

Annual Report

# VOCATIONAL AGRICULTURE FARM ANALYSIS

EAST SOUTH CENTRAL MINNESOTA

# 1971



*IN COOPERATION WITH*

*VOCATIONAL DIVISION, MINNESOTA DEPARTMENT OF EDUCATION  
AND AGRICULTURAL EDUCATION DEPARTMENT  
UNIVERSITY OF MINNESOTA*

A N N U A L   R E P O R T

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VOCATIONAL AGRICULTURE FARM ANALYSIS

EAST SOUTH CENTRAL MINNESOTA

AUSTIN AREA VOCATIONAL TECHNICAL SCHOOL

IN COOPERATION WITH

VOCATIONAL DIVISION, MINNESOTA DEPARTMENT OF EDUCATION  
AND AGRICULTURAL EDUCATION DEPARTMENT  
UNIVERSITY OF MINNESOTA

APRIL 1, 1972

1971 VOCATIONAL AGRICULTURE FARM ANALYSIS REPORT  
EAST SOUTH CENTRAL AREA - J. V. RAINE, AGRICULTURE PROGRAM COORDINATOR

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THE FIRST ANALYSIS MADE BY THE AUSTIN AREA VOCATIONAL-TECHNICAL SCHOOL WAS FOR THE YEAR 1955. A COMPLETE REORGANIZATION OF THE ANALYSIS PROGRAM IN 1967 ADDED CROP PRODUCTION COSTS AND MORE ANIMAL PRODUCTION ITEMS.

THE ASSISTANCE AND COUNSEL PROVIDED BY THE FOLLOWING PEOPLE IS MUCH APPRECIATED. AUDREY ANHORN, MADGE ANDERSON, VIVIAN ANDERSON, HELEN BERGH, ELAINE HARBER, NORMA HOLTEN, CHARLES PAINTER, NADINE POGONES, DONNA OUALEY, MURIEL SAYLES, I. T. MICKELSON, MORTON CARNEY, PAUL DAY, EDGAR PERSONS, PAUL MARVIN, TRUMAN NODLAND. DATA PROCESSING WAS DONE BY AGRICULTURAL RECORDS COOPERATIVE, MADISON, WIS. SPECIAL ACKNOWLEDGEMENT IS DUE JOHN GEDKER, INSTRUCTOR, AND THE STUDENTS IN THE OFFSET PRINTING CLASS.

PARTICIPATING SCHOOLS HAVE SUBMITTED 387 BOOKS TO DATE AND MORE ARE COMING IN.

SCHOOL	BOOKS	ADULT INSTRUCTORS	ALL DAY INSTRUCTORS IN COOPERATING SCHOOLS
ALDEN	4	JOHN NELSON	JOHN NELSON
AUSTIN	27	RON HAYES-LOEL GORDEN	DONALD RITLAND
BLOOMING PRAIRIE	56	GENE FRANCIS-HAROLD ULRICH	HOWARD BODE
BYRON	2	GILMAN SCHUBERT	GILMAN SCHUBERT
DISTRICT 500	49	DWAIN VANGSNESS	LEROY SWANSON
		LYNN LAGERSTEDT	
FARIBAULT	92	RALPH PALAN	RONALD SOMMERS
		KENNETH STASSEN	CARL ZIEBARTH
		CLARENCE ANDERSON	
GRAND MEADOW	3	TERRY ADAMS	TERRY ADAMS
HAYFIELD	23	BRUCE OXTON	FRANK MOON
KENYON	5	FRANK WHITE	JOHN SHELSTAD
LEROY	12	TERRY PHILLIPS	RICHARD SCHAUFLE
NEW RICHLAND	13	RUSSELL SCHMIESING	LEE MENDENHALL
NORTHFIELD	27	HAROLD PAULSON	RICHARD FORSLINE
OWATONNA	25	JOHN ZWIEBEL	GLENN EDIN-DONALD BARBER
PINE ISLAND	1	JOHN ROLLINGS	JOHN ROLLINGS
SPRING VALLEY	28	JAMES ERREDGE	KENNETH BYRNE
ROCHESTER		FRANK QUAM	LUVERN BUSHLACK
STEWARTVILLE	6	FRANK QUAM	FRANK BEZDICEK
WASECA	10	NORMAN BOMBACH	JURGEN PETERS
WEST CONCORD	3	WESLEY FAUSCH	WESLEY FAUSCH
ZUMBROTA	1	EUGENE HUNDEBY	EUGENE HUNDEBY

TABLE 1 - FARM INVENTORIES - 1971

ITEMS	AVERAGE OF 254 FARMS	
1-2 SIZE OF FARM-TOTAL ACRES & TILLABLE ACRES	337.8	297.4
3 WORK UNITS-CROPS	143.20	
4-5 LIVESTOCK & OTHER	245.60	19.15
6 TOTAL SIZE-WORK UNITS	407.95	
7 NUMBER OF WORKERS	1.6	
7A FARM CAPITAL INVESTMENT PER WORKER	\$96869	
8 PRODUCTIVE LIVESTOCK	JAN. 1	DEC. 31
9 DAIRY COWS	\$ 5015	\$ 5421
10 OTHER DAIRY CATTLE	3007	3374
11 BEEF BREEDING CATTLE	1148	1242
12 BEEF FEEDER CATTLE	4593	4928
13 HOGS	4151	5668
14-16 OTHER PRODUCTIVE LIVESTOCK	180	167
17 TOTAL PRODUCTIVE LIVESTOCK	\$18094	\$20800
18 CROP, SEED & FEED	\$16226	\$16528
19 POWER, MACHINERY & EQUIPMENT		
20 AUTO & TRUCK (FARM SHARE)	\$ 2029	\$ 2186
21 POWER & MACHINERY	14417	16188
22 LIVESTOCK EQUIPMENT	3169	3383
23 TOTAL POWER, MACHINERY & EQUIPMENT	\$19615	\$21757
24 LAND	\$60377	\$61774
25 BUILDINGS, FENCES, ETC.	\$24853	\$26222
26 TOTAL FARM CAPITAL	\$139165	\$147081

ITEMS	51 HIGH PROFIT FARMS		51 LOW PROFIT FARMS	
1-2 SIZE OF FARM-TOTAL A & TILL A	460.0	414.9	330.9	281.8
3 WORK UNITS-CROPS	200.22		137.01	
4-5 LIVESTOCK & OTHER	307.66	31.10	176.20	17.95
6 TOTAL SIZE-WORK UNITS	538.98		331.16	
7 NUMBER OF WORKERS	1.8		1.6	
7A FARM CAP. INVESTMENT PER WORKER	\$117717		\$98850	
8 PRODUCTIVE LIVESTOCK	JAN. 1	DEC. 31	JAN. 1	DEC. 31
9 DAIRY COWS	\$ 5612	\$ 6096	\$ 3661	\$ 4069
10 OTHER DAIRY CATTLE	3069	3636	2487	2914
11 BEEF BREEDING CATTLE	780	997	2516	2702
12 BEEF FEEDER CATTLE	11729	13400	4256	3495
13 HOGS	6290	9110	2589	3476
14-16 OTHER PRODUCTIVE LIVESTOCK	21	5	131	104
17 TOTAL PRODUCTIVE LIVESTOCK	\$ 27501	\$ 33244	\$ 15640	\$ 16760
18 CROPS, SEED & FEED	\$ 25755	\$ 27678	\$ 12703	\$ 13067
19 POWER, MACHINERY & EQUIPMENT				
20 AUTO & TRUCK (FARM SHARE)	\$ 2447	\$ 2706	\$ 1766	\$ 1906
21 POWER & MACHINERY	18832	21925	14673	15344
22 LIVESTOCK EQUIPMENT	4669	4838	2066	2323
23 TOTAL POWER-MACH-EQUIPMENT	\$ 25948	\$ 29469	\$ 18505	\$ 19573
24 LAND	\$ 79629	\$ 83343	\$ 66325	\$ 67226
25 BUILDINGS, FENCES, ETC.	\$ 32883	\$ 34799	\$ 25513	\$ 27291
26 TOTAL FARM CAPITAL	\$191716	\$208533	\$138686	\$143917

TABLE 1 INCLUDES ANY LANDLORD'S SHARE OF LAND AND OTHER PROPERTY. LAND IS VALUED AT COST INSTEAD OF MARKET VALUE. BUILDINGS AND EQUIPMENT AT DEPRECIATED VALUE.

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

ITEMS	AVERAGE OF 254 FARMS	51 HIGH PROFIT FARMS	51 LOW PROFIT FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1383	\$ 1225	\$ 973
3 DAIRY PRODUCTS	10526	12209	7454
4 OTHER DAIRY CATTLE	1321	1126	976
5 BEEF BREEDING CATTLE	258	228	582
6 BEEF FEEDER CATTLE	9717	30534	6250
7A HOGS COMPLETE	8974	13645	4080
7B HOGS FINISHING	2728	7064	2149
7C HOGS PRODUCING WEANING PIGS	285		
8A SHEEP & WOOL, FARM FLOCK	77	12	155
8B SHEEP & WOOL, FEEDER LAMBS	33		
9 CHICKENS (INCL. HENS & BROTLERS)	33	2	8
10 TURKEYS			
11 EGGS	231	9	79
12 OTHER PRODUCTIVE LIVESTOCK			
12A TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$35566	\$66054	\$22706
13 SALE OF CROPS			
14 CORN	6093	8651	7191
15 SOYBEANS, FLAX, SUNFLOWERS	5228	8805	2872
16 WHEAT, OATS, BARLEY, RYE	274	420	246
17 POTATOES, SUGAR BEETS, CANNING & OTHER A+B	311	408	600
18 HAY, SILAGE & OTHER CROPS	147	180	205
19 DIVERTED ACRE PAYMENT	1878	2632	1771
19A TOTAL SALES FROM CROPS	\$13931	\$21096	\$12885
20 CAPITAL ASSETS SOLD	1308	820	333
21 GAS TAX REFUND	232	285	216
22 INCOME FROM WORK OFF THE FARM	754	1338	776
23 PATRONAGE REFUNDS	356	329	327
24 MISCELLANEOUS FARM INCOME	391	350	436
25 TOTAL FARM SALES	\$52538	\$90272	\$37679
26 INCREASE IN FARM CAPITAL	7915	16817	5228
27 FAMILY LIVING FROM THE FARM	375	463	305
28 TOTAL FARM RECEIPTS (25)+(26)+(27)	\$60828	\$107552	\$43212

TABLE 2B WHOLE FARM SUMMARY OF CASH EXPENSES - 1971

ITEMS	AVERAGE OF 254 FARMS	51 HIGH PROFIT FARMS	51 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 432	\$ 95	\$ 449
3 OTHER DAIRY CATTLE	337	108	660
4 BEEF BREEDING CATTLE	60	87	100
5 BEEF FEEDER CATTLE	5422	19674	2446
6A HOGS COMPLETE	418	718	202
6B HOGS FINISHING	1108	2860	1033
6C HOGS PRODUCING WEANING PIGS	23		
7A SHEEP, FARM FLOCK	21		17
7B SHEEP, FEEDER LAMBS			
8 CHICKENS (INCL. HENS & BROILERS)	103		10
9 TURKEYS			
10 OTHER PRODUCTIVE LIVESTOCK			
11 MISCELLANEOUS LIVESTOCK EXPENSE	1315	1945	858
12 FEED BOUGHT	6338	10240	4186
13 FERTILIZER	3150	4307	3546
14 CHEMICALS	1639	2358	1765
15 OTHER CROP EXPENSE	1873	2453	1786
16 CUSTOM WORK HIRED	1750	2133	1584
17 REPAIR + UPKEEP OF LIVESTOCK EQUIPMENT	317	455	203
18 REPAIR + UPKEEP OF FARM REAL ESTATE	551	767	462
19 GAS, OIL, GREASE BOUGHT (FARM SHARE)	1431	1769	1389
20 REPAIR + OPER OF MACH, TRAC, TRUCK, AUTO (FS)	1878	2215	1971
21 WAGES OF HIRED LABOR	989	1589	841
22 PERSONAL PROPERTY + REAL ESTATE TAXES	2025	2650	2006
23 GENERAL FARM EXPENSE	606	699	541
24 TELEPHONE EXPENSE (FARM SHARE)	116	135	117
25 ELECTRICITY EXPENSE (FARM SHARE)	515	667	458
26 TOTAL CASH OPERATING EXPENSE	\$32417	\$57924	\$26630
27 POWER, CROP & GENERAL MACH BOUGHT (FS)	5605	8035	4310
28 LIVESTOCK EQUIPMENT BOUGHT	806	881	691
29 NEW REAL ESTATE + IMPROVEMENT	5738	8616	5273
30 TOTAL FARM PURCHASES (26) THRU (29)	\$44566	\$75456	\$36904
31 DECREASE IN FARM CAPITAL			
32 INTEREST ON FARM CAPITAL	8587	12007	8478
33 UNPAID FAMILY LABOR	687	545	751
34 LABOR CHARGE FOR PARTNERS+OTHER OPERATORS	611	965	447
35 BOARD FURNISHED HIRED LABOR	97	101	143
36 TOTAL FARM EXPENSE (30) THRU (35)	\$54548	\$89074	\$46723
37 LABOR EARNINGS (WHOLE FARM) (2A/28)-(36)	\$ 6280	\$18478	\$(-3511)
38 NUMBER OF OPERATORS	1	1	1

