

# **Vocational Agriculture Farm Management Program**



**1971 ANNUAL REPORT**

**April 1972**

**MANKATO AREA VOCATIONAL-TECHNICAL INSTITUTE**

**1920 Lee Boulevard**

**Mankato, Minnesota 56001**

ANALYSIS CENTERS

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

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*Shaded Area Served by The Mankato Analysis Center*

1971 Annual Vocational Agriculture Farm Management Program Report  
Mankato Area of Southern Minnesota

Del Hodgkins  
Area Vo-Ag Program Coordinator

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## INTRODUCTION

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

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

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

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

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

SCHOOL PARTICIPATING

This report deals with farmers enrolled in adult farm management class in 16 schools in the Mankato Area. The following tabulation indicates the number of 1971 records from each school and the instructor in charge of the program.

<u>School</u>	<u>Instructor</u>	<u>Number of Records</u>
Belle Plaine	Maynard Harms	1
Blue Earth	Gene Uppena	26
Fairmont	J. H. Tschetter	37
Glencoe	Ken Stenzel	23
LeSueur Co. Ass'n.	Wayne Fahning	14
Madelia	Marvin Elliot	17
Mankato	Ernest Freier	34
	Paul Callanan	17
M.A.V.T.I.	Lyle Phelps	14
New Ulm	Kermit Kleene	27
Nicollet	John Gintner	4
St. James	Allen Botten	2
Sleepy Eye	Giles Roehl	59
Springfield	John McCracken	23
Watertown	Richard Bonde	18
Wells	Arnold Carlson	40
Winnebago	Paul Loomis	3
Winthrop	Dary Tally	27
		<hr/>
	Total	386

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

TABLE 1 - SUMMARY OF FARM INVENTORIES\* - 1971

Items	Average of 288 Farms	
1. Size of Farm (Total Acres)	358.2	
2. (Tillable Acres)	319.8	
3. Work Units (Crops)	155.75	
4. (livestock)	197.04	
5. (Other)	22.80	
6. Total Size of business in work units	375.59	
7. Number of workers	1.5	
7A. Farm capital investment per worker	\$ 128,976	
8. PRODUCTIVE LIVESTOCK	Jan. 1	Dec. 31
9. Dairy Cows	3,832	4,107
10. Other Dairy Cattle	2,071	2,444
11. Beef Breeding Cattle	518	610
12. Beef Feeder Cattle	5,805	7,727
13. Hogs	3,740	5,182
14. Sheep (incl. Feeders)	59	64
15. Poultry (incl. Turkeys)	53	49
16. Other Productive Livestock	10	14
17. Total Productive Livestock	\$ 16,088	\$ 20,197
18. CROP, SEED AND FEED	\$ 18,492	\$ 18,652
19. POWER, MACHINERY AND EQUIPMENT		
20. Auto and Truck (farm share)	2,094	2,289
21. Power and Machinery	14,442	16,328
22. Livestock Equipment	2,790	3,129
23. Total Power, Mach, & Equip.	\$ 19,326	\$ 21,746
24. LAND	\$ 97,348	\$ 101,060
25. BUILDINGS - FENCES, ETC.	\$ 21,744	\$ 24,123
26. TOTAL FARM CAPITAL	\$ 172,998	\$ 185,778

\*Table I lists the categories of farm capital for the average of farms and for the 58 most profitable and 58 least profitable farms. These averages include the landlord's share of the investment for rented farms.

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

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

(Continued Page 2)

TABLE I - SUMMARY OF FARM INVENTORIES\* - 1971

Items	58 Most Profitable Farms		58 Least Profitable Farms	
1. Size of Farm (Total Acres)	483.3		357.5	
2. (Tillable Acres)	446.3		308.3	
3. Work Units Crops	219.75		149.92	
4. Livestock	243.22		157.96	
5. Other	27.10		19.15	
6. Total Size of Business in work units	490.07		327.03	
7. Number of workers	1.7		1.5	
7A. Farm capital investment per worker	\$162,312		\$124,467	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
8. PRODUCTIVE LIVESTOCK				
9. Dairy Cows	\$ 2,908	\$ 3,335	\$ 2,723	\$ 2,990
10. Other Dairy Cattle	1,513	1,964	1,854	2,189
11. Beef Breeding Cattle	354	330	949	1,384
12. Beef Feeder Cattle	14,422	18,884	3,024	3,511
13. Hogs	4,470	6,906	4,126	4,915
14. Sheep (incl. Feeders)	56	63	85	93
15. Poultry (incl. Turkeys)	8	1	74	17
16. Other Productive Livestock			3	16
17. Total Productive livestock	\$ 23,731	\$ 31,483	\$ 12,838	\$ 15,115
18. CROP, SEED AND FEED	\$ 28,807	\$ 31,792	\$ 17,129	\$ 14,975
19. POWER, MACHINERY & EQUIP.				
20. Auto and Truck (Farm share)	\$ 2,688	\$ 2,964	\$ 1,769	\$ 2,020
21. Power and Machinery	19,449	21,895	14,570	16,637
22. Livestock Equipment	4,025	4,360	1,923	2,429
23. Total Power, Mach. & Equipment	\$ 26,162	\$ 29,219	\$ 18,262	\$ 21,086
24. LAND	\$137,414	\$144,604	\$102,573	\$104,224
25. BUILDINGS - FENCES, ETC.	29,761	34,484	21,979	22,733
26. TOTAL FARM CAPITAL	\$245,875	\$271,582	\$172,781	\$178,133

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

Size as measured by acres for individual farms varied from 70 to over 1,200 acres; however, the vast majority of the farms fell in the range of 300 to 450 acres.

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

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

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1971

Items	Average of - 288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 925	\$ 688	\$ 688
3. Dairy Products	7,394	6,033	4,852
4. Other Dairy Cattle	799	501	587
5. Beef Breeding Cattle	212	51	640
6. Beef Feeder Cattle	11,477	31,364	5,269
7A. Hogs Complete	7,654	11,104	7,378
7B. Hogs Finishing	3,640	4,162	5,068
7C. Hogs Producing Weaning Pigs	56	61	
8A. Sheep and Wool, Farm Flock	52	63	81
8B. Sheep and Wool, Feeder Lambs	1		1
9. Chickens (incl. Hens and Broilers)	10	2	9
10. Turkeys	556	2,761	
11. Eggs	183	40	188
12. Other Productive Livestock	4		22
12A. Total Sales of Productive Lvsk.	\$32,963	\$56,830	\$24,783
13. SALE OF CROPS			
14. Corn	9,946	15,826	9,326
15. Soybeans, Flax, Sunflowers	9,130	15,618	7,286
16. Wheat, Oats, Barley, Rye	155	228	134
17. Potatoes, Sugar Beets, Canning, and Other Crops A+B	533	1,195	371
18. Hay, Silage & Other Crops	99	69	104
19. Diverted Acre Payment	2,383	3,786	2,051
19A. Total Sales From Crops	\$22,246	\$36,722	\$19,272
20. Capital Assets Sold	307	513	295
21. Gas Tax Refund	169	212	138
22. Income From Work Off the Farm	890	1,205	947
23. Patronage Refunds	515	656	294
24. Miscellaneous Farm Income	478	1,097	215
25. Total Farm Sales	\$57,568	\$97,235	\$45,944
26. Increase in Farm Capital	12,780	25,707	5,352
27. Family Living From the Farm	317	405	226
28. TOTAL FARM RECEIPTS (25)+(26)+(27)	\$70,665	\$123,347	\$51,522

Table 2A provides a listing of the sources of cash income. The land-lord'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 2 B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1971

Items	Average of - 288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 257	\$ 195	\$ 434
3. Other Dairy Cattle	225	13	254
4. Beef Breeding Cattle	116	6	434
5. Beef Feeder Cattle	7,331	19,648	3,174
6A. Hogs Complete	380	414	554
6B. Hogs Finishing	1,475	1,599	2,022
6C. Hogs Producing Weaning Pigs	1	2	
7A. Sheep, Farm Flock	8	12	8
7B. Sheep, Feeder Lambs			
8. Chickens (incl. Hens & Broilers)	41	2	5
9. Turkeys	85	423	
10. Other Productive Livestock	2		7
11. Miscellaneous Livestock Expense	1,081	1,271	776
12. Feed Bought	6,900	10,718	6,147
13. Fertilizer	4,022	6,285	4,040
14. Chemicals	1,415	2,202	1,625
15. Other Crop Expense	2,299	3,160	2,305
16. Custom Work Hired	1,334	1,557	1,035
17. Repair + Upkeep of Livestock Equip.	295	451	220
18. Repair + Upkeep of Farm Real Estate	500	768	489
19. Gas, Oil, Grease Bought (Farm Share)	1,516	1,999	1,447
20. Rep. + Op. of Mach, Tract, Auto (FS)	2,115	2,827	1,974
21. Wages of Hired Labor	1,114	1,938	1,041
22. Personal Property + Real Est. Taxes	2,615	3,691	2,661
23. General Farm Expense	582	821	538
24. Telephone Expense (Farm Share)	112	140	106
25. Electricity Expense (Farm Share)	437	585	413
26. TOTAL CASH OPERATING EXPENSE	\$36,259	\$60,727	\$31,709
27. Power, Crop and General Mach. Bought (Farm Share)	6,118	8,291	6,283
28. Livestock Equipment Bought	866	1,086	881
29. New Real Estate + Improvement	7,879	14,481	4,303
30. TOTAL FARM PURCHASES (26) THRU (29)	\$51,122	\$84,585	\$43,176
31. Decrease in Farm Capital	-	-	-
32. Interest on Farm Capital	10,763	15,523	10,527
33. Unpaid Family Labor	336	222	349
34. Labor Charge for Partners + Other Operators	365	745	428
35. Board Furnished Hired Labor	49	38	20
36. TOTAL FARM EXPENSE (30) THRU (35)	\$62,635	\$101,113	\$ 54,500
37. Labor Earnings (Whole Farm)*	\$ 8,030	\$ 22,234	\$(-2,978)
38. Number of Operators	1	1	1

