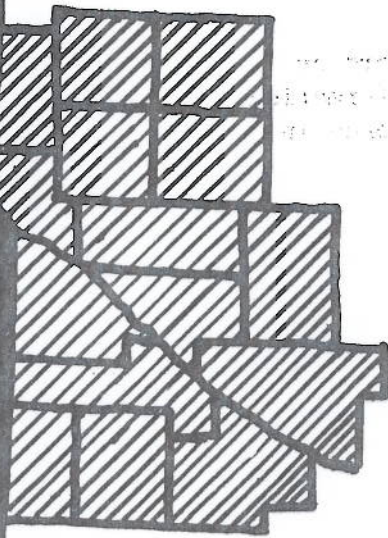


1971 annual report

West Central Minnesota Farm Management Report

COOPERATING AGENCIES

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



APRIL, 1972



YOUR AREA VO-AG COORDINATORS ARE -----

AUSTIN	JOSEPH RAINE
DULUTH	RODGER PALMER
JACKSON	JOHN MURRAY
MANKATO	DEL HODGKINS
ST. CLOUD	ED. J. O'CONNELL
STAPLES	WILLIAM GUELKER
THIEF RIVER FALLS	ED. SISLER
WILLMAR	JOHN THELL
WINONA	DONALD WALKER

Contact any of the area vo-ag. coordinators or
your local agriculture instructor for information
on the adult farm management program offered in
Minnesota.

1971 Report of the West Central Farm Management
Analysis Program for Cooperating Farmers.

John L. Thell

INDEX

Introduction.	1
Schools Participating	2
Whole Farm Inventories.	3-4
Whole Farm Cash Receipts.	5
Whole Farm Cash Expenses.	6
Farm Enterprise Statement	7
Household Expenses.	8
Operators Net Worth Statement	9-10
Operators Cash Receipts	11
Operators Cash Expenses	12
Work Unit Explanation & Misc. Information	13
Range In Labor Earnings (Graph)	14
Explanation of Farm Organization Measures	15
Measures of Farm Organization (Averages).	16
Thermometer Chart	17
Crop Production-Acres and Yield	18-19
Table 10 - Individual Crop Analysis	
Oats	20
Oat Silage-Canning Peas.	21
Wheat-Barley	22
Flax-Rye	23
Canning Corn-Corn For Grain.	24
Soybeans-Corn Silage	25
Alfalfa Hay--Cult. Crops-A	26
Other Legume Hay--Diverted Acres	27
Cost & Returns-Complete Hog Enterprise.	28
Cost & Returns-Hog Finishing Enterprise	29
Cost & Returns-Weaning Pigs	30
Cost & Returns-Dairy Cows	31
Cost & Returns-Other Dairy.	32
Cost & Returns-All Dairy & Dual Purpose	33
Cost & Returns-Beef Breeding Cattle	34
Cost & Returns-Feeder Cattle.	35
Cost & Returns-Sheep Flock.	36
Cost & Returns-Chickens, Laying Flock	37

INTRODUCTION

The Willmar Area Vocational-Technical School in cooperation with the Minnesota Department of Education, Vocational Division, and the University of Minnesota Agricultural Education Department operate and maintain the Vocational Agricultural Farm Management Program in West Central Minnesota. The program was initiated in 1952 and is available to farmers enrolled in Adult or Young Farmer classes in public schools. The area served by the Willmar analysis center is indicated on the front cover.

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

The analysis of the records and the preparation of the reports for the West Central Area are done under the direction of John Thell, Area Vo-Ag. Coordinator for West Central Minnesota. The program is supervised locally by Mr. Lowell Melbye, Superintendent of Schools, and Michael Cullen, Director of the Willmar Area Vocational-Technical School. Cooperating agencies are represented by Mr. Paul M. Day and Mr. Robert Van Tries of the State Department of Education and Dr. R. Paul Marvin of the University of Minnesota Agriculture Education Department. Clerical assistants for this project were Helen Cullen, Joyce Jacobson, and Celeste Thell.

In keeping with the times and to speed the analysis procedure, automatic data processing methods were used again this year. Data is extracted from the individual farm recordsbooks at the Willmar analysis center and submitted to the Agriculture Records Cooperative at Madison, Wisconsin for processing by means of an IBM 1410 computer. Results of the individual analysis are returned to the farmer as soon as the analysis is completed. Averages and indexes found in this record are computed after all forms have been processed.

Records kept in the Minnesota Farm Account Book by all participating farmers include farm inventories, cash receipts and expenses, feed consumed by livestock, family living secured from the farm, household and personal expenses and receipts and the operator's liabilities and assets other than farm capital.

A special thank you to all the area coordinators, Mike Cullen, Dr. Persons, Dr. Truman Modland, and others who helped by giving of their time during this past year.

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in twenty schools in West Central Minnesota. The following tabulation shows by schools the number of 1971 records submitted:

School	No. of Records	Instructors
Alexandria	18	T. Kusmak
Alexandria	14	B. Sonstegard
Brandon	2	J. Kalinowski
Buffalo Lake	2	K. Anderson
Canby	30	D. Shippy-- S. Yackley
Echo	1	B. Kosel
Elbow Lake	2	E. Gilbertson
Evansville	27	D. Lehto
Franklin	12	R. Krcil
Granite Falls	18	W. Stevens
Granite Falls	10	L. House
Hector	3	D. Hoseck
Hendricks	3	B. Wosje
Hoffman	9	T. Larson
Montevideo	33	M. Warner
Montevideo	22	A. Schwandt
Morgan	5	L. Ludke
Olivia-Danube	9	K. Olson
Parkers Prairie	24	C. Davis
Redwood Falls	22	D. Vauphi
Renville	23	M. Wacholz
Tracy	13	G. Erdman
Willmar	39	D. Shodean
Willmar	24	F. Boeder
Willmar	10	W. Ruf, G. Arfstrom
Willmar	1	J. Thell
	<u>376</u>	

The Data for 215 farms are shown in tables on succeeding pages. Some farms were omitted from the averages because the records were not sufficiently complete and some were submitted after we began the area report.

Work Unit values are found in Table 7. The Work Unit is the average accomplishment of a worker in a 10 hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.

The Work Unit values used this year were developed as a result of time studies conducted by the University of Minnesota Agricultural Economics Department.

The increase in mechanization has made it possible for a man to do more work in a day; therefore, it was decided to up-date work unit values to present day conditions. The Vo-Ag instructors, with the help of Dr. Truman Nodland and his associates in the Department of Agricultural Economics, used time-study data from several universities to develop the work unit values used in this report.

TABLE 1A - FARM INVENTORIES - 1971

Item	Average	
	215 Farms	
1 Size of Farm-Total Acres	382.1	
2 -Tillable Acres	313.6	
3 Work Units-Crops	146.32	
4 -Livestock	171.52	
5 -Other	27.95	
6 Total Size of Business in Work Units	345.79	
7 Number of Workers	1.3	
7A Farm Capital Investment Per Worker	83029	

Item	Average	
	215 Farms	
	Jan. 1	Dec. 31
<u>Productive Livestock</u>		
9 Dairy Cows	3658	3896
10 Other Dairy Cattle	2043	2511
11 Beef Breeding Cattle	1535	2626
12 Beef Feeder Cattle	5112	6394
13 Hogs	1638	2234
14 Sheep (Inc. Feeders)	110	101
15 Poultry (Inc. Turkeys)	37	34
16 Other Productive Livestock	6	13
17 Total Productive Livestock	\$14139	\$17809
18 Crop, Seed and Feed	10089	12042
<u>Power, Machinery and Equipment</u>		
20 Auto and Truck (Farm Share)	1609	1748
21 Power and Machinery	11190	12516
22 Livestock Equipment	2145	2375
23 Total Power, Machinery & Equip	14944	16639
24 Land	44040	45037
25 Buildings-Fences-Etc.	14244	15099
26 Total Farm Capital	\$97456	\$106626

Tables 1A and 1B show the beginning of the year and end of the year inventory value for each part of the farm business. These tables represent whole-farm capital investment. For only the operators share of capital invested in the farm business, see Table 5 - Net Worth Statement, items 1-6.

Livestock, Crops, Seed and Feed reflect a conservative market price at the time the inventory is taken. Machinery, Equipment and Building values reflect cost less depreciation. Land is valued at cost rather than present market value.

Table 1B - FARM INVENTORIES -1971

Item	41 Most Profitable	41 Least Profitable
1 Size of Farm-Total Acres	520.0	287.9
2 -Tillable Acres	461.4	238.5
3 Work Units-Crops	211.07	107.05
4 -Livestock	148.55	134.71
5 -Other	25.60	25.80
6 Total Size of Business in Work Units	385.22	267.56
7 Number of Workers	1.4	1.2

Item	Jan. 1	Dec. 31	Jan. 1	Dec.31
8 <u>Productive Livestock</u>				
9 Dairy Cows	1836	2030	2552	2821
10 Other Dairy Cattle	1139	1469	1325	1729
11 Beef Breeding Cattle	821	3099	957	919
12 Beef Feeder cattle	11128	13882	2798	3279
13 Hogs	1860	2827	2106	2457
14 Sheep (Incl. Feeders)	110	87	187	193
15 Poultry (Inc. Turkeys)	12	10	118	124
16 Other Productive Livestock			17	61
17 Total Productive Livestock	\$16906	\$23404	\$10060	\$11583
18 Crop, Seed and Feed	15858	21194	7442	6379
19 <u>Power, Machinery and Equipment</u>				
20 Auto and Truck (Farm Sahare)	1964	2364	1478	1394
21 Power and Machinery	15032	18103	8018	8455
22 Livestock Equipment	2662	3210	1380	1391
23 Total Power, Mach. & Equip	19658	23677	10876	11240
24 Land	51392	51392	48640	48714
25 Buildings-Fences Etc.	16440	17795	13188	13403
26 Total Farm Capital	\$ 120254	\$137462	\$90206	\$91319

(continued from page 3)

Other measures of farm size in Tables 1A and 1B as shown by items 1 through 7 are Acres, Wcrk Units and Number of Workers.

Work Units ranged from a low of 140 total work units to a high of 1515 tctal wcrk units.