TABLE 3 - ENTERPRISE STATEMENT - 1971

ITEMS	AVERAGE OF 254 FARMS	51 HIGH PROFIT FARMS	51 LOW PROFIT FARMS
1 RETURNS & NET INCREASES			
2 PRODUCTIVE LIVESTOCK			
3 DAIRY CATTLE	\$10509	\$12185	\$ 7290
4 OTHER DAIRY CATTLE	3129	3539	2086
5 BEEF BREEDING CATTLE	561	369	1106
6 FEEDER CATTLE	4342	12677	2658
7 COMPLETE HOG ENTERPRISE	9608	14547	4241
8 HOG FINISHING ENTERPRISE	2086	5464	1690
9 PRODUCING WEANING PIGS	320		
10 FARM FLOCK OF SHEEP	62	1	126
11 FEEDER LAMBS	6		
12 CHICKENS (INCL. HENS & BROILERS)	183	9	74
13 TURKEYS			
14 OTHER PRODUCTIVE LIVESTOCK			
15 ALL PRODUCTIVE LIVESTOCK	\$30806	\$48791	\$19271
16 VALUE OF FEED FED TO LIVESTOCK	16928	26188	12316
17 RETURN OVER FEED FROM LIVESTOCK	\$13878	\$22603	\$ 6955
18 CROPS, SEED & FEED	18079	29777	14224
19 INCOME FROM LABOR OFF THE FARM	383	622	359
20 COOPERATIVE PATRONAGE REFUNDS	356	329	327
21 MISCELLANEOUS FARM INCOME	391	350	436
22 TOTAL RETURNS & NET INCREASES	\$33087	\$53681	\$22301
23 EXPENSES & NET DECREASES			
24 TRUCK & AUTO (FARM SHARE)	\$ 1803	\$ 2266	\$ 1636
25 TRACTORS & CROP MACHINERY	5504	6613	5338
26 ELECTRICITY	515	667	458
27 LIVESTOCK EQUIPMENT	960	1245	675
28 BUILDINGS, FENCES & TILING	2286	3233	2172
29 BARE LAND	127	(-178)	819
30 MISC. LIVESTOCK EXPENSE	1315	1945	858
31 LABOR	2352	2957	2267
32 LABOR CHARGE FOR OTHER OPERATOR(S)	611	965	447
33 PROPERTY TAX	2025	2650	2006
34 GENERAL FARM EXPENSE & TELEPHONE	722	833	658
35 INTEREST ON FARM CAPITAL	8587	12007	8478
36 TOTAL EXPENSES & NET DECREASES	\$26807	\$35203	\$25812
37 LABOR EARNINGS	\$ 6280	\$18478	\$(-3511)
38 NUMBER OF FARM OPERATORS	1	1	1

TABLE 3 SHOWS THE RECEIPTS AND EXPENSES ADJUSTED FOR CHANGES IN INVENTORY FOR EACH ENTERPRISE AND EACH CATEGORY OF EXPENSE IN ORDER TO SHOW NET INCREASES AND NET DECREASES AND IS ANOTHER METHOD OF DETERMINING LABOR EARNINGS.

TABLE 4 - HOUSEHOLD EXPENSE - 1971

ITEMS	AVERAGE OF 179 FARMS	28 HIGH PROFIT FARMS	28 LOW PROFIT FARMS
1 NUMBER OF PERSONS-FAMILY	5	5	5
2 NUMBER OF ADULT EQUIVALENT-FAMILY	3.8	3.9	3.5
3 CHURCH & WELFARE	\$ 327	\$ 390	\$ 305
4 MEDICAL CARE & HEALTH INSURANCE	861	855	775
5 FOOD & MEALS BOUGHT	1322	1413	1215
6 OPERATING EXPENSE & SUPPLIES	420	438	495
7 FURNISHINGS & EQUIPMENT	364	542	328
8 CLOTHING & CLOTHING MATERIALS	489	610	407
9 PERSONAL CARE, PERSONAL SPENDING	168	205	152
10 EDUCATION	142	188	78
11 RECREATION	236	162	276
12 GIFTS & SPECIAL EVENTS	217	226	147
13 PERS. SHARE TRUCK & AUTO EXP.	318	333	293
14 OPER. SHARE UPKEEP ON DWELLING	119	169	94
15 PERS. SHARE TEL. & ELECT. EXP.	171	202	181
16 TOTAL CASH LIVING EXPENSES	\$5154	\$5733	\$4746
17 PERS. SHARE NEW TRUCK & AUTO	310	245	342
18 NEW DWELLING BOUGHT	173	456	95
19 TAXES & OTHER DEDUCTIONS	910	1341	459
20 LIFE INSURANCE & OTHER SAVINGS & INVESTMENTS	776	907	1288
21 TOTAL HOUSEHOLD & PERSONAL (16)-(20)	\$7323	\$8682	\$6930
22 TOTAL FAMILY LIVING FROM THE FARM (33)	354	434	337
23 TOTAL CASH & NON-CASH EXPENSES(21)+(22)	\$7677	\$9116	\$7267
24 FAMILY LIVING FROM THE FARM			
25	<u>OPR SHARE</u>	<u>OPR SHARE</u>	<u>OPR SHARE</u>
26 MILK & CREAM	\$ 79	\$ 99	\$ 59
27 BEEF	193	252	214
28 PORK	61	66	47
29 LAMB			
30 POULTRY	4		3
31 EGGS	3		6
32 VEG, FRUIT, SPUDS, & FUEL-ALSO OTHER PRODUCE	14	17	8
33 TOTAL FAMILY LIVING FROM THE FARM	\$354	\$434	\$337



TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1971

ITEMS	AVERAGE OF 243 FARMS		51 HIGH PROFIT FARMS		48 LOW PROFIT FARMS	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31	JAN. 1	DEC. 31
1 TOTAL LIVESTOCK	\$16856	\$19399	\$25664	\$31369	\$15306	\$16018
2 CROP, SEED & FEED	15142	15315	24704	26408	12879	12816
3 TOTAL POWER, MACHINERY	18596	20503	24410	27925	18074	19386
4 LAND	28755	30899	36222	42527	35019	37335
5 BUILDINGS, FENCES, ETC.	20875	22163	28153	31196	23897	25380
6 TOTAL FARM CAPITAL	\$100224	\$108279	\$139153	\$159425	\$105175	\$110935
7 NON-FARM ASSETS	\$12511	\$13684	\$14436	\$15578	\$14659	\$15691
8 DWELLING	6090	6441	7103	8501	6038	6172
9 TOTAL ASSETS	\$118825	\$128404	\$160692	\$183504	\$125872	\$132798
10 REAL ESTATE DEBT	\$28166	\$29425	\$33866	\$36730	\$34453	\$38162
11 CHATTEL MORTGAGES	14486	16821	16654	21839	19797	22757
12 NOTES	5598	6635	7087	9599	5318	6647
13 ACCOUNTS PAYABLE	1699	2374	1657	2046	1708	2446
14 TOTAL LIABILITIES	\$49949	\$55255	\$59264	\$70214	\$61276	\$70012
15 FARMERS NET WORTH	\$68876	\$73149	\$101428	\$113290	\$64596	\$62786
16 GAIN IN NET WORTH		\$ 4273		\$ 11862		\$(-1810)
17 SUPPLEMENTARY MANAGEMENT INFORMATION						
18 OPERATORS LABOR EARNINGS	\$ 6315		\$ 17852		\$(-2916)	
19 RET. TO CAPITAL FAMILY LABOR	10060		23056		447	
20 NON-FARM INCOME						
21 OUTSIDE INVESTMENT INCOME	182		208		178	
22 OTHER PERSONAL INCOME	1465		501		3238	
23 TOTAL NON-FARM INCOME	\$ 1647		\$ 709		\$ 3416	
24 TOTAL MONEY BORROWED	\$21920		\$36322		\$ 23596	
25 TOTAL PAID ON DEBT (PRINCIPAL)	18082		27117		18698	
26 TOTAL HOUSEHOLD + PERS. EXP.	6481		7491		6160	
27 RATIO FARM EXP. TO FM.RECEIPTS	.891		.832		1.066	
28 RATIO TOT ASSETS TO TOT LIAB.	2.379	2.324	2.711	2.613	2.054	1.897
29 RATIO NON-REAL ESTATE ASSETS NON-REAL ESTATE LIAB.	2.90	2.67	3.51	3.02	2.27	2.01
30 RATIO REAL ESTATE ASSETS TO REAL ESTATE LIAB.	1.98	2.02	2.11	2.24	1.89	1.81
31 RATIO - NET WORTH TO TOTAL LIAB.	1.38	1.32	1.71	1.61	1.05	.90
32*RATIO CASH OPERATING EXPENSE TO ADJ. TOTAL FARM SALES		.74		.75		.85

\* ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS.

THE GAIN OR LOSS IN NET WORTH IS A DOLLAR MEASURE OF PROGRESS. IT REPRESENTS THE REMAINDER OF NET EARNINGS AFTER PERSONAL AND LIVING EXPENSES. ACCURATE NET WORTH STATEMENTS ARE EXTREMELY VALUABLE TO THE FARM OPERATOR. REPORTS SHOWING EXTREME DISCREPANCIES WERE NOT USED IN THIS TABLE.

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1971

ITEMS	AVERAGE OF 254 FARMS	51 HIGH PROFIT FARMS	51 LOW PROFIT FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1198	\$ 1165	\$ 926
3 DAIRY PRODUCTS	9609	11572	6374
4 OTHER DAIRY CATTLE	1236	1206	1091
5 BEEF BREEDING CATTLE	214	151	602
6 BEEF FEEDER CATTLE	9349	30101	5848
7A HOGS COMPLETE	8479	12731	4781
7B HOGS FINISHING	2676	7209	2205
7C HOGS PRODUCING WEANING PIGS	285		
8A SHEEP & WOOL, FARM FLOCK	77	12	165
8B SHEEP & WOOL, FEEDER LAMBS	33		
9 CHICKENS (INCL. HENS & BROILERS)	25	2	6
10 TURKEYS			
11 EGGS	231	9	89
12 OTHER PRODUCTIVE LIVESTOCK			
12A TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$33412	\$64158	\$22087
13 SALE OF CROPS			
14 CORN	5155	7369	6214
15 SOYBEANS, FLAX, SUNFLOWERS	4653	7027	2894
16 WHEAT, OATS, BARLEY, RYE	229	326	183
17 POTATOES, SUGAR BEETS, CANNING & OTHER A+B	284	280	634
18 HAY, SILAGE & OTHER CROPS	102	128	183
19 DIVERTED ACRE PAYMENT	1693	2344	1635
19A TOTAL SALES FROM CROPS	\$12116	\$17474	\$11743
20 CAPITAL ASSETS SOLD	517	1105	419
21 GAS TAX REFUND	222	288	216
22 INCOME FROM WORK OFF THE FARM	696	908	585
23 PATRONAGE REFUNDS	344	384	275
24 MISCELLANEOUS FARM INCOME	372	364	377
25 TOTAL FARM SALES	\$47679	\$84681	\$35702
26 INCREASE IN FARM CAPITAL	8833	20272	6129
27 FAMILY LIVING FROM THE FARM	350	464	298
28 TOTAL FARM RECEIPTS (25) +(26)+(27)	\$56862	\$105417	\$42129
29 ADJUSTED TOTAL FARM SALES (25)-(20)	47162	83576	35283
30 TOTAL CASH FARM OPERATING EXPENSE	34997	62387	30049
31 NET CASH OPERATING INCOME	\$12165	\$21189	\$ 5234

TABLE 6B - OPERATORS SHARE OF CASH EXPENCES - 1971

ITEMS	AVERAGE OF 254 FARMS	51 HIGH PROFIT FARMS	51 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 396	\$ 226	\$ 258
3 OTHER DAIRY CATTLE	323	100	792
4 BEEF BREEDING CATTLE	54	83	100
5 BEEF FEEDER CATTLE	5227	19469	2163
6A HOGS COMPLETE	410	570	397
6B HOGS FINISHING	1087	2892	1038
6C HOGS PRODUCING WEANING PIGS	23		
7A SHEEP, FARM FLOCK	21		15
7B SHEEP, FEEDER LAMBS			
8 CHICKENS	102		11
9 TURKEYS			
10 OTHER PRODUCTIVE LIVESTOCK			
11 MISCELLANEOUS LIVESTOCK EXPENSE	1229	1861	871
12 FEED BOUGHT	6080	10224	4218
13 FERTILIZER	2879	4025	3101
14 CHEMICALS	1502	2191	1486
15 OTHER CROP EXPENSE	1717	2315	1624
16 CUSTOM WORK HIRED	1655	1981	1349
17 REPAIR + UPKEEP OF LIVESTOCK EQUIPMENT	297	434	217
18 REPAIR + UPKEEP OF FARM REAL ESTATE	503	784	463
19 GAS, OIL, GREASE BOUGHT (FARM SHARE)	1375	1686	1374
20 REPAIR + OPER OF MACH, TRACTOR, TRUCK, AUTO(F.S.)	1813	2120	1937
21 WAGES OF HIRED LABOR	970	1592	768
22 PERSONAL PROPERTY + REAL ESTATE TAXES	1229	1648	1239
23 CASH RENT	1790	2524	1768
24 GENERAL FARM EXPENSE	569	678	555
25 TELEPHONE EXPENSE (FARM SHARE)	111	123	116
26 ELECTRICITY EXPENSE (FARM SHARE)	483	623	459
27 INTEREST EXPENSE	3152	4237	3729
28 TOTAL CASH OPERATING EXPENSE	\$34997	\$62386	\$30048
29 POWER, CROP & MACH BOUGHT (FARM SHARE)	5411	7689	4578
30 LIVESTOCK EQUIPMENT BOUGHT	751	864	744
31 NEW REAL ESTATE + IMPROVEMENTS	5590	11349	6059
32 TOTAL FARM PURCHASES (28) THRU (31)	\$46749	\$82288	\$41429
33 DECREASE IN FARM CAPITAL			
34 INTEREST ON FARM CAPITAL	3150	4720	2776
35 UNPAID FAMILY LABOR	687	484	706
37 BOARD FURNISHED HIRED LABOR	96	73	145
38 TOTAL FARM EXPENSE (32) THRU (37)	\$50682	\$87565	\$45056
39 LABOR EARNINGS (OPERATORS SHARE)(6A/28)-(38)	\$ 6180	\$17852	\$(-2927)
40 RETURN TO CAPITAL & FAMILY LABOR	\$10017	\$23056	\$ 555

LINE 40 REPRESENTS AVAILABLE INCOME FOR THE FARM FAMILY.