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

TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT - WHOLE FARM) - 1971

Items	Average of - 288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. <u>RETURNS AND NET INCREASES</u>			
2. Productive Livestock			
3. Dairy Cattle	\$ 7,248	\$ 6,074	\$ 4,675
4. Other Dairy Cattle	2,344	2,110	1,561
5. Beef Breeding Cattle	275	146	656
6. Feeder Cattle	5,983	16,201	2,576
7. Complete Hog Enterprise	8,408	12,905	7,350
8. Hog Finishing Enterprise	2,521	2,815	3,353
9. Producing Weaning Pigs	60	94	
10. Farm Flock of Sheep	50	58	81
11. Feeder Lambs			1
12. Chickens (incl. Hens and Broilers)	156	32	141
13. Turkeys	471	2,339	
14. Other Productive Livestock	7		29
15. ALL PRODUCTIVE LIVESTOCK	\$27,523	\$42,774	\$20,423
16. Value of Feed Fed to Livestock	\$16,094	\$23,391	\$14,449
17. Return Over Feed From Livestock	11,429	19,383	5,974
18. Crop, Seed and Feed	23,807	40,632	17,421
19. Income From Labor off the Farm	456	542	383
20. Cooperative Patronage Refunds	515	656	294
21. Miscellaneous Farm Income	478	1,097	215
22. TOTAL RETURNS AND NET INCREASES	\$36,685	\$62,310	\$24,287
23. <u>EXPENSES AND NET DECREASES</u>			
24. Truck and Auto (Farm Share)	\$ 1,796	\$ 2,451	\$ 1,491
25. Tractors and Crop Machinery	5,920	7,698	5,608
26. Electricity	437	585	413
27. Livestock Equipment	805	1,202	583
28. Buildings, Fences and Tiling	2,233	3,195	2,365
29. Bare Land	-	-	-
30. Misc. Livestock Expense	1,081	1,271	776
31. Labor	1,945	2,754	1,769
32. Labor Charge for Other Operator(s)	365	745	428
33. Property Tax	2,615	3,691	2,661
34. General Farm Expense and Telephone	695	961	644
35. Interest on Farm Capital	10,763	15,523	10,527
36. TOTAL EXPENSES AND NET DECREASES	\$28,655	\$40,076	\$27,265
37. Labor Earnings	8,030	22,234	(-2,978)
38. Number of Farm Operators	1	1	1

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

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1971

FOR THOSE FARMS WITH COMPLETE ACCOUNTS - Operator's Share

Items	Average of - 244 Farms	45 Most Profitable Farms	45 Least Profitable Farms
1. Number of Persons-Family	5	5	5
2. Number of Adult Equivalent - Family	3.4	3.9	3.5
3. Church and Welfare	\$ 300	\$ 358	\$ 222
4. Medical Care and Health Insurance	742	828	732
5. Food and Meals Bought	893	1,028	975
6. Operating Expense and Supplies	296	369	291
7. Furnishings and Equipment	255	310	228
8. Clothing and Clothing Materials	322	391	343
9. Personal Care, Personal Spending	136	209	136
10. Education	111	124	106
11. Recreation	139	219	138
12. Gifts and Special Events	118	111	137
13. Pers. Share Truck and Auto Exp.	320	373	323
14. Oper. Share Upkeep on Dwelling	76	142	54
15. Pers. Share Tel. and Elect. Exp.	164	171	158
16. TOTAL CASH LIVING EXPENSES	\$ 3,872	\$ 4,633	\$ 3,843
17. Pers. Share New Truck and Auto	197	416	167
18. New Dwelling Bought	327	894	229
19. Taxes and Other Deductions	15	42	4
20. Life Insurance and Other Savings & Investments	929	1,992	639
21. TOTAL HOUSEHOLD AND PERSONAL (16)-(20)	\$ 5,340	\$ 7,977	\$ 4,882
22. TOTAL FAMILY LIVING FROM THE FARM (33)	273	347	213
23. TOTAL CASH AND NON-CASH EXPENSES (21) + (22)	\$ 5,613	\$ 8,324	\$ 5,095
24. FAMILY LIVING FROM THE FARM			
25. Opr. Share		Opr. Share	Opr. Share
26. Milk and Cream	46	51	34
27. Beef	161	220	119
28. Pork	48	59	43
29. Lamb			
30. Poultry	5	1	4
31. Eggs	4	6	2
32. Veg. Fruit, Spuds, and Fuel-Also Other Produce	9	11	10
33. TOTAL FAMILY LIVING FROM THE FARM	\$ 273	\$ 348	\$ 212

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in Table 4. These farmers spent an average of \$445.00 per month for family living in addition to the food, fuel, and housing furnished by the farm.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1971  
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	Average of 152 Farms	
	Jan. 1 - - - - -	Dec. 31
1. Total Productive Livestock	\$ 13,717	\$ 17,338
2. Crop, Seed, and Feed	16,459	16,541
3. Tot. Power, Machinery, & Equipment	18,491	20,993
4. Land	31,102	35,671
5. Buildings, Fences, Etc.	17,795	20,776
6. Total Farm Capital	97,564	111,319
7. Non-Farm Assets	12,432	13,476
8. Dwelling	5,447	5,864
9. TOTAL ASSETS	\$115,443	\$130,659
10. Real Estate Mortgages	22,921	27,780
11. Chattel Mortgages	10,035	11,934
12. Notes	7,939	10,795
13. Accounts Payable	1,150	1,423
14. TOTAL LIABILITIES	\$ 42,045	\$ 51,932
15. FARMERS NET WORTH	\$ 73,398	\$ 78,727
16. GAIN OR (LOSS) IN NET WORTH		\$ 5,329
	* * * * *	
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. Operators Labor Earnings (6B/39)	\$ 7,276	
19. Return to Capital & Family Labor (6B/40)	11,457	
20. Non-Farm Income		
21. Outside Investment Income	153	
22. Other Personal Income & Inc. Tax Refund	608	
23. TOTAL NON-FARM INCOME	\$ 761	
24. Total Money Borrowed	\$ 26,815	
25. Total Paid on Debt (Principal)	16,957	
26. Tot. Household + Pers. Cash Exp. (4/23)	4,988	
27. Ratio Tot. Farm Exp. to Tot. Farm Rcpts.	.883	
28. Ratio Tot. Assets to Tot. Liabilities	Jan. 2.746	Dec. 2.516
29. Ratio Non-Real Est. Assets-Non-Real Est. Liab.	3.19	2.83
30. Ratio Real Est. Assets to Real Est. Liab.	2.37	2.24
31. Ratio Net Worth to Total Liabilities	1.75	1.52
32. *Ratio Cash Opr. Exp. to Adj. Tot. Farm Sales		.72

\*Adjusted Total Farm Sales does not include sale of capital assets

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

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1971  
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	26 High Profit Farms			
	Jan.1-	- - - - -	-Dec.	31
1. Total Productive Livestock	\$ 19,011		\$ 26,449	
2. Crop, Seed and Feed	24,174		28,511	
3. Total Power, Machinery & Equipment	26,875		29,930	
4. Land	43,284		50,074	
5. Buildings, Fences, Etc.	25,569		29,079	
6. Total Farm Capital	\$138,913		\$164,043	
7. Non-Farm Assets	17,248		20,046	
8. Dwelling	7,222		8,527	
9. TOTAL ASSETS	\$163,383		\$192,616	
10. Real Estate Mortgages	27,892		33,347	
11. Chattel Mortgages	11,984		16,322	
12. Notes	10,549		14,410	
13. Accounts Payable	1,322		1,587	
14. TOTAL LIABILITIES	\$ 51,747		\$ 65,666	
15. Farmer's Net Worth	\$111,636		\$126,950	
16. GAIN OR (LOSS) IN NET WORTH			\$ 15,314	
	* * * * *			
17. SUPPLEMENTARY MANAGEMENT INFORMATION				
18. Operator's Labor Earnings (6B/39)	\$ 19,376			
19. Return to Capital and Family Labor (6B/40)	25,705			
20. Non-Farm Income				
21. Outside Investment Income	187			
22. Other Pers. Income & Tax Refund	55			
23. TOTAL NON-FARM INCOME	\$ 242			
24. Total Money Borrowed	38,353			
25. Total Paid on Debt (Principal)	24,431			
26. Total Household + Personal Cash Expense (4/23)	7,711			
27. Ratio Tot. Farm Exp. to Tot. Farm Rcpts.		.805		
28. Ratio Tot. Assets to Tot. Liabilities	Jan.	3.157	Dec.	2.933
29. Ratio Non-Real Est. Assets - Non-Real Est. Liabilities		3.66		3.25
30. Ratio Real Est. Assets to Real Est. Liab.		2.73		2.63
31. Ratio Net Worth to Total Liabilities		2.16		1.93
32. *Ratio Cash Operating Exp. to Adj. Tot. Farm Sales				.71
*Adjusted Total Farm Sales does not include sale of Capital Assets				

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

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

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1971  
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	26 Low Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 11,983	\$ 13,604
2. Crop, Seed and Feed	15,409	13,011
3. Total Power, Machinery & Equipment	19,675	23,613
4. Land	48,235	51,212
5. Buildings, Fences, Etc.	20,344	22,467
6. Total Farm Capital	115,646	123,907
7. Non-Farm Assets	8,461	9,075
8. Dwelling	4,499	4,865
9. TOTAL ASSETS	\$128,606	\$137,847
10. Real Estate Mortgages	28,928	33,536
11. Chattel Mortgages	15,506	18,959
12. Notes	6,766	9,378
13. Accounts Payable	1,371	1,615
14. TOTAL LIABILITIES	\$ 52,571	\$ 63,488
15. Farmers Net Worth	\$ 76,035	\$ 74,359
16. GAIN OR LOSS IN NET WORTH		\$(-1,676)
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. Operator's Labor Earnings (6B/39)	\$(-2,830)	
19. Return to Capital and Family Labor (6B/40)	1,786	
20. Non-Farm Income		
21. Outside Investment Income	113	
22. Other Personal Income & Inc. Tax Refund	477	
23. TOTAL NON-FARM INCOME	\$ 590	
24. Total Money Borrowed	\$ 31,473	
25. Total Paid on Debt (Principal)	20,546	
26. Total Household + Personal Cash Exp. (4/23)	4,031	
27. Ratio Tot. Farm Exp. to Tot. Farm Rcpts.	1.053	
28. Ratio Tot. Assets to Tot. Liabilities	Jan. 2.446	Dec. 2.171
29. Ratio Non-Real Est. Assets - Non-Real Est. Liabilities	2.35	1.98
30. Ratio Real Estate Assets to Real Estate Liabilities	2.53	2.34
31. Ratio Net Worth to Total Liabilities	1.45	1.17
32. *Ratio Cash Operating Exp. to Adj. Total Farm Sales		.81
*Adjusted Total Farm Sales does not include sale of Capital Assets		

