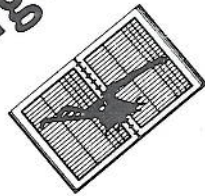


1975 annual report

West Central Minnesota Farm Management Report



COOPERATING AGENCIES

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



An Adult Education Program

APRIL, 1976



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.

1975 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 Institute. 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. Joyce Jacobson, Mrs. Celeste Thell, and Mrs. Barb Hartman.

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 1975 records submitted at the time of this printing.

CLASS LOCATION	INSTRUCTOR	% TIME ADULT	RECORDS PROCESSED	NO. OF FAMILIES SERVED BY PROC.
Alberta-Chokio	L. Westron	13	3	3
Alexandria	B. Sonstegard	100	34	37
Appleton	R. Nelson	25	3	3
Buffalo Lake	K. Anderson	0	2	2
Canby	D. Schallock	100	24	27
Clinton	D. Fredrick	0	4	5
Danube,Olivia	T. Foslein	100	30	34
Evansville	O. Anderson	100	27	30
Fairfax	D. Wertish	100	25	27
Granite Falls	L. Eastland	100	30	34
Hector	D. Hoseck	0	2	2
Hoffman	R. Waktins	25	4	4
Ivanhoe	B. Groen	0	4	4
Madison	R. Butterfield	100	36	40
Montevideo	M. Warner	100	46	50
Morgan	J. Woodford	0	4	4
Ortonville	R. Place	0	3	3
Parkers Prairie	C. Davis	100	34	40
Redwood Falls	D. Vaupel	0	1	1
Renville	M. Wacholz	50	26	28
Tracy	K. Schiller	100	11	13
Wabasso	R. Grochen	67	6	6
Willmar	D. Shodean	100	38	42
Willmar Vo-Tech.	C. Stranberg	0	17	34
Willmar	J. Thell	0	1	1

VETERANS FARM TRAINING PROGRAM

Alberta-Chokio	W. Moberg	100	21	23
Alexandria	T. Kusmak	100	24	25
Bellingham	P. Fransky	100	14	16
Benson	M. Fredrickson	100	15	17
Canby	D. Schoberg	100	25	27
Dawson	A. Schwandt	100	25	26
Danube	R. Rebstock	100	24	27
Evansville	H. Knobloch	100	20	20
Granite Falls	L. Talley	100	20	20
Herman	D. Wastweet	100	22	24
Hector	E. Koberel	100	10	11
Marietta	T. Foslein	100	24	25
Montevideo	N. Brakken	50	12	12
Redwood Falls	J. Turner	100	16	16
Tracy	C. Swenson	100	19	20
Tyler	P. Bartz	100	26	30
Willmar	F. Boeder	100	23	26
Montevideo	R. Hauge	Region 6-W	15	16
			770	855

Table 1A - FARM INVENTORIES - 1975

Item	Average 398 Farms	
1 Size of Farm- Total Acres	407.0	
2 - Tillable Acres	347.8	
3 Work Units- Crops	181.53	
4 - Livestock	131.72	
5 - Other	86.25	
6 Total Size of Business in Work Units	399.50	
7 Number of Workers	1.5	
7 A Farm Capital Investment Per Worker	164755	

Item	Average 398 Farms	
	Jan. 1	Dec. 31
PRODUCTIVE LIVESTOCK		
9 Dairy Cows	3508	3556
10 Other Dairy Cattle	1683	1763
11 Beef Breeding Cattle	2198	2408
12 Beef Feeder Cattle	4370	6264
13 Hogs	3707	5347
14 Sheep (Incl. Feeders)	92	70
15 Poultry (Incl. Turkeys)	57	44
16 Other Productive Livestock	31	54
17 Total Productive Livestock	\$ 15646	\$ 19506
18 Crop, Seed and Feed	35485	33795
19 <u>Power, Machinery and Equipment</u>		
20 Auto and Truck (Farm Share)	3087	3593
21 Power and Machinery	17501	22015
21A Irrigation Equipment	122	188
22 Livestock Equipment	2445	3023
23 Total Power, Machinery and Equipment	\$ 23125	\$ 28819
24 Land	137203	137633
25 Buildings-Fences-Etc.	18305	20168
26 Total Farm Capital	\$ 229764	\$ 239921

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

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

(Continued page 4)

Table 1B - FARM INVENTORIES - 1975

Item	80	80		
	Most Profitable	Least Profitable		
1 Size of Farm- Total Acres	697.0	407.6		
2 - Tillable Acres	644.0	330.4		
3 Work Units- Crops	356.66	173.55		
4 - Livestock	154.64	115.55		
5 - Other	96.00	63.70		
6 Total Size of Business in Work Units	607.30	352.80		
7 Number of Workers	1.8	1.5		
7A Farm Capital Investment Per Worker	222506	197760		

Item	Jan. 1	Dec. 31	Jan. 1	Dec. 31
8 PRODUCTIVE LIVESTOCK				
9 Dairy Cows	2043	2028	3625	3630
10 Other Dairy Cattle	1142	1252	1676	1646
11 Beef Breeding Cattle	1258	1911	4715	3841
12 Beef Feeder Cattle	10683	13502	4110	5259
13 Hogs	7316	10596	2286	2639
14 Sheep (Incl. Feeders)			145	152
15 Poultry (Incl. Turkeys)	143	144	88	34
16 Other Productive Livestock	84	139	50	107
17 Total Productive Livestock	\$ 22669	\$ 29572	\$ 16695	\$ 17308
18 Crop, Seed and Feed	56344	65562	44037	33480
19 Power, Machinery and Equipment				
20 Auto and Truck (Farm Share)	4158	4751	3622	4730
21 Power and Machinery	26472	35612	21437	24176
21A Irrigation Equipment			320	690
22 Livestock Equipment	3786	4366	2436	2856
23 Total Power, Machinery & Equip.	\$ 34416	\$ 44729	\$ 27815	\$ 32452
24 Land	231683	231365	163362	163311
25 Buildings-Fences-Etc.	25485	27304	21251	24344
26 Total Farm Capital	370597	398532	273160	270895

(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 1800 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-1975

Items	Average of 398 farms	80 Most Profitable Farms	80 Least Profitable Farms
1 Sale of Livestock and Livestock Products			
2 Dairy Cows	747	467	945
3 Dairy Products	7511	4799	6659
4 Other Dairy Cattle	547	280	630
5 Beef Breeding Cattle	526	233	1358
6 Beef Feeder Cattle	8490	23889	8510
7A Hogs Complete	7660	22735	2819
7B Hogs Finishing	4186	5677	3985
7C Hogs Producing Weaning Pigs	978	1253	350
8A Sheep and Wool, Farm Flock	103		182
8B Sheep and Wool, Feeder Lambs	17		3
9 Chickens(Inc. Hens & Broilers)	17	14	30
10 Turkeys			
11 Eggs	347	683	841
12 Other Productive Livestock	9	42	1
12A Total Sales of Productive livestock	\$31138	\$60072	\$26313
13 Sale of Crops			
13A Wheat	6274	12820	5687
13B Other Small Grains	1805	3486	1686
13C Corn	13703	29100	14148
13D Soybeans	7390	14913	7848
13E Other Row Crops	2724	6909	2013
13F Legumes and Other Forage	477	704	397
13G Grass Seed			
13H Fruits and Nuts			
13I Veg. Roadside Market & Spec.			
13J Nursery, Timber, and Other			
13K Set Aside-Government Payments			
19A Total Sales from Crops	\$32373	\$67932	\$31779
20 Capital Assets Sold	9747	20740	4863
21 Gas Tax Refund	270	293	119
22 Income From Work off the Farm	2222	5595	1821
23 Patronage Refunds	1902	3581	1843
24 Miscellaneous Farm Income	750	1250	663
25 Total Farm Sales	\$78402	\$156863	\$67401
26 Increase in Farm Capital	10157	27932	
27 Family Living From the Farm	301	339	290
28 Total Farm Receipts	88860	185134	67691
(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, and 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 - 1975

	Average of 398 Farms	80 Most Profitable Farms	80 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	340	35	848
3 Other Dairy Cattle	151	19	212
4 Beef Breeding Cattle	204	37	236
5 Beef Feeder Cattle	3812	7998	4610
6A Hogs Complete	637	922	310
6B Hogs Finishing	1550	1795	1525
6C Hogs Producing Weaning Pigs	57	95	5
7A Sheep, Farm Flock	6		6
7B Sheep, Feeder Lambs	9		
8 Chickens (Incl. Hens and Broilers)	15	33	2
9 Turkeys			
10 Other Productive Livestock	20	42	55
11 Miscellaneous Livestock Expense	927	1190	926
12 Feed Bought	6770	12755	5397
13 Fertilizer	6301	11890	6588
14 Chemicals	1947	3544	2165
15 Other Crop Expense	3083	5115	2811
15A Irrigation Operation Costs	10		28
16 Custom Work Hired	1508	2303	1509
17 Repair & Upkeep of Livestock Equipment	279	325	205
18 Repair & Upkeep of Real Estate	586	708	678
19 Gas, Oil, Grease Bought (Farm Share)	2213	3127	2349
20 Repair & Oper. of Mach., Truck, Tractor, Auto - Farm Share	2878	4474	2994
20A Repair & Upkeep-Irrig. Equip.	1		2
21 Wages of Hired Labor	1721	3492	1980
22 Personal Property & Real Estate Taxes	8482	2698	1829
23 General Farm Expense	924	1226	910
24 Telephone Expense-Farm Share	149	166	151
25 Electricity Exp.-Farm Share	386	474	387
26 Total Cash Operating Exp.	\$ 44966	\$ 64463	\$ 38718
27 Power, Crop & General Mach. Bought - Farm Share	10546	17288	10654
27A Irrigation Equipment Bought	91		453
28 Livestock Equipment Bought	1163	1441	1115
29 New Real Estate & Improvements	10164	18557	12051
30 Total Farm Purchases (26) thru (29)	\$ 66930	\$101749	\$ 62991
31 Decrease in Farm Capital			2269
32 Interest on Farm Capital	14090	23073	16321
33 Unpaid Family Labor	559	388	728
34 Labor Charge for Partners & Other Operators	491	1054	500
35 Board Furnished Hired Labor	82	126	74
36 Total Farm Expense (30)-(35)	\$ 82152	\$126390	\$ 82883
37 Labor Earnings-Whole Farm (2A/28)-(36)	\$ 6708	\$ 58755	\$ (-15193)
38 Number of Operators	1	1	1