## WORK 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. THE NUMBER OF WORK UNITS PER FARM OR PER WORKER MAY BE INTERPRETED DIFFERENTLY FOR DIFFERENT FARM SITUATIONS AS WORK EFFICIENCY, DEGREE OF MECHANIZATION, CAREFUL PLANNING OR HOURS WORKED. OCCASIONALLY HIGH WORK UNITS PER WORKER INDICATES AN EXCESSIVE WORK LOAD. THE NUMBER OF WORK UNITS FOR EACH CLASS OF LIVESTOCK AND EACH ACRE OF CROP ARE PRESENTED IN TABLE 7. THE WORK UNIT RATING WAS REVISED IN 1968.

TABLE 7 NUMBER OF WORK UNITS FOR SOME CLASSES OF LIVESTOCK AND COMMON CROPS

ITEM	NO. OF WORK UNITS	ITEM	NO. OF WORK UNITS
DAIRY & DUAL PURPOSE COWS	7.0 PER HEAD	TURKEY POULTS	.12 PER 100#
OTHER DAIRY & DUAL PURP. CATTLE	1.2 PER HEAD	CANNING PEAS	.3 PER ACRE
BEEF BREEDING HERD	1.5 PER COW & REPLACEMENT	SOYBEANS FOR GRAIN	.45 PER ACRE
FEEDER CATTLE	.12 PER 100#	SMALL GRAIN	.3 PER ACRE
SHEEP-FARM FLOCK	.6 PER EWE & REPLACEMENT	SWEET CORN	.4 PER ACRE
LAMBS-FEEDERS	.3 PER 100#	CORN-HUSKED	.55 PER ACRE
HOGS-COMplete	.12 PER 100#	\$20 CUSTOM WORK	1.0
HOGS-FINISHING	.06 PER 100#	ALFALFA HAY	.6 PER ACRE
HOGS-WEANING	1.4 PER LITTER	OTHER HAY CROPS	.4 PER ACRE
CHICKENS-LAYING	5.0 PER 100 HENS	CORN-SILAGE	.8 PER ACRE
CHICKENS-REPLACEMENT	5.0 PER 100 HENS	SUGAR BEETS	2.0 PER ACRE
		DIVERTED ACRES	.2 PER ACRE

## COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

FEED IS THE LARGEST SINGLE ITEM OF COST FOR ALL CLASSES OF LIVESTOCK. THE PROPORTION OF THE TOTAL COST REPRESENTED BY FEED VARIES BETWEEN CLASSES OF LIVESTOCK. FEED MAKES UP APPROXIMATELY 45% OF THE TOTAL COSTS OF MAINTAINING A DAIRY COW HERD AND AS MUCH AS 65% TO 75% FOR HOGS AND FEEDER CATTLE. IT IS NECESSARY TO SECURE A RELATIVELY HIGHER RETURN OVER FEED FROM DAIRY CATTLE AND POULTRY THAN FROM THE OTHER LIVESTOCK ENTERPRISES TO COVER COSTS OTHER THAN FEED COSTS. WHEN FEED PRICES ARE LOW, THE PER CENT OF TOTAL COST REPRESENTED BY FEED IS LOWER.

RECENT ANALYSIS INFORMATION INCLUDES SOME OTHER LIVESTOCK PRODUCTION COSTS. THE REVISED MINNESOTA FARM ACCOUNT BOOK MAKES SUCH DETAIL POSSIBLE. THE VALUE OF THIS INFORMATION IS ENTIRELY DEPENDENT UPON THE COMPLETENESS AND ACCURACY OF THE APPROPRIATE RECORDS. PRINCIPAL COST NOT INCLUDED IN THE ANALYSIS IS LABOR.

## AVERAGE PRICES USED FOR SOME COMMON FEEDS - 1971

CORN	\$1.17 BU.	GOOD ALFALFA HAY	\$20.00
OATS	.64 BU.	EXTRA CHOICE ALFALFA HAY	22.00
BARLEY	.85 BU.	CORN SILAGE	6.00
WHEAT	1.90 BU.	OAT SILAGE	6.00

## PASTURE PER HEAD PER MONTH

COWS & BULLS	\$4.50	PIGS	.08
COWS-BULLS(GRN CHOP)	6.00	EWES	.40
YOUNG CATTLE	2.25	LAMBS	.20
HOGS	.16		

THIS INFORMATION RELATES TO LIVESTOCK TABLES - PAGES 20 THROUGH 29

# RANGE OF LABOR EARNINGS

THE FOLLOWING CHART GIVES A LIST OF THE LABOR EARNINGS FOUND ON TABLE 2B, LINE 37 AND TABLE 3, LINE 37 STARTING WITH THE HIGHEST AND ENDING WITH THE LOWEST. EACH GROUP IS DIVIDED BY APPROXIMATELY FIVE PERCENTAGE POINTS. CIRCLE OR UNDERLINE YOUR LABOR EARNINGS FIGURE TO INDICATE WHERE YOUR FARM RANKS IN RELATION TO THE 278 FARMS REPORTED ON THIS PAGE. IF YOUR LABOR EARNINGS ARE NOT INCLUDED, INSERT THE FIGURE FOR YOUR FARM AT THE APPROPRIATE LEVEL TO DETERMINE THE RANK.

THIS GROUP OF FIGURES SHOWS THE OPERATOR LABOR EARNINGS OF THE UPPER 50% OF THE FARMS ANALYZED:									
99-95%	94-90%	89-85%	84-80%	79-75%	74-70%	69-65%	64-60%	59-55%	54-50%
61472	20423	15415	12232	9742	8736	8196	7547	6403	6123
60149	20369	15193	12210	9739	8706	8129	7450	6394	6065
43307	19919	15125	12153	9656	8697	8088	7185	6394	6043
33440	19701	14800	11611	9564	8668	8800	7142	6383	5959
32684	18683	14220	11579	9328	8616	7973	7140	6373	5802
31194	18563	14185	11372	9309	8596	7951	7103	6318	5784
30461	18366	14116	11056	9296	8477	7923	7078	6284	5748
30367	17647	13573	10991	9267	8442	7888	6740	6268	5663
28266	17037	13115	10777	9204	8416	7846	6681	6238	5649
25396	16626	13092	10568	9081	8353	7774	6637	6238	5486
23236	16203	12617	10425	8951	8326	7770	6538	6201	5474
22211	16165	12551	10254	8900	8296	7643	6512	6194	5466
22161	15861	12509	9935	8855	8259	7625	6460	6182	5372
21951	15525	12277	9812	8770	8246	7598	6458	6129	5220

THIS GROUP OF FIGURES SHOWS THE OPERATOR LABOR EARNINGS OF THE LOWER 50% OF THE FARMS ANALYZED:									
49-45%	44-40%	39-35%	34-30%	29-25%	24-20%	19-15%	14-10%	9-5%	4-0%
5197	4676	4043	2739	1756	1253	141	-669	-3581	-6001
5148	4672	3793	2719	1730	1245	78	-890	-3606	-6382
5019	4571	3765	2560	1697	1162	9	-913	-3708	-6833
5007	4564	3666	2523	1620	994	9	-1428	-3757	-6993
4992	4526	3626	2503	1592	806	-69	-1538	-3977	-7381
4969	4495	3448	2350	1506	785	-71	-1645	-4376	-7964
4891	4413	3050	2213	1491	784	-150	-1784	-4408	-8720
4880	4349	3005	2118	1467	687	-178	-1799	-4498	-9931
4875	4337	2997	2106	1438	615	-225	-1878	-4609	-11954
4807	4288	2936	2091	1432	464	-319	-2697	-4867	-12558
4765	4270	2931	2053	1432	375	-319	-2876	-5139	-18066
4749	4237	2891	2013	1420	369	-523	-2889	-5531	-21355
4747	4147	2876	1937	1347	346	-583	-3106	-5590	
4734	4119	2746	1771	1321	177	-652	-3288	-5808	

## MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

TABLE 8 COMPARES EFFICIENCIES IN FARM MANAGEMENT BETWEEN AVERAGE, HIGH RETURN AND LOW RETURN FARMS. THIS IS GRAPHICALLY ILLUSTRATED BY A THERMOMETER CHART ON PAGE 14.

LABOR EARNINGS IS 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. THE OPERATOR'S SHARE MAY BE QUITE DIFFERENT. TABLES 2B and 3 SHOW TWO METHODS OF DETERMINING LABOR EARNINGS. THE OPERATOR'S SHARE OF LABOR EARNINGS IS SHOWN IN TABLE 6B. THE RANGE OF EARNINGS OF THE COOPERATORS IS ILLUSTRATED BY A "RANGE OF EARNINGS" CHART ON PAGE 11.

## FACTORS

1. CROP YIELD INDEX CROP YIELDS ARE EXPRESSED IN TERMS OF AVERAGES WITH AN INDEX OF 100 REPRESENTING THE COMBINED AVERAGE OF ALL CROPS. AN INDEX OF MORE THAN 100 IS ABOVE AVERAGE WHILE AN INDEX OF LESS THAN 100 IS BELOW AVERAGE.
2. PER CENT OF TILLABLE LAND IN HIGH RETURN CROPS THIS RATING IS BASED ON A FULL SCORE FOR THE HIGHEST RATED (A) CROPS TO NO SCORE FOR THE LOWEST RATED (D) CROPS. THE RATINGS ARE GIVEN ON PAGE 15..
3. GROSS RETURN PER ACRE REFLECTS BOTH CROP SELECTION AND CROP YIELD.
4. RETURN PER \$100 FEED FED TO PRODUCTIVE LIVESTOCK IS A MEASURE OF THE GENERAL LEVEL OF EFFICIENCY FOR ALL LIVESTOCK. IT IS EXPRESSED AS A PERCENTAGE WITH 100 REPRESENTING AVERAGE EFFICIENCY WHILE INDEXES HIGHER THAN 100 REPRESENT ABOVE AVERAGE EFFICIENCY AND THOSE LESS THAN 100 BELOW AVERAGE EFFICIENCY.
5. LIVESTOCK UNITS PER 100 ACRES IS IMPORTANT FOR FARMS WITH LIMITED CROPLAND. EXAMPLES OF LIVESTOCK UNITS ARE ONE DAIRY COW, TWO GROWING DAIRY ANIMALS, SEVEN SHEEP, 2.5 SOWS, AND FIFTY LAYING HENS.
6. SIZE OF BUSINESS IN WORK UNITS THE WORK UNIT MEASURES SIZE ON THE BASIS OF WORK LOAD. A WORK UNIT REPRESENTS WHAT THE AVERAGE WORKER IS EXPECTED TO ACCOMPLISH IN A TEN HOUR DAY. VALUES ARE ASSIGNED TO VARIOUS CLASSES OF CROPS AND LIVESTOCK AS SHOWN IN TABLE 7 ON PAGE 10.
7. WORK UNITS PER WORKER IS A MEASURE OF LABOR EFFICIENCY. IT IS DETERMINED BY DIVIDING THE WORK UNITS BY THE NUMBER OF WORKERS.
8. POWER, MACHINERY, EQUIPMENT AND BUILDING EXPENSE PER WORK UNIT IS A MEASURE OF EXPENSE CONTROL. IT CAN BE DETERMINED BY DIVIDING THE MECHANIZATION AND BUILDING COSTS IN TABLE 3 BY THE NUMBER OF WORK UNITS.
9. FARM CAPITAL INVESTMENT PER WORKER IS ANOTHER WAY OF MEASURING SIZE OF BUSINESS.

WHILE THE TOTAL NUMBER OF FACTORS IN WHICH ANY FARM OPERATION MAY EXCEL IS ALWAYS INTERESTING AND GENERALLY IMPORTANT, PROFIT IS INFLUENCED MORE BY COMBINATIONS OF FACTORS. ONE IDEAL COMBINATION IS A HEAVILY STOCKED FARM WITH A HIGH FEEDING EFFICIENCY AND HIGH YIELDING CROPS. THE OPPOSITE SITUATION, A HIGH CONCENTRATION OF INEFFECTUALLY MANAGED LIVESTOCK CAN BE QUITE DISASTROUS.

