

1971 Annual Report

FARM MANAGEMENT PROGRAM NORTHEASTERN MINNESOTA

In Cooperation with

**Minnesota Department of Education
Vocational Division**

and

**Agricultural Education Department
University of Minnesota
Institute of Agriculture**

and

**Duluth Area Vocational Technical School
Duluth, Minnesota**

April, 1972

1971 REPORT ON THE RESULTS OF THE 1970-71 FARM MANAGEMENT
 STUDY IN MINNESOTA

Prepared by the Minnesota Farm Management
 Coordinator

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INTRODUCTION

The Duluth Area Institute of Technology, in cooperation with the University of Minnesota and the Vocational Division of the Minnesota State Department of Education, is charged with the responsibility for operation and maintenance of the Vocational Agriculture Farm Management Program in Northeastern Minnesota. This 1971 report represents the sixteenth annual report for this area.

The main purposes of the program of farm record analysis are; (1) To aid individual farmers in the study of their farm business through analysis reports; (2) To provide case study materials that can be used by farmers and farm groups in the study of farm management problems; (3) To provide information related to the adaptability and success of various farm enterprises in the area; (4) To provide a basis for determining the possibilities of encouraging or discouraging new agricultural enterprises for the area; (5) To secure information on farm management practices that tend to increase farm income; and (6) To provide a profile of agricultural production and income in the area.

The report and analysis of records were completed under the direction of Rodger Palmer, Vo Ag Coordinator at the Duluth Area Institute of Technology. Clerical assistance was provided by Lorraine Anderson, Carol Lang, and Dair Nichols and his clerical class.

Directing locally in a supervisory capacity were: Dr. Donald H. Peckenpaugh, Superintendent of Duluth Public School and Ed Hill, Director of Vocational and Adult Education, Duluth.

Cooperating agencies were represented by: Mr. Paul Day and Mr. Robert Van Tries of the Vocational Division, State Department of Education, and Dr. R. Paul Marvin and Dr. Edgar Persons of the Agriculture Education Department of the University of Minnesota. Special acknowledgement is made of the excellent professional assistance rendered by Dr. Truman Nodland of the University Agricultural Economics Department.

We wish to express also, our appreciation to Mr. Arthur Vieira, Printing Instructor, Duluth Public Schools and to his class for their help in the publishing of this report.

Special thanks are also extended to William Guelker, Vo Ag Coordinator from Staples. Preliminary analysis work was done at Staples again this year.

This report deals with farmers enrolled in adult programs of schools shown below. 210 records were submitted for analysis with averages of 149 included in this report.

1971 Records for analysis were received from:

<u>School</u>	<u>Records</u>	<u>Instructor</u>
Bagley	12	Ken Ostlund
Bagley	23	Bill Wendlandt (Vets)
Baudette	3	Robert Borchardt, Otto Lee (Co. Agt.)
Cherry	8	Ed Takala
Eagle Bend	19	Tom Harper (Vets)
Eagle Bend	16	Bill Ladwig
Pine City	25	Arvid Anderson
Sebekka	24	*Orville Thomas, Del Harrington
Staples	21	Don Baustian (Vets)
Staples	13	Wayne Haglin
Staples	5	Tom Kajer (Manpower)
Staples	20	Lennen Naley
Wadena	21	John Johnson (Vets)
TOTAL	210	

*Deceased

Records this year, for the 8th year, were analyzed by electronic data processing with the work being done by Agriculture Records Cooperative at Madison, Wisconsin.

IRRIGATED CROPS

Again this year we allocated irrigation costs to crops irrigated. The operational costs are calculated according to the actual water pumped on each crop. The depreciation is pro-rated to the crops that are intended to be irrigated.

There were 13 farms that had varying amounts of irrigation on a variety of crops.

TABLE 1 SUMMARY OF FARM CAPITAL, 1971

(Average 149 Farms)

1.	Size of Farm - Total Acres	338.9		
2.	- Tillable Acres	183.3		
3.	Work Units - Crops	75.46		
4.	- Livestock	218.93		
5.	- Other	14.00		
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	308.39		
7.	Number of Workers	1.5		
7A.	Farm Capital Invested per Worker	34742		
		Jan. 1	Dec. 31	
8.	PRODUCTIVE LIVESTOCK			
9.	Dairy Cows	6792	7560	
10.	Other Dairy Cattle	3423	4229	
11.	Beef Breeding Cattle	1831	2240	
12.	Beef Feeder Cattle	424	346	
13.	Hogs	525	685	
14.	Sheep (incl. Feeders)	62	64	
15.	Poultry (incl. Turkeys)	5	4	
16.	Other Productive Livestock	18	22	
17.	TOTAL PRODUCTIVE LIVESTOCK	\$ 13080	\$ 15150	
18.	Crop, Seed and Feed	3250	4421	
19.	POWER, MACHINERY AND EQUIPMENT			
20.	Auto and Truck (farm share)	1160	1261	
21.	Power and Machinery	5849	7357	
22.	Livestock Equipment	2320	2707	
23.	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 9329	\$ 11325	
24.	Land	11851	12663	
25.	Buildings - Fences - etc.	7586	8729	
26.	TOTAL FARM CAPITAL	\$ 45096	\$ 52288	

* Table 1 lists the categories of farm capital for the average of 149 farms and for the 30 most profitable and 30 least profitable farms.

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

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

TABLE 1 (continued)		30 High	30 Low		
1	Size of Farm - Total Acres	386.8		309.2	
2	- Tillable Acres	212.5		144.4	
3	Work Units - Crops	87.77		58.68	
4	- Livestock	263.08		169.47	
5	- Other	5.95		1.35	
6	TOTAL SIZE OF BUSINESS IN WORK UNITS	356.80		229.50	
7	Number of Workers	1.6		1.4	
7A	Farm Capital Investment Per Worker	40755		37094	
		<u>Jan 1</u>	<u>Dec 31</u>	<u>Jan 1</u>	<u>Dec 31</u>
8	PRODUCTIVE LIVESTOCK				
9	Dairy Cows	8200	9284	5496	6062
10	Other Dairy Cattle	4129	5197	2480	2802
11	Beef Breeder Cattle	3299	3547	977	1352
12	Beef Feeder Cattle	1315	1261	151	87
13	Hogs	1007	1380	431	361
14	Sheep (incl. feeders)			222	259
15	Poultry (incl. turkeys)	4	3	9	4
16	Other Productive Livestock	5	5	33	30
17	TOTAL PRODUCTIVE LIVESTOCK	17959	20677	9799	10957
18	Crop, Seed and Feed	3926	6151	2775	3086
19	POWER, MACHINERY AND EQUIPMENT				
20	Auto and Truck (farm share)	1098	1343	1200	1086
21	Power and Machinery	6472	8388	5425	6888
22	Livestock Equipment	2330	2999	2132	2345
23	TOTAL POWER, MACHINERY AND EQUIPMENT	9900	12730		
24	Land	12371	13283	14131	15088
25	Buildings-Fences-etc.	8674	11211	8118	8802
26	TOTAL FARM CAPITAL	52830	64052	43580	48252

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

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

TABLE 2A WHOLE FARM SUMMARY OF CASH RECEIPTS - 1971		Average of 149 Farms	30 High	30 Low
1	SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2	Dairy Cows	\$ 1628	2466	1066
3	Dairy Products	12598	16176	9266
4	Other Dairy Cattle	1209	1698	647
5	Beef Breeding Cattle	822	1140	441
6	Beef Feeder Cattle	425	1146	109
7A	Hogs Complete	337	358	318
7B	Hogs Finishing	23	49	4
7C	Hogs Producing Weaning Pigs	742	1805	536
8A	Sheep and Wool, Farm Flock	60		199
8B	Sheep and Wool, Feeder Lambs	3		14
9	Chickens (Incl. Hens and Broilers)	3	11	2
10	Turkeys			
11	Eggs	24	14	16
12	Other Productive Livestock	12		3
12A	TOTAL SALES OF PRODUCTIVE LIVESTOCK	17886	24863	12621
13	SALE OF CROPS			
14	Corn	159	145	112
15	Soybeans, Flax, Sunflowers	12		21
16	Wheat, Oats, Barley, Rye	201	261	130
17	Potatoes, Sugar Beets, Canning & Other Crops A&B	32	37	40
18	Hay, Silage and Other Crops	174	140	105
19	Diverted Acre Payment	310	545	208
19A	Total Sales From Crops	888	1128	616
20	Capital Assets Sold	245	32	860
21	Gas Tax Refund	65	91	47
22	Income From Work Off The Farm	402	301	80
23	Patronage Refunds	80	95	127
24	Miscellaneous Farm Income	231	200	239
25	TOTAL FARM SALES	19797	26710	14590
26	Increase In Farm Capital	7518	11500	5490
27	Family Living From The Farm	439	363	287
28	TOTAL FARM RECEIPTS (25)+(26)+(27)	27754	38573	20367