Table 3 - ENTERPRISE STATEMENT - 1975

Item	Average of 398 Farms	80 Most Profitable Farms	80 Least Profitable Farms
<u>1 RETURNS AND NET INCREASES</u>			
2 Productive Livestock			
3 Dairy Cattle	7315	4773	6209
4 Other Dairy Cattle	1503	1015	1291
5 Beef Breeding Cattle	851	1315	598
6 Feeder Cattle	6253	18388	4684
7 Complete Hog Enterprise	8335	23617	2822
8 Hog Finishing Enterprise	2835	6833	2586
9 Producing Weaning Pigs	1121	1311	301
10 Farm Flock of Sheep	76		183
11 Feeder lambs	6		3
12 Chickens (Inc. Hens & Broil.)	343	671	824
13 Turkeys			
14 Other Productive Livestock	12	56	3
15 All Productive Livestock	28650	57979	19504
16 Value of Feed Fed to Livestock	19421	29831	16666
17 Return Over Feed from Livestock	9229	19779	2838
18 Crop, Seed and Feed	31867	67618	20800
20 Cooperative Patronage Ref.	1902	3581	1843
21 Miscellaneous Farm Income	728	1250	663
22 Total Returns & Net Inc.	43726	100549	26143
<u>23 EXPENSE AND NET DECREASES</u>			
24 Truck & Auto (Farm Share)	2295	3141	2723
25 Tractors and Crop Machinery	4773	5441	9504
25A Irrigation Equipment	26		84
26 Electricity	389	474	387
27 Livestock Equipment	862	1225	922
28 Buildings, Fences & Tiling	2275	2556	3496
29 Bare Land	181	-845	1593
30 Misc. Livestock Expense	927	1190	926
31 Labor	1154	2952	1989
32 Labor Charge for Other Opers.	491	1054	500
33 Property Tax	8482	2698	1829
34 General Farm Exp. & Tele.	1073	1391	1062
35 Interest on Farm Capital	14090	23073	16321
36 Total Exp. & Net Decreases	37018	41794	41336
37 Labor Earnings	6708	58755	-15193
38 Number of Farm Operators	1	1	1

Table 4 - HOUSEHOLD EXPENSE - 1975

Item	Average of 254 Farms	52 Most Profitable Farms	54 Least Profitable Farms
1 Number of Persons-Family	4	5	5
2 Number of Adult Equivalent-Family	3.2	3.5	3.2
3 Church and Welfare	\$ 413	\$ 645	\$ 338
4 Medical Care & Health Ins.	1085	1023	1028
5 Food & Meals Bought	1333	1228	1308
6 Operating Exp. & Supplies	483	484	405
7 Furnishings & Equipment	503	397	511
8 Clothing & Clothing Materials	457	477	464
9 Personal Care, Personal Spending	274	177	199
10 Education	194	136	209
11 Recreation	254	258	273
12 Gifts & Special Events	179	192	181
13 Pers. Share Truck & Auto Exp.	353	387	380
14 Oper. Share Upkeep on Dwelling	280	250	199
15 Pers. Share Tel. & Elec. Exp.	203	186	226
16 Total Cash Living Exp.	\$ 6011	\$ 5840	\$ 5721
17 Pers. Share New Truck & Auto	323	445	142
18 New Dwelling Bought	671	632	852
19 Taxes and Other Deductions	2098	3025	2171
20 Life Ins. & Other Savings and Investments	1818	3750	2770
21 Total Household & Personal (16) - (20)	\$ 10921	\$ 13692	\$ 11656
22 Total Family Living From the Farm (33)	\$ 300	\$ 339	\$ 292
23 Total Cash & Non-Cash Expenses (21)+(22)	\$ 11221	\$ 14031	\$ 11948
24 FAMILY LIVING FROM THE FARM (AVERAGES)			
25		Amount	\$ Opr Share
26 Milk and Cream		215	53
27 Beef		591	178
28 Pork		143	60
29 Lamb		2	1
30 Poultry		9	4
31 Veg., Fruit, Spuds, and Fuel, Other			3
32 Eggs		6	2
33 Total Family Living From The Farm			\$ 301

TABLE 5A - NET WORTH STATEMENT - OPERATOR - 1975

ITEM	Average of 398 Farms	
	Jan. 1	Dec. 31
1 Total Productive livestock	15066	18793
2 Crop, Seed and Feed	33827	32230
3 Total Power, Machinery and Equipment	22406	27868
4 Land	51601	56865
5 Buildings, Fences, Etc.	15316	18201
6 Total Farm Capital	138216	153957
7 Non-Farm Assets	14365	16668
8 Dwelling	5432	5988
9 Total Assets	158013	176613
10 Real Estate Mortgages	28663	34149
11 Chattel Mortgages	15342	19565
12 Notes	9934	11946
13 Accounts Payable	2434	3205
14 Total Liabilities	56373	68865
15 Farmers Net Worth	101640	107748
16 Gain or (Loss) in Net Worth		6108
17 Supplementary Management Information		
18 Operators Labor Earnings(6B-39)	5613	
19 Return to Capital and Family Labor(6B-40)	11044	
20 Non-Farm Income		
21 Outside Investment Income	354	
22 Other Personal Income & Income Tax Refund	1323	
23 Total Non-Farm Income	1677	
23A Total Family Farm & Non Farm Income	12721	
24 Total Money Borrowed	39758	
25 Total Paid on Debt (Principal)	27816	
26 Total Hshld. & Pers. Cash Exp. (4/23)	13093	
27 Ratio Tot. Farm Exp. to Tot. Liab.	.937	
28 Ratio Tot. Assets to Tot. Liab.	Jan. 2.803	Dec. 2.565
29 Ratio Non-Real Est. Assets Non-Real Est. Liab.	3.09	2.75
30 Ratio Real Est. Assets to Real Est. Liab.	2.52	2.37
31 Ratio Net Worth to Total Liab.	1.80	1.56
32* Ratio Cash Op. Exp. to Adj. Tot. Farm Sales		.76
33 Ratio Total Farm Rec. to Avg. Farm Capital W.F.		.41
34 Ratio Total Farm Rec. to Avg. Farm JCap., Op. Share		.58

*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	80 Most Profitable Farms		80 Least Profitable Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Prod. Lvstk.	\$ 23213	\$ 31170	\$ 16114	\$ 16802
2 Crop, Seed & Feed	53101	61370	38751	28053
3 Total Power, Mach & Equip.	34932	44030	25077	29424
4 Land	84309	95053	51086	57431
5 Bldgs., Fences, Etc.	23248	26742	18790	22648
6 Total Farm Capital	218803	258365	150148	154358
7 Non-Farm Assets	25893	31641	13217	14978
8 Dwelling	7007	7579	5222	6454
9 Total Assets	\$ 251703	\$ 297585	\$ 168587	\$ 175790
10 Real Estate Mortgages	44982	56138	32713	38509
11 Chattel Mortgages	28391	29297	18792	28852
12 Notes	15371	17704	10083	12416
13 Accounts Payable	5041	7065	2421	3591
14 Total Liabilities	\$ 93785	\$ 110204	\$ 64009	\$ 83368
15 Farmers Net Worth	157918	187381	104578	92422
16 Gain or (Loss) in Net Worth		\$ 29463		\$ -12156
17 Supplementary Management Information				
18 Operators Labor Earn. (68/39) \$	53241		\$ -12367	
19 Return to Capital & Family Labor (68/40)	61230		- 6851	
20 Non-Farm Income				
21 Outside Investment Income	1028		167	
22 Other Pers. Income & Income Tax Refund	1451		1397	
23 Total Non-Farm Income	\$ 2479		\$ 1564	
23A Total Family Farm & Non-Farm Income	63709		5287-	
24 Total Money Borrowed	72793		44177	
25 Total Paid on Debt-Principal	57052		25725	
26 Total Hsh. & Pers. Cash Exp. (4/23)	11365		9489	
27 RTF/Exp. to Ttl. Farm Recp.	.689		1.174	
28 Ra.T.Assets to Ttl. Liab.	2.684	2.700	2.634	2.109
29 Ra.Non-Real Est. Assets - Non-Real Est. Liab.	2.81	3.11	2.99	1.99
30 Ra.Real Est. Ast.-Real Est.Liab.	2.55	2.30	2.30	2.25
31 Ra.Net Worth-Ttl. Liabilities	1.68	1.70	1.63	1.11
32 Ra.Cash Opr. Exp.-Adj. Ttl. F.Sale		.58		.77
33 Ra.Ttl. Farm Rec.-Avg.F.Cap. W.F.		.53		.33
34 Ra.Ttl. Farm Rec.-Avg.F.Cap. Op.Share		.72		.47

*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 Ttl. Exp. to Ttl. 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 398 Farms	80 Most Profitable Farms	80 Least Profitable Farms
1 Sale of Livestock & Livestock Products			
2 Dairy Cows	728	583	1053
3 Dairy Products	7331	5824	7691
4 Other Dairy Cattle	534	291	872
5 Beef Breeding Cattle	492	190	1169
6 Beef Feeder Cattle	8104	20951	7137
7A Hogs Complete	7245	18408	2580
7B Hogs Finishing	3932	5124	4173
7C Hogs Producing Weaning Pigs	964	958	438
8A Sheep & Wool, Farm Flock	97	63	175
8B Sheep & Wool, Feeder Lambs	17		3
9 Chickens (Hens and Broilers)	17	15	30
10 Turkeys			
11 Eggs	347	696	841
12 Other Productive Livestock	9	42	1
12A Total Sales of Productive Livestock	\$29817	53144	26162
13 Sales of Crops			
13A Wheat	5144	9984	4979
13B Other Small Grains	1338	7401	1135
13C Corn	14803	27168	12820
13D Soybeans	6330	12584	6823
13E Other Row Crops	2479	9469	2333
13F Legumes and Other Forage	322	491	301
13G Grass Seed			
13H Fruits and Nuts			
13I Veg., Roadside Market & Spec.			
13J Nursery, Timber and Other			
13K Set Aside-Government Payments			
19A Total Sales from Crops	30416	67097	28391
20 Capital Assets Sold	376	1027	-870
21 Gas Tax Refund	220	294	137
22 Income From Work off the Farm	2191	2683	1546
23 Patronage Refunds	1872	3496	1714
24 Miscellaneous Farm Income	723	1436	618
25 Total Farm Sales	65615	129177	57698
26 Increase in Farm Capital	15710	39583	4581
27 Family Living From the Farm	308	373	295
28 Total Farm Receipts (25)-(26)-(27)	81633	169133	62574
29 Adj. Total Farm Sales (25)-(26)	65239	128150	58568
30 Total Cash Farm Operator Expense	49416	74549	44722
31 Net Cash Operating Income	15823	53601	13846

