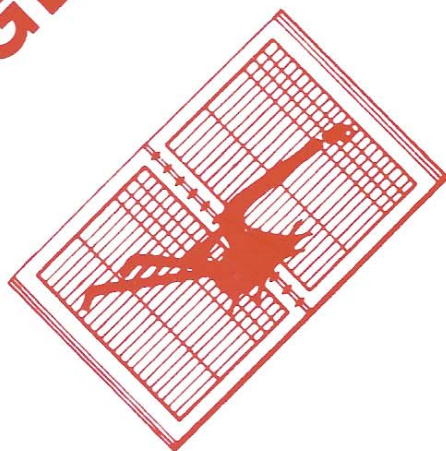


# FARM BUSINESS MANAGEMENT



1977 Annual Report  
Northeast and East Central Minnesota  
Report No. 22  
April, 1978

**AN ADULT  
EDUCATIONAL  
PROGRAM**

In cooperation with: Minnesota Department of Education, Vocational Division; University of Minn. Agricultural Education Department; Staples Area Vocational Technical Institute, Staples Minn.

1977 REPORT OF THE VOCATIONAL AGRICULTURE FARM MANAGEMENT  
PROGRAM IN NORTHEASTERN AND EAST CENTRAL MINNESOTA  
William E. Guelker  
Area Vo-Ag Program Coordinator

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## INTRODUCTION

The Minnesota Vocational Agriculture Farm Management Program is available to all Minnesota farmers through their local Vocational Agricultural Instructor.

The basic plan available to farmers, is an annual analysis program (adequate for the majority of farmers).

For a cost of about \$50.00, the farmer receives a computerized depreciation schedule, and a very complete enterprise analysis of his farming operation. In addition he will be working with a Farm Management Instructor who teaches him basic accounting procedures and helps him to budget, interpret his analysis, and plan his operation, and his credit needs. The Ag Man also helps him keep up with the latest agricultural developments. In short, the Ag Man helps the farmer to get the most out of his farm and himself.

In keeping with the times and to speed the analysis procedure, automatic data processing methods are used. Data is extracted from the individual farm record books at the Staples and satellite analysis centers and submitted to Specialized Data Systems at Madison, Wisconsin for processing by computer. Results are returned to the farmer as soon as the analysis is completed. Averages and indexes found in this record are computed after all Data forms have been processed.

The Staples Area Vocational-Technical Institute, in cooperation with the University of Minnesota and the Vocational Division of the Minnesota State Department of Education, is charged with the responsibility for operation and maintenance of the Vocational Agriculture Farm Management Program in Northeastern & East Central Minnesota. This 1977 report represents the twenty-second annual report for most of this area.

The report and analysis of records were completed under the direction of William E. Guelker, Area VoAg Coordinator at the Staples Area Vocational-Technical Institute. Clerical assistance was provided by Lorraine Anderson, Estelle Anderson, Julie Bowland, Alice Hogberg, Donna Korfe, Gloria Grabill, Esther Johnson, Alice Lindahl, and Tom Schultz. In addition some Ag Instructors completed their own Data Forms with local secretarial help.

Directing locally in a supervisory capacity were: Dr. Duane Lund, Superintendent of Staples Public Schools and Mr. Mike Matanich, Director of the Staples Area Vocational-Technical Institute. .

Cooperating agencies were represented by: Mr. Odell Bardusen, Mr. David McCullough, and Mr. Robert M. Madson of the Vocational Division, State Department of Education, and Dr. R. Paul Marvin, Dr. Edgar Pearson, and Dr. Rodger Palmer of the Agriculture Education Department of the University of Minnesota.

SOURCE OF FARM RECORD ANALYSIS FOR 1977 FARM BUSINESS  
SUMMARIES FOR THE NORTHEASTERN & EAST CENTRAL MINNESOTA AREA

<u>Class Location</u>	<u>Instructor</u>	<u>Percent of Time</u>		<u>Records</u>	<u>Number</u>
		<u>Adult</u>	<u>Veterans</u>	<u>Processed</u>	<u>of Families</u>
					<u>Served by</u>
					<u>the Program</u>
Aitkin	Russell Ruml		100	12	34
Eagley	Ken Ostlund	100		33	45
Bagley	Bill Wendlandt		100	25	31
Barnum	Tom Hassett		100	9	25
Bemidji	Steve Ziegler		100	20	42
Bemidji	Robert L. Johnson		100	18	19
Bemidji	Jim Sackett	100		21	33
Brainerd	Tom Harper		100	18	18
Cherry	Ed Takala	100		18	36
Cook	Jim Takala		100	12	27
Cromwell	Gordon McVay		100	16	27
Eagle Bend	Larry DeWald		100	19	35
Eagle Bend	Bill Ladwig	100		35	54
Foley	Eldred Statz	100		46	71
Foley	Kenneth Johnson		100	25	38
Grand Rapids	David Gabriel		100	5	20
Little Falls	Wallace Payne		100	40	44
Little Falls	Arthur Tonn		100	24	25
Long Prairie	Raymond Collen		100	29	44
Long Prairie	Robert Johnson	80		26	37
Long Prairie	Lloyd Lane		100	29	49
Milaca	John R. Larson	100		31	52
Northome	Paul Jourdan		100	17	27
Osakis	Leland Wilkin	75		29	32
Park Rapids	Wendell Francis		100	16	35
Pierz	Ben Jorgenson	50	50	20	39
Pine City	Arvid Anderson	100		25	45
Pine City	Garland Kotek		100	20	20
Princeton	Kenneth Schwinghammer		100	21	21
Princeton	Wes Wankel	33		21	21
Sebeka	Delbert Harrington	60		12	40
Sebeka	Cliff Gustafson		100	11	60
Staples	Don Eikmeier		100	16	20
Staples	DelRay Lecy	50		16	25
Staples	Len Naley	100		29	49
Wadena	William Fischer		100	20	45
Willow River	E. B. Prachar	50	50	23	45
Woodland Center	Robert Anderson	100		23	54
TOTAL				830	1384

Records this year for the 14th time were analyzed by electronic data processing with the work being done by Specialized Data Systems at Madison, Wisconsin.

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1977

(AVERAGES OF 439 FARMS)

1.	SIZE OF FARM-TOTAL ACRES	317.4	
2.	-TILLABLE ACRES	182.6	
3.	WORK UNITS-CROPS	83.79	
4.	-LIVESTOCK	207.85	
5.	-OTHER	15.71	
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	307.34	
7.	NUMBER OF WORKERS	1.46	
8.	FARM CAPITAL INVESTMENT PER WORKER	\$ 65259	
		JAN. 1	DEC. 31
9.	PRODUCTIVE LIVESTOCK		
10.	DAIRY COWS	9507	10545
11.	OTHER DAIRY CATTLE	4671	5430
12.	BEEF BREEDING CATTLE	1871	1893
13.	BEEF FEEDER CATTLE	424	550
14.	HOGS	1003	1307
15.	SHEEP (INCLUDING FEEDERS) & GOATS	45	75
16.	POULTRY-ALL TYPES	5	156
17.	OTHER LIVESTOCK	32	40
18.	TOTAL PRODUCTIVE LIVESTOCK	\$ 17558	\$ 19099 *
19.	CROPS, SEED & FEED	8890	11252
20.	POWER, MACHINERY & EQUIPMENT		
21.	AUTO & TRUCK (FARM SHARE)	1428	1511
22.	POWER & MACHINERY	12118	14856
23.	IRRIGATION EQUIPMENT	831	2498
24.	CUSTOM WORK EQUIPMENT	12	23
25.	LIVESTOCK EQUIPMENT	3430	4061
26.	TOTAL POWER MACHINERY & EQUIPMENT	\$ 17870	\$ 22949 *
27.	LAND	29353	31604
28.	BUILDINGS-FENCES-ETC.	15680	16135
29.	TOTAL FARM CAPITAL	\$ 89350	103939 *
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 14588 *

Table 1 lists the categories of farm capital for the average of 439 Farms and for the 88 most profitable and 88 least profitable farms.

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.

TABLE 1 - (CONTINUED - 1977)	MOST PROFITABLE FARMS		LEAST PROFITABLE FARMS	
	88 HIGH		88 LOW	
1. SIZE OF FARM-- TOTAL ACRES	417.2		293.3	
2. - TILLABLE ACRES	273.3		162.3	
3. WORK UNITS - CROPS	128.25		67.91	
4. - LIVESTOCK	372.23		99.64	
5. - OTHER	29.92		6.92	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	530.31		174.47	
7. NUMBER OF WORKERS	1.72		1.40	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 92666		\$57084	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
9. PRODUCTIVE LIVESTOCK				
10. DAIRY COWS	18034	19551	4259	4563
11. OTHER DAIRY CATTLE	8813	11046	2910	2666
12. BEEF BREEDING CATTLE	1526	1639	3237	3076
13. BEEF FEEDER CATTLE	312	576	460	618
14. HOGS	1175	1703	568	921
15. SHEEP (INCLUDING FEEDERS) & GOATS	33	80	21	21
16. POULTRY-ALL TYPES	1	796	7	4
17. OTHER LIVESTOCK	10	10	59	69
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 29909	35402	11521	11940*
19. CROP, SEED & FEED	16104	21630	6502	6350
20. POWER, MACHINERY & EQUIPMENT				
21. AUTO & TRUCK (FARM SHARE)	2136	2296	1290	1348
22. POWER & MACHINERY	21897	26788	9662	11127
23. IRRIGATION EQUIPMENT	193	2470	1244	4233
24. CUSTOM WORK EQUIPMENT	2	1	61	62
25. LIVESTOCK EQUIPMENT	7514	8723	1511	1681
26. TOTAL POWER, MACHINERY & EQUIP.	\$ 31741	40278	13768	18452
27. LAND	33797	37962	35024	38124
28. BUILDINGS-FENCES-ETC.	26119	31357	11966	13723
29. TOTAL FARM CAPITAL	\$ 137671	166628	78731	89089
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 28957		\$ 10307*

Work units provide a measure of the work load as an indication of size. Some clue to the farm organization is indicated by the distribution of work between crops and livestock.

The number of workers listed on line 7 includes the operator(s), hired labor, and unpaid family labor as well as the labor portion of custom work hired.