The Number of Workers shown in item 7 includes the operator (s) hired labor, unpaid family labor and the labor portion of custom work hired.

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

Item	Average of 215 Farms	41 Most Profitable Farms	41 Least Profitable Farms
1 Sale of Livestock and Livestock Products			
2 Dairy Cows	864	426	551
3 Dairy Products	6896	3844	4106
4 Other Dairy Cattle	937	569	641
5 Beef Breeding Cattle	334	191	528
6 Beef Feeder Cattle	11314	25312	5294
7A Hogs Complete	3342	5063	3189
7B Hogs Finishing	1011	1201	1725
7C Hogs Producing Weaning Pigs	359	12	769
8A Sheep and Wool, Farm Flock	106	158	112
8B Sheep and Wool, Feeder Lambs			2
9 Chickens (Inc. Hens & Broilers)	21	2	62
10 Turkeys			
11 Eggs	50	26	26
12 Other Productive Livestock			
12A Total Sales of Productive Livestock	\$25234	\$36804	\$17000
13 Sale of Crops			
14 Corn	5668	11005	4718
15 Soybeans, Flax, Sunflowers	3303	6569	2115
16 Wheat, Oats, Barley, Rye	1302	2673	720
17 Potatoes, Sugar Beets, Canning & Other crops A - B	258	597	147
18 Hay, Silage and Other Crops	130	114	91
19 Diverted Acre Payment	1626	2602	1200
19A Total Sales From Crops	\$12287	\$23560	\$8991
20 Capital Assets Sold	541	1212	149
21 Gas Tax Refund	123	165	122
22 Income From Work Off the Farm	866	1119	796
23 Patronage Refunds	486	650	520
24 Miscellaneous Farm Income	352	682	245
25 Total Farm Sales	\$39889	\$64192	\$27828
26 Increase in Farm Capital	9973	17822	3229
27 Family Living From the Farm	490	335	1155
28 Total Farm Receipts (25) - (26) - (27)	\$50352	\$82349	\$32212

Tables 2A and 2B show the cash receipts and expenses for the whole farm including the landlords share. Table 6A and 6B show the receipts and expenses of the operator of each farm. Operator labor earnings are shown on Table 6B. Tables 2A, 2B, 6A, and 6B show the average of all farms, the high return farms and low return farms with reference to labor earnings.

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1971

Item	Average of 215 Farms	41 Most Profitable Farms	41 Least Profitable Farms
1 Purchase of Livestock		97	151
2 Dairy Cows	231	97	270
3 Other Dairy Cattle	182	31	88
4 Beef Breeding Cattle	659	1612	3034
5 Beef Feeders	6057	14049	434
6A Hogs Complete	396	348	512
6B Hogs Finishing	331	583	91
6C Hogs Producing Weaning Pigs	24		9
7A Sheep, Farm Flock	13		
7B Sheep, Feeder Lambs			
8 Chickens (Incl. Hens & Broilers)	74	6	342
9 Turkeys			
10 Other Productive Livestock	7		37
11 Miscellaneous Livestock Exp.	718	638	537
12 Feed Bought	4224	5475	3906
13 Fertilizer	2465	4155	1822
14 Chemicals	878	1550	616
15 Other Crop Expense	1444	2530	1093
16 Custom Work Hired	1097	1434	759
17 Rep. & Upkeep of Lvstk, Equip.	189	232	150
18 Rep. U Upkeep of Farm Real Est.	331	432	255
19 Gas, Oil, Grease Bought F. S.	1294	1758	1122
20 Rep. & Op. Mach. Trac. Trk., Auto F. S.	1726	2289	1764
21 Wages of Hired Labor	593	750	540
22 Pers. Prop. & Real Est. Taxes	1064	1463	1067
23 General Farm Expense	466	542	462
24 Telephone Expense (F. S.)	100	104	98
25 Electricity Expense (F. S.)	314	317	292
26 Total Cash Oper. Exp.	\$24877	\$40395	\$19451
27 Pow. Crop & Gen. Mach. Bot. F.S.	4489	7210	2886
28 Livestock Equip. Bought	623	922	296
29 New Real Est. & Improvements	3010	3330	1583
30 Total Farm Purchases (26) Thru (29)	\$32999	\$51857	\$24216
31 Decrease in Farm Capital	800	615	2119
32 Interest on Farm Capital	6122	7731	5445
33 Unpaid Family Labor	374	287	311
34 Labor Charge Part. & Oth. Op.	357	600	238
35 Board Furnished Hired Labor	79	123	65
36 Total Farm Exp. (30) Thru (35)	\$40731	\$61213	\$32394
37 Labor Earn. (Whole Farm) (2A/2B) - (36)	9622	21137	(-182)
38 Number of Operators	1	1	1

TABLE 3 - ENTERPRISE STATEMENTS - 1971

Item	Average of 215 Farms	41 Most Profitable Farms	41 Least Profitable Farms
<u>1 RETURNS AND NET INCREASES</u>			
2 Productive Livestock			
3 Dairy Cattle	6993	3936	4312
4 Other Dairy Cattle	2397	1644	1555
5 Beef Breeding Cattle	927	911	412
6 Feeder Cattle	6345	13943	2664
7 Complete Hog Enterprise	3449	5348	3134
8 Hog Finishing Enterprise	818	966	1226
9 Producing Weaning Pigs	322	36	675
10 Farm Flock of Sheep	85	136	109
11 Feeder Lambs			2
12 Chickens(Inc. Hens & Broil.)	173	23	656
13 Turkeys			
14 Other Productive Livestock	1		6
15 All Productive Livestock	\$21510	\$26943	\$14751
16 Value of Feed Fed to Live.	11797	15043	9021
17 Return Over Feed From Live.	9713	11900	5730
18 Crop, Seed and Feed	16940	30196	9474
19 Income From Labor Off Farm	559	512	516
20 Cooperative Patronage Ref.	486	650	520
21 Miscellaneous Farm Income	352	682	245
22 Total Returns & Net Inc.	\$28050	\$43940	\$16485
<u>23 EXPENSE AND NET DECREASES</u>			
24 Truck & Auto (Farm Share)	1455	1803	1184
25 Tractors and Crop Machinery	4705	5855	4179
26 Electricity	314	317	292
27 Livestock Equipment	605	624	467
28 Buildings, Fences & Tiling	1471	1477	1548
29 Bare Land			
30 Misc. Livestock Expense	718	638	537
31 Labor	1051	1650	1150
32 Labor Charge for Other Opers.	357	600	238
33 Property Tax	1064	1463	1067
34 General Farm Exp. & Tele.	566	645	560
35 Interest on Farm Capital	6122	7731	5445
36 Total Exp. & Net Decreases	\$18428	\$22803	\$16667
37 Labor Earnings	9622	21137	(-182)
38 Number of Farm Operators	1	1	1

TABLE 4 - HOUSEHOLD EXPENSES - 1971

Item	Average of 117 Farms	20 Most Profitable Farms	21 Least Profitable Farms
1 Number of Persons-Family	5	5	5
2 Number of Adult Equivalent-Family	3.4	3.6	3.3
3 Church & Welfare	301	316	166
4 Medical Care & Health Ins	632	700	534
5 Food & Meals Bought	1010	1038	963
6 Operating Exp. & Supplies	347	293	290
7 Furnishings & Equipment	372	291	286
8 Clothing & Clothing Materials	359	368	316
9 Pers. Care, Pers. Spending	131	119	103
10 Education	113	105	157
11 Recreation	143	106	183
12 Gifts & Special Events	164	155	196
13 Pers. Share Truck & Auto Exp.	261	342	367
14 Oper. Share Upkeep on Dwelling	95	153	78
15 Pers. Share Tel. & Elect Exp.	149	158	128
16 Total Cash Living Expense	\$4077	\$4144	\$3767
17 Pers. Share New Truck & Auto	193	347	346
18 New Dwelling Bought	296	646	15
19 Taxes and Other Deductions	473	780	316
20 Life Ins. & Oth. Sav. & Inv.	412	326	649
21 Total Household & Pers. (16)-			
(20)	\$5451	\$6243	\$5093
22 Total Fam. Liv. From Farm (33)	286	352	226
23 Total Cash & Non-Cash Exp. (21)-(22)	\$5737	\$6595	\$5319
24 FAMILY LIVING FROM THE FARM - AVERAGE			
25		Amount	\$Opp. Share
26 Milk & Cream		455	44
27 Beef		743	198
28 Pork		225	37
29 Lamb		2	1
30 Poultry		20	5
31 Eggs		7	1
32 Veg, Fruit, Spuds, and Fuel, Other			1
33 Total Family Living From the Farm			\$287

TABLE 5A - NET WORTH STATEMENT - OPERATOR - 1971

Item	Average of 215 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	\$13419	\$17137
2 Crop, Seed and Feed	9860	11759
3 Total Power, Machinery and Equipment	14392	16087
4 Land	33797	34637
5 Buildings, Fences, Etc.	13773	14672
6 Total Farm Capital	85241	94292
7 Non-Farm Assets	7443	7735
8 Dwelling	3621	3748
9 Total Assets	\$96305	\$1,05775
10 Real Estate Mortgages	24100	24103
11 Chattel Mortgages	12794	15414
12 Notes	5780	7008
13 Accounts Payable	1427	1755
14 Total Liabilities	\$44101	\$48280
15 Farmers Net Worth	\$52204	\$57495
16 Gain or (Loss) in Net Worth		5291
17 Supplementary Management Information		
18 Operators Labor Earnings (6B-39)	7089	
19 Return to Capital and Family Labor (6B/40)	10157	
20 Non-Farm Income		
21 Outside Investment Income	91	
22 Other Personal Income & Income Tax Refund	708	
23 Total Non-Farm Income	799	
24 Total Money Borrowed	21376	
25 Total Paid on Debt (Principal)	17446	
26 Total Hshld. & Pers. Cash Exp. (4/23)	4096	
27 Ratio Tot. Farm Exp. to Tot. Farm Rec.	.850	
28 Ratio Tot. Assets to Tot. Liab.	Jan. 2.184	Dec. 2.191
29 Ratio Non-Real Est. Assets		2.1
Non-Real Est. Liab.	2.16	2.18
30 Ratio Real Est. Assets to Real Est. Liab.	2.12	2.20
31 Ratio Net Worth to Total Liab.	1.18	1.19
32*Ratio Cash Op. Exp. to Adj. Tot. Farm Sales		.77

*Adjusted TOTAL FARM SALES DOES NOT INCL. SALE OF CAP. ASSETS

The NET WORTH STATEMENT shows the operators financial progress during the year and from this statement he can study his progress from year to year. Items 1 thru 6 show the distribution of capital invested by the operator in the farm business.