Table 6B - OPERATORS SHARE OF CASH EXPENSES

Item	Average of 398 Farms	80 Most Profitable Farms	80 Least Profitable Farms
1 <u>Purchase of Livestock</u>			
2 Dairy Cows	\$ 326	\$ 76	\$ 828
3 Other Dairy Cattle	147	18	216
4 Beef Breeding Cattle	194	124	120
5 Beef Feeder Cattle	3714	8824	3891
6A Hogs Complete	627	978	280
6B Hogs Finishing	1440	1493	1493
6C Hogs Producing Weaning Pigs	56	43	36
7A Sheep, Farm Flock	6	3	6
7B Sheep, Feeder Lambs	9		
8 Chickens	13	34	2
9 Turkeys			
10 Other Productive Livestock	20	42	56
11 Miscellaneous Livestock Expense	905	1155	1018
12 Feed Bought	6554	12458	5673
13 Fertilizer	5671	10932	5631
14 Chemicals	1786	3242	1825
15 Other Crop Expense	2911	4934	2791
15A Irrigation Operation Costs	10		9
16 Custom Work Hired	1464	2409	1493
17 Repair & Upkeep - Livestock Equip.	278	395	205
18 Repair & Upkeep - Farm Real Estate	579	836	780
19 Gas, Oil, Grease Bought (F.Share)	2163	3054	2421
20 Repair & Opr. of Mach, Tractor, Truck, Auto (F.Share)	2838	4395	3023
20A Repair & Upkeep-Irrig. Equipment	1		2
21 Wages of Hired Labor	1682	3496	1890
22 Personal Property & Real Est. Taxes	7581	1234	1001
23 Cash Rent	3151	5847	4030
24 General Farm Expense	911	1265	917
25 Telephone Exp. - Farm Share	144	173	152
26 Electricity Exp. - Farm Share	377	481	398
27 Interest Expense	3855	6607	4536
28 Total Cash Opr. Expense	\$ 49413	\$ 74548	\$ 44723
29 Power, Crop & Gen. Machinery Bought (Farm Share)	10066	15915	10687
29A Irrigation Equip. Bought	91		24
30 Livestock Equip. Bought	1152	1405	1257
31 New Real Estate & Improvements	9788	15908	12675
32 Total Farm Puch. (28)-(31)	\$ 70510	\$ 107776	\$ 69366
33 Decrease in Farm Capital			
34 Interest on Farm Capital	4872	7514	4787
35 Unpaid Family Labor	559	475	729
37 Board Furnished Hired Labor	79	127	59
38 Total Farm Exp. (32)-(37)	\$ 76020	\$ 115892	\$ 74941
39 Labor Earn. (Opr. S.)(6A/28-(28))	5613	53241	-12367
40 Ret. to Cap. & Family Labor	11044	61230	- 6851

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	Bly., Wheat,	.30/acre
Other Dairy Cattle	1.2/head	Oats, Rye	
Beef Breeding Cows	1.5/head	Canning Peas	.40/acre
Beef Feeder	.12/cwt.	Oat Silage	.40/acre
Hogs-Complete	.12/cwt.	Canning Corn	.50/acre
Hogs-Finishing	.06/cwt.	Corn for Grain	.55/acre
Hogs-Weaning Pigs	1.4/litter	Soybeans	.45/acre
Sheep, Farm Flock	.60/head	Corn & Cane Silage	.60/acre
Lambs, Feeder	.30/head	Alfalfa Hay	.60/acre
Chickens, Lay. Flock	5.0/100	O. Leg. & Mixes Hay	.40/acre
Broilers	.20/cwt.	Tame Grass Hay	.20/acre
Turkey, Lay. Flock	25.0/100	Annual Hay	.30/acre
Turkey Poults	.12/cwt.	Leg. & Grass Silage	.40 acre
Labor Off Farm	1.0/\$20	Summer Fallow Tilled	.20/acre
Diverated Acres-Idle	.05/acre	Wild Hay	.20/acre
		Sugar Beets	2.00/acre
		Pinto Beans	.50/acre

ANIMAL UNITS

One animal unit represents; one dairy cow or bull, two other dairy cattle, 1 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, 50 hens, or 1,100 lbs. of turkeys produced.

AVERAGE PRICES FOR FARM GROWN FEEDS

GRAIN:

Corn	\$ 2.80 Per Bu.
Oats	1.50 Per Bu.
Barley	2.25 Per Bu.

HAY:

Alfalfa	\$ 60.00 Per Ton
Other Legume Hay	50.00 Per Ton
Wild Hay	40.00 Per Ton

OTHER ROUGHAGES:

Corn Silage	\$ 18.00 Per Ton
Grass Silage	15.00 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

AGE OF THE FARM COOPERATOR ON A PERCENTAGE BASIS FOR 1975 ANALYSIS:

<u>Age Group</u>	<u>Percent of Total</u>
20-24	11%
25-29	24%
30-34	21%
35-39	17%
40-44	15%
45-49	6%
50 and Over	6%

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 - 1975

Item	Average of 398 Farms	80 Most Profitable Farms	80 Least Profitable Farms
1 Labor Earnings	\$ 6708	\$58755	\$-15193
2 Crop Yield Index	100	104	97
3 % Till. Land in H.R. Crops	76.6	80.9	77.9
4 Gr.Ret./Till. Acre JEx. Past	138.22	174.55	133.60
5 Ret.\$100 Prod. Lvstk, Index	100	112	97
6 Lvstk, Units Per 100 Acres*	23.2	34.0	19.0
7 Size of Bus.-Work Units	399.5	607.3	352.8
8 Work Units FPer Units	274.0	364.9	235.3
9 Pow.Mach.Equ/Work Units	36.27	25.13	63.62
10 Farm Cap. Invest./Worker	164755	222506	197760
11 Index of Ret. \$100 Feed From			
12 Complete Hog Enterprise	100	103	88
13 Hog Finishing Enterprise	100	105	104
14 Producing Weaning Pigs	100	129	106
15 Dairy Cattle	100	106	87
16 Other Dairy Cattle	100	102	95
17 All Dairy & Dual Purp. Cattle	100	104	89
18 Beef Breeding Cattle	100	250	40
19 Beef Feeder Cattle	100	108	81
20 Sheep Farm JFlock	102		113
21 Feeder Lambs	100		
22 Chickens,-Laying Flock	100	105	118
23 Chickens-Broilers	100	100	80
24 Turkeys-Laying Flock			
25 Turkey Poults			
26 Other Prod. Livestock	100	125	
27 Number of Animal Units	57.2	87.9	53.3
28 <u>Work Units</u>			
29 Crops	181.5	356.6	173.5
30 Productive Livestock	131.7	154.6	115.5
31 Other Prod. Work Units	86.2	96.0	63.7
32 <u>Expenses Per Work Unit</u>			
33 Trac. & Crop Mach. Exp.	18.41	15.71	34.12
34 F.S./ of Auto & Truck Exp/	7.15	6.10	8.84
35 F.S. of Electric	1.09	.91	1.27
36 Lvstk. Equipment Exp.	2.09	2.14	2.62
37 Build. Fec. & Tiling JExp.	7.51	5.50	16.76
38 Tractor & Crop Mach. Exp.	19.05	11.67	30.72
Per Crop Acre**			
39 Farm P.&Mach. Cost All. to Lives	696.67	669.22	667.70
40 Build. Fenc. & Tiling Cost All. to Crops	993.64	1507.77	1312.03

41 * ACRES INCLUDE ALL LTILL. LAND, NON-TILLABLE HAY & PASTURE

42 ** ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY

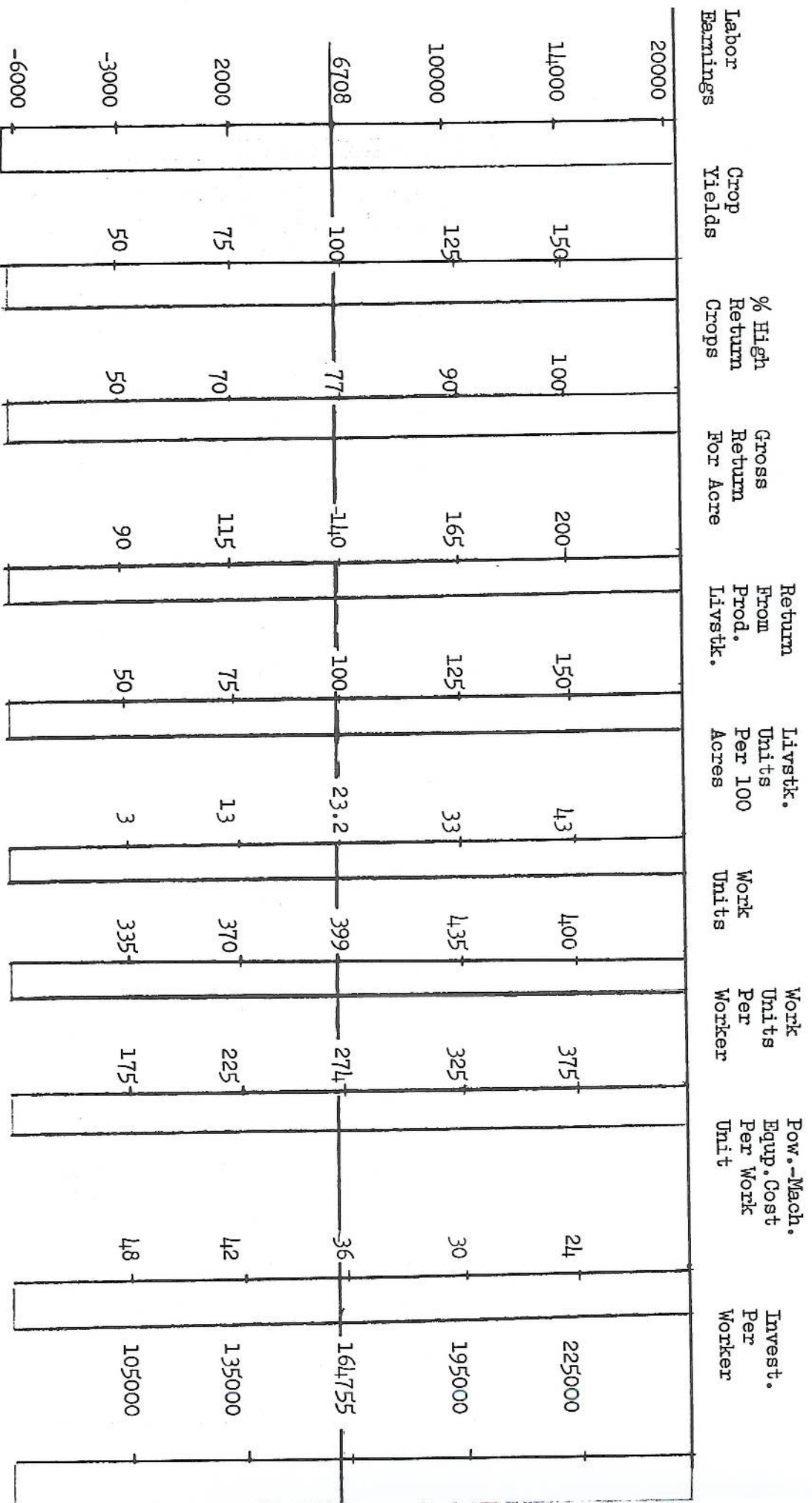


TABLE 9 - CROP PRODUCTION -1975

Item	395 Average Earnings Acres	80 High Earnings Acres	80 Low Earnings Acres
A. Total Small Grain & can. Peas	80.3	133.5	73.5
B. Total Row Crop	222.4	465.3	209.4
C. Total Legume, Inc. Seed	21.7	19.6	24.0
D. Total Other Hay	.6	.8	.7
E. Total Silage & Fodder	20.9	24.2	21.2
F. Total Tillable Pasture	1.8	.6	1.6
G. Total Grass Crops			
H. Commercial Fruits & Nuts			
I. Commercial Vegetables			
J. Total Roadside Mkt./Spec. Crops			
K. Total Fallow and Idle Land	.1		.1
L. Total Tillable Land	347.8	644.0	330.5
M. Total Non-Tillable Hay/Past.	4.5	.1	9.5
N. Total Non-Tillable Forest Crops			
O. Total Land Not Harvested	54.7	52.9	67.7
P. Total Non-Tillable Land	59.2	53.0	77.2
Q. Total Total Land in Farm or Ranch	407.0	697.0	407.7

