

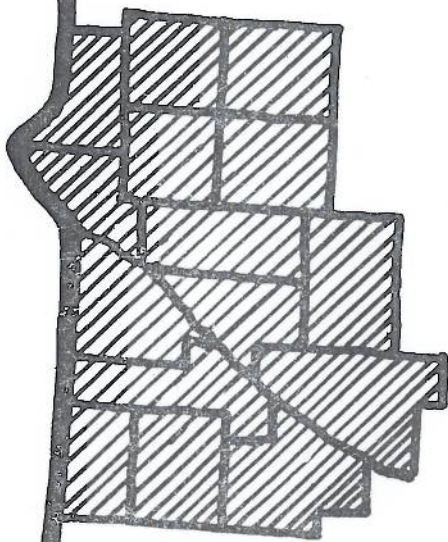
1973

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, 1974

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
WINONA.....	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 pays 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 directions 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. Milke 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 recordsbooks 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, Mr. Mike Cullen, Dr. Persons, Dr. Truman Nodland, and others who helped by giving of their time during this past year.

1973 Report of the West Central Farm Management
Analysis Program for Cooperating Farmers.

John L. Thell

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SCHOOLS PARTICIPATING

This report deals with farmers enrolled in the following schools in West Central Minnesota. The following tabulation shows by schools the number of 1973 farm records submitted at the time of this printing.

SCHOOL	NO. OF RECORDS	INSTRUCTOR(S)
Alberta-Chokio	15	Steve Josephson
Alexandria	23	Ted Kusmak
Alexandria	15	B. Sonstegard
Brandon	3	J. Kalinowski
Bellingham	5	Peter Fransky
Benson	21	Al Feikema
Buffalo Lake	4	Ken Anderson
Canby	10	D. Shippy, S. Yackley
Dawson	24	Al. Schwandt
Danube,Olivia, Bird Island	38	Stan VanDerkooi
Danube	21	Rene Koester
Elbow Lake	2	Paul Aakre
Evansville-Ashby Co-op.	56	D. Lehto, H. Knobloch
Granite Falls Co-op.	63	House, Eastland, Steyens
Herman	23	Del Glanzer
Fairfax	20	Frank Dalke
Hector	24	Earl Koberel
Hendricks	1	Bruce Wojse
Hoffman	6	Tom Larson
Ivanhoe	4	Brandt Groen
Madison	26	R. Butterfield
Marletta	22	Ralph Matz
Montevideo Co-op.	42	M. Warner
Montevideo	25	
Maynard	8	
Dawson-Boyd	4	
Clara City	3	
Milan	2	
Montevideo	18	N. Brakken
Morgan	13	L. Ludke
Parkers Prairie	29	C. Davis
Redwood Falls	25	Jon Turner
Redwood Falls	1	Dave Vaupel
Renville	30	M. Wacholz
Tracy	37	G. Erdmann, M. Rupp
Willmar	28	F. Boeder
Willmar	42	D. Shodean
Willmar Vo-Tech	13	B. Ruf, G. Arfstrom
	<u>704</u>	

Work unit values are found in Table 7. The work unit is the average accomplishment of a worker in a 10 hour day. Work units are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor. The work unit is the unit used by the computer to assign various costs to crop and livestock enterprises when computing allocated costs.

Table 1A - FARM INVENTORIES - 1973

Item	Average 480 Farms
1 Size of Farm-Total Acres	406.9
2 -Tillable acres	350.7
3 Work Units-Crops	159.16
4 -Livestock	148.21
5 -Other	59.60
6 Total Size of Business in Work Units	366.97
7 Number of Workers	1.5
7A Farm Capital investment Per Worker	123634

Item	Average 480 Farms	
	Jan. 1	Dec. 31
<u>PRODUCTIVE LIVESTOCK</u>		
9 Dairy Cows		
10 Other Dairy Cattle	3567	4133
11 Beef Breeding Cattle	2126	2865
12 Beef Feeder Cattle	2486	3387
13 Hogs	6147	8287
14 Sheep (Inc. Feeders)	3330	5207
15 Poultry (Inc. Turkeys)	773	79
16 Other Productive Livestock	75	56
17 Total Productive Livestock	48	65
18 Crop, Seed and Feed	\$17852	\$24079
19 Power, Machinery & Equipment	13263	38511
20 Auto and Truck (Farm Share)		
21 Power and Machinery	1570	2411
21A Irrigation Equipment	12488	16034
22 Livestock Equipment	50	45
23 Total Power, Machinery & Equip	1780	2350
24 Land	\$15888	\$20840
25 Buildings-Fences-Etc.	89799	92561
26 Total Farm Capital	14945	16854
	\$151747	\$192845

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 - 1973

Item	96 Most Profitable	96 Least Profitable
1 Size of Farm-Total Acres	651.6	256.9
2 -Tillable Acres	590.1	198.6
3 Work Units-Crops	264.66	88.08
4 -Livestock	155.17	109.04
5 -Others	50.45	79.60
6 Total Size of Business in Work Units	470.28	276.72
7 Number of Workers	1.7	1.4
7A Farm Capital Investment Per Worker	181549	67750

Item	Jan. 1	Dec. 31	Jan.1	Dec.31
8 <u>Productive Livestock</u>				
9 Dairy Cows	1078	1155	3808	4356
10 Other Dairy Cattle	443	637	1895	2408
11 Beef Breeding Cattle	2736	3843	1708	2503
12 Beef Feeder Cattle	12909	16431	1747	2493
13 Hogs	6493	9924	1011	1974
14 Sheep(Inc. Feeders)	10		58	94
15 Poultry (Inc. Turkeys)	257	139	14	29
16 Other Productive Livestock	170	211	62	102
17 Total Productive Livestock	\$24096	\$32340	\$10303	\$13959
18 Crop, Seed and Feed	25386	82059	5588	11188
19 <u>Power, Machinery and Equipment</u>				
20 Auto and Truck (Farm Share)	2399	4077	1052	1548
21 Power & Machinery	20571	26072	7135	8204
21A Irrigation Equipment				
22 Livestock Equipment	2603	3154	1101	1546
23 Total Power, Mach, & Equip	25573	33303	9288	11298
24 Land	144372	154876	47228	46689
25 Buildings-Fences Etc.	21253	24662	8946	10267
26 Total Farm Capital	\$240680	327240	81353	93401

(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 1650 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. = 1973

Items	Average of 480 Farms	96 Most Profitable Farms	96 Least Profitable Farms
1 Sale of Livestock and Livestock Products			
2 Dairy Cows	984	236	863
3 Dairy Products	6610	1931	5885
4 Other Dairy Cattle	784	79	744
5 Beef Breeding Cattle	498	202	743
6 Beef Feeder Cattle	10932	28862	1848
7A Hogs Complete	7076	14122	2049
7B Hogs Finishing	3652	8930	657
7C Hogs Producing Weaning Pigs	809	397	463
8A Sheep and Wool, Farm Flock	104	19	109
8B Sheep and Wool, Feeder Lambs	2		
9 Chickens (Inc. Hens & Broilers)	69	274	12
10 Turkeys			
11 Eggs	789	3164	58
12 Other Productive Livestock	18	70	17
12A Total Sales of Productive Livestock	\$32327	\$58286	\$13448
13 Sale of Crops			
13A Wheat	2240	4661	665
13B Other Small Grains	2042	4862	980
13C Corn	11052	21012	3396
13D Soybeans	8190	19506	1908
13E Other Row Crops	1177	2847	165
13F Legumes and Other Forage	331	442	230
13G Grass Seed	1		
13H Fruits and Nuts			
13I Veg. Roadside Market & Spec.			
13J Nursery, Timber, and Other	46	53	22
13K Set Aside-Government Payments	1501	2608	555
19A Total Sales From Crops	\$26580	55991	7921
20 Capital Assets Sold	4497	9909	6227
21 Gas Tax Refund	112	165	60
22 Income From Work off the Farm	1585	1839	1706
23 Patronage Refunds	458	806	154
24 Miscellaneous Farm Income	1262	2028	701
25 Total Farms Sales	66821	129024	30217
26 Increase in Farm Capital	41099	86555	12048
27 Family Living From the Farm	405	532	241
28 Total Farm Receipts	108325	216111	42506
(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 - 1973

