

# Vocational Agriculture Farm Management Program

## 1972 Annual Report

In Cooperation With  
VOCATIONAL DIVISION,  
DEPARTMENT OF EDUCATION AND  
AGRICULTURAL EDUCATION DEPARTMENT,  
UNIVERSITY OF MINNESOTA

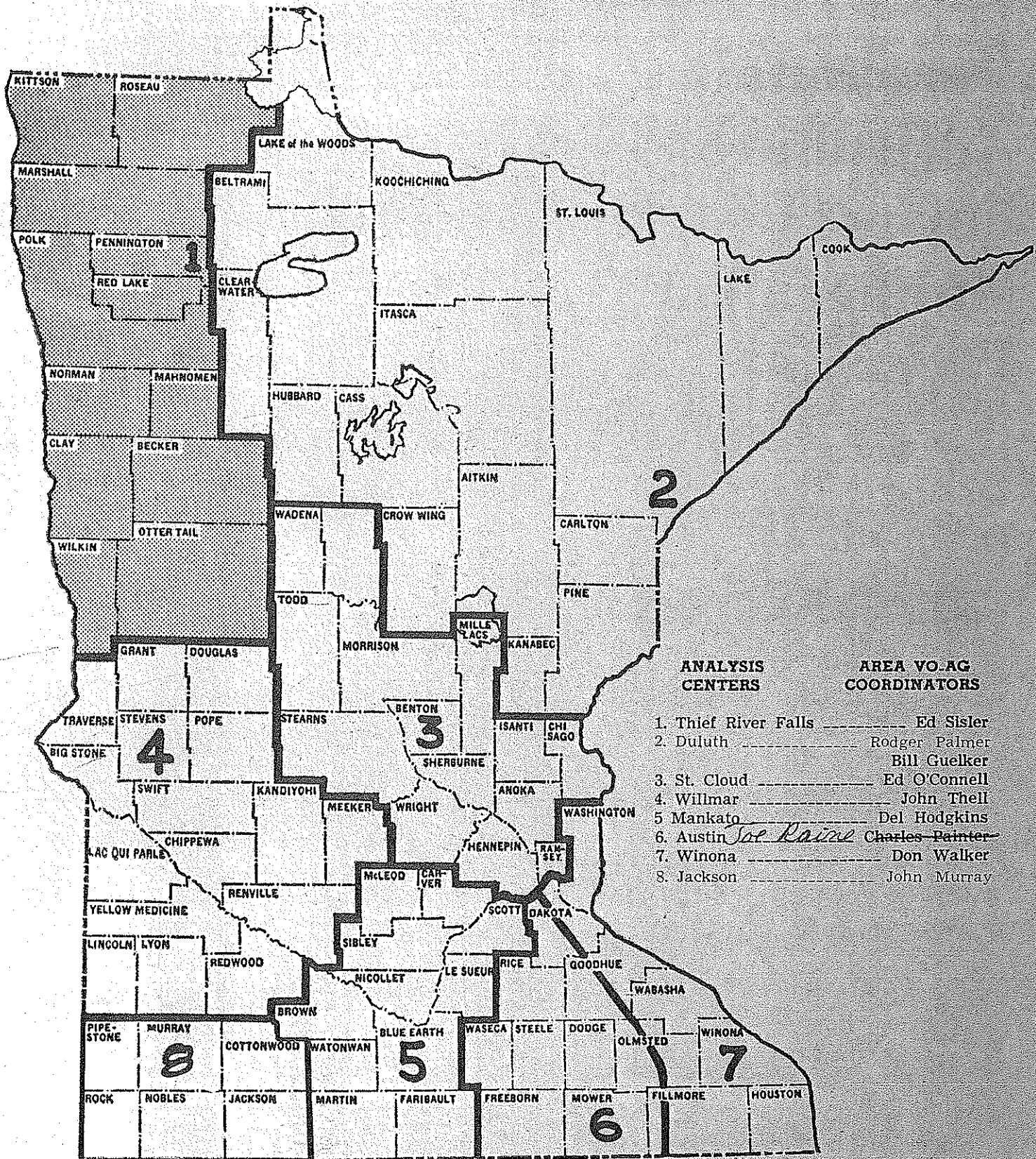
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Verne Spengler

NORTHWESTERN MINNESOTA  
REPORT NO. 18  
AREA VOCATIONAL TECHNICAL  
INSTITUTE  
THIEF RIVER FALLS, MINN.



# VO-AG FARM MANAGEMENT AREAS



## ANALYSIS CENTERS

## AREA VO-AG COORDINATORS

1. Thief River Falls ----- Ed Sisler
2. Duluth ----- Rodger Palmer
3. St. Cloud ----- Ed O'Connell
4. Willmar ----- John Thell
5. Mankato ----- Del Hodgkins
6. Austin *Joe Raine* ----- Charles Painter
7. Winona ----- Don Walker
8. Jackson ----- John Murray

\* Shaded Area Served by the Thief River Falls Analysis Center

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

There are two basic plans available to farmers.

A. Annual analysis program (Adequate for the majority of farmers)

For a cost of about \$30.00, 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.

B. Monthly analysis program

This program has been developed for those farmers who need more current evaluation, and is called a monthly "mail-in". The cooperators in this program receive a monthly return, primarily cash flow, and pay \$125.00 per year. In addition to the monthly return, they receive the detailed annual enterprise analysis which the annual analysis program cooperators receive. They work as closely with their Farm Management Instructor as do those in the annual analysis program.

The program has grown rapidly. Farmers, credit sources, and Agribusinessmen enthusiastically endorse it. This year over 3700 Minnesota farmers are enrolled. This program is now extending into North Dakota, Alaska, Oregon, Connecticut, Nebraska, Washington, Wisconsin, South Dakota, and Iowa.





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# 1972 REPORT OF THE FARM MANAGEMENT PROGRAM FOR VOCATIONAL AGRICULTURE IN NORTHWESTERN MINNESOTA

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The following table and enterprise were not included in the averages because the number of farms were too limited to provide reliable average information:

Table 16B - Feeder Lambs

## LET'S GET ACQUAINTED

The Vocational Agriculture Farm Management Program in Northwestern Minnesota is prepared by the Thief River Falls Area Vocational Technical School in cooperation with the Minnesota Department of Education and the Agricultural Education Department of the University of Minnesota. Since the initiation of the program in Thief River Falls in 1955, eighteen annual reports have been prepared.

This report is published annually to provide farmers, agriculture instructors, and others with farm record analysis information which will be helpful to them in studying farming operations. The report is set up to show each cooperating farmer's individual figures for his farm, and comparisons with the averages, the top twenty per cent and the bottom twenty per cent of the farms in the analysis. The report presents each farmer with figures showing his earnings, increase or decrease in net worth, financial standing and a number of efficiency factors on his various enterprises.

The analysis of the records and the preparation of the reports for Northwestern Minnesota are done under the direction of Ed Sisler of the Area Vocational Technical School at Thief River Falls. A special thank you is awarded the clerical staff for their patience, perseverance, and dedication to the project. The staff this year is: Phyllis Moum, Marie Sorensen, Roberta Kosel, Connie Mehrkens, Shirley Koop, Betty Ueland, Fay Gullickson, Bonnie Haglund, Betty Johansson, and Beverly Hest. Gladys Narverud prepared the manuscript.

The Farm Management Program is supervised locally by Dr. William Corliss, Superintendent of Thief River Falls Public Schools and Arnt Aune, Director of the Area Vocational Technical School, Thief River Falls, Minnesota. Mr. Paul Day of the State Department of Education, Dr. Ed Persons of the University Department of Agricultural Education, and Dr. T.R. Nodland of the Agricultural Economics Department have been available as consultants.

This analysis center utilizes the Agricultural Records Cooperative's automatic data processing facilities to streamline its operation.

While 488 records were included in the averages 600 records were processed.



This report deals with farmers enrolled in thirty schools in Northwestern Minnesota. The following tabulation shows the number of farmers submitting 1972 farm records for analysis, the schools cooperating and the names of the Vo-Ag instructors from these schools.

<u>School</u>	<u>No. of Cooperators</u>	<u>Instructor</u>
Ada	8	Lowell Gunderson
Agassiz Valley Center School	6	Paul Ramsey
Barnesville	8	David Bakken
Battle Lake	7	Alton Carlson
Breckenridge	6	Rod Carter
Crookston Technical College	9	Erman Ueland
Detroit Lakes	22	Jerry Bartel
	43	Clayton Olsen
	46	Duane Lemmon
Fergus Falls	33	Bert Winger
Fertile	54	Conrad Carlson
Fosston	25	Dean McNelly
	23	David Gilbertson
Goodridge	36	Wallace Shodean
Greenbush	5	Art Boese
Hallock	4	Jerry Siebold
Hawley	42	John Hest
Henning	21	Charles Erickson
Humboldt	1	Roger Schwenzfeier
Karlstad	2	Harlan Hokanson
Mahnomen	25	Pete Revier
Moorhead	19	Ray Maxson
Pelican Rapids	13	Budd Andrews
Perham	23	Jerry Beck
Plummer, Red Lake Falls, Oklee	40	Harry Oen
Roseau	3	Bud Leverington
	38	Gary Olson
Thief River Falls	46	Don Johnsen
	47	Verne Spengler
	5	Alan Dalen*
Twin Valley	20	Marvin Hanson
Ulen	13	Merlin Skretvedt
Areas not served by Vo-Ag Depts.	7	Ed Sisler
		Vo-Ag Coordinator
Total	687	

#### WHY KEEP FARM RECORDS

Systematic use of records seems to raise the managerial level of the farmers. Once a farmer starts using records to check up on his performance, it is likely that he will continue for some years to improve his position above that of his less systematic neighbor.\*\*

\*Post High Agriculture Instructor

\*\*Britannica Research Service

1971 - 1972 IN A NUTSHELL

	<u>1971</u>	<u>1972</u>
Labor Earnings (operator's share)	\$ _____	_____
Return to Capital & Family Labor	\$ _____	_____
Net Worth	\$ _____	_____
Ratio of Current Assets & Machinery to Current Liabilities	_____	_____
Ratio of Real Estate Assets to Real Estate Liabilities	_____	_____
Ratio of Total Assets to Total Liabilities	_____	_____
Expenses per Dollar Income	_____	_____

SIZE

Tillable Acres	_____	_____
Work Units* - Crops	_____	_____
Livestock	_____	_____
Other	_____	_____
Total	_____	_____
Total Farm Capital	\$ _____	_____

\*One work unit equals one ten hour day

GROSS FARM EARNINGS

Livestock	\$ _____	_____
Crops	\$ _____	_____
Other	\$ _____	_____

# WHAT IS THE CAPITAL INVESTMENT PICTURE IN OUR FARM BUSINESS?

Table 1. Summary of Farm Inventories, 1972

Items	Average of 482 Farms	
	Jan. 1	Dec. 31
1. Size of farm - Total acres	570.8	
2.       - Tillable acres	467.0	
3. Work units - crops	167.73	
4.       - livestock	176.90	
5.       - other	6.60	
6. Total size of business in work units	351.23	
7. Number of workers	1.5	
7A Farm capital investment per worker	69772	
8. PRODUCTIVE LIVESTOCK		
9.   Dairy cows	4438	4868
10.   Other dairy cattle	2621	3319
11.   Beef breeding cattle	3936	4930
12.   Beef feeder cattle	1773	1784
13.   Hogs	824	1072
14.   Sheep (incl. feeders)	309	350
15.   Poultry (incl. turkeys)	62	50
16.   Other productive livestock	28	70
17.       Total Productive Livestock	\$ 13991	16449
18. CROP, SEED AND FEED	8152	9683
19. POWER, MACHINERY AND EQUIPMENT		
20.   Auto and truck (farm share)	2024	2232
21.   Power and machinery	10456	12085
22.   Livestock equipment	1393	1621
23.       Total Power, Machinery & Equip.	\$ 13873	15938
24. LAND	47051	48450
25. BUILDINGS-FENCES-ETC.	9480	10555
26.       TOTAL FARM CAPITAL	\$ 92547	101075

Table 1 lists the categories of farm capital for the average of farms and for the 96 most profitable and 96 least profitable farms. These averages include the landlord's share of the investment for rented farms.