9992 SUPPLEMENTARY MANAGEMENT INFORMATION

9993 Percent Land Tillable	85.5	92.4	81.1
9994 Percent Land on High Return Crops	80.7	85.4	80.2
9995*Fertilizer Cost Per Acre	17.81	17.97	20.01
9996*Crop Chemicals Per Acre	5.80	5.64	6.63
9997*Seed and Other Costs Per Acre	9.03	8.08	8.91
9998*Gas, Oil, & Grease Bought Per Acre	6.10	6.00	5.44

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 fertilizers, 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 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- 1975

Item	Average Yield of 19 Farms	8 Farms High In Yield	8 Farms Low In Yield
1 Acres	48.9	64.7	36.2
2 Yield	46.1	54.1	32.1
3 Value Per Production Unit	2.26	2.35	2.18
4 Crop Product Return	104.09	127.20	70.03
5 Other Crop Income			
6 Total Crop Return..	104.09	127.20	70.03
7 Supplemental Costs			
8 Fertilizer	9.61	12.64	4.48
9 Chemicals	.94	.90	1.08
10 Seed and Others	7.38	8.04	6.49
11 Special Hired Labor			
12 Custom Work Hired	.08		.22
13 Irrigation Operation			
14 Total Supplemental Costs	18.01	21.58	12.27
15 Return Over Supplemental Costs	86.08	105.62	57.76
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	2.64	1.88	5.72
18 Farm Power & Mach.-Operation	7.18	7.53	6.63
19 Irrigation Equip.-Ownership			
20 Land Cost	27.42	30.89	24.78
21 Miscellaneous Costs	.04		.11
22 Interest on Mach.&Equip. Inv.	2.66	2.50	3.07
23 Total Allocated Costs	39.94	42.80	40.31
24 Return Over All Listed Costs	46.14	61.82	17.45
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	.98	.97	1.00
28 Total Cost Per Unit of Prod.	1.25	1.15	1.61
29 Return Over Listed Costs Per Unit	1.01	1.20	.57
30 Total Listed Costs Per Acre	57.95	63.38	52.58
30A Breakeven Yield	25.64	26.97	24.12
31 *Does not include interest on investment in irrigation equipment or land.			

Table 10 - CROP DATA FOR FLAX - 1975

Item	Average Yield of 37 Farms	18 Farms High In Yield	18 Farms Low In Yield
1 Acres	42.1	51.1	29.8
2 Yield	13.6	16.1	9.7
3 Value Per Production Unit	6.55	6.45	6.63
4 Crop Product Return	89.14	103.87	64.30
5 Other Crop Income	1.76	1.10	3.26
6 Total Crop Return	90.90	104.97	67.56
7 Supplemental Costs			
8 Fertilizer	3.28	3.42	2.52
9 Chemicals	1.26	1.14	1.44
10 Seed and Other	11.09	12.02	10.47
11 Special Hired Labor			
12 Custom Work Hired	1.09	.63	2.11
13 Irrigation Operation			
14 Total Supplemental Costs	16.72	17.21	16.54
15 Return Over Supplemental Costs	74.18	87.76	51.02
16 Allocated Costs			
17 Farm Power and Mach.-Ownership	5.39	6.81	.74
18 Farm Power and Mach.-Operation	6.79	7.42	6.81
19 Irrigation Equipment-Ownership			
20 Land Costs	29.30	31.33	26.67
21 Miscellaneous Costs	.12	.16	.13
22 *Interest on Mach., & Equipment Investment	1.85	1.64	2.32
23 Total Allocated Costs	43.45	47.36	36.67
24 Return Over all Listed Costs	30.73	40.40	14.35
25 Supplementary Management Infor.			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.99	1.00	.98
28 Total Listed Cost Per Unit of Production	4.40	3.99	5.42
29 Return Over Listed Costs Per Unit	2.28	2.53	1.55
30 Total Listed Costs Per Acre	60.17	64.57	53.21
30A Breakeven Yield	9.19	10.01	8.03
31 *Does Not Include Interest On Investment in Irrigation Equip- ment or Land			

TABLE 10 - CROP DATA FOR OATS, FEED - 1975

Item	Average Yield of 241 Farms	120 Farms High In Yield	120 Farms Low In Yield
1 Acres	37.6	34.6	40.9
2 Yield	61.1	76.6	47.9
3 Value Per Production Unit	1.48	1.48	1.48
4 Crop Product Return	90.43	113.38	70.93
5 Other Crop Income	5.32	6.10	4.65
6 Total Crop Return	95.75	119.48	75.58
7 Supplemental Costs			
8 Fertilizer	5.59	6.97	4.43
9 Chemicals	.77	.75	.78
10 Seed and Other	5.51	5.92	5.16
11 Special Hired Labor	.03		.02
12 Custom Work Hired	1.86	1.62	2.08
13 Irrigation Operation			
14 Total Supplemental Costs	13.76	15.26	12.47
15 Return Over Supplemental Costs	81.99	104.22	63.11
16 Allocated Costs			
17 Farm Power & Mach.--Owner.	7.05	8.50	5.82
18 Farm Power & Mach.--Operation	8.22	8.35	8.09
19 Irrigation Equip.--Ownership			
20 Land Cost	34.83	38.32	31.13
21 Miscellaneous Costs	.19	.23	.12
22 *Interest on Mach.&Equip. Inv.	2.15	2.51	1.83
23 Total Allocated Costs	52.44	57.91	46.99
24 Return Over All Listed Costs	29.55	46.31	16.12
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	1.00	.99	1.01
28 Total Costs Per Unit of Prod.	1.07	.95	1.24
29 Return Over Listed Costs Per Unit	.50	.61	.34
30 Total Listed Costs Per Acre	66.20	73.17	59.46
30A Breakeven Yield	44.73	49.44	40.18
31 * Does not include interest on investment in irrigation equipment or land			

Table 10 - CROP DATA FOR RYE - 1975

Item	Average
1 Acres	26.2
2 Yield	37.6
3 Value Per Prod. Unit	2.31
4 Crop Product Return	86.76
5 Other Crop Income	2.86
6 Total Crop Return	89.62
7 Supplemental Costs	
8 Fertilizer	6.79
9 Chemicals	
10 Seed and Other	4.66
11 Special Hired Labor	
12 Custom Work Hired	.31
13 Irrigation Operation	
14 Total Supplemental Costs	11.76
15 Return Over Supplemental Costs	77.86
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	4.27
18 Farm Power & Machinery - Operation	6.83
19 Irrigation Equipment - Ownership	
20 Land Costs	26.40
21 Miscellaneous Costs	
22 *Interest on Mach. & Equipment Investment	1.76
23 Total Allocated Costs	39.26
24 Return Over All Listed Costs	38.60
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.30
27 Power Costs Allocation Factor	1.02
28 Total Listed Cost Per Unit of Production	1.35
29 Return Over Listed Costs Per Unit	1.04
30 Total Listed Costs Per Acre	51.02
30A Breakeven Yield	22.09
31 *Does Not Include Interest on Investment in Irrigation Equipment or Land	

Table 10 - CROP DATA FOR WHEAT, SPRING - 1975

Item	Average Yield of 161 Farms	80 Farms High In Yield	80 Farms Low In Yield
1 Acres	72.2	85.8	59.3
2 Yield	34.0	40.0	25.3
3 Value Per Production Unit	4.05	4.00	4.11
4 Crop Product Return	137.71	159.95	104.17
5 Other Crop Income	.50	.50	.49
6 Total Crop Return	138.21	160.45	104.66
7 Supplemental Costs			
8 Fertilizer	15.53	17.12	13.29
9 Chemicals	1.97	2.31	1.48
10 Seed and Other	10.01	10.56	9.21
11 Special Hired Labor			
12 Custom Work Hired	2.34	2.16	2.60
13 Irrigation Operation			
14 Total Supplemental Costs	29.85	32.15	26.58
15 Return over Supplemental Costs	108.36	128.30	78.08
16 Allocated Costs			
17 Farm Power & Mach. - Ownership	8.85	8.43	9.48
18 Farm Power & Mach. - Operation	8.03	7.89	8.23
19 Irrigation Equipment-Ownership			
20 Land Costs	41.12	47.16	35.03
21 Miscellaneous Costs			
22 *Interest on Mach. & Equipment Investment	2.59	2.48	2.77
23 Total Allocated Costs	60.59	65.96	55.51
24 Return over all Listed Costs	47.77	62.34	22.57
25 Supplementary Management Infor.			
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 Unit of Production	2.66	2.45	3.24
29 Return over Listed Costs Per Unit	1.41	1.56	.89
30 Total Listed Costs Per Acre	90.44	98.11	82.09
30A Breakeven Yield	22.33	24.53	19.97
31 *Does Not Include Interest On Investment in Irrigation Equip- ment or Land			

Table 10- CROP DATA FOR WINTER WHEAT - 1975

Item	Average
1 Acres	25.7
2 Yield	24.6
3 Value Per Production Unit	3.90
4 Crop Product Return	96.07
5 Other Crop Income	1.56
6 Total Crop Return	97.63
7 Supplemental Costs	
8 Fertilizer	8.83
9 Chemicals	.12
10 Seed and Other	8.48
11 Special Hired Labor	
12 Custom Work Hired	2.57
13 Irrigation Operation	
14 Total Supplemental Costs	20.00
15 Return Over Supplemental Costs	77.63
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	7.90
18 Farm Power & Machinery - Operation	8.56
19 Irrigation Equipment - Ownership	
20 Land Costs	33.86
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	2.49
23 Total Allocated Costs	52.81
24 Return Over All Listed Costs	24.82
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.30
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	2.92
29 Return Over Listed Costs Per Unit	1.04
30 Total Listed Costs Per Acre	72.81
30A Breakeven Yield	18.67
31 *Does Not Include Interest on Investment In Irrigation Equipment or Land	

TABLE 10 - CROP DATA FOR BEANS, NAVY - 1975

Item	Average	High Yield	Low Yield
1 Acres	31.9	42.0	27.3
2 Yield	7.8	9.7	5.2
3 Value Per Production Unit	20.06	22.00	15.63
4 Crop Product Return	157.21	212.67	80.73
5 Other Crop Income			
6 Total Crop Return	157.21	212.67	80.73
7 Supplemental Costs			
8 Fertilizer	11.82	17.64	3.70
9 Chemicals	8.18	9.26	7.33
10 Seed and Other	11.07	9.74	11.50
11 Special Hired Labor			
12 Custom Work Hired	2.38	2.71	.15
13 Irrigation Operation			
14 Total Supplemental Costs	33.45	38.85	22.68
15 Return Over Supplemental Costs	123.76	173.82	58.05
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	14.48	17.67	10.22
18 Farm Power & Mach.-Operation	11.60	12.62	9.45
19 Irrigation Equip.-Ownership			
20 Land Cost	52.11	55.75	45.25
21 Miscellaneous Costs	.50		1.28
22 *Interest On Mach.&Equip. Inv.	3.17	2.88	3.55
23 Total Allocated Cost	81.86	88.92	69.75
24 Return Over All Listed Costs	41.90	84.90	-11.70
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.50	.50	.50
27 Power Cost All. Factor	.89	1.00	.75
28 Total Costs Per Unit of Prod.	14.70	13.14	17.85
29 Return Over Listed Costs Per Unit	5.36	8.86	-2.22
30 Total Listed Costs Per Acre	115.31	127.77	92.43
30A Breakeven Yield	5.75	5.81	5.91
31 * Does not include interest on investment in irrigation equipment or land.			

