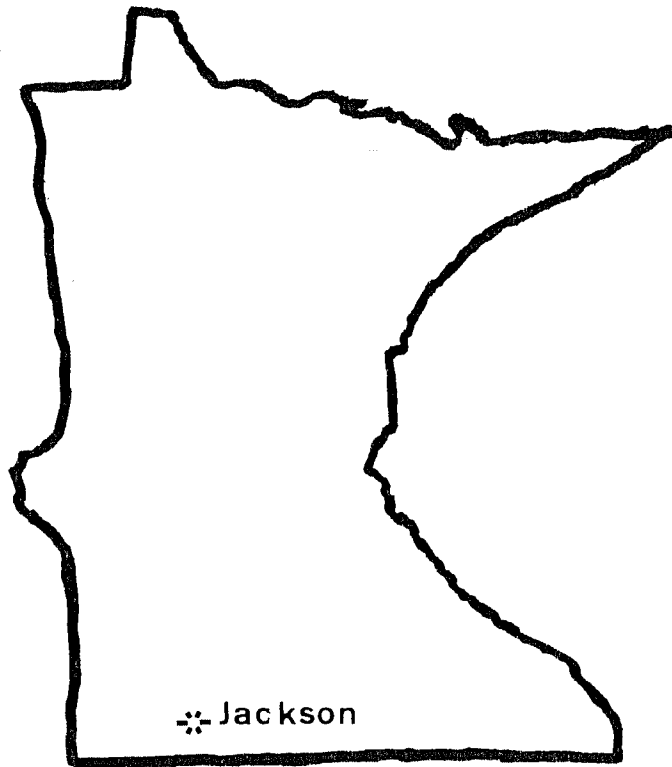


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**1971
ANNUAL REPORT**

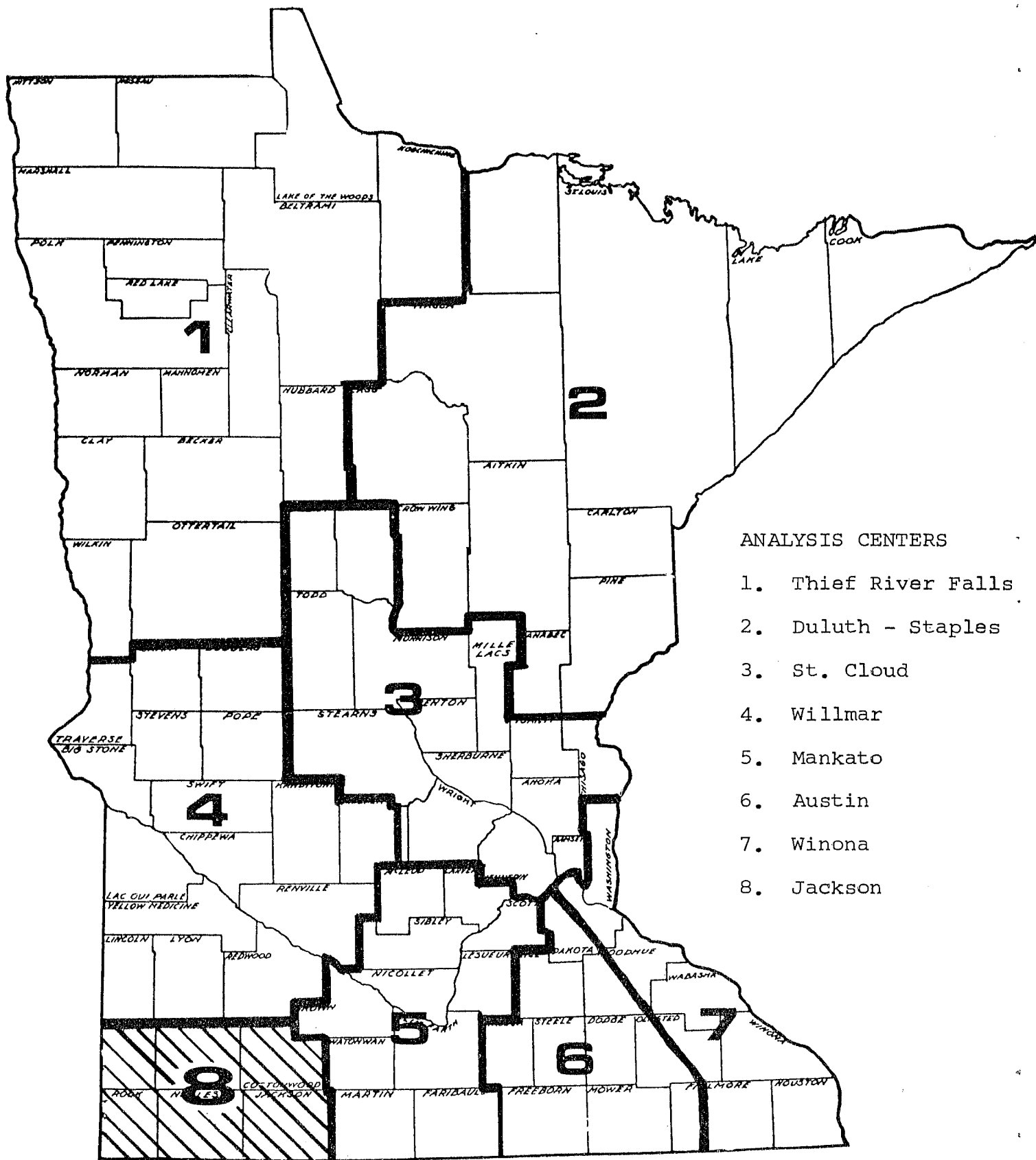
**FARM
MANAGEMENT
PROGRAM**



**SOUTHWESTERN
MINNESOTA**

APRIL 1972

VO-AG FARM MANAGEMENT AREAS



ANALYSIS CENTERS

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

Shaded Area Served By The Jackson Analysis Center

1971 ANNUAL VOCATIONAL AGRICULTURE FARM MANAGEMENT PROGRAM REPORT
JACKSON AREA OF SOUTHWESTERN MINNESOTA

JOHN MURRAY
AREA VO-AG PROGRAM COORDINATOR

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COLOR CODE EXPLANATION

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

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

INTRODUCTION

The Jackson Area Vocational-Technical School in cooperation with the Minnesota Department of Education Vocational Division, and the University of Minnesota Agricultural Education Department, operate and maintain the Vocational Agriculture Farm Management Program in the Jackson Area of South Western Minnesota. The program was initiated in 1970, thus making this the second annual farm management report. The area served by the Jackson analysis center is indicated on the map on the inside cover.

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

The analysis of the records and preparation of the reports for the Jackson Area are done under the direction of John Murray, Vo-Ag Program Coordinator at the Jackson School. The program is supervised locally by Michael Kuntz, Superintendent of Schools, and Delbert Schweiger, Director of the Jackson Area Vocational Technical School. Analysis assistants for this project were Mrs. Pat Gervais, Mrs. Gladys Tusa and Mrs. Joe Wenzel. Cooperating agencies are represented by Paul Day, State Department of Education, Dr. Paul Marvin and Dr. Edgar Persons of the University of Minnesota Agricultural Education Department.

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

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

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in adult farm management class in 15 schools in the Jackson 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>
Brewster	*Gerald McConkey	22
Hills-Beaver Creek	*Wendell Erickson	13
Jackson (1)	*Richard Amendt *Charles Asman **Dennis Finstad **Larry Griffin **John Murray	104
Lakefield	*Charles Reckard	35
Luverne	*Garland Anderson	11
Okabena	**David Stegemann	3
Pipestone	**Marlin Berg *Heimer Swanson	37
Slayton	*George Crompton	21
Storden-Jeffers	**Victor Richardson	2
Westbrook	**James Christiansen	2
Windom	*Leland Thiesen	33
Worthington	*Wayne Flynn	28
Total		311

* Denotes instructor in charge of Farm Business Analysis Program.

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

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

- (1) Includes 12 records from Trimont, Sherburn and Welcome schools which are supervised by Richard Amendt with assistance from Dudley Thiese of Trimont, Robert Roesler, Sherburn, and Superintendent Anderson, Welcome. This also includes 16 records of Farm Operations and Management class of Jackson Vocational School. These records are supervised by Dennis Finstad and Larry Griffin.

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1971

ITEMS	AVERAGE OF 244 FARMS	
1. SIZE OF FARM - TOTAL ACRES	435.6	
2. TILLABLE ACRES	375.0	
3. WORK UNITS - CROPS	182.40	
4. LIVESTOCK	177.47	
5. OTHER	14.85	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	374.72	
7. NUMBER OF WORKERS	1.5	
7A. FARM CAPITAL INVESTMENT PER WORKER	139496	
	JAN.1	DEC.31
8. PRODUCTIVE LIVESTOCK		
9. DAIRY COWS	1705	1890
10. OTHER DAIRY CATTLE	1213	1421
11. BEEF BREEDING CATTLE	2771	2505
12. BEEF FEEDER CATTLE	11414	15937
13. HOGS	3646	5130
14. SHEEP (INCL. FEEDERS)	511	976
15. POULTRY (INCL. TURKEYS)	39	70
16. OTHER PRODUCTIVE LIVESTOCK	11	29
17. OTHER PRODUCTIVE LIVESTOCK	\$ 21310	28958 *
18. CROP, SEED AND FEED	18528	18894
19. POWER, MACHINERY AND EQUIPMENT		
20. AUTO AND TRUCK (FARM SHARE)	1979	2156
21. POWER AND MACHINERY	13513	15624
22. LIVESTOCK EQUIPMENT	1854	2016
23. TOT. POWER, MACHINERY AND EQUIPMENT	17346	19796 *
24. LAND	111631	114200
25. BUILDINGS-FENCES-ETC.	19340	21038
26. TOTAL FARM CAPITAL	\$ 188155	202886

*TABLE 1 LISTS THE CATEGORIES OF FARM CAPITAL FOR THE AVERAGES OF 244 FARMS AND FOR THE 49 MOST PROFITABLE AND 49 LEAST PROFITABLE FARMS. THESE AVERAGES INCLUDE THE LANDLORD'S SHARE OF THE INVESTMENT FOR RENTED FARMS.

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

*OTHER MEASURES OF FARM SIZE LISTED IN LINES 1 THROUGH 7A ARE HELPFUL IN DESCRIBING THE FARMS INCLUDED IN THIS FARM MANAGEMENT REPORT.

SIZE AS MEASURED BY ACRES FOR INDIVIDUAL FARMS VARIED FROM 80 TO OVER 1,200 ACRES: HOWEVER, THE VAST MAJORITY OF THE FARMS FELL IN THE RANGE OF 250 TO 420 ACRES.

WORK UNITS PROVIDE A MEASURE OF THE WORK LOAD AS AN INDICATION OF SIZE. SOME CLUE TO THE FARM ORGANIZATION IS INDICATED BY THE DISTRIBUTION OF WORK BETWEEN CROPS AND LIVESTOCK.

THE NUMBER OF WORKERS LISTED ON LINE 7 INCLUDES THE OPERATOR(S), HIRED LABOR, AND UNPAID FAMILY LABOR AS WELL AS THE LABOR PORTION OF CUSTOM WORK HIRED.

