

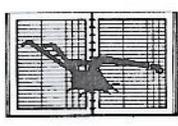
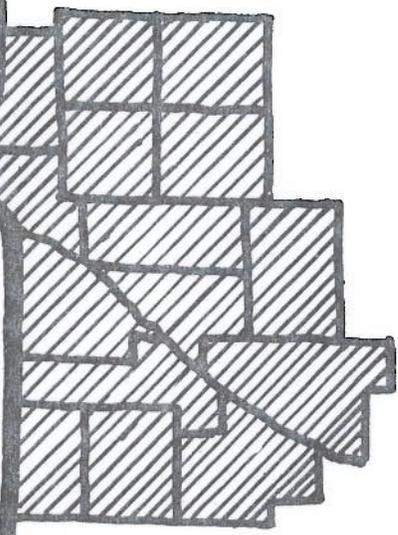
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# 1974 annual report

## West Central Minnesota Farm Management Report

### COOPERATING AGENCIES

University of Minnesota, Dept. of Agriculture Education  
Minnesota Department of Education, Vocational Division  
Willmar Technical Institute



# APRIL, 1975



**YOUR AREA VO-AG COORDINATORS ARE ----**

AUSTIN .....	JOSEPH RAINE
JACKSON .....	JOHN MURRAY
MANKATO .....	DEL HODGKINS
ST. CLOUD .....	ED J. O'CONNELL
STAPLES .....	WILLIAM GUELKER
THIEF RIVER FALLS .....	ED SISLER
WILLMAR .....	JOHN THELL
WINONA .....	DONALD WALKER

Contact any of the area vo-ag coordinators or your local agriculture instructor for information on the adult farm management program offered in Minnesota.

1974 Report of the West Central Farm Management  
Analysis Program for Cooperating Farmers.

John L. Thell

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## INTRODUCTION

The Willmar Area Vocational-Technical Institute in cooperation with the Minnesota Department of Education, Vocational Division, and the University of Minnesota Agricultural Education Department operate and maintain the Vocational Agricultural Farm Management Program in West Central Minnesota. The program was initiated in 1952 and is available to farmers enrolled in Adult or Young Farmer classes in public schools. The area served by the Willmar analysis center is indicated on the front cover.

The purpose of the Vo-Ag. Farm Management Program is to provide farmers and teachers of agriculture with farm record analysis information which will be helpful to them in studying farming operations and factors of management involved in successful farm operations. Each participating farmer is provided a copy of this report which lists his individual farm record analysis figures along with the averages of all farms, the high and low earnings farms. Each farmer pays an annual fee which covers clerical costs, data processing fees, and cost of publishing the report.

The analysis of the records and the preparation of the reports for the West Central Area are done under the directions of John Thell, Area Vo-Ag. Coordinator for West Central Minnesota. The program is supervised locally by Mr. Lowell Melbye, Superintendent of Schools, and Mr. Mike Cullen, Director of the Willmar Area Vocational-Technical School. Cooperating agencies are represented by Mr. Paul M. Day and Mr. Robert Van Tries of the State Department of Education and Dr. R. Paul Marvin of the University of Minnesota Agriculture Education Department. Clerical assistants for this project were Mrs. Mike Cullen, Mrs. Robert Jacobson, and Mrs. John Thell.

In keeping with the times and to speed the analysis procedure, automatic data processing methods were used again this year. Data is extracted from the individual farm record books at the Willmar analysis center and submitted to the Agriculture Records Cooperative at Madison, Wisconsin for processing by means of an IBM 1410 computer. Results of the individual analysis are returned to the farmer as soon as the analysis is completed. Averages and indexes found in this record are computed after all forms have been processed.

Records kept in the Minnesota Farm Account Book by all participating farmers include farm inventories, cash receipts and expenses, feed consumed by livestock, family living secured from the farm, household and personal expenses and receipts and the operator's liabilities and assets other than farm capital.

A special thank you to all the area coordinators, Mr. Mike Cullen, Dr. Persons, Dr. Truman Nodland, and others who helped by giving of their time during this past year.

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in the following schools in West Central Minnesota. The following tabulation shows by schools the number of 1974 farm records submitted at the time of this printing.

SCHOOLS	NO. OF RECORDS	INSTRUCTOR (S)
Alberta-Chokio	19	Steve Josephson
Alberta-Chokio	1	Lyle Westrom
Alexandria	33	B. Sonstegard, T. Kusmak
Brandon	2	J. Kalinowski
Bellingham	16	Peter Fransky
Benson	16	H. Baker
Buffalo Lake	2	Ken Anderson
Canby	42	D. Schoberg & others
Dawson	25	Al Schwandt
Danube, Olivia, Bird Island	55	Stan VanDerKooi
Danube	19	Rene Koester
Elbow Lake	4	Paul Askre
Evansville, Ashby Co-op.	60	D. Lehto, H. Knobloch
Granite Falls Co-op.	66	J. Warner, Eastland, Stevens
Herman	18	M. Olson
Fairfax	14	L. Tally
Hector	25	Earl Koberel
Hoffman	12	R. Watkins
Ivanhoe	6	Brandt Groen
Madison	33	R. Butterfield
Marietta	21	T. Foslein
Montevideo	45	M. Warner
Boyd-Dawson	4	
Clara City	3	
Milan	3	
Maynard	8	
Montevideo	27	
Montevideo	17	N. Brakken
Morgan	9	C. Janni
Parkers Prairie	31	C. Davis
Redwood Falls	22	Jon Turner
Redwood Falls	1	Dave Vaupel
Renville	28	M. Wacholz
Tracy	22	K. Schiller, C. Swenson
Willmar	17	F. Boeder
Willmar	44	D. Shodean
Willmar Vo-Tech	23	E. Madsen, B. Ruf, G. Arfstrom
Willmar	1	John Thell
Tyler	25	Paul Bartz
	<u>774</u>	

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

Table 1A - FARM INVENTORIES - 1974

Item	Average 525 Farms
1 Size of Farm-Total Acres	396.6
2                   -Tillable acres	342.7
3 Work Units-Crops	159.56
4                   -Livestock	140.68
5                   -Other	73.35
6 Total Size of Business in Work Units	373.59
7 Number of Workers	1.4
7 A Farm Capital Investment Per Worker	156385

Item	Average 525 Farms	
	Jan. 1	Dec. 31
<u>PRODUCTIVE LIVESTOCK</u>		
9 Dairy cows	4034	3896
10 Other Dairy Cattle	2569	2105
11 Beef Breeding Cattle	2807	2378
12 Beef Feeder Cattle	6845	4489
13 Hogs	4862	4491
14 Sheep (Inc. Feeders)	102	113
15 Poultry (Inc. Turkeys)	61	81
16 Other Productive Livestock	53	129
17 Total Productive Livestock	\$ 21333	\$ 17682
18 Crop, Seed and Feed	35346	45030
<u>19 Power, Machinery &amp; Equipment</u>		
20 Auto and Truck (Farm Share)	2312	3492
21 Power and Machinery	14942	19083
21A Irrigation Equipment	44	129
22 Livestock Equipment	2040	2395
23 Total Power, Machinery & Equip	\$ 19338	\$ 25099
24 Land	115771	117780
25 Buildings-Fences-Etc.	17302	19594
26 Total Farm Capital	\$ 209090	\$ 225185

Tables 1A and 1B show the beginning of the year and end of the year inventory value for each part of the farm business. These tables represent whole-farm capital investment. For only the operator's share of capital invested in the farm business, see Table 5, - Net Worth Statement, items 1-6.

Livestock, Crops, Seed and Feed reflect a conservative market price at the time the inventory is taken. Machinery, Equipment and Building values reflect cost less depreciation. Land is valued at cost rather than present market value.

(Continued page 4)

Table 1B - FARM INVENTORIES - 1974

Item	105 Most Profitable		105 Least Profitable	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Size of Farm-Total Acres	574.6	329.9		
2 -Tillable Acres	528.1	266.5		
3 Work Units-Crops	239.12	127.36		
4 -Livestock	86.52	171.43		
5 -Others	84.55	60.10		
6 Total Size of Business in Work Units	410.19	358.89		
7 Number of Workers	1.5	1.4		
7A Farm Capital Investment Per Worker	219274	134338		
<b>8 PRODUCTIVE LIVESTOCK</b>				
9 Dairy Cows	1159	1086	5064	4756
10 Other Dairy Cattle	596	605	3100	2441
11 Beef Breeding Cattle	1605	1619	5276	3983
12 Beef Feeder Cattle	6143	4801	15157	9049
13 Hogs	7302	8869	4256	3131
14 Sheep (Inc. Feeders)	70	76	64	36
15 Poultry (Inc. Turkeys)			152	137
16 Other Productive Livestock	128	257	80	86
17 Total Productive Livestock	\$17003	\$ 17313	\$ 33149	\$ 23619
18 Crop, Seed and Feed	63469	90810	26035	24202
<b>19 Power, Machinery and Equipment</b>				
20 Auto and Truck (Farm Share)	3640	5826	1740	2296
21 Power & Machinery	21194	27100	13252	16040
21A Irrigation Equipment			135	435
22 Livestock Equipment	1297	1991	2450	2548
23 Total Power, Mach, & Equip	26131	34917	17577	21319
24 Land	163195	168316	108523	108624
25 Buildings-Fences Etc.	21183	24435	17007	18332
26 Total Farm Capital	\$ 290981	\$ 335791	\$202291	\$ 196096

(Continued from page 3)

Other measures of farm size in Tables 1A and 1B as shown by items 1 through 7 are Acres, Work Units and Number of Workers.

Work Units ranged from a low of 150 total work units to a high of 1650 total work units.

The Number of Workers shown in item 7 includes the operator (s) hired labor, unpaid family labor and the labor portion of custom work hired.

