

1972 Annual Report

FARM MANAGEMENT PROGRAM NORTHEASTERN MINNESOTA

In Cooperation with

**Minnesota Department of Education
Vocational Division**

and

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

and

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

April, 1973

1972 REPORT OF THE VOCATIONAL AGRICULTURE FARM MANAGEMENT
PROGRAM IN NORTHEASTERN MINNESOTA

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Introduction

The Minnesota Vocational Agriculture Farm Management Program is available to all farmers and ranchers through their local Vocational Agricultural Instructor.

The basic plan available to farmers, is an annual analysis program (designed for the small to medium farmer).

For a cost of about \$14.00, the farmer receives a computerized depreciation schedule, and a very complete enterprise analysis of his farming operation. In addition he will be working with a Farm Management Instructor who teaches him basic accounting procedures and helps him to budget, interpret his analysis, plan his operation, and plan his credit needs. The "Ag. Man" also helps him keep up with the latest agricultural developments. In short, the "Ag. Man" helps the farmer to get the most out of his farm and himself.

The Duluth Area Vocational-Technical Institute, in cooperation with the University of Minnesota and the Vocational Division of the Minnesota State Department of Education, is charged with the responsibility for operation and maintenance of the Vocational Agriculture Farm Management Program in Northeastern Minnesota. This 1972 report represents the seventeenth annual report for this area.

The report and analysis of records were completed under the direction of Rodger Palmer, Vo Ag Coordinator at the Duluth Area Vocational-Technical Institute. Clerical assistance was provided by Lorraine Anderson, Estelle Anderson, Donna Korfe, Tom Schultz, and Dair Nichols and his clerical class.

Directing locally in a supervisory capacity were: Richard Pearson, Superintendent of Duluth Public Schools and Kenneth Hausauer, Director of Adult Education, Duluth.

Cooperating agencies were represented by: Mr. Paul Day and Mr. Robert Van Tries of the Vocational Division, State Department of Education, and Dr. R. Paul Marvin and Dr. Edgar Persons of the Agriculture Education Department of the University of Minnesota.

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

Special thanks are also extended to William Guelker, Vo Ag Coordinator from Staples.

This report deals with farmers enrolled in adult programs of schools shown below. 312 records were submitted for analysis with averages of 252 included in this report.

1972 Records for analysis were received from:

<u>School</u>	<u>Records</u>	<u>Instructor</u>
Bagley	26	Ken Ostlund
Bagley	23	Bill Wendlandt (Vets)
Baudette	3	*Robert Borchardt, Otto Lee (Co. Agt.)
Cherry	7	*Ed Takala
Eagle Bend	21	Tom Harper (Vets)
Eagle Bend	23	Bill Ladwig
Northome	21	Paul Jourdan (Vets)
Park Rapids	21	Mendell Francis (Vets)
Pine City	30	Arvid Anderson
Pine City	22	Garland Kotek (Vets)
Sebeka	22	Del Harrington
Staples	18	Don Baustian (Vets)
Staples	32	Wayne Haglin
Staples	23	Lennen Naley
Wadena	<u>20</u>	John Johnson (Vets)
TOTAL	312	

Records this year, for the 9th year, were analyzed by electronic data processing with the work being done by Agriculture Records Cooperative at Madison, Wisconsin.

IRRIGATED CROPS

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

There were 18 farms that had varying amounts of irrigation on a variety of crops.

*High School Instructors doing some adult work.

TABLE 1 SUMMARY OF FARM INVENTORIES, 1972 (Average 252 Farms)

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

* Table 1 lists the categories of farm capital for the average of 252 farms and for the 50 most profitable and 50 least profitable farms.

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

Machinery, equipment, and building values reflect cost less depreciation.

TABLE 1 (continued)		50 High	50 Low		
1.	Size of Farm - Total Acres	428.5		279.1	
2.	- Tillable Acres	244.7		138.4	
3.	Work Units - Crops	111.05		56.84	
4.	- Livestock	331.81		123.74	
5.	- Other	6.95		10.30	
6.	TOTAL SIZE OF FARM IN WORK UNIT	449.81		190.88	
7.	Number of Workers	1.8		1.5	
7A.	Farm Capital Investment Per Worker	51692		36897	
		Jan. 1	Dec. 31	Jan. 1	Dec. 31
8.	PRODUCTIVE LIVESTOCK				
9.	Dairy Cows	10497	12520	4127	4384
10.	Other Dairy Cattle	5834	8238	1712	2022
11.	Beef Breeding Cattle	5056	6208	2510	3188
12.	Beef Feeder Cattle	616	580	349	1009
13.	Hogs	1421	2296	505	712
14.	Sheep (incl. Feeders)	40	38	144	176
15.	Poultry (incl. Turkeys)			1	
16.	Other Productive Livestock	19	24	151	168
17.	TOTAL PRODUCTIVE LIVESTOCK	23483	29904	9499	11659
18.	Crop, Seed and Feed	7934	9634	2598	2458
19.	POWER, MACHINERY AND EQUIPMENT				
20.	Auto and Truck (farm share)	1119	1236	1279	1407
21.	Power and Machinery	9402	11793	4555	6974
22.	Livestock equipment	3658	4133	1405	1597
23.	TOTAL POWER, MACHINERY AND EQUIPMENT	14179	17162	7239	9978
24.	Land	18762	19438	13053	14480
25.	Buildings - Fences - etc.	11861	15878	7232	8003
26.	TOTAL FARM CAPITAL	76219	92016	39621	46578

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

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

TABLE 2A. SUMMARY OF CASH RECEIPTS - 1972		Average of '52 Farms	50 High	50 Low
1	SALE OF PRODUCTIVE LIVESTOCK			
2	Beef Cattle	1694	3295	1089
3	Pigs	11574	21182	5228
4	Other Farm Animals	1498	2298	849
5	Beef Breeding Cattle	1189	1995	820
6	Beef Breeder Cattle	715	1122	1151
7A	Days Old Chicks	707	1613	357
7B	Days Old Poultry	85	5	11
7C	Hogs, including Weaning Pigs	970	2267	596
8A	Sheep, including Farm Flock	80	20	158
8B	Sheep, including Breeder Lambs	1		6
9	Chickens (including Hens and Broilers)	10		
10	Poultry			
11	Other	11		
12	Other Farm and Livestock	3	3	6
12A	TOTAL SALES OF PRODUCTIVE LIVESTOCK	18497	33800	10271
13	SALE OF CROPS			
14	Corn	112	43	68
15	Soybeans, Flax, Sunflowers	4		3
16	Wheat, Oats, Sorghum, Rye	281	572	108
17	Potatoes, Sugar Beets, Canning & Other Crops	112	108	79
18	Hay, Alfalfa and Other Crops	416	702	161
19	Net Asparagus	487	768	302
19A	TOTAL SALES OF CROPS	1412	2193	721
20	Capital Assets Sold	238	684	24
21	Gas Tax Refund	68	94	48
22	Income From Work Off The Farm	301	227	316
23	Patronage Refunds	60	121	21
24	Miscellaneous Farm Income	355	693	242
25	TOTAL FARM SALES	20931	37812	11643
26	Increase In Farm Capital	8845	16074	7748
27	Family Living From The Farm	385	538	196
28	TOTAL FARM RECEIPTS (25)+(26)+(27)	30161	54474	19587

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 increases in farm capital and value of farm produce used in the home are listed. These items represent accrued and consumed income.

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSE - 1972		Average of 252 Farms	50 High	50 Low
1	PURCHASE OF LIVESTOCK			
2	Dairy Cows	\$ 909	1152	1484
3	Other Dairy Cattle	421	593	361
4	Beef Breeding Cattle	252	41	645
5	Beef Feeder Cattle	281	219	998
6A	Hogs Complete	37	19	99
6B	Hogs Finishing	33	4	3
6C	Hogs Producing Weaning Pigs	51	18	52
7A	Sheep, Farm Flock	13		36
7B	Sheep, Feeder Lambs			
8	Chickens (incl. hens and broilers)	4		
9	Turkeys			
10	Other Productive Livestock	6	6	17
11	Miscellaneous Livestock Expense	804	1492	574
12	Feed Bought	3376	5836	2574
13	Fertilizer	747	1284	408
14	Chemicals	144	250	96
15	Other Crop Expense	454	669	285
16	Custom Work Hired	916	1554	461
17	Repaired + Upkeep of Livestock Equip.	203	344	162
18	Repair + Upkeep of Farm Real Estate	306	396	349
19	Gas, Oil, Grease Bought (Farm Share)	810	1038	763
20	Repair + Oper. of Mach. Tractor, Truck, Auto (F.S.)	1080	1575	998
21	Wages of Hired Labor	569	898	567
22	Personal Property + Real Estate Taxes	371	578	263
23	General Farm Expense	348	587	267
24	Telephone Expense (Farm Share)	95	104	92
25	Electricity Expense (Farm Share)	347	520	273
26	Total Cash Operating Expense	\$12577	19177	11827
27	Power, Crop and General Mach. Bought (Farm Share)	3440	4923	4241
28	Livestock Equipment Bought	596	884	304
29	New Real Estate + Improvement	3563	5700	3641
30	Total Farm Purchases (26) Thru (29)	\$20176	30684	20013
31	Decrease in Farm Capital	467	278	792
32	Interest on Farm Capital	3248	5047	2585
33	Unpaid Family Labor	769	774	816
34	Labor Charge for Partners + Other Operators	183	404	216
35	Board Furnished Hired Labor	58	74	70
36	Total Farm Expense (30) Thru (35)	\$24901	37261	24492
37	Labor Earnings (Whole Farm) (2A/28)-(36)	\$ 5260	17215	(-4903)
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 - ENTERPRISE STATEMENT - 1972		Average of 292 Farms	50 High	50 Low
1	RETURNS AND NET INCREASES			
2	PRODUCTIVE LIVESTOCK			
3	Dairy Cattle	\$ 11681	\$ 21657	\$ 4583
4	Other Dairy Cattle	4147	8545	1537
5	Beef Breeding Cattle	1639	3083	904
6	Feeder Cattle	503	882	804
7	Complete Hog Enterprise	754	1843	399
8	Hog Finishing Enterprise	54	9	3
9	Producing Weaning Pigs	1127	2895	641
10	Farm Flock of Sheep	75	18	154
11	Feeder Pigs	1		6
12	Chickens (Incl. Hens and Broilers)	23		(-1)
13	Turkeys			
14	Other Productive Livestock	2	2	6
15	ALL PRODUCTIVE LIVESTOCK	\$ 20006	\$ 38934	\$ 9036
16	Value of Feed Fed to Livestock	9062	15121	5952
17	Return Over Feed from Livestock	10944	23813	3084
18	Crop, Seed and Feed	6190	10797	3067
19	Income from Labor off the Farm	213	139	206
20	Cooperative Patronage Refunds	60	121	21
21	Miscellaneous Farm Income	355	693	242
22	TOTAL RETURNS AND NET INCREASES	\$ 17762	\$ 35563	\$ 6620
23	EXPENSES AND NET DECREASES			
24	Truck and Auto (Farm Share)	\$ 1187	\$ 1513	\$ 1035
25	Tractors and Crop Machinery	2723	4161	2510
26	Electricity	347	520	273
27	Livestock Equipment	451	761	286
28	Buildings, Fences and Tiling	914	1092	1147
29	Bare Land	102	(-230)	645
30	Misc. Livestock Expense	804	1492	574
31	Labor	1730	2320	1630
32	Labor Charge for Other Operator (s)	183	404	216
33	Property Tax	371	578	263
34	General Farm Expense and Telephone	443	691	359
35	Interest on Farm Capital	3248	5047	2585
36	TOTAL EXPENSES AND NET DECREASES	\$ 12503	\$ 18349	\$ 11523
37	Labor Earnings	\$ 5259	\$ 17214	\$ (-4903)
38	Number of Farm Operators	1	1	1