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1977

	AVERAGE OF 439 FARMS	88 FARMS HIGH	88 FARMS LOW
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. DAIRY COWS	\$ 2177	\$ 4425	\$ 1047
3. DAIRY PRODUCTS	23366	47549	8945
4. OTHER DAIRY CATTLE	1681	2913	2016
5. BEEF BREEDING CATTLE	946	810	1435
6. BEEF FEEDER CATTLE	745	411	668
7. HOGS COMPLETE & MIXED	340	503	109
8. HOGS FINISHING	370	1373	66
9. HOGS PRODUCING WEANLING PIGS	1892	2353	970
10. SHEEP GOATS & WOOL, FARM FLOCK	62	33	36
11. SHEEP & WOOL, FEEDER LANES	3		
12. CHICKENS (INCLUDING HENS & BROILERS)	8		30
13. TURKEYS	502	2503	
14. EGGS	17	2	17
15. OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	11		37
16. OTHER MISCELLANEOUS LIVESTOCK INCOME			
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 32610	\$ 62878	\$ 15425 *
18. SALE OF CROPS			
19. WHEAT	128	478	37
20. OTHER SMALL GRAINS	406	833	438
21. CORN	1504	2012	2175
22. SOYBEANS	155	690	41
23. OTHER ROW CROPS	34		111
24. LEGUMES & OTHER FORAGE	292	422	351
25. GRASS SEED			
26. FRUITS & NUTS			
27. VEGETABLE ROADSIDE MARKET & SPECIALTY	2		4
28. NURSERY, TIMBER & OTHER	52	10	10
29. SET ASIDE ACRES-GOVERNMENT PAYMENTS			
30. TOTAL SALES FROM CROPS	\$ 2573	\$ 4446	\$ 3167
31. CAPITAL ASSETS SOLD	761	1535	1126
32. GAS TAX REFUND	106	208	62
33. INCOME FROM WORK OFF THE FARM	552	1173	233
34. CUSTOM WORK ENTERPRISE INCOME	78	66	153
35. PATRONAGE REFUNDS	273	634	76
36. MISCELLANEOUS FARM INCOME	1284	1872	1207
37. TOTAL FARM SALES	\$ 38238	\$ 72812	\$ 21450 *
38. INCREASE IN FARM CAPITAL	15393	29278	12784
39. FAMILY LIVING FROM THE FARM	544	727	449
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 54174	\$ 102818	\$ 34683 *

Table 2A provides a listing of the sources of cash income. The landlord's share of crops and other items is included in order to calculate earnings for the whole farm business. In addition to cash sales, the increases in farm capital and value of farm produce used in the home are listed. These items represent accrued and consumed income.

TABLE 23 - WHOLE FARM SUMMARY OF CASH EXPENSES - 1977

		AVERAGE OF 89 FARMS 88 FARMS		
		439 FARMS	HIGH	LOW
1.	PURCHASE OF LIVESTOCK			
2.	DAIRY COWS	\$ 908	\$ 817	\$ 671
3.	OTHER DAIRY CATTLE	588	529	1037
4.	BEEF BREEDING CATTLE	112	89	233
5.	BEEF FEEDER CATTLE	263	116	81
6.	HOGS COMPLETE & MIXED	34	22	21
7.	HOGS FINISHING	137	653	2
8.	HOGS PRODUCING WEANL & PIGS	156	66	220
9.	SHEEP & GOATS	10	5	4
10.	SHEEP FEEDER LAMBS			
11.	CHICKENS (INCLUDING HENS & BROILERS)	6	1	9
12.	TURKEYS	186	930	
13.	OTHER PRODUCTIVE LIVESTOCK	12		19
14.	MISCELLANEOUS LIVESTOCK EXPENSE	1383	2478	712
15.	FED BOUGHT	8035	14338	4481
16.	FERTILIZER	2079	3499	1872
17.	CHEMICALS	458	831	353
18.	OTHER CROP EXPENSE	1218	1958	1173
19.	IRRIGATION OPERATION COSTS	90	134	120
20.	CUSTOM WORK ENTER. OPR. COSTS, INC. LABOR	16		59
21.	CUSTOM WORK HIRED	1467	2473	1089
22.	REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	311	518	214
23.	REPAIR & UPKEEP OF FARM REAL ESTATE	492	683	484
24.	GAS, OIL & GREASE BOUGHT (FARM SHARE)	1542	2333	1294
25.	REPAIR & OPR. OF MACH. TRACTOR, TRUCK & AUTO	1768	2752	1463
26.	REPAIR & UPKEEP OF IRRIGATION EQUIP.	16	19	19
27.	REPAIRS, -CUSTOM WORK ENTERPRISE	8		16
28.	WAGES OF HIRED LABOR	1141	1907	1219
29.	PERSONAL PROPERTY & REAL ESTATE TAXES	546	915	433
30.	GENERAL FARM EXPENSE	738	1063	655
31.	TELEPHONE EXPENSE (FARM SHARE)	162	193	160
32.	ELECTRICITY EXPENSE (FARM SHARE)	630	998	431
33.	TOTAL CASH OPERATING EXPENSE	\$ 24511	\$ 40320	\$ 18514 *
34.	POWER, CROP & GEN. MACH. BOUGHT (FARM SHARE)	5675	9303	3918
35.	IRRIGATION EQUIPMENT BOUGHT	1816	2462	3477
36.	CUSTOM WORK EQUIPMENT BOUGHT	12		6
37.	LIVESTOCK EQUIPMENT BOUGHT	1217	2387	483
38.	NEW REAL ESTATE & IMPROVEMENT	6708	10733	9581
39.	TOTAL FARM PURCHASES (33) THRU (38)	\$ 39940	\$ 65204	\$ 35978 *
40.	DECREASE IN FARM CAPITAL	804	321	2476
41.	INTEREST ON FARM CAPITAL	5799	9129	5036
42.	UNPAID FAMILY LABOR	570	491	414
43.	LABOR CHARGE FOR PARTNERS & OTHER OPT.	48	136	
44.	BOARD FURNISHED HIRED LABOR	43	110	36
45.	TOTAL FARM EXPENSE (39) THRU (44)	\$ 47205	\$ 75392	\$ 43941 *
46.	*RET. OPR. LAB & MGT. - SGL OPR (NF)(2A/40)-(45)	\$ 6969	\$ 27426	\$(-9259)*
47.	NUMBER OF OPERATORS	1	1	1
48.	FULL TIME OPERATOR EQUIVALENTS	1.07	1.22	1.08
49.	RET. TO OPR. LABOR & MGMT/FULL TIME OPR. EQUIV.	6391	24007	(-8759)

\*Return to Operators Labor & Mgmt. - the return for the operator's labor and management after all expenses are deducted.



TABLE 3 - ENTERPRISE STATEMENT - 1977

		AVERAGE OF 439 FARMS	88 FARMS HIGH	88 FARMS LOW
1.	RETURNS & NET INCREASES			
2.	PRODUCTIVE LIVESTOCK			
3.	DAIRY COWS	\$ 23813	\$ 48148	\$ 8683
4.	OTHER DAIRY CATTLE	4933	10448	2006
5.	BELF BREEDING CATTLE	965	1035	1352
6.	FEEDER CATTLE	554	382	606
7.	HOGS, COMPLETE & MIXED	342	621	86
8.	HOG FINISHING ENTERPRISE	219	723	41
9.	PRODUCING WEANING PIGS	2055	2706	1178
10.	SHEEP & GOATS	85	76	32
11.	SHEEP FEEDER LANDS	1		
12.	CHICKENS (INCLUDING HENS & BROILERS)	29	5	52
13.	TURKEYS	475	2369	
14.	OTHER PRODUCTIVE LIVESTOCK	7		30
15.	TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 33478	\$ 66513	\$ 14067 *
16.	VALUE OF FEED FED TO LIVESTOCK	19588	36223	10572
17.	RETURN OVER FEED FROM LIVESTOCK	13790	30290	3496
18.	CROP, SEED & FEED	12448	24792	6048
19.	COOPERATIVE PATRONAGE REFUNDS	273	634	76
20.	MISCELLANEOUS FARM INCOME	1284	1872	1207
21.	CUSTOM WORK ENTERPRISE	53	66	73
22.	TOTAL RETURNS & NET INCREASES	\$ 27848	\$ 57654	\$ 10900 *
23.	EXPENSES & NET DECREASES			
24.	TRUCK & AUTO (FARM SHARE)	\$ 1608	\$ 2370	\$ 1370
25.	TRACTORS & CROP MACHINERY	4996	7539	4064
26.	IRRIGATION EQUIPMENT	200	142	506
27.	ELECTRICITY	630	998	431
28.	LIVESTOCK EQUIPMENT	920	1711	537
29.	BUILDINGS FENCES & TILING	1859	2044	2528
30.	BARE LAND	112	(-1172)	1806
31.	MISCELLANEOUS LIVESTOCK EXPENSE	1383	2473	712
32.	LABOR	1877	2681	1919
33.	LABOR CHARGE FOR OTHER OPERATOR(S)	48	136	
34.	PROPERTY TAX	546	915	433
35.	GENERAL FARM EXPENSE & TELEPHONE	900	1256	815
36.	INTEREST ON FARM CAPITAL	5799	9129	5036
37.	TOTAL EXPENSES & NET DECREASES	\$ 20879	\$ 30228	\$ 20159
38.	RETURN TO OPERATORS LABOR & MANAGEMENT	\$ 6969	\$ 27426	\$ (-9259)
39.	NUMBER OF FARM OPERATORS	1	1	1

Table 3 combines Tables 1, 2A, and 2B. Cash receipts and expenses are adjusted for changes in inventory for each enterprise and for each category of expense in order to show net increases and net decreases. The resulting labor earnings are the same as those on Table 2B.

TABLE 4 - HOUSEHOLD EXPENSE - 1977

	AVERAGE OF 243 FARMS	38 FARMS HIGH	47 FARMS LOW
1. NUMBER OF PERSONS - FAMILY	4	5	4
2. NUMBER OF ADULT EQUIVALENT - FAMILY	3.2	3.6	3.2
3. CHURCH & WELFARE	\$ 320	\$ 572	\$ 305
4. MEDICAL CARE & HEALTH INSURANCE	1019	1235	955
5. FOOD & MEALS BOUGHT	2032	2319	1911
6. OPERATING EXPENSE & SUPPLIES	516	583	545
7. FURNISHINGS & EQUIPMENT	528	690	562
8. CLOTHING & CLOTHING MATERIALS	517	555	769
9. PERSONAL CARE, PERSONAL SPENDING	345	532	362
10. EDUCATION	259	393	337
11. RECREATION	254	284	331
12. GIFTS & SPECIAL EVENTS	272	348	246
13. PERSONAL SHARE TRUCK & AUTO EXPENSE	401	277	530
14. OPERATOR SHARE UPKEEP ON DWELLING	189	95	245
14A CASH RENT (PERSONAL)	4		
15. PERSONAL SHARE TELEPHONE & ELECT. EXP.	337	319	384
15A. PERSONAL SHARE-GENERAL FARM EXPENSE	48	89	32
16. TOTAL CASH LIVING EXPENSE	\$ 7039	\$ 8289	\$ 7513*
17. PERSONAL SHARE NEW TRUCK & AUTO	269	344	271
18. NEW DWELLING BOUGHT	611	158	492
19. TAXES & OTHER DEDUCTIONS	470	764	513
20. LIFE INSURANCE & OTHER SAVINGS & INVEST.	540	1017	214
21. TOTAL HOUSEHOLD & PERSONAL (16)-(20)	\$ 3929	\$ 10572	\$ 9004*
22. TOTAL FAMILY LIVING FROM THE FARM (33)	543	634	485
23. TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$ 9472	\$ 11206	\$ 9489*

## FAMILY LIVING FROM THE FARM

	QUANT.	QUANT.	QUANT.
25.			
26. MILK & CREAM (QUARTS)	853	1255	436
27. BEEF & BUFFALO (POUNDS)	308	1035	591
28. PORK (POUNDS)	116	89	117
29. LAMB, MUTTON, GOAT (POUNDS)	2	5	2
30. POULTRY, ALL FOWL (POUNDS)	17	6	31
31. EGGS (DOZEN)	6		7
32. VEG., FRUITS, SPUDS, & FUEL-ALSO OTHER PRODUCE			
33. TOTAL FAMILY LIVING FROM THE FARM	\$543	\$ 634	\$ 485

The household and personal expenses and receipts presented in Table 4 are for those farms with complete accounts. These farmers spent an average of \$744 per month for family living in addition to the food, fuel, and housing furnished by the farm.

