

VOCATIONAL AGRICULTURE FARM ANALYSIS ANNUAL REPORT

**EAST SOUTH
CENTRAL MINNESOTA**

1976

FARM BUSINESS MANAGEMENT



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

Austin Area Vocational-Technical Institute

2000-4-77 April 1, 1977

**AN ADULT
EDUCATIONAL
PROGRAM**

1976 VOCATIONAL AGRICULTURE FARM ANALYSIS REPORT
EAST SOUTH CENTRAL AREA - J. V. RAINE, AGRICULTURE PROGRAM COORDINATOR

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

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SOURCE OF FARM RECORD ANALYSES
for 1976 Farm Business Summaries for the Austin Area
VETERANS FARM TRAINING PROGRAM

<u>Class Location</u>	<u>Instructor</u>	<u>% Time Adult</u>	<u>Records Processed</u>	<u>Number of Families Served</u>
Austin	Loel Gordon	100	26	27
Blooming Prairie	Ron Schiflet	100	22	23
Byron	Gilman Shubert	100	30	35
Owatonna	Victor Richardson	100	43	48
Waseca	Boyd Fuller	15	5	5

REGULAR FARM MANAGEMENT EDUCATION PROGRAM

Albert Lea	Larry Irvine	100	29	41
Alden	John Nelson	25	2	5
Austin	Ronald Hayes	100	31	46
Blooming Prairie	Gene Francis	100	69	93
Faribault	John Sternberg - Clarence Anderson	100	121	150
	Duane Hutton - Kenneth Stassen	100		
Freeborn	Louise Worm	-	1	1
Hayfield	Curtis Berg	100	24	50
Kenyon	Jerry Bartel	100	30	45
LeRoy	Gary Luebke	100	42	52
New Richland	Russell Schmeising	100	21	29
Northfield	Harold Paulson	60	26	32
Owatonna	John Zwiebel	100	30	60
Rochester	Frank Quam	100	40	62
Southland	Dwain Vangsness	100	62	96
	Wayne Pike	100		
Spring Valley	James Erredge	100	48	109
Stewartville	Dennis Olson	-	1	2
Wanamingo	Dennis Jackson	50	6	8
Waseca	Norman Bohmbach	85	43	48
U OF M, Waseca	Boyd Fuller	-	35	35
			<u>787</u>	<u>1102</u>

TABLE 1 - FARM INVENTORIES - 1976

ITEMS		AVERAGE OF 394 FARMS	
1	SIZE OF FARM - TOTAL ACRES	370.0	
2	- TILLABLE ACRES	329.9	
3	WORK UNITS - CROPS	165.84	
4	- LIVESTOCK	247.92	
5	- OTHER	22.66	
6	TOTAL SIZE OF BUSINESS IN WORK UNITS	436.42	
7	NUMBER OF WORKERS	1.74	
8	FARM CAPITAL INVESTMENT PER WORKER	\$183764	
9	PRODUCTIVE LIVESTOCK	JAN 1	DEC 31
10	DAIRY COWS	\$ 7389	\$ 7585
11	OTHER DAIRY CATTLE	3652	4074
12	BEEF BREEDING CATTLE	1872	1805
13	BEEF FEEDER CATTLE	4278	5107
14	HOGS	12971	11770
15	SHEEP (INCLUDING FEEDERS) & GOATS	74	80
16	POULTRY-ALL TYPES	84	79
17	OTHER LIVESTOCK	63	83
18	TOTAL PRODUCTIVE LIVESTOCK	\$ 30382	\$ 30584
19	CROP, SEED & FEED	\$ 40748	\$ 47041
20	POWER, MACHINERY & EQUIPMENT		
21	AUTO & TRUCK (FARM SHARE)	\$ 3292	\$ 3735
22	POWER & MACHINERY	25461	28255
23	IRRIGATION EQUIPMENT	61	73
24	CUSTOM WORK EQUIPMENT		37
25	LIVESTOCK EQUIPMENT	6348	6889
26	TOTAL POWER, MACHINERY & EQUIP	\$ 35163	\$ 38990
27	LAND	\$ 150843	\$ 160089
28	BUILDINGS-FENCES-ETC.	\$ 40662	46537
29	TOTAL FARM CAPITAL	\$ 297799	\$ 323240
30	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 25441

ITEMS		79 HIGH PROFIT FARMS		79 LOW PROFIT FARMS	
1	SIZE OF FARM-TOTAL ACRES	546.8		392.4	
2	-TILLABLE ACRES	500.6		343.1	
3	WORK UNITS-CROPS	251.16		174.41	
4	-LIVESTOCK	329.68		198.16	
5	-OTHER	26.85		19.35	
6	TOTAL SIZE OF BUSINESS IN WORK UNITS	607.69		391.92	
7	NUMBER OF WORKERS	2.21		1.81	
8	FARM CAPITAL INVESTMENT PER WORKER	\$239804.		\$209092.	
9	PRODUCTIVE LIVESTOCK	JAN 1	DEC 31	JAN 1	DEC 31
10	DAIRY COWS	\$ 9719	\$ 9822	\$ 4539	\$ 4537
11	OTHER DAIRY CATTLE	4670	5196	2297	2555
12	BEEF BREEDING CATTLE	1225	890	3182	3051
13	BEEF FEEDER CATTLE	3372	5024	8933	10195
14	HOGS	18348	17630	14779	11785
15	SHEEP (INCLUDING FEEDERS) & GOATS	27	37	83	98
16	POULTRY-ALL TYPES	236	253	1	1
17	OTHER LIVESTOCK			262	329
18	TOTAL PRODUCTIVE LIVESTOCK	\$ 37599	\$ 38852	\$ 34076	\$ 32552
19	CROP SEED & FEED	\$ 66091	\$ 88236	\$ 39493	\$ 37937
20	POWER, MACHINERY & EQUIPMENT				
21	AUTO & TRUCK (FARM SHARE)	\$ 4924	\$ 5830	\$ 3954	\$ 4065
22	POWER & MACHINERY	37199	40840	28548	30101
23	IRRIGATION EQUIPMENT	135	205	171	159
24	CUSTOM WORK EQUIPMENT				133
25	LIVESTOCK EQUIPMENT	8649	9264	7245	7528
26	TOTAL POWER, MACHINERY & EQUIP	\$ 50907	\$ 56140	\$ 39919	\$ 41986
27	LAND	\$ 220566	\$ 240029	\$ 200002	\$ 213468
28	BUILDINGS-FENCES-ETC.	\$ 58463	\$ 67658	\$ 39456	\$ 46303
29	TOTAL FARM CAPITAL	\$ 433626	\$ 490915	\$ 352946	\$ 372248
30	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 57289		\$ 19302

TABLE 2A WHOLE FARM SUMMARY OF CASH RECEIPTS - 1976

ITEMS	AVERAGE OF 394 FARMS	79 HIGH PROFIT FARMS	79 LOW PROFIT FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1875	\$ 2452	\$ 992
3 DAIRY PRODUCTS	18983	26792	10609
4 OTHER DAIRY CATTLE	1479	2190	728
5 BEEF BREEDING CATTLE	501	411	776
6 BEEF FEEDER CATTLE	6070	5134	11850
7 HOGS COMPLETE & MIXED	21318	31781	17073
8 HOGS FINISHING	10195	13506	19300
9 HOGS PRODUCING WEANING PIGS	1134	2434	899
10 SHEEP, GOATS & WOOL, FARM FLOCK	55	40	52
11 SHEEP & WOOL, FEEDER LAMBS	91		100
12 CHICKENS (INCLUDING HENS & BROILERS)	39	42	4
13 TURKEYS			
14 EGGS	507	896	98
15 OTHER PROD. LIVESTOCK & PROD	322		1463
16 OTHER MISC. LIVESTOCK INCOME			
17 TOTAL SALES OF PRODUCTIVE LIVESTK.	\$62569	\$85679	\$63941
18 SALE OF CROPS			
19 WHEAT	1943	4180	1315
20 OTHER SMALL GRAINS	638	810	740
21 CORN	18282	35123	20829
22 SOYBEANS	9332	14965	7028
23 OTHER ROW CROPS	547	1093	679
24 LEGUMES & OTHER FORAGE	423	323	392
25 GRASS SEED			
26 FRUITS & NUTS			
27 VEG. RDSDE. MKT. & SPECIALTY	7		32
28 NURSERY, TIMBER & OTHER			
29 SET ASIDE ACRES-GVT. PAYMENTS	51		192
30 TOTAL SALES FROM CROPS	\$31223	\$56493	\$31206
31 CAPITAL ASSETS SOLD	1278	3252	845
32 GAS TAX REFUND	197	220	188
33 INCOME FROM WORK OFF FARM	1016	1210	1027
34 CUSTOM WORK ENTERPRISE INCOME	53	7	203
35 PATRONAGE REFUNDS	1303	2430	902
36 MISC. FARM INCOME	802	1592	1041
37 TOTAL FARM SALES	\$98441	\$150883	\$99353
38 INCREASE IN FARM CAPITAL	25442	57288	19302
39 FAMILY LIVING FROM FARM	604	647	559
40 TOTAL FARM RECEIPTS (37)+(38)+(39)	\$124487	\$208818	\$119214

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1976

ITEMS	AVERAGE OF 394 FARMS	79 HIGH PROFIT FARMS	79 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 660	\$ 662	358
3 OTHER DAIRY CATTLE	279	332	32
4 BEEF BREEDING CATTLE	189	44	276
5 BEEF FEEDER CATTLE	2805	2680	6575
6 HOGS COMPLETE & MIXED	1110	1488	1086
7 HOGS FINISHING	3938	4921	8230
8 HOGS PRODUCING WEANING PIGS	180	200	187
9 SHEEP & GOATS	12	8	21
10 SHEEP, FEEDER LAMBS	43		
11 CHICKENS (INCL HENS & BROILERS)	87	219	1
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK	67		300
14 MISCELLANEOUS LIVESTOCK EXPENSE	2372	2858	2288
15 FEED BOUGHT	14445	17871	16446
16 FERTILIZER	8404	13883	9041
17 CHEMICALS	3593	6356	3672
18 OTHER CROP EXPENSE	4048	6443	4164
19 IRRIGATION OPERATION COSTS	9	36	10
20 CUSTOM WORK ENTERPRISE OPERATOR COSTS, INCL LABOR	13		62
21 CUSTOM WORK HIRED	2409	2988	2483
22 REPAIR & UPKEEP OF LIVESTOCK EQUIP	575	795	597
23 REPAIR & UPKEEP OF FARM REAL ESTATE	1014	1601	903
24 GAS, OIL & GREASE BOUGHT (FARM SHARE)	2731	3722	2887
25 REPAIR & OPERATOR OF MACH, TRACTOR, TRUCK & AUTO	3251	4464	3420
26 REPAIR & UPKEEP OF IRRIGATION EQUIP			1
27 REPAIRS - CUSTOM WORK ENTERPRISE	6		27
28 WAGES OF HIRED LABOR	2225	3298	2446
29 PERSONAL PROPERTY & REAL EST TAXES	2548	3950	2633
30 GENERAL FARM EXPENSE	1380	1865	1581
31 TELEPHONE EXPENSE (FARM SHARE)	225	288	273
32 ELECTRICITY EXP (FARM SHARE)	947	1257	1002
33 TOTAL CASH OPERATING EXPENSE	\$59565	\$82228	\$71003
34 POWER, CROP & GEN MACH BOUGHT (FARM SHARE)	10499	15188	9105
35 IRRIGATION EQUIP BOUGHT	31	125	31
36 CUSTOM WORK EQUIP BOUGHT	41		133
37 LIVESTOCK EQUIP BOUGHT	1860	2549	1655
38 NEW REAL ESTATE & IMPROVEMENT	19474	36429	24769
39 TOTAL FARM PURCHASES (33) THRU (38)	\$91470	\$136518	\$106695
40 DECREASE IN FARM CAPITAL			
41 INTEREST ON FARM CAPITAL	18631	27736	21756
42 UNPAID FAMILY LABOR	897	1002	1029
43 LABOR CHARGE FOR PARTNERS & OTHER OPER	1399	2222	2051
44 BOARD FURNISHED HIRED LABOR	128	151	104
45 TOTAL FARM EXPENSE (39) THRU (44)	\$112525	\$167629	\$131635
46 LABOR EARNINGS (WHOLE FARM) (2A/40) - (45)	\$11962	\$41189	\$(-12421)
47 NUMBER OF OPERATORS	1	1	1

TABLE 3 - ENTERPRISE STATEMENT - 1976

ITEMS	AVERAGE OF 394 FARMS	79 HIGH PROFIT FARMS	79 LOW PROFIT FARMS
1 RETURNS & NET INCREASES			
2 PRODUCTIVE LIVESTOCK			
3 DAIRY COWS	\$18596	\$26400	\$10423
4 OTHER DAIRY CATTLE	4000	5358	2157
5 BEEF BREEDING CATTLE	720	340	1034
6 FEEDER CATTLE	3659	3758	6040
7 HOGS, COMPLETE & MIXED	19425	30654	13914
8 HOG FINISHING ENTERPRISE	5501	7523	9725
9 PRODUCING WEANING PIGS	1404	2359	1231
10 SHEEP & GOATS	52	43	52
11 SHEEP, FEEDER LAMBS	39		62
12 CHICKENS (INCL HENS & BROILERS)	459	738	105
13 TURKEYS			
14 OTHER PRODUCTIVE LIVESTOCK	274		1230
15 TOTAL ALL PRODUCTIVE LIVESTOCK	\$54131	\$77173	\$45972
16 VALUE OF FEED FED TO LIVESTOCK	38452	48451	38839
17 RETURN OVER FEED FROM LIVESTOCK	\$15679	\$28722	\$ 7133
18 CROP, SEED & FEED	45343	82353	35095
19 COOPERATIVE PATRONAGE REFUNDS	1303	2430	902
20 MISC FARM INCOME	802	1592	1041
21 CUSTOM WORK ENTERPRISE	31	7	114
22 TOTAL RETURNS & NET INCREASES	\$63158	\$115104	\$44286
23 EXPENSES & NET DECREASES			
24 TRUCK & AUTO (FARM SHARE)	\$ 2842	\$ 3918	\$ 2837
25 TRACTORS & CROP MACHINERY	10856	15739	11418
26 IRRIGATION EQUIPMENT	20	56	44
27 ELECTRICITY	947	1257	1002
28 LIVESTOCK EQUIPMENT	1963	2805	1996
29 BUILDINGS, FENCES & TILING	4682	7207	4886
30 BARE LAND	(-174)	(-791)	(-14)
31 MISC LIVESTOCK EXP	2372	2858	2288
32 LABOR	3504	4805	3955
33 LABOR CHARGE FOR OTHER OPERATOR(S)	1399	2222	2051
34 PROPERTY TAX	2548	3950	2633
35 GENERAL FARM EXP & TELEPHONE	1604	2152	1855
36 INTEREST ON FARM CAPITAL	18631	27736	21756
37 TOTAL EXPENSES & NET DECREASES	\$51195	\$73915	\$56707
38 LABOR EARNINGS	\$11962	\$41189	\$(-12421)
39 NUMBER OF FARM OPERATORS	1	1	1

