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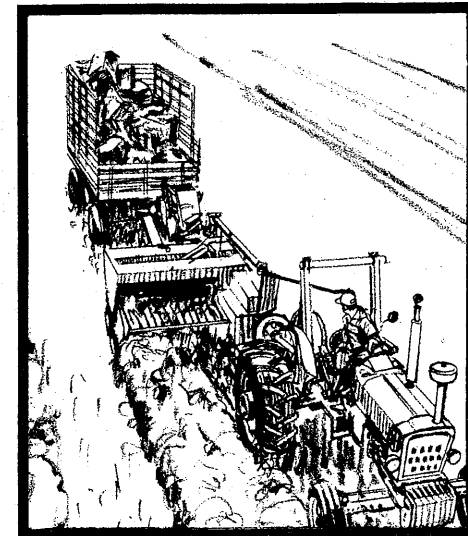
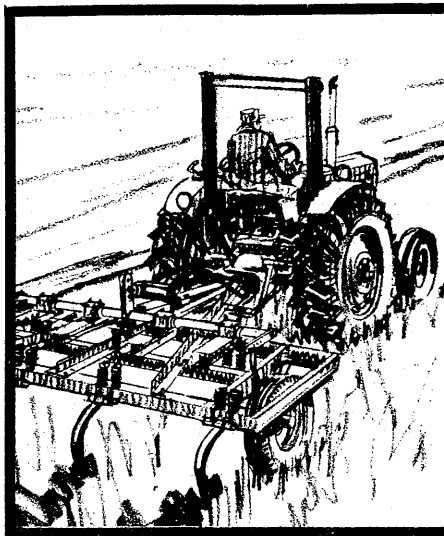
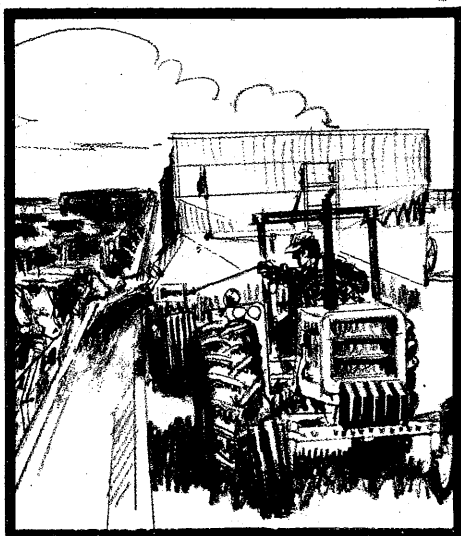
VOCATIONAL AGRICULTURE

FARM ANALYSIS ANNUAL REPORT

EAST SOUTH CENTRAL MINNESOTA

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

Austin Area Vocational-Technical Institute 1800-4-75 April 1, 1975



1974 VOCATIONAL AGRICULTURE FARM ANALYSIS REPORT
EAST SOUTH CENTRAL AREA - J. V. RAINE, AGRICULTURE PROGRAM COORDINATOR

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The first analysis made by the Austin Area Vocational-Technical Institute was for the year 1955. A complete reorganization of the analysis program in 1967 added crop production costs and more animal production items.

The assistance and counsel provided by the following people is much appreciated: Audrey Anhorn, Madge Anderson, Helen Bergh, Jim & Shirley Schroeder, Norma Holton, Charles Painter, Nadine Pogones, Donna Qualey, Vivian Bombach, Muriel Sayles, Patricia Francis, Lorine Thorn, Beverly Weness, Dr. Richard Trumble, Morton Carney, Paul Day, Odell Barduson, William Hohenhaus, Edgar Persons, Paul Marvin and Truman Nodland. Data Processing was done by Agricultural Records Cooperative, Madison, WI. Special acknowledgement is due John Gedker, instructor, and the students in the Offset Printing class of the Austin Area Vocational-Technical Institute. Participating schools have submitted 674 books for analysis as follows:

<u>SCHOOL</u>	<u>BOOKS</u>	<u>ADULT INSTRUCTORS</u>	<u>OTHER INSTRUCTORS COOPERATING SCHOOLS</u>
ALBERT LEA	27	LARRY IRVINE	LOWELL ROSS, RICHARD ROE
ALDEN	3	JOHN NELSON	GALE GRABOW, RODNEY TUINSTR
AUSTIN	24	RON HAYES	JOHN NELSON
VETERANS	23	LOEL GORDEN	DON RITLAND
BLOOMING PRAIRIE	65	GENE FRANCIS	
VETERANS	24	ED GADIENT	HAROLD ULRICH, MARK LEWIS
BYRON (VETERANS)	27	GIL SHUBERT	RAY CHERRY
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VETERANS	25	JOHN ZWIEBEL	GLEN EDIN, DONALD BARBER, BRIAN KOSEL
SOUTHLAND DIST. 500	57	VICTOR RICHARDSON	
SPRING VALLEY	39	DWAIN VANGSNESS, LYNN LAGERSTEDT	LEROY SWANSON
ROCHESTER	36	JAMES ERREDGE	GERALD SPEIR
WASECA	36	FRANK QUAM	LUVERN BUSHLACK, LORIN WESTMAN
U of M - WASECA	22	NORMAN BOMBACH	JURGEN PETERS
		BOYD FULLER	

TABLE 1 FARM INVENTORIES - 1974

ITEMS	AVERAGE OF 363 FARMS	
1-2 SIZE OF FARM - TOTAL ACRES & TILLABLE ACRES	358.5	314.3
3 WORK UNITS - CROPS	157.11	
4-5 LIVESTOCK & OTHER	250.32	23.80
6 TOTAL SIZE - WORK UNITS	431.23	
7 NUMBER OF WORKERS	1.7	
7A FARM CAPITAL INVESTMENT PER WORKER	\$141792	
8 PRODUCTIVE LIVESTOCK	JAN. 1	DEC. 31
9 DAIRY COWS	\$ 7781	\$ 8042
10 OTHER DAIRY CATTLE	4832	4176
11 BEEF BREEDING CATTLE	2643	2274
12 BEEF FEEDER CATTLE	3879	3014
13 HOGS	10298	9622
14-16 OTHER PRODUCTIVE LIVESTOCK	156	144
17 TOTAL PRODUCTIVE LIVESTOCK	\$ 29589	\$ 27272
18 CROP, SEED AND FEED	\$ 39304	\$ 50311
19 POWER, MACHINERY AND EQUIPMENT		
20 AUTO & TRUCK (FARM SHARE)	\$ 2712	\$ 3643
21 POWER AND MACHINERY	19364	24353
21A IRRIGATION EQUIPMENT	--	13
22 LIVESTOCK EQUIPMENT	4586	5877
23 TOTAL POWER, MACHINERY & EQUIPMENT	\$ 26662	\$ 33886
24 LAND	\$ 98263	\$102221
25 BUILDINGS, FENCES, ETC.	\$ 29226	\$ 35579
26 TOTAL FARM CAPITAL	\$223044	\$249269

ITEMS	73 HIGH PROFIT FARMS		73 LOW PROFIT FARMS	
1-2 SIZE OF FARM-TOTAL A & TILL A	554.4	503.2	296.3	246.0
3 WORK UNITS - CROPS	252.56		122.47	
4-5 LIVESTOCK & OTHER	260.26	46.80	250.73	11.80
6 TOTAL SIZE - WORK UNITS	559.62		385.00	
7 NUMBER OF WORKERS	2.0		1.8	
7A FARM CAP. INVESTMENT PER WORKER	\$201430		\$106562	
8 PRODUCTIVE LIVESTOCK	JAN. 1	DEC. 31	JAN. 1	DEC. 31
9 DAIRY COWS	\$ 5098	\$ 5562	\$ 8333	\$ 8633
10 OTHER DAIRY CATTLE	3597	3076	5389	4494
11 BEEF BREEDING CATTLE	2038	1933	5580	3743
12 BEEF FEEDER CATTLE	5678	4310	3683	3070
13 HOGS	17386	17767	10945	7863
14-16 OTHER PRODUCTIVE LIVESTOCK	240	100	263	142
17 TOTAL PRODUCTIVE LIVESTOCK	\$ 34037	\$ 32748	\$ 34193	\$ 27945
18 CROPS, SEED AND FEED	\$ 72946	\$100544	\$ 24637	\$ 25884
19 POWER, MACHINERY & EQUIPMENT				
20 AUTO & TRUCK (FARM SHARE)	\$ 4157	\$ 6173	\$ 2371	\$ 2946
21 POWER & MACHINERY	30898	38330	15188	18780
22 LIVESTOCK EQUIPMENT	6019	7266	4799	6288
23 TOTAL POWER, MACH, EQUIPMENT	\$ 41074	\$ 51769	\$ 22358	\$ 28014
24 LAND	\$168814	\$176443	\$ 77553	\$ 77244
25 BUILDINGS, FENCES, ETC.	\$ 39363	\$ 48523	\$ 28761	\$ 32536
26 TOTAL FARM CAPITAL	\$356234	\$410027	\$187502	\$191623

TABLE 2A WHOLE FARM SUMMARY OF CASH RECEIPTS - 1974

ITEMS	AVERAGE OF 363 FARMS	73 HIGH PROFIT FARMS	73 LOW PROFIT FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1708	\$ 1303	\$ 1732
3 DAIRY PRODUCTS	16589	13003	15282
4 OTHER DAIRY CATTLE	1200	1105	1588
5 BEEF BREEDING CATTLE	367	423	773
6 BEEF FEEDER CATTLE	6012	9881	4043
7A HOGS COMPLETE	16321	27866	13245
7B HOGS FINISHING	6798	14307	12036
7C HOGS PRODUCING WEANING PIGS	627	1510	230
8A SHEEP & WOOL, FARM FLOCK	66	4	69
8B SHEEP & WOOL, FEEDER LAMBS	118	-	587
9 CHICKENS (INCLUDING HENS & BROILERS)	13	38	10
10 TURKEYS	--	--	--
11 EGGS	409	1543	225
12 OTHER PRODUCTIVE LIVESTOCK	1	-	6
12A TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 50229	\$ 70983	\$ 49826
13 SALE OF CROPS			
13A WHEAT	1215	2378	394
13B OTHER SMALL GRAINS	468	790	367
13C CORN	18847	41621	9137
13D SOYBEANS	14432	31568	6099
13E OTHER ROW CROPS	779	2040	774
13F LEGUMES AND OTHER FORAGE	335	382	322
13G GRASS SEED	2	-	-
13H FRUITS AND NUTS	-	-	-
13I VEGETABLES, ROADSIDE MARKET AND SPECIALTY	7	-	-
13J NURSERY, TIMBER AND OTHER	-	-	-
13K SET ASIDE - GOVERNMENT PAYMENTS	-	-	-
19A TOTAL SALES FROM CROPS	\$ 36085	\$ 78779	\$ 17093
20 CAPITAL ASSETS SOLD	2441	5147	1400
21 GAS TAX REFUND	189	206	165
22 INCOME FROM WORK OFF THE FARM	1021	2020	640
23 PATRONAGE REFUNDS	1152	1856	873
24 MISCELLANEOUS FARM INCOME	438	873	326
25 TOTAL FARM SALES	\$ 91555	\$159864	\$ 70323
26 INCREASE IN FARM CAPITAL	26224	53794	4121
27 FAMILY LIVING FROM THE FARM	554	520	598
28 TOTAL FARM RECEIPTS (25) + (26) + (27)	\$118333	\$214178	\$ 75042

TABLE 2B WHOLE FARM SUMMARY OF CASH EXPENSES - 1974

ITEMS	AVERAGE OF 363 FARMS	73 HIGH PROFIT FARMS	73 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 756	\$ 343	\$ 1296
3 OTHER DAIRY CATTLE	589	441	772
4 BEEF BREEDING CATTLE	370	180	580
5 BEEF FEEDER CATTLE	2480	4807	1840
6A HOGS COMPLETE	671	717	751
6B HOGS FINISHING	2145	4636	3248
6C HOGS PRODUCING WEANING PIGS	106	183	250
7A SHEEP, FARM FLOCK	19	--	22
7B SHEEP, FEEDER LAMBS	21	--	104
8 CHICKENS (INCLUDING HENS AND BROILERS)	56	241	18
9 TURKEYS	-	-	-
10 OTHER PRODUCTIVE LIVESTOCK	-	-	-
11 MISCELLANEOUS LIVESTOCK EXPENSE	1876	2093	2047
12 FEED BOUGHT	10346	13631	14698
13 FERTILIZER	8637	18102	5912
14 CHEMICALS	3043	5824	2005
15 OTHER CROP EXPENSE	3700	6407	2828
15A IRRIGATION OPERATION COSTS	-	-	-
16 CUSTOM WORK HIRED	2107	2270	2295
17 REPAIR + UPKEEP OF LIVESTOCK EQUIPMENT	518	720	476
18 REPAIR + UPKEEP OF FARM REAL ESTATE	1099	1676	801
19 GAS, OIL, GREASE BOUGHT (FARM SHARE)	2387	3356	2098
20 REPAIR + OPER OF MACH, TRACTOR, TRUCK, AUTO (FARM SHARE)	2955	4384	2654
20A REPAIR + UPKEEP - IRRIGATION EQUIPMENT	-	-	-
21 WAGES OF HIRED LABOR	1789	3508	1873
22 PERSONAL PROPERTY + REAL ESTATE TAXES	2177	3545	1742
23 GENERAL FARM EXPENSE	1179	2164	1122
24 TELEPHONE EXPENSE (FARM SHARE)	190	224	209
25 ELECTRICITY EXPENSE (FARM SHARE)	718	895	679
26 TOTAL CASH OPERATING EXPENSE	\$49934	\$ 80347	\$50320
27 POWER, CROP & GEN. MACH. BOUGHT (FARM SHARE)	12239	19382	9072
27A IRRIGATION EQUIPMENT	19	-	-
28 LIVESTOCK EQUIPMENT BOUGHT	2375	2708	2585
29 NEW REAL ESTATE + IMPROVEMENT	14292	22257	6631
30 TOTAL FARM PURCHASES (26) THRU (29)	\$78859	\$124694	\$68608
31 DECREASE IN FARM CAPITAL			
32 INTEREST ON FARM CAPITAL	14169	22987	11373
33 UNPAID FAMILY LABOR	955	758	1343
34 LABOR CHARGE FOR PARTNERS+OTHER OPERATORS	1309	2024	1048
35 BOARD FURNISHED HIRED LABOR	142	133	250
36 TOTAL FARM EXPENSE (30) THRU (35)	\$95434	\$150596	\$82622
37 LABOR EARNINGS (WHOLE FARM) (2A LINE 28) - (36)	\$22899	\$ 63582	\$(-7580)
38 NUMBER OF OPERATORS	1	1	1