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1971

ITEMS	49 HIGH PROFIT FARMS	
	JAN.1	DEC.31
1. SIZE OF FARM - (TOTAL ACRES)	566.4	
2. - (TILLABLE ACRES)	494.0	
3. WORK UNITS - CROPS	241.95	
4. - LIVESTOCK	259.20	
5. - OTHER	14.80	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	515.95	
7. NUMBER OF WORKERS	1.8	
7A. FARM CAPITAL INVESTMENT PER WORKER	160955	
8. PRODUCTIVE LIVESTOCK		
9. DAIRY COWS	1841	1853
10. OTHER DAIRY CATTLE	989	1459
11. BEEF BREEDING CATTLE	3479	4688
12. BEEF FEEDER CATTLE	25113	37692
13. HOGS	5050	7998
14. SHEEP (INCL. FEEDERS)	181	557
15. POULTRY (INCL. TURKEYS)	17	79
16. OTHER PRODUCTIVE LIVESTOCK		
17. TOTAL PRODUCTIVE LIVESTOCK	\$ 36670	54326 *
18. CROP, SEED AND FEED	24125	27644
19. POWER, MACHINERY AND EQUIPMENT		
20. AUTO AND TRUCK (FARM SHARE)	2834	3263
21. POWER AND MACHINERY	18534	22689
22. LIVESTOCK EQUIPMENT	2980	2844
23. TOTAL POWER, MACHINERY AND EQUIPMENT	24348	28796 *
24. LAND	132790	137693
25. BUILDINGS-FENCES-ETC.	\$ 26938	30806
26. TOTAL FARM CAPITAL	\$ 244871	279265 *

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

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1971

ITEMS	49 LOW PROFIT FARMS	
	JAN.1	DEC.31
1. SIZE OF FARM - (TOTAL ACRES)	420.8	
2. - (TILLABLE ACRES)	355.6	
3. WORK UNITS - CROPS	170.97	
4. - LIVESTOCK	128.01	
5. - OTHER	24.10	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	323.08	
7. NUMBER OF WORKERS	1.5	
7A FARM CAPITAL INVESTMENT PER WORKER	144184	
8. PRODUCTIVE LIVESTOCK		
9. DAIRY COWS	798	700
10. OTHER DAIRY CATTLE	1004	495
11. BEEF BREEDING CATTLE	2505	3280
12. BEEF FEEDER CATTLE	7519	9719
13. HOGS	3057	2975
14. SHEEP (INCL. FEEDERS)	699	1253
15. POULTRY (INCL. TURKEYS)	128	230
16. OTHER PRODUCTIVE LIVESTOCK		9
17. TOTAL PRODUCTIVE LIVESTOCK	\$ 15710	18661 *
18. CROP, SEED AND FEED	22073	18379
19. POWER, MACHINERY AND EQUIPMENT		
20. AUTO AND TRUCK (FARM SHARE)	1872	1903
21. POWER AND MACHINERY	12941	15350
22. LIVESTOCK EQUIPMENT	1484	1765
23. TOTAL POWER, MACHINERY & EQUIPMENT	16297	19018 *
24. LAND	122383	124545
25. BUILDINGS-FENCES-ETC.	16463	17324
26. TOTAL FARM CAPITAL	\$ 192926	197927 *

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

ITEMS	AVERAGE 244	HIGH 49	LOW 49
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. DAIRY COWS	\$ 404	380	289
3. DAIRY PRODUCTS	3809	3339	1188
4. OTHER DAIRY CATTLE	734	331	838
5. BEEF BREEDING CATTLE	640	964	939
6. BEEF FEEDER CATTLE	24434	56724	15041
7A. HOGS COMPLETE	8303	12640	4926
7B. HOGS FINISHING	2129	2770	2382
7C. HOGS PRODUCING WEANING PIGS	85		303
8A. SHEEP AND WOOL, FARM FLOCK	259	127	401
8B. SHEEP AND WOOL, FEEDER LAMBS	1302	1146	586
9. CHICKENS (INCL. HENS AND BROILERS)	22	34	65
10. TURKEYS			
11. EGGS	221	179	769
12. OTHER PRODUCTIVE LIVESTOCK	4		
12A. TOTAL SALES OF PRODUCTIVE LIVESTOCK	41626*	78634*	27727*
13. SALE OF CROPS			
14. CORN	9925	13211	10711
15. SOYBEANS, FLAX, SUNFLOWERS	7510	9986	7141
16. WHEAT, OATS, BARLEY, RYE	341	436	444
17. POTATOES, SUGAR BEETS, CANNING & OTHER CROPS A+B	37	78	
18. HAY, SILAGE AND OTHER CROPS	180	54	285
19. DIVERTED ACRE PAYMENT	2724	3606	2724
19A. TOTAL SALES FROM CROPS	\$ 20717*	27371*	21305*
20. CAPITAL ASSETS SOLD	791	412	304
21. GAS TAX REFUND	170	231	151
22. INCOME FROM WORK OFF THE FARM	741	746	1076
23. PATRONAGE REFUNDS	290	285	229
24. MISCELLANEOUS FARM INCOME	395	570	326
25. TOTAL FARM SALES	\$ 64730*	108249*	51118*
26. INCREASE IN FARM CAPITAL	14730	34396	5002
27. FAMILY LIVING FROM THE FARM	259	256	257
28. TOTAL FARM RECEIPTS (25)+(26)+(27)	79719	142901	56377

TABLE 2A PROVIDES A LISTING OF THE SOURCES OF CASH INCOME. THE LANDLORD'S SHARE OF CROPS AND OTHER ITEMS IS INCLUDED IN ORDER TO CALCULATE EARNINGS FOR THE WHOLE FARM BUSINESS. IN ADDITION TO CASH SALES, THE INCREASE IN FARM CAPITAL AND VALUE OF FARM PRODUCE USED IN THE HOME ARE LISTED. THESE ITEMS REPRESENT ACCRUED AND CONSUMED INCOME.

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1970

ITEMS	AVERAGE 244	HIGH 49	LOW 49
1. PURCHASE OF LIVESTOCK			
2. DAIRY COWS	\$ 190	67	119
3. OTHER DAIRY CATTLE	348	281	37
4. BEEF BREEDING CATTLE	745	743	1127
5. BEEF FEEDER CATTLE	16182	40477	9609
6A. HOGS COMPLETE	568	1247	237
6B. HOGS FINISHING	808	1164	737
6C. HOGS PRODUCING WEANING PIGS	18		66
7A. SHEEP, FARM FLOCK	141	41	254
7B. SHEEP, FEEDER LAMBS	1142	1137	447
8. CHICKENS (INCL. HENS AND BROILERS)	66	88	215
9. TURKEYS			
10. OTHER PRODUCTIVE LIVESTOCK	20		10
11. MISCELLANEOUS LIVESTOCK EXPENSE	811	1179	553
12. FEED BOUGHT	7713	13542	5484
13. FERTILIZER	3217	4835	3162
14. CHEMICALS	1356	1824	1422
15. OTHER CROP EXPENSE	2183	2807	1995
16. CUSTOM WORK HIRED	1406	1546	1384
17. REPAIR + UPKEEP LIVESTOCK EQUIP.	259	375	273
18. REPAIR + UPKEEP OF FARM REAL ESTATE	468	554	366
19. GAS, OIL, GREASE BOUGHT (FARM SHARE)	1592	2007	1483
20. REPAIR + OP. OF MACH. TRACT. AUTO (FS)	2053	2640	2022
21. WAGES OF HIRED LABOR	949	1085	853
22. PERSONAL PROPERTY+REAL ESTATE TAXES	2520	3153	2555
23. GENERAL FARM EXPENSE	580	639	635
24. TELEPHONE EXPENSE (FARM SHARE)	98	105	94
25. ELECTRICITY EXPENSE (FARM SHARE)	341	442	319
26. TOTAL CASH OPERATING EXPENSE	\$ 45774*	81978*	35458*
27. POWER, CROP AND GENERAL MACH. BOT FARM SHARE	5987	9485	6399
28. LIVESTOCK EQUIPMENT BOUGHT	543	376	601
29. NEW REAL ESTATE + IMPROVEMENT	6361	10599	4538
30. TOTAL FARM PURCHASES (26) THRU (29)	\$ 58665*	102438*	46996*
31. DECREASE IN FARM CAPITAL			
32. INTEREST ON FARM CAPITAL	11731	15724	11725
33. UNPAID FAMILY LABOR	295	314	334
34. LABOR CHARGE FOR PARTNERS + OTHER	314	559	294
35. BOARD FURNISHED HIRED LABOR	55	94	21
36. TOTAL FARM EXPENSE (30) THRU (35)	71060*	119128*	59370*
37. LABOR EARNINGS (WHOLE FARM) (2A/28)-(36)	\$ 8659*	23772*	(-2993)*
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 244	HIGH 49	LOW 49
1. RETURNS AND NET INCREASES			
2. PRODUCTIVE LIVESTOCK			
3. DAIRY CATTLE \$	3143	3316	1213
4. OTHER DAIRY CATTLE	1192	1182	605
5. BEEF BREEDING CATTLE	1556	1955	1602
6. FEEDER CATTLE	11841	28233	6556
7. COMPLETE HOG ENTERPRISE	9065	13905	4820
8. HOG FINISHING ENTERPRISE	1517	2090	1495
9. PRODUCING WEANING PIGS	71		245
10. FARM FLOCK OF SHEEP	295	118	660
11. FEEDER LAMBS	450	353	180
12. CHICKENS (INCL. HENS & BROILERS)	213	188	728
13. TURKEYS			
14. OTHER PRODUCTIVE LIVESTOCK	2		
15. ALL PRODUCTIVE LIVESTOCK \$	29345*	51340*	18103*
16. VALUE OF FEED FED TO LIVESTOCK	17448	29614	12450
17. RETURN OVER FEED FROM LIVESTOCK	11897	21726	5653
18. CROP, SEED AND FEED	24019	37459	17976
19. INCOME FROM LABOR OFF THE FARM	297	296	482
20. COOPERATIVE PATRONAGE REFUNDS	290	285	229
21. MISCELLANEOUS FARM INCOME	395	570	326
22. TOTAL RETURNS AND NET INCREASES	36898*	60336*	24666*
23. EXPENSES AND NET DECREASES			
24. TRUCK AND AUTO (FARM SHARE) \$	1711	2176	1585
25. TRACTORS AND CROP MACHINERY	5689	7020	5863
26. ELECTRICITY	341	442	319
27. LIVESTOCK EQUIPMENT	648	886	604
28. BUILDINGS, FENCES AND TILING	2046	2667	1816
29. BARE LAND			
30. MISC. LIVESTOCK EXPENSE	811	1179	550
31. LABOR	1753	2011	1619
32. LABOR CHARGE FOR OTHER OP. (s)	314	559	294
33. PROPERTY TAX	2520	3153	2555
34. GEN. FARM EXPENSE & TELEPHONE	675	747	729
35. INTEREST ON FARM CAPITAL	11731	15724	11725
36. TOTAL EXPENSES AND NET DECREASES \$	28239*	36562*	27659*
37. LABOR EARNINGS \$	8659	23772	(-2993)
38. NUMBER OF FARM OPERATORS	1	1	1

TABLE 3 COMBINES TABLES 1, 2A & 2B. CASH RECEIPTS AND EXPENSES ARE ADJUSTED FOR CHANGES IN INVENTORY FOR EACH ENTERPRISE AND FOR EACH CATEGORY OF EXPENSE IN ORDER TO SHOW NET INCREASES AND NET DECREASES. THE RESULTING LABOR EARNINGS ARE THE SAME AS THOSE ON PAGE 13.

