

1974
ANNUAL REPORT

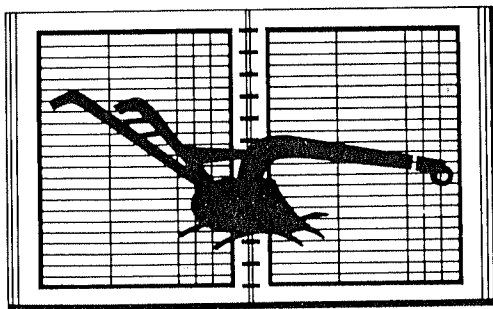
SOUTHWEST MINNESOTA

VOCATIONAL AGRICULTURE

FARM BUSINESS

MANAGEMENT EDUCATION

PROGRAM

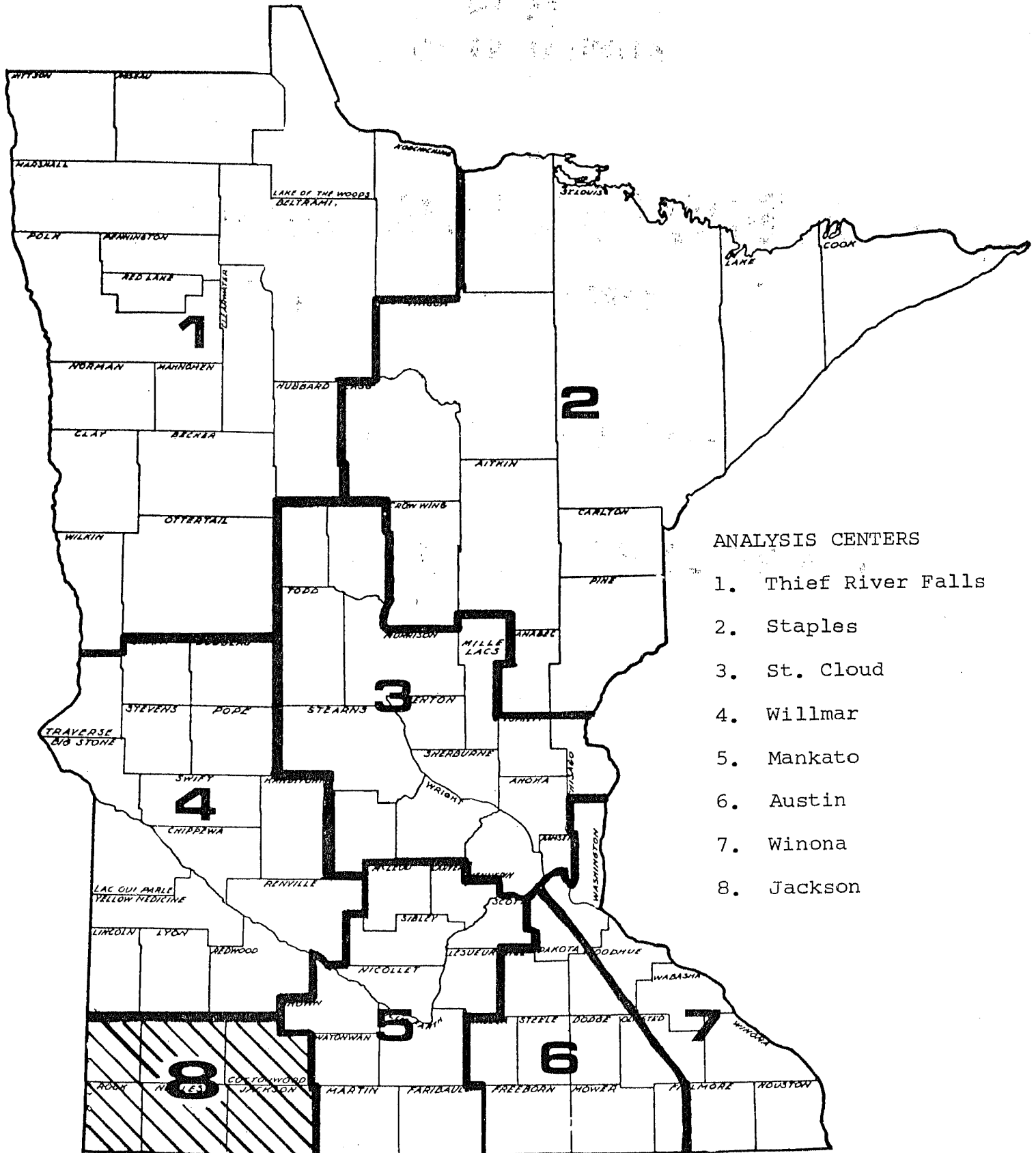


MINNESOTA DEPARTMENT OF
EDUCATION VOCATIONAL DIVISION
UNIVERSITY OF MINNESOTA
DEPT. OF AGRICULTURAL EDUCATION

J.A.V.T.I. JACKSON, MINN.

APRIL 1975

VO-AG FARM MANAGEMENT AREAS



ANALYSIS CENTERS

1. Thief River Falls
2. Staples
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1974 ANNUAL VOCATIONAL AGRICULTURE FARM MANAGEMENT PROGRAM REPORT
JACKSON AREA OF SOUTHWESTERN MINNESOTA

JOHN MURRAY
AREA VO-AG PROGRAM COORDINATOR

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COLOR CODE EXPLANATION

This farm management summary is color coded for your convenience. Each color refers to a specific area.

WHITE	INTRODUCTION. MISCELLANEOUS INFORMATION, pages 39 thru 42 includes average prices used for home grown foods and an explanation of animal and work units.
GOLDENROD	WHOLE FARM tables include both the landlord and the operator's inventory income and expenses.
BLUE	OPERATOR'S tables include inventories, income and expenses for the operator only. All landlord information is excluded from these tables.
YELLOW	CROP pages include the information for all crops grown on whole farm basis.
PINK	LIVESTOCK includes the information for all livestock purchased and listed on a whole farm basis.

INTRODUCTION

The Vocational Agriculture Farm Management Program in Southwestern Minnesota is prepared by the Jackson Area Vocational Technical Institute in cooperation with the Minnesota Department of Education and the Agricultural Education Department of the University of Minnesota. Since the initiation of the program in Jackson in 1970, five annual reports have been prepared.

This report is published annually to provide farmers, agriculture instructors, and others with farm record analysis information which will be helpful to them in studying farming operations. The report is set up to show each cooperating farmer's individual figures for his farm, and comparisons with the averages, the top twenty per cent and the bottom twenty per cent of the farms in the analysis. The report presents each farmer with figures showing his earnings, increase or decrease in net worth, financial standing and a number of efficiency factors on his various enterprises.

The analysis of the records and the preparation of the reports for Southwestern Minnesota are done under the direction of John Murray of the Area Vocational Technical Institute at Jackson. A special thank you is awarded the clerical staff for their patience, perseverance, and dedication to the project. The staff this year is: Pat Gervais, Ila Wenzel and Connie Yonker.

The Farm Management Program is supervised locally by Michael Kuntz, Superintendent of Jackson Public Schools and Delbert Schweiger, Director of the Area Vocational Technical Institute, Jackson, Minnesota. The State Department of Vocational Education, Dr. Ed Persons of the University of Minnesota, Department of Agricultural Education, and Dr. T.R. Nodland of the Agricultural Economics Department have been available as consultants.

This analysis center utilizes the Agricultural Records Cooperative's automatic data processing facilities of Madison, Wisconsin, to streamline its operation.

While 338 records were included in the averages, 580 records were processed.

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in adult and veterans vo-ag farm business management education program in 17 schools in the Jackson area. The following tabulation indicates the number of 1974 records from each school and the instructor in charge of the program.

<u>School</u>	<u>Instructor</u>	<u>Number of Records</u>
Brewster (Adult)	* Gerald McConkey	27
Edgerton (Veterans)	Bob Vanorny	20
Fulda (Adult)	** Mel Faltinson	12
Hills-Beaver Creek (Adult)	* Wendell Erickson & Dennis Uittenbogaard	11
Jackson (Adult)	* Richard Amendt	38
	* Charles Asman	32
	** John Murray	4
Jackson (Veterans)	** Steve Sodeman	28
Jackson (Post High Production Ag)	Dennis Finstad	10
	Larry Griffin	
Lakefield (Adult)	* Charles Reckard	43
Luverne (Adult)	* Garland Anderson	26
Luverne (Veterans)	Jerry Rue	24
Okabena (Adult)	** David Stegemann	1
Pipestone (Adult)	* Heimer Swanson	46
	** Marlin Berg	10
Pipestone (Veterans)	Dwayne Eisfeld	24
Slayton (Adult)	* George Crompton	35
Slayton (Veterans)	Charles Lucht	24
Storden-Jeffers (Adult)	** Gary Olson	13
Westbrook (Veterans)	Glen Thomas	27
Windom (Adult)	* Leland Thiesen	37
Worthington (Adult)	* Wayne Flynn	39
Worthington (Veterans)	Dennis Berg	22
Worthington (Veterans)	Ken Melin	25
Total		579

* Denotes instructor in charge of Farm Business Analysis Program.

** Denotes instructor working part-time with Farm Business Analysis Program.

Records are kept in the Minnesota Farm Account Book by all participating farmers. Three hundred and thirtyeight of these records were included in the averages for the area.

Table 1 - Summary of Farm Inventories* - 1974

Items	Averages of 338 Farms	
1. Size of farm - total acres	408.8	
2. - tillable acres	357.5	
3. Work units - crops	180.21	
4. - livestock	192.57	
5. - other	16.35	
6. Total size of business in work units	389.13	
7. Number of workers	1.6	
7A. Farm capital investment per worker	212985	
	Jan. 1	Dec. 31
8. Productive livestock		
9. Dairy cows	3100	3050
10. Other dairy cattle	2406	1720
11. Beef breeding cattle	5420	4688
12. Beef feeder cattle	21315	10229
13. Hogs	10264	9196
14. Sheep (incl. feeders)	606	370
15. Poultry (incl. turkeys)	32	22
16. Other productive livestock	143	102
17. Total productive livestock	\$ 43286	29377 *
18. Crop, seed and feed	45699	52949
19. Power, machinery and equipment		
20. Auto and truck (farm share)	2548	3562
21. Power and machinery	17740	21843
21A. Irrigation equipment		
22. Livestock equipment	2201	2642
23. Total power, machinery and equipment	\$ 22489	28047 *
24. Land	179532	184051
25. Buildings-fences-etc.	22177	25257
26. Total farm capital	\$ 313183	319681

*Table 1 lists the categories of farm capital for the averages of 338 farms and for the 68 most profitable and 68 least profitable farms. These averages include the landlord's share of the investment for rented farms.