TABLE 5 - NET WORTH STATEMENT---OPERATOR - 1977  
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

		AVERAGE OF 433 FARMS JAN. 1-----DEC. 31	
1.	TOTAL PRODUCTIVE LIVESTOCK	\$ 17317	\$ 19784
2.	CROP, SEED & FEED	8745	11116
3.	TOTAL POWER, MACHINERY & EQUIPMENT	17669	22801
4.	LAND	25996	28209
5.	BUILDINGS, FENCES, ETC.	15418	17913
6.	TOTAL FARM CAPITAL	\$ 85144	\$ 99822 *
7.	NON-FARM ASSETS	7733	8554
7A.	CASH ON HAND & IN BANK	1014	1179
8.	DWELLING	8712	9621
9.	TOTAL ASSETS	\$ 102603	\$ 19176 *
10.	REAL ESTATE MORTGAGES	22276	26529
11.	CHattel MORTGAGES	17106	20841
12.	NOTES	2717	3638
13.	ACCOUNTS PAYABLE	1576	2009
14.	TOTAL LIABILITIES	\$ 43676	\$ 53017 *
15.	FARMERS NET WORTH	\$ 58928	\$ 66158 *
16.	GAIN (OR LOSS) IN NET WORTH		\$ 7231 *
	*****		
17.	SUPPLEMENTARY MANAGEMENT INFORMATION		
18.	RET. TO OPR. LABOR & MGT. (6B/47)	\$ 5978	
19.	RET. TO CAP. & FAMILY LABOR 6B/48)	8654	
20.	NON-FARM INCOME		
21.	OUTSIDE INVESTMENT INCOME	207	
22.	OTHER PER. INC. & INC. TAX REFUND	4662	
22A.	SALE OF PER. SHARE-DWELLING, AUTO & TRUCK	186	
23.	TOTAL NON-FARM INCOME	\$ 5055	
24.	TOTAL FAMILY FARM & NON-FARM INCOME	\$ 13709	
25.	TOTAL MONEY BORROWED	22273	
26.	TOTAL PAID ON DEBT (PRINCIPAL)	12882	
27.	TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)	9472	
28.	RATIO: TOTAL FARM EXP. TO TOTAL FARM RECEIPTS (OS)	.889	
		JAN. 1	DEC. 31
29.	RATIO: TOTAL ASSETS TO TOTAL LIABILITIES	2.349	2.248
30.	RATIO: NON-REAL ESTATE ASSETS-NON-REAL ESTATE LIABIL.	2.452	2.395
31.	RATIO: REAL ESTATE ASSETS TO REAL ESTATE LIABIL.	2.250	2.101
32.	RATIO: NET WORTH TO TOTAL LIABILITIES	1.349	1.248
33.	*RATIO: CASH OPR. EXP. TO ADJUSTED TOTAL FARM SALES (OS)		.776
34.	RATIO: TOTAL FARM REC. TO AVG. FARM CAPITAL (W.F.)		.562
35.	RATIO: TOTAL FARM REC. TO AVG. FARM CAPITAL (O.S.)		.579
	*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS		

The net worth statement presents a picture of the financial structure of the operator's share of the farm business at the beginning and at the end of the year. The gain or loss in net worth is a dollar measure of progress. This statement, accurately kept over a period of years is one of the best measures of financial progress.

The supplementary information listed in Table 5 is helpful in studying the financial structure of the farm. All figures are presented on the operators share only basis.

TABLE 5 - NET WORTH STATEMENT--OPERATOR - 1977 (Continued)  
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

		87 FARMS HIGH		87 FARMS LOW	
		JAN. 1	DEC. 31	JAN. 1	DEC. 31
1.	TOTAL PRODUCTIVE LIVESTOCK	\$ 29058	\$ 34698	\$ 12675	\$ 13253
2.	CROP, SEED & FEED	15047	20310	7016	7766
3.	TOTAL POWER, MACH., & EQUIP.	28881	37808	14436	19475
4.	LAND	30882	34750	30588	34225
5.	BUILDINGS, FENCES, ETC.	25265	29650	12683	14661
6.	TOTAL FARM CAPITAL	\$129133	\$ 157216	\$ 77397	\$ 89380*
7.	NON-FARM ASSETS	6705	7651	8812	9892
7A.	CASH ON HAND & IN BANK	1198	1413	850	1487
8.	DWELLING	9150	9501	8796	10514
9.	TOTAL ASSETS	\$146186	\$175780	\$ 95856	\$111273*
10.	REAL ESTATE MORTGAGES	32143	37087	16935	21157
11.	CHattel MORTGAGES	27148	30952	13089	18885
12.	NOTES	2433	4978	3128	3178
13.	ACCOUNTS PAYABLE	1877	2795	1107	1230
14.	TOTAL LIABILITIES	\$ 63601	\$ 75813	\$ 34260	\$ 44449*
15.	FARMERS NET WORTH	\$ 82585	\$ 99967	\$ 61596	\$ 66824*
16.	GAIN (OR LOSS) IN NET WORTH		\$ 17382		\$ 5228*
*****					
17.	SUPPLEMENTARY MANAGEMENT INFORMATION				
18.	RET. TO OPR. LABOR & MGT. (6B/47)	\$ 25454		\$(-9823)	
19.	RET. TO CAP.& FAMILY LABOR (6B/48)	28945		(-7181)	
20.	NON-FARM INCOME				
21.	OUTSIDE INVESTMENT INCOME	273		221	
22.	OTHER PER. INC. & INC. TAX REF.	1193		9642	
22A.	SALE OF PER. SHARE-DWELL., AUTO&TRUCK	106		12	
23.	TOTAL NON-FARM INCOME	\$ 1571		\$ 9874	
24.	TOTAL FAMILY FARM & NON-FARM INC.	\$ 30516		\$ 2693	
25.	TOTAL MONEY BORROWED	33562		21191	
26.	TOTAL PAID ON DEBT (PRINCIPAL)	21538		10901	
27.	TOTAL HOUSEHOLD & PER. CASH/NON-CASH EXP.	11206		9489	
28.	RATIO:TOTAL FARM EXP.TO TOTAL FARM REC.(OS)	.746		1.260	
		JAN.1	DEC.31	JAN.1	DEC.31
29.	RATIO: TOTAL ASSETS TO TOTAL LIABIL.	2.298	2.319	2.798	2.503
30.	RATIO: NON-REAL EST.ASSETS-NON-REAL EST.LIABIL.	2.571	2.631	2.528	2.227
31.	RATIO: REAL EST. ASSETS TO REAL EST. LIABIL.	2.031	1.993	3.075	2.808
32.	RATIO: NET WORTH TO TOTAL LIABILITIES	1.298	1.319	1.798	1.503
33.	*RATIO: CASH OPR.EXP.TO ADJ.TOTAL FARM SALES(OS)		.669		1.089
34.	RATIO: TOTAL FARM REC. TO AVG. FARM CAP. (WF)		.667		.450
35.	RATIO: TOTAL FARM REC. TO AVG. FARM CAP. (OS)		.697		.453

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

The ratio of Expense to income is a way of expressing the so-called margin. It answers the question, "How many dollars does it cost me to take in \$100?"

The ratio of Assets to Liabilities indicates the degree of solvency at the beginning and end of the year. This is often referred to as the "Net Capital Ratio". It answers the question, "How many dollars of total assets do I have to cover each dollar of debt."

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1977

		AVERAGE OF 432 FARMS	82 FARMS HIGH	88 FARMS LOW
1.	SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2.	DAIRY COWS	\$ 2117	\$ 4260	\$ 1067
3.	DAIRY PRODUCTS	23595	45902	8855
4.	OTHER DAIRY CATTLE	1560	3037	2020
5.	BEEF BREEDING CATTLE	996	580	1519
6.	BEEF FEEDER CATTLE	744	911	2013
7.	HOGS COMPLETE & MIXED	340	829	109
8.	HOGS FINISHING	370	1422	66
9.	HOGS PRODUCING WEANING PIGS	1871	2370	918
10.	SHEEP, GOATS & WOOL FARM FLOCK	62	33	36
11.	SHEEP & WOOL FEEDER LANDS	3		
12.	CHICKENS (INCLUDING HENS & BROILERS)	3		27
13.	TURKEYS	502	2503	
14.	EGGS	17	2	4
15.	OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	11		41
16.	OTHER MISCELLANEOUS LIVESTOCK INCOME			
17.	TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 32195	\$ 61349	\$ 16675 *
18.	SALE OF CROPS			
19.	WHEAT	115	378	11
20.	OTHER SMALL GRAIN	322	548	401
21.	CORN	1383	2706	1971
22.	SOYBEANS	144	648	33
23.	OTHER ROW CROPS	34		111
24.	LEGUMES & OTHER ROUGHAGE	188	82	332
25.	GRASS SEED			
26.	FRUITS & NUTS			
27.	VEGETABLES, ROADSIDE MARKET & SPECIALTY	2		4
28.	NURSERY, TIMBER & OTHER	46	10	11
29.	SET ASIDE ACRES - GOVERNMENT PAYMENTS			
30.	TOTAL SALES FROM CROPS	\$ 2236	\$ 4373	\$ 2873*
31.	CAPITAL ASSETS SOLD	731	1430	1077
32.	GAS TAX REFUND	106	199	61
33.	INCOME FROM WORK OFF THE FARM	484	754	237
34.	CUSTOM WORK ENTERPRISE INCOME	78	96	153
35.	PATRONAGE REFUNDS	273	603	73
36.	MISCELLANEOUS FARM INCOME	1276	1763	1222
37.	TOTAL FARM SALES	\$ 37379	\$ 70577	\$ 22371*
38.	INCREASE IN FARM CAPITAL	15344	28205	14259
39.	FAMILY LIVING FROM THE FARM	544	703	450
40.	TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 53266	\$ 99485	\$ 37080*
41.	ADJUSTED TOTAL FARM SALES (37)-(31)	36643	69143	21294
42.	TOTAL CASH FARM OPERATING EXPENSE	28417	46162	23290
43.	NET CASH OPERATING INCOME	\$ 8231	\$ 22981	\$ (-1995)*

Table 6A is derived the same way as Table 2A with the exception of the landlord's share which is left out. For the owner-operator, Table 2A and 6A are the same.