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

TABLE 4 - HOUSEHOLD EXPENSE - 1972		Average of 156 Farms	28 High	34 Low
1.	Number of Persons - Family	6	6	6
2.	Number of Adult Equivalent - Family	3.7	4.4	3.3
3.	Church and Welfare	\$ 180	272	192
4.	Medical Care and Health Insurance	605	884	476
5.	Food and Meals Bought	1041	1218	936
6.	Operating Expense and Supplies	306	405	287
7.	Furnishings and Equipment	261	305	215
8.	Clothing and Clothing Materials	298	405	268
9.	Personal Care, Personal Spending	128	73	154
10.	Education	197	191	236
11.	Recreation	109	214	64
12.	Gifts and Special Events	131	164	95
13.	Pers. Share Truck and Auto Exp.	290	282	387
14.	Oper. Share Upkeep on Dwelling	68	187	36
15.	Pers. Share Tel. and Elect. Exp.	199	237	194
16.	TOTAL CASH LIVING EXPENSES	\$3813	4837	3540
17.	Pers. Share New Truck and Auto	48		157
18.	New Dwelling Bought	54		221
19.	Taxes and Other Deductions	197	532	184
20.	Life Insurance and Other Savings and Investments	375	949	493
21.	TOTAL HOUSEHOLD AND PERSONAL (16) - (20)	\$4487	6318	4595
22.	TOTAL FAMILY LIVING FROM THE FARM (33)	411	749	191
23.	TOTAL CASH AND NON-CASH EXPENSES (21)+(22)	\$4898	7067	4786
24.	FAMILY LIVING FROM THE FARM	\$OPR.	OPR.	OPR.
25.		SHARE	SHARE	SHARE
26.	Milk and Cream	\$ 105	164	48
27.	Beef	246	530	103
28.	Pork	32	30	33
29.	Lamb			1
30.	Poultry	6	11	
31.	Eggs	1		
32.	Veg., Fruit, Spuds, and Fuel-Also Other Produce	22	14	6
33.	TOTAL FAMILY LIVING FROM THE FARM	\$ 412	749	191

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

TABLE 5. Balance Sheet of Farm Business, 1951-1952
FOR THE YEAR ENDING APRIL 30, 1952

Items	Assets		LIABILITIES	
	Jan. 1, 1951		Average of 231 Farms	
				Dec. 31
1. Cash				\$ 17,085
2. Accounts receivable				4,763
3. Inventory				11,504
4. Prepaid expenses				13,852
5. Other assets				9,767
6. Total assets				56,971
7. Accounts payable				5,801
8. Other liabilities				5,178
9. Total liabilities				\$ 67,950
10. Total assets				13,034
11. Total liabilities				11,148
12. Total assets				2,666
13. Total liabilities				846
14. Total assets				\$ 27,694
15. Total liabilities				\$ 40,256
16. Total assets				5,698
17. Total liabilities				
18. Total assets				
19. Total liabilities				
20. Total assets				
21. Total liabilities				
22. Total assets				
23. Total liabilities				
24. Total assets				
25. Total liabilities				
26. Total assets				
27. Total liabilities				
28. Total assets				
29. Total liabilities				
30. Total assets				
31. Total liabilities				
32. Total assets				

Total assets does not include sale of capital assets

The balance sheet statement presents a picture of the financial structure of the farm business at the beginning and at the end of the year. The balance sheet is a dollar measure of progress. This statement is a measure of the period of years is one of the best measures of the financial progress.

The supplementary information listed in Table 5 is helpful in studying the financial structure of the farm. All figures are presented on the operating basis.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1972 (continued)
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	46 High		44 Low	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1. Total Productive Livestock	\$23,141	\$ 29,320	\$ 9,296	\$12,016
2. Crop, Seed, and Feed	8,356	10,312	2,490	2,281
3. Total Power, Machinery, & Equipment	14,445	17,570	6,877	9,569
4. Land	20,905	21,307	12,202	13,827
5. Buildings, Fences, etc.	11,912	15,094	6,232	7,397
6. Total Farm Capital	78,759	93,603	37,097	45,090
7. Non-Farm Assets	8,180	8,964	5,080	4,569
8. Dwelling	7,705	8,073	3,844	4,242
9. TOTAL ASSETS	\$94,644	\$110,640	\$46,021	\$53,901
10. Real Estate Mortgages	16,258	15,888	13,403	14,676
11. Chattel Mortgages	12,606	14,162	6,990	9,981
12. Notes	3,336	4,897	2,305	2,947
13. Accounts Payable	1,869	1,258	843	705
14. TOTAL LIABILITIES	\$34,069	\$ 36,205	\$23,541	\$28,309
15. Farmers Net Worth	\$60,575	\$ 74,435	\$22,480	\$25,592
16. GAIN OR LOSS IN NET WORTH		\$ 13,860		\$ 3,112
* * * * *				
17. SUPPLEMENTARY MANGEMENT INFORMATION				
18. Operators Labor Earnings (6B/39)	\$16,871		(-4,788)	
19. Return To Capital and Family Labor (6B/40)	\$20,785		(-2,878)	
20. Non-Farm Income				
21. Outside Investment Income	66		441	
22. Other Personal Income + Income Tax Refund	828		5,602	
23. TOTAL NON-FARM INCOME	\$ 894		\$ 6,043	
24. Total Money Borrowed	10,795		11,620	
25. Total Paid on Debt (Principal)	8,311		7,169	
26. Total Household + Personal Cash Exp. (4/23)	4,722		3,951	
27. Ratio Total Farm Exp. to Tot. Farm Receipts	.685		1.244	
28. Ratio Tot. Assets to Tot. Liabilities	2.778	3.056	1.955	1.904
29. Ratio Non-Real Est. Assets-Non-Real Est. Liab.	3.04	3.26	2.34	2.09
30. Ratio Real Est. Assets to Real Est. Liab.	2.49	2.80	1.66	1.74
31. Ratio Net Worth to Total Liabilities	1.78	2.06	.95	.90
32. Ratio Cash Operating Exp. to Adj. Tot. Farm Sales		.58		1.20
Adjusted Total Farm Sales does not include sale of Capital Assets.				

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?"

The ratio of assets to libilities indicates the degree of solvency at the beginning and end of the year. This 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 OPERATING EXPENSES OF CASH RECEIPTS-1972		Average of 252 Farms	50 High	50 Low
1	SALE OF PRODUCTIVE LIVESTOCK PRODUCTS			
2	Dairy Cows	\$ 1687	3278	1182
3	Dairy Heifers	11517	20673	5472
4	Other Dairy Cattle	1458	2229	823
5	Beef Breeding Cattle	1112	2193	922
6	Beef Feeder Cattle	715	1157	1207
7A	Hogs Complete	707	1212	361
7B	Hogs Finishing	85	5	11
7C	Hogs Producing weaning pigs	969	2267	596
8A	Sheep and goats, Farm Flock	78	20	158
8B	Sheep and goats, Feeder Lambs	1		6
9	Chickens (Laid, Hens and Broilers)	10		
10	Turkeys			
11	Eggs	11		
12	Other Productive Livestock	3	3	4
12A	TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$18353	33037	10742
13	<u>SALE OF CROPS</u>			
14	Corn	106	43	51
15	Soybeans, Peas, Sunflowers	4		3
16	Wheat, Oats, Barley, Rye	276	790	104
17	Potatoes, Sugar Beets, Canning + Other Crops	112	108	79
18	Hay, Silage and Other Crops	408	1046	149
19	Set Aside Acres	482	732	307
19A	TOTAL SALES FROM CROPS	\$ 1388	2719	693
20	Capital Assets Sold	238	611	25
21	Gas Tax Refund	67	90	49
22	Income From Work Off the Farm	300	227	298
23	Patronage Refunds	60	122	26
24	Miscellaneous Farm Income	355	686	243
25	TOTAL FARM SALES	\$20761	37492	12076
26	Increase in Farm Capital	8867	16048	7598
27	Family Living From the Farm	384	601	189
28	TOTAL FARM RECEIPTS (25)+(26)+(27)	\$30012	54141	19863
29	Adjusted Total Farm Sales (25)-(20)	20523	36881	12051
30	Total Cash Farm Operating Expense	14208	21510	13576
31	Net Cash Operating Income	6315	15371	(-1525)

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 4		Average of 252 Farms	50 High	50 Low
EXPENSES - 1972				
1				
2		\$ 386	\$ 1142	\$ 1465
3		421	587	366
4		249	44	645
5		281	219	1017
6A		32	8	99
6B		33	4	3
6C		51	18	52
7A		13		36
7B				
8		4	2	
9				
10		5		
11		801	1509	597
12		3367	5712	2650
13		741	1347	426
14		144	244	102
15		451	662	297
16		914	1545	489
17		203	350	162
18		305	362	353
19		806	1068	769
20		1076	1506	978
21		568	906	580
22		370	592	277
23		253	497	173
24		347	572	274
25		95	104	92
26		345	505	279
27		1440	2003	1396
28		\$ 14208	\$ 21508	\$ 13577
29		3432	4955	4164
30		593	855	311
31		3532	5420	3779
32		\$ 21765	\$ 32738	\$ 21831
33		467	278	792
34		1760	3006	1187
35		769	809	818
36		57	73	64
37		\$ 24818	\$ 36904	\$ 24692
38		5193	17236	(-4830)
39		7722	21051	(-2825)

Net family labor and family labor represents the amount available for debt service, maintenance, and savings.