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

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

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

Table 1. Summary of Farm Inventories, 1972

Items	96 High Farms		96 Low Farms	
	Jan. 1.	Dec. 31	Jan. 1.	Dec. 31
1. Size of Farm - Total acres	958.5		427.9	
2.       - Tillable acres	837.6		336.2	
3. Work Units - crops	312.16		109.94	
4.       - livestock	278.41		86.79	
5.       - other	9.80		3.75	
6. Total Size of Business in Work Units	600.37		200.48	
7. Number of Workers	2.2		1.3	
7A Farm Capital Investment Per Worker	93977		61155	
8. PRODUCTIVE LIVESTOCK				
9.     Dairy cows	5740	6451	2277	2234
10.    Other dairy cattle	3282	4140	1123	1323
11.    Beef breeding cattle	6381	8845	3906	4338
12.    Beef feeder cattle	4594	4173	1460	1344
13.    Hogs	1096	1926	920	846
14.    Sheep (incl. feeders)	783	986	125	204
15.    Poultry (incl. turkeys)	229	202	5	5
16.    Other productive livestock	141	349		
17.       Total Productive Livestock	\$ 22246	27072	9816	10294
18. CROP, SEED AND FEED	16198	21350	5384	4841
19. POWER, MACHINERY AND EQUIPMENT				
20.     Auto and truck (farm share)	3322	3775	1614	1712
21.     Power and machinery	18151	21681	6742	7575
22.     Livestock equipment	2601	3082	786	895
23.       Total Power, Machinery & Equip.	\$ 24074	28538	9142	10182
24. LAND	75054	77764	45123	46233
25. BUILDINGS-FENCES-ETC.	14897	17372	8118	8380
26.       TOTAL FARM CAPITAL	\$ 152469	172096	77583	79930

Table 2A. Whole Farm Summary of Cash Receipts, 1972

Items	Average of 482 Farms	96 Most Prof. Farms	96 Least Prof. Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. Dairy cows	1212	1553	807
3. Dairy products	7945	11189	2930
4. Other dairy cattle	1383	1529	489
5. Beef breeding cattle	1545	2329	1313
6. Beef feeder cattle	2395	6234	1669
7A Hogs complete	989	1527	966
7B Hogs finishing	209	42	159
7C Hogs producing weaning pigs	979	1974	783
8A Sheep and wool, farm flock	424	1390	167
8B Sheep and wool, feeder lambs	26		
9. Chickens (incl. hens and broilers)	29	90	17
10. Turkeys	521	1511	
11. Eggs	138	548	1
12. Other productive livestock	79	396	
12A. Total Sales of Productive Livestock	\$17874	30312	9301
13. SALE OF CROPS			
14. Corn	533	1157	543
15. Soybeans, flax, sunflowers	1266	2923	1241
16. Wheat, oats, barley, rye	8083	18249	4811
17. Potatoes, sugar beets, other crops	516	2407	37
18. Hay, silage and other crops	498	1318	244
19. Set aside acres	1186	2404	833
19A. Total Sales From Crops	\$ 12082	28458	7709
20. Capital Assets Sold	709	882	318
21. Gas Tax Refund	145	229	104
22. Income From Work Off The Farm	319	585	206
23. Patronage Refunds	347	709	176
24. Miscellaneous Farm Income	1378	2634	1051
25. Total Farm Sales	\$ 32854	63809	18865
26. Increase in farm capital	8527	19625	2348
27. Family living from the farm	391	459	268
28. TOTAL FARM RECEIPTS(25)+(26)+(27)	\$ 41772	83893	21481

Table 2A provides a listing of the sources of cash income. The landlord's share of crops and other items is included in order to calculate earnings for the whole farm business. In addition to cash sales, the increase in farm capital and value of farm produce used in the home are listed.

Table 2B. Whole Farm Summary of Cash Expenses, 1972

Items	Average of 482 Farms	96 Most Prof. Farms	96 Least Prof. Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy cows	\$ 373	380	169
3. Other dairy cattle	326	281	294
4. Beef breeding cattle	336	415	344
5. Beef feeder cattle	773	2040	836
6A Hogs complete	60	96	76
6B Hogs finishing	52	7	46
6C Hogs producing weaning pigs	104	123	89
7A Sheep, farm flock	34	20	86
7B Sheep, feeder lambs	2		
8 Chickens (incl. hens and broilers)	12	34	3
9. Turkeys	76	172	
10. Other productive livestock	20	100	
11. Miscellaneous livestock expense	699	1229	353
12. Feed bought	2721	4807	779
13. Fertilizer	1838	3923	1207
14. Chemicals	283	700	186
15. Other crop expense	2033	5123	1539
16. Custom work hired	866	1273	554
17. Repair & upkeep of livestock equipment	148	276	62
18. Repair & upkeep of farm real estate	502	689	429
19. Gas, oil, grease bought (farm share)	1460	2311	1093
20. Repair & oper. of mach, tract., truck, auto (f.s.)	1905	3070	1386
21. Wages of hired labor	1125	2455	589
22. Personal property & real estate taxes	857	1485	669
23. General farm expense	507	809	399
24. Telephone expense (farm share)	122	145	112
25. Electricity expense (farm share)	341	468	261
26. TOTAL CASH OPERATING EXPENSE	\$ 17575	32431	12561
27. Pow, crop & gen. machinery bought (f.s.)	4920	9123	3872
28. Livestock equipment bought	485	970	222
29. New real estate and improvement	3910	6558	3214
30. TOTAL FARM PURCHASES (26) thru (29)	\$ 26890	49082	19869
32. Interest on farm capital	5808	9736	4725
33. Unpaid family labor	389	326	540
34. Labor charge for partners & other operators	120	425	
35. Board furnished hired labor	51	96	26
36. TOTAL FARM EXPENSE (30) thru (35)	\$ 33257	59665	25160
37. Labor Earnings (whole farm)	\$ 8517	24227	(-3681)
38. Number of operators	1	1	1

Labor earnings represent the return for labor after all expenses (Table 2B, Line 36) are deducted from total Farm Receipts, (Table 2A, Line 28). The interest on Farm Capital is 6% of the average total Farm Capital, Table 1, Line 26.

WHAT IS THE VALUE PRODUCED BY EACH ENTERPRISE?

Table 3. Summary of Farm Earnings (Enterprise Statement) 1972

Items	Average of 482 Farms	96 Most Prof. Farms	96 Least Prof. Farms
1. RETURNS AND NET INCREASES			
2. Productive Livestock			
3. Dairy cattle	\$ 8238	11721	2993
4. Other dairy cattle	3205	4073	1112
5. Beef breeding cattle	2536	4828	1706
6. Feeder cattle	1292	3256	481
7. Complete hog enterprise	1081	1808	940
8. Hog finishing enterprise	123	22	88
9. Producing weaning pigs	1037	2347	629
10. Farm flock of sheep	449	1574	160
11. Feeder lambs	7		
12. Chickens (incl. hens and broilers)	118	460	21
13. Turkeys	477	1458	
14. Other productive livestock	100	504	
15. ALL PRODUCTIVE LIVESTOCK	\$ 18663	32051	8130
16. Value of feed fed to livestock	7749	12443	4600
17. Return over feed from livestock	10914	19608	3530
18. Crop, seed and feed	14379	31376	7029
19. Income from labor off the farm	132	196	75
20. Cooperative patronage refunds	347	709	176
21. Miscellaneous farm income	1378	2634	1051
22. TOTAL RETURNS AND NET INCREASES	\$ 27150	54523	11861
23. EXPENSES AND NET DECREASES			
24. Truck and auto (farm share)	\$ 1850	2755	1411
25. Tractors and crop machinery	4836	7895	3992
26. Electricity	341	468	261
27. Livestock equipment	398	756	177
28. Buildings, fences and tiling	1293	1665	1383
29. Bare land	124	(-149)	824
30. Misc. livestock expense	699	1229	353
31. Labor	1681	3075	1234
32. Labor charge for other operator(s)	120	425	
33. Property tax	857	1485	669
34. General farm expense and telephone	629	953	511
35. Interest on farm capital	5808	9736	4725
36. TOTAL EXPENSES AND NET DECREASES	\$ 18636	30293	15540
37. Labor earnings	\$ 8514	24230	(-3679)
38. Number of farm operators	1	1	1

Table 3 combines Tables 1, 2A, & 2B. Cash receipts and expenses are adjusted for changes in inventory for each enterprise and for each category of expense in order to show net increases and net decreases. The resulting labor earnings are the same as those on Page 7.



# RANGE IN EARNINGS

Every study of farm earnings shows a wide variation in earnings among farmers in a given year (Fig.1). The average labor earnings of those farmers ranking in the upper 20 per cent was \$24,227 and of those in the lower 20 per cent was \$-3,681. This is a range of \$27,908. Some of the causes for these differences, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The more important management factors affecting earnings are as follows: (1) crop yield, (2) returns from livestock, (3) amount of livestock, (4) size of business, (5) work units per worker, (6) control over expenses. These factors vary from year to year in their relative influence on earnings.

