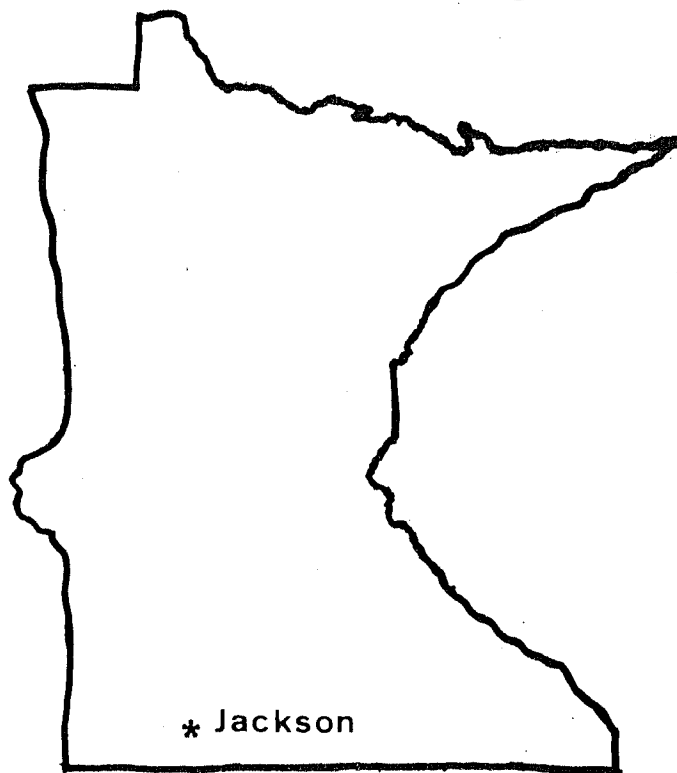


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**1970
ANNUAL REPORT**

**FARM
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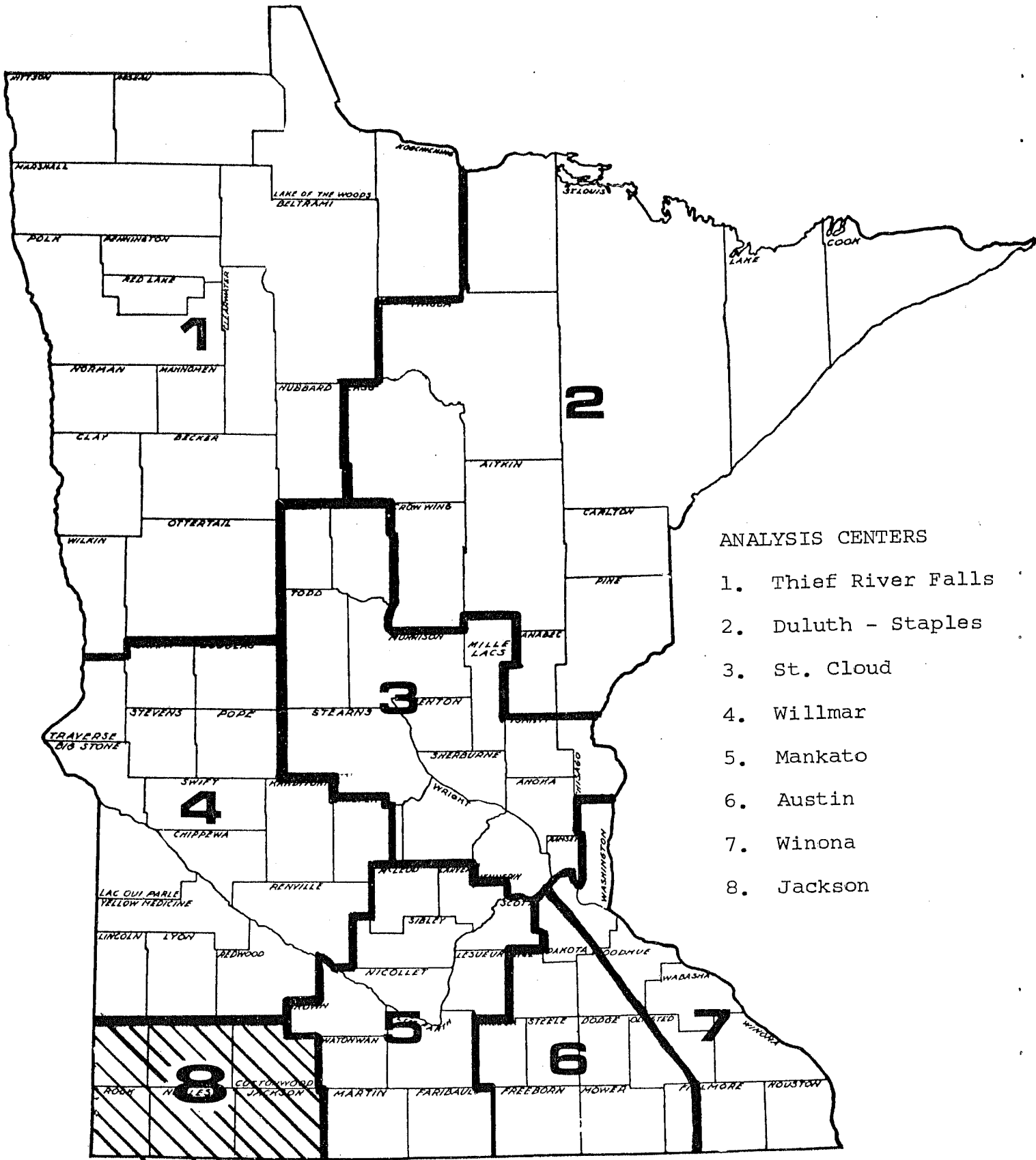
**SOUTHWESTERN
MINNESOTA**

APRIL 1971

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VO-AG FARM MANAGEMENT AREAS



Shaded Area Served By The Jackson Analysis Center

1970 ANNUAL VOCATIONAL AGRICULTURE FARM MANAGEMENT PROGRAM REPORT
JACKSON AREA OF SOUTHWESTERN MINNESOTA

JOHN MURRAY
AREA VO-AG PROGRAM COORDINATOR

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COLOR CODE EXPLANATION

This farm management summary is color coded for your convenience. Each color refers to a specific area.

WHITE	INTRODUCTION. MISCELLANEOUS INFORMATION, pages 35 and 36 includes average prices used for home grown foods and an explanation of animal and work units.
GOLDENROD	WHOLE FARM tables include both the landlord and the operator's inventory income and expenses.
BLUE	OPERATOR'S tables include inventories, income and expenses for the operator only. All landlord information is excluded from these tables.
RUSSETT	CROP pages include the information for all crops grown on whole farm basis.
PINK	LIVESTOCK includes the information for all livestock purchased and listed on a whole farm basis.

INTRODUCTION

The Jackson 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 Jackson Area of South Western Minnesota. The program was initiated in 1970, thus making this the first annual farm management report. The area served by the Jackson analysis center is indicated on the map on the inside 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 Jackson Area are done under the direction of John Murray, Vo-Ag Program Coordinator at the Jackson School. The program is supervised locally by Michael Kuntz, Superintendent of Schools, and Delbert Schwieger, Director of the Jackson Area Vocational Technical School. Analysis assistants for this project were Mrs. Pat Gervais and Mrs. Fern Asman. Cooperating agencies are represented by Paul Day, State Department of Education, Dr. Paul Marvin 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 Jackson 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 10 schools in the Jackson Area. The following tabulation indicates the number of 1970 records from each school and the instructor in charge of the program.

<u>School</u>	<u>Instructor</u>	<u>Number of Records</u>
Brewster	*Gerald McConkey	16
Hills-Beaver Creek	**C. W. Dalby **Wendell Erickson	11
Jackson	*Richard Amendt *Charles Asman **Dennis Finstad **Larry Griffin	81
Jeffers	**Victor Richardson	2
Lakefield	*Charles Reckard	31
Okabena	**David Stegemann	1
Pipestone	**Marlin Berg *Heimer Swanson	41
Slayton	*George Crompton	11
Windom	*Leland Thiesen	36
Worthington	*Wayne Flynn	28
Total		258

- * Denotes instructor in charge of Farm Business Analysis Program.
** Denotes instructor working part-time with Farm Business Analysis Program.

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

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1970

ITEMS	AVERAGE OF 202 FARMS	
1. SIZE OF FARM (TOTAL ACRES)	418.6	
2. (TILLABLE ACRES)	364.9	
3. WORK UNITS (CROPS)	169.99	
4. (LIVESTOCK)	189.84	
5. (OTHER)	13.40	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	373.23	
7. NUMBER OF WORKERS	1.4	
7A. FARM CAPITAL INVESTMENT PER WORKER	147363	
	JAN.1	DEC.31
8. PRODUCTION LIVESTOCK		
9. DAIRY COWS	1515	1776
10. OTHER DAIRY CATTLE	921	1253
11. BEEF BREEDING CATTLE	1994	2861
12. BEEF FEEDER CATTLE	14089	12755
13. HOGS	5586	3874
14. SHEEP (INCL. FEEDERS)	857	706
15. POULTRY (INCL. TURKEYS)	42	50
16. OTHER PRODUCTIVE LIVESTOCK	14	11
17. TOTAL PRODUCTIVE LIVESTOCK	\$ 25018	23286 *
18. CROP, SEED AND FEED	15314	19352
19. POWER, MACHINERY AND EQUIPMENT		
20. AUTO AND TRUCK (FARM SHARE)	1956	2028
21. POWER AND MACHINERY	12953	14117
22. LIVESTOCK EQUIPMENT	1713	1949
23. TOTAL POWER, MACHINERY AND EQUIPMENT	16622	18094 *
24. LAND	105196	106513
25. BUILDINGS-FENCES-ETC.	17414	18252
26. TOTAL FARM CAPITAL	\$ 179564	185497 *

*TABLE 1 LISTS THE CATEGORIES OF FARM CAPITAL FOR THE AVERAGE OF 202 FARMS AND FOR THE 40 MOST PROFITABLE AND 40 LEAST PROFITABLE FARMS. THESE AVERAGES INCLUDE THE LANDLORD'S SHARE OF THE INVESTMENT FOR RENTED FARMS.

MACHINERY, EQUIPMENT, AND BUILDING VALUES REFLECT COST LESS DEPRECIATION. LAND IS VALUED AT COST RATHER THAN PRESENT MARKET VALUE.

*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 80 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 I - SUMMARY OF FARM INVENTORIES* - 1970

ITEMS	40 HIGH PROFIT FARMS	
	JAN 1	DEC.31
1. SIZE OF FARM - (TOTAL ACRES)	546.7	
2. - (TILLABLE ACRES)	498.1	
3. WORK UNITS - CROPS	224.19	
4. - LIVESTOCK	163.16	
5. - OTHER	25.60	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	412.95	
7. NUMBER OF WORKERS	1.5	
7A. FARM CAPITAL INVESTMENT PER WORKERS	190723	
8. PRODUCTIVE LIVESTOCK		
9. DAIRY COWS	898	858
10. OTHER DAIRY CATTLE	350	512
11. BEEF BREEDING CATTLE	669	1762
12. BEEF FEEDER CATTLE	11766	10896
13. HOGS	6363	4624
14. SHEEP (INCL. FEEDERS)	795	264
15. POULTRY (INCL. TURKEYS)	55	90
16. OTHER PRODUCTIVE LIVESTOCK	26	24
17. TOTAL PRODUCTIVE LIVESTOCK	\$ 20922	19030 *
18. CROP, SEED AND FEED	19223	29879
19. POWER, MACHINERY AND EQUIPMENT		
20. AUTO AND TRUCK (FARM SHARE)	2677	2634
21. POWER AND MACHINERY	16721	18537
22. LIVESTOCK EQUIPMENT	1029	1151
23. TOTAL POWER, MACHINERY AND EQUIPMENT	20427	22322 *
24. LAND	143690	147347
25. BUILDINGS-FENCES-ETC.	19760	20699
26. TOTAL FARM CAPITAL	\$ 224022	239277 *

LIVESTOCK, CROPS, SEED, AND FEED REFLECT A CONSERVATIVE MARKET PRICE AT THE TIME THE INVENTORY IS TAKEN.