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

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1971

Items	Average of - 288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 886	\$ 799	\$ 570
3. Dairy Products	7,141	7,052	4,128
4. Other Dairy Cattle	766	580	527
5. Beef Breeding Cattle	202	48	641
6. Beef Feeder Cattle	11,203	30,396	5,591
7A. Hogs Complete	7,309	11,201	7,183
7B. Hogs Finishing	3,417	4,337	3,813
7C. Hogs Producing Weaning Pigs	45	61	
8A. Sheep and Wool, Farm Flock	52	43	66
8B. Sheep and Wool, Feeder Lambs	1		1
9. Chickens (incl. Hens and Broilers)	10	14	9
10. Turkeys	556	2,761	
11. Eggs	183	218	150
12. Other Productive Livestock	4		22
12A. TOTAL SALES OF PROD. LIVESTOCK	\$ 31,775	\$ 57,510	\$ 22,701
13. SALE OF CROPS			
14. Corn	8,648	13,161	9,406
15. Soybeans, Flax, Sunflowers	8,056	12,218	8,455
16. Wheat, Oats, Barley, Rye	138	191	136
17. Potatoes, Sugar Beets, Canning & Other Crops A + B	473	1,099	331
18. Hay, Silage and Other Crops	93	80	109
19. Diverted Acre Payment	2,148	3,289	2,196
19A. TOTAL SALES FROM CROPS	\$ 19,556	\$ 30,038	\$ 20,633
20. Capital Assets Sold	300	455	218
21. Gas Tax Refund	165	212	153
22. Income From Work Off the Farm	882	975	994
23. Patronage Refunds	511	679	331
24. Miscellaneous Farm Income	462	987	180
25. TOTAL FARM SALES	\$ 53,651	\$ 90,856	\$ 45,210
26. Increase in Farm Capital	\$ 13,589	\$ 26,801	\$ 8,485
27. Family Living From the Farm	285	404	221
28. TOTAL FARM RECEIPTS (25)+(26)+(27)	\$ 67,525	\$118,061	\$ 53,916
29. Adj. Total Farm Sales (25)-(20)	53,351	90,401	44,992
30. Total Cash Operating Expense	39,797	66,105	36,956
31. Net Cash Operating Income	\$ 13,554	\$ 24,296	\$ 8,036

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

TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1971

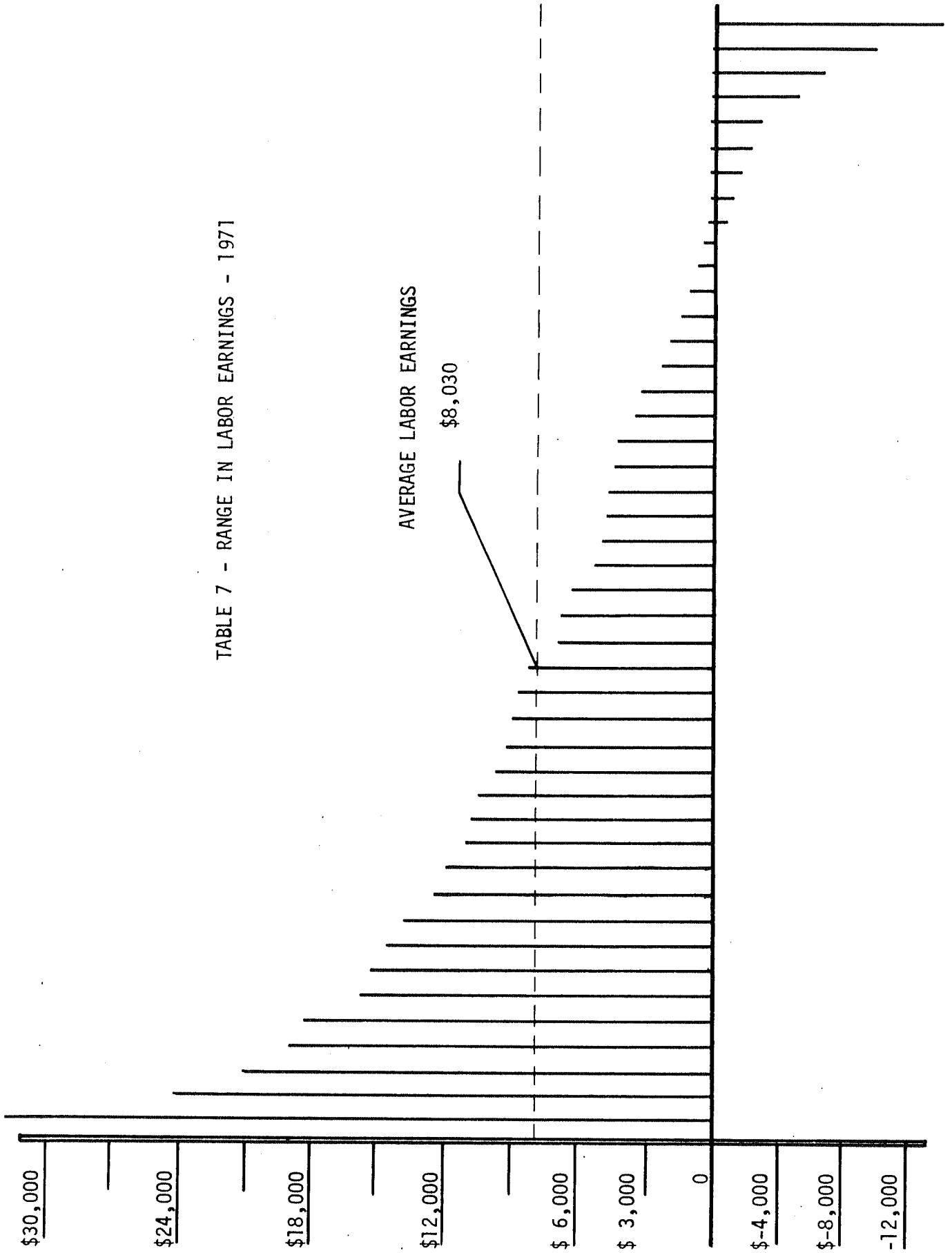
Items	Average of - 288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 250	\$ 195	\$ 392
3. Other Dairy Cattle	223	19	289
4. Beef Breeding Cattle	116		434
5. Beef Feeder Cattle	7,202	19,447	3,230
6A. Hogs Complete	375	466	330
6B. Hogs Finishing	1,398	1,564	1,548
6C. Hogs Producing Weaning Pigs	1	2	
7A. Sheep, Farm Flock	8	12	7
7B. Sheep, Feeder Lambs			
8. Chickens	41	96	5
9. Turkeys	85	423	
10. Other Productive Livestock	2		7
11. Miscellaneous Livestock Expense	1,050	1,420	765
12. Feed Bought	6,634	9,763	5,343
13. Fertilizer	3,690	5,661	4,175
14. Chemicals	1,297	2,003	1,538
15. Other Crop Expense	2,146	2,915	2,438
16. Custom Work Hired	1,291	1,612	1,059
17. Repair + Upkeep of Livestock Equip.	287	480	209
18. Repair + Upkeep of Farm Real Estate	486	692	491
19. Gas, Oil, Grease Bought (Farm Share)	1,477	1,927	1,502
20. Repair + Oper. of Mach, Tractor, Truck, Auto (Farm Share)	2,077	2,813	2,053
21. Wages of Hired Labor	1,109	1,780	1,359
22. Personal Property + Real Est. Taxes	1,126	1,452	1,312
23. Cash Rent	3,171	4,933	3,717
24. General Farm Expense	576	825	552
25. Telephone Expense (Farm Share)	111	134	116
26. Electricity Expense (Farm Share)	425	588	411
27. Interest Expense	3,143	4,883	3,674
28. TOTAL CASH OPERATING EXPENSE	\$ 39,797	\$ 66,105	\$ 36,956
29. Power, Crop and Gen. Mach. Bought (Farm Share)	6,007	8,176	7,156
30. Livestock Equipment Bought	859	1,014	774
31. New Real Estate + Improvement	7,828	15,403	5,400
32. TOTAL FARM PURCHASES (28) THRU (31)	\$ 54,491	\$ 90,698	\$ 50,286
33. Decrease in Farm Capital	858		1,946
34. Interest on Farm Capital	3,634	4,702	3,619
35. Unpaid Family Labor	336	262	431
36. Board Furnished Hired Labor	48	46	23
37. TOTAL FARM EXP. (32) THRU (36)	\$ 59,367	\$ 95,708	\$ 56,305
38. Labor Earnings (Opr. Share)(6A/28)-(38)	\$ 8,159	\$ 22,353	\$(-2,390)
39. Return to Capital and Family Labor	\$ 12,129	\$ 27,317	\$ 1,660