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1971

ITEMS	AVERAGE OF 258 FARMS	51 HIGH PROFIT FARMS	51 LOW PROFIT FARMS
1 LABOR EARNINGS	\$ 6280	\$18478	\$(-3511)
2 CROP YIELDS-INDEX	100	115	90
3 PER CENT TILLABLE LAND IN H.R. CROPS	72.8	75.3	73.3
4 GROSS RET. PER TILL. A.(EXCL. PAST.)	\$ 82.66	\$ 91.24	\$ 76.55
5 RETURN FOR \$100 TO PROD LVSTK-INDEX	100	105	85
6 LIVESTOCK UNITS PER 100 ACRES*	35.3	41.6	29.3
7 SIZE OF BUSINESS - WORK UNITS	407.7	538.9	331.1
8 WORK UNITS PER WORKER	268.5	300.8	218.9
9 POWER MACH. EQUIP. BLDG. EXP. PER WORK UNIT	\$ 28.92	\$ 26.14	\$ 34.57
10 FARM CAPITAL INVEST. PER WORKER	\$96869	\$117717	\$98850
11 INDEX OF RETURN FOR \$100 FEED FROM			
12 COMPLETE HOG ENTERPRISE	100	99	83
13 HOG FINISHING ENTERPRISE	100	106	89
14 PRODUCING WEANING PIGS	100		
15 DAIRY CATTLE	100	113	86
16 OTHER DAIRY	100	121	84
17 ALL DAIRY & DUAL PURPOSE CATTLE	100	115	86
18 BEEF BREEDING CATTLE	100	74	98
19 BEEF FEEDER CATTLE	100	105	75
20 SHEEP FARM FLOCK	100		109
21 FEEDER LAMBS			
22 CHICKENS-LAYING FLOCK	100	71	98
23 CHICKENS-BROILERS	100		
24 TURKEYS-LAYING FLOCK			
25 TURKEYS-POULTS			
26 OTHER PRODUCTIVE LIVESTOCK			
27 NUMBER OF ANIMAL UNITS	96.1	156.0	67.2
28 WORK UNITS			
29 CROPS	143.5	200.2	137.0
30 PRODUCTIVE LIVESTOCK	245.1	307.6	176.2
31 OTHER PRODUCTIVE WORK UNITS	19.1	31.1	18.0
32 EXPENSES PER WORK UNIT			
33 TRACTOR & CROP MACHINERY EXPENSE	\$ 14.95	\$ 13.11	\$ 18.08
34 FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 4.86	\$ 4.23	\$ 5.54
35 FARM SHARE OF ELECTRICITY EXPENSE	\$ 1.34	\$ 1.19	\$ 1.59
36 LIVESTOCK EQUIPMENT EXPENSE	\$ 2.19	\$ 2.07	\$ 1.92
37 BUILDING, FENCING & TILING EXPENSE	\$ 5.57	\$ 5.53	\$ 7.43
38 TRAC & CROP MACH EXP PER CROP ACRE**	\$ 19.80	\$ 16.86	\$ 20.88
39 FARM POWER & MACH COST ALLOCATED TO LVSTK.	\$ 904.63	\$ 987.34	\$ 721.73
40 BUILDING, FENCING, & TILING COST ALLOCATED TO CROPS	\$ 907.65	\$ 1249.50	\$ 999.22
41 * ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE			
42** ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY			

## THERMOMETER CHART

USING YOUR FIGURES FROM TABLE 8 LOCATE YOUR STANDING WITH RESPECT TO THE VARIOUS MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY. THE AVERAGES FOR THE FARMS INCLUDED IN THIS SUMMARY ARE LOCATED BETWEEN THE DOTTED LINES ACROSS THE CENTER OF THIS PAGE.

LABOR EARNINGS \$	CROP YIELD INDEX	PER CENT LAND IN HIGH RETURN CROPS	GROSS RETURN PER ACRE \$	RETURN PER \$100 FEED INDEX	LIVESTOCK UNITS PER 100 ACRES	TOTAL WORK UNITS	WORK UNITS PER WORKER	EXPENSE PER WORK UNIT	INVESTMENT PER WORKER \$
40,000	125	85	130	125	60	650	375	17	165,000
32,500	120	83	120	120	55	600	350	20	150,000
25,000	115	80	110	115	50	550	330	23	135,000
17,500	110	78	100	110	45	500	310	25	120,000
10,000	105	75	90	105	40	450	290	27	105,000
6,280	100	72	83	100	35	408	269	29	96,869
5,000	95	70	75	95	33	375	250	30	80,000
4,000	90	65	70	90	30	350	230	31	70,000
3,000	85	60	65	85	27	325	210	32	60,000
2,000	80	55	60	80	25	300	190	33	50,000
-500	75	50	55	75	20	275	170	35	40,000
-3,000	70	45	50	70	15	250	150	37	30,000
-10,000	65	40	45	65	10	225	130	40	20,000



TABLE 9 CROP ACRES AND YIELDS - 1971

CROPS	CROP RANK	AVERAGE OF 254 FARMS		51 HIGH PROF FARMS	51 LOW PROFIT FARMS
		ACRES	YIELD	YIELD	YIELD
1 OATS & MIXTURES	D	17.3	62.3	66.5	58.8
2 OATS SILAGE	C	.7	5.7T	6.0T	6.0T
3 CANNING PEAS	B	1.7	\$59.41	\$131.82	\$38.92
4 WHEAT	C	1.7	32.4	34.4	26.2
5 BARLEY	D	.5	46.0		52.9
6 FLAX					
7 RYE	D			50.0	
8 TOTAL SMALL GRAIN & PEAS		21.9A		24.7A	20.4A
9 CANNING CORN	B	3.0	\$69.00	\$93.93	\$64.23
10 CORN GRAIN & SEED CORN	A	138.6	95.9	103.6	89.3
11 SOYBEANS-GRAIN	B	61.4	26.7	28.9	22.0
12 CORN & CANE SILAGE	B	11.6	15.5T	18.2T	14.3T
13 CORN & CANE FODDER					
14 POTATOES					
15 SUGAR BEETS	A				
17 OTHER CULTIVATED CROPS	A	.1			
18 OTHER CULTIVATED CROPS	B				
19 TOTAL CULTIVATED CROPS		214.7A		318.1A	200.7A
20 ALFALFA HAY	B	26.9	3.3T	3.6T	3.0T
21 OTHER LEGUME HAY	C	.4	2.5T	3.0T	
22 TAME GRASS HAY	D	.1			3.3T
23 ANNUAL HAY	D	.1		5.0T	
24 LEGUME & GRASS SILAGE	D	.3	10.0T		10.0T
25 LEGUME SEED					
26 GRASS SEED					
27 TOTAL HAY		27.8A		28.4A	26.6A
28 ALFALFA & MIXED PASTURE	B	3.1		4.7	2.9
29 OTHER LEGUME PASTURE	C or B	.2		.4	
30 OTHER TILLABLE PASTURE	D	1.9			1.0
31 TOTAL TILLABLE PASTURE		5.2A		5.1A	3.9A
32 DIVERTED ACRES INCOME	A	27.3A	\$69	38.3A	\$69
33 SUMMER FALLOW - TILLED	D	.8			3.8
34 OTHER TILLABLE LAND IDLE	D	.3		.3	.2
35 TOTAL TILLABLE LAND		298.0A		414.9A	282.0A
36 WILD HAY		1.4		1.5	2.0
37 NON-TILLABLE PASTURE		13.6		13.4	18.0
38 TIMBER		3.0		3.0	1.7
39 ROADS & WASTE		13.9		16.6	19.9
40 FARMSTEAD		8.8		10.4	7.5
41 TOTAL ACRES IN FARM		338.7A		459.8A	331.1A

42	SUPPLEMENTARY MANAGEMENT INFORMATION			
43 PER CENT LAND TILLABLE		88.0	90.2	85.2
44 PER CENT IN HIGH RETURN CROPS		73.6	75.3	75.0
45 *FERTILIZER COST PER ACRE		\$10.85	\$10.51	\$12.76
46 *CROP CHEMICALS PER ACRE		\$ 5.69	\$ 5.75	\$ 6.35
47 *SEED & OTHER COSTS PER ACRE		\$ 6.49	\$ 5.98	\$ 6.43
48 *GAS, OIL, GREASE BOUGHT PER ACRE		\$ 3.09	\$ 2.67	\$ 3.18

49 \*TILLABLE LAND MINUS PASTURE

TABLE 10 CROP DATA FOR OATS - 179 FARMS - 1971

ITEMS	TOTAL	PER ACRE AVERAGE	89 HIGH	89 LOW
1 ACRES		25.0	25.2	24.9
2 YIELD PER ACRE		62.2	75.3	49.0
3 VALUE PER UNIT		\$ .68	\$ .68	\$ .68
4 GROSS RETURN	\$1057.50	\$42.30	\$51.20	\$33.32
5 SUPPLEMENTAL COSTS				
6 FERTILIZER		\$ 2.52	\$ 2.90	\$ 2.13
7 CHEMICALS		.32	.32	.36
8 SEED & OTHER		3.88	4.48	3.29
9-10 CUSTOM WORK & HIRED LABOR		2.48	2.06	2.93
11 TOTAL SUPPLEMENTAL COSTS	\$ 230.00	\$ 9.20	\$ 9.76	\$ 8.71
12 RETURN OVER SUPPL. COSTS	\$ 827.50	\$33.10	\$41.44	\$24.61
13 ALLOCATED COSTS				
14 POWER & CROP MACHINERY EXPENSE		\$11.16	\$10.20	\$11.34
15-16 LAND COST & MISC. COSTS		23.76	24.44	23.17
17 TOTAL ALLOCATED COSTS	\$ 873.00	\$34.92	\$34.64	\$34.51
		PER UNIT		
18 TOTAL LISTED COSTS	\$1103.00	\$ .71	\$44.12	\$43.22
19 RETURN OVER ABOVE COSTS	\$(-45.50)	\$(-1.82)	\$ 6.80	\$(-9.90)

TABLE 10 CROP DATA FOR WHEAT - 28 FARMS - 1971

ITEMS	TOTAL	PER ACRE
1 ACRES	16.0	
2 YIELD PER ACRE		31.8
3 VALUE PER UNIT		\$ 1.90
4 GROSS RETURN	\$966.72	\$60.42
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		\$ 9.00
7 CHEMICALS		.06
8 SEED & OTHER		6.25
9-10 HIRED LABOR & CUSTOM WORK		2.44
11 TOTAL SUPPLEMENTAL COSTS	\$284.00	\$17.75
12 RETURN OVER SUPPLEMENTAL COSTS	\$682.72	\$42.67
13 ALLOCATED COSTS		
14 POWER & CROP MACHINERY EXPENSE		\$11.16
15-16 LAND COST & MISCELLANEOUS COSTS		26.06
17 TOTAL ALLOCATED COSTS	\$595.52	\$37.22
		PER UNIT
18 TOTAL LISTED COSTS	\$1.73	\$879.52
19 RETURN OVER ABOVE COSTS	\$ 87.20	\$ 5.45

TABLE 10 CROP DATA FOR CORN - 256 FARMS - 1971

ITEMS	TOTAL	PER ACRE AVERAGE	128 HIGH	128 LOW
1 ACRES		139.1	157.5	120.8
2 YIELD PER ACRE		96.1	106.8	82.0
3 VALUE PER UNIT		\$ 1.05	\$ 1.05	\$ 1.05
4 GROSS RETURN	\$14036.58	\$100.91	\$112.14	\$ 86.10
5 SUPPLEMENTAL COSTS				
6 FERTILIZER		\$ 19.04	\$ 20.12	\$ 17.62
7 CHEMICALS		9.02	9.82	7.96
8 SEED AND OTHER		9.26	9.88	8.44
9-10 CUSTOM WORK & HIRED LABOR		4.39	3.32	5.77
11 TOTAL SUPPLEMENTAL COSTS	\$ 5801.86	\$ 41.71	\$ 43.14	\$ 39.79
12 RET. OVER SUPPL. COSTS	\$ 8234.72	\$ 59.20	\$ 69.00	\$ 46.31
13 ALLOCATED COSTS				
14 POWER & CROP MACHINERY EXP.		\$ 20.46	\$ 18.70	\$ 20.79
15-16 LAND COST & MISC. COSTS		\$ 24.81	\$ 25.59	\$ 23.76
17 TOTAL ALLOCATED COSTS	\$ 6297.06	\$ 45.27	\$ 44.29	\$ 44.55
		PER UNIT		
18 TOTAL LISTED COSTS	\$12098.92	\$ 86.98	\$ 87.43	\$ 84.34
19 RETURN OVER ABOVE COSTS	\$ 1937.66	\$ 13.93	\$ 24.71	\$ 1.76