Item	Average of 480 Farms	96 Most Profitable Farms	96 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	376	107	339
3 Other Dairy Cattle	356	13	326
4 Beef Breeding Cattle	543	513	703
5 Beef Feeders	6097	14790	1258
6A Hogs Complete	589	699	432
6B Hogs Finishing	1251	2725	283
6C Hogs Producing Weaning Pigs	129	64	162
7A Sheep, Farm Flock	38		87
7B Sheep, Feeder Lambs			
8 Chickens(Inc. Hens & Broilers)	72	200	20
9 Turkeys			
10 Other Productive Livestock	15	39	33
11 Miscellaneous Livestock Exp.	845	961	518
12 Feed Bought	6731	12277	2740
13 Fertilizer	4180	8039	1431
14 Chemicals	1397	2797	425
15 Other Crop Expense	2699	5570	1080
15A Irrigation Operation Costs	2		
16 Custom Work Hired	1240	1520	710
17 Rep.& Upkeep of Lvstk, Equip.	274	342	173
18 Rep.& Upkeep of Farm Real Est.	543	901	295
19 Gas, Oil, Grease Bought F.S.	1724	2716	1027
20 Rep. & Op. Mach.Trac.Trk., Auto F.S.	2397	3662	1326
20A Repair & Upkeep-Irrigation Equip.			
21 Wages of Hired Labor	1001	2326	288
22 Pers. Prop.& Real Est. Taxes	1563	2435	790
23 General Farm Expense	693	953	463
24 Telephone Expense(F.S.)	131	175	107
25 Electricity Expense(F.S.)	320	395	251
26 Total Cash Oper. Exp.	\$35206	\$64219	\$15267
27 Pow.Crop & Gen. Mach.Bot.F. S.	9057	14164	4746
27A Irrigation Equip. Bought			
28 Livestock Equip. Bought	1043	1199	666
29 New Real Est. & Improvements	8307	16031	7246
30 Total Farm Purchases (26) Thru (29)	\$53613	\$95613	\$27925
31 Decrease in Farm Capital			
32 Interest on Farm Capital	10337	17037	5242
33 Unpaid Family Labor	497	287	888
34 Labor Charge Part. & Oth. Op.	461	856	123
35 Board Furnished Hired Labor	56	128	14
36 Total Farm Expenses (30) Thru (35)	\$64964	\$113921	\$34192
37 Labor Earn. (Whole Farm) (2A/2B) = (36)	43361	102190	8313
38 Number of Operators	1	1	1

TABLE 3 - ENTERPRISE STATEMENT -1973

Item	Average of 480 Farms	96 Most Profitable Farms	96 Least Profitable Farms
<u>1 RETURNS AND NET INCREASES</u>			
2 Productive Livestock			
3 Dairy Cattle	6767	1940	6017
4 Other Dairy Cattle	2581	628	2132
5 Beef Breeding Cattle	1390	1927	993
6 Feeder Cattle	6440	16708	1222
7 Complete Hog Enterprise	7901	16167	2320
8 Hog Finishing Enterprise	2682	6610	441
9 Producing Weaning Pigs	934	722	520
10 Farm Flock of Sheep	73	9	60
11 Feeder Lambs	1		
12 Chickens (Inc. Hens & Broil.)	778	3130	83
13 Turkeys			
14 Other Productive Livestock	21	72	25
15 All Productive Livestock	\$29568	\$47913	\$13814
16 Value of Feed Fed to Live.	15641	24377	7871
17 Return Over Feed From Live.	13927	23536	5943
18 Crop, Seed and Feed	50673	108355	15600
20 Cooperative Patronage Ref.	458	806	154
21 Miscellaneous Farm Income	1262	2028	701
22 Total Returns & Net Inc	68034	134725	22398
<u>23 EXPENSE AND NET DECREASES</u>			
24 Truck & Auto (Farm Share)	1912	2939	1249
25 Tractors and Crop Machinery	6796	9562	4283
25A Irrigation Equipment	6		
26 Electricity	320	395	251
27 Livestock Equipment	759	1005	403
28 Buildings, Fences & Tiling	1571	1275	780
29 Bare Land	-1490	-7311	58
30 Misc. Livestock Expense	845	961	518
31 Labor	769	2252	-181
32 Labor Charge for Other Opers.	461	856	123
33 Property Tax	1563	2435	790
34 General Farm Exp. & Tele.	824	1128	569
35 Interest on Farm Capital	10337	17037	5242
36 Total Exp. & Net Decreases	24673	32534	14085
37 Labor Earnings	43361	102190	8313
38 Number of Farm Operators	1	1	1

TABLE 4 - HOUSEHOLD EXPENSES - 1973

Item	Average of 291 Farms	49 Most Profitable Farms	67 Least Profitable Farms
1 Number of Persons-Family	4	5	4
2 Number of Adult Equivalent- Family	3.2	3.9	2.9
3 Church & Welfare	286	610	132
4 Medical Care & Health Ins.	773	1053	552
5 Food & Meals Bought	1112	1083	1125
6 Operating Exp. & Supplies	380	304	389
7 Furnishings & Equipment	457	440	290
8 Clothing & Clothing Materials	394	421	353
9 Pers. Care, Pers. Spending	269	272	253
10 Education	138	115	178
11 Recreation	248	213	281
12 Gifts & Special Events	159	145	169
13 Pers. Share Truck & Auto Exp.	325	332	323
14 Oper. Share Upkeep on Dwelling	104	80	44
15 Pers. Share Tel. & Elect. Exp.	160	169	143
16 Total Cash Living Expense	\$4805	5237	4232
17 Pers. Share New Truck & Auto	274	541	186
18 New Dwelling Bought	463	1045	225
19 Taxes and Other Deductions	529	1260	160
20 Life Ins. & Oth. Sav. & Inv.	949	3080	381
21 Total Household & Pers. (16) - (20)	7020	11163	5184
22 Total Fam. Liv. From Farm (33)	380	463	200
23 Total Cash & Non-Cash Exp. (21)-(22)	7400	11626	5384
24 FAMILY LIVING FROM THE FARM-AVERAGE			
25		Amount	\$ Opp. Share
26 Milk & Crean		330	49
27 Beef		663	247
28 Pork		185	71
29 Lamb		2	
30 Poultry		17	7
31 Eggs		9	4
32 Veg. Fruit, Spuds, and Fuel, Other			2
33 Total Family Living From the Farms			\$380

TABLE 5A - NET WORTH STATEMENT - OPERATOR - 1973

ITEM	Average of 480 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	16780	22959
2 Crop, Seed and Feed	12416	36283
3 Total Power, Machinery and Equipment	15260	20248
4 Land	37197	41700
5 Buildings, Fences, Etc.	12521	14862
6 Total Farm Capital	94174	136052
7 Non-Farm Assets	7698	9815
8 Dwelling	3910	4263
9 Total Assets	105782	150130
10 Real Estate Mortgages	23912	27654
11 Chattel Mortgages	14683	15835
12 Notes	6767	7861
13 Accounts Payable	1221	1203
14 Total Liabilities	46583	52553
15 Farmers Net Worth	59199	97577
16 Gain or (Loss) in Net Worth		38378
17 Supplementary Management Information		
18 Operators Labor Earnings(6B-39)	35490	
19 Return to Capital and Family Labor (6B-40)	42042	
20 Non-Farm income		
21 Outside Investment Income	140	
22 Other Personal Income & Income Tax Refund	1563	
23 Total Non-Farm Income	1703	
24 Total Money Borrowed	29346	
25 Total Paid on Debt (Principal)	23469	
26 Total Hshld. & Pers. Cash Exp. (4/23)	5508	
27 Ratio Tot. Farm Exp. to Tot. Liab.	.620	
28 Ratio Tot. Assets to Tot. Liab.	Jan 2.271	Dec. 2.857
29 Ratio Non-Real Est. Assets Non-Real Est. Liab.	2.30	3.59
30 Ratio Real Est. Assets to Real Est. Liab.	2.24	2.20
31 Ratio Net Worth to Total Liab.	1.27	1.86
32*Ratio Cash op. Exp. to Adj. Tot. Farm Sales		.68
33 Ratio Total Farm Rec. to Avg. Farm Capital W.F.		.64
34 Ratio Total Farm Rec. to Avg. Frm Cap., Op. Share		.87

*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 28, 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	96 Most Profitable FARMS		96 Least Profitable FARMS	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Prod. Lvstk.	\$22851	\$30935	\$ 9096	\$12403
2 Crop, Seed & Feed	24313	80005	5632	11232
3 Tot. Power, Mach& Eq.	25146	32885	7723	10158
4 Land	66273	80352	19122	19144
5 Building, Fences, Etc.	19835	22879	5994	7720
6 Total Farm Capital	158418	247056	47567	60657
7 Non-Farm Assets	12305	15792	5680	7077
8 Dwelling	6094	6996	2735	2694
9 Total Assets	176817	269844	55982	70428
10 Real Estate Mortgages	38197	45872	12447	14530
11 Chattel Mortgages	23187	21460	7014	9832
12 Notes	10799	12390	4580	5388
13 Accounts Payable	1413	2338	1002	890
14 Total Liabilities	73596	82060	25043	30640
15 Farmers Net Worth	103221	187784	30939	39788
16 Gain or (Loss) in Net Worth		84563		8849
17 Supplementary Management Information				
18 Op. Labor Earn. (6B/39)	89581		4443	
19 Ret. Cap. & Fam. Lab. (6B/40)	96908		6975	
20 Non -Farm Income				
21 Outside Inv. Inc.	249		61	
22 O. Pers. Inc. & Inc. Tax	734		2156	
23 Tot. Non-Farm Income	983		2217	
24 Tot. Money Borrowed	50502		17638	
25 Tot. Paid on Debt (Pr)	43483		12184	
26 Tot. Hsh. & P.C. Exp (4/23)	8190		4230	
27 RTE/ Exp/ tp T.F. rec.	.542		.892	
28 Ra.T. Assets to T. Liab. Jan.		Dec.	Jan.	Dec.
	2.403	3.288	2.235	2.299
29 Ratio Non-Real Est Ass	2.39	4.41	2.23	2.54
Non-Real Est Liab.				
30 Ra.R.E. Ass. R.E. Liab.	2.41	2.40	2.24	2.03
31 Ra. Net. W. to Tot. Liab.	.40	2.29	1.24	1.30
32 *Ratio Cash Op. Exp. to				
Adj. Total Farm Sales		.64		.82
33 Ratio T. Farm Rec. to Avj. Farm Capital W.R.		.73		.56
34 R. T. Farm Rec. to Avg. Frm Cap. Op. Share		.97		.74