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1977

		AVERAGE OF 439 FARMS	88 FARMS HIGH	88 FARMS LOW
1.	PURCHASE OF LIVESTOCK			
2.	DAIRY COWS	\$ 906	\$ 935	\$ 652
3.	OTHER DAIRY CATTLE	586	507	1037
4.	BEEF BREEDING CATTLE	112	89	261
5.	BEEF FEEDER CATTLE	263	116	1008
6.	HOGS COMPLETE	34	97	21
7.	HOGS FINISHING	137	669	2
8.	HOGS PRODUCING WEANING PIGS	156	66	220
9.	SHEEP, FARM FLOCK	10	5	4
10.	SHEEP, FEEDER LAMBS			
11.	CHICKENS	6	1	7
12.	TURKEYS	186	930	
13.	OTHER PRODUCTIVE LIVESTOCK	12		30
14.	MISCELLANEOUS LIVESTOCK EXPENSE	1366	2393	746
15.	FEED BOUGHT	7952	14138	4859
16.	FERTILIZER	2056	3333	1987
17.	CHEMICALS	453	827	375
18.	OTHER CROP EXPENSE	1204	1971	1187
19.	IRRIGATION OPERATION COST	88	129	120
20.	CUSTOM WORK OPR. COSTS, INC. LABOR	16		59
21.	CUSTOM WORK HIRED	1461	2472	1134
22.	REPAIR & UPKEEP OF LIVESTOCK EQUIP.	309	511	231
23.	REPAIR & UPKEEP OF FARM REAL ESTATE	488	667	489
24.	GAS, OIL, GREASE BOUGHT (FARM SHARE)	1524	2178	1299
25.	REPAIR & OPER OF MACH, TRACTOR, TRUCK, AUTO(FS)	1745	2557	1500
26.	REPAIR & UPKEEP OF IRRIGATION EQUIPMENT	14	1	19
27.	REPAIRS, CUSTOM WORK ENTERPRISE	8		16
28.	WAGES OF HIRED LABOR	1137	1799	1140
29.	PERSONAL PROPERTY & REAL ESTATE TAXES	515	839	417
30.	CASH RENT	730	1246	518
31.	GENERAL FARM EXPENSES	735	1031	628
32.	TELEPHONE EXPENSE (FARM SHARE)	156	171	150
33.	ELECTRICITY EXPENSE (FARM SHARE)	617	962	425
34.	INTEREST EXPENSE	3433	5525	2748
35.	TOTAL CASH OPERATING EXPENSE	\$ 28417	\$ 46162	\$ 23290 *
36.	POWER, CROP & GEN MACH BOUGHT (FARM SHARE)	5617	9220	4330
37.	IRRIGATION EQUIPMENT BOUGHT	1816	2882	3477
38.	CUSTOM WORK ENTERPRISE EQUIP. BOUGHT	12		6
39.	LIVESTOCK EQUIPMENT BOUGHT	1217	2062	455
40.	NEW REAL ESTATE & IMPROVEMENTS	6702	9814	10239
41.	TOTAL FARM PURCHASES (36) THRU (40)	\$ 43781	\$ 70140	\$ 41796 *
42.	DECREASE IN FARM CAPITAL	788	294	2429
43.	INTEREST ON FARM CAPITAL (EQUITY)	2106	3076	2231
44.	UNPAID FAMILY LABOR	570	416	411
45.	BOARD FURNISHED HIRED LABOR	43	106	36
46.	TOTAL FARM EXPENSE (41) THRU (45)	\$ 47289	\$ 74031	\$ 46904 *
47.	RET. TO OPR. LABOR & MGMT (OPR SHARE)(6A/40)-(46)	\$ 5978	\$ 25454	\$ (-9823)**
48.	*RET. TO CAPITAL & FAMILY LABOR (47)+(44)+(43)	\$ 8654	\$ 28945	\$ (-7181)

\*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" for any one farm is a measure of the size of that farm business. A work unit as used in this report is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livestock at an average efficiency, or ten hours of work off the farm for pay.

## WORK UNITS FOR CROPS, LIVESTOCK, AND WORK OFF THE FARM

Item		Item	
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2/head	Oat Silage	.40/acre
Beef Breeding Cows	1.5/head	Canning Corn	.40/acre
Beef Feeders	.12/cwt	Corn for Grain	.55/acre
Hogs-Complete	.12/cwt	Soybeans	.45/acre
Hogs-Finishing	.06/cwt	Corn & Cane Silage	.80/acre
Hogs-Wean. Pigs	1.4/litter	Alfalfa Hay	.60/acre
Sheep, Farm Flock	.60/ewe	O. Leg. & Mix Hay	.40/acre
Lambs, Feeders	.30/cwt	Tame Grass Hay	.20/acre
Chickens, Lay. Flock	5.0/100	Annual Hay	.30/acre
Broilers	.20/cwt	Leg & Grass Silage	.40/acre
Turkeys, Lay. Flock	25.0/100	Legume & Grass Seed	.40/acre
Turkey Poults	.12/cwt	Summer Fallow Tilled	.40/acre
Labor Off the Farm	1.0/\$20	Wild Hay	.20/acre
Diverted Acres	.20/acres		

## AVERAGE PRICES OF HOME GROWN FEED AND OTHER PRICES USED IN 1977 REPORT

### SMALL GRAIN & CORN

Corn	\$1.80/Bu.
Oats	1.05/Bu.
Soybeans	5.00/Bu.
Wheat	2.15/Bu.
Rye	2.00/Bu.
Barley (Feed)	1.40/Bu.
Potatoes	1.50/Bu. (\$2.25/cwt.)

### PASTURE PER HEAD PER MONTH

Dairy cows, Beef cows	\$4.00
Other Dairy & Beef	2.00
Hogs	.30
Pigs	.10
Sheep	.40
Lambs	.20

### ROUGHAGES

Alfalfa Hay	\$50.00/ton
O. Leg & Mix	40.00/ton
Annual & Tame	30.00/ton
Corn Silage	15.00/ton
Oats Silage	12.00/ton
Leg. & Grass Sil.	12.00/ton
Haylage	25.00/ton
Straw	20.00/ton (.45¢/bale)

### PRODUCTS USED IN THE HOME

Cream	\$1.00/qt.
Whole Milk	.20/qt.
Whole Milk fed	8.00/cwt.
Skim Milk fed	1.00/cwt.

### UNPAID FAMILY LABOR

Second Operators Labor \$550/month

Unpaid Family Labor \$15.00/day

LAND COST used on Table 10 was considered to be the rental value of land on each farm. Interest on Farm Capital - 6%.

## MEASURES OF FARM ORGANIZATION EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 and the Thermometer Chart.

1. LABOR EARNINGS - 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. It is a whole farm figure taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. Tables 2B and 3 show two methods of determining labor earnings. The operator's share of labor earnings is shown on Table 6B and may be different from Whole Farm Labor Earnings.
2. CROP YIELDS INDEX - A measure of the crop yield level for all crops produced. It is expressed as a percentage of the average: the average being 100%.
3. GROSS RETURN PER TILLABLE ACRE - Reflects both crop selection and crop yield.
4. RETURN PER \$100 FEED FED TO PRODUCTIVE LIVESTOCK - A measure of the general level of efficiency for all livestock. It is expressed as a percentage with 100% representing average efficiency.
5. LIVESTOCK UNITS PER 100 ACRES - A measure of livestock density or population, particularly important for farms with limited cropland.
6. SIZE OF BUSINESS - WORK UNITS - A measure of the total work load. A Work Unit represents the average accomplishment of a worker in one 10-hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.
7. WORK UNITS PER WORKER - A measure of labor efficiency. It is determined by dividing the work units by the total number of workers.
8. POWER, MACHINERY, EQUIPMENT, AND BUILDING EXPENSE PER WORK UNIT - A measure of expense control. It is the total cost of items 24 through 29 in Table 3 divided by the number of Work Units.
9. FARM CAPITAL INVESTMENT PER WORKER - Another indication of size of business. Useful in relating farm businesses to other industries.

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

Note should be taken that items listed in Table 3 and the Thermometer Chart 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 an above average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.



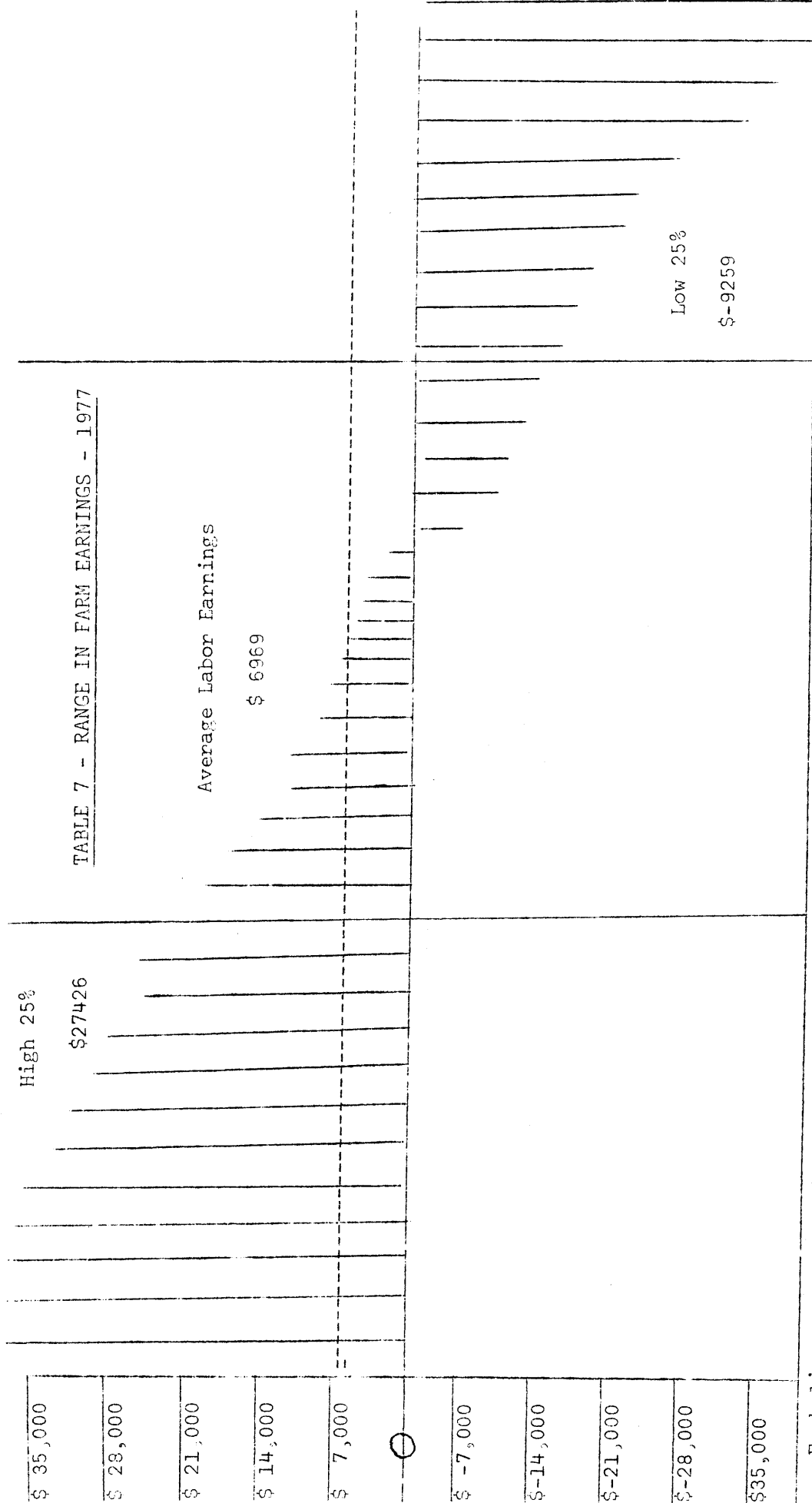
TABLE 8 - MEASURES OF FARM ORGANIZATION - 1977