TABLE 3 ENTERPRISE STATEMENT - 1974

ITEMS	AVERAGE OF 363 FARMS	73 HIGH PROFIT FARMS	73 LOW PROFIT FARMS
1 RETURNS & NET INCREASES			
2 PRODUCTIVE LIVESTOCK			
3 DAIRY CATTLE	\$16007	-\$12846	\$14522
4 OTHER DAIRY CATTLE	2368	2302	1888
5 BEEF BREEDING CATTLE	(-67)	461	(-1182)
6 FEEDER CATTLE	2309	3319	1231
7 COMPLETE HOG ENTERPRISE	15177	26708	11800
8 HOG FINISHING ENTERPRISE	4287	10196	6166
9 PRODUCING WEANING PIGS	785	1757	299
10 FARM FLOCK OF SHEEP	87	1	43
11 FEEDER LAMBS	76	----	379
12 CHICKENS (INCLUDING HENS & BROILERS)	346	1204	234
13 TURKEYS			
14 OTHER PRODUCTIVE LIVESTOCK			(-1)
15 ALL PRODUCTIVE LIVESTOCK	\$41375	\$58794	\$35379
16 VALUE OF FEED FED TO LIVESTOCK	37862	46312	41910
17 RETURN OVER FEED FROM LIVESTOCK	\$ 3513	\$ 12482	\$(-6531)
18 CROPS, SEED AND FEED	59105	108597	34723
20 COOPERATIVE PATRONAGE REFUNDS	1152	1856	873
21 MISCELLANEOUS FARM INCOME	438	873	326
22 TOTAL RETURNS & NET INCREASES	\$64208	\$123808	\$ 29391
23 EXPENSES AND NET DECREASES			
24 TRUCK & AUTO (FARM SHARE)	\$ 2569	\$ 3654	\$ 2254
25 TRACTORS & CROP MACHINERY	9232	13197	7897
25A IRRIGATION EQUIPMENT	6	-	-
26 ELECTRICITY	718	895	679
27 LIVESTOCK EQUIPMENT	1633	2154	1632
28 BUILDINGS, FENCES AND TILING	3499	4830	2999
29 BARE LAND	(-362)	(-1757)	(-21)
30 MISCELLANEOUS LIVESTOCK EXPENSE	1876	2093	2047
31 LABOR	3114	4216	3990
32 LABOR CHARGE FOR OTHER OPERATOR(S)	1309	2024	1048
33 PROPERTY TAX	2177	3545	1742
34 GENERAL FARM EXPENSE & TELEPHONE	1369	2388	1331
35 INTEREST ON FARM CAPITAL	14169	22987	11373
36 TOTAL EXPENSES & NET DECREASES	\$41309	\$ 60226	\$ 36971
37 LABOR EARNINGS	\$22899	\$ 63582	\$(-7580)
38 NUMBER OF FARM OPERATORS	1	1	1

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

TABLE 4 HOUSEHOLD EXPENSE - 1974

ITEMS	AVERAGE OF 240 FARMS	52 HIGH PROFIT FARMS	52 LOW PROFIT FARMS
1 NUMBER OF PERSONS - FAMILY	5	5	5
2 NUMBER OF ADULT EQUIVALENT - FAMILY	3.6	3.8	3.4
3 CHURCH AND WELFARE	\$ 540	\$ 1061	\$ 352
4 MEDICAL CARE AND HEALTH INSURANCE	1105	1215	1142
5 FOOD AND MEALS BOUGHT	1768	1982	2005
6 OPERATING EXPENSE AND SUPPLIES	639	576	677
7 FURNISHINGS AND EQUIPMENT	770	691	670
8 CLOTHING AND CLOTHING MATERIALS	598	781	668
9 PERSONAL CARE, PERSONAL SPENDING	309	611	282
10 EDUCATION	180	230	175
11 RECREATION	344	522	318
12 GIFTS AND SPECIAL EVENTS	261	342	263
13 PERSONAL SHARE - TRUCK AND AUTO EXPENSE	394	459	420
14 OPERATOR'S SHARE UPKEEP ON DWELLING	179	314	189
15 PERSONAL SHARE TELEPHONE AND ELECTRIC EXPENSE	224	264	218
16 TOTAL CASH LIVING EXPENSES	\$ 7311	\$ 9048	\$ 7379
17 PERSONAL SHARE NEW TRUCK AND AUTO	377	626	318
18 NEW DWELLING BOUGHT	1843	2577	1331
19 TAXES AND OTHER DEDUCTIONS	2079	3766	1444
20 LIFE INSURANCE AND OTHER SAVINGS AND INVESTMENTS	3541	4582	1285
21 TOTAL HOUSEHOLD AND PERSONAL (16) - (20)	\$15151	\$20599	\$11757
22 TOTAL FAMILY LIVING FROM THE FARM (33)	565	505	597
23 TOTAL CASH & NON-CASH EXPENSES (21) + (22)	\$15716	\$21104	\$12354
24 FAMILY LIVING FROM THE FARM			
25			
26 MILK AND CREAM	\$ 128	\$ 107	\$ 142
27 BEEF	313	261	291
28 PORK	85	119	68
29 LAMB	-	-	1
30 POULTRY	4	-	17
31 EGGS	4	1	9
32 VEG, FRUIT, SPUDS, FUEL - ALSO OTHER PRODUCE	30	16	69
33 TOTAL FAMILY LIVING FROM THE FARM	\$ 564	\$ 504	\$ 597

TABLE 5 NET WORTH STATEMENT - OPERATOR - 1974

ITEMS	AVERAGE OF 340 FARMS		70 HIGH PROFIT FARMS		63 LOW PROFIT FARMS		
	JAN 1	DEC 31	JAN 1	DEC 31	JAN 1	DEC 31	
1 TOTAL LIVESTOCK	\$ 27440	\$ 25271	\$ 31106	\$ 30078	\$ 35039	\$ 28499	
2 CROP, SEED & FEED	36605	46807	69542	94045	23146	23626	
3 TOTAL POWER, MACH.	25455	32368	38411	47800	22772	29158	
4 LAND	45534	49456	70142	76931	34354	38664	
5 BLDGS., FENCES, ETC.	25058	30811	37462	46791	24572	29924	
6 TOTAL FARM CAP.	\$160092	\$184713	\$246663	\$295645	\$139883	\$149871	
7 NON-FARM ASSETS	\$ 15129	\$ 19589	\$ 21005	\$ 30696	\$ 11429	\$ 13899	
8 DWELLING	8760	9740	13275	14717	7474	8410	
9 TOTAL ASSETS	\$183981	\$214042	\$280943	\$341058	\$158786	\$172180	
10 REAL ESTATE DEBT	\$ 40221	\$ 46939	\$ 61804	\$ 70287	\$ 40124	\$ 49525	
11 CHATTEL MORTGAGES	20513	25394	28869	32886	21857	30245	
12 NOTES	6798	8320	7144	10738	8638	9502	
13 ACCOUNTS PAYABLE	1855	2629	1952	2765	2600	4777	
14 TOTAL LIABILITIES	\$ 69387	\$ 83282	\$ 99769	116676	\$ 73219	\$ 94049	
15 FARMERS NET WORTH	\$114594	\$130760	\$181174	\$224382	\$ 85567	\$ 78131	
16 GAIN IN NET WORTH		\$ 16166		\$ 43208		\$(-7436)	
17 SUPPLEMENTARY MANAGEMENT INFORMATION	AVERAGE		HIGH		LOW		
18 OPERATORS LABOR EARNINGS		\$ 21234		\$ 58558		\$(-6925)	
19 RET. TO CAP. & FAMILY LABOR		\$ 27857		\$ 69187		\$(-2477)	
20 NON-FARM INCOME							
21 OUTSIDE INVESTMENT INCOME		\$ 362		\$ 544		\$ 131	
22 OTHER PERSONAL INCOME		1849		1322		1143	
23 TOTAL NON-FARM INCOME		\$ 2211		\$ 1866		\$ 1274	
24 TOTAL MONEY BORROWED		\$ 41910		\$ 59788		\$ 49830	
25 TOTAL PAID ON DEBT (PRINCIPLE)		\$ 30232		\$ 50180		\$ 31393	
26 TOTAL HOUSEHOLD + PERS. EXPENSE		\$ 12817		\$ 20993		\$ 11196	
27 RATIO FARM EXP. TO FARM RECEIPTS		.803		.697		1.089	
28 RATIO TOT. ASSETS TO TOT. LIAB.		2.652	2.570	2.816	2.923	2.169	1.831
29 RATIO NON-REAL ESTATE ASSETS NON-REAL ESTATE LIABILITIES		3.59	3.41	4.22	4.37	2.79	2.14
30 RATIO REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES		1.97	1.92	1.96	1.97	1.65	1.55
31 RATIO - NET WORTH TO TOTAL LIABILITIES		1.65	1.57	1.82	1.92	1.17	.83
32*RATIO CASH OPERATING EXPENSE TO ADJUSTED TOTAL FARM SALES			.65		.60		.82
33 RATIO TOTAL FARM RECEIPTS TO AVE. FARM CAPITAL W.F.			.52		.59		.50
34 RATIO TOTAL FARM RECEIPTS TO AVE. FARM CAPITAL - OPERATORS SHARE			.63		.71		.53
*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS							

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

TABLE 6A OPERATORS SHARE OF CASH RECEIPTS - 1974

ITEMS	AVERAGE OF 363 FARMS	73 HIGH PROFIT FARMS	73 LOW PROFIT FARMS
1 SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1414	\$ 1252	\$ 1504
3 DAIRY PRODUCTS	15153	13400	14255
4 OTHER DAIRY CATTLE	1061	835	1502
5 BEEF BREEDING CATTLE	350	249	871
6 BEEF FEEDER CATTLE	5735	5872	4181
7A HOGS COMPLETE	15504	26135	14297
7B HOGS FINISHING	6414	15005	10614
7C HOGS PRODUCING WEANING PIGS	625	1510	204
8A SHEEP AND WOOL, FARM FLOCK	64	9	66
8B SHEEP AND WOOL, FEEDER LAMBS	118	---	587
9 CHICKENS (INCLUDING HENS AND BROILERS)	10	26	15
10 TURKEYS	--	--	--
11 EGGS	287	966	225
12 OTHER PRODUCTIVE LIVESTOCK	1	--	6
12A TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 46736	\$ 65259	\$ 48327
13 SALE OF CROPS			
13A WHEAT	1097	2207	330
13B OTHER SMALL GRAINS	377	586	275
13C CORN	16377	37325	9308
13D SOYBEANS	12884	27439	6352
13E OTHER ROW CROPS	714	1913	565
13F LEGUMES AND OTHER FORAGE	207	263	175
13G GRASS SEED	2	---	---
13H FRUITS AND NUTS	---	---	---
13I VEG, ROADSIDE MARKET AND SPECIALTY	7	---	---
13J NURSERY, TIMBER AND OTHER	---	---	---
13K SET ASIDE - GOVERNMENT PAYMENTS	---	---	---
19A TOTAL SALES FROM CROPS	\$ 31665	\$ 69733	\$ 17005
20 CAPITAL ASSETS SOLD	1521	4343	269
21 GAS TAX REFUND	182	210	168
22 INCOME FROM WORK OFF THE FARM	950	1606	582
23 PATRONAGE REFUNDS	1114	2023	934
24 MISCELLANEOUS FARM INCOME	412	793	287
25 TOTAL FARM SALES	\$ 82580	\$ 143967	\$ 67572
26 INCREASE IN FARM CAPITAL	\$ 26029	\$ 51526	\$ 10175
27 FAMILY LIVING FROM THE FARM	523	486	572
28 TOTAL FARM RECEIPTS (25) + (26) + (27)	\$ 109132	\$ 195979	\$ 78319
29 ADJUSTED TOTAL FARM SALES (25) - (20)	81059	139624	67303
30 TOTAL CASH FARM OPERATING EXPENSE	53901	83278	57238
31 NET CASH OPERATING INCOME (29) - (30)	\$ 27158	\$ 56346	\$ 10065

TABLE 6B OPERATORS SHARE OF CASH EXPENSES - 1974

ITEMS	AVERAGE OF 363 FARMS	73 HIGH PROFIT FARMS	73 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 695	\$ 316	\$ 1207
3 OTHER DAIRY CATTLE	526	399	625
4 BEEF BREEDING CATTLE	368	60	552
5 BEEF FEEDER CATTLE	2351	1461	1715
6A HOGS COMPLETE	614	793	804
6B HOGS FINISHING	2048	4983	3010
6C HOGS PRODUCING WEANING PIGS	106	183	236
7A SHEEP, FARM FLOCK	19	--	22
7B SHEEP, FEEDER LAMBS	21	--	104
8 CHICKENS	56	241	19
9 TURKEYS	--	--	--
10 OTHER PRODUCTIVE LIVESTOCK	--	--	--
11 MISCELLANEOUS LIVESTOCK EXPENSE	1766	1938	2099
12 FEED BOUGHT	9751	12933	14779
13 FERTILIZER	7929	16347	5823
14 CHEMICALS	2761	5049	1984
15 OTHER CROP EXPENSE	3424	5760	2758
15A	----	----	----
16 CUSTOM WORK HIRED	1974	2273	2245
17 REPAIR + UPKEEP OF LIVESTOCK EQUIPMENT	484	735	450
18 REPAIR + UPKEEP OF FARM REAL ESTATE	1029	1628	819
19 GAS, OIL, GREASE BOUGHT (FARM SHARE)	2285	3129	2229
20 REP. + OPER OF MACH, TRAC, TRUCK, AUTO (FARM SHARE)	2837	4094	2744
20A REPAIR + UPKEEP OF IRRIGATION EQUIPMENT	----	----	----
21 WAGES OF HIRED LABOR	1776	3465	1816
22 PERSONAL PROPERTY + REAL ESTATE TAXES	1238	2006	1157
23 CASH RENT	3050	6217	2021
24 GENERAL FARM EXPENSE	1115	1892	1096
25 TELEPHONE EXPENSE (FARM SHARE)	182	204	215
26 ELECTRICITY EXPENSE (FARM SHARE)	676	881	681
27 INTEREST EXPENSE	4820	6290	6028
28 TOTAL CASH OPERATING EXPENSE	\$53901	\$ 83277	\$57238
29 POWER, CROP AND MACH BOUGHT (FARM SHARE)	11846	18288	9100
29A IRRIGATION EQUIPMENT BOUGHT	19	--	--
30 LIVESTOCK EQUIPMENT BOUGHT	2340	2704	2744
31 NEW REAL ESTATE + IMPROVEMENTS	13646	22635	11709
32 TOTAL FARM PURCHASES (28) THRU (31)	\$81752	\$126904	\$80791
33 DECREASE IN FARM CAPITAL			
34 INTEREST ON FARM CAPITAL	5641	10010	3151
35 UNPAID FAMILY LABOR	955	781	1328
37 BOARD FURNISHED HIRED LABOR	140	124	247
38 TOTAL FARM EXPENSE (32) THRU (37)	\$88488	\$137819	\$85517
39 LABOR EARNINGS (OPER SHARE) (6A/28) - (38)	\$20644	\$ 58160	\$(-7198)
40 RETURN TO CAPITAL AND FAMILY LABOR	\$27242	\$ 68950	\$(-2719)

LINE 40 REPRESENTS AVAILABLE INCOME FOR THE FARM FAMILY.