*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 Non-Real Estate Liabilities, items, aa, 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 430 Farms	96 Most Profitable	96 Least Profitable
1 Sale of Livestock & Livestock Products			
2 Dairy Cows	922	470	630
3 Dairy Products	6404	3296	4281
4 Other Dairy Cattle	739	166	705
5 Beef Breeding Cattle	497	290	799
6 Beef Feeder Cattle	10037	23854	2407
7A Hogs CComplete	6733	13500	2490
7B Hogs Finishing	3437	7985	694
7C Hogs Producing Weaning Pigs	750	397	376
8A Sheep & Wool, Farm Flock	101	53	110
8B Sheep & Wool, Feeder Lambs	2		
9 Chickens (Hens & Broiler)	69	277	11
10 Turkeys			
11 Eggs	783	3176	50
12 Other Productive Livestock	18	70	20
12A Total Sales of Productive Livstck.	30492	53534	12573
13 Sales of Crops			
13A Wheat	1835	4320	603
13B Other Small Grains	1683	3876	675
13C Corn	8571	17691	2601
13D Soybeans	6517	15783	1868
13E Other Row Crops	1084	2625	145
13F Legumes and Other Forage	284	353	230
13G Grass Seed	1		
13H Fruits and Nuts			
13I Veg., Roadside Market & Spec.			
13J Nursery, Timber and Other	40	53	22
13K Set Aside-Government Payments	1327	2375	519
19A Total Sales from Crops	21342	47076	6663
20 Capital Assets Sold	710	666	1192
21 Gas Tax Refund	109	163	55
22 Income From Work off the Farm	1557	1946	1439
23 Patronage Refunds	447	829	158
24 Miscellaneous Farm Income	1211	1978	463
25 Total Farm Sales	55868	106192	22543
26 Increase in Farm Capital	41426	88637	13090
27 Family Living From Farm	389	548	216
28 Total Farm Receipts (25)-(26)-(27)	97683	195377	35849
29 Adj. Total Farm Sales (25)-(20)	55158	105526	21351
30 Total Cash Farm Oper. Expense	37609	67834	17416
31 Net Cash Operating Income	17549	37692	3935

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES

Item	Average of 480 Farms	96 Most Profitable Farms	96 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	\$ 374	\$ 126	\$ 311
3 Other Dairy Cows	350	80	412
4 Beef Breeding Cattle	504	510	500
5 Beef Feeder Cattle	5507	10850	1880
6A Hogs Complete	551	617	375
6B Hogs Finishing	1203	2432	278
6C Hogs Producing Weaning Pigs	128	64	160
7A Sheep, Farm Flock	38		87
7B Sheep, Feeder Lambs			
8 Chickens	71	208	14
9 Turkeys			
10 Other Productive Livestock	15	39	33
11 Miscellaneous Livestock Expense	815	1101	485
12 Feed Bought	6499	11520	2741
13 Fertilizer	3805	8099	1490
14 Chemicals	1272	2611	403
15 Other Crop Expense	2544	5591	1009
15A Irrigation Operation Costs	2		
16 Custom Work Hired	1196	1530	669
17 Repair & Upkeep Livestock Equip.	268	363	180
18 Repair & Upkeep Farm Real Estate	521	873	206
19 Gas, Oil, Grease Bought (FS)	1669	2686	965
20 Rep.& Op. Mach.Tr.Trk. Auto (FS)	2332	3695	1272
20A Rep. & Upkeep of Irrigation Equip.			
21 Wages of Hired Labor	971	2404	259
22 Pers. Prop. & Real Est. Taxes	785	1425	377
23 Cash Rent	2189	4311	1049
24 General Farm Expense	677	1024	462
25 Telephone Expense (FS)	126	167	100
26 Electricity Expense (FS)	307	404	210
27 Interest Expense	2892	5103	1489
28 Total Cash Operating Expense	37611	67833	17416
29 Power, Crop, & Gen Mach Bought (FS)	8798	14399	4844
29A Irrigation Equipment Bought			
30 Livestock Equipment Bought	1025	1331	674
31 New Real Estate & Improvements	8153	14769	5917
32 Total Farm Expense (32) thru (37)	55587	98332	28851
34 Interest on Farm Capital	6055	7061	1757
35 Unpaid Family Labor	497	266	785
37 Board Furnished Hired Labor	54	136	13
38 Total Farm Expense (32) thru (37)	62193	105795	31406
39 Labor Earnings (Oper. Share)	35490	89581	4433
40 Return to Capital & Family Labor	42042	96908	6975

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 equals 6% of the operators average capital. Return to Capital and Family Labor represents the amount available for debt service, Living expense and savings.

EXPLANATION OF WORK UNITS

The TOTAL WORK UNITS on any one farm is one 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. Total number of Work Units is not a measure of how hard a farmer works or how much machinery and equipment is used in getting the work done but it does measure how much is being accomplished on the farm. The Work Unit values in Table 7 below were changed in 1973 to make this a more realistic measure.

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

Item	No. of Work Units	Item	No. of Work Units/acre
Dairy Cows	7.0/cow	Barley,Wheat,Oats,Rye	.30/acre
Other Dairy Cattle	1.2/head	Canning Peas	.40/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeder	.12/cwt.	Canning Corn	.50/acre
Hogs-Complete	.12/cwt.	Corn For Grain	.55/acre
Hogs-Finishing	.06/cwt	Soybeans	.45/acre
Hogs-Wean. Pigs	1.4/ litter	Corn & Cane Silage	.60/acre
Sheep, Farm Flock	.60/head	Alfalfa Hay	.60/acre
Lambs, Feeder	.30/head	O.Leg. &Mixed Hay	.40/acre
Chickens, Lay.Flock	5.0/100	Tame Grass Hay	.20/acre
Broilers	.20/cwt.	Annual Hay	.30/acre
Turkey,Lay.Flock	25.0/100	Leg. & Grass Silage	.40/acre
Turkey Poults	.12/cwt.	Summer Fallow Tilled	.20/acre
Labor Off Farm	1.0/\$20	Wild Hay	.20/acre
Diverated Acres-Idle	.05/acre	Sugar Beets	2.00/acre
		Pinto Beans	.50/acre

ANIMAL UNITS

One animal unit represents: one dairy cow or bull, two other dairy cattle, 1- $\frac{1}{2}$ beef cows or bulls, 1 feeder steer or heifer, 3- $\frac{1}{3}$ other beef cattle, 7 sheep, 14 lambs, 2- $\frac{1}{2}$ hogs, 5 pigs, 50 hens, or 1,100 lbs of turkeys produced.

AVERAGE PRICES FOR FARM GROWN FEEDS

Grain

Corn	\$ 1.70 Per Bu.
Oats	.90 Per Bu.
Barley	1.40 Per Bu.

Hay

Alfalfa	\$ 30.00 Per Ton
Other Legume Hay	25.00 Per Ton
Wild Hay	20.00 Per Ton

Other Roughages

Corn Silage	\$ 12.00 Per Ton
Grass Silage	10.00 Per Ton

Pasture

Cows	\$ 5.00 Per Head Per Month
Young Cattle	3.00 Per Head Per Month
Sheep	.80 Per Head Per Month
Hogs	.30 Per Head Per Month

LABOR EARNINGS CORRELATED WITH EXCELLED MANAGEMENT FACTORS

Excelled Factors	Ave. Labor Earnings	% In this Category Or Group
0-1	\$ 7553	10%
2-3	17398	22%
4-5	41049	49%
6 or more	90601	19%

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 - 1973

Item	Average of 480 Farms	96 Most Profitable Farms	96 Least Profitable Farms
1 Labor Earnings	\$43361	\$102190	\$ 8313
2 Crop Yield Index	99	99	82
3 % Till.Land in H.R. Crops	80.6	87.0	71.1
4 Gr.Ret./Till.Acre Ex. Past	158.08	181.95	104.02
5 Ret.\$100 Prod. Lvstk, Index	99	107	89
6 Lvstk.Units Per 100 Acres*	22.6	22.4	24.0
7 Size of Bus.-Work Units	366.9	470.2	276.7
8 Work Units Per Worker	253.0	284.4	198.1
9 Pow. Mach.Equ/Work Units	34.77	36.49	30.98
10 Farm Cap. Invest./Worker	123634	181549	67750
11 Index of Ret. \$100 Feed From			
12 Complete Hog Enterprise	100	109	87
13 Hog Finishing Enterprise	100	103	98
14 Producing Weaning Pigs	100	144	106
15 Dairy Cattle	100	98	88
16 Other Dairy	100	109	100
17 All Dairy & Dual Purp. Cattle	100	101	92
18 Beef Breeding Cattle	100	110	90
19 Beef Feeder Cattle	100	109	84
20 Sheep Farm Flock	100	268	90
21 Feeder Lambs			
22 Chickens, -Laying Flock	100	108	52
23 Chickens-Broilers	100		
24 Turkeys-Laying Flock			
25 Turkey Poults			
26 Other Prod. Lvstk.	100	109	86
27 Number of Animal Units	68.7	112.9	38.0
28 <u>Work Units</u>			
29 Crops	159.1	264.6	88.0
30 Productive Livestock	148.5	156.6	109.0
31 Other Prod. Work Units	59.6	50.4	79.6
32 <u>Expenses Per Work Unit</u>			
33 Trac. & Crop Mach. Exp.	\$20.97	\$22.80	\$18.73
34 F.S/ of Auto & Truck Exp.	6.12	7.84	6.15
35 F.S. of Electric	.98	.94	1.21
36 Lvstk. Equipment Exp.	1.85	2.00	1.06
37 Build. Fenc. & Tiling Exp.	4.83	2.88	3.82
38 Tractor & Crop Mach. Exp.	20.76	17.60	21.69
Per Crop Acre**			
39 Farm Po. Mach. Cost All. to Lives	694.07	655.97	596.87
40 Build. Fenc. & Tiling Cost All. to Crops	1127.07	1797.91	496.36

41 * ACRES INCLUDE ALL TILL. LAND, NON-TILLABLE HAY & 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 solid lines across the center of this page.