EXPLANATION OF WORK UNITS

The total "work units" for any one farm is a measure of the size of that farm business. A work unit as used in this report is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livestock at an average efficiency, or ten hours of work off the farm for pay. The work units values in Table 7 below were changed in 1968 to make this a more realistic measure.

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

Item	No. of Work Units	Item	No. of Work Units/Acre
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2/head	Canning Peas	.30/acre
Beef Breeding Cows	1.5/head	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/ewe	Alfalfa Hay	.60/acre
Lambs, Feeders	.30/cwt.	O. Leg. & Mix. Hay	.40/acre
Chickens, Lay.Flock	5.0/100	Tame Grass Hay	.20/acre
Broilers	.20/cwt.	Annual Hay	.30/acre
Turkeys, Lay.Flock	25.0/100	Leg. & Grass Silage	.40/acre
Turkey Poults	.12/cwt.	Legume & Grass Seed	.40/acre
Labor Off the Farm	1.0/\$20	Summer Fallow Tilled	.40/acre
Diverted Acres	.20/acre	Wild Hay	.20/acre

AVERAGE PRICES OF FEED AND OTHER PRICES USED IN 1972 REPORT

SMALL GRAIN & CORN

Corn	\$1.10/Bu.
Oats	.65/Bu.
Soybeans	3.20/Bu.
Wheat	1.45/Bu.
Rye	.90/Bu.
Barley	1.00/Bu.
Bluegrass	.25/Lb.

PASTURE PER HEAD PER MONTH

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

ROUGHAGES

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

PRODUCTS USED IN THE HOME

Whole Milk	\$.10/qt.
Cream	.70/qt.
Whole Milk fed	5.00/cwt.
Skim Milk fed	1.00/cwt.

UNPAID FAMILY LABOR

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

TABLE 1		AVERAGE OF 252 FARMS		
FARM INCOME - 1972			50 HIGH	50 LOW
1.	1. INCOME FROM ALL SOURCES	\$ 5260	17215	(-4903)
2.	2. CROPS	100	111	97
3.	3. LIVESTOCK	63.6	75.7	55.2
4.	4. CROPS AND LIVESTOCK (FARML. PASTURE)	\$ 60.22	114.32	38.89
5.	5. RENT	100	118	69
6.	6. LABOR	21.4	26.6	16.8
7.	7. SUPPLIES	289.9	449.8	190.8
8.	8. WAGES	196.3	274.2	132.6
9.	9. FUEL AND OIL PER WORK UNIT	\$ 24.34	16.65	45.69
10.	10. FARMER'S OWN LABOR PER WORKER	\$ 38803	51692	36897
11.	11. INCOME FROM ALL SOURCES FROM			
12.	12. CROPS	100	133	57
13.	13. LIVESTOCK	100		
14.	14. CROPS AND LIVESTOCK	100	96	114
15.	15. RENT	100	112	71
16.	16. LABOR	100	126	70
17.	17. SUPPLIES	100	115	71
18.	18. WAGES	100	108	58
19.	19. FUEL AND OIL	100	188	63
20.	20. FARMER'S OWN LABOR	100	106	96
21.	21. INCOME FROM ALL SOURCES			
22.	22. CROPS	100		
23.	23. LIVESTOCK	100		
24.	24. CROPS AND LIVESTOCK			
25.	25. RENT			
26.	26. LABOR			
27.	27. SUPPLIES	51.7	84.6	36.5
28.	28. WAGES			
29.	29. CROPS	74.4	111.0	56.8
30.	30. LIVESTOCK	204.9	331.8	123.7
31.	31. CROPS AND LIVESTOCK	10.6	7.0	10.3
32.	32. EXPENSES			
33.	33. FUEL AND OIL PER WORK UNIT	\$ 11.36	8.87	21.42
34.	34. FUEL AND OIL PER TRUCK	\$ 5.48	3.31	8.93
35.	35. FUEL AND OIL PER ELECTRICITY EXPENSE	\$ 1.54	1.18	2.50
36.	36. FUEL AND OIL PER FENCE EXPENSE	\$ 1764.92	1.00	1.87
37.	37. FUEL AND OIL PER FENCE AND TILING EXPENSE	\$ 4.52	2.28	10.94
38.	38. TRUCK FUEL AND OIL PER CROP ACRE**\$	15.21	17.90	18.25
39.	39. FARMER'S OWN LABOR COST ALLOCATED TO LIVESTOCK	739.83	1088.02	632.36
40.	40. FARMER'S OWN LABOR AND TILING COST ALLC. TO CROPS	308.78	355.87	454.79
41.	41. *ACRES OF TILLABLE LAND, NON-TILLABLE HAY AND PASTURE			
42.	42. **ACRES OF TILLABLE LAND PLUS ACRES IN WILD HAY			

FACTORS AFFECTING LABOR EFFICIENCY

The following explanations are included for use in interpreting Table 5 and the Indexometer Chart.

1. LABOR EARNINGS - The basis for determining the relationship between selected farm management factors and farm profit. "Labor Earnings" represents that share of the total farm income that is credited to the operator's labor and management. It is a whole farm figure taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. Tables 1B and 3 show two methods of determining labor earnings. The operator's share of labor earnings is shown on Table 5B and may be different from whole farm labor earnings.
2. CROP YIELD INDEX - A measure of the crop yield level for all crops produced. It is expressed as a percentage of the average; the average being 100%.
3. PERCENT OF FILLABLE LAND IN HIGH RETURN CROPS - A measure of crop selection based on a rating of individual crops. Ratings are on Table 9. Corn for grain and silage were raised from B to A ratings in 1972.
4. GROSS RETURN per ACRE - Reflects both crop selection and crop yield.
5. RETURN per \$100 FEED FED TO PRODUCTIVE LIVESTOCK - A measure of the general level of efficiency for all livestock. It is expressed as a percentage with 100% representing average efficiency.
6. LIVESTOCK UNITS per 100 ACRES - A measure of livestock density or population, particularly important for farms with limited cropland.
7. SIZE OF BUSINESS - COWS 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 WORKERS - A measure of labor efficiency. It is determined by dividing the work units by the total number of workers.
9. FUEL, MACHINERY, EQUIPMENT, AND BUILDING EXPENSE per WORK UNIT** - A measure of expense control. It is the total cost of items 24 through 28 in Table 3 divided by the number of Work Units.
10. FARM CAPITAL INVESTMENT per WORKER - Another indication of size of business. Useful in relating farm businesses to other industries.

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

THERMOMETER CHART

Using your figures from Table 8, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the farms included in this summary are located between the dotted lines across the center of the page.

