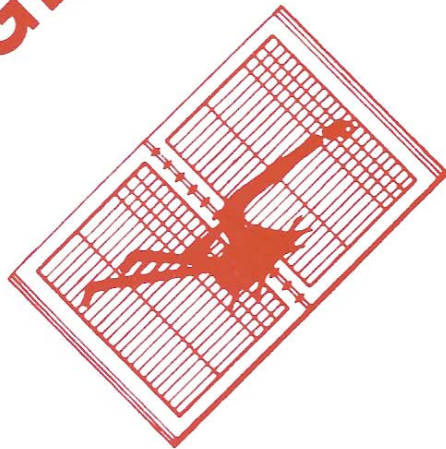


FARM BUSINESS MANAGEMENT



1974 Annual Report
Northeastern Minnesota

Report No. 19
April, 1975

1974 REPORT OF THE VOCATIONAL AGRICULTURE FARM MANAGEMENT
PROGRAM IN NORTHEASTERN MINNESOTA

William E. Guelker
Area Vo-Ag Program Coordinator

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INTRODUCTION

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

The basic plan available to farmers, is an annual analysis program (Adequate for the majority of farmers).

For a cost of about \$35.00, the farmer receives a computerized depreciation schedule, and a very complete enterprise analysis of his farming operation. In addition he will be working with a Farm Management Instructor who teaches him basic accounting procedures and helps him to budget, interpret his analysis, plan his operation, and plan his credit needs. The "Ag. Man" also helps him keep up with the latest agricultural developments. In short, the "Ag. Man" helps the farmer to get the most out of his farm and himself.

The Staples Area Vocational-Technical Institute, in cooperation with the University of Minnesota and the Vocational Division of the Minnesota State Department of Education, is charged with the responsibility for operation and maintenance of the Vocational Agriculture Farm Management Program in Northeastern Minnesota. This 1974 report represents the nineteenth annual report for this area.

The report and analysis of records were completed under the direction of William E. Guelker, Vo Ag Coordinator at the Staples Area Vocational-Technical Institute. Clerical assistance was provided by Lorraine Anderson, Estelle Anderson, Donna Korfe, Gloria Grabill, Dianne Noska, Marjorie Parson & Tom Schultz.

Directing locally in a supervisory capacity were: Dr. Duane Lund, Superintendent of Staples Public Schools and Mr. Mike Matanich, Director of the Staples Area Vocational-Technical Institute.

Cooperating agencies were represented by: Mr. Paul Day, Mr. Odell Bardusen and Mr. Robert Van Tries of the Vocational Division, State Department of Education, and Dr. R. Paul Marvin and Dr. Edgar Pearsons of the Agriculture Education Department of the University of Minnesota.

Special thanks are also extended to Rodger Palmer, former Vo Ag Coordinator from Duluth.

This report deals with farmers enrolled in adult programs of schools shown below.
548 records were submitted for analysis with averages of 354 included in this report.

1974 Records for analysis were received from:

<u>School</u>	<u>*Cooperators</u>	<u>Records</u>	<u>Instructor</u>
Aitkin	28	27	Russell Ruud (Vets)
Bagley	35	35	Ken Ostlund
Bagley	28	27	Bill Wendlandt (Vets)
Barnum	22	21	Tom Hassett (Vets)
Baudette	24	21	John Grenier (Vets)
Bemidji	28	25	Jim Sackett (Vets)
Cherry	31	31	Ed Takala (Adult & Vets)
Eagle Bend	34	22	Tom Harper (Vets)
Eagle Bend	41	36	Bill Ladwig
Grand Rapids	25	23	David Gabriel (Vets)
Northome	23	23	Paul Jourdan (Vets)
Northome	2	2	**Bernie Uran
Park Rapids	25	23	Wendell Francis (Vets)
Pine City	40	35	Arvid Anderson
Pine City	24	24	Garland Kotek (Vets)
Sebeka	20	20	Cliff Gustafson (Vets)
Sebeka	19	19	Del Harrington
Staples	25	25	Bob Anderson (Vets)
Staples	25	25	DelRay Lecy (Vets)
Staples	22	20	Wayne Haglin
Staples	29	23	Lennen Naley
Wadena	22	21	John Johnson (Vets)
Willow River	<u>25</u>	<u>20</u>	Darrel Ober (Vets)
TOTAL	597	548	

Records this year, for the 11th time, were analyzed by electronic data processing with the work being done by Agriculture Records Cooperative at Madison, Wisconsin.

*In some cases instructors worked with 2 or more families in partnership. This column represents the actual number of families that were involved in the record analysis program.

**High School Instructor doing some adult work.

TABLE 1 SUMMARY OF FARM INVENTORIES 1974 (Average 354 Farms)

1.	Size of Farm - Total Acres	315.7	
2.	- Tillable Acres	156.1	
3.	Work Unit - Crops	66.22	
4.	- Livestock	177.78	
5.	- Other	15.10	
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	259.10	
7.	Number of Workers	1.5	
7A.	Farm Capital Investment Per Worker	39363	
		Jan. 1	Dec. 31
8.	PRODUCTIVE LIVESTOCK		
9.	Dairy Cows	7367	7838
10.	Other Dairy Cattle	4145	3411
11.	Beef Breeding Cattle	3790	3406
12.	Beef Feeder Cattle	455	477
13.	Hogs	643	583
14.	Sheep (incl. Feeders)	33	35
15.	Poultry (incl. Turkeys)	68	78
16.	Other Productive Livestock	86	83
17.	TOTAL PRODUCTIVE LIVESTOCK	\$ 16587	15911
18.	CROP, SEED AND FEED	5546	6747
19.	POWER, MACHINERY AND EQUIPMENT		
20.	Auto and Truck (farm share)	1372	1554
21.	Power and Machinery	7443	9623
21A.	Irrigation Equipment	236	301
22.	Livestock Equipment	2004	2266
23.	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 11055	13744
24.	Land	14952	16176
25.	Buildings - Fences - etc.	8817	10263
26.	TOTAL FARM CAPITAL	\$ 56957	62841

Table 1 lists the categories of farms capital for the average of 354 farms and for the 71 most profitable and 71 least profitable farms.

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

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

TABLE 1 (continued)		71 High	71 Low		
1.	Size of Farm - Total Acres	375.6		358.8	
2.	- Tillable Acres	214.0		169.4	
3.	Work Units - Crops	104.99		62.24	
4.	- Livestock	332.62		136.45	
5.	- Other	20.15		6.00	
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	457.76		204.69	
7.	Number of Workers	1.9		1.5	
7A.	Farm Capital Investment Per Worker	55100		39108	
		Jan. 1	Dec. 31	Jan. 1	Dec. 31
8.	PRODUCTIVE LIVESTOCK				
9.	Dairy Cows	15137	16493	3619	4010
10.	Other Dairy Cattle	8723	7832	2209	1478
11.	Beef Breeding Cattle	1344	1476	7884	5482
12.	Beef Feeder Cattle	113	247	1532	1213
13.	Hogs	594	792	856	354
14.	Sheep (incl. Feeders)			84	107
15.	Poultry (incl. Turkeys)	13	16	302	344
16.	Other Productive Livestock	3	3	112	97
17.	TOTAL PRODUCTIVE LIVESTOCK	\$25927	26859	16598	13085
18.	Crop, Seed and Feed	10256	13948	6128	5944
19.	POWER, MACHINERY AND EQUIPMENT				
20.	Auto and Truck (farm share)	1608	2106	1488	1698
21.	Power and Machinery	13232	16271	7543	11195
21A.	Irrigation Equipment	523	712	120	168
22.	Livestock Equipment	4830	5142	989	1427
23.	TOTAL POWER, MACHINERY AND EQUIPMENT	\$20193	24231	10140	14488
24.	Land	21832	23220	14733	15989
25.	Buildings - Fences - etc.	15362	18569	7915	9302
26.	TOTAL FARM CAPITAL	\$93570	106827	55514	58808

Work units provide a measure of the work load as an indication of size. Some clue to the farm organization is indicated by the distribution of work between crops and livestock.

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

TABLE 2A WHOLE FARM SUMMARY OF CASH RECEIPTS - 1974		Average of 354 Farms	71 High	71 Low
1.	SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2.	Dairy Cows	\$ 1297	\$ 3421	\$ 593
3.	Dairy Products	13364	32032	5502
4.	Other Dairy Cattle	763	1757	501
5.	Beef Breeding Cattle	881	278	2358
6.	Beef Feeder Cattle	323	108	1182
7A.	Hogs Complete	320	568	612
7B.	Hogs Finishing	23		62
7C.	Hogs Producing Weaning Pigs	723	733	545
8A.	Sheep and Wool, Farm Flock	32		73
8B.	Sheep and Wool, Feeder Lambs	1		3
9.	Chickens (incl. Hens and Broilers)	22	11	6
10.	Turkeys	482		2401
11.	Eggs	23	70	5
12.	Other Productive Livestock	46		18
12A.	TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 18300	\$ 38978	\$ 13861
13.	SALE OF CROPS			
13A.	Wheat	592	170	1500
13B.	Other Small Grains	418	196	663
13C.	Corn	239	520	135
13D.	Soybeans	8	11	
13E.	Other Row Crops	147	211	497
13F.	Legumes and Other Forage	356	593	255
13G.	Grass Seed	159		684
13H.	Fruits and Nuts	2		
13I.	Vegetables, Roadside Market and Specialty	127	78	173
13J.	Nursery, Timber and Other	253	447	82
13K.	Set Aside - Government Payments	3	12	
19A.	TOTAL SALES FROM CROPS	\$ 2304	\$ 2238	\$ 3989
20.	Capital Assets Sold	1062	3246	1021
21.	Gas Tax Refund	56	89	54
22.	Income From Work off the Farm	436	566	213
23.	Patronage Refunds	84	180	80
24.	Miscellaneous Farm Income	281	521	180
25.	TOTAL FARM SALES	\$ 22523*	\$ 45818	\$ 19398
26.	Increase in Farm Capital	7623	13848	8273
27.	Family Living From the Farm	483	712	426
28.	TOTAL FARM RECEIPTS (25) + (26) + (27)	\$ 30629	\$ 60378	\$ 28097

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

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1974		Average of 354 Farms	71 High	71 Low
1.	PURCHASE OF LIVESTOCK			
2.	Dairy Cows	\$ 998	\$ 1695	\$ 1233
3.	Other Dairy Cattle	352	457	668
4.	Beef Breeding Cattle	380	133	691
5.	Beef Feeder Cattle	122	43	267
6A.	Hogs Complete	34	6	123
6B.	Hogs Finishing	2		9
6C.	Hogs Producing Weaning Pigs	136	217	42
7A.	Sheep, Farm Flock	10		40
7B.	Sheep, Feeder Lambs			
8.	Chickens, (incl. Hens and Broilers)	8	14	3
9.	Turkeys	137		683
10.	Other Productive Livestock	17		
11.	Miscellaneous Livestock Expense	804	1529	792
12.	Feed Bought	4259	6746	4691
13.	Fertilizer	984	1636	1539
14.	Chemicals	202	430	240
15.	Other Crop Expense	700	1108	975
15A.	Irrigation Operation Costs	25	31	12
16.	Custom Work Hired	980	1821	753
17.	Repair + Upkeep of Livestock Equipment	237	440	221
18.	Repair + Upkeep of Farm Real Estate	345	653	422
19.	Gas, Oil, Grease Bought (farm share)	1090	1585	1223
20.	Repair + Oper. of Mach., Tractor, Truck, Auto(F.S.)	1237	1903	1309
20A.	Repair + Upkeep - Irrigation Equipment	17	22	4
21.	Wages of Hired Labor	689	1410	733
22.	Personal Property + Real Estate Taxes	302	543	318
23.	General Farm Expense	560	1014	595
24.	Telephone Expense (farm share)	118	129	138
25.	Electricity Expense (farm share)	363	616	287
26.	TOTAL CASH OPERATING EXPENSE	\$ 15108	\$ 24181	\$ 18011
27.	Power, Crop and General Mach.Bought (farm share)	4515	6700	7052
27A.	Irrigation Equipment Bought	73	89	
28.	Livestock Equipment Bought	611	1232	601
29.	New Real Estate + Improvement	3789	5764	4779
30.	TOTAL FARM PURCHASES (26) THRU (29)	\$ 24096	\$ 37966	\$ 30443
31.	Decrease in Farm Capital	1740	591	4978
32.	Interest on Farm Capital	3593	6011	3429
33.	Unpaid Family Labor	790	1014	1095
34.	Labor Charge for Partners + Other Operators	88	85	101
35.	Board Furnished Hired Labor	65	82	51
36.	TOTAL FARM EXPENSE (30) THRU (35)	\$ 30372	\$ 45749	\$ 40097
37.	Labor Earnings (Whole Farm) (2A/28)-(36)	\$ 251	\$ 14631	\$(-12002)
38.	Number of Operators	1	1	1

Labor earnings represent - the return for the operator's labor after all expenses are deducted. (2A/28)-(36)