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

TABLE 4 HOUSEHOLD EXPENSE - 1976

ITEMS	AVERAGE OF 218 FARMS	49 HIGH PROFIT FARMS	49 LOW PROFIT FARMS
1 NUMBER OF PERSONS - FAMILY	5	5	5
2 NUMBER OF ADULT EQUIVALENT - FAMILY	3.5	4.1	3.6
3 CHURCH & WELFARE	\$ 631	\$ 1118	\$ 456
4 MEDICAL CARE & HEALTH INSURANCE	1310	1611	1080
5 FOOD & MEALS BOUGHT	2498	2758	2562
6 OPERATING EXPENSE & SUPPLIES	886	805	1026
7 FURNISHINGS & EQUIPMENT	929	885	905
8 CLOTHING & CLOTHING MATERIALS	812	958	780
9 PERSONAL CARE, PERSONAL SPENDING	421	454	474
10 EDUCATION	322	396	314
11 RECREATION	502	753	479
12 GIFTS & SPECIAL EVENTS	477	643	385
13 PERSONAL SHARE TRUCK & AUTO EXPENSE	525	603	567
14 OPERATOR SHARE UPKEEP ON DWELLING	323	464	295
15 PERSONAL SHARE TELEPHONE & ELECTRIC EXP.	315	326	343
TOTAL CASH LIVING EXPENSE	\$ 9951	\$ 11774	\$ 9665
17 PERSONAL SHARE NEW TRUCK & AUTO	369	564	308
18 NEW DWELLING BOUGHT	1468	3201	2896
19 TAXES & OTHER DEDUCTIONS	1678	3244	999
20 LIFE INSURANCE & OTHER SAVINGS & INVEST.	2564	5536	2679
21 TOTAL HOUSEHOLD & PERSONAL (16)-(20)	\$ 16030	\$ 24319	\$ 16548
22 TOTAL FAMILY LIVING FROM THE FARM (33)	645	613	666
23 TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$ 16675	\$ 24932	\$ 17214
24 FAMILY LIVING FROM THE FARM			
25			
26 MILK & CREAM (QUARTS)	\$ 148	\$ 162	\$ 95
27 BEEF & BUFFALO (POUNDS)	337	245	442
28 PORK (POUNDS)	116	143	99
29 LAMB, MUTTON, GOAT (POUNDS)	1	3	
30 POULTRY, ALL FOWL (POUNDS)	2		1
31 EGGS (DOZEN)	2	1	
32 VEG, FRUITS, SPUDS & FUEL-ALSO OTHER PRODUCE	39	58	29
33 TOTAL FAMILY LIVING FROM THE FARM	\$ 645	\$ 612	\$ 666

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1976

ITEMS	AVERAGE OF 397 FARMS	79 HIGH PROFIT FARMS	79 LOW PROFIT FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1734	\$ 2425	\$ 874
3 DAIRY PRODUCTS	17547	25925	8394
4 OTHER DAIRY CATTLE	1376	2026	793
5 BEEF BREEDING CATTLE	465	411	698
6 BEEF FEEDER CATTLE	5482	5767	11441
7 HOGS COMPLETE & MIXED	20201	33470	13018
8 HOGS FINISHING	9940	15701	19441
9 HOGS PRODUCING WEANING PIGS	1102	2605	899
10 SHEEP, GOATS & WOOL, FARM FLOCK	53	40	46
11 SHEEP & WOOL, FEEDER LAMBS	90		100
12 CHICKENS (INCL HENS & BROILERS)	37	3	4
13 TURKEYS			
14 EGGS	408	72	96
15 OTHER PRODUCTIVE LIVESTOCK & PROD	319		1459
16 OTHER MISC LIVESTOCK INCOME			
17 TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$58754	\$ 88445	\$ 57263
18 SALE OF CROPS			
19 WHEAT	1792	3863	1360
20 OTHER SMALL GRAIN	518	688	546
21 CORN	16293	33104	20672
22 SOYBEANS	8320	14222	7293
23 OTHER ROW CROPS	508	1166	718
24 LEGUMES & OTHER ROUGHAGE	305	216	361
25 GRASS SEED			
26 FRUITS & NUTS			
27 VEG, RDSDE MARKET & SPEC	7		32
28 NURSERY, TIMBER & OTHER			
29 SET ASIDE ACRES - GVT PAY	49		184
30 TOTAL SALES FROM CROPS	\$ 27793	\$ 53259	\$ 31167
31 CAPITAL ASSETS SOLD	872	1814	1014
32 GAS TAX REFUND	188	223	170
33 INCOME FROM WORK OFF FARM	993	1424	930
34 CUSTOM WORK ENTERPRISE INCOME	53	7	203
35 PATRONAGE REFUNDS	1259	2558	924
36 MISC FARM INCOME	773	1394	827
37 TOTAL FARM SALES	\$ 90685	\$149123	\$ 92499
38 INCREASE IN FARM CAPITAL	\$ 26503	\$ 57208	\$ 18777
39 FAMILY LIVING FROM FARM	605	616	570
40 TOTAL FARM RECEIPTS (37)+(38)+(39)	\$117793	\$206947	\$111846
41 ADJUSTED TOTAL FARM SALES (37)-(31)	\$ 89812	\$147309	\$ 91484
42 TOTAL CASH FARM OPERATING EXP	68066	102020	84275
43 NET CASH OPERATING INCOME	\$ 21746	\$ 45289	\$ 7209

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1976

ITEMS	AVERAGE OF 397 FARMS	79 HIGH PROFIT FARMS	79 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 635	\$ 743	\$ 441
3 OTHER DAIRY CATTLE	306	585	113
4 BEEF BREEDING CATTLE	171	44	283
5 BEEF FEEDER CATTLE	2527	2629	6413
6 HOGS COMPLETE	1026	1733	989
7 HOGS FINISHING	3838	5169	8350
8 HOGS PRODUCING WEANING PIGS	171	502	187
9 SHEEP, FARM FLOCK	12	8	21
10 SHEEP, FEEDER LAMBS	42		
11 CHICKENS	74	8	
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK	66		290
14 MISCELLANEOUS LIVESTOCK EXPENSE	2233	3091	1932
15 FEED BOUGHT	13619	18311	14283
16 FERTILIZER	7867	14083	8960
17 CHEMICALS	3367	6439	3646
18 OTHER CROP EXPENSE	3804	6352	4179
19 IRRIGATION OPERATION COST	7	28	10
20 CUSTOM WORK OPERATOR COSTS, INCLUDING LABOR	13		62
21 CUSTOM WORK HIRED	2276	2705	2623
22 REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	556	840	499
23 REPAIR & UPKEEP OF FARM REAL ESTATE	980	1620	884
24 GAS, OIL, GREASE BOUGHT (FARM SHARE)	2623	3711	2775
25 REPAIR & OPERATION OF MACHINERY, TRACTOR, TRUCK, AUTO (F.S.)	3139	4494	3522
26 REPAIR & UPKEEP OF IRRIGATION EQUIPMENT			1
27 REPAIRS, CUSTOM WORK ENTERPRISE	6		27
28 WAGES OF HIRED LABOR	2186	3692	2638
29 PERSONAL PROPERTY & REAL ESTATE TAXES	1533	2437	1735
30 CASH RENT	4683	8535	6201
31 GENERAL FARM EXPENSES	1333	1844	1596
32 TELEPHONE EXPENSE (FARM SHARE)	218	281	285
33 ELECTRICITY EXPENSE (FARM SHARE)	907	1267	911
34 INTEREST EXPENSE	7847	10810	10417
35 TOTAL CASH OPERATING EXPENSE	\$68066	\$102020	\$84275
36 POWER, CROP & MACH BOUGHT (FARM SHARE)	10206	14800	9487
37 IRRIGATION EQUIPMENT BOUGHT	31	125	31
38 CUSTOM WORK ENTERPRISE EQUIPMENT BOUGHT	41		133
39 LIVESTOCK EQUIPMENT BOUGHT	1852	2748	1625
40 NEW REAL ESTATE & IMPROVEMENTS	19816	36319	22172
41 TOTAL FARM PURCHASES (35 THUR (40)	\$100013	\$156014	\$117723
42 DECREASE IN FARM CAPITAL			
43 INTEREST ON FARM CAPITAL (EQUITY)	5364	10053	4785
44 UNPAID FAMILY LABOR	893	947	994
45 BOARD FURNISHED HIRED LABOR	129	158	108
46 TOTAL FARM EXPENSE (41 THUR (45)	\$106399	\$167172	\$123610
47 LABOR EARNINGS (OPERATORS SHARE) (6A/40)-(46)	\$11394	\$39775	\$(-11764)
48 RETURN TO CAPITAL & FAMILY LABOR (47)+(44)+(43)	\$17651	\$50775	\$(-5985)

WORK UNITS

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

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

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

COSTS & RETURNS FROM YOUR LIVESTOCK EXPENSE

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

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

AVERAGE PRICES USED FOR SOME COMMON FEEDS - 1976

Corn	\$2.30 Bu.	Good Alfalfa Hay	\$70.00
Oats	1.60 Bu.	Clover Hay	60.00
Barley	2.50 Bu.	Corn Silage	15.00-20.00
Wheat	3.25 Bu.	Oat Silage	15.00-20.00

PASTURE PER HEAD PER MONTH

Cows & Bulls	\$10.00	Pigs	\$.20
Cows-Bulls (Green Chop)	15.00	Ewes	.80
Young Cattle	5.00	Lambs	.40
Hogs	.40		

RANGE OF LABOR EARNINGS

THIS CHART SHOWS THE RANGE OF LABOR EARNINGS STARTING WITH THE HIGHEST AND ENDING WITH THE LOWEST IN THE 0 TO 9 PERCENTILE. EACH PERCENTILE GROUP REPRESENTS 49 OR 50 FARMS. THE AVERAGE OPERATOR LABOR EARNINGS LISTED FOR EACH GROUP REPRESENTS ONLY THE AVERAGE OF THAT GROUP. THE RANGE OF EARNINGS GIVES THE LOWEST AND THE HIGHEST INDIVIDUAL OPERATOR LABOR EARNINGS IN THAT GROUP.

PERCENTILE	NO. OF CASES	AVERAGE	RANGE	YOUR FARM
90 - 100	50	\$57,786	\$32,097 & UP	_____
80 - 89	49	25,614	21,759 - 31,826	_____
70 - 79	49	18,838	16,162 - 21,701	_____
60 - 69	49	14,045	12,261 - 16,151	_____
50 - 59	49	10,330	8,398 - 12,112	_____

***** **

40 - 49	49	\$ 6,594	\$ 4,587 - 8,331	_____
30 - 39	49	2,683	501 - 4,472	_____
20 - 29	49	(-1,613)	439 -(-3,693)	_____
10 - 19	49	(-6,149)	(-3,755)-(-9,510)	_____
0 - 9	50	(-20,756)	(-9,605)+ DOWN	_____

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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

FACTORS

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1976

ITEMS	AVERAGE OF 400 FARMS	79 HIGH PROFIT FARMS	79 LOW PROFIT FARMS
1 LABOR EARNINGS	\$12308.	\$41189.	\$(-12421).
2 CROP YIELD INDEX	100.9	101.4	94.1
3 PERCENT TILLABLE LAND IN H.R. CROPS	70.7	73.1	73.9
4 GROSS RET. PER TILL ACRE (EXCLUDING PAST.)	\$ 186.28	\$ 209.09	\$ 161.09
5 RETURN PER \$100 FEED FED PROD. LVSTK-INDEX	100.0	110.9	89.3
6*LIVESTOCK UNITS PER 100 ACRES	28.79	24.31	30.39
7 SIZE OF BUSINESS - WORK UNITS	435.47	607.69	391.92
8 WORK UNITS PER WORKER	250.27	274.97	216.53
9 POWER, MACH. EQUIP. BLDG. EXP. PER WORKER U.	\$ 49.01	\$ 50.99	\$ 56.90
10 FARM CAPITAL INVESTMENT PER WORKER	\$178157.	\$209172.	\$200330.
11 INDEX OF RETURN PER \$100 FEED FED			
12 6010A BEEF BREEDING RANGE	100	115	116
13 6020A BEEF BREEDING FARM	100	249	116
14 6100A BEEF BREEDING COMMERCIAL	100	218	94
15 6120A BEEF BREEDING PUREBRED	100	84	28
16 6130A BEEF FEEDERS GRASS FED	100	128	82
17 6140A BEEF FEEDERS FEEDLOT	100	112	96
18 6150A BEEF FEEDERS VEALERS	100		94
19 6240A CHICKENS, LAYERS, COMMERCIAL	100	82	
20 6250A CHICKENS, LAYERS, FARM	100		
21 6260A CHICKENS, BROILERS	100		
22 6290A DAIRY COWS, COMMERCIAL	100	111	89
23 6300A DAIRY COWS, PUREBRED	100	94	104
24 6310A OTHER DAIRY, COMMERCIAL	100	101	88
25 6318A OTHER DAIRY, REPLACE. & FEEDER ST	100	107	
26 6360A DUCKS	100		
27 6470A HOGS, FARROW, FINISH	100	107	89
28 6490A HOGS, FINISHING	100	110	90
29 6510A HOGS, WEANING PIG PROD.	100	131	71
29 6530A HOGS, MIXED SYSTEMS	100	113	88
29 6550A HOURSSES	100		
29 6570A LAMBS, FEEDERS	100		75
29 6620A RABBITS	100		
29 6670A SHEEP, FARM, COMMERCIAL	100	142	70
30 NUMBER OF ANIMAL UNITS	96.85	123.35	107.67
31 WORK UNITS			
32 CROPS	165.45	251.16	174.41
33 PRODUCTIVE LIVESTOCK	247.38	329.68	198.16
34 OTHER PRODUCTIVE WORK UNITS	22.64	26.85	19.35
35 EXPENSES PER WORK UNITS			
36 TRACTOR & CROP MACHINERY EXPENSE	\$ 24.99	\$ 26.00	\$ 29.40
37 FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 6.53	\$ 6.45	\$ 7.28
38 FARM SHARE OF ELECTRIC EXPENSE	\$ 2.18	\$ 2.07	\$ 2.57
39 LIVESTOCK EQUIPMENT EXPENSE	\$ 4.52	\$ 4.62	\$ 5.12
40 BUILDING, FENCE & TILING EXPENSE	\$ 10.80	\$ 11.86	\$ 12.53
41** TRACTOR & CROP MACH.EXP. PER CROP ACRE	\$ 32.97	\$ 31.44	\$ 33.28
42 FARM POWER & MACH. COST ALLOCATION TO LVSTK	\$1766.10	\$2173.06	\$1557.30
43 BUILDING, FENCE & TILING COST- ALLOCATION TO CROPS	\$1833.75	\$2887.66	\$2081.07

44 * ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE

** ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY

THERMOMETER CHART

USING YOUR FINGERS FROM TABLE 8 LOCATE YOUR STANDING WITH RESPECT TO THE VARIOUS MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY. THE AVERAGES FOR THE FARMS INCLUDED IN THIS SUMMARY ARE LOCATED BETWEEN THE DOTTED LINES ACROSS THE CENTER OF THE PAGE.