Machinery, equipment, and building values reflect cost less depreciation. Land is valued at a conservative market value.

*Other measures of farm size listed in lines 1 through 7A are helpful in describing the farms included in this farm management report.

Size as measured by acres for individual farms varied from 80 to over 1,200 acres: however, the vast majority of the farms fell in the range of 250 to 500 acres.

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 1 - Summary of Farm Inventories* - 1974

Items	68 High Profit Farms	
	Jan. 1	Dec. 31
1. Size of farm - total acres	579.5	
2. - tillable acres	537.3	
3. Work units - crops	270.05	
4. - livestock	188.63	
5. - other	29.15	
6. Total size of business in work units	487.83	
7. Number of workers	1.8	
7A. Farm capital investment per worker	298937	
8. Productive livestock		
9. Dairy cows	895	930
10. Other dairy cattle	1026	841
11. Beef breeding cattle	1287	1203
12. Beef feeder cattle	15361	4420
13. Hogs	15627	17611
14. Sheep (incl. feeders)	1349	750
15. Poultry (incl. turkeys)	16	20
16. Other productive livestock	23	23
17. Total productive livestock	\$ 35584	25798*
18. Crop, seed and feed	75841	100115
19. Power, machinery and equipment		
20. Auto and truck (farm share)	4043	5718
21. Power and machinery	24826	30965
21A. Irrigation equipment		
22. Livestock equipment	1883	2100
23. Total power, machinery and equipment	\$ 30752	38783*
24. Land	297042	306218
25. Buildings-fences-etc.	29621	34862
28. Total farm capital	\$ 468840	505776*

Livestock, crops, seed, and feed reflect a conservative market price at the time the inventory was taken.

Table 1 - Summary of Farm Inventories* - 1974

Items	68 Low Profit Farms	
	Jan. 1	Dec. 31
1. Size of farm - total acres	416.1	
2. - tillable acres	338.0	
3. Work units - crops	172.36	
4. - livestock	223.62	
5. - other	11.60	
6. Total size of business in work units	407.58	
7. Number of workers	1.6	
7A. Farm capital investment per worker	211542	
8. Productive livestock		
9. Dairy cows	2457	2223
10. Other dairy cattle	1922	1007
11. Beef breeding cattle	10793	8898
12. Beef feeder cattle	47484	24354
13. Hogs	9140	6222
14. Sheep (incl. feeders)	144	175
15. Poultry (incl. turkeys)	5	
16. Other productive livestock	403	465
17. Total productive livestock	\$ 72348	43344 *
18. Crop, seed and feed	44462	37823
19. Power, machinery and equipment		
20. Auto and truck (farm share)	2417	3406
21. Power and machinery	19812	23347
21A. Irrigation equipment		
22. Livestock equipment	2811	3334
23. Total power, machinery and equipment	\$ 25040	30087 *
24. Land	173488	175537
25. Buildings-fences-etc.	22707	24529
26. Total farm capital	\$ 338045	311320 *

Table 2A - Whole Farm Summary of Cash Receipts - 1974

Items	Average 338	High 68	Low 68
1. Sale of livestock and livestock products			
2. Dairy cows	\$ 771	299	898
3. Dairy products	6239	3055	4184
4. Other dairy cattle	1090	366	810
5. Beef breeding cattle	1084	283	1946
6. Beef feeder cattle	30143	24690	65736
07A. Hogs complete	17021	27564	13128
07B. Hogs finishing	4035	1904	4539
07C. Hogs producing weaning pigs	1406	4764	404
08A. Sheep and wool, farm flock	286	591	156
08B. Sheep and wool, feeder lambs	677	2326	
9. Chickens (incl. hens and broilers)	11	3	16
10. Turkeys			
11. Eggs	167	232	26
12. Other productive livestock	64		14
12A. Total sales of productive livestock	\$ 62994*	66077*	91857*
13. Sale of crops			
13A. Wheat	170	420	125
13B. Other small grains	1492	1824	1925
13C. Corn	20718	46674	14291
13D. Soybeans	20042	40720	12710
13E. Other row crops	25	37	
13F. Legumes and other forage	373	279	301
13G. Grass seed			
13H. Fruits and nuts			
13I. Vegetables, roadside market and specialty			
13J. Nursery, timber and other			
13K. Set aside - government payments			
19A. Total sales from crops	\$ 42820*	89954*	29352*
20. Capital assets sold	1874	4820	251
21. Gas tax refund	143	188	128
22. Income from work off the farm	753	1387	741
23. Patronage refunds	1238	2163	1126
24. Miscellaneous farm income	551	549	387
25. Total farm sales	\$ 110373*	165138*	123842*
26. Increase in farm capital	6498	36935	
27. Family living from the farm	472	388	447
28. Total farm receipts (25)+(26)+(27)	\$ 117343*	202461*	124289*

Table 2B - Whole Farm Summary of Cash Expense - 1974

Items	Average 338	High 68	Low 68
1. Purchase of livestock			
2. Dairy cows	\$ 353		355
3. Other dairy cattle	490	78	669
4. Beef breeding cattle	936	118	2429
5. Beef feeder cattle	10711	7588	25648
06A. Hogs complete	1286	2775	781
06B. Hogs finishing	1152	365	1450
06C. Hogs producing weaning pigs	61	91	33
07A. Sheep, farm flock	40	54	12
07B. Sheep, feeder lambs	307	1031	
8. Chickens (incl. hens and broilers)	24	15	10
9. Turkeys			
10. Other productive livestock	1		
11. Miscellaneous livestock expense	1215	1275	1250
12. Feed bought	13157	14960	19639
13. Fertilizer	6424	11485	5366
14. Chemicals	2537	4640	1994
15. Other crop expense	3287	5571	2623
15A. Irrigation operation costs			
16. Custom work hired	1944	2062	1921
17. Repair + upkeep of livestock equip.	385	379	370
18. Repair + upkeep of farm real estate	787	1238	757
19. Gas, oil, grease bought (farm share)	2466	3496	2453
20. Repair + oper of mach, tractor, truck, auto (F.S.)	2914	4072	3043
20A. Repair + upkeep - irrigation equipment			
21. Wages of hired labor	1299	1923	1110
22. Personal property + real estate taxes	2172	3304	2023
23. General farm expense	918	1142	1009
24. Telephone expense (farm share)	137	161	134
25. Electricity expense (farm share)	413	592	388
26. Total cash operating expense	\$ 55416*	68415*	75467*
27. Power, crop & gen. machinery bot (F.S.)	10818	17230	10046
27A. Irrigation equipment bought			
28. Livestock equipment bought	937	696	1128
29. New real estate + improvement	11211	21632	6394
30. Total farm purchases (26) thru (29)	\$ 78382*	107973*	93035*
31. Decrease in farm capital			26724
32. Interest on farm capital	18985	29238	19480
33. Unpaid family labor	414	183	622
34. Labor charge for partners + other operators	46	206	
35. Board furnished hired labor	78	57	75
36. Total farm expense (30) thru (35)	\$ 97905*	137654*	124286*
37. Labor earnings (whole farm) (2A/28)-(36)	\$ 19438*	64807*	(-15653)*
38. Number of operators	1	1	1

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

Table 3 - Summary of Farm Earnings (Enterprise Statement - Whole Farm) - 1974

Items	Average 338	High 68	Low 68
1. Returns and net increases			
2. Productive livestock			
3. Dairy cattle	\$ 6017	3174	3640
4. Other dairy cattle	948	509	280
5. Beef breeding cattle	128	113	(-424)
6. Feeder cattle	7768	6253	15355
7. Complete hog enterprise	15080	26333	10052
8. Hog finishing enterprise	2364	845	2491
9. Producing weaning pigs	1536	5925	259
10. Farm flock of sheep	191	486	176
11. Feeder lambs	189	748	
12. Chickens (incl.hens and broilers)	152	230	37
13. Turkeys			
14. Other productive livestock	24		82
15. All productive livestock	\$ 34397*	44616*	31948*
16. Value of feed fed to livestock	37996	38685	53108
17. Return over feed from livestock	(-3599)	5931	(-21160)
18. Crop, seed and feed	62455	115512	46163
20. Cooperative patronage refunds	1238	2163	1126
21. Miscellaneous farm income	551	549	387
22. Total returns and net increases	\$ 60645*	124155*	26516*
23. Expenses and net decreases			
24. Truck and auto (farm share)	\$ 2346	3333	2283
25. Tractors and crop machinery	9149	13734	9092
25A. Irrigation equipment			
26. Electricity	413	592	388
27. Livestock equipment	907	850	1003
28. Buildings, fences and tiling	2889	4669	2912
29. Bare land			
30. Misc. livestock expense	1141	1275	1250
31. Labor	2104	2230	2242
32. Labor charge for other operator(s)	46	206	352
33. Property tax	2172	3304	2023
34. General farm expense and telephone	1055	1302	1144
35. Interest on farm capital	18985	29238	19480
36. Total expenses and net decreases	\$ 41207*	59348*	42169*
37. Labor earnings	\$ 19438	64807	(-15653)
38. Number of farm operators	1	1	1

Table 3 combines table 1, 2A & 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 page 5, line 37.