Labor Earnings	Crop Yields	%High Return Crops	Gross Return Per Acre	Return From Prod. Livstk.	Livstk. Units Per 100 Acres	Work Units	Pow.-Mach. Equip. cost Per Work Unit	Invest. Per Worker
87,000	150	100	225	120	44	515	26	190,000
65,000	125	90	190	110	34	440	30	150,000
Whole Farm 43,361	100	80	158	100	24	367	34	123,634
Operator 35,490								
22,000	75	70	125	90	14	290	38	60,000
0	50	60	80	80	0	200	42	10,000

TABLE 9 - CROP PRODUCTION - 1973

Item	480 Average Earnings Acres	96 High Earnings Acres	96 Low Earnings Acres
A T. Small Grain & Can. Peas	45.9	65.7	36.5
B T. Row Crop	111.3	174.1	62.9
C T. Legume, Inc. Seed	33.3	28.6	32.2
D T. Other Hay	11.8	7.5	17.0
E T. Silage & Fodder	25.0	26.4	22.4
F T. Total Tillable Pasture	32.0	61.8	22.6
G T. Grass Crops	120.0		
H T. Commercial Fruits & Nuts			
I T. Commercial Vegetables			
J T. Roadside Mkt./Spec. Crops			
K T. Fallow and Idle Land	18.9	35.4	14.0
L T. Tillable Land	398.2	399.5	207.6
M T. Non-Tillable Hay/Past.	27.8	13.0	47.1
N T. Non-Tillable Forest Crops			
O T. Land Not Harvested	22.9	26.3	22.2
P T. Non-Tillable Land	50.7	39.3	69.3
Q T. Total Land in Farm or Ranch	448.9	438.8	276.9

9992 SUPPLEMENTARY MANAGEMENT INFORMATION

9993 Percent Land Tillable	86.2	90.6	77.3
9994 Percent Land on High Return Crops	81.6	86.1	71.9
9995*Fertilizer Cost Per Acre	8.84	9.71	5.90
9996*Crop Chemicals Per Acre	3.77	4.35	2.25
9997*Seed and Other Costs Per Acre	7.16	8.00	5.59
9998*Gas,Oil,& Grease Bought Per Acre	4.02	3.87	3.96

9999* TILLABLE LAND MINUS TILLABLE PASTURE, FALLOW, AND IDLE LAND

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 is divided into ownership costs and operation costs for each crop. The power and crop machinery expense per crop work unit is calculated from the expense 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. Line 22 on each crop table shows the calculated interest for machinery and equipment. This does not include interest on investment for irrigation equipment on land.

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 storage cost and the operators labor.

TABLE 10 - CROP DATA FOR BARLEY, SPRING - 1973

Item	Average Yield of 47 Farms	23 Farms High In Yield	23 Farms Low In Yield
1 Acres	52.5	56.2	50.3
2 Yield	50.2	61.5	37.5
3 Value Per Production Unit	1.53	1.54	1.53
4 Crop Product Return	76.72	94.68	57.32
5 Other Crop Income	.13		.30
6 Total Crop Return	76.85	94.68	57.62
7 Supplemental Costs			
8 Fertilizer	5.50	6.74	4.21
9 Chemicals	.51	.50	.56
10 Seed and Other	3.45	3.22	3.68
11 Special Hired Labor			
12 Custom Work Hired	.51	.59	.46
13 Irrigation Operation			
14 Total Supplemental Costs	9.97	11.05	8.91
15 Return Over Supplemental Costs	66.88	83.63	48.71
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	7.14	8.81	5.15
18 Farm Power & Mach.-Operation	6.55	6.85	6.24
19 Irrigation Equip.-Ownership			
20 Land Cost	15.68	16.52	14.96
21 Miscellenous Costs	.15	.14	.16
22 Interest on Mach.&Equip. Inv.	2.02	1.99	2.01
23 Total Allocated Costs	31.54	34.31	28.52
24 Return Over All Listed Costs	35.34	49.32	20.19
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	1.00	.99	1.00
28 Total Cost Per Unit Of Prod.	.81	.73	.97
29 Return Over Listed Costs Per Unit	.72	.81	.56
30 Total Listed Costs Per Acre	41.51	45.36	37.43

TABLE 10 - CROP DATA FOR FLAX - 1973

Item	Average Yield of 51 Farms	25 Farms High In Yield	25 Farms Low In Yield
1 Acres	46.6	48.4	45.9
2 Yield	16.2	20.7	11.5
3 Value Per Production Unit	6.27	6.36	6.18
4 Crop Product Return	101.85	131.80	71.22
5 Other Crop Income	3.48	6.03	.74
6 Total Crop Return	105.33	137.83	71.96
7 Supplemental Costs			
8 Fertilizer	2.47	3.51	1.39
9 Chemicals	1.42	1.80	.98
10 Seed and Other	7.10	7.48	6.69
11 Special Hired Labor	.09	.17	
12 Custom Work Hired	1.63	1.22	1.29
13 Irrigation Operation			
14 Total Supplemental Costs	12.71	14.18	10.35
15 Return Over Supplemental Cost	92.62	123.65	61.61
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	7.06	8.64	5.12
18 Farm Power & Mach.-Operation	6.24	6.94	5.49
19 Irrigation Equip.-Ownership			
20 Land Cost	18.82	19.84	17.96
21 Miscellaneous Costs	.13	.14	.11
22 Interest on Mach.&Equip. Inv.	1.63	1.67	1.57
23 Total Allocated Costs	33.88	37.23	30.25
24 Return Over All Listed Costs	58.74	86.42	31.36
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	.99	1.01	.96
28 Total Costs Per Unit of Prod.	2.82	2.44	3.44
29 Return Over Listed Costs Per Unit	3.67	4.21	2.81
30 Total Listed Costs Per Acre	46.59	51.41	40.60

TABLE 10 - CROP DATA FOR OATS, FEED - 1973

Item	Average Yield of 370 Farms	185 Farms	
		High In Yield	Low In Yield
1 Acres	39.8	31.3	48.3
2 Yield	67.5	89.3	53.3
3 Value Per Production Unit	1.00	1.05	.96
4 Crop Product Return	67.46	93.80	51.16
5 Other Crop Income	2.69	4.28	1.66
6 Total Crop Return	70.15	98.08	52.82
7 Supplemental Costs			
8 Fertilizer	3.64	4.60	3.04
9 Chemicals	.53	.73	.37
10 Seed and Other	3.67	3.90	3.50
11 Special Hired Labor	.03	.06	
12 Custom Work Hired	1.51	1.76	1.35
13 Irrigation Operation			
14 Total Supplemental Costs	9.38	11.05	8.26
15 Return Over Supplemental Cost	60.77	87.03	44.56
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	7.46	7.35	7.54
18 Farm Power & Mach.-Operation	6.88	6.90	6.85
19 Irrigation Equip.-Ownership			
20 Land Cost	22.14	25.55	18.73
21 Miscellaneous Costs	.08	.10	.06
22 Interest on Mach.&Equip. Inv.	1.71	1.76	1.70
23 Total Allocated Costs	38.27	41.66	34.88
24 Return Over All Listed Costs	22.50	45.37	9.68
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	.98	.99	.98
28 Total Costs Per Unit of Prod.	.70	.58	.80
29 Return Over Listed Costs Per Unit	.34	.51	.20
30 Total Listed Costs Per Acre	47.65	52.71	43.14