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1971
FOR THOSE FARMS WITH COMPLETE ACCOUNTS - OPERATOR'S SHARE

ITEMS	AVERAGE 165	HIGH 31	LOW 27
1. NUMBER OF PERSONS - FAMILY	4	5	4
2. NUMBER OF ADULT EQUIV.-FAMILY	3.3	3.4	3.3
3. CHURCH AND WELFARE	\$ 334	451	286
4. MEDICAL CARE & HEALTH INSURANCE	690	746	657
5. FOOD AND MEALS BOUGHT	1184	1221	1165
6. OPERATING EXPENSE AND SUPPLIES	384	351	353
7. FURNISHINGS AND EQUIPMENT	380	587	272
8. CLOTHING AND CLOTHING MATERIALS	435	472	412
9. PERSONAL CARE, PERSONAL SPENDING	189	131	254
10. EDUCATION	131	175	156
11. RECREATION	168	224	88
12. GIFTS AND SPECIAL EVENTS	160	191	137
13. PERS.SHARE TRUCK AND AUTO EXP.	273	298	280
14. OPER.SHARE UPKEEP ON DWELLING	90	64	104
15. PERS.SHARE TEL.AND ELECT.EXP.	144	149	154
16. TOTAL CASH LIVING EXPENSES	\$ 4562*	5060*	4318*
17. PERS.SHARE NEW TRUCK AND AUTO	226	209	197
18. NEW DWELLING BOUGHT	544	935	43
19. TAXES AND OTHER DEDUCTIONS	657	1250	489
20. LIFE INS. & OTHER SAVINGS AND INVESTMENTS	783	1042	920
21. TOTAL HOUSEHOLD & PERSONAL (16)-(20)	\$ 6772*	8496*	5967*
22. TOTAL FAMILY LIVING FROM THE FARM (33)	251	316	161
23. TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$ 7023*	8812*	6128*
24. FAMILY LIVING FROM THE FARM			
25. AMOUNT	\$	OPR.SHARE	OPR.SHARE
26. MILK AND CREAM	383	37	43
27. BEEF	584	166	220
28. PORK	225	37	49
29. LAMB	4	1	1
30. POULTRY	10	2	3
31. EGGS	22	5	1
32. VEG.FRUIT, SPUDS, AND FUEL-ALSO OTHER PRODUCE	2		
33. TOT.FAMILY LIV.FROM FARM	\$ 250*	317*	160*

HOUSEHOLD AND PERSONAL ACCOUNTS ARE IMPORTANT IF THE FAMILY IS TO MANAGE ITS FINANCIAL AFFAIRS WISELY. THE HOUSEHOLD AND PERSONAL EXPENSES AND RECEIPTS ARE PRESENTED IN TABLE 4. THESE FARMERS SPEND AN AVERAGE OF \$564.33 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	AVERAGES OF 217 FARMS	
	JAN.1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 19275	26162
2. CROP, SEED AND FEED	17460	17689
3. TOTAL POWER, MACHINERY AND EQUIPMENT	16619	18767
4. LAND	36932	40205
5. BUILDINGS, FENCES, ETC.	15771	17700
6. TOTAL FARM CAPITAL	106057	120523
7. NON-FARM ASSETS	12165	13572
8. DWELLING	3334	3939
9. TOTAL ASSETS	\$ 121556	138034
10. REAL ESTATE MORTGAGES	26431	29231
11. CHATTEL MORTGAGES	16798	20285
12. NOTES	9058	11791
13. ACCOUNTS PAYABLE	1352	1470
14. TOTAL LIABILITIES	\$ 53639	62777
15. FARMERS NET WORTH	\$ 67917	75257
16. GAIN OR (LOSS) IN NET WORTH		\$ 7340
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. OPERATORS LABOR EARNINGS (6B/39)	8501	
19. RETURN TO CAPITAL AND FAMILY LABOR (6B/40)	12277	
20. NON-FARM INCOME		
21. OUTSIDE INVESTMENT INCOME	175	
22. OTHER PERS. INCOME & INC. TAX REFUND	979	
23. TOTAL NON-FARM INCOME	\$ 1154	
24. TOTAL MONEY BORROWED	38319	
25. TOTAL PAID ON DEBT (PRINCIPAL	30321	
26. TOTAL HOUSEHOLD + PERSONAL CASH EXPENSE (4/23)	6012	
27. RATIO TOTAL FARM EXPENSES TO TOT. FARM RECEIPTS	.882	
28. RATIO TOTAL ASSETS TO TOTAL LIABILITIES	JAN. 2.266	DEC. 2.199
29. RATIO NON-REAL EST. ASSETS - NON-REAL EST. LIABL.	2.41	2.27
30. RATIO REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES	2.12	2.12
31. RATIO NET WORTH TO TOTAL LIABILITIES	1.27	1.20
32. *RATIO CASH OPERATING EXP. TO ADJ. TOTAL FARM SALES		.83
*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS		

THE NET WORTH STATEMENT PRESENTS A PICTURE OF THE FINANCIAL STRUCTURE OF THE OPERATOR'S SHARE OF THE FARM BUSINESS AT THE BEGINNING AND AT THE END OF THE YEAR. THE GAIN OR LOSS IN NET WORTH IS A DOLLAR MEASURE OF PROGRESS. THIS STATEMENT, ACCURATELY KEPT, OVER A PERIOD OF YEARS IS ONE OF THE BEST MEASURES OF FINANCIAL PROGRESS.

(CONTINUED)

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

		43 HIGH PROFIT FARMS	
ITEMS		JAN.1 - - - - -	DEC. 31
1.	TOTAL PRODUCTIVE LIVESTOCK	\$ 31269	43836
2.	CROP, SEED AND FEED	25226	27636
3.	TOTAL POWER, MACHINERY AND EQUIPMENT	24886	29180
4.	LAND	53577	60340
5.	BUILDINGS, FENCES, ETC.	26461	30855
6.	TOTAL FARM CAPITAL	161419	191847
7.	NON-FARM ASSETS	18140	19786
8.	DWELLING	4773	5351
9.	TOTAL ASSETS	\$ 184332	216984
10.	REAL ESTATE MORTGAGES	37196	41424
11.	CHattel MORTGAGES	19267	24628
12.	NOTES	14556	18236
13.	ACCOUNTS PAYABLE	1847	1451
14.	TOTAL LIABILITIES	\$ 72866	85739
15.	FARMERS NET WORTH	\$ 111466	131245
16.	GAIN OR (LOSS) IN NET WORTH		\$ 19779
* * * * *			
17.	SUPPLEMENTARY MANAGEMENT INFORMATION		
18.	OPERATORS LABOR EARNINGS (6B/39)	\$ 22138	
19.	RETURN TO CAPITAL AND FAMILY LABOR (6B/40)	27860	
20.	NON-FARM INCOME		
21.	OUTSIDE INVESTMENT INCOME	300	
22.	OTHER PERSONAL INCOME & INCOME TAX REFUND	1323	
23.	TOTAL NON-FARM INCOME	\$ 1623	
24.	TOTAL MONEY BORROWED	66665	
25.	TOTAL PAID ON DEBT (PRINCIPAL)	52288	
26.	TOTAL HOUSEHOLD + PERSONAL CASH EXP. (4/23)	7856	
27.	RATIO TOTAL FARM EXPENSES TO TOTAL FARM RECEIPTS	.822	
28.	RATIO TOTAL ASSETS TO TOTAL LIAB. JAN.	2.530	DEC. 2.531
29.	RATIO NON-REAL EST.ASSETS - NON- REAL EST.LIABL	2.79	2.72
30.	RATIO REAL EST.ASSETS TO REAL EST. LIABILITIES	2.28	2.33
31.	RATIO NET WORTH TO TOTAL LIABILITIES	1.53	1.53
32.	*RATIO CASH OPERATING EXP.TO ADJ. TOTAL FARM SALES		.81
*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS			

THE SUPPLEMENTARY INFORMATION LISTED IN TABLE 5 IS HELPFUL
IN STUDYING THE FINANCIAL STRUCTURE OF THE FARM. ALL FIGURES ARE
PRESENTED ON THE OPERATOR'S SHARE ONLY BASIS.

THE RATIO OF EXPENSE TO INCOME IS A WAY OF EXPRESSING THE SO-
CALLED MARGIN. IT ANSWERS THE QUESTION, "HOW MANY DOLLARS DOES IT
COST ME TO TAKE IN \$100?"

(CONTINUED)

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

ITEMS		42 LOW PROFIT FARMS	
		JAN. 1 - - - - -	DEC. 31
1.	TOTAL PRODUCTIVE LIVESTOCK	\$ 12622	17151
2.	CROP, SEED AND FEED	18309	16018
3.	TOTAL POWER, MACHINERY AND EQUIP.	15655	17092
4.	LAND	44885	48325
5.	BUILDINGS, FENCES, ETC.	13184	14321
6.	TOTAL FARM CAPITAL	104655	112907
7.	NON-FARM ASSETS	11766	13161
8.	DWELLING	4196	4532
9.	TOTAL ASSETS	\$ 120617	130600
10.	REAL ESTATE MORTGAGES	30518	33095
11.	CHattel MORTGAGES	13067	17717
12.	NOTES	10857	13241
13.	ACCOUNTS PAYABLE	1777	1365
14.	TOTAL LIABILITIES	\$ 56219	65418
15.	FARMERS NET WORTH	\$ 64398	65182
16.	GAIN OR (LOSS) IN NET WORTH		\$ 784
* * * * *			
17.	SUPPLEMENTARY MANAGEMENT INFORMATION		
18.	OPERATORS LABOR EARNINGS (6B/39)	\$ -1931	
19.	RETURN TO CAPITAL AND FAMILY LABOR (6B/40)	2129	
20.	NON-FARM INCOME		
21.	OUTSIDE INVESTMENT INCOME	218	
22.	OTHER PERSONAL INCOME & INC. TAX REFUND	1451	
23.	TOTAL NON-FARM INCOME	\$ 1669	
24.	TOTAL MONEY BORROWED	29705	
25.	TOTAL PAID ON DEBT (PRINCIPAL)	22269	
26.	TOTAL HOUSEHOLD + PERSONAL CASH EXP. (4/23)	4562	
27.	RATIO TOT. FARM EXP. TO TOT. FARM RCPTS.	1.035	
28.	RATIO TOT. ASSETS TO TOT. LIABILITIES	JAN. 2.145	DEC. 1.996
29.	RATIO NON-REAL EST. ASSETS - NON-REAL EST. LIABL.	2.27	1.96
30.	RATIO REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES	2.04	2.03
31.	RATIO NET WORTH TO TOTAL LIABILITIES	1.15	1.00
32.	*RATIO CASH OPERATING EXP. TO ADJ. TOTAL FARM SALES		.89
*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS			

THE RATIO OF ASSETS TO LIABILITIES INDICATES THE DEGREE OF SOLVENCY AT THE BEGINNING AND END OF THE YEAR. THIS RATIO IS OFTEN REFERRED TO AS THE "NET CAPITAL RATIO." IT ANSWERS THE QUESTION "HOW MANY DOLLARS OF TOTAL ASSETS DO I HAVE TO COVER EACH DOLLAR OF DEBT?"

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1971

ITEMS	AVERAGE 244	HIGH 49	LOW 49
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. DAIRY COWS	\$ 364	459	148
3. DAIRY PRODUCTS	3026	4762	1240
4. OTHER DAIRY CATTLE	710	708	907
5. BEEF BREEDING CATTLE	630	65	913
6. BEEF FEEDER CATTLE	23268	50416	10636
7A. HOGS COMPLETE	7901	10492	4934
7B. HOGS FINISHING	2019	2343	1920
7C. HOGS PRODUCING WEANING PIGS	85		303
8A. SHEEP AND WOOL, FARM FLOCK	235	130	347
8B. SHEEP AND WOOL, FEEDER LAMBS	1301	1146	872
9. CHICKENS (INCL. HENS & BROILERS)	21	30	55
10. TURKEYS			
11. EGGS	221	231	652
12. OTHER PRODUCTIVE LIVESTOCK	4	21	
12A. TOTAL SALES OF PROD. LIVESTOCK	39785*	70803*	22927*
13. SALE OF CROPS			
14. CORN	7350	11649	8721
15. SOYBEANS, FLAX, SUNFLOWERS	6145	8970	6177
16. WHEAT, OATS, BARLEY, RYE	251	326	359
17. POTATOES, SUGAR BEETS, CANNING & OTHER CROPS A+B	34	62	
18. HAY, SILAGE AND OTHER CROPS	152	52	253
19. DIVERTED ACRE PAYMENT	2251	3077	2293
19A. TOTAL SALES FROM CROPS	\$ 16183*	24136*	17803*
20. CAPITAL ASSETS SOLD	528	1134	183
21. GAS TAX REFUND	168	215	160
22. INCOME FROM WORK OFF THE FARM	741	943	1284
23. PATRONAGE REFUNDS	288	341	260
24. MISCELLANEOUS FARM INCOME	392	601	299
25. TOTAL FARM SALES	\$ 58085*	98173*	42916*
26. INCREASE IN FARM CAPITAL	14550	31534	7624
27. FAMILY LIVING FROM THE FARM	252	292	205
28. TOTAL FARM RECEIPTS (25)+(26)+(27)	72887*	130009*	50871*
29. ADJUSTED TOTAL FARM SALES (25)-(20)	57557	97039	42733
30. TOTAL CASH FARM OPERATING EXPENSE	48047	80585	37254
31. NET CASH OPERATING INCOME	\$ 9510*	16454*	5479*

TABLE 6A IS DERIVED THE SAME WAY AS TABLE 2A WITH THE EXCEPTION OF THE LANDLORD'S SHARE WHICH IS LEFT OUT. FOR THE OWNER-OPERATOR, TABLE 2A AND 6A ARE THE SAME.

