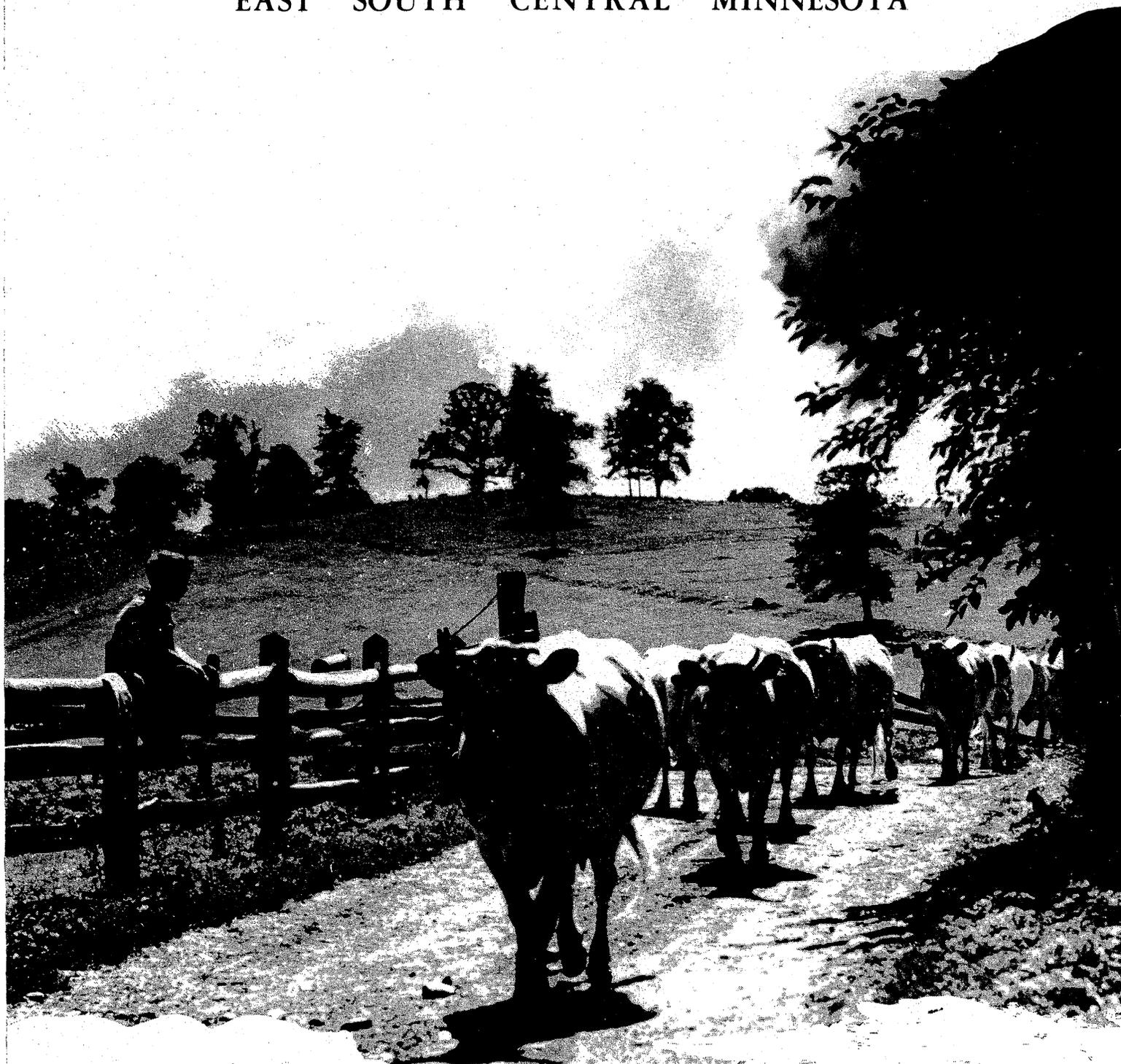


**VOCATIONAL  
AGRICULTURE  
FARM ANALYSIS**

**1972**

**Annual Report**

**EAST SOUTH CENTRAL MINNESOTA**



Austin Area  
Vocational-Technical Institute  
1700-4-73 April 1, 1973

In Cooperation With The Vocational Division,  
Minnesota Department of Education And Agricultural  
Education Department University of Minnesota.

1972 VOCATIONAL AGRICULTURE FARM ANALYSIS REPORT  
EAST SOUTH CENTRAL AREA - J. V. RAINE, AGRICULTURE PROGRAM COORDINATOR

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

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

PARTICIPATING SCHOOLS HAVE SUBMITTED 482 BOOKS TO DATE AND MORE ARE COMING IN.

SCHOOL	BOOKS	ADULT INSTRUCTORS	ALL DAY INSTRUCTORS IN COOPERATING SCHOOLS
ALBERT LEA	7	LARRY IRVINE	LOWELL ROSS-RICHARD ROE
ALDEN	3	JOHN NELSON	JOHN NELSON
AUSTIN	42	RON HAYES-LOEL GORDEN	DONALD RITLAND-RAMSEY JOHNSON
BLOOMING PRAIRIE	60	GENE FRANCIS	HAROLD ULRICH-MARK LEWIS
BYRON	23	GILMAN SCHUBERT	RAY CHERRY
DISTRICT 500	52	DWAIN VANGSNESS	LEROY SWANSON
		LYNN LAGERSTEDT	
FARIBAULT	90	DENNIS UITTENBOGAARD	RONALD SOMMERS
		KENNETH STASSEN	CARL ZIEBARTH
		CLARENCE ANDERSON	
HAYFIELD	26	BRUCE OXTON	FRANK MOON
KENYON	7	FRANK WHITE, JR.	JOHN SHELSTAD
LEROY	22	TERRY PHILLIPS	RICHARD SCHAUFLEER
NEW RICHLAND	16	RUSSELL SCHMIESING	LEE MENDENHALL
NORTHFIELD	27	HAROLD PAULSON	RICHARD FORSLINE
OWATONNA	27	JOHN ZWIEBEL	GLEN EDIN-DONALD BARBER-BRIAN KOSEL
SPRING VALLEY	29	JAMES ERREDGE	GERALD SPIER
STEWARTVILLE-			FRANK BEZDICEK
ROCHESTER	24	FRANK QUAM	LUVERN BUSHLACK-CURTIS VIETHS
WASECA	25	NORMAN BOMBACH-BOYD FULLER	JURGEN PETERS
ZUMBROTA	2	EUGENE HUNDEBY	EUGENE HUNDEBY

TABLE 1 - FARM INVENTORIES - 1972

ITEMS	AVERAGE OF 302 FARMS	
1-2 SIZE OF FARM-TOTAL ACRES & TILLABLE ACRES	349.1	308.1
3 WORK UNITS-CROPS	141.35	
4-5 LIVESTOCK & OTHER	250.75	15.85
6 TOTAL SIZE-WORK UNITS	407.95	
7 NUMBER OF WORKERS	1.6	
7A FARM CAPITAL INVESTMENT PER WORKER	\$108822	
8 PRODUCTIVE LIVESTOCK	JAN. 1	DEC. 31
9 DAIRY COWS	\$ 5958	\$ 6816
10 OTHER DAIRY CATTLE	3548	4295
11 BEEF BREEDING CATTLE	1086	1333
12 BEEF FEEDER CATTLE	4464	6269
13 HOGS	5133	7434
14-16 OTHER PRODUCTIVE LIVESTOCK	116	74
17 TOTAL PRODUCTIVE LIVESTOCK	\$ 20305	\$ 26221
18 CROP, SEED & FEED	\$ 15429	\$ 20336
19 POWER, MACHINERY & EQUIPMENT		
20 AUTO & TRUCK (FARM SHARE)	\$ 2068	\$ 2206
21 POWER & MACHINERY	15719	17249
22 LIVESTOCK EQUIPMENT	3242	4145
23 TOTAL POWER, MACHINERY & EQUIPMENT	\$ 21029	\$ 23600
24 LAND	\$ 69544	\$ 70918
25 BUILDINGS, FENCES, ETC.	\$ 25479	\$ 27450
26 TOTAL FARM CAPITAL	\$151786	\$168525

ITEMS	60 HIGH PROFIT		60 LOW PROFIT	
1-2 SIZE OF FARM-TOTAL A & TILL A	474.4	432.1	269.9	228.3
3 WORK UNITS-CROPS	199.88		101.84	
4-5 LIVESTOCK & OTHER	367.87	22.45	144.06	20.35
6 TOTAL SIZE-WORK UNITS	590.20		266.25	
7 NUMBER OF WORKERS	2.0		1.3	
7A FARM CAP. INVESTMENT PER WORKER	\$126014		\$95112	
8 PRODUCTIVE LIVESTOCK	JAN. 1	DEC. 31	JAN. 1	DEC. 31
9 DAIRY COWS	\$ 5308	\$ 6169	\$ 4025	\$ 4292
10 OTHER DAIRY CATTLE	4197	4963	2507	2627
11 BEEF BREEDING CATTLE	851	793	1236	2031
12 BEEF FEEDER CATTLE	11184	16493	2148	2769
13 HOGS	12959	19566	1679	1783
14-16 OTHER PRODUCTIVE LIVESTOCK	4	2	36	25
17 TOTAL PRODUCTIVE LIVESTOCK	\$ 34503	\$ 47986	\$ 11631	\$ 13527
18 CROPS, SEED & FEED	\$ 26137	\$ 36631	\$ 9164	\$ 10598
19 POWER, MACHINERY & EQUIPMENT				
20 AUTO & TRUCK (FARM SHARE)	\$ 2868	\$ 3234	\$ 1871	\$ 1977
21 POWER & MACHINERY	22585	25837	12449	12722
22 LIVESTOCK EQUIPMENT	4938	6571	1825	2542
23 TOTAL POWER-MACH-EQUIPMENT	\$ 30391	\$ 35642	\$ 16145	\$ 17241
24 LAND	\$ 90230	\$ 92988	\$ 55906	\$ 57824
25 BUILDINGS, FENCES, ETC.	\$ 39928	\$ 44328	\$ 16276	\$ 17192
26 TOTAL FARM CAPITAL	\$221189	\$257575	\$109122	\$116382

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

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1972

ITEMS	AVERAGE OF 302 FARMS	60 HIGH PROFIT FARMS	60 LOW PROFIT FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1661	\$ 1719	\$ 976
3 DAIRY PRODUCTS	11912	10898	7261
4 OTHER DAIRY CATTLE	1603	2248	880
5 BEEF BREEDING CATTLE	360	422	794
6 BEEF FEEDER CATTLE	10637	34876	3592
7A HOGS COMPLETE	11937	32211	2209
7B HOGS FINISHING	3833	11156	1896
7C HOGS PRODUCING WEANING PIGS	673	1230	875
8A SHEEP & WOOL, FARM FLOCK	111		24
8B SHEEP & WOOL, FEEDER LAMBS	2		
9 CHICKENS (INCL. HENS & BROILERS)	20	3	4
10 TURKEYS			
11 EGGS	123	9	47
12 OTHER PRODUCTIVE LIVESTOCK			
12A TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$42872	\$ 94772	\$18558
13 SALE OF CROPS			
14 CORN	5972	7815	5211
15 SOYBEANS, FLAX, SUNFLOWERS	6186	9754	3878
16 WHEAT, OATS, BARLEY, RYE	299	363	276
17 POTATOES, SUGAR BEETS, CANNING & OTHER A+B	535	361	1002
18 HAY, SILAGE & OTHER CROPS	459	66	116
19 DIVERTED ACRE PAYMENT	3266	4647	2448
19A TOTAL SALES FROM CROPS	\$16717	\$ 23006	\$12931
20 CAPITAL ASSETS SOLD	1276	3416	680
21 GAS TAX REFUND	228	288	166
22 INCOME FROM WORK OFF THE FARM	659	901	905
23 PATRONAGE REFUNDS	403	627	203
24 MISCELLANEOUS FARM INCOME	472	775	171
25 TOTAL FARM SALES	\$62627	\$123785	\$33614
26 INCREASE IN FARM CAPITAL	16592	36386	7258
27 FAMILY LIVING FROM THE FARM	419	514	319
28 TOTAL FARM RECEIPTS (25)+(26)+(27)	\$79638	\$160685	\$41191