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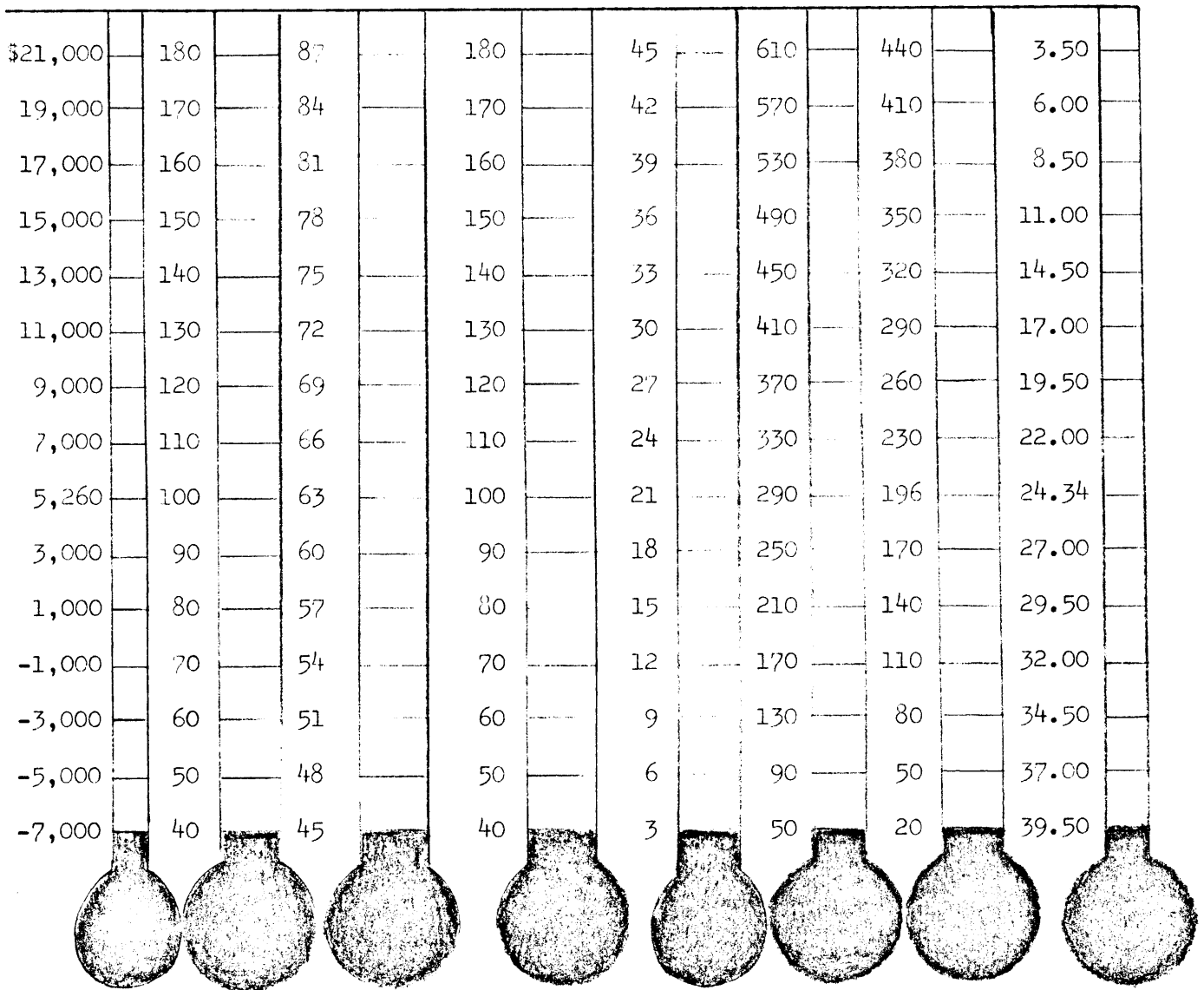
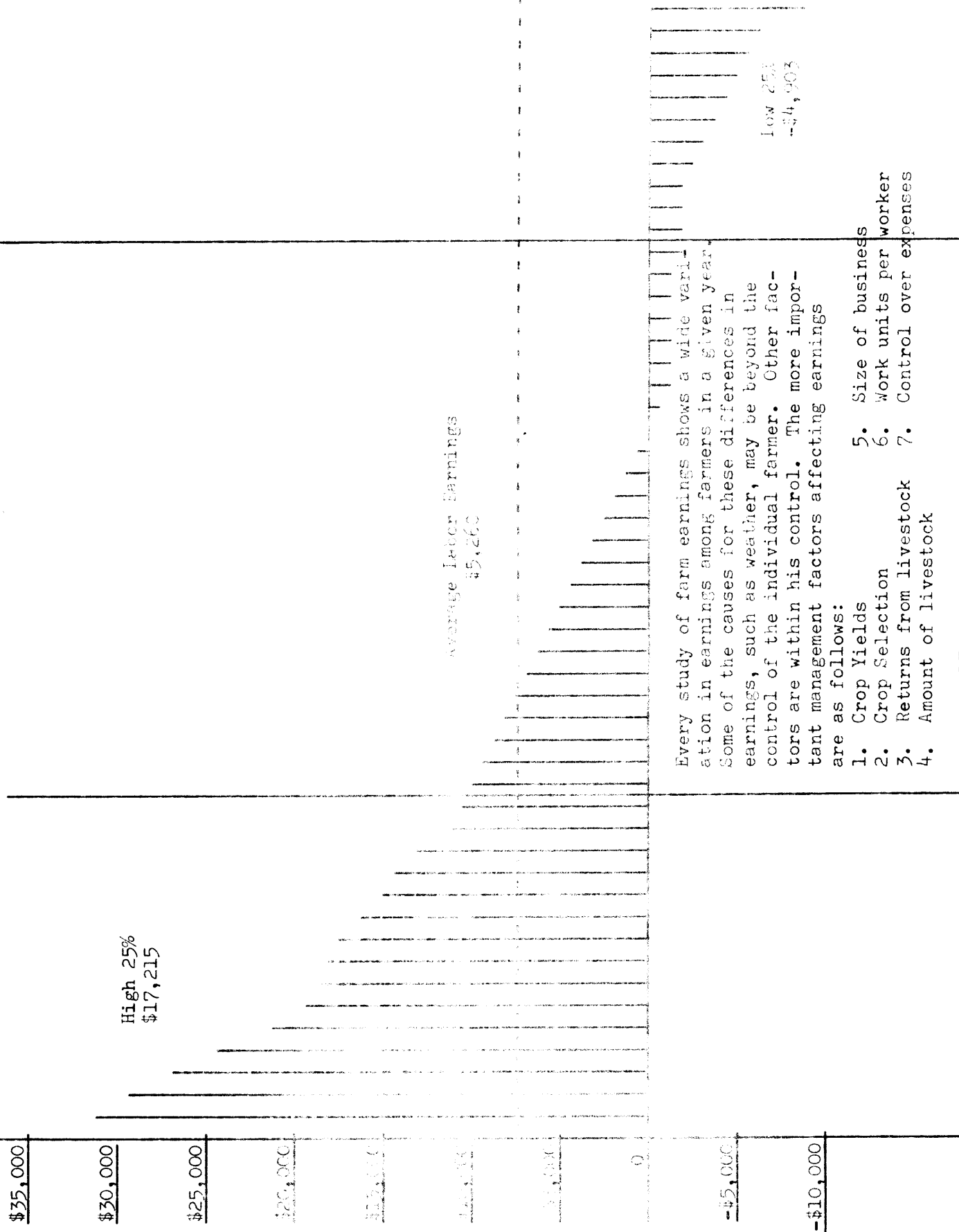


TABLE 7 - RANGE IN FARM EARNINGS: 1972



LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

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

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

No. of factors in which farmers excelled	No. of farms																	
		-2,000	-1,000	0	1,000	2,000	3,000	4,000	5,000	6,000	7,000	8,000	9,000	10,000	11,000	12,000	13,000	
0-1	55	<div>-1,351</div>																
2-3	87	<div>\$2,563</div>																
4-5	92	<div>\$7,140</div>																
6-7	46	<div>\$1,346</div>																

TABLE 9 - CROP PRODUCTION - 1972 252 FARMS

	CROP RANK	NUMBER GROWING	ACRES	YIELD PER ACRE
1 Oats and Mixtures	C	175	24.0	42.5
2 Oats Silage	C		.6	5.0
3 Canning Peas (Irrigated Oats)	C		.1	40.00
4 Wheat	C	15	2.1	33.3
5 Barley	C	29	2.5	29.6
6 Flax	C		.2	5.0
7 Rye	C	5	.4	22.5
8 Total Small Grain and Peas			29.9	
9 Canning Corn				
10 Corn Grain and Seed Corn	A	87	18.1	65.0
11 Soybeans - Grain	C	3	.1	10.0
12 Corn and Cane Silage	A	156	17.8	8.1
13 Corn and Cane Fodder (Irrig. Silage)	A	12	1.0	12.0
14 Potatoes	A			
15 Sugar Beets	A			
16 Sunflowers (Irrigated Alfalfa)	A	7	1.0	107.0
17 Other Cultivated Crops - A	A	4	.5	196.00
18 Other Cultivated Crops - B	B			
19 Total Cultivated Crops			38.5	
20 Alfalfa Hay	A	150	32.9	2.6
21 Other Legume Hay and Mixtures	B	118	26.3	2.0
22 Tame Grass Hay	C	40	6.2	1.3
23 Annual Hay	D	18	2.1	1.0
24 Legume and Grass Silage	B	8	.4	
25 Legume Seed	A		2.6	271.5
26 Grass Seed	A		2.4	
27 Total Hay			72.9	
28 Alfalfa and Mixed Pasture	B	31	4.1	
29 Other Legume Pasture	D		2.5	
30 Other Tillable Pasture			9.8	
31 Total Tillable Pasture			16.4	
32 Diverted Acres Income	A	153	13.6	36.40
33 Summer Fallow - Tilled	D		4.2	
34 Other Tillable Land Idle	D		3.9	
35 Total Tillable Land			179.4	
36 Wild Hay	D		7.7	.52
37 Non-Tillable Pasture			78.8	
38 Timber			42.3	.99
39 Roads and Waste			32.6	
40 Farmstead			6.2	
41 Total Acres in Farm			347.0	
42	SUPPLEMENTARY MANAGEMENT INFORMATION			
43 Percent Land Tillable				51.7
44 Percent in High Return Crops				64.1
45 * Fertilizer Cost Per Acre				4.17
46 * Crop Chemicals Per Acre				.81
47 * Seed and Other Costs Per Acre				2.42
48 * Gas, Oil, Grease Bought Per Acre, Crop Machinery				3.27
49 *Tillable Land Minus Pasture				

TABLE 9 (Continued)

	<u>50 High in</u>		<u>50 Low in</u>	
	<u>Labor Earnings</u>		<u>Labor Earnings</u>	
	Acres	Average Yield	Acres	Average Yield
1 Oats and Mixtures	28.3	50.6	24.4	35.6
2 Oats Silage	1.1	8.2		
3 Canning Peas				
4 Wheat	3.1	44.5	.2	20.0
5 Barley	2.8	49.6	2.5	27.6
6 Flax				
7 Rye			.4	22.5
8 TOTAL SMALL GRAIN AND PEAS	35.3		27.5	
9 Canning Corn (Irrigated)				
10 Corn Grain (Irrig. Incl.)	32.5	77.8	10.7	43.7
11 Soybeans-Grain			.3	23.3
12 Corn and Cane Silage	29.0	9.0	16.0	6.2
13 Corn and Cane Fodder (Irrig.)	1.1	15.5	.1	20.0
14 Potatoes				
15 Sugar Beets				
16 Sunflowers (Irrig. Alfalfa)	.4	760.0	.8	
17 Other Cultivated Crops - A	.7	154.29		
18 Other Cultivated Crops - B			.1	690.00
19 TOTAL CULTIVATED CROPS	63.7		28.0	
20 Alfalfa Hay	50.1	3.2	20.9	2.5
21 Other Legume Hay & Mixtures	32.0	1.8	26.0	1.8
22 Tame Grass Hay	3.5	2.0	6.8	1.5
23 Annual Hay	.9	1.1	2.0	1.0
24 Legume & Grass Silage	.8			
25 Legume Seed (Timothy)	4.8	254.0	.6	1081.7
26 Grass Seed	7.7	257.3		
27 TOTAL HAY	99.8		56.3	
28 Alfalfa & Mixed Pasture	8.0		.4	
29 Other Legume Pasture	2.3		.8	
30 Other Tillable Pasture	6.0		5.1	
31 TOTAL TILLABLE PASTURE	16.3		6.3	
32 Diverted Acres Income	22.0	36.36	8.6	35.12
33 Summer Fallow - Tilled	6.2		4.7	
34 Other Tillable Land Idle	1.7		7.1	
35 TOTAL TILLABLE LAND	245.0		138.5	
36 Wild Hay	14.3	.28	5.8	
37 Non-Tillable Pasture	93.2		70.7	
38 Timber	24.0	.21	30.7	
39 Roads and Waste	43.4		29.2	
40 Farmstead	8.9		4.4	
41 TOTAL ACRES IN FARM	428.8		279.3	
42 Supplementary Management Information				
43 Percent Land Tillable		57.1		49.6
44 Percent In High Return Crops		72.9		58.1
45 *Fertilizer Cost Per Acre		5.29		2.66
46 *Crop Chemicals Per Acre		1.05		.70
47 *Seed and Other Costs Per Acre		2.63		1.98
48 *Gas, Oil, Grease Bought Per Acre		3.29		3.66
49 Crop Lach.				
*Tillable Land Minus Pasture				

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.