TABLE 10 - CROP DATA FOR WHEAT, SPRING - 1973

Item	Average Yield of 212 Farms	106 Farms	106 Farms
		High In Yield	Low In Yield
1 Acres	61.4	62.5	60.3
2 Yield	42.3	50.1	34.2
3 Value Per Production Unit	4.02	4.04	3.99
4 Crop Product Return	170.10	202.38	136.63
5 Other Crop Income	.49	.77	.20
6 Total Crop Return	170.59	203.15	136.83
7 Supplemental Costs			
8 Fertilizer	6.75	7.53	5.94
9 Chemicals	.76	.62	.90
10 Seed and Other	4.88	5.02	4.74
11 Special Hired Labor	.03	.02	.05
12 Custom Work Hired	1.35	1.59	1.09
13 Irrigation Operation			
14 Total Supplemental Costs	13.77	14.78	12.72
15 Return Over Supplemental Cost	156.82	188.37	124.11
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	7.77	7.40	8.14
18 Farm Power & Mach.-Operation	6.73	6.51	6.93
19 Irrigation Equip.-Ownership			
20 Land Cost	22.25	24.06	20.45
21 Miscellaneous Costs	.15	.23	.07
22 Interest on Mach.&Equip. Inv.	1.82	1.74	1.89
23 Total Allocated Cost	38.72	39.94	37.48
24 Return Over All Listed Costs	118.10	148.43	86.53
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	.98	.97	.99
28 Total Costs Per Unit of Prod.	1.24	1.09	1.45
29 Return Over Listed Costs Per Unit	2.83	3.02	2.54
30 Total Listed Costs Per Acre	52.49	54.72	50.20

TABLE 10- CROP DATA FOR BEANS - 1973

Item	Average Yield of 21 Farms	10 Farms High In Yield	10 Farms Low In Yield
1 Acres	57.0	70.5	46.8
2 Yield	381.5	533.0	159.8
3 Value Per Production Unit	3.97	3.12	5.12
4 Crop Product Return	1514.39	1662.94	818.33
5 Other Crop Income			
6 Total Crop Return	1514.39	1662.94	818.33
7 Supplemental Costs			
8 Fertilizer	4.81	5.08	4.64
9 Chemicals	8.56	9.60	7.16
10 Seed and Other	11.42	13.25	8.80
11 Special Hired Labor	.07	.11	
12 Custom Work Hired	3.23	2.78	3.93
13 Irrigation Operation			
14 Total Supplemental Costs	28.09	30.82	24.53
15 Return Over Supplemental Cost	1486.30	1632.12	793.80
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	14.14	13.89	13.40
18 Farm Power & Mach.-Operation	12.04	14.04	9.32
19 Irrigation Equip.-Ownership			
20 Land Cost	29.00	30.00	27.30
21 Miscellaneous Costs	.05	.10	
22 Interest on Mach.&Equip. Inv.	2.84	3.21	2.41
23 Total Allocated Cost	58.07	61.24	52.43
24 Return Over All Listed Costs	1428.23	1570.88	741.37
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.50	.50	.50
27 Power Costs All. Factor	.99	1.00	.97
28 Total Costs Per Unit of Prod.	.23	.17	.48
29 Return Over Listed Costs Per Unit	3.74	2.95	4.64
30 Total Listed Costs Per Acre	86.16	92.06	76.96

TABLE 10 - CROP DATA FOR CANNING CORN - 1973

Item	Average Yield of 37 Farms	18 Farms High In Yield	18 Farms Low In Yield
1 Acres	43.9	48.7	39.4
2 Yield	73.62	84.35	60.51
3 Value Per Production Unit	1.00	1.00	1.00
4 Crop Product Return	73.62	84.35	60.51
5 Other Crop Income	.18		.43
6 Total Crop Return	73.80	84.35	60.94
7 Supplemental Costs			
8 Fertilizer	14.79	12.87	17.47
9 Chemicals	3.66	4.33	2.68
10 Seed and Other	1.34	1.66	1.03
11 Special Hired Labor			
12 Custom Work Hired	1.85	2.57	1.05
13 Irrigation Operation			
14 Total Supplemental Costs	21.64	21.43	22.23
15 Return Over Supplemental Cost	52.16	62.92	38.71
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	12.15	12.22	12.21
18 Farm Power & Mach.-Operation	10.90	11.62	9.66
19 Irrigation Equip.-Ownership			
20 Land Cost	28.35	29.83	26.78
21 Miscellaneous Costs			
22 Interest on Mach.&Equip. Inv.	2.48	2.18	2.87
23 Total Allocated Cost	53.88	55.85	51.52
24 Return Over All Listed Costs	- 1.72	7.07	-12.81
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.49	.50	.47
27 Power Costs All. Factor	.93	.98	.88
28 Total Costs Per Unit of Prod.	1.02	.91	1.21
29 Return Over Listed Costs Per Unit	(-)	.09	-.16
30 Total Listed Costs Per Acre	75.52	77.28	73.75

TABLE 10- CROP DATA FOR CORN FOR GRAIN - 1973

Item	Average Yield of 497 Farms	248 Farms High In Yield	248 Farms Low In Yield
1 Acres	116.1	132.2	98.8
2 Yield	97.0	110.8	78.5
3 Value Per Production Unit	1.89	1.97	1.81
4 Crop Product Return	183.29	218.32	142.03
5 Other Crop Income	.29	.14	.52
6 Total Crop Return	183.58	218.46	142.55
7 Supplemental Costs			
8 Fertilizer	18.07	20.90	14.26
9 Chemicals	5.66	6.29	4.80
10 Seed and Other	9.76	11.38	7.65
11 Special Hired Labor	.14	.22	.03
12 Custom Work Hired	2.77	2.93	2.56
13 Irrigation Operation			
14 Total Supplemental Costs	36.40	41.72	29.30
15 Return Over Supplemental Cost	147.18	176.74	113.25
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	13.80	14.97	12.26
18 Farm Power & Mach.-Operation	12.08	12.24	11.88
19 Irrigation Equip.-Ownership			
20 Land Cost	24.03	27.00	21.06
21 Miscellaneous Costs	.32	.24	.43
22 Interest on Mach.&Equip. Inv.	3.05	3.21	2.85
23 Total Allocated Cost	53.28	57.66	48.48
24 Return Over All Listed Costs	93.90	119.08	64.77
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs All. Factor	.97	.98	.97
28 Total Costs Per Unit of Prod.	.92	.90	.99
29 Return Over Listed Costs Per Unit	.97	1.07	.83
30 Total Listed Costs Per Acre	89.68	99.38	77.78

TABLE 10 - CROP DATA FOR SOYBEANS - 1973

Item	Average Yield of 396 Farms	198 Farms High In Yield	198 Farms Low In Yield
1 Acres	114.6	135.0	94.3
2 Yield	31.9	36.2	25.7
3 Value Per Production Unit	5.15	5.20	5.10
4 Crop Product Return	164.21	188.24	130.88
5 Other Crop Income	.24	.13	.40
6 Total Crop Return	164.45	188.37	131.28
7 Supplemental Costs			
8 Fertilizer	1.01	1.16	.80
9 Chemicals	4.55	5.01	3.89
10 Seed and Other	7.16	7.39	6.82
11 Special Hired Labor	.30	.32	.25
12 Custom Work Hired	.85	.79	.92
13 Irrigation Operation			
14 Total Supplemental Costs	13.87	14.67	12.68
15 Return Over Supplemental Cost	150.58	173.70	118.60
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	11.81	11.98	11.55
18 Farm Power & Mach.-Operation	9.94	9.59	10.43
19 Irrigation Equip.-Ownership			
20 Land Cost	25.72	27.90	23.55
21 Miscellaneous Costs	.53	.55	.51
22 Interest on Mach.&Equip. Inv.	2.49	2.52	2.43
23 Total Allocated Cost	50.49	52.54	48.47
24 Return Over All listed Costs	100.09	121.16	70.13
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.45	.45	.45
27 Power Costs All. Factor	.98	.98	.98
28 Total Costs Per Unit of Prod.	2.00	1.83	2.36
29 Return Over Listed Costs per Unit	3.16	3.37	2.75
30 Total Listed Costs Per Acre	64.36	67.21	61.15

TABLE 10 - CROP DATA FOR SUNFLOWERS - 1973

Item	Average Yield of 11 Farms	5 Farms High In Yield	5 Farms Low In Yield
1 Acres	141.9	106.4	180.8
2 Yield	35.3	74.0	15.0
3 Value Per Production Unit	6.70	7.50	5.51
4 Crop Product Return	236.27	555.31	82.44
5 Other Crop Income			
6 Total Crop Return	236.27	555.31	82.44
7 Supplemental Costs			
8 Fertilizer	4.09	3.52	4.48
9 Chemicals	.35	.39	.39
10 Seed and Other	2.17	2.29	1.27
11 Special Hired Labor			
12 Custom Work Hired	.44	1.29	
13 Irrigation Operation			
14 Total Supplemental Costs	7.05	7.49	6.14
15 Return Over Supplemental Cost	229.22	547.82	76.30
16 Allocated Costs			
17 Farm Power & Mach..Ownership	10.99	13.14	10.25
18 Farm Power & Mach.-Operation	11.38	10.13	11.70
19 Irrigation Equip.-Ownership			
20 Land Cost	16.45	16.00	15.20
21 Miscellaneous Costs	.06	.16	
22 Interest on Mach.&Equip. Inv.	2.53	2.57	2.63
23 Total Allocated Cost	41.41	42.00	39.78
24 Return Over All Listed Costs	187.81	505.82	36.52
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs All. Factor	.99	.98	1.00
28 Total Costs Per Unit of Prod.	1.36	.67	3.06
29 Return Over Listed Costs Per Unit	5.34	6.83	2.45
30 Total Listed Costs Per Acre	48.46	49.49	45.92

