

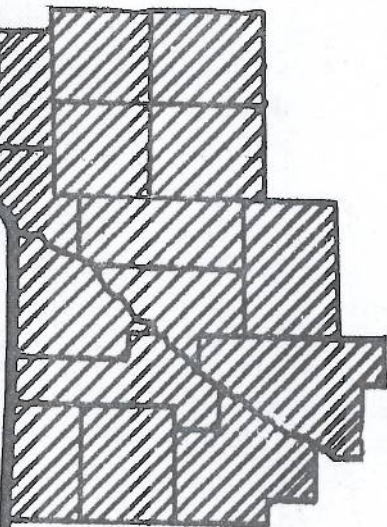
1970

annual report

West Central Minnesota Farm Management Service

COOPERATING AGENCIES

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



APRIL, 1971

1970 Report of the West Central Farm Management
Analysis Program fro 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 Mr. Paul M. Day and Mr. Robert Van Tries of the State Department of Education and Dr. R. Paul Marvin 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 1410 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 operator's 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 1970 records submitted:

School	No. of Records	Instructor
Alexandria	15	B. Sonstegard
Alexandria	20	T. Kusmak
Appleton	1	N. Brakken
Balaton	4	Ron Van Nурden
Buffalo Lake	2	K. Anderson
Canby	1	D. Shippy
Echo	1	J. Blissenbach
Evansville	25	D. Letho
Franklin	6	R. E. Krcil
Hector	4	D. Hosenek
Hendricks	5	B. Wosje
Hoffman	6	T. Larson
Montevideo	21	M. Warner
Olivia	5	K. Olson
Parkers Prairie	21	C. Davis
Renville	21	M. Wacholz
Willmar	38	D. Schodean
Willmar	29	F. Boeder
Willmar	5	W. Ruf
Willmar	1	J. Thell
Wheaton	6	W. Wentland
Total	237	

The Data for 165 farms are shown in 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. 165 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 - 1970

Item	Average 165 Farms
1 Size of Farm-Total Acres	391.5
2 -Tillable Acres	313.1
3 Work Units-Crops	136.19
4 -Livestock	206.84
5 -Other	22.25
6 Total Size of Business in Work Units	365.28
7 Number of Workers	1.4
7A Farm Capital Investment Per Worker	75594

Item	Average 165 Farms	
	Jan. 1	Dec. 31
<u>Productive Livestock</u>		
9 Dairy Cows	4123	4530
10 Other Dairy Cattle	2252	2522
11 Beef Breeding Cattle	864	996
12 Beef Feeder Cattle	4547	4137
13 Hogs	2221	1539
14 Sheep (Inc. Feeders)	37	59
15 Poultry (Incl. Turkeys)	158	176
16 Other Productive Livestock	9	9
17 Total Productive Livestock \$	14211	\$ 13968
18 Crop, Seed and Feed	8686	10499
<u>Power, Machinery and Equipment</u>		
20 Auto and Truck (Farm Share)	1637	1722
21 Power and Machinery	11255	12124
22 Livestock Equipment	2164	2295
23 Total Power, Machinery & Equip	15066	16141
24 Land	44803	46948
25 Buildings-Fences-Etc.	13121	14522
26 Total Farm Capital	\$95887	\$102077

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 \$10,000 to a high of \$220,000.

(continued page 4)

Table 1B - FARM INVENTORIES -1970

Item	33 Most Profitable	33 Least Profitable		
1 Size of Farm-Total Acres	499.1	326.7		
2 -Tillable Acres	434.8	250.0		
3 Work Units-Crops	176.44	109.53		
4 -Livestock	232.43	156.59		
5 -Other	33.50	12.60		
6 Total Size of Business in Work Units	442.37	278.72		
7 Number of Workers	1.4	1.6		

Item	Jan. 1	Dec. 31	Jan. 1	Dec. 31
8 Productive Livestock				
9 Dairy Cows	3702	3884	4001	4233
10 Other Dairy Cattle	1668	2083	1679	1816
11 Beef Breeding Cattle	504	691	723	569
12 Beef Feeder Cattle	6627	5595	5500	3828
13 Hogs	2358	1389	1710	1013
14 Sheep (Incl. Feeders)	101	160	61	112
15 Poultry (Inc. Turkeys)	651	740	15	21
16 Other Productive Livestock				
17 Total Productive Livestock	\$15611	\$14542	\$13689	\$11592
18 Crop, Seed and Feed	12518	17022	6674	7356
19 Power, Machinery and Equipment				
20 Auto and Truck (Farm Share)	2053	2382	1590	1581
21 Power and Machinery	13394	15128	9665	10136
22 Livestock Equipment	2320	2187	1528	1594
23 Total Power, Mach. & Equip.	17767	19697	12783	13311
24 Land	58390	62209	44143	45845
25 Buildings-Fences Etc.	15763	18278	11432	12404
26 Total Farm Capital	\$120049	\$131748	\$88721	\$90508

(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 107 total work units to a high of 2213 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 - 1970

Item	Average of 165 Farms	33 Most Profitable Farms	33 Least Profitable Farms
1 Sale of Livestock and Livestock Products			
2 Dairy Cows	1013	1017	787
3 Dairy Products	8265	7447	6414
4 Other Dairy Cattle	963	740	662
5 Beef Breeding Cattle	404	234	398
6 Beef Feeder Cattle	9902	21581	8557
7A Hogs Complete	3265	2810	1205
7B Hogs Finishing	1278	2242	2993
7C Hogs Producing Weaning Pigs	550	395	399
8A Sheep and Wool, Farm Flock	49	150	82
8B Sheep and Wool, Feeder Lambs			
9 Chickens (Inc. Hens & Broilers)	88	170	3
10 Turkeys			
11 Eggs	1251	3638	44
12 Other Productive Livestock			
12A Total Sales of Productive Livestock	\$27058	\$10426	\$21544
13 Sale of Crops			
14 Corn	3823	6822	2953
15 Soybeans, Flax, Sunflowers	3038	5915	1318
16 Wheat, Oats, Barley, Rye	1535	3015	1461
17 Potatoes, Sugar Beets, Canning A Other Crops A - B	302	507	124
18 Hay, Silage and Other Crops	120	168	52
19 Diverted Acre Payment	1760	2625	1108
19A Total Sales From Crops	\$10578	\$19052	\$7016
20 Capital Assets Sold	299	673	45
21 Gas Tax Refund	132	143	121
22 Income From Work Off the Farm	757	1245	467
23 Patronage Refunds	346	610	221
24 Miscellaneous Farm Income	369	1055	111
25 Total Farm Sales	\$39539	\$63204	\$29528
26 Increase in Farm Capital	6190	11698	1785
27 Family Living From the Farm	334	315	311
28 Total Farm Receipts	\$46063	\$75217	\$31624
(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 6E. Tables 2A, 2B, 6A, and 6E 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 - 1970

Item	Average of 165 Farms	33 Most Profitable Farms	33 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	336	195	652
3 Other Dairy Cattle	178	60	106
4 Beef Breeding Cattle	164	191	
5 Beef Feeder Cattle	5181	10988	3963
6A Hogs Complete	278	308	162
6B Hogs Finishing	489	799	1157
6C Hogs Producing Weaning Pigs	46	8	83
7A Sheep, Farm Flock	19	75	21
7 B Sheep, Feeder Lambs			
8 Chickens (Incl. Hens & Broilers)	282	1054	7
9 Turkeys			
10 Other Productive Livestock			
11 Miscellaneous Livestock Exp.	724	715	605
12 Feed Bought	4472	6161	3535
13 Fertilizer	1904	2765	1750
14 Chemicals	631	942	354
15 Other Crop Expense	1149	1684	976
16 Custom Work Hired	1014	1196	1077
17 Rep. & Upkeep of Lvstk, Equip.	177	196	135
18 Rep. & Upkeep of Farm Real Est.	344	492	285
19 Gas, Oil, Grease Bought F.S.	1212	1490	1086
20 Rep. & Op. Mach. Trac. Trk, Auto F. S.	1544	1914	1358
21 Wages of Hired Labor	637	705	427
22 Pers. Prop. & Real Est. Taxes	787	933	725
23 General Farm Expense	494	583	510
24 Telephone Expense (F. S.)	98	114	86
25 Electricity Expense (F. S.)	329	346	295
26 Total Cash Oper. Exp.	\$22562	\$33914	\$19355
27 Pow. Crop & Gen. Mach. Bot. F.S.	4018	6142	2989
28 Livestock Equip. Bought	457	162	290
29 New Real Est. & Improvements	4986	7380	3663
30 Total Farm Purchases (26) Thru (29)	\$32023	\$47598	\$26297
31 Decrease in Farm Capital			
32 Interest on Farm Capital	5938	7554	5376
33 Unpaid Family Labor	358	247	387
34 Labor Charge Part. & Oth. Op.	367	564	464
35 Board Furnished Hired Labor	63	95	78
36 Total Farm Exp. (30) Thru (35)	\$38749	\$56059	\$32602
37 Labor Earn. (Whole Farm) (2A/2B) - (36)	\$7314	\$19158	\$(-978)
38 Number of Operators	1	1	1

