	21.5	16.8	26.2
2 Yield/Acre	2.6	4.3	1.5
3 Value/Unit	18.00	18.00	18.00
4 Gross Return	54.45	79.80	29.10
5 Supplemental Costs			
6 Fertilizer	.57	1.79	
7 Chemicals			
8 Seed and Other	1.67	2.76	1.18
9 Hired Labor			
10 Custom Work	1.15	1.30	1.11
11 Total Supplemental Costs	3.39	5.85	2.29
12 Return Over Supplemental Costs	51.06	73.95	26.81
13 Allocated Costs			
14 Power & Crop Machinery Expense	12.72	12.56	15.72
15 Land Cost	12.19	12.44	11.98
16 Miscellaneous Costs			
17 Total Allocated Costs	24.91	25.00	27.70
18 Total Listed Costs	28.30	30.85	29.99
19 Return Over Total Listed Costs	26.15	48.95	(- .89)

TABLE 10 - CROP DATA FOR NAME GRASS HAY- 1969

Item	Average Yield of 5 Farms	2 Farms High In Yield	2 Farms Low In Yield
1 Acres	13.0	2.5	27.5
2 Yield/Acre	1.6	2.8	1.5
3 Value/Unit	11.40	11.00	14.00
4 Gross Return	23.90	31.25	21.50
5 Supplemental Costs			
6 Fertilizer			
7 Chemicals			
8 Seed and Other	.23		.29
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	.23		.29
12 Return Over Supplemental Costs	23.67	31.25	21.21
13 Allocated Costs			
14 Power & Crop Machinery Expense	6.36	6.28	7.86
15 Land Cost	15.77	17.20	15.27
16 Miscellaneous Costs			
17 Total Allocated Costs	22.13	23.48	23.13
18 Total Listed Costs	22.36	23.48	23.42
19 Return Over Total Listed Costs	1.54	7.77	(-1.92)

TABLE 10 - CROP DATA FOR ANNUAL HAY - 1969

Item	Average Yield Of 7 Farms	3 Farms High In Yield	3 Farms Low In Yield
1 Acres	22.7	7.7	8.7
2 Yield/acre	1.5	2.2	.6
3 Value/Unit	8.14	7.00	9.67
4 Gross Return	10.60	15.87	5.37
5 Supplemental Costs			
6 Fertilizer			
7 Chemicals			
8 Seed and Other	1.10	.78	3.10
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	1.10	.78	3.10
12 Return Over Supplemental Costs	9.50	15.09	2.27
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.54	9.42	11.79
15 Land Cost	14.41	11.56	14.37
16 Miscellaneous Costs			
17 Total Allocated Costs	23.95	20.98	26.16
18 Total Listed Costs	25.05	21.76	29.26
19 Return Over Total Listed Costs	(-14.45)	(-5.89)	(-23.89)

TABLE 10 - CROP DATA FOR LEGUME AND GRASS SILAGE - 1969

Item	Average Yield of 6 Farms	3 Farms High In Yield	3 Farms Low In Yield
1 Acres	26.2	13.4	39.0
2 Yield/Acre	5.4	9.4	4.0
3 Value/Unit	7.00	7.17	6.83
4 Gross Return	52.81	71.67	33.95
5 Supplemental Costs			
6 Fertilizer	.53		.69
7 Chemicals			
8 Seed and Other	.99	.97	.97
9 Hired Labor			
10 Custom Work	5.84	2.46	6.97
11 Total Supplemental Costs	7.36	3.43	8.63
12 Return Over Supplemental Costs	45.45	68.24	25.32
13 Allocated Costs			
14 Power & Crop Machinery Expense	12.72	12.56	15.72
15 Land Cost	16.60	14.70	17.26
16 Miscellaneous Costs			
17 Total Allocated Costs	29.32	27.26	32.98
18 Total Listed Costs	36.68	30.69	41.61
19 Return Over Total Listed Costs	16.13	40.98	(-7.66)