WORK UNITS

The total "Work Units" for any one farm is a measure of the size of that farm business. A "work unit" as used in this report is the average accomplishment of a farm worker in a ten hour day. The number of "work units" per farm or per worker may be interpreted differently for different farm situations as work efficiency, degree of mechanization, careful planning or hours worked. Occasionally high "work units" per worker indicates an excessive work load. The number of "work units" for each class of livestock and each acre of crop are presented in Table 7. The "work unit" rating was revised in 1968.

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

ITEM	NUMBER OF WORK UNITS	ITEM	NUMBER OF WORK UNITS
Dairy & Dual Purpose Cows	7.0 Per Head	Turkey Poults	.12 Per 100#
Other Dairy & Dual Purp Cattle	1.2 Per Head	Canning Peas	.3 Per Acre
Beef Breeding Herd	1.5 Per Cow & Replacement	Soybeans for Grain	.45 Per Acre
Feeder Cattle	.12 Per 100#	Small Grain	.3 Per Acre
Sheep-Farm Flock	.6 Per Ewe & Replacement	Sweet Corn	.4 Per Acre
Lambs-Feeders	.3 Per 100#	Corn-Husked	.55 Per Acre
Hogs-Complete	.12 Per 100#	\$20 Custom Work	1.0
Hogs-Finishing	.06 Per 100#	Alfalfa Hay	.6 Per Acre
Hogs-Weaning	1.4 Per Litter	Other Hay Crops	.4 Per Acre
Chickens-Laying	5.0 Per 100 Hens	Corn-Silage	.8 Per Acre
Chickens-Replacement	5.0 Per 100 Hens	Sugar Beets	2.0 Per Acre
		Diverted Acres	.2 Per Acre

COSTS & RETURNS FROM YOUR LIVESTOCK EXPENSE

Feed is the largest single item of cost for all classes of livestock. The proportion of the total cost represented by feed varies between classes of livestock. Feed makes up approximately 45% of the total costs of maintaining a dairy cow herd and as much as 65% to 75% for hogs and feeder cattle. It is necessary to secure a relatively higher return over feed from dairy cattle and poultry than from the other livestock enterprises to cover costs other than feed costs. When feed prices are low, the per cent of total cost represented by feed is lower.

Recent analysis information includes some other livestock production costs. The revised Minnesota Farm Account Book makes such detail possible. The value of this information is entirely dependent upon the completeness and accuracy of the appropriate records. Principal cost not included in the analysis is labor.

AVERAGE PRICES USED FOR SOME COMMON FEEDS - 1974

CORN	\$2.80 BU.	GOOD ALFALFA HAY	\$60.00
OATS	1.40 BU.	CLOVER HAY	50.00
BARLEY	2.70 BU.	CORN SILAGE	20.00
WHEAT	4.75 BU.	OAT SILAGE	20.00

PASTURE PER HEAD PER MONTH

COWS & BULLS	\$10.00	PIGS	\$.20
COWS-BULLS (GREEN CHOP)	15.00	EWES	.80
YOUNG CATTLE	5.00	LAMBS	.40
HOGS	.40		

RANGE OF LABOR EARNINGS

THIS CHART SHOWS THE RANGE OF LABOR EARNINGS STARTING WITH THE HIGHEST AND ENDING WITH THE LOWEST IN THE 0 TO 9 PERCENTILE. EACH PERCENTILE GROUP REPRESENTS 45 FARMS. THE AVERAGE OPERATOR LABOR EARNINGS LISTED FOR EACH GROUP REPRESENTS ONLY THE AVERAGE OF THAT GROUP. THE RANGE OF EARNINGS GIVES THE LOWEST AND THE HIGHEST INDIVIDUAL OPERATOR LABOR EARNINGS IN THAT GROUP.

PERCENTILE	NO. OF CASES	AVERAGE	RANGE	YOUR FARM
90 - 100	45	\$ 83,362	\$53,053 & Up	_____
80 - 89	45	43,444	37,535 - 52,942	_____
70 - 79	45	31,613	27,755 - 37,262	_____
60 - 69	45	23,684	20,725 - 27,644	_____
50 - 59	45	17,867	15,393 - 20,525	_____

40 - 49	45	\$13,144	\$11,060 - 15,337	_____
30 - 39	45	8,562	6,901 - 10,771	_____
20 - 29	45	4,056	1,829 - 6,541	_____
10 - 19	45	1,181	1,718 - 4,366	_____
0 - 9	47	-14,262	-4,405 - 51,954	_____

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

Table 8 compares efficiencies in farm management between average, high return and low return farms. This is graphically illustrated by a thermometer chart on p. 14.

Labor earnings is the basis for comparing the relationship between selected farm management factors and farm profit. Labor earnings represents that share of the total farm income that is credited to the operator's labor and management. Tables 2B and 3 show two methods of determining labor earnings for the whole farm. The operator's share of labor earnings is shown in Table 6B and may be quite different from that shown in Tables 2B and 3. The range of earnings is illustrated by a "Range of Earnings" chart on page 11.

FACTORS

1. CROP YIELD INDEX Crop yields are expressed in terms of averages with an index of 100 representing the combined average of all crops. An index of more than 100 is above average while an index of less than 100 is below average.
2. PER CENT OF TILLABLE LAND IN HIGH RETURN CROPS This rating is based on a full score for the highest rated (A) crops to no score for the lowest rated (D) crops. The ratings are given on Table 9.
3. GROSS RETURN PER ACRE Reflects both crop selection and crop yield.
4. RETURN PER \$100 FEED FED TO PRODUCTIVE LIVESTOCK Is a measure of the general level of efficiency for all livestock. It is expressed as a percentage with 100 representing average efficiency while indexes higher than 100 represent above average efficiency and those less than 100 below average efficiency.
5. LIVESTOCK UNITS PER 100 ACRES Is important for farms with limited crop land. Examples of livestock units are one dairy cow, two growing dairy animals, seven sheep, 2.5 sows, and fifty laying hens.
6. SIZE OF BUSINESS IN WORK UNITS The work unit measures size of the basis of work load. A work unit represents what the average worker is expected to accomplish in a ten hour day. Values are assigned to various classes of crops and livestock as shown in Table 7.
7. WORK UNITS PER WORKER Is a measure of labor efficiency. It is determined by dividing the work units by the number of workers.
8. POWER, MACHINERY, EQUIPMENT AND BUILDING EXPENSE PER WORK UNIT Is a measure of expense control. It can be determined by dividing the mechanization and building costs in Table 3 by the number of work units.
9. FARM CAPITAL INVESTMENT PER WORKER Is another way of measuring size of business.

While the total number of factors in which any farm operation may excel is always interesting and generally important, profit is influenced more by combinations of factors. One ideal combination is a heavily stocked farm with a high feeding efficiency and high yielding crops. The opposite situation, a high concentration of inefficiently managed livestock can be quite disastrous.

TABLE 8 MEASURES OF FARM ORGANIZATION - 1974

ITEMS	AVERAGE OF 363 FARMS	73 HIGH PROFIT FARMS	73 LOW PROFIT FARMS
1 LABOR EARNINGS	\$ 22899	\$ 63580	\$(-7581)
2 CROP YIELDS - INDEX	100	103	77
3 PER CENT TILLABLE LAND IN H.R. CROPS	66.3	72.8	63.8
4 GROSS RET. PER TILL. ACRE (EXCLUDING PAST.)	\$ 205.57	\$ 243.98	\$ 167.52
5 RETURN FOR \$100 TO PRODUCTIVE LVSTK-INDEX	100	88	73
6 LIVESTOCK UNITS PER 100 ACRES*	34.9	30.6	43.1
7 SIZE OF BUSINESS - WORK UNITS	431.2	559.6	385.0
8 WORK UNITS PER WORKER	254.6	295.8	220.0
9 POWER MACH. EQUIP. BLDG. EXP. PER W.U.	\$ 43.46	\$ 43.86	\$ 43.70
10 FARM CAPITAL INVESTMENT PER WORKER	\$141792	\$201430	\$106562
11 INDEX OF RETURN FOR \$100 FEED FROM			
12 COMPLETE HOG ENTERPRISE	100	109	91
13 HOG FINISHING ENTERPRISE	100	115	81
14 PRODUCING WEANING PIGS	100	116	67
15 DAIRY CATTLE	100	119	84
16 OTHER DAIRY	100	142	84
17 ALL DAIRY AND DUAL PURPOSE CATTLE	100	122	85
18 BEEF BREEDING CATTLE	NEGATIVE	NEGATIVE	NEGATIVE
19 BEEF FEEDER CATTLE	100	104	57
20 SHEEP FARM FLOCK	100	---	15
21 FEEDER LAMBS	100	---	100
22 CHICKENS - LAYING FLOCK	100	97	72
23 CHICKENS - BROILERS	100	--	--
24 TURKEYS - LAYING FLOCK	---	--	--
25 TURKEYS - POULTS	---	--	--
26 OTHER PRODUCTIVE LIVESTOCK	---	--	--
27 NUMBER OF ANIMAL UNITS	93.2	121.9	96.4
28 WORK UNITS			
29 CROPS	157.1	252.5	122.4
30 PRODUCTIVE LIVESTOCK	250.3	260.2	250.7
31 OTHER PRODUCTIVE WORK UNITS	23.8	46.8	11.8
32 EXPENSES PER WORK UNIT			
33 TRACTOR AND CROP MACHINERY EXPENSE	\$ 23.85	\$ 24.94	\$ 23.58
34 FARM SHARE OF AUTO AND TRUCK EXPENSE	\$ 6.42	\$ 6.83	\$ 6.24
35 FARM SHARE OF ELECTRICITY EXPENSE	\$ 1.72	\$ 1.61	\$ 1.80
36 LIVESTOCK EQUIPMENT EXPENSE	\$ 3.52	\$ 3.61	\$ 3.80
37 BUILDINGS, FENCING AND TILING EXPENSE	\$ 7.93	\$ 6.85	\$ 8.26
38 TRAC & CROP MACH EXP PER CROP ACRE**	\$ 31.31	\$ 28.05	\$ 33.05
39 FARM POWER & MACH COST ALLOCATED TO LVSTK	\$1425.07	\$1447.31	\$1529.75
40 BUILDING, FENCING & TILING COST			
ALLOCATED TO CROPS	\$1414.09	\$2560.44	\$1043.50
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.