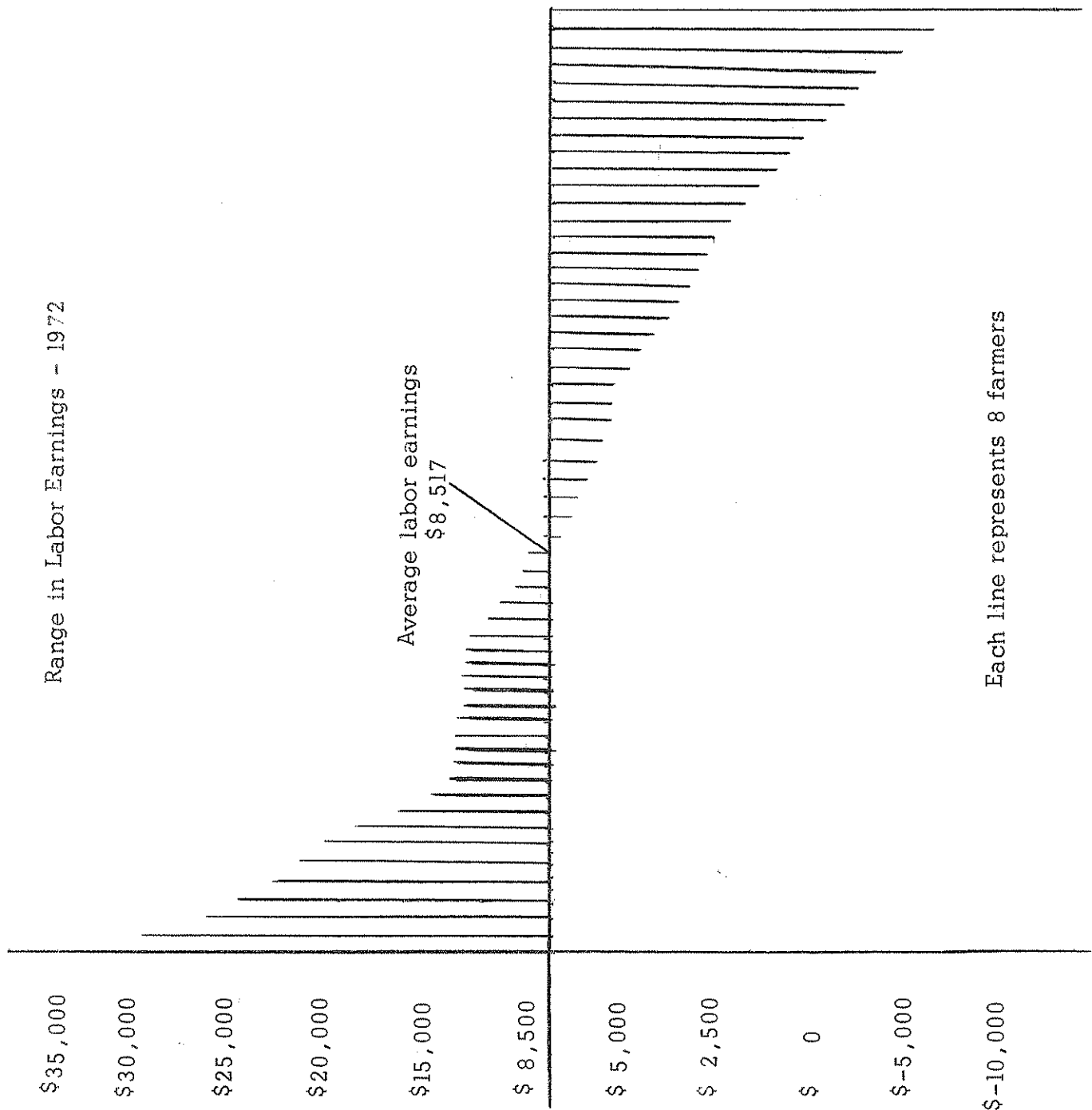


Table 4. Household and Personal Expenses, 1972

Items	Average of 293 Farms	51 Mcst Prof. Farms	51 Least Prof. Farms
1. Number of person - family	5	5	5
2. Number of adult equivalent - family	3.7	3.8	3.6
3. Church and welfare	\$ 186	313	121
4. Medical care and health insurance	692	793	516
5. Food and meals bought	1339	1477	1387
6. Operating expense and supplies	450	603	495
7. Furnishings and equipment	415	681	334
8. Clothing and clothing materials	472	627	465
9. Personal care, personal spending	357	565	323
10. Education	250	317	277
11. Recreation	73	100	66
12. Gifts and special events	178	206	173
13. Pers. share truck and auto expense	248	250	275
14. Oper. share upkeep on dwelling	155	167	279
15. Pers. share telephone & elect. expense	175	166	167
16. TOTAL CASH LIVING EXPENSES	\$ 4990	6265	4878
17. Pers. share new truck and auto	146	144	92
18. New dwelling bought	380	1343	46
19. Taxes and other deductions	589	993	615
20. Life insurance & other savings & investments	534	554	842
21. TOTAL HOUSEHOLD AND PERSONAL (16)-(20)	\$ 6639	9299	6473
22. TOTAL FAMILY LIVING FROM THE FARM (33)	415	550	286
23. TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$ 7054	9849	6759
24. FAMILY LIVING FROM THE FARM			
26. Milk and cream	114	122	80
27. Beef	244	402	143
28. Pork	25	18	32
29. Lamb	1	1	
30. Poultry	2		6
31. Eggs	1		2
32. Veg., fruit, spuds and fuel-also other produce	29	6	22
33. TOTAL FAMILY LIVING FROM THE FARM	\$ 416	549	285

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in Table 4. These farmers spent an average of \$550.00 per month for family living in addition to the food, fuel, and housing furnished by the farm.

Table 5. Net Worth Statement, 1972

Items	Average for 482 Farms	
	Jan. 1	Dec. 31
1. Total productive livestock	\$ 13569	15963
2. Crop, seed and feed	7863	9294
3. Total power, machinery & equipment	13396	15484
4. Land	29401	31116
5. Buildings, fences, etc.	8980	10172
6. Total Farm Capital	73209	82029
7. Non-farm assets	8401	9193
8. Dwelling	6775	7416
9. TOTAL ASSETS	\$ 88385	98638
10. Real estate mortgages	15339	16494
11. Chattel mortgages	12729	13635
12. Notes	3471	4161
13. Accounts payable	998	918
14. TOTAL LIABILITIES	\$ 32537	35208
15. Farmers Net Worth	\$ 55848	63430
16. GAIN OR (LOSS) IN NET WORTH		\$ 7582
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. Operators labor earnings	\$ 7823	
19. Return to capital and family labor	10895	
20. Non-farm income		
21. Outside investment income	16	
22. Other personal income & income tax refund	2914	
23. TOTAL NON-FARM INCOME	\$ 2930	
24. Total money borrowed	16499	
25. Total paid on debt (principal)	13850	
26. Total household & personal cash expense	5344	
27. Ratio total farm exp. to total farm receipts	.809	
28. Ratio total assets to total liabilities	2.716	2.802
29. Ratio non-real est. assets - non real est.liab..	2.51	2.67
30. Ratio real est. assets to real est. liab.	2.94	2.95
31. Ratio net worth to total liabilities	1.72	1.80
32. *Ratio cash operating exp. to adj. total farm sales		.66

\*Adjusted total farm sales does not include sale of capital assets

A net worth statement includes a listing of all the assets and liabilities as of a given date. The difference between the farmer's total assets and his total liabilities is his net worth. Both the farm and personal assets and liabilities are included.

The difference between the operator's net worth at the beginning and at the end of the year equals the gain in net worth. It represents the financial progress that has been made during the year.

Table 5A. Net Worth Statement, 1972

Items	96 High Farms		96 Low Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1. Total productive livestock	\$ 21747	26492	9036	9417
2. Crop. seed and feed	14744	19817	4930	4543
3. Total power, machinery & equipment	22127	26689	8886	10017
4. Land	45146	48096	24875	26136
5. Buildings, fences, etc.	13655	16479	7894	8009
6. Total Farm Capital	117419	137573	55621	58122
7. Non-farm assets	11398	12594	9452	9965
8. Dwelling	7328	8704	6819	7348
9. TOTAL ASSETS	\$ 136145	158871	71892	75435
10. Real estate mortgages	22241	24318	14711	14487
11. Chattel mortgages	21885	23753	10745	11867
12. Notes	5314	5664	3704	4311
13. Accounts payable	1084	1024	1356	1344
14. TOTAL LIABILITIES	\$ 50524	54759	30516	32009
15. Farmers Net Worth	\$ 85621	104112	41376	43426
16. GAIN OR (LOSS) IN NET WORTH	\$	18491		2050
17. SUPPLEMENTARY MANAGEMENT INFORMATION				
18. Operators labor earnings (6B/39)	\$ 21650		(-3245)	
19. Return to capital & family labor(6B/40)	26467		(-1161)	
20. Non-farm Income				
21. Outside investment income	15			
22. Other personal income & income tax ref.	1275		7302	
23. TOTAL NON-FARM INCOME	\$ 1290		7302	
24. Total money borrowed	28815		13249	
25. Total paid on debt(principal)	24698		11674	
26. Total household & pers. cash exp.(4/23)	7239		5320	
27. Ratio total farm exp. to total farm rec.	.720		1.144	
28. Ratio total assets to total liab.	2.695	2.901	2.356	2.357
29. Ratio non-real est. assets to non-real estate liabilities	2.48	2.81	2.04	1.94
30. Ratio real est. assets to real est. liab.	2.97	3.01	2.69	2.86
31. Ratio net worth to total liabilities	1.69	1.90	1.36	1.36
32. *Ratio cash oper. exp. to adj. total farm sales		.61		.85

\*Adjusted total farm sales does not include sale of capital assets

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

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

Table 6A. Operator's Share of Cash Receipts, 1972

	Average of 482 Farms	96 Most Prof. Farms	96 Least Prof. Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. Dairy cows	1173	1549	832
3. Dairy products	7754	11412	3021
4. Other dairy cattle	1345	1566	562
5. Beef breeding cattle	1512	2512	1284
6. Beef feeder cattle	2349	5464	1450
7A Hogs complete	983	1475	618
7B Hogs finishing	209	42	159
7C Hogs producing weaning pigs	929	1535	742
8A Sheep and wool, farm flock	350	912	121
8B Sheep and wool, feeder lambs	26	3	
9 Chickens (incl. hens and broilers)	29	90	17
10. Turkeys	521	1511	
11. Eggs	138	548	1
12. Other productive livestock	79	396	
12A TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 17397	29015	8807
13. SALE OF CROPS			
14. Corn	497	553	489
15. Soybeans, flax, sunflowers	1172	1991	1164
16. Wheat, oats, barley, rye	7515	16334	4459
17. Potatoes, sugar beets, & other crops	374	1517	19
18. Hay, silage and other crops	423	1117	258
19. Set aside acres	1150	2169	827
19A TOTAL SALES FROM CROPS	\$ 11131	23681	7216
20. Capital assets sold	371	298	261
21. Gas tax refund	143	230	99
22. Income from work off the farm	319	566	174
23. Patronage refunds	346	694	178
24. Miscellaneous farm income	1341	2259	909
25. TOTAL FARM SALES	\$ 31048	56743	17644
26. Increase in farm capital	8819	20153	2501
27. Family living from the farm	390	487	274
28. TOTAL FARM RECEIPTS (25)+(26)+(27)	\$ 40257	77383	20419
29. Adjusted total farm sales (25)-(20)	30677	56445	17383
30. Total cash farm operating expense	20111	34488	14836
31. Net cash operating income	\$ 10566	21957	2547

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

Table 6B. Operator's Share of Cash Expenses, 1972

	Average of 482 Farms	96 Most Prof. Farms	96 Least Prof. Farms
1. Purchase of Livestock			
2. Dairy cows	355	347	211
3. Other dairy cattle	324	275	377
4. Beef breeding cattle	327	514	358
5. Beef feeder cattle	765	1532	814
6A Hogs complete	59	96	41
6B Hogs finishing	52	7	46
6C Hogs producing weaning pigs	97	65	95
7A Sheep, farm flock	34	20	48
7B Sheep, feeder lambs	2		
8. Chickens	12	34	3
9. Turkeys	76	172	
10. Other productive livestock	20	100	
11. Miscellaneous livestock expense	662	1208	340
12. Feed bought	2635	4354	1611
13. Fertilizer	1784	3394	1212
14. Chemicals	276	620	179
15. Other crop expense	2000	4308	1338
16. Custom work hired	854	1263	561
17. Repair & upkeep of livestock equipment	145	262	63
18. Repair & upkeep of farm real estate	495	701	414
19. Gas, oil, grease bought (farm share)	1435	2245	1077
20. Repair & oper. of mach, tractor, truck, auto(f.s.)	1862	2861	1386
21. Wages of hired labor	1117	2469	547
22. Personal property & real estate taxes	706	1231	535
23. Cash rent	1070	1988	987
24. General farm expense	499	762	373
25. Telephone expense (farm share)	120	143	112
26. Electricity expense (farm share)	332	462	247
27. Interest expense	1974	3054	1861
28. TOTAL CASH OPERATING EXPENSE	\$ 20109	34487	14836
29. Power, crop & general mach. bought (farm share)	4862	8735	3860
30. Livestock equipment bought	484	968	246
31. New real estate & improvements	3853	6608	2613
32. TOTAL FARM PURCHASES (28) thru (31)	\$ 29308	50798	21555
34. Interest on farm capital	2683	4596	1552
35. Unpaid family labor	389	221	533
37. Board furnished hired labor	51	116	24
38. TOTAL FARM EXPENSE (32) thru (37)	\$ 32431	55731	23664
39. Labor earnings (operators share)	\$ 7823	21650	(-3245)
40.*Return to capital and family labor	\$ 10895	26467	(-1160)

\*Return to capital and family labor represents the amount available for debt service, living expense, and savings, and uses actual interest paid rather than interest on average farm capital.

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 and the thermometer chart on page 17.

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

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

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



Table 8. Measures of Farm Organization, 1972.