TABLE 10 - CROP DATA FOR CANNING PEAS - 1973

Item	Average Yield of 30 Farms	15 Farms High In Yield	15 Farms Low In Yield
1 Acres	23.1	21.6	24.5
2 Yield	80.61	107.31	57.39
3 Value Per Production Unit	1.00	1.00	1.00
4 Crop Product Return	80.61	107.31	57.39
5 Other Crop Income	.43	.37	.45
6 Total Crop Return	81.04	107.68	57.84
7 Supplemental Costs			
8 Fertilizer	3.12	2.36	3.80
9 Chemicals	1.26	.56	1.88
10 Seed and Other	1.60	1.90	1.35
11 Special Hired Labor			
12 Custom Work Hired	.17		.33
13 Irrigation Operation			
14 Total Supplemental Costs	6.15	4.82	7.36
15 Return Over Supplemental Cost	74.89	102.86	50.48
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	9.74	9.63	9.92
18 Farm Power & Mach.-Operation	8.70	7.50	9.84
19 Irrigation Equip.-Ownership			
20 Land Cost	29.37	29.27	29.47
21 Miscellaneous Costs			
22 Interest on Mach.& Equip. Inv.	1.90	1.81	1.96
23 Total Allocated Cost	49.71	48.21	51.19
24 Return Over All Listed Costs	25.18	54.65	- .71
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.40	.40	.40
27 Power Costs All. Factor	.99	1.00	.99
28 Total Costs Per Unit of Prod.	.69	.49	1.01
29 Return Over Listed Costs Per Unit	.32	.51	(-)
30 Total Listed Costs Per Acre	55.86	53.03	58.55

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1973

Item	Average Yield of 313 Farms	156 Farms High In Yield	156 Farms Low In Yield
1 Acres	33.9	29.1	39.0
2 Yield	3.6	5.3	2.3
3 Value Per Production Unit	31.08	31.54	30.57
4 Crop Product Return	110.94	166.91	68.97
5 Other Crop Income	.47	.31	.62
6 Total Crop Return	111.41	167.22	69.59
7 Supplemental Costs			
8 Fertilizer	4.25	6.08	2.88
9 Chemicals	.06	.07	.08
10 Seed and Other	4.45	5.33	3.83
11 Special Hired Labor	.03	.03	.03
12 Custom Work Hired	1.56	2.23	1.08
13 Irrigation Operation			
14 Total Supplemental Costs	10.35	13.74	7.09
15 Return Over Supplemental Cost	101.06	153.48	61.69
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	14.96	17.42	13.11
18 Farm Power & Mach.-Operation	12.89	13.02	12.72
19 Irrigation Equip., Ownership		.03	
20 Land Cost	22.11	24.17	19.99
21 Miscellaneous Costs	.35	.52	.21
22 Interest on Mach. & Equip. Inv.	3.45	3.85	3.16
23 Total Allocated Costs	53.76	59.01	49.19
24 Return Over All Listed Costs	47.30	94.47	12.50
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs All. Factor	.98	.97	.98
28 Total Costs Per Unit of Prod.	17.93	13.71	24.80
29 Return Over Listed Costs Per Unit	13.28	17.88	6.05
30 Total Listed Costs Per Acre	64.11	72.75	57.09

TABLE 10 - Crop DATA FOR CORN & SORGHUM SILAGE

Item	Average Yield of 231 Farms	115 Farms High In Yield	115 Farms Low In Yield
1 Acres	24.8	23.2	26.6
2 Yield	13.2	17.4	9.5
3 Value Per Production Unit	11.97	11.98	11.96
4 Crop Product Return	157.82	208.10	113.76
5 Other Crop Income	.04	.09	
6 Total Crop Return	157.86	208.19	113.76
7 Supplemental Costs			
8 Fertilizer	12.10	14.48	10.04
9 Chemicals	4.40	4.31	4.47
10 Seed and Other	5.97	7.03	5.08
11 Special Hired Labor			
12 Custom Work Hired	2.94	4.18	1.92
13 Irrigation Operation			
14 Total Supplemental Costs	25.41	30.00	21.51
15 Return Over Supplemental Cost	132.45	178.19	92.25
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	15.00	15.82	14.29
18 Farm Power & Mach.-Operation	12.78	13.79	11.88
19 Irrigation Equip.-Ownership			
20 Land Cost	20.66	22.24	19.04
21 Miscellaneous Costs	.08	.13	.04
22 Interest on Mach.& Equip. Inv.	3.55	3.62	3.46
23 Total Allocated Costs	52.07	55.60	48.71
24 Return Over All Listed Costs	80.38	122.59	43.54
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs All. Factor	.99	.99	.98
28 Total Costs Per Unit of Prod.	5.83	4.91	7.38
29 Return Over Listed Costs Per Unit	6.15	7.07	4.58
30 Total Listed Costs Per Acre	77.48	85.60	70.22

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

Item	Average of 144 Farms	48 Farms	48 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Pounds of Hogs Prod.-Total	60028	49905	56395
2 Total Value Produced	\$43.60	<u>Per Hundred Weight</u> \$49.15	\$39.76
3 Pounds of Feed Fed			
4 Corn	321.1	269.2	376.4
5 Small Grain	46.5	55.2	57.6
6 Protein, Salt & Mineral	73.2	75.1	74.9
7 Complete Ration	24.8	23.2	36.6
8 Total Concentrates	456.6	422.7	545.5
9 Forages	6.6	5.5	2.0
10 Feed Cost			
11 Concentrates & Forages	20.37	17.83	23.88
12 Pasture			
13 Total Feed Costs	20.37	17.83	23.88
14 Return Over Feed Cost	23.23	31.32	15.88
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	.66	.67	.60
17 Veterinary Expense	.25	.31	.26
18 Custom Work	.32	.45	.27
19 Total Supplemental Costs	1.23	1.43	1.13
20 Return Over Feed & Supp. Costs	22.00	29.89	14.75
20A Allocated Costs			
20B Power & Machinery Costs	.56	.51	.66
20C Livestock Equipment	.59	.76	.41
20D Building & Fences	.61	.36	.47
20E Total Allocated Costs	1.76	1.63	1.54
20F Return Over All Listed Costs	20.24	28.26	13.21
21 Supplementary Management information			
22 Return for \$100 Feed Fed	\$214.03	\$275.66	\$166.50
23 Price Received Per CWT.	40.94	44.68	38.23
23A Price Rec. Per CWT. Sold Mkt.Only	41.20	45.45	37.75
24 No. of Litter Farrowed	37	43	29
25 No. of Pigs Born Per Litter	9.4	9.7	9.0
26 No. of Pigs Weaned Per Litter	7.5	7.7	7.1
27 Per Cent Death Loss	13.0	15.3	12.4
28 Av. Weight of Hogs Sold	202.8	154.7	228.9
28A Average Weight Of MKT. Hogs Sold	193.3	146.0	220.6
29 Price Per CWT. Conc. Fed	4.36	4.20	4.37
30 Pounds of Pork Purchased	2902	2313	3935

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 incl.

TABLE 11B - COSTS AND RETURNS FROM HOGS FINISHING ENTERPRISE - 1973

Item	Average of 50 Farms	17 Farms High In Return Over Feed	17 Farms Low In Return Above Feed
1 Average No. of Pigs On Hand	164.7	130.3	141.9
2 Total Pounds of Hogs Produced	74038	64259	64105
3 Total Value Produced	32.94	Per Hundred Weight 36.84	30.32
4 Pounds of Feed Fed			
5 Corn	306.7	234.9	355.1
6 Small Grain	31.7	44.1	36.2
7 Protein, Salt & Mineral	76.0	55.0	54.2
8 Complete Ration	24.2	33.0	37.2
9 Total Concentrates	438.6	367.0	482.7
10 Forages	1.8	.9	2.6
11 Feed Costs			
12 Concentrates & Forages	18.88	16.30	21.88
13 Pasture			
14 Total Feed Costs	18.88	16.30	21.88
15 Return Over Feed Cost	14.06	20.54	8.44
16 Supplemental Costs			
17 Miscellaneous Livestock Exp.	.46	.37	.24
18 Veterinary Expense	.13	.15	.15
19 Custom Work	.30	.31	.27
20 Total Supp. Costs	.89	.83	.66
21 Return Over Feed Cost	13.17	19.71	7.78
21A Allocated Costs			
21B Power & Machinery Costs	.28	.25	.33
21C Livestock Equipment Costs	.30	.38	.21
21D Building & Fences	.31	.18	.24
21E Total Allocated Costs	.89	.81	.78
21F Return Over All Listed Costs	12.28	18.90	7.00
22 Supplementary Management Information			
23 Return for \$100 Feed Fed	174.45	226.03	138.59
24 Price Received Per CWT.	39.35	39.66	38.38
25 Ave. Weight of Pigs Sold	233.3	246.9	224.8
26 Average Price Paid Per Pig Bot.	32.22	29.76	32.29
27 Ave. Weight Per Pig Bot.	38.2	41.4	37.1
28 No. of Pigs Purchased	362	243	333
29 Pounds of Pork Purchased	13829	10054	12347
30 Per Cent Death Loss	2.2	1.5	3.0
31 Price Per CWT. Conc. Fed	4.30	4.44	4.52

