

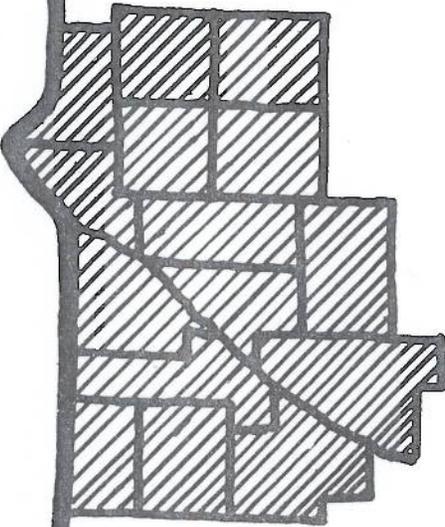
MASTER COPY  
John Thell  
Do Not Destroy -

**1972**  
annual report

# West Central Minnesota Farm Management Report

## COOPERATING AGENCIES

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



**APRIL, 1973**



YOUR AREA VO-AG COORDINATORS ARE - - -

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

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

## INTRODUCTION

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

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

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

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

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

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

1972 Report of the West Central Farm Management  
Analysis Program for Cooperating Farmers.

John L. Thell

INDEX

Introduction. . . . .	1
Schools Participating . . . . .	2
Whole Farm Inventories. . . . .	3-4
Whole Farm Cash Receipts. . . . .	5
Whole Farms Cash Expenses . . . . .	6
Farm Enterprise Statement . . . . .	7
Household Expenses. . . . .	8
Operators Net Worth Statement . . . . .	9-10
Operators Cash Receipts . . . . .	11
Operators Cash Expenses . . . . .	12
Work Unit Explanation & Misc. Information . . . . .	13
Range In Labor Earnings (Graph) . . . . .	14
Explanation of Farm Organization Measures . . . . .	15
Measures of Farm Organization (Averages). . . . .	16
Thermometer Chart . . . . .	17
Crop Production-Acres and Yield . . . . .	18-19
Table 10 - Individual Crop Analysis . . . . .	
Oats . . . . .	20
Oat Silage-Canning Peas. . . . .	21
Wheat-Barley . . . . .	22
Flax-Rye . . . . .	23
Canning Corn-Corn For Grain. . . . .	24
Hybrid Seed Corn-Soybeans. . . . .	25
Corn Silage-Sunflowers . . . . .	26
Edible Beans-Alfalfa Hay . . . . .	27
Other Legume Hay-Set Aside Acres . . . . .	28
Cost & Returns-Complete Hog Enterprise. . . . .	29
Cost & Returns-Hog Finishing Enterprise . . . . .	30
Cost & Returns-Weaning Pigs . . . . .	31
Cost & Returns-Dairy Cows . . . . .	32
Cost & Returns-Other Dairy. . . . .	33
Cost & Returns-All Dairy & Dual Purpose . . . . .	34
Cost & Returns-Beef Breeding Cattle . . . . .	35
Cost & Returns-Feeder Cattle. . . . .	36
Cost & Returns-Sheep Flock. . . . .	37
Cost & Returns-Chickens, Laying Flock . . . . .	38

Bolton - 3  
~~Ivanhoe~~ - 4  
 Milan - 2

New lists Chokio - 20  
 Parrot 20  
 Tilton 24?  
 Tracy 20  
 Herron 20  
 MANICOTA 20

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in thirty schools in West Central Minnesota. The following tabulation shows by schools the number of 1972 records submitted:

120

School	No. of Records	Instructors
Alexandria	23 -23	T. Kusmak
Alexandria	17 -17	B. Sonstegard
Bellingham	2 - ?	H. Pennertz
Brandon	3 -4	J. Kalinowski
Buffalo Lake	3 -3	K. Anderson
Canby	22 -40	D. Shippy-- S. Yackley
Dawson	22 -26	A. Schwandt
Elbow Lake	3 -3	P. Aakre
Evansville-Ashby	38 -65	D. Lehto
Fairfax	18 -20	F. Dalke
Granite Falls	45 -73	L. House, W. Stevens, P. Franky <sup>22</sup> <sup>23</sup> <sub>50 51 10-1</sub>
Hector	3 -4	D. Hoseck
Hoffman	10 -14	T. Larson
Hendericks	4 -5	B. Wosje
Herman	20 -20	D. Glanzer
Ivanhoe	1 -4	C. Stanberg
Madison	23 -23	R. Butterfield
Montevideo Coop.	43 -43-45	M. Warner
Montevideo		
Clara City		
Dawson		
Maynard		
Milan		
Montevideo	21 -23	N. Brakken
Danube Coop.	22 40	S. Vanderkoi
Bird Island		
Olivia		
Parkers Prairie	25 -32	C. Davis
Redwood Falls	18 -25	J. Turner
Renville	28 -36	M. Wacholz
Tracy	19 -30 <sup>4</sup>	G. Erdman
Willmar	41 -40	D. Shodean
	22 -24	F. Boeder
	11 -20	G. Arfstrom-W. Ruf
	3 -2	J. Thell
	510	

MORSON 15 -13-15 (615) + 120 = 795 Books

The Data for 355 farms are shown in tables on succeeding pages. Some farms were omitted from the averages because the records were not sufficiently complete and some were submitted after we began the area report.

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

TABLE 1 A - FARM INVENTORIES - 1972

Item	Average
	355 Farms
1 Size of Farm-Total Acres	555.6
2           -Tillable Acres	493.8
3 Work Units-Crops	162.4
4           -Livestock	158.92
5           -Other	37.55
6 Total Size of Business in Work Units	358.87
7 Number of Workers	1.3
7A Farm Capital Investment Per Worker	121159

Item	Average	
	355 Farms	
	Jan. 1	Dec. 31
<u>Productive Livestock</u>		
9 Dairy Cows	3300	3591
10 Other Dairy Cattle	1923	2577
11 Beef Breeding Cattle	2511	3334
12 Beef Feeder Cattle	6609	8185
13 Hogs	2534	4008
14 Sheep (Inc. Feeders)	63	65
15 Poultry (Inc. Turkeys)	194	149
16 Other Productive Livestock	16	17
17 Total Productive Livestock	\$17150	\$21926
18 Crop, Seed and Feed	12170	14728
<u>19 Power, Machinery and Equipment</u>		
20 Auto and Truck (Farm Share)	1785	1878
21 Power and Machinery	13207	14793
22 Livestock Equipment	2057	2322
23 Total Power, Mach, & Equip.	\$17049	\$18993
24 Land	84761	85875
25 Buildings-Fences-Etc.	15157	16309
26 Total Farm Capital	\$146287	\$157831

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

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

(continued page 4)

Table 1B - FARM INVENTORIES - 1972

Item	69 Most Profitable	69 Least Profitable
1 Size of Farm-Total Acres	503.9	360.1
2        -Tillable Acres	443.4	290.5
3 Work Units-Crops	222.79	146.19
4        -Livestock	204.87	122.33
5        -Other	33.10	38.30
6 Total Size of Business in Work Units	460.76	306.82
7 Number of Workers	1.5	1.4
7A Farm Capital Investment Per Worker	151653	105067

Item	Jan. 1	Dec. 31	Jan. 1	Dec. 31
8 <u>Productive Livestock</u>				
9 Dairy Cows	2207	2201	2769	3011
10 Other Dairy Cattle	1303	1733	1695	2031
11 Beef Breeding Cattle	2307	2870	5286	7236
12 Beef Feeder Cattle	14424	18863	4682	3344
13 Hogs	5637	9947	632	1026
14 Sheep (Inc. Feeders)			68	67
15 Poultry (Inc. Turkeys)	12	4	812	566
16 Other Productive Livestock	30	36	12	12
17 Total Productive Livestock	25920	35654	15956	17293
18 Crop, Seed and Feed	19173	26183	10147	9483
19 <u>Power, Machinery, and Equipment</u>				
20 Auto and Truck (Farm Share)	2252	2480	1786	1742
21 Power and Machinery	20066	21891	12367	13555
22 Livestock Equipment	2237	2700	1682	1946
23 Total Power, Mach. & Equip	24555	27071	15835	17243
24 Land	105386	107903	82592	82577
25 Buildings-Fences Etc.	20930	22058	15670	17057
26 Total Farm Capital	\$195964	218869	140200	143653

(Continued from page 3)

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

Work Units ranged from a low of 150 total work units to a high of 1600 total work units.