TABLE I - SUMMARY OF FARM INVENTORIES* - 1970

ITEMS	40 LOW PROFIT FARMS	
	JAN. 1.	DEC. 31
1. SIZE OF FARM - (TOTAL ACRES)	428.2	
2. - (TILLABLE ACRES)	359.3	
3. WORK UNITS - CROPS	171.05	
4. - LIVESTOCK	216.81	
5. - OTHER	9.00	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	396.86	
7. NUMBER OF WORKERS	1.5	
7A. FARM CAPITAL INVESTMENT PER WORKER	130885	
8. PRODUCTIVE LIVESTOCK		
9. DAIRY COWS	903	1144
10. OTHER DAIRY COWS	493	545
11. BEEF BREEDING CATTLE	4871	6196
12. BEEF FEEDER CATTLE	24872	22591
13. HOGS	6250	3983
14. SHEEP (INCL. FEEDERS)	1735	1932
15. POULTRY (INCL. TURKEYS)	28	27
16. OTHER PRODUCTIVE LIVESTOCK	16	18
17. TOTAL PRODUCTIVE LIVESTOCK	\$ 39168	36436*
18. CROP, SEED AND FEED	17487	18045
19. POWER, MACHINERY AND EQUIPMENT		
20. AUTO AND TRUCK (FARM SHARE)	1617	1898
21. POWER AND MACHINERY	15045	15832
22. LIVESTOCK EQUIPMENT	2092	2344
23. TOTAL POWER, MACHINERY AND EQUIPMENT	18754	20074*
24. LAND	102219	102207
25. BUILDINGS-FENCES-ETC.	19767	20175
26. TOTAL FARM CAPITAL	\$ 197395	196937*

TABLES 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1970

ITEMS	AVERAGE 202	HIGH 40	LOW 40
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. DAIRY COWS	407	170	204
3. DAIRY PRODUCTS	3176	1695	1518
4. OTHER DAIRY CATTLE	392	100	124
5. BEEF BREEDING CATTLE	458	89	1261
6. BEEF FEEDER CATTLE	25692	23638	43954
7A. HOGS COMPLETE	10081	12809	8626
7B. HOGS FINISHING	2870	3134	5806
7C. HOGS PRODUCING WEANING PIGS	48		
8A. SHEEP AND WOOL, FARM FLOCK	267	113	509
8B. SHEEP AND WOOL, FEEDER LAMBS	2366	2645	5306
9. CHICKENS (INCL. HENS AND BROILERS)	36	70	11
10. TURKEYS			
11. EGGS	417	462	63
12. OTHER PRODUCTIVE LIVESTOCK	7		15
12A. TOTAL SALES OF PRODUCTIVE LVSK. \$	46217*	44923*	67397*
13. SALE OF CROPS			
14. CORN	8608	18285	3644
15. SOYBEANS, FLAX, SUNFLOWERS	7045	13394	4503
16. WHEAT, OTTS, BARLEY, RYE	442	567	567
17. POTATOES, SUGAR BEETS, CANNING, AND OTHER CROPS A+B	33		
18. HAY, SILAGE AND OTHER CROPS	144	121	135
19. DIVERTED ACRE PAYMENT	2833	4730	2135
19A. TOTAL SALES FROM CROPS \$	19105*	37097*	10984*
20. CAPITAL ASSETS SOLD	1012	264	1422
21. GAS TAX REFUND	181	194	222
22. INCOME FROM WORK OFF THE FARM	586	1095	475
23. PATRONAGE REFUNDS	260	214	263
24. MISCELLANEOUS FARM INCOME	449	1045	241
25. TOTAL FARM SALES (CASH) \$	67810*	84832*	81004*
26. INCREASE IN FARM CAPITAL	5930	15255	
27. FAMILY LIVING FROM THE FARM	268	245	307
28. TOTAL FARM RECEIPTS (25)+(26) +(27) \$	74008*	100332*	81311*

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 - 1970

ITEMS	AVERAGE 202	HIGH 40	LOW 40
1. PURCHASE OF LIVESTOCK			
2. DAIRY COWS	\$ 265	9	309
3. OTHER DAIRY CATTLE	235		32
4. BEEF BREEDING CATTLE	732	901	1391
5. BEEF FEEDER CATTLE	14295	14492	25399
6A. HOGS COMPLETE	991	2782	640
6B. HOGS FINISHING	1232	952	2798
6C. HOGS PRODUCING WEANING PIGS	9		
7A. SHEEP, FARM FLOCK	110	55	302
7B. SHEEP, FEEDER LAMBS	1682	1632	4275
8. CHICKENS (INCL. HENS AND BROILERS)	123	148	11
9. TURKEYS			
10. OTHER PRODUCTIVE LIVESTOCK	3		12
11. MISCELLANEOUS LIVESTOCK EXPENSE	796	566	871
12. FEED BOUGHT	8420	8190	11154
13. FERTILIZER	2621	3932	2248
14. CHEMICALS	1067	1716	890
15. OTHER CROP EXPENSE	1926	3384	1574
16. CUSTOM WORK HIRED	1479	1134	1616
17. REPAIR + UPKEEP OF LVSTOCK EQUIP.	302	257	296
18. REPAIR + UPKEEP FARM REAL ESTATE	588	628	752
19. GAS, OIL, GREASE BOT (FARM SHARE)	1483	1873	1515
20. REP. + OP. OF MACH. TRACT. AUTO (FS)	2073	2768	1946
21. WAGES OF HIRED LABOR	786	987	675
22. PERSONAL PROPERTY + REAL EST. TAXES	2175	3049	2192
23. GENERAL FARM EXPENSE	524	641	516
24. TELEPHONE EXPENSE (FARM SHARE)	88	110	81
25. ELECTRICITY EXPENSE (FARM SHARE)	331	372	329
26. TOTAL CASH OPERATING EXPENSE	\$ 44336*	50578*	61824*
27. POWER, CROP AND GENERAL MACH. BOT FARM SHARE	4832	6207	4696
28. LIVESTOCK EQUIPMENT BOUGHT	596	371	586
29. NEW REAL ESTATE + IMPROVEMENT	4766	6183	3364
30. TOTAL FARM PURCHASES (26) THRU (29)	\$ 54530*	63339*	70470*
31. DECREASE IN FARM CAPITAL			456
32. INTEREST ON FARM CAPITAL	10951	13898	11829
33. UNPAID FAMILY LABOR	285	144	348
34. LABOR CHARGE FOR PARTNERS + OTHERS	625	1356	1200
35. BOARD FURNISHED HIRED LABOR	75	36	135
36. TOTAL FARM EXPENSE 9(30) THRU (35)	\$ 66466*	\$ 78773*	84439*
37. LABOR EARNINGS (WHOLE FARM)*	\$ 7542*	\$ 21559*	(-3128)
38. NUMBER OF OPERATORS	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) - 1970

ITEMS	AVERAGE 202	HIGH 40	LOW 40
1. RETURNS AND NET INCREASES			
2. PRODUCTIVE LIVESTOCK			
3. DAIRY CATTLE \$	3258	1708	1581
4. OTHER DAIRY CATTLE	1019	434	398
5. BEEF BREEDING CATTLE	990	574	2295
6. FEEDER CATTLE	9723	8133	15295
7. COMPLETE HOG ENTERPRISE	7830	9373	6202
8. HOG FINISHING ENTERPRISE	1255	1137	2586
9. PRODUCING WEANING PIGS	23		
10. FARM FLOCK OF SHEEP	232	105	477
11. FEEDER LAMBS	460	440	960
12. CHICKENS (INCL. HENS & BRLRS.)	345	423	67
13. TURKEYS			
14. OTHER PRODUCTIVE LIVESTOCK	1		5
15. ALL PRODUCTIVE LIVESTOCK \$	25136*	22325*	29866*
16. VALUE OF FEED FED TO LVSTK.	18933	17357	25527
17. RETURN OVER FEED FROM LVSTK.	6203	4968	4339
18. CROP, SEED AND FEED	27980	47868	21140
19. INCOME FROM LABOR OFF FARM	268	512	180
20. COOPERATIVE PATRONAGE REFUNDS	260	214	263
21. MISCELLANEOUS FARM INCOME	450	1045	241
22. TOTAL RETURNS AND NET INCREASES	35161*	54605*	26163*
23. EXPENSE AND NET DECREASES			
24. TRUCK AND AUTO (FARM SHARE) \$	1708	2050	1546
25. TRACTORS AND CROP MACHINERY	5711	6933	5887
26. ELECTRICITY	331	372	329
27. LIVESTOCK EQUIPMENT	701	522	657
28. BUILDINGS, FENCES AND TILING	2377	2015	2501
29. BARE LAND			
30. MISC. LIVESTOCK EXPENSE	796	566	871
31. LABOR	1633	1535	1681
32. LABOR CHARGE FOR OTHER OP.(s)	625	1356	1200
33. PROPERTY TAX, REAL ESTATE	2175	3049	2192
34. GENERAL FARM EXP. & TELEPHONE	611	750	597
35. INTEREST ON FARM CAPITAL 6%	10951	13898	11829
36. TOTAL EXPENSES AND NET DECREASES \$	27619*	33046*	29291*
37. LABOR EARNINGS	7542	21559	(-3128)
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 13.

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1970
FOR THOSE FARMS WITH COMPLETE ACCOUNTS - OPERATOR'S SHARE

ITEMS	AVERAGE 168	30 HIGH	36 LOW
1. NUMBER OF PERSONS-FAMILY	4	4	5
2. NUMBER OF ADULT EQUIV.-FAMILY	3.4	3.3	3.4
3. CHURCH AND WELFARE	\$ 298	346	244
4. MEDICAL CARE & INSURANCE	637	642	673
5. FOOD AND MEALS BOUGHT	1148	1015	1181
6. OPERATING EXPENSE AND SUPPLIES	402	607	346
7. FURNISHING AND EQUIPMENT	351	325	376
8. CLOTHING AND CLOTHING MATERIALS	395	430	332
9. PERS. CARE, PERS. SPENDING	165	135	218
10. EDUCATION	125	82	178
11. RECREATION	158	115	151
12. GIFTS AND SPECIAL EVENTS	137	186	133
13. PERS.SHARE TRUCK & AUTO EXP.	259	247	227
14. OPER.SHARE UPKEEP ON DWELLING	62	79	70
15. PERS.SHARE TEL.& ELECT.EXP.	144	151	139
16. TOTAL CASH LIVING EXPENSES	\$ 4281*	\$ 4360*	\$ 4268*
17. PERS.SHARE NEW TRUCK & AUTO	181	143	160
18. NEW DWELLING BOUGHT	301	350	946
19. TAXES & OTHER DEDUCTIONS	729	1114	447
20. LIFE INS. & OTHER SAVINGS & INVESTMENTS	1215	1671	544
21. TOTAL HOUSEHOLD & PERSONAL (16)-(20)	\$ 6707*	\$ 7638*	\$ 6365*
22. TOTAL FAMILY LIVING FROM THE FARM (33)	242	285	235
23. TOTAL CASH AND NON-CASH EXP. (21)+(22)	6949*	\$ 7923*	\$ 6600*
24. FAMILY LIVING FROM THE FARM			
25. Op.Share			
26. MILK AND CREAM	30	43	13
27. BEEF	159	190	183
28. PORK	47	48	33
29. LAMB	1		
30. POULTRY	3	1	3
31. EGGS	1	3	1
32. VEG.FRUIT,SPUDS,& FUEL_ALSO OTHER PRODUCE			1
33. TOT.FAMILY LIV.FROM FARM	\$ 241*	285*	234*