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



RANGE IN EARNINGS

TABLE 7 - RANGE IN LABOR EARNINGS - 1971



### MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1971

Items	Average of - 288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. Labor Earnings	\$ 8,030	\$ 22,234	\$(-2,978)
2. Crop Yields - Index	100	107	88
3. Percent Till. Land in H.R. Crops	76.5	78.8	78.4
4. Gross Return Per Till. Acre (Excl. Pasture)	\$ 93.08	\$ 106.43	\$ 84.01
5. Return for \$100 to Prod. Livestock -Index	100	105	86
6. Livestock Units Per 100 Acres*	30.0	34.0	25.5
7. Size of Business - Work Units	375.6	490.0	327.0
8. Work Units Per Worker	259.8	308.0	224.5
9. Power Mach., Equip., Bldg. Exp. Per Work Unit	\$ 31.74	\$ 30.62	\$ 37.50
10. Farm Capital Investment Per Worker	\$ 128,976	\$162,312	\$124,467
11. INDEX OF RETURN FOR \$100 FEED FROM			
12. Complete Hog Enterprise	100	111	85
13. Hog Finishing Enterprise	100	106	88
14. Producing Weaning Pigs	100	121	
15. Dairy Cattle	100	108	86
16. Other Dairy	100	107	81
17. All Dairy and Dual Purpose Cattle	100	107	84
18. Beef Breeding Cattle	100	82	111
19. Beef Feeder Cattle	100	112	79
20. Sheep Farm Flock	100	145	80
21. Feeder Lambs			
22. Chickens - Laying Flock	100	140	80
23. Chickens - Broilers			
24. Turkeys - Laying Flock			
25. Turkey - Poults	100	100	
26. Other Productive Livestock	95		120
27. Number of Animal Units	87.1	137.0	72.8
28. WORK UNITS			
29. Crops	155.7	219.7	149.9
30. Productive Livestock	197.0	243.2	157.9
31. Other Productive Work Units	22.8	27.1	19.1
32. Expenses Per Work Unit			
33. Tractor and Crop Mach. Expense	\$ 16.98	\$ 15.84	\$ 19.70
34. Farm Share of Auto and Truck Expense	\$ 5.35	\$ 5.30	\$ 5.91
35. Farm Share of Electricity Expense	\$ 1.22	\$ 1.17	\$ 1.40
36. Livestock Equipment Expense	\$ 2.01	\$ 2.13	\$ 1.83
37. Building, Fencing, and Tiling Exp.	\$ 6.17	\$ 6.16	\$ 8.64
38. Tractor & Crop Mach. Exp. Per Acre**	\$ 19.62	\$ 17.75	\$ 19.01
39. Farm Power and Mach. cost Allocated to Livestock	\$ 766.70	\$ 900.61	\$ 603.94
40. Building, Fencing & Tiling Cost Alloc. to Crops	\$ 1116.84	\$1613.43	\$1318.70

41. \*Acres include all tillable land, non-tillable hay and pasture

42. \*\*Acres include all tillable land plus acres in wild hay

# THERMOMETER CHART

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

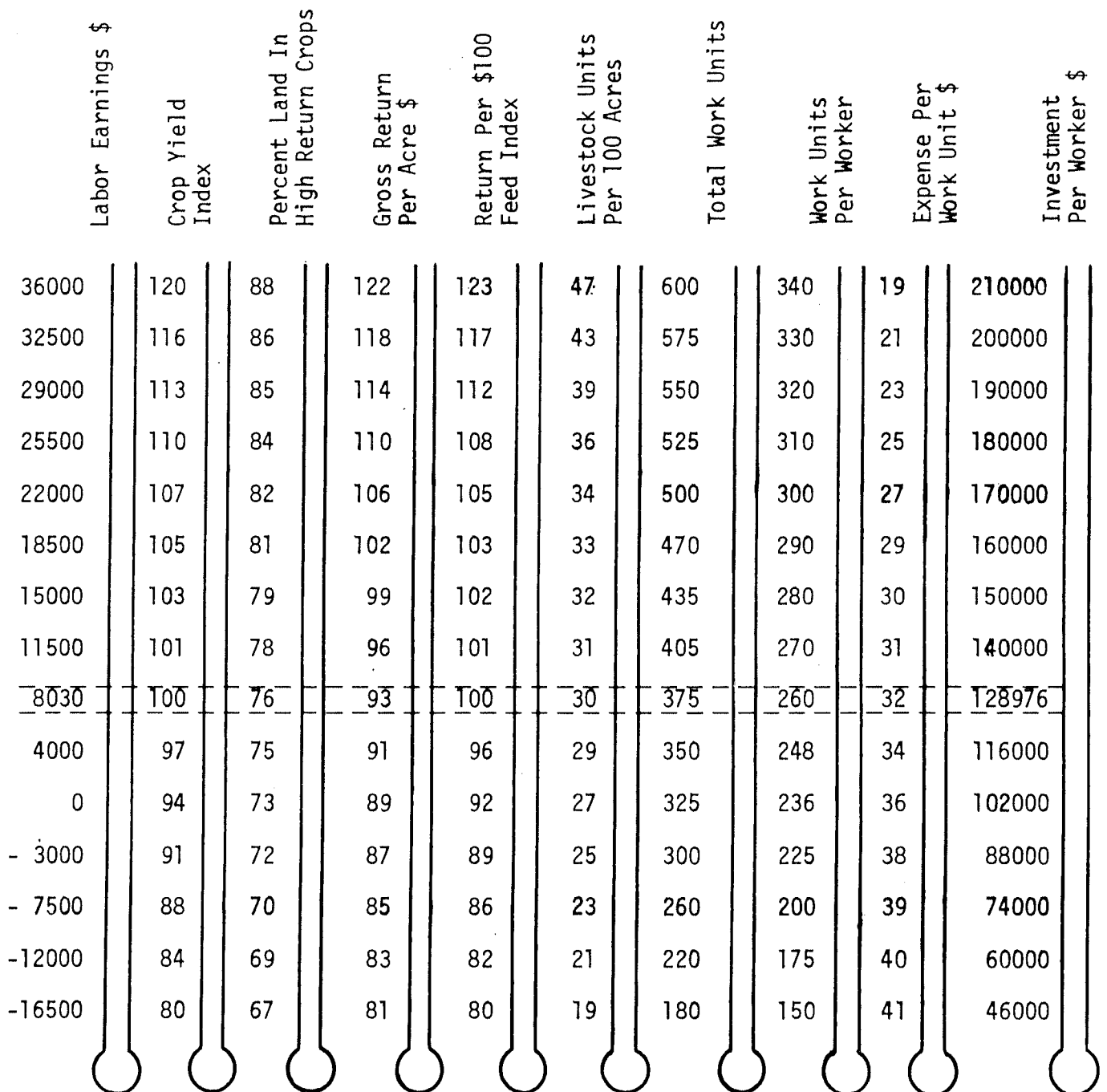


TABLE 9 - DISTRIBUTION OF ACRES AND YIELD - 1971

Crop	Unit	Crop Rank	Acres	Average Yield of 288 Farms	58 High Profit Per Acre	58 Low Profit Per Acre
1. Oats and Mixtures	Bus.	D	10.5	69.2	74.4	66.6
2. Oats Silage	Ton	C	.3	6.7		
3. Canning Peas	\$	B	2.2	63.18	57.84	56.54
4. Wheat	Bus.	C	1.5	28.7	30.4	31.8
5. Barley	Bus.	D				60.0
6. Flax	Bus.	C				
7. Rye	Bus.	D	.2	15.0	18.0	
8. TOTAL SMALL GRAIN & PEAS			14.7			
9. Canning Corn	\$	B	3.5	71.71	71.32	64.00
10. Corn Grain & Seed Corn	Bus	A	158.2	101.0	111.1	92.6
11. Soybeans - Grain	Bus	B	81.0	30.9	33.9	25.9
12. Corn and Cane Silage	Ton	B	9.8	15.5	19.3	12.7
13. Corn & Cane Fodder	Ton	D				
14. Potatoes	Cwt	A				
15. Sugar Beets	Ton	A	.6			
16. Sunflowers	Cwt	C				
17. Other Cult.Crops-A	\$	B				
18. Other Cult.Crops-B	\$	B				
19. TOTAL CULT.CROPS			253.1			
20. Alfalfa Hay	Ton	B	17.5	4.5	4.9	4.0
21. Other Legume Hay & Mixtures	Ton	C	.1			
22. Tame Grass Hay	Ton	C	.1			
23. Annual Hay	Ton	D	.1			
24. Legume & Grass Sil.	Ton	B	.1	30.0		10.0
25. Legume Seed	Lbs	C				
26. Grass Seed	Lbs	D				
27. TOTAL HAY			17.9			
28. Alfalfa & Mix.Pasture		B	.4			
29. Other Legume Pasture		C	.1			
30. Other Till. Pasture		D	.8			
31. TOTAL TILLABLE PASTURE			1.3			
32. Diverted Acres Income	\$	A	32.0	74.72	77.90	71.96
33. Summer Fallow - Tilled						
34. Other Till. Land Idle		D	.8			
35. TOTAL TILLABLE LAND			319.8			
36. Wild Hay	\$		1.8			
37. Non-Tillable Past.			8.9			
38. Timber	\$		3.4			
39. Roads & Waste			14.1			
40. Farmstead			10.3			
41. TOTAL ACRES IN FARM			358.3			
* * * * *						
42. SUPPLEMENTARY MANAGEMENT INFORMATION						
43. Percent Land Tillable				89.3	92.3	86.2
44. Percent in High Return Crops				77.6	79.5	78.5
45. *Fertilizer Cost Per Acre				12.63	14.10	13.17
46. *Crop Chemicals Per Acre				4.45	4.94	5.30
47. *Seed & Other Costs Per Acre				7.22	7.09	7.51
48. *Gas,Oil,Grease Bought Per Acre, Crop Mach.				3.44	3.33	3.58
49. *Tillable Land Minus Pasture						
50. **Seed Corn Yield in dollars expressed as bushels.						

## TABLES 10 - CROPS ANALYSIS

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

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

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

TABLE 10 - CROP DATA FOR OATS - 1971

	Average Yield of 164 Farms	82 Farms High in Yield	82 Farms Low in Yield
1. Acres	18.4	16.8	20.0
2. Yield/Acre	69.3	86.0	55.5
3. Value/Unit	.66	.64	.67
4. Gross Return	45.74	55.04	37.19
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.93	3.57	2.40
7. Chemicals	.16	.12	.15
8. Seed and Other	3.15	2.50	3.70
9. Hired Labor		.06	
10. Custom Work	2.01	2.08	1.95
11. TOTAL SUPPLEMENTAL COSTS	8.25	8.33	8.20
12. Return Over Supplemental Costs	37.49	46.71	28.99
13. ALLOCATED COSTS			
14. Power & Mach. Exp.	11.79	11.40	11.46
15. Land Cost	29.62	31.13	28.35
16. Miscellaneous Costs*	.43	.71	.15
17. TOTAL ALLOCATED COSTS	41.84	43.24	39.96
Total Cost Per Unit	.72	.60	.87
18. TOTAL COSTS	50.09	51.57	48.16
19. RETURN OVER TOTAL COSTS	(-4.35)	3.47	(-10.97)