TABLE 3 - ENTERPRISE STATEMENT - 1974		Average of 354 Farms	71 High	71 Low
1.	RETURNS AND NET INCREASES			
2.	PRODUCTIVE LIVESTOCK			
3.	Dairy Cattle	\$ 12893	\$ 32015	\$ 4818
4.	Other Dairy Cattle	1490	4598	(-29)
5.	Beef Breeding Cattle	274	343	(-320)
6.	Feeder Cattle	67	93	161
7.	Complete Hog Enterprise	243	543	265
8.	Hog Finishing Enterprise	23		20
9.	Producing Weaning Pigs	616	757	318
10.	Farm Flock of Sheep	24		59
11.	Feeder Lambs			1
12.	Chickens (incl. Hens and Broilers)	56	75	21
13.	Turkeys	354		1763
14.	Other Productive Livestock	28		3
15.	ALL PRODUCTIVE LIVESTOCK	\$ 16068	\$ 38424	\$ 7080
16.	Value of Feed Fed to Livestock	12376	22930	10699
17.	Return Over Feed From Livestock	3692	15494	(-3619)
18.	Crop, Seed and Feed	9547	18545	6979
20.	Cooperative Patronage Refunds	84	180	80
21.	Miscellaneous Farm Income	281	521	180
22.	TOTAL RETURNS AND NET INCREASES	\$ 13604	\$ 34740	\$ 3620
23.	EXPENSES AND NET DECREASES			
24.	Truck and Auto (farm share)	\$ 1234	\$ 1464	\$ 1406
25.	Tractors and Crop Machinery	3435	5758	4246
25A.	Irrigation Equipment	18	(-78)	(-44)
26.	Electricity	363	616	287
27.	Livestock Equipment	567	1275	386
28.	Buildings, Fences and Tiling	1152	1740	1613
29.	Bare Land	(-474)	(-2724)	331
30.	Misc. Livestock Expense	804	1529	792
31.	Labor	1594	2748	2025
32.	Labor Charge for Other Operator (s)	88	85	101
33.	Property Tax	302	543	318
34.	General Farm Expense and Telephone	679	1143	734
35.	Interest on Farm Capital	3593	6011	3429
36.	TOTAL EXPENSES AND NET DECREASES	\$ 13355	\$ 20110	\$ 15624
37.	Labor Earnings	\$ 249	\$ 14630	\$ (-12004)
38.	Number of Farm Operators	1	1	1

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

TABLE 4 - HOUSEHOLD EXPENSE - 1974		Average of 282 Farms	63 High	56 Low
1. Number of Persons - Family	\$	5	\$ 6	\$ 4
2. Number of Adult Equivalent - Family		3.4	4.2	3.0
3. Church and Welfare		163	273	140
4. Medical Care and Health Insurance		642	867	692
5. Food and Meals Bought		1176	1194	1281
6. Operating Expense and Supplies		399	407	417
7. Furnishings and Equipment		440	757	256
8. Clothing and Clothing Materials		295	340	280
9. Personal Care, Personal Spending		155	128	237
10. Education		207	189	204
11. Recreation		221	171	410
12. Gifts and Special Events		159	195	158
13. Pers. Share Truck and Auto Exp.		319	319	319
14. Oper. Share Upkeep on Dwelling		123	237	89
15. Pers. Share Tel. and Elect. Exp.		233	268	250
16. TOTAL CASH LIVING EXPENSES	\$	4532	\$ 5345	\$ 4733
17. Pers. Share New Truck and Auto		66	48	169
18. New Dwelling Bought		133	190	
19. Taxes and Other Deductions		254	455	181
20. Life Insurance and Other Savings and Investments		339	380	690
21. TOTAL HOUSEHOLD AND PERSONAL (16)-(20)	\$	5324	\$ 6418	\$ 5773
22. TOTAL FAMILY LIVING FROM THE FARM (33)		491	711	527
23. TOTAL CASH AND NON-CASH EXPENSES (21)+(22)	\$	5815	\$ 7129	\$ 6300
24. FAMILY LIVING FROM THE FARM				
25.		OPR. SHARE	OPR. SHARE	OPR. SHARE
26. Milk and Cream		115	225	68
27. Beef		260	412	322
28. Pork		47	38	53
29. Lamb				1
30. Poultry		15	3	25
31. Eggs		8	2	14
32. Veg., Fruit, Spuds, and Fuel-Also Other Produce		46	30	44
33. TOTAL FAMILY LIVING FROM THE FARM	\$	491	\$ 710	\$ 527

The household and personal expenses and receipts presented in Table 4 are for those farms with complete accounts. These farmers spent an average of 388 per month for family living in addition to the food, fuel, and housing furnished by the farm.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1974
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	Average of 328 Farms	
	Jan. 1 - - -	Dec. 31
1. Total Productive Livestock	\$ 15622	\$ 15158
2. Crop, Seed and Feed	5523	6682
3. Total Power, Machinery and Equipment	10719	13400
4. Land	13574	14596
5. Buildings, Fences, Etc.	8446	9745
6. Total Farm Capital	53884	59581
7. Non-Farm Assets	6139	7056
8. Dwelling	6258	6641
9. TOTAL ASSETS	\$ 66281	\$ 73278
10. Real Estate Mortgages	13399	14456
11. Chattel Mortgages	9334	10923
12. Notes	2056	3395
13. Accounts Payable	887	1311
14. TOTAL LIABILITIES	\$ 25676	\$ 30085
15. Farmers Net Worth	\$ 40605	\$ 43193
16. GAIN OR (LOSS) IN NET WORTH		\$ 2588
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. Operators Labor Earnings (6B/39)	\$ 2	
19. Return to Capital and Family Labor (6B/40)	2588	
20. Non-Farm Income		
21. Outside Investment Income	103	
22. Other Personal Income + Income Tax Refund	4394	
23. TOTAL NON-FARM INCOME	\$ 4497	
24. Total Money Borrowed	12354	
25. Total Paid on Debt (Principal)	7783	
26. Total Household + Personal Cash Exp. (4/23)	5060	
27. Ratio Total Farm Expenses to Total Farm Receipts	1.000	
28. Ratio Total Assets to Total Liabilities	Jan 2.581	Dec. 2.436
29. Ratio Non-Real Est. Assets - Non-Real Est. Liab.	3.10	2.71
30. Ratio Real Estate Assets to Real Estate Liabilities	2.11	2.14
31. Ratio Net Worth to Total Liabilities	1.58	1.44
32. *Ratio Cash Operating Exp. to Adj. Total Farm Sales		.81
33. Ratio Total Farm Rec. to Avg. Farm Capital W.F.		.51
34. Ratio Total Farm Rec. to Avg. Farm Cap., Op. Share		.52

*Adjusted Total Farm Sales does not include sale of capital assets

The net worth statement presents a picture of the financial structure of the operator's share of the farm business at the beginning and at the end of the year. The gain or loss in net worth is a dollar measure of progress. This statement, accurately kept over a period of years is one of the best measures of financial progress.

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

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1974 (continued)
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	65 High		66 Low	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 24931	\$ 26139	\$ 16371	\$ 13102
2. Crop, Seed and Feed	10733	14507	6461	6119
3. Total Power, Machinery and Equipment	21088	24991	10202	14690
4. Land	19345	21455	13124	14687
5. Buildings, Fences, Etc.	15513	18735	7793	8621
6. Total Farm Capital	92210	105827	53951	57219
7. Non-Farm Assets	8383	10561	7109	8778
8. Dwelling	7849	8867	6320	6556
9. TOTAL ASSETS	\$ 108442	\$ 125255	\$ 67380	\$ 72553
10. Real Estate Mortgages	21534	23138	14063	14987
11. Chattel Mortgages	14074	17477	8543	10392
12. Notes	4333	5711	2039	3886
13. Accounts Payable	1275	1462	1098	1724
14. TOTAL LIABILITIES	\$ 41216	\$ 47788	\$ 25743	\$ 30989
15. Farmers Net Worth	\$ 67226	\$ 77467	\$ 41637	\$ 41564
16. GAIN OR (LOSS) IN NET WORTH		\$ 10241		\$ (-73)
17. SUPPLEMENTARY MANAGEMENT INFORMATION				
18. Operators Labor Earnings (68/39)	\$ 14448		\$(-12148)	
19. Return to Capital and Fam. Labor (68/40)	18741		(-9296)	
20. Non-Farm Income				
21. Outside Investment Income	105		263	
22. Other Personal Income + Income Tax Ref.	1556		6272	
23. TOTAL NON-FARM INCOME	\$ 1661		\$ 6535	
24. Total Money Borrowed	21855		15443	
25. Total Paid on Debt (Principal)	15073		9410	
26. Total Household + Persl. Cash Exp. (4/23)	6787		5495	
27. Ratio Total Farm Exp. To Total Farm Rec.	.766		1.455	
28. Ratio Total Assets to Total Liab.	Jan 2.631	Dec 2.621	Jan 2.617	Dec 2.341
29. Ratio Non-Real Est. Assets-Non-Real Est.				
	Liabl. 3.31	3.09	3.44	2.67
30. Ratio Real Est. Assets to Real Est. Liab.	2.01	2.12	1.94	1.99
31. Ratio Net Worth to Total Liabilities	1.63	1.62	1.62	1.34
32. *Ratio Cash Operating Exp. to Adj. Total Farm Sales	.65			1.09
33. Ratio Total Farm Rec. to Avg. Farm Capital W.F.	.61			.49
34. Ratio Total Farm Rec. to Avg. Farm Capital, Op. Share	.62			.48

*Adjusted Total Farm Sales does not include sale of Capital Assets

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

The ratio of assets to liabilities indicates the degree of solvency at the beginning and end of the year. This is often referred to as the "Net Capital Ratio". It answers the question, "How many dollars of total assets do I have to cover each dollar of debt?"

		Average of 1967 Farm	71 High	71 Low
TABLE 6A - OPERATIONS SHARE OF CASH AND DEBTS - 1971				
1.	SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2.	Dairy Cows	1186	\$ 8053	\$ 513
3.	Dairy Products	13189	82039	5757
4.	Other Dairy Cattle	746	1739	424
5.	Beef Breeding Cattle	770	294	1962
6.	Beef Feeder Cattle	223	107	1182
7A.	Hogs Complete	320	368	512
7B.	Hogs Finishing	25	48	60
7C.	Hogs Producing Weaning Pigs	712	844	565
8A.	Sheep and Wool, Farm Flock	30		61
8B.	Sheep and Wool, Feeder Lambs	1		3
9.	Chickens (incl. Hens and Broilers)	22	10	7
10.	Turkeys	482		2401
11.	Eggs	23	63	13
12.	Other Productive Livestock	46		18
12A.	TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 17356	\$ 38774	\$ 13599
13.	SALE OF CROPS			
13A.	Wheat	556	170	1353
13B.	Other Small Grains	395	157	691
13C.	Corn	222	503	123
13D.	Soybeans	8	11	
13E.	Other Row Crops	146	206	497
13F.	Legumes and Other Forage	301	625	247
13G.	Grass Seed	149		670
13H.	Fruits and Nuts	2		
13I.	Vegetables, Roadside Market and Specialty	127	73	173
13J.	Nursery, Timber and Other	252	447	82
13K.	Set Aside - Government Payments	3	12	
13A.	TOTAL SALES FROM CROPS	\$ 2161	\$ 2209	\$ 3881
20.	Capital Assets Sold	986	3173	773
21.	Gas Tax Refund	51	85	55
22.	Income From Work Off the Farm	422	607	236
23.	Patronage Refunds	84	182	81
24.	Miscellaneous Farm Income	280	519	199
25.	TOTAL FARM SALES	\$ 21843	\$ 45755	\$ 18824
26.	Increase in Farm Capital	7334	13936	7510
27.	Family Living From the Farm	475	713	468
28.	TOTAL FARM RECEIPTS (25)+(26)+(27)	\$ 29653	\$ 60404	\$ 26802
29.	Adjusted Total Farm Sales (25)-(20)	20854	42576	18051
30.	Total Cash Farm Operating Expense	26782	27541	19963
31.	Net Cash Operating Income	\$ 4102	\$ 13023	\$ (-1912)

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

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1974		Average of 354 Farms	71 High	71 Low
1.	PURCHASE OF LIVESTOCK			
2.	Dairy Cows	\$ 911	\$ 1400	\$ 1088
3.	Other Dairy Cattle	355	462	528
4.	Beef Breeding Cattle	379	267	637
5.	Beef Feeder Cattle	120	43	284
6A.	Hogs Complete	34	6	124
6B.	Hogs Finishing	2		6
6C.	Hogs Producing Weaning Pigs	135	256	57
7A.	Sheep, Farm Flock	8		31.
7B.	Sheep, Feeder Lambs			
8.	Chickens	8	13	6
9.	Turkeys	137		683
10.	Other Productive Livestock	17		
11.	Miscellaneous Livestock Expense	800	1522	815
12.	Feed Bought	4226	6685	4878
13.	Fertilizer	961	1677	1486
14.	Chemicals	200	438	237
15.	Other Crop Expense	697	1154	973
15A.	Irrigation Operation Costs	24	26	12
16.	Custom Work Hired	974	1805	780
17.	Repair + Upkeep of Livestock Equip.	234	479	185
18.	Repair + Upkeep of Farm Real Estate	342	649	435
19.	Gas, Oil, Grease Bought (Farm Share)	1084	1674	1246
20.	Repair + Oper. of Mach., Tractor, Truck, Auto(F.S.)	1228	2022	1375
21.	Wages of Hired Labor	684	1463	717
22.	Personal Property + Real Estate Taxes	299	571	315
23.	Cash Rent	300	526	364
24.	General Farm Expense	559	1009	639
25.	Telephone Expense (Farm Share)	117	130	143
26.	Electricity Expense (Farm Share)	359	622	291
27.	Interest Expense	1565	2627	1575
28.	TOTAL CASH OPERATING EXPENSE	\$ 16754	\$ 27540	\$ 19964
29.	Power, Crop and General Mach. Bought (Farm Share)	4442	6671	7091
29A.	Irrigation Equipment Bought	57	11	
30.	Livestock Equipment Bought	594	1251	592
31.	New Real Estate + Improvements	3458	5608	3982
32.	TOTAL FARM PURCHASES (28) THRU (31)	\$ 25305	\$ 41081	\$ 31629
33.	Decrease in Farm Capital	1583	744	4370
34.	Interest on Farm Capital	1897	3350	1702
35.	Unpaid Family Labor	790	1056	1083
37.	Board Furnished Hired Labor	61	84	39
38.	TOTAL FARM EXPENSE (32) THRU (37)	\$ 29636	\$ 46315	\$ 38823
39.	Labor Earnings (Operators Share) (6A/28)=(38)	\$ 17	\$ 14088	\$ (-12015)
40.	Return to Capital and Family Labor	\$ 2704	18494	(-9230)

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" for any one farm is a measure of the size of that farm business. A work unit as used in this report is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livestock at an average efficiency, or ten hours of work off the farm for pay.