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 SPEND AN AVERAGE OF \$558.91 PER MONTH FOR FAMILY LIVING IN ADDITION TO THE FOOD, FUEL, AND HOUSING FURNISHED BY THE FARM.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1970
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

ITEMS	AVERAGE OF 191 FARMS	
	JAN.1	DEC.31
1. TOTAL PRODUCTIVE LIVESTOCK	23233	21751
2. CROP, SEED, AND FEED	14133	17821
3. TOT. POWER, MACH. & EQUIPMENT	15909	17407
4. LAND	32886	34958
5. BUILDINGS, FENCES, ETC.	13458	14741
6. TOTAL FARM CAPITAL	99619	106678
7. NON-FARM ASSETS	11036	12197
8. DWELLING	2888	3210
9. TOTAL ASSETS	\$ 113543	122085
10. REAL ESTATE MORTGAGES	22594	24240
11. CHATTEL MORTGAGES	16981	18483
12. NOTES	9388	10802
13. ACCOUNTS PAYABLE	1292	1162
14. TOTAL LIABILITIES	\$ 50255	54687
15. FARMERS NET WORTH	\$ 63288	67398
16. GAIN OR (LOSS) IN NET WORTH		\$ 4110
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. OPERATORS LABOR EARNINGS (6B/39)	7103	
19. RETURN TO CAPITAL & FAM.LABOR (6B/40)	10406	
20. NON-FARM INCOME		
21. OUTSIDE INVESTMENT INCOME	183	
22. OTHER PERS.INC.& INC.TAX REFUND	829	
23. TOTAL NON-FARM INCOME	1012	
24. TOTAL MONEY BORROWED	33816	
25. TOTAL PAID ON DEBT (PRINCIPAL)	30054	
26. TOT.HOUSEHOLD+PERS.CASH EXP.(4/23)	6428	
27. RATIO TOT. FARM EXP.TO TOTAL FARM RECEIPTS	.895	
28. RATIO TOT.ASSETS TO TOT.LIABILITIES		
JAN. JAN. 2.259 DEC. 2.232		
29. RATIO NON-REAL EST.ASSETS-NON-REAL ESTATE LIABILITIES	2.32	2.27
30. RATIO REAL EST.ASSETS TO REAL EST. LIABILITIES	2.18	2.18
31. RATIO NET WORTH TO TOTAL LIABILITIES	1.26	1.23
32. *RATIO CASH OPR.EXP. TO ADJ. TOT. FARM SALES		.78

*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)

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1970
 FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES
 37 HIGH PROFIT FARMS
 JAN 1. - - - - - DEC. 1

ITEMS			
1. TOTAL PRODUCTIVE LIVESTOCK	\$	21920	21411
2. CROP, SEED, AND FEED		18111	27195
3. TOTAL POWER, MACHINERY AND EQUIPMENT		18782	20635
4. LAND		30391	33696
5. BUILDINGS, FENCES, ETC.		13820	14797
6. TOTAL FARM CAPITAL		103024	117734
7. NON-FARM ASSETS		17330	20114
8. DWELLING		3390	3595
9. TOTAL ASSETS	\$	123744	141443
10. REAL ESTATE MORTGAGES		25057	26752
11. CHATTEL MORTGAGES		17392	19292
12. NOTES		5960	6275
13. ACCOUNTS PAYABLE		1244	1195
14. TOTAL LIABILITIES	\$	49653	53514
15. FARMER'S NET WORTH	\$	74091	87929
16. GAIN OR LOSS IN NET WORTH			\$ 13838
* * * * *			
17. SUPPLEMENTARY MANAGEMENT INFORMATION			
18. OPERATOR'S LABOR EARNINGS (6B/39)	\$	18772	
19. RETURN TO CAPITAL AND FAMILY LABOR (6B/40)		22511	
20. NON-FARM INCOME			
21. OUTSIDE INVESTMENT INCOME		362	
22. OTHER PERS. INCOME & TAX REFUND		1751	
23. TOTAL NON-FARM INCOME	\$	2113	
24. TOTAL MONEY BORROWED		31724	
25. TOTAL PAID ON DEBT (PRINCIPAL)		29014	
26. TOTAL HOUSEHOLD + PERSONAL CASH EXP. (4/21)		6961	
27. RATIO TOT.FARM EXP.TO TOT.FARM RECPTS.		.780	
28. RATIO TOT.ASSETS TO TOT.LIABILITIES JAN.		2.492	DEC. 2.643
29. RATIO NON-REAL EST.ASSETS-NON-REAL EST. LIABILITIES		3.10	3.34
30. RATIO REAL EST. ASSETS TO REAL EST.LIAB.		1.90	1.95
31. RATIO NET WORTH TO TOTAL LIABILITIES		1.49	1.64
32. *RATIO CASH OPERATING EXP.TO ADJ.TOT. FARM SALES			.74
*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)

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1970
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

		39 LOW PROFIT FARMS	
ITEMS		JAN.1 - - - - -	DEC.31
1.	TOTAL PRODUCTIVE LIVESTOCK	\$ 26771	25050
2.	CROP, SEED, AND FEED	14671	15598
3.	TOTAL POWER, MACHINERY & EQUIPMENT	18285	19406
4.	LAND	45774	47613
5.	BUILDINGS, FENCES, ETC.	16226	17956
6.	TOTAL FARM CAPITAL	\$ 121727	125623
7.	NON-FARM ASSETS	9523	10946
8.	DWELLING	3405	4255
9.	TOTAL ASSETS	134655	140824
10.	REAL ESTATE MORTGAGES	30395	32273
11.	CHattel MORTGAGES	27118	30840
12.	NOTES	9626	11866
13.	ACCOUNTS PAYABLE	1856	1643
14.	TOTAL LIABILITIES	\$ 68995	76622
15.	FARMERS NET WORTH	65660	64202
16.	GAIN OR LOSS IN NET WORTH		\$ (-1458)
* * * * *			
17.	SUPPLEMENTARY MANAGEMENT INFORMATION		
18.	OPERATOR'S LABOR EARNINGS (6B/3)	\$ (-2678)	
19.	RETURN TO CAPITAL AND FAMILY LABOR (6B/40)	605	
20.	NON-FARM INCOME		
21.	OUTSIDE INVESTMENT INCOME	48	
22.	OTHER PERSONAL INCOME & INC.TAX REFUND	879	
23.	TOTAL NON-FARM INCOME	927	
24.	TOTAL MONEY BORROWED	46405	
25.	TOTAL PAID ON DEBT (PRINCIPAL)	40860	
26.	TOTAL HOUSEHOLD+PERSONAL CASH EXP. (4/21)	6302	
27.	RATIO TOT.FARM EXP.TO TOT.FARM RCPTS.	1.039	
28.	RATIO TOT.ASSETS TO TOT.LIABILITIES JAN.1	1.952	DEC. 1.838
29.	RATIO NON-REAL EST.ASSETS-NON-REAL EST. LIABILITIES	1.79	1.60
30.	RATIO REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES	2.15	2.16
31.	RATIO NET WORTH TO TOTAL LIABILITIES	.95	.84
32.	*RATIO CASH OPERATING EXP.TO ADJ.TOTAL FARM SALES		.89

*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 - 1970

ITEMS	AVERAGE 202	HIGH 40	LOW 40
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. DAIRY COWS	\$ 397	604	\$ 77
3. DAIRY PRODUCTS	3105	4565	815
4. OTHER DAIRY CATTLE	388	251	84
5. BEEF BREEDING CATTLE	454	106	303
6. BEEF FEEDER CATTLE	23296	25740	34848
7A. HOGS COMPLETE	9133	8351	7772
7B. HOGS FINISHING	2667	3184	2737
7C. HOGS PRODUCING WEANING PIGS	48		
8A. SHEEP AND WOOL, FARM FLOCK	251	331	146
8B. SHEEP AND WOOL, FEEDER LAMBS	2332	21	2073
9. CHICKENS (INCL. HENS & BROILERS)	36	51	15
10. TURKEYS			
11. EGGS	417	248	63
12. OTHER PRODUCTIVE LIVESTOCK	7		35
12A. TOTAL SALES OF PROD. LIVESTOCK	42531	\$ 43452*	\$ 48968*
13. SALE OF CROPS			
14. CORN	5568	10764	4152
15. SOYBEANS, FLAX, SUNFLOWERS	5246	8422	3978
16. WHEAT, OATS, BARLEY, RYE	293	524	268
17. POTATOES, SUGAR BEETS, CANNING & OTHER CROPS A+B	33		
18. HAY, SILAGE AND OTHER CROPS	120	80	163
19. DIVERTED ACRE PAYMENT	2191	2994	1961
19A. TOTAL SALES FROM CROPS	13451	\$ 22784*	10522*
20. CAPITAL ASSETS SOLD	179	264	113
21. GAS TAX REFUND	174	199	201
22. INCOME FROM WORK OFF FARM	584	996	632
23. PATRONAGE REFUNDS	252	260	234
24. MISCELLANEOUS FARM INCOME	442	807	346
25. TOTAL FARM SALES	\$ 57613	\$ 68762*	\$ 60790*
26. INCREASE IN FARM CAPITAL	7366	15544	3708
27. FAMILY LIVING FROM THE FARM	248	241	230
28. TOTAL FARM RECEIPTS (25)+(26)+(27)	65227	\$ 84546*	\$ 64954*
29. ADJ. TOTAL FARM SALES (25)-(20)	57434	68498	60903
30. TOTAL CASH OPERATING EXPENSE	44589	50745	53598
31. NET CASH OPERATING INCOME	12845	\$ 17753*	7305*

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 AND 6A ARE THE SAME.

TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1970

ITEMS	AVERAGE 202	HIGH 40	LOW 40
1. PURCHASE OF LIVESTOCK			
2. DAIRY COWS	250	106	
3. OTHER DAIRY CATTLE	234	19	35
4. BEEF BREEDING CATTLE	732	854	1565
5. BEEF FEEDER CATTLE	13006	15697	20353
6A. HOGS COMPLETE	699	708	660
6B. HOGS FINISHING	1120	1234	1347
6C. HOGS PRODUCING WEANING PIGS	9		
7A. SHEEP, FARM FLOCK	108	176	24
7B. SHEEP, FEEDER LAMBS	1658		1631
8. CHICKENS	123	68	12
9. TURKEYS			
10. OTHER PRODUCTIVE LIVESTOCK	3		17
11. MISC. LIVESTOCK EXPENSE	764	789	716
12. FEED BOUGHT	7738	7419	8522
13. FERTILIZER	2225	3305	2013
14. CHEMICALS	909	1399	876
15. OTHER CROP EXPENSE	1792	3120	1601
16. CUSTOM WORK HIRED	1432	1307	1709
17. REPAIR+UPKEEP LVESTK.EQUIP.	295	334	356
18. REPAIR+UPKEEP FARM REAL ESTATE	551	659	595
19. GAS,OIL,GREASE BOT (FARM SHARE)	1428	1747	1460
20. REPAIR+OPER.OF MACH.TRACTOR, TRUCK, AUTO(FARM SHARE)	2011	2688	1744
21. WAGES OF HIRED LABOR	766	898	767
22. PERSONAL PROPERTY+REAL EST.TAXES	822	1037	1026
23. CASH RENT	1850	2899	1288
24. GENERAL FARM EXPENSE	510	595	461
25. TELEPHONE EXPENSE (FARM SHARE)	85	97	87
26. ELECT. EXPENSE (FARM SHARE)	316	351	299
27. INTEREST EXPENSE.ACTUAL PAID	3155	3239	4433
28. TOTAL CASH OPR.EXPENSE	\$ 44591*	\$ 50745*	\$ 53597*
29. POWER,CROP & GEN.MACHINERY BOUGHT (FARM SHARE)	4623	5536	4199
30. LIVESTOCK EQUIPMENT BOUGHT	572	442	627
31. NEW REAL ESTATE+IMPROVEMENT	4681	4547	5204
32. TOTAL FARM PURCHASES (28) THRU (31)	\$ 54467*	61270	\$ 63627*
33. DECREASE IN FARM CAPITAL			
34. INTEREST ON FARM CAPITAL	3114	3484	3323
35. UNPAID FAMILY LABOR	285	212	360
37. BOARD FURNISHED HIRED LABOR	75	43	132
38. TOTAL FARM EXP.(32) THRU (37)	\$ 57941	\$ 65009	\$67442*
39. LABOR EARNINGS (OPR.SHARE)(6A/28) - (38)	\$ 7286	19538	(-2488)
40. RET.TO CAPITAL & FAMILY LABOR	\$ 10685	\$ 23234	\$ 1195

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 - 1970

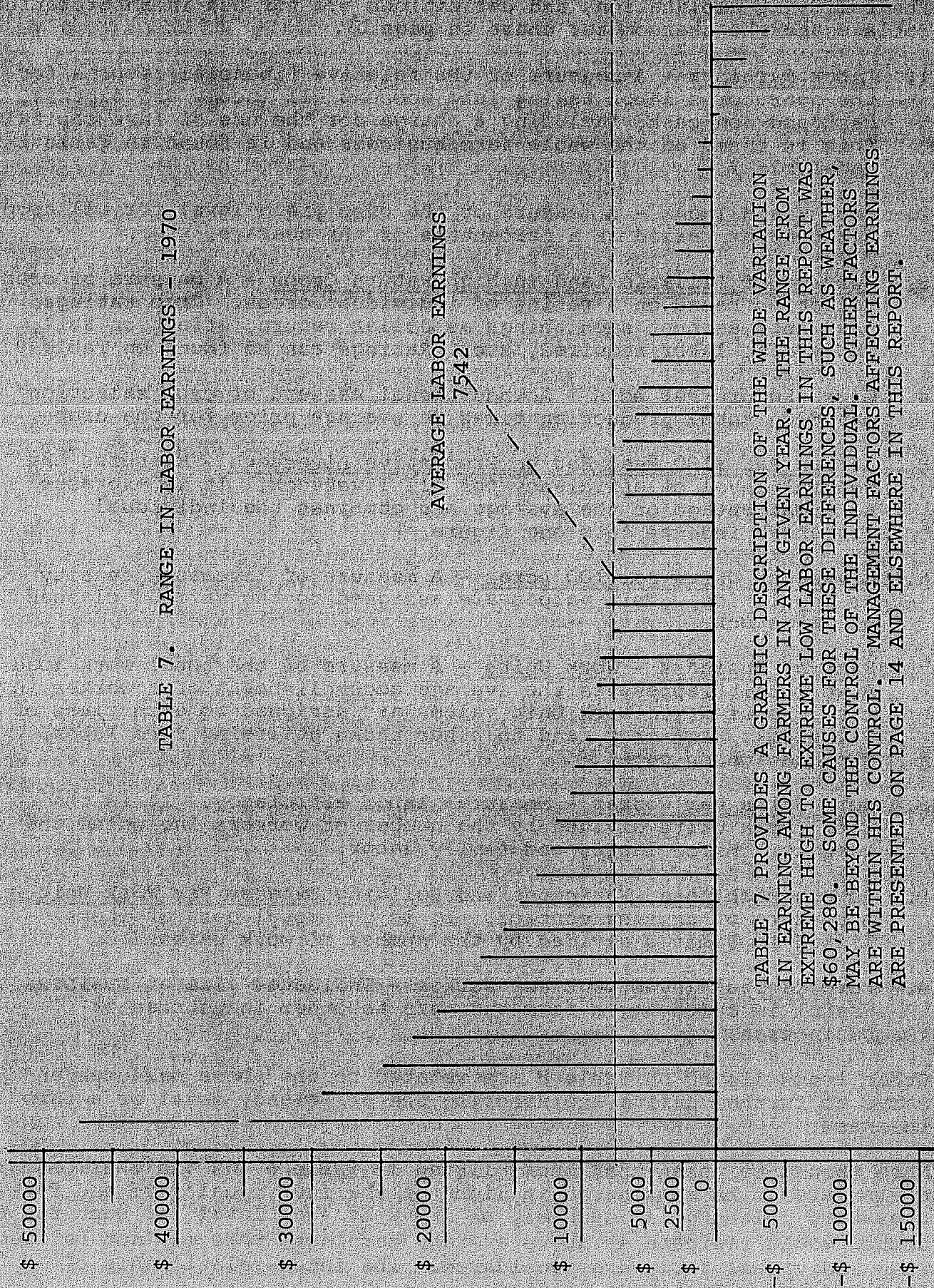


TABLE 7 PROVIDES A GRAPHIC DESCRIPTION OF THE WIDE VARIATION IN EARNING AMONG FARMERS IN ANY GIVEN YEAR. THE RANGE FROM EXTREME HIGH TO EXTREME LOW LABOR EARNINGS IN THIS REPORT WAS \$60,280. SOME CAUSES FOR THESE DIFFERENCES, SUCH AS WEATHER, MAY BE BEYOND THE CONTROL OF THE INDIVIDUAL. OTHER FACTORS 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 16.

1. Labor Earnings - A measure of the relative financial returns 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 - 1970

	AVERAGE 202	HIGH 40	LOW 40
1. LABOR EARNINGS	\$ 7542	\$ 21559	\$ (-3128)
2. CROP YIELDS - INDEX	100	110	91
3. PERCENT TILL.LAND IN H.R.CROPS	75.6	77.4	75.6
4. GROSS RETURN PER TILL.ACRE (EXCL. PASTURE)	\$ 81.37	126.62	\$ 68.91
5. RETURN FOR \$100 TO PROD. LIVESTOCK -INDEX	99	104	88
6. LIVESTOCK UNITS PER 100 ACRES*	33.4	21.9	46.8
7. SIZE OF BUSINESS-WORK UNITS	373.2	412.9	396.8
8. WORK UNITS PER WORKERS	282.3	312.4	260.6
9. POWER MACH., EQUIP., BLDG.EXP. PER WORK UNIT	\$ 29.60	30.81	29.54
10. FARM CAPITAL INVESTMENT PER WORKER	\$ 147363	\$ 190723	\$ 130885
11. INDEX OF RETURN FOR \$100 FEED FROM			
12. COMPLETE HOG ENTERPRISE	100	95	95
13. HOG FINISHING ENTERPRISE	100	115	93
14. PRODUCING WEANING PIGS	100		
15. DAIRY CATTLE	100	98	78
16. OTHER DAIRY	100	115	82
17. ALL DAIRY & DUAL PURPOSE CATTLE	100	103	80
18. BEEF BREEDING CATTLE	100	100	102
19. BEEF FEEDER CATTLE	100	101	92
20. SHEEP FARM FLOCK	100	114	85
21. FEEDER LAMBS	100	119	87
22. CHICKENS-LAYING FLOCK	100	95	50
23. CHICKENS - BROILERS			
24. TURKEYS-LAYING FLOCK			
25. TURKEYS-POULTS			
26. OTHER PRODUCTIVE LIVESTOCK			
27. NUMBER OF ANIMAL UNITS	119.6	104.1	170.1
28. WORK UNITS			
29. CROPS	170.0	224.2	171.0
30. PRODUCTIVE LIVESTOCK	189.8	163.1	216.8
31. OTHER PRODUCTIVE WORK UNITS	13.4	25.6	9.0
32. EXPENSES PER WORK UNIT			
33. TRACTOR & CROP MACH. EXP.	16.15	17.87	15.76
34. FARM SHARE OF AUTO & TRUCK EXPENSE	5.06	5.07	4.51
35. FARM SHARE OF ELECT.EXP.	.95	.95	.93
36. LIVESTOCK EQUIP.EXPENSE	1.88	1.28	1.95
37. BUILDING, FENCING, & TILING EXPENSE	5.54	5.62	6.36
38. TRACTOR & CROP MACH. EXP. PER ACRE**	15.84	14.15	16.50
39. *ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY AND PASTURE			
40. **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY			

THERMOMETER CHART

USING YOUR FIGURES FROM PAGE 15, 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.