ITEM 27 - The Ratio of Total Farm Expense to Total Farm Receipts, sometimes called the Gross Ratio, expresses the percentage of each dollars worth of income consumed by expense. It is calculated by dividing item 38, Table 6B by item 2^a, Table 6A.

Item 28 - The Ratio of Total Assets to Total Liabilities, sometimes called the Net Capital Ratio, measures the degree of financial safety in the farm business. It shows the number of dollars in assets available to cover each dollar of debt.

Operator's Net Worth Statement
Table 5 - NET WORTH STATEMENT OF THE MOST AND LEAST PROFITABLE FARMS

Item	41 Most Profitable FARMS		41 Least Profitable FARMS	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Prod. Lvstk.	\$23562	\$31647	\$ 9019	\$10129
2 Crop, Seed & Feed	15957	22358	6853	5772
3 Tot. Power, Mach.&Eq.	18679	21722	10821	11687
4 Land	52796	53373	38154	40254
5 Building, Fences, Etc.	20713	20964	12380	14007
6 Total Farm Capital	131707	150064	77227	81849
7 Non-Farm Assets	7814	7569	9508	10326
8 Dwelling	5470	6057	3807	3826
9 Total Assets	\$144991	\$163690	\$90542	\$96001
10 Real Estate Mortgages	35557	34330	24028	21729
11 Chattel Mortgages	18785	22352	12242	15907
12 Notes	7697	8821	3870	4284
13 Accounts Payable	1119	2466	1387	1384
14 Total Liabilities	\$63158	\$67969	\$41527	\$ 46304
15 Farmers Net Worth	\$81833	\$95721	\$49015	\$49697
16 Gain or (Loss) In Net Worth		13888		682
17 Supplementary Management Information				
18 Op. Labor Earn. (6B/39)			-1317	
19 Ret. Cap. & Fam. Lab. (6B/40)	21888		1237	
20 Non-Farm Income				
21 Outside Inv. Inc.	196		77	
22 O. Pers. Inc. & Inc.Tax	570		1212	
23 Tot. Non-Farm Income	766		1289	
24 Tot. Money Borrowed	38671		20183	
25 Tot. Paid on Debt (Pr)	34631		14994	
26 Tot. Hsh. & P. C. Exp. (4/23)	4544		4374	
27 R.T.F. Exp. to T.F. rec.	786		1.037	
28 Ra.T. Assets to T. Liab.	Jan. 2.296	Dec. 2.408	Jan. 2.180	Dec. 2.973
29 Ratio Non-Real Est Ass				
Non-Real Est Liab	2.39	2.48	2.07	1.76
30 Ra.R.E.Ass.-R. E. Liab	2.22	2.34	2.26	2.35
31 Ra.Net W. to Tot. Liab.	1.30	1.41	1.18	1.07
32 *Ratio Cash Op. Exp. to				
Adj. Total Farm Sales		.79		.94

*ADJUSTED TOTAL FARM SALES DOES NOT INC. SALE OF CAP. ASSETS

Item 29 - THE RATIO OF NON-REAL ESTATE ASSETS TO NON-REAL ESTATE LIABILITIES sometimes called the Intermediate Ratio, is calculated by dividing the sum of items 2, 3, & 7 by the Non-Real Estate Liabilities, items 11, 12, 13.

Item 30 - THE RATIO OF REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES is CALCULATED by dividing the sum of items 4, 5, & 8 by item 10. Lending agencies are often interested in the relationship of item 29 to item 30.

Item 32 - THE RATIO OF CASH OPERATING EXPENSE TO ADJUSTED TOTAL FARM SALES is calculated by dividing item 28 in Table 6B by item 29, Table 6A. It differs from item 27 (Ratio of Total Farm Expense to Total Farm Receipts) in that it does not include the sale or purchase of Capital Assets.

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS

Item	Average of 215 Farms	41 Most Profitable	41 Least Profitable
1 Sale of Livestock & Livestock Products			
2 Dairy Cows	797	694	369
3 Dairy Products	6568	6698	2442
4 Other Dairy Cattle	872	1156	440
5 Beef Breeding Cattle	287	487	347
6 Beef Feeder Cattle	10869	28170	5821
7A Hogs Complete	3323	4536	3740
7B Hogs Finishing	919	1241	1098
7C Hogs Producing Weaning Pigs	326		708
8A Sheep & Wool, Farm Flock	93	112	74
8B Sheep & Wool, Feeder Lambs			2
9 Chickens (Hens & Broilers)	20	6	60
10 Turkeys			
11 Eggs	40	48	22
12 Other Productive Livestock			
12A Total Sales of Productive Lvstk.	24114	43148	15123
13 Sales of Crops			
14 Corn	4569	6727	6034
15 Soybeans, Flax, Sunflowers	2895	4414	2406
16 Wheat, Oats, Barley, Rye	1126	1545	722
17 Potatoes, Sug. Beets, Canning & Ot. Crops			
A & B	215	412	75
18 Hay, Silage & Other Crops	113	44	101
19 Diverted Acre Payment	1481	2249	1336
19A Total Sales From Crops	\$10426	\$15391	\$10674
20 Capital Assets Sold	365	1008	212
21 Gas Tax Refund	120	153	125
22 Income From Work Off Farm	849	624	804
23 Patronage Refunds	479	611	525
24 Miscellaneous Farm Income	339	576	280
25 Total Farm Sales	36692	61511	27743
26 Increase in Farm Capital	9704	18559	6455
27 Family Living From Farm	472	344	1108
28 Total Farm Receipts (25)-(26)-(27)	46868	80854	35306
29 Adj. Total Farm Sales (25)-(20)	36327	60503	27531
30 Total Cash Farm Oper. Expense	27947	47760	23190
31 Net Cash Operating Income	8380	12743	4341

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES

Item	Average of 215 Farms	41 Most Profitable Farms	41 Least Profitable Farms
1 <u>Purchase of Livestock</u>			
2 Dairy Cows	\$ 198	\$ 181	\$ 159
3 Other Dairy Cows	156	112	257
4 Beef Breeding Cattle	659	2356	82
5 Beef Feeder Cattle	5806	14344	3282
6A Hogs Complete	396	241	483
6B Hogs Finishing	331	552	314
6C Hogs Producing Weaning Pigs	24		90
7A Sheep, Farm Flock	7		8
7B Sheep, Feeder Lambs			
8 Chickens	73	23	340
9 Turkeys			
10 Other Productive Livestock			
11 Miscellaneous Livestock Expense	695	1005	475
12 Feed Bought	4085	6062	3895
13 Fertilizer	2313	3720	2114
14 Chemicals	832	1285	694
15 Other Crop Expense	1401	2083	1148
16 Custom Work Hired	1073	1683	787
17 Repair & Upkeep Livestock Equip.	173	207	116
18 Repair & Upkeep Farm Real Estate	313	447	220
19 Gas, Oil, Grease Bought (FS)	1267	1609	1257
20 Rep. & Op. Mach. Tr. Trk. Auto (FS)	1692	2086	1784
21 Wages of Hired Labor	586	821	524
22 Pers. Prop. & Real Est. Taxes	946	1406	1016
23 Cash Rent	1409	2351	936
24 General Farm Expense	456	513	466
25 Telephone Expense (FS)	97	119	104
26 Electricity Expense (FS)	302	365	277
27 Interest Expense	2657	4190	2362
28 Total Cash Operating Expense	\$27947	\$47761	\$23190
29 Power, Crop, & Gen Mach Bought (FS)	4383	6247	3589
30 Livestock Equipment Bought	584	873	257
31 New Real Estate & Improvements	2984	3308	5059
32 Total Farm Purchases (28) thru (37)	35898	58189	32095
33 Decrease in Farm Capital	798	641	1923
34 Interest on Farm Capital	2673	4263	2304
35 Unpaid Family Labor	332	338	249
37 Board Furnished Hired Labor	78	137	52
38 Total Farm Expense (32) thru (37)	39779	63568	36623
39 Labor Earnings (Oper. Share) (6A/s8)- (38)	7089	17287	-1317
40 Return to Capital & Family Labor	10157	21888	1237

Table 6B lists the operators share of expense items. Cash rent and cash interest paid by the operator are included as part of cash operating expense. The sum of item 27, Interest Expense; and item 34, Interest on Farm Capital equals 6% of the operators average capital. Return to Capital and Family Labor represents the amount available for debt service, Living expense and savings.

EXPLANATION OF WORK UNITS

The TOTAL WORK UNITS on any one farm is one measure of the size of that farm business. A Work Unit, as used in this report, is the average accomplishment of a farm worker in a ten hour day. Total number of Work Units is not a measure of how hard a farmer works or how much machinery and equipment is used in getting the work done but it does measure how much is being accomplished on the farm. The Work Unit values in Table 7 below were changed in 1968 to make this a more realistic measure.

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

Item	No. of Work Units	Items	No. of Work Units/acre
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2/head	Canning Peas	.30/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeder	.12/cwt.	Canning Corn	.40/acre
Hogs-Complete	.12/cwt.	Corn for Grain	.55/acre
Hogs-Finishing	.06/cwt.	Soybeans	.45/acre
Hogs-Wean. Pigs	1.4/litter	Corn & Cane Silage	.80/acre
Sheep, Farm Flock	.60/head	Alfalfa Hay	.60/acre
Lambs, Feeder	.30/head	O. Leg. & Mix. Hay	.40/acre
Chickens, Lay. Flock	5.0/100	Tame Grass Hay	.20/acre
Broilers	.20/cwt.	Annual Hay	.30/acre
Turkey, Lay. Flock	25.0/100	Leg. & Grass Silage	.40/acre
Turkey Poults	.12/cwt.	Legume & Grass Sedd	.40/acre
Labor Off the Farm	1.0/\$20	Summer Fallow Tilled	.40/acre
Diverated Acres	.20/acre	Wild Hay	.20/acre
		Sugar Beets	2.00/acre

POWER AND MACHINERY EXPENSE

Power and machinery expense per crop acre is an indication of the economy with which capital is invested in these items. The expenses are usually high on farms with small acreage. In some cases low expenses for labor might be offset by high power and equipment costs. The farmer is interested in operating at the lowest cost for power, machinery and labor combined. Those figures are found at the bottom of Table 8.