	Average of 482 Farms	96 Most Prof. Farms	96 Least Prof. Farms
1. Labor earnings	\$ 8517	24227	(-3681)
2. Crop yields - index	99	106	110
3. Percent till. land in H.R. crops			
4. Gross return per till. acre (excl. pasture)	40.33	47.46	36.30
5. Return for \$100 to prod. livestock-index	99	106	78
6. Livestock units per 100 acres*	15.3	16.4	12.1
7. Size of business - work units	351.2	600.3	200.5
8. Work units per worker	243.1	330.2	148.2
9. Power mach., equip., bldg. exp. per work unit	28.49	23.67	43.68
10. Farm capital investment per worker	69772	93977	61155
11. INDEX OF RETURN FOR \$100 FEED FROM			
12. Complete hog enterprise	100	114	81
13. Hog finishing enterprise	100	125	77
14. Producing weaning pigs	100	106	81
15. Dairy cattle	100	111	75
16. Other dairy	100	114	82
17. All dairy and dual purpose cattle	100	111	77
18. Beef breeding cattle	100	110	67
19. Beef feeder cattle	100	98	98
20. Sheep farm flock	100	108	101
21. Feeder lambs	100		
22. Chickens-laying flock	100	105	
23. Chickens-broilers	100	100	
24. Turkeys-laying flock	100		
25. Turkey-poults	100	106	
26. Other productive livestock			
27. Number of animal units	56.5	102.6	31.3
28. WORK UNITS			
29. Crops	167.7	312.1	109.9
30. Productive livestock	176.9	278.5	86.8
31. Other productive work units	6.6	9.8	3.8
32. EXPENSES PER WORK UNIT			
33. Tractor and crop machinery expense	\$ 14.70	14.14	19.09
34. Farm share of auto and truck expense	6.85	4.87	12.40
35. Farm share of electricity expense	1.22	.80	2.02
36. Livestock equipment expense	1.06	1.13	.97
37. Building, fencing, and tiling expense	4.64	2.71	9.17
38. Tractor & crop mach. expense per crop acre**	11.81	10.44	12.56
39. Farm power & mach. cost allocated to livestock	615.35	828.95	435.93
40. Building, fencing & tiling cost allo. to crops	670.00	1034.56	717.94

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

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

THERMOMETER CHART

Labor Earnings	Crop Yields	Gross Ret. Per Till.A.	Ret. From Prod. Lvstk	Prod. Lvstk. Units/ 100 A.	Work Units	Work Units Per Worker	Pw. Mach. Eq. & Bldg. Exp. Per Work Unit
\$40,000	190	64	160	27	650	455	4
\$35,000	175	60	150	25	600	420	8
\$30,000	160	56	140	23	550	385	12
\$25,000	145	52	130	21	500	350	16
\$20,000	130	48	120	19	450	315	20
\$15,000	115	44	110	17	400	280	24
\$ 8,500	100	40	100	15	350	245	28
\$ 5,000	85	36	90	13	300	210	32
\$ 2,500	70	32	80	11	250	175	36
\$ 0	55	28	70	9	200	140	40
\$-5,000	40	24	60	7	150	105	44
\$-10,000	25	20	50	5	100	70	49
\$-15,000	10	16	40	3	50	35	54

Your standing with respect to the various measures of farm organization and management efficiency are indicated in the thermometer above. The averages for the 482 farmers included in this summary are located between the dotted lines across the center of this page.

### CROP ANALYSIS

The following crop analysis represent an attempt to show the comparable return to labor, management and capital per acre from each crop. The costs charged against each crop are:

- (1) the power and machinery costs, gas, oil, repairs, and depreciation
- (2) fertilizer
- (3) other costs: seed, chemicals, twine, seed treatment and hail insurance
- (4) land cost: the sum of 6% X land value plus tillable acre taxes
- (5) hired labor for such specialized crops as sugar beets and potatoes
- (6) miscellaneous costs such as irrigation charges
- (7) custom work hired

Table 9. Crop Production, 1972

	Unit	Acres	Yield per Acre
1. Oats and mixtures	Bus.	76.8	53.4
2. Oats silage	Ton	.6	5.5
3. Canning peas	\$	0	
4. Wheat	Bus.	65.9	32.2
5. Barley	Bus.	44.5	47.5
6. Flax	Bus.	9.2	15.9
7. Rye	Bus.	10.1	27.5
8. TOTAL SMALL GRAIN		207.8	
9. Canning corn	\$		
10. Corn grain and seed corn	Bus.	16.0	67.6
11. Soybeans - grain	Bus.	7.6	22.1
12. Corn and cane silage	Ton	14.3	10.4
13. Corn and cane fodder	Ton	.5	6.1
14. Potatoes	Cwt.	0	
15. Sugar beets	Ton	1.6	13.9
16. Sunflowers	Cwt.	16.2	8.7
17. Other crops	\$	.1	
19. TOTAL CULTELVATED CROPS		56.6	
20. Alfalfa hay	Ton	25.0	2.7
21. Other legume hay and mixtures	Ton	44.5	2.1
22. Tame grass hay	Ton	1.2	1.0
23. Annual hay as equn	Ton	1.9	1.5
24. Legume and grass silage	Ton	.7	7.0
25. Legume seed	Lbs.	3.7	234.8
26. Grass seed	Lbs.	4.9	168.0
27. TOTAL HAY		81.9	
28. Alfalfa and mixed pasture		30.4	
29. Other legume pasture			
30. Other tillable pasture		5.6	
31. TOTAL TILLABLE PASTURE		36.0	
32. Diverted acres income	\$	72.7	
33. Summer fallow - tilled		6.3	
34. Other tillable land idle		6.4	
35. TOTAL TILLABLE LAND		467.7	
36. Wild hay	\$	3.2	
37. Non-tillable pasture		38.1	
38. Timber	\$	17.7	
39. Roads and waste		34.9	
40. Farmstead		10.0	
41. TOTAL ACRES IN FARM		571.6	
SUPPLEMENTARY MANAGEMENT INFORMATION			
43. Percent land tillable			81.8
44. Percent in high return crops			
45. *Fertilizer cost per acre			3.97
46. *Crop chemicals per acre			.60
47. *Seed and other costs per acre			2.62
48. *Gas,oil,grease bought per acre, crop machinery			2.39

\*Tillable land minus pasture

Table 10. Crop Data for Oats and Mixtures, 1972

	Average 398 Farms Per Acre	199 High Farms Per Acre	199 Low Farms Per Acre
1. Acres	92.0	95.5	88.4
2. Yield per acre	53.4	65.3	40.6
3. Value per unit	.66	.66	.65
4. Gross return	35.24	43.10	26.39
5. SUPPLEMENTAL COSTS			
6. Fertilizer	4.40	4.91	3.86
7. Chemicals	.42	.48	.37
8. Seed and other	3.09	3.01	3.19
9. Hired labor			
10. Custom work	.66	.82	.51
11. TOTAL SUPPLEMENTAL COSTS	8.57	9.22	7.93
12. Return Over Supplemental Costs	26.67	33.88	18.46
13. ALLOCATED COSTS			
14. Power and crop machinery expense	9.51	8.61	11.82
15. Land cost	7.53	7.66	7.39
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	17.04	16.27	19.21
18. TOTAL LISTED COSTS	25.61	25.49	27.14
19. RETURN OVER TOTAL LISTED COSTS	9.63	17.61	(-.75)
Per Unit Cost	.48	.39	.67

Table 10. Crop Data for Oats Silage, 1972

	Average 12 Farms Per Acre	6 High Farms Per Acre	6 Low Farms Per Acre
1. Acres	22.2	21.8	22.5
2. Yield per acre	5.5	7.9	3.1
3. Value per unit	5.83	6.17	5.50
4. Gross return	32.07	48.74	17.05
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.21	1.70	2.76
7. Chemicals	.54	.41	.67
8. Seed and other	2.70	2.94	2.44
9. Hired labor			
10. Custom work	.05	.05	
11. TOTAL SUPPLEMENTAL COSTS	5.50	5.10	5.87
12. Return Over Supplemental Costs	26.57	43.64	11.18
13. ALLOCATED COSTS			
14. Power and crop machinery expense	12.68	11.48	15.76
15. Land cost	7.88	7.06	8.71
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	20.56	18.54	24.47
18. TOTAL LISTED COSTS	26.06	23.64	30.34
19. RETURN OVER TOTAL LISTED COSTS	6.01	25.10	(-13.29)
Per Unit Cost	4.78	2.98	9.75

Table 10. Crop Data For Wheat, 1972

	Average 321 Farms Per Acre	160 High Farms Per Acre	160 Low Farms Per Acre
1. Acres	98.0	118.8	77.4
2. Yield per acre	32.2	37.7	23.9
3. Value per unit	1.79	1.82	1.77
4. Gross return	57.64	68.61	42.30
5. SUPPLEMENTAL COSTS			
6. Fertilizer	7.22	7.67	6.55
7. Chemicals	.90	1.12	.56
8. Seed and other	4.32	4.64	3.82
9. Hired labor			
10. Custom work	.63	.62	.63
11. TOTAL SUPPLEMENTAL COSTS	13.07	14.05	11.56
12. Return Over Supplemental Costs	44.57	54.56	30.74
13. ALLOCATED COSTS			
14. Power and crop machinery expense	9.51	8.61	11.82
15. Land cost	9.50	10.57	7.80
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	19.01	19.18	19.62
18. TOTAL LISTED COSTS	32.08	33.23	31.18
19. Return Over Total Listed Costs	25.56	35.38	11.12
Per Unit Cost	1.00	.88	1.31

Table 10. Crop Data For Barley, 1972

	Average 238 Farms Per Acre	119 High Farms Per Acre	119 Low Farms Per Acre
1. Acres	87.1	102.3	72.0
2. Yield per acre	47.5	55.3	36.3
3. Value per unit	1.01	1.01	1.00
4. Gross return	47.98	55.85	36.30
5. SUPPLEMENTAL COSTS			
6. Fertilizer	6.25	6.87	5.36
7. Chemicals	.93	1.16	.60
8. Seed and other	3.52	3.63	3.36
9. Hired Labor			
10. Custom work	.55	.52	.60
11. TOTAL SUPPLEMENTAL COSTS	11.25	12.18	9.92
12. Return Over Supplemental Costs	36.73	43.67	26.38
13. ALLOCATED COSTS			
14. Power and crop machinery expense	9.51	8.61	11.82
15. Land cost	9.86	10.59	8.83
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	19.37	19.20	20.65
18. TOTAL LISTED COSTS	30.62	31.38	30.57
19. Return Over Total Listed Costs	17.36	24.47	5.73
Per Unit Cost	.64	.57	.84

Table 10. Crop Data For Flax, 1972

	Average 40 Farms Per Acre	20 High Farms Per Acre	20 Low Farms Per Acre
1. Acres	55.7	55.8	55.6
2. Yield per acre	15.9	24.8	7.0
3. Value per unit	2.56	2.38	2.75
4. Gross return	40.70	59.02	19.25
5. SUPPLEMENTAL COSTS			
6. Fertilizer	1.90	2.44	1.35
7. Chemicals	.63	.79	.45
8. Seed and other	3.54	3.58	3.51
9. Hired labor			
10. Custom work	.47	.63	.31
11. TOTAL SUPPLEMENTAL COSTS	6.54	7.44	5.62
12. Return Over Supplemental Costs	34.16	51.58	13.63
13. ALLOCATED COSTS			
14. Power and crop machinery expense	9.51	8.61	11.82
15. Land cost	9.44	11.68	7.19
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	18.95	20.29	19.01
18. TOTAL LISTED COSTS	25.49	27.73	24.63
19. Return Over Total Listed Costs	15.21	31.29	(-5.38)
Per Unit Cost	1.60	1.12	3.50