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

ITEMS			
	AVERAGE	HIGH	LOW
	244	49	49
1. PURCHASE OF LIVESTOCK			
2. DAIRY COWS	\$ 187	128	119
3. OTHER DAIRY CATTLE	346	354	280
4. BEEF BREEDING CATTLE	717	410	1205
5. BEEF FEEDER CATTLE	15266	34919	7606
6A. HOGS COMPLETE	488	825	168
6B. HOGS FINISHING	783	1072	633
6C. HOGS PRODUCING WEANING PIGS	18		66
7A. SHEEP, FARM FLOCK	113	41	165
7B. SHEEP, FEEDER LAMBS	1142	1137	964
8. CHICKENS	66	94	146
9. TURKEYS			
10. OTHER PRODUCTIVE LIVESTOCK	20	90	10
11. MISC. LIVESTOCK EXPENSE	789	1013	534
12. FEED BOUGHT	7416	11785	5531
13. FERTILIZER	2811	4148	2625
14. CHEMICALS	1214	1685	1271
15. OTHER CROP EXPENSE	2060	2882	2080
16. CUSTOM WORK HIRED	1361	1452	1412
17. REPAIR+UPKEEP OF LVESTK.EQUIP.	256	396	249
18. REPAIR+UPKEEP OF FARM REAL ESTATE	463	549	478
19. GAS,OIL,GREASE BOT (FARM SHARE)	1555	1943	1514
20. REPAIR+OPER.OF MACH.TRACTOR, TRUCK, AUTO (FARM SHARE)	2023	2592	2048
21. WAGES OF HIRED LABOR	938	1362	926
22. PERSONAL PROPERTY+REAL EST.TAXES	992	1424	1157
23. CASH RENT	2487	4036	1867
24. GENERAL FARM EXPENSE	575	717	616
25. TELEPHONE EXPENSE (FARM SHARE)	97	100	104
26. ELECT.EXPENSE (FARM SHARE)	335	429	307
27. INTEREST EXPENSE	3529	5001	3173
28. TOTAL CASH OPERATING EXPENSE	\$ 48047*	80584*	37254*
29. POWER,CROP & GENERAL MACHINERY BOUGHT (FARM SHARE)	5927	9827	5845
30. LIVESTOCK EQUIPMENT BOUGHT	501	458	417
31. NEW REAL ESTATE+IMPROVEMENTS	6080	11206	5189
32. TOTAL FARM PURCHASES (28) THRU (31)	\$ 60555*	102075*	48705*
33. DECREASE IN FARM CAPITAL			
34. INTEREST ON FARM CAPITAL	3481	5321	3709
35. UNPAID FAMILY LABOR	295	401	352
37. BOARD FURNISHED HIRED LABOR	55	72	36
38. TOTAL FARM EXPENSE (32) THRU (37)	64386*	107869*	52802*
39. LABOR EARNINGS (OPR.SHARE) (6A/28)- (38)	8501	22138	(-1931)
40. RETURN TO CAPITAL & FAMILY LABOR \$	12277	27860	2129

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

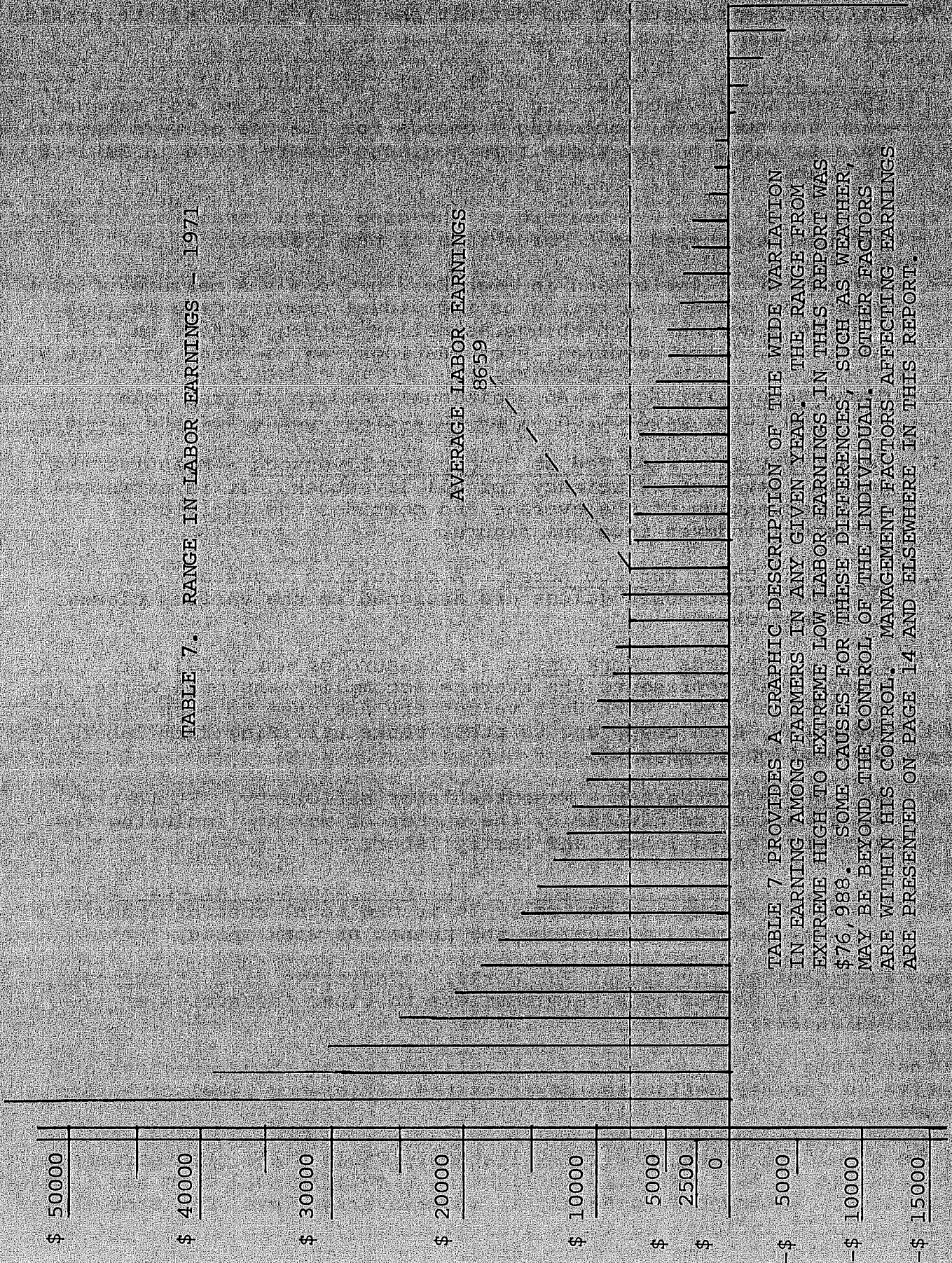


TABLE 7 PROVIDES A GRAPHIC DESCRIPTION OF THE WIDE VARIATION IN EARNING AMONG FARMERS IN ANY GIVEN YEAR. THE RANGE FROM EXTREME HIGH TO EXTREME LOW LABOR EARNINGS IN THIS REPORT WAS \$76,988. SOME CAUSES FOR THESE DIFFERENCES, SUCH AS WEATHER, MAY BE BEYOND THE CONTROL OF THE INDIVIDUAL. OTHER FACTORS ARE WITHIN HIS CONTROL. MANAGEMENT FACTORS AFFECTING EARNINGS ARE PRESENTED ON PAGE 14 AND ELSEWHERE IN THIS REPORT.

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 and the thermometer chart on page 16.

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

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

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

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

ITEMS		AVERAGE 244	HIGH 49	LOW 49
1.	LABOR EARNINGS	\$ 8659	\$ 23772	\$ (-2993)
2.	CROP YIELDS-INDEX	100	104	97
3.	PERCENT TILL. LAND IN H.R. CROPS	79.1	81.9	80.6
4.	GROSS RETURN PER TILL. ACRE (EXCL. PASTURE)	\$ 83.74	93.54	82.05
5.	RETURN FOR \$100 TO PROD. LIVESTOCK-INDEX	100	105	90
6.	LIVESTOCK UNITS PER 100 ACRES*	31.0	41.9	25.7
7.	SIZE OF BUSINESS - WORK UNITS	374.7	515.9	323.0
8.	WORK UNITS PER WORKER	254.1	294.6	226.6
9.	POWER MACH., EQUIP., BLDG. EXP. PER WORK UNIT	\$ 29.45	27.24	34.12
10.	FARM CAPITAL INVESTMENT PER WORKER	\$ 139496	160955	144184
11.	INDEX OF RETURN FOR \$100 FEED FROM			
12.	COMPLETE HOG ENTERPRISE	100	105	87
13.	HOG FINISHING ENTERPRISE	100	97	98
14.	PRODUCING WEANING PIGS	100		94
15.	DAIRY CATTLE	100	114	81
16.	OTHER DAIRY	100	97	98
17.	ALL DAIRY & DUAL PURPOSE CATTLE	100	109	87
18.	BEEF BREEDING CATTLE	100	131	81
19.	BEEF FEEDER CATTLE	100	103	85
20.	SHEEP FARM FLOCK	100	146	117
21.	FEEDER LAMBS	100	96	85
22.	CHICKENS-LAYING FLOCK	100	114	97
23.	CHICKENS-BROILERS	100	100	
24.	TURKEYS-LAYING FLOCK			
25.	TURKEY-POULTS			
26.	OTHER PRODUCTIVE LIVESTOCK			
27.	NUMBER OF ANIMAL UNITS	112.0	188.1	84.2
28.	WORK UNITS			
29.	CROPS	182.4	241.9	170.9
30.	PRODUCTIVE LIVESTOCK	177.4	259.2	128.0
31.	OTHER PRODUCTIVE WORK UNITS	14.8	14.8	24.1
32.	EXPENSES PER WORK UNIT			
33.	TRACTOR & CROP MACHINERY	\$ 16.20	15.18	19.73
34.	FARM SHARE OF AUTO & TRUCK EXP.	5.03	4.49	5.60
35.	FARM SHARE OF ELECT. EXPENSE	\$.97	.86	1.09
36.	LIVESTOCK EQUIPMENT EXPENSE	\$ 1.67	1.61	1.84
37.	BUILDING, FENCING & TILING EXP.	5.56	5.08	5.82
38.	TRACTOR & CROP MACH. EXP. PER ACRE**	\$ 15.68	15.43	17.41
39.	FARM POWER & MACH. COST ALLOCATED TO LIVESTOCK	569.48	793.27	457.29
40.	BUILDING, FENCING & TILING COST ALLC. TO CROPS	1138.01	1330.13	1093.52
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 15, LOCATE YOUR STANDING WITH RESPECT TO THE VARIOUS MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY. THE AVERAGES FOR THE FARMS INCLUDED IN THIS SUMMARY ARE LOCATED BETWEEN THE DOTTED LINES ACROSS THE CENTER OF THE CHART.