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

<u>Item</u>			
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2/head	Oat Silage	.40/acre
Beef Breeding Cows	1.5/head	Canning Corn	.40/acre
Beef Feeders	.12/cwt.	Corn for Grain	.55/acre
Hogs-Complete	.12/cwt.	Soybeans	.45/acre
Hogs-Finishing	.06/cwt.	Corn & Cane Silage	.80/acre
Hogs-Wean, Pigs	1.4/litter	Alfalfa Hay	.60/acre
Sheep, Farm Flock	.60/ewe	O. Leg. & Mix. Hay	.40/acre
Lambs, Feeders	.30/cwt.	Tame Grass Hay	.20/acre
Chickens, Lay. Flock	5.0/100	Annual Hay	.30/acre
Broilers	.20/cwt.	Leg. & Grass Silage	.40/acre
Turkeys, Lay. Flock	25.0/100	Legume & Grass Seed	.40/acre
Turkey Poults	.12/cwt.	Summer Fallow Tilled	.40/acre
Labor Off the Farm	1.0/\$20	Wild Hay	.20/acre
Diverted Acres	.20/acre		

AVERAGE PRICES OF FEED AND OTHER PRICES USED IN 1974 REPORT

SMALL GRAIN & CORN

Corn	\$2.70/Bu.
Oats	1.60/Bu.
Soybeans	6.50/Bu.
Wheat	5.00/Bu.
Rye	2.90/Bu.
Barley (Feed)	2.00/Bu.
Potatoes	4.65/Bu.

PASTURE PER HEAD PER MONTH

Dairy cows, Beef cows	\$2.00
Other Dairy & Beef	1.00
Hogs	.20
Pigs	.10
Sheep	.30
Lambs	.15

ROUGHAGES

Alf. Hay	\$50.00/ton
O. Leg. & Mix	40.00/ton
Annual & Tame	25.00/ton
Corn Silage	15.00/ton
Oats Silage	10.00/ton
Leg. & Grass Sil.	12.00/ton
Haylage	25.00/ton

PRODUCTS USED IN THE HOME

Cream	\$.70/qt.
Whole Milk	.14/qt.
Whole Milk fed	6.50/cwt.
Skim Milk fed	1.00/cwt.

UNPAID FAMILY LABOR

Second Operators Labor \$500.00 per Month

Unpaid Family Labor \$10.00 per Day

LAND COST used on Table 10 was considered to be the rental value of land on each farm. Interest on Farm Capital - 6%.

MEASURES OF FARM ORGANIZATION EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 and the Thermometer Chart.

1. LABOR EARNINGS - 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 taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. Tables 2B and 3 show two methods of determining labor earnings. The operator's share of labor earnings is shown on Table 6B and may be different from Whole Farm Labor Earnings.
2. CROP YIELDS INDEX - A measure of the crop yield level for all crops produced. It is expressed as a percentage of the average; the average being 100%.
3. GROSS RETURN per ACRE - Reflects both crop selection and crop yield.
4. RETURN per \$100 FEED FED TO PRODUCTIVE LIVESTOCK - A measure of the general level of efficiency for all livestock. It is expressed as a percentage with 100% representing average efficiency.
5. LIVESTOCK UNITS per 100 ACRES - A measure of livestock density or population, particularly important for farms with limited cropland.
6. SIZE OR 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.
7. WORK UNITS per WORKER - A measure of labor efficiency. It is determined by dividing the work units by the total number of workers.
8. 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.
9. FARM CAPITAL INVESTMENT per WORKER - Another indication of size of business. Useful in relating farm businesses to other industries.

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1974

	Average of 354 Farms	HIGH	LOW
1. Labor Earnings	\$ 251	\$ 14631	\$ (-12002)
2. Crop Yields - Index	100	116	89
3. Percent Till. Land in H.R. Crops	4.9	5.8	3.5
4. Gross Return Per Till. Acre (excl. Pasture)	\$ 74.08	\$ 104.04	\$ 73.01
5. Return for \$100 to Prod. Livestock - Index	99	153	82
6. *Livestock Units Per 100 Acres	36.5	35.8	49.2
7. Size of Business - Work Units	259.1	457.7	204.7
8. Work Units Per Worker	166.8	250.9	142.5
9. Pwr. Mach., Equip., Bldg. Exp. Per Work Unit	\$ 46.38	\$ 22.98	\$ 79.82
10. Farm Capital Investment Per Worker	\$39363	\$ 55100	\$39108
11. INDEX OF RETURN FOR \$100 FEED FROM			
12. Complete Hog Enterprise	100	251	56
13. Hog Finishing Enterprise	100		
14. Producing Weaning Pigs	100	157	70
15. Dairy Cattle	100	112	80
16. Other Dairy	100	126	NEGATIVE
17. All Dairy and Dual Purpose Cattle	100	113	71
18. Beef Breeding Cattle	100	317	NEGATIVE
19. Beef Feeder Cattle	100	219	78
20. Sheep Farm Flock	100		85
21. Feeder Lambs			
22. Chickens-Laying Flock	100	100	
23. Chickens-Broilers	100		
24. Turkeys-Laying Flock	100		100
25. Turkey-Poults	100		100
26. Other Productive Livestock	100		13
27. NUMBER OF ANIMAL UNITS	47.7	69.8	59.1
28. WORK UNITS			
29. Crops	66.2	105.0	62.2
30. Productive Livestock	177.7	332.6	136.4
31. Other Productive Work Units	15.1	20.2	6.0
32. EXPENSES PER WORK UNIT			
33. Tractor and Crop Machinery Expense	\$ 21.60	\$ 13.31	\$ 39.28
34. Farm Share of Auto and Truck Expense	\$ 11.28	\$ 2.26	\$ 16.91
35. Farm Share of Electricity Expense	\$ 2.53	\$ 1.35	\$ 3.17
36. Livestock Equipment Expense	\$ 2.36	\$ 2.45	\$ 3.32
37. Building, Fencing, and Tiling Expense	\$ 8.60	\$ 3.59	\$ 17.13
38.***Tractor and Crop Mach. Expense Per Crop Acre	\$ 24.41	\$ 27.36	\$ 33.53
39. Farm Power and Mach. Cost Allocated to Livstk.	\$860.00	\$ 1526.38	\$ 761.54
40. Building, Fencing, & Tiling Cost Alc.to Crops	\$391.81	\$ 487.34	\$ 690.16

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 the page.

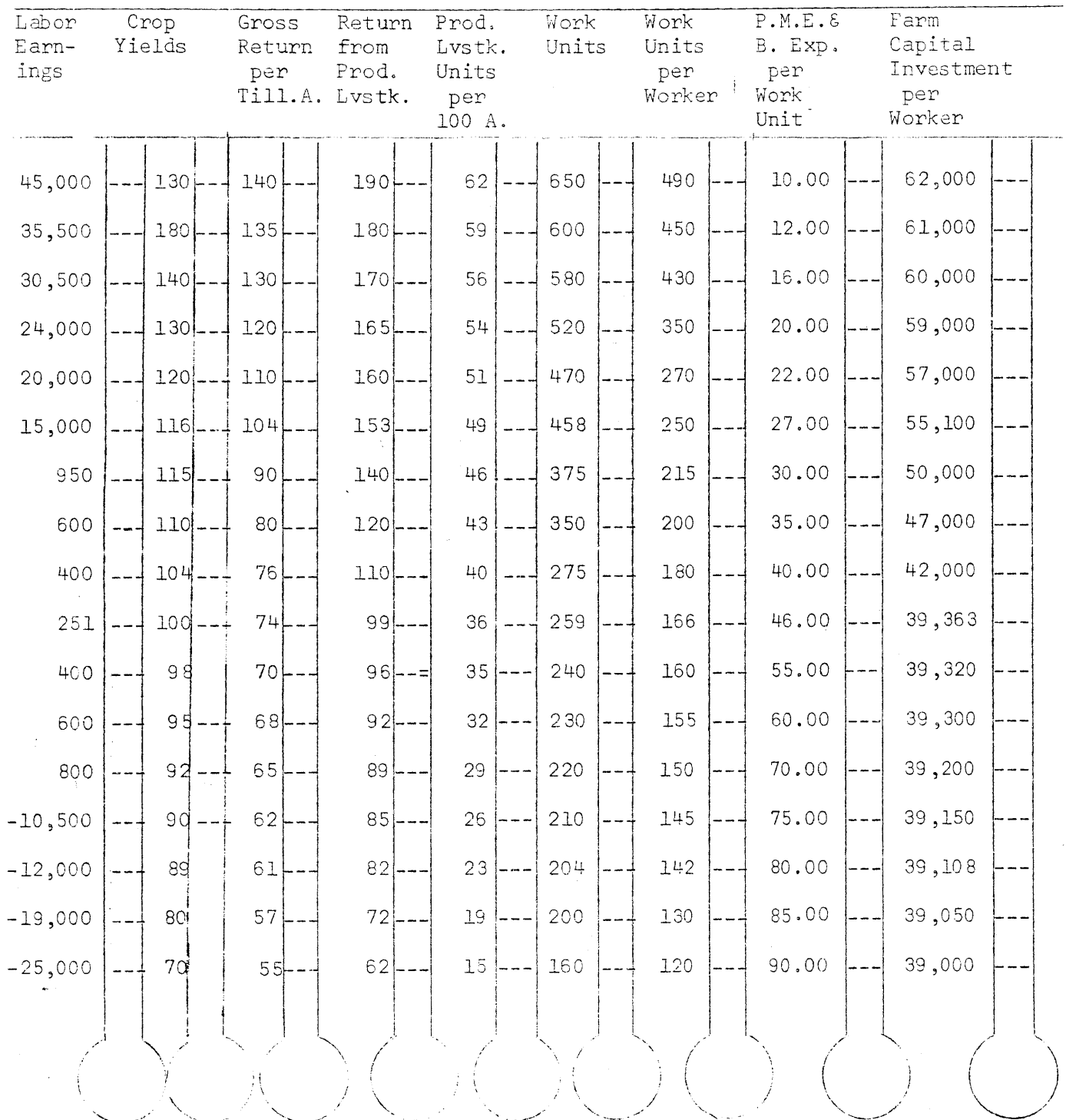
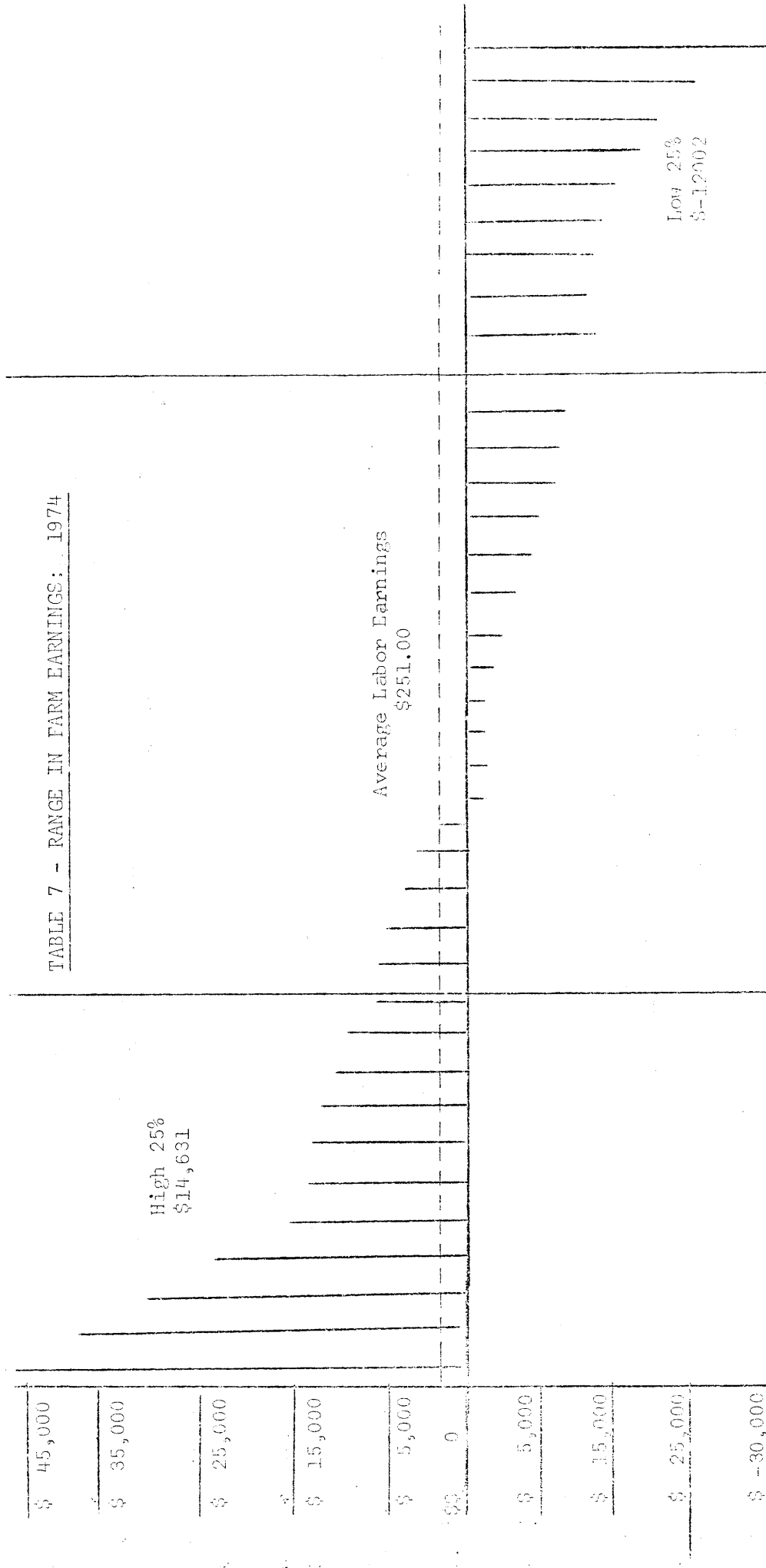