Table 10. Crop Data For Rye, 1972

	Average 32 Farms Per Acre	16 High Farms Per Acre	16 Low Farms Per Acre
1. Acres	47.5	52.4	42.6
2. Yield per acre	27.5	35.7	17.3
3. Value per unit	.86	.90	.81
4. Gross return	23.65	32.13	14.01
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.82	3.61	1.83
7. Chemicals	.04	.06	
8. Seed and other	2.08	2.37	1.74
9. Hired labor			
10. Custom work	.48	.86	.02
11. TOTAL SUPPLEMENTAL COSTS	5.42	6.90	3.59
12. Return Over Supplemental Costs	18.23	25.23	10.42
13. ALLOCATED COSTS			
14. Power and crop machinery expense	9.51	8.61	11.82
15. Land cost	8.13	9.52	6.38
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	17.64	18.13	18.20
18. TOTAL LISTED COSTS	23.06	25.03	21.79
19. Return Over Total Listed Costs	.59	7.10	(-7.78)
Per Unit Cost	.64	.70	1.26



Table 10. Crop Data for Corn for Grain, 1972

	Average 170 Farms Per Acre	85 High Farms Per Acre	85 Low Farms Per Acre
1. Acres	39.0	43.3	34.7
2. Yield per acre	67.6	80.8	51.1
3. Value per unit	1.07	1.07	1.08
4. Gross return	72.33	86.46	55.19
5. SUPPLEMENTAL COSTS			
6. Fertilizer	8.72	9.24	8.10
7. Chemicals	2.51	2.98	1.93
8. Seed and other	5.05	5.01	5.10
9. Hired labor			
10. Custom work	3.21	3.12	3.31
11. TOTAL SUPPLEMENTAL COSTS	19.49	20.35	18.44
12. Return Over Supplemental costs	52.84	66.11	36.75
13. ALLOCATED COSTS			
14. Power and crop machinery expense	17.44	15.79	21.67
15. Land cost	11.00	12.06	9.71
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	28.44	27.85	31.38
18. TOTAL LISTED COSTS	47.93	48.20	49.82
19. Return Over Total Listed Costs	24.40	38.26	5.37
Per Unit Cost	.71	.60	.97

Table 10. Crop Data for Soybeans-Grain, 1972

	Average 38 Farms Per Acre	19 High Farms Per Acre	19 Low Farms Per Acre
1. Acres	89.3	116.1	62.4
2. Yield per acre	22.1	25.2	16.5
3. Value per unit	3.35	3.46	3.24
4. Gross return	74.04	87.19	53.46
5. SUPPLEMENTAL COSTS			
6. Fertilizer	.12	.07	.21
7. Chemicals	2.08	2.30	1.68
8. Seed and other	5.21	5.23	5.19
9. Hired labor			
10. Custom work	.34	.30	.38
11. TOTAL SUPPLEMENTAL COSTS	7.75	7.90	7.46
12. Return Over Supplemental Costs	66.29	79.29	46.00
13. ALLOCATED COSTS			
14. Power and crop machinery expense	14.27	12.92	17.73
15. Land cost	17.07	19.66	12.24
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	31.34	32.58	29.97
18. TOTAL LISTED COSTS	39.09	40.48	37.43
19. Return Over Total Listed Costs	34.95	46.71	16.03
Per Unit Cost	1.77	1.61	2.26

Table 10. Crop Data for Sugar Beets, 1972

	Average 5 Farms Per Acre
1. Acres	152.8
2. Yield per acre	13.9
3. Value per unit	16.99
4. Gross return	236.16
5. SUPPLEMENTAL COSTS	
6. Fertilizer	12.37
7. Chemicals	5.43
8. Seed and other	1.68
9. Hired labor	22.35
10. Custom work	3.63
11. TOTAL SUPPLEMENTAL COSTS	45.46
12. Return Over Supplemental Costs	190.70
13. ALLOCATED COSTS	
14. Power and crop machinery expense	63.40
15. Land cost	18.52
16. Miscellaneous costs	
17. TOTAL ALLOCATED COSTS	81.92
18. TOTAL LISTED COSTS	127.38
19. Return Over Total Listed Costs	108.78
Per Unit Cost	9.16

Table 10. Crop Data for Legume and Grass Silage, 1972

	Average 9 Farms Per Acre	4 High Farms Per Acre	4 Low Farms Per Acre
1. Acres	35.4	24.8	45.0
2. Yield per acre	7.0	10.0	5.2
3. Value per unit	8.11	5.75	10.25
4. Gross return	56.77	57.50	53.30
5. SUPPLEMENTAL COSTS			
6. Fertilizer	1.61	5.16	
7. Chemicals			
8. Seed and other	.93	.48	.67
9. Hired labor			
10. Custom work	.65	2.06	
11. TOTAL SUPPLEMENTAL COSTS	3.19	7.70	.67
12. Return Over Supplemental Costs	53.58	49.80	52.63
13. ALLOCATED COSTS			
14. Power and crop machinery expense	12.68	11.48	15.76
15. Land cost	9.69	9.52	9.96
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	22.37	21.00	25.72
18. TOTAL LISTED COSTS	25.56	28.70	26.39
19. Return Over Total Listed Costs	31.21	28.80	26.91
Per Unit Cost	3.66	2.86	5.12

Table 10. Crop Data for Corn and Cane Silage, 1972

	Average 245 Farms Per Acre	122 High Farms Per Acre	122 Low Farms Per Acre
1. Acres	28.0	28.8	27.2
2. Yield per acre	10.4	13.0	7.8
3. Value per unit	5.86	5.92	5.81
4. Gross return	60.94	76.96	45.32
5. SUPPLEMENTAL COSTS			
6. Fertilizer	6.68	7.01	6.32
7. Chemicals	1.57	1.53	1.65
8. Seed and other	3.93	4.17	3.68
9. Hired labor			
10. Custom work	2.18	2.33	2.02
11. TOTAL SUPPLEMENTAL COSTS	14.36	15.04	13.67
12. Return Over Supplemental Costs	46.58	61.92	31.65
13. ALLOCATED COSTS			
14. Power and crop machinery expense	25.36	22.96	31.52
15. Land cost	8.57	9.17	7.94
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	33.93	32.13	39.46
18. TOTAL LISTED COSTS	48.29	47.17	53.13
19. Return Over Total Listed Costs	12.65	29.79	(-7.81)
Per Unit Cost	4.63	3.63	6.82

Table 10. Crop Data for Sunflowers, 1972

	Average 65 Farms Per Acre	32 High Farms Per Acre	32 Low Farms Per Acre
1. Acres	116.5	99.2	137.6
2. Yield per acre	8.7	11.1	7.0
3. Value per unit	4.76	4.66	4.87
4. Gross return	41.41	51.73	34.09
5. SUPPLEMENTAL COSTS			
6. Fertilizer	3.96	3.56	4.36
7. Chemicals	1.19	1.15	1.26
8. Seed and other	2.32	2.44	2.15
9. Hired labor			
10. Custom work	1.68	1.42	1.68
11. TOTAL SUPPLEMENTAL COSTS	9.15	8.57	9.45
12. Return Over Supplemental Costs	32.26	43.16	24.64
13. ALLOCATED COSTS			
14. Power and crop machinery expense	17.44	15.79	21.67
15. Land cost	10.30	11.83	8.97
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	27.74	27.62	30.64
18. TOTAL LISTED COSTS	36.89	36.19	40.09
19. Return Over Total Listed Costs	4.52	15.54	(-6.00)
Per Unit Cost	4.23	3.27	5.69

Table 10. Crop Data for Alfalfa Hay, 1972

	Average 206 Farms Per Acre	103 High Farms Per Acre	103 Low Farms Per Acre
1. Acres	58.1	50.9	65.4
2. Yield per acre	2.7	3.4	2.1
3. Value per unit	16.40	16.57	16.23
4. Gross return	44.28	56.34	34.08
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.98	3.79	2.34
7. Chemicals	.02	.06	
8. Seed and other	2.38	2.59	2.20
9. Hired labor			
10. Custom work	.46	.41	.50
11. TOTAL SUPPLEMENTAL COSTS	5.84	6.85	5.04
12. Return Over Supplemental Costs	38.44	49.49	29.04
13. ALLOCATED COSTS			
14. Power and crop machinery expense	19.02	17.22	23.64
15. Land cost	8.57	9.17	8.09
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	27.59	26.39	31.73
18. TOTAL LISTED COSTS	33.43	33.24	36.77
19. Return Over Total Listed Costs	10.85	23.10	(-2.69)
Per Unit Cost	12.53	9.72	17.81

Table 10. Crop Data for Other Legume Hay and Mixtures, 1972

	Average 253 Farms Per Acre	126 High Farms Per Acre	126 Low Farms Per Acre
1. Acres	84.6	64.2	105.3
2. Yield per acre	2.1	2.9	1.5
3. Value per unit	15.39	15.97	14.79
4. Gross return	32.32	46.31	22.19
5. SUPPLEMENTAL COSTS			
6. Fertilizer	1.99	3.30	1.19
7. Chemicals	.01	.02	
8. Seed and other	1.69	2.41	1.25
9. Hired labor			
10. Custom work	.47	.87	.24
11. TOTAL SUPPLEMENTAL COSTS	4.16	6.60	2.68
12. Return Over Supplemental Costs	28.16	39.71	19.51
13. ALLOCATED COSTS			
14. Power and crop machinery expense	12.68	11.48	15.76
15. Land cost	6.54	7.51	5.94
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	19.22	18.99	21.70
18. TOTAL LISTED COSTS	23.38	25.59	24.38
19. Return Over Total Listed Costs	8.94	20.72	(-2.19)
Per Unit Cost	11.30	8.74	15.85

Table 10. Crop Data for Tame Grass Hay, 1972

	Average 15 Farms Per Acre	7 High Farms Per Acre	7 Low Farms Per Acre
1. Acres	33.3	11.3	51.4
2. Yield per acre	1.0	2.1	.7
3. Value per unit	11.40	11.88	10.54
4. Gross return	11.40	24.95	7.38
5. SUPPLEMENTAL COSTS			
6. Fertilizer	1.44	.71	1.87
7. Chemicals			
8. Seed and other	.42	1.59	.23
9. Hired labor			
10. Custom work	.30		.33
11. TOTAL SUPPLEMENTAL COSTS	2.16	2.30	2.43
12. Return Over supplemental costs	9.24	22.65	4.95
13. ALLOCATED COSTS			
14. Power and crop machinery expense	6.34	5.74	7.88
15. Land cost	5.20	6.46	5.08
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	11.54	12.20	12.96
18. TOTAL LISTED COSTS	13.70	14.50	15.39
19. Return Over Total Listed Costs	(-2.30)	10.45	(-8.01)
Per Unit Cost	14.26	6.83	22.60

Table 10. Crop Data for Annual Hay, 1972

	Average 8 Farms Per Acre	4 High Farms Per Acre	4 Low Farms Per Acre
1. Acres	38.6	47.3	30.0
2. Yield per acre	1.5	1.8	1.0
3. Value per unit	11.88	13.25	10.50
4. Gross return	17.82	23.85	10.50
5. SUPPLEMENTAL COSTS			
6. Fertilizer			
7. Chemicals			
8. Seed and other	.96	.78	1.23
9. Hired labor			
10. Custom work			
11. TOTAL SUPPLEMENTAL COSTS	.96	.78	1.23
12. Return Over Supplemental Costs	16.86	23.07	9.27
13. ALLOCATED COSTS			
14. Power and crop machinery expense	9.51	8.61	11.82
15. Land cost	9.82	10.44	8.83
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	19.33	19.05	20.65
18. TOTAL LISTED COSTS	20.29	19.83	21.88
19. Return Over Total Listed Costs	(-2.47)	4.02	(-11.38)
Per Unit Cost	13.74	11.03	22.63

#### TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

The total "return over feed costs" for each class of livestock is shown in Tables 11 through 18. This differs from the "return over feed" shown in the enterprise statement in that it is the total for each class of livestock instead of a return from all classes of livestock. These data indicate the relative importance of different classes of livestock as a source of income and as a market for feed. The total return is the same as the returns and net increases shown on page 8. The return over feed is not a net return, but rather the amount available, after feed costs, to cover the costs for hired labor, power, equipment, taxes, insurance, interest and veterinary bills and to provide a return for the use of family labor and capital.