TABLE 10 - CROP DATA FOR BEANS, PINTO- 1975

Item	Average	High Yield	Low Yield
1 Acres	58.3	67.3	49.3
2 Yield	10.5	12.5	7.9
3 Value Per Production Unit	14.11	18.17	10.05
4 Crop Product Return	148.35	226.52	79.09
5 Other Crop Income			
6 Total Crop Return	148.35	226.52	79.09
7 Supplemental Costs			
8 Fertilizer	3.64		8.60
9 Chemical	11.84	12.69	10.69
10 Seed and Other	20.50	20.51	20.49
11 Special Hired Labor	1.06		2.52
12 Custom Work Hired	4.31		10.18
13 Irrigation Operation			
14 Total Supplemental Costs	41.35	33.20	52.48
15 Return Over Supplemental Costs	107.00	193.32	26.61
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	13.10	13.97	11.93
18 Farm Power & Mach.-Operation	13.72	10.33	18.36
19 Irrigation Equip.-Ownership			
20 Land Cost	43.33	53.33	33.33
21 Miscellaneous Costs			
22 *Interest On Mach.&Equip. Inv.	3.46	2.84	4.30
23 Total Allocated Costs	73.61	80.47	67.92
24 Return Over All Listed Cost	33.39	112.85	-41.31
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.50	.50	.50
27 Power Costs All. Factor	.97	.93	1.00
28 Total Costs Per Unit of Prod.	10.90	9.09	15.26
29 Return Over Listed Costs Per Unit	3.21	9.08	-5.21
30 Total Listed Costs Per Acre	114.96	113.67	120.40
30A Breakeven Yield	8.15	6.26	11.98
31 * Does not include interest on investment in irrigation equipment or land			

Table 10 - CROP DATA FOR CANNING CORN - 1975

Item	Average	High Yield	Low Yield
1 Acres	52.6	63.3	41.9
2 Yield	128.95	151.74	94.53
3 Value Per Prod. Unit	1.00	1.00	1.00
4 Crop Product Return	128.95	151.74	94.53
5 Other Crop Income			
6 Total Crop Return	128.95	151.74	94.53
7 Supplemental Costs			
8 Fertilizer	32.00	32.91	30.62
9 Chemicals	6.08	5.73	6.61
10 Seed and Other	2.45	2.15	2.91
11 Special Hired Labor			
12 Custom Work Hired	2.68	2.31	3.25
13 Irrigation Operation			
14 Total Supplemental Costs	43.21	43.12	43.39
15 Return Over Supplemental Costs	85.74	108.62	51.14
16 Allocated Costs			
17 Farm Power & Mach.--Ownership	16.77	11.66	24.51
18 Farm Power & Mach.--Operation	13.56	14.27	12.48
19 Irrigation Equip.--Ownership			
20 Land Costs	46.70	49.30	44.10
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Investment	3.84	2.91	5.25
23 Total Allocated Costs	80.87	78.14	86.34
24 Return Over All Listed Costs	4.87	30.48	-35.20
25 Supplementary Management Infor.			
26 Work Units Assigned Per Acre	.50	.50	.50
27 Power Costs Allocation Factor	.91	.82	1.00
28 Total Listed Cost Per Unit of Production	.96	.80	1.37
29 Return Over Listed Costs Per Unit	.04	.20	- .37
30 Total Listed Costs Per Acre	124.08	121.26	129.73
30A Breakeven Yield	124.08	121.26	129.73
31 *Does Not Include Interest On Investment in Irrigation Equipment Or Land			

TABLE 10- CROP DATA FOR CORN FOR GRAIN -1975

Item	Average Yield of 383 Farms	191 Farms High In Yield	191 Farms Low In Yield
1 Acres	146.3	141.2	152.1
2 Yield	52.6	78.3	28.6
3 Value Per Production Unit	2.39	2.39	2.38
4 Crop Product Return	125.61	187.20	68.11
5 Other Crop Income	.94	.45	1.41
6 Total Crop Return	126.55	187.65	69.52
7 Supplemental Costs			
8 Fertilizer	27.94	40.25	16.70
9 Chemicals	7.75	10.68	5.08
10 Seed and Other	9.97	13.36	6.87
11 Special Hired Labor	.08	.06	.09
12 Custom Work Hired	2.03	3.02	1.14
13 Irrigation Operation			
14 Total Supplemental Costs	47.77	67.37	29.88
15 Return Over Supplemental Costs	78.78	120.28	39.64
16 Allocated Costs			
17 Farm Power & Mach.-Owners.	13.12	16.38	10.13
18 Farm Power & Mach.-Operation	6.86	4.14	9.34
19 Irrigation Equip.-Ownership		.01	
20 Land Cost	39.88	43.76	35.93
21 Miscellaneous Costs	.63	.73	.53
22 *Interest On Mach.&Equip.Inv.	3.67	4.86	2.59
23 Total Allocated Cost	64.16	69.88	58.52
24 Return Over All Listed Costs	14.62	50.40	-18.88
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs All. Factor	.98	.98	.98
28 Total Costs Per Unit of Prod.	2.12	1.74	3.06
29 Return Over Listed Costs Per Unit	.32	.69	-.63
30 Total Listed Costs Per Acre	111.93	137.25	88.40
30A Breakeven Yield	46.83	57.43	37.14
31 *Does not include interest on investment in irrigation equipment or land.			

Table 10 - CROP DATA FOR SOYBEANS - 1975

Item	Average Yield of 282 Farms	141 Farms High In Yield	141 Farms Low In Yield
1 Acres	88.6	103.2	74.1
2 Yield	27.1	31.4	21.0
3 Value Per Production Unit	4.79	4.79	4.78
4 Crop Product Return	129.81	150.57	100.50
5 Other Crop Income	.16		.38
6 Total Crop Return	129.97	150.57	100.88
7 Supplemental Costs			
8 Fertilizer	1.02	1.13	.85
9 Chemicals	6.87	7.70	5.70
10 Seed and Other	8.40	8.90	7.71
11 Special Hired Labor	.85	1.01	.61
12 Custom Work Hired	1.23	1.45	.92
13 Irrigation Operation			
14 Total Supplemental Costs	18.37	20.19	15.79
15 Return Over Supplemental Costs	111.60	130.38	85.09
16 Allocated Costs			
17 Farm Power and Mach.-Ownership	13.13	13.69	12.31
18 Farm Power and Mach.-Operation	10.25	9.40	11.42
19 Irrigation Equip. - Ownership			
20 Land Costs	43.16	46.16	40.16
21 Miscellaneous Costs	.80	.87	.70
22 *Interest on Mach. & Equipment Investment	3.63	3.92	3.21
23 Total Allocated Costs	70.97	74.04	67.80
24 Return Over All Listed Costs	40.63	56.34	17.29
25 Supplementary Management Infor.			
26 Work Units Assigned Per Acre	.45	.45	.45
27 Power Costs Allocation Factor	.99	.99	.99
28 Total Listed Cost Per Unit of Prod.	3.29	2.99	3.97
29 Return Over Listed Costs Per Unit	1.51	1.80	.83
30 Total Listed Costs Per Acre	89.34	94.23	83.59
30A Breakeven Yield	18.65	19.67	17.49
31 *Does Not Include Interest on Investment in Irrigation Equipment or Land			

TABLE 10 - CROP DATA FOR SUNFLOWERS - 1975

Item	Average	High Yield	Low Yield
1 Acres	97.5	77.6	117.4
2 Yield	10.4	13.4	8.3
3 Value Per Production Unit	10.48	10.48	10.47
4 Crop Product Return	108.99	140.43	87.22
5 Other Crop Income			
6 Total Crop Return	108.99	140.43	87.22
7 Supplemental Costs			
8 Fertilizer	12.51	10.40	13.90
9 Chemicals	3.26	6.47	1.13
10 Seed and Other	6.50	7.29	5.98
11 Special Hired Labor			
12 Custom Work Hired	.41	1.03	
13 Irrigation Operation			
14 Total Supplemental Costs	22.68	25.19	21.01
15 Return Over Supplemental Costs	86.31	115.24	66.21
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	12.16	10.49	13.27
18 Farm Power & Mach.-Operation	13.07	10.48	14.78
19 Irrigation Equip.-Ownership			
20 Land Cost	34.10	31.00	37.20
21 Miscellaneous Costs			
22 *Interest on Mach.&Equip.Inv.	3.56	4.14	3.17
23 Total Allocated Cost	62.89	56.11	68.42
24 Return Over All Listed Costs	23.42	59.13	-2.21
25 Supplementary Management 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.	1.88	.80	10.71
29 Return Over Listed Costs Per Unit	8.60	9.68	-.24
30 Total Listed Costs Per Acre	85.57	81.30	89.43
30A Breakeven Yield	8.17	7.76	8.54
31 *Does not include interest on investment in irrigation equipment or land			

Table 10 - CROP DATA FOR CANNING PEAS - 1975

Item	Average	High Yield	Low Yield
1 Acres	41.0	21.0	61.1
2 Yield	134.95	198.76	112.82
3 Value Per Prod. Unit	1.00	1.00	1.00
4 Crop Product Return	134.95	198.76	112.82
5 Other Crop Income	1.83		2.47
6 Total Crop Return	136.78	198.76	115.29
7 Supplemental Costs			
8 Fertilizer	11.93	11.43	12.08
9 Chemcials	1.63	5.24	.39
10 Seed & Other	3.80	6.95	2.73
11 Special Hired Labor			
12 Custom Work Hired	.15		.20
13 Irrigation Operation			
14 Total Supplemental Costs	17.51	23.62	15.40
15 Return Over Supplemental Costs	119.27	175.14	99.89
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	11.59	12.71	11.16
18 Farm Power & Mach.-Operation	10.59	9.05	11.10
19 Irrigation Equipment - Ownership			
20 Land Costs	42.17	38.50	45.83
21 Miscellaneous Costs	1.34	1.24	1.39
22 *Interest on Mach. & Equipment Investment	2.76	3.57	2.47
23 Total Allocated Costs	68.45	65.07	71.95
24 Return Over All Listed Costs	50.82	110.07	27.94
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.40	.40	.40
27 Power Costs Allocation Factor	.84	.83	.86
28 Total Listed Cost Per Unit of Production	.64	.44	.77
29 Return Over Listed Costs Per Unit	.38	.56	.25
30 Total Listed Costs Per Acre	85.96	88.69	87.35
30A Breakeven Yield	85.96	88.69	87.35
31 *Does Not Include Interest on Investment in Irrigation Equipment or Land			