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1972

ITEMS	AVERAGE OF 302 FARMS	60 HIGH PROFIT FARMS	60 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 588	\$ 496	\$ 78
3 OTHER DAIRY CATTLE	467	1023	151
4 BEEF BREEDING CATTLE	237	255	672
5 BEEF FEEDER CATTLE	6965	24786	2111
6A HOGS COMPLETE	584	800	242
6B HOGS FINISHING	1712	5311	768
6C HOGS PRODUCING WEANING PIGS	48	116	116
7A SHEEP, FARM FLOCK	28	1	
7B SHEEP, FEEDER LAMBS			
8 CHICKENS (INCL. HENS & BROILERS)	4	1	4
9 TURKEYS			
10 OTHER PRODUCTIVE LIVESTOCK			
11 MISCELLANEOUS LIVESTOCK EXPENSE	1561	2710	732
12 FEED BOUGHT	7158	17152	2863
13 FERTILIZER	3047	4877	2048
14 CHEMICALS	1687	2868	1056
15 OTHER CROP EXPENSE	2056	2960	1499
16 CUSTOM WORK HIRED	1670	2242	1119
17 REPAIR + UPKEEP OF LIVESTOCK EQUIPMENT	398	714	241
18 REPAIR + UPKEEP OF FARM REAL ESTATE	622	1102	352
19 GAS, OIL, GREASE BOUGHT (FARM SHARE)	1442	1838	1228
20 REPAIR + OPER OF MACH, TRAC, TRUCK, AUTO (FARM SHARE)	2017	2704	1626
21 WAGES OF HIRED LABOR	1092	2191	642
22 PERSONAL PROPERTY + REAL ESTATE TAXES	1973	2798	1503
23 GENERAL FARM EXPENSE	694	988	570
24 TELEPHONE EXPENSE (FARM SHARE)	142	176	125
25 ELECTRICITY EXPENSE (FARM SHARE)	590	878	429
26 TOTAL CASH OPERATING EXPENSE	\$36782	\$78987	\$20175
27 POWER, CROP & GENERAL MACH BOUGHT (FARM SHARE)	5866	9418	3798
28 LIVESTOCK EQUIPMENT BOUGHT	1528	2447	1070
29 NEW REAL ESTATE + IMPROVEMENT	6242	12790	4731
30 TOTAL FARM PURCHASES (26) THRU (29)	\$50418	\$103642	\$29774
31 DECREASE IN FARM CAPITAL			
32 INTEREST ON FARM CAPITAL	9585	14362	6765
33 UNPAID FAMILY LABOR	573	510	388
34 LABOR CHARGE FOR PARTNERS + OTHER OPERATORS	618	1220	473
35 BOARD FURNISHED HIRED LABOR	73	97	35
36 TOTAL FARM EXPENSE (30) THRU (35)	\$61267	\$119831	\$37435
37 LABOR EARNINGS (WHOLE FARM) (2A/28)-(36)	\$18371	\$ 40854	\$ 3756
38 NUMBER OF OPERATORS	1	1	1

TABLE 3 - ENTERPRISE STATEMENT - 1972

ITEMS	AVERAGE OF 302 FARMS	60 HIGH PROFIT FARMS	60 LOW PROFIT FARMS
1 RETURNS & NET INCREASES			
2 PRODUCTIVE LIVESTOCK			
3 DAIRY CATTLE	\$12042	\$11206	\$ 7300
4 OTHER DAIRY CATTLE	4310	4649	2572
5 BEEF BREEDING CATTLE	650	325	1028
6 FEEDER CATTLE	5041	14771	1734
7 COMPLETE HOG ENTERPRISE	13243	36256	2016
8 HOG FINISHING ENTERPRISE	2547	7626	1172
9 PRODUCING WEANING PIGS	684	1214	816
10 FARM FLOCK OF SHEEP	82	--	19
11 FEEDER LAMBS	2		
12 CHICKENS (INCL. HENS & BROILERS)	110	14	47
13 TURKEYS			
14 OTHER PRODUCTIVE LIVESTOCK			
15 ALL PRODUCTIVE LIVESTOCK	\$38711	\$76061	\$16704
16 VALUE OF FEED FED TO LIVESTOCK	17498	33969	8661
17 RETURN OVER FEED FROM LIVESTOCK	\$21213	\$42092	\$ 8043
18 CROPS, SEED & FEED	25083	39531	15485
19 INCOME FROM LABOR OFF THE FARM	317	449	407
20 COOPERATIVE PATRONAGE REFUNDS	403	627	203
21 MISCELLANEOUS FARM INCOME	472	775	171
22 TOTAL RETURNS & NET INCREASES	\$47488	\$83474	\$24309
23 EXPENSES & NET DECREASES			
24 TRUCK & AUTO (FARM SHARE)	\$ 1911	\$ 2599	\$ 1490
25 TRACTORS & CROP MACHINERY	5972	7731	4790
26 ELECTRICITY	635	878	429
27 LIVESTOCK EQUIPMENT	1058	1624	585
28 BUILDINGS, FENCES & TILING	2482	3721	1652
29 BARE LAND	64	288	--
30 MISCELLANEOUS LIVESTOCK EXPENSE	1556	2710	732
31 LABOR	2355	3525	1440
32 LABOR CHARGE FOR OTHER OPERATOR(S)	616	1220	473
33 PROPERTY TAX	1979	2798	1503
34 GENERAL FARM EXPENSE & TELEPHONE	880	1164	694
35 INTEREST ON FARM CAPITAL	9609	14362	6765
36 TOTAL EXPENSES & NET DECREASES	\$29117	\$42620	\$20553
37 LABOR EARNINGS	\$18371	\$40854	\$ 3756
38 NUMBER OF FARM OPERATORS	1	1	1

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

TABLE 4 - HOUSEHOLD EXPENSE - 1972

ITEMS	AVERAGE OF 168 FARMS	28 HIGH PROFIT FARMS	28 LOW PROFIT FARMS
1 NUMBER OF PERSONS-FAMILY	5	5	5
2 NUMBER OF ADULT EQUIVALENT-FAMILY	3.7	3.9	3.6
3 CHURCH & WELFARE	\$ 379	\$ 552	\$ 306
4 MEDICAL CARE & HEALTH INSURANCE	875	1057	767
5 FOOD & MEALS BOUGHT	1514	1693	1282
6 OPERATING EXPENSE & SUPPLIES	538	672	717
7 FURNISHINGS & EQUIPMENT	523	716	508
8 CLOTHING & CLOTHING MATERIALS	594	681	495
9 PERSONAL CARE, PERSONAL SPENDING	194	244	125
10 EDUCATION	161	179	80
11 RECREATION	280	401	214
12 GIFTS & SPECIAL EVENTS	268	374	151
13 PERSONAL SHARE-TRUCK & AUTO EXPENSE	352	352	391
14 OPERATORS SHARE UPKEEP ON DWELLING	88	180	32
15 PERSONAL SHARE TELEPHONE & ELECTRIC EXPENSE	204	241	193
16 TOTAL CASH LIVING EXPENSES	\$5970	\$7342	\$5261
17 PERSONAL SHARE NEW TRUCK & AUTO	206	253	167
18 NEW DWELLING BOUGHT	470	25	228
19 TAXES & OTHER DEDUCTIONS	767	1509	789
20 LIFE INSURANCE & OTHER SAVINGS & INVESTMENTS	1432	4046	2026
21 TOTAL HOUSEHOLD & PERSONAL (16)-(20)	\$8845	\$13175	\$8471
22 TOTAL FAMILY LIVING FROM THE FARM (33)	411	456	328
23 TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$9256	\$13631	\$8799
24 FAMILY LIVING FROM THE FARM			
25			
26 MILK & CREAM	\$ 97	\$ 65	\$ 57
27 BEEF	223	228	184
28 PORK	60	134	35
29 LAMB	1		
30 POULTRY	5		16
31 EGGS	3		8
32 VEG, FRUIT, SPUDS, & FUEL - ALSO OTHER PRODUCE	22	29	28
33 TOTAL FAMILY LIVING FROM THE FARM	\$ 411	\$ 456	\$ 328

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1972

ITEMS	AVERAGE OF 282 FARMS		52 HIGH PROFIT FARMS		58 LOW PROFIT FARMS	
	JAN 1	DEC 31	JAN 1	DEC 31	JAN 1	DEC 31
1 TOTAL LIVESTOCK	\$ 18149	\$ 23324	\$ 32527	\$ 43454	\$ 9511	\$ 11652
2 CROP, SEED & FEED	14051	18742	24039	33461	9543	11549
3 TOTAL POWER, MACHINERY	19741	22196	29348	33175	16572	17473
4 LAND	35618	37760	56949	61052	32778	35678
5 BUILDINGS, FENCES, ETC.	21287	23418	37658	42522	13842	15091
6 TOTAL FARM CAPITAL	\$108846	\$125440	\$180521	\$213664	\$ 82246	\$ 91443
7 NON-FARM ASSETS	\$ 11729	\$ 14067	\$ 12080	\$ 16009	\$ 11512	\$ 13186
8 DWELLING	6802	7268	10632	11080	6630	7477
9 TOTAL ASSETS	\$127377	\$146775	\$203233	\$240753	\$100388	\$112106
10 REAL ESTATE DEBT	\$ 30110	\$ 33234	\$ 48421	\$ 53046	\$ 23129	\$ 27510
11 CHATTEL MORTGAGES	17001	18037	22206	23861	13757	15119
12 NOTES	6185	7426	9490	12577	3324	3541
13 ACCOUNTS PAYABLE	1959	2100	1708	2707	2780	2889
14 TOTAL LIABILITIES	\$ 55255	\$ 60797	\$ 81825	\$ 92191	\$ 42990	\$ 49059
15 FARMERS NET WORTH	\$ 72122	\$ 85978	\$121408	\$148562	\$ 57398	\$ 63047
16 GAIN IN NET WORTH		\$ 13856		\$ 27154		\$ 5649
17 SUPPLEMENTARY MANAGEMENT INFORMATION						
18 OPERATORS LABOR EARNINGS	\$ 16094		\$ 36544		\$ 2504	
19 RET. TO CAPITAL FAMILY LABOR	\$ 20124		\$ 42680		\$ 5383	
20 NON-FARM INCOME						
21 OUTSIDE INVESTMENT INCOME	\$ 232		\$ 340		\$ 305	
22 OTHER PERSONAL INCOME	1415		261		2991	
23 TOTAL NON-FARM INCOME	\$ 1647		\$ 601		\$ 3296	
24 TOTAL MONEY BORROWED	\$ 23930		\$ 36717		\$ 18667	
25 TOTAL PAID ON DEBT (PRINCIPAL)	\$ 20382		\$ 35649		\$ 14469	
26 TOTAL HOUSEHOLD + PERSONAL EXP.	\$ 6541		\$ 8914		\$ 6023	
27 RATIO FARM EXP. TO FARM RECEIPTS	.771		.726		.939	
28 RATIO TOT. ASSETS TO TOT. LIAB.	2.305	2.414	2.484	2.611	2.335	2.285
29 RATIO NON-REAL ESTATE ASSETS NON-REAL ESTATE LIABILITIES	2.53	2.84	2.93	3.22	2.37	2.50
30 RATIO REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES	2.12	2.06	2.17	2.16	2.30	2.12
31 RATIO - NET WORTH TO TOTAL LIABILITIES	1.31	1.41	1.48	1.61	1.34	1.29
32*RATIO CASH OPERATING EXPENSE TO ADJUSTED TOTAL FARM SALES		.69		.69		.78

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

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

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1972

ITEMS	AVERAGE OF 305 FARMS	61 HIGH PROFIT FARMS	61 LOW PROFIT FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1499	\$ 1857	\$ 806
3 DAIRY PRODUCTS	11039	12010	5932
4 OTHER DAIRY CATTLE	1479	2415	697
5 BEEF BREEDING CATTLE	308	321	789
6 BEEF FEEDER CATTLE	10150	34133	2809
7A HOGS COMPLETE	11124	31545	1777
7B HOGS FINISHING	3760	10241	2007
7C HOGS PRODUCING WEANING PIGS	661	1009	708
8A SHEEP & WOOL, FARM FLOCK	109		32
8B SHEEP & WOOL, FEEDER LAMBS	2		
9 CHICKENS (INCL. HENS & BROILERS)	15	3	54
10 TURKEYS			
11 EGGS	122	9	46
12 OTHER PRODUCTIVE LIVESTOCK			
12A TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$40268	\$ 93543	\$15657
13 SALE OF CROPS			
14 CORN	5023	6349	4710
15 SOYBEANS, FLAX, SUNFLOWERS	5374	7736	3449
16 WHEAT, OATS, BARLEY, RYE	254	267	266
17 POTATOES, SUGAR BEETS, CANNING & OTHER A+B	473	323	576
18 HAY, SILAGE & OTHER CROPS	401	69	1685
19 DIVERTED ACRE PAYMENT	3022	4403	2500
19A TOTAL SALES FROM CROPS	\$14547	\$ 19147	\$13186
20 CAPITAL ASSETS SOLD	640	1406	281
21 GAS TAX REFUND	219	299	163
22 INCOME FROM WORK OFF THE FARM	600	628	660
23 PATRONAGE REFUNDS	391	637	188
24 MISCELLANEOUS FARM INCOME	449	644	328
25 TOTAL FARM SALES	\$57114	\$116304	\$30463
26 INCREASE IN FARM CAPITAL	\$17544	\$ 36942	\$ 8671
27 FAMILY LIVING FROM THE FARM	392	489	300
28 TOTAL FARM RECEIPTS (25) + (26) + (27)	\$75050	\$153735	\$39434
29 ADJUSTED TOTAL FARM SALES (25)-(20)	56474	114898	30182
30 TOTAL CASH FARM OPERATING EXPENSE	40440	85788	23392
31 NET CASH OPERATING INCOME	\$16034	\$ 29110	\$ 6790