* HIGH 20% o LOW 20%

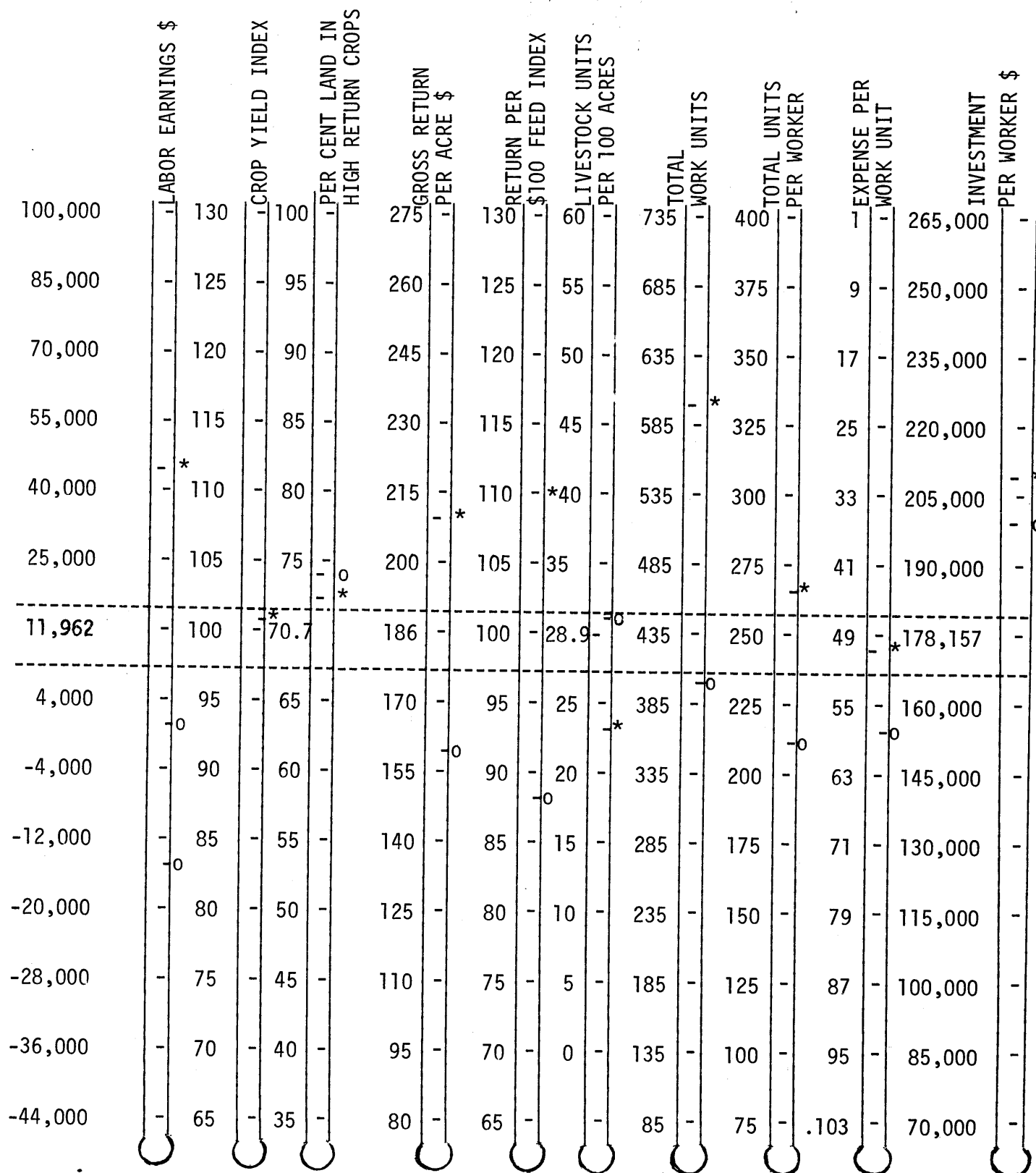


TABLE 9 CROP ACRES, YIELD AND COSTS - 1976

CODE		AVE. OF ALL FARMS			HIGH PROFIT FARMS			LOW PROFIT FARMS		
		CROP RANK	NO. OF ACRES	YIELD PER A	LISTED COST PER ACRE	ACRES	YIELD PER A	LISTED COST PER ACRE	ACRES	YIELD PER A
0070	OATS, BU	D	24.3	68.1	91.64	24.6	82.8	94.90	24.0	52.9
0172	SPRING WHEAT, BU	C	36.0	49.8	117.88	37.6	60.6	128.38	34.5	37.9
0211	CANNING CORN \$	B	30.1	168.87	168.10	29.2	181.68	186.14	31.0	156.81
0222	CORN GRAIN, BU	A	167.2	83.3	174.69	187.8	97.4	185.56	146.2	65.2
0291	SOYBEANS, BU	B	82.9	26.4	114.73	89.5	31.7	123.87	76.3	20.2
0340	CANNING PEAS \$	B	29.4	202.18	125.55	31.4	248.15	144.47	27.1	142.51
0401	ALFALFA HAY, TON	B	41.5	2.8	121.85	43.7	3.5	128.84	39.4	2.0
0620	LEGUME GRASS MIX, TON	C	31.5	1.7	90.95	23.7	2.4	93.20	39.7	1.4
0720	CORN SILAGE, TON	B	33.1	11.9	162.48	28.8	16.2	170.90	37.5	8.7
0750	GRAIN SILAGE, TON	C	16.7	4.9	101.71	12.6	7.6	107.57	20.9	3.3
0830	ALF & MIX PASTURE \$	B	20.7	53.53	58.74	16.6	46.20	59.56	24.9	58.23
0810	OTHER TILLABLE PAST \$	D	28.6	31.19	36.62	40.0	27.35	36.76	17.0	35.00
0860	NON-TILLABLE PAST \$	D	34.2	29.94	36.72	33.0	26.00	34.14	35.4	33.62
0800	ANNUAL FORAGE PAST \$	D	32.4	40.22	60.86	26.8	56.34	62.51	36.2	26.82
TOTAL ACRES IN FARM OR RANCH-ACRES										

SUPPLEMENTARY INFORMATION

PERCENT LAND TILLABLE	89.2	91.6	87.5
PERCENT LAND IN HIGH RET CROPS	70.7	73.1	73.9
FERTILIZER COST/ACRE \$	27.32	28.87	29.25
CROP CHEMICALS/ACRE \$	11.36	12.17	12.07
SEED & OTHER COSTS/ACRE \$	13.09	13.08	13.54
GAS, GREASE & OIL/ ACRE \$	6.07	5.52	6.47

TABLE 10-0072 CROP DATE FOR OATS - FEED (1) - 1976

ITEMS	250 FARMS TOTAL	PER ACRE AVERAGE	125 HIGH	125 LOW
1 ACRES		24.3	24.6	24.0
2 YIELD		68.1	82.8	52.9
3 VALUE PER PRODUCTION UNIT \$		1.59	1.59	1.59
4 CROP PRODUCT RETURN	2630	108.23	131.71	84.08
5 OTHER CROP INCOME	221	9.09	11.14	7.04
6 TOTAL CROP RETURN \$	2851	117.32	142.85	91.12
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		5.14	5.16	5.08
9 CHEMICALS		.86	1.38	.33
10 SEED & OTHER		8.35	9.27	7.42
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		4.24	4.31	4.17
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	452	18.59	20.12	17.00
15 RETURN OVER SUPPLEMENTAL COSTS \$	2399	98.73	122.73	74.12
16 ALLOCATED COSTS				
17 FARM POWER & MACH - OWNERSHIP		9.18	9.39	8.96
18 FARM POWER & MACH - OPERATION		8.50	8.32	8.68
19 IRRIGATION EQUIP - OWNERSHIP				
20 LAND COSTS		52.78	54.44	51.11
21 MISC COSTS				
22 *INTEREST ON MACH & EQUIP, INVEST		2.59	2.63	2.54
23 TOTAL ALLOCATED COSTS \$	1775	73.05	74.78	71.29
24 RETURN OVER ALL LISTED COSTS \$	624	25.68	47.95	2.83
25 SUPPLEMENTARY MANAGEMENT INFOR				
26 WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27 POWER CSSTS ALLOCATION FACTOR		1.29	1.37	1.20
28 TOTAL LISTED COST PER UNIT OF PROD \$		1.35	1.15	1.67
29 RETURN OVER LISTED COSTS PER UNIT \$		.38	.58	.05
30 BREAK EVEN YIELD		57.64	59.69	55.53
31 TOTAL LISTED COSTS PER ACRE \$		91.64	94.90	88.29
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0195 CROP DATA FOR WHEAT - 172 FARMS - 1976

ITEMS		TOTAL	PER ACRE AVERAGE	86 FARMS HIGH	86 FARMS LOW
1	ACRES		36.0	37.6	34.5
2	YIELD		49.8	60.6	37.9
3	VALUE PER PRODUCTION UNIT \$		3.19	3.18	3.20
4	CROP PRODUCT RETURN \$	5720	158.89	192.58	121.42
5	OTHER CROP INCOME	161	4.47	5.61	3.32
6	TOTAL CROP RETURN \$	5881	163.36	198.19	124.64
7	SUPPLEMENTAL COSTS				
8	FERTILIZER		17.94	20.61	15.01
9	CHEMICALS		.83	1.04	.58
10	SEED & OTHER		13.22	14.23	12.09
11	SPECIAL HIRED LABOR				
12	CUSTOM WORK HIRED		4.44	4.36	4.49
13	IRRIGATION OPERATION				
14	TOTAL SUPPLEMENTAL COSTS \$	1312	36.43	40.24	32.17
15	RETURN OVER SUPPLEMENTAL COSTS \$	4569	126.93	157.95	92.47
16	ALLOCATED COSTS				
17	FARM POWER & MACH-OWNERSHIP		10.49	11.49	9.37
18	FARM POWER & MACH-OPERATION		8.54	8.91	8.12
19	IRRIGATION EQUIP-OWNERSHIP				
20	LAND COSTS		59.42	64.67	54.17
21	MISC COSTS				
22	*INTEREST ON MACH & EQUIP INVESTMT		3.00	3.07	2.92
23	TOTAL ALLOCATED COSTS \$	2933	81.45	88.14	74.58
24	RETURN OVER ALL LISTED COSTS \$	1636	45.48	69.81	17.89
25	SUPPLEMENTARY MANAGEMENT INFORMATION				
26	WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR		1.53	1.69	1.37
28	TOTAL LISTED COST PER UNIT OF PROD \$		2.37	2.12	2.81
29	RETURN OVER LISTED COSTS PER UNIT \$		.91	1.15	.47
30	BREAKEVEN YIELD		36.95	40.37	33.36
31	TOTAL LISTED COSTS PER ACRE \$		117.88	128.38	106.75
32	OTHER POSSIBLE COSTS NOT LISTED				
33	UTILITIES & OTHER GEN FARM EXP				
34	INTEREST ALLOCATION				
35	OTHER COSTS NOT LISTED				
36	TOTAL COSTS				

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0260 CROP DATA FOR CANNING CORN - 18 FARMS - 1976

ITEMS	TOTAL	PER ACRE AVERAGE	9 FARMS HIGH	9 FARMS LOW
1 ACRES		30.1	29.2	31.0
2 YIELD		168.87	181.68	156.81
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN \$	5083	168.87	181.68	156.81
5 OTHER CROP INCOME	32	1.06	-	2.03
6 TOTAL CROP RETURN \$	5115	169.93	181.68	158.84
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		32.89	40.86	25.35
9 CHEMICALS		12.89	13.05	12.71
10 SEED & OTHER		8.04	9.93	6.23
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		11.63	12.71	10.61
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	1970	65.45	76.55	54.90
15 RETURN OVER SUPPLEMENTAL COSTS \$	3145	104.48	105.13	103.94
16 ALLOCATED COSTS				
17 FARM POWER & MACH-OWNERSHIP		15.59	17.90	13.41
18 FARM POWER & MACH-OPERATION		11.81	12.80	10.87
19 IRRIGATION EQUIP-OWNERSHIP				
20 LAND COSTS		71.22	74.67	67.78
21 MISC COSTS				
22 *INTEREST ON MACH & EQUIP INVESTMT		4.03	4.22	3.84
23 TOTAL ALLOCATED COSTS \$	3089	102.65	109.59	95.90
24 RETURN OVER ALL LISTED COSTS \$	56	1.83	(-4.46)	8.04
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.50	.50	.50
27 POWER COSTS ALLOCATION FACTOR		1.76	1.91	1.61
28 TOTAL LISTED COST PER UNIT OF PROD \$		1.00	1.02	.96
29 RETURN OVER LISTED COSTS PER UNIT \$		.01	(-.02)	.05
30 BREAK-EVEN YIELD		168.10	186.14	150.80
31 TOTAL LISTED COSTS PER ACRE \$		168.10	186.14	150.80
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0222 CROP DATA FOR CORN -- GRAIN (1) - 1976 - 431 FARMS