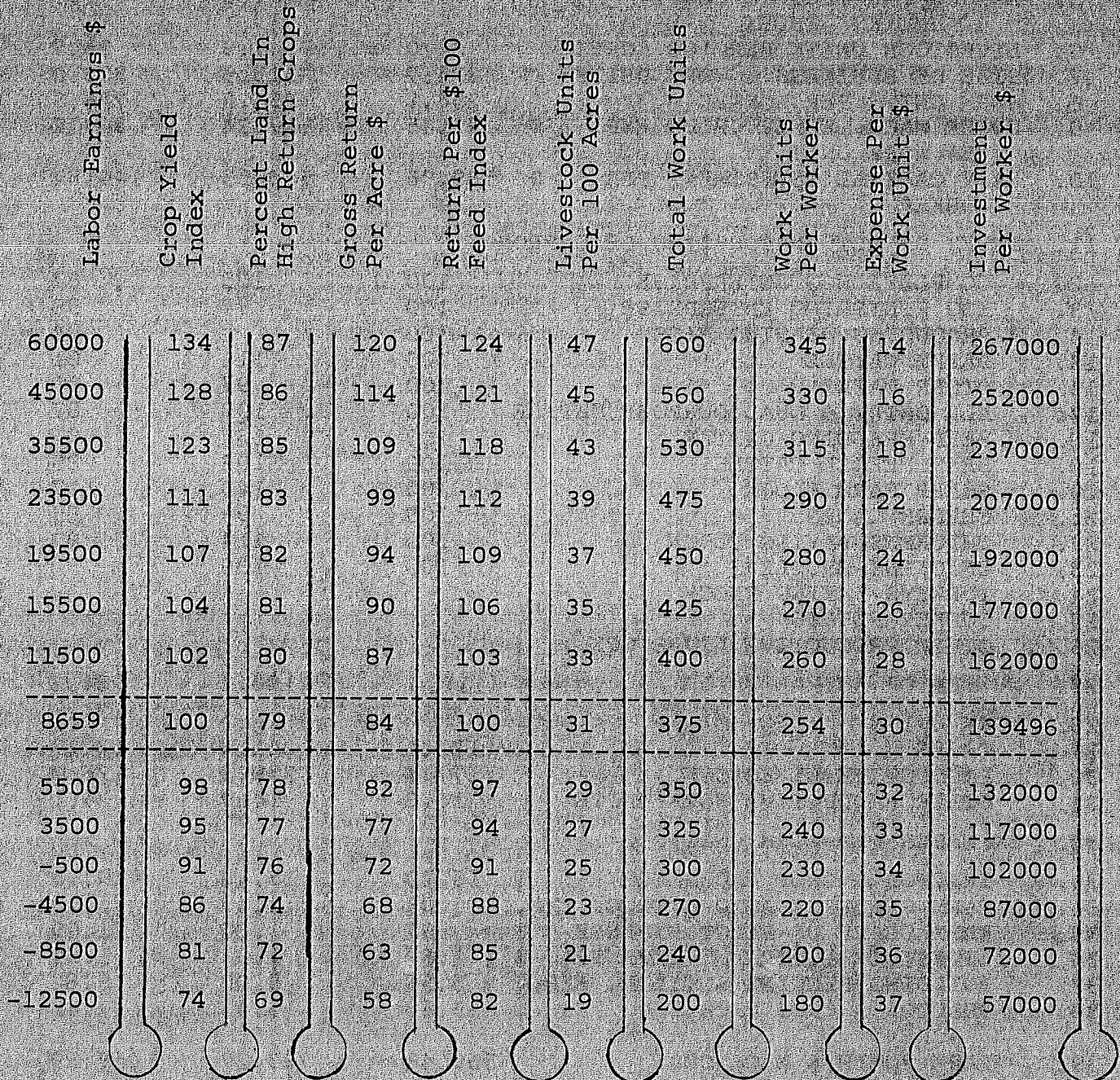


TABLE 9 - DISTRIBUTION OF ACRES AND YIELD - 1971

	UNIT	CROP RANK	ACRES	AVERAGE YIELD 244 FARMS
1. OATS AND MIXTURES	BUS	D	16.0	63.7
2. OATS SILAGE	TON	C	1.1	6.2
3. CANNING PEAS	\$	B	.1	50.0
4. WHEAT	BUS	C	.2	30.8
5. BARLEY	BUS	D	.8	45.1
6. FLAX	BUS	C	2.4	16.2
7. RYE	BUS	D	.7	39.6
8. TOTAL SMALL GRAIN & PEAS			21.3	
9. CANNING CORN	\$	B	.4	82.50
10. CORN GRAIN AND SEED CORN	BUS	A	187.6	90.5
11. SOYBEANS - GRAIN	BUS	B	85.6	30.5
12. CORN AND CANE SILAGE	TON	B	14.7	14.2
13. CORN AND CANE FODDER	TON	D		
14. POTATOES	CWT	A		
15. SUGAR BEETS	TON	A		
16. SUNFLOWERS	CWT	C		
17. OTHER CULTIVATED CROPS - A	\$	B		
18. OTHER CULTIVATED CROPS - B	\$	B	.4	
19. TOTAL CULTIVATED CROPS			288.7	
20. ALFALFA HAY	TON	B	20.7	3.7
21. OTHER LEGUME HAY & MIXTURES	TON	C	.6	3.3
22. TAME GRASS HAY	TON	C		
23. ANNUAL HAY	TON	D		
24. LEGUME & GRASS SILAGE	TON	B	.5	6.0
25. LEGUME SEED	LBS	C		
26. GRASS SEED	LBS	D		
27. TOTAL HAY			21.8	
28. ALFALFA & MIXED PASTURE		B	.2	
29. OTHER LEGUME PASTURE		C	.7	
30. OTHER TILLABLE PASTURE		D	.3	
31. TOTAL TILLABLE PASTURE			1.2	
32. DIVERTED ACRES INCOME	\$	A	40.8	66.84
33. SUMMER FALLOW - TILLED				
34. OTHER TILLABLE LAND IDLE		D	1.2	
35. TOTAL TILLABLE LAND			375.0	
36. WILD HAY	\$		2.5	.80
37. NON-TILLABLE PASTURE			29.6	
38. TIMBER	\$.7	2.86
39. ROADS AND WASTE			15.5	
40. FARMSTEAD			12.3	
41. TOTAL ACRES IN FARM			435.6	
* * *				
42. SUPPLEMENTARY MANAGEMENT INFORMATION				
43. PERCENT LAND TILLABLE				86.1
44. PERCENT IN HIGH RETURN CROPS				79.6
45. *FERTILIZER COST PER ACRE				8.61
46. *CROP CHEMICALS PER ACRE				3.63
47. *SEED AND OTHER COSTS PER ACRE				5.84
48. *GAS, OIL, GREASE BOUGHT PER ACRE, CROP MACHINERY				3.07
49. *TILLABLE LAND MINUS PASTURE				

TABLE 9 - DISTRIBUTION OF ACRES AND YIELD - 1971

	UNIT	ACRES	HIGH 49	ACRES	LOW 49
1. OATS AND MIXTURES	BUS	16.5	72.9	14.0	61.5
2. OATS SILAGE	TON	1.6	8.1	1.0	8.0
3. CANNING PEAS	\$.4	62.50		
4. WHEAT	BUS	.5	22.0	.5	36.0
5. BARLEY	BUS	.9	40.0		
6. FLAX	BUS	5.4	16.7	3.1	15.8
7. RYE	BUS	.5	42.0	.7	50.0
8. TOTAL SMALL GRAIN AND PEAS		25.8		19.3	
9. CANNING CORN	\$.8	67.50		
10. CORN GRAIN AND SEED CORN	BUS	253.9	100.4	184.5	88.0
11. SOYBEANS - GRAIN	BUS	105.8	32.1	83.5	28.0
12. CORN AND CANE SILAGE	TON	26.1	15.8	11.1	12.2
13. CORN & CANE FODDER	TON				
14. POTATOES	CWT				
15. SUGAR BEETS	TON				
16. SUNFLOWERS	CWT				
17. OTHER CULT. CROPS-A	\$				
18. OTHER CULT. CROPS-B	\$				
19. TOTAL CULT. CROPS		386.6		279.1	
20. ALFALFA HAY	TON	23.6	4.3	13.7	4.0
21. OTHER LEGUME HAY & MIXTURES	TON			1.5	1.3
22. TAME GRASS HAY	TON				
23. ANNUAL HAY	TON				
24. LEGUME & GRASS SIL.	TON	.2	10.0		
25. LEGUME SEED	LBS				
26. GRASS SEED	LBS				
27. TOTAL HAY		23.8		15.2	
28. ALF. & MIXED PASTURE		.2		.7	
29. OTHER LEGUME PASTURE		1.3		.7	
30. OTHER TILLABLE PASTURE				.1	
31. TOTAL TILLABLE PASTURE		1.5		1.5	
32. DIVERTED ACRES INCOME \$		54.2	66.59	40.5	67.21
33. SUMMER FALLOW-TILLED					
34. OTHER TILL. LAND IDLE		2.1		.2	
35. TOTAL TILL. LAND		494.0		355.8	
36. WILD HAY	\$	2.9	.34	1.4	.71
37. NON-TILL. PASTURE		32.9		34.0	
38. TIMBER	\$.4		.5	
39. ROADS AND WASTE		21.3		16.8	
40. FARMSTEAD		14.9		12.6	
41. TOTAL ACRES IN FARM		566.4		421.1	
* * * * *					
42. SUPPLEMENTARY MANAGEMENT INFORMATION					
43. PERCENT LAND TILLABLE			87.2		84.5
44. PERCENT IN HIGH RETURN CROPS			81.6		80.9
45. *FERTILIZER COST PER ACRE			9.82		8.93
46. *CROP CHEMICALS PER ACRE			3.71		4.01
47. *SEED & OTHER COSTS PER ACRE			5.70		5.63
48. *GAS, OIL, GREASE BOT PER ACRE, CROP MACHINERY			2.90		2.94

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 10A- CROP DATA FOR OATS AND MIXTURES - 1971

	AVERAGE 142	HIGHS 71	LOWS 71
1. ACRES	27.4	24.5	30.4
	PER ACRE	PER ACRE	PER ACRE
2. YIELD/ACRE	63.7	79.3	51.0
3. VALUE/UNIT	.65	.65	.65
4. GROSS RETURN	41.41	51.55	33.15
5. SUPPLEMENTAL COSTS			
6. FERTILIZER	3.07	3.31	2.86
7. CHEMICALS	.36	.33	.36
8. SEED AND OTHER	2.59	2.69	2.50
9. HIRED LABOR	.11	.04	.16
10. CUSTOM WORK	2.41	2.73	2.11
11. TOTAL SUPPLEMENTAL COSTS	8.54	9.10	7.99
12. RETURN OVER SUPPLEMENTAL COSTS	32.87	42.45	25.16
13. ALLOCATED COSTS			
14. POWER & CROP MACH. EXPENSE	9.72	9.32	10.47
15. LAND COST	21.93	24.37	19.90
16. MISCELLANEOUS COSTS*	.80	.82	.76
17. TOTAL ALLOCATED COSTS	32.45	34.51	31.13
	TOTAL COST PER UNIT	.55	.77
18. TOTAL LISTED COSTS	40.99	43.61	39.12
19. RETURN OVER TOTAL LISTED COSTS	.42	7.94	(-5.97)