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1972

ITEMS	AVERAGE OF 305 FARMS	61 HIGH PROFIT FARMS	61 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 573	\$ 433	\$ 329
3 OTHER DAIRY CATTLE	464	954	224
4 BEEF BREEDING CATTLE	202	86	661
5 BEEF FEEDER CATTLE	6776	24534	1565
6A HOGS COMPLETE	541	1043	230
6B HOGS FINISHING	1653	4951	891
6C HOGS PRODUCING WEANING PIGS	47	108	114
7A SHEEP, FARM FLOCK	27	1	1
7B SHEEP, FEEDER LAMBS			
8 CHICKENS	4	1	9
9 TURKEYS			
10 OTHER PRODUCTIVE LIVESTOCK			
11 MISCELLANEOUS LIVESTOCK EXPENSE	1473	2835	652
12 FEED BOUGHT	6829	16920	2623
13 FERTILIZER	2862	4786	2006
14 CHEMICALS	1588	2805	1048
15 OTHER CROP EXPENSE	1944	2966	1347
16 CUSTOM WORK HIRED	1587	2131	1002
17 REPAIR + UPKEEP OF LIVESTOCK EQUIPMENT	378	728	228
18 REPAIR + UPKEEP OF FARM REAL ESTATE	583	1184	352
19 GAS, OIL, GREASE BOUGHT (FARM SHARE)	1393	1859	1187
20 REPAIR + OPER OF MACH, TRAC, TRUCK, AUTO (FARM SHARE)	1965	2660	1592
21 WAGES OF HIRED LABOR	1124	2144	916
22 PERSONAL PROPERTY + REAL ESTATE TAXES	1193	2026	879
23 CASH RENT	2098	2377	1402
24 GENERAL FARM EXPENSE	698	884	735
25 TELEPHONE EXPENSE (FARM SHARE)	137	183	112
26 ELECTRICITY EXPENSE (FARM SHARE)	606	871	616
27 INTEREST EXPENSE	3695	6318	2670
28 TOTAL CASH OPERATING EXPENSE	\$ 40440	\$ 85788	\$ 23391
29 POWER, CROP & MACHINERY BOUGHT (FARM SHARE)	5691	7804	4019
30 LIVESTOCK EQUIPMENT BOUGHT	1417	2250	1006
31 NEW REAL ESTATE + IMPROVEMENTS	6320	12445	5518
32 TOTAL FARM PURCHASES (28) THRU (31)	\$ 53868	\$ 108287	\$ 33934
33 DECREASE IN FARM CAPITAL			
34 INTEREST ON FARM CAPITAL	3559	5995	2511
35 UNPAID FAMILY LABOR	583	478	385
37 BOARD FURNISHED HIRED LABOR	72	92	37
38 TOTAL FARM EXPENSE (32) THRU (37)	\$ 58082	\$ 114852	\$ 36867
39 LABOR EARNINGS (OPERATORS SHARE) (6A/28)-(38)	\$ 16968	\$ 38883	\$ 2567
40 RETURN TO CAPITAL & FAMILY LABOR	\$ 21110	\$ 45356	\$ 5463

LINE 40 REPRESENTS AVAILABLE INCOME FOR THE FARM FAMILY.

## WORK UNITS

THE TOTAL 'WORK UNITS: FOR ANY ONE FARM IS A MEASURE OF THE SIZE OF THAT FARM BUSINESS. A WORK UNIT AS USED IN THIS REPORT IS THE AVERAGE ACCOMPLISHMENT OF A FARM WORKER IN A TEN HOUR DAY. THE NUMBER OF WORK UNITS PER FARM OR PER WORKER MAY BE INTERPRETED DIFFERENTLY FOR DIFFERENT FARM SITUATIONS AS WORK EFFICIENCY, DEGREE OF MECHANIZATION, CAREFUL PLANNING OR HOURS WORKED. OCCASIONALLY HIGH WORK UNITS PER WORKER INDICATES AN EXCESSIVE WORK LOAD. THE NUMBER OF WORK UNITS FOR EACH CLASS OF LIVESTOCK AND EACH ACRE OF CROP ARE PRESENTED IN TABLE 7. THE WORK UNIT RATING WAS REVISED IN 1968.

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

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

## COSTS AND RETURNS FROM YOUR LIVESTOCK EXPENSES

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

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

## AVERAGE PRICES USED FOR SOME COMMON FEEDS-1972

CORN	\$1.10 BU.	GOOD ALFALFA HAY	\$21.00
OATS	.64 BU.	EXTRA CHOICE ALFALFA	25.00
BARLEY	.93 BU.	CORN SILAGE	7.00
WHEAT	1.60 BU.	OAT SILAGE	7.00

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

THIS INFORMATION RELATES TO LIVESTOCK TABLES - PP. 23 THROUGH 32

RANGE OF LABOR EARNINGS

THE FOLLOWING CHART GIVES A LIST OF THE LABOR EARNINGS FOUND ON TABLE 2B, LINE 37 AND TABLE 3, LINE 37 STARTING WITH THE HIGHERS AND ENDING WITH THE LOWEST. EACH GROUP IS DIVIDED BY APPROXIMATELY FIVE PERCENTAGE POINTS. CIRCLE OR UNDERLINE YOUR LABOR EARNINGS FIGURE TO INDICATE WHERE YOUR FARM RANKS IN RELATION TO THE 344 FARMS REPORTED ON THIS PAGE. IF YOUR LABOR EARNINGS ARE NOT INCLUDED, INSERT THE FIGURE FOR YOUR FARM AT THE APPROPRIATE LEVEL TO DETERMINE THE RANK.

THIS GROUP OF FIGURES SHOWS THE OPERATOR LABOR EARNINGS OF THE UPPER 50% OF THE FARMS ANALYSED:

99-95%	94-90%	89-85%	84-80%	79-75%	74-70%	69-65%	64-60%	59-55%	54-50%
159532	39308	32806	28963	26222	23400	21246	18901	17469	15392
88817	39292	32373	28740	26127	23097	20742	18849	17435	15370
84154	39224	32164	28392	26010	23049	20640	18794	17359	15300
67075	38008	31599	28193	25589	23037	20470	18613	17253	15262
66346	37715	31413	28175	25586	22981	20156	18437	17112	15006
58859	37455	31402	28057	25417	22861	19965	18308	16270	14936
58165	37057	31276	27732	25252	22849	19924	18295	16101	14791
55280	37030	30938	27547	25249	22811	19914	18225	16187	14618
53370	36553	30496	27515	25038	22761	19904	18220	16105	14499
53350	34918	30479	27432	24730	22533	19861	18167	15946	14475
51799	34507	30209	27412	24215	22239	19735	18026	15855	14273
50016	34488	30002	27391	24176	22102	19606	18006	15834	14203
45201	34101	29955	27169	23980	21992	19548	17975	15715	14166
42778	33809	29483	27146	23924	21927	19547	17834	15572	14151
41982	33550	29407	26584	23675	21650	19272	17804	15472	14114
41804	33520	29334	26412	23498	21543	19219	17564	15460	14053
39826	33323	29005	26404	23476	21355	19066	17485	15456	13965
	33022								
49-45%	44-40%	39-35%	34-30%	29-25%	24-20%	19-15%	14-10%	9-5%	4-0%
13690	12297	11292	10198	9076	8017	6226	4286	1476	-558
13682	12280	11158	10198	8912	7998	6220	3781	1429	-726
13604	12270	11094	10158	8906	7910	6176	3588	1306	-1818
13525	12108	11085	10142	8852	7781	6044	3582	1169	-2538
13281	12105	10949	10099	8808	7709	5990	3343	1136	-2559
13148	12101	10868	10071	8799	7641	5787	3326	868	-2825
13051	12100	10790	9772	8521	7560	5414	3304	844	-2916
12979	11867	10745	9697	8492	7380	5358	2963	733	-3078
12921	11828	10744	9491	8467	6847	5110	2566	718	-3282
12863	11744	10666	9443	8460	6799	5104	2561	513	-3362
12839	11567	10595	9388	8448	6650	4860	2549	474	-3417
12837	11542	10577	9361	8410	6500	4722	2363	403	-3791
12774	11513	10541	9360	8347	6492	4603	2333	267	-4356
12715	11495	10338	9341	8339	6470	4543	2103	174	-4990
12672	11470	10275	9287	8275	6401	4415	1937	132	-6523
12530	11458	10241	9247	8242	6378	4361	1772	-53	-10568
12472	11450	10239	9119	8159	6342	4292	1624	-382	-10697
12470	11415								

## MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

LABOR EARNINGS IS THE BASIS FOR COMPARING THE RELATIONSHIP BETWEEN SELECTED FARM MANAGEMENT FACTORS AND FARM PROFIT. LABOR EARNINGS REPRESENTS THAT SHARE OF THE TOTAL FARM INCOME THAT IS CREDITED TO THE OPERATOR'S LABOR AND MANAGEMENT. IT IS A WHOLE FARM FIGURE. THE OPERATOR'S SHARE MAY BE QUITE DIFFERENT. TABLES 2B AND 3 SHOW TWO METHODS OF DETERMINING LABOR EARNINGS. THE OPERATOR'S SHARE OF LABOR EARNINGS IS SHOWN IN TABLE 6B. THE RANGE OF EARNINGS OF THE COOPERATORS IS ILLUSTRATED BY A "RANGE OF EARNINGS" CHART ON PAGE 11.

## FACTORS

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1972

ITEMS	AVERAGE OF 318 FARMS	60 HIGH PROFIT FARMS	60 LOW PROFIT FARMS
1 LABOR EARNINGS	\$ 18371	\$ 40855	\$ 3756
2 CROP YIELDS-INDEX	100	108	96
3 PER CENT TILLABLE LAND IN H.R. CROPS	72.8	76.6	71.1
4 GROSS RET. PER TILL. A. (EXCL. PASTURE)	\$ 97.72	\$ 106.62	\$ 89.41
5 RETURN FOR \$100 TO PROD. LVSTK.-INDEX	100	102	86
6 LIVESTOCK UNITS PER 100 ACRES*	32.7	47.6	23.5
7 SIZE OF BUSINESS - WORK UNITS	406.2	590.2	266.2
8 WORK UNITS PER WORKER	265.2	312.6	212.1
9 POWER MACH. EQUIP. BLDG. EXP. PER W.U.	\$ 32.56	\$ 28.18	\$ 39.06
10 FARM CAPITAL INVESTMENT PER WORKER	\$108822	\$126014	\$ 95112
11 INDEX OF RETURN FOR \$100 FEED FROM			
12 COMPLETE HOG ENTERPRISE	100	102	90
13 HOG FINISHING ENTERPRISE	100	106	85
14 PRODUCING WEANING PIGS	100	100	110
15 DAIRY CATTLE	100	104	89
16 OTHER DAIRY	100	103	82
17 ALL DAIRY & DUAL PURPOSE CATTLE	100	104	87
18 BEEF BREEDING CATTLE	100	54	99
19 BEEF FEEDER CATTLE	100	113	71
20 SHEEP FARM FLOCK	100		103
21 FEEDER LAMBS			
22 CHICKENS-LAYING FLOCK	100	65	67
23 CHICKENS-BROILERS	100		
24 TURKEYS-LAYING FLOCK			
25 TURKEYS-POULTS			
26 OTHER PRODUCTIVE LIVESTOCK			
27 NUMBER OF ANIMAL UNITS	93.7	189.1	46.6
28 WORK UNITS			
29 CROPS	141.0	199.8	101.8
30 PRODUCTIVE LIVESTOCK	250.0	367.8	144.0
31 OTHER PRODUCTIVE WORK UNITS	15.2	22.4	20.3
32 EXPENSES PER WORK UNIT			
33 TRACTOR & CROP MACHINERY EXPENSE	\$ 16.75	\$ 13.65	\$ 21.50
34 FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 5.15	\$ 4.24	\$ 6.31
35 FARM SHARE OF ELECTRICITY EXPENSE	\$ 1.69	\$ 1.52	\$ 1.87
36 LIVESTOCK EQUIPMENT EXPENSE	\$ 2.37	\$ 2.61	\$ 2.07
37 BUILDINGS, FENCING & TILING EXPENSE	\$ 6.58	\$ 6.14	\$ 7.29
38 TRAC & CROP MACH EXP PER CROP ACRE**	\$ 20.91	\$ 18.61	\$ 22.24
39 FARM POWER & MACH COST			
ALLOCATED TO LIVESTOCK	\$ 1028.15	\$ 1346.02	\$ 736.04
40 BUILDING, FENCING, & TILING COST			
ALLOCATED TO CROPS	\$ 1040.38	\$ 1526.54	\$ 782.14