* HIGH 20%
o LOW 20%

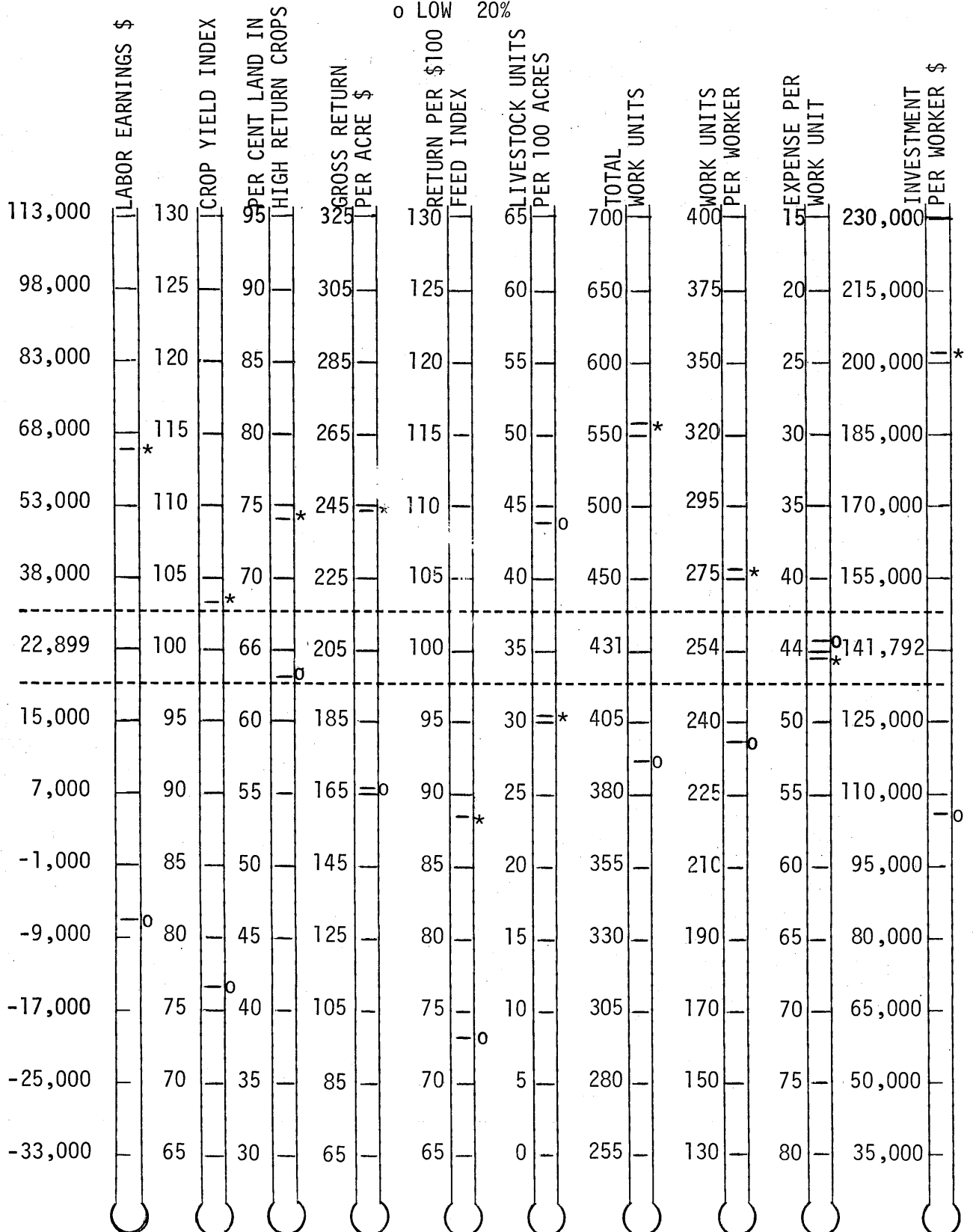


TABLE 9 CROP ACRES, YIELD AND COSTS - 1974

TABLE 9 CROP ACRES, YIELD AND COSTS - 1974											
AVE. OF ALL FARMS				HIGH PROFIT FARMS				LOW PROFIT FARMS			
CODE	CROP RANK	NO. OF ACRES	YIELD PER A	LISTED COST		ACRES	YIELD PER A	LISTED COST PER ACRE	ACRES	YIELD PER A	LISTED COST PER A
0070		D	24.0	59.8	71.87	21.3	76.9	78.55	26.7	46.2	66.13
0172		C	23.2	44.9	103.73	25.2	54.1	112.78	21.2	34.0	94.08
0211		B	52.5	146.25	121.53	53.5	175.46	134.30	51.5	115.90	108.53
0222		A	145.4	76.4	138.39	162.2	88.7	147.50	128.7	60.8	127.77
0291		B	105.4	23.6	90.82	115.7	28.2	94.55	95.1	18.0	86.62
0340		B	35.1	151.71	77.71	16.1	243.91	166.56	54.1	124.29	74.64
0401		B	37.1	3.5	103.78	38.3	4.3	107.78	35.9	2.7	100.01
0491		C	31.5	2.6	71.94	29.9	3.2	78.24	33.2	2.0	66.24
0610		D	11.7	3.3	53.60	7.8	5.6	58.05	15.7	2.2	49.85
0720		B	27.4	12.9	129.58	26.0	15.9	136.07	28.9	10.2	123.67
0750		D	18.5	5.1	71.94	18.6	6.7	82.63	18.5	3.5	76.83
0810		B	15.3	83.92	44.84	12.5	150.40	42.72	18.1	37.96	46.75
0830		D	20.2	52.72	38.95	21.0	81.57	44.89	19.3	21.61	32.57
0860		D	38.7	32.30	28.92	26.5	54.53	32.69	50.8	20.79	26.34
TOTAL ACRES IN FARM OR RANCH-ACRES						317.3	420.0		320.9		

SUPPLEMENTARY MANAGEMENT INFORMATION

9993	PER CENT LAND TILLABLE	87.7	90.8	83.1
9994	PER CENT LAND ON HIGH RETURN CROPS	67.8	73.2	63.5
9995	*FERTILIZER COST PER ACRE \$	20.18	23.58	19.66
9996	*CROP CHEMICALS PER ACRE \$	8.24	9.38	7.63
9997	*SEED AND OTHER COSTS PER ACRE \$	11.68	11.94	11.43
9998	*GAS AND OIL & GREASE BOUGHT PER A \$	5.51	4.86	6.04

*TILLABLE LAND MINUS TILLABLE PASTURE, FALLOW AND IDLE LAND

TABLE 10 CROP DATA FOR OATS, FEED - 249 FARMS - 1974

ITEMS	TOTAL	PER ACRE AVERAGE	124 HIGH	124 LOW
1 ACRES		24.0	21.3	26.7
2 YIELD	1435	59.8	76.9	46.2
3 VALUE PER PRODUCTION UNIT \$		1.64	1.64	1.64
4 CROP PRODUCT RETURN	2353	98.04	126.10	75.73
5 OTHER CROP INCOME	296	12.33	14.65	10.41
6 TOTAL CROP RETURN \$	2649	110.37	140.75	86.14
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		3.08	5.02	1.50
9 CHEMICALS		.29	.38	.26
10 SEED AND OTHER		8.00	8.54	7.60
11 SPECIAL HIRED LABOR		.04	.09	
12 CUSTOM WORK HIRED		3.96	4.69	3.37
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	369	15.37	18.72	12.73
15 RETURN OVER SUPPLEMENTAL COSTS \$	2280	95.00	122.03	73.41
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		8.92	9.67	8.35
18 FARM POWER AND MACHINERY-OPERATION		7.92	7.93	7.94
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		37.28	39.74	34.79
21 MISCELLANEOUS COSTS				.04
22 *INTEREST ON MACH + EQUIP INVESTMENT		2.38	2.49	2.28
23 TOTAL ALLOCATED COSTS \$	1349	56.50	59.83	53.40
24 RETURN OVER ALL LISTED COSTS \$	931	38.50	62.20	20.01
25 SUPPLEMENTARY MANAGEMENT OPERATION				
26 WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27 POWER COSTS ALLOCATION FACTOR		1.05	1.03	1.07
28 TOTAL COST PER UNIT OF PRODUCTION \$		1.20	1.01	1.42
29 RETURN OVER LISTED COSTS PER UNIT \$		.65	.82	.45
30 TOTAL LISTED COSTS PER ACRE \$		71.87	78.55	66.13
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR WHEAT, SPRING - 110 FARMS - 1974

ITEMS	TOTAL	PER A AVERAGE	55 HIGH	55 LOW
1 ACRES		23.2	25.2	21.2
2 YIELD	1042	44.9	54.1	34.0
3 VALUE PER PRODUCTION UNIT \$		4.95	4.95	4.95
4 CROP PRODUCT RETURN	5158	222.33	267.94	168.11
5 OTHER CROP INCOME	186	8.02	7.26	8.87
6 TOTAL CROP RETURN \$	5344	230.35	275.20	176.98
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		15.86	19.56	11.51
9 CHEMICALS		.60	.95	.24
10 SEED AND OTHER		17.63	17.34	17.97
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		5.26	5.87	4.58
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	913	39.35	43.72	34.30
15 RETURN OVER SUPPLEMENTAL COSTS \$	4431	191.00	231.48	142.68
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		9.74	9.40	10.19
18 FARM POWER AND MACHINERY-OPERATION		8.66	8.53	8.77
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		43.44	48.75	38.13
21 MISCELLANEOUS COSTS				
22 *INTEREST ON MACH. + EQUIP INVEST.		2.54	2.38	2.69
23 TOTAL ALLOCATED COSTS \$	1484	64.38	69.06	59.78
24 RETURN OVER ALL LISTED COSTS \$	2947	126.62	162.42	82.90
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27 POWER COSTS ALLOCATION FACTOR		.95	.95	.96
28 TOTAL COST PER UNIT OF PRODUCTION		2.30	2.07	2.77
29 RETURN OVER LISTED COSTS PER UNIT		2.83	3.01	2.94
30 TOTAL LISTED COSTS PER ACRE		103.73	112.78	94.08
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR CANNING CORN - 22 FARMS - 1974

ITEMS	TOTAL	PER ACRE AVERAGE	11 HIGH	11 LOW
1 ACRES		52.5	53.5	51.5
2 YIELD \$	7678	146.25	175.46	115.90
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN	7678	146.25	175.46	115.90
5 OTHER CROP INCOME	260	4.95	1.50	8.54
6 TOTAL CROP RETURN \$	7938	151.20	176.96	124.44
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		29.92	34.28	25.40
9 CHEMICALS		10.50	11.53	9.42
10 SEED AND OTHER		4.32	5.07	3.57
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		5.73	5.68	5.79
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	2650	50.47	56.56	44.18
15 RETURN OVER SUPPLEMENTAL COSTS \$	5288	100.73	120.40	80.26
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		9.90	10.43	9.36
18 FARM POWER AND MACHINERY-OPERATION		10.44	10.67	10.17
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		47.86	54.00	41.73
21 MISCELLANEOUS COSTS				
22 *INTEREST ON MACH. + EQUIP. INVEST.		2.86	2.64	3.09
23 TOTAL ALLOCATED COSTS \$	3686	71.06	77.74	64.35
24 RETURN OVER ALL LISTED COSTS \$	1602	29.67	42.66	15.91
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.50	.50	.50
27 POWER COSTS ALLOCATION FACTOR		.80	.76	.83
28 TOTAL COST PER UNIT OF PRODUCTION \$		.83	.77	.93
29 RETURN OVER LISTED COSTS PER UNIT \$		.21	.24	.14
30 TOTAL LISTED COSTS PER ACRE \$		121.53	134.30	108.53
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR CORN FOR GRAIN - 368 FARMS - 1974

ITEMS	TOTAL	PER ACRE AVERAGE	184 HIGH	184 LOW
1 ACRES		145.4	162.2	128.7
2 YIELD	11110.0	76.4	88.7	60.8
3 VALUE PER PRODUCTION UNIT \$		3.19	3.18	3.19
4 CROP PRODUCT RETURN	35441	243.75	282.12	194.08
5 OTHER CROP INCOME	50	.34	.26	.46
6 TOTAL CROP RETURN \$	35491	244.09	282.38	194.54
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		33.76	35.90	31.03
9 CHEMICALS		11.00	12.01	9.72
10 SEED AND OTHER		13.26	14.19	12.07
11 SPECIAL HIRED LABOR		.02	.04	--
12 CUSTOM WORK HIRED		4.86	4.48	5.32
13 IRRIGATION OPERATION		-	-	.01
14 TOTAL SUPPLEMENTAL COSTS \$	9144	62.90	66.62	58.15
15 RETURN OVER SUPPLEMENTAL COSTS \$	26347	181.19	215.76	136.39
16 ALLOCATED COSTS				
17 FARM POWER AND MACH-OWNERSHIP		17.28	18.42	15.85
18 FARM POWER AND MACH-OPERATION		15.01	15.43	14.47
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		38.50	42.08	34.93
21 MISCELLANEOUS COSTS		.01		.02
22 *INTEREST ON MACH + EQUIP INVEST.		4.69	4.95	4.35
23 TOTAL ALLOCATED COSTS \$	10903	75.49	80.88	69.62
24 RETURN OVER ALL LISTED COSTS \$	15444	105.70	134.88	66.77
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.55	.55	.55
27 POWER COSTS ALLOCATION FACTOR		1.10	1.12	1.08
28 TOTAL COST PER UNIT OF PRODUCTION \$		1.80	1.66	2.08
29 RETURN OVER LISTED COSTS PER UNIT \$		1.39	1.52	1.11
30 TOTAL LISTED COSTS PER ACRE \$		138.39	147.50	127.77
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR SOYBEANS - 294 FARMS - 1974

ITEMS	TOTAL	PER ACRE AVERAGE	147 HIGH	147 LOW
1 ACRES		105.4	115.7	95.1
2 YIELD	2490	23.6	28.2	18.0
3 VALUE PER PRODUCTION UNIT \$		7.41	7.41	7.40
4 CROP PRODUCT RETURN	18451	175.06	209.11	133.45
5 OTHER CROP INCOME	33	.31	.27	.36
6 TOTAL CROP RETURN \$	18484	175.37	209.38	133.81
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		3.26	4.11	2.24
9 CHEMICALS		8.47	8.90	7.95
10 SEED AND OTHER		9.39	9.28	9.53
11 SPECIAL HIRED LABOR		.02	.03	--
12 CUSTOM WORK HIRED		2.12	2.26	1.93
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	2452	23.26	24.58	21.65
15 RETURN OVER SUPPLEMENTAL COSTS \$	16032	152.11	184.80	112.16
16 ALLOCATED COSTS				
17 FARM POWER AND MACH-OWNERSHIP		13.39	13.98	12.66
18 FARM POWER AND MACH-OPERATION		11.71	11.60	11.84
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		38.87	40.59	37.16
21 MISCELLANESOUS COSTS				
22 *INTEREST ON MACH + EQUIP INVEST.		3.59	3.80	3.31
23 TOTAL ALLOCATED COSTS \$	7028	67.56	69.97	64.97
24 RETURN OVER ALL LISTED COSTS \$	9004	84.55	114.83	47.19
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.45	.45	.45
27 POWER COSTS ALLOCATION FACTOR		1.05	.99	1.10
28 TOTAL COST PER UNIT OF PRODUCTION \$		3.81	3.33	4.79
29 RETURN OVER LISTED COSTS PER UNIT \$		3.62	4.09	2.63
30 TOTAL LISTED COSTS PER ACRE \$		90.82	94.55	86.62
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR CANNING PEAS - 16 FARMS - 1974

ITEMS	TOTAL	PER ACRE AVERAGE	8 HIGH	8 LOW
1 ACRES		35.1	16.1	54.1
2 YIELD \$	5325	151.71	243.91	124.29
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN	5325	151.71	243.91	124.29
5 OTHER CROP INCOME	107	3.05	6.21	2.11
6 TOTAL CROP RETURN \$	5432	154.76	250.12	126.40
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		10.57	11.68	10.22
9 CHEMICALS		1.74	1.93	1.68
10 SEED AND OTHER		4.39	6.02	3.92
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		.31	.37	.30
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	597	17.01	20.00	16.12
15 RETURN OVER SUPPLEMENTAL COSTS \$	4835	137.75	230.12	110.28
16 ALLOCATED COSTS				
17 FARM POWER AND MACH-OWNERSHIP \$		8.40	9.32	8.15
18 FARM POWER AND MACH-OPERATION \$		9.63	9.13	9.78
19 IRRIGATION EQUIP-OWNERSHIP				
20 LAND COSTS		40.56	42.50	38.63
21 MISCELLANEOUS COSTS				
22 *INTEREST ON MACH + EQUIP INVEST.		2.11	2.61	1.96
23 TOTAL ALLOCATED COSTS \$	2111	60.70	63.56	58.52
24 RETURN OVER ALL LISTED COSTS \$	2724	77.05	166.56	51.76
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.40	.40	.40
27 POWER COSTS ALLOCATION FACTOR		.84	.79	.89
28 TOTAL COST PER UNIT OF PRODUCTION \$		.51	.34	.60
29 RETURN OVER LISTED COSTS PER UNIT \$		.51	.69	.42
30 TOTAL LISTED COSTS PER ACRE \$		77.71	83.56	74.64
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR ALFALFA HAY - 261 FARMS - 1974