Feed is the largest single item of cost for all classes of livestock. However, the proportion of the total cost represented by feed varies considerably between classes of livestock. Feed makes up approximately 45 per cent of the total cost of maintaining dairy cattle and poultry, 50 per cent in the case of a farm flock of sheep and 75 - 90% for hogs, feeder cattle and feeder lambs. Consequently, it is necessary to secure a relatively higher return over feed from dairy cattle and poultry than from the other livestock enterprises in order to be able to cover all the costs other than feed.

The pasture charge allocation is determined by using a land charge. Actual acres for each class of livestock, with their respective land values are used.

Supplemental costs include miscellaneous livestock expenses, veterinary expense and custom work.

This year, allocated expenses for power and machinery, livestock equipment and buildings and fences have been added on the basis of work unit proportion.

Table 11A. Costs and returns From Complete Hog Enterprise, 1972

	Average 41 Farms Per Cwt	14 High Farms Per Cwt	14 Low Farms Per Cwt
1. Pounds of hogs produced	36991	39930	33910
2. Total value produced	\$ 30.30	34.43	25.19
3. Pounds of Feed Fed			
4. Corn	202.4	178.4	272.1
5. Small grain	232.2	192.6	239.3
6. Protein, salt and mineral	67.9	71.4	59.6
7. Complete ration	47.9	56.4	61.2
8. TOTAL CONCENTRATES	550.4	498.8	632.2
9. Forages	9.7	5.7	4.3
10. Feed Cost			
11. Concentrates and forages	14.03	12.61	15.55
12. Pasture	.07	.02	.05
13. TOTAL FEED COSTS	\$ 14.10	12.63	15.60
14. RETURN OVER FEED COST	\$ 16.20	21.80	9.59
15. Supplemental Costs			
16. Miscellaneous livestock expense	.38	.46	.29
17. Veterinary expense	.38	.47	.24
18. Custom work	.57	.79	.42
19. TOTAL SUPPLEMENTAL COSTS	\$ 1.33	1.72	.95
20. RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 14.87	20.08	8.64
20A Allocated Costs			
20B Power and machinery costs	.41	.35	.60
20C Livestock equipment costs	.27	.33	.24
20D Building and fences	.45	.34	.84
20E TOTAL ALLOCATED COST	1.13	1.02	1.68
20F RETURN OVER ALL LISTED COSTS	13.74	19.06	6.96
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for \$100 feed fed	214.86	272.62	161.49
23. Price received per cwt.	27.29	28.66	25.32
24. Number of litters farrowed	36	38	29
25. Number of pigs born per litter	6.8	8.8	5.0
26. Number of pigs weaned per litter	5.2	7.3	3.7
27. Per cent death loss	16.1	12.4	15.1
28. Average weight of hogs sold	184.3	154.9	248.6
29. Price per cwt. concentrate fed	\$ 2.54	2.52	2.45
30. Pounds of pork purchased	1711	2104	1492

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



Table 11B. Costs and Returns From Hog Finishing Enterprise, 1972

	Average 7 Farms Per Cwt	2 High Farms Per Cwt	2 Low Farms Per Cwt
1. Average number of pigs on hand	95.6	147.8	76.0
2. Pounds of hogs produced	30701	48250	22775
3. Total value produced	\$ 26.33	27.18	22.24
4. Pounds of Feed Fed			
5. Corn	57.3	73.7	114.1
6. Small grain	149.1	200.3	144.0
7. Protein, salt and mineral	32.1	1.6	119.1
8. Complete ration	229.0	45.6	263.4
9. TOTAL CONCENTRATES	467.5	321.2	640.6
10. Forages	1.1		5.3
11. Feed Cost			
12. Concentrates and forages	12.88	9.21	17.00
13. Pasture			
14. TOTAL FEED COSTS	\$ 12.88	9.21	17.00
15. RETURN OVER FEED COST	\$ 13.45	17.97	5.24
16. Supplemental Costs			
17. Miscellaneous livestock expense	.59	.65	.76
18. Veterinary expense	.09	.05	.03
19. Custom work	.79	.99	.92
20. TOTAL SUPPLEMENTAL COSTS	\$ 1.47	1.69	1.71
21. RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 11.98	16.28	3.53
21A Allocated Costs			
21B Power and machinery costs	.20	.17	.30
21C Livestock equipment costs	.13	.16	.12
21D Building and fences	.23	.17	.42
21E TOTAL ALLOCATED COST	.56	.50	.84
21F RETURN OVER ALL LISTED COSTS	11.42	15.78	2.69
22. SUPPLEMENTARY MANAGEMENT INFORMATION			
23. Return for \$100 feed fed	\$ 204.48	295.12	130.81
24. Price received per cwt.	29.38	27.14	26.66
25. Average weight of pigs sold	204.0	225.7	213.8
26. Average price paid per pig bought	20.27	19.84	19.95
27. Average weight per pig bought	35.8	41.1	22.2
28. Number of pigs purchased	171	202	111
29. Pounds of pork purchased	6118	8305	2463
30. Per cent death loss	5.0	4.0	3.7
31. Price per cwt. concentrate fed	\$ 2.75	2.87	2.64

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

Table 11C. Costs and Returns From Producing Weaning Pigs, 1972

	Average 38 Farms Per Litter	13 High Farms Per Litter	13 Low Farms Per Litter
1. Number of litters farrowed	63	61	45
2. Total value produced	\$ 200.86	219.82	178.09
3. Pounds of Feed Fed			
4. Corn	358.0	207.8	576.3
5. Small grain	1454.6	1810.0	1653.3
6. Protein, salt and mineral	608.0	306.2	207.0
7. Complete ration	508.4	217.7	715.9
8. TOTAL CONCENTRATES	2929.0	2541.7	3152.5
9. Forages	87.8	95.8	42.0
10. Feed Cost			
11. Concentrates and forages	75.89	68.49	85.44
12. Pasture	.14	.05	.31
13. TOTAL FEED COSTS	\$ 76.03	68.54	85.75
14. RETURN OVER FEED COST	\$ 124.83	151.28	92.34
15. Supplemental Costs			
16. Miscellaneous livestock expense	4.57	4.61	4.91
17. Veterinary expense	2.44	1.74	1.96
18. Custom work	1.48	.69	1.56
19. TOTAL SUPPLEMENTAL COSTS	\$ 8.49	7.04	8.43
20. RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 116.34	144.24	83.91
20A Allocated Costs			
20B Power and machinery costs	4.76	4.09	6.88
20C Livestock equipment costs	3.15	3.79	2.82
20D Building and fences	5.23	3.93	9.83
20E TOTAL ALLOCATED COSTS	13.14	11.81	19.53
20F RETURN OVER ALL LISTED COSTS	103.20	132.43	64.38
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for \$100 feed fed	\$ 264.18	320.71	207.67
23. Average price received per pig sold	\$ 24.61	24.58	26.05
24. Number of pigs produced	477	476	310
25. Number of pigs born per litter	9.2	8.8	8.7
26. Number of pigs weaned per litter	7.6	7.8	6.9
27. Per cent death loss	14.2	9.3	15.6
28. Price per cwt. concentrate fed	\$ 2.57	2.66	2.70
29. Feed and suppl. costs per pig produced	\$ 11.16	9.68	13.67

Farms included in Table 11C include only those which produced and sold weaning pigs.

Table 12. Dairy Cows, 1972

	Average 236 Farms Per Cow	78 High Farms Per Cow	78 Low Farms Per Cow
1. Average number of cows	30.0	36.2	24.3
2. Pounds of milk	10719	12489	8222
3. Pounds of butterfat	401.8	429.4	388.8
4. Per cent of butterfat in milk	3.8	3.4	4.8
5. Value of Produce			
6. Dairy products sold	\$ 533.77	633.95	391.98
7. Dairy products used in home	6.80	6.63	7.08
8. Milk fed to livestock	8.67	9.97	7.45
9. Net increases in value of cows	1.97	15.69	(-11.89)
10. TOTAL VALUE PRODUCED	\$ 551.21	666.24	394.62
11. Pounds of Feed Fed			
12. Corn	1104.8	1395.2	933.0
13. Small grain & complete ration	3328.4	3459.2	3183.6
14. Protein, salt and mineral	469.5	565.7	409.8
15. TOTAL CONCENTRATES	4902.7	5420.1	4526.4
16. Legume hay	7827.7	8266.8	7346.2
17. Other hay and dry roughage	352.3	452.6	545.8
18. Silage	9174.6	8941.4	8186.7
19. Feed Costs			
20. Concentrates	120.00	133.70	105.88
21. Roughages	88.20	87.10	84.98
22. Pasture	5.63	4.45	7.49
23. TOTAL FEED COSTS	\$ 213.83	225.25	198.35
24. RETURN OVER FEED COST	\$ 337.38	440.99	196.27
25. Supplemental Costs			
26. Miscellaneous livestock expense	20.70	27.38	11.89
27. Veterinary expense	9.67	10.91	5.93
28. Custom work	25.37	30.22	18.81
29. TOTAL SUPPLEMENTAL COSTS	\$ 55.74	68.51	36.63
30. RETURN OVER FEED & SUPP. COSTS	\$ 281.64	372.48	159.64
30A Allocated Costs			
30B Power and machinery costs	24.33	20.82	35.14
30C Livestock equipment costs	15.75	19.01	14.28
30D Building and fences	26.26	19.73	49.21
30E TOTAL ALLOCATED COSTS	66.34	59.56	98.63
30F RETURN OVER ALL LISTED COSTS	215.30	312.92	61.01
31. SUPPLEMENTARY MANAGEMENT INFORMATION			
32. Return for \$100 feed fed	\$ 257.77	295.78	198.94
33. Feed cost per cwt. milk	\$ 1.99	1.80	2.41
34. Feed cost per pounds of butterfat	\$ .532	.525	.510
35. Pounds of milk per lb. concentrate	2.186	2.304	1.816
36. Average price per cwt. milk sold	\$ 5.13	5.21	4.94
37. Average price per lb. of butterfat	1.37	1.52	1.04

Table 13. Other Dairy Cattle, 1972

	Average 235 Farms Per Head	78 High Farms Per Head	78 Low Farms Per Head
1. Number of head	37.7	34.7	42.3
2. Net Increase in value	162.79	219.16	116.00
3. Pounds of Feed Fed			
4A Corn and small grain	554.8	573.9	817.0
4B Protein, salt and mineral	77.0	54.6	75.3
4C Complete dairy ration	148.0	174.1	163.9
5. Hay and roughage	2845.5	2533.1	3211.1
6. Silage	3041.8	3397.3	2981.1
7. Milk	142.4	136.1	145.7
8. Feed Cost			
9. Concentrates	22.86	20.63	25.20
10. Roughages	31.51	28.76	35.20
11. Milk	6.90	6.25	7.26
12. Pasture	2.84	2.31	3.17
13. TOTAL FEED COSTS	\$ 64.11	57.95	70.83
14. RETURN OVER FEED COST	\$ 98.68	161.21	45.17
15. Supplemental Costs			
16. Miscellaneous livestock expense	.48		1.16
17. Veterinary expense	.19		.40
18. Custom work	.40		.95
19. TOTAL SUPPLEMENTAL COSTS	\$ 1.07		2.51
20. RETURN OVER FEED & SUPPLEMENTAL COSTS	97.61	161.21	42.66
20A Allocated Costs			
20B Power and machinery costs	4.16	3.54	6.00
20C Livestock equipment costs	2.70	3.26	2.45
20D Building and fences	4.50	3.38	8.44
20E TOTAL ALLOCATED COSTS	11.36	10.18	16.89
20F RETURN OVER ALL LISTED COSTS	86.25	151.03	25.77
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for \$100 feed fed	253.91	378.17	163.79
23. Per cent death loss	8.6	8.3	9.7