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

TABLE 10L - CROP DATA FOR CORN AND CANE SILAGE - 1972

	Average of 156 Farms	78 Farms High	78 Farms Low
1. Acres	28.7	24.2	33.3
2. Yield/Acre	3.1	11.5	5.6
3. Value/Unit	8.98	8.97	8.99
4. Gross Return	28.72	107.16	50.34
5. SUPPLEMENTAL COSTS			
6. Fertilizer	9.09	10.08	8.32
7. Chemicals	3.38	3.26	3.48
8. Seed and Other	3.66	3.88	3.45
9. Hired Labor			
10. Custom Work	1.64	2.02	1.35
11. TOTAL SUPPLEMENTAL COSTS	17.77	19.24	16.60
12. Return Over Supplemental Costs	54.97	83.92	33.74
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	28.24	27.84	35.60
15. Land Cost	9.90	9.21	10.39
16. Miscellaneous Costs			
17. TOTAL ALLOCATED COSTS	38.14	37.05	45.99
18. Total Cost Per Unit	6.92	4.88	11.21
19. TOTAL LISTED COSTS	55.91	56.29	62.59
20. RETURN OVER TOTAL LISTED COSTS	16.83	46.87	(-12.25)

TABLE 10M - CROP DATA FOR IRRIGATED CORN SILAGE - 1972

	Average of 12 Farms	6 Farms High	6 Farms Low
1. Acres	20.1	17.0	23.2
2. Yield/Acre	12.8	15.2	11.0
3. Value/Unit	9.00	9.00	9.00
4. Gross Return	115.20	136.80	99.00
5. SUPPLEMENTAL COSTS			
6. Fertilizer	12.14	13.00	11.51
7. Chemicals	3.03	5.24	1.42
8. Seed and Other	5.42	7.06	4.27
*9. Hired Labor	5.62	5.47	5.73
10. Custom Work	.65	.06	1.12
11. TOTAL SUPPLEMENTAL COSTS	26.86	30.83	24.05
12. Return Over Supplemental Costs	88.34	105.97	74.95
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	28.24	27.84	35.60
15. Land Cost	10.00	10.00	10.00
**16. Miscellaneous Costs	11.04	14.18	8.75
17. TOTAL ALLOCATED COSTS	49.28	52.02	54.35
18. Total Cost Per Unit	5.95	5.44	7.13
19. TOTAL LISTED COSTS	76.14	82.85	78.40
20. RETURN OVER TOTAL LISTED COSTS	39.06	53.95	20.60
21. ACRE INCHES OF WATER APPLIED	3.2	2.7	4.0

*Line 9 is the operating costs for irrigation.

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

TABLE 10I - CROP DATA FOR CORN FOR GRAIN - 1972

	Average of 87 Farms	43 Farms High	43 Farms Low
1. Acres	32.8	31.7	33.9
2. Yield/Acre	61.6	81.7	42.7
3. Value/Unit	1.10	1.10	1.10
4. Gross Return	67.76	89.87	46.97
5. SUPPLEMENTAL COSTS			
6. Fertilizer	11.28	12.87	9.82
7. Chemicals	3.29	3.60	3.01
8. Seed and Other	4.12	4.38	3.83
9. Hired Labor			
10. Custom Work	2.84	4.29	1.47
11. TOTAL SUPPLEMENTAL COSTS	21.53	25.14	18.13
12. Return Over Supplemental Costs	46.23	64.73	28.84
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	19.42	19.14	24.48
15. Land Cost	10.43	9.87	10.97
16. Miscellaneous Costs			
17. TOTAL ALLOCATED COSTS	29.85	29.01	35.45
Total Cost Per Unit	.83	.66	1.25
18. TOTAL LISTED COSTS	51.38	54.14	53.58
19. RETURN OVER TOTAL LISTED COSTS	16.38	35.72	(-6.61)

TABLE 10J - CROP DATA FOR IRRIGATED CORN FOR GRAIN - 1972

	Average of 11 Farms	5 Farms High	5 Farms Low
1. Acres	40.6	52.3	28.1
2. Yield/Acre	85.5	99.5	61.2
3. Value/Unit	1.10	1.10	1.10
4. Gross Return	94.05	109.45	67.32
5. SUPPLEMENTAL COSTS			
6. Fertilizer	16.97	17.86	14.41
7. Chemicals	3.67	4.28	2.14
8. Seed and Other	6.28	6.88	4.77
*9. Hired Labor	9.11	11.87	4.73
10. Custom Work	2.22	3.52	.28
11. TOTAL SUPPLEMENTAL COSTS	38.25	44.41	26.33
12. Return Over Supplemental Costs	55.80	65.04	40.99
13. ALLOCATED COSTS			
14. Power & Crop Machinery Expense	19.42	19.14	24.48
15. Land Cost	9.68	10.00	9.07
**16. Miscellaneous Costs	9.58	8.55	12.14
17. TOTAL ALLOCATED COSTS	38.68	37.69	45.69
Total Cost Per Unit	.90	.83	1.18
18. TOTAL LISTED COSTS	76.93	82.10	72.02
19. RETURN OVER TOTAL LISTED COSTS	17.12	27.35	(-4.70)
20. Acre Inches of Water Applied	3.2	2.4	4.2

* Line 9 is the operating costs for irrigation.

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

TABLE 10S -- CROP DATA FOR ALFALFA HAY -- 1972

	Average of 150 Farms	75 Farms High	75 Farms Low
1. Acres			
2. Yield/Acre	2.6	3.6	1.9
3. Value/Unit	24.54	24.51	24.57
4. Gross Return	63.80	88.24	46.68
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.40	2.94	1.98
7. Chemicals			
8. Seed and Other	2.61	3.45	1.96
9. Hired Labor			
10. Custom Work	.53	.67	.41
11. TOTAL SUPPLEMENTAL COSTS	5.54	7.06	4.35
12. Return Over Supplemental Costs	58.26	81.18	42.33
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	21.18	20.88	26.70
15. Land Cost	9.26	10.14	8.55
16. Miscellaneous Costs			
17. TOTAL ALLOCATED COSTS	30.44	31.02	35.25
18. TOTAL COST PER UNIT	13.58	10.66	20.54
19. TOTAL LISTED COSTS	35.98	38.08	39.60
20. RETURN OVER TOTAL LISTED COSTS	27.82	50.16	7.08

TABLE 10P -- CROP DATA FOR IRRIGATED ALFALFA HAY -- 1972

	Average of 7 Farms	3 Farms High	3 Farms Low
1. Acres	29.4	52.3	12
2. Yield/Acre	3.0	4.0	2.4
3. Value/Unit	25.00	25.00	25.00
4. Gross Return	75.00	100.00	60.00
5. SUPPLEMENTAL COSTS			
6. Fertilizer	9.85	15.79	3.23
7. Chemicals			
8. Seed and Other	5.00	3.63	7.49
*9. Hired Labor	3.01	3.79	1.68
10. Custom Work	.15		.42
11. TOTAL SUPPLEMENTAL COSTS	18.01	23.21	12.82
12. Return Over Supplemental Costs	56.99	76.79	47.18
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	19.42	19.14	24.48
15. Land Cost	9.51	10.00	8.56
**16. Miscellaneous Costs	7.82	4.83	7.54
17. TOTAL ALLOCATED COSTS	36.75	33.97	40.58
TOTAL COST PER UNIT	18.25	14.29	22.25
18. TOTAL LISTED COSTS	54.76	57.18	53.40
19. RETURN OVER TOTAL LISTED COSTS	20.24	42.82	6.60
20. Acre Inches Water Applied	3.3	2.7	4.0

* Line 9 is the operating costs for irrigation.

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

TABLE 10A - CROP DATA FOR OATS AND MIXTURES - 1972

	Average of 175 Farms	87 Farms High	87 Farms Low
1. Acres	34.6	38.8	30.5
2. Yield/Acre	42.4	54.8	26.6
3. Value/Unit	.65	.65	.65
4. Gross Return	27.56	35.62	17.29
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.70	3.09	2.18
7. Chemicals	.09	.13	.07
8. Seed and Other	1.83	1.73	1.98
9. Hired Labor			
10. Custom Work	.96	1.24	.59
11. Total Supplemental Costs	5.58	6.19	4.82
12. Return Over Supplemental Costs	21.98	29.43	12.47
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	10.59	10.44	13.35
15. Land Cost	8.43	8.14	8.84
16. Miscellaneous Costs			
17. Total Allocated Costs	19.02	18.58	22.19
Total Costs Per Unit	.58	.45	1.01
18. TOTAL LISTED COSTS	24.60	24.77	27.01
19. RETURN OVER TOTAL LISTED COSTS	2.96	10.85	(-9.72)

TABLE 10T - CROP DATA FOR OTHER LEGUME HAY AND MIXTURES - 1972

	Average of 118 Farms	59 Farms High	59 Farms Low
1. Acres	55.6	50.9	60.2
2. Yield/Acre	2.0	2.7	1.5
3. Value/Unit	19.58	19.78	19.39
4. Gross Return	39.16	53.41	29.09
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.00	2.59	1.51
7. Chemicals			.02
8. Seed and Other	2.09	2.93	1.36
9. Hired Labor			
10. Custom Work	.43	.79	.12
11. Total Supplemental Costs	4.52	6.31	3.01
12. Return Over Supplemental Costs	34.64	47.10	26.08
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	14.12	13.92	17.80
15. Land Cost	8.88	9.72	8.17
16. Total Allocated Costs	23.00	23.64	25.97
17. Miscellaneous Costs			
18. TOTAL LISTED COSTS	27.52	29.95	28.98
19. RETURN OVER TOTAL LISTED COSTS	11.64	23.46	.11

TABLE 10U CROP DATA FOR TAME GRASS HAY - 1972

	Average of 40 Farms	20 Farms High	20 Farms Low
1. Acres	38.9	30.1	47.7
2. Yield/Acre	1.3	1.9	1.0
3. Value/Unit	14.08	14.10	14.05
4. Gross Return	18.30	26.79	14.05
5. SUPPLEMENTAL COSTS			
6. Fertilizer	.49	.76	.31
7. Chemicals			
8. Seed and Other	1.13	1.20	1.09
9. Hired Labor			
10. Custom Work			
11. TOTAL SUPPLEMENTAL COSTS	1.62	1.96	1.40
12. RETURN OVER SUPPLEMENTAL COSTS	16.68	24.83	12.65
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	7.06	6.96	8.90
15. Land Costs	6.48	8.17	5.39
16. Miscellaneous Costs			
17. TOTAL ALLOCATED COSTS	13.54	15.13	14.29
18. TOTAL COSTS PER UNIT	11.34	9.02	16.27
19. RETURN OVER TOTAL LISTED COSTS	3.14	9.70	(-1.64)