Table 4 - Household and Personal Expenses - 1974
For those farms with complete accounts - Operator's share

Items	Average 262	High 44	Low 51
1. Number of persons - family	4	4	5
2. Number of adult equivalent - family	3.3	3.8	3.5
3. Church and welfare	\$ 531	680	373
4. Medical care and health insurance	925	1015	1042
5. Food and meals bought	1728	1418	1808
6. Operating expenses and supplies	763	941	523
7. Furnishings and equipment	698	639	707
8. Clothing and clothing materials	627	582	659
9. Personal care, personal spending	319	481	248
10. Education	241	264	264
11. Recreation	314	364	290
12. Gifts and special events	280	348	272
13. Pers. share truck and auto exp.	370	366	371
14. Oper. share upkeep on dwelling	129	89	106
15. Pers. share tel. and elect. exp.	183	220	167
16. Total cash living expenses	\$ 7108*	7407*	6830*
17. Pers. share new truck and auto	353	327	238
18. New dwelling bought	699	926	849
19. Taxes and other deductions	2038	4795	1580
20. Life insur. & other savings & investments	1514	2910	892
21. Total household & personal (16)-(20)*	\$ 11712*	16365*	10389*
22. Total family living from the farm (33)	413	269	385
23. Total cash & non-cash expenses (21)+(22)	12125*	16634*	10774*
24. Family living from the farm			
25.	Opr. Share	Opr. Share	Opr. Share
26. Milk and cream	54	4	38
27. Beef	228	183	250
28. Pork	121	82	84
29. Lamb	1		
30. Poultry	4		8
31. Eggs	4		
32. Veg. fruit, spuds, and fuel - also other produce	2		4
33. Total family living from the farm	\$ 414*	269*	384*

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in table 4. *These farmers spend an average of \$976.00 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	Averages of 337 Farms	
	Jan.1	Dec. 31
1. Total productive livestock	\$ 40257	27614
2. Crop, seed and feed	43076	50159
3. Total power, machinery and equipment	21585	27119
4. Land	65613	71055
5. Buildings, fences, etc.	17298	20797
6. Total farm capital	187829	196744
7. Non-farm assets	14317	16406
8. Dwelling	4661	5401
9. Total assets	206807	218551
10. Real estate mortgages	29249	32916
11. Chattel mortgages	25472	22332
12. Notes	11209	10457
13. Accounts payable	1359	1545
14. Total liabilities	\$ 67289	67250
15. Farmers net worth	\$ 139518	151301
16. Gain or (loss) in net worth		\$ 11783
	* * *	
17. Supplementary Management Information		
18. Operators labor earnings (6B/39)	\$ 15587	
19. Return to capital & fam.labor (6B/40)	23384	
20. Non-farm income		
21. Outside investment income	305	
22. Other personal income + income tax refund	2300	
23. Total non-farm income	\$ 2605	
24. Total money borrowed	46547	
25. Total paid on debt (principal)	46846	
26. Total household + pers.cash exp.(4/23)	10611	
27. Ratio total farm exp.to tot.farm receipts	.86	
28. Ratio total assets to total liabilities	Jan 3.07	Dec. 3.24
29. Ratio non-real est.assets - non-real est. liabl.	3.14	3.59
30. Ratio real estate assets to real estate liabilities	2.99	2.97
31. Ratio net worth to total liabilities	2.07	2.28
32. *Ratio cash operating exp.to adj.total farm sales		.62
33. Ratio total farm rec.to avg.farm capital W.F.		.42
34. Ratio total farm rec.to avg. farm cap., op share		.60
*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

(continued)

Table 5 - Net Worth Statement - Operator - 1974
For Those Farms With a Complete Record of all Assets and Liabilities

Items	68 High Profit Farms			
	Jan.1 - - - - Dec.31			
1. Total productive livestock	\$	34642		24524
2. Crop, seed and feed		71158		97114
3. Total power, machinery and equipment		29929		37365
4. Land		114478		123705
5. Buildings, fences, etc.		24490		30655
6. Total farm capital		274697		313363
7. Non-farm assets		21446		25549
8. Dwelling		4810		5428
9. Total assets	\$	300953		344340
10. Real estate mortgages		42825		47886
11. Chattel mortgages		21946		13936
12. Notes		15873		15726
13. Accounts payable		1280		2056
14. Total liabilities	\$	81924		79604
15. Farmers net worth	\$	219029		264736
16. Gain or (loss) in net worth			\$	45707
	*	*	*	
17. Supplementary management information				
18. Operators labor earnings (6B/39)	\$	56164		
19. Return to capital & family labor (6B/40)		66811		
20. Non-farm income				
21. Outside investment income		665		
22. Other pers.income + income tax refund		2327		
23. Total non-farm income	\$	2992		
24. Total money borrowed		54583		
25. Total paid on debt (principal)		58186		
26. Total household + pers.cash exp. (4/23)		13028		
27. Ratio total farm exp.to total farm receipts*		.70		
28. Ratio total assets to total liabilities	Jan.	3.67	Dec.	4.32
29. Ratio non-real est.assets-non-real est.liabl.		4.03		5.82
30. Ratio real estate assets to real est.liabilities		3.36		3.34
31. Ratio net worth to total liabilities		2.68		3.33
32. *Ratio cash operating exp to adj.total farm sales				.54
33. Ratio total farm rec.to avg. farm capital W.F.				.43
34. Ratio total farm rec. to avg. frm cap.,op. share				.62
*Adjusted total farm sales does not include sale of capital assets				

The supplementary information listed in table 5 is helpful in studying the financial structure of the farm. All figures are presented on the operator's share only basis.

*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?"

(continued)

Table 5 - Net Worth Statement - Operator - 1974
For those Farms With a Complete Record of all Assets and Liabilities

Items	68 Low Profit Farms	
	Jan.1 - - - - -	Dec.31
1. Total productive livestock	\$ 74297	43167
2. Crop, seed and feed	45308	38547
3. Total power, machinery and equipment	25922	30633
4. Land	73599	76211
5. Buildings, fences, etc.	19976	22206
6. Total farm capital	239102	210764
7. Non-farm assets	9964	11423
8. Dwelling	5755	6341
9. Total assets	\$ 254821	228528
10. Real estate mortgages	34194	34727
11. Chattel mortgages	49377	44675
12. Notes	19609	15075
13. Accounts payable	1590	1407
14. Total liabilities	\$ 104770	96784
15. Farmers net worth	\$ 150051	131743
16. Gain or (loss) in net worth		(-18307)
	* * *	
17. Supplementary Management Information		
18. Operators labor earnings (6B/39)	\$ (-16299)	
19. Return to capital and family	(-8401)	
20. Non-farm income		
21. Outside investment income	134	
22. Other personal income + income tax refund	2316	
23. Total non-farm income	\$ 2450	
24. Total money borrowed	73000	
25. Total paid on debt (principal)	84278	
26. Total household + Personal cash exp. (4/23)	8774	
27. Ratio total farm expenses to total farm receipts	1.12	
28.**Ratio total assets to total liabilities Jan.	2.43	Dec. 2.36
29. Ratio non-real est.assets - non-real est. liabilities	2.20	2.08
30. Ratio real estate assets to real estate liabilities	2.90	3.10
31. Ratio net worth to total liabilities	1.43	1.45
32. *Ratio cash operating exp.to adj.total farm sales		.69
33. Ratio total farm rec. to avg.farm capital W.F.		.44
34. Ratio total farm rec.to avg.farm cap.,op.share		.56
*Adjusted total farm sales does not include sale of capital assets		

**The ratio of assets to liabilities indicates the degree of solvency at the beginning and end of the year. This ratio 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 or debt?"

Table 6A - Operator's Share of Cash Receipts - 1974

Items	Average 338	High 68	Low 68
1. Sale of livestock and livestock products			
2. Dairy cows	\$ 746	388	930
3. Dairy products	6012	3873	3659
4. Other dairy cattle	1023	139	762
5. Beef breeding cattle	949	129	2349
6. Beef feeder cattle	28230	25008	67882
07A. Hogs complete	16178	26656	12841
07B. Hogs finishing	3964	3863	4338
07C. Hogs producing weaning pigs	967	18	557
08A. Sheep and wool, farm flock	279	591	153
08B. Sheep and wool, feeder lambs	677	2326	
9. Chickens (incl. hens and broilers)	11	7	16
10. Turkeys			
11. Eggs	166	324	26
12. Other productive livestock	64		14
12A. Total sales of productive livestock	\$ 59266*	63322*	93527*
13. Sale of crops			
13A. Wheat	141	374	82
13B. Other small grains	1076	1176	1741
13C. Corn	15057	33121	11181
13D. Soybeans	15767	31466	11669
13E. Other row crops	25	37	
13F. Legumes and other forage	299	203	223
13G. Grass seed			
13H. Fruits and nuts			
13I. Vegetables, roadside market and specialty			
13J. Nursery, timber and other			
13K. Set aside - government payments			
19A. Total sales from crops	\$ 32365*	66377*	24896*
20. Capital assets sold	447	1122	283
21. Gas tax refund	139	186	131
22. Income from work off the farm	725	1531	842
23. Patronage refunds	1187	1985	1215
24. Miscellaneous farm income	536	618	450
25. Total farm sales	\$ 94665*	135141*	121344*
26. Increase in farm capital	8970	38341	
27. Family living from the farm	423*	338*	431*
28. Total farm receipts (25)+(26)+(27)	104058*	173820*	121775*
29. Adjusted total farm sales (25)-(20)	94218	134019	121061
30. Total cash farm operating expense	52871	72269	83682
31. Net cash operating income	\$ 35947*	61750*	37379*

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.

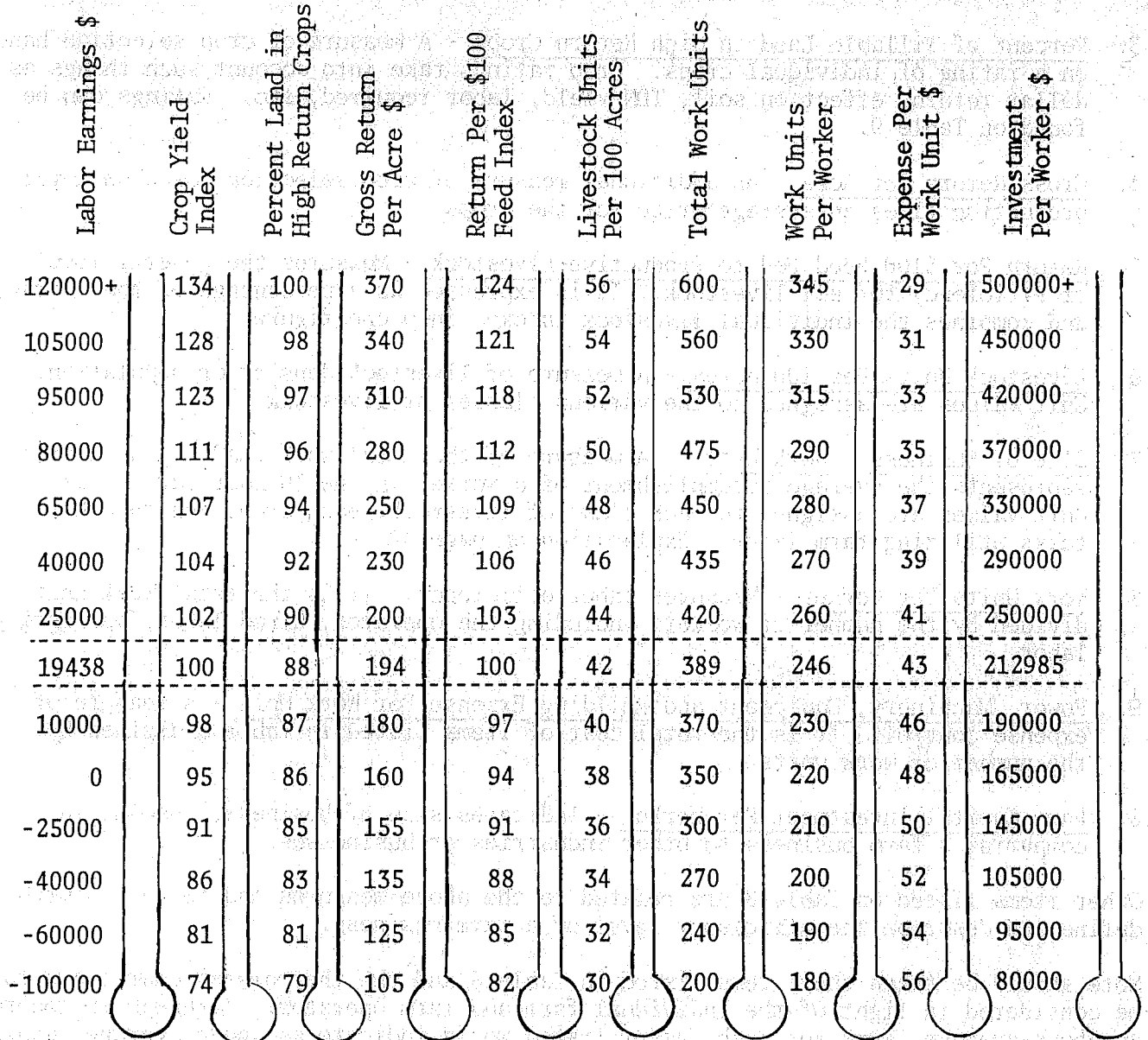
Table 6B - Operator's Share of Cash Expenses - 1974