Table 14. All Dairy and Dual Purpose Cattle, 1972

	Average 237 Farms Per Cow	78 High Farms Per Cow	78 Low Farms Per Cow
1. Average number of cows	30.0	34.8	26.5
2. Value of dairy products	\$ 548.53	643.53	424.87
3. Net increase in value	\$ 205.83	265.95	137.96
4. TOTAL VALUE PRODUCED	\$ 754.36	909.48	562.83
5. Pounds of Feed Fed			
6. Concentrates	12130.5	20507.3	7778.9
7. Hay and dry roughage	11725.0	12650.6	11439.4
8. Silage	12976.8	14283.1	12277.9
9. Feed Cost			
10. Concentrates	157.60	172.33	132.19
11. Roughage	127.53	133.10	128.91
12. Pasture costs	9.13	7.96	10.83
13. TOTAL FEED COSTS	\$ 294.26	313.39	271.93
14. RETURN OVER FEED COST	\$ 460.10	596.09	290.90
15. Supplemental Costs			
16. Miscellaneous livestock expense	21.27	25.75	13.62
17. Veterinary expense	9.90	12.70	6.15
18. Custom work	25.87	30.89	19.66
19. TOTAL SUPPLEMENTAL COSTS	\$ 57.04	69.34	39.43
20. RETURN OVER FEED & SUPPLE. COSTS	\$ 403.06	526.75	251.47
20A Allocated Costs			
20B Power and machinery costs	29.56	24.39	44.75
20C Livestock equipment costs	19.14	22.26	17.98
20D Building and fences	31.92	23.10	62.67
20E TOTAL ALLOCATED COSTS	80.62	69.75	125.40
20F RETURN OVER ALL LISTED COSTS	322.44	457.00	126.07
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for \$100 feed fed	\$ 256.35	290.21	206.98

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

Table 15A. Beef Breeding cattle, 1972

	Average 108 Farms Per Cow	36 High Farms Per Cow	36 Low Farms Per Cow
1. Average number of beef cows	48.3	49.1	54.3
2. Average number of other beef an. & bulls	40.5	41.4	40.0
3. Pounds of beef produced	22439	24555	20834
4. Net increase in value	217.74	276.80	153.37
5. Pounds of Feed Fed			
6. Grain	583.4	515.2	669.3
7. Protein, salt and mineral	67.8	119.3	35.8
8. Legume hay	6166.6	5399.8	5462.4
9. Other hay and dry roughage	348.7	390.7	347.9
10. Silage	6971.6	6651.7	6845.1
11. Feed Cost			
12. Concentrates	13.85	14.75	12.43
13. Roughages	57.64	51.43	54.59
14. Pasture	13.58	13.75	15.10
15. TOTAL FEED COSTS	85.07	79.93	82.12
16. RETURN OVER FEED COST	\$ 132.67	196.87	71.25
17. Supplemental Costs			
18. Miscellaneous livestock expense	2.92	2.51	2.69
19. Veterinary expense	2.40	2.24	1.82
20. Custom work	2.51	2.14	2.23
21. TOTAL SUPPLEMENTAL COSTS	\$ 7.83	6.89	6.74
22. RETURN OVER FEED & SUPPLE. COSTS	\$ 124.84	189.98	64.51
22A Allocated Costs			
22B Power and machinery costs	5.19	4.46	7.53
22C Livestock equipment costs	3.37	4.07	3.02
22D Building and fences	5.63	4.23	10.54
22E TOTAL ALLOCATED COSTS	14.19	12.76	21.09
22F RETURN OVER ALL LISTED COSTS	110.65	177.22	43.42
23. SUPPLEMENTARY MANAGEMENT INFORMATION			
24. Return for \$100 feed fed	\$ 255.95	346.27	186.77
25. Price per cwt. sold	36.00	36.50	34.85
26. Average weight per head sold	605	650	591
27. Percent death loss	3.9	3.1	5.1
28. Percent calf crop	88	94	79

Table 15B. Feeder Cattle, 1972

	Average 62 Farms Per Cwt.	20 High Farms Per Cwt.	20 Low Farms Per Cwt.
1. Average number of beef feeders	53.8	42.8	44.8
2. Pounds of beef produced	28337	20747	25003
3. Net increase in value of animals	\$ 33.37	40.29	26.23
4. Pounds of Feed Fed			
5. Grain	430.7	279.4	519.0
6. Protein, salt and mineral	37.5	35.3	48.2
7. Legume hay	438.3	545.4	604.3
8. Other hay and dry roughage	19.7		35.0
9. Silage	832.8	1018.0	1163.7
10. Feed Cost			
11. Concentrates	10.74	7.05	12.56
12. Roughages	5.25	6.48	6.68
13. Pasture	.36	.60	.22
14. TOTAL FEED COSTS	\$ 16.35	14.13	19.46
15. RETURN OVER FEED COST	\$ 17.02	26.16	6.77
16. Supplemental Costs			
17. Miscellaneous livestock expense	.30	.46	.28
18. Veterinary expense	.44	.40	.34
19. Custom work	.57	.73	.81
20. TOTAL SUPPLEMENTAL COSTS	\$ 1.31	1.59	1.43
21. RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 15.71	24.57	5.34
21A Allocated Costs			
21B Power and machinery costs	.41	.35	.60
21C Livestock equipment costs	.27	.33	.24
21D Building and fences	.45	.34	.84
21E TOTAL ALLOCATED COSTS	1.13	1.02	1.68
21F RETURN OVER ALL LISTED COSTS	14.58	23.55	3.66
22. SUPPLEMENTARY MANAGEMENT INFORMATION			
23. Return for \$100 feed fed	\$ 204.08	285.06	134.79
24. Price per cwt. sold	\$ 34.95	35.67	34.31
25. Average weight per head sold	777.1	691.3	853.9
26. Price per cwt. bought	\$ 47.70	39.37	52.64
27. Average weight per head bought	229.0	240.0	351.7
28. Number of head bought	45	23	29
29. Percent death loss	3.2	2.0	.9

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

Table 16A. Sheep Flock, 1972

	Average 36 Farms Per Ewe	12 High Farms Per Ewe	12 Low Farms Per Ewe
1. Average number of ewes	89.8	94.9	102.0
2. Pounds of lamb and mutton produced	7759	12069	5597
3. Pounds of wool produced	897	1070	877
4. Value of Produce			
5. Wool	9.61	11.77	7.35
6. Net increase in value of animals	26.12	32.23	21.27
7. TOTAL VALUE PRODUCED	\$ 35.73	44.00	28.62
8. Pounds of Feed Fed			
9. Grain	259.6	174.3	378.6
10. Protein, salt and mineral	18.6	20.7	17.8
11. Legume hay	1076.3	1194.2	742.6
12. Other hay and dry roughage	73.1	68.5	129.4
13. Silage	342.5	73.9	381.2
14. Feed Cost			
15. Concentrates	6.59	4.43	9.81
16. Roughages	9.64	8.82	9.61
17. Pasture	1.96	1.65	1.79
18. TOTAL FEED COSTS	\$ 18.19	14.90	21.21
19. RETURN OVER FEED COST	\$ 17.54	29.10	7.41
20. Supplemental Costs			
21. Miscellaneous livestock expense	.80	.47	1.27
22. Veterinary expense	.94	.96	1.17
23. Custom work	1.63	2.74	.78
24. TOTAL SUPPLEMENTAL COSTS	\$ 3.37	4.17	3.22
25. RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 14.17	24.93	4.19
25A Allocated Costs			
25B Power and machinery costs	2.08	1.78	3.00
25C Livestock equipment costs	1.35	1.63	1.21
25D Building and fences	2.25	1.69	4.22
25E TOTAL ALLOCATED COSTS	5.68	5.10	8.43
25F RETURN OVER ALL LISTED COSTS	8.49	19.83	(-4.24)
26. SUPPLEMENTARY MANAGEMENT INFORMATION			
27. Return for \$100 feed fed	\$ 196.51	295.33	134.95
28. Price per cwt. lamb & mutton sold	\$ 25.94	24.43	29.64
29. Lbs. of wool per sheep sheared	9.3	10.4	8.3
30. Number of ewes kept for lambing	88	94	96
31. Percent lamb crop	122	135	110
32. Percent death loss	11.3	7.5	15.5



Table 17A. Laying Flock - Chickens, 1972

	Flock Total Average of 3 Farms	Per Hen
1. Average number of hens	2903.5	
2. Value of Produce		
3. Eggs sold and used		3.85
4. Inc. in value of flock		(-1.15)
5. TOTAL VALUE PRODUCED	\$ 7839	2.70
6. Pounds of Feed Fed		
7. Grain		8.4
8. Protein, salt and mineral		.3
9. Complete commercial feed		83.6
10. TOTAL POUNDS OF FEED		92.3
11. TOTAL FEED COST	9436	3.25
12. RETURN OVER FEED COST	\$ (-1597)	(-.55)
13. SUPPLEMENTAL COSTS	\$ 87	.03
14. RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ (-1684)	(-.58)
14A Allocated Costs		
14B Power and machinery costs		.17
14C Livestock equipment costs		.11
14D Building and fences		.19
14E TOTAL ALLOCATED COSTS	1365	.47
14F RETURN OVER ALL LISTED COSTS	(-3049)	(-1.05)
15. SUPPLEMENTARY MANAGEMENT INFORMATION		
16. Return for \$100 feed fed	\$ 83.08	
17. Eggs laid per hen	207	
18. Price per dozen eggs sold - cents	\$ .22	
19. Feed cost per dozen eggs - cents	\$ .19	
20. Return over feed costs per doz. eggs - cents	(-.03)	
21. Percent death loss	14.4)	

Table 18B. Turkey Poults, 1972

	Flock Total Average of 3	Per Cwt. Farms
1. Cwt. No. turkeys produced	3839.64	
2. Net increase in value	\$ 69559	18.12
3. Pounds of Feed Fed		
4. Grain		239.4
5. Protein, salt and mineral		54.3
6. Complete commercial feed		75.5
7. TOTAL POUNDS OF FEED		369.2
8. TOTAL FEED COSTS	\$ 47612	12.40
9. RETURN OVER FEED COST	\$ 21947	5.72
10. SUPPLEMENTAL COSTS	\$ 6182	1.61
11. RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 15765	4.11
11A Allocated Costs		
11B Power and machinery costs		.41
11C Livestock equipment costs		.27
11D Building and fences		.45
11E TOTAL ALLOCATED COSTS	4339	1.13
11F RETURN OVER ALL LISTED COSTS	11426	2.98
12. SUPPLEMENTARY MANAGEMENT INFORMATION		
13. Return for \$100 feed fed	\$ 146.10	
14. Number of poults purchased	22227	
15. Price paid per poult purchased	.55	
16. Percent death loss	4.1	
17. Price per cwt. of feed	\$ 3.36	
18. Price received per lbs. of turkeys sold	\$ .21	
19. Weight per bird sold in pounds	18.7	

Average of Prices of Feed and Produce Used in Home, 1972

Farm Grown Grains

Oats	\$ .61
Barley	.94
Wheat	1.62
Oats Mixture	.80
Rye	.94
Corn	1.13
Oats & Peas	.70

Hay

Alfalfa-Brome	\$ 16.00
Red Clover	12.00
Wild Hay	.8.00
Sweet Clover	9.00
Brome	10.00
Mixed Legume	14.00

Other Roughages

Corn silage	\$ 6.00 per ton
Grass silage	5.00 per ton
Oats silage	5.00 per ton
Haylage	9.00 per ton

Milk for Feed

Whole milk-Gr. A.	\$ 5.12 per cwt.
Whole milk-Gr. B.	4.65 per cwt.
Skim milk	.91 per cwt.