TABLE 10F - CROP DATA FOR FLAX - 1971

	AVERAGE 15	HIGHS 7	LOWS 7
1. ACRES	39.3	38.9	42.9
	PER ACRE	PER ACRE	PER ACRE
2. YIELD/ACRE	16.2	19.0	13.6
3. VALUE/UNIT	2.30	2.30	2.30
4. GROSS RETURN	37.26	43.70	31.28
5. SUPPLEMENTAL COSTS			
6. FERTILIZER	.43	.69	.23
7. CHEMICALS	.89	.82	.96
8. SEED AND OTHER	4.86	4.60	5.02
9. HIRED LABOR			
10. CUSTOM WORK	.84	.69	.65
11. TOTAL SUPPLEMENTAL COSTS	7.02	6.80	6.86
12. RETURN OVER SUPPLEMENTAL COSTS	30.24	36.90	24.42
13. ALLOCATED COSTS			
14. POWER & CROP MACHINERY EXP.	9.72	9.22	10.47
15. LAND COST	18.07	17.94	18.15
16. MISCELLANEOUS COSTS*			
17. TOTAL ALLOCATED COSTS	27.79	27.16	28.62
	TOTAL COST PER UNIT	1.81	2.61
18. TOTAL LISTED COSTS	34.81	33.96	35.48
19. RETURN OVER TOTAL LISTED COSTS	2.45	9.74	(-4.20)

* FARM GROWN SEED

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

	AVERAGE 242	HIGHS 121	LOWS 121
1. ACRES	185.4	199.6	171.2
	PER ACRE	PER ACRE	PER ACRE
2. YIELD/ACRE	90.5	105.3	73.1
3. VALUE/UNIT	1.00	1.00	1.00
4. GROSS RETURN	90.50	105.30	73.10
5. SUPPLEMENTAL COSTS			
6. FERTILIZER	14.74	16.97	12.13
7. CHEMICALS	5.26	5.92	4.50
8. SEED AND OTHER	8.33	9.61	6.83
9. HIRED LABOR	.04	.06	.02
10. CUSTOM WORK	2.34	2.19	2.51
11. TOTAL SUPPLEMENTAL COSTS	30.71	34.75	25.99
12. RETURN OVER SUPPLEMENTAL COSTS	59.79	70.55	47.11
13. ALLOCATED COSTS			
14. POWER & CROP MACHINERY EXPENSE	17.82	16.92	19.20
15. LAND COST	27.10	29.56	24.23
16. MISCELLANEOUS COSTS			
17. TOTAL ALLOCATED COSTS	44.92	46.48	43.43
	TOTAL COST PER UNIT	.84	.95
18. TOTAL LISTED COSTS	75.63	81.23	69.42
19. RETURN OVER TOTAL LISTED COSTS	14.87	24.07	3.68

TABLE 10K - CROP DATA FOR SOYBEANS-GRAIN - 1971

	AVERAGE 199	HIGHS 99	LOWS 99
1. ACRES	104.9	112.4	96.1
	PER ACRE	PER ACRE	PER ACRE
2. YIELD/ACRE	30.5	35.0	25.3
3. VALUE/UNIT	2.90	2.90	2.90
4. GROSS RETURN	88.45	101.50	73.37
5. SUPPLEMENTAL COSTS			
6. FERTILIZER	.44	.58	.29
7. CHEMICALS	3.87	4.38	3.26
8. SEED AND OTHER	3.72	4.21	3.18
9. HIRED LABOR	.45	.55	.34
10. CUSTOM WORK	1.15	1.16	1.19
11. TOTAL SUPPLEMENTAL COSTS	9.63	10.88	8.26
12. RETURN OVER SUPPLEMENTAL COSTS	78.82	90.62	65.11
13. ALLOCATED COSTS			
14. POWER & CROP MACHINERY EXPENSE	14.58	13.48	15.71
15. LAND COST	29.00	30.36	27.40
16. MISCELLANEOUS COSTS*	1.32	1.25	1.37
17. TOTAL ALLOCATED COSTS	44.90	45.09	44.48
	TOTAL COST PER UNIT	1.79	2.09
18. TOTAL LISTED COSTS	54.53	55.97	52.74
19. RETURN OVER TOTAL LISTED COSTS	33.92	45.53	20.63

* FARM GROWN SEED

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

	AVERAGE 147	HIGHS 73	LOWS 73
1. ACRES	24.5	23.3	25.9
	PER ACRE	PER ACRE	PER ACRE
2. YIELD/ACRE	14.2	17.6	11.1
3. VALUE/UNIT	7.00	7.00	7.00
4. GROSS RETURN	99.40	123.20	77.70
5. SUPPLEMENTAL COSTS			
6. FERTILIZER	12.29	14.12	10.66
7. CHEMICALS	4.65	5.24	4.13
8. SEED AND OTHER	6.41	7.08	5.83
9. HIRED LABOR	.04	.04	.04
10. CUSTOM WORK	2.20	2.27	2.16
11. TOTAL SUPPLEMENTAL COSTS	25.59	28.75	22.82
12. RETURN OVER SUPPLEMENTAL COSTS	73.81	94.45	54.88
13. ALLOCATED COSTS			
14. POWER & CROP MACHINERY EXPENSE	25.92	23.92	27.92
15. LAND COST	24.65	26.35	23.17
16. MISCELLANEOUS COSTS			
17. TOTAL ALLOCATED COSTS	50.57	50.27	51.09
TOTAL COST PER UNIT	5.38	4.62	6.67
18. TOTAL LISTED COSTS	76.16	79.02	73.91
19. RETURN OVER TOTAL LISTED COSTS	23.24	44.18	3.79

TABLE 10B - CROP DATA FOR OATS SILAGE - 1971

	AVERAGE 21	HIGHS 10	LOWS 10
1. ACRES	13.0	13.3	13.5
	PER ACRE	PER ACRE	PER ACRE
2. YIELD/ACRE	6.2	8.0	4.2
3. VALUE/UNIT	6.38	6.40	6.40
4. GROSS RETURN	39.56	51.20	26.88
5. SUPPLEMENTAL COSTS			
6. FERTILIZER	2.15	3.56	.81
7. CHEMICALS	.23	.08	.37
8. SEED AND OTHER	1.92	1.74	1.85
9. HIRED LABOR			
10. CUSTOM WORK	1.23	.61	1.93
11. TOTAL SUPPLEMENTAL COSTS	5.53	5.99	4.96
12. RETURN OVER SUPPLEMENTAL COSTS	34.03	45.21	21.92
13. ALLOCATED COSTS			
14. POWER & CROP MACHINERY EXPENSE	12.96	11.96	13.96
15. LAND COST	21.85	22.27	21.33
16. MISCELLANEOUS COSTS *	.15	.15	.22
17. TOTAL ALLOCATED COSTS	34.96	34.38	35.51
TOTAL COST PER UNIT	6.58	5.14	9.59
18. TOTAL LISTED COSTS	40.49	40.37	40.47
19. RETURN OVER TOTAL LISTED COSTS	(-.93)	10.83	(-13.59)

* FARM GROWN SEED

TABLE 10S - CROP DATA FOR ALFALFA HAY - 1971

	AVERAGE 185	HIGHS 92	LOWS 92
1. ACRES	27.3	23.0	31.7
	PER ACRE	PER ACRE	PER ACRE
2. YIELD/ACRE	3.7	5.0	2.8
3. VALUE/UNIT	21.76	21.76	21.76
4. GROSS RETURN	80.51	108.80	60.93
5. SUPPLEMENTAL COSTS			
6. FERTILIZER	3.68	4.61	3.00
7. CHEMICALS	.08		.17
8. SEED AND OTHER	3.98	4.81	3.37
9. HIRED LABOR	.26	.43	.13
10. CUSTOM WORK	4.89	4.91	4.88
11. TOTAL SUPPLEMENTAL COSTS	12.89	14.78	11.55
12. RETURN OVER SUPPLEMENTAL COSTS	67.62	94.02	49.38
13. ALLOCATED COSTS			
14. POWER & CROP MACHINERY EXP.	19.44	18.44	20.94
15. LAND COST	24.32	26.52	22.67
16. MISCELLANEOUS COSTS	.04	.04	
17. TOTAL ALLOCATED COSTS	43.80	45.00	43.61
	TOTAL COST PER UNIT	12.16	19.65
18. TOTAL LISTED COSTS	56.69	59.78	55.16
19. RETURN OVER TOTAL LISTED COSTS	23.82	49.02	5.77

TABLE 10Z - CROP DATA FOR DIVERTED ACRES - 1971

	AVERAGE 231	HIGHS 115	LOWS 115
1. ACRES	43.0	43.8	42.4
	PER ACRE	PER ACRE	PER ACRE
2. YIELD/ACRE	66.84	76.44	56.77
3. VALUE/UNIT	1.00	1.00	1.00
4. GROSS RETURN	66.84	76.44	56.77
5. SUPPLEMENTAL COSTS			
6. FERTILIZER	.07	.07	.05
7. CHEMICALS	.09	.11	.07
8. SEED AND OTHER	1.21	1.62	.76
9. HIRED LABOR			
10. CUSTOM WORK	.05	.05	.02
11. TOTAL SUPPLEMENTAL COSTS	1.42	1.85	.90
12. RETURN OVER SUPPLEMENTAL COSTS	65.42	74.59	55.87
13. ALLOCATED COSTS			
14. POWER & CROP MACHINERY EXP.	6.48	5.98	6.98
15. LAND COST	27.02	29.98	24.03
16. MISCELLANEOUS COSTS*	.12	.14	.09
17. TOTAL ALLOCATED COSTS	33.62	36.10	31.10
	TOTAL COST PER UNIT	.50	.56
18. TOTAL LISTED COSTS	35.04	37.95	32.00
19. RETURN OVER TOTAL LISTED COSTS	31.80	38.49	24.77

* FARM GROWN SEED

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

Other cash cost items that are relatively easy to identify and classify in the record book are listed in each of the tables as costs to the livestock enterprises. The return over feed and supplemental costs, therefore, is not a new return, but rather the amount available after paying for the feed and those cost items listed to cover outlay for the costs of buildings, machinery, equipment, labor, taxes, insurance, interest, and other fixed costs.

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

Feed costs are determined from feed records kept by the farm operator. Purchase price is used for all feeds purchased from off the farm. An average price is charged for each kind of farm grown feed. Farm grown feed prices are listed on page 35.

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

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

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

		AVERAGE 146 HIGHS 48 LOWS 48		
1.	POUNDS OF HOGS PRODUCED	74967	71187	73833
2.	TOTAL VALUE PRODUCED	PER CWT. 20.15	PER CWT. 21.94	PER CWT. 18.46
3.	POUNDS OF FEED FED			
4.	CORN	289.6	270.9	302.5
5.	SMALL GRAIN	28.7	26.8	28.8
6.	PROTEIN, SALT & MINERAL	67.1	52.9	59.7
7.	COMPLETE RATION	50.7	76.7	66.2
8.	TOTAL CONCENTRATES	436.1	427.3	457.2
9.	FORAGES	4.0	7.6	1.8
10.	FEED COST			
11.	CONCENTRATES AND FORAGES	12.68	11.19	14.11
12.	PASTURE	.01	.01	.01
13.	TOTAL FEED COSTS	\$ 12.69	11.20	14.12
14.	RETURN OVER FEED COST	7.46	10.74	4.34
15.	SUPPLEMENTAL COSTS			
16.	MISCELL. LIVESTOCK EXPENSE	.23	.26	.29
17.	VETERINARY EXPENSE	.29	.29	.32
18.	CUSTOM WORK	.18	.15	.14
19.	TOTAL SUPPLEMENTAL COSTS	.70	.70	.75
20.	RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 6.76	10.04	3.59
20A.	ALLOCATED COSTS			
20B.	POWER AND MACHINERY COSTS	.38	.36	.42
20C.	LIVESTOCK EQUIPMENT COSTS	.42	.40	.55
20D.	BUILDING AND FENCES	.68	.64	.73
20E.	TOTAL ALLOCATED COST	1.48	1.40	1.70
20F.	RETURN OVER ALL LISTED COSTS	5.28	8.64	1.89
* * * * *				
21.	SUPPLEMENTARY MANAGEMENT INFORMATION			
22.	RETURN FOR \$100 FEED FED	\$ 158.81	195.90	130.71
23.	PRICE RECEIVED PER CWT.	\$ 18.12	19.04	17.60
24.	NUMBER OF LITTERS FARROWED	41	45	36
25.	NUMBER OF PIGS BORN PER LITTER	9.3	9.4	9.0
26.	NUMBER OF PIGS WEANED PER LITTER	7.6	7.9	7.1
27.	PER CENT DEATH LOSS	11.7	11.6	12.3
28.	AVG. WEIGHT OF HOGS SOLD	224.4	202.1	231.6
29.	PRICE PER CWT. CONC. FED	\$ 2.90	2.61	3.08
30.	LBS. OF PORK PURCHASED	3443	3019	4880