ITEMS	TOTAL	PER ACRE AVERAGE	130 HIGH	130 LOW
1 ACRES		37.1	38.3	35.9
2 YIELD	130	3.5	4.3	2.7
3 VALUE PER PRODUCTION UNIT \$		59.04	59.46	58.62
4 CROP PRODUCT RETURN	7675	206.87	253.05	158.38
5 OTHER CROP INCOME	16	.43	.63	.22
6 TOTAL CROP RETURN \$	7691	207.30	253.68	158.60
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		7.20	7.75	6.66
9 CHEMICALS		.05	.05	.06
10 SEED AND OTHER		14.39	14.96	13.90
11 SPECIAL HIRED LABOR		.03	-	.06
12 CUSTOM WORK HIRED		2.08	1.38	2.84
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	881	23.75	24.14	23.52
15 RETURN OVER SUPPLEMENTAL COSTS \$	6810	183.55	229.54	135.08
16 ALLOCATED COSTS				
17 FARM POWER AND MACH-OWNERSHIP		18.81	20.50	17.16
18 FARM POWER AND MACH-OPERATION		16.82	17.10	16.55
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		39.20	40.53	37.85
21 MISCELLANEOUS COSTS		.05	.08	.06
22 *INTEREST ON MACH + EQUIP INVEST.		5.15	5.43	4.87
23 TOTAL ALLOCATED COSTS \$	2962	80.03	83.64	76.49
24 RETURN OVER ALL LISTED COSTS \$	3848	103.52	145.90	58.59
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.60	.60	.60
27 POWER COSTS ALLOCATION FACTOR		1.05	1.05	1.05
28 TOTAL COST PER UNIT OF PRODUCTION \$		29.56	25.20	36.69
29 RETURN OVER LISTED COSTS PER UNIT \$		29.60	34.60	22.01
30 TOTAL LISTED COSTS PER ACRE \$		103.78	107.78	100.01
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR OTHER LEGUME HAY - 22 FARMS - 1974

ITEMS	TOTAL	PER ACRE
1 ACRES	31.5	
2 YIELD	82	2.6
3 VALUE PER PRODUCTION UNIT \$		56.36
4 CROP PRODUCT RETURN	4622	146.73
5 OTHER CROP INCOME	20	.63
6 TOTAL CROP RETURN \$	4642	147.36
7 SUPPLEMENTAL COSTS		
8 FERTILIZER		2.89
9 CHEMICALS		
10 SEED AND OTHER		9.05
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED		2.95
13 IRRIGATION OPERATION		
14 TOTAL SUPPLEMENTAL COSTS \$	469	14.89
15 RETURN OVER SUPPLEMENTAL COSTS \$	4173	132.47
16 ALLOCATED COSTS		
17 FARM POWER AND MACHINERY-OWNERSHIP		9.49
18 FARM POWER AND MACHINERY-OPERATION		11.68
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS		33.05
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH + EQUIP INVESTMENT		2.83
23 TOTAL ALLOCATED COSTS \$	1796	57.05
24 RETURN OVER ALL LISTED COSTS \$	2377	75.42
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.40	
27 POWER COSTS ALLOCATION FACTOR	1.00	
28 TOTAL COST PER UNIT OF PRODUCTION \$	27.62	
29 RETURN OVER LISTED COSTS PER UNIT \$	28.99	
30 TOTAL LISTED COSTS PER ACRE \$	71.94	
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND		

TABLE 10 CROP DATA FOR OAT SILAGE - 20 FARMS - 1974

ITEMS	TOTAL	PER ACRE AVE.
1 ACRES	18.5	
2 YIELD	95	5.1
3 VALUE PER PRODUCTION UNIT \$		19.35
4 CROP PRODUCT RETURN	1838	99.35
5 OTHER CROP INCOME		
6 TOTAL CROP RETURN \$	1838	99.35
7 SUPPLEMENTAL COSTS		
8 FERTILIZER		5.46
9 CHEMICALS		.54
10 SEED AND OTHER		7.95
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED		
13 IRRIGATION OPERATION		1.95
14 TOTAL SUPPLEMENTAL COSTS \$	294	15.90
15 RETURN OVER SUPPLEMENTAL COSTS \$	1544	83.45
16 ALLOCATED COSTS		
17 FARM POWER AND MACHINERY-OWNERSHIP		12.22
18 FARM POWER AND MACHINERY-OPERATION		12.11
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS		36.20
21 MISCELLANEOUS COSTS		
22 *INTEPEST ON MACH + EQUIP INVESTMENT		3.41
23 TOTAL ALLOCATED COSTS \$	1179	63.94
24 RETURN OVER ALL LISTED COSTS \$	365	19.51
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.40	
27 POWER COSTS ALLOCATION FACTOR	.99	
28 TOTAL COST PER UNIT OF PRODUCTION \$	15.51	
29 RETURN OVER LISTED COSTS PER UNIT \$	3.84	
30 TOTAL LISTED COSTS PER ACRE \$	79.84	
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND		

TABLE 10 CROP DATA FOR CORN + SORGHUM SILAGE - 213 FARMS - 1974

ITEMS	TOTAL	PER ACRE	106 HIGH	106 LOW
		AVERAGE		
1 ACRES		27.4	26.0	28.9
2 YIELD	354	12.9	15.9	10.2
3 VALUE PER PRODUCTION UNIT \$		19.85	19.88	19.82
4 CROP PRODUCT RETURN	7027	256.46	316.54	202.32
5 OTHER CROP INCOME				
6 TOTAL CROP RETURN \$	7027	256.46	316.54	202.32
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		29.85	33.50	26.64
9 CHEMICALS		9.16	9.81	8.62
10 SEED AND OTHER		8.91	9.62	8.27
11 SPECIAL HIRED LABOR		.04	.12	
12 CUSTOM WORK HIRED		3.47	4.04	2.98
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	1409	51.43	57.09	46.51
15 RETURN OVER SUPPLEMENTAL COSTS \$	5618	205.03	259.45	155.81
16 ALLOCATED COSTS				
17 FARM POWER AND MACHINERY-OWNERSHIP		18.50	18.19	18.79
18 FARM POWER AND MACHINERY-OPERATION		16.90	16.88	16.96
19 IRRIGATION EQUIPMENT-OWNERSHIP				
20 LAND COSTS		37.64	38.91	36.12
21 MISCELLANEOUS COSTS			.04	
22 *INTEREST ON MACH + EQUIP INVESTMENT		5.11	4.96	5.29
23 TOTAL ALLOCATED COSTS \$	2124	78.15	78.98	77.16
24 RETURN OVER ALL LISTED COSTS \$	3494	126.88	180.47	78.65
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.60	.60	.60
27 POWER COSTS ALLOCATION FACTOR		1.07	1.08	1.07
28 TOTAL COST PER UNIT OF PRODUCTION \$		9.98	8.49	12.10
29 RETURN OVER LISTED COSTS PER UNIT \$		9.87	11.39	7.72
30 TOTAL LISTED COSTS PER ACRE \$		129.58	136.07	123.67
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND				

TABLE 10 CROP DATA FOR LEGUME PASTURES - 46 FARMS - 1974

ITEMS	TOTAL	PER ACRE AVE.
1 ACRES	15.3	
2 YIELD \$	1284	83.92
3 VALUE PER PRODUCTION UNIT \$		1.85
4 CROP PRODUCT RETURN	2375	155.23
5 OTHER CROP INCOME	45	2.94
6 TOTAL CROP RETURN \$	2420	158.17
7 SUPPLEMENTAL COSTS		
8 FERTILIZER		4.13
9 CHEMICALS		.07
10 SEED AND OTHER		3.67
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED		.07
13 IRRIGATION OPERATION		
14 TOTAL SUPPLEMENTAL COSTS \$	119	7.94
15 RETURN OVER SUPPLEMENTAL COSTS \$	2301	150.23
16 ALLOCATED COSTS		
17 FARM POWER AND MACHINERY-OWNERSHIP		1.73
18 FARM POWER AND MACHINERY-OPERATION		1.47
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS		33.30
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH + EQUIP INVESTMENT		.40
23 TOTAL ALLOCATED COSTS \$	549	36.90
24 RETURN OVER ALL LISTED COSTS \$	1752	113.33
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.05	
27 POWER COSTS ALLOCATION FACTOR	1.00	
28 TOTAL COST PER UNIT OF PRODUCTION \$	.54	
29 RETURN OVER LISTED COSTS PER UNIT \$	1.41	
30 TOTAL LISTED COSTS PER ACRE \$	44.84	
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND		

TABLE 10 CROP DATA FOR TILLABLE GRASS PASTURE - 50 FARMS - 1974

ITEMS	TOTAL	PER ACRE AVE.
1 ACRES	20.2	
2 YIELD \$	1065	52.72
3 VALUE PER PRODUCTION UNIT \$		.98
4 CROP PRODUCT RETURN	1044	51.68
5 OTHER CROP INCOME	34	1.68
6 TOTAL CROP RETURN \$	1078	53.36
7 SUPPLEMENTAL COSTS		
8 FERTILIZER		3.42
9 CHEMICALS		.16
10 SEED AND OTHER		.67
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED		
13 IRRIGATION OPERATION		
14 TOTAL SUPPLEMENTAL COSTS \$	82	4.25
15 RETURN OVER SUPPLEMENTAL COSTS \$	996	49.11
16 ALLOCATED COSTS		
17 FARM POWER AND MACHINERY-OWNERSHIP		1.09
18 FARM POWER AND MACHINERY-OPERATION		1.04
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS		32.26
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH + EQUIP INVESTMENT		.31
23 TOTAL ALLOCATED COSTS \$	665	34.70
24 RETURN OVER ALL LISTED COSTS \$	331	14.41
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.04	
27 POWER COSTS ALLOCATION FACTOR	.88	
28 TOTAL COST PER UNIT OF PRODUCTION \$	.73	
29 RETURN OVER LISTED COSTS PER UNIT \$	.32	
30 TOTAL LISTED COSTS PER ACRE \$	38.95	
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND		

TABLE 10 CROP DATA FOR NON-TILLABLE PRAIRIE PASTURE - 72 FARMS - 1974

ITEMS	TOTAL	PER ACRE AVE.
1 ACRES	38.7	
2 YIELD \$	1250	32.30
3 VALUE PER PRODUCTION UNIT \$		1.00
4 CROP PRODUCT RETURN	1250	32.30
5 OTHER CROP INCOME	18	.47
6 TOTAL CROP RETURN \$	1268	32.77
7 SUPPLEMENTAL COSTS		
8 FERTILIZER		1.47
9 CHEMICALS		.05
10 SEED AND OTHER		.26
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED		
13 IRRIGATION OPERATION		
14 TOTAL SUPPLEMENTAL COSTS \$	68	1.78
15 RETURN OVER SUPPLEMENTAL COSTS \$	1200	30.99
16 ALLOCATED COSTS		
17 FARM POWER AND MACHINERY-OWNERSHIP		.24
18 FARM POWER AND MACHINERY-OPERATION		.24
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS		26.61
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH + EQUIP INVESTMENT		.05
23 TOTAL ALLOCATED COSTS \$	1011	27.14
24 RETURN OVER ALL LISTED COSTS \$	189	3.85
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.01	
27 POWER COSTS ALLOCATION FACTOR	.82	
28 TOTAL COST PER UNIT OF PRODUCTION \$	.87	
29 RETURN OVER LISTED COSTS PER UNIT \$	.15	
30 TOTAL LISTED COSTS PER ACRE \$	28.92	
31 *DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND		

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

The importance of livestock is dependent upon a number of factors. On most farms the acreage of crop land is limited. Productive livestock may add to the total farm income and may be needed to provide the volume necessary for family living and to meet goals the farm family hopes to achieve.

Feed is the largest single item of cost in livestock production. Return above feed cost is the basis for classifying the various livestock production units. The high and low groups are high or low in relation to return over feed cost for a particular animal enterprise. They bear no direct relationship to the high and low return farms in Tables 1, 2A, 2B, 3 and 8. Some other cash cost items are listed in each of the tables as "supplemental and allocated costs." No attempt has been made to allocate such expenses as taxes, insurance and hired labor. These costs must come from "Return Over Feed & Supplemental Costs." What would remain after that could be considered as return for the operator's labor and management.

The total return for an enterprise includes gain in inventory, sale of livestock, value of animals transferred to other enterprises. Value of products sold and animals and products used in the home. To determine the net return it is necessary to subtract any loss in inventory, purchase of livestock and animals transferred in from another enterprise. The net return on animals is described as "Net Increase in Value." Animal products are not included in this figure. Both the total net increase figure and the net increase per unit are shown in the livestock reports. Cooperators are urged to be extremely careful in changing inventory values of crops and livestock.

Feed costs are determined from the feed records found in the account book. The purchase price is used for feeds purchased. An average yearly price is charged for farm grown feed. These prices are shown on page 10.

Costs and return from all livestock enterprises are computed on a yearly basis. Feeding animals are often purchased in one year and sold in another. Inventories on such animals should be the result of accurate appraisal of both weights and values. Prices per cwt. sold and prices per cwt. bought are usually for different animals and reflect only the yearly market situation. A term used in measuring animal production intensity is "Animal Unit." An "Animal Unit" represents, for example, one dairy cow or bull, two other dairy cattle, one feeder steer, seven sheep, fourteen lambs, two and one-half sows, five pigs and eleven hundred pounds of turkey produced. It measures livestock units per 100 acres in Table 3.

New to the 1971 analysis report are three allocated costs calculated on the basis of work units. They are power and machinery costs, livestock equipment costs and building and fences costs. Based on these items from Table 3 of your farm printout, they give a general guide of the allocation of these costs by enterprises.