TABLE 10 - CROP DATA FOR DIVERTED ACRES - 1969

Item	Average Yield of 127 Farms	63 Farms High In Yield	63 Farms Low In Yield
1 Acres	55.7	53.2	59.1
2 Yield/Acre	43.91	55.79	33.08
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	46.24	57.65	34.82
5 Supplemental Costs			
6 Fertilizer	.04	.08	.03
7 Chemicals	.11	.17	.03
8 Seed and Other	.22	.36	.10
9 Hired Labor			
10 Custom Work		.02	
11 Total Supplemental Costs	.37	.63	.13
12 Return Over Supplemental Costs	45.87	57.02	34.69
13 Allocated Costs			
14 Power & Crop Machinery Expense	6.36	6.28	7.86
15 Land Cost	18.90	23.12	15.08
16 Miscellaneous Costs			
17 Total Allocated Costs	25.26	29.40	22.94
18 Total Listed Costs	25.63	30.03	23.07
19 Return Over Total Listed Costs	20.61	27.62	11.75

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

Item	Average of 52 Farms	17 Farms	17 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Pounds of Hogs Prod.-Total	45341	93429	12604
		Per Hundred Weight	
2 Total Value Produced	\$ 27.18	\$ 28.15	\$ 25.68
3 Pounds of Feed Fed			
4 Corn	323.4	309.1	286.9
5 Small Grain	57.9	54.6	128.7
6 Protein, Salt & Mineral	87.1	90.9	74.8
7 Complete Ration	68.8		757.3
8 Total Concentrates	537.2	454.6	1247.7
9 Forages	8.5	6.7	27.3
10 Feed Cost			
11 Concentrates & Forages	12.73	12.62	14.11
12 Pasture	.01	.01	
13 Total Feed Costs	12.74	12.63	14.11
14 Return Over Feed Cost	14.44	15.52	11.57
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	.60	.67	.48
17 Veterinary Expense	.02	.02	.02
18 Custom Work	.21	.14	.40
19 Total Supplemental Costs	.83	.83	.90
20 Return Over Feed & Supp. Costs	13.61	14.69	10.67
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	\$213.35	\$222.87	\$182.06
23 Price Received Per CWT.	24.37	24.52	24.12
24 No. of Litters Farrowed	28	62	6
25 No. of Pigs Born Per Litter	9.9	9.9	12.3
26 No. Of Pigs Weaned Per Litter	7.8	7.8	9.3
27 Per Cent Death Loss	15.2	16.0	15.2
28 Ave. Weight of Hogs Sold	208.8	205.6	199.0
29 Price Per CWT. Conc. Fed	2.36	2.76	1.12
30 Pounds of Pork Purchased	1478	1313	637

A COMPLETE HOG ENTERPRISE is one where the pigs are farrowed and fed out on the farm. Feed fed includes the feed for the breeding herd as well as those marketed. Farms producing less than 5000 lbs. were not included in the above averages.

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

Item	Average of 16 Farms	5 Farms High In Return Above Feed	4 Farms Low In Return Above Feed
1 Average No. of Pigs On Hand	89.4	186.3	22.5
2 Total Pounds of Hogs Produced	44800	94928	10144
	Per Hundred Weight		
3 Total Value Produced	\$18.90	\$18.33	\$21.13
4 Pounds of Feed Fed			
5 Corn	266.1	255.6	511.6
6 Small Grain	82.0	74.6	122.1
7 Protein, Salt & Mineral	65.6	72.5	40.9
8 Complete Ration	18.1		
9 Total Concentrates	431.8	402.7	674.6
10 Forages	19.1		10.4
11 Feed Cost			
12 Concentrates & Forages	10.17	8.85	15.64
13 Pasture			
14 Total Feed Costs	10.17	8.85	15.64
15 Return Over Feed Cost	8.73	9.48	5.49
16 Supplemental Costs			
17 Miscellaneous Livestock Exp.	.26	.21	.16
18 Veterinary Expense	.01		.25
19 Custom Work	.44	.45	.44
20 Total Supp. Costs	.71	.66	.85
21 Ret. Over Feed & Supp. Costs	8.02	8.82	4.64
22 Supplementary Management Information			
23 Return for \$100 Feed Fed	\$185.82	207.06	135.03
24 Price Rec. Per CWT.	23.05	23.12	24.95
25 Ave. Weight of Pigs Sold	239.6	235.0	249.4
26 Ave. Price Paid Per Pig Bot.	19.30	19.46	18.55
27 Ave. Weight Per Pig Bot.	37.7	35.5	39.8
28 No. Pigs Purchased	257	557	60
29 Pounds of Pork Purchased	9687	19771	2386
30 Per Cent Death Loss	1.8	1.6	1.4
31 Price Per CWT. Conc. Fed	2.32	2.20	2.30

A HOG FINISHING ENTERPRISE is one where all hogs were purchased as feeders and fed out. Farms producing less than 5000 lbs. were not included in the averages.