TABLE 10 CROP DATA FOR SOYBEANS - 192 FARMS - 1971

ITEMS	TOTAL	PER ACRE AVERAGE	96 HIGH	96 LOW
1 ACRES		82.5	94.6	70.4
2 YIELD PER ACRE		26.7	31.0	20.8
3 VALUE PER UNIT		\$ 3.00	\$ 3.00	\$ 3.00
4 GROSS RETURN	\$6608.25	\$80.10	\$93.00	\$62.40
5 SUPPLEMENTAL COSTS				
6 FERTILIZER		\$ 1.65	\$ 2.09	\$ 1.05
7 CHEMICALS		5.08	5.50	4.52
8 SEED & OTHER		4.28	4.39	4.12
9-10 HIRED LABOR & CUSTOM WORK		1.71	1.23	2.36
11 TOTAL SUPPLEMENTAL	\$1049.40	\$12.72	\$13.21	\$12.05
12 RET. OVER SUPPL. COSTS	\$5558.85	\$67.38	\$79.79	\$50.35
13 ALLOCATED COSTS				
14 POWER & CROP MACH EXP.		\$16.74	\$15.30	\$17.01
5-16 LAND COST & MISC. COST		24.84	25.41	24.06
17 TOTAL ALLOCATED COSTS	\$3430.35	\$41.58	\$40.71	\$41.07
		PER UNIT		
18 TOTAL LISTED COSTS	\$4479.75	\$54.30	\$53.92	\$53.12
19 RETURN OVER ABOVE COSTS	\$2128.50	\$25.80	\$39.08	\$ 9.28

TABLE 10 CROP DATA FOR CORN SILAGE - 166 FARMS - 1971

ITEMS	TOTAL	PER ACRE AVERAGE	83 HIGH	83 LOW
1 ACRES	18.1			
2 YIELD PER ACRE		15.5T	19.2T	11.4T
3 VALUE PER UNIT		\$ 5.99	\$ 6.01	\$ 5.98
4 GROSS RETURN	\$1680.59	\$ 92.85	\$115.39	\$ 68.17
5 SUPPLEMENTAL COSTS				
6 FERTILIZER		\$ 16.69	\$ 18.91	\$ 14.29
7 CHEMICALS		7.73	8.19	7.32
8 SEED & OTHER		6.63	6.94	6.31
9-10 CUSTOM WORK & HIRED LABOR		3.81	3.94	3.69
11 TOTAL SUPPLEMENTAL COSTS	\$630.97	\$ 34.86	\$ 37.98	\$ 31.61
12 RETURN OVER SUPPL. COSTS	\$1049.62	\$ 57.99	\$ 77.41	\$ 36.56
13 ALLOCATED COSTS				
14 POWER & CROP MACH EXPENSE		\$ 29.76	\$ 27.20	\$ 30.24
15-16 LAND COST & MISC. COSTS		24.53	25.23	23.87
17 TOTAL ALLOCATED COSTS	\$982.65	\$ 54.29	\$ 52.43	\$ 54.11
	PER UNIT			
18 TOTAL LISTED COSTS	\$5.76 \$1613.62	\$ 89.15	\$ 90.41	\$ 85.72
19 RETURN OVER ABOVE COSTS	\$ 66.97	\$ 3.70	\$ 24.98	\$(-17.55)

TABLE 10 CROP DATA FOR ALFALFA HAY - 196 FARMS - 1971

ITEMS	TOTAL	PER ACRE AVERAGE	98 HIGH	98 LOW
1 ACRES		35.4	36.9	33.8
2 YIELD PER ACRE		3.4T	4.1T	2.6T
3 VALUE PER UNIT		\$19.99	\$19.92	\$20.06
4 GROSS RETURN	\$2406.14	\$67.97	\$81.67	\$52.16
5 SUPPLEMENTAL COSTS				
6 FERTILIZER		\$ 3.62	\$ 4.12	\$ 3.08
7 CHEMICALS		.11	.14	.06
8 SEED & OTHER		5.93	6.31	5.56
9-10 HIRED LABOR & CUSTOM WORK		1.78	1.30	2.31
11 TOTAL SUPPLEMENTAL COSTS	\$ 404.98	\$11.44	\$11.87	\$11.01
12 RETURN OVER SUPPL. COSTS	\$2001.16	\$56.53	\$69.80	\$41.15
13 ALLOCATED COSTS				
14 POWER & CROP MACH EXPENSE		\$22.32	\$20.40	\$22.68
15-16 LAND COST & MISC. COSTS		24.46	25.04	23.91
17 TOTAL ALLOCATED COSTS	\$1656.01	\$46.78	\$45.44	\$46.59
	PER UNIT			
18 TOTAL LISTED COSTS	\$15.33 \$2060.99	\$58.22	\$57.31	\$57.60
19 RETURN OVER ABOVE COSTS	\$ 345.15	\$ 9.75	\$24.36	\$(-5.44)

TABLE 10 CROP DATA FOR CANNING PEAS - 13 FARMS - 1971

ITEMS	TOTAL	PER ACRE
1 ACRES	33.8	
2 YIELD PER ACRE		\$ 59.17
4 GROSS RETURN	\$ 1999.94	\$ 59.17
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		\$ 5.15
7 CHEMICALS		1.27
8 SEED & OTHER		1.92
9-10 CUSTOM WORK & HIRED LABOR		.62
11 TOTAL SUPPLEMENTAL COSTS	\$ 302.85	\$ 8.96
12 RETURN OVER SUPPLEMENTAL COSTS	\$ 1697.09	\$ 50.21
13 ALLOCATED COSTS		
14 POWER & CROP MACHINERY EXPENSE		\$ 11.16
15-16 LAND COST & MISC. COSTS		24.41
17 TOTAL ALLOCATED COSTS	\$ 1202.27	35.57
	PER UNIT	
18 TOTAL LISTED COSTS	\$ .75	\$ 44.53
19 RETURN OVER ABOVE COSTS	\$ 494.82	\$ 14.64

TABLE 10 CROP DATA FOR CANNING CORN - 15 FARMS - 1971

ITEMS	TOTAL	PER ACRE
1 ACRES	50.8	
2 YIELD PER ACRE		\$70.18
4 GROSS RETURN	\$3565.14	\$70.18
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		\$12.81
7 CHEMICALS		6.26
8 SEED & OTHER		4.57
9-10 HIRED LABOR & CUSTOM WORK		5.63
11 TOTAL SUPPLEMENTAL COSTS	\$1486.92	\$29.27
12 RETURN OVER SUPPLEMENTAL COSTS	\$2078.22	\$40.91
13 ALLOCATED COSTS		
14 POWER & CROP MACHINERY EXPENSE		\$14.88
15-16 LAND COST & MISCELLANEOUS COSTS		23.15
17 TOTAL ALLOCATED COSTS	\$1931.92	\$38.03
	PER UNIT	
18 TOTAL LISTED COSTS	\$ .96	\$67.30
19 RETURN OVER TOTAL COSTS	\$ 146.30	\$ 2.88

TABLE 10 CROP DATA FOR DIVERTED ACRES - 238 FARMS - 1971

ITEMS	TOTAL	PER ACRE
1 ACRES	29.6	
2 YIELD PER ACRE		\$69.26
3 VALUE PER UNIT		1.00
4 GROSS RETURN	\$2050.09	\$69.26
5-12 SUPPLEMENTAL COSTS	\$ 17.17	\$ .58
13 ALLOCATED COSTS		
14 POWER & MACHINERY EXPENSE		\$ 7.44
15 LAND COST		\$24.80
16 MISCELLANEOUS		
17 TOTAL ALLOCATED COSTS	\$ 954.30	\$32.24
18 TOTAL COSTS (INC. SUPP. COSTS)	\$ 971.47	\$32.82
19 RETURN OVER TOTAL COSTS	\$1078.62	\$36.44

## COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

THE IMPORTANCE OF LIVESTOCK IS DEPENDENT UPON A NUMBER OF FACTORS. ON MOST FARMS THE ACREAGE OF CROPLAND IS LIMITED. PRODUCTIVE LIVESTOCK ADDS TO THE TOTAL FARM INCOME AND MAY BE NEEDED TO PROVIDE THE VOLUME NECESSARY FOR FAMILY LIVING AND TO MEET GOALS THE FARM FAMILY HOPES TO ACHIEVE. TO PROVIDE FOR LIVING AND PERSONAL EXPENSES OF \$8,000 THE AVERAGE FARM SHOULD GROSS \$30,000 TO \$40,000 DEPENDING ON THE ENTERPRISE COMBINATION. WHEN ONLY CROP FARMERS ARE CONSIDERED THE GROSS RETURN PER ACRE OF \$83 (AVERAGE FOR 254 FARMS FROM CROPS) WOULD REQUIRE BETWEEN 500 AND 600 ACRES OF CROP LAND TO ACHIEVE THE \$30,000 TO \$40,000 GROSS FIGURE. THIS IS DOUBLE THE AVERAGE CROP ACRES FOR THE TOTAL 254 FARMS REPORTED IN THIS ANALYSIS.

FEED IS THE LARGEST SINGLE ITEM OF COST IN LIVESTOCK PRODUCTION. RETURN ABOVE FEED COST IS THE BASIS FOR CLASSIFYING THE VARIOUS LIVESTOCK PRODUCTION UNITS. THE HIGH AND LOW GROUPS ARE HIGH OR LOW IN RELATION TO RETURN OVER FEED COST FOR A PARTICULAR ANIMAL ENTERPRISE. THEY BEAR NO DIRECT RELATIONSHIP TO THE HIGH AND LOW RETURN FARMS IN TABLES 1, 2A, 2B, 3 AND 8.

SOME OTHER CASH COST ITEMS ARE LISTED IN EACH OF THE TABLES AS "SUPPLEMENTAL COSTS." NO ATTEMPT HAS BEEN MADE TO ALLOCATE SUCH EXPENSES AS TAXES, INSURANCE, INTEREST ON INVESTMENT AND HIRED LABOR. THESE COSTS MUST COME FROM "RETURN OVER FEED AND SUPPLEMENTARY COSTS." WHAT WOULD REMAIN AFTER THAT COULD BE CONSIDERED AS RETURN FOR THE OPERATOR'S LABOR AND MANAGEMENT.

THE TOTAL RETURN FOR AN ENTERPRISE INCLUDES GAIN IN INVENTORY, SALE OF LIVESTOCK, VALUE OF ANIMALS TRANSFERRED TO OTHER ENTERPRISES, VALUE OF PRODUCTS SOLD, AND ANIMALS AND PRODUCTS USED IN THE HOME. TO DETERMINE THE NET RETURN IT IS NECESSARY TO SUBTRACT ANY LOSS IN INVENTORY, PURCHASE OF LIVESTOCK, AND ANIMALS TRANSFERRED IN FROM ANOTHER ENTERPRISE. THE NET RETURN ON ANIMALS IS DESCRIBED AS "NET INCREASE IN VALUE." ANIMAL PRODUCTS ARE NOT INCLUDED IN THIS FIGURE. BOTH THE TOTAL NET INCREASE FIGURE AND THE NET INCREASE PER UNIT ARE SHOWN IN THE LIVESTOCK REPORTS.

FEED COSTS ARE DETERMINED FROM THE FEED RECORDS FOUND IN THE ACCOUNT BOOK. THE PURCHASE PRICE IS USED FOR FEEDS PURCHASED. AN AVERAGE YEARLY PRICE IS CHARGED FOR FARM GROWN FEED. THESE PRICES ARE SHOWN ON PAGE 10.

COSTS AND RETURNS FROM ALL LIVESTOCK ENTERPRISES ARE COMPUTED ON A YEARLY BASIS. FEEDING ANIMALS ARE OFTEN PURCHASED IN ONE YEAR AND SOLD IN ANOTHER. INVENTORIES ON SUCH ANIMALS SHOULD BE THE RESULT OF SKILLFUL APPRAISAL OF BOTH WEIGHTS AND VALUES. PRICES PER CWT. SOLD AND PRICES PER CWT. BOUGHT ARE USUALLY FOR DIFFERENT ANIMALS AND REFLECT ONLY THE YEARLY MARKET SITUATION.

A TERM USED IN MEASURING ANIMAL PRODUCTION INTENSITY IS "ANIMAL UNIT." AN "ANIMAL UNIT" REPRESENTS, FOR EXAMPLE, ONE DAIRY COW OR BULL, TWO OTHER DAIRY CATTLE, ONE FEEDER STEER, SEVEN SHEEP, FOURTEEN LAMBS, TWO AND ONE-HALF SOWS, FIVE PIGS AND ELEVEN HUNDRED POUNDS OF TURKEY PRODUCED. IT MEASURES LIVESTOCK UNITS PER 100 ACRES IN TABLE 3.

NEW TO THE 1971 ANALYSIS REPORT ARE THREE ALLOCATED COSTS CALCULATED ON THE BASIS OF WORK UNITS. THEY ARE POWER AND MACHINERY COSTS, LIVESTOCK EQUIPMENT COSTS AND BUILDING AND FENCES COSTS. BASED ON THESE ITEMS FROM TABLE 3 OF YOUR FARM PRINT-OUT, THEY GIVE A GENERAL GUIDE OF THE ALLOCATION OF THESE COSTS BY ENTERPRISES.