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1975

Item	Average Yield of 234 Farms	117 Farms High In Yield	117 Farms Low In Yield
1 Acres	36.3	32.0	40.6
2 Yield	3.1	4.2	2.2
3 Value Per Production Unit	49.93	50.02	49.85
4 Crop Product Return	154.05	211.03	109.29
5 Other Crop Income	.28	.06	.47
6 Total Crop Income	154.33	211.09	109.76
7 Supplemental Costs			
8 Fertilizer	7.60	10.34	5.44
9 Chemicals	.64	1.19	.20
10 Seed and Other	6.13	7.24	5.25
11 SPECIAL hired labor	.14	.22	.05
12 Custom Work Hired	2.71	3.79	1.85
13 Irrigation Operation	.08	.13	.07
14 Total Supplemental Costs	17.30	22.91	12.86
15 Return Over Supplemental Costs	137.03	188.18	96.90
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	13.09	14.64	11.85
18 Farm Power & Mach.-Operation	14.06	10.50	16.80
19 Irrigation Equip.-Ownership	.14	.06	.20
20 Land Cost	34.92	38.26	31.58
21 Miscellaneous Costs	.61	.75	.52
22 * Interest on Mach. & Equip. Inv.	4.39	4.86	3.99
23 Total Allocated Costs	67.21	69.07	64.94
24 Return Over All Listed Costs	69.82	119.11	31.96
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.59	.60
27 Power Costs All. Factor	.99	.98	1.00
28 Total Costs Per Unit of Prod.	27.02	21.67	35.22
29 Return Over Listed Costs Per Unit	23.00	28.36	14.84
30 Total Listed Costs Per Acre	84.51	91.98	77.80
30A Breakeven Yield	1.69	1.84	1.56
31 * Does not include interest on investment in irrigation equipment or land			

Table 10 - CROP DATA FOR CORN AND SORGHUM SILAGE - 1975

Item	Average Yield Of 188 Farms	94 Farms High In Yield	94 Farms Low In Yield
1 Acres	40.3	30.7	50.0
2 Yield	9.7	14.5	6.7
3 Value Per Production Unit	15.43	15.32	15.54
4 Crop Product Return	148.93	221.56	103.80
5 Other Crop Income	.32		.52
6 Total Crop Return	149.25	221.56	104.32
7 Supplemental Costs			
8 Fertilizer	20.62	29.06	15.39
9 Chemicals	7.34	9.25	6.16
10 Seed and Other	8.76	9.87	8.07
11 Special Hired Labor	.92	.81	.97
12 Custom Work Hired	2.41	3.97	1.45
13 Irrigation Operation			
14 Total Supplemental Costs	40.05	52.96	32.04
15 Return Over Supplemental Costs	109.20	168.60	72.28
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	14.35	17.72	12.27
18 Farm Power & Mach.-Operation	15.90	16.51	15.49
19 Irrigation Equipment-Ownership	.02		.06
20 Land Costs	34.46	39.28	29.65
21 Miscellaneous Costs	.02	.07	.02
22 *Interest on Mach. & Equipment Investment	4.23	5.31	3.56
23 Total Allocated Costs	68.98	78.89	61.05
24 Return Over all Listed Costs	40.22	89.71	11.23
25 Supplementary Management Infor.			
26 Work Units Assigned Per Acre	.60	.60	.59
27 Power Costs Allocation Factor	.99	.99	.99
28 Total Listed Cost Per Unit of Production	11.25	9.10	13.84
29 Return Over Listed Costs Per Unit	4.25	6.22	1.87
30 Total Listed Costs Per Acre	109.03	131.85	93.09
30A Breakeven Yield	7.07	8.61	5.99
31 *Does Not Include Interest On Investment in Irrigation Equipment or Land			

Table 10 - CROP DATA FOR SUGARBEETS

Item	Average	High In Yield	Low In Yield
1 Acres	133.9	133.3	134.5
2 Yield	15.9	18.2	13.6
3 Value Per Production Unit	26.51	26.57	26.45
4 Crop Product Return	420.32	482.36	359.09
5 Other Crop Income	.81		1.60
6 Total Crop Return	421.13	482.36	360.69
7 Supplemental Costs			
8 Fertilizer	50.30	52.54	48.07
9 Chemicals	15.44	20.26	10.68
10 Seed and Other	15.38	17.30	13.46
11 Special Hired Labor	36.67	37.23	36.11
12 Custom Work Hired	13.65	18.76	8.58
13 Irrigation Operation			
14 Total Supplemental Costs	131.44	146.09	116.90
15 Return Over Supplemental Costs	289.69	336.27	243.79
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	49.21	52.36	46.09
18 Farm Power & Mach.-Operation	45.79	51.18	40.28
19 Irrigation Equip.-Ownership			
20 Land Costs	50.34	51.13	49.56
21 Miscellaneous Costs	1.38	2.27	.50
22 *Interest on Mach&Equip. Inv.	12.67	12.74	12.60
23 Total Allocated Costs	159.30	169.68	149.03
24 Return Over All Listed Costs	130.39	166.59	94.76
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	2.00	2.00	2.00
27 Power Costs All. Factor	.99	.98	1.01
28 Total Listed Cost Per Unit of Prod	18.32	17.39	19.55
29 Return Over Listed Costs Per Unit	8.24	9.18	7.02
30 Total Listed Costs Per Acre	290.74	315.77	265.93
30A Breakeven Yield	10.97	11.88	10.05
31 * Does not include interest on investment in irrigation equipment or land.			

Table 10 - CROP DATA FOR LEGUME-GRASS SILAGE

Item	Averages
1 Acres	40.9
2 Yield	8.8
3 Value Per Production Unit	20.44
4 Crop Product Return	179.41
5 Other Crop Income	.29
6 Total Crop Return	179.70
7 Supplemental Costs	
8 Fertilizer	3.96
9 Chemicals	
10 Seed and Other	4.25
11 Special Hired Labor	5.72
12 Custom Work Hired	2.13
13 Irrigation Operation	
14 Total Supplemental Costs	16.06
15 Return Over Supplemental Costs	163.64
16 Allocated Costs	
17 Farm Power & Machinery-Ownership	7.82
18 Farm Power and Machinery - Operation	9.41
19 Irrigation equipment - Ownership	
20 Land Costs	41.88
21 Miscellaneous Costs	.68
22 *Interest on Mac . & Equip. Inv.	2.15
23 Total Allocated Costs	61.94
24 Return Over All Listed Costs	101.70
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.40
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	8.79
29 Return Over Listed Costs Per Unit	11.69
30 Total Listed Costs Per Acre	78.00
30A Breakeven Yield	3.82
31 * Does not include interest on investment in irrigation equipment or land	

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE -1975

Item	Average of 104 Farms	21 Farms High In Return Above Feed	21 Farms Low In Return Above Feed
1 Pounds of Hogs Prod.-Total	59191	29070	62350
	Per Hundred Weight		
2 Total Value Produced	\$53.53	\$73.43	\$46.05
3 Pounds of Feed Fed			
4 Corn	298.4	246.7	364.8
5 Small Grain	39.0	65.2	30.0
6 Protein, Salt, Mineral	69.5	52.9	54.6
7 Complete Ration	80.8	89.6	109.6
8 Total Concentrates	487.7	454.4	559.0
9 Forages	2.1	.4	5.2
10 Feed Cost			
11 Concentrates & Forages	28.76	26.32	38.35
12 Pasture			.01
13 Total Feed Costs	28.76	26.32	38.36
14 Return Over Feed Cost	24.77	47.11	7.69
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	1.18	1.33	2.17
17 Veterinary Expense	.38	.59	.25
18 Custom Work	.49	.40	.83
19 Total Supplemental Costs	2.05	2.32	3.25
20 Return Over Feed & Supp. Costs	22.72	44.79	4.44
20A Allocated Costs			
20B Power & Machinery Costs	.63	.52	.69
20C Livestock Equipment	.48	.55	.65
20D Building & Fences	.73	.51	1.30
20E Total Allocated Costs	1.84	1.58	2.64
20F Return Over All Listed Costs	20.88	43.21	1.80
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	186.14	278.98	120.05
23 Price Received Per CWT.	50.13	66.52	47.38
23A Price Rec.Per CWT. sold Mkt.	48.88	59.37	46.04
24 No. of Litters Farrowed	39	33	39
25 No. of Pigs Born per Litter	9.6	9.7	9.5
26 No. of Pigs weaned per Litter	7.5	8.2	6.8
27 Per Cent Death Loss	15.4	11.9	17.2
28 Av. Weight of Hogs Sold	203.4	111.1	212.1
28A Av. Weight of Mkt. Hogs Sold	216.5	149.1	219.9
29 Price Per CWT. Conc. Fed	5.89	5.79	6.84
29A Price Per CWT. Pro.Salt, Mn.	13.26	11.05	23.00
30 Pounds of Pork Purch.	2731	3100	4343
31 Total Listed Costs/CWT. Pork Produced	32.65	30.22	44.25

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 included.