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

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

Item	Average of 355 Farms	69 Most Profitable Farms	69 Least Profitable Farms
<u>1 Sale of Livestock and Livestock Products</u>			
2 Dairy Cows	751	569	667
3 Dairy Products	5695	3883	4645
4 Other Dairy Cattle	849	735	781
5 Beef Breeding Cattle	658	574	999
6 Beef Feeder Cattle	12998	29113	6395
7A Hogs Complete	6276	15830	1089
7B Hogs Finishing	1689	4591	1420
7C Hogs Producing Weaning Pigs	531	485	23
8A Sheep and Wool, Farm Flock	66		117
8B Sheep and Wool, Feeder Lambs	1		
9 Chickens (Inc. Hens & Broilers)	80	240	123
10 Turkeys			
11 Eggs	657	18	2636
12 Other Productive Livestock	2		
12A Total Sales of Productive Livestock	\$30253	56038	18895
<u>13 Sale of Crops</u>			
14 Corn	6105	10747	5666
15 Soybeans, Flax, Sunflowers	6685	10614	4954
16 Wheat, Oast, Barley, Rye	1218	2158	962
17 Potatoes, Sugar Beets, Canning & Other crops A - B	594	576	493
18 Hay, Silage and Other Crops	127	146	103
19 Diverted Acre Payment	3368	4783	3208
19A Total Sales From Crops	\$18097	\$29024	\$15386
20 Capital Assets Sold	3076	4916	851
21 Gas Tax Refund	143	164	145
22 Income From Work Off the Farm	1060	1255	1236
23 Patronage Refunds	501	731	359
24 Miscellaneous Farm Income	737	1097	568
25 Total Farm Sales	\$53867	\$93225	\$37440
26 Increase in Farm Capital	11506	22906	3454
27 Family Living From the Farm	335	409	237
28 Total Farm Receipts	\$65708	\$116540	\$41131
(25) - (26) - (27)			

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

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

Item	Average of 355 Farms	69 Most Profitable Farms	69 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	148	31	163
3 Other Dairy Cattle	241	116	294
4 Beef Breeding Cattle	322	396	606
5 Beef Feeders	8116	16339	3762
6A Hogs Complete	789	1794	306
6B Hogs Finishing	769	2163	739
6C Hogs Producing Weaning Pigs	44	17	39
7A Sheep, Farm Flock	10		21
7B Sheep, Feeder Lambs			
8 Chickens (Inc. Hens & Broilers)	116	1	423
9 Turkeys			
10 Other Productive Livestock	3		
11 Miscellaneous Livestock Exp.	765	1108	622
12 Feed Bought	5709	11736	3280
13 Fertilizer	2582	4565	2016
14 Chemicals	1142	1572	1531
15 Other Crop Expense	1764	2715	1715
16 Custom Work Hired	1126	1434	965
17 Rep. & Upkeep of Lvstck, Equip.	266	437	147
18 Rep. & Upkeep of Farm Real Est.	392	533	386
19 Gas, Oil, Grease Bought F. S.	1475	1933	1407
20 Rep. & Op. Mach. Trac. Trk., Auto F. S.	2091	2846	2133
21 Wages of Hired Labor	788	1371	938
22 Pers. Prop. & Real Est. Taxes	1449	1763	1360
23 General Farm Expense	608	633	685
24 Telephone Expense (F. S.)	119	144	116
25 Electricity Expense (F. S.)	346	446	312
26 Total Cash Oper. Expense	\$31180	\$54093	\$23966
27 Pow. Crop & Gen. Mach. Bot. F. S.	5264	6892	4709
28 Livestock Equip. Bought	653	923	698
29 New Real Est. & Improvements	6436	10684	4305
30 Total Farm Purchases (26) Thru (29)	\$43533	\$72592	\$33678
31 Decrease in Farm Capital			
32 Interest on Farm Capital	9122	12444	8515
33 Unpaid Family Labor	354	229	428
34 Labor Charge Part. & Other Op.	309	649	350
35 Board Furnished Hired Labor	49	85	43
36 Total Farm Exp. (30) Thru (35)	\$53367	\$85999	\$43014
37 Labor Earn. (Whole Farm) (2A/2B) - (36)	12341	30541	-1883
38 Number of Operators	1	1	1

TABLE 3 - ENTERPRISE STATEMENTS - 1972

Item	Average of 355 Farms	69 Most Profitable Farms	69 Least Profitable Farms
<u>1 RETURNS AND NET INCREASES</u>			
2 Productive Livestock			
3 Dairy Cattle	5762	3908	4708
4 Other Dairy Cattle	2396	1775	1797
5 Beef Breeding Cattle	1377	1514	2364
6 Feeder Cattle	6412	16566	1270
7 Complete Hog Enterprise	6662	17233	880
8 Hog Finishing Enterprise	1186	3491	959
9 Producing Weaning Pigs	616	600	32
10 Farm Flock of Sheep	58		94
11 Feeder Lambs	1		
12 Chickens(Inc. Hens & Broil.)	587	255	2098
13 Turkeys			
14 Other Productive Livestock	(-)	6	
15 All Productive Livestock	\$25057	\$45348	\$14202
16 Value of Feed Fed to Live.	13094	22813	9280
17 Return Over Feed From Live.	11963	22535	4922
18 Crop, Seed and Feed	22560	38236	15374
19 Income From Labor Off Farm	751	662	766
20 Cooperative Patronage Ref.	501	731	359
21 Miscellaneous Farm Income	737	1097	568
22 Total Returns & Net Inc.	\$36512	\$63261	\$21989
<u>23 EXPENSE AND NET DECREASES</u>			
24 Truck & Auto (Farm Share)	1626	2181	1431
25 Tractors and Crop Machinery	5696	7460	5601
26 Electricity	344	446	312
27 Livestock Equipment	687	875	614
28 Buildings, Fences & Tiling	1831	2839	1831
29 Bare Land			683
30 Misc. Livestock Expense	777	1108	621
31 Labor	1604	2183	1753
32 Labor Charge for Other Opers.	329	649	350
33 Property Tax	1431	1763	1360
34 General Farm Exp. & Tele.	723	772	801
35 Interest on Farm Capital	9123	12444	8515
36 Total Exp. & Net Decreases	\$24171	\$32720	\$23872
37 Labor Earnings	12341	30541	-1883
38 Number of Farm Operators	1	1	1

TABLE 4 - HOUSEHOLD EXPENSES -1972

Items	Average of 196 Farms	39 Most Profitable Farms	39 Least Profitable Farms
1 Number of Persons-Family	5	5	5
2 Number of Adult Equivalent- Family	3.5	3.6	3.5
3 Church & Welfare	289	384	226
4 Medical Care & Health Ins	712	829	734
5 Food & Meals Bought	1052	1036	1069
6 Operating Exp. & Supplies	347	416	310
7 Furnishings & Equipment	321	352	293
8 Clothing & Clothing Materials	401	608	321
9 Pers. Care, Pers. Spending	186	287	223
10 Education	166	139	257
11 Recreation	183	189	178
12 Gifts & Special Events	165	153	151
13 Pers. Share Truck & Auto Exp.	244	259	209
14 Oper. Share Upkeep on Dwelling	82	123	101
15 Pers. Share Tel. & Elect Exp.	149	179	148
16 Total Cash Living Expense	\$4297	\$4954	\$4220
17 Pers. Share New Truck & Auto	145	125	145
18 New Dwelling Bought	574	405	1000
19 Taxes and Other Deductions	416	448	223
20 Life Ins. & Oth. Sav. & Inv.	613	845	529
21 Total Household & Pers. (16)- (20)	6045	6777	6117
22 Total Fam. Liv. From Farm (33)	310	398	233
23 Total Cash & Non-Cash Exp. (21) - (22)	6355	7175	6350
24 FAMILY LIVING FROM THE FARM - AVERAGE			
25		Amount	\$ Opp. Share
26 Milk & Cream		374	43
27 Beef		643	204
28 Pork		210	52
29 Lamb		1	
30 Poultry		17	4
31 Eggs		9	2
32 Veg, Fruit, Spuds, and Fuel, Other			5
33 Total Family Living from the Farm			\$310

TABLE 5A - NET WORTH STATEMENT - OPERATOR - 1972

Item	Average of 355 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	\$16170	\$20935
2 Crop, Seed and Feed	11616	14214
3 Total Power, Machinery and Equipment	16517	18464
4 Land	38344	42044
5 Buildings, Fences, Et.	13274	14829
6 Total Farm Capital	95921	110486
7 Non-Farm Assets	6985	8168
8 Dwelling	3644	4182
9 Total Assets	106550	122836
10 Real Estate Mortgages	24930	27510
11 Chattel Mortgages	15359	17352
12 Notes	6033	6505
13 Accounts Payable	1386	1998
14 Total Liabilities	47708	53365
15 Farmers Net Worth	58842	69471
16 Gain or (Loss) in Net Worth		10629
17 Supplementary Management Information		
18 Operators Labor Earnings (6B-39)	11110	
19 Return to Capital and Family Labor (6B-40)	14400	
20 Non-Farm Income		
21 Outside Investment Income	80	
22 Other Personal Income & Income Tax Refund	807	
23 Total Non-Farm Income	887	
24 Total Money Borrowed	28424	
25 Total Paid on Debt (Principal)	23472	
26 Total Hshld. & Pers. Cash Exp. (4/23)	4593	
27 Ratio Tot. Farm Exp. to Totl. Farm Rec.	.824	
28 Ratio Tot. Assets to Tot. Liab.	Jan 2.233	Dec. 2.302
29 Ratio Non-Real Est. Assets Non-Real Est. Liab.	2.25	2.39
30 Ratio Real Est. Assets to Real Est. Liab.	2.22	2.22
31 Ratio Net Worth to Total Liab.	1.23	1.30
32*Ratio Cash Op. Exp. to Adj. Total Farm Sales		.74

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

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

ITEM 27 - THE RATIO OF TOTAL FARM EXPENSE TO TOTAL FARM RECEIPTS, sometimes called the Gross Ratio, expresses the percentage of each dollars worth of income consumed by expense. It is calculated by dividing item 38, Table 6B by item 23, Table 6A. Item 28 The Ratio of Total Assets to Total Liabilities, sometimes called the Net Capital Ratio, measures the degree of financial safety in the farm business. It shows the number of dollars in assets available to cover each dollar of debt.