Items	Average 338	High 68	Low 68
1. Purchase of livestock			
2. Dairy cows	\$ 350		297
3. Other dairy cattle	459		552
4. Beef breeding cattle	902	296	2154
5. Beef feeder cattle	10328	7996	25493
06A. Hogs complete	1198	2512	712
06B. Hogs finishing	1139	974	1479
06C. Hogs producing weaning pigs	55	15	52
07A. Sheep, farm flock	36	54	6
07B. Sheep, feeder lambs	307	1031	
8. Chickens	24	18	10
9. Turkeys			
10. Other productive livestock			
11. Miscellaneous livestock expense	1137	1072	1243
12. Feed bought	12441	12290	20177
13. Fertilizer	5628	10261	5188
14. Chemicals	2255	4114	1967
15. Other crop expense	3114	5264	2652
15A. Irrigation operation costs			
16. Custom work hired	1875	1945	1845
17. Repair + upkeep of livestock equipment	377	312	386
18. Repair + upkeep of farm real estate	764	1087	860
19. Gas,oil,grease bought (farm share)	2384	3419	2431
20. Repair + Oper.of mach,tractor,truck,auto (F.S.)	2814	3904	3132
20A. Repair + Upkeep - irrigation equipment			
21. Wages of hired labor	1272	1768	1243
22. Personal property + real estate taxes	783	1268	807
23. Cash rent	3065	5716	3213
24. General farm expense	890	1055	1036
25. Telephone expense (farm share)	133	147	143
26. Electricity expense (farm share)	400	550	398
27. Interest expense	4139	5200	6205
28. Total cash operating expense	\$ 58270*	72268*	83681*
29. Power,crop and general mach.bot.(farm share)	10615	16542	9909
29A. Irrigation equipment bought			
30. Livestock equipment bought	884	373	1155
31. New real estate + improvements	10831	17796	7019
32. Total farm purchases (28) thru (31)	\$ 80600*	106979*	101764*
33. Decrease in farm capital			28339
34. Interest on farm capital	7406	12452	7291
35. Unpaid family labor	414	195	607
37. Board furnished hired labor	80	30	75
38. Total farm expense (32) thru (37)	88500*	119656*	138076*
39. Labor earnings (operators share)			
(6A/28)-(38)	\$ 15558	54164	(-16299)
40. Return to capital and family labor	\$ 23378	66811	(-8401)

Return to capital and family labor represents the amount available for debt service, living expense, and savings.

Thermometer Chart

Using your figures from page 15, 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 chart.



MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 and the thermometer chart on page 16.

1. Labor Earnings - A measure of the relative financial returns for the operator's labor taking into account all income and expense cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as a percentage of the average.
3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on soil, TDN yield, labor required, etc. Ratings can be found on Table 9.
4. Gross Return Per Acre - An additional measure of crop selection based on total production times an average price for the crops.
5. Return Per \$100 Feed Fed to Productive Livestock - Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
6. Livestock Units Per 100 Acres - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.
7. Size of Business - Work Units - A measure of the total work load. A work unit represents the average accomplishment of a worker in one 10-hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor. Explanation on page 40.
8. Work Units Per Worker - Measures labor efficiency. It is the total work units divided by the number of workers including the operator, hired labor, and family labor.
9. Power, Machinery, Equipment and Building Expense Per Work Unit - A measure of expense control. It is the total cost of items listed in Table 3 divided by the number of work units.
10. Farm Capital Investment Per Worker - Indicates size of business. Useful in comparing a farm business to other industries or businesses.

Other items listed on Table 8 are related to the above measures and serve to further define and describe the efficiency level of a farm business.

Note should be taken that items listed in Table 8 and the thermometer charts are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate as above average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.

Table 8 - Measures of Farm Organization and Management Efficiency - 1974

Items	Average 338	High 68	Low 68
1. Labor earnings	\$ 19438	64807	(-15653)
2. Crop yields - index	100	107	77
3. Percent till. land in H.R. crops	87.5	94.8	84.0
4. Gross return per till.acre (excl.pasture)	\$ 194.30	245.37	164.21
5. Return for \$100 to prod. livestock-index	100	120	78
6. Livestock units per 100 acres	41.9	58.9	54.3
7. Size of business - work units	389.1	487.8	407.6
8. Work units per worker	246.3	282.3	251.3
9. Power mach.,equip.,building exp.per work unit	\$ 43.34	51.71	40.18
10. Farm capital investment per worker	\$ 212985	298937	211542
11. Index of return for \$100 feed from			
12. Complete hog enterprise	100	103	90
13. Hog finishing enterprise	100	95	96
14. Producing weaning pigs	100	108	69
15. Dairy cattle	100	139	79
16. Other dairy	100	151	4
17. All dairy and dual purpose cattle	100	139	80
18. Beef breeding cattle	100		
19. Beef feeder cattle	100	123	82
20. Sheep farm flock	100	158	147
21. Feeder lambs	100		
22. Chickens-laying flock	100		
23. Chickens-broilers	100		
24. Turkeys-laying flock			
25. Turkey-poults			
26. Other productive livestock	100		
27. Number of animal units	113.1	105.4	180.2
28. Work units			
29. Crops	180.2	270.0	172.3
30. Productive livestock	192.5	188.6	223.6
31. Other productive work units	16.3	29.2	11.6
32. Expenses per work unit			
33. Tractor and crop machinery expense	\$ 25.31	30.24	23.52
34. Farm share of auto and truck expense	\$ 6.70	7.84	6.11
35. Farm share of electricity expense	\$ 1.13	1.24	1.08
36. Livestock equipment expense	\$ 2.32	1.68	2.52
37. Building,fencing,and tiling expense	\$ 7.86	10.68	6.93
38. Tractor & crop mach.expense per crop acre**	\$ 26.18	28.60	27.46
39. Farm power & mach.cost allocated to lvstk	\$ 929.37	989.75	1137.80
40. Building,fencing,& tiling cost allc.to crops	\$ 1538.82	2933.01	1300.02
41. *Acres include all tillable land,non-tillable hay and pasture			
42. **Acres include all tillable land plus acres in wild hay			

Table 9 - Crop Acres, Rank, Yields & Cost per Unit for 338 Farms - 1974

Crop	Acres	Crop Rank	Average Yield	Cost Per Unit
Oats	18.1	D	65.5 bu.	1.02
Wheat	1.1	C	36.7 bu.	2.67
Flax	5.9	B	13.4 bu.	4.40
Corn	168.8	A	63.5 bu.	1.85
Soybeans	109.4	A	27.2 bu.	3.33
Corn silage	22.1	A	10.1 ton	10.46
Alfalfa	20.9	B	3.7 ton	23.96
Other tillable land	11.0			
Total tillable	357.5			
Total non-tillable	51.3			
Total	408.8			

**Refer to table 10's pages 18-26 of high and low farms for above information.

Supplementary Management Information	Average 338	High 68	Low 68
Percent land tillable	87.5	92.7	81.2
Percent land on high return crops	89.7	94.6	87.9
*Fertilizer cost per acre	13.48	15.66	13.18
*Crop chemicals per acre	5.74	7.17	5.19
*Seed and other costs per acre	9.43	10.45	8.25
*Gas, oil and grease bought per acre	5.39	5.14	5.68
*Tillable land minus tillable pasture, fallow, and idle land			

TABLES 10 - CROPS ANALYSIS

The crop analysis tables for each individual crop show yield, value per production unit, gross return per acre, and other crop income such as straw for oats and flax, hail loss payments, and disaster aid payments.

Out of pocket costs for fertilizer, chemicals, seed and miscellaneous crop expense, hired labor, and custom work 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, lines 8 thru 13.

Other costs, called Allocated Costs, lines 17 thru 22, are not actual costs but are either calculated costs, assigned costs, or non-cash costs. The Power and Crop Machinery expense is calculated from the expenses and net decreases shown in Table 3. Work units are used as a factor in allocating a portion of the total power and machinery expense to each crop. The power and machinery costs are divided into ownership and operation costs. 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.