TABLE 10V CROP DATA FOR ANNUAL HAY - 1972 --18 Farms

	Average of 18 Farms	9 Farms High	9 Farms Low
1. Acres	29.4	25.4	33.4
2. Yield/Acre	1.2	1.7	.7
3. Value/Unit	14.00	14.00	14.00
4. Gross Return	16.80	23.80	9.80
5. SUPPLEMENTAL COSTS			
6. Fertilizer	1.90	1.30	2.37
7. Chemicals	.03		.06
8. Seed and Other	1.16	1.02	1.26
9. Hired Labor			
10. Custom Work	.14	.24	.09
11. TOTAL SUPPLEMENTAL COSTS	3.23	2.56	3.78
12. RETURN OVER SUPPLEMENTAL COSTS	13.57	21.24	6.02
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	10.59	10.44	13.35
15. Land Cost	5.88	5.28	6.35
16. Miscellaneous Costs			
17. TOTAL ALLOCATED COSTS	16.47	15.72	19.70
18. TOTAL COSTS PER UNIT	17.03	11.06	31.37
19. RETURN OVER TOTAL LISTED COSTS	(-2.90)	5.52	(-13.68)

TABLE 10G CROP DATA FOR RYE - 1972 - - - - - 5 Farms

		TOTAL	PER ACRE
1	Acres	17.9	
2	Yield/Acre		24.4
3	Value/Unit		.84
4	Gross Return	366.95	20.50
5	SUPPLEMENTAL COSTS		
6	Fertilizer		1.12
7	Chemicals		.11
8	Seed and Other		.34
9	Hired Labor		
10	Custom Work		
11	TOTAL SUPPLEMENTAL COSTS	28.10	1.57
12	RETURN OVER SUPPLEMENTAL COSTS	338.85	18.93
13	ALLOCATED COSTS		
14	Power and Crop Machinery Expense		10.59
15	Land Cost		2.57
16	Miscellaneous Costs		
17	TOTAL ALLOCATED COSTS	235.56	13.16
	PER UNIT		
18	TOTAL LISTED COSTS	.60	263.66
19	RETURN OVER TOTAL LISTED COSTS	103.29	5.77

TABLE 10K CROP DATA FOR SOYBEANS-DRAIN - 1972 - - - 3 Farms

		TOTAL	PER ACRE
1	Acres	7.0	
2	Yield/Acre		17.3
3	Value/Unit		3.22
4	Gross Return	389.97	55.71
5	SUPPLEMENTAL COST		
6	Fertilizer		5.71
7	Chemicals		2.43
8	Seed and Other		6.14
9	Hired Labor		
10	Custom Work		
11	TOTAL SUPPLEMENTAL COSTS	99.96	14.28
12	RETURN OVER SUPPLEMENTAL COSTS	290.01	41.43
13	ALLOCATED COSTS		
14	Power and Crop Machinery Expense		15.89
15	Land Cost		10.00
16	Miscellaneous Costs		
17	TOTAL ALLOCATED COSTS	181.23	25.89
	PER UNIT		
18	TOTAL LISTED COSTS	2.32	281.19
19	RETURN OVER TOTAL LISTED COSTS	108.78	15.54

TABLE 10D CROP DATA FOR WHEAT -1972

	Average of 15 Farms	7 Farms High	7 Farms Low
1 Acres	35.2	57.8	11.4
2 Yield/Acre	33.6	39.4	13.2
3 Value/Unit	1.45	1.49	1.41
4 Gross Return-Per Unit	48.72	58.71	18.61
5 SUPPLEMENTAL COSTS			
6 Fertilizer	4.74	5.42	3.95
7 Chemicals	.48	.61	.18
8 Seed and Other	3.61	3.51	6.05
9 Hired Labor			
10 Custom Work	.77	.74	1.32
11 TOTAL SUPPLEMENTAL COSTS	9.60	10.28	11.50
12 RETURN OVER SUPPLEMENTAL COSTS	39.12	48.43	7.11
13 Allocated Costs			
14 Power and Crop Machinery Expense	10.59	10.44	13.35
15 Land Cost	9.52	9.79	6.93
16 Miscellaneous Costs			
17 TOTAL ALLOCATED COSTS	20.11	20.23	20.28
18 TOTAL COSTS PER UNIT	.88	.78	2.42
19 TOTAL LISTED COSTS	29.71	30.51	31.78
20 RETURN OVER TOTAL LISTED COSTS	19.01	28.20	(-13.17)

TABLE 10E CROP DATA FOR BARLEY -1972

	Average of 29 Farms	14 Farms High	14 Farms Low
1 Acres	21.7	18.4	26.0
2 Yield/Acre	29.5	44.2	19.1
3 Value/Unit	.99	1.00	.98
4 Gross Return-Per Unit	29.21	44.20	18.72
5 SUPPLEMENTAL COSTS			
6 Fertilizer	3.41	3.26	3.62
7 Chemicals	.18	.16	.19
8 Seed and Other	2.90	3.70	2.42
9 Hired Labor			
10 Custom Work	.65	1.03	.42
11 TOTAL SUPPLEMENTAL COSTS	7.14	8.15	6.65
12 RETURN OVER SUPPLEMENTAL COSTS	22.07	36.05	12.07
13 Allocated Costs			
14 Power and Crop Machinery Expense	10.59	10.44	13.35
15 Land Cost	7.93	6.96	8.58
16 Miscellaneous Costs			
17 TOTAL ALLOCATED COSTS	18.52	17.40	21.93
18 TOTAL COSTS PER UNIT	.87	.58	1.50
19 TOTAL LISTED COSTS	25.66	25.55	28.58
20 RETURN OVER TOTAL LISTED COSTS	3.55	18.65	(-9.86)

TABLE 100 - CROP DATA FOR PASTURE - 1972

	Average of 31 Farms	15 Farms High	15 Farms Low
1. Acres	33.5	20.2	46.9
2. Yield/Acre	12.2	22.1	7.7
3. Value/Unit	1.00	1.00	1.00
4. Gross Return	17.1	22.10	7.70
5. SUPPLEMENTAL COSTS			
6. Fertilizer	3.42	4.34	3.20
7. Chemicals	.03	.11	
8. Seed and Other	.46		.68
9. Hired Labor			
10. Custom Work	.37		.53
11. TOTAL SUPPLEMENTAL COSTS	4.28	4.45	4.41
12. Return Over Supplemental Costs	7.92	17.65	3.29
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense			
15. Land Cost	6.00	6.70	5.57
16. Miscellaneous Costs			
17. TOTAL ALLOCATED COSTS	6.00	6.70	5.57
18. Total Cost Per Unit	.84	.51	1.29
19. TOTAL LISTED COSTS	10.28	11.15	9.98
20. RETURN OVER TOTAL LISTED COSTS	1.92	10.95	(-2.28)

TABLE 102 - CROP DATA FOR SET ASIDE ACRES - 1972

	Average of 153 Farms	76 Farms High	76 Farms Low
1. Acres	22.4	17.8	27.2
2. Yield/Acre	36.38	48.54	28.27
3. Value/Unit	1.00	1.00	1.00
4. Gross Return	36.38	48.54	28.27
5. SUPPLEMENTAL COSTS			
6. Fertilizer	.18		.26
7. Chemicals			
8. Seed and Other	.18	.17	.22
9. Hired Labor			
10. Custom Work	.05	.06	
11. TOTAL SUPPLEMENTAL COSTS	.41	.23	.48
12. Return Over Supplemental Costs	35.97	48.31	27.79
13. ALLOCATED COSTS			
14. Power and Crop Machinery Expense	7.06	6.96	8.90
15. Land Cost	9.95	10.64	9.51
16. Miscellaneous Costs			
17. TOTAL ALLOCATED COSTS	17.01	17.60	18.41
18. Total Cost Per Unit	.48	.37	.67
19. TOTAL LISTED COSTS	17.42	17.83	18.89
20. RETURN OVER TOTAL LISTED COSTS	18.96	30.71	9.38

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE - 1972

	Average 17 Farms	Per Cwt. Pork High 6 Farms	
1 Pounds of Hogs Produced (Total)	35086	30929	
2 Total Value Produced	30.68	35.77	
3 <u>Pounds of Feed Fed</u>			
4 Corn	325.6	232.2	
5 Small Grain	18.2	31.3	
6 Protein, Salt and Mineral	14.3	6.6	
7 Complete Ration	85.3	37.7	
8 TOTAL CONCENTRATES	443.4	307.3	
9 Forages	10.7	24.9	
10 <u>Feed Cost</u>			
11 Concentrated and Forages	9.92	6.86	
12 Pasture	.01	.01	
13 TOTAL FEED COSTS	9.93	6.87	
14 RETURN OVER FEED COSTS	20.75	28.90	
15 <u>Supplemental Costs</u>			
16 Miscellaneous Livestock Expense	.23	.22	
17 Veterinary Expense	.12	.06	
18 Custom Work	.58	.53	
19 TOTAL SUPPLEMENTAL COSTS	.93	.81	
20 RETURN OVER FEED AND SUPPLEMENTAL COST	19.82	28.09	
20A <u>Allocated Costs</u>			
20B Power and Machinery Costs	.43	.39	
20C Livestock Equipment Costs	.25	.27	
20D Building and Fences	.39	.30	
20E TOTAL ALLOCATED COST	1.07	.96	
20F RETURN OVER ALL LISTED COSTS	18.75	27.13	
21 SUPPLEMENTARY MANAGEMENT INFORMATION (HERD TOTAL)			
22 Return for \$100 Feed Fed	\$ 308.96	\$ 520.66	\$ 28.88
23 Price Received Per Cwt.	\$ 28.88	\$ 33.92	\$ 28.88
24 Number of Litters Farrowed	21	15	
25 Number of Pigs Born Per Litter	10.4	12.5	
26 Number of Pigs Weaned Per Litter	8.3	10.7	
27 Per Cent Death Loss	14.4	11.6	
28 Average Weight of Hogs Sold	200.8	173.8	
29 Price Per Cwt. Concentrate Fed	\$ 2.22	\$ 2.21	\$ 2.22
30 Pounds of Pork Purchased	408	250	

TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1972

	Average 29 Farms Per Litter	10 High Per Litter	10 Low Per Litter
1 Number of Litters Farrowed (Total)	50	54	50
2 Total Value Produced	\$ 184.60	\$ 213.19	\$ 169.22
3 <u>Pounds of Feed Fed</u>			
4 Corn	1026.8	404.6	2203.6
5 Small Grain	667.4	730.5	484.5
6 Protein, Salt and Mineral	37.2	24.7	16.5
7 Complete Mixtion	351.9	1179.6	677.6
8 TOTAL CONCENTRATES	2583.3	2339.4	3382.2
9 Forages	237.5		613.3
10 <u>Feed Cost</u>			
11 Concentrates and Forages	71.44	69.11	91.12
12 Pasture	.12	.22	
13 TOTAL FEED COSTS	\$ 71.56	\$ 69.33	\$ 91.12
14 RETURN OVER FEED COST	\$ 113.04	\$ 143.86	\$ 78.10
15 <u>Supplemental Costs</u>			
16 Miscellaneous Livestock Expense	2.42	2.87	1.62
17 Veterinary Expense	2.58	2.13	2.68
18 Custom Work	1.08	.26	1.64
19 TOTAL SUPPLEMENTAL COSTS	\$ 6.08	\$ 5.26	\$ 5.94
20 RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 106.96	\$ 138.60	\$ 72.16
20A <u>Allocated Costs</u>			
20B Power and Machinery Costs	5.0	4.44	7.0
20C Livestock Equipment Costs	2.95	3.11	3.05
20D Building and Fences	4.57	3.44	8.88
20E TOTAL ALLOCATED COST	12.52	10.99	18.93
20F RETURN OVER ALL LISTED COSTS	94.44	127.61	53.23
21 SUPPLEMENTARY MANAGEMENT INFORMATION (Herd Total)			
22 Return for \$100 Feed Fed	\$ 257.97	\$ 307.48	\$ 185.71
23 Average Price Received Per Pig Sold	\$ 24.21	\$ 24.83	\$ 23.88
24 Number of Pigs Produced	356	417	336
25 Number of Pigs Born Per Litter	8.9	9.6	8.7
26 Number of Pigs Weaned Per Litter	7.3	7.7	7.2
27 Per Cent Death Loss	16.6	17.5	16.6
28 Price Per Cwt. Concentrate Fed	\$ 2.73	\$ 2.95	\$ 2.64
29 Feed and Suppl. Costs Per Pig Produced	\$ 10.90	\$ 9.66	\$ 14.44
Price Per Weaning Pig Sold	22.50		

TABLE 12 - DAIRY COWS - 1972

	Average of 171 Farms	56 Farms High in Return Above Feed	56 Farms Low in Return Above Feed
	Per Cow	Per Cow	Per Cow
1 Average Number of Cows	30.3	35.0	29.1
2 Pounds of Milk	10790	12704	8584
3 Pounds of Butterfat	392.0	460.2	315.2
4 Percent of Butterfat in Milk	3.6	3.6	3.7
5 Value of Produce			
6 Dairy Products Sold	551.19	670.23	425.95
7 Dairy Products Used in Home	4.55	4.51	4.09
8 Milk Fed to Livestock	8.42	7.54	9.00
9 New Increases in Value of Cows	(-9.31)	11.11	(-39.73)
10 TOTAL VALUE PRODUCED	554.85	693.39	399.31
11 Pounds of Feed Fed			
12 Corn	2113.3	2516.6	2285.1
13 Small Grain & Complete Dairy Ration	2848.8	2847.1	2386.3
14 Protein, Salt & Mineral	483.9	712.2	495.5
15 TOTAL CONCENTRATES	5451.0	6075.9	5166.9
16 Legume Hay	6936.2	6493.5	8364.6
17 Other Hay and Dry Roughage	280.9	291.3	87.1
18 Silage	9109.6	9121.3	9526.3
19 Feed Costs			
20 Concentrates	145.41	163.20	132.71
21 Roughages	108.78	101.60	122.47
22 Pasture	4.69	4.43	4.09
23 TOTAL FEED COSTS	258.88	269.23	259.27
24 RETURN OVER FEED COST	295.97	424.16	140.04
25 Supplemental Costs			
26 Miscellaneous Livestock Expense	20.26	26.51	16.39
27 Veterinary Expense	10.66	14.46	8.63
28 Custom Work	24.59	31.06	17.04
29 TOTAL SUPPLEMENTAL COSTS	55.51	72.03	42.06
30 RETURN OVER FEED AND SUPPLEMENTAL COSTS	240.46	352.13	97.98
30A Allocated Costs			
30B Power and Machinery Costs	25.24	22.94	35.73
30C Livestock Equipment Costs	15.41	16.05	16.18
30D Building and Fences	22.90	17.26	44.46
30E TOTAL ALLOCATED COST	63.55	56.25	96.37
30F RETURN OVER ALL LISTED COST	176.91	295.88	1.61
31 SUPPLEMENTARY MANAGEMENT INFORMATION (HERD TOTAL)			
32 Return for \$100 Feed Fed	214.33	257.55	154.01
33 Feed Cost Per Cwt. Milk	2.40	2.12	3.02
34 Feed Cost Per Pounds of Butterfat	.660	.585	.823
35 Pounds of Milk Per Pound of Concentrate	1.979	2.091	1.661
36 Average Price Per Cwt. Milk Sold	5.24	5.38	5.12
37 Average Price Per Pound of Butterfat	1.44	1.49	1.39

TABLE 13 - OTHER DAIRY CATTLE 1972		Average of 170 Farms	56 Farms High in Return Above Feed	56 Farms Low in Return Above Feed
		Per Cow	Per Cow	Per Cow
1.	Number of Head	\$ 34.60	29.40	36.00
2.	Net Inc. in Value	171.07	254.56	111.58
3.	<u>Pounds of Feed Fed</u>			
4A	Corn and Small Grain	535.5	592.7	595.5
4B	Protein, Salt and Mineral	50.1	55.7	51.8
4C	Complete Dairy Ration	225.5	199.5	290.7
5.	Hay and Roughage	2935.6	2579.6	3243.6
6.	Silage	2468.3	2073.0	3106.3
7.	Milk	161.2	129.7	182.7
8.	<u>Feed Cost</u>			
9.	Concentrates	22.51	23.61	25.53
10.	Roughages	37.83	33.23	43.19
11.	Milk	7.34	6.46	9.17
12.	Pasture	2.11	2.62	1.92
13.	TOTAL FEED COSTS	\$ 69.79	65.92	79.81
14.	RETURN OVER FEED COST	\$ 101.28	188.64	31.77
15.	<u>Supplemental Costs</u>			
16.	Miscellaneous Livestock Expense	1.21	1.39	.97
17.	Veterinary Expense	.95	1.05	.72
18.	Custom Work	1.33	1.63	1.03
19.	TOTAL SUPPLEMENTAL COSTS	\$ 3.49	4.07	2.72
20.	RETURN OVER FEED AND SUPPLEMENTAL COSTS	97.79	184.57	29.05
20A	<u>Allocated Costs</u>			
20B	Power and Machinery Costs	4.30	3.91	6.11
20C	Livestock Equipment Costs	2.64	2.75	2.77
20D	Building and Fences	3.93	2.96	7.62
20E	TOTAL ALLOCATED COST	10.87	9.62	16.50
20F	RETURN OVER ALL LISTED COSTS	86.92	174.95	12.55
21.	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
	(HERD TOTAL)			
22.	Return for \$100 Feed Fed	245.09	386.17	139.82
23.	Per Cent Death Loss	7.5	7.8	9.1

TABLE 14 - ALL DAIRY AND DUAL PURPOSE CATTLE		Average of 171 Farms	55 Farms High in Return Above Feed	56 Farms Low in Return Above Feed
		Per Cow	Per Cow	Per Cow
1	Average Number of Cows	29.7	33.6	26.1
2	Value of Dairy Products	564.16	681.12	442.54
3	Net Inc. in Value	186.30	279.85	95.55
4	TOTAL VALUE PRODUCED	750.46	960.97	538.09
5	<u>Pounds of Feed Fed</u>			
6	Concentrates	6396.8	7430.5	5855.6
7	Hay and Dry Roughage	10566.3	10139.2	11479.0
8	Silage	11946.4	12317.3	11815.6
9	<u>Feed Cost</u>			
10	Concentrates	179.57	207.57	161.44
11	Roughage	152.08	151.27	160.64
12	Pasture Costs	7.10	7.60	5.32
13	TOTAL FEED COSTS	338.75	366.44	327.40
14	RETURN OVER FEED COST	411.71	594.53	210.69
15	<u>Supplemental Costs</u>			
16	Miscellaneous Livestock Expense	21.65	27.22	15.18
17	Veterinary Expense	11.78	15.36	8.36
18	Custom Work	26.11	32.43	17.59
19	TOTAL SUPPLEMENTAL COSTS	59.54	75.01	41.13
20	RETURN OVER FEED AND SUPPLEMENTAL COSTS	352.17	519.52	169.56
20A	Allocated Costs			
20B	Power and Machinery Costs	30.19	26.36	43.14
20C	Livestock Equipment Costs	17.65	17.96	18.43
20D	Building and Fences	27.39	19.83	53.64
20E	TOTAL ALLOCATED COST	75.23	64.15	115.21
20F	RETURN OVER ALL LISTED COSTS	276.94	455.37	54.35
21	SUPPLEMENTARY MANAGEMENT INFORMATION (Herd Total)			
22	Return for WCC Feed Fed	221.54	262.24	164.36