41 \* ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY &amp; PASTURE

42\*\* ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY

THERMOMETER CHART

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

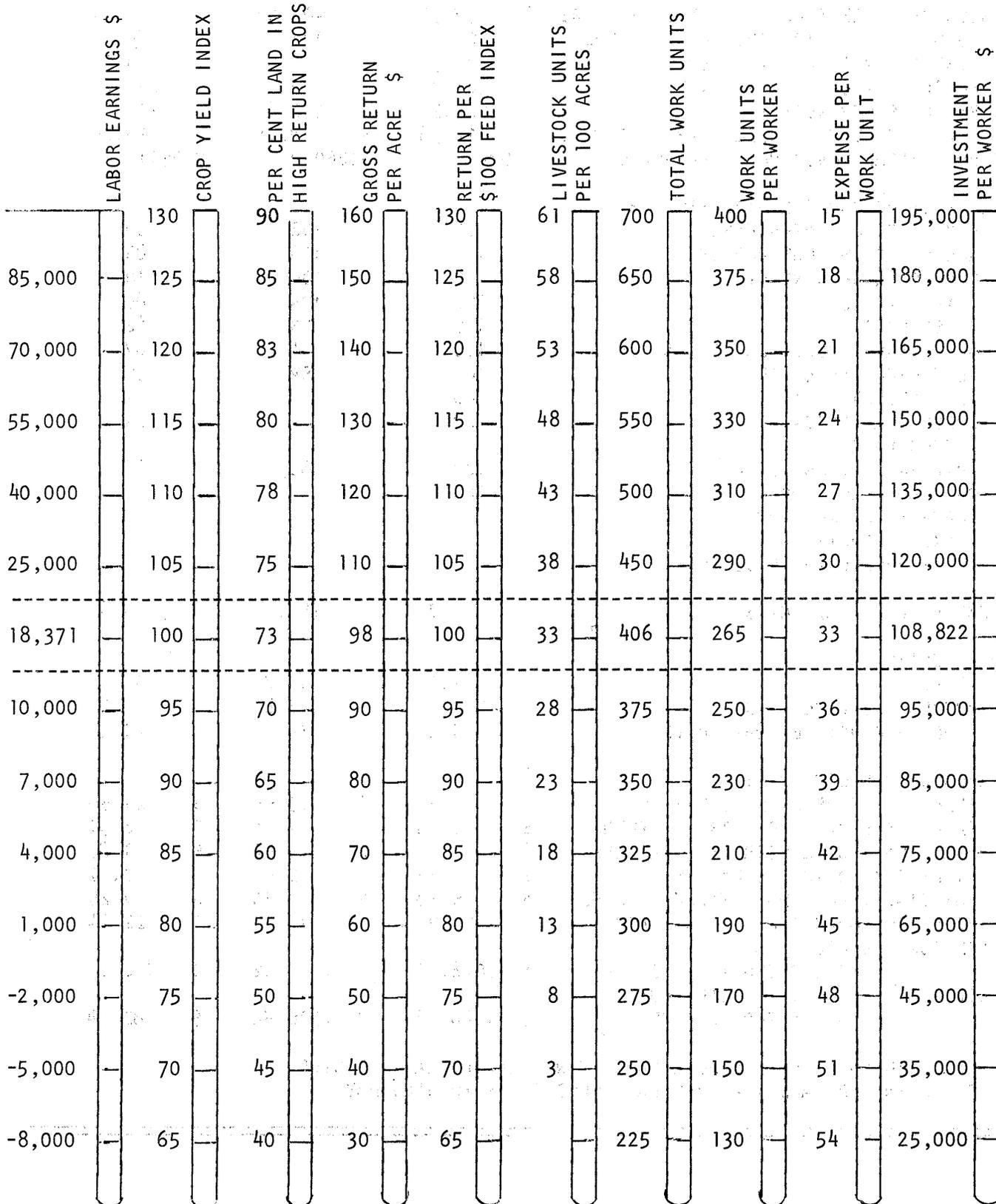


TABLE 9 CROP ACRES AND YIELDS - 1972

CROPS	CROP RANK	AVERAGE OF 316 FARMS		60 HIGH PROF FARMS	60 LOW PROF FARMS
		ACRES	YIELDS	YIELD	YIELD
1 OATS & MIXTURES	D	17.5	65.2	69.3	65.4
2 OATS SILAGE	C	1.0	6.0T	6.7T	7.1T
3 CANNING PEAS	B	2.3	\$76.96	\$92.94	\$75.91
4 WHEAT	C	1.2	36.7	38.0	32.0
5 BARLEY	D				
6 FLAX					
7 RYE	D	.2	20.0	30.0	13.3
8 TOTAL SMALL GRAIN & PEAS		22.2A		25.2A	19.8A
9 CANNING CORN	B	4.7	\$73.19	\$65.48	\$81.00
10 CORN GRAIN & SEED CORN	A	119.5	103.7	110.2	96.1
11 SOYBEANS-GRAIN	B	67.4	32.0	34.5	29.6
12 CORN & CANE SILAGE	B	10.3	16.8T	16.5T	15.7T
13 CORN & CANE FODDER					
14 POTATOES					
15 SUGAR BEETS	A				
16 SUNFLOWERS	B	1.2	19.2 Cwt.		
17 OTHER CULTIVATED CROPS	A				
18 OTHER CULTIVATED CROPS	B				
19 TOTAL CULTIVATED CROPS		203.1A		307.7A	139.9A
20 ALFALFA HAY	B	29.4	3.8T	4.4T	3.4T
21 OTHER LEGUME HAY	C	.4	2.5T		5.0T
22 TAME GRASS HAY	D				
23 ANNUAL HAY	D	.1			
24 LEGUME & GRASS SILAGE	D			15.0T	
25 LEGUME SEED					
26 GRASS SEED					
27 TOTAL HAY		29.9A		28.6A	25.4A
28 ALFALFA & MIXED PASTURE	B	4.9		4.1	6.4
29 OTHER LEGUME PASTURE	C or B				
30 OTHER TILLABLE PASTURE	D	.3		.1	.6
31 TOTAL TILLABLE PASTURE		5.2A		4.2A	7.0A
32 SET ASIDE ACRES INCOME	A	46.7A	\$69	66.2A	\$67
33 SUMMER FALLOW-TILLED	D	.1			
34 OTHER TILLABLE LAND IDLE	D	.2		.2	.7
35 TOTAL TILLABLE LAND		307.4A		432.1A	228.2A
36 WILD HAY		1.2		.6	2.8
37 NON-TILLABLE PASTURE		13.8		11.4	11.3
38 TIMBER		3.4		2.1	5.7
39 ROADS & WASTE		14.1		17.6	14.4
40 FARMSTEAD		8.9		10.6	7.4
41 TOTAL ACRES IN FARM		348.8A		474.4A	269.8A
42	SUPPLEMENTARY MANAGEMENT INFORMATION				
43 PER CENT LAND TILLABLE		88.1		91.1	84.6
44 PER CENT IN HIGH RETURN CROPS		73.6		76.5	71.8
45 *FERTILIZER COST PER ACRE		\$9.82		\$10.83	\$9.01
46 *CROP CHEMICALS PER ACRE		\$5.36		\$ 6.10	\$4.79
47 *SEED & OTHER COSTS PER ACRE		\$6.75		\$ 6.78	\$6.85
48 *GAS, OIL, GREASE BOUGHT PER ACRE		\$2.99		\$ 2.78	\$3.32
49 *TILLABLE LAND MINUS PASTURE					

TABLE 10 CROP DATA FOR OATS - 221 FARMS - 1972

ITEMS	TOTAL	PER ACRE AVERAGE	110 HIGH	110 LOW
1 ACRES		24.9	23.8	25.8
2 YIELD PER ACRE		65.4	82.5	49.7
3 VALUE PER UNIT		\$ .74	\$ .7	\$ .74
4 GROSS RETURN	\$1205.16	\$48.40	\$61.05	\$36.78
5 SUPPLEMENTAL COSTS				
6 FERTILIZER		\$ 2.73	\$ 3.61	\$ 1.86
7 CHEMICALS		.28	.17	.43
8 SEED & OTHER		4.10	4.12	4.03
9-10 CUSTOM WORK & HIRED LABOR		3.01	3.36	2.71
11 TOTAL SUPPLEMENTAL COSTS	\$251.99	\$10.12	\$11.26	\$ 9.03
12 RETURN OVER SUPPL. COSTS	\$953.17	\$38.28	\$49.79	\$27.75
13 ALLOCATED COSTS				
14 POWER & CROP MACHINERY EXP		\$12.39	\$11.76	\$13.77
15-16 LAND COST & MISC. COSTS		24.54	26.18	23.02
17 TOTAL ALLOCATED COSTS	\$919.56	\$36.93	\$37.94	\$36.79
		PER UNIT		
18 TOTAL LISTED COSTS	\$1171.55	\$ .72	\$47.05	\$49.20
19 RETURN OVER ABOVE COSTS	\$ 33.61	\$ 1.35	\$11.85	\$(-9.04)

TABLE 10 CROP DATA FOR WHEAT - 20 FARMS - 1972

ITEMS	TOTAL	PER ACRE
1 ACRES	18.2	
2 YIELD PER ACRE		38.1
3 VALUE PER UNIT		\$ 2.25
4 GROSS RETURN	\$1560.29	\$85.73
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		\$ 4.84
7 CHEMICALS		.11
8 SEED & OTHER		6.10
9-10 HIRED LABOR & CUSTOM WORK		2.80
11 TOTAL SUPPLEMENTAL COSTS	\$ 252.07	\$13.85
12 RETURN OVER SUPPLEMENTAL COSTS	\$1308.22	\$71.88
13 ALLOCATED COSTS		
14 POWER & CROP MACHINERY EXPENSE		\$12.39
15-16 LAND COST & MISCELLANEOUS COSTS		24.51
17 TOTAL ALLOCATED COSTS	\$ 671.58	\$36.90
		PER UNIT
18 TOTAL LISTED COSTS	\$1.33	\$ 923.65
19 RETURN OVER ABOVE COSTS		\$34.98

TABLE 10 CROP DATA FOR CORN - 311 FARMS - 1972

ITEMS	TOTAL	PER ACRE AVERAGE	155 HIGH	155 LOW
1 ACRES		120.1	138.5	101.6
2 YIELD PER ACRE		103.7	113.2	90.6
3 VALUE PER UNIT		\$ 1.20	\$ 1.20	\$ 1.20
4 GROSS RETURN	\$14945.24	\$124.44	\$135.84	\$108.72
5 SUPPLEMENTAL COSTS				
6 FERTILIZER		\$ 19.61	\$ 21.55	\$ 16.94
7 CHEMICALS		9.00	9.87	7.81
8 SEED AND OTHER		10.84	11.64	9.77
9-10 CUSTOM WORK & HIRED LABOR		4.25	4.93	3.38
11 TOTAL SUPPLEMENTAL COSTS	\$ 5248.37	\$ 43.70	\$ 47.99	\$ 37.90
12 RETURN OVER SUPPL. COSTS	\$ 9696.87	\$ 80.74	\$ 87.85	\$ 70.82
13 ALLOCATED COSTS				
14 POWER & CROP MACHINERY EXP.		\$ 22.72	\$ 21.56	\$ 25.25
15-16 LAND COST & MISC. COSTS		\$ 25.85	\$ 26.56	\$ 24.89
17 TOTAL ALLOCATED COSTS	\$ 5833.26	\$ 48.57	\$ 48.12	\$ 50.14
		PER UNIT		
18 TOTAL LISTED COSTS	\$11081.63	\$ .89	\$ 92.27	\$ 96.11
19 RETURN OVER ABOVE COSTS	\$ 3863.61	\$ 32.17	\$ 39.73	\$ 20.68