TABLE 11B - COSTS AND RETURNS FROM HOGS FINISHING ENTERPRISE - 1975

Item	Average of 50 Farms	17 Farms High In Return Over Feed	17 Farms Low In Return Above Feed
1 Average No. of Pigs on Hand	120.8	73.2	126.2
2 Total Pounds of Hogs Produced	56488	36261	56427
	<u>Per Hundred Weight</u>		
3 Total Value Produced	39.39	43.88	35.51
4 Pounds of Feed Fed			
5 Corn	262.9	153.2	354.0
6 Small Grain	13.6	17.8	16.8
7 Protein, Salt & Mineral	50.4	36.3	61.4
8 Complete Ration	91.5	116.5	84.0
9 Total Concentrates	418.4	323.8	515.8
10 Forages	.1		.2
11 Feed Costs			
12 Concentrates & Forages	23.74	18.13	27.89
13 Pasture			
14 Total Feed Cost	23.74	18.13	27.89
15 Return Over Feed Cost	15.65	25.75	7.62
16 Supplemental Costs			
17 Miscellaneous Livestock Exp.	.45	.37	.64
18 Veterinary Expense	.18	.30	.15
19 Custom Work	.49	.39	.41
20 Total Supp. Costs	1.12	1.06	1.20
21 Return Over Feed Cost	14.53	24.69	6.42
21A Allocated Costs			
21B Power & Machinery Costs	.32	.26	.35
21C Livestock equipment Costs	.31	.27	.61
21D Building F& Fences	.46	.25	1.16
21E Total Allocated Cost	1.09	.78	2.12
21F Return Over All Listed Costs	13.44	23.91	4.30
22 Supplementary Management Information			
23 Return for \$100 Feed Fed	165.92	242.03	127.32
24 Price Received Per CWT.	47.36	48.59	46.50
25 Average Weight of Pigs Sold	226.8	226.0	224.0
26 Ave. Price Paid Per Pig Bot.	40.38	37.69	41.93
27 Ave. Weight Per Pig Bot	41.8	41.1	43.4
28 No. of Pigs Purchased	304	179	337
28A No. of Pigs Transferred In	11	13	13
28B Avg. Wt. of Pigs Trans. In	37.8	35.7	40.0
29 Pounds of Pork Purchased	12722	7363	14630
30 Per Cent Death Loss	2.8	1.8	3.5
31 Price Per CWT. Conc. Fed	5.67	5.60	5.41
32 Price Per CWT. Prot. Salt, Min.	10.48	9.67	10.98
33 Effective D. Gain-Lbs/Day/Pig	1.28	1.36	1.22
34 Total Listed Costs/CWT Pork prod.	25.95	19.97	31.21

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 - 1975

Item	Average of 22 Farms	11 Farms High In Return Above Feed	11 Farms Low In Return Above Feed
1 Number of Litters Farrowed	53	47	59
	<u>Per Litter</u>		
2 Total Value Produced	373.58	426.38	331.53
3 Pounds of Feed Fed			
4 Corn	1135.8	1035.6	1215.7
5 Small Grain	529.7	259.0	745.3
6 Protein, Salt & Mineral	500.2	519.5	484.9
7 Complete Ration	242.2	337.3	166.4
8 Total Concentrates	2407.9	2151.4	2612.3
9 Forages	187.5		336.8
10 Feed Cost			
11 Concentrates and Forages	155.53	132.89	173.58
12 Pasture			
13 Total Feed Costs	155.53	132.89	173.58
14 Return Over Feed Cost	218.05	293.49	157.95
15 Supplemental Costs			
16 Miscellaneous Livestock Expense	9.83	12.02	8.07
17 Veterinary Expense	4.68	2.32	6.56
18 Custom Work	3.75	2.87	4.44
18A Special Hired Labor			
19 Total Supplemental Costs	18.26	17.21	19.07
20 Return Over Feed & Supp. Costs	199.79	276.28	138.88
20A Allocated Costs			
20B Power & Machinery Costs	7.40	6.05	8.08
20C Livestock Equip. Costs	10.12	6.11	19.04
20D Building & Fences	15.30	5.77	36.94
20E Total Allocated Cost	32.82	17.93	64.06
20F Return Over All Listed Costs	166.97	258.35	74.82
21 Supplementary Management Infor.			
22 Return for \$100 Feed Fed	240.20	320.85	191.00
23 Average Price Recd. Per Amina Sold	50.72	53.16	48.09
23A Avg. Price/Pig Sold or Trans.	51.02	55.38	39.71
23B Avg. Wt./Pig Sold or Trans.	45.0	41.0	41.1
24 Number of Pigs Produced	372	360	384
25 Number of Pigs Born Per Litter	9.5	9.9	9.2
26 Number of Pigs Weaned Per Litter	7.1	7.7	6.5
27 PerCent Death Loss	22.1	19.6	24.2
28 Price Per CWT Conct. Fed	6.27	6.18	6.32
29 Feed & Suppl. Costs Per Pig Produced	24.76	19.60	29.60
29A Price Per CWT Prot., Salt & Mineral Fed	10.67	10.08	11.17
30 Total Listed Costs Per Litter	206.61	168.03	256.71

TABLE 12 - DAIRY COWS - 1975

Item	Average of 94 Farms	19 Farms High In Return Above Feed	19 Farms Low In Return Above Feed
1 Average Number of Cows	37.2	35.2	27.2
		Per Cow	
2 Pounds of Milk	11456	13158	9329
3 Pounds of Butterfat	412.2	473.7	373.2
4 Per Cent Butterfat in Milk	3.6	3.6	4.0
5 Value of Produce			
6 Dairy Products Sold	847.26	984.36	682.68
7 Dairy Products Used in Home	6.40	6.15	9.74
8 Milk Fed to Livestock	13.68	18.36	11.95
9 Net Inc. in Value of Cows	-43.31	-3.46	-71.84
10 Total Value Produced	824.03	1005.41	632.53
11 Pounds of Feed Fed			
12 Corn	3160.6	3928.7	3298.6
13 Sm.Gr.& Com. Dairy Ration	997.0	944.0	930.1
13A Complete Ration	509.7		626.5
14 Protein, Salt, & Mineral	601.0	633.5	1213.4
15 Total Concentrates	5268.3	5506.2	6068.6
16 Legume Hay	4873.2	5352.3	5733.0
17 Other Hay & Dry Roughage	1289.7	135.7	297.6
18 Silage	13858.1	10978.1	14593.6
19 Feed Costs			
20A Grains	196.56	227.03	205.88
20B Complete Ration	25.32		8.79
20C Protein, Salt, & Mineral	53.41	55.61	93.64
21A Legume & Other Hay	134.81	124.84	173.01
21B Silage, Fodder and Stover	113.95	94.28	119.63
22 Pasture	4.60	.74	9.67
23 Total Feed Costs	528.65	502.50	610.62
24 Return Over Feed Cost	295.38	502.91	21.91
25 Supplemental Costs			
26 Mis. Livestock Expense	37.66	49.60	33.68
27 Veterinary Expense	9.14	9.24	10.63
28 Custom Work	29.22	29.86	26.40
28A Special Hired Labor	9.68		
29 Total Supplemental Costs	85.70	88.70	70.71
30 Return Over Feed and Supp. Costs	209.68	414.21	-48.80
30A Allocated Costs			
30B Power & Machinery Costs	37.02	30.29	40.45
30C Livestock Equ. Costs	41.07	30.62	44.28
30D Building & Fences	58.99	28.91	76.22
30E Total Allocated Costs	137.08	89.82	160.95
30F Return Over All Listed Costs	72.60	324.29	-209.75
31 Supplementary Management Information			
32 Return for \$100 Feed Fed	155.87	200.08	103.59
33 Feed Cost Per CWT. Milk	4.61	3.82	6.55
34 Feed Cost Per Pd. of Butterfat	1.299	1.051	1.648
35 Pounds of Milk Per Pd. of Conc.	2.175	2.390	1.537
36 Ave. Price Per CWT. Milk Sold	7.53	7.61	7.50
37 Ave. Price Per Pd. of Butterfat	2.12	2.09	1.89
38 Total Listed Costs Per Cow	751.43	681.02	842.28
39 Total Listed Costs Per 100	6.56	5.18	9.03
40 Dairy Cow Turnover %	37.6	34.0	44.1

Table 13 - OTHER DAIRY CATTLE - 1975

Item	Average of 94 Farms	19 Farms High In Return Above Feed	19 Farms Low In Return Above Feed
1 Number of Head	48.2	49.3	45.2
2 Net Inc. in Value	129.27	175.40	101.97
	<u>Per Head</u>		
3 Pounds of Feed Fed			
4 Corn	589.5	498.5	735.2
4A Small Grain	241.3	218.5	332.8
4B Protein, Salt & Mineral	92.8	63.8	158.3
4C Complete Dairy Ration	44.0	23.5	
5 Hay and Roughage	1843.4	834.4	3388.2
6 Silage	5624.4	3503.8	8334.0
7 Milk	107.4	83.3	131.0
8 Feed Cost			
9A Grains	39.00	33.20	51.50
9B Protein, Salt & Mineral	10.25	8.09	17.15
9C Complete Rations	1.74	2.17	
10A Legume and Other Hay	43.51	19.35	80.55
10B Silage, Fodder & Stover	46.41	28.68	71.42
11 Milk	10.58	9.51	13.67
12 Pasture	4.59	2.17	7.12
13 Total Feed Costs	156.08	103.17	241.41
14 Return Over Feed Cost	-26.81	72.23	-139.44
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	4.05	3.87	6.26
17 Veterinary Expense	.73	1.22	.91
18 Custom Work	.93	1.10	.95
18A Special Hired Labor	1.33		
19 Total Supplemental Costs	7.04	6.19	8.12
20 Return Over Feed & Suppl. Costs	-33.85	66.04	-147.56
20A Allocated Costs			
20B Power & Mach. Costs	6.35	5.19	6.93
20C Livestock Equip. Costs	6.55	5.25	6.59
20D Building & Fences	9.27	4.95	12.44
20E Total Allocated Cost	22.17	15.39	25.96
20F Return Over All Listed Costs	-56.02	50.65	-173.52
21 Supplementary Management Infor.			
22 Return for \$100 Feed Fed	82.83	170.02	42.24
23 Per Cent Death Loss-Ttl.	11.4	8.9	13.6
24 Per Cent Death Loss-Calves	24.3	18.9	26.5
25 Total Listed Costs Per Head	185.29	124.75	275.49

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 - 1975

Item	Average of 94 Farms	19 Farms High In Return Above Feed	19 Farms Low In Return Above Feed
1 Average Number of Cows	37.2	31.7	29.0
		Per Cow	
2 Value of Dairy Products	867.34	955.52	734.28
3 Net Inc. in Value	123.31	187.92	91.55
4 Total Value Produced	990.65	1143.44	825.83
5 Pounds of Feed Fed			
6A Grains	5222.7	5451.0	6030.4
6B Complete Rations	566.2	93.6	704.2
6C Prot., Salt & Min. Incd. Milk Eqv.	734.5	677.8	985.0
7 Hay & Dry Roughage	8531.7	7498.7	10160.4
8 Silage	21101.6	17346.5	21329.9
9 Feed Cost			
10A Grains	246.56	239.09	293.69
10B Complete Rations	27.55	4.79	5.76
10C Prot., Salt & Min. Incd. Milk Eqv.	80.35	80.16	108.72
11A Legume and Other Hay	190.67	171.10	262.31
11B Silage, Fodder & Stover	173.68	133.41	178.31
12 Pasture Costs	10.48	4.48	20.00
13 Total Feed Costs	729.29	633.03	868.79
14 Return Over Feed Cost	261.36	510.41	-42.96
15 Supplemental Costs			
16 Misc. Livestock Exp.	42.85	50.50	38.28
17 Veterinary Expense	10.05	12.43	9.62
18 Custom Work	30.43	32.97	20.07
18A Special Hired Labor	11.37		
19 Total Supplemental Costs	94.70	95.90	76.97
20 Return Over Feed & Supp. Costs	166.66	414.51	-119.93
20A Allocated Costs			
20B Power & Mach. Costs	45.25	38.37	51.26
20C Livestock Equip. Costs	49.57	42.26	51.80
20D Building & Fences	71.00	39.89	90.89
20E Total Allocated Cost	165.82	120.52	193.95
20F Return Over All Listed Costs	.84	293.99	-313.88
21 Supplementary Management Infor.			
22 Return for \$100 Feed Fed	135.83	180.63	95.05
23 Total Listed Costs Per Cow	989.81	849.45	1139.71