TABLE 10 - CROP DATA FOR OATS SILAGE - 1971

	Average Yield of 9 Farms	4 Farms High in Yield	4 Farms Low in Yield
1. Acres	10.9	11.8	10.7
2. Yield/Acre	5.3	7.2	3.3
3. Value/Unit	6.00	6.00	6.00
4. Gross Return	31.80	43.20	19.80
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.57	4.24	1.31
7. Chemicals			
8. Seed and Other	2.94	1.78	4.11
9. Hired Labor			
10. Custom Work	2.66	5.51	
11. TOTAL SUPPLEMENTAL COSTS	8.17	11.53	5.42
12. Return Over Supplemental Costs	23.63	31.67	14.38
13. ALLOCATED COSTS			
14. Power and Crop Mach. Exp.	15.72	15.20	15.28
15. Land Cost	27.71	28.73	26.92
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	43.43	43.93	42.20
Total Cost Per Unit	9.70	7.70	14.56
18. TOTAL COSTS	51.60	55.46	47.62
19. RET. OVER TOTAL COSTS	(-19.80)	(-12.26)	(-27.82)

\* Farm Grown Seed

TABLE 10 - CROP DATA FOR WHEAT - 1971

	Average Yield of 30 Farms	15 Farms High in Yield	15 Farms Low in Yield
1. Acres	14.0	11.2	16.7
2. Yield/Acre	29.4	37.8	23.9
3. Value/Unit	2.13	2.02	2.24
4. Gross Return	62.62	76.36	53.54
5. SUPPLEMENTAL COSTS			
6. Fertilizer	6.50	6.79	6.35
7. Chemicals			
8. Seed and Other	6.43	7.41	5.75
9. Hired Labor			
10. Custom Work	1.57	1.34	1.74
11. TOTAL SUPPLEMENTAL COSTS	14.50	15.54	13.84
12. Return Over Supplemental Costs	48.12	60.82	39.70
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	11.79	11.40	11.46
15. Land Cost	29.79	30.18	29.64
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	41.58	41.58	41.10
Total Cost Per Unit	1.91	1.51	2.30
18. TOTAL COSTS	56.08	57.12	54.94
19. RETURN OVER TOTAL COSTS	6.54	19.24	(-1.40)

TABLE 10 - CROP DATA FOR BARLEY - 1971 - AVERAGE of 2 Farms

	Total	Average Yield Per Acre
1. Acres	5.0	
2. Yield/Acre		47.0
3. Value/Unit		1.07
4. Gross Return	251.45	50.29
5. SUPPLEMENTAL COSTS		
6. Fertilizer		
7. Chemicals		
8. Seed and Other		4.60
9. Hired Labor		
10. Custom Work		2.20
11. TOTAL SUPPLEMENTAL COSTS	34.00	6.80
12. Return Over Supplemental Costs	217.45	43.49
13. ALLOCATED COSTS		
14. Power and Crop Mach. Expense		11.79
15. Land Cost		31.80
16. Miscellaneous Costs*		
17. TOTAL ALLOCATED COSTS	217.95	43.59
Total Cost Per Unit		1.07
18. TOTAL COSTS	251.95	50.39
19. RET. OVER TOTAL LISTED COSTS	(-.50)	(-.10)

\*Farm Grown Seed



TABLE 10 - CROP DATA FOR CANNING PEAS - 1971

	Average Yield of 25 Farms	12 Farms High in Yield	12 Farms Low in Yield
1. Acres	25.3	21.0	28.5
2. Yield/Acre	63.24	85.43	46.21
3. Value/Unit	1.00	1.00	1.00
4. Gross Return	63.24	85.43	46.21
5. SUPPLEMENTAL COSTS			
6. Fertilizer	5.10	5.62	4.14
7. Chemicals	1.03	1.81	.60
8. Seed and Other	3.32	5.29	1.68
9. Hired Labor			
10. Custom Work	.20	.10	.28
11. TOTAL SUPPLEMENTAL COSTS	9.65	12.82	6.70
12. Ret. Over Supplemental Costs	53.59	72.61	39.51
13. ALLOCATED COSTS			
14. Power & Crop Machinery Exp.	11.79	11.40	11.46
15. Land Cost	33.00	33.43	32.39
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	44.79	44.83	43.85
Total Cost Per Unit	.86	.67	1.09
18. TOTAL COSTS	54.44	57.65	50.55
19. RET. OVER TOTAL COSTS	8.80	27.78	(-4.34)

TABLE 10 - CROP DATA FOR CANNING CORN - 1971

	Average Yield of 35 Farms	17 Farms High in Yield	17 Farms Low in Yield
1. Acres	28.5	32.9	24.4
2. Yield/Acre	72.42	82.86	58.48
3. Value/Unit	1.00	1.00	1.00
4. Gross Return	72.42	82.86	58.48
5. SUPPLEMENTAL COSTS			
6. Fertilizer	10.56	9.70	12.17
7. Chemicals	3.79	4.35	3.24
8. Seed and Other	2.11	3.01	1.02
9. Hired Labor			
10. Custom Work	1.23	1.25	1.27
11. TOTAL SUPPLEMENTAL COSTS	17.69	18.31	17.70
12. Ret. Over Supplemental Costs	54.73	64.55	40.78
13. ALLOCATED COSTS			
14. Power & Crop Machinery Exp.	15.72	15.20	15.28
15. Land Cost	31.89	32.58	30.86
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	47.61	47.78	46.14
Total Cost Per Unit	.90	.80	1.09
18. TOTAL COSTS	65.30	66.09	63.84
19. RET. OVER TOTAL COSTS	7.12	16.77	(-5.36)

\*Farm Grown Seed

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1971

	Average Yield of 288 Farms	144 Farms High in Yield	144 Farms Low in Yield
1. Acres	156.4	174.7	138.1
2. Yield/Acre	100.2	112.0	85.3
3. Value/Unit	1.03	1.00	1.06
4. Gross Return	103.21	112.00	90.42
5. SUPPLEMENTAL COSTS			
6. Fertilizer	21.42	22.95	19.49
7. Chemicals	6.04	6.31	5.68
8. Seed and Other	10.61	11.18	9.89
9. Hired Labor	.02	.01	.03
10. Custom Work	2.43	2.51	2.33
11. TOTAL SUPPLEMENTAL COSTS	40.52	42.96	37.42
12. Ret. Over Supplemental Costs	62.69	69.04	53.00
13. ALLOCATED COSTS			
14. Power & Crop Mach. Expense	21.62	20.90	21.01
15. Land Cost	31.50	33.11	29.46
16. Miscellaneous Costs*	.01	.01	
17. TOTAL ALLOCATED COSTS	53.13	54.02	50.47
Total Cost Per Unit	.93	.87	1.03
18. TOTAL COSTS	93.65	96.98	87.89
19. RET. OVER TOTAL LISTED COSTS	9.56	15.02	2.53

TABLE 10 - CROP DATA FOR SOYBEANS - GRAIN 1971

	Average Yield of 231 Farms	115 Farms High in Yield	115 Farms Low in Yield
1. Acres	101.0	104.9	97.4
2. Yield/Acre	30.9	36.9	24.5
3. Value/Unit	3.16	2.98	3.34
4. Gross Return	97.64	109.96	81.83
5. SUPPLEMENTAL COSTS			
6. Fertilizer	.67	.54	.81
7. Chemicals	4.29	4.29	4.28
8. Seed and Other	3.60	3.52	3.72
9. Hired Labor	.27	.30	.24
10. Custom Work	1.07	1.12	1.02
11. TOTAL SUPPLEMENTAL COSTS	9.90	9.77	10.07
12. Ret. Over Supplemental Costs	87.74	100.19	71.76
13. ALLOCATED COSTS			
14. Power and Crop Mach. Expense	17.69	17.10	17.19
15. Land Cost	32.68	34.30	30.95
16. Miscellaneous Costs *	.92	1.32	.50
17. TOTAL ALLOCATED COSTS	51.29	52.72	48.64
Total Cost Per Unit	1.98	1.69	2.39
18. TOTAL COSTS	61.19	62.49	58.71
19. RET. OVER TOTAL COSTS	36.45	47.47	23.12

\*Farm Grown Seeds

TABLE 10 - CROP DATA FOR CORN AND CANE SILAGE - 1971

	Average Yield of 158 Farms	79 Farms High in Yield	79 Farms Low in Yield
1. Acres	17.8	16.7	18.8
2. Yield/Acre	15.5	20.2	11.5
3. Value/Unit	8.10	8.00	8.21
4. Gross Return	125.55	161.60	94.42
5. SUPPLEMENTAL COSTS			
6. Fertilizer	16.97	19.58	14.73
7. Chemicals	5.06	5.39	4.73
8. Seed and Other	7.92	6.59	9.04
9. Hired Labor			
10. Custom Work	3.93	4.79	3.24
11. TOTAL SUPPLEMENTAL COSTS	33.88	36.35	31.74
12. Ret. Over Supplemental Costs	91.67	125.25	62.68
13. ALLOCATED COSTS			
14. Power and Crop Mach. Expense	31.44	30.40	30.56
15. Land Cost	29.94	31.20	29.04
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	61.38	61.60	59.60
Total Cost Per Unit	6.14	4.85	7.91
18. TOTAL COSTS	95.26	97.95	91.34
19. RET. OVER TOTAL LISTED COSTS	30.29	63.65	3.08

TABLE 10 - CROP DATA FOR HYBRID SEED CORN - 1971

	Total	Average Yield of 3 Farms
1. Acres	167.4	
2. Yield/Acre		168.8
3. Value/Unit		1.00
4. Gross Return	28,257.12	168.80
5. SUPPLEMENTAL COSTS		
6. Fertilizer		30.65
7. Chemicals		21.88
8. Seed and Other		7.55
9. Hired Labor		
10. Custom Work		
11. TOTAL SUPPLEMENTAL COSTS	10,057.39	60.08
12. Ret. Over Supplemental Costs	18,199.73	108.72
13. ALLOCATED COSTS		
14. Power and Crop Mach. Expense		21.62
15. Land Cost		22.75
16. Miscellaneous Costs*		
17. TOTAL ALLOCATED COSTS	7,427.54	44.37
Total Cost Per Unit		.62
18. TOTAL COSTS	17,484.93	104.45
19. RET. OVER TOTAL COSTS	10,772.19	64.35