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 EXPENSE - 1971		Average of 149 Farms	30 High	30 Low
1	PURCHASE OF LIVESTOCK			
2	Dairy Cows	\$ 606	811	468
3	Other Dairy Cattle	293	418	355
4	Beef Breeding Cattle	368	289	387
5	Beef Feeder Cattle	137	617	50
6A	Hogs Complete	24	9	7
6B	Hogs Finishing	1		
6C	Hogs Producing Weaning Pigs	29	10	63
7A	Sheep, Farm Flock	11		50
7B	Sheep, Feeder Lambs			
8	Chickens (incl. hens and broilers)	5	3	1
9	Turkeys			
10	Other Productive Livestock	4		1
11	Miscellaneous Livestock Expense	817	1024	819
12	Feed Bought	3647	4773	3427
13	Fertilizer	626	707	677
14	Chemicals	160	207	112
15	Other Crop Expense	432	530	360
16	Custom Work Hired	919	1234	677
17	Repaired + Upkeep of Livestock Equip.	163	179	168
18	Repair + Upkeep of Farm Real Estate	256	286	288
19	Gas, Oil, Grease Bought (Farm Share)	797	896	733
20	Repair + Oper of Mach. Tractor, Truck, Auto (F.S.)	993	1092	919
21	Wages of Hired Labor	533	589	659
22	Personal Property + Real Estate Taxes	470	578	405
23	General Farm Expense	290	401	291
24	Telephone Expense (Farm Share)	80	96	70
25	Electricity Expense (Farm Share)	338	404	301
26	Total Cash Operating Expense	\$11999	15153	11288
27	Power, Crop and General Mach Bought (Farm Share)	3160	3655	3050
28	Livestock Equipment Bought	674	1060	503
29	New Real Estate + Improvement	2655	4118	2820
30	Total Farm Purchases (26) Thru (29)	\$18488	23986	17661
31	Decrease in Farm Capital	325	279	817
32	Interest on Farm Capital	2921	3506	2754
33	Unpaid Family Labor	907	926	714
34	Labor Charge for Partners + Other Operators	129	16	255
35	Board Furnished Hired Labor	88	86	127
36	Total Farm Expense (30) Thru (35)	\$22858	28799	22328
37	Labor Earnings (Whole Farm) (2A/28)-(36)	\$ 4890	9775	(-1959)
38	Number of Operators	1	1	1

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

TABLE 3 - RETURNS		1949 Farms	30 High	30 Low
1	RETURNS			
2	PRODUCTIVE			
3	Dairy	\$ 12891	\$ 16673	\$ 9211
4	Other Dairy	3794	5184	2174
5	Beef Cattle	871	1037	432
6	Feeder Cattle	199	529	(-2)
7	Complete Hogs	466	555	398
8	Hog Pigs	13	33	9
9	Producing	756	1991	334
10	Farm Flock of	51		187
11	Feeder Lambs	3		14
12	Chickens (Including)	25	26	16
13	Turkeys			
14	Other Productive	11		1
15	ALL PRODUCTIVE	\$ 19080	\$ 26028	\$ 12774
16	Value of Feed Fed to Livestock	9332	11755	7598
17	Return Over Feed Fed to Livestock	9748	14273	5176
18	Crop, Seed and Fertilizer	6361	8651	3861
19	Income from Land	280	119	27
20	Cooperative Payments	80	95	127
21	Miscellaneous Farm Income	231	200	239
22	TOTAL RETURNS	\$ 16700	\$ 23338	\$ 9430
23	EXPENSES AND DEPLETION			
24	Truck and Auto Depreciation	\$ 1141	\$ 1235	\$ 1079
25	Tractors and Equipment	2515	2728	2410
26	Electricity	338	404	301
27	Livestock Equipment	457	568	473
28	Building, Fence and Fencing	841	955	946
29	Bare Land	(-42)	(-2)	(-152)
30	Misc. Livestock Services	817	1024	819
31	Labor	1853	2054	1739
32	Labor Charge for Other Services (g)	129	16	255
33	Property Tax	470	578	405
34	General Farm Expenses (Telephone)	370	496	361
35	Interest on Farm Loans	2921	3506	2754
36	TOTAL EXPENSES AND DEPLETION	\$ 11810	\$ 13562	\$ 11390
37	Labor Earnings	\$ 4890	\$ 9776	\$ (-1960)
38	Number of Farm Operators	1	1	1

Table 3 combines Tables 1, 2, and 2B. Cash receipts and expenses are adjusted for changes in the value of farm enterprise and for each category of expense in order to show the net gain or net decreases. The resulting labor earnings are the same as in Table 1A.

TABLE 4 - HOUSEHOLD EXPENSES - 1971		Average of 97 Farms	25 High	20 Low
1.	Number of Persons - Family	5	6	5
2.	Number of Adult Equivalent - Family	3.8	4.3	3.7
3.	Church and Welfare	\$ 138	194	120
4.	Medical Care and Health Insurance	599	738	458
5.	Food and Meals Bought	840	1031	744
6.	Operating Expense and Supplies	239	410	137
7.	Furnishings and Equipment	203	302	95
8.	Clothing and Clothing Materials	275	407	209
9.	Personal Care, Personal Spending	98	86	106
10.	Education	134	163	106
11.	Recreation	99	220	39
12.	Gifts and Special Events	115	195	42
13.	Pers. Share Truck and Auto Exp.	253	264	212
14.	Oper. Share Upkeep on Dwelling	63	57	139
15.	Pers. Share Tel. and Elect. Exp.	182	218	212
16.	TOTAL CASH LIVING EXPENSES	\$3238	4285	2619
17.	Pers. Share New Truck and Auto	78	204	6
18.	New Dwelling Bought	707	689	2045
19.	Taxes and Other Deductions	195	427	220
20.	Life Insurance and Other Savings and Investments	279	667	139
21.	TOTAL HOUSEHOLD AND PERSONAL (16) - (20)	\$4497	6281	5029
22.	TOTAL FAMILY LIVING FROM THE FARM (33)	369	390	315
23.	TOTAL CASH AND NON-CASH EXPENSES (21)+(22)	\$4866	6671	5344
24.	FAMILY LIVING FROM THE FARM			
25.		\$OPR. SHARE	OPR. SHARE	OPR. SHARE
26.	Milk and Cream	\$ 107	127	79
27.	Beef	193	234	136
28.	Pork	25	10	34
29.	Lamb			
30.	Poultry	5		6
31.	Eggs	2		
32.	Veg., Fruit, Spuds, and Fuel-Also Other Produce	37	18	60
33.	TOTAL FAMILY LIVING FROM THE FARM	\$ 369	389	315

The household and personal expenses and receipts presented in Table 4 are for those farms with complete accounts. These farmers spent an average of \$375.00 per month for family living in addition to the food, fuel, and housing furnished by the farm.

ASSETS		LIABILITIES	
Average of 135 Farms		Average of 135 Farms	
	Dec. 31		Dec. 31
1. Cash	\$ 14,929	1. Real Estate	11,418
2. Accounts Receivable	4,335	2. Charge Accounts	9,071
3. Prepaid Insurance	10,892	3. Notes	1,871
4. Land	12,601	4. Accounts Payable	1,751
5. Buildings	8,463	5. Other Liabilities	\$ 24,111
6. Equipment	51,220	6. Farm Income	37,803
7. Other Assets	5,390	7. Other Liabilities	\$ 4,641
8. Other Assets	5,304	8. Other Liabilities	
9. Other Assets	\$ 61,914	9. Other Liabilities	
10. Real Estate	11,418	10. Other Liabilities	
11. Charge Accounts	9,071	11. Other Liabilities	
12. Notes	1,871	12. Other Liabilities	
13. Accounts Payable	1,751	13. Other Liabilities	
14. Other Liabilities	\$ 24,111	14. Other Liabilities	
15. Farm Income	37,803	15. Other Liabilities	
16. Other Liabilities	\$ 4,641	16. Other Liabilities	
17. Other Liabilities		17. Other Liabilities	
18. Other Liabilities		18. Other Liabilities	
19. Other Liabilities		19. Other Liabilities	
20. Other Liabilities		20. Other Liabilities	
21. Other Liabilities		21. Other Liabilities	
22. Other Liabilities		22. Other Liabilities	
23. Other Liabilities		23. Other Liabilities	
24. Other Liabilities		24. Other Liabilities	
25. Other Liabilities		25. Other Liabilities	
26. Other Liabilities		26. Other Liabilities	
27. Other Liabilities		27. Other Liabilities	
28. Other Liabilities		28. Other Liabilities	
29. Other Liabilities		29. Other Liabilities	
30. Other Liabilities		30. Other Liabilities	
31. Other Liabilities		31. Other Liabilities	
32. Other Liabilities		32. Other Liabilities	

... include sale of capital assets

... of the financial structure of the operation at the beginning and at the end of the year. This is a dollar measure of progress. This statement of financial structure is one of the best measures of financial progress.

... in Table 5 is helpful in studying the financial structure of the operation. The figures are presented on the operators share only.

TABLE 1
FOR

		1928		
		27		Low
		31	Jan. 1	Dec. 31
1.		\$ 8,817	\$ 8,817	\$10,351
2.		2,834	2,834	3,054
3.		7,206	7,206	8,375
4.		14,493	14,493	15,557
5.		6,560	6,560	7,157
6.		39,910	39,910	44,494
7.		6,249	6,249	6,745
8.		3,752	3,752	5,249
9.		\$49,911	\$49,911	\$56,488
10.	Real Estate	8,981	8,981	11,086
11.	Chattels	5,342	5,342	6,541
12.	Notes	1,834	1,834	2,562
13.	Accounts Receivable	1,780	1,780	2,097
14.	Inventory	\$17,937	\$17,937	\$22,286
15.		\$31,974	\$31,974	\$34,202
16.				\$ 2,228
17.				
18.	Operating Expenses		\$(-1,879)	
19.	Retained Earnings		250	
20.	Non-Farm			
21.	Outstanding		72	
22.	Interest		3,384	
23.	Income		\$ 3,456	
24.	Total Assets		9,534	
25.	Total Paid for		5,070	
26.	Total Expenses		4,083	
27.	Ratio Paid for		1.099	
28.	Ratio Paid for	1.350	Jan. 2.783	Dec. 2.535
29.	Ratio Net	2.51	2.80	2.55
30.	Ratio Net	2.16	2.76	2.52
31.	Ratio Net	1.75	1.78	1.53
32.	*Ratio Net	1.72		.97

*Adjusted Total

Net Assets.