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

Item	71 Most Profitable Farms		71 Least Profitable Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Prod. Lvstk.	\$23802	33726	16417	17976
2 Crop, Seed & Feed	16580	23275	9246	8245
3 Tot. Power, Mach. & Eq.	23227	26238	16915	18344
4 Land	44401	50692	50506	52564
5 Building, Fences, Etc.	16058	17607	14052	15200
6 Total Farm Capital	124068	151538	107136	112329
7 Non-Farm Assets	6252	8145	6996	7702
8 Dwelling	4179	4631	3357	3884
9 Total Assets	134499	164314	117489	123915
10 Real Estate Mortgages	28357	32036	34547	34976
11 Chattel Mortgages	20992	24921	16568	17050
12 Notes	7284	7201	5702	6366
13 Accounts Payable	1599	2307	1872	2934
14 Total Liabilities	58232	66465	58689	61326
15 Farmers Net Worth	76267	97849	58800	62589
16 Gain or (Loss) in Net Worth		21582		3789
17 Supplementary Management Information				
18 Op. Labor Earn. (6B/39)	28321		-2398	
19 Ret. Cap. & Fam. Lab. (6B/40)	33046		232	
20 Non-Farm Income				
21 Outside Inv. Inc.	72		72	
22 O. Pers. Inc. & Inc. Tax	394		1329	
23 Tot. Non-Farm Income	466		1401	
24 Tot. Money Borrowed	41639		26510	
25 Tot. Paid on Debt (Pr)	37280		22193	
26 Tot. Hsh. & P. C. Exp. (4/23)	5402		4020	
27 R.T.F. Exp. to T.F. rec.	.730		1.056	
28 Ra.T. Assets to T.Liab.	Jan. 2.310	Dec. 2.472	Jan. 2.002	Dec. 2.021
29 Ratio Non-Real Est. Ass.				
Non-Real Est Liab	2.34	2.65	2.05	1.98
30 Ra. R.E.Ass.-R. E. Liab	2.28	2.28	1.97	2.05
31 Ra.Net W. to Tot. Liab.	1.31	1.47	1.00	1.02
32 *Ratio Cash Op. Exp. to Adj. Total Farm Sales		.72		.81

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

Item 29 - THE RATIO OF NON- REAL ESTATE ASSETS TO NON-REAL ESTATE LIABILITIES

sometimes called the Intermediate Ratio, is calculated by dividing the sum of items 2,3, & 7 by the None-Real Estate Liabilities, items 11,12, & 13.

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

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

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS

Item	Average of 355 Farms	71 Most Profitable	71 Least Profitable
<u>1 Sale of Livestock &amp; Livestock Products</u>			
2 Dairy Cows	\$ 690	648	510
3 Dairy Products	5533	4986	3957
4 Other Dairy Cattle	786	686	726
5 Beef Breeding Cattle	641	950	1133
6 Beef Feeder Cattle	12509	25021	5890
7A Hogs Complete	6077	15233	1586
7B Hogs Finishing	1610	3484	555
7C Hogs Producing Weaning Pigs	500	697	5
8A Sheep & Wool, Farm Flock	63	25	106
8B Sheep & Wool, Feeder Lambs	1		
9 Chickens (Hens & Broilers)	80	235	102
10 Turkeys			
11 Eggs	652	46	2558
12 Other Productive Livestock	2		
12A Total Sales of Productive Lvstk.	29144	52011	17128
<u>13 Sales of Crops</u>			
14 Corn	4796	7293	4929
15 Soybeans, Flax, Sunflowers	5573	7839	4355
16 Wheat, Oats, Barley, Rye	1017	1797	881
17 Potatoes, Sug. Beets, Canning & Ot. Crops A & B	550	543	424
18 Hay, Silage & Other Crops	102	186	78
19 Diverted Acre Payment	2916	4094	2917
19A Total Sales From Crops	\$14954	21752	13584
20 Capital Assets Sold	111	450	-376
21 Gas Tax Refund	140	161	138
22 Income From Work Off Farm	1032	956	1221
23 Patronage Refunds	493	695	383
24 Miscellaneous Farm Income	711	1032	544
25 Total Farm Sales	\$46585	77057	32622
26 Increase in Farm Capital	14366	27143	4551
27 Family Living From Farm	322	408	201
28 Total Farm Receipts (25)-(26)-(27)	61273	104608	37374
29 Adj. Total Farm Sales (25)-(26)	46474	76607	32998
30 Total Cash Farm Oper. Expense	34127	54584	26360
31 Net Cash Operating Income	12347	22023	6638

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES

Item	Average of 355 Farms	71 Most Profitable Farms	71 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	145	45	106
3 Other Dairy Cattle	250	170	251
4 Beef Breeding Cattle	399	641	663
5 Beef Feeder Cattle	7642	13060	3572
6A Hogs Complete	750	1593	287
6B Hogs Finishing	719	1594	320
6C Hogs Producing Weaning Pigs	36	36	
7A Sheep, Farm Flock	10		23
7B Sheep, Feeder Lambs			
8 Chickens	111	15	409
9 Turkeys			
10 Other Productive Livestock	3		
11 Miscellaneous Livestock Expense	748	1134	560
12 Feed Bought	5478	11246	3433
13 Fertilizer	2336	3879	1829
14 Chemicals	984	1305	1180
15 Other Crop Expense	1655	2378	1584
16 Custom Work Hired	1091	1379	800
17 Repair & Upkeep Livestock Equip.	259	459	142
18 Repair & Upkeep Farm Real Estate	379	547	329
19 Gas, Oil, Grease Bought (FS)	1477	1845	1454
20 Rep. & Op. Mach, Tr. Trk. Auto (FS)	2065	2728	2212
21 Wages of Hired Labor	790	1249	938
22 Pers. Prop. & Real Est. Taxes	820	1061	919
23 Cash Rent	2092	3007	1453
24 General Farm Expense	583	614	645
25 Telephone Expense (FS)	116	138	118
26 Electricity Expense (FS)	336	438	308
27 Interest Expense	2853	4023	2825
28 Total Cash Operating Expense	\$34127	54584	26360
29 Power, Crop, & Gen Mach Bought (FS)	5173	7110	4866
30 Livestock Equipment Bought	639	918	402
31 New Real Estate & Improvements	6528	9022	4245
32 Total Farm Purchases (28) thru (37)	46467	71634	35873
33 Decrease in Farm Capital			
34 Interest on Farm Capital	3288	4305	3468
35 Unpaid Family Labor	359	262	386
37 Board Furnished Hired Labor	49	86	45
38 Total Farm Expense (32) thru (37)	50163	76287	39772
39 Labor Earnings (Oper. Share) (6A/28)- (38)	11110	28321	-2398
40 Return to Capital & Family Labor	14400	33046	232

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

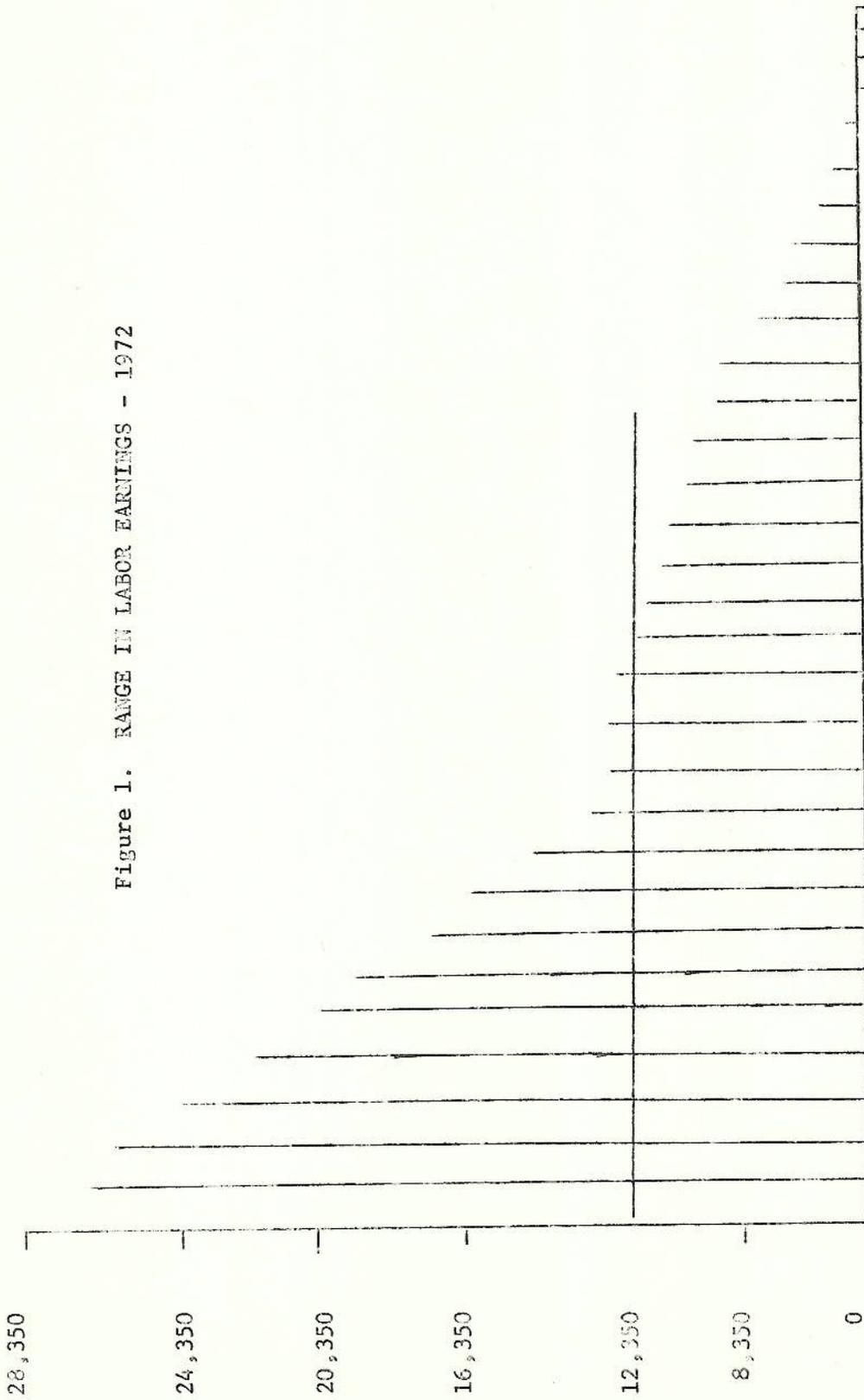


Figure 1. RANGE IN LABOR EARNINGS - 1972

Figure 1 provides a graphic description of the wide variation in earnings among whole farms in any given year. Some causes for these differences, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. Management factors affecting earnings are presented in Table #3 and elsewhere in this report.