TABLE 3 - ENTERPRISE STATEMENTS - 1970

Item	Average of 165 Farms	33 Most Profitable Farms	33 Least Profitable Farms
<u>1 RETURNS AND NET INCREASES</u>			
2 Productive Livestock			
3 Dairy Cattle	\$8310	\$7567	\$6227
4 Other Dairy Cattle	2591	2368	1861
5 Beef Breeding Cattle	528	311	255
6 Feeder Cattle	4041	9397	2668
7 Complete Hog Enterprise	2681	2211	922
8 Hog Finishing Enterprise	545	888	1263
9 Producing Weaning Pigs	417	294	344
10 Farm Flock of Sheep	52	134	112
11 Feeder Lambs			
12 Chickens(Inc. Hens & Broil.)	807	2866	51
13 Turkeys			
14 Other Productive Livestock			
15 All Productive Livestock	\$20177	\$26036	\$13703
16 Value of Feed Fed to Live.	11469	14489	9067
17 Return Over Feed From Live.	8708	11547	4636
18 Crop, Seed and Feed	15625	26448	10052
19 Income From Labor Off Farm	445	670	252
20 Cooperative Patronage Ref.	346	610	221
21 Miscellaneous Farm Income	369	1055	114
22 Tot. Returns & Net Inc.	\$25493	\$40330	\$15275
<u>23 EXPENSE AND NET DECREASES</u>			
24 Truck & Auto (Farm Share)	1428	1805	1337
25 Tractors and Crop Machinery	4387	5371	3871
26 Electricity	329	346	295
27 Livestock Equipment	534	504	419
28 Buildings, Fences & Tiling	1379	1561	1183
29 Bare Land	311	(-328)	91
30 Misc. Livestock Expense	724	715	605
31 Labor	1403	1450	1291
32 Labor Charge for Other Opers.	367	564	464
33 Property Tax	787	933	725
34 General Farm Exp. & Tele.	592	697	596
35 Interest on Farm Capital	5938	7554	5376
36 Total Exp. & Net Decreases	\$18179	\$21172	\$16253
37 Labor Earnings	\$7314	\$19158	\$(-978)
38 Number of Farm Operators	1	1	1

TABLE 4 - HOUSEHOLD EXPENSES -1970

Item	Average of 96 Farms	20 Most Profitable Farms	20 Least Profitable Farms
1 Number of Persons-Family	5	5	4
2 Number of Adult Equivalent - Family	3.5	3.4	3.2
3 Church & Welfare	\$235	\$449	\$137
4 Medical Care & Health Ins	645	593	626
5 Food & Meals Bought	1129	1183	1084
6 Operating Exp. & Supplies	358	348	330
7 Furnishings & Equipment	368	466	472
8 Clothing & Clothing Materials	380	415	353
9 Pers. Care, Pers. Spending	117	97	116
10 Education	120	188	109
11 Recreation	141	171	127
12 Gifts & Special Events	157	217	147
13 Pers. Share Truck & Auto Exp.	233	208	306
14 Oper. Share Upkeep on Dwelling	87	147	99
15 Pers. Share Tel. & Elect. Exp.	138	137	116
16 Total Cash Living Expense	\$4108	\$4619	\$ 4022
17 Pers. Share New Truck & Auto	105	192	72
18 New Dwelling Bought	363	929	124
19 Taxes and Other Deductions	636	1596	157
20 Life Ins. & Oth. Sav. & Inv.	724	1053	495
21 Total Household & Pers. (16)- (20)	\$5936	\$8389	\$4870
22 Total Fam. Liv. From Farm (33)	336	377	214
23 Total Cash & Non-Cash Exp. (21)-(22)	\$6272	\$8766	\$5084
24 FAMILY LIVING FROM THE FARM -AVERAGE			
25	Amount	\$Opp. Share	
26 Milk & Cream	628	58	
27 Beef	870	220	
28 Pork	191	39	
29 Lamb	1		
30 Poultry	15	7	
31 Eggs	28	8	
32 Veg, Fruit, Spuds, and Fuel, Other		5	
33 Total Family Living From the Farm		\$ 337	

TABLE 5A - NET WORTH STATEMENT - OPERATOR - 1970

Item	Average of 165 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	\$13362	\$13228
2 Crop, Seed and Feed	8353	10244
3 Total Power, Machinery and Equipment	14748	15758
4 Land	27628	30193
5 Buildings, Fences, Etc.	12273	13637
6 Total Farm Capital	76364	83060
7 Non-Farm Assets	6313	7303
8 Dwelling	3383	3546
9 Total Assets	\$86060	\$93909
10 Real Estate Mortgages	19814	21100
11 Chattel Mortgages	10842	12159
12 Notes	4209	4622
13 Accounts Payable	992	1087
14 Total Liabilities	\$35857	\$38968
15 Farmers Net Worth	\$50203	\$54941
16 Gain or (Loss) in Net Worth		\$ 4738
17 Supplementary Management Information		
18 Operators Labor Earnings (6B/39)	6345	
19 Return to Capital and Family Labor (6B/40)	9275	
20 Non-Farm Income		
21 Outside Investment Income	78	
22 Other Personal Income & Income Tax Refund	945	
23 Total Non-Farm Income	\$ 1023	
24 Total Money Borrowed	17452	
25 Total Paid on Debt (Principal)	14235	
26 Total Hshld. & Pers. Cash Exp. (4/23)	4208	
27 Ratio Tot. Farm Exp. to Tot. Farm Rec.	864	
28 Ratio Tot. Assets to Tot. Liab.	Jan 2.400	Dec 2.410
29 Ratio Non-Real Est. Assets		
Non-Real Est. Liab.	2.67	2.60
30 Ratio Real Est. Assets to Real Est. Liab.	2.18	2.25
31 Ratio Net Worth to Total Liab.	1.40	1.41
32*Ratio Cash Op. Exp. to Adj. Tot. Farm Sales		.70
*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	33 Most Profitable FARMS		33 LEAST PROFITABLE FARMS	
	Jan. 1	Dec. 1	Jan. 1	Dec. 31
1 Total Prod. Lstck.	\$14437	14424	\$14857	\$13655
2 Crop, Seed & Feed	11444	17163	6777	7413
3 Tot. Power, Mach.&Eq.	18416	20927	15121	16027
4 Land	35354	37523	27404	31529
5 Building, Fences, Etc.	16063	17909	11280	12093
6 Total Farm Capital	95714	107946	75439	80717
7 Non-Farm Assets	9517	10977	6220	7766
8 Dwelling	3060	3549	3110	3099
9 Total Assets	\$108291	122472	84769	91582
10 Real Estate Mortgages	21292	21504	20221	24261
11 Chattel Mortgages	11723	12273	13203	15493
12 Notes	3459	4621	4530	5611
13 Accounts Payable	1140	1275	875	997
14 Total Liabilities	\$37614	39673	38829	46362
15 Farmers Net Worth	\$70677	\$82799	\$45940	\$45220
16 Gain or (Loss) In Net Worth		12122		(-720)
17 Supplementary Management Information				
18 Op. Labor Earn. (68/39)	15999		(-1225)	
19 Ret. Cap. & Fam. Lab. (68/40)	19984		1157	
20 Non-Farm Income				
21 Outside Inv. Inc.	165		35	
22 O. Pers. Inc. & Inc. Tax	1790		1225	
23 Tot. Non-Farm Income	1955		1260	
24 Tot. Money Borrowed	18591		23998	
25 Tot. Paid on Debt (Pr)	16791		15288	
26 Tot. Hsh. & P. C. Exp. (4/23)	6377		3303	
27 Ra. T. P. Exp. to T. P. Rec.	.781		1.031	
28 Ra. T. Assets to T. Liab.	Jan. 2.879	Dec. 3.087	Jan. 2.183	Dec. 1.975
29 Ratio Non-Real Est Ass				
Non-Real Est Liab	3.30	3.49	2.31	2.03
30 Ra. R. E. Ass. - R. E. Liab	2.56	2.74	2.07	1.93
31 Ra. Net W. to Tot. Liab.	1.88	2.09	2.13	.98
32 *Ratio Cash Op. Exp. to Adj. Total Farm Sales		.68		.83