\*Farm Grown Seed

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1971

	Average Yield of 196 Farms	98 Farms High in Yield	98 Farms Low in Yield
1. Acres	25.8	26.0	25.5
2. Yield/Acre	4.5	5.4	3.6
3. Value/Unit	20.03	20.04	20.02
4. Gross Return	90.14	108.22	72.07
5. SUPPLEMENTAL COSTS			
6. Fertilizer	5.81	6.88	4.71
7. Chemicals	.08		.12
8. Seed and Other	4.73	5.23	4.24
9. Hired Labor	.04	.04	.04
10. Custom Work	3.02	3.58	2.51
11. TOTAL SUPPLEMENTAL COSTS	13.68	15.73	11.62
12. Ret. Over Supplemental Costs	76.46	92.49	60.45
13. ALLOCATED COSTS			
14. Power and Crop Mach. Expense	23.58	22.80	22.92
15. Land Cost	28.57	28.19	29.10
16. Miscellaneous Costs*			
17. TOTAL ALLOCATED COSTS	52.15	50.99	52.02
Total Cost Per Unit	14.64	12.30	17.83
18. TOTAL COSTS	65.83	66.72	63.64
19. RET. OVER TOTAL LISTED COSTS	24.31	41.50	8.43

TABLE 10 - CROP DATA FOR DIVERTED ACRES - 1971

	Average Yield of 255 Farms	127 Farms High in Yield	127 Farms Low Yield
1. Acres	36.1	42.4	30.1
2. Yield/Acre	74.79	79.55	67.87
3. Value/Unit	1.00	1.00	1.00
4. Gross Return	74.79	79.55	67.87
5. SUPPLEMENTAL COSTS			
6. Fertilizer	.03	.05	.03
7. Chemicals	.08	.09	.03
8. Seed and Other	.66	.83	.40
9. Hired Labor			
10. Custom Work	.08	.09	.07
11. TOTAL SUPPLEMENTAL COSTS	.85	1.06	.53
12. Ret. Over Supplemental Costs	73.94	78.49	67.34
13. ALLOCATED COSTS			
14. Power and Crop Mach. Expense	7.86	7.60	7.64
15. Land Cost	31.88	34.39	28.31
16. Miscellaneous Costs*	.11	.17	.03
17. TOTAL ALLOCATED COSTS	39.85	42.16	35.98
Total Cost Per Unit	.54	.54	.54
18. TOTAL COSTS	40.70	43.22	36.51
19. RET. OVER TOTAL COSTS	34.09	36.33	31.36

\*Farm Grown Seed

### COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

Supplemental Costs are those costs which have been indentified as cash costs attributable to the enterprise and recorded as such in the record.

Allocated Costs are calculated costs and are derived by first allocating the total cost for each catagory between the crops and livestock; then further allocating the livestock portion to each livestock enterprise on a work unit basis.

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

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

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

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

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE\* - 1971

	Average of - 137 Farms	45 Farms Highest In Return Above Feed Cost	45 Farms Lowest In Return Above Feed Cost
1. Pounds of Hogs Produced	87,792	103,809	80,054
	Per Cwt.	Per Cwt.	Per Cwt.
2. Total Value Produced	\$ 20.12	\$ 22.06	\$ 18.29
3. Pounds of Feed Fed			
4. Corn	321.3	300.4	360.2
5. Small Grain	19.4	16.3	18.3
6. Protein, Salt & Mineral	79.9	71.5	97.6
7. Complete Ration	1.3	3.2	.3
8. Total Concentrates	421.9	391.4	476.4
9. Forages	3.4	2.1	3.2
10. Feed Cost			
11. Concentrates and Forages	\$ 12.70	\$ 11.82	\$ 14.40
12. Pasture	\$ .01	\$ .02	\$ .01
13. Total Feed Costs	\$ 12.71	\$ 11.84	\$ 14.41
14. RETURN OVER FEED COST	\$ 7.41	\$ 10.22	\$ 3.88
15. Supplemental Costs			
16. Miscellaneous Livestock Exp.	\$ .45	\$ .54	\$ .41
17. Veterinary Expense	\$ .27	\$ .39	\$ .19
18. Custom Work	\$ .18	\$ .20	\$ .18
19. Total Supplemental Costs	\$ .90	\$ 1.13	\$ .78
20. RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 6.51	\$ 9.09	\$ 3.10
20A. ALLOCATED COSTS			
20B. Power and Machinery Costs	\$ .46	\$ .44	\$ .45
20C. Livestock Equipment Costs	.49	.59	.44
20D. Building and Fences	.76	.83	.92
20E. TOTAL ALLOCATED COST	\$ 1.71	\$ 1.86	\$ 1.81
20F. RETURN OVER ALL LISTED COSTS	\$ 4.80	\$ 7.23	\$ 1.29
* * * * *			
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for \$100 Feed Fed	\$ 158.29	\$ 186.34	\$126.89
23. Price Received Per Cwt.	\$ 18.33	\$ 19.00	\$ 17.98
24. Number of Litters Farrowed	46	58	35
25. Number of Pigs Born Per Litter	10.5	11.3	10.5
26. Number Pigs Weaned Per Litter	8.5	9.7	7.9
27. Per Cent Death Loss	12.5	10.6	14.3
28. Average Weight of Hogs Sold	218.7	200.5	228.3
29. Price Per Cwt. Concentrate Fed	\$ 3.00	\$ 3.02	\$ 3.02
30. Pounds of Pork Purchased	2,318	2,026	3,954

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

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE\* - 1971

	Average of - 52 Farms	17 Farms Highest in Return Above Feed Cost	17 Farms Lowest In Return Above Feed Cost
1. Average Number of Pigs on Hand	189.3	174.5	148.1
2. Pounds of Hogs Produced	89,784	88,839	69,837
	Per Cwt.	Per Cwt.	Per Cwt.
3. Total Value Produced	\$ 15.48	\$ 16.38	\$ 14.18
4. Pounds of Feed Fed			
5.    Corn	266.2	281.3	323.6
6.    Small Grain	10.8	10.3	11.5
7.    Protein, Salt and Mineral	53.3	58.3	67.8
8.    Complete Ration	49.5		
9.    TOTAL CONCENTRATES	379.8	349.9	402.9
10. Forages	1.9	.3	
11. Feed Cost			
12.    Concentrates and Forages	\$ 11.42	\$ 9.77	\$ 12.74
13.    Pasture			
14.    TOTAL FEED COSTS	\$ 11.42	\$ 9.77	\$ 12.74
15. RETURN OVER FEED COST	\$ 4.06	\$ 6.61	\$ 1.44
16. Supplemental Costs			
17.    Miscellaneous Livestock Exp.	.16	.18	.09
18.    Veterinary Expense	.11	.23	.05
19.    Custom Work	.20	.22	.17
20.    TOTAL SUPPLEMENTAL COSTS	\$ .47	\$ .63	\$ .31
21. RET. OVER FEED AND SUPPLE- MENTAL COSTS	\$ 3.59	\$ 5.98	\$ 1.13
21A. Allocated Costs			
21B.    Power and Machinery Costs	.23	.22	.22
21C.    Livestock Equipment Costs	.24	.30	.22
21D.    Building and Fences	.38	.41	.46
21E.    TOTAL ALLOCATED COST	\$ .85	\$ .93	\$ .90
21F. RETURN OVER ALL LISTED COSTS	\$ 2.74	\$ 5.05	\$ .23
	* * * * *		
22. SUPPLEMENTARY MANAGEMENT INFORMATION			
23.    Return For \$100 Feed Fed	\$ 135.55	\$ 167.63	\$ 111.34
24.    Price Received Per Cwt.	\$ 18.37	\$ 18.64	\$ 18.17
25.    Average Weight of Pigs Sold	223.0	223.8	223.4
26.    Ave. Price Paid Per Pig Bgt.	\$ 15.54	\$ 15.72	\$ 15.40
27.    Ave. Weight Per Pig Bought	40.6	42.7	37.3
28.    Number of Pigs Purchased	525	527	387
29.    Pounds of Pork Purchased	21,320	22,500	14,438
30.    Per Cent Death Loss	2.8	2.6	3.5
31.    Price Per Cwt. Conc. Fed	\$ 3.00	\$ 2.79	\$ 3.16

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

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

	Herd Total	Average of - 4 Farms Per Litter
1. Number of Litters Farrowed	30	
2. Total Value Produced	\$ 4,341	\$144.70
3. Pounds of Feed Fed		
4.    Corn		679.0
5.    Small Grain		20.0
6.    Protein, Salt & Mineral		492.3
7.    Complete Ration		578.3
8.    TOTAL CONCENTRATES		1,769.6
9. FORAGES		
10. Feed Cost		
11.    Concentrates and Forages		\$ 76.80
12.    Pasture		
13.    TOTAL FEED COSTS	\$ 2,304	\$ 76.80
14. Return Over Feed Cost	\$ 2,037	\$ 67.90
15. Supplemental Costs		
16.    Miscellaneous Livestock Expense		\$ 5.37
17.    Veterinary Expense		1.47
18.    Custom Work		.37
19.    TOTAL SUPPLEMENTAL COSTS	\$ 216	\$ 7.21
20. RETURN OVER FEED & SUPPLE- MENTAL COSTS	\$ 1,821	\$ 60.69
20A. ALLOCATED COSTS		
20B.    Power and Machinery Costs		5.33
20C.    Livestock Equipment Costs		5.69
20D.    Building and Fences		8.86
20E.    TOTAL ALLOCATED COST	\$ 596	\$ 19.88
20F. RETURN OVER ALL LISTED COSTS	\$ 1,225	\$ 40.81
* * * * *		
21. SUPPLEMENTARY MANAGEMENT INFORMATION		
22.    Return for \$100 Feed Fed	\$188.41	
23.    Average Price Received Per Pig Sold	\$ 17.63	
24.    Number of Pigs Produced	223	
25.    Number of Pigs Born Per Litter	9.2	
26.    Number of Pigs Weaned Per Litter	7.5	
27.    Per Cent Death Loss	14.9	
28.    Price Per Cwt. Concentrate Fed	\$ 4.34	
29.    Feed and Suppl. Costs Per Pig Produced	\$ 11.30	

Farms included in Table 11C produced pigs for sale as feeders. Returns and costs are reported on a per litter basis.