ITEMS	TOTAL	PER ACRE	215 HIGH	215 LOW
		AVERAGE		
1 ACRES		167.2	187.8	146.2
2 YIELD		83.3	97.4	65.2
3 VALUE PER PRODUCTION UNIT \$		2.39	2.39	2.39
4 CROP PRODUCT RETURN	33290	199.10	232.85	155.94
5 OTHER CROP INCOME	334	2.00	.79	3.53
6 TOTAL CROP RETURN \$	33624	201.10	233.64	159.47
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		40.65	43.03	37.74
9 CHEMICALS		15.13	15.85	14.23
10 SEED & OTHER		15.92	17.05	14.49
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		5.39	5.72	4.96
13 IRRIGATION OPERATION		.01		.02
14 TOTAL SUPPLEMENTAL COSTS \$	12893	77.10	81.65	71.44
15 RETURN OVER SUPPLEMENTAL COSTS \$	20731	124.00	151.99	88.03
16 ALLOCATED COSTS				
17 FARM POWER & MACH - OWNERSHIP		19.92	21.24	18.32
18 FARM POWER & MACH-OPERATION		16.19	16.80	15.47
19 IRRIGATION EQUIP-OWNERSHIP				
20 LAND COSTS		55.79	59.95	51.66
21 MISC COSTS		.06	.10	.01
22 *INTEREST ON MACH & EQUIP INVESTMT		5.63	5.82	5.41
23 TOTAL ALLOCATED COSTS \$	16317	97.59	103.91	90.87
24 RETURN OVER ALL LISTED COSTS \$	4414	26.41	48.08	(-2.84)
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.55	.55	.55
27 POWER COSTS ALLOCATION FACTOR		1.45	1.54	1.36
28 TOTAL LISTED COST PER UNIT OF PROD \$		2.10	1.90	2.49
29 RET OVER LISTED COSTS PER UNIT \$		.32	.49	(-.04)
30 BREAKEVEN YIELD		73.09	77.64	67.91
31 TOTAL LISTED COSTS PER ACRE \$		174.69	185.56	162.31
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0291 CROP DATA FOR SOYBEANS (1) - 1976

ITEMS	TOTAL	PER ACRE AVERAGE	145 HIGH	145 LOW
1 ACRES		82.9	89.5	76.3
2 YIELD		26.4	31.7	20.2
3 VALUE PER PRODUCTION UNIT \$	13944	6.37	6.38	6.37
4 CROP PRODUCT RETURN	95	168.20	202.30	128.57
5 OTHER CROP INCOME		1.15	.15	2.31
6 TOTAL CROP RETURN \$	14039	169.35	202.45	130.88
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		3.76	5.41	1.85
9 CHEMICALS		11.65	12.09	11.14
10 SEED & OTHER		8.29	8.46	8.09
11 SPECIAL HIRED LABOR		.01	.03	-
12 CUSTOM WORK HIRED		2.16	2.06	2.28
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	2145	25.87	28.05	23.36
15 RETURN OVER SUPPLEMENTAL COSTS \$	11894	143.48	174.40	107.52
16 ALLOCATED COSTS				
17 FARM POWER & MACH-OWNERSHIP		15.82	17.03	14.40
18 FARM POWER & MACH - OPERATION		12.85	13.48	12.10
19 IRRIGATION EQUIP - OWNERSHIP				
20 LAND COSTS		55.77	60.52	51.02
21 MISC COSTS		.08	.15	
22 *INTEREST ON MACH & EQUIP INVESTMT		4.34	4.64	3.99
23 TOTAL ALLOCATED COSTS \$	7366	88.86	95.82	81.51
24 RETURN OVER ALL LISTED COSTS \$	4528	54.62	78.58	26.01
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.45	.45	.45
27 POWER COSTS ALLOCATION FACTOR		1.41	1.50	1.32
28 TOTAL LISTED COST PER UNIT OF PROD \$		4.34	3.91	5.20
29 RETURN OVER LISTED COSTS PER UNIT \$		2.07	2.48	1.29
30 BREAK EVEN YIELD		18.01	19.42	16.46
31 TOTAL LISTED COSTS PER ACRE \$		114.73	123.87	104.87
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0365 CROP DATA FOR CANNING PEAS-15 FARMS-1976

ITEMS	TOTAL	PER ACRE AVERAGE	7 FARMS HIGH	7 FARMS LOW
1 ACRES		29.4	31.4	27.1
2 YIELD		202.18	248.15	142.51
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN	5944	202.18	248.15	142.51
5 OTHER CROP INCOME	42	1.43	2.90	
6 TOTAL CROP RETURN \$	5986	203.61	251.05	142.51
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		17.96	19.49	13.06
9 CHEMICALS		4.49	4.59	5.09
10 SEED & OTHER		18.88	27.26	12.25
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		1.39	2.52	.33
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	1256	42.72	53.86	30.73
15 RETURN OVER SUPPLEMENTAL COSTS \$	4730	160.89	197.19	111.78
16 ALLOCATED COSTS				
17 FARM POWER & MACH-OWNERSHIP		11.76	14.12	8.66
18 FARM POWER & MACH-OPERATION		11.08	11.51	10.42
19 IRRIGATION EQUIP-OWNERSHIP				
20 LAND COSTS		56.67	61.43	49.29
21 MISC COSTS				
22 *INTEREST ON MACH & EQUIP INVESTMT		3.32	3.55	3.01
23 TOTAL ALLOCATED COSTS \$	2436	82.83	90.61	71.38
24 RETURN OVER ALL LISTED COSTS \$	2294	78.06	106.58	40.40
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.40	.40	.40
27 POWER COSTS ALLOCATION FACTOR		1.03	.96	1.10
28 TOTAL LISTED COST PER UNIT OF PROD \$		.62	.58	.72
29 RETURN OVER LISTED COSTS PER UNIT \$		.39	.43	.28
30 BREAK-EVEN YIELD		125.55	144.47	102.11
31 TOTAL LISTED COSTS PER ACRE \$		125.55	144.47	102.11
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0400 CROP DATA FOR ALFALFA HAY - 259 FARMS - 1976

ITEMS	TOTAL	PER ACRE AVERAGE	129 FARMS HIGH	129 FARMS LOW
1 ACRES		41.5	43.7	39.4
2 YIELD		2.8	3.5	2.0
3 VALUE PER PRODUCTION UNIT \$		61.02	60.89	61.16
4 CROP PRODUCT RETURN	7078	170.55	214.58	122.64
5 OTHER CROP INCOME	18	.43	-	.91
6 TOTAL CROP RETURN \$	7096	170.98	214.58	123.55
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		10.00	12.40	7.39
9 CHEMICALS		.31	.41	.23
10 SEED & OTHER		9.86	10.02	9.59
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		1.49	1.53	1.45
13 IRRIGATION OPERATION		.07	.11	
14 TOTAL SUPPLEMENTAL COSTS \$	902	21.73	24.47	18.66
15 RETURN OVER SUPPLEMENTAL COSTS \$	6194	149.25	190.11	104.89
16 ALLOCATED COSTS				
17 FARM POWER & MACH-OWNERSHIP		20.27	21.17	19.35
18 FARM POWER & MACH-OPERATION		18.52	18.85	18.20
19 IRRIGATION EQUIP-OWNERSHIP				
20 LAND COSTS		55.88	58.58	53.23
21 MISC COSTS				
22 *INTEREST ON MACH & EQUIP INVESTMT		5.45	5.77	5.12
23 TOTAL ALLOCATED COSTS \$	4154	100.12	104.37	95.90
24 RETURN OVER ALL LISTED COSTS \$	2040	49.13	85.74	8.99
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.60	.60	.60
27 POWER COSTS ALLOCATION FACTOR		1.56	1.72	1.41
28 TOTAL LISTED COST PER UNIT OF PROD \$		43.59	36.56	57.13
29 RETURN OVER LISTED COSTS PER UNIT \$		17.59	24.32	4.49
30 BREAK-EVEN YIELD		2.00	2.12	1.87
31 TOTAL LISTED COSTS PER ACRE \$		121.85	128.84	114.56
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0525 CROP DATA FOR LEGUME-GRASS MIX HAY - 47 FARMS - 1976

ITEMS		TOTAL	PER ACRE AVERAGE	23 FARMS HIGH	23 FARMS LOW
1	ACRES		31.5	23.7	39.7
2	YIELD		1.7	2.4	1.4
3	VALUE PER PRODUCTION UNIT \$		59.15	58.91	59.78
4	CROP PRODUCT RETURN	3253	103.27	144.18	81.31
5	OTHER CROP INCOME	57	1.81	1.69	1.91
6	TOTAL CROP RETURN \$	3310	105.08	145.87	83.22
7	SUPPLEMENTAL COSTS				
8	FERTILIZER		5.11	6.92	4.16
9	CHEMICALS				
10	SEED & OTHER		5.65	6.16	5.52
11	SPECIAL HIRED LABOR				
12	CUSTOM WORK HIRED		3.94	6.24	1.69
13	IRRIGATION OPERATION				
14	TOTAL SUPPLEMENTAL COSTS \$	463	14.70	19.32	11.37
15	RETURN OVER SUPPLEMENTAL COSTS \$	2847	90.38	126.55	71.85
16	ALLOCATED COSTS				
17	FARM POWER & MACH-OWNERSHIP		11.42	10.44	12.25
18	FARM POWER & MACH-OPERATION		12.45	11.40	13.32
19	IRRIGATION EQUIP-OWNERSHIP				
20	LAND COSTS		48.77	48.70	49.22
21	MISC COSTS				
22	*INTEREST ON MACH & EQUIP INVESTMT		3.61	3.34	3.85
23	TOTAL ALLOCATED COSTS \$	2402	76.25	73.88	78.64
24	RETURN OVER ALL LISTED COSTS \$	445	14.13	52.67	(-6.79)
25	SUPPLEMENTARY MANAGEMENT INFORMATION				
26	WORK UNITS ASSIGNED PER ACRE		.40	.40	.40
27	POWER COSTS ALLOCATION FACTOR		1.11	1.31	.94
28	TOTAL LISTED COST PER UNIT OF PROD \$		52.09	38.07	66.17
29	RETURN OVER LISTED COSTS PER UNIT \$		8.09	21.53	(-4.98)
30	BREAKEVEN YIELD		1.54	1.58	1.51
31	TOTAL LISTED COSTS PER ACRE \$		90.95	93.20	90.01
32	OTHER POSSIBLE COSTS NOT LISTED				
33	UTILITIES & OTHER GEN FARM EXP				
34	INTEREST ALLOCATION				
35	OTHER COSTS NOT LISTED				
36	TOTAL COSTS				

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0545 CROP DATA FOR GRAIN SILAGE - 50 FARMS - 1976

ITEMS	TOTAL	PER ACRE AVERAGE	25 FARMS HIGH	25 FARMS LOW
1 ACRES		16.7	12.6	20.9
2 YIELD		4.9	7.6	3.3
3 VALUE PER PRODUCTION UNIT \$		19.44	19.40	19.48
4 CROP PRODUCT RETURN	1594	95.45	147.78	63.40
5 OTHER CROP INCOME				
6 TOTAL CROP RETURN \$	1594	95.45	147.78	63.40
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		5.03	5.40	4.78
9 CHEMICALS		.36	.40	.33
10 SEED & OTHER		8.26	8.57	7.99
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		.78	.87	.67
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	241	14.43	15.24	13.77
15 RETURN OVER SUPPLEMENTAL COSTS \$	1353	81.02	132.54	49.63
16 ALLOCATED COSTS				
17 FARM POWER & MACH-OWNERSHIP		14.13	16.85	12.42
18 FARM POWER & MACH-OPERATION		12.13	11.82	12.27
19 IRRIGATION EQUIP-OWNERSHIP				
20 LAND COSTS		56.94	58.84	55.04
21 MISC COSTS				
22 *INTEREST ON MACH & EQUIP INVESTMT		4.08	4.82	3.61
23 TOTAL ALLOCATED COSTS \$	1458	87.28	92.33	83.34
24 RETURN OVER ALL LISTED COSTS \$	(-105)	(-6.26)	40.21	(-33.71)
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.40	.40	.40
27 POWER COSTS ALLOCATION FACTOR		1.47	1.46	1.49
28 TOTAL LISTED COST PER UNIT OF PROD \$		20.72	14.11	29.84
29 RETURN OVER LISTED COSTS PER UNIT \$		(-1.28)	5.28	(-10.35)
30 BREAKEVEN YIELD		5.23	5.54	4.99
31 TOTAL LISTED COSTS PER ACRE \$		101.71	107.57	97.11
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0550 CROP DATA FOR CORN & SORGHUM SILAGE - 231 FARMS - 1976

ITEMS	TOTAL	PER ACRE AVERAGE	115 FARMS HIGH	115 FARMS LOW
1 ACRES		33.1	28.8	37.5
2 YIELD		11.9	16.2	8.7
3 VALUE PER PRODUCTION UNIT \$		19.52	19.72	19.31
4 CROP PRODUCT RETURN	7710	232.93	319.76	167.87
5 OTHER CROP INCOME	84	2.54		4.51
6 TOTAL CROP RETURN \$	7794	235.47	319.76	172.38
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		35.80	36.01	35.71
9 CHEMICALS		12.33	13.61	11.36
10 SEED & OTHER		12.39	12.64	12.24
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		4.05	4.20	3.89
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	2137	64.57	66.46	63.20
15 RETURN OVER SUPPLEMENTAL COSTS \$	5657	170.90	253.30	109.18
16 ALLOCATED COSTS				
17 FARM POWER & MACH-OWNERSHIP		19.49	20.59	18.67
18 FARM POWER & MACH-OPERATION		18.51	19.57	17.74
19 IRRIGATION EQUIPMENT				
20 LAND COSTS		54.60	58.85	50.38
21 MISC COSTS				
22 *INTEREST ON MACH & EQUIP INVESTMT		5.31	5.43	5.23
23 TOTAL ALLOCATED COSTS \$	3241	97.91	104.44	92.02
24 RETURN OVER ALL LISTED COSTS \$	2416	72.99	148.86	17.16
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.60	.60	.60
27 POWER COSTS ALLOCATION FACTOR		1.48	1.73	1.23
28 TOTAL LISTED COST PER UNIT OF PROD \$		13.62	10.54	17.85
29 RETURN OVER LISTED COSTS PER UNIT \$		6.12	9.18	1.98
30 BREAKEVEN YIELD		8.32	8.67	8.04
31 TOTAL LISTED COSTS PER ACRE \$		162.48	170.90	155.22
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0570 CROP DATA FOR LEGUME PASTURES - 48 FARMS - 1976