Table 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS -1974

Items	Average of 525 Farms	105 Most Profitable Farms	105 Least Profitable Farms
<u>1 Sale of Livestock and Livestock Products</u>			
2 Dairy Cows	852	348	1045
3 Dairy Products	8317	3445	8873
4 Other Dairy Cattle	760	352	704
5 Beef Breeding Cattle	505	212	1018
6 Beef Feeder Cattle	10075	12188	18482
7A Hogs Complete	6485	8332	5263
7B Hogs Finishing	3328	4371	2786
7C Hogs Producing Weaning Pigs	630	688	640
8A Sheep and Wool, Farm Flock	108	59	88
8B Sheep and Wool, Feeder Lambs	26	17	9
9 Chickens(Inc. Hens & Broilers)	22		17
10 Turkeys	12		60
11 Eggs	526	8	654
12 Other Productive Livestock	88	408	28
12A Total Sales of Productive Livestock	\$ 31734	\$ 30428	39667
<u>13 Sale of Crops</u>			
13A Wheat	5395	9206	2996
13B Other Small Grains	2237	4528	1882
13C Corn	16436	32183	7480
13D Soybeans	12520	27113	6270
13E Other Row Crops	1271	2913	238
13F Legumes and Other Forage	452	265	935
13G Grass Seed			
13H Fruits and Nuts			
13I Veg. Roadside Market & Spec.			
13 J Nursery, Timber, and Other			
13K Set Aside-Government Payments			
19A Total Sales From Crops	\$ 38311	\$76208	\$ 19801
20 Capital Assets Sold	5404	6926	4551
21 Gas Tax Refund	129	224	101
22 Income From Work off the Farm	2053	2940	1439
23 Patronage Refunds	1310	2197	979
24 Miscellaneous Farm Income	621	993	695
25 Total Farms Sales	\$ 79562	\$119916	\$ 67233
26 Increase in Farm Capital	16093	44810	
27 Family Living From the Farm	367	289	431
28 Total Farm Receipts	\$ 96022	\$ 165015	\$ 67664
(25) - (26) - (27)			

Tables 2A and 2B show the cash receipts and expenses for the whole farm including the landlords share. Table 6A and 6B show the receipts and expenses of the operator of each farm. Operator labor earnings are shown on Table 6B. Tables 2A, 2B, and 6A and 6B show the average of all farms, the high return farms and low return farms with reference to labor earnings.

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1974

Item	Average of 525 Farms	105 Most Profitable Farms	105 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	335	20	478
3 Other Dairy Cattle	201	81	139
4 Beef Breeding Cattle	488	511	856
5 Beef Feeders	4207	5464	7800
6A Hogs Complete	397	372	244
6B Hogs Finishing	900	1248	708
6C Hogs Producing Weaning Pigs	61	53	63
7A Sheep, Farm Flock	42	6	14
7B Sheep, Feeder Lambs	3	9	4
8 Chickens(Inc. Hens &Broilers)	81	1	42
9 Turkeys	2		8
10 Other Productive Livestock	72	33	42
11 Miscellaneous Livestock Exp.	844	661	1020
12 Feed Bought	6337	6236	8324
13 Fertilizer	7925	10773	11816
14 Chemicals	2008	3266	1421
15 Other Crop Expense	3088	4778	2025
15A Irrigation Operation Costs	2		
16 Custom Work Hired	1399	1313	1607
17 Rep.& Upkeep of Lvstk,Equip.	288	297	410
18 Rep.& Upkeep of Farm Real Est.	683	839	656
19 Gas,Oil, Grease Bought F.S.	2161	2660	1953
20 Rep. & Op. Mach.Trac.Trk., Auto F.S.	2951	3765	2460
20A Repair & Upkeep-Irrig. Equip.			1
21 Wages of Hired Labor	1138	1441	968
22 Pers. Prop.&Real Est. Taxes	1616	2476	1311
23 General Farm Expense	863	1182	813
24 Telephone Expense(F.S.)	142	149	149
25 Electricity Expense(F.S.)	330	325	349
26 Total Cash Oper. Exp.	\$ 38564	\$ 47959	\$ 45681
27 Pow.Crop & Gen.Mach.Bot.F.S.	11148	16440	7976
27A Irrigation Equip.Bought	105		375
28 Livestock Equip. Bought	857	1095	613
29 New Real Est. & Improvements	10438	12422	9334
30 Total Farm Purchases (26) Thru (29)	\$ 61112	\$ 77916	\$ 63979
31 Decrease in Farm Capital			6195
32 Interest on Farm Capital	13028	18803	11951
33 Unpaid Family Labor	393	251	482
34 Labor Charge Part. &Oth. Op.	278	335	179
35 Board Furnished Hired Labor	50	90	68
36 Total Farm Expenses (30) Thru (35)	\$ 74861	\$ 97395	\$ 82854
37 Labor Earn. (Whole Farm) (2A/2B) - (36)	\$ 21161	\$ 67620	\$ -15190
38 Number of Operators	1	1	1

TABLE 3 - ENTERPRISE STATEMENT - 1974

Item	Average of 525 Farms	105 Most Profitable Farms	105 Least Profitable Farms
<u>1 RETURNS AND NET INCREASES</u>			
2 Productive Livestock			
3 Dairy Cattle	7886	3430	8197
4 Other Dairy Cattle	1242	701	1209
5 Beef Breeding Cattle	-159	-64	-647
6 Feeder Cattle	3315	5267	4208
7 Complete Hog Enterprise	6195	9734	4421
8 Hog Finishing Enterprise	2064	3078	1585
9 Producing Weaning Pigs	524	564	612
10 Farm Flock of Sheep	91	55	49
11 Feeder Lambs	9	12	2
12 Chickens(Inc. Hens & Broil.)	493	10	622
13 Turkeys	10		52
14 Other Productive Livestock	93	540	-8
15 All Productive Livestock	\$21763	\$ 23291	\$ 20302
16 Value of Feed Fed to Live.	21298	19353	27700
17 Return Over Feed from Live.	465	3938	-7398
18 Crop, Seed and Feed	49830	97768	21946
20 Cooperative Patronage Ref.	1310	2197	979
21 Miscellaneous Farm Income	621	993	695
22 Total Returns & Net Inc.	\$ 52226	\$ 104896	\$ 16222
<u>23 EXPENSE AND NET DECREASES</u>			
24 Truck & Auto (Farm Share)	2504	3328	1979
25 Tractors and Crop Machinery	8182	10080	7345
25A Irrigation Equipment	21		75
26 Electricity	330	325	349
27 Livestock Equipment	818	710	966
28 Buildings, Fences & Tiling	2061	1989	2213
29 Bare Land	-	-3262	2185
30 Misc. Livestock Expense	844	661	1020
31 Labor	589	502	877
32 Labor Charge for Other Opers.	278	335	179
33 Property Tax	1616	2476	1311
34 General Farm Exp. & Tele.	794	1330	962
35 Interest on Farm Capital	13028	18803	11951
36 Total Exp. & Net Decreases	31065	37276	31412
37 Labor Earnings	21161	67620	-15190
Number of Farm Operators	1	1	1

TABLE 4 - HOUSEHOLD EXPENSES - 1974

Item	Average of 297 Farms	62 Most Profitable Farms	53 Least Profitable Farms
1 Number of Persons-Family	4	4	4
2 Number of Adult Equivalent- Family	3.1	3.2	3.3
3 Church & Welfare	364	611	302
4 Medical Care & Health Ins.	856	1109	890
5 Food & Meals Bought	1314	1455	1544
6 Operating Exp. & Supplies	450	551	422
7 Furnishings & Equipment	582	552	625
8 Clothing & Clothing Materials	478	537	494
9 Pers. Care, Pers. Spending	286	335	385
10 Education	151	149	151
11 Recreation	338	394	416
12 Gifts & Special Events	183	166	259
13 Pers. Share Truck & Auto Exp.	315	351	230
14 Oper. Share Upkeep on Dwelling	162	115	90
15 Pers. Share Tel. & Elect. Exp.	167	169	175
16 Total Cash Living Expense	5646	6494	5983
17 Pers. Share New Truck & Auto	463	705	200
18 New Dwelling Bought	1113	535	549
19 Taxes and Other Deductions	1401	2539	985
20 Life Ins. & Oth. Sav. & Inv.	1385	2277	1684
21 Total Household & Pers. (16) - (20)	10008	12550	9401
22 Total Fam. Liv. From Farm(33)	306	289	309
23 Total Cash & Non-Cash Exp. (21) - (22)	10314	12839	9710
24 FAMILY LIVING FROM THE FARM-AVERAGES			
25		Amount	\$ Opp. Share
26 Milk & Cream		265	52
27 Beef		539	172
28 Pork		200	68
29 Lamb			
30 Poultry		18	7
31 Eggs		3	1
32 Veg. Fruit, Spuds, and Fuel, Other			5
33 Total Family Living From the Farms			\$305

TABLE 5A - NET WORTH STATEMENT - OPERATOR - 1974

ITEM	Average of 525 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	19987	16215
2 Crop, Seed and Feed	33314	42641
3 Total Power, Machinery and Equipment	18727	24494
4 Land	45628	50462
5 Buildings, Fences, Etc.	13959	16909
6 Total Farm Capital	131615	150721
7 Non-Farm Assets	9340	11637
8 Dwelling	4382	5883
9 Total Assets	145337	168241
10 Real Estate Mortgages	25970	29258
11 Chattel Mortgages	12662	13860
12 Notes	9360	10729
13 Accounts Payable	1126	1469
14 Total Liabilities	49118	55316
15 Farmers Net Worth	96219	112925
16 Gain or (Loss) in Net Worth	-	16706
17 Supplementary Management Information		
18 Operators Labor Earnings (6B-39)	17673	
19 Return to Capital and Family Labor(6B-40)	23218	
20 Non-Farm Income		
21 Outside Investment Income	250	
22 Other Personal Income & Income Tax Refund	1080	
23 Total Non-Farm Income	1330	
24 Total Money Borrowed	31108	
25 Total Paid on Debt (Principal)	24959	
26 Total Hshld. & Pers. Cash Exp. (4/23)	8154	
27 Ratio Tot. Farm Exp. to Tot. Liab.	.806	
28 Ratio Tot. Assets to Tot. Liab.	Jan 2.959	Dec. 3.041
29 Ratio Non-Real Est. Assets Non-Real Est. Liab.	3.52	3.65
30 Ratio Real Est. Assets to Real Est. Liab.	2.46	2.50
31 Ratio Net Worth to Total Liab.	1.96	2.04
32*Ratio Cash op. Exp. to Adj.Tot. Farm Sales		.63
33 Ratio Total Farm Rec. to Avg. Farm Capital W.F.		.47
34 Ratio Total Farm Rec. to Avg. Farm Cap., Op. Share		.65

\*Adjusted TOTAL FARM SALES DOES NOT INCL. SALE OF CAP. ASSETS

The NET WORTH STATEMENT shows the operators financial progress during the year and from this statement he can study his progress from year to year. Items 1 thru 6 show the distribution of capital invested by the operator in the farm business.

ITEM 27 - The Ratio of Total Farm Expense to Total Farm Receipts sometimes called the Gross Ratio, expresses the percentage of each dollars worth of income consumed by expense. It is calculated by dividing item 38, Table 6B by item 28, Table 6A.

Item 28 - The Ratio of Total Assets to Total Liabilities, sometimes called the Net Capital Ratio, measures the degree of financial safety in the farm business. It shows the number of dollars in assets available to cover each dollar of debt.