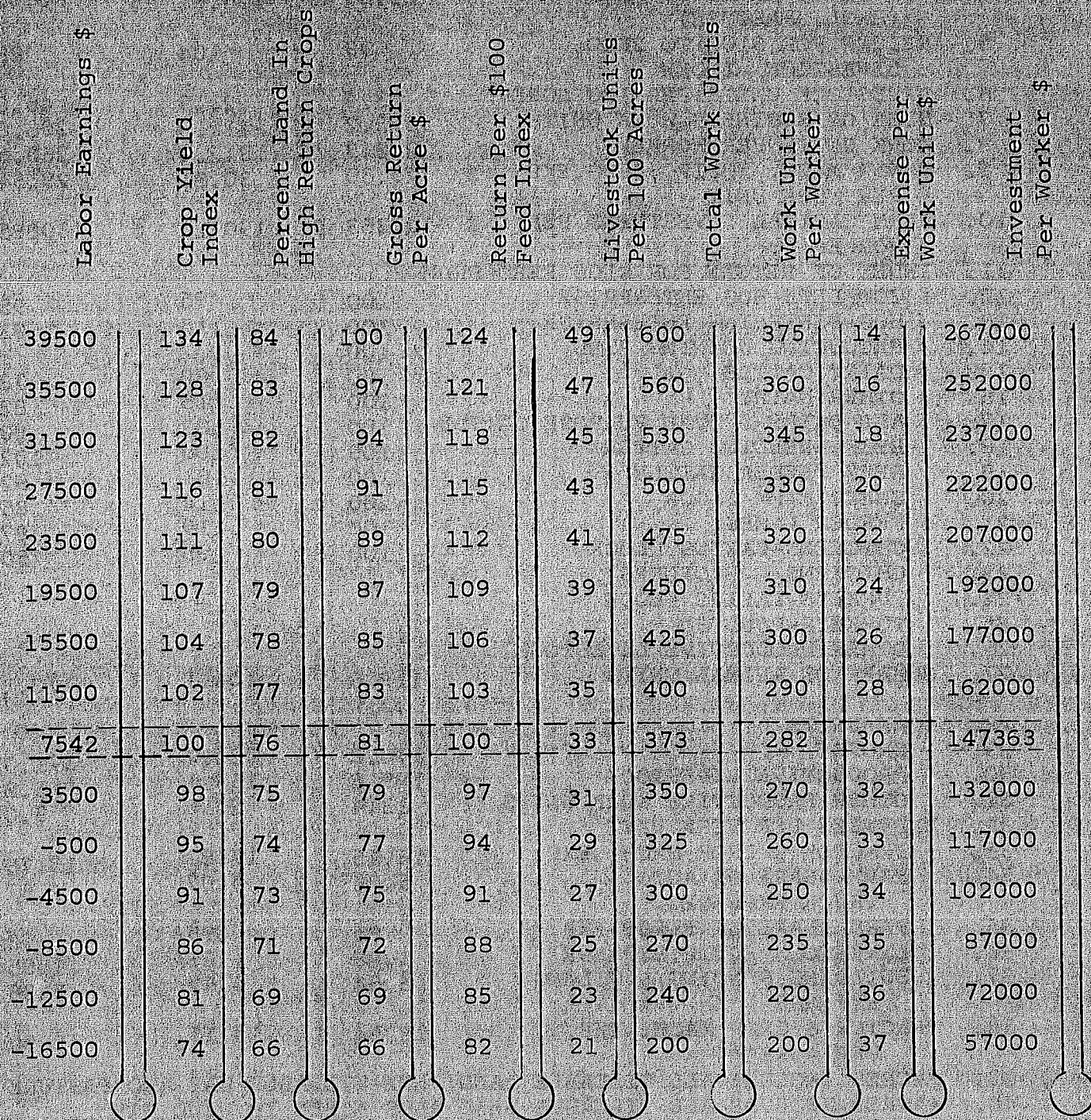


TABLE 9 - DISTRIBUTION OF ACRES AND YIELD - 1970

	UNIT	CROP RANK	ACRES	AVERAGE YIELD 202 FARMS
1. OATS AND MIXTURES	BUS	D	22.7	55.3
2. OATS SILAGE	TON	C	2.3	5.3
3. CANNING PEAS	\$	B		
4. WHEAT	BUS	C	.2	32.6
5. BARLEY	BUS	D	1.3	40.0
6. FLAX	BUS	C	6.3	14.5
7. RYE	BUS	D	.7	49.8
8. TOTAL SMALL GRAINS & PEAS			33.6	
9. CANNING CORN	\$	B	.3	87.97
10. CORN GRAIN & SEED CORN**	BUS	A	155.0	91.5
11. SOYBEANS-GRAIN	BUS	B	87.8	33.6
12. CORN & CANE SILAGE	TON	B	13.2	16.8
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		
19. TOTAL CULT.CROPS			255.7	
20. ALFALFA HAY	TON	B	23.3	3.9
21. OTHER LEGUME HAY & MIXTURES	TON	C	.3	3.2
22. TAME GRASS HAY	TON	C		
23. ANNUAL HAY	TON	D		
24. LEGUME & GRASS SIL.	LBS	B	.4	10.9
25. LEGUME SEED	LBS	C		
26. GRASS SEED		D		
27. TOTAL HAY			24.0	
28. ALF. & MIXED PASTURE		B	.4	
29. OTHER LEGUME PASTURE		C		
30. OTHER TILL.PASTURE		D	.9	
31. TOTAL TILL.PASTURE			1.3	
32. DIVERTED ACRES INC.	\$	A	48.7	57.59
33. SUMMER FALLOW-TILLED				
34. OTHER TILL.LAND IDLE		D	1.0	
35. TOTAL TILL.LAND			364.9	
36. WILD HAY	\$		2.6	.77
37. NON-TILLABLE PAST.			25.0	
38. TIMBER	\$			
39. ROADS & WASTE			16.1	
40. FARMSTEAD			10.0	
41. TOTAL ACRES IN FARM			418.6	
* * * * *				
42. SUPPLEMENTARY MANAGEMENT INFORMATION				
43. PCT. LAND TILLABLE				86.7
44. PCT. IN HIGH RET. CROP				76.0
45. *FERTILIZER COST PER ACRE				7.22
46. *CROP CHEMICALS PER ACRE				2.94
47. *SEED & OTHER COSTS PER ACRE				5.30
48. GAS, OIL, GREASE BOT.PER ACRE, CROP.MACH.				2.83
49. *TILLABLE LAND MINUS PASTURE				
50. **SEED CORN YIELD IN DOLLARS EXPRESSED AS BUSHELS.				

TABLE 9 - DISTRIBUTION OF ACRES AND YIELD - 1970

		UNIT	ACRES	HIGH 40	ACRES	LOW 40
1.	OATS AND MICTURE	BUS	21.3	64.7	27.8	50.7
2.	OATS SILAGE	TON	.4	10.0	4.0	4.8
3.	CANNING PEAS	\$				
4.	WHEAT	BUS	.6	26.7		
5.	BARLEY	BUS	3.9	42.1	1.8	39.4
6.	FLAX	BUS	7.2	16.9	14.0	14.2
7.	RYE	BUS			2.0	45.0
8.	TOTAL SMALL GRAINS & PEAS		33.4		49.6	
9.	CANNING CORN	\$				
10.	CORN GRAIN & SEED CORN**	BUS	210.2	107.3	151.4	79.7
11.	SOYBEANS-GRAIN	BUS	156.4	35.8	53.5	32.0
12.	CORN & CANE SILAGE	TON	6.1	16.7	23.8	12.6
13.	CORN & CANE FODDER	TON				
14.	POTATOES	CWT				
15.	SUGAR BEETS	TON				
16.	SUNFLOWERS	CWT				
17.	OTHER CULT.CROPS-A	\$				
18.	OTHER CULT.CROPS-B	\$				
19.	TOTAL CULT.CROPS		372.7		228.7	
20.	ALFALFA HAY	TON	12.9	4.1	33.0	3.3
21.	OTHER LEGUME HAY & MIXTURES	TON			1.1	3.6
22.	TAME GRASS HAY	TON				
23.	ANNUAL HAY	TON	.2	5.0		
24.	LEGUME & GRASS SIL.	LBS			1.0	10.0
25.	LEGUME SEED	LBS				
26.	GRASS SEED					
27.	TOTAL HAY		13.1		35.1	
28.	ALF.& MIXED PASTURE				.1	
29.	OTHER LEGUME PASTURE		1.0			
30.	OTHER TILL.PASTURE				1.2	
31.	TOTAL TILL.PASTURE		1.0		1.3	
32.	DIVERTED ACRES INC.	\$	76.1	59.83	40.5	52.89
33.	SUMMER FALLOW-TILLED			1.8		
34.	OTHER TILL.LAND IDLE				2.6	
35.	TOTAL TILL.LAND		498.1		359.3	
36.	WILD HAY	\$	1.2	1.67	3.2	.63
37.	NON-TILLABLE PAST.		14.1		38.3	
38.	TIMBER	\$.6		1.3	
39.	ROADS & WASTE		21.2		14.7	
40.	FARMSTEAD		11.4		11.3	
41.	TOTAL ACRES IN FARM		546.7		428.2	
* * * * *						
42.	SUPPLEMENTARY MANAGEMENT INFORMATION					
43.	PCT. LAND TILLABLE			91.1		83.9
44.	PCT. IN HIGH RET. CROP			77.7		74.7
45.	*FERTILIZER COST PER ACRE			7.91		6.31
46.	*CROP CHEMICALS PER ACRE			3.45		2.50
47.	*SEED & OTHER COSTS PER ACRE			6.81		4.42
48.	GAS,OIL,GREASE BOT.PER ACRE,CROP MACH.			2.52		2.88
49.	*TILLABLE LAND MINUS PASTURE					
50.	**SEED CORN YIELD IN DOLLARS EXPRESSED AS BUSHELS.					

TABLES 10 - CROPS ANALYSTS

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 AND MIXTURES

		AVERAGE 140	HIGH 70	LOW 70
1.	ACRES	32.7	26.6	38.9
2.	YIELD/ACRE	55.3	69.7	45.3
3.	VALUE/UNIT	.60	.61	.60
4.	GROSS RETURN	33.18	42.52	27.18
5.	SUPPLEMENTAL COSTS			
6.	FERTILIZER	2.60	3.57	1.93
7.	CHEMICALS	.40	.34	.44
8.	SEED AND OTHER	2.02	2.37	1.80
9.	HIREN LABOR			
10.	CUSTOM WORK	2.54	2.59	2.47
11.	TOTAL SUPPLEMENTAL COSTS	7.56	8.87	6.64
12.	RETURN OVER SUPPLEMENTAL COSTS	25.62	33.65	20.54
13.	ALLOCATED COSTS			
14.	POWER & CROP MACH. EXPENSE	10.20	9.99	9.99
15.	LAND COST	21.80	24.70	19.79
16.	MISC. COSTS* FARM GROWN SEED	.86	.60	1.03
17.	TOTAL ALLOCATED COSTS	32.86	35.33	30.81
	TOTAL COST PER UNIT	.73	.63	.83
18.	TOTAL COSTS	40.42	44.20	37.45
19.	RET. OVER TOTAL COSTS	(-7.24)	(-1.68)	(-10.27)

TABLE 10 - CROP DATA FOR FLAX - 1970

		AVERAGE 19	HIGH 9	LOW 9
1.	ACRES	55.0	67.0	46.0
2.	YIELD/ACRE	14.5	16.9	11.2
3.	VALUE/UNIT	2.90	2.90	2.90
4.	GROSS RETURN	42.05	49.01	32.48
5.	SUPPLEMENTAL COSTS			
6.	FERTILIZER	.73	.93	.52
7.	CHEMICALS	.87	1.10	.52
8.	SEED AND OTHER	4.45	4.51	4.24
9.	HIREN LABOR	.07		.17
10.	CUSTOM WORK	2.60	2.60	2.50
11.	TOTAL SUPPLEMENTAL COSTS	8.77	9.14	7.95
12.	RETURN OVER SUPPLEMENTAL COSTS	33.28	39.87	24.53
13.	ALLOCATED COSTS			
14.	POWER & CROP MACH. EXPENSE	10.20	9.99	9.99
15.	LAND COST	17.09	17.12	17.02
16.	MISCELLANEOUS COSTS*	.64	.49	.89
17.	TOTAL ALLOCATED COSTS	27.93	27.60	27.90
	TOTAL COST PER UNIT	2.52	2.18	3.19
18.	TOTAL COSTS	36.70	36.74	35.85
19.	RET. OVER TOTAL COSTS	5.35	12.27	(-3.37)

*FARM GROWN SEED

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1970

	AVERAGE 201	HIGH 100	LOW 100
1. ACRES	158.9	164.8	141.9
2. YIELD/ACRE	31.5	103.6	71.7
3. VALUE/UNIT	1.20	1.20	1.20
4. GROSS RETURN	109.80	136.32	86.04
5. SUPPLEMENTAL COSTS			
6. FERTILIZER	13.52	16.10	10.48
7. CHEMICALS	4.42	5.07	3.64
8. SEED AND OTHER	6.84	7.77	5.67
9. HIRED LABOR	.04		.09
10. CUSTOM WORK	2.35	2.08	2.64
11. TOTAL SUPPLEMENTAL COSTS	27.17	31.02	22.52
12. RETURN OVER SUPPLEMENTAL COSTS	82.63	99.30	63.52
13. ALLOCATED COSTS			
14. POWER & CROP MACH. EXPENSE	18.70	18.32	18.32
15. LAND COST	26.02	29.18	22.46
16. MISCELLANEOUS COSTS			
17. TOTAL ALLOCATED COSTS	44.72	47.50	40.78
18. TOTAL COST PER UNIT	.79	.72	.88
19. TOTAL COSTS	71.89	78.52	63.30
20. RETURN OVER TOTAL COSTS	37.91	51.80	22.74