ITEMS	TOTAL	PER ACRE AVERAGE	24 FARMS HIGH	24 FARMS LOW
1 ACRES		20.7	16.6	24.9
2 YIELD		53.53	46.20	58.23
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN	1108	53.53	46.20	58.23
5 OTHER CROP INCOME	8	.39	1.02	
6 TOTAL CROP RETURN \$	1116	53.92	47.22	58.23
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		4.60	2.99	5.58
9 CHEMICALS		.25	.34	.24
10 SEED & OTHER		2.17	4.29	.92
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		.25		.40
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	144	7.27	7.62	7.14
15 RETURN OVER SUPPLEMENTAL COSTS \$	972	46.65	39.60	51.09
16 ALLOCATED COSTS				
17 FARM POWER & MACH-OWNERSHIP		1.61	1.74	1.54
18 FARM POWER & MACH-OPERATION		1.34	1.47	1.27
19 IRRIGATION EQUIP-OWNERSHIP				
20 LAND COSTS		48.08	48.29	47.88
21 MISC COSTS				
22 *INTEREST ON MACH & EQUIP INVESTMT		.44	.44	.45
23 TOTAL ALLOCATED COSTS \$	1020	51.47	51.94	51.14
24 RETURN OVER ALL LISTED COSTS \$	(-48)	(-4.82)	(-12.34)	(-.05)
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.05	.05	.05
27 POWER COSTS ALLOCATION FACTOR		1.32	1.42	1.22
28 TOTAL LISTED COST PER UNIT OF PROD \$		1.08	1.25	1.00
29 RETURN OVER LISTED COSTS PER UNIT \$		(-.04)	(-.13)	
30 BREAK EVEN YIELD		61.19	64.74	58.28
31 TOTAL LISTED COSTS PER ACRE \$		58.74	59.56	58.28
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0575 CROP DATA FOR TILLABLE GRASS PASTURE - 15 FARMS - 1976

ITEMS	TOTAL	PER ACRE AVERAGE	7 FARMS HIGH	7 FARMS LOW
1 ACRES		28.6	40.0	17.0
2 YIELD		31.19	27.35	35.00
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN	830	29.02	23.53	35.00
5 OTHER CROP INCOME				
6 TOTAL CROP RETURN \$	830	29.02	23.53	35.00
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		.59	.90	
9 CHEMICALS		.07		.29
10 SEED & OTHER		.28	.43	
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED				
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	27	.94	1.33	.29
15 RETURN OVER SUPPLEMENTAL COSTS \$	803	28.08	22.20	34.71
16 ALLOCATED COSTS				
17 FARM POWER & MACH-OWNERSHIP		.97	.81	1.18
18 FARM POWER & MACH-OPERATION		.89	.96	.72
19 IRRIGATION EQUIP-OWNERSHIP				
20 LAND COSTS		33.53	33.43	34.57
21 MISC COSTS				
22 *INTEREST ON MACH & EQUIP INVESTMT		.29	.23	.32
23 TOTAL ALLOCATED COSTS \$	1020	35.68	35.43	36.79
24 RETURN OVER ALL LISTED COSTS \$	(-217)	(-7.60)	(-13.23)	(-2.08)
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.04	.04	.04
27 POWER COSTS ALLOCATION FACTOR		.74	.86	.58
28 TOTAL LISTED COST PER UNIT OF PROD \$		1.17	1.34	1.06
29 RETURN OVER LISTED COSTS PER UNIT \$		(-.24)	(-.48)	(-.06)
30 BREAK EVEN YIELD		39.38	42.74	37.08
31 TOTAL LISTED COSTS PER ACRE \$		36.62	36.76	37.08
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0585 CROP DATA FOR NON-TILLABLE PRAIRIE PASTURE - 86 FARMS - 1976

ITEMS	TOTAL	86 FARMS AVERAGE	43 FARMS HIGH	43 FARMS LOW
1 ACRES		34.2	33.0	35.4
2 YIELD		29.94	26.00	33.62
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN	1014	29.65	26.00	32.94
5 OTHER CROP INCOME				
6 TOTAL CROP RETURN \$	1014	29.65	26.00	32.94
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		1.58	.73	2.34
9 CHEMICALS		.03	.06	.03
10 SEED & OTHER		.29	.06	.54
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		.03		.06
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	66	1.93	.85	2.97
15 RETURN OVER SUPPLEMENTAL COSTS \$	948	27.72	25.15	29.97
16 ALLOCATED COSTS				
17 FARM POWER & MACH-OWNERSHIP		.30	.28	.32
18 FARM POWER & MACH-OPERATION		.27	.24	.30
19 IRRIGATION EQUIP-OWNERSHIP				
20 LAND COSTS		34.14	32.70	35.58
21 MISC COSTS				
22 *INTEREST ON MACH & EQUIP INVESTMT		.08	.07	.09
23 TOTAL ALLOCATED COSTS \$	1190	34.79	33.29	36.29
24 RETURN OVER ALL LISTED COSTS \$	(-242)	(-7.07)	(-8.14)	(-6.32)
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.01	.01	.01
27 POWER COSTS ALLOCATION FACTOR		1.04	1.07	1.02
28 TOTAL LISTED COST PER UNIT OF PROD \$		1.23	1.31	1.17
29 RETURN OVER LISTED COSTS PER UNIT \$		(-.24)	(-.31)	(-.19)
30 BREAK-EVEN YIELD		37.47	34.84	40.06
31 TOTAL LISTED COSTS PER ACRE \$		36.72	34.14	39.26
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10-0565 CROP DATA FOR ANNUAL FORAGE PASTURE - 31 FARMS - 1976

ITEMS	TOTAL	PER ACRE AVERAGE	15 FARMS HIGH	15 FARMS LOW
1 ACRES		32.4	26.8	36.2
2 YIELD		40.22	56.34	26.82
3 VALUE PER PRODUCTION UNIT \$		1.00	1.00	1.00
4 CROP PRODUCT RETURN	1303	40.22	56.34	26.82
5 OTHER CROP INCOME	14	.43		
6 TOTAL CROP RETURN \$	1317	40.65	56.34	26.82
7 SUPPLEMENTAL COSTS				
8 FERTILIZER		1.14	1.42	1.08
9 CHEMICALS				
10 SEED & OTHER		.03	.07	
11 SPECIAL HIRED LABOR				
12 CUSTOM WORK HIRED		.03		.08
13 IRRIGATION OPERATION				
14 TOTAL SUPPLEMENTAL COSTS \$	39	1.20	1.49	1.16
15 RETURN OVER SUPPLEMENTAL COSTS \$	1278	39.45	54.85	25.66
16 ALLOCATED COSTS				
17 FARM POWER & MACH-OWNERSHIP		5.18	5.22	4.71
18 FARM POWER & MACH-OPERATION		5.50	5.27	5.71
19 IRRIGATION EQUIP-OWNERSHIP				
20 LAND COSTS		47.45	48.80	45.93
21 MISC COSTS				
22 *INTEREST ON MACH & EQUIP INVESTMT		1.53	1.73	1.29
23 TOTAL ALLOCATED COSTS \$	1932	59.66	61.02	57.64
24 RETURN OVER ALL LISTED COSTS \$	(-654)	(-20.21)	(-6.17)	(-31.98)
25 SUPPLEMENTARY MANAGEMENT INFORMATION				
26 WORK UNITS ASSIGNED PER ACRE		.20	.20	.20
27 POWER COSTS ALLOCATION FACTOR		.90	.93	.87
28 TOTAL LISTED COST PER UNIT OF PROD \$		1.51	1.11	2.19
29 RETURN OVER LISTED COSTS PER UNIT \$		(- .50)	(-.11)	(-1.19)
30 BREAKEVEN YIELD		60.86	62.51	58.80
31 TOTAL LISTED COSTS PER ACRE \$		60.86	62.51	58.80
32 OTHER POSSIBLE COSTS NOT LISTED				
33 UTILITIES & OTHER GEN FARM EXP				
34 INTEREST ALLOCATION				
35 OTHER COSTS NOT LISTED				
36 TOTAL COSTS				

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

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

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

Costs and returns from all livestock enterprises are computed on a yearly basis. Feeding animals are often purchased in one year and sold in another. Inventories on such animals should be the result of accurate appraisal of both weights and values. Prices per cwt. sold and prices per cwt. bought are usually for different animals and reflect only the yearly market situation. A term used in measuring animal production intensity is "Animal Unit." An "Animal Unit" represents, for example, one dairy cow or bull, two other dairy cattle, one feeder steer, seven sheep, fourteen lambs, two and one-half sows, five pigs and eleven hundred pounds of turkeys produced. It measures livestock units per 100 acres in Table 8, line 6.

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

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

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

TABLE 11A - 6470A HOGS, COMPLETE - 1976

* RET. ABOVE FEED COST		AVERAGE	32 FARMS	29 FARMS
ITEMS		OF 161	HIGH *	LOW *
		FARMS		
1	POUNDS OF HOGS PRODUCED	119176	155207	72117
2	NET INCREASE IN VALUE OF HOGS	\$ 37.28	\$ 40.36	\$ 33.14
3	OTHER MISCELLANEOUS HOG INCOME			
4	TOTAL VALUE PRODUCED	\$ 37.28	\$ 40.36	\$ 33.14
5	POUNDS OF FEED FED			
6	CORN	308.0	276.0	353.4
7	SMALL GRAIN	16.7	14.4	15.9
8	COMPLETE RATION	8.8	8.0	29.0
9	PROTEIN, SALT & MINERAL & MILK	80.3	72.4	76.0
10	TOTAL CONCENTRATES	413.8	370.8	474.3
11	FORAGES	2.3	1.9	3.9
12	FEED COST			
13	GRAINS	13.55	12.07	15.45
14	COMPLETE RATION	.74	.75	2.49
15	PROTEIN, SALT & MINERAL & MILK	9.79	8.43	10.43
16	FORAGES	.07	.05	.13
17	PASTURE	.01		.01
18	TOTAL FEED COSTS	\$ 24.16	\$ 21.30	\$ 28.51
19	RETURN OVER FEED COSTS	\$ 13.12	\$ 19.06	\$ 4.63
20	SUPPLEMENTAL COSTS			
21	MISCELLANEOUS LIVESTOCK EXPENSE	.81	.86	.73
22	VETERINARY EXPENSE	.61	.74	.40
23	CUSTOM WORK	.24	.30	.22
24	SPECIAL HIRED LABOR	.03	.12	
25	TOTAL SUPPLEMENTAL COSTS	\$ 1.69	\$ 2.02	\$ 1.35
26	RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 11.43	\$ 17.04	\$ 3.28
27	ALLOCATED COSTS			
28	POWER & MACHINERY COSTS	.88	.92	1.10
29	LIVESTOCK EQUIPMENT COSTS	1.07	.92	1.35
30	BUILDING & FENCES	1.80	2.02	1.77
31	TOTAL ALLOCATED COSTS	\$ 3.75	\$ 3.86	\$ 4.22
32	RETURN OVER ALL LISTED COSTS	\$ 7.68	\$ 13.18	(-.94)
33	SUPPLEMENTARY MANAGEMENT INFORMATION			
34	RETURN FOR \$100 FEED FED	\$ 154.31	\$ 189.51	\$ 116.24
35	PRICE RECEIVED PER CWT. ALL ANIMALS	\$ 42.86	\$ 44.08	\$ 42.22
36	PRICE RECEIVED PER CWT. SOLD MKT. ONLY	\$ 43.60	\$ 44.34	\$ 42.80
37	NUMBER OF LITTERS FARROWED	73	98	54
38	NUMBER OF PIGS BORN PER LITTER	9.6	9.8	9.0
39	NUMBER OF PIGS WEANED PER LITTER	7.5	8.0	6.3
40	PERCENT DEATH LOSS	15.9	14.1	21.1
41	AVERAGE WEIGHT OF ALL HOGS SOLD	223.1	212.9	202.3
42	AVERAGE WEIGHT OF MKT. HOGS SOLD	219.3	215.8	213.3
43	PRICE PER CWT. CONCENTRATE FED	5.82	5.73	5.98
44	PRICE PER CWT. PROTEIN, SALT & MINERAL	\$ 12.19	\$ 11.65	\$ 13.72
45	POUNDS OF PORK PURCHASED	3087	2192	2620
46	TOTAL LISTED COSTS PER CWT. PORK PRODUCED	\$ 29.60	\$ 27.18	\$ 34.08
47	UTILITIES & OTHER GENERAL FARM EXPENSE			
48	INTEREST ALLOCATION			
49	OTHER COSTS NOT LISTED			
50	TOTAL COST			