The ratio
answers the question

The ratio
measuring and answering
It answers the question
of debt?"

the so-called margin. It
tells in \$100?"

measuring solvency at the begin-
ning of the "Net Capital Ratio."
How much have to cover each dollar

TABLE 6A OPERATORS SHARE OF CASH RECEIPTS-1971		Average of 149 Farms	30 High	30 Low
1	SALE OF LIVESTOCK AND LIVESTOCK products			
2	Dairy Cows	\$ 1622	3180	1018
3	Dairy Products	12547	22135	8491
4	Other Dairy Cattle	1206	2480	653
5	Beef Breeding Cattle	797	1190	441
6	Beef Feeder Cattle	425	43	109
7A	Hogs Complete	337	753	341
7B	Hogs Finishing	23	2	4
7C	Hogs Producing Weaning Pigs	739	523	519
8A	Sheep and Wool, Farm Flock	60		199
8B	Sheep and Wool, Feeder Lambs	3		14
9	Chickens (Incl. Hens and Broilers)	3		2
10	Turkeys			
11	Eggs	24		16
12	Other Productive Livestock	12		3
12A	TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$17798	30306	11810
13	<u>SALE OF CROPS</u>			
14	Corn	126	357	112
15	Soybeans, Flax, Sunflowers	12		21
16	Wheat, Oats, Barley, Rye	167	292	125
17	Potatoes, Sugar Beets, Canning, Other Crops A+B	32		40
18	Hay, Silage and Other Crops	125	96	150
19	Diverted Acre Payment	308	423	194
19A	TOTAL SALES FROM CROPS	\$ 770	1168	642
20	Capital Assets Sold	245	117	890
21	Gas Tax Refund	65	99	44
22	Income From Work Off the Farm	402	463	117
23	Patronage Refunds	80	134	82
24	Miscellaneous Farm Income	231	125	177
25	TOTAL FARM SALES	\$19591	32412	13762
26	Increase in Farm Capital	7566	13955	5565
27	Family Living From the Farm	438	887	267
28	TOTAL FARM RECEIPTS (25)+(26)+(27)	\$27595	47254	19594
29	Adjusted Total Farm Sales (25)-(20)	19346	32295	12872
30	Total Cash Farm Operating Expense	13426	20346	12087
31	Net Cash Operating Income	5920	11949	785

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.

OPERATOR'S SHARE OF CASH EXPENSE - 1971		Average of 149 Farms	30 High	30 Low
<hr/>				
1	Depreciation on Equipment	\$ 601	\$ 749	\$ 652
2	Depreciation on Buildings	293	541	305
3	Beef Breeding Cattle	362	465	387
4	Beef Feeder Cattle	137	391	50
5A	Eggs, Complete	24	41	10
5B	Eggs, Finishing	1		
6C	Pigs Producing Weaning Pigs	29	33	63
7	Sheep, Farm Flock	11		50
7B	Sheep, Feeder Lambs			
8	Chickens	5		1
9	Turkeys			
10	Other Productive Livestock	4		1
11	Miscellaneous Livestock Expense	815	1315	741
12	Feed Bought	3638	5228	3178
13	Fertilizer	626	1040	625
14	Chemicals	160	375	108
15	Other Crop Expense	432	631	434
16	Custom Work Hired	917	1553	715
17	Repair & Upkeep of Livestock Equipment	163	217	160
18	Repair & Upkeep of Farm Real Estate	255	392	251
19	Gas, Oil, Grease Bought (Farm Share)	796	1042	723
20	Repair & Oper. of Mach., Tractor, Truck, Auto (F.S)	993	1233	865
21	Wages of Hired Labor	533	960	433
22	Personal Property & Real Estate Taxes	468	758	357
23	Cash Rent	216	273	238
24	General Farm Expense	290	450	292
25	Telephone Expense (Farm Share)	80	90	64
26	Electricity Expense (Farm Share)	337	482	264
27	Interest Expense	1239	2088	1120
28	TOTAL CASH OPERATING EXPENSE	\$ 13425	\$ 20347	\$ 12087
<hr/>				
29	Power, Crop and General Mach. Bought (Farm Share)	3160	4850	3285
30	Livestock Equipment Bought	674	1667	424
31	New Real Estate & Improvements	2655	4042	2553
32	TOTAL FARM PURCHASES (28) THRU (31)	\$ 19914	\$ 30906	\$ 18349
<hr/>				
33	Decrease in Farm Capital	320	5	817
34	Interest on Farm Capital	1672	2308	1470
35	Unpaid Family Labor	907	1174	781
36	Board Furnished Hired Labor	88	82	124
37	TOTAL FARM EXPENSE (32) THRU (37)	\$ 22901	\$ 34475	\$ 21541
<hr/>				
38	Labor Earnings (Operators Share) (6A/28)-(38)	\$ 4690	\$ 12781	\$ -1947
39	Return to Capital and Family Labor	\$ 7269	\$ 16263	\$ 304

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

EXPLANATION OF TABLES

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, or ten hours of work off the farm for pay. The work units values in Table 7 below were changed in 1968 to make this a more realistic measure.

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

Item	No. of Work Units	Item	No. of Work Units/Acre
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2/head	Canning Peas	.30/acre
Beef Breeding Cows	1.5/head	Cat Silage	.40/acre
Beef Feeders	.12/cwt.	Canning Corn	.40/acre
Hogs-Complete	.12/cwt.	Corn for Grain	.55/acre
Hogs-Finishing	.06/cwt.	Soybeans	.45/acre
Hogs-Wean. Pigs	1.4/litter	Corn & Cane Silage	.80/acre
Sheep, Farm Flock	.60/ewe	Alfalfa Hay	.60/acre
Lambs, Feeders	.30/cwt.	O. Leg. & Mix. Hay	.40/acre
Chickens, Lay.Flock	5.0/100	Tame Grass Hay	.20/acre
Broilers	.20/cwt.	Annual Hay	.30/acre
Turkeys, Lay.Flock	25.0/100	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

AVERAGE PRICES OF FEED AND OTHER PRICES USED IN 1970 REPORT

SMALL GRAIN & CORN

Corn	\$1.00/Bu.
Oats	.60/Bu.
Soybeans	2.75/Bu.
Wheat	1.45/Bu.
Rye	.80/Bu.
Barley	.80/Bu.
Bluegrass	.25/Lb.

PASTURE PER HEAD PER MONTH

Dairy cows, Beef cows	\$2.00
Other dairy & beef	1.00
Hogs	.20
Pigs	.10
Sheep	.25
Lambs	.12

ROUGHAGES

Alf. Hay	\$25.00
O. Leg. & Mix	20.00
Annual & Tame	14.00
Wild Hay	12.00
Corn Silage	9.00
Oats Silage	6.00
Leg. & Grass Sil.	8.00

PRODUCTS USED IN THE HOME

Whole Milk	\$.10/qt.
Cream	.70/qt.
Whole Milk fed	4.50/cwt.
Skimmilk fed	.90/cwt.

UNPAID FAMILY LABOR

Per Day	\$10.00
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LAND COST used on Table 10 was considered to be the rental value of land on each farm. While this figure varied from farm to farm the normal range was \$7.00 to \$10.00 per acre.

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1971		AVERAGE OF 149 FARMS	30 HIGH	30 LOW
1	LABOR EARNINGS	\$ 4890	9775	(-1950)
2	CROP YIELDS - INDEX	100	96	89
3	PERCENT TILL. LAND IN H.R. CROPS	48.0	49.9	45.5
4	GROSS RETURN PER TILL. ACRE (EXCL. PASTURE)	56.66	56.45	45.08
5	RETURN FOR \$100 TO PROD. LIVESTOCK-INDEX	100	109	78
6	LIVESTOCK UNITS PER 100 ACRES*	21.6	24.4	17.7
7	SIZE OF BUSINESS - WORK UNITS	308.4	356.7	229.4
8	WORK UNITS PER WORKER	230.2	239.8	160.0
9	POWER MACH., EQUIP., BLDG., EXP. PER WORK UNIT	19.55	16.48	30.77
10	FARM CAPITAL INVESTMENT PER WORKER	34742	40755	37094
11	INDEX OF RETURN FOR \$100 FEED FROM			
12	COMPLETE HOG ENTERPRISE	100	85	96
13	HOG FINISHING ENTERPRISE	100	100	
14	PRODUCING WEANING PIGS	100	111	65
15	DAIRY CATTLE	100	111	84
16	OTHER DAIRY	100	110	81
17	ALL DAIRY AND DUAL PURPOSE CATTLE	100	110	83
18	BEEF BREEDING CATTLE	100	77	100
19	BEEF FEEDER CATTLE	100	415	
20	SHEEP FARM FLOCK	100		93
21	FEEDER LAMBS			
22	CHICKENS-LAYING FLOCK	100		
23	CHICKENS-BROILERS			
24	TURKEYS-LAYING FLOCK			
25	TURKEY-POULTS			
26	OTHER PRODUCTIVE LIVESTOCK	100		21
27	NUMBER OF ANIMAL UNITS	51.7	67.4	38.6
28	WORK UNITS			
29	CROPS	75.4	87.8	58.7
30	PRODUCTIVE LIVESTOCK	218.9	263.0	169.4
31	OTHER PRODUCTIVE WORK UNITS	14.0	5.9	1.3
32	EXPENSES PER WORK UNIT			
33	TRACTOR AND CROP MACHINERY EXPENSE	8.91	7.53	14.11
34	FARM SHARE OF AUTO AND TRUCK EXPENSE	4.74	3.49	7.27
35	FARM SHARE OF ELECTRICITY EXPENSE	1.27	1.15	1.92
36	LIVESTOCK EQUIPMENT EXPENSE	1.44	1.58	1.80
37	BUILDING, FENCING, AND TILING EXPENSE	3.17	2.71	5.65
38	TRACTOR AND CROP MACH. EXPENSE PER CROP ACRE**	13.96	12.51	15.99
39	FARM POWER AND MACH. COST ALLC. TO LIVESTOCK	707.30	756.86	680.07
40	BLDG, FENCING, AND TILING COST ALLC. TO CROPS	228.89	250.88	265.43
41	*ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY AND PASTURE			
42	**ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY			

MEASURES OF FARM ORGANIZATION AND EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 and the Thermometer Chart.