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1972

Item	Average of 355 Farms	69 Most Profitable Farms	69 Least Profitable Farms
1 Labor Earnings	\$12341	30541	-1883
2 Crop Yield Index	99	108	96
3 % Till.Land in H.R. Crops	72.5	76.8	71.6
4 Gr.Ret./Till.Acre Ex. Past	75.83	95.51	66.28
5 Ret.\$100 Rod. Lvstk, Index	99	108	83
6 Lvstk.Units Per 100 Acres*	20.5	29.7	13.9
7 Size of Bus.-Work Units	358.8	460.7	306.8
8 Work Units per Worker	285.8	320.4	211.5
9 Pow. Mach.Equ./Work Units	30.90	30.51	38.96
10 Farm Cap. Invest./Worker	\$121159	\$151653	\$105067
11 Index of Ret. \$100 Feed From			
12 Complete Hog Enterprise	100	101	99
13 Hog Finishing Enterprise	100	103	87
14 Producing Weaning Pigs	100	120	85
15 Dairy Cattle	100	104	96
16 Other Dairy	100	121	98
17 All Dairy & Dual Purp. Cattle	100	109	97
18 Beef Breeding Cattle	100	126	88
19 Beef Feeder Cattle	100	114	32
20 Sheep Farm Flock	100		108
21 Feeder Lambs			
22 Chickens-Laying Flock	100	55	101
23 Chickens-Broilers	100		99
24 Turkeys-Laying Flock			
25 Turkey Poults			
26 Other Prod. Lvstk.	Negative		
27 Number of Animal Units	71.6	121.6	52.3
28 <u>Work Units</u>			
29 Crops	162.4	222.8	146.2
30 Productive Livestock	158.9	204.8	122.5
31 Other Prod. Work Units	37.5	33.1	38.3
32 <u>Expenses Per Work Unit</u>			
33 Trac. & Crop Mach. Exp.	\$17.57	17.01	21.97
34 F.S. of Auto & Truck Exp.	5.14	5.14	5.81
35 F. S. of Electric	1.04	.94	1.38
36 Lvstk. Equipment Exp.	1.78	1.68	2.06
37 Build. Fenc. & Tiling Exp.	5.34	5.73	7.73
38 Tractor & Crop Mach. Exp.	16.18	16.12	17.57
Per Crop Acre**			
39 Farm P. & Mach. Cost all.toLvstk	577.39	752.68	478.13
40 Build.Fenc. & Tiling Cost All. to Crops	979.90	1466.80	1086.53
41 *ACRES INCLUDE ALL TILL. LAND, NON-TILLABLE HAY & PASTURE			
42 **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY			

THERMO-METER CHART

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

Labor Earnings	Crop Yields	% High Return Crops	Gross Return Per Acre	Return From Livstk. Prod.	Livstk. Units Per 100 Acres	Work Units	Work Units Per Worker	Pow. Mach. Equip. cost Per Work Unit	Invest. Per Worker
24,000	140	90	112	120	40	520	425	15	230,000
18,000	120	80	94	110	30	435	350	22	175,000
Whole Farm 12,341	100	70	75	100	20	350	256	31	121,000
Operator 11,110	80	55	58	90	10	250	220	37	66,000
0	60	40	40	80	0	200	150	45	12,000

TABLE 9 - CROP PRODUCTION - 1972

Item	Unit	Crop Rank	Average of Acres	355 Farms Yield
1 Oats & Mixtures	Bus	D	23.8	48.8
2 Oats Silage	Ton	C	.3	6.7
3 Canning Peas	\$	A	1.4	68.57
4 Wheat	Bus	C	13.5	25.2
5 Barley	Bus	C	4.6	35.2
6 Flax	Bus	C	3.1	11.9
7 Rye	Bus	D	1.6	23.8
8 Total Small Grain & Peas			48.3	
9 Canning Corn	\$	A	3.5	67.43
10 Corn Grain & Seed Corn	Bus	A	110.4	90.2
11 Soybeans-Grain	Bus	B	86.6	27.3
12 Corn and Cane Silage	Ton	B	14.9	11.3
13 Corn and Cane Fodder	Ton	B	.1	10.0
14 Potatoes	CWT	A		
15 Sugar Beets	Ton	A		
16 Sunflowers	CWT	A	6.6	8.6
17 Edible Beans	\$	A	77.1	77.40
19 Total Cultivated Crops			395.8	
20 Alfalfa Hay	Ton	A	25.6	3.6
21 Other Legume Hay & Mix.	Ton	B	1.3	3.8
22 Tame Grass Hay	Ton	C	.1	10.0
23 Annual Hay	Ton	D	.2	5.0
24 Legume & Grass Silage	Lbs	B	.4	7.5
25 Legume Seed	LBS	A	.1	40.0
26 Grass Seed	LBS	A		
27 Total Hay			27.7	
28 Alfalfa & Mix. Pasture		B	.8	
29 Other Legume Pasute		C	.1	
30 Other Tillable Pasure		D	2.0	
31 Total Tillable Pasture			2.9	
32 Diverted Acres Income	\$	A	62.8	53.66
33 Summer Fallow-Tilled		D	.1	
34 Other Tillable Land Idle		D	4.5	
35 Total Tillable Land			493.8	
36 Wild Hay	\$	D	2.4	.42
37 Non-Tillable Pasure			23.6	
38 Timber	\$		5.2	
39 Roads & Waste			18.9	
40 Farmstead			11.7	
41 Total Acres in Farm			555.6	
42 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>				
43 Percent Land Tillable				85.8
44 Percent in High Return Crops				73.3
45 *Fertilizer Cost Per Acre				6.53
46 *Crop Chemicals Per Acre				2.99
47 *Seed and Other Costs Per Acre				4.63
48 *Gas, Oil, Grease Bought Per Acre, Crop Machinery				2.94
49 *Tillable Land Minus Pasure				

TABLE 9A - CROP PRODUCTION - 1972

Items	69 High In				69 Low In	
			Labor Earnings		Labor Earnings	
	Unit	Crop Rank	Ave.No. Acres	Average Yield	Ave.No. Acres	Average Yield
1 Oats & Mixtures	Bus	D	26.3	59.6	20.9	35.4
2 Oats Silage	Ton	C	.2	10.0		
3 Canning Peas	\$	A	1.4	45.71	2.0	60.50
4 Wheat	Bus	C	18.9	31.5	12.3	20.6
5 Barley	Bus	D	4.8	45.6	4.4	36.1
6 Flax	Bus	C	2.3	12.2	7.9	8.7
7 Rye	Bus	D	2.5	30.8	2.0	21.5
8 Total Small Grain & Peas			56.4		49.5	
9 Canning Corn	\$	A	4.2	72.14	4.6	50.87
10 Corn Gr.& Seed Corn	Bus	A	177.5	101.3	102.9	81.6
11 Soybeans-Grain	Bus	B	125.6	30.7	67.8	29.2
12 Corn & Cane Sil.	Ton	A	15.6	12.5	12.9	10.3
13 Corn & Cane Fodder	Ton					
14 Potatoes	CWT					
15 Sugar Beets	Ton					
16 Sunflowers	CWT		6.4	9.7	2.5	12.4
17 O. Cult. Crops-A	\$					
18 O. Cult. Crops-B	\$					
19 Total Cult. Crops			329.3		190.7	
20 Alfalfa Hay	Ton	B	22.6	4.3	25.1	3.4
21 O.Leg.Hay & Mix	Ton	C	.3		1.1	.9
22 Tame Grass Hay	Ton	D	.4	7.5		
23 Annual Hay	Ton	D	.4	2.5	.1	60.0
24 Leg. & Grass Sil.	Ton	B	1.0	7.0		
25 Legume Seed	LBS					
26 Grass Seed	LBS					
27 Total Hay			24.7		26.3	
28 Alf. & Mix Past.		B	.6			
29 O. Leg. Pasture		C	.2		.4	
30 O. Till. Pasture		D	1.2		3.5	
31 Total Till. Pasture			2.0		3.9	
32 Div. Acres Income	\$	A	85.5	56.27	60.8	52.76
33 Summer Fall. Till.		D				
34 O. Till. Land Idle			1.9		4.9	
35 Total Tillable Land			443.4		290.5	
36 Wild Hay	\$		3.4	.29	2.3	.87
37 Non Till Pasture			16.6		28.3	
38 Timber	\$		7.6		7.1	
39 Roads & Waste			19.0		19.4	
40 Farmstead			13.9		12.5	
41 Total Acres In Farm			503.9		360.1	
42	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>					
43 Percent Land Tillable				89.3		83.1
44 Percent in High Ret. Crops				75.9		74.0
45 *Fertilizer Cost Per Acre				8.11		5.81
46 *Crop Chemicals Per Acre				3.36		4.17
47 *Seed & Other Costs Per Acre				5.10		4.84
48 *Gas,Oil, Grease Bot. Per Acre Crop Mach.				2.86		3.01
49 *Tillable Land Minus Pasture						