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 - 1973

Item	Average of 36 Farms	12 Farms	12 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Number of Litters Farrowed	41	40	31
		Per Litter	
2 Total Value Produced	291.02	347.05	207.10
3 Pounds of Feed Fed			
4 Corn	1101.6	976.4	577.8
5 Small Grain	388.0	351.1	594.4
6 Protein, Salt & Mineral	368.9	367.7	95.9
7 Complete Ration	248.4	10.8	863.5
8 Total Concentrates	2106.9	1706.0	2131.6
9 Forages	102.6	215.8	85.5
10 Feed Cost			
11 Concentrates & Forages	102.66	86.83	100.58
12 Pasture			
13 Total Feed Costs	102.66	86.83	100.58
14 Return Over Feed Cost	188.36	260.22	106.52
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	6.32	5.03	5.65
17 Veterinary Expense	1.90	2.60	1.94
18 Custom Work	2.59	3.18	3.00
19 Total Supplemental Costs	10.81	10.81	10.59
20 Return Over Feed & Supp. Costs	177.55	249.41	95.93
20A Allocated Costs			
20B Power & Machinery Costs	6.55	5.90	7.66
20C Livestock Equipment Costs	6.88	8.87	4.84
20D Building & Fences	7.13	4.24	5.54
20E Total Allocated Costs	20.56	19.01	18.04
20F Return Over All Listed Costs	156.99	230.40	77.89
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	283.49	399.71	205.90
23 Average Price Rec. Per Pig Sold	41.26	46.04	34.60
24 No. of Pigs Prod.	300	319	191
25 No. Of Pigs Born Per Litter	9.1	9.2	8.2
26 No. of Pigs Weaned Per Litter	7.3	8.0	6.2
27 Per Cent Death Loss	16.4	11.1	21.0
28 Price Per CWT. Conc. Fed	4.80	4.91	4.67
29 Feed & Supp. Costs Per Pig Prod.	15.51	12.24	18.04

TABLE 12 - DAIRY COWS - 1973

Item	Average of 143 Farms	47 Farms High In Return Above Feed	47 Farms Low In Return Above Feed
1 Average Number of Cows	31.5	33.3	26.1
		Per Cow	
2 Pounds of Milk	11392	12548	9269
3 Pounds of Butterfat	444.3	464.2	418.1
4 Per Cent Butterfat in Milk	3.9	3.7	4.5
5 Value of Produce			
6 Dairy Products Sold	699.68	800.90	576.93
7 Dairy Products Used In Home	5.33	5.02	5.75
8 Milk Fed to Livestock	7.75	7.21	8.28
9 Net Inc. in Value of Cows	2.10	21.23	-18.77
10 Total Value Produced	714.86	834.36	572.19
11 Pounds of Feed Fed			
12 Corn	3631.3	3404.4	4221.6
13 Sm. Gr. & Com. Dairy Ration	1644.9	1740.6	1333.4
14 Protein, Salt & Mineral	565.3	595.6	471.1
15 Total Concentrates	5841.5	5740.6	6026.1
16 Legume Hay	6054.4	5596.6	6731.4
17 Other Hay & Dry Roughage	489.9	84.6	230.4
18 Silage	12439.5	13528.0	11583.4
19 Feed Costs			
20 Concentrates	195.65	185.86	206.51
21 Roughages	150.41	132.73	161.42
22 Pasture	4.22	3.90	6.59
23 Total Feed Costs	350.28	322.49	374.52
24 Return Over Feed Cost	364.58	511.87	197.67
25 Supplemental Costs			
26 Mis. Livestock Expense	31.81	35.32	23.49
27 Veterinary Expense	8.76	9.91	5.82
28 Custom Work	23.21	26.28	19.43
29 Total Supplemental Costs	63.78	71.51	48.74
30 Return Over Feed & Supp. Costs	300.80	440.36	148.93
30A Allocated Costs			
30B Power & Machinery Costs	32.78	29.59	38.32
30C Livestock Eq. Costs	35.85	45.34	25.87
30D Building & Fences	35.77	21.26	27.70
30E Total Allocated Cost	104.40	96.19	91.89
30F Return Over All Listed Costs	196.40	344.17	57.04
31 Supplementary Management Information			
32 Return for \$100 Feed Fed	204.08	258.72	152.78
33 Feed Cost Per CWT. Milk	3.13	2.57	4.04
34 Feed Cost Per Pd. of Butterfat	.788	.658	.896
35 Pounds of Milk Per Pd. of Conc.	1.916	2.186	1.538
36 Ave. Price Per CWT. Milk Sold	6.36	6.47	6.36
37 Ave. Price Per Pd. of Butterfat	1.64	1.77	1.41

TABLE 13 - OTHER DAIRY CATTLE - 1973

Item	Average of 143 Farms	47 Farms High In Return Above Feed	47 Farms Low In Return Above Feed
1 Number of Head	40.0	32.3	42.2
2 Net Inc. In Value	213.75	Per Head 291.46	173.22
3 Pounds of Feed Fed			
4A Corn and Small Grain	1182.3	1038.6	1471.7
4B Protein, Salt, & Mineral	128.0	127.1	142.8
4C Complete Dairy Ration	5.2		.5
4 Hay & Roughage	2573.2	2288.5	3102.0
5 Silage	5253.3	4893.5	6614.0
6 Milk	89.7	77.5	88.5
7 Feed Costs			
8 Concentrates	46.93	42.94	57.91
9 Roughages	60.58	52.88	77.70
10 Milk	6.20	5.82	5.57
11 Pasture	3.00	3.53	2.68
12 Total Feed Costs	116.71	105.17	143.86
13 Return Over Feed Cost	97.04	186.29	29.36
14 Supplemental Costs			
15 Miscellaneous Livestock Exp.	3.70	2.76	4.27
16 Veterinary Expense	.78	1.42	.21
17 Custom Work	.95	.65	1.04
18 Total Supplemental Costs	5.43	4.83	5.52
19 Return Over Feed & Supp. Costs	91.61	181.46	23.84
19A Allocated Costs			
19B Power & Machinery Costs	5.62	5.07	6.57
19C Livestock Equipment Costs	6.14	7.77	4.43
19D Building & Fences	6.13	3.64	4.75
19E Total Allocated Cost	17.89	16.48	15.75
19F Return Over All Listed Costs	73.72	164.98	8.09
20 Supplementary Management Information			
21 Return for \$100 Feed Fed	183.16	277.13	120.41
22 Per Cent Death Loss	8.0	6.2	11.3

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 - 1973

Item	Average of 143 Farms	47 Farms High In Return Above Feed	47 Farms Low In Return Above
1 Average Number of Cows	31.4	30.3	27.2
	Per Cow		
2 Value of Dairy Products	711.08	818.15	581.76
3 Net Inc. In Value	272.55	383.40	217.65
4 Total Value Produced	983.63	1201.55	799.41
5 Pounds of Feed Fed			
6 Concentrates	7502.7	7417.9	7750.9
7 Hay & Dry Roughages	9776.0	10026.8	10123.1
8 Silage	18998.2	21532.9	18465.3
9 Feed Cost			
10 Concentrates	262.23	256.04	277.21
11 Roughage	226.43	227.19	243.20
12 Pasture Costs	7.96	10.46	8.49
13 Total Feed Costs	496.62	493.69	528.90
14 Return Over Feed Cost	487.01	707.86	270.51
15 Supplemental Costs			
16 Misc. Livestock Expense	36.43	38.28	27.10
17 Veterinary Expense	9.78	14.13	7.57
18 Custom Work	24.36	28.18	19.67
19 Total Supp. Costs	70.57	80.59	54.34
20 Ret. Over Feed & Suppl. Costs	416.44	627.27	216.17
20A Allocated Costs			
20B Power & Machinery Costs	39.94	35.00	48.51
20C Livestock Equipment Costs	41.95	52.55	30.64
20D Building & Fences	43.59	25.14	35.07
20E Total Allocated Costs	125.48	112.69	114.22
20F Return Over All Listed Costs	290.96	514.58	101.95
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	198.06	243.38	151.15

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 - 1973

Item	Average of 62 Farms	20 Farms High In Return Above Feed	20 Farms Low In Return Above Feed
1 Average No. of Beef Cows	57.1	33.1	98.1
2 Ave. No. Other Bee An. & Bulls	28.0	27.9	34.2
3 Pounds of Beef Produced	17471	15005	18391
4 Net Increase in Value	180.77	Per Cow 349.67	104.86
5 Pounds of Feed Fed			
6 Grain	437.7	227.5	585.1
7 Protein, Salt & Mineral	39.1	29.6	37.7
8 Legume Hay	2152.1	2976.4	1618.5
9 Other Hay & Roughage	290.2	306.3	243.0
10 Silage	3555.1	4583.4	2790.0
11 Feed Cost			
12 Concentrates	17.37	11.96	21.79
13 Roughages	49.42	60.21	40.58
14 Pasture	10.67	15.50	4.94
15 Total Feed Costs	77.46	87.67	67.31
16 Return Over Feed Cost	103.31	262.00	37.55
17 Supplemental Costs			
18 Miscellaneous Livestock Exp.	4.12	5.38	3.63
19 Veterinary Expense	2.45	4.83	1.42
20 Custom Work	1.54	2.15	1.55
21 Total Supp. Costs	8.11	12.36	6.60
22 Ret. Over Feed & Supp. Costs	95.20	249.64	30.95
22A Allocated Costs			
22B Power & Machinery Costs	7.02	6.34	8.21
22C Livestock Equipment Costs	7.38	9.52	5.19
22D Building & Fences	7.67	4.55	5.93
22E Total Allocated Costs	22.07	20.41	19.33
22F Return Over All Listed Costs	73.13	229.23	11.62
23 Supplementary Management Information			
24 Return for \$100 Feed Fed	233.37	398.83	155.79
25 Price Per CWT. Sold	42.82	45.31	40.67
25A Price Per CWT calves Sold or Trans.	50.07	52.35	43.75
26 Ave. Weight Per Head Sold	638	658	673
26A Ave. Weight Per Calf Sold Or Trans.	447.1	424.9	497.4
27 Percent Death Loss	3.4	3.2	4.4
28 Percent Calf Crop	98	123	95