Average of whole farm Labor Earnings Correlated with Excelled Factors

Excelled Factors	Ave. Labor Earnings
0 or 1	\$-154
2	1163
3	3652
4	6086
5	8354
6	13896
7 or more	24996

Figure 1. RANGE IN LABOR EARNINGS - 1971

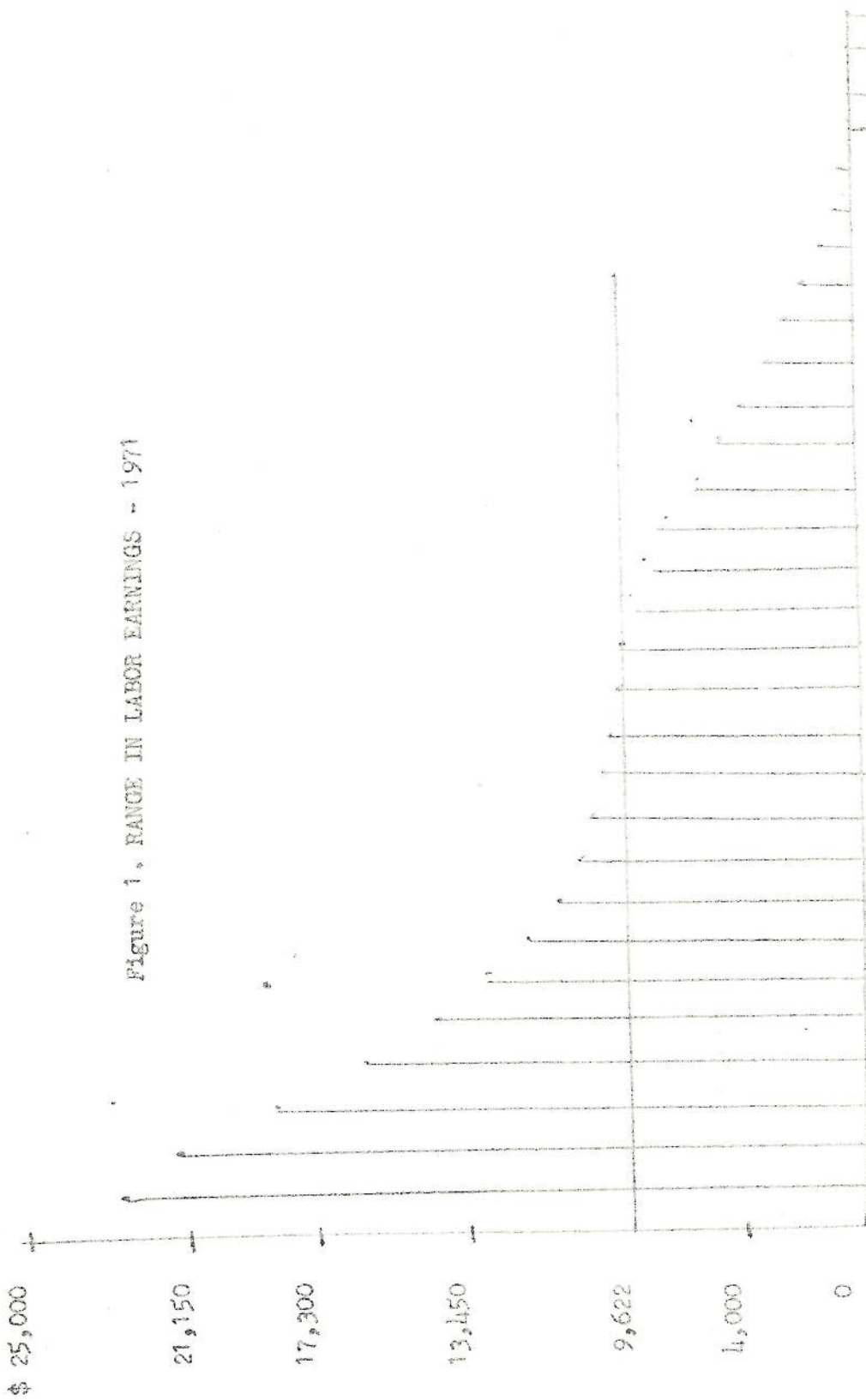


Figure 1 provides a graphic description of the wide variation in earnings among whole farms in any given year. Some causes for these differences, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. Management factors affecting earnings are presented in Table #8 and elsewhere in this report.

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanation and definitions are for use in interpreting Table 8 and the Thermometer Chart on page 17.

1. Labor Earnings - A measure of the relative financial return for the operator's labor, taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found also in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as a percentage of the average; the average being 100%.
3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on soil, TD^N yield, labor required, etc. Rating can be found on Table 3.
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 - Measure the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
6. Livestock Units per 100 Acres - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.
7. Size of Business - Work Units - A measure of the total work load. A Work Unit represents the average accomplishment of a worker in one 10-hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.
8. Work Units per Worker - Measures labor efficiency. It is the total work units divided by the number of workers including the operator, hired labor and family labor.
9. Power, Machinery, Equipment and Building Expense per Work Unit - A measure of expense control. It is the total cost of items 24 through 28 in Table 3 divided by the number of Work Units.
10. Farm Capital Investment per Worker - Indicate size of business. Useful in comparing a farm business to other industries or businesses.

Other items listed on Table 8 are related to the above measures and serve to further define and describe the efficiency level of the farm business. Note should be taken that items listed on Table 8 and the Thermometer Charts are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate above-average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1971

Item	Average of 215 Farms	41 Most Profitable Farms	41 Least Profitable Farms
1 Labor Earnings	\$ 9622	\$21137	\$ (-182)
2 Crop Yield Index	100	105	79
3 % Till.Land in H. R. Crops	69.7	74.1	66.5
4 Gr.Ret./Till.Acre Ex. Past.	71.21	84.12	57.73
5 Ret.\$100 Prod. Lvstk, Index	100	109	94
6 Lvstk.Units Per 100 Acres*	22.9	23.2	21.1
7 Size of Bus.-Work Units	345.7	385.2	267.5
8 Work Units Per Worker	286.5	287.0	322.4
9 Pow. Mach.Equ./Work Units	25.68	26.45	28.79
10 Farm Cap. Invest./Worker	\$83029	\$99541	\$85518
11 Index of Ret. \$100 Feed From			
12 Complete Hog Enterprise	100	104	93
13 Hog Finishing Enterprise	100	99	89
14 Producing Weaning Pigs	100		94
15 Dairy Cattle	100	113	94
16 Other Dairy	100	123	99
17 All Dairy & Dual Purp. Cattle	100	115	95
18 Beef Breeding Cattle	100	148	83
19 Beef Feeder Cattle	100	101	101
20 Sheep Farm Flock	100	101	78
21 Feeder Lambs			
22 Chickens-Laying Flock	100	161	104
23 Chickens-Broilers			
24 Turkeys - Laying Flock			
25 Turkey Poults			
26 Other Prod. Lvstk.	100		69
27 Number of Animal Units	76.6	101.7	54.7
28 <u>Work Units</u>			
29 Crops	146.3	211.0	107.0
30 Productive Livestock	171.5	148.5	134.7
31 Other Prod. Work Units	27.9	25.6	25.8
32 <u>Expenses Per Work Unit</u>			
33 Trac. & Crop Mach. Exp.	\$14.50	\$15.98	\$15.38
34 F.S. of Auto & Truck Exp.	4.62	4.93	4.96
35 F. S. of Electric	.96	.83	1.20
36 Lvstk. Equipment Exp.	1.54	1.41	1.42
37 Build. Fenc. & Tiling Exp.	4.05	3.26	5.81
38 Tractor & Crop Mach. Exp.	14.95	12.66	15.93
Per Crop Acre**			
39 Farm Po. & Mach. Coast All.to Lvstk	565.49	423.36	553.81
40 Build.Fenc. & Tiling Cost All. to			
Crops	744.26	978.19	755.33
41 *ACRES INCLUDE ALL TILL. 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 solid lines across the center of this page.

Labor Earnings	Crop Yields	Acre Return Crops	Gross Return Per Acre	Return From Prod. Livstk.	Livstk. Units Per 100 Acres	Work Units Per Worker	Pow.-Mach.	
							Equip. cost Per Unit	Invest. Per Worker
15000	140	90	100	120	43	500	16	185000
11000	120	80	85	110	33	420	21	130000
Whole Farm 9621	100	70	71	100	23	345	26	83000
Operator 7089								
3500	80	55	55	90	13	275	29	30000
0	60	40	40	80	0	200	34	5000