Table 10 - Crop Data for Oats - 1974

	AVERAGE 232	HIGH 116	LOWS 116
1. Acres	26.5	22.8	30.1
	Per Acre	Per Acre	Per Acre
2. Yield	65.5	82.5	52.9
3. Value per bushel	1.49	1.49	1.49
4. Crop product return	97.62	122.85	78.80
5. Other crop income**	16.75	19.96	14.39
6. Total crop return	114.37	142.81	93.19
7. Supplemental costs			
8. Fertilizer	4.85	5.75	4.18
9. Chemicals	.53	.48	.57
10. Seed and other	5.64	5.75	5.55
11. Special hired labor		.04	
12. Custom work hired	4.43	5.13	3.91
13. Irrigation operation			
14. Total supplemental costs	15.45	17.15	14.21
15. Return over supplemental costs	98.92	125.66	78.98
16. Allocated costs			
17. Farm power & machinery - ownership	6.44	7.28	5.79
18. Farm power & machinery - operation	7.42	7.41	7.49
19. Irrigation equipment - ownership			
20. Land costs	36.65	43.08	30.22
21. Miscellaneous costs			
22. *Interest on mach.+ equip. investment	1.82	2.02	1.64
23. Total allocated costs	52.33	59.79	45.14
24. Return over all listed costs	46.59	65.87	33.84
25. Supplementary Management Information			
26. Work units assigned per acre	.30	.30	.30
27. Power costs allocation factor	.98	.98	.98
28. Total listed cost per bu. of production	1.02	.93	1.12
29. Return over listed costs per bu.	.73	.80	.66
30. Total listed costs per acre	67.78	76.94	59.35

31. *Does not include interest on investment in irrigation equipment or land

**Includes value of straw, hail loss and disaster aid payments

Table 10 - Crop Data for Spring Wheat - 1974

	AVERAGE 16
1. Acres	24.9
2. Yield	Per Acre 36.7
3. Value per bushel	4.50
4. Crop product return	165.38
5. Other crop income**	8.03
6. Other crop return	173.41
7. Supplemental costs	
8. Fertilizer	10.48
9. Chemicals	.44
10. Seed and other	16.99
11. Special hired labor	
12. Custom work hired	6.31
13. Irrigation operation	
14. Total supplemental costs	34.22
15. Return over supplemental costs	139.19
16. Allocated costs	
17. Farm power and machinery - ownership	8.19
18. Farm power and machinery - operation	6.83
19. Irrigation equipment - ownership	
20. Land costs	47.25
21. Miscellaneous costs	
22. *Interest on mach. + equip. investment	2.01
23. Total allocated costs	64.28
24. Return over all listed costs	74.91
25. Supplementary Management Information	
26. Work units assigned per acre	.30
27. Power costs allocation factor	1.00
28. Total listed cost per bu. of production	2.67
29. Return over listed costs per bu.	2.05
30. Total listed costs per acre	98.50

31. *Does not include interest on investment in irrigation equipment or land

**Includes value of straw, hail loss and disaster aid payments

Table 10 - Crop Data for Flax - 1974

	AVERAGE 40	HIGH 20	LOW 20
1. Acres	50.2	52.9	47.5
	Per Acre	Per Acre	Per Acre
2. Yield	13.4	15.8	10.8
3. Value per bushel	11.00	11.00	11.00
4. Crop product return	147.69	173.63	118.80
5. Other crop income**	7.67	6.96	8.44
6. Total crop return	155.36	180.59	127.24
7. Supplemental costs			
8. Fertilizer	2.27	2.50	2.04
9. Chemicals	1.29	1.32	1.26
10. Seed and other	14.16	14.67	13.58
11. Special hired labor			
12. Custom work hired	3.17	4.06	2.17
13. Irrigation operation			
14. Total supplemental costs	20.89	22.55	19.05
15. Return over supplemental costs	134.47	158.04	108.19
16. Allocated costs			
17. Farm power and machinery - ownership	5.64	5.71	5.56
18. Farm power and machinery - operation	6.95	6.65	7.28
19. Irrigation equipment - ownership			
20. Land costs	24.43	25.60	23.25
21. Miscellaneous costs			
22. *Interest on mach. + equip. investment	1.59	1.66	1.49
23. Total allocated costs	38.61	39.62	37.58
24. Return over all listed costs	95.86	118.42	70.61
25. Supplementary Management Information			
26. Work units assigned per acre	.30	.30	.30
27. Power costs allocation factor	1.00	1.00	1.00
28. Total listed cost per bu. of production	4.40	3.90	5.22
29. Return over listed costs per bu.	7.17	7.54	6.56
30. Total listed costs per acre	59.50	62.17	56.63

31. *Does not include interest on investment in irrigation equipment or land

**Includes value of straw, hail loss, and disaster aid payments

Table 10 - Crop Data for Corn for Seed - 1974

		AVERAGE 9
1.	Acres	178.6
2.	Yield	Per Acre 331.2
3.	Value per production unit	1.00
4.	Crop product return	331.20
5.	Other crop income**	
6.	Total crop return	331.20
7.	Supplemental costs	
8.	Fertilizer	22.43
9.	Chemicals	6.77
10.	Seed and other	3.52
11.	Special hired labor	.06
12.	Custom work hired	4.01
13.	Irrigation operation	
14.	Total supplemental costs	36.79
15.	Return over supplemental costs	294.41
16.	Allocated costs	
17.	Farm power and machinery - ownership	14.12
18.	Farm power and machinery - operation	15.81
19.	Irrigation equipment - ownership	
20.	Land costs	66.11
21.	Miscellaneous costs	
22.	*Interest on mach. + equip. investment	4.13
23.	Total allocated costs	100.17
24.	Return over all listed costs	194.24
25.	Supplementary Management Information	
26.	Work units assigned per acre	.60
27.	Power costs allocation factor	1.00
28.	Total listed cost per unit of production	.41
29.	Return over listed costs per unit	.59
30.	Total listed costs per acre	136.96

31. *Does not include interest on investment in irrigation equipment or land

**Yield is reported in dollars

Table 10 - Crop Data for Corn for Grain

	AVERAGE 336	HIGH 168	LOWS 168
1. Acres	163.0	177.1	148.8
	Per Acre	Per Acre	Per Acre
2. Yield	63.5	77.5	46.8
3. Value per bushel	3.24	3.25	3.23
4. Crop product return	205.67	251.87	151.26
5. Other crop income**	2.12	.51	4.03
6. Total crop return	207.79	252.38	155.29
7. Supplemental costs			
8. Fertilizer	23.50	27.31	18.99
9. Chemicals	7.04	7.49	6.50
10. Seed and other	10.21	11.11	9.15
11. Special hired labor	.02	.01	.03
12. Custom work hired	3.15	3.14	3.16
13. Irrigation operation			
14. Total supplemental costs	43.92	49.06	37.83
15. Return over supplemental costs	163.87	203.32	117.46
16. Allocated costs			
17. Farm power and machinery - ownership	14.73	17.64	11.28
18. Farm power and machinery - operation	13.80	14.62	12.83
19. Irrigation equipment - ownership			
20. Land costs	41.83	49.69	33.97
21. Miscellaneous costs			
22. *Interest on mach. + equip. investment	3.83	4.12	3.49
23. Total allocated costs	74.19	86.07	61.57
24. Return over all listed costs	89.68	117.25	55.89
25. Supplementary Management Information			
26. Work units assigned per acre	.55	.55	.55
27. Power costs allocation factor	1.00	1.00	.99
28. Total listed cost per bushel of production	1.85	1.73	2.10
29. Return over listed costs per bushel	1.43	1.52	1.21
30. Total listed costs per acre	118.11	135.13	99.40

31. *Does not include interest on investment in irrigation equipment or land

**Includes value of hail loss and disaster aid payments

Table 10 - Crop Data for Soybeans - 1974

	AVERAGE 290	HIGH 145	LOWS 145
1. Acres	127.5	145.1	109.9
	Per Acre	Per Acre	Per Acre
2. Yield	27.2	30.9	22.4
3. Value per bushel	7.97	8.00	7.94
4. Crop product return	216.91	246.89	177.94
5. Other crop income**	1.24	1.07	1.46
6. Total crop return	218.15	247.96	179.40
7. Supplemental costs			
8. Fertilizer	.42	.48	.35
9. Chemicals	5.95	6.24	5.55
10. Seed and other	9.25	9.91	8.36
11. Special hired labor	.35	.50	.17
12. Custom work hired	1.95	2.09	1.78
13. Irrigation operation			
14. Total supplemental costs	17.92	19.22	16.21
15. Return over supplemental costs	200.23	228.74	163.19
16. Allocated costs			
17. Farm power and machinery - ownership	12.91	14.91	10.26
18. Farm power and machinery - operation	11.55	11.59	11.47
19. Irrigation equipment - ownership			
20. Land costs	45.02	50.46	39.59
21. Miscellaneous costs			
22. *Interest on mach. + equip. investment	3.21	3.37	2.99
23. Total allocated costs	72.69	80.33	64.31
24. Return over all listed costs	127.54	148.41	98.88
25. Supplementary Management Information			
26. Work units assigned per acre	.45	.45	.45
27. Power costs allocation factor	1.00	1.00	1.00
28. Total listed cost per bushel of production	3.33	3.21	3.57
29. Return over listed costs per bushel	4.69	4.82	4.44
30. Total listed costs per acre	90.61	99.55	80.52

31. *Does not include interest on investment in irrigation equipment or land

**Includes value of hail loss payments

Table 10 - Crop Data for Corn Silage - 1974

	AVERAGE 209	HIGH 104	LOW 104
1. Acres	35.8	30.4	41.3
	Per Acre	Per Acre	Per Acre
2. Yield	10.1	13.4	7.7
3. Value per ton	19.35	19.47	19.23
4. Crop product return	196.14	260.89	148.71
5. Other crop income			
6. Total crop return	196.14	260.89	148.71
7. Supplemental costs			
8. Fertilizer	18.66	22.04	16.22
9. Chemicals	6.40	6.12	6.59
10. Seed and other	8.07	8.72	7.60
11. Special hired labor			
12. Custom work hired	1.82	2.30	1.33
13. Irrigation operation			
14. Total supplemental costs	34.95	39.18	31.74
15. Return over supplemental costs	161.19	221.71	116.97
16. Allocated costs			
17. Farm power and machinery - ownership	14.19	14.93	13.70
18. Farm power and machinery - operation	15.42	15.36	15.47
19. Irrigation equipment - ownership			
20. Land costs	37.34	42.40	32.35
21. Miscellaneous costs			
22. *Interest on mach. + equip. investment	4.25	4.24	4.26
23. Total allocated costs	71.20	76.93	65.78
24. Return over all costs listed	89.99	144.78	51.19
25. Supplementary Management Information			
26. Work units assigned per acre	.60	.60	.60
27. Power costs allocation factor	1.00	.99	1.00
28. Total listed cost per ton of production	10.46	8.64	12.62
29. Return over listed costs per ton	8.93	10.84	6.69
30. Total listed costs per acre	106.15	116.11	97.52
31. *Does not include interest on investment in irrigation equipment or land			

Table 10 - Crop Data for Oats Silage - 1974

		AVERAGE 41
1.	Acres	17.0
2.	Yield	Per Acre
3.	Value per ton	5.4
4.	Crop product return	14.27
5.	Other crop income	76.41
6.	Total crop return	76.41
7.	Supplemental costs	
8.	Fertilizer	3.29
9.	Chemicals	.24
10.	Seed and other	4.19
11.	Special hired labor	
12.	Custom work hired	1.56
13.	Irrigation operation	
14.	Total supplemental costs	9.28
15.	Return over supplemental costs	67.13
16.	Allocated costs	
17.	Farm power and machinery - ownership	8.74
18.	Farm power and machinery - operation	10.60
19.	Irrigation equipment - ownership	
20.	Land costs	32.29
21.	Miscellaneous costs	
22.	*Interest on mach. + equip. investment	3.05
23.	Total allocated costs	54.68
24.	Return over all listed costs	12.45
25.	Supplementary Management Information	
26.	Work units assigned per acre	.40
27.	Power costs allocation factor	.98
28.	Total listed cost per ton of production	11.68
29.	Return over listed costs per ton	2.59
30.	Total listed costs per acre	63.96
31.	*Does not include interest on investment in irrigation equipment or land	

