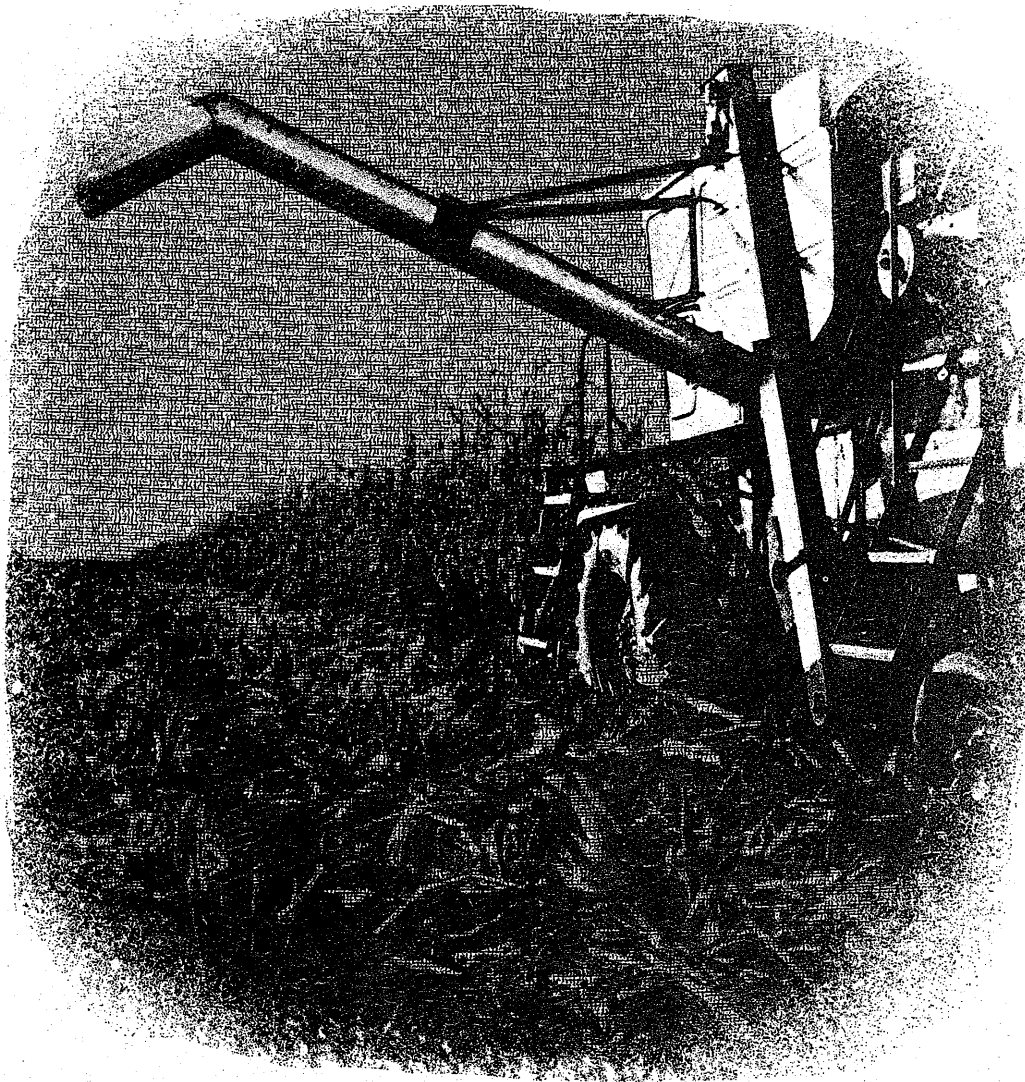


# VOCATIONAL AGRICULTURE FARM ANALYSIS

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## EAST SOUTH CENTRAL MINNESOTA

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

Austin Area Vocational-Technical Institute 1500-4-74 April 1, 1974

1973 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 INSTITUTE 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, SUE UITTENBOGAARD, BEVERLY WENESS, DR. RICHARD TRUMBLE, MORTON CARNEY, PAUL DAY, EDGAR PERSONS, RALPH PALAN, PAUL MARVIN, AND TRUMAN NODLAND. DATA PROCESSING WAS DONE BY AGRICULTURAL RECORDS COOPERATIVE, MADISON, WI. SPECIAL ACKNOWLEDGEMENT IS DUE JOHN GEDKER, INSTRUCTOR, AND THE STUDENTS IN THE OFFSET PRINTING CLASS.

PARTICIPATING SCHOOLS HAVE SUBMITTED 590 BOOKS TO DATE AND WE HAVE MORE COMING IN.

SCHOOL	BOOKS	ADULT INSTRUCTORS	ALL DAY INSTRUCTORS IN COOPERATING SCHOOLS
ALBERT LEA	16	LARRY IRVINE	LOWELL ROSS - RICHARD BOE - NEIL DONAT
ALDEN	3	JOHN NELSON	JOHN NELSON
AUSTIN	41	RON HAYES - LOEL GORDEN	DONALD RITLAND - RAMSEY JOHNSON
BLOOMING PRAIRIE	66	GENE FRANCIS - ED GADIENT	HAROLD ULRICH - MARK LEWIS
BYRON	25	GILMAN SCHUBERT	RAY CHERRY
FARIBAULT	102	DENNIS UITTENBOGAARD-RALPH PALAN	
		KENNETH STASSEN-CLARENCE ANDERSON	RONALD SOMMERS - CARL ZIEBARTH
FREEBORN	1	ELDRED STATZ	ELDRED STATZ
HAYFIELD	27	BRUCE OXTON	FRANK MOON
KENYON	9	FRANK WHITE, JR.	JOHN SHELSTAD
LEROY	30	TERRY PHILLIPS	RICHARD SCHAUFLE
NEW RICHLAND	11	RUSSELL SCHMIESING	LEE MENDENHALL
NORTHFIELD	27	HAROLD PAULSON	RICHARD FORSLINE
OWATONNA	52	JOHN ZWIEBEL - VICTOR RICHARDSON	GLEN EDIN - DONALD BARBER - BRIAN KOSEL
SOUTHLAND DIST. 500	52	DWAIN VANGSNES - LYNN LAGERSTEDT	LEROY SWANSON
SPRING VALLEY	35	JAMES ERREDGE	GERALD SPIER
ROCHESTER	42	FRANK QUAM	LUVERN BUSHLACK - LORIN WESTMAN
WASECA	50	NORMAN BOMBACH - BOYD FULLER	JURGEN PETERS
ZUMBROTA	1	EUGENE HUNDEBY	EUGENE HUNDEBY

TABLE 1 FARM INVENTORIES - 1973

ITEMS	AVERAGE OF 322 FARMS	
1-2 SIZE OF FARM-TOTAL ACRES & TILLABLE ACRES	358.2	314.3
3 WORK UNITS-CROPS	154.06	
4-5 LIVESTOCK & OTHER	242.90	22.00
6 TOTAL SIZE-WORK UNITS	418.96	
7 NUMBER OF WORKERS	1.7	
7A FARM CAPITAL INVESTMENT PER WORKER	\$116370	
8 PRODUCTIVE LIVESTOCK	JAN. 1	DEC. 31
9 DAIRY COWS	\$ 6562	\$ 7766
10 OTHER DAIRY CATTLE	3798	4941
11 BEEF BREEDING CATTLE	1795	2307
12 BEEF FEEDER CATTLE	4443	4748
13 HOGS	6965	10450
14-16 OTHER PRODUCTIVE LIVESTOCK	114	137
17 TOTAL PRODUCTIVE LIVESTOCK	\$ 23677	\$ 30349
18 CROP, SEED AND FEED	\$ 18931	\$ 41518
19 POWER, MACHINERY & EQUIPMENT	\$ 2201	\$ 2728
20 AUTO & TRUCK (FARM SHARE)	15975	19937
21 POWER & MACHINERY	3663	4453
22 LIVESTOCK EQUIPMENT	\$ 21839	\$ 27118
23 TOTAL POWER, MACHINERY & EQUIPMENT		
24 LAND	\$ 81372	\$ 84493
25 BUILDINGS, FENCES, ETC.	\$ 25479	\$ 29007
26 TOTAL FARM CAPITAL	\$171298	\$212485

ITEMS	64 HIGH PROFIT		64 LOW PROFIT	
1-2 SIZE OF FARM-TOTAL A & TILL A	620.4	560.8	217.6	172.1
3 WORK UNITS-CROPS	275.53		86.94	
4-5 LIVESTOCK & OTHER	292.86		160.40	6.35
6 TOTAL SIZE-WORK UNITS	599.39		253.69	
7 NUMBER OF WORKERS	2.3		1.4	
7A FARM CAP. INVESTMENT PER WORKER	\$174923		\$77182	
8 PRODUCTIVE LIVESTOCK	JAN. 1	DEC. 31	JAN. 1	DEC. 31
9 DAIRY COWS	\$ 4540	\$ 5360	\$ 5159	\$ 5814
10 OTHER DAIRY CATTLE	2607	3472	3020	3835
11 BEEF BREEDING CATTLE	3395	4497	1829	2308
12 BEEF FEEDER CATTLE	10257	10244	1053	1724
13 HOGS	14571	21604	2422	3988
14-16 OTHER PRODUCTIVE LIVESTOCK	107	112	179	301
17 TOTAL PRODUCTIVE LIVESTOCK	\$ 35477	\$ 45289	\$ 13662	\$ 17970
18 CROPS, SEED & FEED	\$ 39286	\$ 91477	\$ 7047	\$ 14088
19 POWER, MACHINERY & EQUIPMENT				
20 AUTO & TRUCK (FARM SHARE)	\$ 3517	\$ 4355	\$ 1611	\$ 1890
21 POWER & MACHINERY	28025	34937	7591	9167
22 LIVESTOCK EQUIPMENT	5925	6661	1885	2460
23 TOTAL POWER, MACH, EQUIPMENT	\$ 37467	\$ 45953	\$ 11087	\$ 13517
24 LAND	\$162283	\$169979	\$ 46589	\$ 46887
25 BUILDINGS, FENCES, ETC.	\$ 40421	\$ 43201	\$ 13698	\$ 15292
26 TOTAL FARM CAPITAL	\$314934	\$395899	\$ 92083	\$107754

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 - 1973

ITEMS	AVERAGE OF 322 FARMS	64 HIGH PROFIT FARMS	64 LOW PROFIT FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 2059	\$ 1452	\$ 1423
3 DAIRY PRODUCTS	13308	9956	8759
4 OTHER DAIRY CATTLE	1360	997	1139
5 BEEF BREEDING CATTLE	511	926	734
6 BEEF FEEDER CATTLE	7307	17443	1425
7A HOGS COMPLETE	17228	39469	4334
7B HOGS FINISHING	6438	12517	1228
7C HOGS PRODUCING WEANING PIGS	880	1602	1104
8A SHEEP & WOOL, FARM FLOCK	131		355
8B SHEEP & WOOL, FEEDER LAMBS	49	245	
9 CHICKENS (INCL. HENS & BROILERS)	59		245
10 TURKEYS			
11 EGGS	96	1	78
12 OTHER PRODUCTIVE LIVESTOCK			
12A TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 49426	\$ 84608	\$ 20824
13 SALE OF CROPS			
13A WHEAT	316	785	113
13B OTHER SMALL GRAINS	211	228	114
13C CORN	12697	29820	4569
13D SOYBEANS,	9369	18423	3566
13E OTHER ROW CROPS	655	2074	237
13F LEGUMES AND OTHER FORAGE	362	1113	94
13G GRASS SEED	4		
13H FRUITS AND NUTS			
13I VEGETABLES, ROADSIDE MARKET AND SPECIALTY	53		234
13J NURSERY, TIMBER AND OTHER			
13K SET ASIDE - GOVERNMENT PAYMENTS	1725	2935	949
19A TOTAL SALES FROM CROPS	\$ 25392	\$ 55378	\$ 9876
20 CAPITAL ASSETS SOLD	677	1908	242
21 GAS TAX REFUND	200	260	127
22 INCOME FROM WORK OFF THE FARM	853	1471	269
23 PATRONAGE REFUNDS	621	1000	282
24 MISCELLANEOUS FARM INCOME	558	1112	137
25 TOTAL FARM SALES	\$ 77727	\$ 145737	\$ 31757
26 INCREASE IN FARM CAPITAL	41189	80964	15666
27 FAMILY LIVING FROM THE FARM	581	628	432
28 TOTAL FARM RECEIPTS (25) + (26) + (27)	\$ 119497	\$ 227329	\$ 47855