TABLE 9 - CROP PRODUCTION - 1971

Item	Unit	Crop Rank	Average of 215 Farms Acres	Yield
1 Oats & Mixtures	Bus	D	34.4	64.9
2 Oats Dilage	Ton	C	1.0	7.0
3 Canning Peas	\$	B	.9	51.11
4 Wheat	Bus	C	11.0	32.6
5 Barley	Bus	C	6.8	48.1
6 Flax	Bus	C	4.3	16.7
7 Rye	Bus	D	1.5	31.3
8 Total Small Grain & Peas			59.9	
9 Canning Corn	\$	B	1.5	54.67
10 Corn Grain & Seed Corn	Bus	A	119.0	82.3
11 Soybeans-Grain	Bus	B	47.6	24.9
12 Corn and Cane Silage	Ton	B	18.1	11.3
13 Corn and Cane Fodder	Ton	D	.9	1.1
14 Potatoes	CWT	A		
15 Sugar Beete	Ton	A		
16 Sunflowers	CWT	A	.2	70.0
17 Other Cultivated Crops-A	\$		1.0	128.00
18 Other Cultivated Crops-B	\$.3	126.67
19 Total Cultivated Crops			188.6	
20 Alfalfa Hay	Ton	A	29.0	4.2
21 Other Legume Hay & Mix.	Ton	B	2.0	2.5
22 Tame Grass Hay	Ton	C	.1	
23 Annual Hay	Ton	D	.3	3.3
24 Legume & Grass Silage	Ton	B	.5	10.0
25 Legume Seed	LBS			
26 Grass Seed	LBS			
27 Total Hay			31.9	
28 Alfalfa & Mix. Pasture			1.3	
29 Other Legume Pasture			.1	
30 Other Tillable Pasture			1.9	
31 Total Tillable Pasture			3.3	
32 Diverted Acres Income	\$	A	28.2	56.84
33 Summer Fallow-Tilled				
34 Other Tillable Land Idle			1.7	
35 Total Tillable Land			313.6	
36 Wild Hay	\$	D	2.3	.43
37 Non-Tillable Pasture			29.4	
38 Timber	\$		6.0	.33
39 Roads & Waste			19.8	
40 Farmstead			10.9	
41 Total Acres In Farm			382.0	
42 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>				
43 Percent Land Tillable				82.1
44 Percent In High Return Crops				70.9
45 *Fertilizer Cost Per Acre				7.94
46 *Crop Chemicals Per Acre				2.83
47 *Seed and Other Costs Per Acre				4.65
48 *Gas, Oil, Grease Bought Per Acre, Crop Machinery				2.99
49 *Tillable Land Minus Pasture				

TABLE 9A - CROP PRODUCTION - 1971

Items	Unit	41 High In Labor Earnings			41 Low In Labor Earnings		
		Crop Rank	Ave. No. Acres	Average Yield	Ave. No. Acres	Average Yield	
1 Oats & Mixtures	Bus	D	33.1	79.7	30.5	46.9	
2 Oats Silage	Ton	C	1.3	6.9	.8	7.5	
3 Canning Peas	\$	A	1.2	52.50	.7		
4 Wheat	Bus	C	22.4	32.9	8.3	26.6	
5 Barley	Bus	D	14.9	47.0	3.1	42.3	
6 Flax	Bus	C	4.6	14.3	3.9	11.0	
7 Rye	Bus	D	2.3	36.5	.6	43.3	
8 Total Small Grain & Peas			79.8		47.9		
9 Canning Corn	\$	A	2.9	65.86	1.6	41.25	
10 Corn Gr. & Seed Corn	Bus	A	193.8	93.2	95.2	72.1	
11 Soybeans-Grain	Bus	B	96.1	26.7	33.2	22.7	
12 Corn & Cane Sil.	Ton	A	14.6	14.0	7.4	9.2	
13 Corn & Cane Fodder	Ton						
14 Potatoes	CWT						
15 Sugar Beets	Ton						
16 Sunflowers	CWT				.6	40.0	
17 O. Cult. Crops-A	\$		4.6	128.04	.7	115.71	
18 O. Cult. Crops-B	\$						
19 Total Cult. Crops			312.0		138.7		
20 Alfalfa Hay	Ton	B	22.4	5.6	20.3	3.0	
21 O. Leg. Hay & Mix	Ton	C	.4		3.8	1.3	
22 Tame Grass Hay	Ton	D					
23 Annual Hay	Ton	D	.4	2.5	.1		
24 Leg. & Grass Sil.	Ton	B			.9	11.1	
25 Legume Seed	LBS						
26 Grass Seed	LBS						
27 Total Hay			23.2		25.1		
28 Alf. & Mix Past.		B	.6				
29 O. Leg. Pasture		C					
30 O. Till. Pasture		D	1.1		2.5		
31 Total Till. Pasture			1.7		2.5		
32 Div. Acres Income	\$	A	44.6	58.54	19.6	60.51	
33 Summer Fall.-Till.		D					
34 O. Till. Land Idle					4.6		
35 Total Tillable Land			461.3		238.4		
36 Wild Hay	\$		1.5		.9		
37 Non Till Pasture			21.8		18.5		
38 Timber	\$		5.3		7.2		
39 Roads & Waste			16.3		14.6		
40 Farmstead			13.8		8.2		
41 Total Acres in Farm			520.0		287.8		

42	SUPPLEMENTARY MANAGEMENT INFORMATION					
43	Percent Land Tillable			88.7		82.8
44	Percent in High Ret. Crops			73.8		70.6
45	*Fertilizer Cost Per Acre			9.04		7.72
46	*Crop Chemicals Per Acre			3.37		2.61
47	*Seed & Other Costs Per Acre			5.50		4.63
48	*Gas, Oil, Grease Bot. Per Acre Crop Mach.			2.87		3.18

49 * Tillable Land Minus Pasture

TABLE 10 - CROP ANALYSIS

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

Costs such as fertilizer, chemicals, seed and others, hired labor and custom work are costs that are assigned to each individual crop in the account book. These costs are shown in Table 10, under supplemental costs.

Other costs, called allocated costs, are not actual costs incurred but a calculated cost. The power and crop machinery expense per crop work unit is calculated from the expenses and net decrease on Table 3. Work Units for each crop are used as a factor to calculate the per acre cost for power and crop machinery.

Land cost used is considered the going rental value for land of similar type in the local area. Land rental value reflects a charge for taxes and interest on investment in land. The only cost not included is interest on power and machinery investment, storage cost, and the operators labor.

TABLE 10 - CROP DATA FOR OATS AND MIXTURES - 1971

Item	Average Yield of 180 Farms	90 Farms High In Yield	90 Farms Low In Yield
1 Acres	41.1	43.9	38.3
2 Yield/Acre	64.9	80.0	47.6
3 Value/Unit	.52	.52	.52
4 Gross Return	33.75	41.60	24.75
5 Supplemental Costs			
6 Fertilizer	2.48	2.71	2.25
7 Chemicals	.39	.46	.31
8 Seed and Other	2.43	2.41	2.48
9 Hired Labor			
10 Custom Work	1.51	1.62	1.36
11 Total Supplemental Costs	6.81	7.20	6.40
12 Return Over Supplemental Cost	26.94	34.40	18.35
13 Allocated Cost			
14 Power & Crop Machinery Costs	9.96	9.03	11.79
15 Land Cost	17.42	16.61	18.38
16 Miscellaneous Cost	.05	.05	.03
17 Total Allocated Costs	27.43	25.69	30.20
Total Cost Per Unit	.53	.41	.77
18 Total Cost	34.24	32.89	36.60
19 Return Over Total Costs	-.49	8.71	-11.85

TABLE 10 - CROP DATA FOR OATS SILAGE - 1971

Item	Average Yield of 8 Farms	4 Farms High In Yield	4 Farms Low In Yield
1 Acres	26.8	25.2	28.4
2 Yield/Acre	7.3	8.6	6.2
3 Value/Unit	6.50	7.00	6.00
4 Gross Return	47.45	60.20	37.20
5 Supplemental Costs			
6 Fertilizer	2.57	1.35	3.70
7 Chemicals	.07		.18
8 Seed and Other	3.51	4.44	2.68
9 Hired Labor			
10 Custom Work	1.57	.04	2.92
11 Total Supplemental Costs	7.72	5.83	9.48
12 Return Over Supplemental Costs	39.73	54.37	27.72
13 Allocated Costs			
14 Power & Crop Machinery Expense	13.28	12.04	15.72
15 Land Cost	25.97	24.84	26.97
16 Miscellaneous Cost			
17 Total Allocated Costs	39.25	36.88	42.69
18 Total Listed Costs	46.97	42.71	52.17
19 Return Over Total Costs	.48	17.49	-14.97

TABLE 10 - CROP DATA FOR CANNING PEAS - 1971

Item	Average Yield of 10 Farms	5 Farms High In Yield	5 Farms Low In Yield
1 Acres	19.5	19.8	19.1
2 Yield/Acres	50.56	76.16	24.29
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	50.56	76.16	24.29
5 Supplemental Costs			
6 Fertilizer	3.64	3.94	3.35
7 Chemicals	1.13	2.22	
8 Seed and Other	.31		.63
9 Hired Labor			
10 Custom Work	.51		1.05
11 Total Supplemental Costs	5.59	6.16	5.03
12 Return Over Supplemental Costs	44.97	70.00	19.26
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.96	9.03	11.79
15 Land Cost	25.33	25.45	25.39
16 Miscellaneous Costs			
17 Total Allocated Costs	35.29	34.48	37.18
18 Total Listed Costs	40.88	40.64	42.21
19 Return Over Total Listed Costs	9.68	35.52	-17.92

TABLE 10 - CROP DATA FOR WHEAT - 1971

Item	Average Yield of 73 Farms	36 Farms High In Yield	36 Farms Low In Yield
1 Acres	32.4	31.1	33.4
2 Yield/Acre	32.6	39.5	26.0
3 Value/Unit	1.54	1.54	1.53
4 Gross Return	50.20	60.83	39.78
5 Supplemental Costs			
6 Fertilizer	4.07	4.18	4.01
7 Chemicals	.56	.55	.60
8 Seed and Other	4.10	4.15	3.98
9 Hired Labor			
10 Custom Work	1.70	2.09	1.38
11 Total Supplemental Costs	10.43	10.97	9.97
12 Return Over Supplemental Costs	39.77	49.86	29.81
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.96	9.03	11.79
15 Land Cost	19.20	17.75	20.63
16 Miscellaneous Costs			
17 Total Allocated Costs	29.22	26.91	32.42
18 Total Listed Costs	39.65	37.88	42.39
19 Return Over Total Listed Cost	10.55	22.95	-2.61

TABLE 10 - CROP DATA FOR BARLEY - 1971

Item	Average Yield of 32 Farms	16 Farms High in Yield	16 Farms Low in Yield
1 Acres	45.8	66.2	25.3
2 Yield/Acre	48.0	51.9	37.9
3 Value/Unit	.85	.86	.83
4 Gross Return	40.84	44.63	31.46
5 Supplemental Costs			
6 Fertilizer	3.80	3.75	3.95
7 Chemicals	.79	.94	.40
8 Seed and Other	2.90	2.90	2.89
9 Hired Labor			
10 Custom Work	.87	.88	.87
11 Total Supplemental Costs	8.36	8.47	8.11
12 Return Over Supplemental Costs	32.44	36.16	23.35
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.96	9.03	11.79
15 Land Cost	15.96	15.82	16.44
16 Miscellaneous Costs			
17 Total Allocated Costs	25.96	24.91	28.23
18 Total Listed Costs	34.32	33.38	36.34
19 Return Over Total Listed Costs	6.48	11.25	-4.88