Operator's Net Worth Statement  
 Table 5 - NET WORTH STATEMENT OF THE MOST AND LEAST PROFITABLE FARMS

ITEM	105 Most Profitable FARMS		105 Least Profitable FARMS	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Prod. Lvstk.	\$14856	\$12755	\$32116	\$23360
2 Crop, Seed & Feed	59906	87342	23270	22086
3 Tot. Power, Mach & Eq.	26138	36340	17145	20865
4 Land	67339	78289	44370	46323
5 Building, Fences, Etc.	18332	21897	12863	15205
6 Total Farm Capital	186571	236623	129764	127839
7 Non-Farm Assets	14986	20166	6957	8745
8 Dwelling	6400	8527	3821	4641
9 Total Assets	207957	265316	140542	141225
10 Real Estate Mortgages	41896	45757	18567	24558
11 Chattel Mortgages	13573	13982	21640	24163
12 Notes	13906	14187	6870	7114
13 Accounts Payable	2901	2801	1008	2209
14 Total Liabilities	72276	76727	48085	58044
15 Farmers Net Worth	135681	188589	92457	83181
16 Gain or (Loss) in Net Worth		52908		-9276
17 Supplementary Management Information				
18 Op. Labor Earn. (6B/39)	59452		-17377	
19 Ret. Cap. & Fam. Lab. (6B/40)	67909		-13014	
20 Non-Farm Income				
21 Outside Inv. Inc.	625		188	
22 O. Pers. Inc. & Inc. Tax	878		1152	
23 Tot. Non-Farm Income	1503		1340	
24 Tot. Money Borrowed	43046		34082	
25 Tot. Paid on Debt (Pr)	37868		25100	
26 Tot. Hsh. & P.C. Exp. (4/23)	12562		6691	
27 RTF/Exp./tp T. F. rec.	.621		1.262	
28 Ra. T. Assets to T. Liab.	Jan. Dec.	Jan. Dec.	Jan. Dec.	
	2.877 3.458	2.923 2.433	2.69 2.24	
29 Ratio Non-Real Est Ass	3.81 5.06	2.69 2.24	2.69 2.69	
30 Ra. R.E. Ass. R.E. Liab.	2.20 2.38	3.29 2.69	1.92 1.43	
31 Ra. Net. W. to Tot. Liab.	.88 2.46	1.92 1.43		
32 *Ratio Cash Op. Exp. to Adj. Total Farm Sales		.53		.88
33 Ratio T. Farm Rec. To Adj. Farm Capital W.R.		.55		.41
34 R.T. Farm Rec. to Avg. Frm Cap. Op. Share		.74		.53

\*ADJUSTED TOTAL FARM SALES DOES NOT INC. SALE OF CAP. ASSETS

Item 29 - THE RATIO OF NON-REAL ESTATE ASSETS TO NON-REAL ESTATE LIABILITIES sometimes called the Intermediate Ratio, is calculated by dividing the sum of items 2, 3, & 7 by the Non-Real Estate Liabilities, items, as, 12 & 13.

Item 30 - THE RATIO OF REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES is CALCULATED by dividing the sum of items 4, 5, & 8 by item 10. Lending agencies are often interested in the relationship of item 29 to item 30.

Item 32 - THE RATIO OF CASH OPERATING EXPENSE TO ADJUSTED TOTAL FARM SALES is calculated by dividing item 28 in Table 6B by item 29, Table 6A. It differs from item 27 (Ratio of Total Expense to Total Farm Receipts) in that it does not include the sale or purchase of Capital Assets.

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS

Item	Average of 525 Farms	105 Most Profitable	105 Least Profitable
<u>1 Sale of Livestock &amp; Livestock Products</u>			
2 Dairy Cows	797	449	957
3 Dairy Products	7941	4218	8135
4 Other Dairy Cattle	715	343	683
5 Beef Breeding Cattle	481	319	1043
6 Beef Feeder Cattle	9540	11606	16669
7A Hogs Complete	6009	7934	4875
7B Hogs Finishing	3086	3183	2901
7C Hogs Producing Weaning Pigs	598	696	543
8A Sheep & Wool, Farm Flock	90	18	88
8B Sheep & Wool, Feeder Lambs	26		6
9 Chickens(Hens & Broilers)	21	10	15
10 Turkeys	6		32
11 Eggs	521	552	109
12 Other Productive Livestock	87	408	20
12A Total Sales of Productive Lvstk.	\$ 29918	\$ 29736	\$ 36076
<u>13 Sales of Crops</u>			
13A Wheat	4390	8226	2811
13B Other Small Grains	1830	3547	1596
13C Corn	13659	28833	5120
13D Soybeans	10419	22071	4701
13E Other Row Crops	1015	2886	175
13F Legumes and Other Forage	379	292	772
13G Grass Seed			
13H Fruits and Nuts			
13I Veg., Roadside Market & Spec.			
13J Nursery, Timber and Other			
13K Set Aside-Government Payments		1	
19A Total Sales from Crops	31692	65856	15175
20 Capital Assets Sold	1375	3081	1484
21 Gas Tax Refund	126	145	94
22 Income From Work off the Farm	1995	2764	1510
23 Patronage Refunds	1298	2261	887
24 Miscellaneous Farm Income	605	1056	732
25 Total Farm Sales	67204	104899	55958
26 Increase in Farm Capital	19106	50052	
27 Family Living From Farm	305	289	396
28 Total Farm Receipts(25)-(26)-(27)	86420	155240	56354
29 Adj. Total Farm Sales (25)-(20)	65829	101818	54474
30 Total Cash Farm Oper. Expense	41430	54348	47736
31 Net Cash Operating Income	24399	47470	6738

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES

Item	Average of 525 Farms	105 Most Profitable Farms	105 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	290	20	421
3 Other Dairy Cows	191	108	137
4 Beef Breeding Cattle	471	353	966
5 Beef Feeder Cattle	4047	4941	7332
6A Hogs Complete	373	353	173
6B Hogs Finishing	859	901	757
6C Hogs Producing Weaning Pigs	61	53	61
7A Sheep, Farm Flock	26		14
7B Sheep, Farm Flock	3		4
8 Chickens	81	23	21
9 Turkeys	2		8
10 Other Productive Livestock	15	33	42
11 Miscellaneous Livestock Expense	806	631	992
12 Feed Bought	6027	5276	8136
13 Fertilizer	7343	10693	11114
14 Chemicals	1828	3160	1166
15 Other Crop Expense	2926	4953	1752
15A Irrigation Operation Costs	2		
16 Custom Work Hired	1340	1409	1479
17 Repair & Upkeep Livestock Equip.	282	321	394
18 Repair & Upkeep Farm Real Estate	661	986	647
19 Gas, Oil, Grease Bought (FS)	2075	2681	1813
20 Rep. & Op. Mach. Tr. Trk. Auto (FS)	2872	4032	2445
20A Rep. & Upkeep of Irrigation Equip.			1
21 Wages of Hired Labor	1118	1462	964
22 Pers. Prop. & Real Est. Taxes	736	1237	521
23 Cash Rent	2454	3881	1438
24 General Farm Expense	849	1194	808
25 Telephone Expense (FS)	138	150	146
26 Electricity Expense (FS)	318	334	311
27 Interest Expense	3236	4476	3674
28 Total Cash Operating Expense	41430	53661	47737
29 Power, Crop, & Gen Mach Bought (FS)	10857	17990	7818
29A Irrigation Equipment Bought	105		375
30 Livestock Equipment Bought	844	965	681
31 New Real Estate & Improvements	9835	13968	10613
32 Total Farm Expense (32) thru (37)	63071	86584	67224
33 Decrease In Farm Capital			1925
34 Interest on Farm Capital	5234	8852	4054
35 Unpaid Family Labor	393	278	423
37 Board Furnished Hired Labor	49	74	65
38 Total Farm Expense (32) thru (37)	69747	95788	73691
39 Labor Earnings (Oper. Share)	17673	59452	- 17377
40 Return to Capital & Family Labor	23218	67909	-13014

Table 6B lists the operators share of expense items. Cash rent and cash interest paid by the operator are included as part of cash operating expense. The sum of item 27, Interest Expense; and item 34, Interest on Farm Capital equals 6% of the operators average capital. Return to Capital and Family Labor represents the amount available for debt service, living expense and savings.

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES

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7B Sheep, Farm Flock	3		4
8 Chickens	81	23	21
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Table 6B lists the operators share of expense items. Cash rent and cash interest paid by the operator are included as part of cash operating expense. The sum of item 27, Interest Expense; and item 34, Interest on Farm Capital equals 6% of the operators average capital. Return to Capital and Family Labor represents the amount available for debt service, living expense and savings.

EXPLANATION OF WORK UNITS

The TOTAL WORK UNITS on any one farm is one measure of the size of that farm business. A Work Unit, as used in this report, is the average accomplishment of a farm worker in a ten hour day. Total number of Work Units is not a measure of how hard a farmer works or how much machinery and equipment is used in getting the work done but it does measure how much is being accomplished on the farm. The Work Unit values in Table 7 below were changed in 1973 to make this a more realistic measure.

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

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

ANIMAL UNITS

One animal unit represents: one dairy cow or bull, two other dairy cattle, 1½ beef cows or bulls, 1 feeder steer or heifer, 3 1/3 other beef cattle, 7 sheep, 14 lambs, 2½ hogs, 5 pigs, 50 hens, or 1,100 lbs of turkeys produced.

AVERAGE PRICES FOR FARM GROWN FEEDS

Grain

Corn	\$ 3.20 Per Bu.
Oats	1.30 Per Bu.
Barley	3.00 Per Bu.

Hay

Alfalfa	\$ 55.00 Per Ton
Other Legume Hay	45.00 Per Ton
Wild Hay	36.00 Per Ton

Other Roughages

Corn Silage	\$ 18.00 Per Ton
Grass Silage	13.50 Per Ton

Pasture

Cows	\$ 6.00 Per Head Per Month
Young Cattle	3.00 Per Head Per Month
Sheep	1.00 Per Head Per Month
Hogs	.50 Per Head Per Month

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanation and definitions are for use in interpreting Table 8 and the Thermometer Chart on page 17.