Table 10 - Crop Data for Alfalfa Hay - 1974

	AVERAGE 253	HIGH 126	LOW 126
1. Acres	28.0	24.7	30.8
	Per Acre	Per Acre	Per Acre
2. Yield	3.7	5.0	2.6
3. Value per ton	49.19	50.51	48.54
4. Crop product return	182.00	252.55	126.20
5. Other crop income			
6. Total crop return	182.00	252.55	126.20
7. Supplemental costs			
8. Fertilizer	6.06	6.68	5.70
9. Chemicals	.29	.28	.30
10. Seed and other	9.28	10.49	7.98
11. Special hired labor	.18	.28	.07
12. Custom work hired	6.06	6.72	5.66
13. Irrigation operation			
14. Total supplemental costs	21.87	24.45	19.71
15. Return over supplemental costs	160.13	228.10	106.49
16. Allocated costs			
17. Farm power and machinery - ownership	13.14	13.93	12.42
18. Farm power and machinery - operation	15.34	14.62	15.89
19. Irrigation equipment - ownership			
20. Land costs	35.72	38.65	32.94
21. Miscellaneous costs			
22. *Interest on mach. + equip. investment	3.72	4.01	3.44
23. Total allocated costs	67.92	71.21	64.69
24. Return over all listed costs	92.21	156.89	41.80
25. Supplementary Management Information			
26. Work units assigned per acre	.60	.60	.60
27. Power costs allocation factor	.97	.97	.96
28. Total listed cost per ton of production	23.96	18.93	31.50
29. Return over listed costs per ton	25.51	31.38	17.09
30. Total listed costs per acre	89.79	95.66	84.40
31. *Does not include interest on investment in irrigation equipment or land			

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

Productive livestock enterprises are an important part of the farm business in all but a few of the farms involved in this report. Tables 11 through 17A pertain to the major livestock and poultry enterprises.

Since feed is the largest single item of cost for all classes of livestock, return above feed costs has been used to classify farms into high and low average groups.

Other cash cost items that are relatively easy to identify and classify in the record book are listed in each of the tables as costs to the livestock enterprises. The return over feed and supplemental costs, therefore, is not a new return, but rather the amount available after paying for the feed and those cost items listed to cover outlay for the costs of buildings, machinery, equipment, labor, taxes, insurance, interest, and other fixed costs.

In calculating the total return for the enterprise, the inventory change, purchase and sale of livestock, value of animals butchered, products sold, and products used in the home are considered in order to arrive at the total income or total return for the enterprise. The total return is divided by the net quantity produced or number of head to arrive at a per unit figure for comparison.

Feed costs are determined from feed records kept by the farm operator. Purchase price is used for all feed purchased from off the farm. An average price is charged for each kind of farm grown feed. Farm grown feed prices are listed on page 39.

The items listed as Supplementary Management Information provide further clues to the reasons for good, bad, or average livestock returns.

All livestock costs and returns are computed on an animal basis. Thus, with feeder enterprises, inventories of feeder animals are involved. In most cases, the amount indicated as "Price Per Cwt. Bought" is the cost of those animals on hand at the end of the year; likewise, the amount given as "Price Per Cwt. Sold" is the price received for animals sold during the twelve months period, most of which were animals on hand at the beginning of the year.

Table 11A - Costs and Returns from Complete Hog Enterprise - 1974

	AVERAGE 178	HIGH 36	LOW 36
1. Pounds of hogs produced	86766	85027	59420
	Per Cwt.	Per Cwt.	Per Cwt.
2. Total value produced	\$ 32.97	36.79	27.85
3. Pounds of feed fed			
4. Corn	314.0	287.9	445.4
5. Small grain	25.3	25.0	25.0
6. Protein, salt and mineral	69.2	58.7	71.2
7. Complete ration	24.3	33.6	22.9
8. Total concentrates	432.8	405.2	564.5
9. Forages	2.3	2.6	3.5
10. Feed cost			
11. Concentrates and forages	26.66	22.26	34.50
12. Pasture	.01	.01	.01
13. Total feed costs	\$ 26.67	22.27	34.51
14. Return over feed cost	\$ 6.30	14.52	(-6.66)
15. Supplemental costs			
16. Miscellaneous livestock expense	.44	.48	.41
17. Veterinary expense	.40	.54	.29
18. Custom work	.24	.24	.19
18A. Special hired labor			
19. Total supplemental costs	\$ 1.08	1.26	.89
20. Return over feed and supplemental costs	5.22	13.26	(-7.55)
20A. Allocated costs			
20B. Power and machinery costs	.58	.63	.61
20C. Livestock equipment costs	.51	.44	.51
20D. Building and fences	.90	1.13	.87
20E. Total allocated cost	1.99	2.20	1.99
20F. Return over all listed costs	3.23	11.06	(-9.54)
	* * *		
21. Supplementary Management Information			
22. Return for \$100 feed fed	\$ 123.64	165.21	80.69
23. Price received per cwt. all animals	\$ 34.87	36.59	32.85
23A. Price received per cwt. sold mkt. only	\$ 35.60	37.14	33.73
24. Number of litters farrowed	42	44	23
25. Number of pigs born per litter	9.7	10.2	9.4
26. Number of pigs weaned per litter	7.8	8.8	6.5
27. Per cent death loss	12.0	10.3	13.7
28. Average weight of all hogs sold	239.7	236.4	245.7
28A. Average weight of mkt. hogs sold	231.6	227.1	232.3
29. Price per cwt. concentrate fed	\$ 5.67	6.08	6.09
29A. Price per cwt. prot., salt + min.	\$ 11.14	10.96	13.68
30. Pounds of pork purchased	4353	2191	5989

*Farms included in table 11A carried out a complete program of farrowing and marketing their own hogs. Purchases were primarily breeding stock. The feed costs include feed for the breeding herd and market animals. Only those farms producing more than 5,000 pounds of pork were included in the averages.

Table 11B - Costs and Returns from Hog Finishing Enterprise - 1974

	AVERAGE 44	HIGH 15	LOW 15
1. Average number of pigs on hand	141.8	127.8	144.1
2. Pounds of hogs produced	65970	61936	66740
	Per Cwt.	Per Cwt.	Per Cwt.
3. Total value produced	\$ 27.36	30.61	24.24
4. Pounds of feed fed			
5. Corn	293.6	259.4	351.7
6. Small grain	27.1	36.5	16.6
7. Protein, salt and mineral	45.5	28.6	53.3
8. Complete ration	27.6	5.6	17.5
9. Total concentrates	393.8	330.1	439.1
10. Forages	.8	.2	1.9
11. Feed cost			
12. Concentrates and forages	24.61	19.42	28.69
13. Pasture	.07		.18
14. Total feed costs	\$ 24.68	19.42	28.87
15. Return over feed cost	\$ 2.68	11.19	(-4.63)
16. Supplemental costs			
17. Miscellaneous livestock expense	.19	.27	.15
18. Veterinary expense	.27	.33	.29
19. Custom work	.21	.31	.16
19A. Special hired labor			
20. Total supplemental costs	\$.67	.91	.60
21. Return over feed and supplemental costs	\$ 2.01	10.28	(-5.23)
21A. Allocated costs			
21B. Power and machinery costs	.29	.31	.31
21C. Livestock equipment costs	.25	.22	.26
21D. Building and fences	.45	.57	.44
21E. Total allocated cost	.99	1.10	1.01
21F. Return over all listed costs	1.02	9.18	(-6.24)
	* * *		
22. Supplementary Management Information			
23. Return for \$100 feed fed	\$ 110.87	157.62	83.95
24. Price received per cwt.	\$ 34.69	36.39	33.41
25. Average weight of pigs sold	234.1	236.5	233.6
26. Average price paid per pig bought	26.39	26.23	27.22
27. Average weight per pig bought	43.6	45.6	41.5
28. Number of pigs purchased	334	322	302
28A. No. pigs transferred in	3		
28B. Avg.wt.of pigs transferred in	36.7		
29. Pounds of pork purchased	14575	14697	12521
30. Per cent death loss	4.7	3.3	5.5
31. Price per cwt.concentrate fed	\$ 6.24	5.88	6.52
32. Price per cwt.protein,salt + min.fed	\$ 14.88	18.27	16.14
33. Effective daily gain - lbs/day/pig	1.27	1.33	1.27

*Farms included in table 11B purchased all hogs fed. None of these farms maintained breeding herds. Only those farms producing over 5,000 lbs. of pork were included in the averages.

Table 11C - Costs and Returns from Producing Weaning Pigs - 1974

		AVERAGE 12
1.	Number of litters farrowed.	137
2.	Total value produced	\$ 315.45
3.	Pounds of feed fed	
4.	Corn	2076.9
5.	Small grain	157.5
6.	Protein, salt and mineral	782.4
7.	Complete ration	236.6
8.	Total concentrates	3253.4
9.	Forages	6.7
10.	Feed cost	
11.	Concentrates and forages	230.41
12.	Pasture	
13.	Total feed costs	\$ 230.41
14.	Return over feed cost	\$ 85.04
15.	Supplemental costs	
16.	Miscellaneous livestock expense	7.58
17.	Veterinary expense	4.18
18.	Custom work	5.46
18A.	Special hired labor	
19.	Total supplemental costs	\$ 17.22
20.	Return over feed and supplemental costs	\$ 67.82
20A.	Allocated costs	
20B.	Power and machinery costs	6.76
20C.	Livestock equipment costs	5.92
20D.	Building and fences	10.53
20E.	Total allocated cost	23.21
20F.	Return over all listed costs	44.61
* * *		
21.	Supplementary Management Information	
22.	Return for \$100 feed fed	\$ 136.91
23.	Average price received per animal sold	\$ 43.62
23A.	Avg. price/pig sold or transferred	\$ 29.33
23B.	Avg. wt./pig sold or transferred	53.5
24.	Number of pigs produced	999
25.	Number of pigs born per litter	9.6
26.	Number of pigs weaned per litter	7.3
27.	Per cent death loss	19.2
28.	Price per cwt. concentrate fed	\$ 7.08
29.	Feed and suppl. costs per pig produced	\$ 33.96
29A.	Price per cwt. prot., salt + min. fed	12.55

The information presented includes costs of maintaining the breeding herd and raising the pigs to weaning weight.