*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 165 Farms	33 Most Profitable	33 Least Profitable
1 Sale of Livestock & Livestock Products			
2 Dairy Cows	\$ 934	\$1083	\$ 647
3 Dairy Products	7957	9159	4114
4 Other Dairy Cattle	884	1116	541
5 Beef Breeding Cattle	349	209	509
6 Beef Feeder Cattle	9858	21111	11598
7A Hogs Complete	3205	1854	2487
7B Hogs Finishing	1265	2794	2021
7C Hogs Producing Weaning Pigs	449	474	218
8A Sheep & Wool, Farm Flock	33	76	82
8B Sheep & Wool, Feeder Lambs			
9 Chickens (Hens & Broilers)	87	151	76
10 Turkeys			
11 Eggs	1236	3524	44
12 Other Productive Livestock			
12A Total Sales of Productive Livestock	\$25257	\$41551	\$22337
13 Sales of Crops			
14 Corn	2933	3908	2525
15 Soybeans, Flax, Sunflowers	2642	4415	2466
16 Wheat, Oats, Barley, Rye	1315	1537	1247
17 Potatoes, Sugar Beets, Canning & Ot. Crops			
A & B	275	340	
18 Hay, Silage & Other Crops	68	126	43
19 Diverted Acre Payment	1561	2149	1562
19A Total Sales From Crops	\$8794	\$12475	\$7843
20 Capital Assets Sold	298	545	98
21 Gas Tax Refund	130	156	128
22 Income From Work Off Farm	751	624	677
23 Patronage Refunds	341	601	182
24 Miscellaneous Farm Income	351	662	211
25 Total Farm Sales	\$36922	\$56614	\$31476
26 Increase in Farm Capital	6606	11439	5276
27 Family Living From Farm	330	357	267
28 Total Farm Receipts (25)-(26)-(27)	43858	68410	37019
29 Adj. Total Farm Sales (25) - (20)	36624	56069	31378
30 Total Cash Farm Oper. Expense	25340	36857	25944
31 Net Cash Operating Income	11284	19212	5434

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES

Item	Average of 165 Farms	33 Most Profitable Farms	33 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	\$ 333	\$ 406	\$ 675
3 Other Dairy Cows	146	19	255
4 Beef Breeding Cattle	161	183	87
5 Beef Feeder Cattle	5179	11208	6386
6A Hogs Complete	277	360	62
6B Hogs Finishing	489	1016	826
6C Hogs Producing Weaning Pigs	45	8	113
7A Sheep, Farm Flock	11	34	21
7B Sheep, Feeder Lambs			
8 Chickens	280	1027	7
9 Turkeys	73		
10 Other Productive Livestock			
11 Miscellaneous Livestock Expense	695	757	498
12 Feed Bought	4382	5537	4277
13 Fertilizer	1788	2403	1755
14 Chemicals	592	932	496
15 Other Crop Expense	1095	1283	1056
16 Custom Work Hired	983	1141	829
17 Repair & Upkeep Livestock Equip.	170	229	92
18 Repair & Upkeep Farm Real Estate	333	436	321
19 Gas, Oil, Grease Bought (FS)	1185	1242	1106
20 Rep. & Op. Mach. Tr. Trk. Auto (FS)	1516	1632	1427
21 Wages of Hired Labor	627	593	783
22 Pers. Prop. & Real Est. Taxes	727	928	663
23 Cash Rent	1128	2140	839
24 General Farm Expense	479	491	423
25 Telephone Expense (FS)	94	110	74
26 Electricity Expense (FS)	318	360	266
27 Interest Expense	2233	2382	2605
28 Total Cash Operating Expense	\$25339	\$36857	\$25942
29 Power, Crop, & Gen Mach Bought (FS)	3901	6229	3727
30 Livestock Equipment Bought	439	524	250
31 New Real Estate & Improvements	4840	4741	5821
32 Total Farm Purchases (28) thru (37)	\$34519	\$48351	\$35740
33 Decrease in Farm Capital			
34 Interest on Farm Capital	2574	3769	2079
35 Unpaid Family Labor	358	216	303
36 Board Furnished Hired Labor	62	75	122
37 Total Farm Expense (32) thru (37)	37513	52411	38244
39 Labor Earnings (Oper. Share) (6A/28)- (38)	6345	15999	(-1225)
40 Return to Capital & Family Labor	9275	19984	1157

Table 6B lists the operators 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	Items	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 Feeder	.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/head	O. Leg. & Mix. Hay	.40/acre
Chickens, Lay. Flock	5.0/100	Fine Grass Hay	.20/acre
Broilers	.20/cwt.	Annual Hay	.30/acre
Turkey, 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

COOPERATOR BY AGE GROUP

Excelled Factors	Ave. Labor Earnings	Age Group	Number
0 or 1	\$-220	20-25	19
2	1332	26-30	30
3	5199	31-35	57
4	7052	36-40	32
5	10575	41-45	33
6	12792	46 and over	30
7 or more	19302		

Figure 1. RANGES IN LABOR EARNINGS - 1970

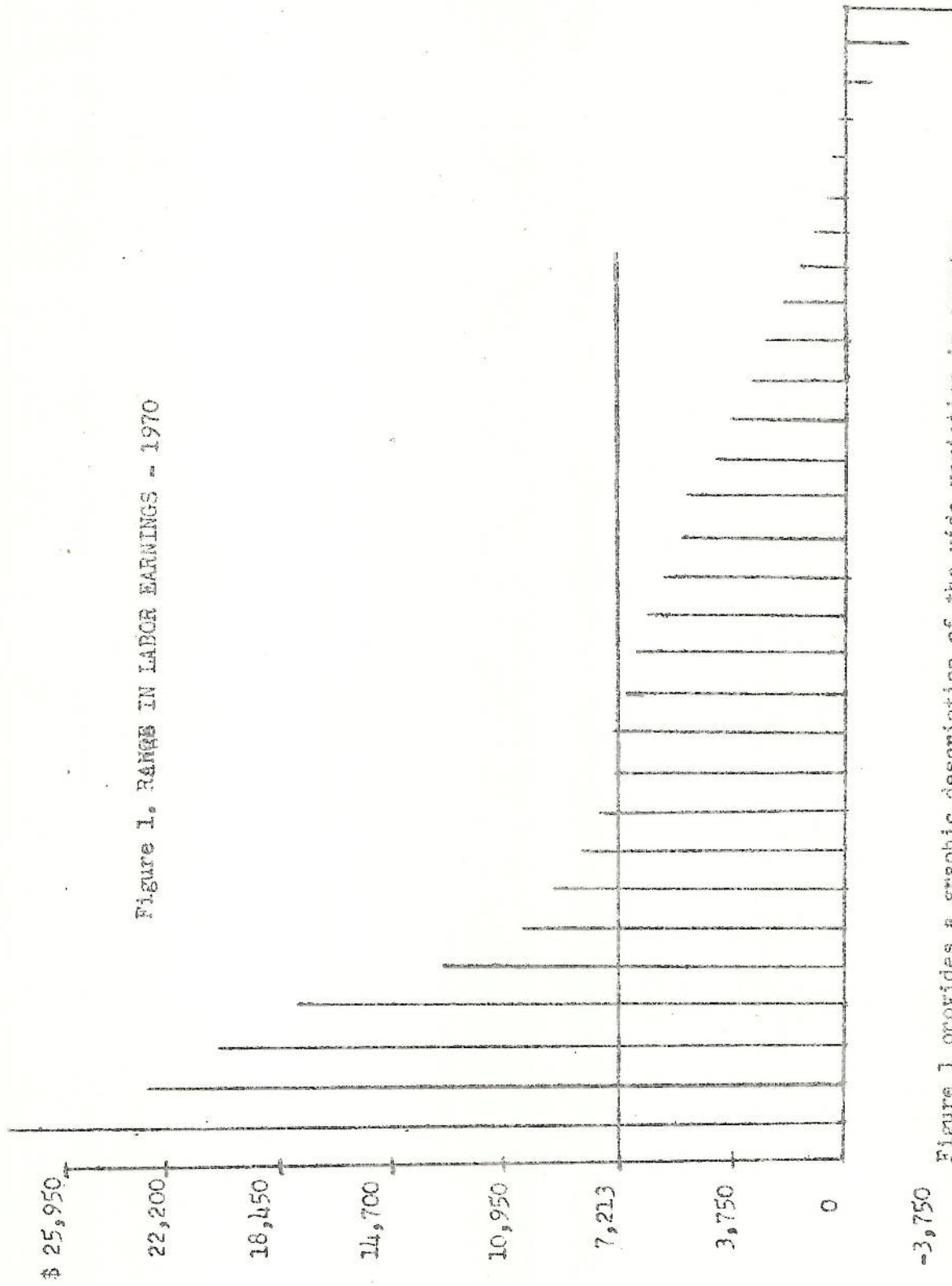


Figure 1 provides a graphic description of the wide variation in earnings among farmers in any given year. Some causes for these differences, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. Management factors affecting earnings are presented 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 17.