1. LABOR EARNINGS - The basis for comparing the relationship between selected farm management factors and farm profit. "Labor Earnings" represents that share of the total farm income that is credited to the operator's labor and management. It is a whole farm figure taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. Tables 2B and 3 show two methods of determining labor earnings. The operator's share of labor earnings is shown on Table 6B and may be different from Whole Farm Labor Earnings.
2. CROP YIELD INDEX - A measure of the crop yield level for all crops produced. It is 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. Ratings are on Table 9.
4. GROSS RETURN per ACRE - Reflects both crop selection and crop yield.
5. RETURN per \$100 FEED FED TO PRODUCTIVE LIVESTOCK - A measure of the general level of efficiency for all livestock. It is expressed as a percentage with 100% representing average efficiency.
6. LIVESTOCK UNITS per 100 ACRES - A measure of livestock density or population, particularly important for farms with limited cropland.
7. SIZE OR 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 - A measure of labor efficiency. It is determined by dividing the work units by the total number of workers.
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 - Another indication of size of business. Useful in relating farm businesses to other industries.

** WORK UNIT values were changed in 1968 based on a study by the Department of Agricultural Economics, University of Minnesota. This study was undertaken because of increased mechanization in farming. As an example it reduced the Dairy Cow Work Units from 10 to 7 per cow.

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 dotted lines across the center of the page.

Labor earn- ings	Crop Yields	High Ret. Crops	Return from Pro- ductive Livestock	Pr.L.S. units per 100A.	Work Units per Worker	Work Units per Worker	P.M.E.& B. Exp. per Work Unit
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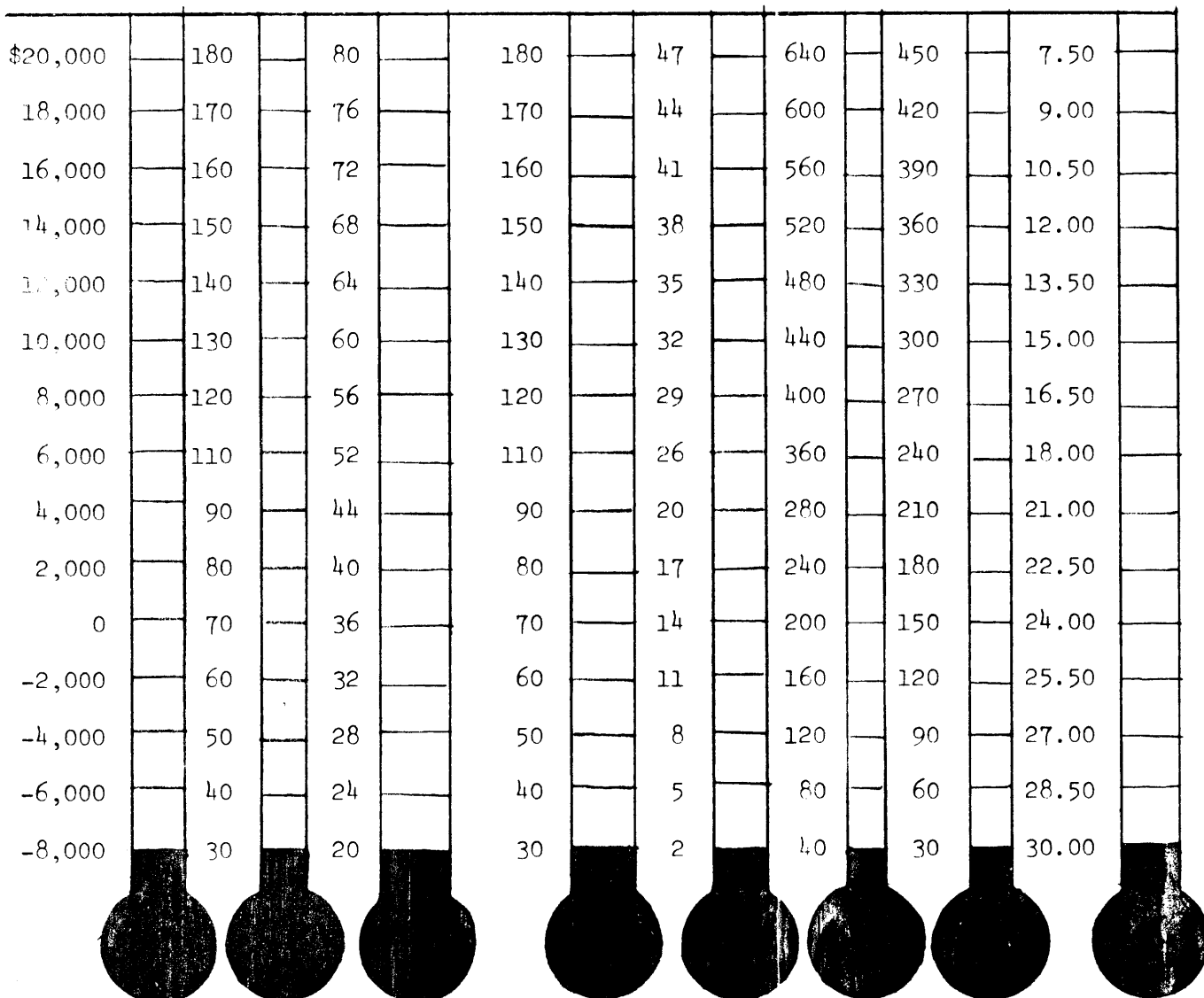
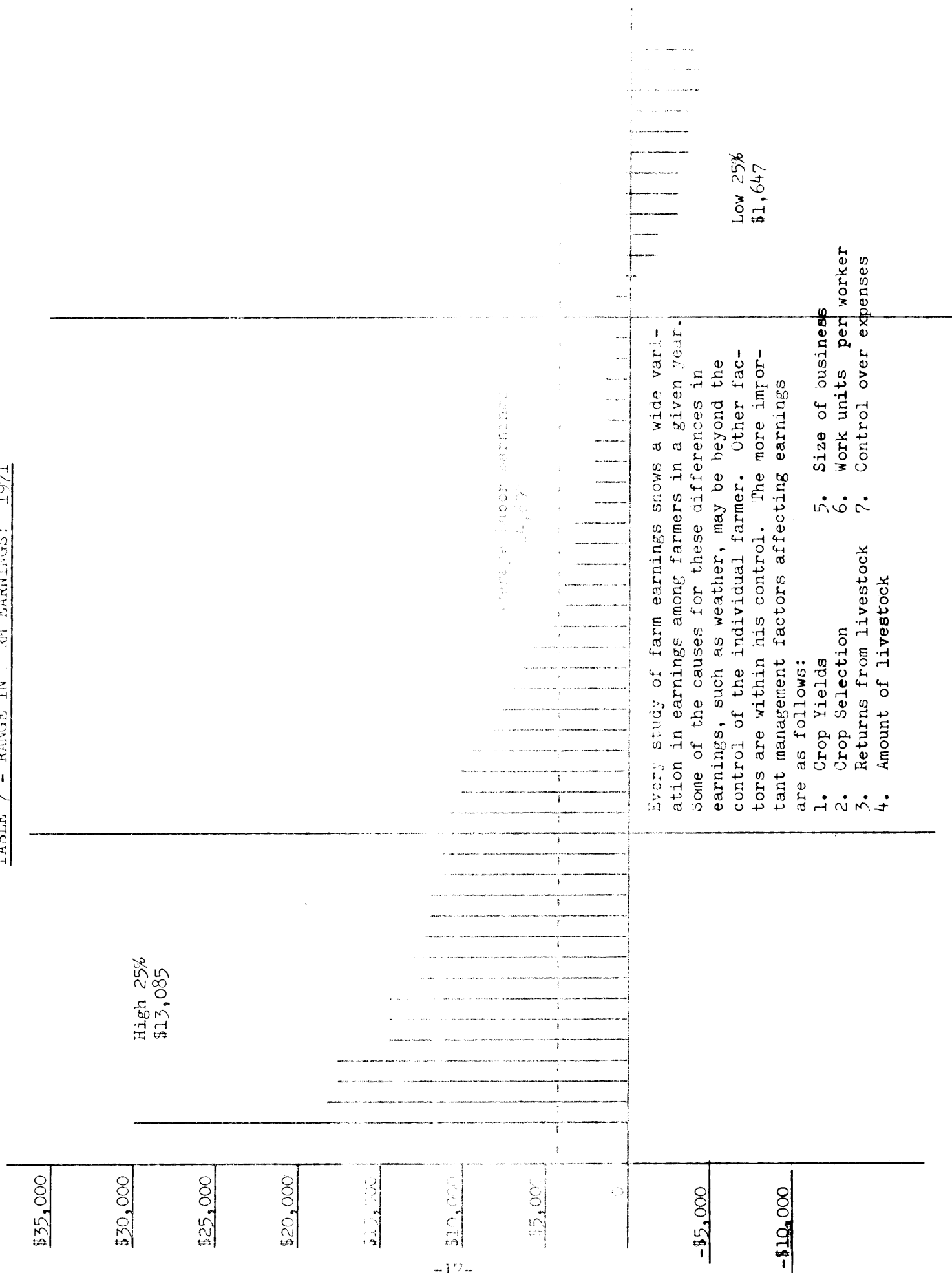


TABLE 7 - RANGE IN FARM EARNINGS: 1971



LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

The thermometer chart shows seven major management factors that influence farm earnings within a given year. These seven factors are:

1. Crop yields
2. Crop selections
3. Returns from livestock
4. Amount of livestock
5. Size of business
6. Work units per worker
7. Control over power & machinery expenses

The combined effect of those management factors as related to farm earnings is shown on the table below. Attention is called to the fact that farmers exceeding the average in most of the management factors are also those reporting the highest labor earnings.