TABLE 2B WHOLE FARM SUMMARY OF CASH EXPENSES - 1973

ITEMS	AVERAGE OF 322 FARMS	64 HIGH PROFIT FARMS	64 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK	\$ 656	\$ 77	\$ 561
2 DAIRY COWS	533	231	465
3 OTHER DAIRY CATTLE	373	891	328
4 BEEF BREEDING CATTLE	3422	8094	685
5 BEEF FEEDER CATTLE	449	418	303
6A HOGS COMPLETE	2711	5317	424
6B HOGS FINISHING	121	197	305
6C HOGS PRODUCING WEANING PIGS	54	--	237
7A SHEEP, FARM FLOCK	--	--	--
7B SHEEP, FEEDER LAMBS	14	1	18
8 CHICKENS (INCLUDING HENS AND BROILERS)	-	-	-
9 TURKEYS	-	-	-
10 OTHER PRODUCTIVE LIVESTOCK	1575	1957	1002
11 MISCELLANEOUS LIVESTOCK EXPENSE	10099	17747	4515
12 FEED BOUGHT	4753	10787	1757
13 FERTILIZER	2479	5441	943
14 CHEMICALS	2959	5830	1376
15 OTHER CROP EXPENSE	1916	2460	1242
16 CUSTOM WORK HIRED	439	588	254
17 REPAIR + UPKEEP OF LIVESTOCK EQUIPMENT	872	1467	592
18 REPAIR + UPKEEP OF FARM REAL ESTATE	1810	2828	1235
19 GAS, OIL, GREASE BOUGHT (FARM SHARE)	2443	4163	1515
20 REPAIR + OPER OF MACH, TRAC, TRUCK, AUTO (FARM SHARE)	1477	3524	640
21 WAGES OF HIRED LABOR	2103	3799	1235
22 PERSONAL PROPERTY + REAL ESTATE TAXES	854	1364	495
23 GENERAL FARM EXPENSE	170	217	157
24 TELEPHONE EXPENSE (FARM SHARE)	615	857	422
25 ELECTRICITY EXPENSE (FARM SHARE)	\$ 42897	\$ 78255	\$ 20706
26 TOTAL CASH OPERATING EXPENSE			
27 POWER, CROP AND GENERAL MACH BOUGHT (FARM SHARE)	9390	16037	4543
28 LIVESTOCK EQUIPMENT BOUGHT	1554	1866	987
29 NEW REAL ESTATE + IMPROVEMENT	9133	15512	2830
30 TOTAL FARM PURCHASES (26) THRU (29)	\$ 62974	\$ 111670	\$ 29066
31 DECREASE IN FARM CAPITAL	11513	21325	5995
32 INTEREST ON FARM CAPITAL	773	635	655
33 UNPAID FAMILY LABOR	757	1648	188
34 LABOR CHARGE FOR PARTNERS + OTHER OPERATORS	122	172	81
35 BOARD FURNISHED HIRED LABOR	\$ 76139	\$ 135450	\$ 35985
36 TOTAL FARM EXPENSE (30) THRU (35)			
37 LABOR EARNINGS (WHOLE FARM) (2A LINE 28) - (36)	\$ 43358	\$ 91879	\$ 11870
38 NUMBER OF OPERATORS	1	1	1

TABLE 3 ENTERPRISE STATEMENT - 1973

ITEMS	AVERAGE OF 322 FARMS	64 HIGH PROFIT FARMS	64 LOW PROFIT FARMS
1 RETURNS & NET INCREASES			
2 PRODUCTIVE LIVESTOCK			
3 DAIRY CATTLE	\$13772	\$ 10591	\$ 8961
4 OTHER DAIRY CATTLE	4843	3760	3290
5 BEEF BREEDING CATTLE	1002	1745	968
6 FEEDER CATTLE	3660	8753	1240
7 COMPLETE HOG ENTERPRISE	19595	44955	5257
8 HOG FINISHING ENTERPRISE	4368	8318	891
9 PRODUCING WEANING PIGS	980	1564	1084
10 FARM FLOCK OF SHEEP	108	----	247
11 FEEDER LAMBS	34	170	
12 CHICKENS (INCLUDING HENS & BROILERS)	141	3	308
13 TURKEYS			
14 OTHER PRODUCTIVE LIVESTOCK			
15 ALL PRODUCTIVE LIVESTOCK	\$48503	\$ 79859	\$22246
16 VALUE OF FEED FED TO LIVESTOCK	25794	42211	13319
17 RETURN OVER FEED FROM LIVESTOCK	\$22709	\$ 37648	\$ 8927
18 CROPS, SEED AND FEED	53310	109581	21695
20 COOPERATIVE PATRONAGE REFUNDS	621	1000	282
21 MISCELLANEOUS FARM INCOME	558	1112	137
22 TOTAL RETURNS & NET INCREASES	\$77198	\$149341	\$31041
23 EXPENSES AND NET DECREASES			
24 TRUCK & AUTO (FARM SHARE)	\$ 2141	\$ 3068	\$ 1493
25 TRACTORS & CROP MACHINERY	7391	12135	4263
26 ELECTRICITY	615	857	422
27 LIVESTOCK EQUIPMENT	1254	1807	726
28 BUILDINGS, FENCES AND TILING	2949	4973	1549
29 BARE LAND	(-54)	(-245)	----
30 MISCELLANEOUS LIVESTOCK EXPENSE	1575	1957	1002
31 LABOR	2572	4557	1647
32 LABOR CHARGE FOR OTHER OPERATOR(S)	757	1648	188
33 PROPERTY TAX	2103	3799	1235
34 GENERAL FARM EXPENSE & TELEPHONE	1024	1581	651
35 INTEREST ON FARM CAPITAL	11513	21325	5995
36 TOTAL EXPENSES & NET DECREASES	\$33840	\$ 57462	\$19171
37 LABOR EARNINGS	\$43358	\$ 91879	\$11870
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 - 1973

ITEMS	AVERAGE OF 206 FARMS	41 HIGH PROFIT FARMS	40 LOW PROFIT FARMS
1 NUMBER OF PERSONS-FAMILY	5	5	5
2 NUMBER OF ADULT EQUIVALENT-FAMILY	3.6	4.2	3.5
3 CHURCH AND WELFARE	\$ 470	\$ 1003	\$ 258
4 MEDICAL CARE AND HEALTH INSURANCE	972	1081	1013
5 FOOD AND MEALS BOUGHT	1475	1557	1362
6 OPERATING EXPENSE AND SUPPLIES	436	427	377
7 FURNISHINGS AND EQUIPMENT	604	653	578
8 CLOTHING AND CLOTHING MATERIALS	552	553	380
9 PERSONAL CARE, PERSONAL SPENDING	205	212	207
10 EDUCATION	134	91	199
11 RECREATION	283	299	231
12 GIFTS AND SPECIAL EVENTS	244	220	267
13 PERSONAL SHARE-TRUCK AND AUTO EXPENSE	361	413	375
14 OPERATORS SHARE UPKEEP ON DWELLING	159	157	263
15 PERSONAL SHARE TELEPHONE AND ELECTRIC EXPENSE	197	217	179
16 TOTAL CASH LIVING EXPENSES	\$ 6092	\$ 6883	\$5689
17 PERSONAL SHARE NEW TRUCK AND AUTO	471	644	592
18 NEW DWELLING BOUGHT	578	1180	352
19 TAXES AND OTHER DEDUCTIONS	1208	2453	388
20 LIFE INSURANCE AND OTHER SAVINGS AND INVESTMENTS	2930	10256	527
21 TOTAL HOUSEHOLD AND PERSONAL (16) - (20)	\$11279	\$21416	\$7548
22 TOTAL FAMILY LIVING FROM THE FARM (33)	590	737	537
23 TOTAL CASH & NON-CASH EXPENSES (21) + (22)	\$11869	\$22153	\$8085
24	FAMILY LIVING FROM THE FARM		
25			
26 MILK AND CREAM	\$ 108	\$ 122	\$ 90
27 BEEF	351	440	342
28 PORK	102	152	50
29 LAMB	1	-	3
30 POULTRY	7	5	12
31 EGGS	2	-	3
32 VEG, FRUIT, SPUDS, FUEL - ALSO OTHER PRODUCE	19	17	36
33 TOTAL FAMILY LIVING FROM THE FARM	\$ 590	\$ 736	\$ 536

TABLE 5 NET WORTH STATEMENT - OPERATOR - 1973

ITEMS	AVERAGE OF 313 FARMS		62 HIGH PROFIT FARMS		64 LOW PROFIT FARMS	
	JAN 1	DEC 31	JAN 1	DEC 31	JAN 1	DEC 31
1 TOTAL LIVESTOCK	\$ 21635	\$ 28070	\$ 36061	\$ 45987	\$ 11594	\$ 15778
2 CROP, SEED AND FEED	17416	38228	36314	84285	6962	13045
3 TOTAL POWER, MACHINERY	20314	25541	35690	45585	12420	14733
4 LAND	35544	38495	68418	75879	18731	19043
5 BUILDINGS, FENCES, ETC.	20461	23787	36984	40659	9058	11332
6 TOTAL FARM CAPITAL	\$115370	\$154121	\$213467	\$292395	\$ 58765	\$ 73931
7 NON-FARM ASSETS	\$ 14481	\$ 18046	\$ 19910	\$ 30190	\$ 9974	\$ 11049
8 DWELLING	7027	7425	10427	11109	5442	5719
9 TOTAL ASSETS	\$136878	\$179592	\$243804	\$333694	\$ 74181	\$ 90699
10 REAL ESTATE DEBT	\$ 30066	\$ 33042	\$ 48096	\$ 52950	\$ 16403	\$ 18268
11 CHATTEL MORTGAGES	16652	19150	28272	33797	9566	11360
12 NOTES	5886	7130	9776	10661	3122	3915
13 ACCOUNTS PAYABLE	2020	1563	4019	2500	957	988
14 TOTAL LIABILITIES	\$ 54624	\$ 60885	\$ 90163	\$ 99908	\$ 30048	\$ 34531
15 FARMERS NET WORTH	\$ 82254	\$118707	\$153641	\$233786	\$ 44133	\$ 56168
16 GAIN IN NET WORTH		\$ 36453		\$ 80145		\$ 12035
17 SUPPLEMENTARY MANAGEMENT INFORMATION						
18 OPERATORS LABOR EARNINGS	\$ 39470		\$ 85588		\$ 10941	
19 RET. TO CAPITAL FAMILY LABOR	\$ 44772		\$ 95351		\$ 13673	
20 NON-FARM INCOME						
21 OUTSIDE INVESTMENT INCOME	\$ 390		\$ 842		\$ 304	
22 OTHER PERSONAL INCOME	1876		1519		3556	
23 TOTAL NON-FARM INCOME	\$ 2266		\$ 2361		\$ 3860	
24 TOTAL MONEY BORROWED	\$ 29446		\$ 52945		\$ 18000	
25 TOTAL PAID ON DEBT (PRINCPL.)	\$ 24654		\$ 47854		\$ 12849	
26 TOTAL HOUSEHOLD + PERS. EXP.	\$ 9556		\$ 18492		\$ 5834	
27 RATIO FARM EXP TO FARM RECPTS	.636		.602		.764	
28 RATIO TOT ASSETS TO TOT LIAB.	2.506	2.950	2.704	3.340	2.469	2.627
29 RATIO NON-REAL ESTATE ASSETS NON-REAL ESTATE LIAB.	3.01	3.95	3.04	4.39	3.00	3.36
30 RATIO REAL ESTATE ASSETS TO REAL ESTATE LIAB.	2.10	2.11	2.41	2.41	2.03	1.98
31 RATIO - NET WORTH TO TOTAL LIABILITIES	1.51	1.95	1.70	2.34	1.47	1.63
32 *RATIO CASH OPERATING EXPENSE TO ADJUSTED TOT FARM SALES		.65		.64		.77
33 RATIO TOT FARM RECPTS. TO AVE. FARM CAPITAL W.F.		.63		.65		.53
34 RATIO TOT FARM RECPTS. TO AVE. FARM CAPITAL - OPER. SHARE		.81		.85		.70
* ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS.						