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

ITEMS	AVERAGE OF 121 FARMS	40 FARMS HIGHEST RETURN ABOVE FEED COST	40 FARMS LOWEST RETURN ABOVE FEED COST
1 POUNDS OF HOGS PRODUCED	96838	98912	73094
2 VALUE (NET INCREASE)-PER CWT. PRODUCED	\$ 20.20	\$ 21.13	\$ 19.25
3 POUNDS OF FEED FED			
4 CORN	330.2	304.0	366.4
5 SMALL GRAIN	26.5	16.5	32.8
6 PROTEIN, SALT & MINERAL	74.5	69.5	87.3
7 COMPLETE RATION	.3	.7	.4
8 TOTAL CONCENTRATES	431.5	390.7	486.9
9 FORAGES	1.4	1.8	1.2
10 FEED COST			
11 CONCENTRATES & FORAGES	\$ 12.81	\$ 11.51	\$ 14.87
12 PASTURE	.01		
13 TOTAL FEED COSTS	\$ 12.82	\$ 11.51	\$ 14.87
14 RETURN OVER FEED COST	\$ 7.38	\$ 9.62	\$ 4.38
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$ .37	\$ .39	\$ .39
17 VETERINARY EXPENSE	.33	.34	.26
18 CUSTOM WORK	.29	.35	.28
19 TOTAL SUPPLEMENTAL COSTS	\$ .99	\$ 1.08	\$ .93
20 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 6.39	\$ 8.54	\$ 3.45
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	\$ .44	\$ .38	\$ .49
20C LIVESTOCK EQUIPMENT COSTS	.43	.45	.43
20D BUILDING & FENCES	.71	.76	.83
20E TOTAL ALLOCATES COST	\$ 1.58	\$ 1.59	\$ 1.75
20F RETURN OVER ALL LISTED COSTS	\$ 4.81	\$ 6.95	\$ 1.70
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$157.57	\$183.57	\$129.48
23 PRICE RECEIVED PER CWT.	\$ 18.48	\$ 18.84	\$ 18.05
24 NUMBER OF LITTERS FARROWED	58	59	46
25 NUMBER OF PIGS BORN PER LITTER	9.2	9.6	9.1
26 NUMBER OF PIGS WEANED PER LITTER	7.3	7.8	7.0
27 PER CENT DEATH LOSS	14.3	12.6	17.5
28 AVERAGE WEIGHT OF HOGS SOLD	226.3	213.3	235.1
29 PRICE PER CWT. CONCENTRATE FED	\$ 2.96	\$ 2.94	\$ 3.05
30 POUNDS OF PORK PURCHASED	3452	4849	2073

ONLY FARMS THAT HAVE A COMPLETE PROGRAM OF FARROWING AND MARKETING HOGS ARE INCLUDED IN TABLE 11A. OPERATORS WHO DID NOT HAVE HOGS FOR A COMPLETE YEAR WERE NOT INCLUDED IN THESE AVERAGES. THE COSTS IN THIS TABLE INCLUDE THOSE OF BOTH THE BREEDING HERD AND MARKET ANIMALS.

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

ITEMS	AVERAGE OF 40 FARMS	13 FARMS HIGHEST RETURN ABOVE FEED COST	13 FARMS LOWEST RETURN ABOVE FEED COST
1 AVERAGE NUMBER OF PIGS ON HAND	175.8	137.7	94.3
2 POUNDS OF HOGS PRODUCED	81200	61636	39090
3 VALUE (NET INCREASE)	\$ 16.25	\$ 17.75	\$ 15.52
4 POUNDS OF FEED FED			
5 CORN	290.3	227.4	405.1
6 SMALL GRAIN	22.3	13.0	23.7
7 PROTEIN, SALT & MINERAL	50.7	43.8	53.9
8 COMPLETE RATION	19.3	68.8	14.8
9 TOTAL CONCENTRATES	382.6	353.0	497.5
10 FORAGES			
11 FEED COST			
12 CONCENTRATES & FORAGES	\$ 11.40	\$ 10.72	\$ 14.61
13 PASTURE			.02
14 TOTAL FEED COSTS	\$ 11.40	\$ 10.72	\$ 14.63
15 RETURN OVER FEED COST	\$ 4.85	\$ 7.03	\$ .89
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSE	\$ .13	\$ .18	\$ .25
18 VETERINARY EXPENSE	.10	.09	.22
19 CUSTOM WORK	.23	.23	.31
20 TOTAL SUPPLEMENTAL COSTS	\$ .46	\$ .50	\$ .78
21 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 4.39	\$ 6.53	\$ .11
21A ALLOCATED COSTS			
21B POWER & MACHINERY COSTS	\$ .22	\$ .19	\$ .24
21C LIVESTOCK EQUIPMENT COSTS	.22	.23	.22
21D BUILDINGS & FENCES	.35	.38	.42
21E TOTAL ALLOCATES COST	\$ .79	\$ .80	\$ .88
21F RETURN OVER ALL LISTED COSTS	\$ 3.60	\$ 5.73	\$ (-.77)
22 SUPPLEMENTAL INFORMATION			
23 RETURN FOR \$100 FEED FED	\$142.54	\$165.60	\$106.08
24 PRICE RECEIVED PER CWT.	\$ 18.57	\$ 18.92	\$ 18.40
25 AVERAGE WEIGHT OF PIGS SOLD	225.9	226.0	217.8
26 AVERAGE PRICE PAID PER PIG BOUGHT	\$ 14.90	\$ 15.20	\$ 15.09
27 AVERAGE WEIGHT PER PIG BOUGHT	40.8	43.3	40.5
28 NUMBER OF PIGS PURCHASED	471	348	243
29 POUNDS OF PORK PURCHASED	19207	15062	9833
30 PER CENT DEATH LOSS	2.7	2.0	3.4
31 PRICE PER CWT. CONCENTRATE FED	\$ 2.98	\$ 3.0	\$ 2.94

TABLE 11B INCLUDES ONLY THOSE OPERATORS WHO PURCHASED ALL OF THE HOGS FED. SOME OPERATORS DID MAINTAIN BOTH BREEDING AND FINISHING OPERATIONS, BUT SUCH OPERATIONS WERE NOT INCLUDED IN THESE AVERAGES.



TABLE 11C - WEANING PIG ENTERPRISE - 1971

ITEMS	AVERAGE OF 6 FARMS	
	HERD TOTAL	PER LITTER
1 NUMBER OF LITTERS FARROWED	117	
2 TOTAL VALUE PRODUCED	\$13548	\$115.79
3 POUNDS OF FEED FED		
4 CORN		1462.7
5 SMALL GRAIN		78.8
6 PROTEIN, SALT & MINERAL		443.7
7 COMPLETE RATION		20.5
8 TOTAL CONCENTRATES		2005.7
9 FORAGES		67.2
10 FEED COST		
11 CONCENTRATES & FORAGES		\$71.20
12 PASTURE		.08
13 TOTAL FEED COSTS	\$ 8340	\$71.28
14 RETURN OVER FEED COST	\$5208	\$44.51
15 SUPPLEMENTAL COSTS		
16 MISCELLANEOUS LIVESTOCK EXPENSE		\$ 3.61
17 VETERINARY EXPENSE		3.82
18 CUSTOM WORK		.82
19 TOTAL SUPPLEMENTAL COSTS	\$ 965	\$ 8.25
20 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$4243	\$36.26
20A ALLOCATED COSTS		
20B POWER & MACHINERY COSTS		\$ 5.12
20C LIVESTOCK EQUIPMENT COSTS		5.05
20D BUILDINGS & FENCES		8.23
20E TOTAL ALLOCATED COST		\$18.40
20F RETURN OVER ALL LISTED COSTS		\$17.86
21 SUPPLEMENTARY MANAGEMENT INFORMATION		
22 RETURN FOR \$100 FEED FED	\$162.45	
23 AVERAGE PRICE RECEIVED PER PIG SOLD	16.17	
24 NUMBER OF PIGS PRODUCED	839	
25 NUMBER OF PIGS BORN PER LITTER	9.2	
26 NUMBER OF PIGS WEANED PER LITTER	7.2	
27 PER CENT DEATH LOSS	17.6	
28 PRICE PER CWT. CONCENTRATE FED	\$ 3.52	
29 FEED & SUPPLEMENTAL COSTS PER PIG PRODUCED	\$ 11.09	

THE INFORMATION PRESENTED IN TABLE 11C INCLUDES COSTS OF MAINTAINING THE BREEDING HERD AND RAISING THE PIGS TO WEANING WEIGHT. THIS TABLE PROVIDES COSTS AND RETURNS ON A PER LITTER BASIS RATHER THAN PER CWT. BASIS.

TABLE 12 - DAIRY COWS - 1971  
FACTORS OF COST AND RETURNS FROM DAIRY COWS

ITEMS	AVERAGE OF 136 HERDS	45 HIGH HERDS RET. ABOVE FEED COST	45 LOW HERDS RET. ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	33.0	37.2	30.1
2 POUNDS OF MILK	11785	13178	10212
3 POUNDS OF BUTTERFAT	431.7	485.9	371.0
4 PER CENT OF BUTTERFAT IN MILK	3.7	3.7	3.6
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	\$595.48	\$689.70	\$495.32
7 DAIRY PRODUCTS USED IN HOME	4.09	4.41	3.59
8 MILK FED TO LIVESTOCK	4.91	4.38	4.95
9 NET INCREASES IN VALUE OF COWS	\$(-10.03)	.40	\$(-19.77)
10 TOTAL VALUE PRODUCED	\$594.45	\$698.89	\$484.09
11 POUNDS OF FEED FED			
12 CORN	4218.5	4357.5	4301.9
13 SMALL GRAIN & COMPLETE DAIRY RATION	634.9	440.5	815.5
14 PROTEIN, SALT & MINERAL	588.7	580.5	553.4
15 TOTAL CONCENTRATES	5442.1	5378.5	5670.8
16 LEGUME HAY	6446.0	6424.7	7135.5
17 OTHER HAY & DRY ROUGHAGE	18.9	35.8	5.2
18 SILAGE	9697.6	9118.6	10431.0
19 FEED COSTS			
20 CONCENTRATES	\$135.85	\$132.66	\$141.10
21 ROUGHAGES	94.12	92.45	102.49
22 PASTURE	6.33	5.54	5.95
23 TOTAL FEED COSTS	\$236.30	\$230.65	\$249.54
24 RETURN OVER FEED COSTS	\$358.15	\$468.24	\$234.55
25 SUPPLEMENTAL COSTS			
26 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 22.88	\$ 26.61	\$ 17.41
27 VETERINARY EXPENSE	13.09	16.96	10.07
28 CUSTOM WORK	27.30	30.78	23.85
29 TOTAL SUPPLEMENTAL COSTS	\$ 63.27	\$ 74.35	\$ 51.33
30 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$294.88	\$393.89	\$183.22
30A ALLOCATED COSTS			
30B POWER & MACHINERY COSTS	\$ 25.75	\$ 22.44	\$ 28.67
30C LIVESTOCK EQUIPMENT COSTS	27.36	28.32	26.82
30D BUILDINGS & FENCES	41.15	44.56	48.54
30E TOTAL ALLOCATES COSTS	\$ 94.26	\$ 95.32	\$104.03
30F RETURN OVER ALL LISTED COSTS	\$200.62	\$298.57	\$ 79.19
31 SUPPLEMENTARY MANAGEMENT INFORMATION			
32 RETURN FOR \$100 FEED FED	\$251.56	\$303.02	\$194.00
33 FEED COST PER CWT. MILK	\$ 2.01	\$ 1.75	\$ 2.44
34 FEED COST PER LBS. OF BUTTERFAT	\$ .547	\$ .475	\$ .673
35 LBS. OF MILK PER LB OF CONCENTRATE	2.166	2.450	1.801
36 AVERAGE PRICE PER CWT. MILK SOLD	\$ 5.14	\$ 5.32	\$ 4.94
37 AVERAGE PRICE PER LB. BUTTERFAT	\$ 1.40	\$ 1.44	\$ 1.36

TABLE 13 - OTHER DAIRY CATTLE - 1971

ITEMS	AVERAGE OF 136 HERDS	45 HIGHEST RET. ABOVE FEED COST	45 LOWEST RET. ABOVE FEED COST
1 NUMBER OF HEAD	37.9	30.6	43.2
2 NET INC. IN VALUE	\$146.23	\$200.10	\$109.77
3 POUNDS OF FEED FED			
4 CONCENTRATES	1485.6	1459.6	1593.1
5 HAY AND ROUGHAGE	2317.9	1950.3	2712.5
6 SILAGE	3495.9	3663.5	3531.5
7 MILK	98.6	101.6	108.9
8 FEED COST			
9 CONCENTRATES	\$ 39.29	\$ 38.89	\$ 41.06
10 ROUGHAGES	33.43	30.75	36.50
11 MILK	4.27	4.35	4.56
12 PASTURE	3.11	2.52	4.42
13 TOTAL FEED COSTS	\$ 80.10	\$ 76.51	\$ 86.54
14 RETURN OVER FEED COST	\$ 66.13	\$123.59	\$ 23.23
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 1.69	\$ 1.76	\$ 1.16
17 VETERINARY EXPENSE	1.79	1.41	1.37
18 CUSTOM WORK	.98	1.08	1.06
19 TOTAL SUPPLEMENTAL COSTS	\$ 4.46	\$ 4.25	\$ 3.59
20 RETURN OVER FEED & SUPPL. COSTS	\$ 61.67	\$119.34	\$ 19.64
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	\$ 4.40	\$ 3.82	\$ 4.90
20C LIVESTOCK EQUIPMENT COSTS	4.69	4.85	4.60
20D BUILDINGS & FENCES	7.05	7.64	8.32
20E TOTAL ALLOCATES COSTS	\$ 16.14	\$ 16.31	\$ 17.82
20F RETURN OVER ALL LISTED COSTS	\$ 45.53	\$103.03	\$ 1.82
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$182.54	\$261.55	\$126.83
23 PER CENT DEATH LOSS	9.3	7.6	9.8