1. Labor earnings - A measure of the relative financial return for the operator's labor, taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found also in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as percentage of the average; the average being 100%.
3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on the soil, TDN yield, labor required, etc. Rating can be found on Table 3.
4. Gross Return Per Acre - An additional measure of crop selection based on total production times an average price for the crops.
5. Return per \$100 Feed Fed to Productive Livestock - Measure the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
6. Livestock Units per 100 Acres - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.
7. Size of Business - Work Units - A measure of the total work load. A Work Unit represents the average accomplishment of a worker in one 10-hour day. Work Units values are assigned to each class of livestock each crop, and to other tasks utilizing farm labor.
8. Work Units per Worker - Measures labor efficiency. It is the total work units divided by the number of workers including the operator, hired labor and family labor.
9. Power, Machinery, Equipment and Building Expense Per Work Unit - A measure of expense control. It is the total cost of items 24 through 28 in Table 3 divided by the number of Work Units.
10. Farm Capital Investment Per Worker - 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 the farm business. Note should be taken that items listed on Table 8 and the Thermometer Charts are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate above-average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1974

Item	Average of 525 Farms	105 Most Profitable Farms	105 Least Profitable Farms
1 Labor Earnings	\$ 21161	\$ 67620	\$-15190
2 Crop Yield Index	100	101	74
3 % Till. Land in H.R. Crops	78.1	83.0	72.2
4 Gr.Ret./Till. Acre Ex. Past	202.92	188.97	136.32
5 Ret.\$100 Prod. Lvstk, Index	100	131	77
6 Lvstk,Units Per 100 Acres*	22.5	13.7	34.8
7 Size of Bus.-Work Units	373.5	410.1	358.9
8 Work Units Per Units	264.2	289.5	250.1
9 Pow.Mach.Equ/Work Units	42.09	43.98	42.88
10 Farm Cap. Invest./Worker	156385	219274	134338
11 Index of Ret. \$100 Feed From			
12 Complete Hog Enerprise	100	109	91
13 Hog Finishing Enterprise	100	105	97
14 Producing Weaning Piegs	100	105	90
15 Dairy Cattle	100	137	84
16 Other Dairy Cattle	100	204	80
17 All Dairy & Dual Purp. Cattle	100	148	83
18 Beef Breeding Cattle	100	51	55
19 Beef Feeder Cattle	100	140	68
20 Sheep Farm Flock	100	59	56
21 Feeder Lambs	100		
22 Chickens,-Laying Flock	100		87
23 Chickens-Broilers	100		100
24 Turkeys-Laying Flock			
25 Turkey Poults			
26 Other Prod. Lvstk.	100	172	
27 Number of Animal Units	62.4	57.2	82.5
28 <u>Work Units</u>			
29 Crops	159.5	239.1	127.3
30 Productive Livestock	141.0	86.6	171.6
31 Other Prod. Work Units	73.3	84.5	60.1
32 <u>Expenses Per Work Unit</u>			
33 Trac. & Crop Mach. Exp.	\$25.27	\$26.89	\$24.76
34 F.S./ of Auto & Truck Exp.	7.97	9.69	6.99
35 F. S. of Electric	.95	.86	1.24
36 Lvstk. Equipment Exp.	2.05	1.63	2.60
37 Build. Fec. & Tiling Exp.	5.83	4.90	7.29
38 Tractor & Crop Mach. Exp. Per Crop Acre**	28.35	30.05	34.48
39 Farm Po.&Mach.Cost All. to Lives	755.65	422.98	916.84
40 Build. Fenc. & Tiling Cost All. to Crops	1419.18	2180.79	1167.64
41 * ACRES INCLUDE ALL TILL. LAND, NON-TILLABLE HAY & PASTURE			
42 **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY			



TABLE 9 - CROP PRODUCTION - 1974

Item	524 Average Earnings Acres	105 High Earnings Acres	105 Low Earnings Acres
A. Total Small Grain & Can. Peas	49.3	75.5	39.0
B. Total Row Crop	102.4	146.1	77.4
C. Total Legume, Inc. Seed	33.9	22.8	42.6
D. Total Other Hay	28.0	17.3	19.5
E. Total Silage & Fodder	36.3	34.5	46.9
F. Total Tillable Pasture	26.9	38.3	31.1
G. Total Grass Crops			
H. Commercial Fruits & Nuts			
I. Commercial Vegetables			
J. Total Roadside Mkt./Spec. Crops			
K. Total Fallow and Idle Land	17.2	11.7	
L. Total Tillable Land	294.0	346.2	256.5
M Total Non-Tillable Hay/Past.	67.2	39.3	126.5
N Total Non-Tillable Forest Crops			
O. Total Land Not Harvested	21.5	19.7	23.7
P. Total Non-Tillable Land	88.7	59.0	150.2
Q. Total Total Land in Farm or Ranch	382.7	405.2	406.7

9992 SUPPLEMENTARY MANGEMENT INFORMATION

9993 Percent Land Tillable	86.4	91.9	80.8
9994 Percent land on High Return Crops	78.7	82.0	71.9
9995*Fertilizer Cost Per Acre	14.44	16.91	12.00
9996*Crop Chemicals Per Acre	4.74	4.94	4.46
9997*Seed and Other Costs Per Acre	8.97	8.96	8.00
9998*Gas, Oil, & Grease Bought Per Acre	4.85	3.94	5.76

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

TABLE 10- CROP ANALYSIS

The Crop Analysis Tables for each individual crop shows the yield, value per unit, and gross return per acre.

Costs such as fertilizer, chemicals, seed and others, hired labor and custom work are costs that are assigned to each individual crop in the account book. These costs are shown in Table 10, under supplemental costs.

Other costs, called allocated costs, are not actual costs incurred but a calculated cost. The power and crop machinery expense is divided into ownership costs and operation costs for each crop. The power and crop machinery expense per crop work unit is calculated from the expense and net decrease on Table 3. Work units for each crop are used as a factor to calculate the per acre cost for power and crop machinery. Line 22 on each crop table shows the calculated interest for machinery and equipment. This does not include interest on investment for irrigation equipment on land.

Land cost used is considered the going rental value for land of similar type in the local area. Land rental value reflects a charge for taxes and interest on investment in land. The only cost not included is storage cost and the operators labor.

TABLE 10 - CROP DATA FOR BARLEY, SPRING - 1974

Item	Average Yield of 31 Farms	15 Farms High In Yield	15 Farms Low In Yield
1 Acres	50.0	63.9	37.2
2 Yield	42.0	49.1	29.9
3 Value Per Production Unit	3.02	3.03	3.00
4 Crop Product Return	126.96	148.65	89.68
5 Other Crop Income			
6 Total Crop Return	126.96	148.65	89.68
7 Supplemental Costs			
8 Fertilizer	7.90	8.12	7.66
9 Chemicals	1.55	1.71	1.32
10 Seed and Others	5.89	6.04	5.66
11 Special Hired Labor			
12 Custom Work Hired	2.12	1.47	3.41
13 Irrigation Operation			
14 Total Supplemental Costs	17.46	17.34	18.05
15 Return Over Supplemental Cost	109.50	131.31	71.63
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	9.17	10.05	8.13
18 Farm Power & Mach.-Operation	8.15	7.70	8.85
19 Irrigation Equip.- Ownership			
20 Land Cost	23.45	25.53	21.27
21 Miscellenous Costs	.50	.34	.36
22 Interest on Mach.&Equip. Inv.	2.86	3.00	2.64
23 Total Allocated Costs	44.13	46.62	41.25
24 Return Over All Listed Costs	65.37	84.69	30.38
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.28
27 Power Costs All. Factor	1.00	1.00	.92
28 Total Cost Per Unit of Prod.	1.44	1.29	1.94
29 Return Over Listed Costs Per Unit	1.58	1.74	1.08
30 Total Listed Costs Per Acre	61.59	63.96	59.30

TABLE 10 - CROP DATA FOR FLAX - 1974

Item	Average Yield of 60 Farms	30 Farms High In Yield	30 Farms Low In Yield
1 Acres	50.0	55.7	44.2
2 Yield	11.4	13.9	8.1
3 Value Per Production Unit	9.91	9.96	9.86
4 Crop Product Return	112.58	138.94	80.09
5 Other Crop Income	2.50	3.45	1.33
6 Total Crop Return	115.08	142.39	81.42
7 Supplemental Costs			
8 Fertilizer	1.92	1.51	2.42
9 Chemicals	1.50	1.65	1.33
10 Seed and Other	14.06	14.49	13.55
11 Special Hired Labor			.02
12 Custom Work Hired	1.62	2.24	.81
13 Irrigation Operation			
14 Total Supplemental Costs	19.10	19.89	18.13
15 Return Over Supplemental Costs	95.98	122.50	63.29
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	8.16	7.32	9.23
18 Farm Power & Mach.-Operation	6.00	4.90	7.42
19 Irrigation Equip.-Ownership			
20 Land Cost	26.55	30.70	22.40
21 Miscellaneous Costs	.10	.14	.05
22 Interest on Mach. & Equip. Inv.	1.98	1.92	2.04
23 Total Allocated Costs	42.79	44.98	41.14
24 Return Over All Listed Costs	53.19	77.52	22.15
25 Supplementary Mangement Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	1.00	1.13	1.00
28 Total Costs Per Unit of Prod.	5.40	4.60	7.25
29 Return Over Listed Costs Per Unit	4.73	5.61	2.78
30 Total Listed Costs Per Acre	61.89	64.87	59.27

TABLE 10 - CROP DATA FOR OATS, FEED - 1974

Item	Average Yield of 330 Farms	165 Farms High In Yield	165 Farms Low In Yield
1 Acres	37.9	30.8	45.0
2 Yield	56.1	77.9	41.2
3 Value Per Production Unit	1.40	1.40	1.40
4 Crop Product Return	78.54	109.06	57.68
5 Other Crop Income	4.56	6.98	2.91
6 Total Crop Return	83.10	116.04	60.59
7 Supplemental Costs			
8 Fertilizer	8.67	6.01	10.54
9 Chemicals	.66	.75	.61
10 Seed and Other	4.67	5.68	3.97
11 Special Hired Labor	.03	.03	
12 Custom Work Hired	1.49	2.05	1.12
13 Irrigation Operation			
14 Total Supplemental Costs	15.52	14.52	16.24
15 Return Over Supplemental Costs	675.8	101.52	44.35
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	7.61	8.12	7.24
18 Farm Power & Mach.-Operation	7.80	8.47	7.35
19 Irrigation Equip.-Ownership			
20 Land Cost	28.18	32.96	23.41
21 Miscellaneous Costs	.13	.19	.09
22 Interest on Mach.&Equip. Inv.	1.94	2.05	1.84
23 Total Allocated Costs	45.66	51.79	39.93
24 Return Over All Listed Costs	21.92	49.73	4.42
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	1.00	1.00	1.00
28 Total Costs Per Unit of Prod.	1.09	.84	1.35
29 Return Over Listed Costs Per Unit	.31	.65	.05
30 Total Listed Costs Per Acre	61.18	66.31	56.17

TABLE 10- CROP DATA FOR RYE - 1974

Item	Average Yield of 9 Farms	4 Farms High In Yield	4 Farms Low In Yield
1 Acres	34.6	42.8	30.0
2 Yield	29.0	37.5	17.9
3 Value Per Production Unit	2.65	2.64	2.65
4 Crop Product Return	76.73	99.00	47.53
5 Other Crop Income			
6 Total Crop Return	76.73	99.00	47.53
7 Supplemental Costs			
8 Fertilizer	1.10	2.01	
9 Chemicals			
10 Seed and Other	3.01	2.97	3.13
11 Special Hired Labor			
12 Custom Work Hired	.29		.37
13 Irrigation			
14 Total Supplemental Cost	4.40	4.98	3.50
15 Return Over Supplemental Costs	72.33	94.02	44.03
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	2.37	1.33	4.47
18 Farm Power & Mach.-Operation			4.47
19 Irrigation Equip.-Ownership			
20 Land Cost	27.78	22.50	31.25
21 Miscellaneous Costs			
22 Interest on Mach.&Equip. Inv.	1.13	.93	1.27
23 Total Allocated Costs	31.28	24.76	41.46
24 Return Over All Listed Costs	41.05	69.26	2.57
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	1.00	1.00	1.00
28 Total Costs Per Unit of Prod.	1.16	.62	2.49
29 Return Over Listed Costs Per Unit	1.49	2.02	.16
30 Total Listed Costs Per Acre	35.68	29.74	44.96