TABLE 6A OPERATORS SHARE OF CASH RECEIPTS - 1973

ITEMS	AVERAGE OF 322 FARMS	64 HIGH PROFIT FARMS	64 LOW PROFIT FARMS
1 SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1861	\$ 2462	\$ 1168
3 DAIRY PRODUCTS	12214	12319	7927
4 OTHER DAIRY CATTLE	1256	1137	1161
5 BEEF BREEDING CATTLE	441	637	643
6 BEEF FEEDER CATTLE	6738	17646	1685
7A HOGS COMPLETE	16404	38251	3517
7B HOGS FINISHING	5790	12968	1835
7C HOGS PRODUCING WEANING PIGS	880	1602	1104
8A SHEEP AND WOOL, FARM FLOCK	130	1	354
8B SHEEP AND WOOL, FEEDER LAMBS	49	245	
9 CHICKENS (INCLUDING HENS AND BROILERS)	59	1	242
10 TURKEYS			
11 EGGS	96		55
12 OTHER PRODUCTIVE LIVESTOCK			
12A TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 45918	\$ 87269	\$ 19691
13 SALE OF CROPS			
13A WHEAT	290	699	151
13B OTHER SMALL GRAINS	176	188	132
13C CORN	10544	22086	4693
13D SOYBEANS	8020	16208	3527
13E OTHER ROW CROPS	491	1211	249
13F LEGUMES AND OTHER FORAGE	275	1026	75
13G GRASS SEED	4		4
13H FRUITS AND NUTS			
13I VEG, ROADSIDE, MARKET AND SPECIALTY	50		234
13J NURSERY, TIMBER AND OTHER			
13K SET ASIDE - GOVERNMENT PAYMENTS	1564	2703	910
19A TOTAL SALES FROM CROPS	\$ 21414	\$ 44121	\$ 9975
20 CAPITAL ASSETS SOLD	357	1214	150
21 GAS TAX REFUND	190	258	126
22 INCOME FROM WORK OFF THE FARM	810	982	320
23 PATRONAGE REFUNDS	596	997	284
24 MISCELLANEOUS FARM INCOME	496	815	138
25 TOTAL FARM SALES	\$ 69781	\$ 135656	\$ 30684
26 INCREASE IN FARM CAPITAL	\$ 39806	\$ 81617	\$ 15172
27 FAMILY LIVING FROM THE FARM	539	672	439
28 TOTAL FARM RECEIPTS (25) + (26) + (27)	\$ 110126	\$ 217945	\$ 46295
29 ADJUSTED TOTAL FARM SALES (25) - (20)	69424	134442	30534
30 TOTAL CASH FARM OPERATING EXPENSE	45409	85518	23647
31 NET CASH OPERATING INCOME	\$ 24015	\$ 48924	\$ 6887

TABLE 6B OPERATORS SHARE OF CASH EXPENSES - 1973

ITEMS	AVERAGE OF 322 FARMS	64 HIGH PROFIT FARMS	64 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 597	\$ 147	\$ 650
3 OTHER DAIRY CATTLE	507	434	368
4 BEEF BREEDING CATTLE	361	807	328
5 BEEF FEEDER CATTLE	3170	7816	853
6A HOGS COMPLETE	433	537	367
6B HOGS FINISHING	2434	5574	771
6C HOGS PRODUCING WEANING PIGS	121	197	305
7A SHEEP, FARM FLOCK	54	1	237
7B SHEEP, FEEDER LAMBS			
8 CHICKENS			
9 TURKEYS	14	1	17
10 OTHER PRODUCTIVE LIVESTOCK			
11 MISCELLANEOUS LIVESTOCK EXPENSE	1495	2120	912
12 FEED BOUGHT	9495	17740	4493
13 FERTILIZER	4291	9242	1649
14 CHEMICALS	2252	4948	997
15 OTHER CROP EXPENSE	2631	4832	1452
16 CUSTOM WORK HIRED	1784	2336	1182
17 REPAIR + UPKEEP OF LIVESTOCK EQUIPMENT	415	651	242
18 REPAIR + UPKEEP OF FARM REAL ESTATE	827	1406	563
19 GAS, OIL, GREASE BOUGHT (FARM SHARE)	1719	2710	1235
20 REPAIR + OPER OF MACH, TRAC, TRUCK, AUTO (FARM SHARE)	2357	3943	1624
21 WAGES OF HIRED LABOR	1469	3623	650
22 PERSONAL PROPERTY + REAL ESTATE TAXES	1180	2171	620
23 CASH RENT	2647	5920	1221
24 GENERAL FARM EXPENSE	791	1297	480
25 TELEPHONE EXPENSE (FARM SHARE)	162	213	147
26 ELECTRICITY EXPENSE (FARM SHARE)	578	881	384
27 INTEREST EXPENSE	3625	5974	1902
28 TOTAL CASH OPERATING EXPENSE	\$ 45409	\$ 85521	\$ 23649
29 POWER, CROP AND MACH BOUGHT (FARM SHARE)	9070	17100	4470
30 LIVESTOCK EQUIPMENT BOUGHT	1521	1969	1029
31 NEW REAL ESTATE + IMPROVEMENTS	8771	16080	3354
32 TOTAL FARM PURCHASES (28) THRU (31)	\$ 64771	\$ 120670	\$ 32502
33 DECREASE IN FARM CAPITAL			
34 INTEREST ON FARM CAPITAL	4626	9541	2079
35 UNPAID FAMILY LABOR	773	590	653
37 BOARD FURNISHED HIRED LABOR	119	206	120
38 TOTAL FARM EXPENSE (32) THRU (37)	\$ 70289	\$ 131007	\$ 35354
39 LABOR EARNINGS (OPER SHARE) (6A/28) - (38)	\$ 39837	\$ 86938	\$ 10941
40 RETURN TO CAPITAL AND FAMILY LABOR	\$ 45236	\$ 97069	\$ 13673

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 &amp; RETURN 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-1973

CORN	\$1.70 BU.	GOOD ALFALFA HAY	\$30.00
OATS	.90 BU.	CLOVER HAY	25.00
BARLEY	1.60 BU.	CORN SILAGE	10.00
WHEAT	3.00 BU.	OAT SILAGE	10.00

## PASTURE PER HEAD PER MONTH

COWS & BULLS	\$ 7.50	PIGS	\$ .15
COWS-BULL(GRN CHOP)	10.00	EWES	.60
YOUNG CATTLE	3.75	LAMBS	.30
HOGS	.30		

## RANGE OF LABOR EARNINGS

THIS CHART SHOWS THE RANGE OF LABOR EARNINGS STARTING WITH THE HIGHEST AND ENDING WITH THE LOWEST IN THE 0 TO 9 PERCENTILE. EACH PERCENTILE GROUP REPRESENTS 36 FARMS. THE AVERAGE OPERATOR LABOR EARNINGS LISTED FOR EACH GROUP REPRESENTS ONLY THE AVERAGE OF THAT GROUP. THE RANGE OF EARNINGS GIVES THE LOWEST AND THE HIGHEST INDIVIDUAL OPERATOR LABOR EARNINGS IN THAT GROUP.

PERCENTILE	NO. OF CASES	AVERAGE	RANGE	YOUR FARM
90 - 100	36	\$111,148	\$79,464 - and Up	_____
80 - 89	36	67,636	60,012 - 78,604	_____
70 - 79	36	53,498	49,305 - 59,272	_____
60 - 69	36	45,271	41,526 - 49,118	_____
50 - 59	36	37,556	34,096 - 41,265	_____
* * * * *				
40 - 49	36	31,764	28,907 - 34,062	_____
30 - 39	36	26,100	23,164 - 28,883	_____
20 - 29	36	20,141	17,202 - 23,031	_____
10 - 19	36	12,937	9,796 - 17,037	_____
0 - 9	36	3,666	-8,379 - 8,914	_____

\* \* \* \* \*

## 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 TABLE 9.
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 CROP LAND. 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 OF 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.
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 INEFFECTUALLY MANAGED LIVESTOCK CAN BE QUITE DISASTROUS.

TABLE 8 MEASURES OF FARM ORGANIZATION - 1973

ITEMS	AVERAGE OF 322 FARMS	64 HIGH PROFIT FARMS	64 LOW PROFIT FARMS
1 LABOR EARNINGS	\$ 43360	\$ 91879	\$ 11874
2 CROP YIELDS-INDEX	100	110	85
3 PER CENT TILLABLE LAND IN H.R. CROPS	68.0	71.6	62.7
4 GROSS RET. PER TILL. ACRE (EXCLUDING PASTURE)	\$ 172.26	\$ 197.39	\$ 149.88
5 RETURN FOR \$100 TO PRODUCTIVE LVSTK-INDEX	100	107	94
6 LIVESTOCK UNITS PER 100 ACRES*	35.5	34.4	34.0
7 SIZE OF BUSINESS - WORK UNITS	416.6	594.6	250.8
8 WORK UNITS PER WORKER	244.3	274.9	183.0
9 POWER MACH. EQUIP. BLDG. EXPENSE PER WORK UNIT	\$ 37.30	\$ 40.26	\$ 41.33
10 FARM CAPITAL INVESTMENT PER WORKER	\$116370	\$174923	\$ 77182
11 INDEX OF RETURN FOR \$100 FEED FROM			
12 COMPLETE HOG ENTERPRISE	100	100	91
13 HOG FINISHING ENTERPRISE	100	105	106
14 PRODUCING WEANING PIGS	100	119	90
15 DAIRY CATTLE	100	105	84
16 OTHER DAIRY	100	98	88
17 ALL DAIRY AND DUAL PURPOSE CATTLE	100	103	85
18 BEEF BREEDING CATTLE	100	106	96
19 BEEF FEEDER CATTLE	100	105	95
20 SHEEP FARM FLOCK	100	---	89
21 FEEDER LAMBS			
22 CHICKENS-LAYING FLOCK	100	---	70
23 CHICKENS-BROILERS	100	---	100
24 TURKEYS-LAYING FLOCK	---	---	---
25 TURKEYS-POULTS	---	---	---
26 OTHER PRODUCTIVE LIVESTOCK	---	---	---
27 NUMBER OF ANIMAL UNITS	91.4	149.4	48.8
28 WORK UNITS			
29 CROPS			
30 PRODUCTIVE LIVESTOCK	153.1	273.7	86.7
31 OTHER PRODUCTIVE WORK UNITS	241.7	290.3	157.9
	21.8	30.5	6.2
32 EXPENSES PER WORK UNIT			
33 TRACTOR AND CROP MACHINERY EXPENSE	\$ 19.41	\$ 22.02	\$ 20.18
34 FARM SHARE OF AUTO AND TRUCK EXPENSE	\$ 5.86	\$ 5.51	\$ 7.82
35 FARM SHARE OF ELECTRICITY EXPENSE	\$ 1.60	\$ 1.46	\$ 2.01
36 LIVESTOCK EQUIPMENT EXPENSE	\$ 2.95	\$ 2.90	\$ 3.04
37 BUILDINGS, FENCING AND TILING EXPENSE	\$ 7.46	\$ 8.35	\$ 8.27
38 TRAC & CROP MACH EXP PER CROP ACRE**	\$ 25.22	\$ 22.80	\$ 25.27
39 FARM POWER AND MACHINE COST ALLOCATED TO LVSTK	\$ 1143.33	\$ 1208.67	\$ 814.71
40 BUILDING, FENCING & TILING COST			
	ALLOCATED TO CROPS \$ 1230.63	\$ 2432.06	\$ 630.81
41 *ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY AND 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.