TABLE 12 - COSTS AND RETURNS FROM DAIRY COWS - 1971

	Average of - 108 Farms	36 Farms Highest in Return Above Feed Cost	36 Farms Lowest in Return Above Feed Cost
1. Average Number of Cows	33.5	35.3	28.7
	Per Cow	Per Cow	Per Cow
2. Pounds of Milk	11,786	13,258	10,278
3. Pounds of Butterfat	421.2	474.6	358.3
4. Per Cent of Butterfat in Milk	3.6	3.6	3.5
5. Value of Produce			
6. Dairy Products Sold	588.42	676.71	487.25
7. Dairy Products Used in Home	4.30	4.11	5.05
8. Milk Fed to Livestock	5.01	6.60	4.53
9. Net Increases in Value of Cows	(-21.55)	(-7.99)	(-40.70)
10. TOTAL VALUE PRODUCED	576.18	679.43	456.13
11. Pounds of Feed Fed			
12. Corn	4,408.7	4,492.9	4,626.9
13. Small Grain & Complete Dairy Ration	676.3	575.5	562.1
14. Protein, Salt & Mineral	749.4	709.9	963.8
15. TOTAL CONCENTRATES	5,834.4	5,778.3	6,152.8
16. Legume Hay	5,670.9	5,890.1	6,455.7
17. Other Hay & Dry Roughage	1,924.1	1,520.9	435.5
18. Silage	10,460.6	10,068.0	12,075.7
19. Feed Costs.			
20. Concentrates	\$ 157.46	\$ 152.12	\$ 169.13
21. Roughages	107.94	108.41	113.10
22. Pasture	3.01	3.94	2.72
23. TOTAL FEED COSTS	\$ 268.41	\$ 264.47	\$ 284.95
24. Return Over Feed Cost	\$ 307.77	\$ 414.96	\$ 171.18
25. SUPPLEMENTAL COSTS			
26. Miscellaneous Livestock Exp.	28.39	30.14	26.45
27. Veterinary Expense	11.82	14.45	11.99
28. Custom Work	26.45	29.41	23.52
29. TOTAL SUPPLEMENTAL COSTS	\$ 66.66	\$ 74.00	\$ 61.96
30. RETURN OVER FEED & SUPPL. COSTS	\$ 241.11	\$ 340.96	\$ 109.22
30A. ALLOCATED COSTS			
30B. Power and Machinery Costs	27.22	25.89	26.75
30C. Livestock Equipment Costs	28.60	34.59	25.83
30D. Building & Fences	44.31	48.31	53.77
30E. TOTAL ALLOCATED COST	100.13	108.79	106.35
30F. RETURN OVER ALL LISTED COSTS	140.98	232.17	2.87
	* * * * *		
31. SUPPLEMENTARY MANAGEMENT INFORMATION			
32. Return for \$100 Feed Fed	\$ 214.66	\$ 256.90	\$ 160.08
33. Feed Cost Per Cwt. Milk	\$ 2.28	\$ 1.99	\$ 2.77
34. Feed Cost Per lbs. of Butterfat	\$ .637	\$ .557	\$ .795
35. Lbs. of Milk Per Lb. of Conc.	2.020	2.294	1.670
36. Avg. Price Per Cwt. Milk Sold	\$ 5.07	\$ 5.19	\$ 4.82
37. Avg. Price Per Lb. Butterfat	\$ 1.42	\$ 1.45	\$ 1.38

TABLE 13 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE - 1971

	Average of - 108 Farms	36 Highest In Return Above Feed Per Cow	36 Lowest In Return Above Feed Per Cow
1. Number of Head	39.1	35.0	45.5
2. Net Inc. in Value	Per Cow \$ 155.06	Per Cow \$ 210.26	Per Cow \$ 110.92
3. Pounds of Feed Fed			
4. Concentrates	1448.0	1227.4	1681.6
5. Hay and Roughage	2671.7	2686.3	2564.5
6. Silage	3986.5	2824.8	4480.0
7. Milk	91.9	66.5	99.6
8. Feed Cost			
9. Concentrates	39.54	36.03	44.04
10. Roughages	39.26	33.00	42.29
11. Milk	4.27	3.20	4.55
12. Pasture	1.33	1.06	1.49
13. TOTAL FEED COSTS	\$ 84.40	\$ 73.29	\$ 92.37
14. RETURN OVER FEED COST	\$ 70.66	\$ 136.97	\$ 18.55
15. Supplemental Costs			
16. Miscellaneous Livestock Expense	2.63	3.60	2.73
17. Veterinary Expense	2.15	2.74	2.31
18. Custom Work	1.33	1.49	1.38
19. TOTAL SUPPLEMENTAL COSTS	\$ 6.11	\$ 7.83	\$ 6.42
20. Return over Feed & Suppl. Costs	\$ 64.55	\$ 129.14	\$ 12.13
20A. ALLOCATED COSTS			
20B. Power and Machinery Costs	4.65	4.42	4.57
20C. Livestock Equipment Costs	4.90	5.93	4.43
20D. Building and Fences	7.59	8.28	9.22
20E. TOTAL ALLOCATED COST	\$ 17.14	\$ 18.63	\$ 18.22
20F. RETURN OVER ALL LISTED COSTS	47.41	110.51	(-6.09)
* * * * *			
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for \$100 Feed Fed	\$ 183.73	\$ 286.90	\$ 120.08
23. Per Cent Death Loss	10.3	8.3	9.3

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

TABLE 14 - COSTS AND RETURNS FROM ALL DAIRY CATTLE - 1971

	Average of - 108 Farms	36 Farms Highest In Return Above Feed Cost	36 Farms Lowest In Return Above Feed Cost
1. Average Number of Cows	33.5	33.1	30.8
2. Value of Dairy Products	Per Cow \$ 597.73	Per Cow \$ 688.04	Per Cow \$ 505.68
3. Net Inc. in Value	158.18	193.41	135.71
4. TOTAL VALUE PRODUCED	\$ 755.91	\$ 881.45	\$ 641.39
5. Pounds of Feed Fed			
6. Concentrates	7524.0	7743.1	8129.7
7. Hay and Dry Roughage	10691.1	10435.2	9956.4
8. Silage	15072.6	14979.2	18375.2
9. Feed Cost			
10. Concentrates	208.30	211.78	221.36
11. Roughage	153.40	152.42	165.52
12. Pasture Costs	4.57	6.53	3.73
13. TOTAL FEED COSTS	\$ 366.27	\$ 370.73	\$ 390.61
14. RETURN OVER FEED COST	\$ 389.64	\$ 510.72	\$ 250.78
15. Supplemental Costs			
16. Miscellaneous Livestock Expense	31.43	33.93	30.29
17. Veterinary Expense	14.33	15.89	12.37
18. Custom Work	28.00	32.60	25.71
19. TOTAL SUPPLEMENTAL COSTS	\$ 73.76	\$ 82.42	\$ 68.37
20. RETURN OVER FEED & SUPPL. COSTS	\$ 315.88	\$ 428.30	\$ 182.41
20A. ALLOCATED COSTS			
20B. Power and Machinery Costs	32.68	30.60	33.53
20C. Livestock Equipment Costs	34.19	40.83	32.32
20D. Building and Fences	53.17	57.06	67.39
20E. TOTAL ALLOCATED COST	\$ 120.04	\$ 128.49	\$ 133.24
20F. RETURN OVER ALL LISTED COSTS	\$ 195.84	\$ 299.81	\$ 49.17
	* * * * *		
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for \$100 Feed Fed	\$ 206.38	\$ 237.76	\$ 164.20

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

TABLE 15A - COSTS AND RETURNS FROM BEEF BREEDING CATTLE - 1971

	Herd Total	Average of - 17 Farms
1. Average Number of Beef Cows	29.3	29.3
2. Average No. of Other Beef Animals and Bulls		20.0
3. Pounds of Beef Produced		13,703
4. Net Increase in Value	\$ 4583	\$ 156.42
5. Pounds of Feed Fed		
6. Grain		833.5
7. Protein, Salt and Mineral		282.9
8. Legume Hay		3,355.2
9. Other Hay and Dry Roughage		100.4
10. Silage		7,368.4
11. Feed Cost		
12. Concentrates		28.36
13. Roughages		57.68
14. Pasture		13.45
15. TOTAL FEED COSTS	\$ 2915	\$ 99.49
16. RETURN OVER FEED COST	\$ 1668	\$ 56.93
17. Supplemental Costs		
18. Miscellaneous Livestock Expense		3.52
19. Veterinary Expense		1.54
20. Custom Work		2.35
21. TOTAL SUPPLEMENTAL COSTS	\$ 217	\$ 7.41
22. RETURN OVER FEED AND SUPPLE. COSTS	\$ 1451	\$ 49.52
22A. ALLOCATED COSTS		
22B. Power and Machinery Costs		5.80
22C. Livestock Equipment Costs		6.10
22D. Building and Fences		9.49
22E. TOTAL ALLOCATED COST	\$ 627	\$ 21.39
22F. RETURN OVER ALL LISTED COSTS	\$ 824	\$ 28.13
* * * * *		
23. SUPPLEMENTARY MANAGEMENT INFORMATION		
24. Return for \$100 Feed Fed		\$ 157.22
25. Price Per Cwt. Sold		\$ 26.10
26. Average weight per Head Sold		717
27. Per Cent Death Loss		5.0
28. Per Cent Calf Crop		