TABLE 10 - CROP DATA FOR WHEAT, SPRING - 1974

Item	Average Yield of 291 Farms	145 Farms High In Yield	145 Farms Low In Yield
1 Acres	66.9	65.2	69.0
2 Yield	37.5	49.4	26.3
3 Value Per Production Unit	4.96	4.88	5.05
4 Crop Product Return	186.25	241.30	132.62
5 Other Crop Income	1.48	2.56	.46
6 Total Crop Return	187.73	243.86	133.08
7 Supplemental Costs			
8 Fertilizer	15.28	20.83	10.07
9 Chemicals	1.35	1.06	1.61
10 Seed and Other	10.39	12.55	8.36
11 Special Hired Labor	.10	.11	.10
12 Custom Work Hired	2.26	2.93	1.64
13 Irrigation Operation			
14 Total Supplemental Costs	29.38	37.48	21.78
15 Return Over Supplemental Costs	158.35	206.38	111.30
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	9.00	9.69	8.32
18 Farm Power & Mach.-Operation	7.67	8.48	6.88
19 Irrigation Equip.-Ownership			
20 Land Cost	31.78	36.06	27.48
21 Miscellaneous Costs	.24	.17	.30
22 Interest on Mach.&Equip. Inv.	2.15	2.13	2.16
23 Total Allocated Cost	50.84	56.53	45.14
24 Return Over all Listed Costs	107.51	149.85	66.16
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	.99	1.00	.98
28 Total Costs Per Unit of Prod.	2.12	1.90	2.53
29 Return Over Listed Costs Per Unit	2.89	3.03	2.55
30 Total Listed Costs Per Acre	80.22	94.01	66.92

TABLE 10 - CROP DATA FOR WHEAT, WINTER - 1974

Item	Average Yield of 24 Farms	12 Farms High In Yield	12 Farms Low In Yield
1 Acres	22.5	17.7	27.3
2 Yield	25.6	34.2	20.0
3 Value Per Production Unit	4.83	4.98	4.68
4 Crop Product Return	123.64	170.23	93.77
5 Other Crop Income	.18	.45	
6 Total Crop Return	123.82	170.68	93.77
7 Supplemental Costs			
8 Fertilizer	8.80	14.52	5.05
9 Chemicals	.84	1.86	.15
10 Seed and Other	6.76	6.33	7.03
11 Special Hired Labor			
12 Custom Work Hired	.84	.62	.99
13 Irrigation Operation			
14 Total Supplemental Costs	17.24	23.33	13.22
15 Return Over Supplemental Costs	106.58	147.35	80.55
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	6.09	5.99	6.19
18 Farm Power & Mach.-Operation	6.62	7.57	6.04
19 Irrigation Equip.-Ownership			
20 Land Cost	27.96	27.75	28.17
21 Miscellaneous Costs	.04	.11	
22 Interest on Mach.&Equip. Inv.	2.13	2.09	2.12
23 Total Allocated Cost	42.84	43.51	42.52
24 Return Over All Listed Costs	63.74	103.84	38.03
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	1.17	1.00	1.33
28 Total Costs Per Unit of Prod.	2.31	1.93	2.77
29 Return Over Listed Costs Per Unit	2.53	3.06	1.91
30 Total Listed Costs Per Acre	60.08	66.84	55.74

TABLE 10 - CROP DATA FOR BEAN, NAVY - 1974

Item	Average Yield of 52 Farms	26 Farms High In Yield	26 Farms Low In Yield
1. Acres	56.1	60.0	52.2
2 Yield	34.1	58.3	6.4
3 Value Per Production Unit	11.69	10.60	12.78
4 Crop Product Return	398.84	617.63	81.28
5 Other Crop Income	1.23	.95	1.55
6 Total Crop Return	400.07	618.58	82.83
7 Supplemental Cost			
8 Fertilizer	11.80	13.43	9.94
9 Chemicals	9.57	9.72	9.41
10 Seed and Other	25.61	24.28	27.15
11 Special Hired Labor	.52	.65	.36
12 Custom Work Hired	2.10	1.75	2.53
13 Irrigation Operation			
14 Total Supplemental Costs	49.60	49.83	49.39
15 Return Over Supplemental Costs	350.47	568.75	33.44
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	18.18	20.95	15.00
18 Farm Power & Mach.-Operation	14.56	15.43	13.54
19 Irrigation Equip.-Ownership			
20 Land Cost	35.87	37.58	34.15
21 Miscellaneous Costs	.70	.12	1.36
22 Interest on Mach.&Equip. Inv.	3.37	3.52	3.18
23 Total Allocated Cost	72.68	77.60	67.23
24 Return Over All Listed Costs	277.79	491.15	-33.79
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.50	.50	.50
27 Power Cost All. Factor	1.00	.98	1.00
28 Total Costs Per Unit of Prod.	3.56	2.18	18.31
29 Return Over Listed Costs Per Unit	8.17	8.44	-5.29
30 Total Listed Costs Per Acre	122.28	127.43	116.62

TABLE 10 - CROP DATA FOR BEANS, PINTO - 1974

Item	Average Yield of 12 Farms	6 Farms High In Yield	6 Farms Low In Yield
1 Acres	43.0	29.0	57.0
2 Yield	74.6	191.3	15.2
3 Value Per Production Unit	19.97	21.84	18.09
4 Crop Product Return	1488.93	4177.45	274.53
5 Other Crop Income			
6 Total Crop Return	1488.93	4177.45	274.53
7 Supplemental Costs			
8 Fertilizer	3.07	2.83	3.18
9 Chemicals	11.88	17.72	8.91
10 Seed and Other	23.60	23.10	23.86
11 Special Hired Labor	.84	2.45	
12 Custom Work Hired	3.74	1.76	4.74
13 Irrigation Operation			
14 Total Supplemental Costs	43.13	47.86	40.69
15 Return Over Supplemental Cost	1445.80	4129.59	233.84
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	25.21	24.93	25.35
18 Farm Power & Mach.-Operation	13.63	12.76	14.05
19 Irrigation Equip.-Ownership			
20 Land Cost	40.83	39.17	42.50
21 Miscellaneous Costs			
22 Interest on Mach. & Equip. Inv.	4.30	4.34	4.30
23 Total Allocated Costs	83.97	81.20	86.20
24 Return Over All Listed Cost	1361.83	4048.39	147.64
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.50	.50	.50
27 Power Costs All. Factor	1.00	1.00	1.00
28 Total Costs Per Unit of Prod.	1.69	.67	8.33
29 Return Over Listed Costs Per Unit	18.28	21.17	9.76
30 Total Listed Costs Per Acre	127.10	129.06	126.89

TABLE 10- CROP DATA FOR CANNING CORN - 1974

Item	Average Yield of 34 Farms	17 Farms High In Yield	17 Farms Low In Yield
1 Acres	29.5	30.6	28.4
2 Yield	163.36	205.16	118.31
3 Value Per Production Unit	1.00	1.00	1.00
4 Crop Product Return	163.36	205.16	118.31
5 Other Crop Income			
6 Total Crop Return	163.36	205.16	118.31
7 Supplemental Costs			
8 Fertilizer	22.71	27.78	17.29
9 Chemicals	5.42	6.05	4.75
10 Seed and Other	1.80	1.76	1.83
11 Special Hired Labor	.03		.07
12 Custom Work Hired	3.86	2.91	4.86
13 Irrigation Operation			
14 Total Supplemental Costs	33.82	38.50	28.80
15 Return Over Supplemental Costs	129.54	166.66	89.51
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	15.02	14.77	15.25
18 Farm Power & Mach.-Operation	15.80	18.33	13.06
19 Irrigation Equip.-Ownership			
20 Land Cost	36.68	37.00	36.35
21 Miscellaneous Costs			
22 Interest on Mach.&Equip. Inv.	3.73	3.73	3.73
23 Total Allocated Cost	71.23	73.83	68.39
24 Return Over All Listed Costs	58.31	92.83	21.12
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.50	.50	.50
27 Power Costs All. Factor	1.00	1.00	1.00
28 Total Costs Per Unit of Prod.	.64	.55	.82
29 Return Over Listed Costs Per Nit	.36	.45	.18
30 Total Listed Costs Per Acre	105.05	112.33	97.19

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1974

Item	Average Yield of 540 Farms	270 Farms High In Yield	270 Farms Low In Yield
1 Acres	119.7	144.1	95.3
2 Yield	63.2	74.3	46.4
3 Value Per Production Unit	3.08	3.08	3.09
4 Crop Product Return	194.70	228.88	143.47
5 Other Crop Income	.38	.26	.55
6 Total Crop Return	195.08	229.14	144.02
7 Supplemental Costs			
8 Fertilizer	26.62	30.10	21.38
9 Chemicals	7.27	7.93	6.28
10 Seed and Other	9.68	10.27	8.81
11 Special Hired Labor	.10	.12	.06
12 Custom Work Hired	2.12	1.99	2.33
13 Irrigation Operation			
14 Total Supplemental Costs	45.79	50.41	38.86
15 Return Over Supplemental Costs	149.29	178.73	105.16
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	16.90	18.65	14.27
18 Farm Power & Mach.-Operation	15.27	15.73	14.60
19 Irrigation Equip.-Ownership			
20 Land Cost	31.79	35.06	28.52
21 Miscellaneous Costs	.50	.61	.34
22 Interest On Mach.&Equip. Inv.	3.87	4.05	3.59
23 Total Allocated Cost	68.33	74.10	61.32
24 Return Over All Listed Costs	80.96	104.63	43.84
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs All. Factor	1.00	1.01	.98
28 Total Costs Per Unit of Prod.	1.79	1.67	2.14
29 Return Over Listed Costs Per Unit	1.30	1.41	.96
30 Total Listed Costs Per Acre	114.12	124.51	100.18