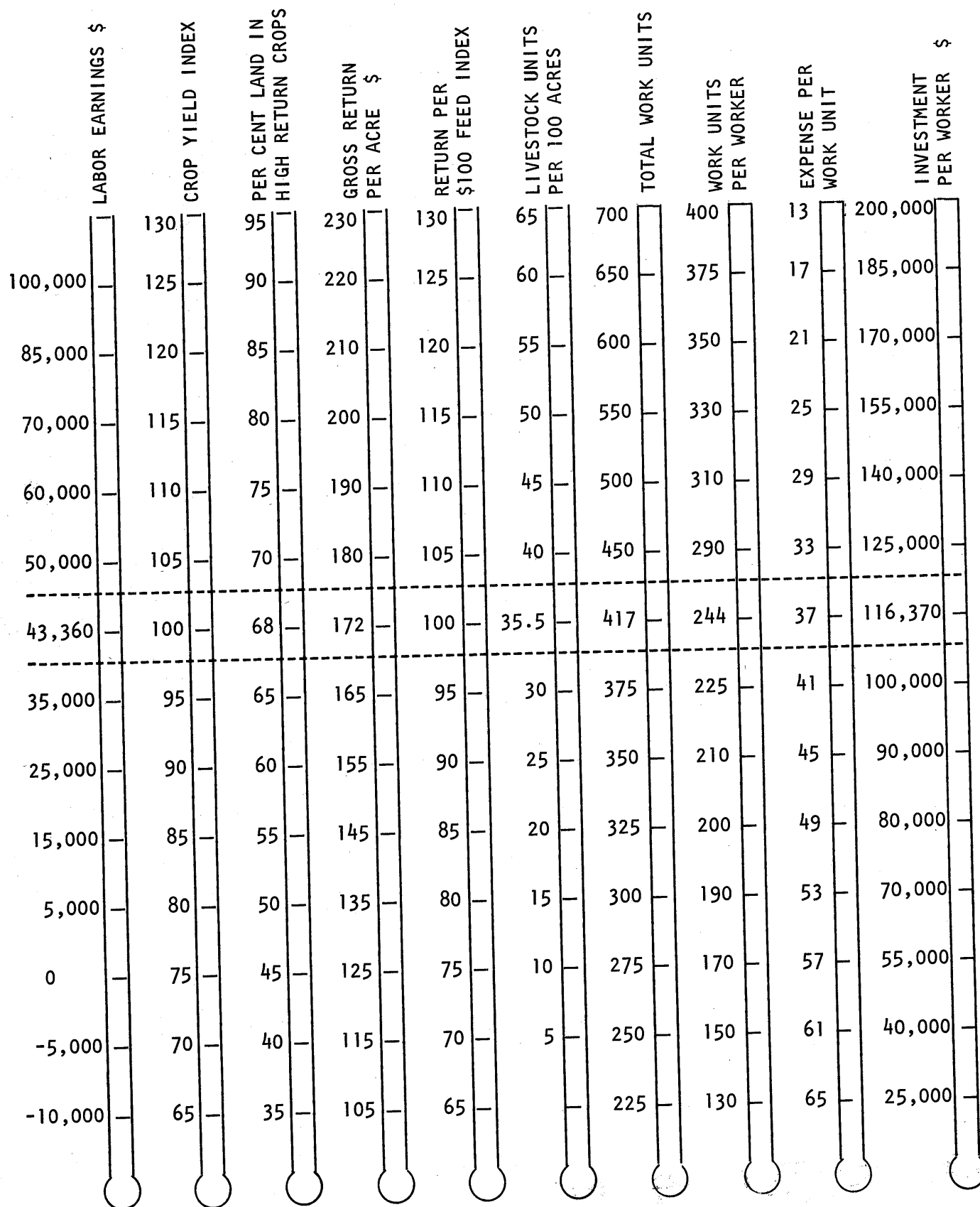


TABLE 9 CROP ACRES, YIELD AND COSTS - 1973

CODE	CROP	RANK	AVE OF 322 FARMS			HIGH PROFIT FARMS			LOW PROFIT FARMS		
			NO. OF ACRES	YIELD PER A	LISTED COST PER A	ACRES	YIELD PER A	LISTED COST PER A	ACRES	YIELD PER A	LISTED COST PER A
0072	OATS, BU	D	23.4	52.4	55.84	21.0	69.2	60.87	25.9	38.7	51.42
0130	WHEAT, BU	C	20.0	37.7	73.92	23.7	44.1	79.74	16.1	28.6	68.26
0211	CANNING CORN, \$	B	71.5	104.21	99.82	97.5	118.44	106.45	45.5	73.71	87.23
0222	CORN GRAIN, BU	A	131.7	110.3	110.54	159.7	120.9	117.67	103.9	94.2	100.81
0291	SOYBEANS, BU	B	117.6	29.2	73.74	121.8	35.2	78.30	113.4	22.7	68.93
0340	CANNING PEAS, \$	B	33.4	75.57	69.31	34.5	114.31	78.20	33.5	35.01	55.96
0401	ALFALFA HAY, TON	B	39.4	3.6	76.47	38.4	4.4	81.65	40.5	2.9	71.47
0491	OTHER LEGUME HAY, TON	C	27.4	3.6	56.52	31.0	4.3	63.20	24.7	2.8	50.74
0610	OTHER GRASS HAY, TON	D	11.9	3.4	64.68	18.6	4.0	68.11	4.6	1.7	50.97
0720	CORN SILAGE, TONS	B	16.8	16.1	100.34	17.0	19.1	106.75	16.5	13.0	93.99
0742	LEGUMES-GRASS SILAGE, TONS	D	19.4	4.9	69.95	16.0	7.0	71.31	22.8	3.5	68.40
0810	ALFALFA & MIXTURE PASTURE, \$	B	19.3	45.08	35.59	20.7	67.58	31.86	18.0	18.89	39.68
0830	OTHER TILLABLE PASTURE, \$	D	13.7	57.45	30.06	13.9	83.09	28.54	13.2	31.21	32.33
0860	NON-TILLABLE PASTURE, \$	D	29.3	36.21	26.10	25.6	56.72	26.07	31.7	19.87	25.94
1993	SET ASIDE ACRES, IDLE, \$	A	13.8	147.46	31.53	10.6	195.85	32.64	17.1	116.73	30.48
1994	SET ASIDE ACRES, TILLED, \$	A	13.8	152.83	40.27	13.7	186.49	41.85	13.9	118.56	38.58
TOTAL ACRES IN FARM OR RANCH-ACRES			327.6			438.1			247.5		
SUPPLEMENTARY MANAGEMENT INFORMATION											
9993	PER CENT LAND TILLABLE		87.7			90.4			79.0		
9994	PER CENT LAND ON HIGH RETURN CROPS		68.0			71.6			62.7		
9995	*FERTILIZER COST PER ACRE \$		12.06			14.49			8.84		
9996	*CROP CHEMICALS PER ACRE \$		7.37			8.79			5.48		
9997	*SEED AND OTHER COSTS PER ACRE \$		10.06			11.01			9.10		
9998	*GAS AND OIL & GREASE BOUGHT PER ACRE \$		4.17			3.66			5.18		

\* TILLABLE LAND MINUS TILLABLE PASTURE, FALLOW AND IDLE LAND



TABLE 10 CROP DATA FOR OATS, FEED - 229 FARMS - 1973

ITEMS	TOTAL	PER ACRE		
		AVERAGE	114 HIGH	114 LOW
1 ACRES	23.4			
2 YIELD	1226	52.4	69.2	38.7
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN	1226	52.39	69.24	38.73
5 OTHER CROP INCOME	157	6.71	7.67	5.95
6 TOTAL CROP RETURN \$	1383	59.10	76.91	44.68
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		2.22	3.14	1.47
9 CHEMICALS		.13	.10	.19
10 SEED AND OTHER		4.87	5.38	4.52
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		3.12	3.43	2.90
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	242	10.34	12.05	9.08
15 RETURN OVER SUPPLEMENTAL COSTS \$	1141	48.76	64.86	35.60
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		7.56	8.43	6.83
18 FARM POWER AND MACHINERY-OPERATION		6.62	6.90	6.37
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		29.23	31.20	27.25
21 MISCELLANEOUS COSTS				
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		2.09	2.29	1.89
23 TOTAL ALLOCATED COSTS \$	1060	45.50	48.82	42.34
24 RETURN OVER ALL LISTED COSTS \$	81	3.26	16.04	(-6.74)
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE	.30			
27 POWER COSTS ALLOCATION FACTOR	.98			
28 TOTAL COST PER UNIT OF PRODUCTION \$	1.06			
29 RETURN OVER LISTED COSTS PER UNIT \$	.07			
30 TOTAL LISTED COSTS PER ACRE \$	55.84			
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR WHEAT, SPRING - 33 FARMS - 1973

ITEMS	TOTAL	PER ACRE AVERAGE	16 HIGH	16 LOW
1 ACRES	20.0			
2 YIELD	754	37.7	44.1	28.6
3 VALUE PER PRODUCTION UNIT \$		4.01	4.00	4.01
4 CROP PRODUCT RETURN	3024	151.20	176.37	114.60
5 OTHER CROP INCOME	111	5.55	5.61	5.40
6 TOTAL CROP RETURN \$	3135	156.75	181.98	120.00
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		8.00	10.30	5.40
9 CHEMICALS		.10	.13	.06
10 SEED AND OTHER		11.90	13.00	11.06
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		4.60	5.32	3.91
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	492	24.60	28.75	20.43
15 RETURN OVER SUPPLEMENTAL COSTS \$	2643	132.15	153.23	99.57
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		8.40	8.73	7.95
18 FARM POWER AND MACHINERY-OPERATION		6.75	7.13	6.27
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		31.97	32.81	31.56
21 MISCELLANEOUS COSTS				
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		2.20	2.32	2.05
23 TOTAL ALLOCATED COSTS \$	967	49.32	50.99	47.83
24 RETURN OVER ALL LISTED COSTS \$	1676	82.83	102.24	51.74
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE	.30			
27 POWER COSTS ALLOCATION FACTOR	.97			
28 TOTAL COST PER UNIT OF PRODUCTION \$	1.94			
29 RETURN OVER LISTED COSTS PER UNIT \$	2.22			
30 TOTAL LISTED COSTS PER ACRE \$	73.92			
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR CANNING CORN - 22 FARMS - 1973

ITEMS	TOTAL	PER ACRE AVERAGE	11 HIGH	11 LOW
1 ACRES	71.5			
2 YIELD \$	7451	104.21	118.44	73.71
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN	7451	104.21	118.44	73.71
5 OTHER CROP INCOME	74	1.03	1.53	
6 TOTAL CROP RETURN \$	7525	105.24	119.97	73.71
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		21.47	22.49	19.25
9 CHEMICALS		7.93	8.65	6.37
10 SEED AND OTHER		5.58	7.69	1.03
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		8.85	10.90	4.44
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	3134	43.83	49.73	31.09
15 RETURN OVER SUPPLEMENTAL COSTS \$	4391	61.41	70.24	42.62
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		9.66	8.45	12.26
18 FARM POWER AND MACHINERY-OPERATION		9.90	10.36	8.95
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		33.95	35.45	32.45
21 MISCELLANEOUS COSTS				
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		2.48	2.46	2.48
23 TOTAL ALLOCATED COSTS \$	3936	55.99	56.72	56.14
24 RETURN OVER ALL LISTED COSTS \$	455	5.42	13.52	(-13.52)
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE	.50			
27 POWER COSTS ALLOCATION FACTOR	.90			
28 TOTAL COST PER UNIT OF PRODUCTION \$	.95			
29 RETURN OVER LISTED COSTS PER UNIT \$	.06			
30 TOTAL LISTED COSTS PER ACRE \$	99.82			
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR CORN FOR GRAIN - 321 FARMS - 1973

ITEMS	TOTAL	PER ACRE AVERAGE	160 HIGH	160 LOW
1 ACRES	131.7			
2 YIELD	14533	110.3	120.9	94.2
3 VALUE PER PRODUCTION UNIT \$		2.00	2.00	2.00
4 CROP PRODUCT RETURN	29066	220.70	241.75	188.32
5 OTHER CROP INCOME	14	.11	.16	.03
6 TOTAL CROP RETURN \$	29080	220.81	241.91	188.35
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		21.70	23.99	18.22
9 CHEMICALS		10.33	10.76	9.68
10 SEED AND OTHER		13.36	14.41	11.74
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		5.22	4.70	6.06
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	6667	50.61	53.86	45.70
15 RETURN OVER SUPPLEMENTAL COSTS \$	22413	170.20	188.05	142.65
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		14.12	15.23	12.36
18 FARM POWER AND MACHINERY-OPERATION		12.08	12.42	11.57
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		29.87	32.04	27.70
21 MISCELLANEOUS COSTS				
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		3.86	4.12	3.48
23 TOTAL ALLOCATED COSTS \$	7779	59.93	63.81	55.11
24 RETURN OVER ALL LISTED COSTS \$	14634	110.27	124.24	87.54
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE	.55			
27 POWER COSTS ALLOCATION FACTOR	.98			
28 TOTAL COST PER UNIT OF PRODUCTION \$	.99			
29 RETURN OVER LISTED COSTS PER UNIT \$	1.01			
30 TOTAL LISTED COSTS PER ACRE \$	110.54			
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR SOYBEANS - 268 FARMS 1973

ITEMS	PER ACRE			
	TOTAL	AVERAGE	134 HIGH	134 LOW
1 ACRES	117.6			
2 YIELD	3435	29.2	35.2	22.7
3 VALUE PER PRODUCTION UNIT \$		5.49	5.49	5.49
4 CROP PRODUCT RETURN	18858	160.36	193.46	124.81
5 OTHER CROP INCOME	27	.23	.22	.24
6 TOTAL CROP RETURN \$	18885	160.59	193.68	125.05
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		2.48	2.78	2.15
9 CHEMICALS		7.22	8.23	6.13
10 SEED AND OTHER		7.99	8.26	7.71
11 SPECIAL HIRED LABOR			.01	
12 CUSTOM WORK HIRED		2.06	2.13	1.97
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	2323	19.75	21.41	17.96
15 RETURN OVER SUPPLEMENTAL COSTS \$	16562	140.84	172.27	107.09
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		11.33	11.78	10.83
18 FARM POWER AND MACHINERY-OPERATION		9.80	10.43	9.12
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		29.76	31.39	28.13
21 MISCELLANEOUS COSTS				
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		3.10	3.29	2.89
23 TOTAL ALLOCATED COSTS \$	6259	53.99	56.89	50.97
24 RETURN OVER ALL LISTED COSTS \$	10303	86.85	115.38	56.12
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE	.45			
27 POWER COSTS ALLOCATION FACTOR	.97			
28 TOTAL COST PER UNIT OF PRODUCTION \$	2.50			
29 RETURN OVER LISTED COSTS PER UNIT \$	3.00			
30 TOTAL LISTED COSTS PER ACRE \$	73.74			
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR CANNING PEAS - 17 FARMS - 1973

ITEMS	TOTAL	PER ACRE AVERAGE	8 HIGH	8 LOW
1 ACRES	33.4			
2 YIELD \$	2524	75.57	114.31	35.01
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN	2524	75.57	114.31	35.01
5 OTHER CROP INCOME	41	1.23	2.54	
6 TOTAL CROP RETURN \$	2565	76.80	116.85	35.01
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		8.11	10.14	6.27
9 CHEMICALS		1.74	.95	2.24
10 SEED AND OTHER		5.18	8.03	.54
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		.69	.81	.45
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	525	15.72	19.93	9.50
15 RETURN OVER SUPPLEMENTAL COSTS \$	2040	61.08	96.92	25.51
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		9.82	9.42	10.00
18 FARM POWER AND MACHINERY-OPERATION		9.55	11.85	7.31
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		31.94	34.63	27.00
21 MISCELLANEOUS COSTS				
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		2.28	2.37	2.15
23 TOTAL ALLOCATED COSTS \$	1758	53.59	58.27	46.46
24 RETURN OVER ALL LISTED COSTS \$	282	7.49	38.65	(-20.95)
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE	.40			
27 POWER COSTS ALLOCATION FACTOR	.96			
28 TOTAL COST PER UNIT OF PRODUCTION \$	.90			
29 RETURN OVER LISTED COSTS PER UNIT \$	.11			
30 TOTAL LISTED COSTS PER ACRE \$	69.31			
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR ALFALFA HAY - 244 FARMS - 1973