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

TABLE 15B - FEEDER CATTLE -1973

Item	Average of 129 Farms	43 Farms High In Return Above Feed	43 Farms Low In Return Above Feed
1 Ave. No. of Beef Feeder	94.4	91.1	96.6
2 Pounds of Beef Produced	60407	59177	56177
	Per Hundred Weight		
3 Net Inc. Value of Animals	39.15	47.38	30.56
4 Pounds of Feed Fed			
5 Grain	630.0	540.6	722.9
6 Protein, Salt & Mineral	37.5	31.8	40.3
7 Legume Hay	130.0	161.2	106.4
8 Other Hay & Dry Roughage	62.0	4.3	188.3
9 Silage	621.2	686.1	623.2
10 Feed Costs			
11 Concentrates	20.20	15.34	24.37
12 Roughage	5.53	5.42	6.89
13 Pasture	.27	.06	.74
14 Total Feed Costs	26.00	20.82	32.00
15 Return Over Feed Cost	13.15	26.56	-1.44
16 Supplemental Costs			
17 Misc. Livestock Expense	.68	.83	.74
18 Veterinary Expense	.29	.39	.18
19 Custom Work	.82	.80	.76
20 Total Supplemental Costs	1.79	2.02	1.68
21 Ret. Over Feed & Supp. Costs	11.36	24.54	-3.12
21A Allocated Costs			
21B Power & Machinery Costs	.56	.51	.66
21C Livestock Equipment Costs	.59	.76	.41
21D Building & Fences	.61	.36	.47
21E Total Allocated Costs	1.76	1.63	1.54
21F Return Over All Listed Costs	9.60	22.91	-4.66
22 Supplementary Management Information			
23 Return For \$100 Feed Fed	150.58	227.57	95.51
24 Price Per CWT. Sold	42.69	45.39	40.53
25 Average Weight Per Head Sold	1063.6	1013.3	1088.2
26 Price Per CWT. Bought	50.30	46.78	54.47
27 Average Weight Per Head Bought	511.3	496.6	531.4
28 Number of Head Bought	87	86	87
29 Percent Death Loss	2.2	2.9	1.6

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

TABLE 16A - SHEEP FLOCK -1973

Item	Average of 15 Farms	5 Farms High In Return Above Feed	5 Farms Low In Return Above Feed
1 Average Number of Ewes	46.7	64.4	26.4
2 Pounds of Lamb & Mutton Produced	3625	6181	1174
3 Pounds of Wool Produced	472	569	322
	Per Ewe		
4 Value of Produce			
5 Wool	10.69	8.87	12.61
6 Net Inc. in Value of Animals	27.52	38.82	2.08
7 Total Value Produced	38.21	47.19	14.69
8 Pounds of Feed Fed			
9 Grain	505.2	340.7	313.8
10 Protein, Salt & Mineral	22.6	14.5	6.8
11 Legume Hay	747.5	806.8	1168.2
12 Other Hay & Dry Roughage			
13 Silage	111.3	198.8	30.3
14 Feed Cost			
15 Concentrates	17.77	12.80	9.89
16 Roughage	10.32	10.81	15.80
17 Pasture	3.68	4.04	4.36
18 Total Feed Costs	31.77	27.65	30.05
19 Return Over Feed Costs	6.44	19.54	-15.36
20 Supplemental Costs			
21 Mis. Livestock Expense	2.85	1.72	2.35
22 Veterinary Expense	1.24	1.13	1.40
23 Custom Work	1.63	1.20	.64
24 Total Supplemental Cost	5.72	4.05	4.39
25 Ret. Over Feed & Supp. Costs	.72	15.49	-19.75
25A Allocated Costs			
25B Power & Machinery Costs	2.81	2.54	3.28
25C Livestock Equipment Costs	2.95	3.81	2.07
25D Building & Fences	3.06	1.82	2.37
25E Total Allocated Costs	8.82	8.17	7.72
25F Return Over All Listed Costs	-8.10	7.32	-27.47
26 Supplementary Management Information			
27 Return For \$100 Feed Fed	120.22	170.63	48.93
28 Price Per CWT Lamb & Mutton Sold	27.84	28.58	21.81
28A Price Per CWT. Lamb Sold or Trans.	31.92	30.02	31.56
28B Weight of Lambs Sold Or Trans.	101.7	120.1	68.0
29 Pounds Wool Per Sheep Shear.	9.6	10.9	10.7
30 No. of Ewes Kept for Lambing	39	56	17
31 Percent of Lamb Crop	136	132	224
32 Percent Death Loss	11.5	10.8	23.5

TABLE 17A - LAYING FLOCK - CHICKENS - 1973

Item	Average of 24 Farms	12 Farms	12 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average Number of Hens	1814.7	3391.8	237.7
Per Hen			
2 Value of Produce			
3 Eggs Sold & Used	8.68	9.08	3.01
4 Inc. In Value of Flock	-.57	-.63	.18
5 Total Value Produced	8.11	8.45	3.19
6 Pounds of Feed Fed			
7 Grain	41.9	39.8	72.9
8 Protein, Salt & Mineral	22.2	22.9	11.5
9 Complete Commercial Feed	40.2	25.4	252.3
10 Total Pounds Fed	104.3	88.1	336.7
11 Total Feed Cost	4.76	4.75	4.85
12 Return Over Feed Cost	3.35	3.70	-1.66
13 Supplemental Costs	.21	.22	.08
14 Ret. Over Feed & Supp. Costs	3.14	3.48	-1.74
14A Allocated Cost			
14B Power & Machinery Costs	.23	.21	.27
14C Livestock Equipment Costs	.25	.32	.17
14D Building & Fences	.26	.15	.20
14E Total Allocated Cost	.74	.68	.64
14F Return Over All Listed Costs	2.40	2.80	-2.38
15 Supplementary Management Information			
16 Return for \$100 Feed Fed	170.38	177.90	65.74
17 Eggs Laid Per Hen	229	238	96
18 Price/Doz. Eggs Sold-Cents	.46	.46	.38
19 Feed Cost/Doz. Eggs-Cents	.25	.24	.61
20 Ret. Over Feed Cost/Doz. Eggs	.18	.19	-.21
21 Percent Death Loss	7.2	6.7	13.5

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

ITEMS	1968	1969	1970	1971	1972
Number of records	142	206	237	376	535
Ave. labor earnings \$	8,341	9,369	7,314	9,622	12,341
Total farm sales	30,656	36,688	39,539	40,731	53,867
Total cash oper. exp.	17,073	19,920	22,562	24,877	31,180
<u>Return Over \$ 100 Feed Fed:</u>					
Dairy cow	234	230	235	239	224
Feeder cattle		161	136	168	155
Hogs	162	213	130	153	201
Laying hens	207	233	174	104	124
<u>Miscellaneous Livestock Information</u>					
Number of dairy cows?herd	27.1	29.3	29.6	29.7	31.4
Pounds feeder cattle prod.		37,061	56,412	59,950	60,585
Pounds pork produced	51,451	45,341	62,856	52,476	65,237
Pounds butterfat/ cow	398.6	402.8	402.2	441.2	442.3
Eggs per hen	242	240	213	203	265
<u>Prices Received Per:</u>					
Cwt. milk sold \$	4.34	4.48	4.74	4.87	5.12
Cwt. Fat cattle		28.52	28.62	31.42	34.41
Cwt. hogs (complete)	19.82	24.37	18.65	18.46	26.61
Dozen eggs sold	.23	.35	.31	.21	.22
<u>Price Of Feed:</u>					
Corn, bushel	1.00	1.10	1.20	1.10	1.13
Oats, bushel	.60	.60	.61	.52	.65
Alfalfa hay/ ton	22.00	22.00	22.00	22.00	22.00
Corn silage/ ton	7.00	7.00	7.00	7.00	7.50
<u>Yields Per Acre:</u>					
Oats, bushels	66.2	60.3	60.1	64.9	49.8
Corn grain, bushels	77.2	84.9	87.1	82.3	90.4
Canfield corn \$	73.87	73.36	57.51	53.13	67.79
Soybeans, bushels	22.5	22.2	29.4	24.9	27.3
Corn silage, tons	11.2	10.9	8.4	11.4	11.4
Alfalfa hay, tons	2.9	3.0	3.0	4.1	3.6
Wheat, bushels	35.0	27.6	26.1	32.6	25.3
Barley, bushels	54.4	49.9	36.1	48.0	35.3