TABLE 7 - RANGE IN FARM EARNINGS: 1974



Each line represents 8 farm units. Every study of farm earnings shows a wide variation in earnings among farmers in a given year. Some of the causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The more important management factors affecting earnings are as follows:

1. Crop Yields
2. Gross Return Per Tillable Acre
3. Returns from Livestock
4. Amount of Livestock
5. Size of business
6. Work units per worker
7. Control over expenses
8. Farm investments per worker

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

The thermometer chart shows eight major management factors that influence farm earnings within a given year. These eight factors are:

1. Crop yields
2. Gross Return for Tillage Acre
3. Returns from livestock
4. Amount of livestock
5. Work units per worker
6. Control over power & machinery expenses
7. Farm Investment Per Worker
- 8.

The combined effect of those management factors as related to farm earnings is shown on the table below. Attention is called to the fact that farmers exceeding the average in most of the management factors are also those reporting the highest labor earnings.

No. of factors in which farmers excelled	No. of Farms	-4,500	-3,000	-1,500	-500	500	1,500	3,000	4,500	6,000	7,500	9,000
0 - 1	101		-3157									
2 - 3	151		-3056									
4 - 5	108								2934			
6 - 7	70											7610

This table should be studied along with the tables on Measures of Farm Organization and Management Efficiency and the Thermometer Chart. The importance of these three tables to determine the financial "heartbeat" of a farm operation cannot be over emphasized.

TABLE 9 - CROP ACRES AND YIELDS - 1974

	348 - AVERAGE CROP-ACRES	71 - HIGH CROP-ACRES	70 - LOW CROP-ACRES
A. Total Small Grain and Canning Peas	31.5	34.7	32.6
B. Total Row Crop	35.0	40.7	53.6
C. Total Legumes, Including Seed	54.0	49.2	49.7
D. Total Other Hay	41.5	38.8	42.6
E. Total Silage and Fodder	32.2	39.1	31.0
F. Total Tillable Pasture	42.4	37.1	44.7
G. Total Grass Crops	113.1		190.0
H. Total Commercial Fruits and Nuts	1.3		
I. Total Commercial Vegetables	30.0	40.0	20.0
J. Total Roadside Mkt./Spec. Crops	2.7		.4
K. Total Fallow and Idle Land	49.3	14.3	103.9
L. Total Tillable Land	433.0	293.9	568.5
M. Total Non-Tillable Hay/Pasture	79.8	65.6	97.7
N. Total Non-Tillable Forest Crops	20.3	27.8	14.0
O. Total Land Not Harvested	42.9	39.6	53.6
P. Total Non-Tillable Land	143.0	133.0	165.3
Q. Total Land in Farm or Ranch	576.0	426.9	733.8

9992 SUPPLEMENTARY MANAGEMENT INFORMATION

9993 Percent Land Tillable	49.5	57.0	47.2
9994 Percent Land on High Return Crops	35.9	40.6	27.2
9995 *Fertilizer Cost Per Acre	6.28	7.41	8.81
9996 *Crop Chemicals Per Acre	1.45	2.27	1.54
9997 *Seed and Other Costs Per Acre	5.18	5.59	7.15
9998 *Gas, Oil and Grease Bought Per Acre	5.70	5.85	6.81

9999 *Tillable Land Minus Tillable Pasture, Fallow, and Idle Land

TABLES 10 - CROPS ANALYSIS

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

Out of pocket costs for fertilizer, chemicals, seed and miscellaneous crop expense, hired labor, custom work and irrigation operation are actual costs that are assigned to each individual crop in the account book. These costs are shown in Table 10, under the heading Supplemental Costs.

Other costs, called Allocated Costs, are not actual costs but are either calculated costs, assigned costs, or non-cash costs. Line 17 represents the cost of ownership--depreciation. Line 18 represents the cost of operation--gas, oil, grease and repairs. Work units are used as a factor in allocating a portion of lines 17 and 18 to each crop. For atypical operations or where the crop is unusual the Power Cost Allocations Factor (PCAF) on line 27 is used to modify the work unit for use in the allocation process. Land cost is considered to be the cash rental value based on comparable or actual rental values for similar land in each local area. For the land owner this rental must be at least enough to cover taxes and interest on investment in the land.

Irrigated crops have been separated from dryland crops. On these tables, line 13 represents operating costs for irrigation such as: gas, electricity and repairs. Line 19 represents depreciation on irrigation equipment.

TABLE 10 - GROUP 003 CROP DATA FOR BARLEY, SPRING PER ACRE - 1974

	Average of 18 Farms	8 Farms High	8 Farms Low
1. Acres (Total)	18.3	17.8	18.8
2. Yield/Acre	24.4	37.3	11.1
3. Value Per Production Unit	2.05	2.00	2.08
4. Crop Product Return	50.40	74.57	22.90
5. Other Crop Income	.52		2.34
6. TOTAL CROP RETURN	51.60	74.57	25.25
7. SUPPLEMENTAL COSTS			
8. Fertilizer	5.58	3.25	8.29
9. Chemicals	.33	.17	.53
10. Seed and Other	6.64	8.50	5.79
11. Special Hired Labor			
12. Custom Work Hired	.61	.55	.75
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	13.18	12.49	15.38
15. RETURN OVER SUPPLEMENTAL COSTS	38.42	62.08	9.87
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	6.52	5.02	8.24
18. Farm Power and Machinery - Operation	9.43	10.11	9.14
19. Irrigation Equipment - Ownership			
20. Land Costs	10.25	10.25	10.12
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	2.14	2.11	2.33
23. TOTAL ALLOCATED COSTS	28.35	27.50	29.85
24. RETURN OVER ALL LISTED COSTS	10.07	34.58	19.97
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.30	.30	.30
27. Power Costs Allocation Factor	1.00	1.00	.98
28. Total Listed Cost Per Unit of Production	1.79	1.10	13.71
29. RETURN OVER LISTED COSTS PER UNIT	.32	.89	1.08
30. TOTAL LISTED COSTS PER ACRE	41.53	39.99	45.23

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 018 CROP DATA FOR CATS, FEED - 1974

	Average of 236 Farms	118 Farms High	118 Farms Low
1. Acres (Total)	31.0	29.5	32.6
2. Yield/Acre	31.6	45.1	19.3
3. Value Per Production Unit	1.58	1.60	1.57
4. Crop Product Return	49.94	72.14	30.34
5. Other Crop Income	3.42	5.05	1.93
6. TOTAL CROP RETURN	53.36	77.19	32.27
7. SUPPLEMENTAL COSTS			
8. Fertilizer	3.16	3.61	2.76
9. Chemicals	.16	.20	.15
10. Seed and Other	4.00	4.49	3.56
11. Special Hired Labor			
12. Custom Work Hired	1.26	1.46	1.04
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	8.58	9.76	7.51
15. RETURN OVER SUPPLEMENTAL COSTS	44.78	67.43	24.76
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	5.97	7.07	5.00
18. Farm Power and Machinery - Operation	8.26	8.71	7.88
19. Irrigation Equipment - Ownership			
20. Land Costs	11.05	12.82	9.27
21. Miscellaneous Costs			.03
22. *Interest on Mach. + Equip. Investment	2.03	2.21	1.90
23. TOTAL ALLOCATED COSTS	27.31	30.81	24.08
24. RETURN OVER ALL LISTED COSTS	17.47	36.62	.68
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.30	.30	.30
27. Power Costs Allocation Factor	.97	.97	.96
28. Total Listed Cost Per Unit of Production	1.14	.88	1.62
29. Return Over Listed Costs Per Unit	.56	.84	.05
30. TOTAL LISTED COSTS PER ACRE	35.89	40.57	31.59

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land.

TABLE 10 - GROUP 023 CROP DATA FOR WHEAT, SUMMER FALLOW, 8-9, Per Acre - 1974

	Average of 8 Farms	4 Farms High	4 Farms Low
1. Acres (Total)	19.6	6.8	11.3
2. Yield/Acre	13.3	22.5	11.3
3. Value Per Production Unit	4.94	5.00	4.88
4. Crop Product Return	65.51	112.50	55.11
5. Other Crop Income			
6. TOTAL CROP RETURN	65.51	112.50	55.11
7. SUPPLEMENTAL COSTS			
8. Fertilizer	5.92		7.11
9. Chemicals	.36		.43
10. Seed and Other	6.48	8.38	6.06
11. Special Hired Labor			
12. Custom Work Hired	.77	3.68	.15
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	13.53	12.06	13.75
15. RETURN OVER SUPPLEMENTAL COSTS	51.98	100.44	41.36
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	2.19	1.91	2.25
18. Farm Power and Machinery - Operation	3.47	3.24	3.51
19. Irrigation Equipment - Ownership			
20. Land Costs	11.38	12.75	10.00
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	.56	.88	.52
23. TOTAL ALLOCATED COSTS	17.60	18.78	16.28
24. RETURN OVER ALL LISTED COSTS	34.38	81.66	25.08
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.10	.10	.10
27. Power Costs Allocation Factor	1.00	1.00	1.00
28. Total Listed Cost Per Unit of Production	2.32	1.34	2.66
29. RETURN OVER LISTED COSTS PER UNIT	2.62	3.66	2.22
30. TOTAL LISTED COSTS PER ACRE	31.13	30.84	30.03

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land.