TABLE 11B 6490 HOGS, FINISHING - 1976

* RETURN ABOVE FEED COST		AVERAGE OF 66 FARMS	13 FARMS HIGH *	13 FARMS LOW *
ITEMS				
1 AVERAGE NUMBER OF PIGS ON HAND		272.2	194.8	215.5
2 POUNDS OF HOGS PRODUCED		125932	98792	88335
3 NET INCREASE IN VALUE OF HOGS	\$	29.09	\$ 32.19	\$ 24.80
4 OTHER MISC HOG INCOME		-		
5 TOTAL VALUE PRODUCED	\$	29.09	\$ 32.19	\$ 24.80
6 POUNDS OF FEED FED				
7 CORN		290.3	269.5	316.2
8 SMALL GRAIN		11.7	3.7	10.6
9 COMPLETE RATION		8.4		25.5
10 PROTEIN, SALT & MINERAL & MILK		67.8	60.3	82.8
11 TOTAL CONCENTRATES		378.2	333.5	435.1
12 FORAGES		.9		
13 FEED COST				
14 GRAINS		12.81	11.73	13.69
15 COMPLETE RATION		.60		1.86
16 PROTEIN, SALT & MINERAL & MILK		8.56	8.16	10.02
17 FORAGES		.02		
18 PASTURE				
19 TOTAL FEED COSTS	\$	21.99	\$ 19.89	\$ 25.57
20 RETURN OVER FEED COSTS	\$	7.10	\$ 12.30	\$ (-.77)
21 SUPPLEMENTAL COSTS				
22 MISCELLANEOUS LIVESTOCK EXP		.35	.20	.64
23 VETERINARY EXP		.35	.19	.21
24 CUSTOM WORK		.50	.64	.41
25 SPECIAL HIRED LABOR				
26 TOTAL SUPPLEMENTAL COSTS	\$	1.20	\$ 1.03	\$ 1.26
27 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$	5.90	\$ 11.27	\$ (-2.03)
28 ALLOCATED COSTS				
29 POWER & MACHINERY COSTS		.56	.55	.38
30 LIVESTOCK EQUIPMENT COSTS		.96	.82	.81
31 BUILDING & FENCES		1.13	1.03	1.06
32 TOTAL ALLOCATED COSTS	\$	2.65	\$ 2.40	\$ 2.25
33 RETURN OVER ALL LISTED COSTS	\$	3.25	\$ 8.87	\$ (-4.28)
34 SUPPLEMENTARY MANAGEMENT INFORMATION				
35 RETURN FOR \$100 FEED FED	\$	132.27	\$ 161.82	\$ 96.98
36 PRICE RECEIVED PER CWT.	\$	44.07	\$ 44.55	\$ 42.40
37 AVERAGE WEIGHT OF PIGS SOLD		217.5	216.7	214.4
38 AVERAGE PRICE PAID PER PIG BOUGHT	\$	37.72	\$ 32.96	\$ 39.64
39 AVERAGE WEIGHT PER PIG BOUGHT		42.9	40.4	41.2
40 NUMBER OF PIGS PURCHASED		705	537	447
41 NO. PIGS TRANSFERRED IN		69	6	137
42 AVERAGE WEIGHT OF PIGS TRANSFERRED IN		53.3	41.5	43.3
43 POUNDS OF PORK PURCHASED		30214	21705	18399
44 PERCENT DEATH LOSS		3.1	2.3	5.8
45 PRICE PER CWT CONCENTRATE FED	\$	5.81	\$ 5.96	\$ 5.88
46 PRICE PER CWT PROTEIN, SALT & MINERAL FED	\$	12.63	\$ 13.54	\$ 12.10
47 EFFECTIVE DAILY GAIN - POUNDS PER DAY PER PIG		1.27	1.39	1.12
48 TOTAL LISTED COST PER CWT PORK PRODUCED	\$	25.84	\$ 23.32	\$ 29.08
49 UTILITIES & OTHER GENERAL FARM EXP		-		
50 INTEREST ALLOCATION		-		
51 OTHER COSTS NOT LISTED		-		
52 TOTAL COSTS		-		

TABLE 11C 6510A HOGS WEANING PIG PRODUCTION - AGGREGATE - 1976

ITEMS	* RETURN ABOVE FEED COST	AVE. OF 17 FARMS	8 FARMS HIGH *	8 FARMS LOW *
1 NUMBER OF LITTERS FARROWED		120	182	71
2 NET INCREASE IN VALUE OF HOGS		\$ 265.46	\$ 291.92	\$ 197.39
3 OTHER MISCELLANEOUS WEANING PIGS INCOME				
4 TOTAL VALUE PRODUCED		\$ 265.46	\$ 291.92	\$ 197.39
5 POUNDS OF FEED FED				
6 CORN		1327.4	1345.0	1254.4
7 SMALL GRAIN		162.1	133.5	240.1
8 COMPLETE RATION		80.1	87.8	62.7
9 PROTEIN, SALT & MINERAL & MILK		536.0	525.6	558.9
10 TOTAL CONCENTRATES		2105.6	2091.9	2116.1
11 FORAGES		4.6	4.8	4.2
12 FEED COST				
13 GRAINS		62.88	61.96	64.34
14 COMPLETE RATION		9.21	10.72	5.59
15 PROTEIN, SALT & MINERAL & MILK		56.96	54.89	61.61
16 FORAGES		.31	.37	.15
17 PASTURE		.06	.08	
18 TOTAL FEED COSTS		\$ 129.42	\$ 128.02	\$ 131.69
19 RETURN OVER FEED COSTS		\$ 136.04	\$ 163.90	\$ 65.70
20 SUPPLEMENTAL COSTS				
21 MISCELLANEOUS LIVESTOCK EXPENSE		14.00	13.82	14.75
22 VETERINARY EXPENSE		7.33	6.34	10.07
23 CUSTOM WORK		1.79	1.93	1.48
24 SPECIAL HIRED LABOR				
25 TOTAL SUPPLEMENTAL COSTS		\$ 23.12	\$ 22.09	\$ 26.30
26 RETURN OVER FEED & SUPPLEMENTAL COSTS		\$ 112.92	\$ 141.81	\$ 39.40
27 ALLOCATED COSTS				
28 POWER & MACHINERY COSTS		11.50	12.46	8.95
29 LIVESTOCK EQUIPMENT COSTS		13.51	10.69	19.81
30 BUILDING & FENCES		10.89	10.61	10.84
31 TOTAL ALLOCATED COST		\$ 35.90	\$ 33.76	\$ 39.60
32 RETURN OVER ALL LISTED COSTS		\$ 77.02	\$ 108.05	\$ (-.20)
33 SUPPLEMENTARY MANAGEMENT INFORMATION				
34 RETURN FOR \$100 FEED FED		\$ 205.12	\$ 228.03	\$ 149.89
35 AVERAGE PRICE RECEIVED PER ANIMAL SOLD		\$ 41.37	\$ 41.42	38.68
36 AVERAGE PRICE PER PIG SOLD OR TRANSFERRED		\$ 36.32	\$ 37.18	30.71
37 AVERAGE WEIGHT PER PIG SOLD OR TRANSFERRED		46.9	47.3	41.4
38 NUMBER OF PIGS PRODUCED		880	1404	457
39 NUMBER OF PIGS BORN PER LITTER		9.5	9.8	9.0
40 NUMBER OF PIGS WEANED PER LITTER		7.4	7.7	6.5
41 PERCENT DEATH LOSS		19.1	17.2	24.5
42 PRICE PER CWT. CONCENTRATE FED		\$ 6.13	6.10	6.22
43 PRICE PER CWT. PROTEIN, SALT & MINERAL FED		\$ 10.62	10.44	11.01
44 FEED & SUPPLEMENTAL COSTS PER PIG PRODUCED		\$ 20.80	19.46	24.54
45 TOTAL LISTED COSTS PER LITTER		\$ 188.44	\$ 183.87	\$ 197.59
46 UTILITIES & OTHER GENERAL FARM EXPENSE				
47 INTEREST ALLOCATION				
48 OTHER COSTS NOT LISTED				
49 TOTAL COSTS				

TABLE 12 - 6290A DAIRY COWS, COMM-AGGREGATE - 1976

ITEMS	AVERAGE OF 168 HERDS	34 HIGHEST RET ABOVE FEED COST	34 LOWEST RET ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	39.4	44.8	30.3
2 POUNDS OF MILK	12402	14615	9282
3 POUNDS OF BUTTERFAT	450.5	529.2	342.2
4 PERCENT OF BUTTERFAT IN MILK	3.6	3.6	
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	\$1106.50	\$1333.71	\$ 797.29
7 DAIRY PRODUCTS USED IN HOME	7.39	8.13	8.84
8 MILK FED TO LIVESTOCK	8.73	10.42	9.87
9 NET INCREASES IN VALUE OF COWS	(-39.44)	(-27.95)	(-43.27)
10 OTHER MISCELLANEOUS DAIRY INCOME			
11 TOTAL VALUE PRODUCED	\$1083.18	\$1324.31	\$ 772.73
12 POUNDS OF FEED FED			
13 CORN	4459.2	5058.5	4035.3
14 SMALL GRAIN	390.1	350.8	556.8
15 COMPLETE RATION	58.4		72.4
16 PROTEIN, SALT & MINERAL	769.7	699.8	588.8
17 TOTAL CONCENTRATES	5677.4	6109.1	5253.3
18 LEGUME HAY	5795.3	5089.0	6751.7
19 OTHER HAY & DRY ROUGHAGE	258.2	432.3	261.1
20 SILAGE	12687.2	10275.6	12713.3
21 FEED COSTS			
22 GRAINS	203.58	226.38	193.80
23 COMPLETE RATION	4.16		4.22
24 PROTEIN, SALT & MINERAL	85.81	86.41	70.73
25 ALL HAY & DRY ROUGHAGE	202.03	177.86	235.18
26 SILAGE	127.94	100.09	130.46
27 PASTURE	8.93	8.48	15.87
28 TOTAL FEED COSTS	\$ 632.45	\$ 599.22	\$ 650.26
29 RETURN OVER FEED COST	\$ 450.73	\$ 725.09	\$ 122.47
30 SUPPLEMENTAL COSTS			
31 MISCELLANEOUS LIVESTOCK EXPENSE	42.18	54.29	32.81
32 VETERINARY EXPENSE	20.56	26.81	12.41
33 CUSTOM WORK HIRED	34.97	38.21	29.31
34 SPECIAL HIRED LABOR	.03		
35 TOTAL SUPPLEMENTAL COSTS	\$ 97.74	\$ 119.31	\$ 74.53
36 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 352.99	\$ 605.78	\$ 47.94
37 ALLOCATED COSTS			
38 POWER & MACHINERY COSTS	41.87	43.44	40.10
39 LIVESTOCK EQUIPMENT COSTS	48.70	69.44	27.56
40 BUILDING & FENCES	65.14	93.59	37.94
41 TOTAL ALLOCATED COSTS	\$ 155.71	\$ 206.47	\$ 105.60
42 RETURN OVER ALL LISTED COSTS	\$ 197.28	\$ 399.31	\$ (-57.66)
43 SUPPLEMENTARY MANAGEMENT INFORMATION			
44 RETURN FOR \$100 FEED FED	\$ 171.26	\$ 221.01	\$ 118.83
45 FEED COST PER CWT. MILK	\$ 5.10	\$ 4.10	\$ 7.00
46 FEED COST PER POUND OF BUTTERFAT	\$ 1.40	\$ 1.13	1.90
47 POUNDS OF MILK PER POUND OF CONCENTRATE	2.18	2.39	1.77
48 AVERAGE PRICE PER CWT. MILK SOLD	\$ 9.04	\$ 9.23	\$ 8.75
49 AVERAGE PRICE PER POUND OF BUTTERFAT	\$ 2.49	\$ 2.55	\$ 2.37
50 TOTAL LISTED COSTS PER CWT. MILK PRODUCED	\$ 7.14	\$ 6.33	\$ 8.95
51 DAIRY COW TURNOVER PERCENTAGE	\$ 35.5	40.2	39.6
52 TOTAL LISTED COSTS PER COW	\$ 885.90	\$ 925.00	\$ 830.39
53 UTILITIES & OTHER GENERAL FARM EXPENSE			
54 INTEREST ALLOCATION			
55 OTHER COSTS NOT LISTED			
56 TOTAL COSTS			

TABLE 13 6310A OTHER DAIRY, COMM/PUREBRED-AGGREGATE - 1976

ITEMS	AVERAGE OF 161 HERDS	32 HIGHEST RET. ABOVE FEED COST	32 LOWEST RET. ABOVE FEED COST
1 NUMBER OF HEAD	45.9	44.5	42.8
2 NET INCREASE IN VALUE	\$ 185.34	\$ 252.90	\$ 136.03
3 OTHER MISCELLANEOUS INCOME			
4 TOTAL INCOME	\$ 185.34	\$ 252.90	\$ 136.03
5 POUNDS OF FEED FED			
6 CORN	893.3	556.5	1409.6
7 SMALL GRAIN	189.9	138.2	258.3
8 COMPLETE RATION	15.2	9.8	5.1
9 PROTEIN, SALT & MINERALS	173.9	178.0	236.1
10 HAY & DRY ROUGHAGE	1861.9	1346.5	2329.9
11 SILAGE	5717.3	5507.6	6942.9
12 MILK	54.1	27.4	60.1
13 FEED COST			
14 GRAINS	46.32	29.84	71.24
15 COMPLETE RATION	1.24	1.21	.35
16 PROTEIN, SALT & MINERALS	19.24	19.55	21.29
17 HAY & DRY ROUGHAGE	58.00	44.52	78.36
18 SILAGE	55.56	53.98	67.08
19 MILK	5.56	3.01	6.03
20 PASTURE	5.40	4.90	7.97
21 TOTAL FEED COSTS	\$ 191.32	\$ 157.01	\$ 252.32
22 RETURN OVER FEED COSTS	\$ (-5.98)	\$ 95.89	\$ (-166.29)
23 SUPPLEMENTAL COSTS			
24 MISCELLANEOUS EXPENSE	5.49	6.02	6.26
25 VETERINARY EXPENSE	2.40	2.22	2.38
26 CUSTOM WORK HIRED	1.68	1.80	1.71
27 SPECIAL HIRED LABOR			
28 TOTAL SUPPLEMENTAL COSTS	\$ 9.57	\$ 10.04	\$ 10.35
29 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ (-15.55)	\$ 85.85	\$ (-126.64)
30 ALLOCATED COSTS			
31 POWER & MACHINERY COSTS	7.42	6.86	7.77
32 LIVESTOCK EQUIPMENT COSTS	6.89	7.05	7.15
33 BUILDING & FENCES	10.41	10.94	9.87
34 TOTAL ALLOCATED COSTS	\$ 24.72	\$ 24.85	\$ 24.79
35 RETURN OVER ALL LISTED COSTS	\$ (-40.27)	\$ 61.00	\$ (-151.43)
36 SUPPLEMENTARY MANAGEMENT INFORMATION			
37 RETURN FOR \$100 FEED FED	\$ 96.87	\$ 161.07	\$ 53.91
38 PERCENT DEATH LOSS - TOTAL	9.2	9.8	11.7
39 PERCENT CALF DEATH LOSS	21.1	20.9	29.0
40 TOTAL LISTED COSTS PER HEAD	\$ 225.61	\$ 191.90	\$ 287.46
41 UTILITIES & OTHER GENERAL FARM EXPENSE			
42 INTEREST ALLOCATION			
43 OTHER COSTS NOT LISTED			
44 TOTAL COSTS			