No. of factors in which farmers excelled	No. of farms	Labor Earnings													
		-1, 000	0 1, 000	2, 000	3, 000	4, 000	5, 000	6, 000	7, 000	8, 000	9, 000	10, 000	11, 000	12, 000	13, 000
0-1	23	-737													
2-3	63			\$3,036											
4-5	51								\$7,068						
6-7	20													\$12,572	

This table should be studied along with the tables on Measures of Farm Organization and Management Efficiency and the Thermometer Chart. The importance of these three tables to determine the financial "heartbeat" of a farm operation cannot be over emphasized.

TABLE 9 - CROP PRODUCTION - 1971

149 FARMS

	CROP RANK	NUMBER GROWING	ACRES	YIELD PER ACRE
1 Oats and Mixtures	C	119	29.1	53.2
2 Oats Silage				
3 Canning peas (Irrigated Oats)				
4 Wheat	C	15	1.8	22.8
5 Barley	C	12	2.2	37.7
6 Flax	C			
7 Rye		5	1.1	29.1
8 Total Small Grain and Peas			36.0	
9 Canning Corn				
10 Corn Grain and Seed Corn	B	98	22.3	68.5
11 Soybeans - Grain				
12 Corn and Cane Silage	B	104	18.2	9.6
13 Corn and Cane Fodder	B	10	1.4	12.1
14 Potatoes				
15 Sugar Beets				
16 Sunflowers	A	6	1.7	2.4
17 Other Cultivated Crops	A	4	.3	90.00
18 Other Cultivated Crops	B			
19 Total Cultivated Crops			44.0	
20 Alfalfa Hay	A	77	24.5	2.9
21 Other Legume Hay and Mixtures	B	77	28.1	3.4
22 Tame Grass Hay	C	30	18.2	1.2
23 Annual Hay	D	5	.9	1.1
24 Legume and Grass Silage	B	8	1.7	2.9
25 Legume Seed				
26 Grass Seed				
27 Total Hay			73.8	
28 Alfalfa and Mixed Pasture			.4	
29 Other Legume Pasture			.9	
30 Other Tillable Pasture			14.5	
31 Total Tillable Pasture			15.8	
32 Diverted Acres Income	A	91	8.2	37.93
33 Summer Fallow - Tilled			2.0	
34 Other Tillable Land Idle			3.3	
35 Total Tillable Land			183.1	
36 Wild Hay			11.8	.25
37 Non-Tillable Pasture			72.3	
38 Timber			38.9	.64
39 Roads and Waste			26.1	
40 Farmstead			6.7	
41 Total Acres in Farm			338.9	
42 SUPPLEMENTARY MANAGEMENT INFORMATION				
43 Percent Land Tillable				54.1
44 Percent in High Return Crops				47.0
45 * Fertilizer Cost Per Acre				3.74
46 * Crop Chemicals Per Acre				.96
47 * Seed and Other Costs Per Acre				2.58
48 * Gas, Oil, Grease Bought Per Acre, Crop Machinery				3.40
49 * Tillable Land Minus Pasture				

Table 9 (Continued)

	Crop Rating	30 High in Labor Earnings		30 Low in Labor Earnings	
		Acres	Average Yield	Acres	Average Yield
1 Oats and Mixtures	C	32.1	57.2 Bu.	21.0	42.1 Bu.
2 Oats Silage					
3 Canning Peas (Irrig. Oats)					
4 Wheat	C	1.2	32.5 Bu.	1.6	20.0
5 Barley	C	1.4	19.3 Bu.	1.7	14.7 Bu.
6 Flax					
7 Rape	C	2.5	48.4 Bu.		
8 TOTAL SMALL GRAIN & PEAS		39.4		25.6	
9 Canning Corn (Irrigated)					
10 Corn Grain (Irrig. Incl.)	B	27.3	72.2	20.2	64.3
11 Soybeans-Grain					
12 Corn and Cane Silage	B	23.3	10.4	11.1	10.1
13 Corn and Cane Fodder (Irrig.)		1.4	17.1 T.	.5	8.0 T.
14 Potatoes					
15 Sugar Beets					
16 Sunflowers (Irrig. Alfalfa)	A	1.6	2.9 T.	.5	1.8 T.
17 Other Cultivated Crops - A	A	.2	185.00 \$.7	57.14 \$
18 Other Cultivated Crops - B					
19 TOTAL CULTIVATED CROPS		53.8		33.3	
20 Alfalfa Hay	A	25.9	2.5	22.5	3.3 T.
21 Other Legume Hay & Mixtures	B	31.7	2.3	26.0	1.8 T.
22 Same Grass Hay	C	8.0	1.4	5.9	.8 T.
23 Annual Hay	D	.7	1.4	2.0	2.0 T.
24 Legume & Grass Silage	B	4.9	3.3	1.9	4.2 T.
25 Legume Seed (Timothy)	A				
26 Grass Seed (Bluegrass)					
27 TOTAL HAY		71.2		58.3	
28 Alfalfa & Mixed Pasture		1.3			
29 Other Legume Pasture		1.0		.7	
30 Other Tillable Pasture		23.9		14.9	
31 TOTAL TILLABLE PASTURE		26.2		15.6	
32 Diverted Acres Income	A	16.1	34.35	5.1	40.78
33 Summer Fallow - Tilled		1.2		2.6	
34 Other Tillable Land Idle		4.7		4.0	
35 TOTAL TILLABLE LAND		212.6		144.5	
36 Wild Hay		22.0	.50	7.6	.26
37 Non-Tillable Pasture		68.3		84.0	
38 Timber		45.9	.41	42.5	
39 Roads and Waste		31.6		24.2	
40 Farmstead		6.5		6.5	
41 TOTAL ACRES IN FARM		386.9		309.3	
42 Supplementary Management Information					
43 Percent Land Tillable		54.9		46.7	
44 Percent In High Return Crops		48.3		46.5	
45 *Fertilizer Cost Per Acre		3.79		5.26	
46 *Crop Chemicals Per Acre		1.11		.87	
47 *Seed and Other Costs Per Acre		2.84		2.80	
48 *Gas, Oil, Grease Bought Per Acre					
49 Crop Mach.		3.40		3.85	
*Tillable Land Minus Pasture					

Table 10. Crops, 1945-1946

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.

Irrigated crops have been separated from dryland crops. On these tables, line 9 represents operating costs for irrigation such as: gas, electricity and repairs. Line 16 represents depreciation on irrigation equipment.

TABLE 9 - CROP DATA FOR IRRIGATED CORN SILAGE - 1971

	Average of 104 Farms	52 Farms High	52 Farms Low
1. Acres	26.0	27.5	24.5
2. Yield/Acre	9.7	12.4	6.6
3. Value/Unit	9.00	9.00	9.00
4. Gross Return	87.30	111.60	59.40
5. SUPPLEMENTAL COSTS			
6. Fertilizer	7.73	8.98	6.33
7. Chemicals	3.23	3.64	2.78
8. Seed and Other	3.23	3.60	2.78
9. Hired Labor			
10. Custom Work	2.42	2.98	1.84
11. TOTAL SUPPLEMENTAL COSTS	16.61	19.20	13.73
12. Return Over Supplemental	70.69	92.40	45.67
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense			
15. Land Rent	25.36	23.04	32.00
16. Miscellaneous Costs	9.50	9.64	9.39
17. TOTAL ALLOCATED COSTS	34.86	32.68	41.39
18. Total Cost Per Unit	5.33	4.20	8.34
19. TOTAL LISTED COSTS	51.47	51.88	55.12
20. RETURN OVER TOTAL COSTS	35.83	59.72	4.28

TABLE 10 - CROP DATA FOR IRRIGATED CORN SILAGE - 1971

	Average of 10 Farms	5 Farms High	5 Farms Low
1. Acres	21.2	32.0	10.4
2. Yield/Acre	12.0	14.1	5.5
3. Value/Unit	9.00	9.00	9.00
4. Gross Return	108.00	126.90	49.50
5. SUPPLEMENTAL COSTS			
6. Fertilizer	13.63	14.84	9.90
7. Chemicals	6.04	7.47	1.63
8. Seed and Other	5.00	5.31	4.04
*9. Hired Labor	3.11	3.34	2.31
10. Custom Work	.61		
11. TOTAL SUPPLEMENTAL COSTS	28.16	30.96	19.32
12. Return Over Supplemental Costs	79.84	95.94	30.18
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	25.36	23.04	32.00
15. Land Rent	10.00	10.00	10.00
**16. Miscellaneous Costs	6.18	5.09	9.52
17. TOTAL ALLOCATED COSTS	41.54	38.13	51.52
18. Total Cost Per Unit	5.82	4.89	12.93
19. TOTAL LISTED COSTS	69.70	69.09	70.84
20. RETURN OVER TOTAL COSTS	38.30	57.81	(-21.34)
ACRE INCHES OF WATER APPLIED	5.1		

*Line 9 is the operating costs for irrigation.

**Line 16 is the depreciation for irrigation equipment. This sum does not include interest on investment, taxes or a charge for storage.