Value produced includes the net change in value of the breeding herd as well as feeder pig sales.

Table 12 - Dairy Cows - 1974

(31)

	AVERAGE '76	HIGH 15	LOW 15
1. Average number of cows	33.8	42.2	25.2
	Per Cow	Per Cow	Per Cow
2. Pounds of milk	11494	12908	9750
3. Pounds of butterfat	416.9	451.5	335.7
4. Per cent of butterfat in milk	3.6	3.5	3.4
5. Value of produce			
6. Dairy products sold	814.20	947.16	669.96
7. Dairy products used in home	6.45	6.16	5.00
8. Milk fed to livestock	27.13	65.31	29.17
9. Net increases in value of cows	(-63.37)	(-19.72)	(-128.45)
10. Total value produced	\$ 784.41	998.91	575.68
11. Pounds of feed fed			
12. Corn	4185.2	4157.3	5755.4
13. Small grain	1019.8	1493.7	687.5
13A. Complete ration	2.7	2.5	8.5
14. Protein, salt + mineral	532.4	439.9	596.8
15. Total concentrates	5740.1	6093.4	7048.2
16. Legume hay	5323.8	4213.6	6811.1
17. Other hay and dry roughage	33.1		13.2
18. Silage	11510.7	10248.0	12902.1
19. Feed costs			
20A. Grains	242.54	238.15	317.66
20B. Complete ration	.41	.07	.63
20C. Protein, salt + mineral	54.97	38.36	66.55
21A. Legume and other hay	143.46	115.90	182.82
21B. Silage, fodder and stover	96.18	86.09	107.78
22. Pasture	6.07	5.26	2.94
23. Total feed costs	\$ 543.63	483.83	678.38
24. Return over feed costs	\$ 240.78	515.08	(-102.70)
25. Supplemental costs			
26. Miscellaneous livestock expense	28.82	28.60	25.04
27. Veterinary expense	11.21	9.83	12.78
28. Custom work	40.68	46.99	32.98
29. Total supplemental costs	\$ 80.71	85.42	70.80
30. Return over feed and supplemental costs	160.07	429.66	(-173.50)
30A. Allocated costs			
30B. Power and machinery costs	33.78	36.73	35.61
30C. Livestock equipment costs	29.53	25.66	29.84
30D. Building and fences	52.53	66.08	50.96
30E. Total allocated cost	115.84	128.47	116.41
30F. Return over all listed costs	44.23	301.19	(-289.91)
	* * *		
31. Supplementary Management Information			
32. Return for \$100 feed fed	\$ 144.29	206.46	84.86
33. Feed cost per cwt. milk	\$ 4.73	3.75	6.96
34. Feed cost per pounds of butterfat	\$ 1.304	1.072	2.021
35. Pounds of milk per pounds of concentrate	2.002	2.118	1.383
36. Average price per cwt. milk sold	\$ 7.23	7.50	7.00
37. Average price per pound of butterfat	1.99	2.14	2.03

Table 13 - Other Dairy Cattle - 1974

	AVERAGE - 76	HIGH - 15	LOW - 15
1. Number of head	46.4	39.7	36.4
	Per Head	Per Head	Per Head
2. Net income value	\$ 80.56	154.03	9.15
3. Pounds of feed fed			
4. Corn	1082.7	715.3	1532.8
4A. Small grain	211.0	178.8	237.6
4B. Protein, salt & mineral	122.7	146.8	163.5
4C. Complete dairy ration	2.2	3.4	
5. Hay and roughage	1603.0	1099.9	1938.1
6. Silage	4645.3	2622.0	7203.3
7. Milk	96.1	88.9	129.8
8. Feed cost			
9A. Grains	62.24	43.12	87.28
9B. Protein, salt & minerals	12.97	13.53	16.29
9C. Complete rations	.17	.63	
10A. Legume and other hay	43.00	30.40	53.02
10B. Silage, fodder and stover	38.04	22.52	60.69
11. Milk	19.35	5.94	82.99
12. Pasture	3.19	1.79	3.90
13. Total feed costs	\$ 178.96	117.93	304.17
14. Return over feed costs	\$ (-98.40)	36.10	(-295.02)
15. Supplemental costs			
16. Miscellaneous livestock expense	3.51	5.06	8.35
17. Veterinary expense	2.24	2.75	3.90
18. Custom work	1.47	1.51	1.84
18A. Special hired labor			
19. Total supplemental costs	\$ 7.22	9.32	14.09
20. Return over feed and supplemental costs (-105.62)		26.78	(-309.11)
20A. Allocated costs			
20B. Power and machinery costs	5.79	6.29	6.10
20C. Livestock equipment costs	5.25	4.66	6.22
20D. Building and fences	9.34	12.00	10.63
20E. Total allocated cost	20.38	22.95	22.95
20F. Return over all listed costs	(-126.00)	3.83	(-332.06)
	*	*	*
21. Supplementary Management Information			
22. Return for \$100 feed fed	\$ 45.01	130.61	3.01
23. Percent death loss-total	10.1	9.4	15.8
24. Percent death loss-calves	25.7	19.0	37.9

Table 14 - All Dairy and Dual Purpose Cattle - 1974

	AVERAGE 76	High 15	LOW 15
1. Average number of cows	33.8	44.4	25.7
	Per Cow	Per Cow	Per Cow
2. Value of dairy products	\$ 847.78	939.57	722.41
3. Net inc. in value	\$ 48.22	154.26	(-28.48)
4. Total value produced	\$ 896.00	1093.83	693.93
5. Pounds of feed fed			
6A. Grains	6965.9	6692.3	10030.6
6B. Complete rations	5.7	5.4	8.3
6C. Prot., salt min. incl. milk equiv.	713.2	576.8	993.3
7. Hay and dry roughage	7583.8	5935.4	9532.0
8. Silage	17909.7	18231.2	22972.8
9. Feed cost			
10A. Grains	327.28	289.75	495.29
10B. Complete rations	.65	.61	.62
10C. Prot., salt + min. incl. milk equiv.	99.11	62.39	133.66
11A. Legume and other hay	203.22	159.68	260.19
11B. Silage, fodder and stover	148.61	154.77	192.45
12. Pasture costs	10.38	11.40	8.29
13. Total feed costs	\$ 789.25	678.60	1090.50
14. Return over feed cost	\$ 106.75	415.23	(-396.57)
15. Supplemental costs			
16. Miscellaneous livestock expense	33.55	38.89	26.81
17. Veterinary expense	14.23	13.92	15.88
18. Custom work	42.66	46.51	36.58
18A. Special hired labor			
19. Total supplemental costs	\$ 90.44	100.32	79.27
20. Return over feed and supplemental costs	16.31	314.91	(-475.84)
20A. Allocated costs			
20B. Power and machinery costs	41.73	42.36	44.26
20C. Livestock equipment costs	36.73	28.56	38.07
20D. Building and fences	65.35	73.53	65.02
20E. Total allocated cost	143.81	144.45	147.35
20F. Return over all listed costs	(-127.50)	170.46	(-623.19)
	* * *		
21. Supplementary Management Information			
22. Return for \$100 feed fed	\$ 113.52	161.19	63.63

Table 14 presents a picture of the costs and returns from the whole dairy herd on a per cow basis. Return above feed cost (table 12) was the factor used to determine these high and low average farms.

Table 15A - Beef Breeding Cattle - 1974

		AVERAGE OF 74 FARMS
1.	Average number of beef cows	50.4
2.	Average number of other beef animals and bulls	34.6
3.	Pounds of beef produced	18328
4.	Net increase in value	\$ 10.79
5.	Pounds of feed fed	
6.	Grain	549.6
7.	Protein, salt and mineral	92.8
8.	Legume hay	2196.3
9.	Other hay and dry roughage	312.3
10.	Silage	4752.4
11.	Feed cost	
12.	Concentrates	38.98
13.	Roughages	100.58
14.	Pasture	18.33
15.	Total feed costs	\$ 156.89
16.	Return over feed cost	\$ (-146.10)
17.	Supplemental costs	
18.	Miscellaneous livestock expense	7.88
19.	Veterinary expense	4.07
20.	Custom work	2.40
20A.	Special hired labor	
21.	Total supplemental costs	\$ 14.35
22.	Return over feed and supplemental costs	\$ (-160.45)
22A.	Allocated costs	
22B.	Power and machinery costs	7.24
22C.	Livestock equipment costs	6.24
22D.	Building and fences	11.10
22E.	Total allocated cost	24.58
22F.	Return over all listed costs	(-185.03)
	* * *	
23.	Supplementary Management Information	
24.	Return for \$100 feed fed	\$ 6.88
25.	Price per cwt. sold	\$ 38.87
25A.	Price per cwt. calves sold or transferred	\$ 39.55
26.	Average weight per head sold	714
26A.	Average weight per calf sold or transferred	455.7
27.	Percent death loss	4.6
28.	Percent calf crop	96

Table 15A includes only those farms with ten or more cows in the beef breeding herd. Net increase in value includes the value of calves whether sold or transferred to the feed lot.

Table 15B - Feeder Cattle - 1974

	AVERAGE 143	HIGH 28	LOW 28
1. Average number of beef feeders	114.4	146.9	66.5
2. Pounds of beef produced	69696	94163	29427
	Per Cwt.	Per Cwt.	Per Cwt.
3. Net increase in value of animals	\$ 25.96	34.78	7.74
4. Pounds of feed fed			
5. Grain	636.3	569.8	783.9
6. Protein, salt and mineral	52.8	37.1	50.2
7. Legume hay	155.5	110.0	268.9
8. Other hay and dry roughage	8.5	12.0	20.4
9. Silage	907.8	850.0	1336.7
10. Feed cost			
11. Concentrates	34.89	28.61	43.09
12. Roughages	11.19	9.21	18.80
13. Pasture	.12		.44
14. Total feed costs	\$ 46.20	37.82	62.33
15. Return over feed cost	(-20.24)	(-3.04)	(-54.59)
16. Supplemental costs			
17. Miscellaneous livestock expense	.30	.18	.40
18. Veterinary expense	.40	.46	.50
19. Custom work	.77	.95	1.17
19A. Special hired labor			
20. Total supplemental costs	\$ 1.47	1.59	2.07
21. Return over feed and supplemental costs	\$ (-21.71)	(-4.63)	(-56.66)
21A. Allocated costs			
21B. Power and machinery costs	.56	.63	.61
21C. Livestock equipment costs	.51	.44	.51
21D. Building and fences	.90	1.13	.87
21E. Total allocated cost	1.97	2.20	1.99
21F. Return over all listed costs	(-23.70)	(-6.83)	(-58.65)
	* * *		
22. Supplementary Management Information			
23. Return for \$100 feed fed	\$ 56.20	91.96	12.43
24. Price per cwt. sold	\$ 40.78	43.28	38.28
25. Average weight per head sold	1067.6	1078.4	1001.6
26. Price per cwt. bought	\$ 38.22	37.51	37.96
27. Average weight per head bought	580.9	588.6	486.3
28. Number of head bought	112	163	27
29. Percent death loss	1.1	.6	2.3
30. Effective daily gain - lbs./head/day	1.70	1.76	1.21

Farms producing more than 5,000 lbs. of beef from a cattle feeding enterprise are included in table 15B. The figures presented are calculated from the annual record; thus, inventories as well as purchases and sales are included in the production and cost figures.