TABLE 10 CROP DATA FOR SOYBEANS - 242 FARMS - 1972

ITEMS	TOTAL	PER ACRE AVERAGE	121 HIGH	121 LOW
1 ACRES		86.7	92.4	80.9
2 YIELD PER ACRE		31.9	36.4	26.8
3 VALUE PER UNIT		\$ 3.25	\$ 3.25	\$ 3.25
4 GROSS RETURN	\$ 8989.06	\$103.68	\$118.66	\$ 87.10
5 SUPPLEMENTAL COSTS				
6 FERTILIZER		\$ 1.97	\$ 2.23	\$ 1.68
7 CHEMICALS		5.73	5.93	5.51
8 SEED & OTHER		4.66	4.57	4.76
9-10 HIRED LABOR & CUSTOM WORK		1.68	1.62	1.75
11 TOTAL SUPPLEMENTAL COSTS	\$ 1217.27	\$ 14.04	\$ 14.35	\$ 13.70
12 RETURN OVER SUPPL. COSTS	\$ 7771.79	\$ 89.64	\$104.31	\$ 73.40
13 ALLOCATED COSTS				
14 POWER & CROP MACH. EXP.		\$ 18.59	\$ 17.64	\$ 20.66
15-16 LAND COST & MISC. COSTS		\$ 25.88	\$ 27.06	\$ 24.57
17 TOTAL ALLOCATED COSTS	\$ 3855.55	\$ 44.47	\$ 44.70	\$ 45.23
		PER UNIT		
18 TOTAL LISTED COSTS	\$ 5072.82	1.83	\$ 58.51	\$ 59.05
19 RETURN OVER ABOVE COSTS	\$ 3916.24	\$ 45.17	\$ 59.61	\$ 28.17

TABLE 10 CROP DATA FOR CORN SILAGE - 186 FARMS - 1972

ITEMS	TOTAL	PER ACRE AVERAGE	93 HIGH	93 LOW
1 ACRES	17.4			
2 YIELD PER ACRE		16.8T	19.8T	13.9T
3 VALUE PER UNIT		\$ 7.03	\$ 7.04	\$ 7.02
4 GROSS RETURN	\$2054.94	\$118.10	\$139.39	\$ 97.58
5 SUPPLEMENTAL COSTS				
6 FERTILIZER		\$ 18.91	\$ 19.65	\$ 18.16
7 CHEMICALS		8.05	9.00	7.09
8 SEED & OTHER		7.99	7.71	8.16
9-10 CUSTOM WORK & HIRED LABOR		4.14	4.41	3.91
11 TOTAL SUPPLEMENTAL COSTS	\$ 680.17	\$ 39.09	\$ 40.77	\$ 37.32
12 RETURN OVER SUPPL. COSTS	\$1374.77	\$ 79.01	\$ 98.62	\$ 60.26
13 ALLOCATED COSTS				
14 POWER & CROP MACH. EXP.		\$ 33.04	\$ 31.36	\$ 36.72
15-16 LAND COST & MISC. COSTS		25.52	25.88	24.97
17 TOTAL ALLOCATED COSTS	\$1018.94	\$ 58.56	\$ 57.24	\$ 61.69
		PER UNIT		
18 TOTAL LISTED COSTS	\$5.82 \$1699.11	\$ 97.65	\$ 98.01	\$ 99.01
19 RETURN OVER ABOVE COSTS	\$ 355.83	\$ 20.45	\$ 41.38	\$(-1.43)

TABLE 10 CROP DATA FOR ALFALFA HAY - 243 FARMS - 1972

ITEMS	TOTAL	PER ACRE AVERAGE	121 HIGH	121 LOW
1 ACRES		37.8	42.1	33.2
2 YIELD PER ACRE		3.8T	4.6T	2.8T
3 VALUE PER UNIT		\$ 21.23	\$ 21.46	\$ 21.00
4 GROSS RETURN	\$3049.33	\$ 80.67	\$ 98.72	\$ 58.80
5 SUPPLEMENTAL COSTS				
6 FERTILIZER		\$ 4.68	\$ 5.49	\$ 3.52
7 CHEMICALS		.13	.24	.03
8 SEED & OTHER		6.75	7.58	5.72
9-10 HIRED LABOR & CUSTOM WORK		7.15	10.79	2.62
11 TOTAL SUPPLEMENTAL COSTS	\$ 707.24	\$ 18.71	\$ 24.10	\$ 11.89
12 RETURN OVER SUPPL. COSTS	\$2342.09	\$ 61.96	\$ 74.62	\$ 46.91
13 ALLOCATED COSTS				
14 POWER & CROP MACH. EXP.		\$ 24.78	\$ 23.52	\$ 27.54
15-16 LAND COST & MISC. COSTS		25.11	25.63	24.40
17 TOTAL ALLOCATED COSTS	\$1885.84	\$ 49.89	\$ 49.15	\$ 51.94
		PER UNIT		
18 TOTAL LISTED COSTS	17.88 \$2593.08	\$ 68.60	\$ 73.25	\$ 63.83
19 RETURN OVER ABOVE COSTS	\$ 456.25	\$ 12.07	\$ 25.47	\$(-5.03)

TABLE 10 CROP DATA FOR CANNING PEAS - 22 FARMS - 1972

ITEMS		TOTAL	PER ACRE
1 ACRES		31.9	\$
2 YIELD PER ACRE			\$ 76.96
4 GROSS RETURN		\$2455.02	76.96
5 SUPPLEMENTAL COSTS			
6 FERTILIZER			\$ 4.95
7 CHEMICALS			1.76
8 SEED & OTHER			3.98
9-10 CUSTOM WORK & HIRED LABOR			1.29
11 TOTAL SUPPLEMENTAL COSTS		\$ 382.16	\$ 11.98
12 RETURN OVER SUPPLEMENTAL COSTS		\$2072.86	\$ 64.98
13 ALLOCATED COSTS			
14 POWER & CROP MACHINERY EXPENSE			\$ 12.39
15-16 LAND COST & MISC. COSTS			27.08
17 TOTAL ALLOCATED COSTS		\$1259.09	\$ 39.47
	PER UNIT		
18 TOTAL LISTED COSTS	\$ .67	\$1641.25	\$ 51.45
19 RETURN OVER ABOVE COSTS		\$ 813.77	\$ 25.51

TABLE 10 CROP DATA FOR CANNING CORN - 29 FARMS - 1972

ITEMS		TOTAL	PER ACRE
1 ACRES		51.8	
2 YIELD PER ACRE			\$ 72.28
4 GROSS RETURN		\$3744.10	\$ 72.28
5 SUPPLEMENTAL COSTS			
6 FERTILIZER			\$ 13.76
7 CHEMICALS			5.75
8 SEED & OTHER			3.78
9-10 HIRED LABOR & CUSTOM WORK			6.89
11 TOTAL SUPPLEMENTAL COSTS		\$1563.32	\$ 30.18
12 RETURN OVER SUPPLEMENTAL COSTS		\$2180.78	\$ 42.10
13 ALLOCATED COSTS			
14 POWER & CROP MACHINERY EXPENSE			\$ 16.52
15-16 LAND COST & MISCELLANEOUS COSTS			25.89
17 TOTAL ALLOCATED COSTS		\$2196.84	\$ 42.41
	PER UNIT		
18 TOTAL LISTED COSTS	\$1.00	\$3760.16	\$ 72.59
19 RETURN OVER TOTAL COSTS		\$(-16.06)	\$(-.31)

TABLE 10 CROP DATA FOR SET ASIDE ACRES - 292 FARMS - 1972

ITEMS		TOTAL	PER ACRE
1 ACRES		50.4	
2 YEILD PER ACRE			\$ 68.85
3 VALUE PER UNIT			1.00
4 GROSS RETURN		\$3470.04	\$ 68.85
5-1 SUPPLEMENTAL COSTS		\$ 46.37	\$ .92
13 ALLOCATED COSTS			
14 POWER & MACHINERY EXPENSE			\$ 8.26
15 LAND COST			\$ 25.90
16 MISCELLANEOUS			
17 TOTAL ALLOCATED COSTS	PER UNIT	\$1721.66	\$ 34.16
18 TOTAL COSTS (INC. SUPP. COST)	\$ .51	\$1768.03	\$ 35.08
19 RETURN OVER TOTAL COSTS		\$1702.01	\$ 33.77

TABLE 10 CROP DATA FOR OATS SILAGE - 24 FARMS - 1972

ITEMS	TOTAL	PER ACRE
1 ACRES	13.2	
2 YIELD/ACRE		6.4T
3 VALUE/UNIT		\$ 6.85
4 GROSS RETURN	\$ 578.69	\$ 43.84
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		\$ 2.05
7 CHEMICALS		
8 SEED AND OTHER		4.55
9-10 CUSTOM WORK & HIRED LABOR		1.82
11 TOTAL SUPPLEMENTAL COSTS	\$ 111.14	\$ 8.42
12 RETURN OVER SUPPLEMENTAL COSTS	\$ 467.55	\$ 35.42
13 ALLOCATED COSTS		
14 POWER AND CROP MACHINERY EXPENSE		\$ 16.52
15-16 LAND COST & MISCELLANEOUS COSTS		25.08
17 TOTAL ALLOCATED COSTS	\$ 549.12	\$ 41.60
		PER UNIT
18 TOTAL LISTED COSTS	\$ 660.26	\$ 50.02
19 RETURN OVER ABOVE COSTS	\$(-81.57)	\$(-6.18)

TABLE 10 CROP DATA FOR SUNFLOWERS - 6 FARMS - 1972

ITEMS	TOTAL	PER ACRE
1 ACRES	64.9	
2 YIELD/ACRE		19.2 Cwt.
3 VALUE/UNIT		\$ 4.50
4 GROSS RETURN	\$5607.36	\$ 86.40
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		\$ 7.16
7 CHEMICALS		4.51
8 SEED & OTHER		2.10
9-10 HIRED LABOR & CUSTOM WORK		.62
11 TOTAL SUPPLEMENTAL COSTS	\$ 933.91	\$ 14.39
12 RETURN OVER SUPPLEMENTAL COSTS	\$4673.45	\$ 72.01
13 ALLOCATED COSTS		
14 POWER & CROP MACHINERY EXPENSE		\$ 22.72
15-16 LAND COST & MISCELLANEOUS COSTS		31.17
17 TOTAL ALLOCATED COSTS	\$3497.46	\$ 53.89
		PER UNIT
18 TOTAL LISTED COSTS	\$4431.37	\$ 68.28
19 RETURN OVER TOTAL COSTS	\$1175.99	\$ 18.12

TABLE 10 CROP DATA FOR PASTURE - 77 FARMS - 1972

ITEMS	TOTAL	PER ACRE
1 ACRES	20.2	
2 YIELD/ACRE		25.8
3 VALUE/UNIT		\$ 1.00
4 GROSS RETURN	\$ 515.91	\$ 25.54
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		\$ 1.32
7 CHEMICALS		.05
8 SEED AND OTHER		.58
9 HIRED LABOR		
10 CUSTOM WORK		.21
11 TOTAL SUPPLEMENTAL COSTS	\$ 43.63	\$ 2.16
12 RETURN OVER SUPPLEMENTAL COSTS	\$ 472.28	\$ 23.38
13 ALLOCATED COSTS		
14 POWER AND CROP MACHINERY EXPENSE		
15 LAND COST		\$ 24.50
16 MISCELLANEOUS		
17 TOTAL ALLOCATED COSTS	\$ 494.90	\$ 24.50
	PER UNIT	
18 TOTAL LISTED COSTS	\$1.03	\$ 26.66
19 RETURN OVER TOTAL LISTED COSTS	\$(-22.62)	\$(-1.12)
20 OTHER CROP INCOME		
21 ADJUSTED RETURN OVER TOTAL LISTED COSTS		

TABLE 10 CROP DATA FOR OTHER LEGUME HAY &amp; MIXTURES - 9 FARMS - 1972

ITEMS	TOTAL	PER ACRE
1 ACRES	12.6	
2 YIELD/ACRE		3.0T
3 VALUE/UNIT		\$19.33
4 GROSS RETURN	\$730.67	\$57.99
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		\$ 2.94
7 CHEMICALS		
8 SEED AND OTHER		6.90
9-10 HIRED LABOR & CUSTOM WORK		1.51
11 TOTAL SUPPLEMENTAL COSTS	\$143.01	\$11.35
12 RETURN OVER SUPPLEMENTAL COSTS	\$587.66	\$46.64
13 ALLOCATED COSTS		
14 POWER & CROP MACHINERY EXPENSE		\$16.52
15-16 LAND COST & MISCELLANEOUS COSTS		24.05
17 TOTAL ALLOCATED COSTS	\$511.18	\$40.57
	PER UNIT	
18 TOTAL LISTED COSTS	\$17.22	\$51.92
19 RETURN OVER ABOVE COSTS	\$ 76.48	\$ 6.07

## COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

THE IMPORTANCE OF LIVESTOCK IS DEPENDENT UPON A NUMBER OF FACTORS. ON MOST FARMS THE ACREAGE OF CROPLAND IS LIMITED. PRODUCTIVE LIVESTOCK ADDS TO THE TOTAL FARM INCOME AND MAY BE NEEDED TO PROVIDE THE VOLUME NECESSARY FOR FAMILY LIVING AND TO MEET GOALS THE FARM FAMILY HOPES TO ACHIEVE. TO PROVIDE FOR LIVING AND PERSONAL EXPENSES OF \$8,000 THE AVERAGE FARM SHOULD GROSS \$30,000 TO \$40,000 DEPENDING ON THE ENTERPRISE COMBINATION. WHEN ONLY CROP FARMERS ARE CONSIDERED THE GROSS RETURN PER ACRE OF \$98 (AVERAGE FOR 262 FARMS FROM CROPS) WOULD REQUIRE BETWEEN 300 AND 400 ACRES OF CROP LAND TO ACHIEVE THE \$30,000 TO \$40,000 GROSS FIGURE. THIS IS DOUBLE THE AVERAGE CROP ACRES FOR THE TOTAL 262 FARMS REPORTED IN THIS ANALYSIS.