TABLE 10 - CROP DATA FOR IRRIGATED CORN FOR GRAIN - 1971

	Average of 87 Farms	43 Farms High	43 Farms Low
1. Acres	33.2	35.7	31.1
2. Yield/Acre	64.5	77.8	49.5
3. Value/Unit	1.00	1.00	1.00
4. Gross Return	64.50	77.80	49.50
5. SUPPLEMENTAL COSTS			
6. Fertilizer	9.07	11.15	6.72
7. Chemicals	3.70	4.15	3.15
8. Seed and Other	3.70	3.89	3.50
9. Hired Labor			
10. Custom Work	1.66	1.99	1.29
11. TOTAL SUPPLEMENTAL COSTS	18.13	21.18	14.66
12. Return Over Supplemental Costs	46.37	56.62	34.84
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	17.44	15.84	22.00
15. Land Cost	10.99	11.12	10.87
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	28.43	26.96	32.87
Total Cost Per Unit	.72	.62	.96
18. TOTAL COSTS	46.56	48.14	47.53
19. RETURN OVER TOTAL COSTS	17.94	29.66	1.97

TABLE 10 - CROP DATA FOR IRRIGATED CORN FOR GRAIN - 1971

	Average of 11 Farms	5 Farms High	5 Farms Low
1. Acres	39.6	51.0	32.6
2. Yield/Acre	94.8	110.9	70.1
3. Value/Unit	1.00	1.00	1.00
4. Gross Return	94.80	110.90	70.10
5. SUPPLEMENTAL COSTS			
6. Fertilizer	16.52	17.41	14.79
7. Chemicals	5.43	6.49	3.71
8. Seed and Other	5.71	6.63	4.57
*9. Hired Labor	4.09	3.65	5.03
Per Acre Inch	.76		
10. Custom Work	.71	.08	1.78
11. TOTAL SUPPLEMENTAL COSTS	32.46	34.26	29.88
12. Return Over Supplemental Costs	62.34	76.64	40.22
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	17.44	15.84	22.00
15. Land Cost	9.85	10.00	10.00
**16. Miscellaneous Costs	5.53	4.86	6.44
17. TOTAL ALLOCATED COSTS	32.82	30.70	38.44
Total Cost Per Unit	.69	.59	.97
18. TOTAL COSTS	65.28	64.96	68.32
19. RETURN OVER TOTAL COSTS	29.52	45.94	1.78

ACRE INCHES OF WATER APPLIED 5.4

* Line 9 is the operating costs for irrigation.

** Line 16 is the depreciation for irrigation equipment. This sum does not include interest on investment, taxes or a charge for storage.

TABLE 10 -- DATA FOR ALFALA HAY -- 1971

	Average of 77 Farms	38 Farms High	38 Farms Low
1. Acres	47.5	48.4	46.7
2. Yield/Acre	2.8	3.7	2.0
3. Value/Unit	24.50	24.66	24.33
4. Gross Return	68.60	91.24	48.66
5. SUPPLEMENTAL COSTS			
6. Fertilizer	3.56	4.21	2.66
7. Chemicals	.27		.56
8. Seed and Other	2.74	3.22	2.14
9. Hired Labor			
10. Custom Labor	.51	.81	.19
11. TOTAL SUPPLEMENTAL COSTS	7.08	8.24	5.55
12. Return Over Supplemental Costs	61.52	83.00	43.11
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	19.02	17.28	24.00
15. Land Cost	10.13	9.55	10.75
16. Miscellaneous Costs			
17. TOTAL ALLOCATED COSTS	29.15	26.83	34.75
Total Cost Per Unit	12.75	9.75	20.02
18. TOTAL LISTED COSTS	36.23	35.07	40.30
19. RETURN OVER TOTAL COSTS	32.37	56.17	8.36

TABLE 11 -- DATA FOR IRRIGATED ALFALA HAY -- 1971

	Average of 6 Farms	3 Farms High	3 Farms Low
1. Acres	42.2	58.0	26.3
2. Yield/Acre	2.6	2.9	1.8
3. Value/Unit	25.00	25.00	25.00
4. Gross Return	65.00	72.50	45.00
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.30	1.95	3.08
7. Chemicals	.09		.30
8. Seed and Other	4.86	5.38	3.69
*9. Hired Labor	1.21	.47	2.85
Per Acre Inch	.36		
10. Custom Work			
11. TOTAL SUPPLEMENTAL COSTS	8.46	7.80	9.92
12. Return Over Supplemental Costs	56.54	64.70	35.08
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	17.44	15.86	22.00
15. Land Cost	10.31	10.00	11.03
**16. Miscellaneous Costs	2.91	2.21	4.49
17. TOTAL ALLOCATED COSTS	30.66	28.05	37.52
Total Cost Per Unit	15.29	12.38	26.55
18. TOTAL LISTED COSTS	39.12	35.85	47.44
19. RETURN OVER TOTAL LISTED COSTS	25.88	36.65	(-2.44)
20. Acre Inches of Water Applied	3.4		

* Line 9 is the operating costs for irrigation.

** Line 16 is the depreciation for irrigation equipment. This sum does not include interest on investment, taxes or a charge for storage.

TABLE 10 - CROP DATA FOR OATS AND MIXTURES - 1971

	Average of 119 Farms	59 Farms High	59 Farms Low
1. Acres	36.4	36.7	35.0
2. Yield/Acre	53.3	65.6	40.2
3. Value/Unit	.60	.60	.59
4. Gross Return	31.98	39.36	23.72
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.20	2.43	2.03
7. Chemicals	.19	.33	.09
8. Seed and Other	2.50	2.48	2.51
9. Hired Labor			
10. Custom Work	.69	.98	.43
11. Total Supplemental Costs	5.58	6.22	5.06
12. Return Over Supplemental Costs	26.40	33.14	18.66
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	9.51	8.64	12.00
15. Land Cost	8.90	9.62	8.17
16. Miscellaneous Costs			
17. Total Allocated Costs	18.41	18.26	20.17
Total Costs Per Unit	.45	.37	.63
18. TOTAL LISTED COSTS	23.99	24.48	25.23
19. RETURN OVER TOTAL LISTED COSTS	7.99	14.88	(-1.51)

TABLE 10 - CROP DATA FOR OTHER LEGUME HAY AND MIXTURES - 1971

	Average of 77 Farms	38 Farms High	38 Farms Low
1. Acres	54.3	57.3	49.7
2. Yield/Acre	3.4	5.3	1.4
3. Value/Unit	19.91	19.89	19.92
4. Gross Return	67.69	105.42	27.89
5. SUPPLEMENTAL COSTS			
6. Fertilizer	1.36	1.50	1.27
7. Chemicals	.02		.04
8. Seed and Other	1.69	1.97	1.47
9. Hired Labor			
10. Custom Work	.57	.99	.14
11. Total Supplemental Costs	3.64	4.46	2.92
12. Return Over Supplemental Costs	64.05	100.96	24.97
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	12.68	11.52	16.00
15. Land Cost	9.19	8.60	9.24
16. Miscellaneous Costs			
17. Total Allocated Costs	21.87	20.12	25.24
Total Costs Per Unit	7.49	4.68	20.28
18. TOTAL LISTED COSTS	25.51	24.58	28.16
19. RETURN OVER TOTAL LISTED COSTS	42.18	80.84	(-.27)

TABLE 10 CROP DATA FOR TAME GRASS HAY - 1971 -

	Average of 30 Farms	15 Farms High	15 Farms Low
1. Acres	90.2	95.5	84.9
2. Yield/Acre	1.2	1.4	.9
3. Value/Unit	14.20	14.33	14.07
4. Gross Return	17.04	20.06	12.66
5. SUPPLEMENTAL COSTS			
6. Fertilizer	.58	.95	.16
7. Chemicals		.01	
8. Seed and Other	.89	1.34	.39
9. Hired Labor			
10. Custom Work	.09	.16	.02
11. TOTAL SUPPLEMENTAL COSTS	1.56	2.46	.57
12. RETURN OVER SUPPLEMENTAL COSTS	15.48	17.60	12.09
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	6.34	5.76	8.00
15. Land Cost	4.47	5.38	3.44
16. Miscellaneous Costs			
17. TOTAL ALLOCATED COSTS	10.81	11.14	11.44
18. TOTAL COSTS PER UNIT	10.53	9.69	13.07
19. TOTAL LISTED COSTS	12.37	13.60	12.01
20. RETURN OVER TOTAL LISTED COSTS	4.67	6.46	.65

TABLE 10 CROP DATA FOR ANNUAL HAY - 1971 - - - 5 Farms

	PER ACRE
1. Acres	27.2
2. Yield/Acre	1.4
3. Value/Unit	13.60
4. Gross Return	10.04
5. SUPPLEMENTAL COSTS	
6. Fertilizer	
7. Chemicals	
8. Seed and Other	1.16
9. Hired Labor	
10. Custom Work	
11. TOTAL SUPPLEMENTAL COSTS	1.16
12. RETURN OVER SUPPLEMENTAL COSTS	17.88
13. ALLOCATED COSTS	
14. Power and Crop Machinery Expense	9.51
15. Land Cost	10.00
16. Miscellaneous Costs	
17. TOTAL ALLOCATED COSTS	19.51
18. TOTAL COSTS PER UNIT	14.42
19. TOTAL LISTED COSTS	20.67
20. RETURN OVER TOTAL LISTED COSTS	-1.63

Table 10 - CROP DATA FOR LEGUME AND GRASS SILAGE - 5 Farms

		PER ACRE
1	Acres	34.1
2	Yield/acre	28.2
3	Value/Unit	.80
4	Gross Return	22.56
5	SUPPLEMENTAL COSTS	
6	Fertilizer	.69
7	Chemicals	
8	Seed and Other	.93
9	Hired labor	
10	Custom Work	
11	TOTAL SUPPLEMENTAL COSTS	1.62
12	RETURN OVER SUPPLEMENTAL COSTS	20.94
13	ALLOCATED COSTS	
14	Power and Crop Machinery Expense	9.51
15	Land Cost	5.71
16	Miscellaneous Costs	
17	TOTAL ALLOCATED COSTS	15.22
	Per Unit	
18	TOTAL LISTED COSTS	.60
19	RETURN OVER TOTAL LISTED COSTS	5.72