Table 16A - Sheep Flock - 1974

		AVERAGE 23 FARMS
1.	Average number of ewes	94.0
2.	Pounds of lamb and mutton produced	8119
3.	Pounds of wool produced	565
		Per Ewe
4.	Value of produce	
5.	Wool	2.93
6.	Net increase in value of animals	26.48
7.	Total value produced	\$ 29.41
8.	Pounds of feed fed	
9.	Grain	296.1
10.	Protein, salt and mineral	47.3
11.	Legume hay	792.5
12.	Other hay and dry roughage	52.2
13.	Silage	544.9
14.	Feed cost	
15.	Concentrates	19.40
16.	Roughages	25.64
17.	Pasture	1.33
18.	Total feed costs	\$ 46.37
19.	Return over feed cost	\$ (-16.96)
20.	Supplemental costs	
21.	Miscellaneous livestock expense	1.27
22.	Veterinary expense	1.00
23.	Custom work	.72
23A.	Special hired labor	
24.	Total supplemental costs	\$ 2.99
25.	Return over feed and supplemental costs	\$ (-19.95)
25A.	Allocated costs	
25B.	Power and machinery costs	2.89
25C.	Livestock equipment costs	2.53
25D.	Building and fences	4.50
25E.	Total allocated cost	9.92
25F.	Return over all listed costs	(-29.87)
	* * *	
26.	Supplementary Management Information	
27.	Return for \$100 feed fed	\$ 63.43
28.	Price per cwt. lamb and mutton sold	\$ 33.00
28A.	Price per cwt. lamb sold or transferred	\$ 37.60
28B.	Weight of lambs sold or transferred	101.0
29.	Pounds of wool per sheep sheared	10.7
30.	Number of ewes kept for lambing	86
31.	Percent lamb crop	138
32.	Percent death loss	14.8

Table 16A includes those farms with ten or more ewes in the sheep flock.

Table 16B - Feeder Lambs - 1974

	AVERAGE 4 FARMS
1. Average number of lambs	282.0
2. Pounds of lamb produced	35512
3. Pounds of wool produced	3134
4. Value of produce	
5. Wool	4.39
6. Net increase in value	40.60
7. Total value produced	\$ 44.99
8. Pounds of feed fed	
9. Grain	527.9
10. Protein, salt and mineral	51.8
11. Legume hay	301.3
12. Other hay and dry roughage	140.8
13. Silage	71.8
14. Feed cost	
15. Concentrates	31.30
16. Roughages	11.35
17. Pasture	
18. Total feed costs	\$ 42.65
19. Return over feed cost	\$ 2.34
20. Supplemental costs	
21. Miscellaneous livestock expense	1.43
22. Veterinary expense	.72
23. Custom work	.66
23A. Special hired labor	.01
24. Total supplemental costs	\$ 2.82
25. Return over feed and supplemental costs	\$ (-.48)
25A. Allocated costs	
25B. Power and machinery costs	1.45
25C. Livestock equipment costs	1.26
25D. Building and fences	2.25
25E. Total allocated cost	4.96
25F. Return over all listed costs	(-5.44)
* * *	
26. Supplementary Management Information	
27. Return for \$100 feed fed	\$ 105.49
28. Price per cwt. sold	38.47
29. Pounds of wool per sheep sheared	51
30. Average weight of lambs sold	117.0
31. Price per cwt. bought	\$ 35.98
32. Average weight of lambs	82.8
33. Percent death loss	1.4
34. Effective daily gain - lbs./head/day	.35

Farms producing more than 1,000 lbs. of lamb from a feeder lamb enterprise are included in table 16B.

Table 17A - Laying Flock - Chickens - 1974

		AVERAGE 12 FARMS
1.	Average number of hens	585.1 Per Hen
2.	Value of produce	
3.	Eggs sold and used	7.10
4.	Inc. in value of flock	(-1.13)
5.	Total value produced	\$ 5.97
6.	Pounds of feed fed	
7.	Grain	66.6
8.	Protein, salt and mineral	21.2
9.	Complete commercial feed	
10.	Total pounds of feed	87.8
11.	Total feed cost	5.40
12.	Return over feed cost	\$.57
13.	Supplemental costs	\$.08
14.	Return over feed and supplemental costs	\$.49
14A.	Allocated costs	
14B.	Power and machinery costs	.24
14C.	Livestock equipment costs	.21
14D.	Building and fences	.37
14E.	Total allocated cost	.82
14F.	Return over all listed costs	(-.33)
	* * *	
15.	Supplementary Management Information	
16.	Return for \$100 feed fed	\$ 110.54
17.	Eggs laid per hen	272
18.	Price per dozen eggs sold - cents	\$.31
19.	Feed cost per dozen eggs - cents	\$.24
20.	Return over feed costs per dozen eggs - cents	.02
21.	Percent death loss	8.1

AVERAGE PRICES FOR FARM GROWN FEEDS FED IN 1974Grain

Corn	2.80 per bu.
Oats	1.40 per bu.
Barley	2.00 per bu.

Hay

Alfalfa	55.00 per ton
Other legume hay	55.00 per ton
Wild hay	50.00 per ton

Other Roughages

Corn silage	17.00 per ton
Grass silage	15.00 per ton
Legume haylage	27.50 per ton

Pasture

Cows	\$6.00 per head per month
Hog	3.00 per head per month
Hogs	.40 per head per month
Sheep	1.00 per head per month
Lambs	.50 per head per month

OTHER NON-CASH COSTS

Unpaid family labor	\$ 12.00 per day
Board furnished hired labor	3.00 per day
Second operator's labor	600.00 per month
Interest on farm capital	6%

EXPLANATION OF WORK UNITS AND ANIMAL 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. The number of work units for each class of livestock and each acre of crop are presented below.

UNITS FOR EACH CLASS OF LIVESTOCK & EACH ACRE OF CROP

Item	No. of Work Units	Item	No. of Work Units/Acre
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2 head*	Flax	.30/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeders	.12/cwt.	Corn for Seed	.60/acre
Hogs - Complete	.12/cwt.	Corn for Grain	.55/acre
Hogs - Finishing	.06/cwt.	Soybeans	.45/acre
Hogs - Wean. pigs	1.4/litter	Corn & Cane Silage	.60/acre
Sheep, Farm Flock	.60/head	Alfalfa Hay	.60/acre
Lambs, Feeder	.30/cwt.	Other Leg. & Mix. Hay	.40/acre
Chickens, Laying Flock	5.0/100	Tame Grass Hay	.20/acre
Broilers	.20/cwt.	Annual Hay	.30/acre
Labor off the Farm	1.0/\$20	Set Aside - Idle	.05/acre
		Set Aside - Tilled	.20/acre

*One animal unit represents: one dairy cow or bull, two other dairy cattle, 1-1/4 beef cows or bulls, 1 feeder steer or heifer, 3-1/3 other beef cattle, 7 sheep, 14 lambs, 2-1/2 hogs, 5 pigs or 50 hens.

SELECTED FARM MANAGEMENT SUMMARY DATA - 1970-74

	1970	1971	1972	1973	1974
Farm size (acres)	418	435	436	411	408
Return to capital & family labor	10685	12277	25395	53768	23378
Labor earnings (whole farm)	7542	8659	24919	52731	19438
Average investment/farm business	182530	195521	215064	245458	316432
Cash sales/farm business	67810	64730	77192	102738	110373
Cash expenses/farm business	54530	58665	61676	88519	78382
Expenses/dollar of income	.90	.88	.76	.66	.87
Ratio assets to liabilities	2.64:1	2.20:1	2.31:1	2.63:1	3.24:1
Gain in net worth	4110	7340	19600	45366	11783
Size of business (work units)	373	375	379	399	389
Power mach.equip.bldg.expense	26.60	29.45	31.30	34.76	43.34
Per work unit					
Tractor & crop mach.expense	15.84	15.68	17.17	21.34	26.18

SOURCE OF INCOME-CASH RECEIPTS

Income from livestock	68%	64%	63%	66%	57%
Income from crops	26%	32%	31%	29%	39%
Miscellaneous farm income	6%	4%	5%	5%	4%

FAMILY LIVING EXPENSES

Per year	6949	7023	8489	9739	12125
Per month	579	585	707	812	976

(42)

	1970	1971	1972	1973	1974
<u>Return Above Feed Cost Per:</u>					
Dairy cow	310	313	325	359	241
Beef cow	66	95	142	136	(-146)
Cwt. feeder cattle produced	3.97	12.86	13.21	9.26	(-20.24)
Cwt. hogs produced	3.70	7.46	14.79	21.97	6.30
Cwt. feeder lambs produced	1.49	15.50	23.00	22.23	2.34
Ewe	4.51	11.01	9.94	3.93	(-16.96)
Hen	1.72	.39	(-.28)	--	.57

Yield Per Acre:

Corn, bu.	91.5	90.5	108.2	96.9	63.5
Soybeans, bu.	33.6	30.5	36.6	32.6	27.2
Flax, bu.	14.5	16.2	13.5	20.3	13.4
Oats, bu.	55.3	63.7	64.6	71.9	65.5
Corn silage, ton	16.8	14.2	15.4	15.5	10.1
Alfalfa, ton	3.9	3.7	4.2	3.2	3.7
Wheat	--	--	--	--	36.7

Return Over Total CostsPer Acre:

Corn	37.91	14.87	40.50	101.96	89.68
Soybeans	34.53	33.92	57.28	96.60	127.54
Flax	5.35	2.45	5.64	103.02	95.86
Oats	7.24	.42	(-.24)	27.82	46.59
Corn silage	59.63	23.42	39.81	144.37	89.99
Alfalfa	29.24	23.82	30.86	27.07	92.21
Wheat	--	--	--	--	74.91