TABLE 14 - ALL DAIRY & DUAL PURPOSE CATTLE - 1976

ITEMS	AVERAGE OF 172 HERDS	34 HIGHEST RET. ABOVE FEED COST	34 LOWEST RET. ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	39.3	45.4	29.5
2 VALUE OF DAIRY PRODUCTS	\$ 1123.94	\$ 1339.56	\$ 852.81
3 NET INCREASE IN VALUE	186.21	247.03	153.90
4 MISCELLANEOUS DAIRY INCOME		.27	
5 TOTAL VALUE PRODUCED	\$ 1310.20	\$ 1586.59	\$ 1006.98
6 POUNDS OF FEED FED			
7 GRAINS	6223.0	6523.7	6576.6
8 COMPLETE RATIONS	75.6	15.3	122.6
9 PROTEIN, SALT & MINERALS, INCL MILK EQUIV	1000.9	919.2	917.6
10 HAY & DRY ROUGHAGE	8314.5	7731.4	9723.4
11 SILAGE	12566.2	10552.0	13076.8
12 FEED COST			
13 GRAINS	262.21	273.44	279.76
14 COMPLETE RATIONS	5.57	1.15	7.59
15 PROTEIN, SALT & MINERALS, INCLUDING MILK	117.94	114.76	110.61
16 HAY & DRY ROUGHAGE	273.38	253.35	324.24
17 SILAGE	192.52	175.51	197.02
18 PASTURE COSTS	15.45	14.49	24.61
19 TOTAL FEED COSTS	\$ 867.07	\$ 832.70	\$ 943.83
20 RETURN OVER FEED COSTS	\$ 443.13	\$ 753.89	\$ 63.15
21 SUPPLEMENTAL COSTS			
22 MISCELLANEOUS LIVESTOCK EXPENSE	49.69	61.12	39.93
23 VETERINARY EXPENSE	23.97	30.09	17.56
24 CUSTOM WORK	37.51	41.23	32.17
25 SPECIAL HIRED LABOR	.03		
26 TOTAL SUPPLEMENTAL COSTS	\$ 111.20	\$ 132.44	\$ 89.66
27 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 331.93	\$ 621.45	\$ (-26.51)
28 ALLOCATED COSTS			
29 POWER & MACHINERY COSTS	50.28	46.05	41.02
30 LIVESTOCK EQUIPMENT COSTS	56.38	74.05	35.98
31 BUILDING & FENCES	76.41	100.83	52.02
32 TOTAL ALLOCATED COSTS	\$ 183.07	\$ 220.93	\$ 129.02
33 RETURN OVER ALL LISTED COSTS	\$ 148.86	\$ 400.52	\$ (-155.53)
34 SUPPLEMENTARY MANAGEMENT INFORMATION			
35 RETURN FOR \$100 FEED FED	\$ 151.11	\$ 190.53	\$ 106.69
36 TOTAL LISTED COSTS PER COW	\$ 1161.34	\$ 1186.07	\$ 1162.51
37 UTILITIES & OTHER GENERAL FARM EXPENSE			
38 INTEREST ALLOCATION			
39 OTHER COSTS NOT LISTED			
40 TOTAL COSTS			

TABLE 15A BEEF BREEDING - 1976

ITEMS	* RETURN ABOVE FEED COST	AVERAGE OF	10 FARMS	10 FARMS
		30 FARMS	HIGH *	LOW *
1 AVERAGE NUMBER OF BEEF COWS		37.4	37.0	30.8
2 AVERAGE NUMBER OF OTHER BEEF ANIMALS AND BULLS		28.5	28.7	22.4
3 POUNDS OF BEEF PRODUCED		16429	18346	11159
4 NET INCREASE IN VALUE		\$ 150.19	\$ 183.00	\$ 110.36
5 OTHER MISCELLANEOUS BEEF INCOME				
6 TOTAL VALUE PRODUCED		\$ 150.19	\$ 183.00	\$ 110.36
7 POUNDS OF FEED FED				
8 GRAIN		310.9	208.9	490.2
9 PROTEIN, SALT & MINERAL		87.8	72.8	114.4
10 LEGUME HAY		2338.0	1605.9	3826.0
11 OTHER HAY & DRY ROUGHAGE		2818.7	836.8	2522.7
12 SILAGE		4649.9	2681.1	6011.7
13 FEED COST				
14 GRAIN		13.64	9.57	20.62
15 PROTEIN, SALT & MINERAL		8.85	10.41	10.29
16 LEGUME HAY		79.06	56.08	133.90
17 OTHER HAY & DRY ROUGHAGE		16.26	5.11	19.42
18 SILAGE		43.07	23.97	54.32
19 PASTURE		31.04	8.24	38.28
20 TOTAL FEED COSTS		\$ 191.92	\$ 113.38	\$ 276.83
21 RETURN OVER FEED COST		\$(-41.73)	\$ 69.62	\$(-166.47)
22 SUPPLEMENTAL COSTS				
23 MISCELLANEOUS LIVESTOCK EXP		3.98	3.76	4.38
24 VETERINARY EXP		4.20	4.43	3.12
25 CUSTOM WORK		4.22	11.03	.58
26 SPECIAL HIRED LABOR				
27 TOTAL SUPPLEMENTAL COSTS		\$ 12.40	\$ 19.22	\$ 8.08
28 RETURN OVER FEED & SUPPLEMENTAL COSTS		\$(-54.13)	\$ 50.40	\$(-174.55)
29 ALLOCATED COSTS				
30 POWER & MACHINERY COSTS		10.96	9.62	12.03
31 LIVESTOCK EQUIP COSTS		9.59	8.92	10.97
32 BUILDING & FENCES		19.20	18.28	16.28
33 TOTAL ALLOCATED COSTS		\$ 39.75	\$ 36.82	\$ 39.28
34 RETURN OVER ALL LISTED COSTS		\$(-93.88)	\$ 13.58	\$(-213.83)
35 SUPPLEMENTARY MANAGEMENT INFORMATION				
36 RETURN FOR \$100 FEED FED		\$ 78.25	\$ 161.41	\$ 39.87
37 PRICE PER CWT SOLD		\$ 31.74	\$ 31.62	\$ 26.05
38 PRICE PER CWT CALVES SOLD OR TRANSFERRED		\$ 35.90	\$ 35.43	\$ 34.95
39 AVERAGE WEIGHT PER HEAD SOLD		737.9	911.3	720.5
40 AVERAGE WEIGHT PER CALF SOLD OR TRANSFERRED		419.2	434.4	382.0
41 PERCENT DEATH LOSS		3.2	4.5	2.5
42 PERCENT CALF CROP		97.3	102.9	100.0
43 TOTAL LISTED COSTS PER COW		\$ 244.07	\$ 169.42	\$ 324.19
44 UTILITIES & OTHER GENERAL FARM EXP				
45 INTEREST ALLOCATION				
46 OTHER COSTS NOT LISTED				
47 TOTAL COSTS				

TABLE 15B BEEF FEEDERS 6140A FEEDLOT-AGGREGATE - 1976

ITEMS	AVERAGE OF 75 FARMS	15 HIGHEST IN RET ABOVE FEED COST	15 LOWEST IN RET ABOVE FEED COST
1 AVERAGE NUMBER OF BEEF FEEDERS	66.5	46.3	53.6
2 POUNDS OF BEEF PRODUCED	40540.	28802.	26497.
3 NET INCREASE IN VALUE OF ANIMALS	\$ 36.92	\$ 42.84	\$ 31.61
4 OTHER MISCELLANEOUS BEEF INCOME	.	.	.
5 TOTAL VALUE PRODUCED	\$ 36.92	\$ 42.84	\$ 31.61
6 POUNDS OF FEED FED			
7 GRAIN	436.6	268.4	581.5
8 PROTEIN, SALT & MINERAL	44.6	42.8	73.8
9 LEGUME HAY	206.6	134.4	259.6
10 OTHER HAY & DRY ROUGHAGE	40.9	42.4	75.4
11 SILAGE	1222.2	1107.3	1886.3
12 FEED COST			
13 GRAIN	18.03	10.74	24.11
14 PROTEIN, SALT & MINERAL	4.19	4.48	6.48
15 LEGUME HAY	7.12	4.64	9.07
16 OTHER HAY & DRY ROUGHAGE	.50	.59	.76
17 SILAGE	12.20	9.11	18.86
18 PASTURE	.34	.48	.50
19 TOTAL FEED COST	\$ 42.38	\$ 30.04	\$ 59.78
20 RETURN OVER FEED COST	\$ (-5.46)	\$ 12.80	(\$28.17)
21 SUPPLEMENTAL COSTS			
22 MISCELLANEOUS LIVESTOCK EXPENSE	.44	.56	.49
23 VETERINARY EXPENSE	.65	.86	.55
24 CUSTOM WORK HIRED	.63	.76	.61
25 SPECIAL HIRED LABOR			
26 TOTAL SUPPLEMENTAL COSTS	\$ 1.72	\$ 2.18	\$ 1.65
27 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ (-7.18)	\$ 10.62	(\$-29.82)
28 ALLOCATED COSTS			
29 POWER & MACHINERY COSTS	1.14	1.53	1.86
30 LIVESTOCK EQUIPMENT COSTS	1.35	1.91	1.10
31 BUILDINGS & FENCES	2.12	2.19	1.69
32 TOTAL ALLOCATED COSTS	\$ 4.61	\$ 5.63	\$ 4.65
33 RETURN OVER ALL LISTED COSTS	\$(-11.79)	\$ 4.99	\$(-34.37)
34 SUPPLEMENTARY MANAGEMENT INFORMATION			
35 RETURN FOR \$100 FEED FED	\$ 87.12	\$ 142.63	\$ 52.87
36 PRICE PER CWT. SOLD	\$ 36.81	\$ 35.19	\$ 39.13
37 AVERAGE WEIGHT PER HEAD SOLD	1052.5	1031.5	1020.7
38 PRICE PER CWT. BOUGHT	\$ 36.78	\$ 33.82	\$ 35.91
39 AVERAGE WEIGHT PER HEAD BOUGHT	493.9	493.7	537.6
40 NUMBER OF HEAD BOUGHT	67	47	55
41 PERCENT DEATH LOSS	1.3	1.8	1.4
42 EFFECTIVE DAILY GAIN-POUNDS PER HEAD PER DAY	1.67	1.70	1.35
43 TOTAL LISTED COST PER CWT. PRODUCED	\$ 48.71	\$ 37.85	\$ 66.08
44 UTILITIES & OTHER GENERAL FARM EXPENSE			
45 INTEREST ALLOCATION			
46 OTHER COSTS NOT LISTED			
47 TOTAL COSTS			

TABLE 16A 6670A SHEEP, FARM, COMM & PUREBRED-AGGREGATE - 1976

ITEMS	AVERAGE OF 10 FARMS	
	FLOCK TOTAL	PER EWE
1 AVERAGE NUMBER OF EWES	32.9	
2 POUNDS OF LAMB & MUTTON PRODUCED	3992	
3 POUNDS OF WOOL PRODUCED	341	
4 VALUE OF PRODUCE		
5 WOOL		\$ 6.50
6 NET INCREASE IN VALUE OF ANIMALS		48.33
7 OTHER MISCELLANEOUS SHEEP INCOME		
8 TOTAL VALUE PRODUCED	\$1804	\$ 54.83
9 POUNDS OF FEED FED		
10 GRAIN		335.9
11 PROTEIN, SALT & MINERAL		63.8
12 LEGUME HAY		939.2
13 OTHER HAY & DRY ROUGHAGE		30.4
14 SILAGE		30.4
15 FEED COST		
16 GRAIN		14.65
17 PROTEIN, SALT & MINERAL		6.90
18 LEGUME HAY		30.00
19 OTHER HAY & DRY ROUGHAGE		.24
20 SILAGE		.30
21 PASTURE		4.62
22 TOTAL FEED COSTS	\$1866	\$ 56.71
23 RETURN OVER FEED COSTS	\$(-62)	\$ (-1.88)
24 SUPPLEMENTAL COSTS		
25 MISCELLANEOUS LIVESTOCK EXPENSE		1.25
26 VETERINARY EXPENSE		.52
27 CUSTOM WORK		1.19
28 SPECIAL HIRED LABOR		
29 TOTAL SUPPLEMENTAL COSTS	\$ 97	\$ 2.96
30 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ (-159)	\$ (-4.84)
31 ALLOCATED COSTS		
32 POWER & MACHINERY COSTS		7.87
33 LIVESTOCK EQUIPMENT COSTS		6.58
34 BUILDING & FENCES		28.57
35 TOTAL ALLOCATED COSTS	\$1415	\$ 43.02
36 RETURN OVER ALL LISTED COSTS	\$(-1574)	\$(-47.86)
37 SUPPLEMENTARY MANAGEMENT INFORMATION		
38 RETURN FOR \$100 FEED FED	\$ 96.68	
39 PRICE PER CWT. LAMB & MUTTON SOLD	\$ 39.43	
40 PRICE PER CWT. LAMB SOLD OR TRANSFERRED	\$ 40.37	
41 AVERAGE WEIGHT OF LAMBS SOLD OR TRANSFERRED	102.2	
42 POUNDS OF WOOL PER SHEEP SHEARED	13.1	
43 NUMBER OF EWES KEPT FOR LAMBING	24	
44 PERCENT LAMB CROP	208.3	
45 PERCENT DEATH LOSS	11.2	
46 TOTAL LISTED COSTS PER EWE		\$ 102.69
47 UTILITIES & OTHER GENERAL FARM EXPENSE		
48 INTEREST ALLOCATION		
49 OTHER COSTS NOT LISTED		
50 TOTAL COSTS		