ITEMS	TOTAL	PER ACRE		
		AVERAGE	122 HIGH	122 LOW
1 ACRES	39.4			
2 YIELD	143	3.6	4.4	2.9
3 VALUE PER PRODUCTION UNIT \$		39.28	39.43	39.14
4 CROP PRODUCT RETURN	5617	142.56	174.56	112.10
5 OTHER CROP INCOME	1	.03	--	.02
6 TOTAL CROP RETURN \$	5618	142.59	174.56	112.12
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		5.08	5.81	4.36
9 CHEMICALS		.18	.13	.22
10 SEED AND OTHER		7.18	8.26	6.16
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		2.06	2.40	1.73
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	571	14.50	16.60	12.47
15 RETURN OVER SUPPLEMENTAL COSTS \$	5047	128.09	157.96	99.65
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		15.28	16.35	14.28
18 FARM POWER AND MACHINERY-OWNERSHIP		13.20	14.24	12.20
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		29.32	29.82	28.81
21 MISCELLANEOUS COSTS		.03	.08	--
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		4.14	4.56	3.71
23 TOTAL ALLOCATED COSTS \$	2429	61.97	65.05	59.00
24 RETURN OVER ALL LISTED COSTS \$	2618	66.12	92.91	40.65
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE	.60			
27 POWER COSTS ALLOCATION FACTOR	.98			
28 TOTAL COST PER UNIT OF PRODUCTION \$	20.98			
29 RETURN OVER LISTED COSTS PER UNIT \$	18.31			
30 TOTAL LISTED COSTS PER ACRE \$	76.47			
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR OTHER LEGUME HAY - 17 FARMS - 1973

ITEMS	TOTAL	PER ACRE
1 ACRES	27.4	
2 YIELD	99	3.6
3 VALUE PER PRODUCTION UNIT \$		32.35
4 CROP PRODUCT RETURN	3203	116.90
5 OTHER CROP INCOME		
6 TOTAL CROP RETURN \$	3203	116.90
7 SUPPLEMENTAL COSTS		
8 FERTILIZER		.84
9 CHEMICALS		
10 SEED AND OTHER		4.31
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED		3.87
13 IRRIGATION OPERATION		
14 TOTAL SUPPLEMENTAL COSTS \$	247	9.02
15 RETURN OVER SUPPLEMENTAL COSTS \$	2956	107.88
16 ALLOCATED COSTS		
17 FARM POWER AND MACHINERY-OWNERSHIP		9.01
18 FARM POWER AND MACHINERY-OPERATION		9.38
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS		26.88
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		2.23
23 TOTAL ALLOCATED COSTS \$	1277	47.50
24 RETURN OVER ALL LISTED COSTS \$	1679	60.38
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.40	
27 POWER COSTS ALLOCATION FACTOR	.99	
28 TOTAL COST PER UNIT OF PRODUCTION \$	15.39	
29 RETURN OVER LISTED COSTS PER UNIT \$	16.96	
30 TOTAL LISTED COSTS PER ACRE \$	56.52	
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND		



TABLE 10 CROP DATA FOR LEGUME-GRASS SILAGE - 17 FARMS - 1973

ITEMS	TOTAL	PER ACRE AVE.
1 ACRES	19.4	
2 YIELD	96	4.9
3 VALUE PER PRODUCTION UNIT \$		14.59
4 CROP PRODUCT RETURN	1401	72.22
5 OTHER CROP INCOME		
6 TOTAL CROP RETURN \$	1401	72.22
7 SUPPLEMENTAL COSTS		
8 FERTILIZER		4.23
9 CHEMICALS		.05
10 SEED AND OTHER		5.41
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED		2.73
13 IRRIGATION OPERATION		
14 TOTAL SUPPLEMENTAL COSTS \$	241	12.42
15 RETURN OVER SUPPLEMENTAL COSTS \$	1160	59.80
16 ALLOCATED COSTS		
17 FARM POWER AND MACHINERY-OWNERSHIP		15.05
18 FARM POWER AND MACHINERY-OPERATION		9.95
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS		29.18
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		3.35
23 TOTAL ALLOCATED COSTS \$	1113	57.53
24 RETURN OVER ALL LISTED COSTS \$	47	2.27
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.40	
27 POWER COSTS ALLOCATION FACTOR	.98	
28 TOTAL COST PER UNIT OF PRODUCTION \$	14.10	
29 RETURN OVER LISTED COSTS PER UNIT \$	.49	
30 TOTAL LISTED COSTS PER ACRE \$	69.95	
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND		

TABLE 10 CROP DATA FOR CORN + SORGHUM SILAGE - 184 FARMS - 1973

ITEMS	TOTAL	PER ACRE		
		AVERAGE	92 HIGH	92 LOW
1 ACRES	16.8			
2 YIELD	270	16.1	19.1	13.0
3 VALUE PER PRODUCTION UNIT \$		12.92	12.95	12.90
4 CROP PRODUCT RETURN	3488	207.62	246.82	168.12
5 OTHER CROP INCOME				
6 TOTAL CROP RETURN \$	3488	207.62	246.82	168.12
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		17.56	19.94	15.15
9 CHEMICALS		8.10	8.76	7.45
10 SEED AND OTHER		8.04	8.29	7.76
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		4.58	5.12	4.06
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	643	38.28	42.11	34.42
15 RETURN OVER SUPPLEMENTAL COSTS \$	2845	169.34	204.71	133.70
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		15.06	16.71	13.39
18 FARM POWER AND MACHINERY-OPERATION		13.45	13.12	13.88
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		29.38	30.28	28.48
21 MISCELLANEOUS COSTS				
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		4.17	4.53	3.82
23 TOTAL ALLOCATED COSTS \$	1036	62.06	64.64	59.57
24 RETURN OVER ALL LISTED COSTS \$	1809	107.28	140.07	74.13
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE	.60			
27 POWER COSTS ALLOCATION FACTOR	.98			
28 TOTAL COST PER UNIT OF PRODUCTION \$	6.22			
29 RETURN OVER LISTED COSTS PER UNIT \$	6.70			
30 TOTAL LISTED COSTS PER ACRE \$	100.34			
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR LEGUME PASTURES - 52 FARMS - 1973

ITEMS	TOTAL	PER ACRE AVE
1 ACRES	19.3	
2 YIELD \$	870	45.08
3 VALUE PER PRODUCTION UNIT \$		1.00
4 CROP PRODUCT RETURN	870	45.08
5 OTHER CROP INCOME		
6 TOTAL CROP RETURN \$	870	45.08
7 SUPPLEMENTAL COSTS		
8 FERTILIZER		2.33
9 CHEMICALS		
10 SEED AND OTHER		2.54
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED		
13 IRRIGATION OPERATION		
14 TOTAL SUPPLEMENTAL COSTS \$	94	4.87
15 RETURN OVER SUPPLEMENTAL COSTS \$	776	40.21
16 ALLOCATED COSTS		
17 FARM POWER AND MACHINERY-OWNERSHIP		1.30
18 FARM POWER AND MACHINERY-OPERATION		1.19
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS		27.92
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		.31
23 TOTAL ALLOCATED COSTS \$	575	30.72
24 RETURN OVER ALL LISTED COSTS \$	201	9.49
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.05	
27 POWER COSTS ALLOCATION FACTOR	1.00	
28 TOTAL COST PER UNIT OF PRODUCTION \$	.77	
29 RETURN OVER LISTED COSTS PER UNIT \$	.23	
30 TOTAL LISTED COSTS PER ACRE \$	35.59	
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND		

TABLE 10 CROP DATA FOR TILLABLE GRASS PASTURE - 39 FARMS - 1973

ITEMS	TOTAL	PER ACRE AVE
1 ACRES	13.7	
2 YIELD \$	787	57.45
3 VALUE PER PRODUCTION UNIT \$		1.00
4 CROP PRODUCT RETURN	787	57.45
5 OTHER CROP INCOME		
6 TOTAL CROP RETURN \$	787	57.45
7 SUPPLEMENTAL COSTS		
8 FERTILIZER		.95
9 CHEMICALS		
10 SEED AND OTHER		.44
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED		
13 IRRIGATION OPERATION		
14 TOTAL SUPPLEMENTAL COSTS \$	19	1.39
15 RETURN OVER SUPPLEMENTAL COSTS \$	768	56.06
16 ALLOCATED COSTS		
17 FARM POWER AND MACHINERY-OWNERSHIP		.88
18 FARM POWER AND MACHINERY-OPERATION		.88
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS		26.69
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		.22
23 TOTAL ALLOCATED COSTS \$	383	28.67
24 RETURN OVER ALL LISTED COSTS \$	385	27.39
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.04	
27 POWER COSTS ALLOCATION FACTOR	1.00	
28 TOTAL COST PER UNIT OF PRODUCTION \$	.51	
29 RETURN OVER LISTED COSTS PER UNIT \$	.49	
30 TOTAL LISTED COSTS PER ACRE \$	30.06	
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND		

TABLE 10 CROP DATA FOR NON-TILLABLE PRAIRIE PASTURE - 45 FARMS - 1973

ITEMS	TOTAL	PER ACRE AVE
1 ACRES	29.3	
2 YIELD \$	1061	36.21
3 VALUE PER PRODUCTION UNIT \$		1.00
4 CROP PRODUCT RETURN	1061	36.21
5 OTHER CROP INCOME		
6 TOTAL CROP RETURN \$	1061	36.21
7 SUPPLEMENTAL COSTS		
8 FERTILIZER		.07
9 CHEMICALS		
10 SEED AND OTHER		.07
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED		.07
13 IRRIGATION OPERATION		
14 TOTAL SUPPLEMENTAL COSTS \$	6	.21
15 RETURN OVER SUPPLEMENTAL COSTS \$	1055	36.00
16 ALLOCATED COSTS		
17 FARM POWER AND MACHINERY-OWNERSHIP		.20
18 FARM POWER AND MACHINERY-OPERATION		.24
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS		25.38
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH. + EQUIP. INVESTMENT		.07
23 TOTAL ALLOCATED COSTS \$	748	25.89
24 RETURN OVER ALL LISTED COSTS \$	307	10.11
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.01	
27 POWER COSTS ALLOCATION FACTOR	1.00	
28 TOTAL COST PER UNIT OF PRODUCTION \$	.71	
29 RETURN OVER LISTED COSTS PER UNIT \$	.29	
30 TOTAL LISTED COSTS PER ACRE \$	26.10	
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND		

TABLE 10 CROP DATA FOR SET ASIDE ACRES - 1973

ITEMS	AVERAGE		HIGH PROFIT FARMS		LOW PROFIT FARMS	
	84 IDLE	105 TILLED	42 IDLE	52 TILLED	42 IDLE	52 TILLED
1 ACRES						
2 YIELD \$	149.0	152.8	195.8	186.2	119.1	118.6
3 VALUE PER PRODUCTION UNIT \$	.99	1.00	1.00	1.00	.98	1.00
4 CROP PRODUCT RETURN	147.46	152.83	195.85	186.20	116.73	118.56
5 OTHER CROP INCOME		.14		.29		
6 TOTAL CROP RETURN \$	147.46	152.97	195.85	186.49	116.73	118.56
7 SUPPLEMENTAL COSTS						
8 FERTILIZER		.22				.43
9 CHEMICALS	.07	.07			.12	.07
10 SEED AND OTHER	.14	.51	.19	.73	.12	.29
11 SPECIAL HIRED LABOR						
12 CUSTOM WORK HIRED						
13 IRRIGATION OPERATION						
14 TOTAL SUPPLEMENTAL COSTS \$	.21	.80	.19	.73	.24	.79
15 RETURN OVER SUPPLEMENTAL COSTS \$	147.25	152.17	195.66	185.76	116.49	117.77
16 ALLOCATED COSTS						
17 FARM POWER AND MACHINERY-OWNERSHIP	1.45	4.35	1.42	4.31	1.40	4.39
18 FARM POWER AND MACHINERY-OPERATION	1.09	4.42	1.23	4.31	.99	4.46
19 IRRIGATION EQUIPMENT-OWNERSHIP						
20 LAND COSTS	28.42	29.47	29.33	31.19	27.50	27.79
21 MISCELLANEOUS COSTS						
22 *INTEREST ON MACH. + EQUIP, INVESTMENT	.36	1.23	.47	1.31	.35	1.15
23 TOTAL ALLOCATED COSTS \$	31.32	39.47	32.45	41.12	30.24	37.79
24 RETURN OVER ALL LISTED COSTS \$	115.93	112.70	163.21	144.64	86.25	79.98
25 SUPPLEMENTARY MANAGEMENT INFORMATION						
26 WORK UNITS ASSIGNED PER ACRE	.05	.20	.05	.20	.05	.20
27 POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00	1.00	1.00	1.00
28 TOTAL COST PER UNIT OF PRODUCTION \$	.21	.26	.16	.22	.25	.32
29 RETURN OVER LISTED COSTS PER UNIT \$	.78	.74	.84	.78	.73	.68
30 TOTAL LISTED COSTS PER ACRE \$	31.53	40.27	32.64	41.85	30.48	38.58
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND.						

## COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

THE IMPORTANCE OF LIVESTOCK IS DEPENDENT UPON A NUMBER OF FACTORS. ON MOST FARMS THE ACREAGE OF CROP LAND 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 \$40,000 TO \$50,000 DEPENDING ON THE ENTERPRISE COMBINATION. WHEN ONLY CROP FARMERS ARE CONSIDERED, THE GROSS RETURN PER ACRE OF \$172 (AVERAGE FOR 322 FARMS FROM CROPS) WOULD REQUIRE BETWEEN 250 AND 300 ACRES OF CROP LAND TO ACHIEVE THE \$40,000 TO \$50,000 GROSS FIGURE. THIS IS DOUBLE THE AVERAGE CROP ACRES FOR THE TOTAL 322 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 PRINTOUT, THEY GIVE A GENERAL GUIDE OF THE ALLOCATION OF THESE COSTS BY ENTERPRISES.

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TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE - 1973

ITEMS	AVERAGE OF 146 FARMS	48 FARMS HIGHEST RET. ABOVE FEED COST	48 FARMS LOWEST RET. ABOVE FEED COST
1 POUNDS OF HOGS PRODUCED	98959	89736	98272
2 VALUE (NET INCREASE) PER CWT. PRODUCED	\$ 43.57	\$ 46.44	\$ 41.04
3 POUNDS OF FEED FED			
4 CORN	359.4	341.1	391.3
5 SMALL GRAIN	23.9	17.9	34.8
6 PROTEIN, SALT & MINERAL	74.4	71.9	78.3
7 COMPLETE RATION	1.8	.2	3.0
8 TOTAL CONCENTRATES	459.5	431.1	507.4
9 FORAGES	4.5	10.5	3.1
10 FEED COST			
11 CONCENTRATES & FORAGES	\$ 21.26	\$ 19.60	\$ 23.55
12 PASTURE	.02	.02	.02
13 TOTAL FEED COSTS	\$ 21.28	\$ 19.62	\$ 23.57
14 RETURN OVER FEED COST	\$ 22.29	\$ 26.82	\$ 17.47
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$ .46	\$ .50	\$ .44
17 VETERINARY EXPENSE	.38	.42	.34
18 CUSTOM WORK	.32	.32	.36
19 TOTAL SUPPLEMENTAL COSTS	\$ 1.16	\$ 1.24	\$ 1.14
20 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 21.13	\$ 25.58	\$ 16.33
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	\$ .56	\$ .50	\$ .61
20C LIVESTOCK EQUIPMENT COSTS	.58	.70	.50
20D BUILDINGS & FENCES	.89	1.05	.75
20E TOTAL ALLOCATED COSTS	\$ 2.03	\$ 2.25	\$ 1.86
20F RETURN OVER ALL LISTED COSTS	\$ 19.10	\$ 23.33	\$ 14.47
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$ 204.76	\$ 236.68	\$ 174.10
23 PRICE RECEIVED PER CWT. ALL ANIMALS	\$ 39.92	\$ 40.74	\$ 39.08
23A PRICE REC'D PER CWT. SOLD MKT. ONLY	\$ 40.42	\$ 41.21	\$ 39.68
24 NUMBER OF LITTERS FARROWED	62	59	62
25 NUMBER OF PIGS BORN PER LITTER	9.3	9.3	8.9
26 NUMBER OF PIGS WEANED PER LITTER	7.2	7.5	6.6
27 PER CENT DEATH LOSS	15.8	14.3	19.3
28 AVERAGE WEIGHT OF HOGS SOLD	230.0	220.7	242.0
28A AVERAGE WEIGHT OF MKT. HOGS SOLD	221.9	216.4	229.0
29 PRICE PER CWT. CONCENTRATE FED	\$ 4.62	\$ 4.53	\$ 4.63
30 POUNDS OF PORK PURCHASED	1565	681	2181

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 - 1973

ITEMS	AVERAGE OF AVERAGE OF 48 FARMS	16 FARMS HIGHEST RET. ABOVE FEED COST	16 FARMS LOWEST RET. ABOVE FEED COST
1 AVERAGE NUMBER OF PIGS ON HAND	235.7	178.9	370.7
2 POUNDS OF HOGS PRODUCED	90926	73423	138951
3 VALUE (NET INCREASE)	\$ 32.13	\$ 35.17	\$ 30.74
4 POUNDS OF FEED FED			
5 CORN	364.8	336.1	382.1
6 SMALL GRAIN	17.9	9.7	22.7
7 PROTEIN, SALT & MINERAL	58.5	57.7	61.8
8 COMPLETE RATION	11.8	8.5	--
9 TOTAL CONCENTRATES	453.0	412.0	466.6
10 FORAGES	1.6	5.4	.1
11 FEED COST			
12 CONCENTRATES & FORAGES	\$ 20.71	\$ 18.46	\$ 22.98
13 PASTURE	.01	--	.02
14 TOTAL FEED COSTS	\$ 20.72	\$ 18.46	\$ 23.00
15 RETURN OVER FEED COST	\$ 11.41	\$ 16.71	\$ 7.74
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSE	\$ .20	\$ .19	\$ .19
18 VETERINARY EXPENSE	.12	.14	.11
19 CUSTOM WORK	.23	.37	.10
20 TOTAL SUPPLEMENTAL COSTS	\$ .55	\$ .70	\$ .40
21 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 10.86	\$ 16.01	\$ 7.34
21A ALLOCATED COSTS			
21B POWER & MACHINERY COSTS	\$ .28	\$ .25	\$ .30
21C LIVESTOCK EQUIPMENT COSTS	.29	.35	.25
21D BUILDINGS & FENCES	.45	.52	.38
21E TOTAL ALLOCATED COST	\$ 1.02	\$ 1.12	\$ .93
21F RETURN OVER ALL LISTED COSTS	\$ 9.84	\$ 14.89	\$ 6.41
22 SUPPLEMENTAL INFORMATION			
23 RETURN FOR \$100 FEED FED	\$ 155.08	\$ 190.54	\$ 133.66
24 PRICE RECEIVED PER CWT.	\$ 40.21	\$ 40.41	\$ 40.23
25 AVERAGE WEIGHT OF PIGS SOLD	220.7	221.6	218.7
26 AVERAGE PRICE PAID PER PIG BOUGHT	\$ 33.52	\$ 32.36	\$ 33.96
27 AVERAGE WEIGHT PER PIG BOUGHT	38.7	42.2	37.7
28 NUMBER OF PIGS PURCHASED	542	380	890
29 POUNDS OF PORK PURCHASED	20989	16032	33515
30 PER CENT DEATH LOSS	5.7	2.9	7.3
31 PRICE PER CWT. CONCENTRATE FED	\$ 4.57	\$ 4.46	\$ 4.93

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 - 1973

ITEMS	AVERAGE OF 13 FARMS	
	HERD TOTAL	PER LITTER
1 NUMBER OF LITTERS FARROWED	92	
2 TOTAL VALUE PRODUCED	\$24262	263.72
3 POUNDS OF FEED FED		
4 CORN		1351.3
5 SMALL GRAIN		149.5
6 PROTEIN, SALT & MINERAL		529.2
7 COMPLETE RATION		68.6
8 TOTAL CONCENTRATES		2098.6
9 FORAGES		12.5
10 FEED COST		
11 CONCENTRATES & FORAGES		\$112.01
12 PASTURE		.18
13 TOTAL FEED COSTS	\$10321	112.19
14 RETURN OVER FEED COST	\$13941	\$151.53
15 SUPPLEMENTAL COSTS		
16 MISCELLANEOUS LIVESTOCK EXPENSE		\$ 9.14
17 VETERINARY EXPENSE		5.04
18 CUSTOM WORK		1.36
19 TOTAL SUPPLEMENTAL COSTS	\$ 1430	\$ 15.54
20 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$12511	\$135.99
20A ALLOCATED COSTS		
20B POWER & MACHINERY COSTS		\$ 6.59
20C LIVESTOCK EQUIPMENT COSTS		6.80
20D BUILDINGS & FENCES		10.39
20E TOTAL ALLOCATED COSTS	\$ 2188	\$ 23.78
20F RETURN OVER ALL LISTED COSTS	\$10323	\$112.21
21 SUPPLEMENTARY MANAGEMENT INFORMATION		
22 RETURN FOR \$100 FEED FED	\$ 235.07	
23 AVERAGE PRICE RECEIVED PER PIG SOLD	\$ 37.77	
24 NUMBER OF PIGS PRODUCED	662	
25 NUMBER OF PIGS BORN PER LITTER	9.5	
26 NUMBER OF PIGS WEANED PER LITTER	7.2	
27 PER CENT DEATH LOSS	19.9	
28 PRICE PER CWT. CONCENTRATE FED	\$ 5.33	
29 FEED & SUPPLEMENTAL COSTS PER PIG PRODUCED	\$ 17.75	

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 - 1973  
FACTORS OF COST AND RETURNS FROM DAIRY COWS

ITEMS	AVERAGE OF 163 HERDS	54 HIGH HERDS RET. ABOVE FEED COST	54 LOW HERDS RET. ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	35.5	37.0	32.7
2 POUNDS OF MILK	11639	13533	9424
3 POUNDS OF BUTTERFAT	421.7	486.1	340.4
4 PER CENT OF BUTTERFAT IN MILK	3.6	3.6	3.6
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	\$ 733.77	\$ 855.05	\$ 584.16
7 DAIRY PRODUCTS USED IN HOME	5.18	6.03	4.89
8 MILK FED TO LIVESTOCK	7.24	9.22	8.32
9 NET INCREASES IN VALUE OF COWS	12.73	42.95	(-9.33)
10 TOTAL VALUE PRODUCED	\$ 758.92	\$ 913.25	\$ 588.04
11 POUNDS OF FEED FED			
12 CORN	4585.5	4935.0	4332.1
13 SMALL GRAIN & COMPL. DAIRY RATION	507.0	461.2	508.6
14 PROTEIN, SALT & MINERAL	617.0	604.5	544.5
15 TOTAL CONCENTRATES	5709.5	6000.7	5385.2
16 LEGUME HAY	6462.9	6729.8	6420.9
17 OTHER HAY & DRY ROUGHAGE	50.8	--	147.9
18 SILAGE	9222.1	8999.8	9506.3
19 FEED COSTS			
20 CONCENTRATES	\$ 209.97	\$ 217.16	\$ 193.33
21 ROUGHAGES	144.06	144.62	147.37
22 PASTURE	10.70	9.65	13.21
23 TOTAL FEED COSTS	\$ 364.73	\$ 371.43	\$ 353.91
24 RETURN OVER FEED COSTS	\$ 394.19	\$ 541.82	\$ 234.13
25 SUPPLEMENTAL COSTS			
26 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 28.06	\$ 34.54	\$ 20.31
27 VETERINARY EXPENSE	17.92	19.95	14.01
28 CUSTOM WORK	25.75	30.14	21.74
29 TOTAL SUPPLEMENTAL COSTS	\$ 71.73	\$ 84.63	\$ 56.06
30 RETURN OVER FEED & SUPPL. COSTS	\$ 322.46	\$ 457.19	\$ 178.07
30A ALLOCATED COSTS			
30B POWER & MACHINERY COSTS	\$ 32.95	\$ 28.89	\$ 35.55
30C LIVESTOCK EQUIPMENT COSTS	36.14	43.19	31.68
30D BUILDINGS & FENCES	52.00	61.24	43.84
30E TOTAL ALLOCATED COSTS	\$ 121.09	\$ 133.32	\$ 111.07
30F RETURN OVER ALL LISTED COSTS	\$ 201.37	\$ 323.87	\$ 67.00
31 SUPPLEMENTARY MANAGEMENT INFORMATION			
32 RETURN FOR \$100 FEED FED	\$ 208.08	\$ 245.87	\$ 166.15
33 FEED COST PER CWT. MILK	\$ 3.13	\$ 2.74	\$ 3.76
34 FEED COST PER POUND BUTTERFAT	\$ .865	\$ .764	\$ 1.040
35 LBS OF MILK PER LB OF CONCENTRATE	2.039	2.255	1.750
36 AVERAGE PRICE PER CWT. MILK SOLD	\$ 6.41	\$ 6.43	\$ 6.32
37 AVERAGE PRICE PER LB BUTTERFAT	\$ 1.77	\$ 1.79	\$ 1.75