TABLE 10A CROP DATA FOR LEGUME AND GRASS SILAGE - 1971 - - 8 Farms

		PER ACRE
1	Acres	31.9
2	Yield/Acre	3.2
3	Value/Unit	7.75
4	Gross Return	24.80
5	SUPPLEMENTAL COSTS	
6	Fertilizer	5.32
7	Chemicals	
8	Seed and Other	5.28
9	Hired Labor	
10	Custom Work	2.36
11	TOTAL SUPPLEMENTAL COSTS	12.96
12	RETURN OVER SUPPLEMENTAL COSTS	11.84
13	ALLOCATED COSTS	
14	Power and Crop Machinery Expense	12.68
15	Land Cost	8.14
16	Miscellaneous Costs	
17	TOTAL ALLOCATED COSTS	20.82
	Per Unit	
18	TOTAL LISTED COSTS	10.56
19	RETURN OVER TOTAL LISTED COSTS	33.78 (-8.98)

TABLE 10 CROP DATA FOR BARLEY -1971--12 FARMS

	Average of 12 Farms	7 Farms High	7 Farms Low
1 Acres	18.1	25.9	9.6
2 Yield/Acre	22.3	26.2	11.9
3 Value/Unit	1.87	2.00	1.71
4 Gross Return	41.70	52.40	20.35
5 SUPPLEMENTAL COSTS			
6 Fertilizer	3.81	4.29	3.85
7 Chemicals	.28	.35	.10
8 Seed and Other	3.48	3.55	2.92
9 Hired Labor			
10 Custom Work	.39	.42	
11 TOTAL SUPPLEMENTAL COSTS	7.96	8.61	6.87
12 RETURN OVER SUPPLEMENTAL COSTS	33.74	43.79	13.48
13 Allocated Costs			
14 Power and Crop Machinery Expense	9.51	8.64	12.00
15 Land Cost	7.90	8.96	5.94
16 Miscellaneous Costs			
17 TOTAL ALLOCATED COSTS	17.41	17.60	17.94
18 TOTAL LISTED COSTS	25.37	26.21	24.81
19 RETURN OVER TOTAL LISTED COSTS	16.33	26.19	(-4.46)

TABLE 10 CROP DATA FOR BARLEY -1971--12 FARMS

	Per Acre
1 Acres	27.9
2 Yield/Acre	37.0
3 Value/Unit	.80
4 Gross Return	29.60
5 SUPPLEMENTAL COSTS	
6 Fertilizer	2.90
7 Chemicals	.25
8 Seed and Other	3.12
9 Hired Labor	
10 Custom Work	
11 TOTAL SUPPLEMENTAL COSTS	6.27
12 RETURN OVER SUPPLEMENTAL COSTS	23.33
13 ALLOCATED COSTS	
14 Power and Crop Machinery Expense	9.51
15 Land Cost	8.42
16 Miscellaneous Costs	
17 TOTAL ALLOCATED COSTS	17.93
18 TOTAL LISTED COSTS	24.20
19 RETURN OVER TOTAL LISTED COSTS	5.40

TABLE 10 - CROP DATA FOR IRRIGATED ACRES - 1971

	Average of 4 Farms	2 Farms High	2 Farms Low
1. Acres	10.7	6.4	15.0
2. Yield/Acre	93.93	144.69	72.27
3. Value/Unit	1.00	1.00	1.00
4. Gross Return	93.93	144.69	72.27
5. SUPPLEMENTAL COSTS			
6. Fertilizer	14.30	10.94	15.73
7. Chemicals			
8. Seed and Other	7.48	6.25	8.00
*9. Hired Labor	5.98	3.44	7.00
per Acre Inch	1.36		
10. Custom Work	18.97	10.78	22.40
11. TOTAL SUPPLEMENTAL COSTS	46.73	31.41	53.13
12. Ret. Over Supplemental Costs	47.20	113.28	19.14
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	9.51	8.64	12.00
15. Land Costs	10.00	10.00	10.00
*16. Miscellaneous Costs	7.66	5.47	8.60
17. TOTAL ALLOCATED COSTS	27.17	24.11	30.60
Total Cost Per Unit	.79	.38	1.16
18. TOTAL COSTS	73.90	55.52	83.73
19. RET. OVER TOTAL COSTS	20.03	89.17	(-11.46)
ACRE INCHES OF WATER APPLIED	4.40		

*Line 9 is the operating costs for irrigation.

**Line 16 is the depreciation for irrigation equipment. This sum does not include interest on investment, taxes or a charge for storage.

TABLE 10 - CROP DATA FOR DIVERTED ACRES - 1971 ----- 91 Farms

	TOTAL	PER ACRE
1. Acres	13.5	
2. Yield/Acre		37.78
3. Value/Unit		1.00
4. Gross Return	510.03	37.78
5. SUPPLEMENTAL COSTS		
6. Fertilizer		
7. Chemicals		
8. Seed and Other		.08
9. Hired Labor		
10. Custom Work		
11. TOTAL SUPPLEMENTAL COSTS	1.08	.08
12. RETURN OVER SUPPLEMENTAL COSTS	508.95	37.70
13. ALLOCATED COSTS		
14. Power and Crop Machinery Expense		6.34
15. Land Cost		10.23
16. Miscellaneous Costs		
17. TOTAL ALLOCATED COSTS	223.70	16.57
18. TOTAL LISTED COSTS	224.78	16.65
PER UNIT .44		
19. RETURN OVER TOTAL LISTED COSTS	285.25	21.13

Table 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE - 1971

Average Farms 9		Herd Total	Per Cwt. Pork
1	Pounds of Hogs Produced	41354	
2	Total Value Produced	\$ 7538	18.23
3	<u>Pounds of Feed Fed</u>		
4	Corn		173.7
5	Small Grain		74.5
6	Protein, Salt and Mineral		10.0
7	Complete Ration		80.7
8	TOTAL CONCENTRATES		338.9
9	Forages		16.7
10	<u>Feed Cost</u>		
11	Concentrates and Forages		8.67
12	Pasture		.04
13	TOTAL FEED COSTS	\$ 3602	8.71
14	RETURN OVER FEED COSTS	\$ 3936	9.52
15	<u>Supplemental Costs</u>		
16	Miscellaneous Livestock Expense		.18
17	Veterinary Expense		.12
18	Custom Work		.36
19	TOTAL SUPPLEMENTAL COSTS	\$ 273	.66
20	RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 3663	8.86
20A	<u>Allocated Costs</u>		
20B	Power and Machinery Costs		.38
20C	Livestock Equipment Costs		.24
20D	Building and Fences		.34
20E	TOTAL ALLOCATES COST	\$ 397	.96
20F	RETURN OVER ALL LISTED COSTS	\$ 3266	7.90
21	SUPPLEMENTARY MANAGEMENT INFORMATION		
22	Return for \$100 Feed Fed		\$ 209.27
23	Price Received Per Cwt.		\$ 14.55
24	Number of Litters Farrowed		30
25	Number of Pigs Born Per Litter		11.7
26	Number of Pigs Weaned Per Litter		9.1
27	Per Cent Death Loss		17.9
28	Average Weight Of Hogs Sold		164.4
29	Price Per Cwt. Concentrate Fed		\$ 2.51
30	Pounds of Pork Purchased		1374

TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1971

	Average 21 Farms Per Litter	7 High Per Litter	7 Low Per Litter
1 Number of Litters Farrowed	38.0	44.0	26.0
2 Total Value Produced	132.08	197.34	77.69
3 <u>Pounds of Feed Fed</u>			
4 Corn	1271.0	2312.5	497.2
5 Small Grain	523.8	616.1	175.7
6 Protein, Salt	225.9	512.7	14.3
7 Complete Ration	691.0	455.2	1674.7
8 TOTAL CONCENTRATES	2711.7	3896.5	2361.9
9 Forages	224.3	27.3	76.9
10 <u>Feed Cost</u>			
11 Concentrates and Forages	75.66	105.48	74.73
12 Pasture	.08		.15
13 TOTAL FEED COSTS	\$ 75.74	\$ 105.48	\$ 74.88
14 RETURN OVER FEED COSTS	\$ 56.34	\$ 91.86	\$ 2.81
15 <u>Supplemental Costs</u>			
16 Miscellaneous Livestock Expense	2.26	2.50	1.92
17 Veterinary Expense	2.18	1.07	4.27
18 Custom Work	1.53	2.34	1.85
19 TOTAL SUPPLEMENTAL COSTS	\$ 5.97	\$ 5.91	\$ 8.04
20 RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 50.37	\$ 85.95	\$ (-5.23)
20A <u>Allocated Costs</u>			
20B Power and Machinery Costs	4.47	3.06	5.38
20C Livestock Equipment Costs	2.80	2.89	3.72
20D Building and Fences	3.98	3.00	5.79
20E TOTAL ALLOCATED COST	\$ 11.25	\$ 10.55	\$ 14.89
20F RETURN OVER ALL LISTED COSTS	\$ 39.12	\$ 75.40	\$ (-20.12)
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 Return for \$100 Feed Fed	\$ 174.39	\$ 187.09	\$ 103.75
23 Average Price Received Per Pig Sold	\$ 19.87	\$ 26.26	\$ 16.26
24 Number of Pigs Produced	248	324	142
25 Number of Pigs Born Per Litter	8.1	8.5	8.3
26 Number of Pigs Weaned Per Litter	6.7	7.4	6.1
27 Per Cent Death Loss	14.2	10.9	22.4
28 Price Per Cwt. Concentrate Fed	\$ 2.75	\$ 2.70	\$ 3.15
29 Feed and Suppl. Costs Per Pig Produced	\$ 12.52	\$ 15.13	\$ 15.18
Weight Per Weaning Pig Sold	40.0 lbs.		
Price Per Weaning Pig Sold	\$ 12.64		