1. Labor Earnings - A measure of the relative financial return for the operator's labor, taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found 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 - Indicate 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 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 -1970

Item	Average of 165 Farms	33 Most Profitable	33 Least Profitable
1 Labor Earnings	\$ 7311	\$19158	\$ (-978)
2 Crop Yield Index	100	101	90
3 % Till. Land in H.R. Crops	63.4	65.2	59.2
4 Gr. Ret./Till. Acre Ex. Past.	40.60	62.72	34.25
5 Ret. \$100 Prod. Lvstk. Index	100	108	87
6 Lvstk. Units Per 100 Acres*	23.6	26.7	21.3
7 Size of Bus.-Work Units	355.3	442.3	278.7
8 Work Units Per Worker	264.2	312.5	194.0
9 Pow. Mach. Equ. Exp./Work Unit	24.12	24.87	28.77
10 Farm Cap. Invest./Worker	75594	95308	67856
11 Index of Ret. \$100 Feed From			
12 Complete Hog Enterprise	100	99	91
13 Hog Finishing Enterprise	100	117	87
14 Producing Weaning Pigs	100	108	96
15 Dairy Cattle	100	101	90
16 Other Dairy	100	116	98
17 All Dairy & Dual Purp. Cattle	100	105	92
18 Beef Breeding Cattle	100	107	102
19 Beef Feeder Cattle	100	117	78
20 Sheep Farm Flock	100	133	77
21 Feeder Lambs			
22 Chickens-Laying Flock	100	102	61
23 Chickens-Broilers	100		
24 Turkeys-Laying Flock	100		
25 Turkey Poults	100		
26 Other Prod. Lvstk.			
27 Number of Animal Units	74.1	99.8	59.4
28 Work Units			
29 Crops	136.2	176.4	109.5
30 Productive Livestock	206.8	232.4	156.6
31 Other Prod. Work Units	22.3	33.5	12.6
32 Expenses Per Work Unit			
33 Trac. & Crop Mach. Exp.	\$13.33	\$14.60	\$ 15.88
34 F.S. of Auto & Truck Exp.	4.62	4.86	5.83
35 F.S. of Electric	.95	.85	1.12
36 Lvstk. Equipment Exp.	1.29	.68	1.31
37 Build. Fence & Filing Ex.	3.92	3.86	4.52
38 Tractor & Crop Mach. Exp. Per Crop Acre**	15.09	14.14	16.18

39 *ACRES INCLUDE ALL TILL. LAND, NON-TILLABLE HAY & PASTURE

40 **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY

THE 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.

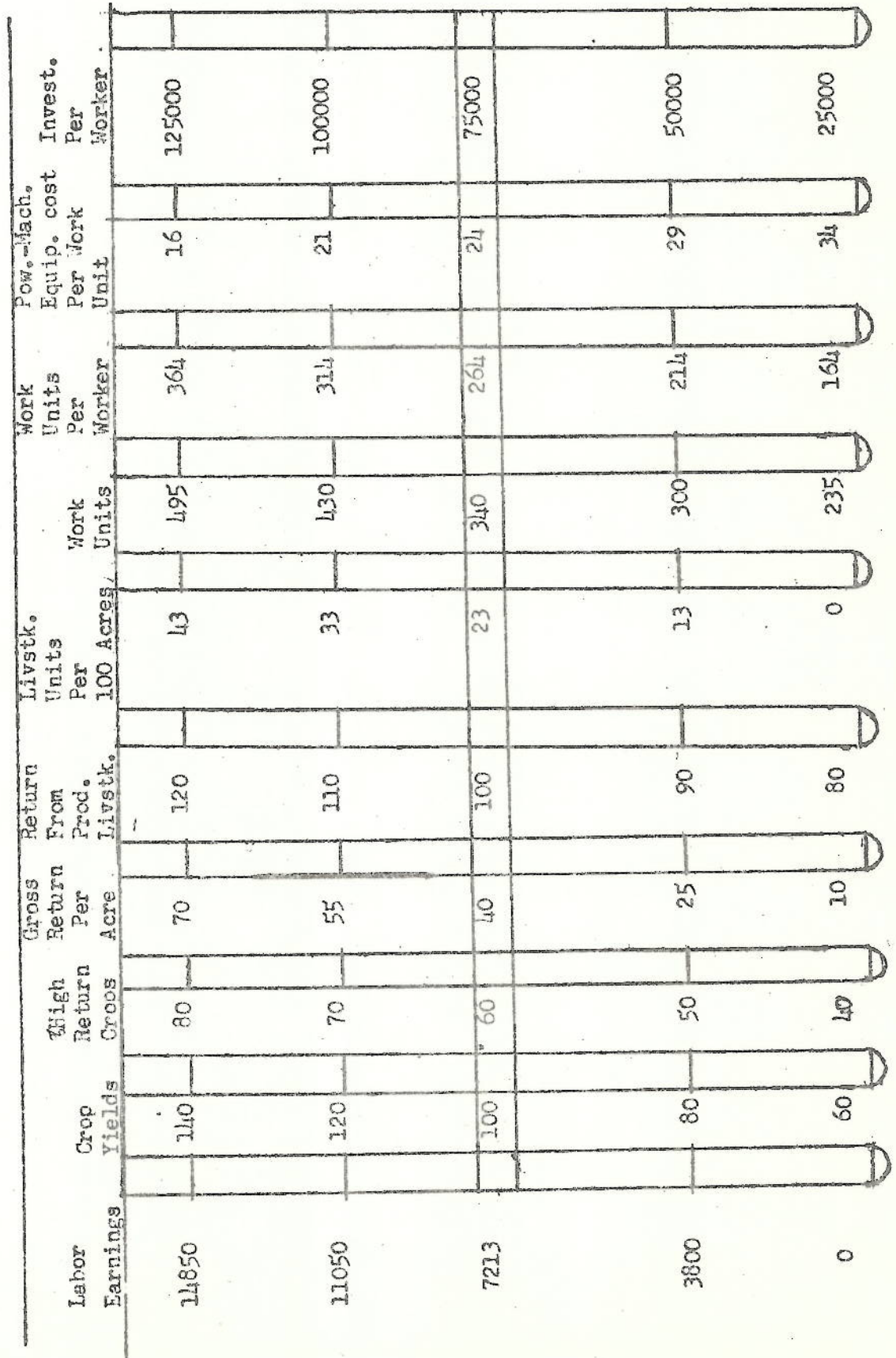


TABLE 9 - CROP PRODUCTION - 1970

Item	Unit	Crop Rank	Average of 165 Farms Acres	Yield
1 Oats & Mixtures	Bus	D	51.5	60.0
2 Oats Silage	Ton	C	1.2	4.2
3 Canning Peas	\$	B	.9	57.78
4 Wheat	Bus	C	10.3	26.1
5 Barley	Bus	C	6.6	36.2
6 Flax	Bus	C	13.8	12.8
7 Rye	Bus	D	1.3	30.8
8 Total Small Grain & Peas			85.6	
9 Canning Corn	\$	B	1.3	59.23
10 Corn Grain & Seed Corn	Bus	A	75.1	87.1
11 Soybeans-Grain	Bus	B	44.6	29.4
12 Corn and Cane Silage	Ton	B	21.8	8.4
13 Corn and Cane Fodder	Ton	D		
14 Potatoes	CWT	A		
15 Sugar Beets	Ton	A	.5	16.0
16 Sunflowers	CWT	A		
17 Other Cultivated Crops-A	\$		.9	76.67
18 Other Cultivated Crops-B	\$			
19 Total Cultivated Crops			144.2	
20 Alfalfa Hay	Ton	A	31.0	3.0
21 Other Legume Hay & Mix.	Ton	B	3.1	1.6
22 Tame Grass Hay	Ton	C	.3	
23 Annual Hay	Ton	D	.2	5.0
24 Legume & Grass Silage	Ton	B	1.7	5.9
25 Legume Seed	LBS		.1	50.0
26 Grass Seed	LBS			
27 Total Hay			36.4	
28 Alfalfa & Mix. Pasture			1.9	
29 Other Legume Pasture				
30 Other Tillable Pasture			3.5	
31 Total Tillable Pasture			5.4	
32 Diverted Acres Income	\$	A	40.2	41.89
33 Summer Fallow-Tilled			.5	
34 Other Tillable Land Idle			.5	
35 Total Tillable Land			312.8	
36 Wild Hay	\$	D	3.3	.30
37 Non-Tillable Pasture			33.8	
38 Timber	\$		6.1	
39 Roads & Waste			24.0	
40 Farmstead			11.2	
41 Total Acres In Farm			391.2	
42 SUPPLEMENTARY MANAGEMENT INFORMATION				
43 Percent Land Tillable				80.0
44 Percent In High Return Crops				62.7
45 *Fertilizer Cost Per Acre				6.19
46 * Crop Chemicals Per Acre				2.05
47 * Seed and Other Costs Per Acre				3.74
48 * Gas, Oil, Grease Bought Per Acre, Crop Machinery				2.65
49 * Tillable Land Minus Pasture				