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

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

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

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

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

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

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

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

ITEMS	AVERAGE OF 135 FARMS	45 FARMS HIGHEST RET. ABOVE FEED COST	45 FARMS LOWEST RET. ABOVE FEED COST
1 POUNDS OF HOGS PRODUCED	97826	74862	73855
2 VALUE (NET INCREASE) PER CWT. PRODUCED	\$ 29.28	\$ 31.45	\$ 27.56
3 POUNDS OF FEED FED			
4 CORN	344.6	322.7	361.6
5 SMALL GRAIN	24.8	30.2	28.3
6 PROTEIN, SALT & MINERAL	73.7	71.6	77.8
7 COMPLETE RATION	1.2	-	3.7
8 TOTAL CONCENTRATES	444.3	424.5	471.4
9 FORAGES	2.8	3.0	1.2
10 FEED COST			
11 CONCENTRATES & FORAGES	\$ 13.14	\$ 12.43	\$ 14.20
12 PASTURE	.01	.01	
13 TOTAL FEED COSTS	\$ 13.15	\$ 12.44	\$ 14.20
14 RETURN OVER FEED COST	\$ 16.13	\$ 19.01	\$ 13.36
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$ .38	\$ 1.50	\$ .26
17 VETERINARY EXPENSE	.36	.48	.30
18 CUSTOM WORK	.23	.20	.37
19 TOTAL SUPPLEMENTAL COSTS	\$ .97	\$ 1.18	\$ .93
20 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 15.16	\$ 17.83	\$ 12.43
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	\$ .49	\$ .43	\$ .61
20C LIVESTOCK EQUIPMENT COSTS	.48	.49	.47
20D BUILDINGS & FENCES	.76	.79	.81
20E TOTAL ALLOCATED COSTS	\$ 1.73	\$ 1.71	\$ 1.89
20F RETURN OVER ALL LISTED COSTS	\$ 13.43	\$ 16.12	\$ 10.54
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$ 222.68	\$ 252.83	\$ 194.10
23 PRICE RECEIVED PER CWT.	\$ 26.47	\$ 27.33	\$ 25.69
24 NUMBER OF LITTERS FARROWED	58	50	40
25 NUMBER OF PIGS BORN PER LITTER	9.3	9.4	9.2
26 NUMBER OF PIGS WEANED PER LITTER	7.3	7.4	6.8
27 PER CENT DEATH LOSS	14.4	14.4	16.2
28 AVERAGE WEIGHT OF HOGS SOLD	228.1	205.0	241.3
29 PRICE PER CWT. CONCENTRATE FED	\$ 2.95	\$ 2.92	\$ 3.01
30 POUNDS OF PORK PURCHASED	2623	1664	3515

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

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE - 1972

ITEMS	AVERAGE OF 42 FARMS	14 FARMS HIGHEST RET. ABOVE FEED COST	14 FARMS LOWEST RET. ABOVE FEED COST
1 AVERAGE NUMBER OF PIGS ON HAND	212.4	184.7	241.5
2 POUNDS OF HOGS PRODUCED	90533	73881	109932
3 VALUE (NET INCREASE)	\$ 21.36	\$ 23.48	\$ 19.82
4 POUNDS OF FEED FED			
5 CORN	328.4	314.8	343.9
6 SMALL GRAIN	18.4	11.5	33.6
7 PROTEIN, SALT & MINERAL	57.8	62.9	49.4
8 COMPLETE RATION	.5	-	-
9 TOTAL CONCENTRATES	405.1	389.2	426.9
10 FORAGES	1.2	-	3.0
11 FEED COST			
12 CONCENTRATES & FORAGES	\$ 12.08	\$ 11.53	\$ 12.59
13 PASTURE			
14 TOTAL FEED COSTS	\$ 12.08	\$ 11.53	\$ 12.59
15 RETURN OVER FEED COST	\$ 9.28	\$ 11.95	\$ 7.23
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSE	\$ .15	\$ .23	\$ .11
18 VETERINARY EXPENSE	.07	.08	.07
19 CUSTOM WORK	.22	.32	.13
20 TOTAL SUPPLEMENTAL COSTS	\$ .44	\$ .63	\$ .31
21 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 8.84	\$ 11.32	\$ 6.92
21A ALLOCATED COSTS			
21B POWER & MACHINERY COSTS	\$ .24	\$ .21	\$ .30
21C LIVESTOCK EQUIPMENT COSTS	.24	.25	.24
21D BUILDINGS & FENCES	.38	.39	.40
21E TOTAL ALLOCATED COST	\$ .86	\$ .85	\$ .94
21F RETURN OVER ALL LISTED COSTS	\$ 7.98	\$ 10.47	\$ 5.98
22 SUPPLEMENTAL INFORMATION			
23 RETURN FOR \$100 FEED FED	\$ 176.83	\$ 203.66	\$ 157.43
24 PRICE RECEIVED PER CWT.	\$ 26.82	\$ 26.93	\$ 26.63
25 AVERAGE WEIGHT OF PIGS SOLD	220.7	215.5	223.6
26 AVERAGE PRICE PAID PER PIG BOUGHT	\$ 23.94	\$ 22.16	\$ 25.13
27 AVERAGE WEIGHT PER PIG BOUGHT	38.5	40.1	38.6
28 NUMBER OF PIGS PURCHASED	547	403	677
29 POUNDS OF PORK PURCHASED	21078	16154	26144
30 PER CENT DEATH LOSS	3.3	3.9	3.1
31 PRICE PER CWT. CONCENTRATE FED	\$ 2.98	\$ 2.96	\$ 2.94

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

TABLE 11C - WEANING PIG ENTERPRISE - 1972

ITEMS	AVERAGE OF 13 FARMS	
	HERD TOTAL	PER LITTER
1 NUMBER OF LITTERS FARROWED	91	
2 TOTAL VALUE PRODUCED	\$15557	\$170.96
3 POUNDS OF FEED FED		
4 CORN		1627.5
5 SMALL GRAIN		140.2
6 PROTEIN, SALT & MINERAL		506.8
7 COMPLETE RATION		23.8
8 TOTAL CONCENTRATES		2298.3
9 FORAGES		17.2
10 FEED COST		
11 CONCENTRATES & FORAGES		\$ 75.95
12 PASTURE		.35
13 TOTAL FEED COSTS	\$ 6943	\$ 76.30
14 RETURN OVER FEED COST	\$ 8614	\$ 94.66
15 SUPPLEMENTAL COSTS		
16 MISCELLANEOUS LIVESTOCK EXPENSE		\$ 4.53
17 VETERINARY EXPENSE		3.59
18 CUSTOM WORK		1.24
19 TOTAL SUPPLEMENTAL COSTS	\$ 852	\$ 9.36
20 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 7762	\$ 85.30
20A ALLOCATED COSTS		
20B POWER & MACHINERY COSTS		\$ 5.71
20C LIVESTOCK EQUIPMENT COSTS		5.56
20D BUILDINGS & FENCES		8.84
20E TOTAL ALLOCATED COST	\$ 1830	\$ 20.11
20F RETURN OVER ALL LISTED COSTS	\$ 5932	\$ 65.19
21 SUPPLEMENTARY MANAGEMENT INFORMATION		
22 RETURN FOR \$100 FEED FED	\$ 224.07	
23 AVERAGE PRICE RECEIVED PER PIG SOLD	\$ 26.01	
24 NUMBER OF PIGS PRODUCED	606	
25 NUMBER OF PIGS BORN PER LITTER	8.6	
26 NUMBER OF PIGS WEANED PER LITTER	6.9	
27 PER CENT DEATH LOSS	18.1	
28 PRICE PER CWT. CONCENTRATE FED	\$ 3.30	
29 FEED & SUPPLEMENTAL COSTS PER PIG PRODUCED	\$ 12.86	

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

TABLE 12 - DAIRY COWS - 1972  
FACTORS OF COST AND RETURNS FROM DAIRY COWS

ITEMS	AVERAGE OF 170 HERDS	56 HIGH HERDS RET. ABOVE FEED COST	56 LOW HERDS RET. ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	35.0	38.0	30.3
2 POUNDS OF MILK	12034	13450	10267
3 POUNDS OF BUTTERFAT	481.2	608.6	374.7
4 PER CENT OF BUTTERFAT IN MILK	4.0	4.5	3.6
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	\$ 633.94	\$ 721.21	\$ 520.99
7 DAIRY PRODUCTS USED IN HOME	4.66	5.39	4.03
8 MILK FED TO LIVESTOCK	6.06	7.21	6.70
9 NET INCREASES IN VALUE OF COWS	( -2.57)	19.84	(-19.04)
10 TOTAL VALUE PRODUCED	\$ 642.09	\$ 753.65	\$ 512.68
11 POUNDS OF FEED FED			
12 CORN	4676.9	4934.2	4373.4
13 SMALL GRAIN & COMPL. DAIRY RATION	542.7	419.8	692.0
14 PROTEIN, SALT & MINERAL	684.3	636.1	599.1
15 TOTAL CONCENTRATES	5903.9	5990.1	5664.5
16 LEGUME HAY	6510.8	6466.2	6880.0
17 OTHER HAY & DRY ROUGHAGE	25.8	1.9	51.2
18 SILAGE	9320.0	9749.2	8963.0
19 FEED COSTS			
20 CONCENTRATES	\$ 147.46	\$ 148.87	\$ 139.74
21 ROUGHAGES	100.34	99.97	103.96
22 PASTURE	6.86	6.50	7.76
23 TOTAL FEED COSTS	\$ 254.66	\$ 255.34	\$ 251.46
24 RETURN OVER FEED COSTS	\$ 387.43	\$ 498.31	\$ 261.22
25 SUPPLEMENTAL COSTS			
26 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 27.11	\$ 32.84	\$ 19.57
27 VETERINARY EXPENSE	16.06	18.87	11.75
28 CUSTOM WORK	27.54	32.66	22.61
29 TOTAL SUPPLEMENTAL COSTS	\$ 70.71	\$ 84.37	\$ 53.93
30 RETURN OVER FEED & SUPPL. COSTS	\$ 316.72	\$ 413.94	\$ 207.29
30A ALLOCATED COSTS			
30B POWER & MACHINERY COSTS	\$ 28.68	\$ 25.60	\$ 35.74
30C LIVESTOCK EQUIPMENT COSTS	29.53	30.90	28.43
30D BUILDINGS & FENCES	44.31	45.88	47.02
30E TOTAL ALLOCATED COSTS	\$ 102.52	\$ 102.38	\$ 111.19
30F RETURN OVER ALL LISTED COSTS	\$ 214.20	\$ 311.56	\$ 96.10
31 SUPPLEMENTARY MANAGEMENT INFORMATION			
32 RETURN FOR \$100 FEED FED	\$ 252.14	\$ 295.16	\$ 203.89
33 FEED COST PER CWT. MILK	\$ 2.12	\$ 1.90	\$ 2.45
34 FEED COST PER POUND BUTTERFAT	\$ .529	\$ .420	\$ .671
35 LBS OF MILK PER LB OF CONCENTRATE	2.038	2.245	1.813
36 AVERAGE PRICE PER CWT. MILK SOLD	\$ 5.36	\$ 5.46	\$ 5.18
37 AVERAGE PRICE PER LB. BUTTERFAT	\$ 1.34	\$ 1.21	\$ 1.42