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 15A - BEEF BREEDING CATTLE - 1975

Item	Average of 65 Farms	13 Farms High In Return Above Feed	13 Farms Low In Return Above Feed
1 Ave. No. of Beef Cows	37.4	36.5	40.4
2 Ave. No. Other Beef An. & Bulls	26.7	31.0	31.8
3 Pounds of Beef Produced	14843	17279	15760
	<u>Per Cow</u>		
4 Net Increase in Value	131.52	174.49	19.70
5 Pounds of Feed Fed			
6 Grain	200.9	276.3	257.4
7 Protein, Salt & Mineral	63.2	46.9	78.8
8 Legume Hay	3037.0	1893.4	4259.0
9 Other Hay & Roughage	1352.2	716.5	823.7
10 Silage	4492.6	4997.3	6647.7
11 Feed Cost			
12 Concentrates	15.75	17.12	20.82
13 Roughages	122.06	97.40	175.45
14 Pasture	23.32	26.22	23.69
15 Total Feed Costs	161.13	140.74	219.96
16 Return Over Feed Cost	-29.61	33.75	-200.26
17 Supplemental Costs			
18 Miscellaneous Lvstk. Exp.	10.70	7.75	17.67
19 Veterinary Expense	2.86	4.22	.77
20 Custom Work	4.22	5.10	2.65
20A Special Hired Labor			
21 Total Supp. Costs	17.78	17.07	21.09
22 Ret. Over Feed & Supp. Costs	-47.39	16.68	-221.35
22A Allocated Costs			
22B Power & Machinery Costs	7.93	6.49	8.67
22C Livestock Equipment Costs	5.94	6.56	8.22
22D Building & Fences	8.80	6.19	15.52
22E Total Allocated Costs	22.67	19.24	32.41
22F Return Over All Listed Costs	-70.06	-2.56	-253.76
23 Supplementary Management Information			
24 Return for \$100 Feed Fed	81.63	123.98	8.96
25 Price Per Cwt. Sold	22.58	27.63	20.17
25A Price Per Cwt. calves Sold or T.	22.73	25.15	15.86
26 Ave. Weight Per Head Sold	787	924	823
26A Ave. Wt. Per Calf Sold or Tr.	109.7	675.4	135.8
27 Percent Death Loss	7.0	3.9	10.5
28 Percent Calf Crop	97	106	102
29 Total Listed Costs Per Cow	201.58	177.05	273.46

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

Table 15B - FEEDER CATTLE - 1975

Item	Average of 98 Farms	20 Farms High In Return Above Feed	20 Farms Low In Return Above Feed
1 Average No. of Beef Feeders	70.4	58.5	43.1
2 Pounds of Beef Produced	51003	28230	21387
	Per Hundred Weight		
3 Net Inc. Value of Animals	48.97	55.76	46.05
4 Pounds of Feed Fed			
5 Grain	463.7	485.6	800.2
6 Protein, Salt & Mineral	28.2	25.0	21.4
7 Legume Hay	173.6	195.2	372.5
8 Other Hay & Dry Roughage	40.0	2.8	59.4
9 Silage	935.2	1478.8	1170.6
10 Feed Cost			
11 Concentrates	23.45	24.39	34.59
12 Roughages	12.97	14.61	20.78
13 Pasture	.24	.55	.27
14 Total Feed Costs	36.66	39.55	55.64
15 Return Over Feed Cost	12.31	16.21	- 9.59
16 Supplemental Costs			
17 Misc. Livestock Exp.	.81	1.20	.80
18 Veterinary Expense	.34	1.06	.69
19 Custom Work	.93	1.14	.70
19A Special Hired Labor			
20 Total Supplemental Costs	2.08	3.40	2.19
21 Return Over Feed & Supp. Costs	10.23	12.81	-11.78
21A Allocated Costs			
21B Power & Mach. Costs	.63	.52	.69
21C Livestock Equip. Costs	.49	.57	.66
21D Building & Fences	.72	.54	1.24
21E Total Allocated Cost	1.84	1.63	2.59
21F Return Over All Listed Costs	8.39	11.18	-14.37
22 Supplementary Management Infor.			
23 Return for \$100 Feed Fed	133.58	140.99	82.76
24 Price Per CWT Sold	40.93	43.08	37.04
25 Avg. Weight Per Head Sold	1046.4	1040.8	929.2
26 Price Per CWT Bought	31.18	24.15	31.96
27 Avg. Weight Per Head Bought	538.0	600.2	430.6
28 No. of Head Bought	89	71	21
29 PerCent Death Loss	1.2	2.2	2.0
30 Effective Daily Gain-Lbs/Head/ Day	1.98	1.32	1.36
31 Total Listed Costs Per CWT Produced	40.58	44.58	60.42

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

Table 16A - SHEEP FLOCK - 1975

Item	Average
1 Average Number of Ewes	40.9
2 Pounds of Lamb & Mutton Produced	4663
3 Pounds of Wool Produced	498
	<u>Per Ewe</u>
4 Value of Produce	
5 Wool	4.06
6 Net Increase in Value of Animals	48.53
7 Total Value Produced	52.59
8 Pounds of Feed Fed	
9 Grain	402.2
10 Protein, Salt and Mineral	84.5
11 Legume Hay	961.9
12 Other Hay and Dry Roughage	18.5
13 Silage	553.6
14 Feed Cost	
15 Concentrates	24.79
16 Roughages	30.05
17 Pasture	3.64
18 Total Feed Costs	58.48
19 Return Over Feed Cost	-5.89
20 Supplemental Costs	
21 Miscellaneous Livestock Expense	2.93
22 Veterinary Expense	1.17
23 Custom Work	2.42
23A Special Hired Labor	.05
24 Total Supplemental Costs	6.57
25 Return Over Feed and Supplemental Costs	-12.46
25A Allocated Costs	
25B Power and Machinery Costs	3.17
25C Livestock Equipment Costs	2.38
25D Building and Fences	3.52
25E Total Allocated Cost	9.07
25F Return Over All Listed Costs	-21.53
26 Supplementary Management Information	
27 Return for \$100 Feed Fed	89.92
28 Price Per CWT Lamb and Mutton Sold	35.11
28A Price Per CWT Lamb Sold or Transferred	28.73
28B Weight of Lambs Sold or Transferred	122.7
29 Pounds of Wool Per Sheep Sheared	9.4
30 Number of Ewes Kept For Lambing	50
31 PerCent Lamb Crop	138
32 PerCent Death Loss	11.8
33 Total Listed Costs Per Ewe	74.12

TABLE 17A - LAYING FLOCK - CHICKENS - 1975

Item	Average
1 Average Number of Hens	1457.9
2 Value of Produce	Per Hen
3 Eggs Sold and Used	7.29
4 Inc. In Value of Flock	-.82
5 Total Value Produced	6.47
6 Pounds of Feed Fed	
7 Grain	23.9
8 Protein, Salt and Mineral	4.2
9 Complete Commercial Feed	52.7
10 Total Pounds of Feed	80.8
11 Total Feed Cost	5.02
12 Return Over Feed Cost	1.45
13 Supplemental Costs	.48
14 Return Over Feed and Supplemental Costs	.97
14A Allocated Costs	
14B Power & Machinery Costs	.26
14C Livestock Equipment Costs	.20
14D Building and Fences	.30
14E Total Allocated Cost	.76
14F Return Over All Listed Costs	.21
15 Supplementary Management Information	
16 Return for \$100 Feed Fed	128.88
17 Eggs Laid Per Hen	228
18 Price Per Dozen Eggs Sold-Cents	.38
19 Feed Cost Per Dozen Eggs-Cents	.26
20 Return Over Feed Costs Per Dozen Eggs-Cents	.08
21 Percent Death Loss	8.1
22 Total Listed Costs Per Hen	6.26

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

ITEMS	1971	1972	1973	1974	1975	Your Farm
Number of records	376	535	704	774	750	
Ave. Labor Earnings	9,622	12,341	43361	21,161	6708	
Total Farm Sales	40,731	53,867	96,821	79,562	78,402	
Total Cash Oper. Exp.	24,877	31,180	35,206	38,564	66,930	
<u>Return Over \$100 Feed Fed</u>						
Dairy Cows	239	224	204	160	155	
Feeder Cattle	168	155	150	80	133	
Hogs	153	201	214	128	186	
Laying Hens	104	124	170		129	
<u>Miscellaneous Livestock Information</u>						
Number of dairy cows herd	29.7	31.4	31.5	34.8	37.2	
Pounds of Feeder Cattle	59,950	60,585	60,407	51,165	51,003	
Prod.						
Pounds Pork Produced	52,476	65,237	60,028	59,229	59,191	
Pounds Butterfat/Cow	441.2	442.3	444.3	492.2	412.4	
Eggs per hen	203	265	229		228	
<u>Prices Received Per:</u>						
Cwt. milk sold	4.87	5.12	6.36	7.55	7.53	
Cwt. Fat Cattle	31.42	34.41	42.69	40.24	40.93	
Cwt. Hogs(Complete)	18.46	26.61	40.94	34.54	48.88	
Dozen Eggs Sold	.21	.22	.46		.38	
<u>Price of Feed:</u>						
Corn, Bushel	1.10	1.13	1.70	3.20	2.39	
Oats, Bushel	.52	.65	.90	1.30	1.48	
Alfalfa hay/ton	22.00	22.00	30.00	55.00	50.00	
Corn Silage/ton	7.00	7.00	12.00	18.00	16.00	
<u>Yields Per Acre:</u>						
Oats bushels	64.9	49.8	67.5	56.1	61.1	
Corn grain, bushels	82.3	90.4	97.0	63.2	52.6	
Canning Corn	53.13	67.79	73.62	163.36	128.95	
Soybeans, bushels	24.9	27.3	31.9	22.7	27.1	
Corn Silage, Tons	11.4	11.4	13.2	9.6	9.7	
Alfalfa hay, tons	4.1	3.6	3.6	3.6	3.1	
Wheat, Bushels	32.6	25.3	42.3	37.5	34.0	
Barley, Bushels	48.0	35.3	50.2	42.0	46.1	

WHAT DOES YOUR FAMILY WANT?

Name _____ Date _____

Address _____

One of the steps for improving the farm and home business is to clarify what is wanted. You may know of things you've wanted as a family, but it takes considerable thought and discussion among family members to agree upon what is most important and which things come first. As a family, write down your goals for this year and for the future, then number them in order of priority.

	This Year	Later
FOR A PROFITABLE FARM BUSINESS:		
FOR SATISFYING LIVING:		
FOR DEVELOPMENT OF FAMILY MEMBERS:		
FOR LONG-TERM FINANCIAL SECURITY:		