In the 1973 analysis a PCAF (Power Correction Allocation Factor) was added whereby a farm operator could lower or raise the cost allocated to different crops. On each crop printout the PCAF for your farm is given on line 27. 1.00 is average. Figures of less indicate a smaller charge while PCAF numbers greater than 1.00 indicate a proportionately larger charge to that enterprise.

BCAF and ECAF figures which represent building and livestock equipment allocation costs for livestock enterprises are also used but do not appear on the livestock printouts. These figures are whole numbers from 0 to 10 with the number 5 being average. These figures are used to indicate the degree of mechanization of building and livestock equipment in use on the farm.

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

ITEMS	AVERAGE OF 158 FARMS	32 FARMS HIGH EST RET.ABOVE FEED COST	32 FARMS LOW EST RET.ABOVE FEED COST
1 POUNDS OF HOGS PRODUCED	100447	103667	43678
2 VALUE(NET INCREASE) PER CWT. PRODUCED	\$ 33.48	\$ 36.15	\$ 27.51
3 POUNDS OF FEED FED			
4 CORN	345.2	289.4	468.9
5 SMALL GRAIN	17.5	16.7	32.4
6 PROTEIN, SALT & MINERAL	75.6	66.9	70.0
7 COMPLETE RATION	2.7	1.1	.2
8 TOTAL CONCENTRATES	441.0	374.1	571.5
9 FORAGES	4.1	1.0	7.7
10 FEED COST			
11 CONCENTRATES & FORAGES	\$ 27.02	\$ 22.37	\$ 33.74
12 PASTURE	.03	.03	--
13 TOTAL FEED COSTS	\$ 27.05	\$ 22.40	\$ 33.74
14 RETURN OVER FEED COST	\$ 6.43	\$ 13.75	\$ (-6.23)
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$.67	\$.63	\$.62
17 VETERINARY EXPENSE	.43	.35	.37
18 CUSTOM WORK + SPECIAL HIRED LABOR	.27	.19	.35
19 TOTAL SUPPLEMENTAL COSTS	\$ 1.37	\$ 1.17	\$ 1.34
20 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 5.06	\$ 12.58	\$ (-7.57)
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	\$.68	\$.67	\$.73
20C LIVESTOCK EQUIPMENT COSTS	.69	1.07	.65
20D BUILDINGS & FENCES	1.55	2.12	1.22
20E TOTAL ALLOCATED COSTS	\$ 2.92	\$ 3.86	\$ 2.60
20F RETURN OVER ALL LISTED COSTS	\$ 2.14	\$ 8.72	\$ (-10.17)
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$ 123.76	\$ 161.37	\$ 81.53
23 PRICE RECEIVED PER CWT. ALL ANIMALS	\$ 34.96	\$ 36.10	\$ 33.14
23A PRICE REC'D PER CWT. SOLD MKT. ONLY	\$ 35.40	\$ 35.18	\$ 33.61
24 NUMBER OF LITTERS FARROWED	60	58	23
25 NUMBER OF PIGS BORN PER LITTER	9.3	9.9	9.6
26 NUMBER OF PIGS WEANED PER LITTER	7.1	8.1	7.0
27 PER CENT DEATH LOSS	15.9	12.9	17.1
28 AVERAGE WEIGHT OF HOGS SOLD	229.4	216.9	236.9
28A AVERAGE WEIGHT OF MKT. HOGS SOLD	224.2	224.7	226.3
29 PRICE PER CWT. CONCENTRATE FED	\$ 6.10	\$ 5.97	\$ 5.87
29A PRICE PER CWT. PROTEIN, SALT & MINERAL	\$ 11.66	\$ 11.22	\$ 12.41
30 POUNDS OF PORK PURCHASED	2508	2256	1432

Only farms that have a complete program of farrowing & marketing hogs are included in Table 11A. Operators who did not have hogs for a complete year were not included in these averages. The costs in this table include those of both the breeding herd and market animals.

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE - 1974

ITEMS	AVERAGE OF 49 FARMS	16 FARMS HIGH- EST RET ABOVE FEED COST	16 FARMS LOW EST RET ABOVE FEED COST
1 AVERAGE NUMBER OF PIGS ON HAND	273.9	303.0	171.9
2 POUNDS OF HOGS PRODUCED	111562	133496	56037
3 VALUE (NET INCREASE)	\$ 28.07	\$ 30.94	\$ 24.18
4 POUNDS OF FEED FED			
5 CORN	323.7	290.4	427.3
6 SMALL GRAIN	9.8	7.0	6.0
7 PROTEIN, SALT & MINERAL	72.6	63.5	107.0
8 COMPLETE RATION	.1	--	--
9 TOTAL CONCENTRATES	406.2	360.9	540.3
10 FORAGES	1.0	1.0	3.7
11 FEED COST			
12 CONCENTRATES & FORAGES	\$ 25.34	\$ 22.81	\$ 33.57
13 PASTURE	-- --	-- --	-- --
14 TOTAL FEED COSTS	\$ 25.34	\$ 22.81	\$ 33.57
15 RETURN OVER FEED COST	\$ 2.73	\$ 8.13	\$ (-9.39)
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSE	\$.31	\$.33	\$.24
18 VETERINARY EXPENSE	.11	.14	.09
19 CUSTOM WORK	.37	.39	.20
20 TOTAL SUPPLEMENTAL COSTS	\$.79	\$.86	\$.53
21 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 1.94	\$ 7.27	\$ (-9.92)
21A ALLOCATED COSTS			
21B POWER & MACHINERY COSTS	\$.34	\$.33	\$.37
21C LIVESTOCK EQUIPMENT COSTS	.24	.40	.12
21D BUILDINGS & FENCES	.54	.82	.25
21E TOTAL ALLOCATED COSTS	\$ 1.12	\$ 1.55	\$.74
21F RETURN OVER ALL LISTED COSTS	\$.82	\$ 5.72	\$ (-10.66)
22 SUPPLEMENTAL INFORMATION			
23 RETURN FOR \$100 FEED FED	\$ 110.77	\$ 135.64	\$ 72.03
24 PRICE RECEIVED PER CWT.	\$ 35.54	\$ 36.45	\$ 34.02
25 AVERAGE WEIGHT OF PIGS SOLD	222.6	220.8	225.1
26 AVERAGE PRICE PAID PER PIG BOUGHT	\$ 26.51	\$ 24.49	\$ 30.12
27 AVERAGE WEIGHT PER PIG BOUGHT	41.6	40.2	46.2
28 NUMBER OF PIGS PURCHASED	598	762	256
28A NUMBER PIGS TRANSFERRED IN	45	77	25
28B AVE. WGT. OF PIGS TRANSFERRED IN	32.9	39.7	--
29 POUNDS OF PORK PURCHASED	24849	30617	11831
30 PER CENT DEATH LOSS	3.9	2.1	6.8
31 PRICE PER CWT. CONCENTRATE FED	\$ 6.23	\$ 6.31	\$ 6.20
32 PRICE PER CWT. PROT,SALT,MIN. FED	\$ 11.44	12.11	11.14
33 EFFECTIVE DAILY GAIN - LBS/DAY/PIG	1.12	1.21	.89

Table 11B includes only those operators who purchased all of the hogs fed. Some operators did maintain both breeding and finishing operations, but such operations were not included in these averages.

TABLE 11C - WEANING PIG ENTERPRISE - 1974

ITEMS	AVERAGE OF 10 FARMS	
	HERD TOTAL	PER LITTER
1 NUMBER OF LITTERS FARROWED	125	
2 TOTAL VALUE PRODUCED	\$23967	191.74
3 POUNDS OF FEED FED		
4 CORN		1184.6
5 SMALL GRAIN		131.7
6 PROTEIN, SALT & MINERAL		440.2
7 COMPLETE RATION		33.3
8 TOTAL CONCENTRATES		1789.8
9 FORAGES		7.7
10 FEED COST		
11 CONCENTRATES & FORAGES		\$ 118.86
12 PASTURE		.42
13 TOTAL FEED COSTS	\$14910	\$ 119.28
14 RETURN OVER FEED COST	\$ 9057	\$ 72.46
15 SUPPLEMENTAL COSTS		
16 MISCELLANEOUS LIVESTOCK EXPENSE		\$ 5.58
17 VETERINARY EXPENSE		6.78
18 CUSTOM WORK + SPECIAL HIRED LABOR		.95
19 TOTAL SUPPLEMENTAL COSTS	\$ 1664	\$ 13.31
20 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 7393	\$ 59.15
20A ALLOCATED COSTS		
20B POWER & MACHINERY COSTS		\$ 7.97
20C LIVESTOCK EQUIPMENT COSTS		6.84
20D BUILDINGS & FENCES		13.57
20E TOTAL ALLOCATED COSTS	\$ 3548	\$ 28.38
20F RETURN OVER ALL LISTED COSTS	\$ 3845	\$ 30.77
21 SUPPLEMENTARY MANAGEMENT INFORMATION		
22 RETURN FOR \$100 FEED FED	\$ 160.74	
23 AVERAGE PRICE RECEIVED PER ANIMAL SOLD	\$ 31.15	
23A AVERAGE PRICE PER PIG SOLD OR TRANSFERRED	\$ 26.17	
23B AVERAGE WEIGHT PER PIG SOLD OR TRANSFERRED	44.9	
24 NUMBER OF PIGS PRODUCED	910	
25 NUMBER OF PIGS BORN PER LITTER	9.1	
26 NUMBER OF PIGS WEANED PER LITTER	7.3	
27 PER CENT DEATH LOSS	17.1	
28 PRICE PER CWT. CONCENTRATE FED	\$ 6.64	
29 FEED & SUPPLEMENTAL COSTS PER PIG PRODUCED	\$ 18.21	
29A PRICE PER CWT. PROTEIN, SALT & MINERAL FED	\$ 11.33	

The information presented in Table 11C includes costs of maintaining the breeding herd and raising the pigs to weaning weight. This table provides costs and returns on a per litter basis rather than per cwt. basis.

TABLE 12 - DAIRY COWS - 1974

FACTORS OF COST AND RETURNS FROM DAIRY COWS

ITEMS	AVERAGE OF 181 HERDS	36 HI HERDS RET- ABOVE FEED COST	36 LO HERDS RET- ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	37.7	40.9	33.1
2 POUNDS OF MILK	11581	13791	9158
3 POUNDS OF BUTTERFAT	440.2	500.3	341.0
4 PER CENT OF BUTTERFAT IN MILK	3.8	3.6	3.7
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	\$ 871.70	\$ 1052.74	\$ 657.10
7 DAIRY PRODUCTS USED IN THE HOME	5.81	7.26	4.35
8 MILK FED TO LIVESTOCK	7.40	10.32	5.77
9 NET INCREASES IN VALUE OF COWS	(-42.63)	(-22.42)	(-69.97)
10 TOTAL VALUE PRODUCED	\$ 842.28	\$ 1047.90	\$ 597.25
11 POUNDS OF FEED FED			
12 CORN	4500.3	4537.5	4209.6
13 SMALL GRAIN	401.7	349.0	425.7
13A COMPLETE RATION	6.2	--	35.3
14 PROTEIN, SALT & MINERAL	592.6	530.5	491.5
15 TOTAL CONCENTRATES	5500.8	5417.0	5162.1
16 LEGUME HAY	6444.0	5899.3	7626.9
17 OTHER HAY & DRY ROUGHAGE	120.0	---	60.4
18 SILAGE	9985.2	10291.8	11418.8
19 FEED COSTS			
20A GRAINS	\$ 241.35	\$ 241.00	\$ 226.07
20B COMPLETE RATION	.40	--	2.24
20C PROTEIN, SALT & MINERAL	62.81	58.53	51.21
21A LEGUME AND OTHER HAY	175.73	152.47	221.42
21B SILAGE, FODDER AND STOVER	91.83	88.19	111.21
22 PASTURE	12.73	8.24	16.68
23 TOTAL FEED COSTS	\$ 584.85	\$ 548.43	\$ 628.83
24 RETURN OVER FEED COSTS	\$ 257.43	\$ 499.47	\$(- 31.58)
25 SUPPLEMENTAL COSTS			
26 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 32.86	\$ 43.91	\$ 23.63
27 VETERINARY EXPENSE	18.94	24.43	12.39
28 CUSTOM WORK + SPECIAL HIRED LABOR	30.24	33.25	26.77
29 TOTAL SUPPLEMENTAL COSTS	\$ 82.04	\$ 101.59	\$ 62.79
30 RETURN OVER FEED & SUPPL. COSTS	\$ 175.39	\$ 397.88	\$(- 94.37)
30A ALLOCATED COSTS			
30B POWER & MACHINERY COSTS	\$ 39.85	\$ 38.93	\$ 42.71
30C LIVESTOCK EQUIPMENT COSTS	46.72	62.51	46.20
30D BUILDINGS & FENCES	83.49	103.77	77.17
30E TOTAL ALLOCATED COSTS	\$ 170.06	\$ 205.21	\$ 166.08
30F RETURN OVER ALL LISTED COSTS	\$ 5.33	\$ 192.67	\$(- 260.45)
31 SUPPLEMENTARY MANAGEMENT INFORMATION			
32 RETURN FOR \$100 FEED FED	\$ 144.02	\$ 191.07	\$ 94.98
33 FEED COST PER CWT. MILK	\$ 5.05	\$ 3.98	\$ 6.87
34 FEED COST PER POUND BUTTERFAT	\$ 1.329	\$ 1.096	\$ 1.844
35 LBS. OF MILK PER LB. OF CONCENTR.	2.105	2.546	1.774
36 AVERAGE PRICE PER CWT. MILK SOLD	\$ 7.64	\$ 7.76	\$ 7.28
37 AVERAGE PRICE PER LB. BUTTERFAT	\$ 2.01	\$ 2.14	\$ 1.96