TABLE 13 - OTHER DAIRY CATTLE - 1972

ITEMS	AVERAGE OF 166 HERDS	55 HIGHEST RET. ABOVE FEED COST	55 LOWEST RET. ABOVE FEED COST
1 NUMBER OF HEAD	40.3	36.6	42.4
2 NET INCREASE IN VALUE	\$ 189.60	\$ 243.66	\$ 140.85
3 POUNDS OF FEED FED			
4 CONCENTRATES	1515.9	1280.5	1713.8
5 HAY AND ROUGHAGE	2316.9	1927.8	2539.7
6 SILAGE	3271.5	3739.6	3002.8
7 MILK	100.0	73.7	126.8
8 FEED COST			
9 CONCENTRATES	\$ 39.11	\$ 34.43	\$ 42.24
10 ROUGHAGES	34.91	31.50	36.13
11 MILK	5.29	3.88	6.60
12 PASTURE	3.33	2.51	4.62
13 TOTAL FEED COSTS	\$ 82.64	\$ 72.32	\$ 89.59
14 RETURN OVER FEED COST	\$ 106.96	\$ 171.34	\$ 51.26
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 2.26	\$ 2.21	\$ 2.10
17 VETERINARY EXPENSE	2.68	1.80	3.07
18 CUSTOM WORK	.87	.79	.94
19 TOTAL SUPPLEMENTAL COSTS	\$ 5.81	\$ 4.80	\$ 6.11
20 RETURN OVER FEED & SUPPL. COSTS	\$ 101.15	\$ 166.54	\$ 45.15
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	\$ 4.91	\$ 4.37	\$ 6.10
20C LIVESTOCK EQUIPMENT COSTS	5.06	5.29	4.87
20D BUILDINGS & FENCES	7.59	7.86	8.06
20E TOTAL ALLOCATED COSTS	\$ 17.56	\$ 17.52	\$ 19.03
20F RETURN OVER ALL LISTED COSTS	\$ 83.59	\$ 149.02	\$ 26.12
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$ 229.46	\$ 336.91	\$ 157.20
23 PER CENT DEATH LOSS	8.9	7.9	11.4

TABLE 14 - ALL DAIRY CATTLE - 1972

ITEMS	AVERAGE OF 168 HERDS	56 HIGHEST RET. ABOVE FEED COST	56 LOWEST RET. ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	35.1	37.2	31.7
2 VALUE OF DAIRY PRODUCTS	\$ 645.19	\$ 719.97	\$ 541.01
3 NET INCREASE IN VALUE	\$ 213.48	\$ 283.25	\$ 146.03
4 TOTAL VALUE PRODUCED	\$ 858.67	\$1003.22	\$ 687.04
5 POUNDS OF FEED FED			
6 CONCENTRATES	7665.8	7613.7	7397.1
7 HAY & DRY ROUGHAGE	9217.7	9181.1	8923.6
8 SILAGE	13098.6	14978.5	12795.4
9 FEED COST			
10 CONCENTRATES	\$ 198.72	\$ 197.98	\$ 187.70
11 ROUGHAGE	140.71	145.67	138.01
12 PASTURE COSTS	10.66	12.26	10.16
13 TOTAL FEED COSTS	\$ 350.09	\$ 355.91	\$ 335.87
14 RETURN OVER FEED COST	\$ 508.58	\$ 647.31	\$ 351.17
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 29.83	\$ 35.11	\$ 23.31
17 VETERINARY EXPENSE	19.09	21.24	14.79
18 CUSTOM WORK	28.60	32.96	24.35
19 TOTAL SUPPLEMENTAL COSTS	\$ 77.52	\$ 89.31	\$ 62.45
20 RETURN OVER FEED & SUPPL. COSTS	\$ 431.06	\$ 558.00	\$ 288.72
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	\$ 34.33	\$ 29.91	\$ 43.94
20C LIVESTOCK EQUIPMENT COSTS	33.28	33.42	33.99
20D BUILDINGS & FENCES	53.03	53.61	57.81
20E TOTAL ALLOCATED COSTS	\$ 120.64	\$ 116.94	\$ 135.74
20F RETURN OVER ALL LISTED COSTS	\$ 310.42	\$ 441.06	\$ 152.98
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$ 245.27	\$ 281.87	\$ 204.56

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

TABLE 15A - BEEF BREEDING CATTLE - 1972

ITEMS	AVERAGE OF 24 FARMS	
	HERD TOTAL	PER COW
1 AVERAGE NUMBER OF BEEF COWS	41.6	
2 AVERAGE NUMBER OF OTHER BEEF ANIMALS & BULLS	28.0	
3 POUNDS OF BEEF PRODUCED	16940	
4 NET INCREASE IN VALUE	\$ 7556	\$ 181.63
5 POUNDS OF FEED FED		
6 GRAIN		363.0
7 PROTEIN, SALT & MINERAL		66.2
8 LEGUME HAY		3043.1
9 OTHER HAY & DRY ROUGHAGE		24.0
10 SILAGE		8816.5
11 FEED COST		
12 CONCENTRATES		\$ 12.57
13 ROUGHAGES		56.18
14 PASTURE		21.30
15 TOTAL FEED COSTS	\$ 3746	\$ 90.05
16 RETURN OVER FEED COST	\$ 3810	\$ 91.58
17 SUPPLEMENTAL COSTS		
18 MISCELLANEOUS LIVESTOCK EXPENSE		\$ 2.14
19 VETERINARY EXPENSE		2.09
20 CUSTOM WORK		2.09
21 TOTAL SUPPLEMENTAL COSTS	\$ 263	\$ 6.32
22 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 3547	\$ 85.26
22A ALLOCATED COSTS		
22B POWER & MACHINERY COSTS		\$ 6.12
22C LIVESTOCK EQUIPMENT COSTS		5.96
22D BUILDINGS & FENCES		9.49
22E TOTAL ALLOCATED COSTS	\$ 897	\$ 21.57
22F RETURN OVER ALL LISTED COSTS	\$ 2650	\$ 63.69
23 SUPPLEMENTAL MANAGEMENT INFORMATION		
24 RETURN FOR \$100 FEED FED	\$ 201.71	
25 PRICE PER CWT. SOLD	\$ 32.66	
26 AVERAGE WEIGHT PER HEAD SOLD	668	
27 PER CENT DEATH LOSS	3.9	
28 PER CENT CALF CROP	103	

TABLE 15B - FEEDER CATTLE - 1972

ITEMS	AVERAGE OF 70 FARMS	23 HIGHEST IN RET. ABOVE FEED COST	23 LOWEST IN RET. ABOVE FEED COST
1 AVERAGE NUMBER OF BEEF FEEDERS	89.2	96.4	64.8
2 POUNDS OF BEEF PRODUCED PER CWT. PRODUCED	55711	59327	39611
3 NET INCREASE IN VALUE OF ANIMALS	\$ 39.65	\$ 47.81	\$ 30.68
4 POUNDS OF FEED FED			
5 GRAIN	640.1	539.1	728.9
6 PROTEIN, SALT & MINERAL	55.1	55.4	47.9
7 LEGUME HAY	148.0	124.4	211.5
8 OTHER HAY & DRY ROUGHAGE	.1	.3	
9 SILAGE	883.4	760.5	899.1
10 FEED COST			
11 CONCENTRATES	\$ 16.13	\$ 15.02	\$ 17.23
12 ROUGHAGES	4.36	4.22	4.83
13 PASTURE	.07	.17	.04
14 TOTAL FEED COSTS	\$ 20.56	\$ 19.41	\$ 22.10
15 RETURN OVER FEED COST	\$ 19.09	\$ 28.40	\$ 8.58
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSES	\$ .48	\$ .43	\$ .69
18 VETERINARY EXPENSE	1.13	1.95	.57
19 CUSTOM WORK	.85	1.13	.51
20 TOTAL SUPPLEMENTAL COSTS	\$ 2.46	\$ 3.51	\$ 1.77
21 RETURN OVER FEED & SUPPL. COSTS	\$ 16.63	\$ 24.89	\$ 6.81
21A ALLOCATED COSTS			
21B POWER & MACHINERY	\$ .49	\$ .43	\$ .61
21C LIVESTOCK EQUIPMENT COSTS	.48	.49	.47
21D BUILDINGS & FENCES	.76	.79	.81
21E TOTAL ALLOCATED COSTS	\$ 1.73	\$ 1.71	\$ 1.89
21F RETURN OVER ALL LISTED COSTS	\$ 14.90	\$ 23.18	\$ 4.92
22 SUPPLEMENTARY MANAGEMENT INFORMATION			
23 RETURN FOR \$100 FEED FED	\$ 192.85	\$ 246.34	\$ 138.83
24 PRICE PER CWT. SOLD	\$ 35.15	\$ 36.20	\$ 33.54
25 AVERAGE WEIGHT PER HEAD SOLD	924.8	839.3	988.3
26 PRICE PER CWT. BOUGHT	\$ 36.86	\$ 34.62	\$ 43.35
27 AVERAGE WEIGHT PER HEAD BOUGHT	589.6	625.9	481.5
28 NUMBER OF HEAD BOUGHT	143	225	65
29 PER CENT DEATH LOSS	1.6	1.5	2.2

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

TABLE 16A - SHEEP FLOCK - 1972

ITEMS	AVERAGE OF 11 FARMS	
	FLOCK TOTAL	PER EWE
1 AVERAGE NUMBER OF EWES	76.5	
2 POUNDS OF LAMB & MUTTON PRODUCED	5572	
3 POUNDS OF WOOL PRODUCED	617	
4 VALUE OF PRODUCE		
5 WOOL		\$ 6.24
6 NET INCREASE IN VALUE OF ANIMALS		20.08
7 TOTAL VALUE PRODUCED	\$2013	\$ 26.32
8 POUNDS OF FEED FED		
9 GRAIN		332.5
10 PROTEIN, SALT & MINERAL		41.3
11 LEGUME HAY		695.7
12 OTHER HAY & DRY ROUGHAGE		--
13 SILAGE		454.2
14 FEED COST		
15 CONCENTRATES		\$ 10.44
16 ROUGHAGES		7.33
17 PASTURE		3.33
18 TOTAL FEED COSTS	\$1614	\$ 21.10
19 RETURN OVER FEED COST	\$ 399	\$ 5.22
20 SUPPLEMENTAL COSTS		
21 MISCELLANEOUS LIVESTOCK EXPENSE		\$ .22
22 VETERINARY EXPENSE		.65
23 CUSTOM WORK		.94
24 TOTAL SUPPLEMENTAL COSTS	\$ 138	\$ 1.81
25 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 261	\$ 3.41
25A ALLOCATED COSTS		
25B POWER & MACHINERY COSTS		\$ 2.45
25C LIVESTOCK EQUIPMENT COSTS		2.38
25D BUILDINGS & FENCES		3.80
25E TOTAL ALLOCATED COSTS	\$ 660	\$ 8.63
25F RETURN OVER ALL LISTED COSTS	\$(-399)	\$(-5.22)
26 SUPPLEMENTARY MANAGEMENT INFORMATION		
27 RETURN FOR \$100 FEED FED	\$ 124.72	
28 PRICE PER CWT. LAMB & MUTTON SOLD	\$ 28.76	
29 POUNDS OF WOOL PER SHEEP SHEARED	7.6	
30 NUMBER OF EWES KEPT FOR LAMBING	59	
31 PER CENT LAMB CROP	136	
32 PER CENT DEATH LOSS	14.1	

TABLE 17A - LAYING FLOCK CHICKENS - 1972

ITEMS	AVERAGE OF 8 FARMS	
	FLOCK TOTAL	PER HEN
1 AVERAGE NUMBER OF HENS	1033.1	
2 VALUE OF PRODUCE PER HEN		
3 EGGS SOLD AND USED		\$ 4.02
4 INCREASE IN VALUE OF FLOCK		\$(-1.06)
5 TOTAL VALUE PRODUCED	\$3058	\$ 2.96
6 POUNDS OF FEED FED PER HEN		
7 GRAIN		60.6
8 PROTEIN, SALT & MINERAL		32.0
9 COMPLETE COMMERCIAL FEED		--
10 TOTAL POUNDS OF FEED		92.6
11 TOTAL FEED COST PER HEN	\$3120	\$ 3.02
12 RETURN OVER FEED COST	\$(-62)	\$(-.06)
13 SUPPLEMENTAL COSTS	\$ 124	\$ .12
14 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$(-186)	\$(-.18)
14A ALLOCATED COSTS		
14B POWER & MACHINERY COSTS		\$ .12
14C LIVESTOCK EQUIPMENT COSTS		.20
14D BUILDINGS AND FENCES		.32
14E TOTAL ALLOCATED COST	\$ 754	\$ .73
14F RETURN OVER ALL LISTED COSTS	\$(-940)	\$(-.91)
15 SUPPLEMENTARY MANAGEMENT INFORMATION		
16 RETURN FOR \$100 FEED FED	\$ 98.01	
17 EGGS LAID PER HEN	209	
18 PRICE PER DOZEN EGGS SOLD ¢	\$ .23	
19 FEED COST PER DOZEN EGGS ¢	\$ .17	
20 RETURN OVER FEED COSTS PER DOZEN EGGS	\$ --	
21 PER CENT DEATH LOSS	13.2	

## LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

TABLE 18 - 345 FARMS

NUMBERS OF FACTORS IN WHICH FARMERS EXCELLED (SEVEN)	NUMBER OF FARMS		AVERAGE LABOR EARNINGS
0	14	XXXX	\$ 4500
1	38	XXXX	\$ 4428
2	62	XXXXXXXXXXXX	\$10214
3	74	XXXXXXXXXXXXXXXX	\$14761
4	70	XXXXXXXXXXXXXXXXXXXX	\$20365
5	56	XXXXXXXXXXXXXXXXXXXXXXXXXXXX	\$27527
6	23	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	\$35891
7	8	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	\$28838

## COMMENTS AND OBSERVATIONS

OVER 480 FARM RECORDS HAD BEEN RECEIVED AT THE TIME THIS REPORT WAS COMPILED. A FEW MORE RECORDS ARE EXPECTED. VERY FEW OF THE EARLY BOOKS WERE SCREENED FROM THE WHOLE FARM AVERAGES. THESE WERE MOSTLY THOSE HAVING LESS THAN ONE FULL TIME WORKER. IT IS HOPED THAT INFORMATION ON LATE BOOKS CAN BE SUMMARIZED AT SOME LATER DATE.