TABLE 10 - GROUP C33 CROP DATA FOR WHEAT, ANNUAL CROPPING, 20-21 RAIN PER ACRE-1974

	Average of 21 Farms	10 Farms High	10 Farms Low
1. Acres (Total)	47.1	71.9	26.7
2. Yield/Acre	27.0	33.3	10.4
3. Value Per Production Unit	4.94	5.00	4.87
4. Crop Product Return	133.63	166.34	50.52
5. Other Crop Income			
6. TOTAL CROP RETURN	133.63	166.34	50.52
7. SUPPLEMENTAL COSTS			
8. Fertilizer	16.58	19.10	10.00
9. Chemicals	.70	.86	.30
10. Seed and Other	7.30	8.60	3.78
11. Special Hired Labor			
12. Custom Work Hired	.83	.67	1.27
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	25.41	29.23	15.35
15. RETURN OVER SUPPLEMENTAL COSTS	108.22	137.11	35.17
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	9.17	8.76	10.30
18. Farm Power and Machinery - Operation	7.49	6.69	9.59
19. Irrigation Equipment - Ownership			
20. Land Costs	10.00	11.80	8.00
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	2.46	2.06	3.60
23. TOTAL ALLOCATED COSTS	29.12	29.31	31.49
24. RETURN OVER ALL LISTED COSTS	79.10	107.80	3.68
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.25	.25	.25
27. Power Costs Allocation Factor	1.00	1.00	1.00
28. Total Listed Cost Per Unit of Production	2.02	1.74	4.52
29. RETURN OVER LISTED COSTS PER UNIT	2.92	3.26	.35
30. TOTAL LISTED COSTS PER ACRE	54.53	58.54	46.84

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 036 CROP DATA FOR WINTER WHEAT - PER ACRE - 1974

	Average of 3 Farms
1. Acres (Total)	22.5
2. Yield/Acre	20.1
3. Value Per Production Unit	5.00
4. Crop Product Return	100.44
5. Other Crop Income	
6. TOTAL CROP RETURN	100.44
7. SUPPLEMENTAL COSTS	
8. Fertilizer	4.71
9. Chemicals	
10. Seed and Other	4.89
11. Special Hired Labor	
12. Custom Work Hired	1.24
13. Irrigation Operation	
14. TOTAL SUPPLEMENTAL COSTS	10.84
15. RETURN OVER SUPPLEMENTAL COSTS	89.60
16. ALLOCATED COSTS	
17. Farm Power and Machinery - Ownership	8.36
18. Farm Power and Machinery - Operation	8.00
19. Irrigation Equipment - Ownership	
20. Land Costs	13.67
21. Miscellaneous Costs	
22. *Interest on Mach. + Equip. Investment	2.18
23. TOTAL ALLOCATED COSTS	32.21
24. RETURN OVER ALL LISTED COSTS	57.39
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. Work Units Assigned Per Acre	.30
27. Power Costs Allocation Factor	1.00
28. Total Listed Cost Per Unit of Production	2.11
29. RETURN OVER LISTED COSTS PER UNIT	2.89
30. TOTAL LISTED COSTS PER ACRE	43.05

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 GROUP 050 CROP DATA FOR CORN FOR GRAIN PER ACRE - 1974

	Average of 125 Farms	62 Farms High	62 Farms Low
1. Acres (Total)	32.8	25.2	40.6
2. Yield/Acre	36.1	53.4	25.2
3. Value Per Production Unit	2.82	2.72	2.92
4. Crop Product Return	101.71	145.28	73.57
5. Other Crop Income	.21		.34
6. TOTAL CROP RETURN	101.92	145.28	73.91
7. SUPPLEMENTAL COSTS			
8. Fertilizer	14.18	13.17	14.83
9. Chemicals	6.40	7.62	5.64
10. Seed and Other	5.43	6.11	5.02
11. Special Hired Labor			
12. Custom Work Hired	3.05	2.98	3.08
13. Irrigation Operation	.03	.08	
14. TOTAL SUPPLEMENTAL COSTS	29.09	29.96	28.57
15. RETURN OVER SUPPLEMENTAL COSTS	72.83	115.32	45.34
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	12.65	11.07	13.77
18. Farm Power and Machinery - Operation	13.51	13.77	13.28
19. Irrigation Equipment - Ownership	.12	.32	
20. Land Costs	12.23	12.37	12.10
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	4.36	3.97	4.61
23. TOTAL ALLOCATED COSTS	42.87	41.50	43.76
24. RETURN OVER ALL LISTED COSTS	29.96	73.82	1.58
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.55	.55	.55
27. Power Costs Allocation Factor	.98	.98	.98
28. Total Listed Cost Per Unit of Production	1.99	1.33	2.87
29. RETURN OVER LISTED COSTS PER UNIT	.84	1.39	.07
30. TOTAL LISTED COSTS PER ACRE	71.96	71.46	72.33
31. *Does Not Include Interest on Investment in Irrigation Equipment or Land			

TABLE 10 - GROUP 062 CROP DATA FOR SOYBEANS PER ACRE - 1974

	Average of 5 Farms	2 Farms High	2 Farms Low
1. Acres (Total)	15.8	15.5	14.0
2. Yield/Acre	7.6	10.3	5.1
3. Value Per Production Unit	6.50	6.50	6.50
4. Crop Product Return	49.37	66.71	33.00
5. Other Crop Income			
6. TOTAL CROP RETURN	49.37	66.71	33.00
7. SUPPLEMENTAL COSTS			
8. Fertilizer	1.58		
9. Chemicals	2.78	7.10	
10. Seed and Other	4.37	6.26	.86
11. Special Hired Labor			
12. Custom Work Hired	5.25	3.81	4.14
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	13.98	17.17	5.00
15. RETURN OVER SUPPLEMENTAL COSTS	35.39	49.54	28.00
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	7.41	7.29	7.50
18. Farm Power and Machinery - Operation	8.10	5.55	10.21
19. Irrigation Equipment - Ownership			
20. Land Costs	12.00	15.00	9.00
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	2.03	1.61	1.64
23. TOTAL ALLOCATED COSTS	29.54	29.45	28.35
24. RETURN OVER ALL LISTED COSTS	5.85	20.09	(-.35)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.45	.45	.45
27. Power Costs Allocation Factor	.84	.60	1.00
28. Total Listed Cost Per Unit of Production	5.73	4.55	6.58
29. RETURN OVER LISTED COSTS PER UNIT	.77	1.96	(-.07)
30. TOTAL LISTED COSTS PER ACRE	43.52	46.62	33.35
31. *Does Not Include Interest on Investment in Irrigation Equipment or Land			

TABLE 10 - GROUP 072 CROP DATA FOR ALFALFA HAY PER ACRE - 1974

	Average of 131 Farms	65 Farms High	65 Farms Low
1. Acres (Total)	47.8	52.1	44.0
2. Yield/Acre	2.7	3.5	1.9
3. Value Per Production Unit	46.72	47.31	46.08
4. Crop Product Return	128.03	165.26	86.93
5. Other Crop Income			
6. TOTAL CROP RETURN	128.03	165.26	86.93
7. SUPPLEMENTAL COSTS			
8. Fertilizer	4.83	5.93	3.55
9. Chemicals	.36	.61	.05
10. Seed and Other	7.41	9.54	4.91
11. Special Hired Labor	.04	.10	
12. Custom Work Hired	1.92	1.77	2.11
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	14.56	17.95	10.62
15. RETURN OVER SUPPLEMENTAL COSTS	113.47	147.31	76.31
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	14.16	14.80	13.43
18. Farm Power and Machinery - Operation	15.33	15.95	14.61
19. Irrigation Equipment - Ownership			
20. Land Costs	12.71	12.88	12.55
21. Miscellaneous Costs	.02		.05
22. *Interest on Mach. + Equip. Investment	4.44	4.66	4.18
23. TOTAL ALLOCATED COSTS	46.66	48.29	44.82
24. RETURN OVER ALL LISTED COSTS	66.81	99.02	31.49
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.60	.60	.60
27. Power Costs Allocation Factor	.99	.99	.99
28. Total Listed Cost Per Unit of Production	22.08	18.71	29.10
29. RETURN OVER LISTED COSTS PER UNIT	24.63	28.60	16.99
30. TOTAL LISTED COSTS PER ACRE	61.22	66.24	55.44

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 084 CROP DATA FOR MEDIUM RED CLOVER SEED PER ACRE - 1974

	Average of 10 Farms	5 Farms High	5 Farms Low
1. Acre (Total)	16.4	15.4	17.3
2. Yield/Acre	112.1	174.4	57.3
3. Value Per Production Unit	.49	.44	.55
4. Crop Product Return	54.94	76.69	31.56
5. Other Crop Income	14.76	22.79	7.63
6. TOTAL CROP RETURN	69.70	99.48	39.19
7. SUPPLEMENTAL COSTS			
8. Fertilizer			
9. Chemicals			
10. Seed and Other	1.46	.78	2.02
11. Special Hired Labor			
12. Custom Work Hired	6.10	12.73	.17
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	7.56	13.51	2.19
15. RETURN OVER SUPPLEMENTAL COSTS	62.14	85.97	37.00
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	10.43	11.69	9.36
18. Farm Power and Machinery - Operation	19.51	15.45	23.24
19. Irrigation Equipment Ownership			
20. Land Costs	9.00	10.00	8.00
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	2.99	3.25	2.77
23. TOTAL ALLOCATED COSTS	41.93	40.39	43.37
24. RETURN OVER ALL LISTED COSTS	20.21	45.58	(-6.37)
25. SUPPLEMENTARY MANGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.50	.50	.50
27. Power Costs Allocation Factor	1.00	1.00	1.00
28. Total Listed Cost Per Unit of Production	.44	.31	.79
29. RETURN OVER LISTED COSTS PER UNIT	.18	.26	(-.11)
30. TOTAL LISTED COSTS PER ACRE	49.49	53.90	45.56

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 085 CROP DATA FOR MEDIUM RED CLOVER HAY PER ACRE - 1974

	Average of 11 Farms	5 Farms High	5 Farms Low
1. Acres (Total)	35.7	34.0	41.0
2. Yield/Acre	1.7	2.6	1.0
3. Value Per Production Unit	36.18	40.00	31.60
4. Crop Product Return	61.82	104.71	30.05
5. Other Crop Income	1.29		
6. TOTAL CROP RETURN	63.11	104.71	30.05
7. SUPPLEMENTAL COSTS			
8. Fertilizer	8.85	4.88	11.98
9. Chemicals			
10. Seed and Other	4.40	4.82	4.37
11. Special Hired Labor	1.43	1.56	1.46
12. Custom Work Hired	1.06		.93
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	15.74	11.26	18.74
15. RETURN OVER SUPPLEMENTAL COSTS	47.37	93.45	11.31
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	8.24	8.76	7.56
18. Farm Power and Machinery - Operation	12.44	11.56	13.22
19. Irrigation Equipment - Ownership			
20. Land Costs	11.64	12.80	10.40
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	2.41	2.12	2.49
23. TOTAL ALLOCATED COSTS	34.73	35.24	33.67
24. RETURN OVER ALL LISTED COSTS	12.64	58.21	(-22.36)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.40	.40	.40
27. Power Costs Allocation Factor	.99	1.00	.98
28. Total Listed Cost Per Unit of Production	29.16	17.46	54.67
29. RETURN OVER LISTED COSTS PER UNIT	7.77	22.54	(-23.08)
30. TOTAL LISTED COSTS PER ACRE	50.47	46.50	52.41

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 093 CROP DATA FOR OTHER LEGUME HAY PER ACRE - 1974

	Average of 167 Farms	83 Farms High	83 Farms Low
1. Acres (Total)	64.1	63.4	65.5
2. Yield/Acre	1.8	2.4	1.1
3. Value Per Production Unit	37.85	38.52	37.16
4. Crop Product Return	66.72	92.97	41.98
5. Other Crop Income	.05	.09	
6. TOTAL CROP RETURN	66.77	93.06	41.98
7. SUPPLEMENTAL COSTS			
8. Fertilizer	1.79	2.43	1.18
9. Chemicals	.02	.02	.02
10. Seed and Other	3.79	4.76	2.85
11. Special Hired Labor	.12	.17	.08
12. Custom Work Hired	.69	.73	.64
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	6.41	8.11	4.77
15. RETURN OVER SUPPLEMENTAL COSTS	60.36	84.95	37.21
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	8.61	9.67	7.68
18. Farm Power and Machinery - Operation	11.34	11.32	11.34
19. Irrigation Equipment - Ownership			
20. Land Costs	10.44	11.81	9.14
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	2.85	3.04	2.67
23. TOTAL ALLOCATED COSTS	33.24	35.84	30.83
24. RETURN OVER ALL LISTED COSTS	27.12	49.11	6.38
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.40	.40	.40
27. Power Costs Allocation Factor	.99	1.02	.97
28. Total Listed Cost Per Unit of Production	22.25	17.88	31.39
29. RETURN OVER LISTED COSTS PER UNIT	15.63	20.69	5.77
30. TOTAL LISTED COSTS PER ACRE	39.65	43.95	35.60

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 095 CROP DATA FOR OTHER TILLABLE GRASS HAY PER ACRE - 1974

	Average of 85 Farms	42 Farms High	42 Farms Low
1. Acres (Total)	41.3	32.8	50.5
2. Yield/Acre	1.2	1.9	.8
3. Value Per Production Unit	25.51	25.50	25.88
4. Crop Product Return	30.90	47.44	20.50
5. Other Crop Income	.22	.55	
6. TOTAL CROP RETURN	31.12	47.99	20.50
7. SUPPLEMENTAL COSTS			
8. Fertilizer	.47	.27	.61
9. Chemicals			
10. Seed and Other	1.62	1.68	1.60
11. Special Hired Labor	.07		.14
12. Custom Work Hired	.12		.18
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	2.28	1.95	2.53
15. RETURN OVER SUPPLEMENTAL COSTS	28.84	46.04	17.97
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	5.21	8.57	2.98
18. Farm Power and Machinery - Operation	10.52	10.43	10.55
19. Irrigation Equipment - Ownership			
20. Land Costs	8.94	10.14	7.71
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	2.78	3.35	2.39
23. TOTAL ALLOCATED COSTS	27.45	32.49	23.63
24. RETURN OVER ALL LISTED COSTS	1.39	13.55	(-5.66)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.30	.30	.29
27. Power Costs Allocation Factor	.96	.97	.95
28. Total Listed Cost Per Unit of Production	23.44	18.44	32.23
29. RETURN OVER LISTED COSTS PER UNIT	2.26	7.36	(-5.69)
30. TOTAL LISTED COSTS PER ACRE	29.73	34.44	26.16