TABLE 13 - OTHER DAIRY CATTLE - 1973

ITEMS	AVERAGE OF 162 HERDS	53 HIGHEST RET. ABOVE FEED COST	53 LOWEST RET. ABOVE FEED COST
1 NUMBER OF HEAD	41.2	37.5	42.4
2 NET INCREASE IN VALUE	\$ 222.84	\$ 276.99	\$ 172.12
3 POUNDS OF FEED FED			
4A CORN & SMALL GRAIN	1421.9	1183.9	1567.1
4B PROTEIN, SALT & MINERAL	165.2	178.0	190.3
4C COMPLETE DAIRY RATION	2.0	6.7	- -
4 HAY & ROUGHAGE	2335.2	1691.1	2839.6
5 SILAGE	3640.8	3076.4	4295.0
6 MILK	92.9	62.7	104.1
7 FEED COST			
8 CONCENTRATES	\$ 59.61	\$ 52.72	\$ 65.80
9 ROUGHAGES	52.69	40.19	63.99
10 MILK	6.26	4.16	7.43
11 PASTURE	5.10	6.05	4.46
12 TOTAL FEED COSTS	\$ 123.66	\$ 103.12	\$ 141.68
13 RETURN OVER FEED COST	\$ 99.18	\$ 173.87	\$ 30.44
14 SUPPLEMENTAL COSTS			
15 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 2.69	\$ 2.40	\$ 2.57
16 VETERINARY EXPENSE	2.72	2.93	2.64
17 CUSTOM WORK	.90	.93	.66
18 TOTAL SUPPLEMENTAL COSTS	\$ 6.31	\$ 6.26	\$ 5.87
19 RETURN OVER FEED & SUPPL. COSTS	\$ 92.87	\$ 167.61	\$ 24.57
19A ALLOCATED COSTS			
19B POWER & MACHINERY COSTS	\$ 5.65	\$ 4.95	\$ 6.09
19C LIVESTOCK EQUIPMENT COSTS	6.19	7.40	5.43
19D BUILDINGS & FENCES	8.91	10.49	7.51
19E TOTAL ALLOCATED COSTS	\$ 20.75	\$ 22.84	\$ 19.03
19F RETURN OVER ALL LISTED COSTS	\$ 72.12	\$ 144.77	\$ 5.54
20 SUPPLEMENTARY MANAGEMENT INFORMATION			
21 RETURN FOR \$100 FEED FED	\$ 180.20	\$ 268.61	\$ 121.49
22 PER CENT DEATH LOSS	10.1	9.1	12.8

TABLE 14 - ALL DAIRY CATTLE - 1973

ITEMS	AVERAGE OF 163 HERDS	54 HIGHEST RET. ABOVE FEED COST	54 LOWEST RET. ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	35.5	37.0	33.4
2 VALUE OF DAIRY PRODUCTS	\$ 746.20	\$ 846.49	\$ 614.61
3 NET INCREASE IN VALUE	\$ 270.76	\$ 347.49	\$ 183.65
4 TOTAL VALUE PRODUCED	\$1016.96	\$1193.98	\$ 798.26
5 POUNDS OF FEED FED			
6 CONCENTRATES	7557.4	7570.1	7346.7
7 HAY & DRY ROUGHAGES	9211.1	9307.4	9457.2
8 SILAGE	13423.5	13269.9	12573.4
9 FEED COST			
10 CONCENTRATES	\$ 286.14	\$ 284.24	\$ 273.71
11 ROUGHAGES	204.90	204.62	203.41
12 PASTURE COSTS	16.62	17.41	15.03
13 TOTAL FEED COSTS	\$ 507.66	\$ 506.27	\$ 492.15
14 RETURN OVER FEED COST	\$ 509.30	\$ 687.71	\$ 306.11
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 31.18	\$ 37.51	\$ 23.95
17 VETERINARY EXPENSE	21.07	20.89	18.89
18 CUSTOM WORK	26.79	29.30	22.69
19 TOTAL SUPPLEMENTAL COSTS	\$ 79.04	\$ 87.70	\$ 65.53
20 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 430.26	\$ 600.01	\$ 240.58
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	\$ 39.50	\$ 33.91	\$ 43.29
20C LIVESTOCK EQUIPMENT COSTS	40.77	48.00	35.60
20D BUILDINGS & FENCES	62.34	71.88	53.38
20E TOTAL ALLOCATED COSTS	\$ 142.61	\$ 153.79	\$ 132.27
20F RETURN OVER ALL LISTED COSTS	\$ 287.65	\$ 446.22	\$ 108.31
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$ 200.32	\$ 235.84	\$ 162.20

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, INTEREST AND TAXES.

TABLE 15A - BEEF BREEDING CATTLE - 1973

ITEMS	AVERAGE OF OF 37 FARMS	12 HIGHEST IN RET. ABOVE FEED COST	12 LOWEST IN RET. ABOVE FEED COST
1 AVERAGE NUMBER OF BEEF COWS	35.5	28.0	31.0
2 AVERAGE NUMBER OF OTHER BEEF ANIMALS & BULLS	25.0	24.9	19.4
3 POUNDS OF BEEF PRODUCED	13790	12481	9831
4 NET INCREASE IN VALUE (PER COW)	\$ 218.68	\$ 277.75	\$ 163.39
5 POUNDS OF FEED FED			
6 GRAIN	351.1	134.1	571.8
7 PROTEIN, SALT & MINERAL	76.1	92.1	116.8
8 LEGUME HAY	2921.7	2571.4	2793.5
9 OTHER HAY & DRY ROUGHAGE	285.0	1007.1	96.8
10 SILAGE	4551.7	3013.1	8619.9
11 FEED COST			
12 CONCENTRATES	\$ 16.51	\$ 9.79	\$ 26.87
13 ROUGHAGES	70.59	61.64	84.32
14 PASTURE	49.66	49.96	46.06
15 TOTAL FEED COSTS	\$ 136.76	\$ 121.39	\$ 157.25
16 RETURN OVER FEED COST	\$ 81.92	\$ 156.36	\$ 6.14
17 SUPPLEMENTAL COSTS			
18 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 4.08	\$ 2.82	\$ 3.16
19 VETERINARY EXPENSE	4.06	2.32	5.19
20 CUSTOM WORK	1.27	1.32	1.65
21 TOTAL SUPPLEMENTAL COSTS	\$ 9.41	\$ 6.46	\$ 10.00
22 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 72.51	\$ 149.90	\$ (-3.86)
22A ALLOCATED COSTS			
22B POWER & MACHINERY COSTS	\$ 7.06	\$ 6.19	\$ 7.62
22C LIVESTOCK EQUIPMENT COSTS	7.29	8.76	6.27
22D BUILDINGS & FENCES	11.14	13.11	9.39
22E TOTAL ALLOCATED COSTS	\$ 25.49	\$ 28.06	\$ 23.28
22F RETURN OVER ALL LISTED COSTS	\$ 47.02	\$ 121.84	\$ (-27.14)
23 SUPPLEMENTAL MANAGEMENT INFORMATION			
24 RETURN FOR \$100 FEED FED	\$ 159.90	\$ 228.80	\$ 103.90
25 PRICE PER CWT. SOLD	\$ 41.31	\$ 38.00	\$ 41.68
25A PRICE PER CWT. CALVES SOLD OR TRANSFERRED	\$ 47.24	\$ 45.70	\$ 48.61
26 AVERAGE WEIGHT PER HEAD SOLD	770	766	571
26A AVERAGE WGT. PER CALF SOLD OR TRANSFERRED	502.6	523.6	460.2
27 PER CENT DEATH LOSS	4.2	2.4	6.3
28 PER CENT CALF CROP	49	132	116

TABLE 15B - FEEDER CATTLE - 1973

ITEMS	AVERAGE OF 80 FARMS	26 HIGHEST IN RET. ABOVE FEED COST	26 LOWEST IN RET. ABOVE FEED COST
1 AVERAGE NUMBER OF BEEF FEEDERS	53.1	47.4	63.0
2 POUNDS OF BEEF PRODUCED PER CWT. PRODUCED	33905	32828	39170
3 NET INCREASE IN VALUE OF ANIMALS	\$ 40.24	\$ 49.41	\$ 32.93
4 POUNDS OF FEED FED			
5 GRAIN	654.5	534.3	748.0
6 PROTEIN, SALT & MINERAL	55.1	49.4	47.2
7 LEGUME HAY	188.8	146.1	209.1
8 OTHER HAY & DRY ROUGHAGE	9.0	--	22.7
9 SILAGE	422.7	364.6	428.1
10 FEED COST			
11 CONCENTRATES	\$ 25.06	\$ 22.35	\$ 26.98
12 ROUGHAGES	5.04	3.91	5.63
13 PASTURE	.15	.20	.09
14 TOTAL FEED COSTS	\$ 30.25	\$ 26.46	\$ 32.70
15 RETURN OVER FEED COST	\$ 9.99	\$ 22.95	\$ .23
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSES	\$ .27	\$ .33	\$ .18
18 VETERINARY EXPENSE	.79	.88	.74
19 CUSTOM WORK	.79	.59	.50
20 TOTAL SUPPLEMENTARY COSTS	\$ 1.85	\$ 1.80	\$ 1.42
21 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 8.14	\$ 21.15	\$ (-1.19)
21A ALLOCATED COSTS			
21B POWER & MACHINERY	\$ .56	\$ .50	\$ .61
21C LIVESTOCK EQUIPMENT COSTS	.58	.70	.50
21D BUILDINGS & FENCES	.89	1.05	.75
21E TOTAL ALLOCATED COSTS	\$ 2.03	\$ 2.25	\$ 1.86
21F RETURN OVER ALL LISTED COSTS	\$ 6.11	\$ 18.90	\$ (-3.05)
22 SUPPLEMENTARY MANAGEMENT INFORMATION			
23 RETURN FOR \$100 FEED FED	\$133.04	\$186.75	\$100.69
24 PRICE PER CWT. SOLD	\$ 41.95	\$ 43.84	\$ 39.97
25 AVERAGE WEIGHT PER HEAD SOLD	1010.8	962.7	1033.4
26 PRICE PER CWT. BOUGHT	\$ 48.88	\$ 46.48	\$ 50.90
27 AVERAGE WEIGHT PER HEAD BOUGHT	517.3	509.6	522.4
28 NUMBER OF HEAD BOUGHT	50	57	56
29 PER CENT DEATH LOSS	2.4	.7	2.9

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 - 1973

ITEMS	AVERAGE OF 15 FARMS	
	FLOCK TOTAL	PER EWE
1 AVERAGE NUMBER OF EWES	49.9	
2 POUNDS OF LAMB & MUTTON PRODUCED	5194	
3 POUNDS OF WOOL PRODUCED	384	
4 VALUE OF PRODUCE		
5 WOOL		\$ 8.48
6 NET INCREASE IN VALUE OF ANIMALS		37.25
7 TOTAL VALUE PRODUCED	\$2282	\$45.73
8 POUNDS OF FEED FED		
9 GRAIN		451.8
10 PROTEIN, SALT & MINERAL		50.5
11 LEGUME HAY		762.6
12 OTHER HAY & DRY ROUGHAGE		---
13 SILAGE		91.6
14 FEED COST		
15 CONCENTRATES		\$20.44
16 ROUGHAGES		11.98
17 PASTURE		3.95
18 TOTAL FEED COSTS	\$1815	\$36.37
19 RETURN OVER FEED COST	\$ 467	\$ 9.36
20 SUPPLEMENTAL COSTS		
21 MISCELLANEOUS LIVESTOCK EXPENSE		\$ 2.51
22 VETERINARY EXPENSE		.76
23 CUSTOM WORK		2.02
24 TOTAL SUPPLEMENTAL COSTS	\$ 264	\$ 5.29
25 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 203	\$ 4.07
25A ALLOCATED COSTS		
25B POWER & MACHINERY COSTS		\$ 2.82
25C LIVESTOCK EQUIPMENT COSTS		2.91
25D BUILDINGS & FENCES		4.46
25E TOTAL ALLOCATED COSTS	\$ 508	\$10.19
25F RETURN OVER ALL LISTED COSTS	\$(-305)	\$(-6.12)
26 SUPPLEMENTARY MANAGEMENT INFORMATION		
27 RETURN FOR \$100 FEED FED	\$ 125.73	
28 PRICE PER CWT. LAMB & MUTTON SOLD	\$ 30.57	
28A PRICE PER CWT. LAMB SOLD OR TRANSFERRED	\$ 36.57	
28B WEIGHT OF LAMBS SOLD OR TRANSFERRED	100.8	
29 POUNDS OF WOOL PER SHEEP SHEARED	8.3	
30 NUMBER OF EWES KEPT FOR LAMBING	49	
31 PER CENT LAMB CROP	137	
32 PER CENT DEATH LOSS	16.4	