TABLE 13 - OTHER DAIRY CATTLE - 1974

ITEMS	AVERAGE OF 181 HERDS	36 HIGHEST RET. ABOVE FEED COST	36 LOWEST RET. ABOVE FEED COST
1 NUMBER OF HEAD	45.2	47.0	46.6
2 NET INCREASE IN VALUE	\$ 103.36	\$ 175.62	\$ 46.03
3 POUNDS OF FEED FED			
4 CORN	1013.0	831.6	1570.6
4A SMALL GRAIN	192.9	225.3	177.0
4B PROTEIN, SALT & MINERAL	151.6	142.3	158.4
4C COMPLETE DAIRY RATION	1.6	-	-
5 HAY & ROUGHAGE	2260.0	1496.0	3104.8
6 SILAGE	4244.7	3368.4	5941.1
7 MILK	81.5	72.0	55.3
8 FEED COST			
9A GRAINS	\$ 58.76	\$ 51.66	\$ 85.56
9B PROTEIN, SALT AND MINERAL	18.03	18.64	18.50
9C COMPLETE RATION	.15	-	-
10A LEGUME AND OTHER HAY	59.80	38.77	87.02
10B SILAGE FODDER AND STOVER	38.23	29.00	55.75
11 MILK	6.17	5.47	4.16
12 PASTURE	5.71	4.43	6.44
13 TOTAL FEED COSTS	\$ 186.85	\$ 147.97	\$ 257.43
14 RETURN OVER FEED COST	\$(-83.49)	\$ 27.65	\$(-211.40)
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 3.47	\$ 4.62	\$ 2.55
17 VETERINARY EXPENSE	2.48	3.57	2.15
18 CUSTOM WORK + SPECIAL HIRED LABOR	1.06	.87	1.14
19 TOTAL SUPPLEMENTAL COSTS	\$ 7.01	\$ 9.06	\$ 5.84
20 RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$(-90.50)	\$ 18.59	\$(-217.24)
20A ALLOCATED COSTS			
20B POWER AND MACHINERY COSTS	\$ 6.83	\$ 6.67	\$ 7.32
20C LIVESTOCK EQUIPMENT COSTS	5.05	5.47	4.74
20D BUILDINGS AND FENCES	10.74	12.23	10.11
20E TOTAL ALLOCATED COSTS	\$ 22.62	\$ 24.37	\$ 22.17
20F RETURN OVER ALL LISTED COSTS	\$(-113.12)	\$(-5.78)	\$(-239.41)
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$ 55.32	\$ 118.68	\$ 17.88
23 PER CENT DEATH LOSS - TOTAL	10.5	9.6	11.8
24 PER CENT DEATH LOSS - CALVES	23.1	17.8	25.0

TABLE 14 - ALL DAIRY CATTLE - 1974

ITEMS	AVERAGE OF 181 HERDS	36 HIGHEST RET. ABOVE FEED COST	36 LOWEST RET. ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	37.7	39.5	33.7
2 VALUE OF DAIRY PRODUCTS	\$ 884.91	\$ 1084.76	\$ 704.72
3 NET INCREASE IN VALUE	\$ 81.30	\$ 155.67	\$ 9.08
4 TOTAL VALUE PRODUCED	\$ 966.21	\$ 1240.43	\$ 713.80
5 POUNDS OF FEED FED			
6A GRAINS	6347.8	6238.1	7049.7
6B COMPLETE RATIONS	8.0	-	-
6C PROT., SALT & MIN. INCL MILK EQUIV	784.1	752.2	646.8
7 HAY AND ROUGHAGES	9273.5	8481.8	11020.6
8 SILAGE	15074.3	14915.0	18203.3
9 FEED COST			
10A GRAINS	\$ 311.83	\$ 309.57	\$ 342.79
10B COMPLETE RATIONS	.58	-	-
10C PROT., SALT & MIN. INCL MILK EQUIV.	91.83	92.53	75.28
11A LEGUME AND OTHER HAY	247.40	219.29	317.06
11B SILAGE, FODDER AND STOVER	137.67	129.75	175.40
12 PASTURE COSTS	19.58	18.28	22.28
13 TOTAL FEED COSTS	\$ 808.89	\$ 769.42	\$ 932.81
14 RETURN OVER FEED COST	\$ 157.32	\$ 471.01	\$(-219.01)
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 37.03	\$ 49.32	\$ 28.64
17 VETERINARY EXPENSE	21.91	28.81	17.48
18 CUSTOM WORK	31.51	35.52	28.16
19 TOTAL SUPPLEMENTAL COSTS	\$ 90.45	\$ 113.65	\$ 74.28
20 RETURN OVER FEED & SUPPL. COSTS	\$ 66.87	\$ 357.36	\$(-293.29)
20A ALLOCATED COSTS			
20B POWER & MACHINERY COSTS	\$ 48.04	\$ 46.87	\$ 52.83
20C LIVESTOCK EQUIPMENT COSTS	52.77	71.23	51.93
20D BUILDINGS & FENCES	96.37	122.00	89.78
20E TOTAL ALLOCATED COSTS	\$ 197.18	\$ 240.10	\$ 194.54
20F RETURN OVER ALL LISTED COSTS	\$(-130.31)	\$ 117.26	\$(-487.83)
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$ 119.45	\$ 161.22	\$ 76.52

Table 14 presents a picture of the costs and returns from the whole dairy herd on a per cow basis. The high and low groups in all dairy tables are based on returns above feed cost for the cow herd rather than on yearly butterfat per cow. Some important costs not included in these tables are those for labor, interest and taxes.

TABLE 15A - BEEF BREEDING CATTLE - 1974

ITEMS	AVERAGE OF 39 FARMS	13 HIGHEST IN RET ABOVE FEED COST	13 LOWEST IN RET ABOVE FEED COST
1 AVERAGE NUMBER OF BEEF COWS	43.1	43.8	56.1
2 AVERAGE NUMBER OF OTHER BEEF ANIMALS AND BULLS	37.8	31.8	58.9
3 POUNDS OF BEEF PRODUCED	16440	19614	17267
4 NET INCREASE IN VALUE (PER COW)	\$(-17.26)	\$ 101.37	\$(-145.17)
5 POUNDS OF FEED FED			
6 GRAIN	503.3	299.1	665.3
7 PROTEIN, SALT & MINERAL	125.0	62.9	191.4
8 LEGUME HAY	3729.6	2818.8	4573.2
9 OTHER HAY & DRY ROUGHAGE	543.9	189.7	631.0
10 SILAGE	6213.2	2696.2	10784.3
11 FEED COST			
12 CONCENTRATES	\$ 35.64	\$ 19.79	\$ 49.20
13 ROUGHAGES	164.87	104.91	223.92
14 PASTURE	50.93	42.47	51.02
15 TOTAL FEED COSTS	\$ 251.44	\$ 167.17	\$ 324.14
16 RETURN OVER FEED COST	\$(-268.70)	\$(-65.80)	\$(-469.31)
17 SUPPLEMENTAL COSTS			
18 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 6.71	\$ 1.23	\$ 8.54
19 VETERINARY EXPENSE	5.52	2.53	9.34
20 CUSTOM WORK + SPECIAL HIRED LABOR	2.62	2.76	2.07
21 TOTAL SUPPLEMENTAL COSTS	\$ 14.85	\$ 6.52	\$ 19.95
22 RETURN OVER FEED & SUPPL. COSTS	\$(-283.55)	\$(-72.32)	\$(-489.26)
22A ALLOCATED COSTS			
22B POWER & MACHINERY COSTS	\$ 8.54	\$ 8.34	\$ 9.15
22C LIVESTOCK EQUIPMENT COSTS	7.69	5.63	10.09
22D BUILDINGS & FENCES	14.50	13.53	15.09
22E TOTAL ALLOCATED COSTS	\$ 30.73	\$ 27.50	\$ 34.33
22F RETURN OVER ALL LISTED COSTS	\$(-314.28)	\$(-99.82)	\$(-523.59)
23 SUPPLEMENTAL MANAGEMENT INFORMATION			
24 RETURN FOR \$100 FEED FED	\$(-6.87)	\$ 60.64	\$(-44.79)
25 PRICE PER CWT. SOLD	\$ 28.14	\$ 36.15	\$ 25.21
25A PRICE PER CWT. CALVES SOLD OR TRANSFERRED	\$ 36.13	\$ 37.86	\$ 34.74
26 AVERAGE WEIGHT PER HEAD SOLD	777	1004	742
26A AVERAGE WEIGHT PER CALF SOLD OR TRANSFERRED	456.1	465.7	450.9
27 PER CENT DEATH LOSS	6.3	2.6	9.4
28 PER CENT CALF CROP	124	114	154

TABLE 15B - FEEDER CATTLE - 1974

ITEMS	AVERAGE OF 79 FARMS	16 HIGHEST IN RET ABOVE FEED COST	16 LOWEST IN RET ABOVE FEED COST
1 AVERAGE NUMBER OF BEEF FEEDERS	56.7	24.7	44.1
2 POUNDS OF BEEF PRODUCED	36253	21323	23247
	PER CWT.	PER CWT.	PER CWT.
3 NET INCREASE IN VALUE OF ANIMALS	\$ 27.91	\$ 41.56	\$ 15.85
4 POUNDS OF FEED FED			
5 GRAIN	628.8	521.4	813.2
6 PROTEIN, SALT & MINERAL	43.0	46.2	37.1
7 LEGUME HAY	208.2	110.9	580.5
8 OTHER HAY & DRY ROUGHAGE	19.1	21.1	--
9 SILAGE	806.7	741.0	990.7
10 FEED COST			
11 CONCENTRATES	\$ 35.00	\$ 28.92	\$ 44.22
12 ROUGHAGES	13.81	9.23	25.10
13 PASTURE	.18	--	.11
14 TOTAL FEED COSTS	\$ 48.99	\$ 38.15	\$ 69.43
15 RETURN OVER FEED COST	\$(-21.08)	\$ 3.41	\$(-53.58)
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSES	\$.54	\$.38	\$.76
18 VETERINARY EXPENSE	.62	.48	.80
19 CUSTOM WORK + SPECIAL HIRED LABOR	.91	1.70	1.03
20 SUPPLEMENTAL COSTS	\$ 2.07	\$ 2.56	\$ 2.59
21 RETURN OVER FEED & SUPPL. COSTS	\$(-23.15)	\$.85	\$(-56.17)
21A ALLOCATED COSTS			
21B POWER & MACHINERY COSTS	\$.68	\$.67	\$.73
21C LIVESTOCK EQUIPMENT COSTS	.59	.72	.92
21D BUILDINGS & FENCES	1.08	1.47	1.55
21E TOTAL ALLOCATED COSTS	\$ 2.35	\$ 2.86	\$ 3.20
21F RETURN OVER ALL LISTED COSTS	\$(-25.50)	\$(-2.01)	\$(-59.37)
22 SUPPLEMENTARY MANAGEMENT INFORMATION			
23 RETURN FOR \$100 FEED FED	\$ 56.97	\$ 108.94	\$ 22.83
24 PRICE PER CWT. SOLD	\$ 38.85	\$ 39.74	\$ 35.92
25 AVERAGE WEIGHT PER HEAD SOLD	1066.6	995.6	1046.8
26 PRICE PER CWT. BOUGHT	\$ 37.43	\$ 34.65	\$ 39.31
27 AVERAGE WEIGHT PER HEAD BOUGHT	585.1	502.6	354.4
28 NUMBER OF HEAD BOUGHT	51	33	12
29 PER CENT DEATH LOSS	1.6	1.3	3.7
30 EFFECTIVE DAILY GAIN-LBS/HEAD/DAY	1.75	2.37	1.44

THE FIGURES REPRESENTED HERE ARE CALCULATED FROM AN ANNUAL RECORD AND DO NOT FOLLOW THROUGH ANY PARTICULAR LOT FED.

TABLE 16A - SHEEP FLOCK - 1974

ITEMS	AVERAGE OF 8 FARMS	
	FLOCK TOTAL	PER EWE
1 AVERAGE NUMBER OF EWES	47.7	
2 POUNDS OF LAMB AND MUTTON PRODUCED	9711	
3 POUNDS OF WOOL PRODUCED	352	
4 VALUE OF PRODUCE		
5 WOOL		\$ 1.26
6 NET INCREASE IN VALUE OF ANIMALS		72.03
7 TOTAL VALUE PRODUCED	\$3496	\$ 73.29
8 POUNDS OF FEED FED		
9 GRAIN		268.6
10 PROTEIN, SALT & MINERAL		65.2
11 LEGUME HAY		691.8
12 OTHER HAY & DRY ROUGHAGE		---
13 SILAGE		276.2
14 FEED COST		
15 CONCENTRATES		\$ 21.09
16 ROUGHAGES		22.89
17 PASTURE		4.97
18 TOTAL FEED COSTS	\$2335	\$ 48.95
19 RETURN OVER FEED COST	\$1161	\$ 24.34
20 SUPPLEMENTAL COSTS		
21 MISCELLANEOUS LIVESTOCK EXPENSE		\$ 1.45
22 VETERINARY EXPENSE		1.28
23 CUSTOM WORK		1.28
24 TOTAL SUPPLEMENTAL COSTS	\$ 191	\$ 4.01
25 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 970	\$ 20.33
25A ALLOCATED COSTS		
25B POWER AND MACHINERY COSTS		\$ 3.41
25C LIVESTOCK EQUIPMENT COSTS		1.34
25D BUILDINGS & FENCES		2.55
25E TOTAL ALLOCATED COSTS	\$ 348	\$ 7.30
25F RETURN OVER ALL LISTED COSTS	\$ 622	\$ 13.03
26 SUPPLEMENTARY MANAGEMENT INFORMATION		
27 RETURN FOR \$100 FEED FED	\$ 149.72	
28 PRICE PER CWT. LAMB & MUTTON SOLD	\$ 29.91	
28A PRICE PER CWT. LAMB SOLD OR TRANSFERRED	\$ 39.03	
28B WEIGHT OF LAMBS SOLD OR TRANSFERRED	98.8	
29 POUNDS OF WOOL PER SHEEP SHEARED	5.6	
30 NUMBER OF EWES KEPT FOR LAMBING	51	
31 PER CENT LAMB CROP	133	
32 PER CENT DEATH LOSS	19.0	