	AVERAGE OF 439 FARMS	88 HIGH	88 LOW
1. RETURN TO OPERATORS LABOR & MANAGEMENT	\$ 6969	\$ 27426	\$(-9259)
2. CROP YIELD INDEX	100.0	120.7	77.2
3. PERCENT TILLABLE LAND IN HIGH RETURN CROPS			
4. GROSS RETURN FOR TILLABLE ACRE (EX.PASTURE)	\$ 113.59	\$ 125.02	\$ 96.60
5. RETURN PER \$100 FEED FED PROD. LIVESTOCK INDEX	100.0	102.2	83.3
6. *LIVESTOCK UNITS PER 100 ACRES	22.33	25.50	16.63
7. SIZE OF BUSINESS-WORK UNITS	367.34	530.31	174.47
8. WORK UNITS PER WORKER	210.51	308.32	124.62
9. POWER, MACH., EQUIP., BLDG. EXP. PER WORK UNIT	\$ 33.30	\$ 27.93	\$ 54.63
10. FARM CAPITAL INVESTMENT PER WORKER	\$ 66195	\$ 88459	\$ 59954
11. INDEX OF RETURN PER \$100 FEED FED			
15. 6100A BEEF BREEDING FARM, WHOLE HERD COMM.	100.0	109.6	81.4
18. 6140A BEEF FEEDERS FEEDLOT	100.0	112.2	116.6
23. 6290A DAIRY COWS, COMMERCIAL GENERAL	100.0	107.4	89.1
25. 6310A OTHER DAIRY, COMM., REPLACEMENTS	100.0	104.5	63.6
28. 6470A HOGS, FARROW, FINISH, GENERAL	100.0	156.9	37.3
29. 6490A HOGS, FINISHING	100.0	97.1	62.8
29. 6510A HOGS, WEANING PIG PRODUCTION	100.0	108.1	98.5
29. 6670A SHEEP, FARM, COMMERCIAL	100.0	92.9	--
30. NUMBER OF ANIMAL UNITS	30.52	80.10	48.48
31. WORK UNITS			
32. CROPS	67.91	128.25	83.79
33. PRODUCTIVE LIVESTOCK	99.64	372.23	207.85
34. OTHER PRODUCTIVE WORK UNITS	6.92	29.82	15.71
35. EXPENSES PER WORK UNITS			
36. TRACTOR & CROP MACHINERY EXPENSE	\$ 26.46	\$ 14.49	\$ 16.94
37. FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 7.93	\$ 4.47	\$ 5.24
38. FARM SHARE OF ELECTRIC EXPENSE	\$ 2.50	\$ 1.88	\$ 2.05
39. LIVESTOCK EQUIPMENT EXPENSE	\$ 3.11	\$ 3.23	\$ 3.00
40. BUILDING, FENCE & TILING EXPENSE	\$ 14.63	\$ 3.86	\$ 6.06
41. ***TRACTOR & CROP MACH. EXP. PER CROP ACRE	\$ 24.51	\$ 27.33	\$ 26.80
42. FARM POWER & MACH. COST ALLOC. TO LIVESTOCK	\$ 819.33	\$ 2040.96	\$ 1213.38
43. BLDG., FENCE & TILING COST ALLOC. TO CROPS			
44. * ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE			
45. ***ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY			

# THERMOMETER CHART

Using your figures from Table 8, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the farms included in this summary are located between the dotted lines across from the center of the page.

Labor Earn- ings	Crop Yields	Gross Return per Till A.	Return from Prod. Livestk	Prod. Livestk. Units per 100 A.	Work Units per Worker	Work Units per Worker	P.M.E. & B. Exp. per Work Unit	Farm Capital Investment per Worker
35,000	140	133	250	28	600	345	26.00	99,000
30,000	130	129	200	27	572	320	27.00	94,000
27,400	120	125	160	26	530	308	28.00	88,459
21,000	118	122	130	25	475	293	29.00	83,000
15,000	115	119	115	24	435	260	30.00	78,000
9,200	113	116	105	23	385	235	31.00	72,000
6,969	100	113	100	22	307	210	33.00	68,195
3,600	95	109	95	21	300	135	35.00	64,000
-3,600	90	106	90	19	285	167	40.00	62,500
-6,100	85	103	89	18	248	142	45.00	61,500
-9,000	80	100	86	17	200	133	50.00	60,000
-9,250	77	97	83	16	174	125	55.00	59,950
-11,350	71	94	80	15	143	119	60.00	57,000
-13,000	65	90	77	14	115	112	65.00	55,000
-15,250	60	87	74	13	98	96	70.00	50,000
-18,000	55	84	70	12	65	91	75.00	45,000
-21,000	50	80	65	11	30	84	80.00	40,000



Each line represents 15 farm units. Every study of farm earnings shows a wide variation in earnings among farmers in a given year. Some of the causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The most important management factors affecting earnings are as follows:

1. Crop Yields
2. Gross Return Per Tillable Acre
3. Returns from Livestock
4. Amount of Livestock
5. Size of business
6. Work units per worker
7. Control over expenses
8. Farm investments per worker

# LABOR EARNINGS CORRELATED WITH MANAGEMENT FACTORS

The thermometer chart shows eight major management factors that influence farm earnings within a given year. These eight factors are:

1. Crop yields
2. Gross Return for Tillage Acre
3. Returns from livestock
4. Amount of livestock
5. Work units per worker
6. Control over power & machinery expenses
7. Farm Investment Per Worker
- 8.

The combined effect of those management factors as related to farm earnings is shown on the table below. Attention is called to the fact that farmers exceeding the average in most of the management factors are also those reporting the highest labor earnings.

No. of factors in which farmers excelled	No. of Farms	-2000	2000	4000	6000	8000	10000	12000	14000	16000	18000	20000
0 - 1	154	1673										
2 - 3	217	2185										
4 - 5	149	13345										
6 - 7 - 8	101	17719										

This table should be studied along with the tables on Measures of Farm Organization and Management Efficiency and the Thermometer Chart. The importance of these three tables to determine the financial "Heartbeat" of a farm operation cannot be over emphasized.

TABLE 3 - CROP ACRES - 1977

		439 FARMS AVERAGE CROP ACRES	88 HIGH CROP ACRES	88 LOW CROP ACRES
A	TOTAL SMALL GRAIN & CANNING PEAS	32.5	50.4	32.6
B	TOTAL ROW CROP	44.4	74.5	35.6
C	TOTAL LEGUMES INCLUDING SEED	34.1	58.6	17.9
D	TOTAL OTHER HAY	28.5	19.5	40.2
E	TOTAL SILAGE & FODDER	28.4	52.5	16.9
F	TOTAL TILLABLE PASTURE	12.5	16.4	16.0
J	TOTAL ROADSIDE MARKET/SPECIALTY CROPS	.1	0	.5
K	TOTAL FALLOW & IDLE LAND	2.0	1.4	2.7
L	TOTAL TILLABLE LAND	182.5	273.3	162.4
M	TOTAL NON TILLABLE HAY/PASTURE	34.0	40.3	21.2
N	TOTAL NON TILLABLE FOREST CROPS	.4	.4	
9985	WILD HAY NOT HARVESTED (NON TILLABLE)	7.7	5.8	7.0
9986	PASTURE NOT HARVESTED	33.4	29.3	43.2
9987	TIMBER NOT HARVESTED	32.5	34.3	40.2
9988	ROADS & WASTE	20.9	25.0	13.8
9989	FARMSTEAD	5.9	7.8	5.6
O	TOTAL LAND NOT HARVESTED	100.4	102.7	109.8
P	TOTAL NON TILLABLE LAND	134.8	143.9	131.0
Q	TOTAL LAND IN FARM OR RANCH	317.3	417.2	293.4
9992	SUPPLEMENTARY MANAGEMENT INFORMATION			
9993	PERCENT LAND TILLABLE	57.5	65.5	55.3
9995	*FERTILIZER COST PER ACRE	\$ 11.93	\$ 13.26	\$ 12.43
9996	*CROP CHEMICALS PER ACRE	2.71	3.32	2.40
9997	*SEED & OTHER COSTS PER ACRE	7.11	7.39	8.23
9998	*GAS, OIL & GREASE BOUGHT PER ACRE	6.62	6.72	6.02

## TABLE 10 - CROPS ANALYSIS

The following crop analysis represent an attempt to show the comparable return to labor, management and capital per acre from each crop.

Out of pocket costs for fertilizer, chemicals, seed and miscellaneous crop expense, hired labor, custom work and irrigation operation are actual costs that are assigned to each individual crop in the account book. These costs are shown in Table 10, under the heading Direct Costs.

Other costs, called Allocated Costs, are not actual costs but are either calculated costs, assigned costs or non-cash costs. Line 17 represents the cost of ownership--depreciation. Line 18 represents the cost of operation--gas, oil, grease and repairs. Work units are used as a factor on allocating a portion of lines 17 and 18 to each crop. For a typical operation or where the crop is unusual, the Power Cost Allocations Factor (PCAF) on line 27 is used to modify the work unit for use in the allocation process. Land Cost is considered to be the cash rental value based on comparable or actual rental values for similar land in each local area. For the land owner this rental must be at least enough to cover taxes and interest on investment in the land.