Home Produce

Milk	\$ .11 per qt.
Cream	.27 per pt.
Poultry(live)	.12 per lb.
Beef(live)	.28 per lb.
Hogs(live)	.23 per lb.
Eggs	.36 per doz.

Unpaid family labor \$ 10.00 per day

Board for hired labor \$ 3.00 per day  
unless otherwise specified

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. The number of work units for each class of livestock and each acre of crop are presented below. Days of work off the farm for pay are not included in work units computations in this report.

Number of Work Units for Each Class of Livestock and Acre of Crop.

Item	No. of Work Units	Item	No. of Work Units
Dairy cows	7.00 per head	Turkeys, lay. flock	25.00 per 100
Other dairy cows	1.20 per head	Bees	.33 per hive
Beef breeding cows	1.50 per head	Small grain	.3 per Acre
Feeder cattle	.12 per cwt.	Corn for grain	.55 per Acre
Sheep, farm flock	.6 per head	Corn silage	.8 per Acre
Lambs, feeders	.30 per cwt.	Alfalfa	.6 per Acre
Hogs, complete	.12 per cwt.	Other hay	.4 per Acre
Hogs, finishing	.06 per cwt.	Legume seed	.4 per Acre
Hogs, weaning pigs	1.40 per lit.	Grass silage	.4 per Acre
Chickens, lay. flock	5.00 per 100	Potatoes	3.0 per Acre
Chickens, broilers	.20 per cwt.	Sugar beets	2.0 per Acre
Turkeys, poultis	.12 per cwt.	Fallow	.4 per Acre

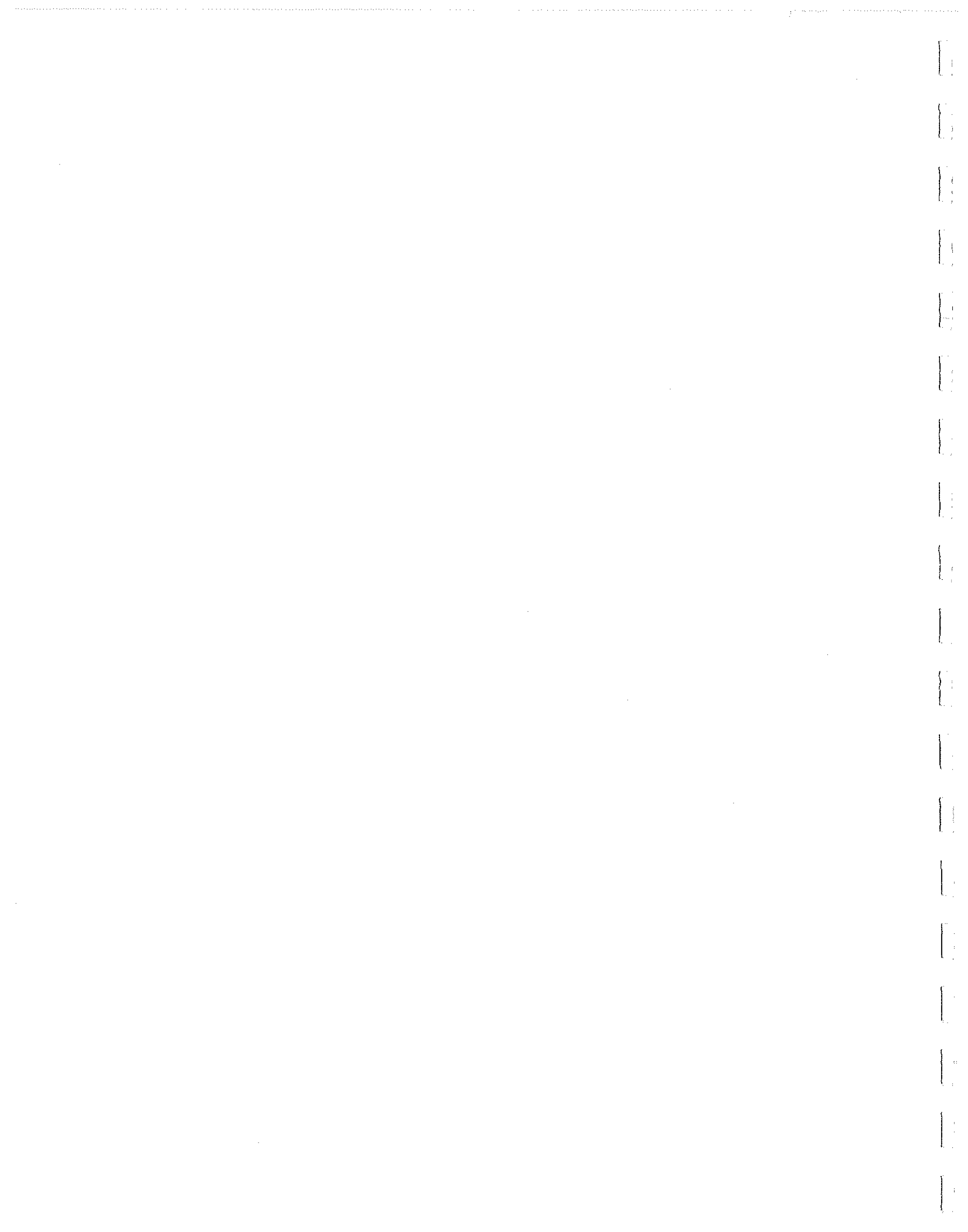
SUMMARY OF FARM EARNINGS BY YEARS

Years	1955	1960	1965	1970	1972
Number of farms	50	57	202	323	482
<u>FARM RECEIPTS</u>					
Dairy	\$ 613	986	1251	2096	2595
Dairy products	2305	2962	4105	7294	7945
Beef cattle (incl. feeders)	361	1770	2625	3454	3940
Hogs	227	483	1166	1545	2177
Sheep and wool (incl. feeders)	395	786	322	221	450
Other productive livestock	51	141	37	149	79
Poultry (incl. turkeys)	56	1047	2310	656	550
Eggs	417	511	664	535	138
Crops	3225	3573	4970	7957	12082
Mach. & equip. sold & gas tax refund	172	335	410	394	854
Income from work off the farm	179	373	188	250	319
Miscellaneous	214	241	635	2001	1725
(1) Total Farm Sales	\$ 8214	13208	18683	26552	32854
(2) Increase in Farm Capital	370	1704	2345	2771	8527
(3) Family Living From the Farm	277	337	283	337	391
(4) Total Farm Receipts (1)+(2)+(3)	\$ 8861	15249	21311	29660	41772
<u>FARM EXPENSES</u>					
Dairy cattle bought	\$ 188	325	168	456	699
Beef cattle bought (incl. feeders)	18	988	641	1261	1109
Hogs bought	12	38	66	242	216
Sheep bought (incl. feeders)	23	222	40	18	36
Other productive livestock	26	59	25	46	20
Poultry bought (incl. turkeys)	39	210	425	265	88
Miscellaneous livestock expense	177	304	441	593	699
Feed bought	460	1460	3232	2733	2721
Fertilizers and chemicals	334	504	867	1645	2121
Other crop expense	567	694	1017	1444	2033
Custom work hired	327	431	659	785	866
Gas, oil & grease bought (farm share)	855	1058	1002	1302	1460
Rep. & op. mach., tract., & auto (f.s.)	517	734	941	1477	1905
Repair & upkeep of real estate	116	118	148	275	502
Repair & upkeep of livestock equipment	61	67	95	221	148
Wages of hired labor	398	437	654	962	1125
Electricity expense (farm share)	152	191	262	392	463
Real estate & pers. property taxes	370	519	637	860	857
General farm expense	101	173	272	424	507
(5) Total Cash Operating Expenses	\$ 4742	8532	11592	15401	17575
(6) Pw., crop & gen. mach. bought (f.s.)	1438	1031	1908	3239	4920
(7) Livestock equipment bought	84	122	195	357	485
(8) Buildings & fencing bought	450	894	1255	2604	3910
(9) TOTAL FARM PURCHASES (5) to (8)	\$ 6713	10579	14950	21601	26890
(10) Decrease in Farm Capital					
(11) Interest on Farm Capital	1303	1500	2068	5314	5808
(12) Unpaid Family Labor	140	409	96	486	389
(13) Labor Charge for Partners & other Operators					120
(14) Board Furnished Hired Labor	76	130	86	57	51
(15) TOTAL FARM EXPENSES (9) to (14)	\$ 8232	12618	17200	27458	33258
(16) Labor Earnings (4) - (15)	\$ 629	2631	4111	2202	8517
(17) NET CASH INCOME (1) - (9)	\$ 1501	2629	3733	4951	5964

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	1955	1960	1965	1970*	1972
<u>SIZE</u>					
Work units	389	374	479	353	351
Tillable acres	319	385	491	465	467
Number of milk cows	14	17	26.1	29.7	30.0
Number of litters of pigs	4	6	29	51	63
Pounds of hogs produced	3631	2756	28842	26707	36991
Pounds of feeder cattle produced		18372	25457	26857	28337
Number of ewes	47	84	85	90.2	90.0
Number of beef cows	14	22	45	46	48
Number of chickens	170	313	2569		2903
<u>EFFICIENCIES - YIELD PER ACRE</u>					
Oats	39.8	53.8	53.1	40.8	53.4
Alfalfa	1.6	1.6	1.9	2.3	2.7
Barley	19.9	31.1	43.5	36.9	47.5
Wheat	18.4	29.3	27.2	25.4	32.2
Flax	7.4	10.8	8.2	11.3	15.9
Corn	44.0	54.2	33.3	50.5	67.6
Soybeans			12.6	17.1	22.1
Corn silage	6.6	6.6	5.7	7.6	10.4
Rye	31.0	12.5	22.5	35.8	27.5
<u>LIVESTOCK</u>					
Pounds butterfat per dairy cow	250	331	361	399	402
Pigs weaned per litter	7.2	8.0	8.0	7.3	7.6
Eggs per hen	162	188	221		20.7
Lambing percentage	127	115	106	126	122
<u>RETURNS ABOVE FEED COST PER:</u>					
Dairy cow	97.13	149.93	176.75	325.21	337.38
Cwt. of hogs	1.86	8.02	11.37	3.04	16.20
Ewe	7.60	5.65	14.60	12.30	17.54
Hen	1.36	1.70	1.71		-.55
Litter			82.65	33.33	124.83
Cwt. of feeder cattle		5.85	8.07	8.70	16.35
Beef cow	3.25	37.92	25.26	65.63	132.67
<u>PRICES RECEIVED PER:</u>					
Pounds of butterfat	.73	.90	.97	1.31	1.37
Cwt. hogs	15.00	17.38	21.16	21.23	27.29
Cwt. feeder cattle		23.42	21.32	28.77	34.95
Cwt. lamb	17.48	18.05	23.28	22.35	25.94
Feeder pig				19.94	24.61
Dozen eggs (¢)	32.5	29.0	28.9		.22
Oats, bushel		.54	.54	.56	.66
Alfalfa, ton		12.00	15.33	15.17	16.40
Barley, bushel		.78	1.03	.91	1.01
Wheat, bushel		1.85	1.52	1.78	1.79
Flax, bushel		2.55	2.68	2.26	2.56
Corn, bushel			1.05	1.19	1.07
Soybeans, bushel			2.26	2.47	3.35
Corn silage, ton		4.50	5.43	5.95	5.86
Rye, bushel		.85	.96	.92	.86

\*work units revised



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