TABLE 9A - CROP PRODUCTION - 1970

Item	Unit	33 High In Labor Earnings			33 Low In Labor Earnings		
		Crop Rank	Ave.No. Acres	Average Yield	Ave.No. Acres	Average Yield	
1 Oats & Mixtures	Bus	D	61.9	71.4	48.1	55.9	
2 Oats Silage	Ton	C	1.2	4.2	2.0	3.0	
3 Canning Peas	\$	A	2.0	69.50			
4 Wheat	Bus	C	16.8	27.0	11.1	25.4	
5 Barley	Bus	D	14.8	26.0	6.0	45.5	
6 Flax	Bus	C	23.2	13.8	12.3	10.0	
7 Rye	Bus	D	3.0	35.3	.4	50.0	
8 Total Small Grain & Peas			122.9		79.9		
9 Canning Corn	\$	A	2.1	50.95	1.4	88.57	
10 Corn Gr & Seed Corn	Bus	A	108.0	97.6	62.0	81.6	
11 Soybeans-Grain	Bus	B	76.8	27.7	17.5	24.3	
12 Corn Cane Sil.	Ton	A	16.4	9.3	21.2	7.8	
13 Corn & Cane Fodder	Ton						
14 Potatoes	CWT						
15 Sugar Beets	Ton						
16 Sunflowers	CWT						
17 O. Cult. Crops-A	\$		3.1	96.45			
18 O. Cult. Crops-B	\$						
19 Total Cult. Crops			206.4		102.1		
20 Alfalfa Hay	Ton	B	25.3	3.7	26.6	2.8	
21 O. Leg. Hay & Mix	Ton	C	1.2	1.7	6.6	1.5	
22 Tame Grass Hay	Ton	D			.5	2.0	
23 Annual Hay	Ton	D			.3		
24 Leg. & Grass Sil.	Ton	B	2.5	8.0	4.1	2.2	
25 Legume Seed	LBS						
26 Grass Seed	LBS						
27 Total Hay			29.0		38.1		
28 Alf. & Mix. Past.		B	.9				
29 O. Leg. Pasture		C					
30 O. Till. Pasture		D	9.9		3.3		
31 Total Till. Pasture			10.8		3.3		
32 Div. Acres Income	\$	A	63.4	41.66	25.7	41.48	
33 Summer Fall.-Till.		D	2.3		.1		
34 O. Till. Land Idle					1.0		
35 Total Tillable Land			434.8		250.2		
36 Wild Hay	\$		1.7	.59	1.5		
37 Non-Till Pasture			25.1		30.1		
38 Timber	\$		5.3		7.1		
39 Roads & Waste			19.9		27.9		
40 Farmstead			12.3		10.0		
41 Total Acres in Farm			499.1		326.8		

SUPPLEMENTARY MANAGEMENT INFORMATION

42	Percent Land Tillable	87.1	76.5
43	Percent in High Ret. Crops	61.7	59.3
44	* Fertilizer Cost Per Acre	6.52	7.09
45	* Crop Chemicals Per Acre	2.22	1.43
46	* Seed & Other Costs Per Acre	3.97	3.95
47	* Gas, Oil, Grease Bot. Per Acre Crop Mach.	2.33	3.04
48	* Tillable Land Minus Pasture		

TABLE 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 -1970

Item	Average Yield of 152 Farms	76 Farms High in Yield	76 Farms Low in Yield
1. Acres	55.9	55.8	55.1
2 Yield/Acre	60.1	74.5	45.0
3 Value/Unit	.61	.61	.60
4 Gross Return	36.66	45.45	27.00
5 Supplemental Costs			
6 Fertilizer	2.99	3.96	2.00
7 Chemicals	.34	.40	.27
8 Seed and Other	2.68	2.99	2.34
9 Hired Labor			
10 Custom Work	1.23	1.58	.85
11 Total Supplemental Costs	7.24	8.93	5.46
12 Return Over Supplemental Cost	29.42	36.52	21.54
13 Allocated Cost			
14 Power & Crop Machinery Costs	9.93	9.69	11.19
15 Land Cost	17.51	19.84	15.10
16 Miscellaneous Cost			
17 Total Allocated Costs	27.44	29.53	26.29
18 Total Cost Per Unit	.58	.52	.71
18 Total Cost	34.68	38.46	31.75
19 Return Over Total Costs	1.98	6.99	(-4.75)

TABLE 10 - CROP DATA FOR OATS SILAGE - 1970

Item	Average Yield of 11 Farms	5 Farms High in Yield	5 Farms Low in Yield
1 Acres	17.6	12.8	21.6
2 Yield/Acre	4.0	6.5	2.2
3 Value/Unit	5.73	5.00	6.40
4 Gross Return	22.92	32.50	14.08
5 Supplemental Costs			
6 Fertilizer	2.67	4.30	1.39
7 Chemicals	.34		.42
8 Seed and Other	1.93	1.72	2.18
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	4.94	6.02	3.99
12 Return Over Supplemental Costs	17.98	26.48	10.09
13 Allocated Costs			
14 Power & Crop Machinery Expense	13.24	12.92	14.92
15 Land Cost	17.33	17.27	15.79
16 Miscellaneous Cost	35.57		
17 Total Allocated Costs	30.57	30.19	30.71
18 Total Listed Costs	35.51	36.21	34.70
19 Return Over Total Costs	-12.59	- 3.71	-20.62

TABLE 10 - CROP DATA FOR CANNING PEAS - 1970

Item	Average Yield of 6 Farms	3 Farms High in Yield	3 Farms Low in Yield
1 Acres	25.0	18.3	31.7
2 Yield/Acre	57.64	82.57	43.25
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	57.64	82.57	43.25
5 Supplemental Costs			
6 Fertilizer	5.12	4.81	5.30
7 Chemicals	1.08	.71	1.32
8 Seed and Other	1.60	2.90	.85
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	7.80	8.42	7.47
12 Return Over Supplemental Costs	49.84	74.15	35.78
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.93	9.69	11.19
15 Land Cost	27.52	27.05	27.82
16 Miscellaneous Costs			
17 Total Allocated Costs	37.45	36.74	39.01
18 Total Listed Costs	45.25	45.16	46.48
19 Return Over Total Listed Costs	12.39	37.41	-3.23

TABLE 10 - CROP DATA FOR WHEAT - 1970

Item	Average Yield of 78 Farms	39 Farms High In Yield	39 Farms Low In Yield
1 Acres	21.8	19.9	23.6
2 Yield/Acre	25.1	33.7	19.9
3 Value/Unit	1.76	1.78	1.74
4 Gross Return	45.94	59.99	34.63
5 Supplemental Costs			
6 Fertilizer	3.99	5.23	2.92
7 Chemicals	.55	.65	.47
8 Seed and Other	4.68	5.68	3.90
9 Hired Labor	.09	.15	
10 Custom Work	1.01	1.26	.76
11 Total Supplemental Costs	10.32	12.97	8.05
12 Return Over Supplemental Costs	35.62	47.02	26.58
13 Allocated Costs			
14 Power and Crop Machinery Exp.	9.93	9.69	11.19
15 Land Cost	16.97	19.95	14.58
16 Miscellaneous Costs			
17 Total Allocated Costs	26.90	29.64	25.77
18 Total Listed Costs	37.22	42.61	33.82
19 Return Over Total Listed Cost	8.72	17.38	.81

TABLE 10 - CROP DATA FOR BARLEY -1970

Item	Average Yield of 20 Farms	10 Farms High In Yield	10 Farms Low in Yield
1 Acres	54.6	45.7	63.5
2 Yield/Acre	36.1	55.6	22.1
3 Value/Unit	1.02	1.08	.96
4 Gross Return	36.82	60.05	21.22
5 Supplemental Costs			
6 Fertilizer	4.41	5.03	3.98
7 Chemicals	.40	.31	.47
8 Seed and Other	3.41	4.62	2.54
9 Hired Labor			
10 Custom Work	1.26	1.38	1.17
11 Total Supplemental Costs	9.48	11.34	8.16
12 Return Over Supplemental Costs	27.34	48.71	13.06
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.93	9.69	11.19
15 Land Cost	13.83	15.32	12.76
16 Miscellaneous Costs			
17 Total Allocated Costs	23.76	25.01	23.95
18 Total Listed Costs	33.24	36.35	32.11
19 Return Over Total Listed Costs	3.58	23.70	-10.89