TABLE 10 - CROP ANALYSIS

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

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

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

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

TABLE 10 - CROP DATA FOR OATS AND MIXTURES - 1972

Item	Average Yield of 234 Farms	117 Farms High In Yield	117 Farms Low In Yield
1 Acres	36.0	30.2	41.8
2 Yield/Acre	48.9	67.5	35.5
3 Value/Unit	.65	.66	.64
4 Gross Return	31.79	44.55	22.72
5 Supplemental Costs			
6 Fertilizer	2.61	3.71	1.84
7 Chemicals	.39	.43	.33
8 Seed and Other	2.58	2.85	2.39
9 Hired Labor			
10 Custom Work	1.36	1.75	1.05
11 Total Supplemental Costs	6.94	8.74	5.61
12 Return Over Supplemental Cost	24.85	35.81	17.11
13 Allocated Cost			
14 Power & Crop Machinery Costs	11.10	10.95	12.00
15 Land Cost	17.81	21.03	15.48
16 Miscellaneous Costs	.06	.07	.05
17 Total Allocated Costs	28.97	32.05	27.53
Total Cost Per Unit	.73	.60	.93
18 Total Cost	35.91	40.79	33.14
19 Return Over Total Costs	-4.12	3.76	-10.42

TABLE 10 - CROP DATA FOR OATS SILAGE - 1972

Item	Average Yield of 8 Farms
1 Acres	13.4
2 Yield/Acre	5.4
3 Value/Unit	6.00
4 Gross Return	32.40
5 Supplemental Costs	
6 Fertilizer	9.78
7 Chemicals	.07
8 Seed and Other	2.99
9 Hired Labor	
10 Custom Work	.52
11 Total Supplemental Costs	13.36
12 Return Over Supplemental Costs	19.04
13 Allocated Costs	
14 Power & Crop Machinery Expense	14.80
15 Land Cost	19.18
16 Miscellaneous Costs	
17 Total Allocated Costs	33.98
Total Cost per Unit	8.81
18 Total Listed Costs	47.34
19 Return Over Total Costs	-14.94

TABLE 10 - CROP DATA FOR CANNING PEAS - 1972

Item	Average	10 Farms	10 Farms
	Yield of 21 Farms	High In Yield	Low In Yield Yield
1 Acres	24.1	23.3	25.6
2 Yield/Acres	67.43	86.61	49.53
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	67.43	86.61	49.53
5 Supplemental Costs			
6 Fertilizer	2.61	3.30	2.19
7 Chemicals	1.41	1.37	1.56
8 Seed and Other	1.54	3.18	.16
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	5.56	7.85	3.91
12 Return Over Supplemental Costs	61.87	78.76	45.62
13 Allocated Costs			
14 Power & Crop Machinery Expense	11.10	10.95	12.00
15 Land Cost	29.09	29.31	29.06
16 Miscellaneous Costs			
17 Total Allocated Costs	40.19	40.26	41.06
Total Cost Per Unit	.68	.56	.91
18 Total Listed Costs	45.75	48.11	44.97
19 Return Over Total Listed Costs	21.68	38.50	4.56

TABLE 10 - CROP DATA FOR WHEAT - 1972

Item	Average Yield of 95 Farms	47 Farms High In Yield	47 Farms Low In Yield
1 Acres	50.3	48.2	52.3
2 Yield/Acre	25.3	32.9	18.3
3 Value/Unit	1.64	1.65	1.62
4 Gross Return	41.49	54.29	29.65
5 Supplemental Costs			
6 Fertilizer	5.15	4.61	5.58
7 Chemicals	.54	.79	.33
8 Seed and Other	3.20	3.80	2.62
9 Hired Labor	.06	.08	.02
10 Custom Work	1.01	.75	1.24
11 Total Supplemental Costs	9.96	10.03	9.79
12 Return Over Supplemental Costs	31.53	44.26	19.86
13 Allocated Costs			
14 Power & Crop Machinery Expense	11.10	10.95	12.00
15 Land Cost	16.24	17.84	14.91
16 Miscellaneous Costs	.08	.12	.06
17 Total Allocated Costs	27.42	28.91	26.97
Total Cost Per Unit	1.48	1.18	2.01
18 Total Listed Costs	37.38	38.94	36.76
19 Return Over Total Listed Costs	4.11	15.35	-7.11

TABLE 10 - CROP DATA FOR BARLEY - 1972

Item	Average Yield of 38 Farms	19 Farms High In Yield	19 Farms Low In Yield
1 Acres	42.9	52.4	33.3
2 Yield/Acre	35.3	42.6	24.0
3 Value/Unit	1.01	.97	1.04
4 Gross Return	35.65	41.32	24.96
5 Supplemental Costs			
6 Fertilizer	4.08	4.48	3.42
7 Chemicals	.75	.69	.84
8 Seed and Other	3.54	2.84	4.68
9 Hired Labor			
10 Custom Work	.65	.21	1.35
11 Total Supplemental Costs	9.02	8.22	10.29
12 Return Over Supplemental Costs	26.63	33.10	14.67
13 Allocated Costs			
14 Power & Crop Machinery Expense	11.10	10.95	12.00
15 Land Cost	15.94	15.84	16.16
16 Miscellaneous Costs	.16	.19	.15
17 Total Allocated Costs	27.20	26.98	28.31
Total Cost Per Unit	1.03	.83	1.61
18 Total Listed Costs	36.22	35.20	38.60
19 Return Over Total Listed Costs	-.57	6.12	-13.64

TABLE 10 - CROP DATA FOR FLAX - 1972

Item	Average	12 Farms	12 Farms
	Yield of 24 Farms	High In Yield	Low In Yield
1 Acres	46.2	32.3	60.0
2 Yield/Acre	11.8	19.4	7.7
3 Value/Unit	2.59	2.57	2.62
4 Gross Return	30.56	49.86	20.17
5 Supplemental Costs			
6 Fertilizer	2.08	1.33	2.48
7 Chemicals	.87	.93	.83
8 Seed and Other	3.57	2.91	3.95
9 Hired Labor	.04	.12	
10 Custom Work	1.06	.31	1.45
11 Total Supplemental Costs	7.62	5.60	8.71
12 Return Over Supplemental Cost	22.94	44.26	11.46
13 Allocated Costs			
14 Power & Crop Machinery Expense	11.10	10.95	12.00
15 Land Cost	14.98	16.63	14.12
16 Miscellaneous Costs			
17 Total Allocated Costs	26.08	27.58	26.12
Total Cost Per Unit	2.86	1.71	4.53
18 Total Listed Costs	33.70	33.18	34.83
19 Return Over Total Listed Costs	-3.14	16.68	-14.66

TABLE 10 - CROP DATA FOR RYE - 1972

Item	Average	8 Farms	8 Farms
	Yield of 16 Farms	High In Yield	Low In Yield
1 Acres	35.2	42.4	28.0
2 Yield/Acre	23.7	28.9	15.8
3 Value/Unit	.88	.90	.87
4 Gross Return	20.86	26.01	13.75
5 Supplemental Costs			
6 Fertilizer	1.59	2.45	.29
7 Chemicals	.03	.05	
8 Seed and Other	1.28	1.25	1.36
9 Hired Labor	.03	.02	
10 Custom Work	1.90	2.50	.96
11 Total Supplemental Costs	4.83	6.27	2.61
12 Return Over Supplemental Cost	16.03	19.74	11.14
13 Allocated Costs			
14 Power & Crop Machinery Expense	11.10	10.95	12.00
15 Land Cost	13.81	12.62	15.64
16 Miscellaneous Costs			
17 Total Allocated Costs	24.91	23.57	27.64
Total Cost Per Unit	1.26	1.03	1.91
18 Total Listed Costs	29.74	29.84	30.25
19 Return Over Total Listed Costs	-8.88	-3.83	-16.50

TABLE 10 - CROP DATA FOR CANNING CORN - 1972

Item	Average	13 Farms	13 Farms
	Yield of 26 Farms	High In Yield	Low In Yield
1 Acres	47.5	47.5	47.5
2 Yield/Acre	67.79	83.92	51.68
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	67.79	83.92	51.68
5 Supplemental Costs			
6 Fertilizer	11.33	13.87	8.78
7 Chemicals	3.60	3.43	3.77
8 Seed and Other	1.22	1.56	.88
9 Hired Labor			
10 Custom Work	1.20	1.87	.53
11 Total Supplemental Costs	17.35	20.73	13.96
12 Return Over Supplemental Costs	50.44	63.19	37.72
13 Allocated Costs			
14 Power & Crop Machinery Expense	14.80	14.60	16.00
15 Land Cost	29.05	28.42	29.68
16 Miscellaneous Costs			
17 Total Allocated Costs	43.85	43.02	45.68
Total Cost Per Unit	.90	.76	1.15
18 Total Listed Costs	61.20	63.75	59.64
19 Return Over Total Listed Costs	6.59	20.17	-7.96