TABLE 10 - CROP DATA FOR SOYBEANS - 1970

	AVERAGE 164	HIGH 82	LOW 82
1. ACRES	108.1	124.6	91.6
2. YIELD/ACRE	33.6	38.0	27.6
3. VALUE/UNIT	2.60	2.60	2.60
4. GROSS RETURN	87.36	98.80	71.76
5. SUPPLEMENTAL COSTS			
6. FERTILIZER	.32	.42	.21
7. CHEMICALS	3.27	3.72	2.64
8. SEED AND OTHER	3.47	3.81	3.01
9. HIRED LABOR	.30	.40	.14
10. CUSTOM WORK	1.46	1.40	1.54
11. TOTAL SUPPLEMENTAL COSTS	8.82	9.75	7.54
12. RETURN OVER SUPPLEMENTAL COSTS	78.54	89.05	64.22
13. ALLOCATED COSTS			
14. POWER & CROP MACH. EXPENSE	15.30	14.99	14.99
15. LAND COST	27.85	29.48	25.66
16. MISCELLANEOUS COSTS*	.86	.85	.87
17. TOTAL ALLOCATED COSTS	44.01	45.32	41.52
18. TOTAL COST PER UNIT	1.57	1.45	1.78
19. TOTAL COSTS	52.83	55.07	49.06
20. RETURN OVER TOTAL COSTS	34.53	43.73	22.70

TABLE 10 - CROP DATA FOR CORN AND CANE SILAGE - 1970

		AVERAGE 120	HIGH 60	LOW 60
1.	ACRES	22.2	20.0	24.4
2.	YIELD/ACRE	16.8	24.0	10.9
3.	VALUE/UNIT	8.00	8.00	8.00
4.	GROSS RETURN	134.40	192.00	87.20
5.	SUPPLEMENTAL COSTS			
6.	FERTILIZER	11.35	14.10	9.06
7.	CHEMICALS	3.87	4.25	3.61
8.	SEED AND OTHER	5.59	6.10	5.16
9.	HIRED LABOR	.05		.08
10.	CUSTOM WORK	3.42	5.00	2.09
11.	TOTAL SUPPLEMENTAL COSTS	24.28	29.45	20.00
12.	RETURN OVER SUPPLEMENTAL COSTS	110.12	162.55	67.20
13.	ALLOCATED COSTS			
14.	POWER & CROP MACH. EXPENSE	27.20	26.64	26.64
15.	LAND COST	23.20	26.15	20.74
16.	MISCELLANEOUS COSTS*	.09	.20	
17.	TOTAL ALLOCATED COSTS	50.49	52.99	47.38
	TOTAL COST PER UNIT	4.45	3.44	6.16
18.	TOTAL COSTS	74.77	82.44	67.38
19.	RETURN OVER TOTAL COSTS	59.63	109.56	19.82

TABLE 10 - CROP DATA FOR OATS SILAGE - 1970

		AVERAGE 24	HIGH 12	LOW 12
1.	ACRES	19.7	18.1	21.3
2.	YIELD/ACRE	5.3	7.1	3.8
3.	VALUE/UNIT	6.54	6.00	7.08
4.	GROSS RETURN	34.66	42.60	26.90
5.	SUPPLEMENTAL COSTS			
6.	FERTILIZER	3.25	3.43	3.10
7.	CHEMICALS	.25	.39	.14
8.	SEED AND OTHER	1.38	1.93	1.33
9.	HIRED LABOR			
10.	CUSTOM WORK	1.32	1.27	1.41
11.	TOTAL SUPPLEMENTAL COSTS	6.70	7.02	6.48
12.	RETURN OVER SUPPLEMENTAL COSTS	27.96	35.58	20.42
13.	ALLOCATED COSTS			
14.	POWER & CROP MACH. EXPENSE	13.60	13.32	13.32
15.	LAND COST	20.81	18.51	22.32
16.	MISCELLANEOUS COSTS*	.56	.61	.56
17.	TOTAL ALLOCATED COSTS	34.97	32.44	36.70
	TOTAL COST PER UNIT	7.89	5.58	11.50
18.	TOTAL COSTS	41.67	39.46	43.18
19.	RET. OVER TOTAL COSTS	(-7.01)	3.14	(-16.28)

* FARM GROWN SEED

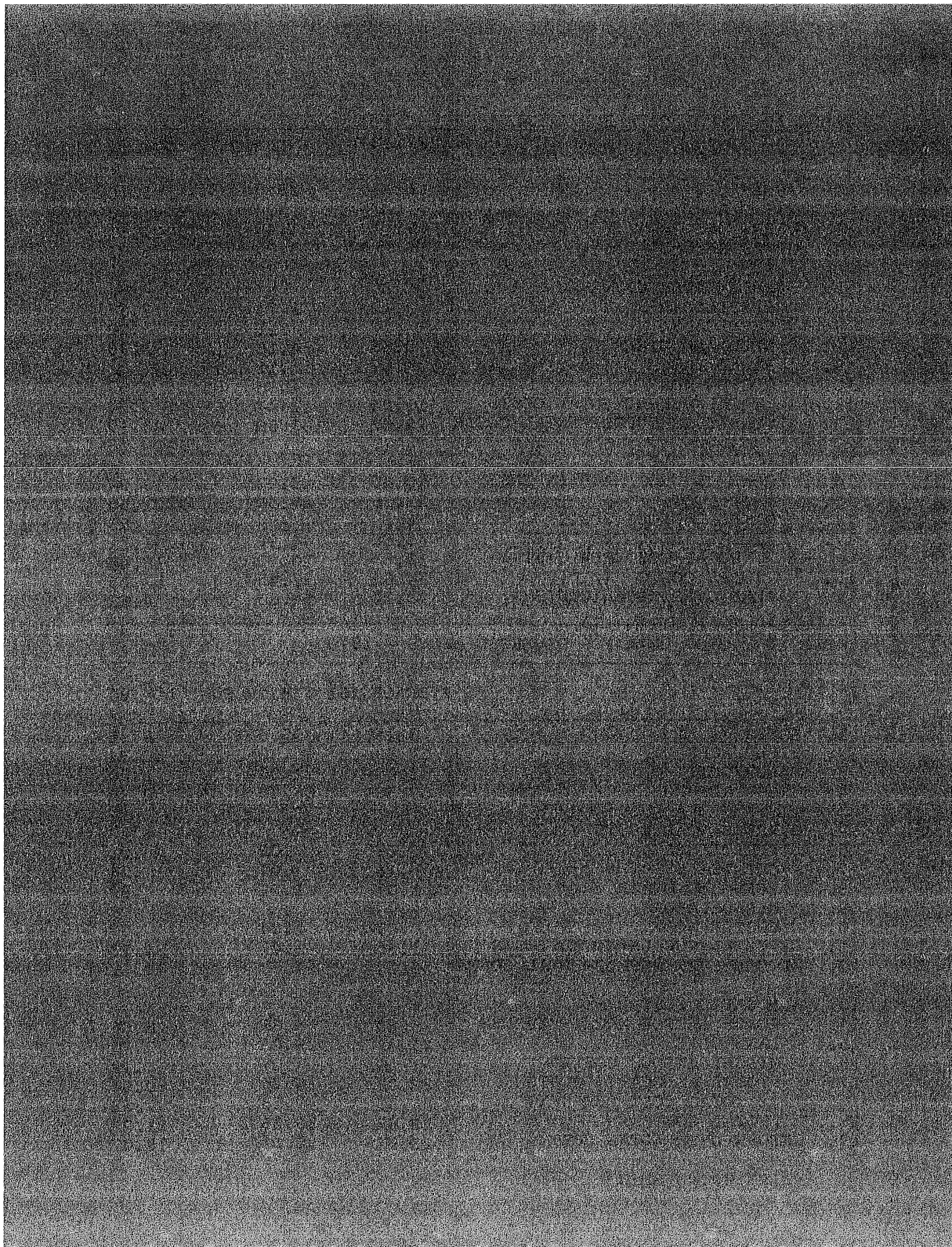
TABLE 10 - CROP DATA FOR ALEALTA HAY - 1970

		AVERAGE 161	HIGH 80	LOW 80
1.	ACRES	29.2	28.0	30.0
2.	YIELD/ACRE	3.9	5.4	2.6
3.	VALUE/UNIT	21.50	21.49	21.51
4.	GROSS RETURN	83.85	116.05	55.98
5.	SUPPLEMENTAL COSTS			
6.	FERTILIZER	3.12	3.71	2.57
7.	CHEMICALS	.17	.11	.20
8.	SEED AND OTHER	3.66	4.18	3.30
9.	HURED LABOR	2.07	.11	
10.	CUSTOM WORK	4.01	4.36	3.67
11.	TOTAL SUPPLEMENTAL COSTS	11.03	12.47	9.74
12.	RETURN OVER SUPPLEMENTAL COSTS	72.82	103.58	46.19
13.	ALLOCATED COSTS			
14.	POWER & CROP MACH. EXPENSE	20.40	19.98	19.98
15.	LAND COST	23.18	25.00	21.50
16.	MISCELLANEOUS COSTS*			.03
17.	TOTAL ALLOCATED COSTS	43.58	44.98	41.51
	TOTAL COST PER UNIT	13.87	10.72	19.46
18.	TOTAL COSTS	54.61	57.45	51.25
19.	RETURN OVER TOTAL COSTS	29.24	58.60	4.68

TABLE 10 - CROP DATA FOR DIVERTED ACRES - 1970

		AVERAGE 161	HIGH 80	LOW 80
1.	ACRES	61.5	55.9	67.1
2.	YIELD/ACRE	57.59	66.30	50.34
3.	VALUE/UNIT	1.00	1.00	1.00
4.	GROSS RETURN	57.59	66.20	50.34
5.	SUPPLEMENTAL COSTS			
6.	FERTILIZER	.05	.09	.01
7.	CHEMICALS	.16	1.07	.24
8.	SEED AND OTHER	1.07	1.27	.89
9.	HURED LABOR			
10.	CUSTOM WORK	.07	.04	.09
11.	TOTAL SUPPLEMENTAL COSTS	1.35	1.47	1.23
12.	RETURN OVER SUPPLEMENTAL COSTS	56.24	64.83	49.11
13.	ALLOCATED COSTS			
14.	POWER & CROP MACH. EXPENSE	6.80	6.66	6.66
15.	LAND COST	25.43	28.03	23.26
16.	MISCELLANEOUS COSTS*	.10	.07	.12
17.	TOTAL ALLOCATED COSTS	32.33	34.76	30.04
	TOTAL COST PER UNIT	.58	.55	.62
18.	TOTAL COSTS	33.68	36.23	31.27
19.	RETURN OVER TOTAL COSTS	23.91	30.07	19.07

*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 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 35.

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 animal 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 months period, most of which were animals on hand at the beginning of the year.