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 096 CROP DATA FOR ANNUAL HAY PER ACRE - 1974

	Average of 20 Farms	10 Farms High	10 Farms Low
1. Acres (Total)	18.0	13.9	22.1
2. Yield/Acre	.8	1.4	.5
3. Value Per Production Unit	30.95	34.50	27.40
4. Crop Product Return	24.06	47.19	12.40
5. Other Crop Income			
6. TOTAL CROP RETURN	24.06	47.19	12.40
7. SUPPLEMENTAL COSTS			
8. Fertilizer	1.22	3.17	
9. Chemicals			
10. Seed and Other	5.11	7.55	3.62
11. Special Hired Labor			
12. Custom Work Hired	.28		.45
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	6.61	10.72	4.07
15. RETURN OVER SUPPLEMENTAL COSTS	17.45	36.47	8.33
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	5.33		11.63
18. Farm Power and Machinery - Operation	11.06	15.61	8.24
19. Irrigation Equipment - Ownership			
20. Land Costs	8.45	9.60	7.30
21. Miscellaneous Costs	.33	.94	
22. *Interest on Mach. + Equip. Investment	2.94	3.74	2.44
23. TOTAL ALLOCATED COSTS	28.11	29.89	29.61
24. RETURN OVER ALL LISTED COSTS	(-10.66)	6.58	(-21.28)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.40	.40	.40
27. Power Costs Allocation Factor	1.00	1.00	1.00
28. Total Listed Cost Per Unit of Production	44.07	25.84	73.80
29. RETURN OVER LISTED COSTS PER UNIT	(-13.14)	8.68	(-46.40)
30. TOTAL LISTED COSTS PER ACRE	34.72	40.61	33.68

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 101 CROP DATA FOR GRAIN SILAGE PER ACRE - 1974

	Average of 12 Farms	6 Farms High	6 Farms Low
1. Acres (Total)	30.4	27.7	33.2
2. Yield/Acre	2.6	4.5	.9
3. Value Per Production Unit	12.50	14.67	10.33
4. Crop Product Return	32.07	66.71	9.04
5. Other Crop Income			
6. TOTAL CROP RETURN	32.07	66.71	9.04
7. SUPPLEMENTAL COSTS			
8. Fertilizer	3.52	4.95	2.32
9. Chemicals			
10. Seed and Other	7.43	6.03	8.58
11. Special Hired Labor	2.53	1.70	3.22
12. Custom Work Hired	.69	1.26	.24
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	14.17	13.94	14.36
15. RETURN OVER SUPPLEMENTAL COSTS	17.90	52.77	(-5.32)
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	11.45	11.44	11.39
18. Farm Power and Machinery - Operation	12.30	15.85	9.34
19. Irrigation Equipment - Ownership			
20. Land Costs	10.92	13.00	8.83
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	3.62	4.04	3.25
23. TOTAL ALLOCATED COSTS	38.29	44.33	32.81
24. RETURN OVER ALL LISTED COSTS	(-20.39)	8.44	(-38.13)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.40	.40	.40
27. Power Costs Allocation Factor	1.01	1.03	.98
28. Total Listed Cost Per Unit of Production	20.09	12.81	53.07
29. RETURN OVER LISTED COSTS PER UNIT	(-7.59)	1.86	(-42.72)
30. TOTAL LISTED COSTS PER ACRE	52.46	58.27	47.17

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 102 CROP DATA FOR CORN AND SORGHUM SILAGE PER ACRE - 1974

	Average of 210 Farms	105 Farms High	105 Farms Low
1. Acres (Total)	31.9	32.0	31.7
2. Yield/Acre	8.1	10.5	5.7
3. Value Per Production Unit	14.60	14.86	14.35
4. Crop Product Return	118.09	155.56	81.92
5. Other Crop Income	.06		.13
6. TOTAL CROP RETURN	118.15	155.56	82.05
7. SUPPLEMENTAL COSTS			
8. Fertilizer	12.82	14.03	11.64
9. Chemicals	4.64	5.16	4.10
10. Seed and Other	4.73	4.75	4.70
11. Special Hired Labor	.16	.31	
12. Custom Work Hired	2.38	2.72	2.08
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	24.73	26.97	22.52
15. RETURN OVER SUPPLEMENTAL COSTS	93.42	128.59	59.53
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	11.72	13.34	10.13
18. Farm Power and Machinery - Operation	15.45	16.28	14.67
19. Irrigation Equipment - Ownership			
20. Land Costs	12.20	13.37	11.03
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	4.26	4.59	3.94
23. TOTAL ALLOCATED COSTS	43.63	47.58	39.77
24. RETURN OVER ALL LISTED COSTS	49.79	81.01	19.76
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.60	.60	.60
27. Power Costs Allocation Factor	.98	.98	.98
28. Total Listed Cost Per Unit of Production	8.43	7.09	10.91
29. RETURN OVER LISTED COSTS PER UNIT	6.18	7.77	3.46
30. TOTAL LISTED COSTS PER ACRE	68.36	74.55	62.29

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 113 CROP DATA FOR BLUE GRASS SEED PER ACRE - 1974

	Average of 3 Farms
1. Acres (Total)	151.7
2. Yield/Acre	368.7
3. Value Per Production Unit	.23
4. Crop Product Return	84.81
5. Other Crop Income	1.76
6. TOTAL CROP RETURN	86.57
7. SUPPLEMENTAL COSTS	
8. Fertilizer	13.02
9. Chemicals	.74
10. Seed and Other	1.07
11. Special Hired Labor	
12. Custom Work Hired	5.74
13. Irrigation Operation	
14. TOTAL SUPPLEMENTAL COSTS	20.57
15. RETURN OVER SUPPLEMENTAL COSTS	66.00
16. ALLOCATED COSTS	
17. Farm Power and Machinery - Ownership	11.28
18. Farm Power and Machinery - Operation	8.03
19. Irrigation Equipment - Ownership	
20. Land Costs	21.33
21. Miscellaneous Costs	
22. *Interest on Mach. + Equip. Investment	2.97
23. TOTAL ALLOCATED COSTS	43.61
24. RETURN OVER ALL LISTED COSTS	22.39
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. Work Units Assigned Per Acre	.40
27. Power Costs Allocation Factor	1.00
28. Total Listed Cost Per Unit of Production	.17
29. RETURN OVER LISTED COSTS PER UNIT	.06
30. TOTAL LISTED COSTS PER ACRE	64.18

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 120 - CROP DATA FOR TIMOTHY SEED PER ACRE - 1974

	Average of 5 Farms	2 Farms High	2 Farms Low
1. Acres (Total)	90.00	22.5	172.5
2. Yield/Acre	168.4	248.0	150.7
3. Value Per Production Unit	.28	.25	.27
4. Crop Product Return	47.14	62.00	40.70
5. Other Crop Income	3.33		
6. TOTAL CROP RETURN	50.47	62.00	40.70
7. SUPPLEMENTAL COSTS			
8. Fertilizer	19.64	11.96	21.01
9. Chemicals	1.12	.18	1.44
10. Seed and Other	.61		.80
11. Special Hired Labor			
12. Custom Work Hired	1.62		2.12
13. Irrigation Operation			
14. TOTAL SUPPLEMENTAL COSTS	22.99	12.14	25.37
15. RETURN OVER SUPPLEMENTAL COSTS	27.48	49.86	15.33
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	11.58	12.18	10.79
18. Farm Power and Machinery - Operation	9.39	12.13	8.67
19. Irrigation Equipment - Ownership			
20. Land Costs	13.20	15.00	12.00
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	3.66	2.76	3.94
23. TOTAL ALLOCATED COSTS	37.83	42.07	35.40
24. RETURN OVER ALL LISTED COSTS	(-10.35)	7.79	(-20.07)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.40	.40	.40
27. Power Costs Allocation Factor	1.00	1.00	1.00
28. Total Listed Cost Per Unit of Production	.36	.22	.40
29. RETURN OVER LISTED COSTS PER UNIT	(-.06)	.03	(-.13)
30. TOTAL LISTED COSTS PER ACRE	60.82	54.21	60.77

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - Group 209 CROP DATA FOR POLES AND PULP PER CORD - 1974

	Average of 17 Farms	8 Farms High	8 Farms Low
1. Acres	Unknown	Unknown	Unknown
2. Yield/Cord	1.0	1.0	1.0
3. Value Per Production Unit	24.74	25.56	23.80
4. Crop Product Return	24.74	25.56	23.80
5. Other Crop Income	.41	1.67	
6. TOTAL CROP RETURN	25.15	27.23	23.89
7. SUPPLEMENTAL COSTS			
8. Fertilizer			
9. Chemicals			
10. Seed and Other			
11. Special Hired Labor	.11	.18	.31
12. Custom Work Hired	.33	.44	1.05
13. Logging Operation	.24	.57	.43
14. TOTAL SUPPLEMENTAL COSTS	.68	1.19	1.79
15. RETURN OVER SUPPLEMENTAL COSTS	24.47	26.04	22.09
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	.11	.37	.07
18. Farm Power and Machinery - Operation	.26	.85	.24
19. Logging Equipment - Ownership	.24	.65	.35
20. Land Costs	4.29	1.97	15.96
21. Miscellaneous Costs			
22. *Interest on Mach. + Equip. Investment	.04	.12	.04
23. TOTAL ALLOCATED COSTS	4.97	3.84	
24. RETURN OVER ALL LISTED COSTS	19.53	22.20	16.67
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.30	.30	.30
27. Power Costs Allocation Factor	.59	.59	.59
28. Total Listed Cost Per Unit of Production	5.62	5.62	18.29
29. RETURN OVER LISTED COSTS PER UNIT	19.53	19.53	13.33
30. TOTAL LISTED COSTS PER CORD			

31. *Does Not Include Interest on Investment in Logging Equipment or Land

TABLE 10 - GROUP 1050 CROP DATA FOR CORN FOR GRAIN (IRRIGATED) - 1974

	Average of 4 Farms
1. Acres (Total)	23.3
2. Yield/Acre	67.8
3. Value Per Production Unit	2.78
4. Crop Product Return	188.50
5. Other Crop Income	
6. TOTAL CROP RETURN	188.50
7. SUPPLEMENTAL COSTS	
8. Fertilizer	18.15
9. Chemicals	10.47
10. Seed and Other	7.25
11. Special Hired Labor	
12. Custom Work Hired	1.72
13. Irrigation Operation	9.87
14. TOTAL SUPPLEMENTAL COSTS	47.46
15. RETURN OVER SUPPLEMENTAL COSTS	141.04
16. ALLOCATED COSTS	
17. Farm Power and Machinery - Ownership	27.17
18. Farm Power and Machinery - Operation	14.42
19. Irrigation Equipment - Ownership	11.07
20. Land Costs	11.75
21. Miscellaneous Costs	
22. *Interest on Mach. + Equip. Investment	4.59
23. TOTAL ALLOCATED COSTS	69.00
24. RETURN OVER ALL LISTED COSTS	72.04
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. Work Units Assigned Per Acre	.65
27. Power Costs Allocation Factor	1.00
28. Total Listed Cost Per Unit of Production	1.71
29. RETURN OVER LISTED COSTS PER UNIT	1.07
30. TOTAL LISTED COSTS PER ACRE	116.46

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 10 - GROUP 1102 CROP DATA FOR CORN AND SORGHUM SILAGE (IRRIGATED) - 1974

	Average of 3 Farms
1. Acres (Total)	27.7
2. Yield	14.3
3. Value Per Production Unit	15.00
4. Crop Product Return	214.98
5. Other Crop Income	
6. TOTAL CROP RETURN	214.98
7. SUPPLEMENTAL COSTS	
8. Fertilizer	11.48
9. Chemicals	5.60
10. Seed and Other	2.78
11. Special Hired Labor	
12. Custom Work Hired	
13. Irrigation Operation	5.78
14. TOTAL SUPPLEMENTAL COSTS	25.64
15. RETURN OVER SUPPLEMENTAL COSTS	189.34
16. ALLOCATED COSTS	
17. Farm Power and Machinery - Ownership	62.45
18. Farm Power and Machinery - Operation	8.48
19. Irrigation Equipment - Ownership	2.45
20. Land Costs	13.00
21. Miscellaneous Costs	
22. *Interest on Mach. + Equip. Investment	5.23
23. TOTAL ALLOCATED COSTS	91.61
24. RETURN OVER ALL LISTED COSTS	97.73
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. Work Units Assigned Per Acre	.80
27. Power Costs Allocation Factor	1.00
28. Total Listed Cost Per Unit of Production	8.18
29. RETURN OVER LISTED COSTS PER UNIT	6.82
30. TOTAL LISTED COSTS PER ACRE	117.25