Irrigation crops have been separated from dryland crops. On these Tables, line 13 represents operating costs for irrigation such as: gas, electricity and repairs. Line 19 represents depreciation on irrigation equipment.

TABLE 10 - CROP DATA FOR BARLEY, SPRING - 1977

		AVERAGE OF 13 FARMS		
		26 FARMS	HIGH	LOW
		PER ACRE	PER ACRE	PER ACRE
1.	ACRES (TOTAL)	23.6	26.0	31.3
2.	YIELD (BUSHEL)	33.6	49.9	19.8
3.	VALUE PER PRODUCTION UNIT	1.46	1.52	1.41
4.	CROP PRODUCT RETURN	\$ 49.02	\$ 75.88	\$ 27.99
5.	OTHER CROP INCOME	1.26	2.73	
6.	TOTAL CROP RETURN	\$ 50.28	\$ 78.61	\$ 27.99*
7.	DIRECT COSTS			
8.	FERTILIZER	\$ 9.20	\$ 8.58	\$ 9.68
9.	CHEMICALS	.70	.50	.83
10.	SEED & OTHER	5.07	4.08	5.88
11.	SPECIAL HIRED LABOR			
12.	CUSTOM WORK HIRED	1.22	.77	1.60
13.	IRRIGATION OPERATION			
14.	TOTAL DIRECT COSTS	\$ 16.43	\$ 13.93	\$ 18.41
15.	RETURN OVER DIRECT COSTS	\$ 33.85	\$ 64.69	\$ 9.58*
16.	ALLOCATED COSTS			
17.	FARM POWER & MACHINERY - OWNERSHIP	\$ 19.64	\$ 17.08	\$ 21.71
18.	FARM POWER & MACHINERY - OPERATION	10.92	9.07	12.41
19.	IRRIGATION EQUIPMENT - OWNERSHIP			
20.	LAND COSTS	12.19	14.23	10.15
21.	MISCELLANEOUS COSTS			
22.	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.08	2.86	6.90
23.	TOTAL ALLOCATED COSTS	\$ 48.25	\$ 43.24	\$ 51.97
24.	RETURN OVER ALL LISTED COSTS	\$(-14.40)	\$ 21.44	\$(-42.39)*
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27.	POWER COSTS ALLOCATION FACTOR	.98	.98	.98
28.	TOTAL LISTED COST PER UNIT OF PRODUCTION	1.93	1.14	3.55
29.	RETURN OVER LISTED COSTS PER UNIT	(-.43)	.43	(-2.14)
30.	BREAKEVEN YIELD/UNITS OF PRODUCTION	44.30	37.61	49.01
31.	TOTAL LISTED COSTS PER ACRE	\$ 64.68	\$ 57.17	\$ 70.38*
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	UTILITIES & OTHER GENERAL FARM EXPENSES	_____	_____	_____
33A.	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34.	INTEREST ALLOCATION	_____	_____	_____
35.	OTHER COSTS NOT LISTED	_____	_____	_____
36.	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR OATS, FEED - 1977

	AVERAGE OF 256 FARMS			256 FARMS	
	513 FARMS	HIGH	LOW	PER ACRE	PER ACRE
1. ACRES (TOTAL)		30.0	27.4	32.3	
2. YIELD (BUSHEL)		56.7	74.3	41.7	
3. VALUE PER PRODUCTION UNIT		1.11	1.04	1.19	
4. CROP PRODUCT RETURN	\$	62.93	\$ 77.30	\$ 49.60	
5. OTHER CROP INCOME		6.73	9.01	4.89	
6. TOTAL CROP RETURN	\$	69.66	\$ 86.31	\$ 54.49*	
7. DIRECT COSTS					
8. FERTILIZER	\$	5.80	\$ 6.64	\$ 5.02	
9. CHEMICALS		.50	.66	.40	
10. SEED & OTHER		5.90	6.50	5.36	
11. SPECIAL HIRED LABOR		.23	.44	.03	
12. CUSTOM WORK HIRED		2.60	3.39	1.92	
13. IRRIGATION OPERATION					
14. TOTAL DIRECT COSTS	\$	15.03	\$ 17.63	\$ 12.73	
15. RETURN OVER DIRECT COSTS	\$	54.63	\$ 68.68	\$ 41.76*	
16. ALLOCATED COSTS					
17. FARM POWER & MACHINERY - OWNERSHIP	\$	7.28	\$ 7.03	\$ 7.42	
18. FARM POWER & MACHINERY - OPERATION		9.56	9.13	9.96	
19. IRRIGATION EQUIPMENT - OWNERSHIP					
20. LAND COSTS		20.02	21.89	18.17	
21. MISCELLANEOUS COSTS		.07	.07	.03	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT		2.38	2.49	2.27	
23. TOTAL ALLOCATED COSTS	\$	39.31	\$ 40.61	\$ 37.85	
24. RETURN OVER ALL LISTED COSTS	\$	15.32	\$ 23.07	\$ 3.91*	
25. SUPPLEMENTARY MANAGEMENT INFORMATION					
26. WORK UNITS ASSIGNED PER ACRF		.30	.30	.30	
27. POWER COSTS ALLOCATION FACTOR		1.00	.96	1.04	
28. TOTAL LISTED COST PER UNIT OF PRODUCTION		.96	.78	1.21	
29. RETURN OVER LISTED COSTS PER UNIT		.27	.38	.09	
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		48.95	56.00	42.50	
31. TOTAL LISTED COSTS PER ACRE	\$	54.34	\$ 58.24	\$ 50.58*	
32. OTHER POSSIBLE COSTS NOT LISTED					
33. UTILITIES & OTHER GENERAL FARM EXPENSES					
33A. BUILDINGS, FENCES & TILING COSTS					
34. INTEREST ALLOCATION					
35. OTHER COSTS NOT LISTED					
36. TOTAL COSTS					

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



TABLE 10 - CROP DATA FOR RYE - 1977

	AVERAGE OF			8 FARMS		8 FARMS	
	16 FARMS			HIGH		LOW	
	PER ACRE	PER ACRE	PER ACRE	PER ACRE	PER ACRE	PER ACRE	PER ACRE
1. ACRES (TOTAL)	39.6	40.0	39.1				
2. YIELD (BUSHEL)	13.3	21.9	4.5				
3. VALUE PER PRODUCTION UNIT	1.59	1.56	1.62				
4. CROP PRODUCT RETURN	\$ 21.11	\$ 34.13	\$ 7.34				
5. OTHER CROP INCOME	1.34	2.10	.59				
6. TOTAL CROP RETURN	\$ 22.45	\$ 36.23	\$ 7.93*				
7. DIRECT COSTS							
8. FERTILIZER	\$ 2.53	\$ 4.38	\$ .61				
9. CHEMICALS							
10. SEED & OTHER	2.98	3.65	2.28				
11. SPECIAL HIRED LABOR							
12. CUSTOM WORK HIRED	2.88	2.43	3.35				
13. IRRIGATION OPERATION							
14. TOTAL DIRECT COSTS	\$ 8.39	\$ 10.46	\$ 6.24				
15. RETURN OVER DIRECT COSTS	\$ 14.06	\$ 25.77	\$ 1.69*				
16. ALLOCATED COSTS							
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 3.95	\$ 5.64	\$ 2.24				
18. FARM POWER & MACHINERY - OPERATION	6.12	7.91	4.31				
19. IRRIGATION EQUIPMENT - OWNERSHIP							
20. LAND COSTS	28.88	15.00	42.75				
21. MISCELLANEOUS COSTS							
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	1.50	2.18	.81				
23. TOTAL ALLOCATED COSTS	\$ 40.45	\$ 30.73	\$ 50.11				
24. RETURN OVER ALL LISTED COSTS	\$ (-26.39)	\$ (-4.96)	\$ (-48.42)*				
25. SUPPLEMENTARY MANAGEMENT INFORMATION							
26. WORK UNITS ASSIGNED PER ACRE	.30	.30	.30				
27. POWER COSTS ALLOCATION FACTOR	.88	1.00	.75				
28. TOTAL LISTED COST PER UNIT OF PRODUCTION	3.68	1.88	12.45				
29. RETURN OVER LISTED COSTS PER UNIT	(-1.99)	(-.23)	(-10.70)				
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	30.72	26.40	34.78				
31. TOTAL LISTED COSTS PER ACRE	\$ 48.84	\$ 41.19	\$ 56.35*				
32. OTHER POSSIBLE COSTS NOT LISTED							
33. UTILITIES & OTHER GENERAL FARM EXPENSES							
33A. BUILDINGS, FENCES & TILING COSTS							
34. INTEREST ALLOCATION							
35. OTHER COSTS NOT LISTED							
36. TOTAL COSTS							

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

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1977

	AVERAGE OF 20 FARMS			20 FARMS	
	40 FARMS	HIGH	LOW	PER ACRE	PER ACRE
1. ACRES (TOTAL)		27.7	31.4	24.0	
2. YIELD (BUSHEL)		29.3	39.6	15.7	
3. VALUE PER PRODUCTION UNIT		2.16	2.17	2.15	
4. CROP PRODUCT RETURN	\$	63.24	\$ 86.05	\$ 33.79	
5. OTHER CROP INCOME		10.11	16.88	1.29	
6. TOTAL CROP RETURN	\$	73.35	\$ 102.93	\$ 35.08	
7. DIRECT COSTS					
8. FERTILIZER	\$	7.18	\$ 5.19	\$ 9.83	
9. CHEMICALS		1.19	1.59	.67	
10. SEED & OTHER		4.69	4.01	5.58	
11. SPECIAL HIRED LABOR		.11		.25	
12. CUSTOM WORK HIRED		.47	.35	.58	
13. IRRIGATION OPERATION		.07		.17	
14. TOTAL DIRECT COSTS	\$	13.71	\$ 11.14	\$ 17.08	
15. RETURN OVER DIRECT COSTS	\$	59.64	\$ 91.79	\$ 18.00*	
16. ALLOCATED COSTS					
17. FARM POWER & MACHINERY - OWNERSHIP	\$	8.71	\$ 8.23	\$ 9.34	
18. FARM POWER & MACHINERY - OPERATION		10.74	10.27	11.35	
19. IRRIGATION EQUIPMENT - OWNERSHIP		.18		.42	
20. LAND COSTS		16.88	21.00	12.75	
21. MISCELLANEOUS COSTS		.90	1.56		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT		2.77	2.68	2.88	
23. TOTAL ALLOCATED COSTS	\$	40.18	\$ 43.74	\$ 36.74	
24. RETURN OVER ALL LISTED COSTS	\$	19.46	\$ 48.05	\$ 18.74*	
25. SUPPLEMENTARY MANAGEMENT INFORMATION					
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30	
27. POWER COSTS ALLOCATION FACTOR		.98	1.00	.95	
28. TOTAL LISTED COST PER UNIT OF PRODUCTION		1.84	1.38	3.42	
29. RETURN OVER LISTED COSTS PER UNIT		1.54	1.21	.57	
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION		24.94	25.29	25.03	
31. TOTAL LISTED COSTS PER ACRE	\$	53.89	\$ 54.88	\$ 53.82*	
32. OTHER POSSIBLE COSTS NOT LISTED					
33. UTILITIES & OTHER GENERAL FARM EXPENSES		-----	-----	-----	
33A. BUILDINGS, FENCES & TILING COSTS		-----	-----	-----	
34. INTEREST ALLOCATION		-----	-----	-----	
35. OTHER COSTS NOT LISTED		-----	-----	-----	
36. TOTAL COSTS		-----	-----	-----	