TABLE 1		38 Farms Low in Return Above Feed	
		Per Cow	Per Cow
1	Average milk	36.1	24.4
2	Pounds of milk	12981	8720
3	Pounds of milk	469.0	321.1
4	Per Cent of milk	3.6	3.7
5	Value of milk		
6	Dairy products	657.87	412.95
7	Dairy products	3.85	4.59
8	Milk fed to livestock	8.20	6.84
9	Net increase in milk	8.89	(-27.34)
10	TOTAL VALUE OF MILK	\$678.81	\$397.04
11	Pounds of feed		
12	Corn	1880.0	1003.2
13	Small Grain & Sample	3898.7	2858.7
14	Protein, oil & hay	103.6	105.2
15	TOTAL (11-14)	5882.3	3967.1
16	Legume Hay	5766.1	5764.5
17	Other Hay and Hay	417.4	1232.3
18	Silage	10865.9	11302.6
19	Feed Costs		
20	Concentrations	171.30	118.20
21	Roughages	104.07	118.98
22	Pasture	3.68	4.71
23	TOTAL FEED COSTS	\$279.05	\$241.89
24	RETURN OVER FEED COSTS	\$399.76	\$155.15
25	Supplements		
26	Miscellaneous	28.39	14.96
27	Veterinary	12.63	9.71
28	Custom Work	\$71.60	\$42.46
30	RETURN OVER FEED COSTS	\$328.16	\$112.69
30A	Allocated		
30B	Power and Machinery	20.11	28.07
30C	Livestock	15.11	19.54
30D	Building and	19.05	29.02
30E	TOTAL (30A-30D)	54.27	76.63
30F	RETURN OVER FEED COSTS	273.89	36.06
31	SUPPLEMENTARY		
32	Return for	\$243.25	\$164.15
33	Feed	\$ 2.15	\$ 2.77
34	Feed Cost	\$.595	\$.75
35	Pounds of Milk	2.207	2.198
36	Average Price	5.21	4.87
37	Average Price	\$ 1.44	\$ 1.32

DAIRY CATTLE 1971		Average of 107 Farms	35 Farms High in Return Above Feed	35 Farms Low in Return Above Feed
			Per Cow	Per Cow
	Amount of Feed Returned in Value	\$ 36.7 137.22	37.8 178.17	36.7 94.33
1.	Concentrate Feed Fed			
4.	Concentrates	694.3	702.2	783.1
5.	Hay and Roughage	2603.5	2129.3	3086.6
6.	Silage	2735.7	2685.6	3146.1
7.	Milk	173.8	163.2	178.7
8.	Feed Cost			
9.	Concentrates	20.79	18.49	24.09
10.	Roughage	35.18	30.98	39.24
11.	Milk	6.68	7.20	6.49
12.	Feed	2.32	2.25	2.34
13.	TOTAL FEED COSTS	\$ 64.97	58.92	72.16
14.	FEED COSTS PER FEED COST	\$ 72.25	119.25	22.17
15.	Supplemental Costs			
16.	Minor Livestock Expense	.60	.37	.38
17.	Veterinary Expense	.63	.45	.60
18.	Other Work	.84	1.11	.76
19.	TOTAL SUPPLEMENTAL COSTS	\$ 2.07	1.93	1.74
21.	RETURN OVER FEED AND SUPPLEMENTAL COSTS	70.18	117.32	20.43
20A	Allocated Costs			
20B	Power and Machinery Costs	3.86	3.43	4.79
20C	Livestock Equipment Costs	2.50	2.59	3.35
20D	Building and Fences	3.43	3.26	4.97
20E	TOTAL ALLOCATED COST	9.79	9.28	13.11
20F	RETURN OVER ALL LISTED COSTS	60.39	108.04	7.32
21.	SUPPLEMENTARY MANAGEMENT INFORMATION			
22.	Return for \$100 Feed Fed	211.24	302.42	130.74
23.	Per Cent Death Loss	9.0	7.2	9.1

TABLE 14 - ALL DAIRY AND DUAL PURPOSE CATTLE		Average of 115 Farms	38 Farms High in Return Above Feed	38 Farms Low in Return Above Feed
		Per Cow	Per Cow	Per Cow
1	Average Number of Cows	29.7	33.6	26.1
2	Value of Dairy Products	556.57	651.55	433.52
3	Net Inc. In Value	158.11	224.55	101.65
4	TOTAL VALUE PRODUCED	714.68	876.10	535.17
5	<u>Pounds of Feed Fed</u>			
6	Concentrates	6040.1	6558.2	5454.6
7	Hay and Dry Roughage	9754.2	9225.7	10067.5
8	Silage	27998.4	15576.3	13444.0
9	<u>Feed Cost</u>			
10	Concentrates	176.77	195.77	149.04
11	Roughage	150.88	152.20	158.47
12	Pasture Costs	7.27	7.53	5.75
13	TOTAL FEED COSTS	334.92	355.50	313.26
14	RETURN OVER FEED COST	379.76	520.60	221.91
15	<u>Supplemental Cost</u>			
16	Miscellaneous Livestock Expense	22.02	25.74	14.87
17	Veterinary Expense	10.81	13.13	10.15
18	Custom Work	25.12	30.42	18.54
19	TOTAL SUPPLEMENTAL COSTS	57.95	69.29	43.56
20	RETURN OVER FEED AND SUPPLEMENTAL COSTS	321.81	451.31	178.35
20A	<u>Allocated Costs</u>			
20B	Power and Machinery Costs	27.37	24.01	34.82
20C	Livestock Equipment Costs	16.97	17.27	23.17
20D	Building and Fences	24.23	22.73	36.02
20E	TOTAL ALLOCATES COST	68.57	64.01	94.01
20F	RETURN OVER ALL LISTED COSTS	253.24	387.30	84.34
21	SUPPLEMENTARY MANAGEMENT INFORMATION			
22	Return for \$100 Feed Fed	213.39	246.44	170.84

TABLE 15 A - BEEF BREEDING CATTLE - 1971		Average 28 Farms	9 Farms High in Return Above Feed	9 Farms Low in Return Above Feed
1	Average Number of Beef Cows	32.4	22.8	44.1
2	Average Number of Other Beef Animals and Bulls	28.8	35.0	31.6
3	Pounds of Beef Produced	19343	20362	15411
4	Net Increase in Value	135.03	226.14	83.72
5	<u>Pounds of Feed Fed</u>			
6	Grain	503.3	238.8	703.3
7	Protein, Salt and Mineral	64.5	12.2	133.0
8	Legume Hay	5018.5	5061.4	5975.1
9	Other Hay and Dry Roughage	2784.4	1656.9	3290.2
10	Silage	4306.1	3307.3	6485.3
11	<u>Feed Cost</u>			
12	Concentration	13.21	8.29	21.13
13	Roughages	82.56	82.75	103.13
14	Pasture	11.30	12.68	8.57
15	TOTAL FEED COSTS	107.07	103.69	132.83
16	RETURN OVER FEED COSTS	27.96	122.45	(-49.11)
17	<u>Supplemental Costs</u>			
18	Miscellaneous Livestock Expense	1.70	3.16	1.77
19	Veterinary Expense	1.82	3.38	1.29
20	Custom Work	2.25	2.89	.95
21	TOTAL SUPPLEMENTAL COSTS	5.77	9.43	4.01
22	RETURN OVER FEED AND SUPPLEMENTAL COSTS	22.19	113.02	(-53.12)
22A	<u>Allocated Costs</u>			
22B	Power and Machinery Costs	4.81	4.29	6.00
22C	Livestock Equipment Costs	3.00	3.10	4.00
22D	Building and Fences	4.28	4.08	6.22
22E	TOTAL ALLOCATED COSTS	12.09	11.47	16.22
22F	RETURN OVER ALL LISTED COSTS	10.10	101.55	(-69.34)
23	SUPPLEMENTARY MANAGEMENT INFORMATION			
24	Return for \$100 Feed Fed	126.12	218.10	63.02
25	Price Per Cwt. Sold	30.01	31.48	27.84
26	Average Weight Per Head Sold	551	565	613
27	Percent Death Loss	3.5	3.9	3.8
28	Percent Calf Crop			
	Weight Per Feeder Calf Sold	422 lbs.		
	Price Per Cwt. (Feeder Calf) Sold	\$ 35.30		

SHEEP STOCK - 1971		Average of 7 Farms
1	Average Number of Ewes	61.9
2	Pounds of Lamb and Mutton Produced	3328
3	Pounds of Wool Produced	488
4	Value of Produce	
5	Wool	3.62
6	Net Increase in Value of Animals	13.84
7	Total Value Produced	17.46
8	<u>Pounds of Feed Fed</u>	<u>Per Ewe</u>
9	Grain	240.0
10	Protein, Salt and Mineral	3.2
11	Legume Hay	354.5
12	Other Hay and Dry Roughage	359.1
13	Silage	821.0
14	<u>Feed Cost</u>	
15	Concentrates	5.06
16	Roughages	9.10
17	Pasture	.82
18	TOTAL FEED COSTS	14.98
19	RETURN OVER FEED COST	2.48
20	<u>Supplemental Costs</u>	
21	Miscellaneous Livestock Expense	.65
22	Veterinary Expense	.60
23	Custom Work	1.03
24	TOTAL SUPPLEMENTAL COSTS	2.28
25	RETURN OVER FEED AND SUPPLEMENTAL COSTS	.20
25A	Allocated Cost	
25B	Power and Machinery Costs	1.92
25C	Livestock Equipment Costs	1.20
25D	Building and Fences	1.71
25E	TOTAL ALLOCATES COST	4.83
25F	Return Over All Listed Costs	(-4.63)
26	SUPPLEMENTARY MANAGEMENT INFORMATION	
27	Return for \$100 Feed Fed	\$116.81
28	Price Per Cwt. Lamb and Mutton Sold	\$ 24.58
29	Pounds of Wool Per Sheep Sheared	7.5
30	Number of Ewes kept for Lambing	49
31	Percent Lamb Crop	116
32	Percent Death Loss	12.4