TABLE 14 - ALL DAIRY CATTLE - 1971

ITEMS	AVERAGE OF 136 HERDS	45 HIGHEST RET. ABOVE FEED COST	45 LOWEST RET. ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	33.0	34.4	31.1
2 VALUE OF DAIRY PRODUCTS	\$604.45	\$692.59	\$502.83
3 NET INC. IN VALUE	\$157.91	\$185.87	\$124.89
4 TOTAL VALUE PRODUCED	\$762.36	\$878.46	\$627.72
5 POUNDS OF FEED FED			
6 CONCENTRATES	7159.7	7072.8	6870.1
7 HAY & DRY ROUGHAGE	9127.0	8403.5	9912.0
8 SILAGE	13712.6	14398.2	14115.2
9 FEED COST			
10 CONCENTRATES	\$185.88	\$181.72	\$178.30
11 ROUGHAGE	132.52	127.35	139.97
12 PASTURE COSTS	9.91	9.97	9.61
13 TOTAL FEED COSTS	\$328.31	\$319.04	\$327.88
14 RETURN OVER FEED COST	\$434.05	\$559.42	\$299.84
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 24.82	\$ 28.69	\$ 19.87
17 VETERINARY EXPENSE	15.15	18.26	11.09
18 CUSTOM WORK	28.42	32.21	25.95
19 TOTAL SUPPLEMENTAL COSTS	\$ 68.39	\$ 79.16	\$ 56.91
20 RETURN OVER FEED & SUPPL. COSTS	\$365.66	\$480.26	\$242.93
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	\$ 30.84	\$ 25.87	\$ 35.49
20C LIVESTOCK EQUIPMENT COSTS	30.26	30.52	31.33
20D BUILDINGS & FENCES	49.26	51.35	60.10
20E TOTAL ALLOCATES COSTS	\$110.36	\$107.74	\$126.92
20F RETURN OVER ALL LISTED COSTS	\$255.30	\$372.52	\$116.01
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$232.21	\$275.34	\$191.45

TABLE 14 PRESENTS A PICTURE OF THE COSTS AND RETURNS FROM THE WHOLE DAIRY HERD ON A PER COW BASIS. THE HIGH AND LOW GROUPS IN ALL DAIRY TABLES ARE BASED ON RETURNS ABOVE FEED COST FOR THE COW HERD RATHER THAN ON YEARLY BUTTERFAT PER COW. SOME IMPORTANT COSTS NOT INCLUDED IN THESE TABLES ARE THOSE FOR LABOR, HOUSING AND DAIRY EQUIPMENT.

TABLE 15A - BEEF BREEDING CATTLE - 1971

ITEMS	AVERAGE OF 24 FARMS	
	HERD TOTAL	PER COW
1 AVERAGE NUMBER OF BEEF COWS	39.0	
2 AVERAGE NUMBER OF OTHER BEEF ANIMALS & BULLS	29.5	
3 POUNDS OF BEEF PRODUCED	16690	
4 NET INCREASE IN VALUE	\$5731	\$146.95
5 POUNDS OF FEED FED		
6 GRAIN		263.6
7 PROTEIN, SALT & MINERAL		45.7
8 LEGUME HAY		3260.3
9 OTHER HAY & DRY ROUGHAGE		120.7
10 SILAGE		8313.2
11 FEED COST		
12 CONCENTRATES		\$ 8.05
13 ROUGHAGES		52.13
14 PASTURE		28.79
15 TOTAL FEED COSTS	\$3470	\$ 88.97
16 RETURN OVER FEED COST	\$2261	\$ 57.98
17 SUPPLEMENTAL COSTS		
18 MISCELLANEOUS LIVESTOCK EXPENSE		\$ 2.15
19 VETERINARY EXPENSE		2.03
20 CUSTOM WORK		1.00
21 TOTAL SUPPLEMENTAL COSTS	\$ 202	\$ 5.18
22 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$2059	\$ 52.80
22A ALLOCATED COSTS		
22B POWER & MACHINERY COSTS		\$ 5.51
22C LIVESTOCK EQUIPMENT COSTS		5.42
22D BUILDINGS & FENCES		8.82
22E TOTAL ALLOCATES COST	\$ 770	\$ 19.75
22F RETURN OVER ALL LISTED COSTS	\$1289	\$ 33.05
23 SUPPLEMENTAL MANAGEMENT INFORMATION		
24 RETURN FOR \$100 FEED FED	\$ 165.16	
25 PRICE PER CWT. SOLD	\$ 27.17	
26 AVERAGE WEIGHT PER HEAD SOLD	517	
27 PER CENT DEATH LOSS	3.9	
28 PER CENT CALF CROP		

TABLE 15B - FEEDER CATTLE - 1971

ITEMS	AVERAGE OF 57 FARMS	19 HIGHEST IN RET. ABOVE FEED COST	19 LOWEST IN RET. ABOVE FEED COST
1 AVERAGE NUMBER OF BEEF FEEDERS	84.7	117.1	71.4
2 POUNDS OF BEEF PRODUCED PER CWT. PRODUCED	55499	72601	50250
3 NET INCREASE IN VALUE OF ANIMALS \$	34.08	\$ 39.10	\$ 27.09
4 POUNDS OF FEED FED			
5 GRAIN	621.3	513.8	689.4
6 PROTEIN, SALT & MINERAL	52.9	63.5	49.9
7 LEGUME HAY	192.2	170.1	255.0
8 OTHER HAY & DRY ROUGHAGE	2.3		2.6
9 SILAGE	745.5	698.5	715.2
10 FEED COST			
11 CONCENTRATES	\$ 15.76	\$ 13.68	\$ 17.48
12 ROUGHAGES	4.25	3.97	4.67
13 PASTURE	.11	.11	.06
14 TOTAL FEED COSTS	\$ 20.12	\$ 17.76	\$ 22.21
15 RETURN OVER FEED COST	\$ 13.96	\$ 21.34	\$ 4.88
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSES	\$ .68	\$ 1.26	\$ .23
18 VETERINARY EXPENSE	.73	.90	.78
19 CUSTOM WORK	1.08	1.51	.71
20 TOTAL SUPPLEMENTAL COSTS	\$ 2.49	\$ 3.67	\$ 1.72
21 RETURN OVER FEED & SUPPL. COSTS	\$ 11.47	\$ 17.67	\$ 3.16
21A ALLOCATED COSTS			
21B POWER & MACHINERY	\$ .44	\$ .38	\$ .49
21C LIVESTOCK EQUIPMENT COSTS	.43	.45	.43
21D BUILDINGS & FENCES	.71	.76	.83
21E TOTAL ALLOCATES COST	\$ 1.58	\$ 1.59	\$ 1.75
21F RETURN OVER ALL LISTED COSTS	\$ 9.89	\$ 16.08	\$ 1.41
22 SUPPLEMENTARY MANAGEMENT INFORMATION			
23 RETURN FOR \$100 FEED FED	\$ 169.37	\$ 220.15	\$ 121.96
24 PRICE PER CWT. SOLD	\$ 30.73	\$ 31.59	\$ 28.39
25 AVERAGE WEIGHT PER HEAD SOLD	973.0	962.4	956.1
26 PRICE PER CWT. BOUGHT	\$ 31.96	\$ 31.11	\$ 32.58
27 AVERAGE WEIGHT PER HEAD BOUGHT	592.4	612.0	498.8
28 NUMBER OF HEAD BOUGHT	127	207	96
29 PER CENT DEATH LOSS	1.3	.6	3.2

THE FIGURES REPRESENTED HERE ARE CALCULATED FROM AN ANNUAL RECORD AND DO NOT FOLLOW THROUGH ANY PARTICULAR LOT FED. CATTLE NOT SOLD ARE INCLUDED IN THE CLOSING INVENTORY, WITH ESTIMATES OF WEIGHTS AND VALUES. PRICE PAID (LINE 26) IS THE PRICE PAID FOR CATTLE BOUGHT DURING THE YEAR AND NOT FOR THOSE SOLD DURING THE YEAR.

TABLE 16A - SHEEP FLOCK - 1971

ITEMS	AVERAGE OF 9 FARMS	
	FLOCK TOTAL	PER EWE
1 AVERAGE NUMBER OF EWES	56.0	
2 POUNDS OF LAMB & MUTTON PRODUCED	4690	
3 POUNDS OF WOOL PRODUCED	716	
4 VALUE OF PRODUCE		
5 WOOL		\$ 7.34
6 NET INCREASE IN VALUE OF ANIMALS		22.50
7 TOTAL VALUE PRODUCED	\$1671	\$29.84
8 POUNDS OF FEED FED		
9 GRAIN		378.8
10 PROTEIN, SALT & MINERAL		48.5
11 LEGUME HAY		863.9
12 OTHER HAY & DRY ROUGHAGE		
13 SILAGE		
14 FEED COST		
15 CONCENTRATES		\$10.75
16 ROUGHAGES		8.64
17 PASTURE		4.05
18 TOTAL FEED COSTS	\$1313	\$23.44
19 RETURN OVER FEED COST	\$ 358	\$ 6.40
20 SUPPLEMENTAL COSTS		
21 MISCELLANEOUS LIVESTOCK EXPENSE		\$ .96
22 VETERINARY EXPENSE		.70
23 CUSTOM WORK		.71
24 TOTAL SUPPLEMENTAL COSTS	\$ 133	\$ 2.37
25 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 225	\$ 4.03
25A ALLOCATED COSTS		
25B POWER & MACHINERY COSTS		\$ 2.19
25C LIVESTOCK EQUIPMENT COSTS		2.17
25D BUILDINGS & FENCES		3.53
25E TOTAL ALLOCATES COST	\$ 442	\$ 7.89
25F RETURN OVER ALL LISTED COSTS	\$(-217)	\$(-3.86)
26 SUPPLEMENTARY MANAGEMENT INFORMATION		
27 RETURN FOR \$100 FEED FED	\$ 127.27	
28 PRICE PER CWT. LAMB & MUTTON SOLD	\$ 24.54	
29 POUNDS OF WOOL PER SHEEP SHEARED	10.5	
30 NUMBER OF EWES KEPT FOR LAMBING	53	
31 PER CENT LAMB CROP	143	
32 PER CENT DEATH LOSS	19.3	

TABLE 17A - LAYING FLOCK CHICKENS - 1971

ITEMS	AVERAGE OF 12 FARMS	
	FLOCK TOTAL	PER HEN
1 AVERAGE NUMBER OF HENS	1888.1	
2 VALUE OF PRODUCE PER HEN		
3 EGGS SOLD AND USED		2.56
4 INC. IN VALUE OF FLOCK		(-.82)
5 TOTAL VALUE PRODUCED	\$3285	\$1.74
6 POUNDS OF FEED FED PER HEN		
7 GRAIN		25.0
8 PROTEIN, SALT & MINERAL		10.6
9 COMPLETE COMMERCIAL FEED		26.2
10 TOTAL POUNDS OF FEED		61.8
11 TOTAL FEED COST PER HEN	\$3946	\$ 2.09
12 RETURN OVER FEED COST	\$(-661)	\$(-.35)
13 SUPPLEMENTAL COSTS	\$ 94	\$ .05
14 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$(-755)	\$(-.40)
14A ALLOCATED COSTS		
14B POWER & MACHINERY COSTS		\$ .18
14C LIVESTOCK EQUIPMENT COSTS		.18
14D BUILDINGS AND FENCES		.29
14E TOTAL ALLOCATES COST	\$1227	\$ .65
14F RETURN OVER ALL LISTED COSTS	\$(-1982)	\$(-1.05)
15 SUPPLEMENTARY MANAGEMENT INFORMATION		
16 RETURN FOR \$100 FEED FED	\$ 83.25	
17 EGGS LAID PER HEN	138	
18 PRICE PER DOZEN EGGS SOLD ¢	\$ .22	
19 FEED COST PER DOZEN EGGS ¢	\$ .18	
20 RETURN OVER FEED COSTS PER DOZEN EGGS	\$ (-.03)	
21 PER CENT DEATH LOSS	7.6	



## LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

STUDIES OF EARNINGS OF FARMERS IN THIS REPORT WERE MEASURED BY NINE MANAGEMENT FACTORS CAUSING VARIATIONS IN EARNINGS AMONG FARMERS WITHIN A GIVEN YEAR. THESE NINE FACTORS SHOWN IN TABLE 8 ARE CROP YIELDS, CHOICE OF CROPS, GROSS RETURNS PER ACRE, RETURNS FROM LIVESTOCK, AMOUNT OF LIVESTOCK, SIZE OF BUSINESS, ACCOMPLISHMENTS PER WORKER, CONTROL OVER EXPENSES AND INVESTMENT PER WORKER. GROSS RETURN PER ACRE AND INVESTMENT PER WORKER ARE EXPANSIONS OF OTHER MEASURES. THEY ARE OMITTED FROM THIS YEAR'S TABLE 18 IN ORDER TO AVOID ANY IMBALANCE OF EMPHASIS. THE COMBINED OR CUMULATIVE INFLUENCE OF SEVEN MANAGEMENT FACTORS ON EARNINGS IS SHOWN IN TABLE 18. COMPARISONS OF HOW INDIVIDUALS WERE RELATED TO INCOME LEVELS IS SHOWN IN TABLE 8.