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE* - 1970

	AVERAGE 121		HIGH 40	LOW 40
1. POUNDS OF HOGS PRODUCED	79207	73533	78624	
	PER.CWT.	PER.CWT.	PER.CWT.	
2. TOTAL VALUE PRODUCED	16.36	19.64	13.39	
3. POUNDS OF FEED FED				
4. CORN	305.2	286.4	324.3	
5. SMALL GRAIN	28.2	37.0	15.9	
6. PROTEIN, SALT & MINERAL	70.6	68.4	72.3	
7. COMPLETE RATION	20.4	16.6	33.0	
8. TOTAL CONCENTRATES	424.4	408.4	445.5	
9. FORAGES	2.7	2.4	2.8	
10. FEED COST				
11. CONCENTRATES & FORAGES	12.65	11.98	13.63	
12. PASTURE	.01			
13. TOTAL FEED COSTS	\$ 12.66	\$ 11.98	\$ 13.63	
14. RETURN OVER FEED COST	3.70	7.66	\$ (-.24)	
15. SUPPLEMENTAL COSTS				
16. MISC. LIVESTOCK EXPENSE	.27	.31	.24	
17. VETERINARY EXPENSE	.27	.32	.19	
18. CUSTOM WORK	.26	.25	.13	
19. TOTAL SUPPLEMENTAL COSTS	\$.80	\$.88	\$.56	
20. RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 2.90	\$ 6.78	\$ (-.80)	
* * * * *				
21. SUPPLEMENTARY MANAGEMENT INFORMATION				
22. RETURN FOR \$100 FEED FED	\$ 129.23	163.95	\$ 98.24	
23. PRICE RECEIVED PER CWT.	\$ 21.50	23.10	\$ 20.52	
24. NUMBER OF LITTERS FARROWED	43	43	36	
25. NO. PIGS BORN PER LITTER	9.0	9.0	8.5	
26. NO. PIGS WEANED PER LITTER	7.2	7.6	6.9	
27. PCT.DEATH LOSS	12.9	11.2	10.4	
28. AVG.WEIGHT OF HOGS SOLD	235.5	226.8	238.3	
29. PRICE PER CWT. CONC. FED	\$ 2.98	2.93	\$ 3.05	
30. LBS.OF PORK PURCHASED	3771	1975	6562	

*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* - 1970

	AVERAGE	HIGH	LOW
1. AVERAGE NO. PIGS ON HAND	134.9	71.6	157.7
2. LBS. OF HOGS PRODUCED	61261	32504	68657
	PER CWT.	PER CWT.	PER CWT.
3. TOTAL VALUE PRODUCED	12.62	14.66	11.87
4. LBS. OF FEED FED			
5. CORN	335.5	311.3	351.3
6. SMALL GRAIN	20.1	19.6	26.0
7. PROTEIN, SALT & MINERAL	54.9	53.7	52.4
8. COMPLETE RATION	5.6	.5	14.3
9. TOTAL CONCENTRATES	416.1	385.1	444.0
10. FORAGES	.2		.5
11. FEED COST			
12. CONCENTRATES & FORAGES	12.40	11.20	13.31
13. PASTURE			.01
14. TOTAL FEED COSTS	12.40	11.20	13.32
15. RETURN OVER FEED COST	.22	3.46	(-1.45)
16. SUPPLEMENTAL COSTS			
17. MISC. LIVESTOCK EXPENSE	.15	.14	.14
18. VETERINARY EXPENSE	.15	.19	.12
19. CUSTOM WORK	.23	.36	.18
20. TOTAL SUPPLEMENTAL COSTS	.53	.69	.44
21. RET.OVER FEED & SUPP.COSTS	(-.31)	2.77	(-1.89)
	* * * * *		
22. SUPPLEMENTARY MANAGEMENT INF.			
23. RETURN FOR \$100 FEED FED	\$ 101.82	\$ 130.91	\$ 89.12
24. PRICE RECEIVED PER CWT.	\$ 22.69	\$ 24.03	\$ 22.29
25. AVERAGE WEIGHT PIGS SOLD	222.8	224.8	224.1
26. AVERAGE PRICE PD.PER PIG BOT.	22.41	24.32	22.61
27. AVERAGE WEIGHT PER PIG BOT.	43.3	51.3	45.4
28. NO. PIGS PURCHASED	340	173	397
29. LBS.PORK PURCHASED	14715	8883	18008
30. PER CENT DEATH LOSS	3.0	1.9	3.7
31. PRICE PER CWT. CONC. FED	\$ 2.98	\$ 2.91	\$ 3.00

*FARMS INCLUDED IN TABLE 11B PURCHASED ALL HOGS FED. NONE OF THESE FARMS MAINTAINED BREEDING HERDS. ONLY THOSE FARMS PRODUCING OVER 5,000 LBS. OF PORK WERE INCLUDED IN THE AVERAGES.

TABLE 12 - COSTS AND RETURNS FROM DAIRY COWS - 1970

	AVERAGE	HIGH	LOW
1. AVERAGE NUMBER OF COWS	29.1 PER COW	38.9 PER COW	20.1 PER COW
2. LBS. OF MILK	11617	12453	9890
3. LBS. OF BUTTERFAT	401.2	433.8	344.5
4. PER CENT BUTTERFAT IN MILK	3.5	3.5	3.5
5. VALUE OF PRODUCE			
6. DAIRY PRODUCTS SOLD	552.20	613.47	443.08
7. DAIRY PRODUCTS USED IN HOME	4.16	3.78	4.88
8. MILK FED TO LIVESTOCK	10.10	11.08	10.50
9. NET INCS. IN VALUE OF COWS	(-.31)	3.65	(-7.41)
10. TOTAL VALUE PRODUCED	566.15	631.98	451.05
11. LBS. OF FEED FED			
12. CORN	4401.9	3909.6	5579.4
13. SMALL GRAIN & COMP. DAIRY RATION	774.6	631.6	923.6
14. PROTEIN, SALT & MINERAL	620.4	656.6	484.5
15. TOTAL CONCENTRATES	5796.9	5197.8	6987.5
16. LEGUME HAY	5387.8	5069.0	5726.0
17. OTHER HAY & DRY ROUGHAGE	708.4	51.4	
18. SILAGE	12360.5	13715.6	10122.5
19. FEED COSTS			
20. CONCENTRATES	143.06	125.45	163.83
21. ROUGHAGES	108.35	107.46	99.00
22. PASTURE	4.81	4.99	6.67
23. TOTAL FEED COSTS	256.22	237.90	269.50
24. RETURN OVER FEED COST	309.93	394.08	181.55
25. SUPPLEMENTAL COSTS			
26. MISCELLANEOUS LIVESTOCK EXP.	22.16	26.86	12.49
27. VETERINARY EXPENSE	11.20	12.80	5.77
28. CUSTOM WORK	31.37	35.37	23.88
29. TOTAL SUPPLEMENTAL COSTS	64.73	75.03	42.14
30. RETURN OVER FEED & SUPPL. COSTS	245.20	319.05	139.41
* * * * *			
31. SUPPLEMENTARY MANAGEMENT INFORMATION			
32. RETURN FOR \$100 FEED FED \$	220.96	\$ 265.66	\$ 167.36
33. FEED COST PER CWT. MILK	2.21	1.91	2.72
34. FEED COST PER LBS. BUTTERFAT \$.639	\$.548	\$.782
35. LBS. MILK PER LB. OF CONCENTRATE	2.004	\$ 2.396	\$ 1.415
36. AVG. PRICE PER CWT. MILK SOLD \$	4.88	\$ 5.06	\$ 4.62
37. AVG. PRICE PER LB. BUTTERFAT \$	1.41	\$ 1.45	\$ 1.32

TABLE 13 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE-1970

	AVERAGE	HIGH	LOW
1. NUMBER OF HEAD	39.5	30.4	47.4
	PER HEAD	PER HEAD	PER HEAD
2. NET INC. IN VALUE	132.58	165.20	108.86
3. LBS. OF FEED FED			
4. CONCENTRATES	1638.1	1254.5	1863.8
5. HAY AND ROUGHAGE	2017.5	1877.2	2190.6
6. SILAGE	3894.4	3914.5	4071.7
7. MILK	159.6	145.9	180.2
8. FEED COST			
9. CONCENTRATES	40.96	30.72	44.60
10. ROUGHAGES	36.73	35.13	39.62
11. MILK	8.10	7.66	8.61
12. PASTURE	3.04	2.30	2.91
13. TOTAL FEED COSTS	88.83	75.81	95.74
14. RETURN OVER FEED COST	43.75	89.39	13.12
15. SUPPLEMENTAL COSTS			
16. MISC. LIVESTOCK EXPENSE	.81	1.74	.65
17. VETERINARY EXPENSE	1.27	1.15	.86
18. CUSTOM WORK	.76	.26	.86
19. TOTAL SUPPLEMENTAL COSTS	2.84	3.15	2.37
20. RETURN OVER FEED & SUPPL.COSTS	40.91	86.24	10.75
* * * * *			
21. SUPPLEMENTARY MGMT. INFORMATION			
22. RETURN FOR \$100 FEED FED	\$ 149.24	\$ 217.87	\$ 113.71
23. PER CENT DEATH LOSS	12.2	7.3	14.6

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 - 1970

	AVERAGE	HIGH	LOW
1. AVERAGE NUMBER OF COWS	29.1	38.9	23.5
	PER COW	PER COW	PER COW
2. VALUE OF DAIRY PRODUCTS	\$ 566.43	\$ 628.46	\$ 481.53
3. NET.INC.IN VALUE	\$ 166.74	\$ 189.13	\$ 135.40
4. TOTAL VALUE PRODUCED	733.17	817.59	616.93
5. LBS. OF FEED FED			
6. CONCENTRATES	7855.1	7292.8	8604.5
7. HAY & DRY ROUGHAGE	8626.2	7455.8	10360.7
8. SILAGE	17124.8	21044.1	14294.6
9. FEED COST			
10. CONCENTRATES	204.12	192.75	220.04
11. ROUGHAGE	153.95	161.54	151.02
12. PASTURE COSTS	8.56	8.23	8.09
13. TOTAL FEED COSTS	\$ 366.63	\$ 362.52	\$ 379.15
14. RETURN OVER FEED COST	366.54	455.07	237.78
15. SUPPLEMENTAL COSTS			
16. MISC. LIVESTOCK EXP.	23.23	30.33	15.49
17. VETERINARY EXPENSE	12.75	16.92	9.91
18. CUSTOM WORK	32.30	36.79	26.04
19. TOTAL SUPPLEMENTAL COSTS	\$ 68.28	\$ 84.04	\$ 51.44
20. RETURN OVER FEED & SUPPL.COSTS	\$ 298.26	\$ 371.03	\$ 186.34
* * * * *			
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. RETURN FOR \$100 FEED FED	\$ 199.97	\$ 225.53	\$ 162.72

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 - 1970

	AVERAGE	HIGH	LOW
1. AVERAGE NO. BEEF COWS	45.2	46.9	35.5
2. AVERAGE NO. OF OTHER BEEF & BULLS	26.2	36.3	13.0
3. LBS. OF BEEF PRODUCED	20621	31829	9790
4. NET INCREASE IN VALUE	\$ 129.71	PER COW 186.57	PER COW \$ 75.04
5. LBS OF FEED FED			
6. GRAIN	135.7	206.8	43.1
7. PROTEIN, SALT & MINERAL	68.9	99.7	46.4
8. LEGUME HAY	2686.8	2694.7	3246.6
9. OTHER HAY & DRY ROUGHAGE	20.1	58.1	
10. SILAGE	5448.2	7143.5	3034.3
11. FEED COST			
12. CONCENTRATES	7.41	11.51	3.66
13. ROUGHAGES	40.97	45.76	40.14
14. PASTURE	\$ 15.49	14.20	17.61
15. TOTAL FEED COSTS	\$ 63.87	71.47	\$ 61.41
16. RETURN OVER FEED COST	\$ 65.84	115.10	\$ 13.63
17. SUPPLEMENTAL COSTS			
18. MISC. LIVESTOCK EXP.	2.61	2.67	4.73
19. VETERINARY EXPENSE	2.61	3.43	2.28
20. CUSTOM WORK	1.99	4.50	.99
21. TOTAL SUPPLEMENTAL COSTS	\$ 7.21	10.60	8.00
22. RET. OVER FEED & SUPPLE. COSTS	\$ 58.63	104.50	5.63
* * * * *			
23. SUPPLEMENTARY MANAGEMENT INFORMATION			
24. RETURN FOR \$100 FEED FED	\$ 203.08	\$ 261.04	\$ 122.20
25. PRICE PER CWT. SOLD	\$ 28.56	\$ 30.11	\$ 22.92
26. AVG. WEIGHT PER HEAD SOLD	887	1133	916
27. PERCENT DEATH LOSS	2.8	2.4	2.6
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 - 1970