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1977

		AVERAGE OF 291 FARMS		291 FARMS
		582 FARMS	HIGH	LOW
		PER ACRE	PER ACRE	PER ACRE
1.	ACRES (TOTAL)	34.2	37.3	31.0
2.	YIELD (BUSHEL)	71.3	86.9	52.7
3.	VALUE PER PRODUCTION UNIT	1.83	1.84	1.81
4.	CROP PRODUCT RETURN	\$ 130.47	\$ 159.84	\$ 95.45
5.	OTHER CROP INCOME	.50	.08	.97
6.	TOTAL CROP RETURN	\$ 130.97	\$ 159.92	\$ 96.42 *
7.	DIRECT COSTS			
8.	FERTILIZER	\$ 19.62	\$ 22.41	\$ 16.32
9.	CHEMICALS	6.08	6.78	5.23
10.	SEED & OTHER	9.09	10.03	8.00
11.	SPECIAL HIRED LABOR	.15	.16	.16
12.	CUSTOM WORK HIRED	3.65	4.53	2.61
13.	IRRIGATION OPERATION		.13	
14.	TOTAL DIRECT COSTS	\$ 38.65	\$ 44.04	\$ 32.32
15.	RETURN OVER DIRECT COSTS	\$ 92.32	\$ 115.88	\$ 64.10 *
16.	ALLOCATED COSTS			
17.	FARM POWER & MACHINERY - OWNERSHIP	\$ 13.03	\$ 15.05	\$ 10.63
18.	FARM POWER & MACHINERY - OPERATION	15.47	15.56	15.42
19.	IRRIGATION EQUIPMENT - OWNERSHIP			
20.	LAND COSTS	26.85	24.10	29.60
21.	MISCELLANEOUS COSTS	.29	.19	.45
22.	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.51	5.06	3.86
23.	TOTAL ALLOCATED COSTS	\$ 60.15	\$ 59.96	\$ 59.96
24.	RETURN OVER ALL LISTED COSTS	\$ 32.17	\$ 55.92	\$ 4.14 *
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27.	POWER COSTS ALLOCATION FACTOR	1.02	1.00	1.05
28.	TOTAL LISTED COST PER UNIT OF PRODUCTION	1.39	1.20	1.75
29.	RETURN OVER LISTED COSTS PER UNIT	.45	.64	.08
30.	BREAKEVEN YIELD/UNITS OF PRODUCTION	53.99	56.52	50.98
31.	TOTAL LISTED COSTS PER ACRE	\$ 98.80	\$ 104.00	\$ 92.28 *
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	UTILITIES & OTHER GENERAL FARM EXPENSES			
33A.	BUILDINGS, FENCES & TILING COSTS			
34.	INTEREST ALLOCATION			
35.	OTHER COSTS NOT LISTED			
36.	TOTAL COSTS			

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN (IRRIGATED) - 1977

		AVERAGE OF	21 FARMS	21 FARMS
		42 FARMS	HIGH	LOW
		PER ACRE	PER ACRE	PER ACRE
1.	ACRES (TOTAL)	77.0	83.6	70.3
2.	YIELD (BUSHEL)	104.4	123.8	81.4
3.	VALUE PER PRODUCTION UNIT	1.79	1.77	1.82
4.	CROP PRODUCT RETURN	\$ 186.79	\$ 219.09	\$ 148.14
5.	OTHER CROP INCOME			
6.	TOTAL CROP RETURN	\$ 186.79	\$ 219.09	\$ 148.14*
7.	DIRECT COSTS			
8.	FERTILIZER	\$ 37.44	\$ 41.85	\$ 32.25
9.	CHEMICALS	8.47	8.50	8.45
10.	SEED & OTHER	18.16	18.27	18.05
11.	SPECIAL HIRED LABOR	.52	.44	.63
12.	CUSTOM WORK HIRED	6.01	7.40	4.37
13.	IRRIGATION OPERATION	11.77	13.48	9.74
14.	TOTAL DIRECT COSTS	\$ 82.37	\$ 89.94	\$ 73.49
15.	RETURN OVER DIRECT COSTS	\$ 104.42	\$ 129.15	\$ 74.65*
16.	ALLOCATED COSTS			
17.	FARM POWER & MACHINERY - OWNERSHIP	\$ 11.59	\$ 10.97	\$ 12.33
18.	FARM POWER & MACHINERY - OPERATION	18.87	20.76	16.64
19.	IRRIGATION EQUIPMENT - OWNERSHIP	22.38	26.20	17.87
20.	LAND COSTS	18.76	19.81	17.71
21.	MISCELLANEOUS COSTS	.30	.37	.23
22.	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.53	5.96	5.04
23.	TOTAL ALLOCATED COSTS	\$ 77.43	\$ 84.07	\$ 69.82
24.	RETURN OVER ALL LISTED COSTS	\$ 26.99	\$ 45.03	\$ 4.83*
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	WORK UNITS ASSIGNED PER ACRE	.65	.65	.65
27.	POWER COSTS ALLOCATION FACTOR	1.13	1.30	.95
28.	TOTAL LISTED COST PER UNIT OF PRODUCTION	1.53	1.41	1.76
29.	RETURN OVER LISTED COSTS PER UNIT	.26	.36	.06
30.	BREAKEVEN YIELD/UNITS OF PRODUCTION	89.27	98.31	78.74
31.	TOTAL LISTED COSTS PER ACRE	\$ 159.80	\$ 174.01	\$ 143.31*
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	UTILITIES & OTHER GENERAL FARM EXPENSES	_____	_____	_____
33A.	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34.	INTEREST ALLOCATION	_____	_____	_____
35.	OTHER COSTS NOT LISTED	_____	_____	_____
36.	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR SORGHUM, GRAIN - 1977

		AVERAGE OF 5 FARMS	2 FARMS HIGH	2 FARMS LOW
		PER ACRE	PER ACRE	PER ACRE
1.	ACRES (TOTAL)	62.2	130.0	19.5
2.	YIELD (CWT)	34.8	38.8	12.8
3.	VALUE PER PRODUCTION UNIT	1.47	1.60	1.38
4.	CROP PRODUCT RETURN	\$ 51.19	\$ 62.08	\$ 17.69
5.	OTHER CROP INCOME			
6.	TOTAL CROP RETURN	\$ 51.19	\$ 62.08	\$ 17.69 *
7.	DIRECT COSTS			
8.	FERTILIZER	\$ .96	\$ 1.15	
9.	CHEMICALS	1.32	1.58	
10.	SEED & OTHER	6.13	5.90	5.13
11.	SPECIAL HIRED LABOR	2.60	3.12	
12.	CUSTOM WORK HIRED	7.89	9.19	1.69
13.	IRRIGATION OPERATION			
14.	TOTAL DIRECT COSTS	\$ 18.90	\$ 20.94	\$ 6.82
15.	RETURN OVER DIRECT COSTS	\$ 32.29	\$ 41.14	\$ 10.87 *
16.	ALLOCATED COSTS			
17.	FARM POWER & MACHINERY - OWNERSHIP	\$ 7.31	\$ 7.36	\$ 9.24
18.	FARM POWER & MACHINERY - OPERATION	10.23	9.99	10.17
19.	IRRIGATION EQUIPMENT - OWNERSHIP			
20.	LAND COSTS	18.00	20.00	17.50
21.	MISCELLANEOUS COSTS			
22.	*INTEREST ON MACH. & EQUIP. INVESTMENT	2.47	2.60	2.40
23.	TOTAL ALLOCATED COSTS	\$ 38.01	\$ 39.95	\$ 39.31
24.	RETURN OVER ALL LISTED COSTS	\$ (-5.72)	\$ 1.19	\$ (-28.44)*
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	WORK UNITS ASSIGNED PER ACRE	.50	.50	.50
27.	POWER COSTS ALLOCATION FACTOR	.95	.88	1.00
28.	TOTAL LISTED COST PER UNIT OF PRODUCTION	1.64	1.57	3.60
29.	RETURN OVER LISTED COSTS PER UNIT	(-.17)	.03	(-2.22)
30.	BREAKEVEN YIELD/UNITS OF PRODUCTION	38.71	38.06	33.43
31.	TOTAL LISTED COSTS PER ACRE	\$ 56.91	\$ 60.89	\$ 46.13 *
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	UTILITIES & OTHER GENERAL FARM EXPENSES	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR SOYBEANS - 1977

	AVERAGE OF 19 FARMS PER ACRE
1. ACRES (TOTAL)	33.9
2. YIELD (BUSHEL)	24.7
3. VALUE PER PRODUCTION UNIT	4.39
4. CROP PRODUCT RETURN	\$ 108.64
5. OTHER CROP INCOME	
6. TOTAL CROP RETURN	\$ 108.64 *
7. DIRECT COSTS	
8. FERTILIZER	.50
9. CHEMICALS	6.40
10. SEED & OTHER	9.12
11. SPECIAL HIRED LABOR	
12. CUSTOM WORK HIRED	1.56
13. IRRIGATION OPERATION	
14. TOTAL DIRECT COSTS	\$ 17.58
15. RETURN OVER DIRECT COSTS	\$ 91.06 *
16. ALLOCATED COSTS	
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 10.83
18. FARM POWER & MACHINERY - OPERATION	11.47
19. IRRIGATION EQUIPMENT - OWNERSHIP	
20. LAND COSTS	30.68
21. MISCELLANEOUS COSTS	.62
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	4.08
23. TOTAL ALLOCATED COSTS	\$ 57.68
24. RETURN OVER ALL LISTED COSTS	\$ 33.38 *
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.45
27. POWER COSTS ALLOCATION FACTOR	.97
28. TOTAL LISTED COST PER UNIT OF PRODUCTION	3.04
29. RETURN OVER LISTED COSTS PER UNIT	1.35
30. BUSHEL/ACRE YIELD/UNITS OF PRODUCTION	17.14
31. TOTAL LISTED COSTS PER ACRE	\$ 75.26 *
32. OTHER POSSIBLE COSTS NOT LISTED	
33. UTILITIES & OTHER GENERAL FARM EXPENSES	_____
33A. BUILDINGS, FENCES & TILING COSTS	_____
34. INTEREST ALLOCATION	_____
35. OTHER COSTS NOT LISTED	_____
36. TOTAL COSTS	_____