TABLE 10 - CROP DATA FOR FLAX - 1970

Item	Average Yield of 46 Farms	23 Farms High In Yield	23 Farms Low In Yield
1 Acres	49.6	53.0	46.2
2 Yield/Acre	12.7	16.1	8.8
3 Value/Unit	2.73	2.74	2.72
4 Gross Return	34.67	44.11	23.94
5 Supplemental Costs			
6 Fertilizer	1.90	2.47	1.21
7 Chemicals	.79	.53	1.08
8 Seed and Other	4.03	3.77	4.35
9 Hired Labor			
10 Custom Work	.91	.62	1.23
11 Total Supplemental Costs	7.63	7.39	7.87
12 Return Over Supplemental Costs	27.04	36.72	16.07
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.93	9.69	11.19
15 Land Cost	16.92	16.79	17.06
16 Miscellaneous Costs			
17 Total Allocated Costs	26.85	26.48	28.25
18 Total Listed Costs	34.48	33.87	36.12
19 Return Over Total Listed Costs	.19	10.24	-12.18

TABLE 10 - CROP DATA FOR RYE - 1970

Item	Average Yield of 9 Farms	4 Farms High In Yield	4 Farms Low In Yield
1 Acres	23.6	23.1	22.6
2 Yield/Acre	31.1	39.0	22.7
3 Value/Unit	.99	1.00	.99
4 Gross Return	30.79	39.00	22.47
5 Supplemental Costs			
6 Fertilizer	.21		.53
7 Chemicals	.17		.40
8 Seed and Other	2.16	2.55	1.95
9 Hired Labor			
10 Custom Work	1.19	.95	1.86
11 Total Supplemental Costs	3.73	3.50	4.74
12 Return Over Supplemental Cost	27.06	35.50	17.73
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.93	9.69	11.19
15 Land Cost	18.60	19.87	16.90
16 Miscellaneous Costs			
17 Total Allocated Costs	28.53	29.56	28.09
18 Total Listed Costs	32.26	33.06	32.83
19 Return Over Total Listed Costs	-1.47	5.94	-10.36

TABLE 10 - CROP DATA FOR CANNING CORN - 1970

Item	Average Yield of 6 Farms	3 Farms High In Yield	3 Farms Low In Yield
1 Acres	37.0	40.7	33.3
2 Yield/Acre	57.51	66.83	46.13
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	57.51	66.83	46.13
5 Supplemental Costs			
6 Fertilizer	12.81	13.71	11.68
7 Chemicals	2.19	1.70	2.76
8 Seed and Other	1.59	2.14	.90
9 Hired Labor			
10 Custom Work	3.11	5.55	.12
11 Total Supplemental Costs	19.70	23.10	15.46
12 Return Over Supplemental Costs	37.81	43.73	30.67
13 Allocated Costs			
14 Power & Crop Machinery Expense	13.24	12.92	14.92
15 Land Cost	26.81	29.24	23.84
16 Miscellaneous Costs			
17 Total Allocated Costs	40.05	42.16	38.76
18 Total Listed Costs	59.75	65.26	54.22
19 Return Over Total Listed Costs	-2.24	1.57	-8.09

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1970

Item	Average Yield of 140 Farms	70 Farms High In Yield	70 Farms Low In Yield
1 Acres	88.5	125.6	51.4
2 Yield/Acre	87.1	98.7	58.7
3 Value/Unit	1.20	1.20	1.20
4 Gross Return	104.52	118.44	70.44
5 Supplemental Costs			
6 Fertilizer	16.34	19.19	9.38
7 Chemicals	4.42	5.05	2.90
8 Seed and Other	6.52	7.17	4.92
9 Hired Labor			
10 Custom Work	2.07	2.15	1.85
11 Total Supplemental Costs	29.35	33.56	19.05
12 Return Over Supplemental Costs	75.17	84.88	51.39
13 Allocated Costs			
14 Power & Crop Machinery Expense	18.21	17.77	20.52
15 Land Cost	22.52	24.56	17.51
16 Miscellaneous Costs			
17 Total Allocated Costs	40.73	42.33	38.03
18 Total Listed Costs	70.08	75.89	57.08
19 Return Over Total Listed Costs	34.44	42.55	13.36

TABLE 10 - CROP DATA FOR SOYBEANS - GRAIN - 1970

Item	Average Yield of 90 Farms	45 Farms High In Yield	45 Farms Low In Yield
1 Acres	81.7	104.3	59.2
2 Yield/Acre	29.4	34.9	19.7
3 Value/Unit	2.52	2.52	2.52
4 Gross Return	74.09	67.95	49.64
5 Supplemental Costs			
6 Fertilizer	.32	.123	.46
7 Chemicals	3.49	4.14	2.31
8 Seed and Other	3.38	3.25	3.58
9 Hired Labor	.05	.09	
10 Custom Work	.54	.36	.83
11 Total Supplemental Costs	7.78	8.07	7.18
12 Return Over Supplemental Costs	66.31	79.88	42.46
13 Allocated Costs			
14 Power & Crop Machinery Expense	14.90	14.54	16.79
15 Land Cost	23.33	25.42	19.59
16 Miscellaneous Costs			
17 Total Allocated Costs	38.23	39.96	36.38
18 Total Listed Costs	46.01	48.03	43.56
19 Return Over Total Listed Costs	28.08	39.92	6.08

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

Item	Average Yield of 109 Farms	54 Farms High In Yield	54 Farms Low In Yield
1 Acres	33.1	19.8	46.5
2 Yield/Acre	8.4	13.4	6.2
3 Value/Unit	7.02	7.16	6.89
4 Gross Return	58.97	95.94	42.72
5 Supplemental Costs			
6 Fertilizer	7.02	12.10	4.86
7 Chemicals	2.16	3.28	1.68
8 Seed and Other	3.74	4.62	3.40
9 Hired Labor			
10 Custom Work	1.79	2.31	1.59
11 Total Supplemental Costs	14.71	22.31	11.53
12 Return Over Supplemental Costs	44.26	73.63	31.19
13 Allocated Costs			
14 Power & Crop Machinery Expense	26.48	25.84	29.84
15 Land Cost	15.17	19.59	13.33
16 Miscellaneous Costs			
17 Total Allocated Costs	41.65	45.43	43.17
18 Total Listed Costs	56.36	67.74	54.70
19 Return Over Total Listed Costs	2.61	28.20	-11.98

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1970

Item	Average Yield of 131 Farms	65 Farms High In Yield	65 Farms Low In Yield
1 Acres	39.0	31.3	47.1
2 Yield/Acre	3.0	4.0	2.3
3 Value/Unit	21.81	21.63	21.98
4 Gross Return	65.13	86.52	50.55
5 Supplemental Costs			
6 Fertilizer	3.00	4.60	1.87
7 Chemicals	.05	.16	
8 Seed and Other	3.79	4.63	3.23
9 Hired Labor			
10 Custom Work	1.31	2.43	.55
11 Total Supplemental Costs	8.15	11.82	5.65
12 Return Over Supplemental Costs	57.28	74.70	44.90
13 Allocated Costs			
14 Power & Crop Machinery Expense	19.86	19.38	22.38
15 Land Cost	16.05	19.62	13.65
16 Miscellaneous Costs			
17 Total Allocated Costs	35.91	39.00	36.03
18 Total Listed Costs	44.06	50.82	41.68
19 Return Over Total Listed Costs	21.37	35.70	8.87

TABLE 10 - CROP DATA FOR LEGUME HAY & MIXES. - 1970

Item	Average Yield of 15 Farms	7 Farms High In Yield	7 Farms Low In Yield
1 Acres	33.9	26.8	44.0
2 Yield/Acre	1.8	2.4	1.4
3 Value/Unit	18.00	16.29	18.00
4 Gross Return	32.40	39.10	25.20
5 Supplemental Costs			
6 Fertilizer	.59	.86	.48
7 Chemicals			
8 Seed and Other	2.63	2.24	2.93
9 Hired Labor			
10 Custom Work	.44	.41	.48
11 Total Supplemental Costs	3.66	3.51	3.89
12 Return Over Supplemental Costs	28.74	35.59	21.31
13 Allocated Costs			
14 Power & Crop Machinery Expense	13.24	12.92	14.92
15 Land Cost	11.09	10.26	11.59
16 Miscellaneous Costs			
17 Total Allocated Costs	24.33	23.18	26.51
18 Total Listed Costs	27.99	26.69	30.40
19 Return Over Total Listed Costs	4.41	12.41	-5.20

TABLE 10 - CROP DATA FOR LEGUME AND GRASS SILAGE - 1970

Item	Average Yield of 11 Farms	5 Farms High In Yield	5 Farms Low In Yield
1 Acres	25.8	16.8	38.9
2 Yield/Acre	5.7	11.6	3.2
3 Value/Unit	8.23	7.10	9.50
4 Gross Return	46.91	82.36	30.40
5 Supplemental Costs			
6 Fertilizer	2.29	2.20	2.39
7 Chemicals	.04	.12	.
8 Seed and Other	2.25	2.80	2.01
9 Hired Labor			
10 Custom Work	.62	1.49	.26
11 Total Supplemental Costs			
12 Return Over Supplemental Costs	41.71	75.75	25.74
13 Allocated Costs			
14 Power & Crop Machinery Expense	13.24	12.92	14.92
15 Land Cost	17.98	19.82	17.20
16 Miscellaneous Costs			
17 Total Allocated Costs	31.22	32.74	32.12
18 Total Listed Costs	36.42	39.35	36.78
19 Return Over Total Listed Costs	10.49	43.01	-6.38