TABLE 10 - CROP DATA FOR FLAX - 1971

Item	Average Yield of 25 Farms	12 Farms High In Yield	12 Farms Low In Yield
1 Acres	36.8	43.7	28.8
2 Yield/Acre	16.7	20.9	10.6
3 Value/Unit	2.47	2.40	2.54
4 Gross Return	41.25	50.16	26.92
5 Supplemental Costs			
6 Fertilizers	1.30	1.26	1.53
7 Chemicals	1.01	1.28	.73
8 Seed and Other	3.48	3.36	3.61
9 Hired Labor			
10 Custom Work	.98	1.14	.73
11 Total Supplemental Costs	6.77	7.04	6.60
12 Return Over Supplemental Costs	34.48	43.12	20.32
13 Allocated Costs			
14 Power & Machinery Expense	9.96	9.03	11.79
15 Land Cost	16.17	16.45	15.63
16 Miscellaneous Costs	.22	.37	
17 Total Allocated Costs	26.35	25.85	27.42
18 Total Listed Costs	33.12	32.89	34.02
19 Return Over Total Listed Costs			

TABLE 10 - CROP DATA FOR RYE - 1971

Item	Average Yield of 12 Farms	6 Farms High In Yield	6 Farms Low In Yield
1 Acres	26.4	26.7	26.0
2 Yield/Acre	31.9	38.2	25.5
3 Value/Unit	.83	.83	.82
4 Gross Return	26.48	31.71	20.91
5 Supplemental Costs			
6 Fertilizer	3.75	2.51	5.04
7 Chemicals	.30	.11	.50
8 Seed and Other	2.65	3.18	2.08
9 Hired Labor			
10 Custom Work	.80	1.54	.04
11 Total Supplemental Costs	7.50	7.34	7.66
12 Return Over Supplemental Cost	18.98	24.37	13.25
13 Allocated Costs			
14 Power & Crop Machinery Expense	9.96	9.03	11.79
15 Land Cost	18.90	19.25	18.62
16 Miscellaneous Costs			
17 Total Allocated Costs	28.86	28.28	30.41
18 Total Listed Costs	36.36	35.62	38.07
19 Return Over Total Listed Costs	-9.88	-3.91	-17.16

TABLE 10 - CROP DATA FOR CANNING CORN - 1971

Item	Average Yield of 11 Farms	5 Farms High In Yield	5 Farms Low In Yield
1 Acres	30.0	29.8	29.0
2 Yield/Acre	53.13	72.92	32.24
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	53.13	72.92	32.24
5 Supplemental Costs			
6 Fertilizer	8.90	10.97	8.97
7 Chemicals	3.57	4.66	3.34
8 Seed and Other	.60	1.38	
9 Hired Labor			
10 Custom Work	1.97	4.33	
11 Total Supplemental Costs	15.04	21.34	12.31
12 Return Over Supplemental Costs	38.09	51.58	19.93
13 Allocated Costs			
14 Power & Crop Machinery Expense	13.28	12.04	15.72
15 Land Cost	25.50	26.78	25.83
16 Miscellaneous Costs			
17 Total Allocated Costs	38.78	38.82	41.55
18 Total Listed Costs	53.82	60.16	53.86
19 Return Over Total Listed Costs	-.69	12.76	-21.62

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1971

Item	Average Yield of 207 Farms	103 Farms High In Yield	103 Farms Low In Yield
1 Acres	122.9	162.2	83.7
2 Yield/Acre	82.3	93.7	60.5
3 Value/Unit	1.10	1.09	1.10
4 Gross Return	90.53	102.13	66.55
5 Supplemental Costs			
6 Fertilizer	15.79	18.63	10.27
7 Chemicals	5.02	5.75	3.61
8 Seed and Other	6.79	7.52	5.41
9 Hired Labor	.04	.02	.08
10 Custom Work	1.99	2.05	1.91
11 Total Supplemental Costs	29.63	33.97	21.28
12 Return Over Supplemental Costs	60.90	68.16	45.27
13 Allocated Costs			
14 Power & Crop Machinery Expense	18.26	16.56	21.62
15 Land Cost	22.83	24.99	18.70
16 Miscellaneous Costs	.38	.56	.05
17 Total Allocated Costs	41.47	42.11	40.37
18 Total Listed Costs	71.10	76.08	61.65
19 Return Over Total Listed Costs	19.43	26.05	4.90

TABLE 10 - CROP DATA FOR SOYBEANS - GRAIN - 1971

Item	Average Yield of 132 Farms	66 Farms High In Yield	66 Farms Low In Yield
1 Acres	77.6	88.9	66.3
2 Yield/Acre	24.9	28.8	19.6
3 Value/Unit	2.89	2.87	2.91
4 Gross Return	71.96	82.66	57.04
5 Supplemental Costs			
6 Fertilizer	.28	.19	.41
7 Chemicals	3.47	3.86	2.96
8 Seed and Other	4.19	4.15	4.24
9 Hired Labor	.09	.11	.05
10 Custom Work	.90	.93	.86
11 Total Supplemental Costs	8.93	9.24	8.52
12 Return Over Supplemental Costs	63.03	73.42	48.52
13 Allocated Costs			
14 Power & Crop Machinery Expense	14.94	13.55	17.69
15 Land Cost	24.74	25.42	23.83
16 Miscellaneous Costs	.06		.17
17 Total Allocated Costs	39.74	38.97	41.69
18 Total Listed Costs	48.67	48.21	50.21
19 Return Over Total Listed Costs	23.29	34.45	6.83

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

Item	Average Yield of 135 Farms	67 Farms High In Yield	67 Farms Low In Yield
1 Acres	28.7	24.8	32.9
2 Yield/Acre	11.4	15.5	8.2
3 Value/Unit	8.00	7.93	8.00
4 Gross Return	91.20	122.92	65.60
5 Supplemental Costs			
6 Fertilizer	9.27	13.51	6.14
7 Chemicals	2.61	3.75	1.73
8 Seed and Other	4.60	5.24	4.13
9 Hired Labor			
10 Custom Work	1.50	1.29	1.67
11 Total Supplemental Costs	17.98	23.79	13.67
12 Return Over Supplemental Costs	73.22	99.13	51.93
13 Allocated Costs			
14 Power & Crop Machinery Expense	26.56	24.08	31.44
15 Land Cost	17.25	20.65	14.74
16 Miscellaneous Costs	.10	.24	
17 Total Allocated Costs	43.91	44.97	46.18
18 Total Listed Costs	61.89	68.76	59.85
19 Return Over Total Listed Costs	29.31	54.16	5.75

TABLE 10 - CROP DATA FOR Other Cultivated CROPS -A - 1971

Items	Average Yield of 3 Farms
1 Acres	72.7
2 Yield/Acre	125.89
3 Value/Unit	1.00
4 Gross Return	125.89
5 Supplemental Costs	
6 Fertilizer	
7 Chemicals	8.79
8 Seed and Other	9.05
9 Hired Labor	
10 Custom Work	1.72
11 Total Supplemental Costs	19.56
12 Return Over Supplemental Costs	106.33
13 Allocated Costs	
14 Power & Crop Machinery Expense	9.96
15 Land Cost	27.74
16 Miscellaneous Costs	
17 Total Allocated Costs	37.70
18 Total Listed Costs	57.26
19 Return Over Total Listed Costs	68.63

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1971

Item	Average Yield of 177 Farms	88 Farms High In Yield	88 Farms Low In Yield
1 Acres	35.2	30.0	40.2
2 Yield/Acre	4.2	4.7	2.4
3 Value/Unit	21.53	21.77	21.30
4 Gross Return	90.43	102.32	51.12
5 Supplemental Costs			
6 Fertilizer	4.20	5.03	3.63
7 Chemicals	.09		.15
8 Seed and Other	4.20	5.10	3.58
9 Hired Labor	.06	.10	
10 Custom Work	1.25	2.43	.40
11 Total Supplemental Costs	9.80	12.66	7.76
12 Return Over Supplemental Costs	80.63	433.20 89.66	43.36
13 Allocated Costs			
14 Power & Crop Machinery Expense	19.92	18.06	23.58
15 Land Cost	17.41	21.00	14.80
16 Miscellaneous Costs	.20	.17	.20
17 Total Allocated Costs	37.53	39.23	38.58
18 Total Listed Costs	47.33	51.89	46.34
19 Return Over Total Listed Costs	43.10	93.97 50.43	4.78

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

Item	Average Yield of 13 Farms	6 Farms High In Yield	6 Farms Low In Yield
1 Acres	33.5	40.7	30.0
2 Yield/Acre	2.2	3.2	1.0
3 Value/Unit	17.46	16.83	17.33
4 Gross Return	38.41	53.86	17.33
5 Supplemental Costs			
6 Fertilizer	1.16	1.77	
7 Chemicals			
8 Seed and Other	1.49	2.53	
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	2.65	4.30	
12 Return Over Supplemental Costs	35.76	49.56	17.33
13 Allocated Costs			
14 Power & Crop Machinery Expense	13.28	12.04	15.72
15 Land Cost	13.97	14.13	12.20
16 Miscellaneous Costs	.03		
17 Total Allocated Costs	27.28	26.17	27.92
18 Total Listed Costs	29.93	30.47	27.92
19 Return Over Total Listed Costs	8.48	23.39	-10.59

TABLE 10 - CROP DATA FOR DIVERTED ACRES - 1971

Item	Average Yield of 197 Farms	98 Farms High In Yield	98 Farms Low In Yield
1 Acres	30.8	32.5	29.0
2 Yield/Acre	56.82	67.88	44.28
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	56.82	67.88	44.28
5 Supplemental Costs			
6 Fertilizer	.03	.06	
7 Chemicals	.10	.15	.04
8 Seed and Other	.17	.25	.04
9 Hired Labor		.03	
10 Custom Work	.07	.09	
11 Total Supplemental Costs	.37	.58	.08
12 Return Over Supplemental Costs	56.45	67.30	44.20
13 Allocated Costs			
14 Power & Crop Machinery Expense	6.64	6.02	7.86
15 Land Cost	21.85	25.05	18.24
16 Miscellaneous Costs			
17 Total Allocated Costs	28.49	31.07	26.10
18 Total Listed Costs	28.86	31.65	26.18
19 Return Over Total Listed Costs	27.96	36.23	18.10