TABLE 10 - CROP DATA FOR SOYBEANS - 1974

Item	Average Yield of 423 Farms	211 Farms High In Yield	211 Farms Low In Yield
1 Acres	95.5	110.4	81.0
2 Yield	22.7	26.5	17.5
3 Value Per Production Unit	7.02	6.94	7.10
4 Crop Product Return	159.21	183.69	124.38
5 Other Crop Income	.62	.13	1.27
6 Total Crop Return	159.83	183.82	125.65
7 Supplemental Costs			
8 Fertilizer	1.19	1.26	1.11
9 Chemicals	5.64	6.03	5.11
10 Seed and Other	8.14	7.89	8.47
11 Special Hired Labor	.37	.36	.37
12 Custom Work Hired	.99	.92	1.10
13 Irrigation Operation			
14 Total Supplemental Costs	16.33	16.46	16.16
15 Return Over Supplemental Costs	143.50	167.36	109.49
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	13.95	15.01	12.51
18 Farm Power & Mach.-Operation	12.27	12.64	11.75
19 Irrigation Equip.-Ownership			
20 Land Cost	34.05	36.11	31.99
21 Miscellaneous Costs	.48	.47	.49
22 Interest on Mach.&Equip. Inv.	3.12	3.26	2.94
23 Total Allocated Costs	63.87	67.49	59.68
24 Return Over All Listed Costs	79.63	99.87	49.81
25 Supplementary Mangement Information			
26 Work Units Assigned Per Acre	.45	.45	.45
27 Power Costs All. Factor	1.00	1.00	1.03
28 Total Costs Per Unit of Prod.	3.53	3.17	4.27
29 Return Over Listed Costs Per Unit	3.51	3.78	2.90
30 Total Listed Costs Per Acre	80.20	83.95	75.84

TABLE 10 - CROP DATA FOR SUNFLOWERS - 1974

Item	Average Yield of 8 Farms	4 Farms High In Yield	4 Farms Low In Yield
1 Acres	92.1	103.5	80.8
2 Yield	42.2	64.2	14.0
3 Value Per Production Unit	16.25	15.75	16.75
4 Crop Product Return	686.35	1011.35	235.09
5 Other Crop Income			
6 Total Crop Return	686.35	1011.35	235.09
7 Supplemental Costs			
8 Fertilizer	4.50	5.08	3.73
9 Chemicals	2.94	2.33	3.73
10 Seed and Other	3.52	3.47	3.58
11 Special Hired Labor			
12 Custom Work Hired	1.21		2.76
13 Irrigation Operation			
14 Total Supplemental Costs	12.17	10.88	13.80
15 Return Over Supplemental Costs	674.18	1000.47	221.29
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	14.60	13.57	15.92
18 Farm Power & Mach.-Operation	13.88	15.67	11.57
19 Irrigation Equip.-Ownership			
20 Land Cost	20.13	19.50	20.75
21 Miscellaneous Costs			
22 Interest on Mach.&equip. Inv.	3.28	3.84	2.57
23 Total Allocated Cost	51.89	52.58	50.81
24 Return Over All Listed Costs	622.29	947.89	170.48
25 Supplementary Mangement Information			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs All. Factor	1.00	1.00	1.00
28 Total Costs Per Unit of Prod.	1.51	.98	4.55
29 Return Over Listed Costs Per Unit	14.74	14.77	12.20
30 Total Listed Costs Per Acre	64.06	63.46	64.61

TABLE 10 - CROP DATA FOR CANNING PEAS - 1974

Item	Average Yield of 18 Farms	9 Farms High In Yield	9 Farms Low In Yield
1 Acres	23.8	25.1	22.6
2 Yield	180.00	224.94	129.29
3 Value Per Production Unit	1.00	1.00	1.00
4 Crop Product Return	180.00	224.94	129.29
5 Other Crop Income			
6 Total Crop Return	180.00	224.94	129.29
7 Supplemental Costs			
8 Fertilizer	4.29	4.62	3.89
9 Chemicals	1.76	2.19	1.28
10 Seed and Other	3.53	2.95	4.12
11 Special Hired Labor			
12 Custom Work Hired	1.01	1.67	.27
13 Irrigation Operation			
14 Total Supplemental Costs	10.59	11.43	9.56
15 Return Over Supplemental Costs	169.41	213.51	119.73
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	13.91	14.74	12.92
18 Farm Power & Mach.-Operation	14.33	15.30	13.23
19 Irrigation Equip.-Ownership			
20 Land Cost	36.94	39.44	34.44
21 Miscellaneous Costs			
22 Interest On Mach.&Equip. Inv.	2.90	2.59	3.23
23 Total Allocated Costs	68.08	72.07	63.82
24 Return Over All Listed Costs	101.33	141.44	55.91
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.40	.40	.40
27 Power Costs All. Factor	1.00	1.00	1.00
28 Total Costs Per Unit of Prod.	.43	.37	.56
29 Return Over Listed Costs Per Unit	.57	.63	.44
30 Total Listed Costs Per Acre	78.67	83.50	73.38

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1974

Item	Average Yield of 336 Farms	168 Farms High of Yield	168 Farms Low In Yield
1 Acres	34.5	28.7	40.4
2 Yield	3.6	5.6	2.1
3 Value Per Production Unit	52.66	52.28	53.03
4 Crop Product Return	187.74	295.09	108.94
5 Other Crop Income	.23		.40
6 Total Crop Income	187.97	295.09	109.34
7 Supplemental Costs			
8 Fertilizer	6.55	7.91	5.61
9 Chemicals	.06	.10	.02
10 Seed and Other	7.25	9.09	5.91
11 Special Hired Labor	.09	.07	.10
12 Custom Work Hired	2.14	2.79	1.66
13 Irrigation Operation			
14 Total Supplemental Costs	16.09	19.96	13.30
15 Return Over Supplemental Costs	171.88	275.13	96.04
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	15.62	18.75	13.37
18 Farm Power & Mach.-Operation	16.14	17.49	15.21
19 Irrigation Equip.-Ownership			
20 Land Cost	28.07	31.43	24.71
21 Miscellaneous Costs	.87	.98	.79
22 Interest On Mach.&Equip. Inv.	4.00	4.70	3.50
23 Total Allocated Costs	64.70	73.35	57.58
24 Return Over All Listed Costs	107.18	201.78	38.46
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs All. Factor	.99	1.01	.98
28 Total Costs Per Unit of Prod.	22.64	16.46	34.07
29 Return Over Listed Costs Per Unit	30.08	35.82	19.14
30 Total Listed Costs Per Acre	80.79	93.31	70.88

TABLE 10 - CROP DATA FOR CORN & SORGHUM SILAGE- 1974

Item	Average Yield of 249 Farms	124 Farms High In Yield	124 Farms Low In Yield
1 Acres	37.2	29.8	44.8
2 Yield	9.6	13.3	7.1
3 Value Per Production Unit	17.11	17.50	16.71
4 Crop Product Return	164.19	231.98	119.35
5 Other Crop Income	.62		1.04
6 Total Crop Return	164.81	231.98	120.40
7 Supplemental Costs			
8 Fertilizer	15.32	18.83	13.01
9 Chemicals	5.35	6.28	4.75
10 Seed and Other	6.96	7.21	6.79
11 Special Hired Labor	.03	.07	.02
12 Custom Work Hired	2.37	2.92	2.01
13 Irrigation Operation			
14 Total Supplemental Costs	30.03	35.31	26.58
15 Return Over Supplemental Costs	134.78	196.67	93.82
16 Allocated Costs			
17 Farm Power &Mach.-Ownership	14.95	17.89	12.97
18 Farm Power &Mach.-Operation	16.29	17.72	15.31
19 Irrigation Equip.-Ownership			
20 Land Cost	27.78	31.45	24.16
21 Miscellaneous Costs	.19	.20	.18
22 Interest On Mach.&Equip. Inv.	3.90	4.43	3.55
23 Total Allocated Costs	63.11	71.69	56.17
24 Return Over All Listed Costs	71.67	124.98	37.65
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs All. Factor	1.00	1.02	.98
28 Total Costs Per Unit of Prod.	9.62	8.04	11.56
29 Return Over Listed Costs Per Unit	7.55	9.46	5.29
30 Total Listed Costs Per Acre	93.14	107.00	82.75

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

Item	Average of 160 Farms	32 Farms High In Return Above Feed	32 Farms Low In Return Above Feed
1 Pounds of Hogs Prod.-Total	59229	56632	49874
	Per Hundred Weight		
2 Total Value Produced	\$34.07	\$43.88	\$28.65
3 Pounds of Feed Fed			
4    Corn	302.9	285.1	405.7
5    Small Grain	52.7	64.2	60.3
6    Protein, Salt & Mineral	127.7	279.0	106.3
7    Complete Ration	71.1	42.4	239.5
8    Total Concentrates	554.4	670.7	811.8
9 Forages	4.8	1.4	3.5
10 Feed Cost			
11    Concentrates & Forages	26.55	21.41	37.24
12    Pasture			
13    Total Feed Costs	26.55	21.41	37.24
14 Return Over Feed Cost	7.52	22.47	-8.59
15 Supplemental Costs			
16    Miscellaneous Livestock Exp.	.62	.63	.57
17    Veterinary Expense	.25	.29	.24
18    Custom Work	.36	.25	.40
19    Total Supplemental Costs	1.23	1.17	1.21
20 Return Over Feed & Supp. Costs	6.29	21.30	-9.80
20A Allocated Costs			
20B    Power & Machinery Costs	.64	.59	.64
20C    Livestock Equipment	.62	.72	.65
20D    Building & Fences	.80	.71	.90
20E    Total Allocated Costs	2.06	2.02	2.19
20F Return Over All Listed Costs	4.23	19.28	-11.99
21 Supplementary Management Information			
22    Return for \$100 Feed Fed	128.33	204.94	76.95
23    Price Received Per CWT.	34.54	36.35	32.94
23A    Price Rec. Per CWT. sold Mkt. only	35.18	36.48	32.89
24    No. of Litter Farrowed	35	40	27
25    No. of Pigs Born Per Litter	9.1	8.7	8.3
26    No. of Pigs Weaned Per Litter	7.5	7.1	6.6
27    Per Cent Death Loss	12.3	13.1	11.9
28    Av. Weight of Hogs Sold	211.8	206.4	223.4
28A    Av. Weight of Mkt. Hogs Sold	212.1	198.6	223.8
29    Price Per CWT. Conc. Fed	4.78	3.19	4.58
29A    Price Per CWT. Prot, Salt, Mn.	6.28	4.60	11.23
30    Pounds of Pork Purchased	2168	1939	3322

A COMPLETE HOG ENTERPRISE is one where the pigs are farrowed and fed out on the farm. Feed fed includes the feed for the breeding herd as well as those marketed. Farms producing less than 5000 lbs. were not incl.