*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 44	HIGHS 15	LOWS 15
1. AVERAGE NO. PIGS ON HAND	108.5	98.8	105.3
2. LBS. OF HOGS PRODUCED	52001	48069	51746
	PER CWT.	PER CWT.	PER CWT.
3. TOTAL VALUE PRODUCED	16.17	18.00	14.90
4. POUNDS OF FEED FED			
5. CORN	315.1	301.7	326.4
6. SMALL GRAIN	25.1	27.3	23.2
7. PROTEIN, SALT & MINERAL	55.9	68.5	58.0
8. COMPLETE RATION	17.8		26.1
9. TOTAL CONCENTRATES	413.9	397.5	433.7
10. FORAGES	.6	1.2	.2
11. FEED COST			
12. CONCENTRATES AND FORAGES	11.65	10.27	12.94
13. PASTURE			
14. TOTAL FEED COSTS	\$ 11.65	10.27	12.94
15. RETURN OVER FEED COST	\$ 4.52	7.73	1.96
16. SUPPLEMENTAL COSTS			
17. MISCELL. LIVESTOCK EXPENSE	.11	.11	.06
18. VETERINARY EXPENSE	.12	.15	.08
19. CUSTOM WORK	.24	.29	.09
20. TOTAL SUPPLEMENTAL COSTS	.47	.55	.23
21. RETURN OVER FEED & SUPP. COSTS	4.05	7.18	1.73
21A. ALLOCATED COSTS			
21B. POWER & MACHINERY COSTS	.19	.18	.21
21C. LIVESTOCK EQUIPMENT COSTS	.21	.20	.28
21D. BUILDING AND FENCES	.34	.32	.36
21E. TOTAL ALLOCATED COST	.74	.70	.85
21F. RETURN OVER ALL LISTED COSTS	3.31	6.48	.88
* * * * *			
22. SUPPLEMENTARY MANAGEMENT INFORMATION			
23. RETURN FOR \$100 FEED FED \$	138.79	175.23	115.11
24. PRICE RECEIVED PER CWT. \$	18.19	18.72	17.78
25. AVERAGE WEIGHT PIGS SOLD	228.2	228.4	228.9
26. AVERAGE PRICE PD. PER PIG BOUGHT	15.51	14.86	15.47
27. AVERAGE WEIGHT PER PIG BOT	45.0	49.9	38.3
28. NO. OF PIGS PURCHASED	289	278	271
29. LBS. OF PORK PURCHASED	12992	13871	10383
30. PER CENT DEATH LOSS	2.2	1.6	2.3
31. PRICE PER CWT. CONC. FED \$	2.81	2.58	2.98

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

TABLE 12 - COSTS AND RETURNS FROM DAIRY COWS - 1971

	AVERAGE 44	HIGHS 15	LOWS 15
1. AVERAGE NUMBER OF COWS	29.8	39.6	19.3
	PER COW	PER COW	PER COW
2. POUNDS OF MILK	11447	12889	9181
3. POUNDS OF BUTTERFAT	403.1	448.7	319.7
4. PER CENT OF BUTTERFAT IN MILK	3.5	3.5	3.5
5. VALUE OF PRODUCE			
6. DAIRY PRODUCTS SOLD	564.09	651.84	417.15
7. DAIRY PRODUCTS USED IN HOME	4.83	4.97	5.60
8. MILK FED TO LIVESTOCK	7.52	8.06	6.74
9. NET INCS. IN VALUE OF COWS	(-3.79)	15.03	(- 24.97)
10. TOTAL VALUE PRODUCED \$	572.65	679.90	404.52
11. POUNDS OF FEED FED			
12. CORN	4334.0	4209.9	5237.9
13. SMALL GRAIN & COMPLETE DAIRY RATION	821.6	809.0	1095.8
14. PROTEIN, SALT & MINERAL	582.0	704.1	380.9
15. TOTAL CONCENTRATES	5737.6	5723.0	6714.6
16. LEGUME HAY	6505.0	5940.7	7077.0
17. OTHER HAY & DRY ROUGHAGE	312.7		
18. SILAGE	10789.2	13813.1	7294.7
19. FEED COSTS			
20. CONCENTRATES	143.72	143.66	159.38
21. ROUGHAGES	109.26	113.26	102.54
22. PASTURE	6.51	5.35	6.89
23. TOTAL FEED COSTS \$	259.49	262.27	268.81
24. RETURN OVER FEED COST \$	313.16	417.63	135.71
25. SUPPLEMENTAL COSTS			
26. MISC. LIVESTOCK EXPENSE	24.06	33.81	12.33
27. VETERINARY EXPENSE	9.33	9.92	8.65
28. CUSTOM WORK	29.19	35.58	18.45
29. TOTAL SUPPLEMENTAL COSTS	62.58	79.31	39.43
30. RETURN OVER FEED & SUPPL. COSTS	250.58	338.32	96.28
30A. ALLOCATED COSTS			
30B. POWER & MACHINERY COSTS	22.44	21.41	24.97
30C. LIVESTOCK EQUIPMENT COSTS	25.56	23.93	33.03
30D. BUILDING AND FENCES	39.79	37.25	42.51
30E. TOTAL ALLOCATED COST	87.79	82.59	100.51
30F. RETURN OVER ALL LISTED COSTS	162.79	255.73	(-4.23)
* * * * *			
31. SUPPLEMENTARY MANAGEMENT INFORMATION			
32. RETURN FOR \$100 FEED FED	220.68	259.23	150.48
33. FEED COST PER CWT. MILK \$	2.27	2.03	2.93
34. FEED COST PER LBS. BUTTERFAT	.644	.585	.841
35. LBS. OF MILK PER LB. OF CONCENTRATE	1.995	2.252	1.367
36. AVG. PRICE PER CWT. MILK SOLD	5.04	5.17	4.67
37. AVG. PRICE PER LB. BUTTERFAT	1.43	1.49	1.34

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

	AVERAGE 44	HIGHS 15	LOWS 15
1. NUMBER OF HEAD	45.4	33.9	45.4
	PER HEAD	PER HEAD	PER HEAD
2. NET INC. IN VALUE	\$ 143.13	180.65	110.40
3. LBS. OF FEED FED			
4. CONCENTRATES	1473.2	1772.7	1508.6
5. HAY AND ROUGHAGE	1820.5	1604.3	1583.2
6. SILAGE	4081.7	2700.2	3858.0
7. MILK	110.8	79.6	122.2
8. FEED COST			
9. CONCENTRATES	37.40	43.04	37.18
10. ROUGHAGES	33.68	25.07	30.81
11. MILK	5.26	3.81	5.64
12. PASTURE	2.56	1.56	2.58
13. TOTAL FEED COSTS	\$ 78.90	73.48	76.21
14. RETURN OVER FEED COST	\$ 64.23	107.17	34.19
15. SUPPLEMENTAL COSTS			
16. MISCELLANEOUS LIVESTOCK EXP.	1.67	1.30	1.63
17. VETERINARY EXPENSE	2.07	1.45	3.63
18. CUSTOM WORK	.77	.77	.88
19. TOTAL SUPPLEMENTAL COSTS	\$ 4.51	3.52	6.14
20. RETURN OVER FEED & SUPP.COSTS	\$ 59.72	103.65	28.05
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	3.83	3.65	4.27
20C LIVESTOCK EQUIPMENT COSTS	4.38	4.10	5.66
20D BUILDING AND FENCES	6.82	6.38	7.29
20E TOTAL ALLOCATED COST	15.03	14.13	17.22
20F RETURN OVER ALL LISTED COSTS	44.69	89.52	10.83
* * * * *			
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. RETURN FOR \$100 FEED FED	\$ 181.41	245.85	144.86
23. PER CENT DEATH LOSS	12.4	13.4	16.7

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 44	HIGHS 15	LOWS 12
1.	AVERAGE NUMBER OF COWS	29.8	38.6	19.2
		PER COW	PER COW	PER COW
2.	VALUE OF DAIRY PRODUCTS	\$ 576.44	662.28	447.86
3.	NET INC. IN VALUE	\$ 194.80	229.02	150.10
4.	TOTAL VALUE PRODUCED	\$ 771.24	891.30	597.96
5.	POUNDS OF FEED FED			
6.	CONCENTRATES	7766.0	7678.7	8299.9
7.	HAY & DRY ROUGHAGE	9297.0	8733.0	8909.7
8.	SILAGE	16308.6	21381.7	10250.0
9.	FEED COST			
10.	CONCENTRATES	202.35	204.20	211.72
11.	ROUGHAGE	155.00	170.05	133.65
12.	PASTURE COSTS	9.97	9.33	9.01
13.	TOTAL FEED COSTS	\$ 367.32	383.58	354.38
14.	RETURN OVER FEED COST	\$ 403.92	507.72	243.58
15.	SUPPLEMENTAL COSTS			
16.	MISCELLANEOUS LIVESTOCK EXPENSE	26.34	38.19	15.21
17.	VETERINARY EXPENSE	12.15	12.59	11.51
18.	CUSTOM WORK	30.23	36.48	22.71
19.	TOTAL SUPPLEMENTAL COSTS	\$ 68.72	87.26	49.43
20.	RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 335.20	420.46	194.15
20A	ALLOCATED COSTS			
20B	POWER AND MACHINERY COSTS	28.32	24.63	35.10
20C	LIVESTOCK EQUIPMENT COSTS	30.99	26.97	45.11
20D	BUILDING AND FENCES	50.19	42.86	59.75
20E	TOTAL ALLOCATED COST	109.50	94.46	139.96
20F	RETURN OVER ALL LISTED COSTS	225.70	326.00	54.19
* * * * *				
21.	SUPPLEMENTARY MANAGEMENT INF.	209.97	232.37	168.74

TABLE 14 PRESENTS A PICTURE OF THE COSTS AND RETURNS FROM THE WHOLE DAIRY HERD ON A PER COW BASIS. RETURN ABOVE FEED COST (TABLE 12) WAS THE FACTOR USED TO DETERMINE THESE HIGH AND LOW AVERAGE FARMS. THE COSTS LISTED ARE ONLY A PORTION OF THE TOTAL COST FOR DAIRY. OTHER COSTS TO CONSIDER WOULD INCLUDE LABOR AND INVESTMENT IN BUILDINGS AND EQUIPMENT.