	AVERAGE	HIGH	LOW
1. AVG. NUMBER OF BEEF FEEDERS	110.5	101.1	83.1
2. LBS. OF BEEF PRODUCED	72405	66458	51468
3. NET INC. IN VALUE OF ANIMALS \$	PER CWT 23.31 \$	PER CWT 26.46	PER CWT 19.89
4. LBS. OF FEED FED			
5. GRAIN	618.2	510.8	682.6
6. PROTEIN, SALT & MINERAL	44.3	54.5	31.6
7. LEGUME HAY	203.7	161.4	223.6
8. OTHER HAY & DRY ROUGHAGE	11.1	1.7	32.4
9. SILAGE	803.1	814.9	927.7
10. FEED COST			
11. CONCENTRATES	14.69	13.08	15.75
12. ROUGHAGES	4.58	4.66	5.59
13. PASTURE	.07	.05	.12
14. TOTAL FEED COSTS \$	19.34 \$	17.79	21.46
15. RETURN OVER FEED COST	3.97	8.67	(-1.57)
16. SUPPLEMENTAL COSTS			
17. MISC. LIVESTOCK EXP.	.19	.17	.21
18. VETERINARY EXPENSE	.33	.43	.25
19. CUSTOM WORK	.62	.61	.67
20. TOTAL SUPPLEMENTAL COSTS	1.14	1.21	1.13
21. RETURN OVER FEED & SUPP. COSTS	2.83	7.46	(-2.70)
* * * * *			
22. SUPPLEMENTARY MANAGEMENT INFORMATION			
23. RETURN FOR \$100 FEED FED \$	120.55 \$	148.71 \$	92.67 \$
24. PRICE PER CWT. SOLD \$	28.47 \$	28.95 \$	27.87 \$
25. AVG. WEIGHT PER HEAD SOLD	1015.8	995.5	1013.7
26. PRICE PER CWT. BOUGHT	32.57 \$	31.92 \$	33.86 \$
27. AVG. WEIGHT PER HEAD BOT	561.3	532.3	554.9
28. NUMBER OF HEAD BOUGHT	135	133	93
29. PERCENT DEATH LOSS	.8	.8	1.1

FARMS PRODUCING MORE THAN 5,000 LBS. 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 - 1970

		AVERAGE 30 FARMS
1.	AVERAGE NUMBER OF EWES	55.0
2.	LBS. LAMB AND MUTTON PRODUCED	3663
3.	LBS OF WOOL PRODUCED	577
4.	VALUE OF PRODUCE	
5.	WOOL	5.62
6.	NET INCREASE IN VALUE OF ANIMALS	22.38
7.	TOTAL VALUE PRODUCED	\$ 28.00
8.	LBS. OF FEED FED	
9.	GRAIN	373.3
10.	PROTEIN, SALT AND MINERAL	43.9
11.	LEGUME HAY	1715.4
12.	OTHER HAY AND DRY ROUGHAGE	.1
13.	SILAGE	558.6
14.	FEED COST	
15.	CONCENTRATE	10.89
16.	ROUGHAGES	10.42
17.	PASTURE	2.18
18.	TOTAL FEED COSTS	\$ 23.49
19.	RETURN OVER FEED COST	\$ 4.51
20.	SUPPLEMENTAL COSTS	
21.	MISCELLANEOUS LIVESTOCK EXPENSE	1.24
22.	VETERINARY EXPENSE	.44
23.	CUSTOM WORK	.55
24.	TOTAL SUPPLEMENTAL COSTS	\$ 2.23
25.	RETURN OVER FEED & SUPPLEMENTAL CARE	\$ 2.28
* * * * *		
26.	SUPPLEMENTARY MANAGEMENT INFORMATION	
27.	RETURN FOR \$100 FEED FED	\$ 119.20
28.	PRICE PER CWT. LAMB & MUTTON SOLD	\$ 26.61
29.	LBS. OF WOOL PER SHEEP SHEARED	16.0
30.	NUMBER OF EWES KEPT FOR LAMBING	49
31.	PERCENT LAMB CROP	131
32.	PERCENT DEATH LOSS	12.3

TABLE 16A INCLUDES THOSE FARMS WITH TEN OR MORE EWES IN THE SHEEP FLOCK.

TABLE 16B - COSTS AND RETURNS FROM FEEDER LAMBS - 1970

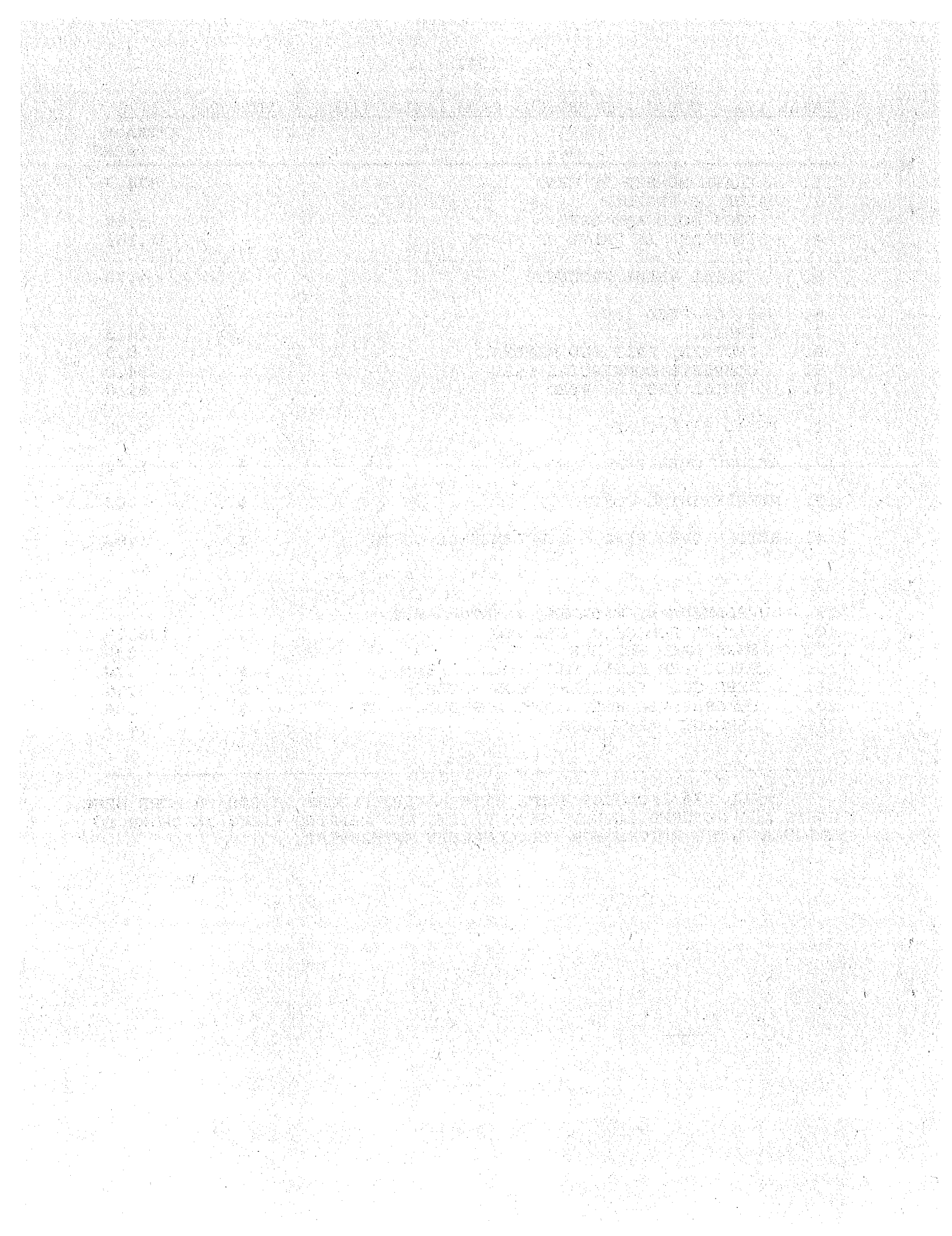
		AVERAGE 11 FARMS
1.	AVERAGE NUMBER OF LAMBS	315.2
2.	LBS. OF LAMB PRODUCED	37790
3.	LBS. OF WOOL PRODUCED	1922
4.	VALUE OF PRODUCE	
5.	WOOL	2.03
6.	NET INCREASE IN VALUE	20.31
7.	TOTAL VALUE PRODUCED	22.34
8.	LBS. OF FEED FED	
9.	GRAIN	680.7
10.	PROTEIN, SALT AND MINERAL	71.3
11.	LEGUME HAY	349.9
12.	OTHER HAY AND DRY ROUGHAGE	
13.	SILAGE	
14.	FEED COST	
15.	CONCENTRATES	17.17
16.	ROUGHAGES	3.67
17.	PASTURE	.01
18.	TOTAL FEED COSTS	\$ 20.85
19.	RETURN OVER FEED COST	\$ 1.49
20.	SUPPLEMENTAL COSTS	
21.	MISCELLANEOUS LIVESTOCK EXPENSE	.76
22.	VETERINARY EXPENSE	.63
23.	CUSTOM WORK	1.59
24.	TOTAL SUPPLEMENTAL COSTS	\$ 2.98
25.	RETURN OVER FEED & SUPPLEMENTAL COSTS	(-1.49)
* * * * *		
26.	SUPPLEMENTARY MANAGEMENT INFORMATION	
27.	RETURN FOR \$100 FEED FED	\$ 107.15
28.	PRICE PER CWT. SOLD	\$ 26.23
29.	LBS. OF WOOL PER SHEEP SHEARED	
30.	AVERAGE WEIGHT OF LAMBS SOLD	111.4
31.	PRICE PER CWT. BOUGHT	\$ 27.06
32.	AVG. WEIGHT OF LAMBS BOUGHT	80.8
33.	PERCENT DEATH LOSS	3.3

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 - 1970

		AVERAGE 13 FARMS
1.	AVERAGE NUMBER OF HENS	974.7
2.	VALUE OF PRODUCE	
3.	EGGS SOLD AND USED	5.94
4.	INCREASE IN VALUE OF FLOCK	(-1.16)
5.	TOTAL VALUE PRODUCED	\$ 4.78
6.	LBS. OF FEED FED	
7.	GRAIN	26.5
8.	PROTEIN, SALT AND MINERAL	9.3
9.	COMPLETE COMMERCIAL FEED	54.0
10.	TOTAL LBS. OF FEED	89.8
11.	TOTAL FEED COST	3.06
12.	RETURN OVER FEED COST	\$ 1.72
13.	SUPPLEMENTAL COSTS	\$.03
14.	RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 1.69
* * * * *		
15.	SUPPLEMENTARY MANAGEMENT INFORMATION	
16.	RETURN FOR \$100 FEED FED	\$ 156.19
17.	EGGS LAID PER HEN	236
18.	PRICE PER DOZEN EGGS SOLD - CENTS	\$.30
19.	FEED COST PER DOZEN EGGS - CENTS	\$.16
20.	RETURN OVER FEED COSTS PER DOZ. - CTS.	\$.08
21.	PERCENT DEATH LOSS	4.7

TABLE 17A INCLUDES FARMS WITH LAYING FLOCKS OF 300 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 FEEDSGrain

Corn	\$ 1.12 Per Bu.
Oats	.60 Per Bu.
Barley	.95 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	2.00 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.

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
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 or 50 hens.

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