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1972

Item	Average	168 Farms	168 Farms
	Yield of 377 Farms	High In Yield	Low In Yield
1 Acres	115.6	146.5	83.6
2 Yield/Acre	90.4	105.1	64.7
3 Value/Unit	1.13	1.13	1.12
4 Gross Return	102.15	118.76	72.46
5 Supplemental Costs			
6 Fertilizer	16.45	18.31	13.15
7 Chemicals	5.76	6.68	4.13
8 Seed and Other	8.63	9.54	7.02
9 Hired Labor	.05	.02	.11
10 Custom Work	1.91	1.80	2.09
11 Total Supplemental Costs	32.80	36.35	26.50
12 Return Over Supplemental Costs	69.35	82.41	45.96
13 Allocated Costs			
14 Power & Crop Machinery Expense	20.35	20.08	22.00
15 Land Cost	24.51	26.46	21.06
16 Miscellaneous Costs			
17 Total Allocated Costs	44.94	46.62	43.13
Total Cost Per Unit	.86	.79	1.08
18 Total Listed Costs	77.74	82.97	69.63
19 Return Over Total Listed Costs	24.41	35.79	2.83

TABLE 10 - CROP DATA FOR HYBRID SEED CORN - 1972

Item	Average Yield of 3 Farms
1 Acres	76.7
2 Yield/Acre	68.6
3 Value/Unit	1.79
4 Gross Return	122.79
5 Supplemental Costs	
6 Fertilizer	17.22
7 Chemicals	10.04
8 Seed and Other	7.54
9 Hired Labor	6.95
10 Custom Work	1.59
11 Total Supplemental Costs	43.34
12 Return Over Supplemental Costs	79.45
13 Allocated Costs	
14 Power & Crop Machinery Expense	20.35
15 Land Cost	22.78
16 Miscellaneous Costs	
17 Total Allocated Costs	43.13
Total Cost Per Unit	1.26
18 Total Listed Costs	86.47
19 Return Over Total Listed Costs	36.32

Table 10 - CROP DATA FOR SOYBEANS - GRAIN - 1972

Item	Average Yield Of 258 Farms	129 Farms High in Yield	129 Farms Low in Yield
1 Acres	119.1	125.6	112.6
2 Yield/Acre	27.3	33.1	20.7
3 Value/Unit	3.31	3.35	3.26
4 Gross Return	90.36	110.89	67.48
5 Supplemental Costs			
6 Fertilizer	.93	1.34	.48
7 Chemicals	3.68	4.28	3.01
8 Seed and Other	4.24	4.24	4.24
9 Hired Labor	.08	.15	.01
10 Custom Work	.79	.83	.74
11 Total Supplemental Costs	9.72	10.84	8.48
12 Return Over Supplemental Cost	80.64	100.05	59.00
13 Allocated Costs			
14 Power & Crop Machinery Expense	16.65	16.43	18.00
15 Land Cost	24.64	25.84	23.30
16 Miscellaneous Costs	.08		.18
17 Total Allocated Costs	41.37	42.27	41.48
Total Cost Per Unit	1.87	1.60	2.41
18 Total Listed Costs	51.09	53.11	49.96
19 Return Over Total Listed Costs	39.27	57.78	17.52

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

Item	Average Yield of 194 Farms	97 Farms High In Yield	97 Farms Low In Yield
1 Acres	27.2	23.5	31.0
2 Yield/Acre	11.4	15.0	8.6
3 Value/Unit	7.67	7.86	7.48
4 Gross Return	87.44	117.90	64.33
5 Supplemental Costs			
6 Fertilizer	10.92	14.09	8.52
7 Chemicals	4.34	4.81	3.97
8 Seed and Other	5.44	6.21	4.84
9 Hired Labor			
10 Custom Work	2.10	2.51	1.77
11 Total Supplemental Costs	22.80	27.62	19.10
12 Return Over Supplemental Costs	64.64	90.28	45.23
13 Allocated Costs			
14 Power & Crop Machinery Expense	29.60	29.20	32.00
15 Land Cost	20.74	25.53	17.06
16 Miscellaneous Costs	.04		.06
17 Total Allocated Costs	50.38	54.73	49.12
Total Cost Per Unit	6.42	5.48	7.95
18 Total Listed Costs	73.18	82.35	68.22
19 Return Over Total Listed Costs	14.26	35.55	-3.89

TABLE 10 - CROP DATA FOR SUNFLOWERS - 1972

Item	Average Yield of 15 Farms	7 Farms High In Yield	7 Farms Low In Yield
1 Acres	155.1	87.4	234.4
2 Yield/Acre	8.7	14.2	6.6
3 Value/Unit	4.08	3.27	4.83
4 Gross Return	35.50	46.43	31.88
5 Supplemental Costs			
6 Fertilizer	4.06	2.43	4.86
7 Chemicals	.35	1.25	
8 Seed and Other	2.09	2.64	1.54
9 Hired Labor			
10 Custom Work	1.04	1.18	1.04
11 Total Supplemental Costs	7.54	7.50	7.44
12 Return Over Supplemental Costs	27.96	38.93	24.44
13 Allocated Costs			
14 Power & Crop Machinery Expense	20.35	20.08	22.00
15 Land Cost	14.51	11.61	15.49
16 Miscellaneous Costs			
17 Total Allocated Costs	34.86	31.69	37.49
Total Cost Per Unit	4.89	2.76	6.85
18 Total Listed Costs	42.40	39.19	44.93
19 Return Over Total Listed Costs	-6.90	7.24	-13.05

TABLE 10 - CROP DATA FOR EDIBLE BEANS - 1972

Item	Average Yield of 15 Farms
1 Acres	77.1
2 Yield/Acre	77.40
3 Value/Unit	1.00
4 Gross Return	77.40
5 Supplemental Costs	
6 Fertilizer	6.56
7 Chemicals	9.25
8 Seed and Other	10.38
9 Hired Labor	
10 Custom Work	1.54
11 Total Supplemental Costs	27.73
12 Return Over Supplemental Costs	49.67
13 Allocated Costs	
14 Power & Crop Machinery Expense	21.73
15 Land Cost	29.53
16 Miscellaneous Costs	
17 Total Allocated Costs	51.26
Total Cost Per Unit	1.02
18 Total Listed Costs	78.99
19 Return Over Total Listed Costs	- 1.59

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1972

Item	Average	129 Farms	
	Yield of 258 Farms	High In Yield	Low In Yield
1 Acre	35.2	30.0	40.5
2 Yield/Acre	3.6	4.7	2.7
3 Value/Unit	21.37	21.76	20.97
4 Gross Return	76.93	102.27	56.62
5 Supplemental Costs			
6 Fertilizer	3.78	5.20	2.72
7 Chemicals	.20	.43	.05
8 Seed and Other	3.72	4.53	3.09
9 Hired Labor	.09	.07	.12
10 Custom Work	1.88	2.73	1.21
11 Total Supplemental Costs	9.67	12.96	7.19
12 Return Over Supplemental Costs	67.26	89.31	49.43
13 Allocated Costs			
14 Power & Crop Machinery Expense	22.20	21.90	24.00
15 Land Cost	17.98	21.50	15.36
16 Miscellaneous Costs	.06	.03	.05
17 Total Allocated Costs	40.24	43.43	39.41
Total Cost Per Unit	14.05	11.91	17.48
18 Total Listed Costs	49.91	56.39	46.60
19 Return Over Total Listed Costs	27.02	45.88	10.02

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

Item	Average Yield of 18 Farms
1 Acres	25.0
2 Yield/Acre	4.1
3 Value/Unit	16.33
4 Gross Return	66.95
5 Supplemental Costs	
6 Fertilizer	.88
7 Chemicals	
8 Seed and Other	1.56
9 Hired Labor	.48
10 Custom Work	.28
11 Total Supplemental Costs	3.20
12 Return Over Supplemental Costs	63.75
13 Allocated Costs	
14 Power & Crop Machinery Expense	14.80
15 Land Cost	12.04
16 Miscellaneous Costs	
17 Total Allocated Costs	26.84
Total Cost Per Unit	7.29
18 Total Listed Costs	30.04
19 Return Over Total Listed Costs	36.91

TABLE 10 - CROP DATA FOR SET ASIDE ACRES - 1972

Item	Average	170 Farms	170 Farms
	Yield of 340 Farms	High In Yield	Low In Yield
1 Acres	65.5	62.5	68.5
2 Yield/Acre	53.73	66.03	42.48
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	53.73	66.03	42.48
5 Supplemental Costs			
6 Fertilizer	.05	.08	.03
7 Chemicals	.09	.13	.07
8 Seed and Other	.28	.42	.13
9 Hired Labor	.06	.02	.12
10 Custom Work	.08	.15	.01
11 Total Supplemental Costs	.56	.80	.36
12 Return Over Supplemental Costs	53.17	65.23	42.12
13 Allocated Costs			
14 Power & Crop Machinery Expense	7.40	7.30	8.00
15 Land Cost	22.17	25.87	18.74
16 Miscellaneous Costs			
17 Total Allocated Costs	29.57	33.17	26.74
Total Cost Per Unit	.56	.51	.64
18 Total Listed Costs	30.13	33.97	27.10
19 Return Over Total Listed Costs	23.60	32.06	15.38