TABLE 12 - DAIRY COWS - 1969

Item	Average of 83 Farms	27 Farms High In Return Above Feed	27 Farms Low In Return Above Feed
1 Average Number of Cow	29.3	39.2	19.6
		Per Cow	
2 Pounds Of Milk	11386	12471	9666
3 Pounds of Butterfat	402.8	448.6	331.1
4 Per Cent Butterfat in Milk	3.5	3.6	3.4
5 Value of Produce			
6 Dairy Products Sold	496.45	561.86	392.50
7 Dairy Products Used In Home	4.57	4.41	4.90
8 Milk Fed to Livestock	9.90	9.54	11.68
9 Net Inc. In Value of Cows (- .41)		.54	.31
10 Total Value Produced	510.51	576.35	409.39
11 Pounds of Feed Fed			
12 Corn	2650.6	2802.5	2677.3
13 Sm. Gr. & Com. Dairy Ration	1470.4	1537.2	1444.0
14 Protein, Salt & Mineral	699.3	573.8	588.1
15 Total Concentrates	4820.3	4913.5	4709.4
16 Legume Hay	8438.3	5704.8	19271.4
17 Other Hay & Dry Roughage	1144.4	1009.1	393.1
18 Silage	12633.3	11921.0	3582.0
19 Feed Costs			
20 Concentrates	108.29	111.84	102.40
21 Roughages	109.45	106.02	115.61
22 Pasture	3.82	3.04	4.34
23 Total Feed Costs	221.56	220.90	222.35
24 Return Over Feed Cost	288.95	355.45	187.04
25 Supplemental Costs			
26 Mis. Livestock Expense	23.62	29.31	16.43
27 Veterinary Expense	1.71	2.40	.71
28 Custom Work	17.24	17.32	18.37
29 Total Supplemental Costs	42.57	49.03	35.51
30 Return Over Feed & Supp. Costs	246.38	306.42	151.53
31 Supplementary Management Information			
32 Return for \$100 Feed Fed	230.41	260.92	184.12
33 Feed Cost Per CWT. Milk	1.95	1.77	2.30
34 Feed Cost Per Pd. of Butterfat	.550	.492	.672
35 Pounds of Milk Per Pd. Of Conc.	2.362	2.538	2.052
36 Ave. Price Per CWT. Milk Sold	4.48	4.61	4.22
37 Ave. Price Per Pd. Of Butterfat	1.27	1.28	1.23

TABLE 13 - OTHER DAIRY CATTLE -1969

Item	Average of 83 Farms	27 Farms	27 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Number of Head	37.5	54.8	25.8
2 Net Inc. in Value	132.91	Per Head	
		145.40	104.22
3 Pounds of Feed Fed			
4 Concentrates	890.4	704.9	1175.5
5 Hay & Roughage	2950.9	2137.7	5904.4
6 Silage	3879.3	4352.4	4029.4
7 Milk	157.3	91.4	224.8
8 Feed Cost			
9 Concentrates	21.89	18.25	27.75
10 Roughages	35.81	34.38	45.47
11 Milk	7.73	4.56	11.28
12 Pasture	1.63	1.73	1.82
13 Total Feed Costs	67.85	58.92	86.32
14 Return Over Feed Cost	65.85	86.48	17.90
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	1.41	1.82	.93
17 Veterinary Expense	.16	.27	
18 Custom Work	.45	.60	.27
19 Total Supp. Costs	2.02	2.69	1.20
20 Ret. Over Feed & Supp. Costs	63.83	83.79	16.70
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	198.17	246.76	120.75
23 Per Cent Death Loss	8.5	6.0	11.5

OTHER DAIRY CATTLE includes all young dairy animals that are not in the milking herd. On some farms where only a few dairy steers are fed out with young stock, they are also included in Other Dairy Cattle.

Dairy herds with less than 10 cows were not included in the averages.