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

		AVERAGE 46	HIGHS 15	LOWS 15
1.	AVERAGE NO. BEEF COWS	49.4	51.0	44.0
2.	AVERAGE NO. OF OTHER BEEF AND BULLS	30.8	38.7	25.3
3.	LBS. OF BEEF PRODUCED	20434	24358	13973
		PER COW	PER COW	PER COW
4.	NET INCREASE IN VALUE	\$ 163.89	235.43	103.39
5.	POUNDS OF FEED FED			
6.	GRAIN	272.3	250.8	254.3
7.	PROTEIN, SALT & MINERAL	46.7	39.2	27.3
8.	LEGUME HAY	2458.7	2275.8	2805.8
9.	OTHER HAY & DRY ROUGHAGE	96.9	9.9	10.6
10.	SILAGE	5821.6	8341.3	6155.2
11.	FEED COST			
12.	CONCENTRATES	9.70	9.04	8.07
13.	ROUGHAGES	44.19	46.98	48.25
14.	PASTURE	14.53	14.84	16.86
15.	TOTAL FEED COSTS	\$ 68.42	70.86	73.18
16.	RETURN OVER FEED COST	\$ 95.47	164.57	30.21
17.	SUPPLEMENTAL COSTS			
18.	MISC. LIVESTOCK EXPENSE	2.83	4.96	1.11
19.	VETERINARY EXPENSE	3.00	3.33	2.55
20.	CUSTOM WORK	.95	.45	.84
21.	TOTAL SUPPLEMENTAL COSTS	\$ 6.78	8.74	4.50
22.	RETURN OVER FEED & SUPP. COSTS	\$ 88.69	155.83	25.71
22A	ALLOCATED COSTS			
22B	POWER & MACHINERY COSTS	4.79	4.58	5.34
22C	LIVESTOCK EQUIPMENT COSTS	5.27	5.02	6.88
22D	BUILDING AND FENCES	8.53	7.98	9.11
22E	TOTAL ALLOCATED COST	18.59	17.58	21.33
22F	RETURN OVER ALL LISTED COSTS	70.10	138.25	4.38
* * * * *				
23.	SUPPLEMENTARY MANAGEMENT INFORMATION			
24.	RETURN FOR \$100 FEED FED	\$ 239.53	332.24	141.27
25.	PRICE PER CWT. SOLD	\$ 31.14	36.83	26.74
26.	AVERAGE WEIGHT PER HEAD SOLD	695	730	658
27.	PERCENT DEATH LOSS	3.2	2.3	4.3
28.	PERCENT CALF CROP			

TABLE 15A INCLUDES ONLY THOSE FARMS WITH TEN OR MORE COWS IN THE BEEF BREEDING HERD. NET INCREASE IN VALUE INCLUDES THE VALUE OF CALVES WHETHER SOLD OR TRANSFERRED TO THE FEED LOT.

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

		AVERAGE 128	HIGHS 42	LOWS 42
1.	AVERAGE NO. OF BEEF FEEDERS	105.1	119.8	84.2
2.	LBS.OF BEEF PRODUCED	67726	81841	48424
		PER CWT.	PER CWT.	PER CWT.
3.	NET INC.IN VALUE OF ANIMALS	\$ 33.15	37.17	29.24
4.	LBS. OF FEED FED			
5.	GRAIN	634.3	638.0	696.6
6.	PROTEIN,SALT AND MINERAL	42.7	33.9	50.4
7.	LEGUME HAY	194.8	207.1	211.8
8.	OTHER HAY & DRY ROUGHAGE	5.9	7.2	5.3
9.	SILAGE	802.8	723.6	964.8
10.	FEED COST			
11.	CONCENTRATES	15.43	14.76	17.61
12.	ROUGHAGES	4.80	4.84	5.25
13.	PASTURE	.06	.03	.20
14.	TOTAL FEED COSTS	\$ 20.29	19.63	23.06
15.	RETURN OVER FEED COST	\$ 12.86	17.54	6.18
16.	SUPPLEMENTAL COSTS			
17.	MISCELLANEOUS LIVESTOCK EXP.	.24	.27	.27
18.	VETERINARY EXPENSE	.42	.32	.47
19.	CUSTOM WORK	.64	.57	.71
20.	TOTAL SUPPLEMENTAL COSTS	\$ 1.30	1.16	1.45
21.	RETURN OVER FEED & SUPP.COSTS	\$ 11.56	16.38	4.73
21A	ALLOCATED COSTS			
21B	POWER & MACHINERY COSTS	.38	.36	.42
21C	LIVESTOCK EQUIPMENT COSTS	.42	.40	.55
21D	BUILDING AND FENCES	.68	.64	.73
21E	TOTAL ALLOCATED COST	1.48	1.40	1.70
21F	RETURN OVER ALL LISTED COSTS	10.08	14.98	3.03
* * * * *				
22.	SUPPLEMENTARY MANAGEMENT INFORMATION			
23.	RETURN FOR &100 FEED FED	\$ 163.39	189.34	126.80
24.	PRICE PER CWT.SOLD	\$ 31.67	32.01	31.15
25.	AVERAGE WEIGHT PER HEAD	1020.0	1082.2	928.6
	SOLD			
26.	PRICE PER CWT.BUGHT	\$ 35.02	34.14	35.14
27.	AVG.WEIGHT PER HEAD BOT	559.8	598.7	538.1
28.	NUMBER OF HEAD BOUGHT	157	189	118
29.	PERCENT DEATH LOSS	.7	.6	.9

FARMS PRODUCING MORE THAN 5,000 LBS. OF BEEF FROM A CATTLE FEEDING ENTERPRISE ARE INCLUDED IN TABLE 15B. THE FIGURES PRESENTED ARE CALCULATED FROM THE ANNUAL RECORD; THUS, INVENTORIES AS WELL AS PURCHASES AND SALES ARE INCLUDED IN THE PRODUCTION AND COST FIGURES.

TABLE 16A - COSTS AND RETURNS FROM SHEEP - 1971

		AVERAGE 29 FARMS
1.	AVERAGE NUMBER OF EWES	82.3
2.	LBS. LAMB AND MUTTON PRODUCED	6595
3.	LBS. WOOL PRODUCED	599
		PER EWE
4.	VALUE OF PRODUCE	
5.	WOOL	5.10
6.	NET INCREASE IN VALUE OF ANIMALS	24.09
7.	TOTAL VALUE PRODUCED	\$ 29.19
8.	LBS. OF FEED FED	
9.	GRAIN	202.1
10.	PROTEIN, SALT AND MINERAL	37.7
11.	LEGUME HAY	809.9
12.	OTHER HAY AND DRY ROUGHAGE	1.7
13.	SILAGE	1020.1
14.	FEED COST	
15.	CONCENTRATES	6.78
16.	ROUGHAGES	10.28
17.	PASTURE	1.12
18.	TOTAL FEED COSTS	\$ 18.18
19.	RETURN OVER FEED COST	\$ 11.01
20.	SUPPLEMENTAL COSTS	
21.	MISCELLANEOUS LIVESTOCK EXPENSE	.75
22.	VETERINARY EXPENSE	.39
23.	CUSTOM WORK	.94
24.	TOTAL SUPPLEMENTAL COSTS	\$ 2.08
25.	RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 8.93
25A	ALLOCATED COSTS	
25B	POWER AND MACHINERY COSTS	1.91
25C	LIVESTOCK EQUIPMENT COSTS	2.11
25D	BUILDING AND FENCES	3.41
25E	TOTAL ALLOCATED COST	7.43
25F	RETURN OVER ALL LISTED COSTS	1.50
	* * * * *	
26.	SUPPLEMENTARY MANAGEMENT INFORMATION	
27.	RETURN FOR \$100 FEED FED	\$ 160.56
28.	PRICE PER CWT. LAMB AND MUTTON SOLD	\$ 27.16
29.	LBS. OF WOOL PER SHEEP SHEARED	13.6
30.	NUMBER OF EWES KEPT FOR LAMBING	2380
31.	PERCENT LAMB CROP	3
32.	PERCENT DEATH LOSS	8.9

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

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

	AVERAGE 8 FARMS
1. AVERAGE NUMBER OF LAMBS	324.6
2. LBS. OF LAMB PRODUCED	34293
3. LBS. OF WOOL PRODUCED	2840
	PER CWT.
4. VALUE OF PRODUCE	
5. WOOL	2.62
6. NET INCREASE IN VALUE	33.75
7. TOTAL VALUE PRODUCED	\$ 36.37
8. LBS. OF FEED FED	
9. GRAIN	681.5
10. PROTEIN, SALT AND MINERAL	38.6
11. LEGUME HAY	386.7
12. OTHER HAY AND DRY ROUGHAGE	
13. SILAGE	772.8
14. FEED COST	
15. CONCENTRATES	16.18
16. ROUGHAGES	4.65
17. PASTURE	.04
18. TOTAL FEED COSTS	\$ 20.87
19. RETURN OVER FEED COST	\$ 15.50
20. SUPPLEMENTAL COSTS	
21. MISCELLANEOUS LIVESTOCK EXPENSE	1.04
22. VETERINARY EXPENSE	.71
23. CUSTOM WORK	2.67
24. TOTAL SUPPLEMENTAL COSTS	\$ 4.42
25. RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 11.08
25A ALLOCATED COSTS	
25B POWER AND MACHINERY COSTS	.96
25C LIVESTOCK EQUIPMENT COSTS	1.05
25D BUILDING AND FENCES	1.71
25E TOTAL ALLOCATED COST	3.72
25F RETURN OVER ALL LISTED COSTS	7.36
* * * * *	
26. SUPPLEMENTARY MANAGEMENT INFORMATION	
27. RETURN FOR \$100 FEED FED	\$ 174.26
28. PRICE PER CWT. SOLD	\$ 27.02
29. LBS. OF WOOL PER SHEEP SHEARED	6
30. AVERAGE WEIGHT OF LAMBS SOLD	106.4
31. PRICE PER CWT. BOUGHT	\$ 25.63
32. AVERAGE WEIGHT OF LAMBS BOUGHT	78.2
33. PERCENT DEATH LOSS	3.0

FARMS PRODUCING MORE THAN 1,000 LBS. OF LAMB FROM A FEEDER LAMB ENTERPRISE ARE INCLUDED IN TABLE 16B.

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

		AVERAGE 17 FARMS
1.	AVERAGE NUMBER OF HENS	848.6
		PER HEN
2.	VALUE OF PRODUCE	
3.	EGGS SOLD AND USED	3.58
4.	INC. IN VALUE OF FLOCK	(-.27)
5.	TOTAL VALUE PRODUCED	\$ 3.31
6.	LBS. OF FEED FED	
7.	GRAIN	32.0
8.	PROTEIN, SALT AND MINERAL	7.8
9.	COMPLETE COMMERCIAL FEED	46.7
10.	TOTAL LBS. OF FEED	86.5
11.	TOTAL FEED COST	2.89
12.	RETURN OVER FEED COST	\$.42
13.	SUPPLEMENTAL COSTS	\$.03
14.	RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$.39
14A	ALLOCATED COSTS	
14B	POWER AND MACHINERY COSTS	.16
14C	LIVESTOCK EQUIPMENT COSTS	.18
14D	BUILDING AND FENCES	.28
14E	TOTAL ALLOCATED COST	.62
14F	RETURN OVER ALL LISTED COSTS	(-.23)
* * * * *		
15.	SUPPLEMENTARY MANAGEMENT INFORMATION	
16.	RETURN FOR \$100 FEED FED	\$ 114.56
17.	EGGS LAID PER HEN	184
18.	PRICE PER DOZEN EGGS SOLD - CENTS	\$.23
19.	FEED COST PER DOZEN EGGS - CENTS	\$.19
20.	RETURN OVER FEED COSTS PER DOZEN EGGS - CENTS	\$.03
21.	PERCENT DEATH LOSS	8.0

TABLE 17A INCLUDES FARMS WITH LAYING FLOCKS OF 300 OR MORE HENS. COSTS AND RETURNS INCLUDE BOTH LAYING AND REARING FLOCK IN ORDER TO CALCULATE THE RETURN FOR THE COMPLETE ENTERPRISES.

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AVERAGE PRICES FOR FARM GROWN FEEDSGrain

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

Hay

Alfalfa	\$ 22.00 Per Ton
Other Legume Hay	18.00 Per Ton
Wild Hay	10.00 Per Ton

Other Roughages

Corn Silage	\$ 7.00 Per Ton
Grass Silage	6.00 Per Ton
Legume Haylage	11.00 Per Ton

Pasture

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

OTHER NON-CASH COSTS

Unpaid Family Labor	\$ 8.00 Per Day
Board Furnished Hired Labor	2.00 Per Day
Second Operator's Labor	400.00 Per Month
Interest on Farm Capital	6%

EXPLANATION OF WORK UNITS AND ANIMAL UNITS

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

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

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

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