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

Item	Average of 65 Farms	13 Farms	13 Farms
		High In Return Over Feed	Low In Return Above Feed
1 Average No. of Pigs On Hand	116.1	121.9	75.6
2 Total Pounds of Hogs Produced	53563	46003	33427
		Per Hundred Weight	
3 Total Value Produced	29.01	40.94	20.25
4 Pounds of Feed Fed			
5    Corn	290.8	301.9	340.9
6    Small Grain	28.2	15.4	65.5
7    Protein, Salt & Mineral	76.9	63.8	231.9
8    Complete Ration	45.1	28.5	20.7
9    Total Concentrates	441.0	409.6	659.0
10 Forages	.9		6.0
11 Feed Costs			
12    Concentrates & Forages	24.98	23.94	32.12
13    Pasture	.04		
14    Total Feed Costs	25.02	23.94	32.12
15 Return Over Feed Cost	3.99	17.00	-11.87
16 Supplemental Costs			
17    Miscellaneous Livestock Exp.	.49	.49	.51
18    Veterinary Expense	.21	.20	.30
19    Custom Work	.43	.20	.66
20    Total Supp. Costs	1.13	.89	1.47
21 Return Over Feed Cost	2.86	16.11	-13.34
21A Allocated Costs			
21B Power & Machinery Costs	.32	.29	.32
21C Livestock Equipment Costs	.32	.37	.32
21D Building & Fences	.42	.36	.44
21 E Total Allocated Costs	1.06	1.02	1.08
21F Return Over All Listed Costs	1.80	15.09	-14.42
22 Supplementary Management Information			
23 Return for \$100 Feed Fed	115.94	171.00	63.04
24 Price Received Per CWT.	36.34	42.76	33.64
25 Ave. Weight of Pigs Sold	219.9	191.6	231.8
26 Ave. Price Paid Per pig Bot.	25.92	25.35	37.46
27 Ave. Weight Per Pig Bot	42.6	51.3	51.1
28 No. of Pigs Purchased	271	288	128
28A No. of Pigs Transferred In	18	22	13
28B Avg. Wt. of Pigs Trans. In	37.6	35.6	53.1
29 Pounds of Pork Purchased	11536	14785	6545
30 Per Cent Death Loss	2.1	1.3	2.5
31 Price Per CWT. Conc. Fed	5.66	5.84	4.86
32 Price Per CWT. Prot. Salt, Min. Fed	8.86	10.58	5.41
33 Effective D. Gain-Lbs/Day/Pig	1.26	1.03	1.21

A HOG FINISHING ENTERPRISE is one where all hogs were purchased as feeders and fed out. Farms producing less than 5000 lbs. were not included in the averages.

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

Item	Average of 29 Farms	14 Farms High In Return Above Feed	14 Farms Low In Return Above Feed
1 Number of Litters Farrowed	47	46	48
2 Total Value Produced	187.04	201.76	176.00
3 Pounds of Feed Fed			
4    Corn	1063.8	670.8	1477.5
5    Small Grain	468.0	425.5	498.8
6    Protein, Salt & Mineral	320.4	265.5	385.1
7    Complete Ration	217.6	94.1	325.9
8    Total Concentrates	2069.8	1455.9	2687.3
9 Forages	121.8	41.3	207.4
10 Feed Cost			
11    Concentrates & Forages	136.89	93.70	180.69
12    Pasture	.06	.11	
13    Total Feed Costs	136.95	93.81	180.69
14 Return Over Feed Cost	50.09	107.95	-4.69
15 Supplemental Costs			
16    Miscellaneous Livestock Exp.	9.68	7.28	11.92
17    Veterinary Expense	3.57	3.20	3.90
18    Custom Work	3.66	3.37	4.02
19    Total Supplemental Costs	16.91	13.85	19.84
20 Return Over Feed & Supp. Costs	33.18	94.10	-24.53
20A Allocated Costs			
20B    Power & Machinery Costs	7.51	6.84	7.47
20C    Livestock Equipment Costs	6.83	6.50	8.15
20D    Building & Fences	8.87	6.40	11.37
20E    Total Allocated Costs	23.21	19.74	26.99
20F Return Over All Listed Costs	9.97	74.36	-51.52
21 Supplementary Management Information			
22    Return for \$100 Feed Fed	136.57	215.09	97.41
23    Ave. Price Rec. Per Pig Sold	31.77	29.15	34.80
23A    Ave. Price/Pig Trans. or Sold	32.44	25.52	41.72
23B    Ave. Wt./Pig Sold or Trans.	69.0	44.7	100.7
24    No. of Pigs Prod.	335	351	322
25    No. of Pigs Born Per Litter	9.1	9.7	8.6
26    No. of Pigs Weaned Per Litter	7.2	7.7	6.8
27    Per Cent Death Loss	17.2	17.2	17.4
28    Price Per CWT. Conc. Fed	6.48	6.35	6.57
29    Feed & Supp. Costs Per Pig Prod.	21.59	14.11	29.89
29A    Price Per CWT. Prot.Salt, Min.	11.85	12.65	11.33

TABLE 12 - DAIRY COWS - 1974

Item	Average of 143 Farms	29 Farms	29 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average Number of Cows	34.8	34.0	30.0
		Per Cow	
2 Pounds of Milk	11731	13713	10183
3 Pounds of Butterfat	492.2	479.9	572.2
4 Per Cent Butterfat in Milk	4.2	3.5	5.6
5 Value of Produce			
6 Dairy Products Sold	870.72	1096.62	734.87
7 Dairy Products Used In Home	6.47	7.56	4.07
8 Milk Fed to Livestock	11.01	16.82	8.77
9 Net Inc. in Value of Cows	-63.07	-39.97	-133.20
10 Total Value Produced	825.13	1081.03	614.51
11 Pounds of Feed Fed			
12 Corn	3556.2	3205.7	4355.0
13 Sm.Gr. & Com. Dairy Ration	1113.9	1536.1	1021.4
13A Complete Ration	220.9		219.5
14 Protein, Salt, & Mineral	642.3	566.3	1144.1
15 Total Concentrates	5533.3	5308.1	6740.0
16 Legume Hay	5698.3	5634.9	5527.4
17 Other Hay & Dry Roughage	387.1	89.2	794.7
18 Silage	12739.3	13006.1	16163.7
19 Feed Costs			
20A Grains	204.97	194.21	226.63
20B Complete Ration	11.90		9.67
20C Protein, Salt, & Mineral	57.33	53.15	76.60
21A Legume & Other Hay	137.90	118.53	153.67
21B Silage, Fodder and Stover	98.62	91.91	136.43
22 Pasture	4.77	6.41	6.30
23 Total Feed Costs	515.49	464.21	609.30
24 Return Over Feed Cost	309.64	616.82	5.21
25 Supplemental Costs			
26 Mis. Livestock Expense	36.09	44.88	30.13
27 Veterinary Expense	8.53	6.29	9.13
28 Custom Work	28.25	29.06	30.23
28A Special Hired Labor	.17		
29 Total Supplemental Costs	73.04	80.23	69.49
30 Return Over Feed and Supp. Costs	236.60	536.59	-64.28
30A Allocated Costs			
30B Power & Machinery Costs	37.60	34.22	37.43
30C Livestock Eq. Costs	33.33	37.38	37.18
30D Building & Fences	43.30	36.80	51.85
30E Total Allocated Costs	114.23	108.40	126.46
30F Return Over All Listed Costs	122.37	428.19	-190.74
31 Supplementary Management Information			
32 Return for \$100 Feed Fed	160.07	232.88	100.85
33 Feed Cost Per CWT. Milk	4.39	3.39	5.98
34 Feed Cost Per Pd. of Butterfat	1.052	.971	1.065
35 Pounds of Milk Per Pd. of Conc.	2.120	2.583	1.511
36 Ave. Price Per Cwt. Milk Sold	7.55	8.16	7.32
37 Ave. Price Per Pd. of Butterfat	1.81	2.34	1.30

TABLE 13 - OTHER DAIRY CATTLE - 1974

Item	Average of 143 Farms	29 Farms High In Return Above Feed	29 Farms Low In Return Above Feed
1 Number of Head	46.4	44.6	49.2
2 Net Inc. In Value	94.68	184.42	17.68
3 Pounds of Feed Fed.			
4 Corn	666.3	492.3	705.0
4A Small Grain	279.4	171.3	351.1
4B Protein, Salt, & Mineral	95.9	72.6	121.5
4C Complete Dairy Ration	6.6	22.1	
5 Hay & Roughage	2153.3	1359.9	2655.5
6 Silage	5468.5	5310.7	6809.5
7 Milk	96.3	63.2	120.8
8 Feed Cost			
9A Grains	42.46	30.25	49.15
9B Protein, Salt, & Minerals	11.77	10.87	12.56
9C Complete Ration	.56	1.55	
10A Legume and Other Hay	46.53	26.66	59.88
10B Silage, Fodder and Stover	42.00	39.69	55.45
11 Milk	7.48	4.06	10.20
12 Pasture	4.18	3.25	4.15
13 Total Feed Costs	154.98	116.33	191.39
14 Return Over Feed Cost	-60.30	68.09	-173.71
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	3.43	5.00	2.64
17 Veterinary Expense	.80	.16	1.30
18 Custom Work	.99	.72	1.02
18A Special Hired Labor	.02		.08
19 Total Supplemental Costs	5.24	5.88	5.04
20 Return Over Feed & Supp. Costs	-65.54	62.21	-178.75
20A Allocated Costs			
20B Power & Machinery Costs	6.44	5.87	6.42
20C Livestock Equip. Costs	5.59	6.39	5.22
20D Building and Fences	7.25	6.29	7.28
20E Total Allocated Cost	19.28	18.55	18.92
20F Return Over All Listed Costs	-84.82	43.66	-197.67
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	61.09	158.54	9.24
23 Per Cent Death Loss-Total	8.4	8.1	8.5
24 Per Cent Death Loss-Calves	20.0	14.6	20.6

OTHER DAIRY CATTLE includes all young dairy animals that are not in the milking herd. On some farms where only a few dairy steers are fed out with young stock, they are also included in Other Dairy Cattle.

Dairy herds with less than 10 cows were not included in the averages.

TABLE 14 - ALL DAIRY AND DUAL PURPOSE CATTLE - 1974

Item	Average of 143 Farms	29 Farms	29 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average Number of Cows	34.8	34.8	31.2
		Per Cow	
2 Value of Dairy Products	888.22	1069.02	755.42
3 Net Inc. In Value	63.91	187.33	-69.97
4 Total Value Produced	952.13	1256.35	685.45
5 Pounds of Feed Fed			
6A Grains	5927.7	5565.4	6410.2
6B Complete Rations	229.5		213.3
6C Prot.Salt,&Min.Incl.Milk Equiv.	781.9	736.9	602.2
7 Hay & Roughage	8945.3	8969.1	10163.8
8 Silage	20073.0	22350.4	20746.7
9 Feed Cost			
10A Grains	261.41	231.98	307.05
10B Complete Rations	12.64		9.65
10C Prot.Salt,Min.Inc. Milk Equiv.	82.84	87.01	84.97
11A Legume and Other Hay	199.83	178.42	237.98
11B Silage, Fodder and Stover	155.03	157.50	172.44
12 Pasture Costs	10.29	8.30	14.33
13 Total Feed Costs	722.04	663.21	826.42
14 Return Over Feed Cost	230.09	593.14	-140.97
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	40.63	49.63	34.94
17 Veterinary Expense	9.63	6.06	7.98
18 Custom Work	29.54	29.14	28.91
18A Special Hired Labor	.20		.83
19 Total Supplemental Costs	80.00	84.83	72.66
20 Return Over Feed & Supp. Cost	150.09	508.31	-213.63
20A Allocated Costs			
20B Power & Machinery Costs	46.19	41.74	47.56
20C Livestock Equipment Costs	40.78	44.71	43.98
20D Building and Fences	52.97	44.02	61.34
20E Total Allocated Cost	139.94	130.47	152.88
20F Return Over All Listed Costs	10.15	377.84	-366.51
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	131.87	189.43	82.94

TABLE 14 includes costs and returns from the Dairy Cows and Other Dairy Cattle combined. These Total Costs and Returns are calculated on a per dairy cow basis.