TABLE 18 - 277 FARMS

NUMBER OF FACTORS IN WHICH FARMERS EXCELLED (SEVEN)	NUMBER OF FARMS	AVERAGE LABOR EARNINGS	
0	13	XX	\$-1,473
1	42	XX	\$ 2,184
2	48	XXXX	\$ 4,241
3	57	XXXX	\$ 3,982
4	52	XXXXXXX	\$ 6,541
5	40	XXXXXXXXXXXXX	\$13,200
6	19	XXXXXXXXXXXXX	\$13,228
7	6	XXXXXXXXXXXXX	\$14,855

## COMMENTS &amp; OBSERVATIONS

OVER 383 FARM RECORDS HAD BEEN RECEIVED AT THE TIME THIS REPORT WAS COMPILED. A FEW MORE RECORDS ARE EXPECTED. VERY FEW OF THE EARLY BOOKS WERE SCREENED FROM THE WHOLE FARM AVERAGES. THESE WERE MOSTLY THOSE HAVING LESS THAN ONE FULL TIME WORKER. IT IS HOPED THAT INFORMATION ON LATE BOOKS CAN BE SUMMARIZED AT SOME LATER DATE.

THE PROMPTNESS OF AGRICULTURAL RECORDS COOPERATIVE IN GETTING AVERAGES BACK EARLY WAS MOST HELPFUL.

INSTRUCTORS ARE URGED TO ENCOURAGE COOPERATORS TO KEEP COMPLETE RECORDS. FAULTY DISTRIBUTION OF CROP AND FEED COSTS RESULTS IN QUESTIONABLE ANALYSIS INFORMATION. OF PARTICULAR CONCERN IS THAT MORE COOPERATORS SUBMIT HOUSEHOLD AND NET WORTH INFORMATION. SUCH INFORMATION WOULD ALSO PROVIDE MORE CASES FOR TABLES 6A AND 6B. OF STILL GREATER IMPORTANCE IS THE VALUE OF THIS INFORMATION TO THE COOPERATING FARM FAMILIES. COOPERATORS SHOULD BE ENCOURAGED TO GET ACCOUNT BOOKS TO THE ANALYSIS CENTER BEFORE THEY FILE FOR INCOME TAX. THIS WILL REDUCE THE POSSIBLE NUMBER OF ERRORS IN THE TAX REPORT.

## FOUR YEAR SUMMARY OF SELECTED EFFICIENCY FACTORS

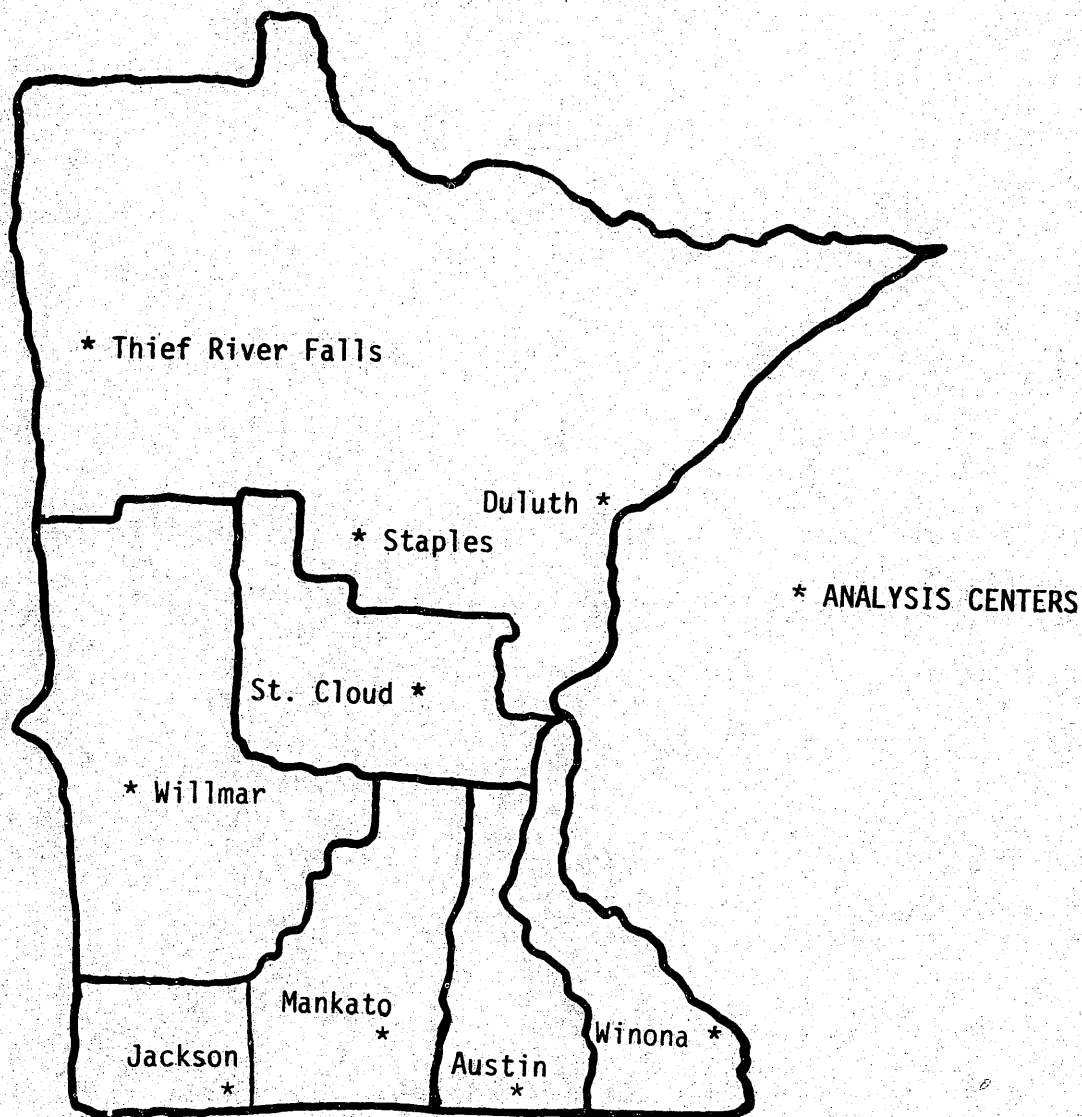
PRICES AND EFFICIENCY FACTORS FOR SELECTED ENTERPRISES ARE LISTED BELOW FOR THE PAST FOUR YEARS. REFER TO THEM WHEN PLANNING CHANGES IN THE FARM BUSINESS AS THEY INDICATE SHORT TERM TRENDS AND GIVE AVERAGE FIGURES TO CHECK AGAINST THE EFFICIENCY OF YOUR FARMING OPERATION:

	<u>1968</u>	<u>1969</u>	<u>1970</u>	<u>1971</u>
<b>DAIRY</b>				
AVERAGE NUMBER OF COWS	31.4	32.2	33.1	33.0
AVERAGE POUNDS OF MILK PER COW, LBS.	11567	11262	11785	11785
AVERAGE PRICE RECEIVED PER CWT. \$	4.46	4.70	4.97	5.14
FEED COST PER COW \$	210.25	218.38	230.91	236.30
FEED COST PER CWT MILK \$	1.82	1.94	1.96	2.01
RETURN PER \$100 FEED FED \$	241.64	241.25	250.69	251.56
<b>SWINE (COMPLETE HOGS)</b>				
LBS. OF FEED PER CWT. GAIN, LBS.	421.9	426.0	436	431.5
FEED COST PER CWT. GAIN \$	11.07	11.58	12.55	12.82
RETURN PER \$100 FEED FED \$	170.12	222.15	149.68	157.57
PRICE PER CWT. OF FEED \$	2.61	2.70	2.87	2.96
PRICE RECEIVED PER CWT. PORK \$	19.21	23.52	22.62	18.48
<b>BEEF BREEDERS</b>				
AVERAGE NUMBER BEEF COWS	44.1	34.4	33.7	39.0
FEED COST PER COW \$	69.96	76.61	77.21	88.97
RETURN PER \$100 FEED FED \$	153.87	169.18	149.73	165.16
<b>FEEDER CATTLE</b>				
AVERAGE NUMBER BEEF FEEDERS	78.4	93.3	87.0	84.7
LBS. OF FEED PER 100 LBS. GAIN, LBS.	689.7	749.9	665.5	745.5
FEED COST PER 100 LBS. GAIN \$	17.56	19.31	20.41	20.12
RETURN PER \$100 FEED FED \$	151.30	149.32	125.60	169.37
PRICE PER CWT. SOLD \$	25.10	27.46	27.91	30.73
PRICE PER CWT. BOUGHT \$	25.07	28.53	28.71	31.96
<b>SHEEP FLOCK</b>				
AVERAGE NUMBER OF HEAD	52.7	50.0	48.3	56.0
FEED COST PER EWE \$	13.41	13.42	17.16	23.44
RETURN PER \$100 FEED FED \$	188.68	234.43	121.35	127.27
PRICE PER CWT. SOLD \$	23.37	20.70	20.74	24.54
PER CENT LAMB CROP %	148.0	148.0	132.0	143.0
<b>POULTRY</b>				
AVERAGE NUMBER OF HENS	712.0	1110.8	1102.0	1888.1
FEED COST PER HEN \$	3.00	2.79	2.90	2.09
POUNDS OF FEED PER HEN, LBS.	102.8	97.8	94.3	61.8
EGGS LAID PER HEN	225.0	199.0	187.0	138.0
PRICE PER DOZEN EGGS SOLD \$	.27	.36	.30	.22
RETURN PER \$100 FED \$	140.66	200.71	123.09	83.25
FEED COST PER DOZEN EGGS \$	.16	.17	.19	.18

	<u>1968</u>	<u>1969</u>	<u>1970</u>	<u>1971</u>
WORK UNITS				
CROPS W.U.	122.2	127.37	135.5	143.20
LIVESTOCK & OTHER W.U.	240.1	247.53	246.2	245.60
OTHER W.U.	12.4	17.4	13.7	19.15
TOTAL WORK UNITS W.U.	374.7	392.3	395.4	407.95
EXPENSE PER WORK UNIT				
TRACTOR & CROP MACHINERY EXPENSE \$	11.45	13.37	14.11	14.95
ELECTRICITY (FARM SHARE) \$	1.17	1.24	1.47	1.34
AUTO & TRUCKS (FARM SHARE) \$	3.65	4.18	4.56	4.86
LIVESTOCK EQUIPMENT \$	1.84	2.17	2.39	2.19
BUILDINGS, FENCES & TILE \$	5.23	5.42	6.15	5.57
TRACTOR & CROP MACH. EXP. PER CROP ACRE	\$15.79	18.17	18.69	19.80
YIELDS PER ACRE				
OATS, BU.	71.7	55.6	54.4	62.2
CORN FOR GRAIN, BU.	88.5	99.6	102.7	96.1
CORN SILAGE, TONS	14.4	14.9	15.7	15.5
SOYBEANS, BU.	26.1	26.0	30.9	26.7
ALFALFA HAY, TONS	3.3	3.5	3.9	3.4
RETURN OVER LISTED COSTS PER ACRE				
OATS \$	2.68	(-8.22)	(-17.79)	-1.82
CORN FOR GRAIN \$	13.71	22.32	45.83	13.93
SOYBEANS \$	14.36	2.65	28.33	25.80
CORN SILAGE \$	26.10	23.78	25.41	3.70
ALFALFA HAY \$	14.10	13.97	19.00	9.75
DIVERTED ACRES \$	27.17	27.53	24.19	36.44
TOTAL FARM CAPITAL-BEGINNING INV. \$	106,780	121,228	133,366	139,165
TOTAL FARM CAPITAL-ENDING INV. \$	112,494	129,053	141,258	147,081
INCREASE IN INVENTORY \$	5,704	7,825	7,892	7,916
TOTAL FARM RECEIPTS \$	46,298	56,362	60,776	62,156
(NOT INCLUDING INTEREST ON FARM CAPITAL)				
TOTAL FARM EXPENSES \$	32,577	37,992	42,996	47,288
INTEREST ON FARM CAPITAL 6% \$	5,481	7,508	8,238	8,587
OPERATOR'S LABOR EARNINGS \$	8,240	10,862	9,542	6,280
NET WORTH BEGINNING OF YEAR \$	50,987	55,399	63,213	68,876
NET WORTH END OF YEAR \$	55,505	63,247	69,415	73,149
INCREASE IN NET WORTH \$	4,518	7,848	6,202	4,273
HOUSEHOLD-PERSONAL EXP. \$	6,505	6,498	6,563	6,481
RETURN TO CAPITAL & FAMILY LABOR \$	10,007	13,761	12,961	10,060
NUMBER OF RECORDS ANALYZED	284	300	329	383

# Area Coordinators

Thief River Falls ..... Ed Sisler  
 Duluth ..... Rodger Palmer  
 St. Cloud ..... Ed O'Connell  
 Mankato ..... Del Hodgkins  
 Austin ..... J. V. Raine  
 Winona ..... Donald Walker  
 Staples ..... William Guelker  
 Willmar ..... John Thell  
 Jackson ..... John Murray



## COOPERATING VOC. AG. DEPARTMENTS IN AUSTIN AREA

Adams  
 Alden  
 Austin  
 Blooming Prairie  
 Byron  
 Elkton  
 Faribault  
 Grand Meadow

Hayfield  
 Le Roy  
 Kenyon  
 New Richland  
 Northfield  
 Owatonna

Pine Island  
 Rochester  
 Spring Valley  
 Stewartville  
 Wanamingo  
 Waseca  
 West Concord  
 Zumbrota