TABLE 17A - LAYING FLOCK CHICKENS - 1973

ITEMS	AVERAGE OF 9 FARMS	
	FLOCK TOTAL	PER HEN
1 AVERAGE NUMBER OF HENS	1427.5	
2 VALUE OF PRODUCE PER HEN		\$ 2.39
3 EGGS SOLD AND USED		\$(-.11)
4 INCREASE IN VALUE OF FLOCK		
5 TOTAL VALUE PRODUCED	\$3255	\$ 2.28
6 POUNDS OF FEED FED PER HEN		28.9
7 GRAIN		13.5
8 PROTEIN, SALT & MINERAL		--
9 COMPLETE COMMERCIAL FEED		42.4
10 TOTAL POUNDS OF FEED		
11 TOTAL FEED COST PER HEN	\$2869	\$ 2.01
12 RETURN OVER FEED COST	\$ 386	\$ .27
13 SUPPLEMENTAL COSTS	\$ 29	\$ .02
14 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 357	\$ .25
14A ALLOCATED COSTS		
14B POWER & MACHINERY COSTS		\$ .24
14C LIVESTOCK EQUIPMENT COSTS		.24
14D BUILDINGS & FENCES		.37
14E TOTAL ALLOCATED COST	\$1213	\$ .85
14F RETURN OVER ALL LISTED COSTS	\$(-8.56)	\$ (-.60)
15 SUPPLEMENTARY MANAGEMENT INFORMATION		
16 RETURN FOR \$100 FEED FED	\$113.45	
17 EGGS LAID PER HEN	63	
18 PRICE PER DOZEN EGGS SOLD ¢	\$ .46	
19 FEED COST PER DOZEN EGGS ¢	\$ .38	
20 RETURN OVER FEED COSTS PER DOZEN EGGS	\$ .05	
21 PER CENT DEATH LOSS	8.8	

## 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. CHOICE OF CROPS 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 - 360 FARMS

NUMBERS OF FACTORS IN WHICH FARMERS EXCELLED (SEVEN)	NUMBER OF FARMS	AVERAGE LABOR EARNINGS
0	22	XXXXXXXX \$14532
1	32	XXXXXXXXXX \$17749
2	60	XXXXXXXXXXXXXXXXXX \$33384
3	79	XXXXXXXXXXXXXXXXXXXX \$37825
4	81	XXXXXXXXXXXXXXXXXXXXXXXXXX \$46211
5	45	XXXXXXXXXXXXXXXXXXXXXXXXXXXX \$57141
6	28	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXX \$60309
7	13	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX \$66830

## COMMENTS AND OBSERVATIONS

OVER 550 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>1970</u>	<u>1971</u>	<u>1972</u>	<u>1973</u>
<b>DAIRY</b>				
AVERAGE NUMBER OF COWS	33.1	33.0	35.0	35.5
AVE. LBS. OF MILK PER COW LBS.	11785	11785	12034	11639
AVE. PRICE RECEIVED PER CWT. \$	4.97	5.14	5.36	6.41
FEED COST PER COW \$	230.91	236.30	254.66	364.73
FEED COST PER CWT. MILK \$	1.96	2.01	2.12	2.13
RETURN PER \$100 FEED FED \$	250.69	251.56	252.14	208.08
<b>SWINE (COMPLETE HOGS)</b>				
LBS. OF FEED PER CWT. GAIN, LBS.	436.0	431.5	444.3	459.5
FEED COST PER CWT. GAIN \$	12.55	12.82	13.15	21.28
RETURN PER \$100 FEED FED \$	149.68	157.57	222.68	204.76
PRICE PER CWT. OF FEED \$	2.87	2.96	2.95	4.62
PRICE RECEIVED PER CWT. PORK \$	22.62	18.48	26.47	40.42
<b>BEEF BREEDERS</b>				
AVERAGE NUMBER BEEF COWS	33.7	39.0	41.6	35.5
FEED COST PER COW \$	77.21	88.97	90.05	136.76
RETURN PER \$100 FEED FED \$	149.73	165.16	201.71	159.90
<b>FEEDER CATTLE</b>				
AVERAGE NUMBER BEEF FEEDERS	87.0	84.7	89.2	53.1
FEED COST PER 100 LBS. GAIN \$	20.41	20.12	20.56	30.25
RETURN PER \$100 FEED FED \$	125.60	169.37	192.85	133.04
PRICE PER CWT. SOLD \$	27.91	30.73	35.15	41.95
PRICE PER CWT. BOUGHT \$	28.71	31.96	36.86	48.88
<b>SHEEP FLOCK</b>				
AVERAGE NUMBER OF HEAD	48.3	56.0	76.5	49.9
FEED COST PER EWE \$	17.16	23.44	21.10	36.37
RETURN PER \$100 FEED FED \$	121.35	127.27	124.72	125.73
PRICE PER CWT. SOLD \$	20.74	24.54	28.72	36.57
PER CENT LAMB CROP %	132.0	143.0	136.0	137.0
<b>POULTRY</b>				
AVERAGE NUMBER OF HENS	1102.0	1888.1	1033.0	1427.5
FEED COST PER HEN \$	2.90	2.09	3.02	2.01
LBS. OF FEED PER HEN, LBS.	94.3	61.8	92.6	42.4
EGGS LAID PER HEN	187.0	138.0	209.0	?
PRICE PER DOZEN EGGS SOLD \$	.30	.22	.23	.46
RETURN PER \$100 FED \$	123.09	83.25	98.01	113.45
FEED COST PER DOZEN EGGS \$	.19	.18	.17	.38

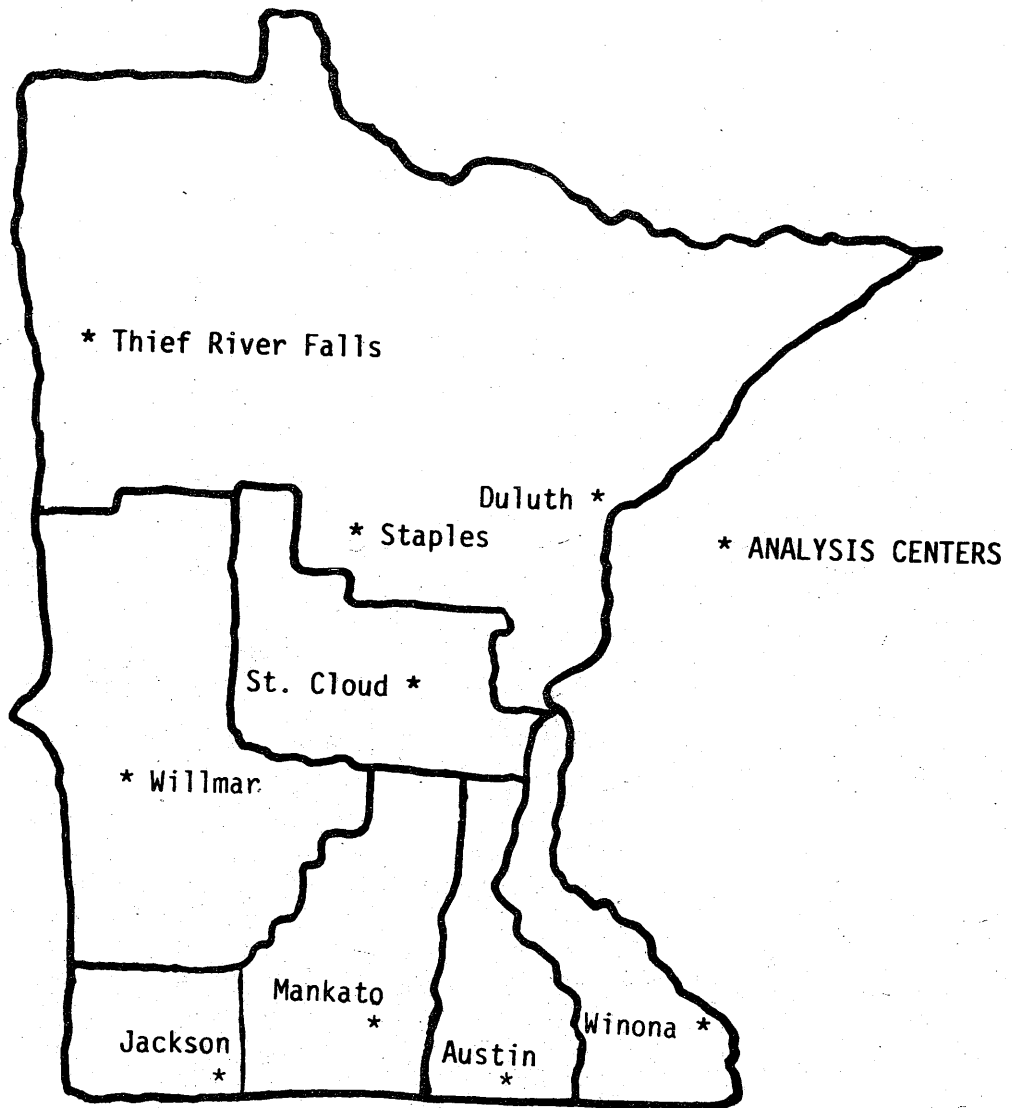
	<u>1970</u>	<u>1971</u>	<u>1972</u>	<u>1973</u>
WORK UNITS				
CROPS W.U.	135.5	143.20	141.35	154.06
LIVESTOCK & OTHER W.U.	246.2	245.60	250.75	242.90
OTHER W.U.	13.7	19.15	15.85	22.00
TOTAL WORK UNITS	395.4	407.95	407.95	418.96
EXPENSE PER WORK UNIT				
TRACTOR & CROP MACHINERY EXPENSE \$	14.11	14.95	16.75	19.41
ELECTRICITY (FARM SHARE) \$	1.47	1.34	1.69	1.60
AUTO & TRUCKS (FARM SHARE) \$	4.56	4.86	5.15	5.86
LIVESTOCK EQUIPMENT \$	2.39	2.19	2.37	2.95
BUILDINGS, FENCES & TILE \$	6.15	5.57	6.58	7.46
TRACTOR, CROP MACH. EXP. PER CROP ACRE	18.69	19.80	20.91	25.22
YIELDS PER ACRE				
OATS, BU.	54.4	62.2	65.2	52.4
CORN FOR GRAIN, BU.	102.7	96.1	103.7	110.3
CORN SILAGE, TONS	15.7	15.5	16.8	16.1
SOYBEANS, BU.	30.9	26.7	32.0	29.2
ALFALFA HAY, TONS	3.9	3.4	3.8	3.6
RETURN OVER LISTED COSTS PER ACRE				
OATS \$	(-17.79)	(-1.82)	1.35	3.26
CORN FOR GRAIN \$	45.83	13.93	32.17	110.27
SOYBEANS \$	28.33	25.80	45.17	86.85
CORN SILAGE \$	25.41	3.70	20.45	107.28
ALFALFA HAY \$	19.00	9.75	12.07	66.12
SET ASIDE ACRES \$	24.19	36.44	33.70	114.78
TOTAL FARM CAPITAL-BEGINNING INVENTORY \$	133,366	139,165	151,786	172,563
TOTAL FARM CAPITAL-ENDING INVENTORY \$	141,258	147,081	168,525	213,812
INCREASE IN INVENTORY \$	7,892	7,916	16,739	41,249
TOTAL FARM RECEIPTS \$ TABLE 2A LINE 28	60,776	62,156	79,638	119,751
TOTAL FARM EXPENSES \$ (NOT INCLUDING				
INTEREST ON FARM CAP.) TABLE 2B, LINE 36	42,996	47,288	52,430	64,880
INTEREST ON FARM CAPITAL 6% \$ TABLE 2B				
LINE 32	8,238	8,587	9,585	11,513
OPERATOR'S LABOR EARNINGS \$	9,542	6,280	18,371	43,360
NET WORTH END OF YEAR \$	69,415	73,149	85,978	118,707
NET WORTH BEGINNING OF YEAR \$	63,213	68,876	72,122	82,254
INCREASE IN NET WORTH \$	6,202	4,273	13,856	36,453
HOUSEHOLD-PERSONAL EXPENSE (TABLE 5)	6,563	6,481	6,541	9,556
RETURN TO CAPITAL & FAMILY LABOR	12,961	10,060	20,124	44,772
NUMBER OF RECORDS ANALYZED	329	383	490	590

## WHERE MR. AVERAGE FARMER SPENT HIS MONEY IN 1973

INFORMATION SUMMARIZED FROM TABLE 6B OF THE 1973 VOCATIONAL AGRICULTURE FARM ANALYSIS:

PAID TO AND LINE NUMBER

	<u>\$ PER FARM</u>		<u>PER CENT</u>	
	<u>1973</u>	<u>1972</u>	<u>1973</u>	<u>1972</u>
OTHER FARMERS LINES 2 THRU 9 AND LINE 16	\$ 9475.00	\$11874.00	14.6	22.0
AGRI-BUSINESS COMMUNITY LINES 11 THRU 15, 17 THRU 20 AND LINE 24	26273.00	19713.00	40.6	36.6
EXTRA LABOR - LINE 21	1469.00	1124.00	2.3	2.1
UTILITIES - LINES 25 & 26	740.00	743.00	1.1	1.4
SUPPORT OF LOCAL GOVERNMENT - LINE 22	1180.00	1193.00	1.8	2.2
USE OF OTHER PEOPLE'S CAPITAL LINES 23 & 27	6272.00	5793.00	9.7	10.8
CAPITAL INVESTMENTS - LINES 29,30 & 31	<u>19362.00</u>	<u>13428.00</u>	<u>29.9</u>	<u>24.9</u>
TOTAL	<u>\$64771.00</u>	<u>\$53868.00</u>	<u>100.00</u>	<u>100.00</u>
INCREASE IN COST - 1973 OVER 1972	20.2%	15.2%		
INCREASE IN INCOME - 1973 OVER 1972	22.2%	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