TABLE 15 A - BEEF BREEDING CATTLE - 1972		Average 55 Farms Per Cow	18 Farms High in Return Above Feed Per Cow	18 Farms Low in Return Above Feed Per Cow
1	Average Number of Beef Cows	36.9	43.9	33.2
2	Average Number of Other Beef Animals and Bulls	33.5	45.7	24.9
3	Pounds of Beef Produced	13219	16161	9424
4	Net Increase in Value	191.57	263.85	90.27
5	<u>Pounds of Feed Fed</u>			
6	Grain	376.0	585.8	185.1
7	Protein, Salt and Mineral	63.8	49.3	68.7
8	Legume Hay	5459.3	4819.3	5377.2
9	Other Hay and Dry Roughage	1225.8	1693.8	1107.1
10	Silage	3295.7	2544.4	4465.9
11	<u>Feed Cost</u>			
12	Concentrates	11.46	15.06	8.49
13	Roughages	66.75	58.43	69.55
14	Pasture	10.70	10.14	10.66
15	TOTAL FEED COSTS	88.91	83.63	88.70
16	RETURN OVER FEED COSTS	102.66	180.22	1.57
17	<u>Supplemental Costs</u>			
18	Miscellaneous Livestock Expense	2.38	2.28	4.07
19	Veterinary Expense	1.76	1.05	3.04
20	Custom Work	3.50	3.69	2.68
21	TOTAL SUPPLEMENTAL COSTS	7.64	7.02	9.79
22	RETURN OVER FEED AND SUPPLEMENTAL COSTS	95.02	173.20	(-8.22)
22A	<u>Allocated Costs</u>			
22B	Power and Machinery Costs	5.39	4.89	7.65
22C	Livestock Equipment Costs	3.16	3.35	3.27
22D	Building and Fences	4.91	3.70	9.52
22E	TOTAL ALLOCATED COSTS	13.46	11.94	20.44
22F	RETURN OVER ALL LISTED COSTS	81.56	161.26	(-28.66)
23	SUPPLEMENTARY MANAGEMENT INFORMATION (Herd Total)			
24	Return for \$100 Feed Fed	215.45	315.53	101.77
25	Price Per Cwt. Sold	33.89	35.37	26.75
26	Average Weight Per Head Sold	568	642	472
27	Percent Death Loss	4.0	2.4	5.7
28	Percent Calf Drop	75	95	97
	Weight Per Feeder Calf Sold	406 lbs.		
	Price Per Cwt. (Feeder Calf) Sold	\$ 45.36		
	Price Per Head Feeder Calf Sold	\$183.98		

TABLE 15B - FEEDER CATTLE - 1972 (AVERAGE 15 FARMS)

	HERD TOTAL	PER CWT.
1 AVERAGE NUMBER OF BEEF FEEDER	45.5	
2 POUNDS OF BEEF PRODUCED	21793	
3 NET INCREASE IN VALUE OF ANIMALS	\$ 7803	35.81
4 POUNDS OF FEED FED		
5 Grain		376.8
6 Protein, Salt and Mineral		47.8
7 Legume Hay		735.8
8 Other Hay and Dry Roughage		128.7
9 Silage		1246.4
10 FEED COST		
11 Concentrates		11.38
12 Roughages		9.94
13 Pasture		.72
14 TOTAL FEED COSTS	\$ 4803	22.04
15 RETURN OVER FEED COST	\$ 3000	13.77
16 SUPPLEMENTAL COSTS		
17 Miscellaneous Livestock Expense		.25
18 Veterinary Expense		.56
19 Custom Work		.33
20 TOTAL SUPPLEMENTAL COSTS	\$ 248	1.14
21 RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 2752	12.63
21A ALLOCATED COSTS		
21B Power and Machinery Costs		.43
21C Livestock Equipment Costs		.25
21D Building and Fences		.39
21E TOTAL ALLOCATED COST	233	1.07
21F RETURN OVER ALL LISTED COSTS	2519	11.56
22 SUPPLEMENTARY MANAGEMENT INFORMATION		
23 Return for \$100 Feed Fed	\$ 162.46	
24 Price per Cwt. Sold	\$ 35.21	
25 Average Weight per Head Sold	759.0	
26 Price per Cwt. Bought	\$ 41.88	
27 Average Weight per Head Bought	311.4	
28 Number of Head Bought	29	
29 Percent Death Loss	2.3	

Table 18 - SHEEP FLOCK - 1972

	Per Ewe Average 10 Farms	Per Ewe High 3 Farms	Per Ewe Low 3 Farms
1. Average Number of Ewes	78.5	69.5	101.9
2. Pounds of Lamb and Mutton Produced	3500	2750	3135
3. Pounds of Wool Produced	746	1055	751
4. Value of Produce			
5. Wool	8.94	13.59	8.25
6. Net Increase in Value of Animals	13.39	14.18	11.73
7. Total Value Produced	22.33	27.77	19.98
8. <u>Pounds of Feed Fed</u>			
9. Grain	183.70	396.00	133.00
10. Protein, Salt and Mineral	13.30	27.40	15.50
11. Legume Hay	510.80	303.00	752.40
12. Other Hay and Dry Roughage	294.50	96.20	141.30
13. Silage			
14. <u>Feed Cost</u>			
15. Concentration	4.69	9.42	3.82
16. Roughages	7.15	4.42	8.92
17. Pasture	1.18	.22	1.84
18. TOTAL FEED COSTS	13.02	14.06	14.58
19. RETURN OVER FEED COSTS	9.31	13.71	5.40
20. <u>Supplemental Costs</u>			
21. Miscellaneous Livestock Expense	.41	.19	.52
22. Veterinary Expense	.73	.17	.74
23. Custom Work	.89	.16	1.17
24. TOTAL SUPPLEMENTAL COSTS	2.03	.52	2.43
25. RETURN OVER FEED AND SUPPLEMENTAL COSTS	7.28	13.19	2.97
25A. Allocated Cost			
25B. Power and Machinery Costs	2.16	1.96	3.06
25C. Livestock Equipment Costs	1.26	1.34	1.31
25D. Building and Fences	1.96	1.48	3.81
25E. TOTAL ALLOCATED COST	5.38	4.78	8.18
25F. Return Over All Listed Costs	1.90	8.41	(-5.21)
26. SUPPLEMENTARY MANAGEMENT INFORMATION (FLOCK TOTAL)			
27. Return for \$100 Feed Fed	\$ 171.53	\$ 197.54	\$ 137.01
28. Price Per Cwt. Lamb and Mutton Sold	\$ 28.36	30.02	26.62
29. Pounds of Wool Per Sheep Sheared	12.00	16.00	14.70
30. Number of Ewes Kept for Lambing	59.00	37.00	99.00
31. Percent Lamb Crop	129.00	105.00	113.00
32. Percent Death Loss	18.80	14.40	16.00

CASH SUMMARY OF FARM EARNINGS, 1968-1972

Items	1968	1969	1970	1971	1972
<u>FARM RECEIPTS</u>					
Dairy Cattle	2827	2739	3017	2837	3152
Dairy Products	12420	11663	14435	12598	11574
Beef Cattle (incl. feeders)	609	836	1092	1247	1904
Hogs	696	740	919	1102	1762
Sheep and Wool	70	91	42	63	81
Poultry (incl. turkeys)	19	4	4	3	10
Eggs	128	26	33	24	11
Other Productive Livestock	--	2	4	12	3
Corn	37	62	22	159	112
Small Grains	860	467	274	213	285
Set Aside Acre Income	134	266	427	310	487
Other Crops	652	590	652	206	528
Gas Tax Refunds + Cap. Assets Sold	159	536	191	310	306
Income From Work Off the Farm	333	394	195	402	301
Miscellaneous Farm Income	124	303	150	311	415
1 Total Farm Sales	19068	18719	21564	19797	20931
2 Increase in Farm Capital	3427	4554	5546	7518	8845
3 Family Living From the Farm	380	405	352	439	385
4 Total Farm Receipts 1+2+3	22875	23678	27462	27754	30161
<u>FARM EXPENSES</u>					
Dairy Cattle Bought	360	1011	799	899	1330
Beef Cattle Bought (incl. feeders)	189	47	91	505	533
Hogs Bought	30	44	107	54	70
Sheep Bought (incl. feeders)	9	21	6	11	13
Poultry Bought (incl. turkeys)	16	10	7	5	4
Other Productive Livestock	--	4	--	4	6
Miscellaneous Livestock Expense	727	742	916	817	804
Feed Bought	3049	2437	3677	3647	3376
Fertilizer	800	648	734	626	747
Other Crop Expense	579	471	579	592	598
Custom Work Hired	903	957	1108	919	916
Gas-Oil-Grease Bought (farm share)	835	732	755	797	810
Repair + Oper. of Mach., Tractor, Truck and Auto (farm share)	902	838	1111	993	1080
Repair and Upkeep of Farm Real Estate	186	199	296	256	306
Repair and Upkeep of Livestock Equip.	101	137	189	163	103
Wages of Hired Labor	451	341	485	533	569
Electricity Expense (farm share)	268	271	342	338	347
Real Estate & Pers. Property Taxes	381	397	487	470	371
Telephone & General Farm Expense	333	323	425	370	443
5 Total Cash Operating Expense	10119	9630	12114	11999	12577
6 Power, Crop & Gen. Mach. Bought	2131	2197	2826	3160	3440
7 Livestock Equipment Bought	626	496	687	674	596
8 New Real Estate + Improvements	1346	2876	2360	2655	3563
9 Total Farm Purchases 5-8	14222	15199	17987	18488	20176
10 Decrease in Farm Capital	325	324	557	325	467
11 Interest on Farm Capital	2311	2705	3108	2921	3248
12 Unpaid Family Labor	613	685	1060	907	769
13 Labor Charge for Partners = Other Partners	98	273	223	129	183
14 Board Furnished Hired Labor	44	33	57	88	58
15 Total Farm Expense 9-14	17613	19219	22992	22858	24901
16 Labor Earnings 4-15	5262	4458	4473	4890	5260

1968-1969-1970-1971-1972 IN A CAPSULE

	<u>1968</u>	<u>1969</u>	<u>1970</u>	<u>1971</u>	<u>1972</u>
FARM SIZE (ACRES)	383	343	362	339	347
SIZE OF BUSINESS (WORK UNITS)*	352	313	343	308	290
RETURN TO CAPITAL & FAMILY LABOR	6953	6910	7235	7269	7722
LABOR EARNINGS	5350	4458	4473	4890	5260
NET WORTH (AVG. JAN. 1 & DEC. 31)	37044	35529	38242	35483	37412
RATIO OF ASSETS TO LIABILITIES	3.02:1	2.81:1	2.62:1	2.57:1	2.43:1
EXPENSES PER DOLLAR INCOME	.77	.81	.83	.82	.82
RETURN PER DOLLAR INVESTED	.12	.10	.13	.14	.14
% OF GROSS RECEIPTS SAVED AS RETURN TO CAPITAL & FAMILY LABOR	31.1%	36.9%	33.5%	26.1%	25.6%
<u>SOURCE OF INCOME-CASH RECEIPTS</u>					
INCOME FROM LIVESTOCK	87.9%	84.4%	90.6%	90.3%	88.3%
INCOME FROM CROPS	8.8%	13.0%	6.5%	4.4%	4.8%
MISCELLANEOUS INCOME	3.3%	3.6%	2.9%	5.1%	6.9%

N. E. FARM MANAGEMENT PROGRAM
DULUTH AREA INSTITUTE OF TECHNOLOGY

* One work unit equals one 10 hour working day.