31. *Does Not Include Interest on Investment in Irrigation Equipment or Land

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE - 1974

	PER CWT. PORK PRODUCED
	Average of 10 Farms
1. Pounds of Hogs Produced (Total)	\$ 258.14
2. Total Value Produced	29.72
3. POUNDS OF FEED FED	
4. Corn	120.8
5. Small Grain	21.3
6. Protein, Salt and Mineral	27.0
7. Complete Ration	139.6
8. TOTAL CONCENTRATES	308.7
9. Forages	9.3
10. FEED COST	
11. Concentrates and Forages	16.21
12. Pasture	.10
13. TOTAL FEED COSTS	\$ 16.22
14. Return Over Feed Cost	\$ 13.50
15. SUPPLEMENTAL COSTS	
16. Miscellaneous Livestock Expense	1.12
17. Veterinary Expense	.16
18. Custom Work	1.45
18A. Special Hired Labor	.03
19. TOTAL SUPPLEMENTAL COSTS	\$ 2.76
20. Return Over Feed and Supplemental Costs	\$ 10.74
20A. ALLOCATED COSTS	
20B. Power and Machinery Costs	.58
20C. Livestock Equipment Costs	.54
20D. Building and Fences	.68
20E. TOTAL ALLOCATED COST	\$ 1.80
20F. Return Over All Listed Costs	\$ 8.94
	* * *
21. SUPPLEMENTARY MANAGEMENT INFORMATION	
22. Return for \$100 Feed Fed	\$ 183.26
23. Price Received Per Cwt. All Animals	\$ 34.40
23A. Price Received Per Cwt. Sold Mkt. Only	\$ 37.29
24. Number of Litters Farrowed	21
25. Number of Pigs Born Per Litter	8.9
26. Number of Pigs Weaned Per Litter	6.4
27. Per Cent Death Loss	17.8
28. Average Weight of All Hogs Sold	179.5
28A. Average Weight of Mkt. Hogs Sold	139.3
29. Price Per Cwt. Concentrate Fed	\$ 5.19
29A. Price Per Cwt. Prt., Salt + Min.	\$ 6.32
30. Pounds of Pork Purchased	1540

TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1974

	Average of 35 Farms Per Litter	12 High Per Litter	12 Low Per Litter
1. Number of Litters Farrowed (Total)	35	35	30
2. Total Value Produced	\$ 156.03	\$ 213.26	\$ 131.40
3. POUNDS OF FEED FED			
4. Corn	1402.8	1996.3	2025.5
5. Small Grain	657.2	907.3	566.5
6. Protein, Salt and Mineral	54.8	41.8	133.8
7. Complete Ration	2560.7	410.0	6978.3
8. TOTAL CONCENTRATES	4675.5	3355.4	9704.1
9. Forages	283.3	33.3	502.8
10. FEED COST			
11. Concentrates and Forages	136.23	120.71	179.13
12. Pasture	.77	.37	.37
13. TOTAL FEED COSTS	\$ 137.00	\$ 121.08	\$ 179.50
14. Return Over Feed Cost	\$ 19.03	92.18	(-48.10)
15. SUPPLEMENTAL COSTS			
16. Miscellaneous Livestock Expense	5.29	5.46	5.33
17. Veterinary Expense	2.31	1.91	2.80
18. Custom Work	2.29	2.83	2.83
18A. Special Hired Labor			
19. TOTAL SUPPLEMENTAL COSTS	\$ 9.89	\$ 10.20	\$ 10.96
20. Return Over Feed and Supplemental Costs	9.14	81.98	(-59.06)
20A. ALLOCATED COSTS			
20B. Power and Machinery Costs	6.76	6.41	7.79
20C. Livestock Equipment Costs	3.18	3.43	3.38
20D. Building and Fences	5.00	3.86	10.01
20E. TOTAL ALLOCATED COST	\$ 14.94	\$ 13.70	\$ 21.18
20F. Return Over All Listed Costs	\$ (-5.80)	\$ 68.28	\$ (-80.24)
	*	*	*
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return For \$100 Feed Fed	\$ 113.89	\$ 176.12	\$ 73.20
23. Average Price Received Per Animal Sold	\$ 26.62	\$ 28.85	\$ 27.77
23A. Avg. Price/Pig Sold or Transferred	\$ 21.19	\$ 21.25	\$ 22.35
23B. Avg. Wt./Pig Sold or Transferred	40.6	39.5	44.4
24. Number of Pigs Produced	235	278	181
25. Number of Pigs Born Per Litter	8.8	10.0	8.1
26. Number of Pigs Weaned Per Litter	6.7	8.0	6.0
27. Per Cent Death Loss	18.5	17.1	19.6
28. Price Per Cwt. Concentrate Fed	\$ 2.83	\$ 2.58	\$ 1.79
29. Feed and Suppl. Costs Per Pig Produced	\$ 21.88	\$ 16.53	\$ 31.57
29A. Price Per Cwt. Prot., Salt + Min. Fed	\$ 11.47	\$ 21.54	\$ 7.93

TABLE 12 - DAIRY COWS

	Average of 190 Farms Per Cow	38 Farms High in Return Above Feed Per Cow	38 Farms Low in Return Above Feed Per Cow
1. Average Number of Cows	32.8	42.9	27.6
2. Pounds of Milk	10326	13039	7748
3. Pounds of Butterfat	375.1	472.4	283.3
4. Per Cent of Butterfat in Milk			
5. Value of Produce			
6. Dairy Products Sold	752.62	974.57	549.89
7. Dairy Products Used in Home	5.88	6.41	6.41
8. Milk Fed to Livestock	11.04	13.08	7.57
9. Net Increases in Value of Cows	(-42.41)	7.55	(-116.27)
10. TOTAL VALUE PRODUCED	\$ 727.13	\$ 1001.61	\$ 447.60
11. POUNDS OF FEED FED			
12. Corn	1861.8	2781.1	1401.9
13. Small Grain	818.2	890.9	887.9
13A. Complete Ration	2179.3	1726.7	2893.4
14. Protein, Salt + Mineral	272.7	321.6	223.4
15. TOTAL CONCENTRATES	5132.0	5720.3	5406.6
16. Legume Hay	6116.0	5519.2	7002.9
17. Other Hay and Dry Roughage	951.5	527.6	1783.8
18. Silage	10845.2	11611.2	12115.9
19. FEED COSTS			
20A. Grains	99.30	123.40	95.72
20B. Complete Ration	101.59	114.80	93.80
20C. Protein, Salt & Mineral	22.29	29.21	20.04
21A. Legume and Other Hay	117.26	92.24	156.41
21B. Silage, Fodder and Stover	71.74	77.32	82.43
22. Pasture	5.12	4.66	5.22
23. TOTAL FEED COSTS	\$ 417.30	\$ 441.63	\$ 453.62
24. Return Over Feed Cost	\$ 309.83	\$ 559.98	\$ (-6.02)
25. SUPPLEMENTAL COSTS			
26. Miscellaneous Livestock Expense	22.47	27.79	14.38
27. Veterinary Expense	11.28	14.48	8.91
28. Custom Work	28.32	36.57	20.36
28A. Special Hired Labor	.67		.11
29. TOTAL SUPPLEMENTAL COSTS	\$ 62.74	78.84	43.76
30. Return Over Feed and Supplemental Costs	\$247.09	\$ 481.14	\$ (-49.78)
30A. ALLOCATED COSTS			
30B. Power and Machinery Costs	33.86	32.12	39.07
30C. Livestock Equipment Costs	22.76	24.97	14.83
30D. Building and Fences	37.88	29.29	50.88
30E. TOTAL ALLOCATED COST	\$ 94.50	\$ 86.38	\$ 104.78
30F. Return Over All Listed Costs	\$ 152.59	\$ 394.76	\$ (-154.56)
31. SUPPLEMENTARY MANAGEMENT INFORMATION (Herd Total)			
32. Return For \$100 Feed Fed	\$ 174.25	\$ 226.80	\$ 98.67
33. Feed Cost Per Cwt. Milk	\$ 4.04	\$ 3.39	\$ 5.85
34. Feed Cost Per Pounds of Butterfat	\$ 1.113	\$.935	\$ 1.601
35. Pounds of Milk Per Pound of Concentrate	2.012	2.279	1.433
36. Average Price Per Cwt. Milk Sold	\$ 7.48	\$ 7.64	\$ 7.29
37. Average Price Per Pound of Butterfat	\$ 2.06	\$ 2.11	\$ 1.99

TABLE 13 - OTHER DAIRY CATTLE - 1974

	Average of 183 Farms	37 Farms High in Return Above Feed	37 Farms Low in Return Above Feed
	<u>Per Head</u>	<u>Per Head</u>	<u>Per Head</u>
1. Number of Head (Total)	40	36.9	36.9
2. Net. Inc. In Value	\$ 70.68	\$ 165.23	\$ (-5.39)
3. POUNDS OF FEED FED			
4. Corn	228.6	160.8	272.6
4A. Small Grain	127.0	93.8	216.3
4B. Protein, Salt + Mineral	35.8	40.6	13.3
4C. Complete Dairy Ration	172.5	108.5	210.2
5. Hay and Roughage	2510.0	1904.2	3470.6
6. Silage	2879.2	3114.8	4697.1
7. Milk	134.6	145.9	132.1
8. FEED COST			
9A. Grains	13.48	10.38	20.19
9B. Protein, Salt + Minerals	3.93	4.88	1.90
9C. Complete Rations	11.13	7.99	15.04
10A. Legume and Other Hay	41.18	25.85	65.75
10B. Silage, Fodder and Stover	18.23	15.93	32.44
11. Milk	8.75	9.46	8.37
12. Pasture	2.60	2.14	2.11
13. TOTAL FEED COSTS	\$ 99.30	\$ 76.63	\$ 145.80
14. Return Over Feed Cost	\$ (-28.62)	\$ 88.60	\$ (-151.19)
15. SUPPLEMENTAL COSTS			
16. Miscellaneous Livestock Expense	1.23	1.63	.73
17. Veterinary Expense	1.10	1.41	1.22
18. Custom Work	1.20	.62	1.44
18A. Special Hired Labor	.03	.19	
19. TOTAL SUPPLEMENTAL COSTS	\$ 3.56	\$ 3.85	\$ 3.39
20. Return Over Feed and Supplmntl. Costs	\$ (-32.18)	\$ 84.75	\$ (-154.58)
20A. ALLOCATED COSTS			
20B. Power and Machinery Costs	5.80	5.51	6.70
20C. Livestock Equipment Costs	3.38	4.12	2.41
20D. Building and Fences	5.73	4.64	8.39
20E. TOTAL ALLOCATED COSTS	\$ 14.91	\$ 14.27	\$ 17.50
20F. Return Over All Listed Costs	\$ (-47.09)	\$ 70.48	\$ (-172.08)
	*	*	*
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return For \$100 Feed Fed	\$ 71.17	\$ 215.59	\$ (3.70)
23. Per Cent Death Lost - Total	8.5	11.1	13.0
24. Per Cent Death Loss - Calves	18.8	20.0	26.7

TABLE 14 - ALL DAIRY AND DUAL PURPOSE CATTLE - 1974

	Average of 190 Farms	38 Farms High in Return Above Feed	38 Farms Low in Return Above Feed
	<u>Per Cow</u>	<u>Per Cow</u>	<u>Per Ccw</u>
1. Average Number of Cows	32.8	43.0	28.7
2. Value of Dairy Products	\$ 769.51	\$ 992.07	\$ 600.10
3. Net Inc. In Value	\$ 39.24	\$ 159.26	\$ (-84.88)
4. TOTAL VALUE PRODUCED	\$ 808.75	\$ 1151.33	\$ 515.22
5. POUNDS OF FEED FED			
6A. Grains	3119.9	4105.0	2927.5
6B. Complete Rations	2385.4	1954.1	3212.4
6C. Prot., Salt + Min. Incl. Milk Equiv.	332.3	465.8	211.2
7. Hay and Dry Roughage	10158.8	9819.2	12050.4
8. Silage	14519.3	16151.5	17544.5
9. FEED COST			
10A. Grains	116.10	143.35	123.38
10B. Complete Rations	114.91	132.35	114.39
10C. Prot., Salt + Min. Incl. Milk Equiv.	37.84	51.86	25.85
11A. Legume and Other Hay	167.71	139.02	229.86
11B. Silage, Fodder and Stover	95.27	102.02	121.60
12. Pasture Costs	8.35	7.09	7.28
13. TOTAL FEED COSTS	\$ 540.18	\$ 575.69	\$ 622.36
14. Return Over Feed Cost	\$ 268.57	\$ 575.64	\$ (-107.14)
15. SUPPLEMENTAL COSTS			
16. Miscellaneous Livestock Expense	23.90	37.05	18.85
17. Veterinary Expense	12.65	18.09	9.41
18. Custom Work	29.79	37.35	23.69
18A. Special Hired Labor	.70	2.60	
19. TOTAL SUPPLEMENTAL COSTS	\$ 67.04	\$ 95.09	\$ 51.95
20. Return Over Feed and Supplemental Costs	\$201.53	\$ 480.55	\$ (-159.09)
20A. ALLOCATED COSTS			
20B. Power and Machinery Costs	40.94	36.85	47.68
20C. Livestock Equipment Costs	26.89	28.45	17.36
20D. Building and Fences	44.87	33.20	59.71
20E. TOTAL ALLOCATED COST	\$ 112.70	\$ 98.50	\$ 124.75
20F. Return Over All Listed Costs	\$ 88.83	\$ 382.05	\$ (-283.84)
	**	**	**
21. SUPPLEMENTARY MANAGEMENT INFORMATION\$	149.72	\$ 199.99	\$ 82.78
22. Return For \$100 Feed Fed			