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

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

## FOUR YEAR SUMMARY OF SELECTED EFFICIENCY FACTORS

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

	<u>1969</u>	<u>1970</u>	<u>1971</u>	<u>1972</u>
<b>DAIRY</b>				
AVERAGE NUMBER OF COWS	32.2	33.1	33.0	35.0
AVERAGE POUNDS OF MILK PER COW, LBS.	11262	11785	11785	12034
AVERAGE PRICE RECEIVED PER CWT. \$	4.70	4.97	5.14	5.36
FEED COST PER COW \$	218.38	230.91	236.30	254.66
FEED COST PER CWT MILK \$	1.94	1.96	2.01	2.12
RETURN PER \$100 FEED FED \$	241.25	250.69	251.56	252.14
<b>SWINE (COMPLETE HOGS)</b>				
LBS. OF FEED PER CWT. GAIN, LBS.	426.0	436.0	431.5	444.3
FEED COST PER CWT. GAIN \$	11.58	12.55	12.82	13.15
RETURN PER \$100 FEED FED \$	222.15	149.68	157.57	222.68
PRICE PER CWT. OF FEED \$	2.70	2.87	2.96	2.95
PRICE RECEIVED PER CWT. PORK \$	23.52	22.62	18.48	26.47
<b>BEEF BREEDERS</b>				
AVERAGE NUMBER BEEF COWS	34.4	33.7	39.0	41.6
FEED COST PER COW \$	76.61	77.21	88.97	90.05
RETURN PER \$100 FEED FED \$	169.18	149.73	165.16	201.71
<b>FEEDER CATTLE</b>				
AVERAGE NUMBER BEEF FEEDERS	93.3	87.0	84.7	89.2
FEED COST PER 100 LBS. GAIN \$	19.31	20.41	20.12	20.56
RETURN PER \$100 FEED FED \$	149.32	125.60	169.37	192.85
PRICE PER CWT. SOLD \$	27.46	27.91	30.73	35.15
PRICE PER CWT. BOUGHT \$	28.53	28.71	31.96	36.86
<b>SHEEP FLOCK</b>				
AVERAGE NUMBER OF HEAD	50.0	48.3	56.0	76.5
FEED COST PER EWE \$	13.42	17.16	23.44	21.10
RETURN PER \$100 FEED FED \$	234.43	121.35	127.27	124.72
PRICE PER CWT. SOLD \$	20.70	20.74	24.54	28.72
PER CENT LAMB CROP %	148.0	132.0	143.0	136.0
<b>POULTRY</b>				
AVERAGE NUMBER OF HENS	1110.8	1102.0	1888.1	1033.0
FEED COST PER HEN \$	2.79	2.90	2.09	3.02
POUNDS OF FEED PER HEN, LBS.	97.8	94.3	61.8	92.6
EGGS LAID PER HEN	199.0	187.0	138.0	209.0
PRICE PER DOZEN EGGS SOLD \$	.36	.30	.22	.23
RETURN PER \$100 FED \$	200.71	123.09	83.25	98.01
FEED COST PER DOZEN EGGS \$	.17	.19	.18	.17

	<u>1969</u>	<u>1970</u>	<u>1971</u>	<u>1972</u>
<b>WORK UNITS</b>				
CROPS W.U.	127.37	135.5	143.20	141.35
LIVESTOCK & OTHER W.U.	247.53	246.2	245.60	250.75
OTHER W.U.	17.4	13.7	19.15	15.85
TOTAL WORK UNITS	392.3	395.4	407.95	407.95
<b>EXPENSE PER WORK UNIT</b>				
TRACTOR & CROP MACHINERY EXPENSE \$	13.37	14.11	14.95	16.75
ELECTRICITY (FARM SHARE) \$	1.24	1.47	1.34	1.69
AUTO & TRUCKS (FARM SHARE) \$	4.18	4.56	4.86	5.15
LIVESTOCK EQUIPMENT \$	2.17	2.39	2.19	2.37
BUILDINGS, FENCES & TILE \$	5.42	6.15	5.57	6.58
TRACTOR & CROP MACH. EXP. PER CROP ACRE	18.17	18.69	19.80	20.91
<b>YIELDS PER ACRE</b>				
OATS, BU.	55.6	54.4	62.2	65.2
CORN FOR GRAIN, BU.	99.6	102.7	96.1	103.7
CORN SILAGE, TONS	14.9	15.7	15.5	16.8
SOYBEANS, BU.	26.0	30.9	26.7	32.0
ALFALFA HAY, TONS	3.5	3.9	3.4	3.8
<b>RETURN OVER LISTED COSTS PER ACRE</b>				
OATS \$	(-8.22)	(-17.79)	(-1.82)	1.35
CORN FOR GRAIN \$	22.32	45.83	13.93	32.17
SOYBEANS \$	2.65	28.33	25.80	45.17
CORN SILAGE \$	23.78	25.41	3.70	20.45
ALFALFA HAY \$	13.97	19.00	9.75	12.07
SET ASIDE ACRES \$	27.53	24.19	36.44	33.70
TOTAL FARM CAPITAL-BEGINNING INVENTORY \$	121,228	133,366	139,165	151,786
TOTAL FARM CAPITAL ENDING INVENTORY \$	129,053	141,258	147,081	168,525
INCREASE IN INVENTORY \$	7,825	7,892	7,916	16,739
TOTAL FARM RECEIPTS \$	56,362	60,776	62,156	79,638
TOTAL FARM EXPENSES \$ (NOT INCLUDING INTEREST ON FARM CAPITAL)	37,992	42,996	47,288	52,430
INTEREST ON FARM CAPITAL 6% \$	7,508	8,238	8,587	9,585
OPERATOR'S LABOR EARNINGS \$	10,862	9,542	6,280	18,371
NET WORTH END OF YEAR \$	63,247	69,415	73,149	85,978
NET WORTH BEGINNING OF YEAR \$	55,399	63,213	68,876	72,122
INCREASE IN NET WORTH \$	7,848	6,202	4,273	13,856
HOUSEHOLD-PERSONAL EXPENSE (TABLE 5)	6,498	6,563	6,481	6,541
RETURN TO CAPITAL & FAMILY LABOR	13,761	12,961	10,060	20,124
NUMBER OF RECORDS ANALYZED	300	329	383	490

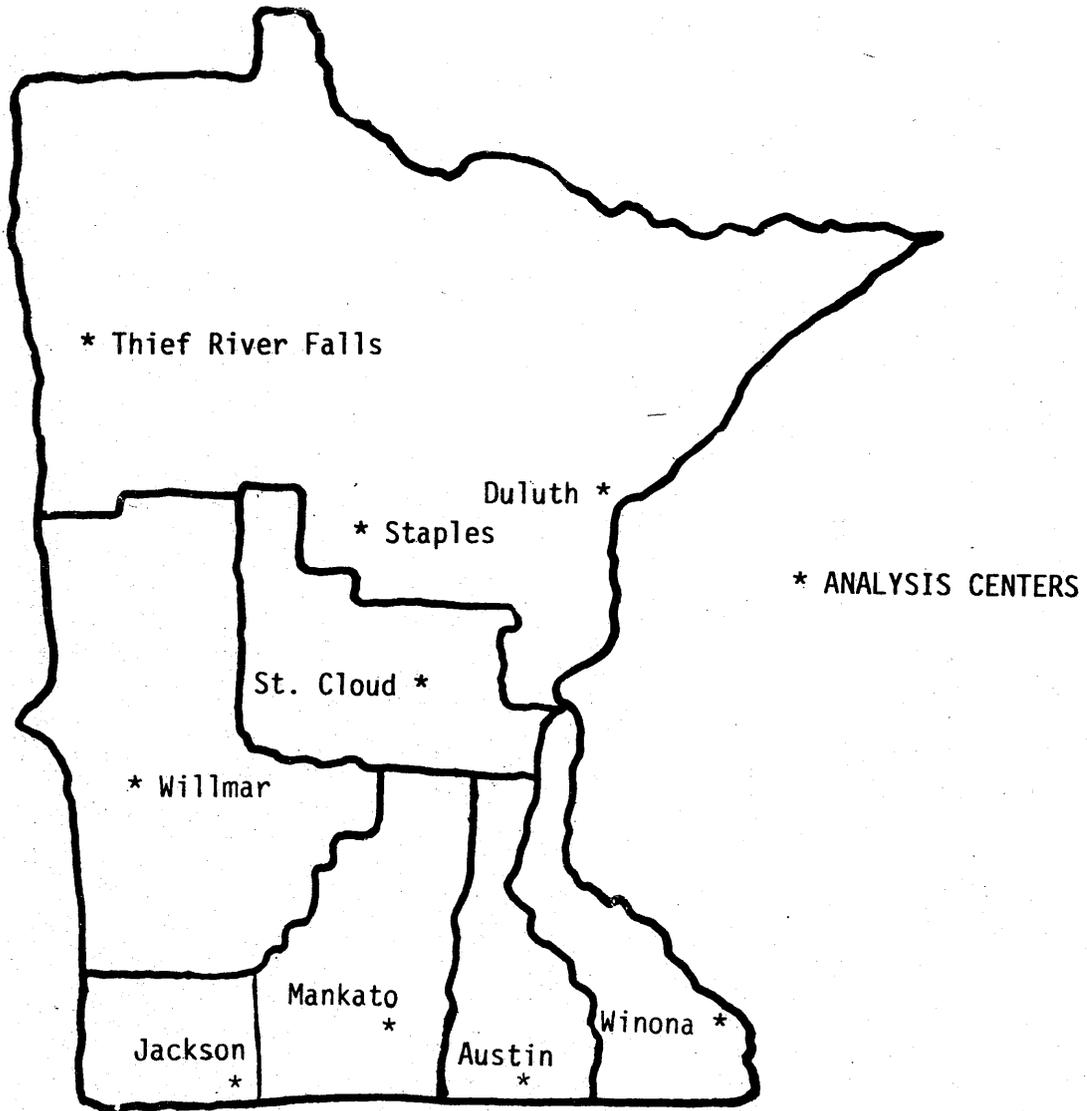
WHERE MR. AVERAGE FARMER SPENT HIS MONEY IN 1972

INFORMATION SUMMARIZED FROM TABLE 6-B OF THE 1972 VOCATIONAL AGRICULTURE FARM ANALYSIS.

<u>PAID TO AND LINE NUMBER</u>	<u>\$ PER FARM</u>	<u>PER CENT</u>
OTHER FARMERS LINES 2 THROUGH 9 AND LINE 16	\$11874.00	22.0
AGRI-BUSINESS COMMUNITY LINES 11 THROUGH 15, 17 THROUGH 20 AND LINE 24	19713.00	36.6
EXTRA LABOR - LINE 21	1124.00	2.1
UTILITIES - LINES 25 AND 26	743.00	1.4
SUPPORT OF LOCAL GOVERNMENT - LINE 22	1193.00	2.2
USE OF OTHER PEOPLE'S CAPITAL LINES 23 AND 27	5793.00	10.8
CAPITAL INVESTMENTS - LINES 29, 30 AND 31	<u>13428.00</u>	<u>24.9</u>
TOTAL	\$53868.00	100.00
INCREASE IN COST - 1972 OVER 1971		15.2%
INCREASE IN INCOME - 1972 OVER 1971		19.8%

# Area Coordinators

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



## COOPERATING VOC. AG. DEPARTMENTS IN AUSTIN AREA

Adams  
 Albert Lea  
 Alden  
 Austin  
 Blooming Prairie  
 Byron  
 Elkton

Fairbault  
 Grand Meadow  
 Hayfield  
 Le Roy  
 Kenyon  
 New Richland  
 Northfield

Owatoma  
 Rochester  
 Spring Valley  
 Stewartville  
 Wanamingo  
 Waseca  
 Zumbrota