TABLE 15 A - BEEF BREEDING CATTLE - 1974

Item	Average of 77 Farms	15 Farms	15 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average No. of Beef Cows	36.9	32.0	33.3
2 Ave. No. Other Beef An. & Bulls	27.0	19.2	30.0
3 Pounds of Beef Produced	13820	14976	5125
4 Net Increase in Value	65.00	<u>Per Cow</u> 138.44	30.00
5 Pounds of Feed Fed			
6 Grain	311.7	115.0	996.1
7 Protein, Salt, & Mineral	90.9	41.8	118.0
8 Legume Hay	2817.6	2356.3	3296.1
9 Other Hay & Roughage	844.8	737.5	1008.6
10 Silage	4377.9	3047.1	4578.6
11 Feed Cost			
12 Concentrates	20.49	9.34	51.14
13 Roughages	108.32	72.50	140.99
14 Pasture	22.60	16.88	20.48
15 Total Feed Costs	151.41	98.72	212.61
16 Return Over Feed Cost	-86.41	39.72	-186.61
17 Supplemental Costs			
18 Miscellaneous Livestock Exp.	7.26	7.56	5.86
19 Veterinary Expense	3.14	1.44	2.70
20 Custom Work	3.17	1.25	4.14
20A Special Hired Labor			
21 Total Supp. Costs	13.57	10.25	12.70
22 Ret. Over Feed & Supp. Costs	-99.98	29.47	-195.31
22A Allocated Costs			
22B Power & Machinery Costs	8.06	7.33	8.02
22C Livestock Equipment Costs	7.24	8.40	7.29
22D Building & Fences	8.62	8.27	10.17
22E Total Allocated Costs	23.92	24.00	25.48
22F Return Over All Listed Costs	-123.90	5.47	-220.79
23 Supplementary Management Information			
24 Return for \$100 Feed Fed	75.22	140.23	16.42
25 Price Per CWT. Sold	33.33	43.28	35.06
25A Price Per CWT. calves Sold or Tran	35.04	41.91	43.55
26 Ave. Weight Per Head Sold	742	618	706
26A Ave. Weight Per Calf Sold or Tran	499.8	600.8	523.0
27 Percent Death Loss	4.1	4.9	5.2
28 Percent Calf Crop	97	94	103

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

TABLE 15B - FEEDER CATTLE - 1974

Item	Average	26 Farms	26 Farms
	of 131 Farms	High In Return Above Feed	Low In Return Above Feed
1 Ave. No. of Beef Feeder	82.3	66.4	72.7
2 Pounds of Beef Produced	51165	49690	30537
		Per Hundred Weight	
3 Net Inc. Value of Animals	35.79	36.92	34.22
4 Pounds of Feed Fed			
5 Grain	615.9	444.9	726.8
6 Protein, Salt & Mineral	30.9	20.9	28.7
7 Legume Hay	165.6	132.7	358.0
8 Other Hay & Dry Roughage	42.6	52.2	96.4
9 Silage	968.6	666.2	1655.2
10 Feed Costs			
11 Concentrates	31.88	21.66	39.67
12 Roughage	12.87	9.74	25.93
13 Pasture	.12	.12	.02
14 Total Feed Costs	44.87	31.52	65.62
15 Return Over Feed Cost	9.08	5.40	-31.40
16 Supplemental Costs			
17 Misc. Livestock Expense	.45	.52	.59
18 Veterinary Expense	.28	.21	.35
19 Custom Work	1.06	.52	1.27
19A Special Hired Labor			
20 Total Supplemental Costs	1.79	1.25	2.21
21 Ret. Over Feed & Supp. Costs	-10.87	4.15	-33.61
21A Allocated Costs			
21B Power & Machinery Costs	.64	.59	.64
21C Livestock Equipment Costs	.57	.62	.64
21D Building & Fences	.74	.58	.94
21E Total Allocated Costs	1.95	1.79	2.22
21F Return Over All Listed Costs	-12.82	2.36	-35.83
22 Supplementary Management Information			
23 Return For \$100 Feed Fed	79.76	117.13	52.14
24 Price Per CWT. Sold	40.24	39.14	39.74
25 Average Weight Per Head Sold	1066.9	1092.7	1066.6
26 Price Per CWT. Bought	40.42	36.04	38.87
27 Average Weight Per Head Bought	534.7	527.1	553.3
28 Number of Head Bought	77	49	47
29 Percent Death Loss	1.7	1.5	1.4
30 Effective D. Gain-Lbs./Head/Day	1.70	2.05	1.15

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

TABLE 16A - SHEEP FLOCK - 1974

Item	Average of 13 Farms
1 Average Number of Ewes	63.8
2 Pounds of Lamb & Mutton Produced	7522
3 Pounds of Wool Produced	868
	<u>Per Ewe</u>
4 Value of Produce	
5   Wool	6.47
6   Net Inc. in Value of Animals	46.54
7       Total Value Produced	53.01
8 Pounds of Feed Fed	
9   Grain	498.0
10   Protein, Salt & Mineral	30.2
11   Legume Hay	796.2
12   Other Hay & Dry Roughage	38.3
13   Silage	330.4
14 Feed Cost	
15   Concentrates	27.30
16   Roughage	23.86
17   Pasture	3.32
18       Total Feed Costs	54.48
19 Return Over Feed Costs	-1.47
20 Supplemental Costs	
21   Mis. Livestock Expense	2.87
22   Veterinary Expense	.67
23   Custom Work	1.69
23A   Special Hired Labor	
24       Total Supplemental Costs	5.23
25 Return Over Feed & Supp. Costs	-6.70
25A Allocated Costs	
25B   Power & Machinery Costs	3.22
25C   Livestock Equipment Costs	3.08
25D   Building & Fences	4.01
25E       Total Allocated Costs	10.31
25F Return Over All Listed Costs	-17.01
26 Supplementary Management Information	
27   Return For \$100 Feed Fed	97.30
28   Price Per CWT Lamb & Mutton Sold	30.09
28A   Price Per CWT Lamb Sold or Transferred	33.73
28B   Weight of Lambs Sold or Transferred	102.2
29   Pounds Wool Per Sheep Shear.	7.5
30   No. of Ewes Kept for Lambing	70
31   Percent of Lamb Crop	127
32   Percent Death Loss	9.7

TABLE 17A - LAYING FLOCK - CHICKENS - 1974

Item	Average of 15 Farms	7 Farms	7 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average Number of Hens	2547.7	4558.8	362.7
		<u>Per Hen</u>	
2 Value Of Produce			
3 Eggs Sold & Used	7.14	7.42	3.72
4 Inc. In Value of Flock	-.86	-.76	-1.06
5 Total Value Produced	6.28	6.66	2.66
6 Pounds of Feed Fed			
7 Grain	44.5	49.6	46.2
8 Protein, Salt, & Mineral	20.7	20.8	49.8
9 Complete Commercial Feed	9.5		2.0
10 Total Pounds Fed	74.7	70.4	98.0
11 Total Feed Cost	4.60	4.37	5.92
12 Return Over Feed Cost	1.68	2.29	-3.26
13 Supplemental Costs	.05	.06	.03
14 Ret. Over Feed & Supp. Costs	1.63	2.23	-3.29
14A Allocated Cost			
14B Power & Machinery Costs	.27	.24	.27
14C Livestock Equipment Costs	.12	.13	.26
14D Building & Fences	.16	.13	.36
14E Total Allocated Cost	.55	.50	.89
14F Return Over All Listed Costs	1.08	1.73	-4.18
15 Supplementary Management Information			
16 Return for \$100 Feed Fed	136.53	152.40	44.95
17 Eggs Laid Per Hen	202	208	133
18 Price/Doz. Eggs Sold-Cent	.42	.43	.34
19 Feed Cost/Doz. Eggs-Cents	.27	.25	.53
20 Ret. Over Feed Cost/Doz. Eggs	.10	.13	-.29
21 Percent Death Loss	7.7	7.1	4.7

## SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

ITEMS	1969	1970	1971	1972	1973
Number of records	206	237	376	535	704
Ave. labor earnings	\$ 9,369	7,314	9,622	12,341	43361
Total farm sales	36,688	39,539	40,731	53,867	96,821
Total cash oper. exp.	19,920	22,562	24,877	31,180	35,206
<u>Return Over \$100 Feed Fed:</u>					
Dairy cow	230	235	239	224	204
Feeder Cattle	161	136	168	155	150
Hogs	213	130	153	201	214
Laying Hens	233	174	104	124	170
<u>Miscellaneous Livestock Information</u>					
Number of dairy cows herd	29.3	29.6	29.7	31.4	31.5
Pounds of feeder cattle prod.	37,061	56,412	59,950	60,585	60407
Pounds pork produced	45,341	62,856	52,476	65,237	60028
Pounds butterfat/ cow	402.8	402.2	441.2	442.3	444.3
Eggs per hen	240	213	203	265	229
<u>Prices Received Per:</u>					
Cwt. milk sold	\$ 4.48	4.74	4.87	5.12	6.36
Cwt. Fat Cattle	28.52	28.62	31.42	34.41	42.69
Cwt. hogs (complete)	24.37	18.65	18.46	26.61	40.94
Dozen eggs sold	.35	.31	.21	.22	.46
<u>Price of Feed:</u>					
Corn, bushel	1.10	1.20	1.10	1.13	1.70
Oats, bushel	.60	.61	.52	.65	.90
Alfalfa hay/ton	22.00	22.00	22.00	22.00	30.00
Corn silage/ton	7.00	7.00	7.00	7.00	12.00
<u>Yields Per Acre:</u>					
Oats bushels	60.3	60.1	64.9	49.8	67.5
Corn grain, bushels	84.9	87.1	82.3	90.4	97.0
Canning corn	73.36	57.51	53.13	67.79	73.62
Soybeans, bushels	23.2	29.4	24.9	27.3	31.9
Corn silage, tons	10.9	8.4	11.4	11.4	13.2
Alfalfa hay, tons	3.0	3.0	4.1	3.6	3.6
Wheat, bushels	27.6	26.1	32.6	25.3	42.3
Barley, bushels	49.9	36.1	48.0	35.3	50.2