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

Item	Average of 71 Farms	23 Farms	23 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Pounds of Hogs Prod. -Total	52476	41630	56973
2 Total Value Produced	\$19.87	\$23.92	\$17.20
3 Pounds of Feed Fed			
4 Corn	312.0	290.8	354.7
5 Small Grain	45.1	61.3	36.3
6 Protein, Salt & Mineral	68.5	62.9	65.7
7 Complete Ration	89.0	296.4	15.3
8 Total Concentrates	514.6	711.4	472.0
9 Forages	7.8	16.0	4.7
10 Feed Cost			
11 Concentrates & Forages	12.91	11.88	13.77
12 Pasture	.01		.02
13 Total Feed Costs	12.92	11.88	13.79
14 Return Over Feed Cost	6.95	12.04	3.41
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	.55	.51	.64
17 Veterinary Expense	.12	.14	.09
18 Custom Work	.39	.43	.44
19 Total Supplemental Costs	1.06	1.08	1.17
20 Return Over Feed & Supp. Costs	5.89	10.96	2.24
20A Allocated Costs			
20B Power & Machinery Costs	.39	.34	.49
20C Livestock Equipment	.40	.49	.39
20D Building & Fences	.56	.49	.77
20E Total Allocated Costs	1.35	1.32	1.65
20F Return Over All Listed Costs	4.54	9.64	.59
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	\$153.76	201.31	\$124.75
23 Price Received Per CWT.	18.46	21.26	17.03
24 No. of Litter Farrowed	35	40	30
25 No. of Pigs Born Per Litter	9.0	9.9	7.7
26 No. of Pigs Weaned Per Litter	7.3	8.2	6.0
27 Per Cent Death Loss	12.0	12.7	11.4
28 Av. Weight of Hogs Sold	192.2	126.9	235.2
29 Price Per CWT. Conc. Fed	2.50	1.65	2.91
30 Pounds of Pork Purchased	3732	1497	6636

A COMPLETE HOG ENTERPRISE is one where the pigs are farrowed and fed out on the farm. Feed fed includes the feed for the breeding herd as well as those marketed. Farms producing less than 5000 lbs. were not included in the above averages.

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

Item	Average of 26 Farms	9 Farms High In Return Over Feed	9 Farms Low In Return Above Feed
1 Average No. of Pigs on Hand	95.1	106.2	78.9
2 Total Pounds of Hogs Produced	39052	40220	33003
3 Total Value Produced	Per Hundred Weight 16.90	19.96	15.29
4 Pounds of Feed Fed			
5 Corn			
6 Small Grain	303.1	221.4	384.4
7 Protein, Salt & Mineral	54.2	29.6	102.2
8 Complete Ration	82.7	123.1	60.6
9 Total Concentrates	69.0	6.4	228.1
	509.0	380.5	775.3
10 Forages			
11 Feed Costs			
12 Concentrates & Forages	12.38	11.45	14.97
13 Pasture			
14 Total Feed Costs	12.38	11.45	14.97
15 Return Over Feed Cost	4.52	8.51	.32
16 Supplemental Costs			
17 Miscellaneous Livestock Exp.	.26	.25	.44
18 Veterinary Expense	.07	.09	.03
19 Custom Work	.31	.10	.39
20 Total Supp. Costs	.64	.44	.86
21 Return Over Feed Cost	3.88	8.07	-.54
21A Allocated Costs			
21B Power & Machinery Costs	.19	.17	.24
21C Livestock Equipment Costs	.20	.24	.19
21D Building & Fences	.28	.25	.38
21E Total Allocates Costs	.67	.66	.81
21F Return Over All Listed Costs	3.21	7.41	-1.35
22 Supplementary Management Information			
23 Return for \$100 Feed Fed	\$136.46	\$174.29	\$102.10
24 Price Received Per CWT.	17.80	17.98	17.28
25 Ave. Weight of Pigs Sold	233.3	231.9	248.0
26 Average Price Paid Per Pig Bot.	15.08	15.72	14.53
27 Ave. Weight Per Pig Bot.	40.6	52.6	37.6
28 No. Pigs Purchased	170	123	133
29 Pounds of Pork Purchased	6904	6467	5004
30 Per Cent Death Loss	4.4	5.8	4.3
31 Price Per CWT. Conc. Fed	2.42	3.01	1.90

A HOG FINISHING ENTERPRISE is one where all hogs were purchased as feeders and fed out. Farms producing less than 5000 lbs. were not included in the averages.

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

Item	Average of 16 Returns	5 Farms High In Return Above Feed	5 Farms Low in Return Above Feed
1 Number of Litters Farrowed	35	29	22
2 Total Value Produced	117.34	Per Litter 125.86	106.86
3 Pounds of Feed Fed			
4 Corn	1041.2	626.0	1228.5
5 Small Grain	635.5	614.2	1085.1
6 Protein, Salt & Mineral	394.9	376.3	177.2
7 Complete Ration	87.9		447.3
8 Total Concentrates	2159.5	1616.5	2938.1
9 Forages	31.3		118.2
10 Feed Cost			
11 Concentrates & Forages	68.71	53.76	92.55
12 Pasture	.11		.55
13 Total Feed Costs	68.82	53.76	93.10
14 Return Over Feed Cost			
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	5.09	5.48	4.45
17 Veterinary Expense	.06	.28	
18 Custom Work	1.40	2.10	1.82
19 Total Supplemental Costs	6.55	7.86	6.27
20 Return Over Feed & Supplemental Costs	41.97	64.24	7.49
20A Allocated Costs			
20B Power & Machinery Costs	4.57	3.79	5.45
20C Livestock Equipment Costs	4.67	5.68	4.50
20D Building & Fences	6.47	5.70	8.94
20E Total Allocates Cost	15.71	15.17	18.89
20F Return Over All Listed Costs	26.26	49.07	-11.40
21 Supplementary Mangement Information			
22 Return for \$100 Feed Fed	170.49	234.12	114.79
23 Average Price Rec. Per Pig Sold	15.95	15.79	17.40
24 No. of Pigs Prod.	249	209	124
25 No. of Pigs Born Per Litter	9.5	9.0	9.0
26 No. of Pigs Weaned Per Litter	7.1	7.2	5.7
27 Per Cent Death Loss	20.2	15.4	27.0
28 Price Per CWT. Conc. Fed	3.17	3.33	3.13
29 Feed & Supp. Costs Per Pig Prod.	10.59	8.55	17.63

TABLE 12 - DAIRY COWS - 1971

Item	Average of 89 Farms	29 Farms	29 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average Number of Cows	29.7	32.4	27.9
	Per Cow		
2 Pounds of Milk	11570	13534	9334
3 Pounds of Butterfat	441.2	466.7	411.5
4 Per Cent Butterfat in Milk	3.7	3.4	4.4
5 Value of Produce			
6 Dairy Products Sold	552.02	657.01	419.46
7 Dairy Products Used in Home	4.31	3.27	6.24
8 Milk Fed to Livestock	6.90	5.37	8.75
9 Net Inc. in Value of Cows	-4.98	7.22	-9.96
10 Total Value Produced	558.25	672.87	424.49
11 Pounds of Feed Fed			
12 Corn	2951.1	3125.1	2932.0
13 Sm. Gr. & Com. Dairy Ration	1983.2	2524.6	1504.2
14 Protein, Salt & Mineral	542.8	573.3	516.3
15 Total Concentrates	5487.1	6223.0	4952.5
16 Legume Hay	5565.6	5705.0	5195.9
17 Other Hay & Dry Roughage	857.4	816.1	567.3
18 Silage	10804.1	12581.5	8852.3
19 Feed Costs			
20 Concentrates	125.76	126.76	118.85
21 Roughages	103.84	110.71	90.97
22 Pasture	3.40	1.23	5.63
23 Total Feed Costs	233.00	238.70	215.45
24 Return Over Feed Cost	325.25	434.17	209.04
25 Supplemental Costs			
26 Mis. Livestock Expense	25.52	30.46	16.70
27 Veterinary Expense	5.22	8.80	2.80
28 Custom Work	19.53	22.47	17.60
29 Total Supplemental Costs	50.27	61.73	37.10
30 Return Over Feed & Supp. Costs	274.98	372.44	171.94
30A Allocated Costs			
30B Power & Machinery Costs	23.06	19.93	28.74
30C Livestock Eq. Costs	24.69	29.40	24.27
30D Building & Fences	32.40	28.75	44.82
30E Total Allocates Cost	80.15	78.08	97.83
30F Return Over All Listed Costs	194.83	294.36	74.11
31 Supplementary Management Information			
32 Return for \$100 Feed Fed	239.60	281.89	197.02
33 Feed Cost Per CWT. Milk	2.01	1.76	2.31
34 Feed Cost Per Pd. of Butterfat	.528	.511	.524
35 Pounds of Milk Per Pd. of Conc.	2.109	2.175	1.885
36 Ave. Price Per CWT. Milk Sold	4.87	4.93	4.64
37 Ave. Price Per Pd. of Butterfat	1.31	1.43	1.04

TABLE 13 - OTHER DAIRY CATTLE - 1971

Item	Average of 89 Farms	29 Farms	29 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Number of Head	38.9	35.5	43.0
2 Net Inc. in Value	146.79	179.21	118.51
3 Pounds of Feed Fed			
4 Concentrates	1195.1	951.7	1252.0
5 Hay & Roughage	2540.7	2169.0	2637.9
6 Silage	4436.6	3465.9	4753.7
7 Milk	113.1	111.4	117.0
8 Feed Cost			
9 Concentrates	29.54	25.18	34.28
10 Roughages	41.62	34.62	45.02
11 Milk	5.17	5.07	5.63
12 Pasture	1.95	1.94	1.93
13 Total Feed Costs	78.28	66.81	86.86
14 Return Over Feed Cost	68.51	112.40	31.65
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	2.47	2.34	2.77
17 Veterinary Expense	.59	.51	.60
18 Custom Work	1.08	.73	1.07
19 Total Suppl. Costs	4.14	3.58	4.44
20 Ret. Over Feed & Supp. Costs	64.37	108.82	27.21
20A Allocated Costs			
20B Power & Machinery Costs	3.93	3.40	4.93
20C Livestock Equipment Costs	4.23	5.04	4.16
20D Building & Fences	5.55	4.93	7.68
20E Total Allocates Cost	13.71	13.37	16.77
20F Return Over All Listed Costs	50.66	95.45	10.44
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	187.52	268.21	136.44
23 Per Cent Death Loss	8.2	7.4	9.1

OTHER DAIRY CATTLE includes all young dairy animals that are not in the milking herd. On some farms where only a few dairy steers are fed out with young stock, they are also included in Other Dairy Cattle.