TABLE 17A 6240A CHICKENS, LAYING FLOCK - 1976

ITEMS	AVERAGE OF 6 FARMS		AVERAGE OF 5 FARMS	
	FARM FLOCK-TOTAL PER HEN		COMMERCIAL-TOTAL PER HEN	
1 AVERAGE NUMBER OF HENS	1228.3		5749.0	
2 VALUE OF PRODUCE				
3 EGGS SOLD & USED	10365	8.44	38326	6.67
4 INCREASE IN VALUE OF FLOCK	(-1620)	(-1.32)	(-5599)	(-.97)
5 OTHER MISCELLANEOUS FLOCK INCOME				
6 TOTAL VALUE PROEUCE	\$ 8745	7.12	\$ 32727	5.70
7 POUNDS OF FEED FED				
8 GRAIN		325.6		25.6
9 COMPLETE COMMERCIAL FEED				21.6
10 PROTEIN, SALT & MINERAL		29.9		11.1
11 TOTAL POUNDS OF FEED		355.5		58.3
12				
12 TOTAL FEED COST	\$ 5724	4.66	\$ 22536	3.92
13 RETURN OVER FEED COST	\$ 3021	2.46	\$ 10191	1.78
14 SUPPLEMENTAL COSTS	\$ 651	.53	\$ 1150	.20
15 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 2370	1.93	\$ 9041	1.58
16 ALLOCATED COSTS				
17 POWER & MACHINERY COSTS		.29		.20
18 LIVESTOCK EQUIPMENT COSTS		.48		.16
19 BUILDING & FENCES		.49		.19
20 TOTAL ALLOCATED COST	\$ 1548	1.26	\$ 3162	.55
21 RETURN OVER ALL LISTED COSTS	\$ 822	.67	\$ 5879	1.03
22 SUPPLEMENTARY MANAGEMENT INFORMATION				
23 RETURN FOR \$100 FEED FED	\$ 152.78		145.22	
24 EGGS LAID PER HEN	215.6		157.6	
25 PRICE PER DOZEN EGGS SOLD	\$.47		\$.51	
26 FEED COST PER DOZEN EGGS	\$.26		\$.30	
27 RETURN OVER FEED COSTS PER DOZEN EGGS	\$.14		\$.13	
28 PERCENT DEATH LOSS	3.3		9.0	
29 TOTAL LISTED COSTS PER HEN		6.45		4.67
30 UTILITIES & OTHER GENERAL FARM EXPENSE				
31 INTEREST ALLOCATION				
32 OTHER COSTS NOT LISTED				
33 TOTAL COSTS				

FOUR YEAR SUMMARY OF SELECTED EFFICIENCY FACTORS

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

DAIRY	1973	1974	1975	1976
AVERAGE NUMBER OF COWS	<u>35.5</u>	<u>37.7</u>	<u>37.7</u>	<u>39.4</u>
AVE. LBS. OF MILK PER COW LBS.	11639	11581	11782	12402
AVE. PRICE RECEIVED PER CWT. \$	6.41	7.64	7.83	9.04
FEED COST PER COW \$	364.73	584.85	598.56	632.45
FEED COST PER CWT. MILK \$	2.13	5.05	5.08	5.10
RETURN PER \$100 FEED FED	208.08	144.02	146.28	171.26
SWINE (COMPLETE HOGS)				
LBS. OF FEED PER CWT. GAIN, LBS.	459.5	441.0	430.6	416.1
FEED COST PER CWT. GAIN \$	21.28	27.05	25.36	24.16
RETURN PER \$100 FEED FED \$	204.76	123.76	203.71	154.31
PRICE PER CWT. OF FEED \$	4.62	6.10	5.87	5.82
PRICE RECEIVED PER CWT. PORK \$	40.42	35.40	49.19	43.60
BEEF BREEDERS				
AVERAGE NUMBER OF BEEF COWS	35.5	43.1	40.4	39.3
FEED COST PER COW \$	136.76	251.44	220.00	228.00
RETURN PER \$100 FEED FED \$	159.90	-6.87	60.65	66.67
FEEDER CATTLE				
AVERAGE NUMBER BEEF FEEDERS	53.1	56.7	60.3	52.4
FEED COST PER 100 LBS. GAIN \$	30.25	48.99	40.94	48.32
RETURN PER \$100 FEED FED \$	133.04	56.97	109.58	77.56
PRICE PER CWT. SOLD \$	41.95	38.85	39.44	36.51
PRICE PER CWT. BOUGHT \$	48.88	37.43	31.90	37.81
SHEEP FLOCK				
AVERAGE NUMBER OF HEAD	49.9	47.7	38.8	32.9
FEED COST PER EWE \$	36.37	48.95	58.41	56.71
RETURN PER \$100 FEED FED \$	125.73	149.72	63.15	96.68
PRICE PER CWT. SOLD \$	36.57	39.03	37.70	39.43
PER CENT LAMB CROP %	137.0	133.0	154.0	208.3
POULTRY				
AVERAGE NUMBER OF HEAD	1427.5	2168.4	3237.7	5749.0
FEED COST PER HEN \$	2.01	3.86	3.86	3.92
LBS. OF FEED PER HEN, LBS.	42.4	59.8	60.5	58.3
EGGS LAID PER HEN	?	162.0	168.0	157.6
PRICE PER DOZEN EGGS SOLD \$	.46	.46	.42	.51
RETURN PER \$100 FED \$	113.45	132.90	132.38	145.22
FEED COST PER DOZEN EGGS \$	.38	.29	.27	.30

WORK UNITS	1973	1974	1975	1976
CROPS W.U.	154.06	157.11	158.2	165.84
LIVESTOCK	242.90	250.32	242.0	247.92
OTHER WORK UNITS	22.00	23.80	29.0	22.66
TOTAL WORK UNITS	418.96	431.23	429.2	436.42
EXPENSE PER WORK UNIT				
TRACTOR & CROP MACHINERY EXPENSE \$	19.41	23.85	25.42	24.99
ELECTRICITY (FARM SHARE) \$	1.60	1.72	1.89	2.18
AUTO & TRUCKS (FARM SHARE) \$	5.86	6.42	6.62	6.53
LIVESTOCK EQUIPMENT \$	2.95	3.52	3.84	4.52
BUILDINGS, FENCES & TILE \$	7.46	7.93	9.12	10.80
TRACTOR, CROP MACH. EXP. PER CROP ACRE	25.22	31.31	32.94	32.97
YIELDS PER ACRE				
OATS, BU.	52.4	59.8	53.6	68.1
CORN FOR GRAIN, BU.	110.3	76.4	82.2	83.3
CORN SILAGE, TONS	16.1	12.9	12.8	11.9
SOYBEANS, BU.	29.2	23.6	27.3	26.4
ALFALFA HAY, TONS	3.6	3.5	3.5	2.8
RETURN OVER LISTED COSTS PER ACRE				
OATS \$	3.26	38.50	10.08	25.68
CORN FOR GRAIN \$	110.27	138.39	41.68	26.41
SOYBEANS \$	86.85	90.82	29.32	54.62
CORN SILAGE \$	107.28	126.88	98.38	72.99
ALFALFA HAY \$	66.12	103.78	89.90	49.13
SET ASIDE ACRES \$	114.78	--	--	--
TOT. FARM CAP. - BEGINNING INVENT. \$	172,563	223,044	260,240	297,799
TOT. FARM CAP. - ENDING INVENT. \$	213,812	249,269	284,025	323,240
INCREASE IN INVENTORY \$	41,249	26,225	23,785	25,442
TOT. FARM RECPTS. \$ TABLE 2A LINE 28	119,751	120,103	116,568	127,103
TOT. FARM EXP. \$ (NOT INCLUDING INTEREST ON FARM CAPITAL)				
TABLE 2B, LINE 36	64,880	97,204	90,135	115,141
INTEREST ON FARM CAPITAL 6%				
TABLE 2B, LINE 32	11,513	14,169	16,327	18,631
OPERATOR'S LABOR EARNINGS \$	43,360	22,899	10,112	11,962
NET WORTH END OF YEAR \$	118,707	130,760	134,380	137,871
NET WORTH BEGINNING OF YEAR \$	82,254	114,594	127,932	129,977
INCREASE IN NET WORTH \$	36,453	16,166	6,448	7,894
HOUSEHOLD-PERSONAL EXP. (TABLE 5)	11,869	15,716	11,655	11,841
RETURN TO CAP. & FAMILY LABOR (TABLE 5)	44,772	27,857	17,217	18,679
NUMBER OF RECORDS ANALYZED	590	674	738	750

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

TABLE 18 - 492 FARMS

NUMBERS OF FACTORS IN WHICH FARMERS EXCELLED (SEVEN)	NUMBER OF FARMS	
0	21	X \$ (-5760)
1	72	XX \$ (-1955)
2	87	XXXX \$ 5171
3	115	XXXXXXXXXX \$ 12578
4	96	XXXXXXXXXX \$ 11486
5	77	XXXXXXXXXXXXXX \$ 20291
6	22	XXXXXXXXXXXXXXXXXXXXXXXXXXXX \$ 39949
7	2	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX \$ 61950

COMMENTS AND OBSERVATIONS

Over 547 farm records were received at the time this report was compiled. More records are expected to raise the total to more than 700. Few of the early books were screened from the whole farm averages.

The promptness of SPECIALIZED DATA SYSTEMS in getting averages back early is most helpful.

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

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

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

WHERE MR. AVERAGE FARMER SPENT HIS MONEY IN 1976

INFORMATION SUMMARIZED FROM TABLE 6B OF THE 1976
VOCATIONAL AGRICULTURE FARM ANALYSIS:

<u>PAID TO AND LINE NUMBER</u>	<u>1976</u>	<u>1975</u>	<u>1976</u>	<u>1975</u>
	<u>\$ PER FARM</u>		<u>PER CENT</u>	
OTHER FARMERS LINES 2 THRU 13 AND LINE 21	\$11166.00	\$9965.00	11.2	11.1
AGRI-BUSINESS COMMUNITY LINES 4 THRU 8, THRU 27 AND LINE 31	39527.00	35603.00	39.5	39.5
EXTRA LABOR - LINE 8	2186.00	1915.00	2.2	2.1
UTILITIES - LINES 32 & 33	1125.00	947.00	1.1	1.1
SUPPORT OF LOCAL GOVERNMENT LINE 29	1533.00	1374.00	1.5	1.5
USE OF OTHER PEOPLE'S CAPITAL - LINES 30 & 34	12530.00	9234.00	12.5	10.2
CAPITAL INVESTMENTS LINES 36 - 40	<u>31946.00</u>	<u>31126.00</u>	<u>32.0</u>	<u>34.5</u>
	\$100013.00	\$90164.00	100.00	100.00
INCREASE IN COST	10.9%			
INCREASE IN INCOME	10.0%			

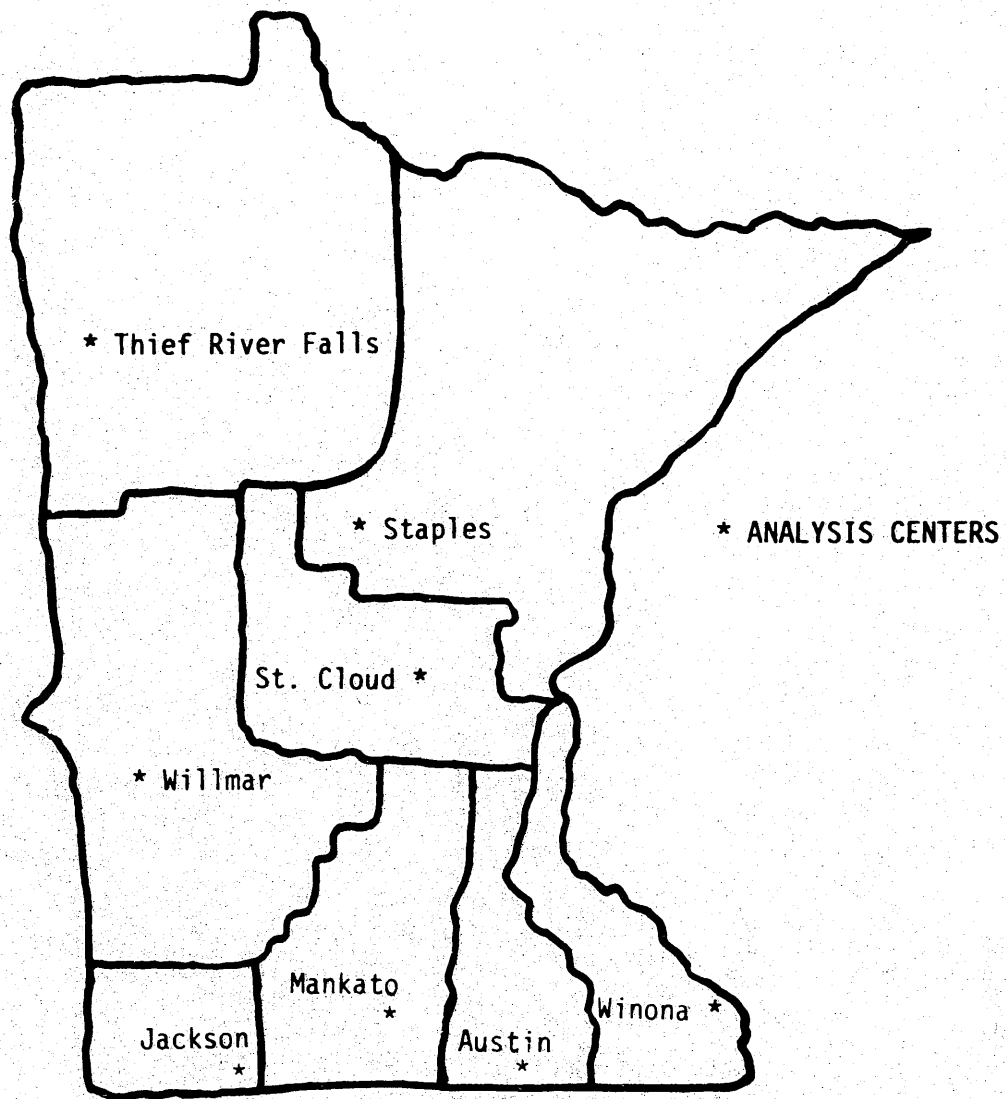
WHAT DOES YOUR FAMILY WANT?

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:		



AREA COORDINATORS

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