TABLE 14 - ALL DAIRY AND DUAL PURPOSE CATTLE - 1969

Item	Average of 83 Farms	27 Farms High In Return Above Feed	27 Farms Low In Return Above Feed
1 Average Number of Cows	29.3	40.7	20.2
		Per Cow	
2 Value of Dairy Products	510.89	563.86	423.22
3 Net Inc. In Value	166.62	178.28	122.23
4 Total Value Produced	677.51	742.14	545.45
5 Pounds of Feed Fed			
6 Concentrates	5959.7	6133.2	6410.3
7 Hay & Dry Roughage	13286.7	9924.3	25176.4
8 Silage	17491.2	18668.7	17467.2
9 Feed Cost			
10 Concentrates	145.60	153.71	140.74
11 Roughage	154.40	156.88	157.23
12 Pasture Costs	5.87	5.75	4.60
13 Total Feed Costs	305.87	316.34	302.57
14 Return Over Feed Cost	371.64	425.80	242.88
15 Supplemental Costs			
16 Misc. Livestock Expense	25.39	28.35	19.21
17 Veterinary Expense	1.91	3.10	.30
18 Custom Work	17.82	17.49	18.17
19 Total Supp. Costs	45.12	48.94	37.68
20 Ret. Over Feed & Supp. Costs	326.52	376.86	205.20
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	221.50	234.60	180.27

TABLE 14 includes costs and returns from the DAIRY COWS AND OTHER DAIRY CATTLE combined. These Total Costs and Returns are calculated on a per dairy cow basis.

TABLE 15 A - BEEF BREEDING CATTLE - 1969

Item	Average of 12 Farms	4 Farms High In Return Above Feed	4 Farms Low In Return Above Feed
1 Average No. of Beef Cows	27.6	45.3	14.3
2 Ave. No. Other Beef An. & Bulls	15.1	25.4	9.4
3 Pounds of Beef Produced	10099	19592	3996
		Per Cow	
4 Net Increase in Value	112.43	123.25	99.02
5 Pounds of Feed Fed			
6 Grain	299.4	217.4	792.7
7 Protein, Salt & Mineral	27.8	20.0	18.4
8 Legume Hay	3253.6	2658.9	4741.3
9 Other Hay & Roughage	509.1	474.6	220.3
10 Silage	7659.6	8051.7	11853.4
11 Feed Cost			
12 Concentrates	6.92	5.54	14.83
13 Roughages	53.33	49.07	71.54
14 Pasture	13.91	14.35	13.64
15 Total Feed Costs	74.16	68.96	100.01
16 Return Over Feed Cost	38.27	54.29	(-.99)
17 Supplemental Costs			
18 Miscellaneous Lives. Exp.	3.51	2.36	5.52
19 Veterinary Expense	.33		1.96
20 Custom Work	1.70	.62	5.45
21 Total Suppl. Costs	5.54	2.98	12.93
22 Ret. Over Feed & Suppl. Costs	32.73	51.31	(-13.92)
23 Supplementary Management Information			
24 Return for \$100 Feed Fed	151.59	178.71	99.02
25 Price Per CWT. Sold	26.86	28.10	25.16
26 Ave. Weight Per Head Sold	585	490	1028
27 Percent Death Loss	4.4	4.3	5.1
28 Percent Calf Crop			

Farm with less than 10 beef cows were not included in the averages.

TABLE 16A - SHEEP FLOCK - 1969

Item	Average of 10 Farms
1 Average Number of Ewes	214.2
2 Pounds of Lamb & Mutton Produced	22423
3 Pounds of Wool Produced	2061
<hr/>	
4 Value of Produce	Per Ewe
5 Wool	4.26
6 Net Inc. in Value of Animals	36.51
7 Total Value Produced	40.77
8 Pounds of Feed Fed	
9 Grain	461.6
10 Protein, Salt & Mineral	45.6
11 Legume Hay	356.7
12 Other Hay & Dry Roughage	70.2
13 Silage	1612.4
14 Feed Cost	
15 Concentrates	11.02
16 Roughages	9.66
17 Pasture	3.18
18 Total Feed Costs	23.86
19 Return Over Feed Costs	16.91
20 Supplemental Costs	
21 Mis. Livestock Expense	1.35
22 Veterinary Expense	
23 Custom Work	1.18
24 Total Supplemental Costs	2.53
25 Ret. Over Feed & Supp. Costs	14.38
26 Supplementary Management Information	
27 Return for \$100 Feed Fed	170.87
28 Price Per CWT Lamb & Mutton Sold	22.39
29 Lbs. Wool/Per Sheep Shear.	8.8
30 No. Ewes Kept for Lambing	215
31 Per Cent Lamb Crop	111
32 Per Cent Death Loss	3.6

Farms with less than 100 ewes in the sheep flock were not included in the averages.

AREA VO-AG. COORDINATORS IN MINN.

AUSTINCHARLES PAINTER
DULUTHRODGER PALMER
JACKSON.....JOHN MURRAY
MANKATO.....DEL HODGKINS
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