TABLE 15A - BEEF BREEDING CATTLE - 1974

	Average of 78 Farms	16 Farms High in Return Above Feed	16 Farms Low in Return Above Feed
	<u>Per Cow</u>	<u>Per Cow</u>	<u>Per Cow</u>
1. Average Number of Beef Cows	29.8	29.8	22.5
2. Average Number of Other Beef Animals & Bulls			
3. Pounds of Beef Produced			
4. Net Increase in Value	\$ 34.30	\$ 158.19	\$ (-123.69)
5. POUNDS OF FEED FED			
6. Grain	276.4	85.9	541.5
7. Protein, Salt and Mineral	44.6	40.7	99.0
8. Legume Hay	5125.4	4551.2	7675.0
9. Other Hay and Dry Roughage	1953.0	2857.0	1263.9
10. Silage	2375.7	167.8	3822.2
11. FEED COST			
12. Concentrates	12.99	4.73	32.36
13. Roughages	113.42	80.97	152.27
14. Pasture	19.77	17.45	34.13
15. TOTAL FEED COSTS	\$ 146.18	\$ 103.15	\$ 218.76
16. Return Over Feed Cost	\$ (-111.88)	\$ 55.04	\$ (-342.45)
17. SUPPLEMENTAL COSTS			
18. Miscellaneous Livestock Expense	3.29	1.44	11.78
19. Veterinary Expense	2.42	1.78	3.73
20. Custom Work	2.48	2.08	3.96
20A. Special Hired Work	.30		
21. TOTAL SUPPLEMENTAL COSTS	\$ 8.49	\$ 5.30	\$ 19.47
22. Return Over Feed and Supplmntl.Costs	\$ (-120.37)	\$ 49.74	\$ (-361.92)
22A. ALLOCATED COSTS			
22B. Power and Machinery Costs	7.26	6.88	8.37
22C. Livestock Equipment Costs	3.66	4.49	3.61
22D. Building and Fences	6.13	5.06	12.38
22E. TOTAL ALLOCATED COST	\$ 17.05	\$ 16.43	\$ 24.36
22F. Return Over All Listed Costs	\$ (-137.42)	\$ 33.31	\$ (-386.28)
* * *			
23. SUPPLEMENTARY MANAGEMENT INFORMATION			
24. Return For \$100 Feed Fed	\$ 23.46	\$ 153.35	\$ (-56.54)
25. Price Per Cwt. Sold	\$ 35.31	\$ 32.28	\$ 40.10
25A. Price Per Cwt. Calves Sold/Transfrd.	\$ 25.04	\$ 28.75	\$ 24.92
26. Average Weight Per Head Sold	615	770	701
26A. Avg. Weight Per Calf Sold/Transfrd.	449.3	370.1	420.7
27. Percent Death Loss	4.6	3.8	3.6
28. Percent Calf Crop	94	90	92

TABLE 15B - FEEDER CATTLE - 1974

		Average of 17 Farms	8 Farms High	8 Farms Low
		Per Cwt.	Per Cwt.	Per Cwt.
1.	Average Number of Beef Feeders	43.1	25.8	61.7
2.	Pounds of Beef Produced			
3.	Net Increase in Value of Animals	\$ 8.18	\$ 27.52	\$.55
4.	POUNDS OF FEED FED			
5.	Grain	211.6	210.4	228.8
6.	Protein, Salt and Mineral	21.8	22.0	23.1
7.	Legume Hay	322.5	298.0	358.2
8.	Other Hay and Dry Roughage	178.9	57.9	189.6
9.	Silage	903.5	430.1	1180.2
10.	FEED COST			
11.	Concentrates	9.67	9.36	10.53
12.	Roughages	13.66	6.90	16.77
13.	Pasture	.70	.63	.70
14.	TOTAL FEED COSTS	\$ 24.03	\$ 16.89	\$ 28.00
15.	Return Over Feed Cost	\$ (-15.85)	\$ 10.63	\$ (-27.45)
16.	SUPPLEMENTAL COSTS			
17.	Miscellaneous Livestock Expense	.11	.16	.10
18.	Veterinary Expense	.62	.11	.88
19.	Custom Work	.25	.35	.23
19A.	Special Hired Labor			
20.	TOTAL SUPPLEMENTAL COSTS	\$.98	\$.62	\$ 1.21
21.	Return Over Feed and Supplemental Costs	\$ (-16.83)	\$ 10.01	\$ (-28.66)
21A.	ALLOCATED COSTS			
21B.	Power and Machinery Costs	.58	.55	.67
21C.	Livestock Equipment Costs	.37	.54	.30
21D.	Building and Fences	.62	.61	1.02
21E.	TOTAL ALLOCATED COST	\$ 1.57	\$ 1.70	\$ 1.99
21F.	Return Over All Listed Costs	\$ (-18.40)	\$ 8.31	\$ (-30.65)
		*	*	*
22.	SUPPLEMENTARY MANAGEMENT INFORMATION			
23.	Return For \$100 Feed Fed	\$ 34.05	\$ 162.95	\$ 1.96
24.	Price Per Cwt. Sold	\$ 31.31	\$ 35.97	\$ 29.19
25.	Average Weight Per Head Sold	951.9	798.9	1032.7
26.	Price Per Cwt. Bought	\$ 27.53	\$ 27.21	\$ 27.38
27.	Average Weight Per Head Bought	416.5	319.4	462.1
28.	Number of Head Bought	12	10	16
29.	Percent Death Loss	3.0	2.1	2.3
30.	Effective Daily Gain - lbs./Head/Day	1.40	1.38	1.39

TABLE 16A - SHEEP FLOCK - 1974

		Average of 9 Farms
		<u>Per Ewe</u>
1.	Average Number of Ewes	54.0
2.	Pounds of Lamb and Mutton Produced	
3.	Pounds of Wool Produced	
4.	Value of Produce	
5.	Wool	2.54
6.	Net Increase in Value of Animals	14.17
7.	TOTAL VALUE PRODUCED	\$ 16.71
8.	POUNDS OF FEED FED	
9.	Grain	28.7
10.	Protein, Salt and Mineral	5.7
11.	Legume Hay	764.2
12.	Other Hay and Dry Roughage	102.1
13.	Silage	
14.	FEED COST	
15.	Concentrates	1.76
16.	Roughages	13.46
17.	Pasture	2.06
18.	TOTAL FEED COSTS	\$ 17.28
19.	Return Over Feed Cost	\$ (-.57)
20.	SUPPLEMENTAL COSTS	
21.	Miscellaneous Livestock Expense	.22
22.	Veterinary Expense	.67
23.	Custom Work	.93
23A.	Special Hired Labor	
24.	TOTAL SUPPLEMENTAL COSTS	\$ 1.82
25.	Return Over Feed and Supplemental Costs	\$ (-2.39)
25A.	ALLOCATED COSTS	
25B.	Power and Machinery Costs	2.90
25C.	Livestock Equipment Costs	1.23
25D.	Building and Fences	2.03
25E.	TOTAL ALLOCATED COST	\$ 6.16
25F.	Return Over All Listed Costs	\$ (-8.55)
* * *		
26.	SUPPLEMENTARY MANAGEMENT INFORMATION	
27.	Return For \$100 Feed Fed	\$ 96.68
28.	Price Per Cwt. Lamb and Mutton Sold	\$ 20.42
28A.	Price Per Cwt. Lamb Sold or Transferred	\$ 27.55
28B.	Weight of Lambs Sold or Transferred	72.6
29.	Pounds of Wool Per Sheep Sheared	9.0
30.	Number of Ewes Kept For Lambing	58
31.	Percent Lamb Crop	107
32.	Percent Death Loss	12.8

TABLE 18B - TURKEY POULTS - 1974

		Average of 3 Farms
		<u>Per Cwt.</u>
1.	Cwt. No Turkeys Produced (Total)	4519.62
2.	Net Increase in Value	\$ 8.21
3.	POUNDS OF FEED FED	
4.	Grain	52.9
5.	Protein, Salt and Mineral	342.4
6.	Complete Commercial Feed	29.5
7.	TOTAL POUNDS OF FEED	424.8
8.	TOTAL FEED COSTS	\$ 8.02
9.	Return Over Feed Cost	\$.19
10.	SUPPLEMENTAL COSTS	\$.17
11.	Return Over Feed and Supplemental Costs	\$.02
11A.	ALLOCATED COSTS	
11B.	Power and Machinery Costs	.58
11C.	Livestock Equipment Costs	.25
11D.	Building and Fences	.41
11E.	TOTAL ALLOCATED COST	\$ 1.24
11F.	Return Over All Listed Costs	\$ (-1.22)
* * *		
12.	SUPPLEMENTARY MANAGEMENT INFORMATION (Total Flock)	
13.	Return For \$100 Feed Fed	\$ 102.33
14.	Number of Poults Purchased	22742
15.	Price Paid Per Poult Purchased	.63
16.	Percent Death Loss	7.6
17.	Price Per Cwt. of Feed	\$ 1.89
18.	Price Received Per Pounds of Turkeys Sold	\$.11
19.	Weight Per Bird Sold in Pounds	26.2

CASH SUMMARY OF FARM EARNINGS, 1971-1974

Items	1971	1972	1973	1974
<u>FARM RECEIPTS</u>				
Dairy Cattle	2837	3152	3219	2060
Dairy Products	12598	11574	13419	13364
Beef Cattle (incl. feeders)	1247	1904	2099	1204
Hogs	1102	1762	1777	1066
Sheep and Wool	63	81	82	33
Poultry (incl. turkeys)	3	10	520	504
Eggs	24	11	24	23
Other Productive Livestock	12	3	10	46
Corn	159	112	145	239
Small Grains	213	285	696	1010
Set Aside Acre Income	310	487	177	3
Other Crops	206	528	892	1052
Gas Tax Refunds & Cap. Assets Sold	310	306	470	1118
Income From Work Off the Farm	402	301	446	436
Miscellaneous Farm Income	311	415	1190	365
1. Total Farm Sales	19797	20931	25166	22523
2. Increase in Farm Capital	7518	8945	14567	7623
3. Family Living From the Farm	439	385	532	483
4. Total Farm Receipts 1 & 2 & 3	27754	30161	40265	30629
<u>FARM EXPENSES</u>				
Dairy Cattle Bought	899	1330	1515	1350
Beef Cattle Bought (incl. feeders)	505	533	1064	502
Hogs Bought	54	70	203	172
Sheep Bought (incl. feeders)	11	13	7	10
Poultry Bought (incl. turkeys)	5	4	7	145
Other Productive Livestock	4	6	4	17
Miscellaneous Livestock Expense	817	804	815	804
Feed Bought	3647	3376	4034	4259
Fertilizer	626	747	902	984
Other Crop Expense	592	598	766	927
Custom Work Hired	919	916	1012	980
Gas-Oil-Grease Bought (farm share)	797	810	933	1090
Repair & Oper. of Mach., Tractor, Truck & Auto (farm share)	993	1080	1192	1254
Repair and Upkeep of Farm Real Estate	256	306	368	345
Repair and Upkeep of Livestock Equip.	163	103	229	237
Wages of Hired Labor	533	569	733	689
Electricity Expense (farm share)	338	347	371	363
Real Estate & Pers. Property Taxes	470	371	384	302
Telephone & General Farm Expense	370	443	579	118
5. Total Cash Operating Expense	11999	12577	15118	15108
6. Power, Crop & Gen. Mach. Bought	3160	3440	3904	4588
7. Livestock Equipment Bought	674	596	794	611
8. New Real Estate & Improvements	2655	3563	4132	3789
9. Total Farm Purchases	18488	20176	23948	30372
10. Decrease in Farm Capital	325	467	144	1740
11. Interest on Farm Capital	2921	3248	3645	3593
12. Unpaid Family Labor	907	769	744	790
13. Labor Change for Partners	129	183	71	88
14. Board Furnished Hired Labor	88	58	61	65
15. Total Farm Expense 9-14	22858	24901	28613	30372
16. Labor Earnings 4-15	4890	5260	11656	251

1971-1972-1973-1974 IN A CAPSULE

	<u>1971</u>	<u>1972</u>	<u>1973</u>	<u>1974</u>
FARM SIZE (ACRES)	339	347	360.0	315.7
SIZE OF BUSINESS (WORK UNITS)*	308	390	321	259
RETURN TO CAPITAL & FAMILY LABOR	7269	7722	13991	2704
LABOR EARNINGS	4890	5260	11656	251
NET WORTH (AVG. JAN. 1 & DEC. 31)	35483	37412	43133	41899
RATIO OF ASSETS TO LIABILITIES	2.57:1	2.43:1	2.71:1	2.43
<u>SOURCE OF INCOME-CASH RECEIPTS</u>				
INCOME FROM LIVESTOCK	90.3%	88.3%	84.0%	81.3%
INCOME FROM CROPS	4.4%	4.8%	7.6%	10.2%
MISCELLANEOUS INCOME	5.1%	6.9%	8.4%	8.5%

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* One work unit equals one 10 hour working day.