TABLE 10 - CROP DATA FOR DIVERTED ACRES - 1970

Item	Average Yield of 122 Farms	61 Farms High In Yield	61 Farms Low In Yield
1 Acre	53.3	48.4	58.2
2 Yield/Acre	42.72	55.25	32.30
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	42.72	55.25	32.30
5 Supplemental Costs			
6 Fertilizer	.02	.02	.
7 Chemicals	.13	.17	.09
8 Seed and Other	.26	.37	.17
9 Hired Labor			
10 Custom Work	.04		.05
11 Total Supplemental Costs	.45	.56	.31
12 Return Over Supplemental Costs	42.27	54.69	31.99
13 Allocated Costs			
14 Power & Crop Machinery Expense	6.62	6.46	7.46
15 Land Cost	20.47	24.42	17.20
16 Miscellaneous Costs			
17 Total Allocated Costs	27.09	30.88	24.66
18 Total Listed Costs	27.54	31.44	24.97
19 Return Over Total Listed Costs	15.18	23.81	7.33

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

Item	Average of 47 Farms	15 Farms	15 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Pounds of Hogs Prod.-Total	62856	44455	89162
2 Total Value Produced	\$14.84	Per Hundred Weight \$20.50	\$11.11
3 Pounds of Feed Fed			
4 Corn	269.5	233.9	265.5
5 Small Grain	48.5	68.4	41.4
6 Protein, Salt & Mineral	70.6	102.2	54.2
7 Complete Ration	40.3	1.3	
8 Total Concentrates	428.9	405.8	361.1
9 Forages	4.7	6.9	5.4
10 Feed Cost			
11 Concentrates & Forages	11.44	11.57	11.01
12 Pasture			
13 Total Feed Costs	11.44	11.57	11.01
14 Return Over Feed Cost	3.40	8.93	.10
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	.50	.52	.35
17 Veterinary Expense	.17	.36	.16
18 Custom Work	.21	.32	.11
19 Total Supplemental Costs	.88	1.20	.62
20 Return Over Feed & Supp. Costs	2.52	7.73	-.52
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	\$129.72	\$177.19	\$100.87
23 Price Received Per CWT.	18.65	23.48	14.49
24 No. of Litter Farrowed	33	26	46
25 No. of Pigs Born Per Litter	9.2	9.8	8.7
26 No. of Pigs Weaned Per Litter	7.5	8.5	6.9
27 Per Cent Death Loss	12.9	10.4	14.2
28 Ave. Weight of Hogs Sold	249.8	206.0	296.1
29 Price Per CWT. Conc. Fed	2.66	2.83	3.03
30 Pounds of Pork Purchased	2298	1154	2889

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 117 - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE - 1970

Item	Average of 15 Farms	5 Farms High In Return Above Feed	5 Farms Low In Return Above Feed
1 Average No. of Pigs on Hand	112.0	63.3	180.7
2 Total Pounds of Hogs Produced	46544	19141	74464
	Per Hundred Weight		
3 Total Value Produced	12.88	17.54	11.26
4 Pounds of Feed Fed			
5 2-Corn	267.7	200.7	245.9
6 Small Grain	30.6	20.9	32.2
7 Protein, Salt & Mineral	53.4	43.9	51.4
8 Complete Ration	24.9	48.1	34.3
9 Total Concentrates	376.6	313.6	363.8
10 Forages			
11 Feed Costs			
12 Concentrates & Forages	11.25	9.12	11.71
13 Pasture			
14 Total Feed Costs	11.25	9.12	11.71
15 Return Over Feed Cost	1.63	8.42	-.45
16 Supplemental Costs			
17 Miscellaneous Livestock Exp.	.26	.40	.12
18 Veterinary Expense	.02	.05	.
19 Custom Work	.31	.24	.27
20 Total Supp. Costs	.58	.69	.39
21 Ret. Over Feed & Supp. Costs	1.05	7.73	-.84
22 Supplementary Management Information			
23 Return for \$100 Feed Fed	\$114.51	\$192.33	\$ 96.16
24 Price Rec. Per CWT.	22.32	23.87	21.81
25 Ave. Weight of Pigs Sold	232.4	247.2	230.8
26 Ave. Price Paid Per Pig Bot.	20.19	23.51	21.14
27 Ave. Weight Per Pig Bot.	40.0	43.7	40.7
28 No. Pigs Purchased	266	86	445
29 Pounds of Pork Purchased	10637	3761	18095
30 Per Cent Death Loss	2.8	2.0	2.2
31 Price Per CWT. Conc. Fed	2.99	2.91	3.22

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 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1970

Item	Average of 12 Farms	4 Farms High In Return Above Feed	4 Farms Low In Return Above Feed
1 Number of Litters Farrowed	42	49	31
	Per Litter		
2 Total Value Produced	108.88	110.96	62.81
3 Pounds of Feed Fed			
4 Corn	870.0	1168.6	570.8
5 Small Grain	696.2	521.5	1081.3
6 Protein, Salt & Mineral	430.3	687.4	208.5
7 Complete Ration	199.6		
8 Total Concentrates	2196.1	2377.5	1860.6
9 Forages			
10 Feed Cost			
11 Concentrates & Forages	68.17	77.08	57.94
12 Pasture	.17	.20	
13 Total Feed Costs	68.34	77.28	57.94
14 Return Over Feed Cost			
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	3.81	1.65	4.58
17 Veterinary Expense	.07		
18 Custom Work	1.24	.51	1.71
19 Total Supplemental Costs	5.12	2.16	6.29
20 Return Over Feed & Supplemental Costs	35.42	61.52	-1.42
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	\$159.34	\$182.39	\$108.41
23 Average Price Rec. Per Pig Sold	19.30	18.03	18.49
24 No. of Pigs Prod.	323	476	176
25 No. of Pigs Born Per Litter	9.9	12.6	8.0
26 No. of Pigs Weaned Per Litter	7.7	9.7	5.7
27 Per Cent Death Loss	18.7	19.4	23.9
28 Price Per CWT. Conc. Fed	3.05	3.17	3.11
29 Feed & Suppl. Costs Per Pig Prod.	9.55	8.18	11.31

TABLE 12 - DAIRY COWS - 1970

Item	Average of 87 Farms	29 Farms High In Return Above Feed	29 Farms Low In Return Above Feed
1 Average Number of Cows	29.6	34.1	24.4
	Per Cow		
2 Pounds of Milk	11364	12833	9234
3 Pounds of Butterfat	402.2	461.4	322.3
4 Per Cent Butterfat in Milk	3.5	3.6	3.5
5 Value of Produce			
6 Dairy Products Sold	528.34	620.76	405.70
7 Dairy Products Used In Home	3.95	4.02	4.92
8 Milk Fed to Livestock	5.03	4.90	5.45
9 Net Inc. In Value of Cows	-7.40	-1.32	-13.28
10 Total Value Produced	529.92	628.36	402.79
11 Pounds of Feed Fed			
12 Corn	2792.1	2981.5	2900.4
13 Sm.Gr. & Com. Dairy Ration	1594.8	1561.0	1618.2
14 Protein, Salt & Mineral	619.9	502.4	440.9
15 Total Concentrates	5006.8	5044.9	4959.5
16 Legume Hay	5472.0	5207.8	5690.5
17 Other Hay & Dry Roughage	284.2	70.2	438.6
18 Silage	12649.6	13316.0	11628.3
19 Feed Costs			
20 Concentrates	118.34	115.25	119.59
21 Roughages	102.60	102.29	103.81
22 Pasture	4.09	2.58	5.98
23 Total Feed Costs	225.03	220.12	229.38
24 Return Over Feed Cost	304.89	408.24	173.41
25 Supplemental Costs			
26 Mis. Livestock Expense	22.91	24.96	19.59
27 Veterinary Expense	4.59	8.36	1.84
28 Custom Work	17.84	21.00	16.72
29 Total Supplemental Costs	45.34	54.32	38.15
30 Return Over Feed & Supp. Costs	259.55	353.92	135.26
31 Supplementary Management Information			
32 Return for \$100 Feed Fed	235.49	285.46	175.59
33 Feed Cost Per CWT. Milk	1.98	1.72	2.48
34 Feed Cost Per Pd. of Butterfat	.559	.477	.712
35 Pounds of Milk Per Pd. of Conc.	2.270	2.544	1.862
36 Ave. Price Per CWT. Milk Sold	4.74	4.92	4.53
37 Ave. Price Per Pd. of Butterfat	1.34	1.37	1.30