Dairy herds with less than 10 cows were not included in the averages.

TABLE 14 - ALL DAIRY AND DUAL PURPOSE CATTLE-1971

Item	Average of 89 Farms	29 Farms High In Return Above Feed	29 Farms Low In Return Above Feed
1 Average Number of Cows	29.7	30.1	29.4
	Per Cow		
2 Value of Dairy Products	563.23	656.84	452.52
3 Net Inc. In Value	185.32	249.70	150.51
4 Total Value Produced	748.55	906.54	603.03
5 Pounds of Feed Fed			
6 Concentrates	7049.5	8091.1	6589.8
7 Hay & Dry Roughages	9713.5	10393.4	9229.7
8 Silage	16549.6	19880.9	13376.7
9 Feed Cost			
10 Concentrates	170.71	174.85	170.20
11 Roughage	157.71	172.86	143.50
12 Pasture Costs	5.96	5.65	7.76
13 Total Feed Costs	334.38	353.36	321.46
14 Return Over Feed Cost	414.17	553.18	281.57
15 Supplemental Costs			
16 Misc. Livestock Expense	28.72	31.99	18.98
17 Veterinary Expense	5.99	9.07	3.33
18 Custom Work	20.91	24.68	18.27
19 Total Supp. Costs	55.62	65.74	40.58
20 Ret. Over Feed & Supp. Costs	358.55	487.44	240.99
20A Allocated Costs			
20B Power & Machinery Costs	28.24	23.95	35.98
20C Livestock Equipment Costs	28.63	34.16	28.21
20D Building & Fences	39.67	34.56	56.05
20E Total Allocates Costs	96.54	92.67	120.24
20F Return Over All Listed Costs	262.01	394.77	120.75
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	223.86	256.55	187.59

TABLE 14 includes costs and returns from the Dairy Cows and Other Dairy Cattle combined. These Total Costs and Returns are calculated on a per dairy cow basis.

TABLE 15 A - BEEF BREEDING CATTLE -1971

Item	Average of 22 Farms	7 Farms High In Return Above Feed	7 Farms Low In Return Above Feed
1 Average No. of Beef Cows	55.4	29.2	36.2
2 Ave. No. Other Beef An. & Bulls	30.1	33.2	16.3
3 Pounds of Beef Produced	19811	20893	8581
4 Net Increase in Value	Per Cow		
	139.48	251.85	93.62
5 Pounds of Feed Fed			
6 Grain	1102.1	1848.5	426.5
7 Protein, Salt & Mineral	39.3	116.0	71.4
8 Legume Hay	2654.1	4168.3	2258.1
9 Other Hay & Roughage	470.0	296.5	1128.6
10 Silage	6694.2	5874.2	6503.2
11 Feed Cost			
12 Concentrates	15.60	44.93	14.25
13 Roughages	55.96	65.48	46.24
14 Pasture	5.69	14.04	9.36
15 Total Feed Costs	77.25	124.45	69.85
16 Return Over Feed Cost	62.23	127.40	23.77
17 Supplemental Costs			
18 Miscellaneous Livestock Exp.	8.29	2.02	4.20
19 Veterinary Expense	.81	1.13	.64
20 Custom Work	2.13	1.71	.64
21 Total Suppl. Costs	11.23	4.86	5.48
22 Ret. Over Feed & Supp. Costs	51.00	122.54	18.29
22A Allocated Costs			
22B Power & Machinery Costs	4.92	4.24	6.16
22C Livestock Equipment Costs	5.01	6.09	4.83
22D Building & Fences	6.94	6.16	9.60
22E Total Allocates Costs	16.87	16.49	20.59
22F Return Over All Listed Costs	34.13	106.05	-2.30
23 Supplementary Management Information			
24 Return for \$100 Feed Fed	180.54	202.37	134.01
25 Price Per CWT. Sold	30.52	33.49	26.00
26 Ave. Weight Per Head Sold	674	1157	600
27 Percent Death Loss	4.1	3.4	8.0
28 Percent Calf Crop			

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

TABLE 15B - FEEDER CATTLE - 1971

Item	Average of 69 Farms	23 Farms	
		High In Return Above Feed	Low In Return Above Feed
1 Ave. No. of Beef Feeder	96.4	70.0	70.9
2 Pounds of Beef Producted	59950	41015	44303
Per Hundred Weight			
3 Net Inc. Value of Animals	32.62	38.15	28.94
4 Pounds of Feed Fed			
5 Grain	647.2	565.6	686.1
6 Protein, Salt & Mineral	37.3	36.6	48.3
7 Legume Hay	181.5	127.1	290.9
8 Other Hay & Dry Roughage	126.2	149.3	61.4
9 Silage	687.2	982.0	701.4
10 Feed Costs			
11 Concentrates	14.57	11.85	16.82
12 Roughages	4.83	5.10	5.32
13 Pasture	.02	.02	
14 Total Feed Costs	19.42	16.97	22.14
15 Return Over Feed Cost	13.20	21.18	6.80
16 Supplemental Costs			
17 Misc. Livestock Expense	.47	.69	.47
18 Veterinary Expense	.18	.07	.18
19 Custom Work	.86	1.22	.89
20 Total Supplemental Costs	1.51	1.98	1.54
21 Ret. Over Feed & Supp. Costs	11.69	19.20	5.26
21A Allocated Costs			
21B Power & Machinery Costs	.39	.34	.49
21C Livestock Equipment Costs	.40	.49	.39
21D Building & Fences	.56	.49	.77
21E Total Allocates Costs	1.35	1.32	1.65
21F Return Over All Listed Costs	10.34	17.88	3.61
22 Supplementary Management Information			
23 Return For \$100 Feed Fed	167.97	224.84	130.70
24 Price Per CWT. Sold	31.42	31.34	30.76
25 Average Weight Per Head Sold	1015.6	1003.9	1038.4
26 Price Per CWT. Bought	34.33	32.88	34.74
27 Aveage Weight Per Head Bought	521.3	518.7	516.3
28 Number of Head Bought	105	73	81
29 Percent Death Loss	2.0	1.3	3.2

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

TABLE 16A - SHEEP FLOCK - 1971

Item	Average of 9 Farms
1 Average Number of Ewes	76.3
2 Pounds of Lamb & Mutton Produced	6801
3 Pounds of Wool Produced	601
	Per Ewe
4 Value of Produce	
5 Wool	4.55
6 Net Inc. in Value of Animals	21.77
7 Total Value Produced	26.32
8 Pounds of Feed Fed	
9 Grain	352.0
10 Protein, Salt & Mineral	16.4
11 Legume Hay	1044.4
12 Other Hay & Dry Roughage	7.0
13 Silage	283.0
14 Feed Cost	
15 Concentrates	8.09
16 Roughage	11.49
17 Pasture	1.44
18 Total Feed Costs	21.02
19 Return Over Feed Costs	5.30
20 Supplemental Costs	
21 Mis. Livestock Expense	1.26
22 Veterinary Expense	.07
23 Custom Work	1.06
24 Total Supplemental Costs	2.39
25 Ret. Over Feed & Supp. Costs	2.91
25A Allocated Costs	
25B Power & Machinery Costs	1.96
25C Livestock Equipment Costs	2.00
25D Building & Fences	2.78
25E Total Allocates Costs	6.74
25F Return Over All Listed Costs	- 3.83
26 Supplementary Management Information	
27 Return for \$100 Feed Fed	125.19
28 Price Per CWT Lamb & Mutton Sold	26.52
29 Lbs. Wool/ Per Sheep Shear.	12.5
30 No. of Ewes Kept for Lambing	66
31 Percent of Lamb Crop	141
32 Percent Death Loss	13.6

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

TABLE 17 A - LAYING FLOCK - CHICKENS - 1971

Item	Average of 14 Farms	7 Farms	7 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average Number of Hens	831.0	1338.4	323.6
Per Hen			
2 Value of Produce			
3 Eggs Sold & Used	3.95	4.42	2.00
4 Inc. In Value of Flock	-.97	-1.07	-.58
5 Total Value Produced	2.98	3.35	1.42
6 Pounds of Feed Fed			
7 Grain	41.0	10.7	166.5
8 Protein, Salt & Mineral	6.0	3.3	17.1
9 Complete Commercial Feed	39.0	29.9	76.9
10 Total Pounds Fed	86.0	43.9	260.5
11 Total Feed Cost	2.84	2.85	2.75
12 Return Over Feed Cost	.14	.50	-1.33
13 Supplemental Costs	.06	.07	.03
14 Ret. Over Feed & Supp. Costs	.08	.43	-1.36
14A Allocated Costs			
14B Power & Machinery Costs	.16	.14	.21
14C Livestock Equipment Costs	.17	.20	.16
14D Building & Fences	.23	.21	.32
14E Total Allocates Cost	.56	.55	.69
14F Return Over All Listed Costs	-.48	-.12	-2.05
15 Supplementary Management Information			
16 Return for \$100 Feed Fed	104.92	117.57	51.69
17 Eggs Laid Per Hen	203	224	118
18 Price/Doz. Eggs Sold-Cents	.21	.21	.20
19 Feed Cost/Doz. Eggs-Cents	.17	.15	.28
20 Ret. Over Feed Cost/Doz. Eggs	.01	.03	-.13
21 Percent Death Loss	6.6	5.2	14.1