TABLE 17A - LAYING FLOCK CHICKENS - 1974

ITEMS	AVERAGE OF 11 FARMS	
	FLOCK TOTAL	PER HEN
1 AVERAGE NUMBER OF HENS	2168.4	
2 VALUE OF PRODUCE PER HEN		
3 EGGS SOLD AND USED		\$ 6.20
4 INCREASE IN VALUE OF FLOCK		\$(-1.07)
5 TOTAL VALUE PRODUCED	\$11124	\$ 5.13
6 POUNDS OF FEED FED PER HEN		
7 GRAIN		42.5
8 PROTEIN, SALT & MINERAL		17.3
9 COMPLETE COMMERCIAL FEED		-- -
10 TOTAL POUNDS OF FEED		59.8
11 TOTAL FEED COST PER HEN	\$ 8370	\$ 3.86
12 RETURN OVER FEED COST	\$ 2754	\$ 1.27
13 SUPPLEMENTAL COSTS	\$ 195	\$.09
14 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 2559	\$ 1.18
14A ALLOCATED COSTS		
14B POWER & MACHINERY COSTS		\$.28
14C LIVESTOCK EQUIPMENT COSTS		.49
14D BUILDINGS & FENCES		.85
14E TOTAL ALLOCATED COSTS	\$ 3513	\$ 1.62
14F RETURN OVER ALL LISTED COSTS	\$(-954)	\$ (-.44)
15 SUPPLEMENTARY MANAGEMENT INFORMATION		
16 RETURN FOR \$100 FEED FED	\$ 132.90	
17 EGGS LAID PER HEN	162	
18 PRICE PER DOZEN EGGS SOLD ¢	\$.46	
19 FEED COST PER DOZEN EGGS ¢	\$.29	
20 RETURN OVER FEED COSTS PER DOZEN EGGS	\$.09	
21 PER CENT DEATH LOSS	9.1	

FOUR YEAR SUMMARY OF SELECTED EFFICIENCY FACTORS

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

	<u>1971</u>	<u>1972</u>	<u>1973</u>	<u>1974</u>
DAIRY				
AVERAGE NUMBER OF COWS	33.0	35.0	35.5	37.7
AVE. LBS. OF MILK PER COW LBS.	11785	12034	11639	11581
AVE. PRICE RECEIVED PER CWT. \$	5.14	5.36	6.41	7.64
FEED COST PER COW \$	236.30	254.66	364.73	584.85
FEED COST PER CWT. MILK \$	2.01	2.12	2.13	5.05
RETURN PER \$100 FEED FED \$	251.56	252.14	208.08	144.02
SWINE (COMPLETE HOGS)				
LBS. OF FEED PER CWT. GAIN, LBS.	431.5	444.3	459.5	441.0
FEED COST PER CWT. GAIN \$	12.82	13.15	21.28	27.05
RETURN PER \$100 FEED FED \$	157.57	222.68	204.76	123.76
PRICE PER CWT. OF FEED \$	2.96	2.95	4.62	6.10
PRICE RECEIVED PER CWT. PORK \$	18.48	26.47	40.42	35.40
BEEF BREEDERS				
AVERAGE NUMBER BEEF COWS	39.0	41.6	35.5	43.1
FEED COST PER COW \$	88.97	90.05	136.76	251.44
RETURN PER \$100 FEED FED \$	165.16	201.71	159.90	-6.87
FEEDER CATTLE				
AVERAGE NUMBER BEEF FEEDERS	84.7	89.2	53.1	56.7
FEED COST PER 100 LBS. GAIN \$	20.12	20.56	30.25	48.99
RETURN PER \$100 FEED FED \$	169.37	192.85	133.04	56.97
PRICE PER CWT. SOLD \$	30.73	35.15	41.95	38.85
PRICE PER CWT. BOUGHT \$	31.96	36.86	48.88	37.43
SHEEP FLOCK				
AVERAGE NUMBER OF HEAD	56.0	76.5	49.9	47.7
FEED COST PER EWE \$	23.44	21.10	36.37	48.95
RETURN PER \$100 FEED FED \$	127.27	124.72	125.73	149.72
PRICE PER CWT. SOLD \$	24.54	28.72	36.57	39.03
PER CENT LAMB CROP %	143.0	136.0	137.0	133.0
POULTRY				
AVERAGE NUMBER OF HENS	1888.1	1033.0	1427.5	2168.4
FEED COST PER HEN \$	2.09	3.02	2.01	3.86
LBS. OF FEED PER HEN, LBS.	61.8	92.6	42.4	59.8
EGGS LAID PER HEN	138.0	209.0	?	162.0
PRICE PER DOZEN EGGS SOLD \$	.22	.23	.46	.46
RETURN PER \$100 FED \$	83.25	98.01	113.45	132.90
FEED COST PER DOZEN EGGS \$	.18	.17	.38	.29

WORK UNITS	1971	1972	1973	1974
CROPS W.U.	143.20	141.35	154.06	157.11
LIVESTOCK	245.60	250.75	242.90	250.32
OTHER WORK UNITS	19.15	15.85	22.00	23.80
TOTAL WORK UNITS	407.95	407.95	418.96	431.23
EXPENSE PER WORK UNIT				
TRACTOR & CROP MACHINERY EXPENSE \$	14.95	16.75	19.41	23.85
ELECTRICITY (FARM SHARE) \$	1.34	1.69	1.60	1.72
AUTO & TRUCKS (FARM SHARE) \$	4.86	5.15	5.86	6.42
LIVESTOCK EQUIPMENT \$	2.19	2.37	2.95	3.52
BUILDINGS, FENCES & TILE \$	5.57	6.58	7.46	7.93
TRACTOR, CROP MACH. EXP. PER CROP ACRE	19.80	20.91	25.22	31.31
YIELDS PER ACRE				
OATS, BU.	62.2	65.2	52.4	59.8
CORN FOR GRAIN, BU.	96.1	103.7	110.3	76.4
CORN SILAGE, TONS	15.5	16.8	16.1	12.9
SOYBEANS, BU.	26.7	32.0	29.2	23.6
ALFALFA HAY, TONS	3.4	3.8	3.6	3.5
RETURN OVER LISTED COSTS PER ACRE				
OATS \$	(-1.82)	1.35	3.26	38.50
CORN FOR GRAIN \$	13.93	32.17	110.27	138.39
SOYBEANS \$	25.80	45.17	86.85	90.82
CORN SILAGE \$	3.70	20.45	107.28	126.88
ALFALFA HAY \$	9.75	12.07	66.12	103.78
SET ASIDE ACRES \$	36.44	33.70	114.78	--- --
TOTAL FARM CAPITAL-BEGINNING INVENTORY \$	139,165	151,786	172,563	223,044
TOTAL FARM CAPITAL-ENDING INVENTORY \$	147,081	168,525	213,812	249,269
INCREASE IN INVENTORY \$	7,916	16,739	41,249	26,225
TOTAL FARM RECEIPTS \$ TABLE 2A LINE 28	62,156	79,638	119,751	120,103
TOTAL FARM EXPENSES \$ (NOT INCLUDING INTEREST ON FARM CAPITAL)				
TABLE 2B, LINE 36	47,288	52,430	64,880	97,204
INTEREST ON FARM CAPITAL 6%				
TABLE 2B, LINE 32	8,587	9,585	11,513	14,169
OPERATOR'S LABOR EARNINGS \$	6,280	18,371	43,360	22,899
NET WORTH END OF YEAR \$	73,149	85,978	118,707	130,760
NET WORTH BEGINNING OF YEAR \$	68,876	72,122	82,254	114,594
INCREASE IN NET WORTH \$	4,273	13,856	36,453	16,166
HOUSEHOLD-PERSONAL EXPENSE (TABLE 5)	6,481	6,541	11,869	15,716
RETURN TO CAPITAL & FAMILY LABOR	10,060	20,124	44,772	27,857
NUMBER OF RECORDS ANALYZED	383	490	590	674

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

Studies of earnings of farmers in this report were measured by nine management factors causing variations in earnings among farmers within a given year. These nine factors shown in Table 8 are crop yields, choice of crops, gross returns per acre, returns from livestock, amount of livestock, size of business, accomplishments per worker, control over expenses and investment per worker. Choice of crops and investment per worker are expansions of other measures. They are omitted from Table 18 in order to avoid any imbalance of emphasis. The combined or cumulative influence of seven management factors on earnings is shown in Table 18. Comparisons of how individuals were related to income levels is shown in Table 18.

TABLE 18 - 452 FARMS

NUMBERS OF FACTORS IN WHICH FARMERS EXCELLED (SEVEN)	NUMBER OF FARMS		
0	11	XXX	\$ 1949
1	71	XXXXXX	\$ 7367
2	94	XXXXXXXXXXXXXX	\$16383
3	101	XXXXXXXXXXXXXX	\$17134
4	91	XXXXXXXXXXXXXXXXXXXX	\$25088
5	62	XXXXXXXXXXXXXXXXXXXXXXXXXXXX	\$37218
6	20	XXXXXXXXXXXXXXXXXXXXXXXXXXXX	\$47802
7	2	XXXXXXXXXXXXXXXXXXXXXXXXXXXX	\$37197

COMMENTS AND OBSERVATIONS

Over 450 farm records were received at the time this report was compiled. More records are expected to raise the total to more than 650. Few of the early books were screened from the whole farm averages.

The promptness of AGRICULTURAL RECORDS COOPERATIVE in getting averages back early is most helpful.

Instructors are urged to encourage cooperators to keep complete records. Poor distribution of crop and feed costs results in questionable analysis information. Not only should feed costs be allocated carefully between enterprises, but extreme care should be used in allocating within the adult and young stock of an enterprise. Dairy cows and other dairy cattle are examples.

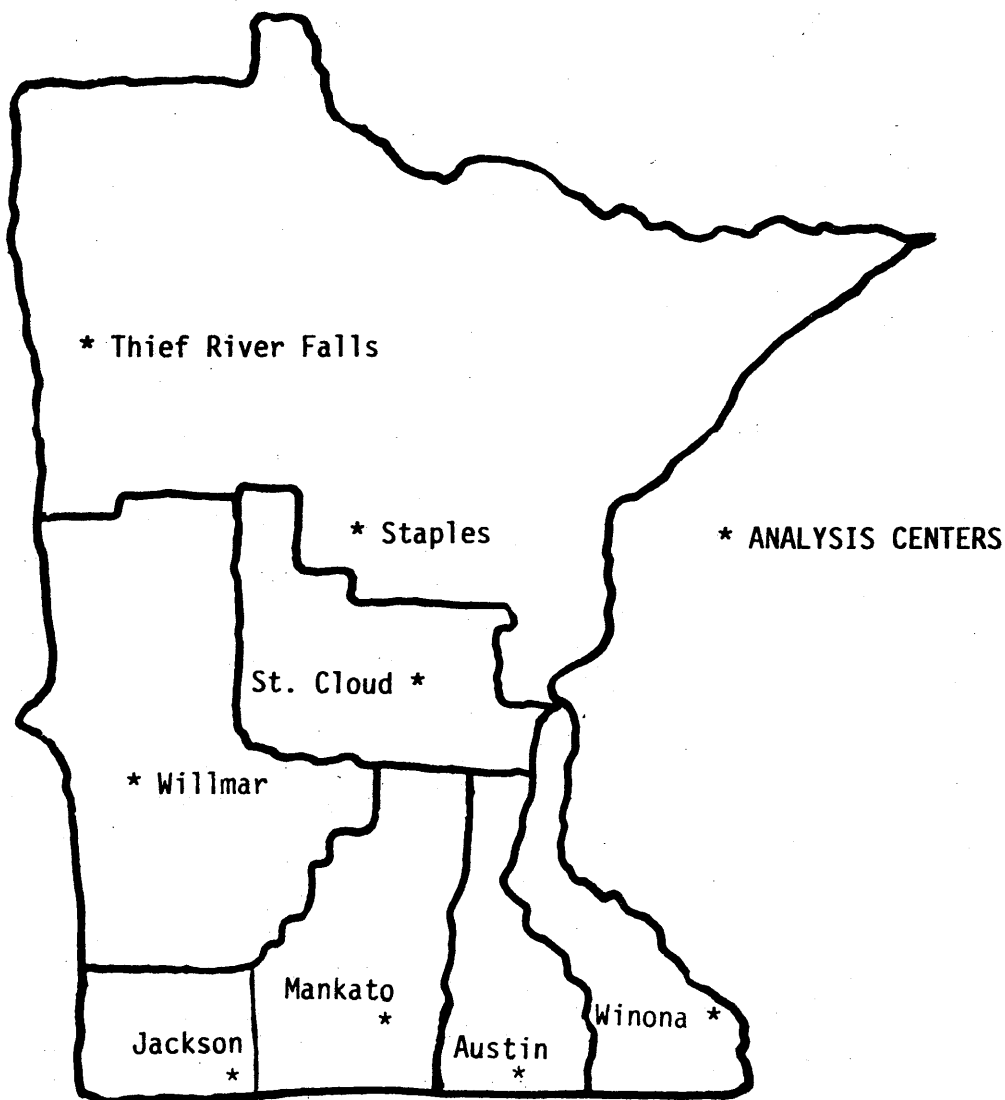
Household and personal records are becoming more important. Of particular importance are the personal investments of the cooperator that indicate investments outside the farm business. Off farm jobs held by either spouse are important in determining the overall accuracy of the farm business records.

Cooperators should attempt to get their records to the analysis center before filing for income tax to reduce the possibility of errors in the tax report.

WHERE MR. AVERAGE FARMER SPENT HIS MONEY IN 1974

INFORMATION SUMMARIZED FROM TABLE 6B OF THE 1974
VOCATIONAL AGRICULTURE FARM ANALYSIS:

<u>PAID TO AND LINE NUMBER</u>	<u>1974</u>	<u>1973</u>	<u>1974</u>	<u>1973</u>
	<u>\$ PER FARM</u>		<u>PER CENT</u>	
OTHER FARMERS LINES 2 THRU 9 AND LINE 16	\$ 8778.00	\$ 9475.00	10.7	14.6
AGRI-BUSINESS COMMUNITY LINES 11 THRU 15, 17 THRU 20 AND LINE 24	33381.00	26273.00	40.8	40.6
EXTRA LABOR - LINE 21	1776.00	1469.00	2.2	2.3
UTILITIES - LINES 25 & 26	858.00	740.00	1.1	1.1
SUPPORT OF LOCAL GOVERNMENT LINE 22	1238.00	1180.00	1.5	1.8
USE OF OTHER PEOPLE'S CAPITAL - LINES 23 & 27	7870.00	6272.00	9.6	9.7
CAPITAL INVESTMENTS LINES 29, 30 & 31	<u>27851.00</u>	<u>19362.00</u>	<u>34.1</u>	<u>29.9</u>
	\$81752.00	\$64771.00	100.0	100.0
INCREASE IN COST	20.7%			
INCREASE IN INCOME	.5%			



Area Coordinators

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