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

TABLE 15B - COSTS AND RETURNS FROM FEEDER CATTLE - 1971

	Average of - 80 Farms	26 Highest In Return Above Feed	26 Lowest In Return Above Feed
1. Average No. of Beef Feeders	93.7	97.2	65.9
2. Pounds of Beef Produced	62,596	68,487	37,823
	Per Cwt.	Per Cwt.	Per Cwt.
3. Net Increase in Value of Animals	\$ 34.15	\$ 38.87	\$ 29.05
4. Pounds of Feed Fed			
5. Grain	630.2	610.0	739.5
6. Protein, Salt and Mineral	58.8	50.3	71.9
7. Legume Hay	112.0	144.3	120.6
8. Other Hay and Dry Roughage	80.3	67.7	68.0
9. Silage	710.4	569.4	787.8
10. Feed Cost			
11. Concentrates	16.15	14.91	19.36
12. Roughages	4.02	3.59	4.19
13. Pasture	.06		.11
14. TOTAL FEED COSTS	\$ 20.23	\$ 18.50	\$ 23.66
15. RETURN OVER FEED COST	\$ 13.92	\$ 20.37	\$ 5.39
16. Supplemental Costs			
17. Miscellaneous Livestock Expense	.29	.18	.38
18. Veterinary Expense	.32	.30	.29
19. Custom Work	.88	1.09	.59
20. TOTAL SUPPLEMENTAL COSTS	\$ 1.49	\$ 1.57	\$ 1.26
21. RETURN OVER FEED & SUPPL. COST	\$ 12.43	\$ 18.80	\$ 4.13
21A. ALLOCATED COSTS			
21B. Power and Machinery Costs	.46	.44	.45
21C. Livestock Equipment Costs	.49	.59	.44
21D. Building and Fences	.76	.83	.92
21E. TOTAL ALLOCATED COST	\$ 1.71	\$ 1.86	\$ 1.81
21F. RETURN OVER ALL LISTED COSTS	\$ 10.72	\$ 16.94	\$ 2.32
	* * * * *		
22. SUPPLEMENTARY MANAGEMENT INFORMATION			
23. Return for \$100 Feed Fed	\$168.81	\$210.13	\$122.76
24. Price Per Cwt. Sold	\$ 31.66	\$ 32.25	\$ 30.53
25. Average Weight Per Head Sold	1034.9	1084.1	966.8
26. Price Per Cwt. Bought	\$ 34.89	\$ 34.52	\$ 34.67
27. Ave. Weight Per Head Bought	543.2	599.3	500.2
28. Number of Head Bought	138	154	78
29. Percent Death Loss	1.2	.8	1.3

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

TABLE 16A - COSTS AND RETURNS FROM SHEEP - 1971

	Average of 17 Farms	
	Flock Total	Per Ewe
1. Average Number of Ewes	37.6	
2. Pounds of Lamb and Mutton Produced	3,334	
3. Pounds of Wool Produced	294	
4. Value of Produce		
5.     Wool		4.89
6.     Net Increase in Value of Animals		16.78
7.     TOTAL VALUE PRODUCED	\$ 815	\$ 21.67
8. Pounds of Feed Fed		
9.     Grain		245.7
10.     Protein, Salt and Mineral		28.4
11.     Legume Hay		824.8
12.     Other Hay and Dry Roughage		5.3
13.     Silage		435.7
14. Feed Cost		
15.     Concentrates		7.71
16.     Roughages		8.24
17.     Pasture		1.22
18.     TOTAL FEED COSTS	\$ 646	\$ 17.17
19. RETURN OVER FEED COST	\$ 169	\$ 4.50
20. Supplemental Costs		
21.     Miscellaneous Livestock Expense		.72
22.     Veterinary Expense		.56
23.     Custom Work		.59
24.     TOTAL SUPPLEMENTAL COSTS	\$ 70	\$ 1.87
25. RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 99	\$ 2.63
25A. ALLOCATED COSTS		
25B.     Power and Machinery Costs		2.31
25C.     Livestock Equipment Costs		2.44
25D.     Building and Fences		3.79
25E.     TOTAL ALLOCATED COST	\$ 321	\$ 8.54
25F. RETURN OVER ALL LISTED COSTS	(-222)	(-5.91)
* * * * *		
26. SUPPLEMENTARY MANAGEMENT INFORMATION		
27.     Return for \$100 Feed Fed	\$126.16	
28.     Price Per Cwt. Lamb and Mutton Sold	\$ 23.19	
29.     Pounds of Wool Per Sheep Sheared	9.8	
30.     Number of Ewes Kept for Lambing	17	
31.     Percent Lamb Crop	224	
32.     Percent Death Loss	9.8	

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

TABLE 16B - COSTS AND RETURNS FROM FEEDER LAMBS - 1971

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1.	Average Number of Lambs	
2.	Pounds of Lamb Produced	
3.	Pounds of Wool Produced	
4.	Value of Produce	
5.	Wool	
6.	Net Increase in Value	
7.	TOTAL VALUE PRODUCED	
8.	Pounds of Feed Fed	
9.	Grain	
10.	Protein, Salt and Mineral	(There were no Feeder Lamb Enterprises included in the averages. Please refer to reports from the Jackson Analysis Center for comparative data.)
11.	Legume Hay	
12.	Other Hay and Dry Roughage	
13.	Silage	
14.	Feed Cost	
15.	Concentrates	
16.	Roughages	
17.	Pasture	
18.	TOTAL FEED COSTS	
19.	RETURN OVER FEED COST	
20.	Supplemental Costs	
21.	Miscellaneous Livestock Expense	
22.	Veterinary Expense	
23.	Custom Work	
24.	TOTAL SUPPLEMENTAL COSTS	
25.	RETURN OVER FEED & SUPPLEMENTAL COSTS	
* * * * *		
26.	SUPPLEMENTARY MANAGEMENT INFORMATION	
27.	Return for \$100 Feed Fed	
28.	Price Per Cwt. Sold	
29.	Pounds of Wool Per Sheep Sheared	
30.	Average Weight of Lambs Sold	
31.	Price Per Cwt. Bought	
32.	Average Weight of Lambs Bought	
33.	Percent Death Loss	

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TABLE 17A - COSTS AND RETURNS FROM LAYING FLOCK - CHICKENS - 1971

	Average of 23 Farms	
	Flock Total	Per Hen
1. Average Number of Hens	583.8	
2. Value of Produce		
3. Eggs Sold and Used		3.95
4. Inc. in Value of Flock		(-.71)
5. TOTAL VALUE PRODUCED	\$ 1,892	\$ 3.24
6. Pounds of Feed Fed		
7. Grain		83.2
8. Protein, Salt and Mineral		29.9
9. Complete Commercial Feed		.4
10. TOTAL POUNDS OF FEED		113.5
11. TOTAL FEED COST	\$ 2,032	\$ 3.48
12. RETURN OVER FEED COST	\$ (-140)	\$ (-.24)
13. SUPPLEMENTAL COSTS	\$ 70	\$ .12
14. RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ (-210)	\$ (-.36)
14A. ALLOCATED COSTS		
14B. Power and Machinery Costs		.19
14C. Livestock Equipment Costs		.20
14D. Building and Fences		.32
14E. TOTAL ALLOCATED COST	414	.71
14F. RETURN OVER ALL LISTED COSTS	(-624)	(-1.07)
* * * * *		
15. SUPPLEMENTARY MANAGEMENT INFORMATION		
16. Return for \$100 Feed Fed	\$ 93.11	
17. Eggs Laid Per Hen	230	
18. Price Per Dozen Eggs Sold - Cents	\$ .21	
19. Feed Cost Per Dozen Eggs - Cents	\$ .18	
20. Return Over Feed Costs Per Doz. Eggs-Cts.	\$ (-.01)	
21. Percent Death Loss	7.4	

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



AVERAGE PRICES FOR FARM GROWN FEEDS

Grain

Corn	\$ 1.20 Per Bu.
Oats	.64 Per Bu.
Barley	.90 Per Bu.

Hay

Alfalfa	\$ 20.00 Per Ton
Other Legume Hay	15.00 Per Ton
Wild Hay	8.00 Per Ton

Other Roughages

Corn Silage	\$ 8.00 Per Ton
Grass Silage	6.00 Per Ton
Legume Haylage	10.00 Per Ton

Pasture

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

OTHER NON-CASH COSTS

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

# EXPLANATION OF WORK UNITS AND ANIMAL UNITS

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

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

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

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	1966	1967	1968	1969	1970
Number of Records	197	320	414	472	339
Average Labor Earnings	\$10,768	\$ 5,264	\$ 9,332	\$11,262	\$10,169
Total Farm Sales	41,510	43,803	56,433	52,588	53,560
Total Cash Operating Expense	26,910	27,774	28,855	32,989	31,393
<u>RETURN ABOVE FEED COST PER:</u>					
Dairy Cow	\$151.66	\$245.39	\$254.08	\$266.44	\$302.92
Cwt. Feeder Cattle Prod.	3.70	4.92	7.93	9.17	5.02
Cwt. Hogs Produced	7.85	6.48	7.21	13.73	5.91
Hen	1.50	.07	1.05	2.46	1.35
<u>FEED COST PER:</u>					
Dairy Cow	\$241.75	\$229.00	\$244.44	\$247.16	\$268.85
Cwt. Feeder Cattle Prod.	18.98	18.61	18.64	19.28	19.67
Cwt. Hogs Produced	12.63	11.95	11.39	12.29	12.11
Hen	3.71	3.25	3.02	2.95	3.47
<u>MISCELLANEOUS LIVESTOCK INFORMATION</u>					
Number of Dairy Cows Per Herd	22.0	28.0	28.6	29.2	30.4
Pounds Feeder Cattle Produced	50917	53221	57045	61724	56822
Pounds Hogs Produced	67451	77619	79025	72547	79003
Pounds Butterfat Per Cow	353	395.3	402.9	403.1	428.9
Eggs Per Hen	208	198	201	217	213
<u>PRICE RECEIVED PER:</u>					
Pound Butterfat in Milk	\$ 1.12	\$ 1.23	\$ 1.25	\$ 1.30	\$ 1.36
Cwt. Fat Cattle	23.89	24.84	25.97	28.01	28.68
Cwt. Hogs Sold	22.87	19.22	18.89	23.11	22.28
<u>PRICE OF FEED:</u>					
Corn, bushel	\$ 1.12	\$ 1.12	\$ 1.00	\$ 1.05	\$ 1.20
Oats, bushel	.64	.64	.60	.60	.64
Alfalfa Hay, Ton	22.00	22.00	22.00	22.00	22.00
Corn Silage, Ton	8.00	8.00	8.00	8.00	8.00
<u>ACRES PER FARM:</u>					
Total Tillable Land	283.0	284.9	309.3	322.0	304.3
Total Acres in Farm	321.2	328.1	355.1	366.0	340.3
<u>YIELDS PER ACRE:</u>					
Canning Peas	\$ 61.30	\$ 60.00	\$ 72.22	\$ 60.91	\$ 68.81
Oats, bushel	60.3	68.7	65.0	64.7	67.8
Corn Grain, bushel	94.5	91.4	101.1	107.8	108.9
Sweet Corn	\$ 72.83	\$ 78.13	\$ 79.05	\$ 79.50	\$ 75.73
Soybeans, bushel	30.2	25.8	27.0	33.1	35.2
Corn Silage, ton	15.3	13.3	14.7	14.9	17.7
Alfalfa Hay, ton	3.6	3.5	3.2	3.9	4.2