TABLE 13 - OTHER DAIRY CATTLE - 1970

Item	Average of 87 Farms	29 Farms High In Return Above Feed	29 Farms Low In Return Above Feed
1 Number of Head	36.9	30.5	41.2
2 Net Inc. in Value	136.15	PER HEAD 139.54	105.75
3 Pounds of Feed Fed			
4 Concentrates	969.5	966.8	1197.0
5 Hay & Roughage	2064.3	1717.0	2295.4
6 Silage	4201.3	3147.5	4616.3
7 Milk	99.8	97.0	92.7
8 Feed Cost			
9 Concentrates	25.91	25.34	31.09
10 Roughages	35.18	27.84	38.59
11 Milk	3.85	4.33	4.10
12 Pasture	1.92	2.39	1.58
13 Total Feed Costs	66.86	59.90	75.36
14 Return Over Feed Cost	69.29	129.64	30.39
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	1.33	.95	2.01
17 Veterinary Expense	.57	.30	.70
18 Custom Work	.95	.79	.70
19 Total Suppl. Costs	2.85	2.04	3.41
20 Ret. Over Feed & Supp. Costs	66.44	127.60	26.98
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	203.65	316.42	140.32
23 Per Cent Death Loss	8.5	6.2	9.3

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 - 1970

Item	Average of 87 Farms	29 Farms High In Return Above Feed	29 Farms Low In Return Above Feed
1 Average Number of Cows	29.6	32.6	25.2
	Per Cow		
2 Value of Dairy Products	537.36	626.87	425.87
3 Net Inc. In Value	155.24	211.35	108.93
4 Total Value Produced	692.60	838.22	534.80
5 Pounds of Feed Fed			
6 Concentrates	6170.1	6811.7	5901.2
7 Hay & Dry Roughage	8226.6	7967.9	8412.4
8 Silage	17641.7	21311.8	14399.6
9 Feed Cost			
10 Concentrates	154.09	160.25	151.94
11 Roughage	144.46	159.05	135.67
12 Pasture Costs	6.39	6.50	8.49
13 Total Feed Costs	304.94	325.80	296.10
14 Return Over Feed Cost	387.66	512.42	238.70
15 Supplemental Costs			
16 Misc. Livestock Expense	24.49	25.25	21.43
17 Veterinary Expense	5.27	9.88	2.02
18 Custom Work	18.99	23.25	15.79
19 Total Supp. Costs	48.75	58.38	39.24
20 Ret. Over Feed & Supp. Costs	338.91	454.04	199.46
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	227.13	257.28	180.61

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 - 1970

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	46.6	40.5	63.8
2 Ave. No. Other Beef An. & Bulls	36.6	36.9	49.8
3 Pounds of Beef Produced	20419	20449	24216
4 Net Increase in Value	142.04	189.65	120.31
5 Pounds of Feed Fed			
6 Grain	378.5	425.7	448.2
7 Protein, Salt & Mineral	42.4	38.0	59.4
8 Legume Hay	4164.9	2808.6	5199.8
9 Other Hay & Roughage	380.2	148.1	384.0
10 Silage	6730.2	7153.0	6695.5
11 Feed Cost			
12 Concentrates	10.34	9.73	13.13
13 Roughages	64.66	52.62	73.87
14 Pasture	10.47	7.75	13.53
15 Total Feed Costs	85.47	70.10	100.53
16 Return Over Feed Cost	56.57	119.55	19.78
17 Supplemental Costs			
18 Miscellaneous Lives. Exp.	1.93	2.91	2.35
19 Veterinary Expense	.24	.17	
20 Custom Work	2.02	1.98	2.24
21 Total Suppl. Costs	4.19	5.06	4.59
22 Ret. Over Feed & Supp. Costs	52.38	114.49	15.19
23 Supplementary Management Information			
24 Return for \$100 Feed Fed	166.18	270.55	119.68
25 Price Per CWT. Sold	31.21	35.69	29.51
26 Ave. Weight Per Head Sold	489	524	474
27 Percent Death Loss	3.3	3.7	4.3
28 Percent Calf Crop			

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

TABLE 158 - FEEDER CATTLE - 1970

Item	Average of 47 Farms	16 Farms High In Return Above Feed	16 Farms Low In Return Above Feed
1 Ave. No. of Beef Feeder	87.2	117.9	67.8
2 Pounds of Beef Produced	564.12	838.72	374.25
	Per Hundred Weight		
3 Net Inc. Value of Animals	24.84	26.35	21.00
4 Pounds of Feed Fed			
5 Grain	598.3	518.9	689.7
6 Protein, Salt & Mineral	39.3	41.9	36.0
7 Legume Hay	143.6	86.8	227.3
8 Other Hay & Dry Roughage	30.2	.1	52.8
9 Silage	747.1	498.4	1276.5
10 Feed Cost			
11 Concentrates	13.71	12.09	16.11
12 Roughages	4.40	2.48	8.17
13 Pasture	.06	.05	.16
14 Total Feed Costs	18.17	14.62	24.44
15 Return Over Feed Cost	6.67	11.73	-3.44
16 Supplemental Costs			
17 Misc. Livestock Expense	.46	.36	.56
18 Veterinary Expense	.12	.16	.02
19 Custom Work	.96	.84	.79
20 Total Supplemental Costs	1.54	1.36	1.37
21 Ret. Over Feed & Supp. Costs	5.13	10.37	-4.81
22 Supplementary Management Information			
23 Returns for \$100 Feed Fed	\$136.68	\$180.22	\$85.91
24 Price Per CWT. Sold	28.62	29.23	27.75
25 Ave. Weight Per Head Sold	1045.5	1060.7	1016.7
26 Price Per CWT. Bought	31.32	30.76	33.08
27 Ave. Weight/Head Bought	552.7	541.3	560.9
28 Number of Head Bought	100	143	73
29 Per Cent Death Loss	1.6	1.7	1.3

Farms producing less than 5000 lbs. of beef were not included in the averages.

TABLE 16A - SHEEP FLOCK - 1970

Item	Average of 4 Farms
1 Average Number of Ewes	57.9
2 Pounds of Lamb & Mutton Produced	6968
3 Pounds of Wool Produced	423
	Per Ewe
4 Value of Produce	
5 Wool	5.72
6 Net Inc. in Value of Animals	29.40
7 Total Value Produced	35.12
8 Pounds of Feed Fed	
9 Grain	489.4
10 Protein, Salt & Mineral	38.7
11 Legume Hay	843.7
12 Other Hay & Dry Roughage	17.3
13 Silage	2000.0
14 Feed Cost	
15 Concentrates	11.04
16 Roughage	12.52
17 Pasture	1.12
18 Total Feed Costs	24.68
19 Return Over Feed Costs	10.44
20 Supplemental Costs	
21 Mis. Livestock Expense	2.35
22 Veterinary Expense	.45
23 Custom Work	1.14
24 Total Supplemental Costs	3.94
25 Ret. Over Feed & Supp. Costs	6.50
26 Supplementary Management Information	
27 Return for \$100 Feed Fed	\$142.27
28 Price Per CWT Lamb & Mutton Sold	24.92
29 Lbs. Wool/Per Sheep Shear.	7.3
30 No. of Ewes Kept for Lambing	54
31 Per Cent Lamb Crop	143
32 Per Cent Death Loss	8.7

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

TABLE 17A - LAYING FLOCK - CHICKENS - 1970

Item	Average of 13 Farms	6 Farms	6 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average Number of Hens	2306.4	4508.3	357.3
2 Value of Produce		Per Hen	
3 Eggs Sold & Used	5.42	5.79	1.85
4 Inc. In Value of Flock	-1.47	-1.65	.06
5 Total Value Produced	3.95	4.14	1.91
6 Pounds of Feed Fed			
7 Grain	47.5	48.1	41.5
8 Protein, Salt & Mineral	76.3	82.7	13.6
9 Complete Commercial Feed	.1		1.4
10 Total Pounds Fed	123.9	130.8	56.5
11 Total Feed Cost	2.26	2.28	1.83
12 Return Over Feed Cost	1.69	1.86	.08
13 Supplemental Costs	.05	.05	.07
14 Ret. Over Feed & Supp. Costs	1.64	1.81	.01
15 Supplementary Management Information			
16 Return for \$100 Feed Fed	174.79	181.57	104.28
17 Eggs Laid Per Hen	213	226	84
18 Price/Doz. Eggs Sold-Cents	.31	.31	.26
19 Feed Cost/Doz. Eggs-Cents	.13	.12	.26
20 Ret. Over Feed Cost/Doz. Eggs	.09	.10	.01
21 Per Cent Death Loss	8.3	8.0	10.8