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

Item	Average of 121 Farms	40 Farms	
		High In Return Above Feed	Low In Return Above Feed
1 Pounds of Hogs Prod. -Total	67468	53061	65549
		<u>Per Hundred Weight</u>	
2 Total Value Produced	\$28.53	\$34.05	\$24.36
3 Pounds of Feed Fed			
4 Corn	298.6	284.9	309.2
5 Small Grain	36.9	60.0	37.8
6 Protein, Salt & Mineral	83.3	77.5	75.5
7 Complete Ration	47.1	50.2	91.7
8 Total Concentrates	465.9	472.6	514.2
9 Forages	7.6	19.2	.3
10 Feed Cost			
11 Concentrates & Forages	14.13	13.19	15.45
12 Pasture			
13 Total Feed Costs	14.13	13.19	15.45
14 Return Over Feed Cost	14.40	20.86	8.91
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	.56	.60	.53
17 Veterinary Expense	.21	.31	.12
18 Custom Work	.23	.29	.27
19 Total Supplemental Costs	1.00	1.20	.92
20 Return Over Feed & Supp. Costs	13.40	19.66	7.99
20A Allocated Costs			
20B Power & Machinery Costs	.43	.44	.46
20C Livestock Equipment	.50	.50	.57
20D Building & Fences	.68	.80	.82
20E Total Allocated Costs	1.61	1.74	1.85
20F Return Over All Listed Costs	11.79	17.92	6.14
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	\$201.94	\$258.11	\$157.65
23 Price Received Per CWT.	26.61	29.81	24.76
24 No. of Litter Farrowed	38	39	29
25 No. of Pigs Born Per Litter	8.4	8.7	7.3
26 No. of Pigs Weaned Per Litter	6.9	7.4	5.8
27 Per Cent Death Loss	11.0	11.2	9.3
28 Av. Weight of Hogs Sold	217.7	183.2	234.1
29 Price Per CWT. Conc. Fed	3.02	2.75	3.00
30 Pounds of Pork Purchased	4080	1885	6349

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

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

Item	Average	10 Farms	10 Farms
	of 30 Farms	High In Return Over Feed	Low In Return Above Feed
1 Average No. of Pigs on Hand	127.4	125.5	128.9
2 Total Pounds of Hogs Produced	65237	59618	57518
	Per Hundred Weight		
3 Total Value Produced	20.85	21.76	19.03
4 Pounds of Feed Fed			
5    Corn	260.4	286.3	252.0
6    Small Grain	36.6	21.5	33.9
7    Protein, Salt & Mineral	80.0	38.6	175.2
8    Complete Rations	40.6	2.0	51.5
9    Total Concentrates	417.6	348.4	512.6
10 Forages	.1	.3	
11 Feed Costs			
12    Concentrates & Forages	11.59	9.10	13.15
13    Pasture			
14    Total Feed Costs	11.59	9.10	13.15
15 Return Over Feed Cost	9.26	12.66	5.88
16 Supplemental Costs			
17    Miscellaneous Livestock Exp.	.31	.44	.31
18    Veterinary Expense	.10	.05	.01
19    Custom Work	.30	.52	.18
20    Total Supp. Costs	.71	1.01	.50
21 Return Over Feed Cost	8.55	11.65	5.38
21A Allocated Costs			
21B Power & Machinery Costs	.21	.22	.23
21C Livestock Equipment Costs	.25	.25	.28
21D Building & Fences	.34	.40	.41
21E Total Allocates Costs	.80	.87	.92
21F Return Over All Listed Costs	7.75	10.78	4.46
22 Supplementary Management Information			
23 Return for \$100 Feed Fed	\$179.88	\$239.17	\$144.74
24 Price Received Per CWT.	26.57	26.89	26.58
25 Ave. Weight of Pigs Sold	222.5	223.3	225.3
26 Average Price Paid Per Pig Bot.	24.51	24.38	25.93
27 Ave. Weight Per Pig Bot.	37.7	36.1	40.6
28 No. Pigs Purchased	347	368	275
29 Pounds of Pork Purchased	13080	13303	11171
30 Per Cent Death Loss	2.2	2.3	2.1
31 Price Per CWT. Conc. Fed	2.77	2.61	2.56

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

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

Item	Average	6 Farms	6 Farms
	of 20 Returns	High In Return	Low In Return
		Above Feed	Above Feed
1 Number of Litters Farrowed	59	41	79
		Per Litter	
2 Total Value Produced	171.34	241.15	116.56
3 Pounds of Feed Fed			
4 Corn	1113.7	1181.5	968.7
5 Small Grain	360.5	637.1	968.7
6 Protein, Salt & Mineral	380.9	381.0	205.1
7 Complete Ration	55.4	57.7	108.0
8 Total Concentrates	1910.5	2257.3	1578.5
9 Forages	22.5		42.2
10 Feed Cost			
11 Concentrates & Forages	60.15	72.37	49.34
12 Pasture			
13 Total Feed Costs	60.15	72.37	49.34
14 Return Over Feed Cost	111.19	168.78	67.22
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	5.41	3.39	1.94
17 Veterinary Expense	.64	2.10	.08
18 Custom Work	.71	2.34	.42
19 Total Supplemental Costs	6.76	7.83	2.44
20 Return Over Feed & Supplemental Costs	104.43	160.95	64.78
20A Allocated Costs			
20B Power & Machinery Costs	4.91	5.12	5.44
20C Livestock Equipment Costs	5.77	5.87	6.64
20D Building & Fences	7.98	9.28	9.53
20E Total Allocates Cost	18.66	20.27	21.61
20F Return Over All Listed Costs	85.77	140.68	43.17
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	284.84	333.23	236.22
23 Average Price Rec. Per Pig Sold	24.89	28.63	23.26
24 No. of Pigs Prod.	376	317	371
25 No. of Pigs Born Per Litter	8.3	9.7	6.9
26 No. of Pigs Weaned Per Litter	6.4	7.8	4.7
27 Per Cent Death Loss	19.7	16.7	28.1
28 Price Per CMT. Conc. Fed	3.14	3.21	3.10
29 Feed & Supp. Costs Per Pig Prod.	10.50	10.37	11.03

TABLE 12 - DAIRY COWS - 1972

Item	Average of 112 Farms	37 Farms High In Return Above Feed	37 Farms Low In Return Above Feed
1 Average Number of Cows	31.4	33.3	26.2
	Per Cow		
2 Pounds of Milk	11270	13037	9341
3 Pounds of Butterfat	472.3	541.4	399.4
4 Per Cent Butterfat in Milk	4.2	4.2	4.3
5 Value of Produce			
6 Dairy Products Sold	565.48	667.51	442.75
7 Dairy Products Used In Home	4.52	3.81	5.34
8 Milk Fed to Livestock	7.58	6.91	8.05
9 Net Inc. in Value of Cows	- 5.54	11.89	-22.18
10 Total Value Produced	572.04	690.12	433.96
11 Pounds of Feed Fed			
12 Corn	3301.8	3273.1	3621.5
13 Sm. Gr. & Com. Dairy Ration	1613.4	1642.2	1442.5
14 Protein, Salt & Mineral	614.7	655.3	511.9
15 Total Concentrates	5529.9	5570.6	5575.9
16 Legume Hay	6186.5	5887.0	6587.8
17 Other Hay & Dry Roughage	852.8	1542.6	677.3
18 Silage	11837.7	12800.6	11273.4
19 Feed Costs			
20 Concentrates	139.62	136.61	138.74
21 Roughages	112.48	115.65	116.95
22 Pasture	3.63	2.67	4.96
23 Total Feed Costs	255.73	254.93	260.65
24 Return Over Feed Cost	316.31	435.19	173.13
25 Supplemental Costs			
26 Mis. Livestock Expense	28.31	32.07	23.78
27 Veterinary Expense	6.15	6.28	4.35
28 Custom Work	22.04	24.50	17.44
29 Total Supplemental Costs	56.50	62.85	45.57
30 Return Over Feed & Supp. Costs	259.81	372.34	127.74
30A Allocated Costs			
30B Power & Machinery Costs	25.41	25.70	27.32
30C Livestock Eq. Costs	30.26	29.89	35.13
30D Building & Fences	39.89	46.46	47.73
30E Total Allocates Cost	95.56	102.05	110.18
30F Return Over All Listed Costs	164.25	270.29	17.56
31 Supplementary Management Information			
32 Return for \$100 Feed Fed	223.69	270.72	166.50
33 Feed Cost Per CWT. Milk	2.27	1.96	2.79
34 Feed Cost Per Pd. of Butterfat	.541	.471	.653
35 Pounds of Milk Per Pd. of Conc.	2.038	2.340	1.675
36 Ave. Price Per CWT. Milk Sold	5.12	5.19	4.87
37 Ave. Price Per Pd. of Butterfat	1.22	1.25	1.14

TABLE 13 - OTHER DAIRY CATTLE - 1972

Item	Average of 112 Farms	37 Farms	37 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Number of Head	40.2	39.8	45.4
2 Net Inc. in Value	183.68	Per Head	
		240.70	137.93
3 Pounds of Feed Fed			
4A Corn and Small Grain	1148.4	1099.5	1062.7
4B Protein, Salt, & Mineral	114.8	125.8	104.1
4C Complete Dairy Ration	63.5	3.8	109.4
5 Hay & Roughage	2713.0	2525.3	3182.4
6 Silage	4352.3	4718.6	4585.5
7 Milk	103.6	72.5	96.0
8 Feed Cost			
9 Concentrates	36.04	34.47	34.74
10 Roughages	42.99	41.41	49.03
11 Milk	5.87	4.57	5.11
12 Pasture	4.68	2.06	9.30
13 Total Feed Costs	89.58	82.51	98.18
14 Return Over Feed Cost	94.10	158.19	39.75
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	2.99	2.01	3.35
17 Veterinary Expense	.52	.98	.29
18 Custom Work	1.32	1.26	1.06
19 Total Suppl. Costs	4.83	4.25	4.70
20 Ret. Over Feed & Supp. Costs	89.27	153.94	35.05
20A Allocated Costs			
20B Power & Machinery Costs	4.35	4.39	4.66
20C Livestock Equipment Costs	5.19	5.12	6.02
20D Building & Fences	6.84	7.96	8.18
20E Total Allocates Cost	16.38	17.47	18.86
20F Return Over All Listed Costs	72.89	136.47	16.19
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	205.05	291.72	140.50
23 Per Cent Death Loss	9.1	7.4	12.2

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

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

TABLE 14 - ALL DAIRY AND DUAL PURPOSE CATTLE - 1972

Item	Average of 112 Farms	37 Farms	
		High In Return Above Feed	Low In Return Above Feed
1 Average Number of Cows	31.4	31.2	29.0
		Per Cow	
2 Value of Dairy Products	577.61	674.23	458.34
3 Net Inc. In Value	228.28	315.61	156.14
4 Total Value Produced	805.89	989.84	614.48
5 Pounds of Feed Fed			
6 Concentrates	7228.7	7547.3	7012.4
7 Hay & Dry Roughages	10483.1	11585.1	10182.9
8 Silage	17327.6	18841.6	14603.2
9 Feed Cost			
10 Concentrates	192.80	198.11	183.76
11 Roughage	166.94	178.85	158.00
12 Pasture Costs	9.59	6.54	8.24
13 Total Feed Costs	369.33	383.50	350.00
14 Return Over Feed Cost	436.56	606.34	264.48
15 Supplemental Costs			
16 Misc. Livestock Expense	32.07	35.51	23.52
17 Veterinary Expense	6.82	9.90	4.69
18 Custom Work	23.73	28.04	18.52
19 Total Supp. Costs	62.62	73.45	46.73
20 Ret. Over Feed & Supp. Costs	373.94	532.89	217.75
20A Allocated Costs			
20B Power & Machinery Costs	30.98	31.31	34.68
20C Livestock Equipment Costs	35.24	35.81	42.09
20D Building & Fences	48.64	56.63	60.54
20E Total Allocates Costs	114.86	123.75	137.31
20F Return Over All Listed Costs	259.08	409.14	80.44
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	218.20	258.11	175.57

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

TABLE 15 A - BEEF BREEDING CATTLE - 1972

Item	Average of 46 Farms	16 Farms	16 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average No. of Beef Cows	44.2	38.9	30.9
2 Ave. No. Other Beef An. & Bulls	29.6	21.5	23.0
3 Pounds of Beef Produced	16086	13115	14485
4 Net Increase in Value	209.50	Per Cow	
		240.54	149.26
5 Pounds of Feed Fed			
6 Grain	375.6	251.2	585.9
7 Protein, Salt & Mineral	144.4	388.8	173.5
8 Legume Hay	2703.2	3072.7	3659.8
9 Other Hay & Roughage	365.7	606.0	540.1
10 Silage	8041.5	7386.1	9355.9
11 Feed Cost			
12 Concentrates	11.65	7.85	22.69
13 Roughages	63.33	54.53	73.01
14 Pasture	11.38	16.92	12.94
15 Total Feed Costs	86.36	79.30	108.64
16 Return Over Feed Cost	123.14	161.24	40.62
17 Supplemental Costs			
18 Miscellaneous Livestock Exp.	5.23	5.09	7.25
19 Veterinary Expense	2.71	3.81	4.37
20 Custom Work	1.13	.93	1.10
21 Total Suppl. Costs	9.07	9.83	12.72
22 Ret. Over Feed & Suppl. Costs	114.07	151.41	27.90
22A Allocated Costs			
22B Power & Machinery Costs	5.42	5.50	5.85
22C Livestock Equipment Costs	6.19	6.29	7.11
22D Building & Fences	8.55	9.95	10.23
22E Total Allocates Costs	20.16	21.74	23.19
22F Return Over All Listed Costs	93.91	129.67	4.71
23 Supplementary Management Information			
24 Return for \$100 Feed Fed	242.60	303.30	137.38
25 Price Per CWT. Sold	34.08	35.97	31.54
26 Ave. Weight Per Head Sold	639	635	633
27 Percent Death Loss	5.0	5.0	4.6
28 Percent Calf Crop	69	31	107

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

TABLE 15B - FEEDER CATTLE - 1972

Item	Average of 112 Farms	37 Farms	
		High In Return Above Feed	Low In Return Above Feed
1 Ave. No. of Beef Feeder	86.1	95.2	76.1
2 Pounds of Beef Produced	60585	72093	53033
	Per Hundred Weight		
3 Net Inc. Value of Animals	33.17	38.01	24.66
4 Pounds of Feed Fed			
5 Grain	705.5	631.3	817.6
6 Protein, Salt & Mineral	42.7	39.3	43.7
7 Legume Hay	165.3	179.6	195.0
8 Other Hay & Dry Roughage	88.3	92.2	92.7
9 Silage	722.2	747.4	747.4
10 Feed Costs			
11 Concentrates	16.49	14.43	19.05
12 Roughages	4.83	4.30	5.72
13 Pasture	.04	.03	.08
14 Total Feed Costs	21.36	18.76	24.85
15 Return Over Feed Cost	11.81	19.25	- .19
16 Supplemental Costs			
17 Misc. Livestock Expense	.48	.45	.58
18 Veterinary Expense	.27	.28	.19
19 Custom Work	.92	.70	.89
20 Total Supplemental Costs	1.67	1.43	1.66
21 Return Over Feed & Supp. Costs	10.14	17.82	-1.85
21A Allocated Costs			
21B Power & Machinery Costs	.43	.44	.46
21C Livestock Equipment Costs	.50	.50	.57
21D Building & Fences	.68	.80	.82
21E Total Allocates Costs	1.61	1.74	1.85
21F Return Over All Listed Costs	8.53	16.08	-3.70
22 Supplementary Management Information			
23 Return for \$100 Feed Fed	155.28	202.58	99.24
24 Price Per Cwt. Sold	34.41	34.94	33.95
25 Average Weight Per Head Sold	1027.7	1028.3	1006.7
26 Price Per CWT. Bought	41.43	39.36	42.61
27 Average Weight Per Head Bought	506.9	482.3	513.5
28 Number of Head Bought	118	126	119
29 Percent Death Loss	1.8	2.6	1.5

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

TABLE 16A -SHEEP FLOCK - 1972

Item	Average of 12 Farms
1 Average Number of Ewes	52.5
2 Pounds of Lamb & Mutton Produced	3027
3 Pounds of Wool Produced	541
	Per Ewe
4 Value of Produce	
5 Wool	7.01
6 Net Inc. in Value of Animals	18.21
7 Total Value Produced	25.22
8 Pounds of Feed Fed	
9 Grain	294.8
10 Protein, Salt & Mineral	39.5
11 Legume Hay	927.3
12 Other Hay & Dry Roughage	
13 Silage	750.4
14 Feed Cost	
15 Concentrates	8.04
16 Roughage	10.30
17 Pasture	.51
18 Total Feed Costs	18.85
19 Return Over Feed Costs	6.37
20 Supplemental Costs	
21 Mis. Livestock Expense	.99
22 Veterinary Expense	.23
23 Custom Work	1.18
24 Total Supplemental Costs	2.40
25 Ret. Over Feed & Supp. Costs	3.97
25A Allocated Costs	
25B Power & Machinery Costs	2.17
25C Livestock Equipment Costs	2.48
25D Building & Fences	3.42
25E Total Allocates Costs	8.07
25F Return Over All Listed Costs	- 4.10
26 Supplementary Management Information	
27 Return for \$100 Feed Fed	133.74
28 Price Per CWT Lamb & Mutton Sold	23.66
29 Lbs. Wool/ Per Sheep Hear.	23.5
30 No. of Ewes Kept for Lambing	45
31 Percent of Lamb Crop	140
32 Percent Death Loss	18.6

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

Table 17 A - LAYING FLOCK - CHICKENS - 1972

Item	Average	9 Farms	9 Farms
	of 18 Farms	High In Return	Low In Return
		Above Feed	Above Feed
1 Average Number of Hens	1504.6	2458.1	551.2
		Per Hen	
2 Value of Produce			
3 Eggs Sold & Used	4.97	5.46	2.76
4 Inc. In Value of Flock	-.93	-.91	-.99
5 Total Value Produced	4.04	4.55	1.77
6 Pounds of Feed Fed			
7 Grain	64.8	64.1	68.2
8 Protein, Salt & Mineral	21.0	21.0	21.2
9 Complete Commercial Feed	25.1	30.0	3.3
10 Total Pounds Fed	110.9	115.1	92.7
11 Total Feed Cost	3.25	3.38	2.70
12 Return Over Feed Cost	.79	1.17	-.93
13 Supplemental Costs	.22	.26	.03
14 Ret. Over Feed & Supp. Costs	.57	.91	-.96
14A Allocated Costs			
14B Power & Machinery Costs	.18	.18	.20
14C Livestock Equipment Costs	.21	.21	.24
14D Building & Fences	.28	.33	.34
14E Total Allocates Cost	.67	.72	.78
14F Return Over All Listed Costs	-.10	.19	- 1.74
15 Supplementary Management Information			
16 Return for \$100 Feed Fed	124.31	134.62	65.59
17 Eggs Laid Per Hen	265	288	163
18 Price/Doz. Eggs Sold-Cents	.22	.23	.20
19 Feed Cost/Doz. Eggs-Cents	.15	.14	.20
20 Ret. Over Feed Cost/Doz. Eggs	.03	.05	-.07
21 Percent Death Loss	8.4	7.9	11.2