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



TABLE 10 - CROP DATA FOR ALFALFA HAY (IRRIGATED)

	AVERAGE OF 20 FARMS PER ACRE	10 FARMS HIGH PER ACRE	10 FARMS LOW PER ACRE
1. ACRES (TOTAL)	37.6	35.6	39.7
2. YIELD (TONS)	2.8	3.7	2.0
3. VALUE PER PRODUCTION UNIT	50.55	49.00	52.10
4. CROP PRODUCT RETURN	\$ 141.17	\$ 180.31	\$ 103.68
5. OTHER CROP INCOME			
6. TOTAL CROP RETURN	\$ 141.17	\$ 180.31	\$ 103.68 *
7. DIRECT COSTS			
8. FERTILIZER	\$ 18.22	\$ 13.48	\$ 22.39
9. CHEMICALS	.32		.58
10. SEED & OTHER	8.11	7.53	8.59
11. SPECIAL HIRED LABOR	.05		.10
12. CUSTOM WORK HIRED	1.38	2.72	.15
13. IRRIGATION OPERATION	10.05	9.52	10.50
14. TOTAL DIRECT COSTS	\$ 38.13	\$ 33.25	\$ 42.31
15. RETURN OVER DIRECT COSTS	\$ 103.04	\$ 147.06	\$ 61.37 *
16. ALLOCATED COSTS			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 6.82	\$ 1.19	\$ 11.86
18. FARM POWER & MACHINERY - OPERATION	22.68	20.62	24.47
19. IRRIGATION EQUIPMENT - OWNERSHIP	20.88	20.76	20.91
20. LAND COSTS	18.75	17.60	19.90
21. MISCELLANEOUS COSTS	.21		.38
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	4.65	5.01	4.31
23. TOTAL ALLOCATED COSTS	\$ 73.99	\$ 65.18	\$ 81.83
24. RETURN OVER ALL LISTED COSTS	\$ 29.05	\$ 81.88	\$ (-20.46) *
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.80	.80	.80
27. POWER COSTS ALLOCATION FACTOR	.98	.96	1.00
28. TOTAL LISTED COST PER UNIT OF PROD.	40.16	26.76	62.38
29. RETURN OVER LISTED COSTS PER UNIT	10.39	22.24	(-10.28)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	2.22	2.01	2.38
31. TOTAL LISTED COSTS PER ACRE	\$ 112.12	\$ 98.43	\$ 124.14 *
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXP.	_____	_____	_____
33A. BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34. INTEREST ALLOCATION	_____	_____	_____
35. OTHER COSTS NOT LISTED	_____	_____	_____
36. TOTAL COSTS	_____	_____	_____

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



TABLE 10 - CROP DATA FOR MEDIUM RED CLOVER HAY - 1977

	AVERAGE OF 17 FARMS PER ACRE	8 FARMS HIGH PER ACRE	8 FARMS LOW PER ACRE
1. ACRES (TOTAL)	28.3	7.9	44.8
2. YIELD (TON)	.9	2.4	.6
3. VALUE PER PRODUCTION UNIT	41.47	44.38	38.75
4. CROP PRODUCT RETURN	\$ 38.09	\$ 106.71	\$ 24.22
5. OTHER CROP INCOME			
6. TOTAL CROP RETURN	\$ 38.09	\$ 106.71	\$ 24.22 *
7. DIRECT COSTS			
8. FERTILIZER	\$ 2.61	\$ 9.62	\$ 1.79
9. CHEMICALS			
10. SEED & OTHER	2.65	7.47	2.01
11. SPECIAL HIRED LABOR	.11	.89	
12. CUSTOM WORK HIRED	.18		.22
13. IRRIGATION OPERATION			
14. TOTAL DIRECT COSTS	\$ 5.55	\$ 17.98	\$ 4.02
15. RETURN OVER DIRECT COSTS	\$ 32.54	\$ 88.73	\$ 20.20 *
16. ALLOCATED COSTS			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 10.54	\$ 8.75	\$ 8.59
18. FARM POWER & MACHINERY - OPERATION	15.42	12.94	16.81
19. IRRIGATION EQUIPMENT - OWNERSHIP			
20. LAND COSTS	17.00	19.88	15.00
21. MISCELLANEOUS COSTS			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	2.51	3.18	2.45
23. TOTAL ALLOCATED COSTS	\$ 45.47	\$ 44.75	\$ 42.85
24. RETURN OVER ALL LISTED COSTS	\$ (-12.93)	\$ 43.98	\$ (-22.65) *
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28. TOTAL LISTED COST PER UNIT OF PRODUCTION	55.50	26.05	75.00
29. RETURN OVER LISTED COSTS PER UNIT	(-14.04)	18.32	(-36.25)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	1.23	1.41	1.21
31. TOTAL LISTED COSTS PER ACRE	\$ 51.02	\$ 62.73	\$ 46.87 *
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXP.	_____	_____	_____
33A. BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34. INTEREST ALLOCATION	_____	_____	_____
35. OTHER COSTS NOT LISTED	_____	_____	_____
36. TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR OTHER LEGUME MAY - 1977

	AVERAGE OF 26 FARMS		
	52 FARMS	HIGH	LOW
	PER ACRE	PER ACRE	PER ACRE
1. ACRES (TOTAL)	61.7	61.9	61.4
2. YIELD (TON)	1.5	2.0	.9
3. VALUE PER PRODUCTION UNIT	41.54	41.92	41.15
4. CROP PRODUCT RETURN	\$ 61.26	\$ 84.65	\$ 37.52
5. OTHER CROP INCOME			
6. TOTAL CROP RETURN	\$ 61.26	\$ 84.65	\$ 37.52 *
7. DIRECT COSTS			
8. FERTILIZER	\$ 5.22	\$ 4.36	\$ 6.09
9. CHEMICALS			
10. SEED & OTHER	4.28	3.73	4.82
11. SPECIAL HIRED LABOR			
12. CUSTOM WORK HIRED	1.26	1.84	.70
13. IRRIGATION OPERATION			
14. TOTAL DIRECT COSTS	\$ 10.76	\$ 9.93	\$ 11.61
15. RETURN OVER DIRECT COSTS	\$ 50.50	\$ 74.72	\$ 25.91 *
16. ALLOCATED COSTS			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 12.23	\$ 14.34	\$ 10.12
18. FARM POWER & MACHINERY - OPERATION	12.28	12.69	11.88
19. IRRIGATION EQUIPMENT - OWNERSHIP			
20. LAND COSTS	15.71	17.23	14.19
21. MISCELLANEOUS COSTS			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	3.49	4.63	2.35
23. TOTAL ALLOCATED COSTS	\$ 43.71	\$ 48.89	\$ 38.54
24. RETURN OVER ALL LISTED COSTS	\$ 6.79	\$ 25.83	\$ (-12.63)**
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28. TOTAL LISTED COST PER UNIT OF PRODUCTION	36.92	29.13	54.98
29. RETURN OVER LISTED COSTS PER UNIT	4.62	12.79	(-13.84)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	1.31	1.40	1.22
31. TOTAL LISTED COSTS PER ACRE	\$ 54.47	\$ 58.82	\$ 50.15 *
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXP.	_____	_____	_____
33A. BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34. INTEREST ALLOCATION	_____	_____	_____
35. OTHER COSTS NOT LISTED	_____	_____	_____
36. TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR OTHER TILLABLE GRASS HAY - 1977

		AVERAGE OF 92 FARMS		
		185 FARMS	HIGH	LOW
		PER ACRE	PER ACRE	PER ACRE
1.	ACRES (TOTAL)	26.1	19.8	32.5
2.	YIELD (TON)	1.1	1.9	.6
3.	VALUE PER PRODUCTION UNIT	30.63	30.78	30.60
4.	CROP PRODUCT RETURN	\$ 32.87	\$ 57.53	\$ 16.95
5.	OTHER CROP INCOME		.05	
6.	TOTAL CROP RETURN	\$ 32.87	\$ 57.58	\$ 16.95 *
7.	DIRECT COSTS			
8.	FERTILIZER	\$ 1.88	\$ 3.08	\$ 1.17
9.	CHEMICALS			
10.	SEED & OTHER	1.49	1.92	1.26
11.	SPECIAL HIRED LABOR	.11	.20	.06
12.	CUSTOM WORK HIRED	.69	.81	.62
13.	IRRIGATION OPERATION			
14.	TOTAL DIRECT COSTS	\$ 4.17	\$ 6.01	\$ 3.11
15.	RETURN OVER DIRECT COSTS	\$ 28.70	\$ 51.57	\$ 13.84 *
16.	ALLOCATED COSTS			
17.	FARM POWER & MACHINERY - OWNERSHIP	\$ 6.27	\$ 7.00	\$ 5.86
18.	FARM POWER & MACHINERY - OPERATION	8.86	8.68	8.95
19.	IRRIGATION EQUIPMENT - OWNERSHIP			
20.	LAND COSTS	18.38	26.38	10.41
21.	MISCELLANEOUS COSTS			
22.	*INTEREST ON MACH. & EQUIP. INVESTMENT	2.28	2.39	2.22
23.	TOTAL ALLOCATED COSTS	\$ 35.79	\$ 44.45	\$ 27.44
24.	RETURN OVER ALL LISTED COSTS	\$ (-7.09)	\$ 7.12	\$ (-13.60) *
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27.	POWER COSTS ALLOCATION FACTOR	.94	.94	.95
28.	TOTAL LISTED COST PER UNIT OF PRODUCTION	37.25	27.00	55.17
29.	RETURN OVER LISTED COSTS PER UNIT	(-6.61)	3.81	(-24.56)
30.	BREAKEVEN YIELD/UNITS OF PRODUCTION	1.30	1.64	1.00
31.	TOTAL LISTED COSTS PER ACRE	\$ 39.96	\$ 50.46	\$ 30.55 *
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	UTILITIES & OTHER GENERAL FARM EXPENSES	_____	_____	_____
33A.	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34.	INTEREST ALLOCATION	_____	_____	_____
35.	OTHER COSTS NOT LISTED	_____	_____	_____
36.	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR LEGUME-GRASS MIX HAY - 1977

		AVERAGE OF 222 FARMS	111 FARMS HIGH	111 FARMS LOW
		PER ACRE	PER ACRE	PER ACRE
1.	ACRES (TOTAL)	48.3	38.2	58.4
2.	YIELD (TON)	2.2	4.1	.9
3.	VALUE PER PRODUCTION UNIT	41.09	41.47	40.71
4.	CROP PRODUCT RETURN	\$ 88.47	\$ 170.45	\$ 34.86
5.	OTHER CROP INCOME	.06		.09
6.	TOTAL CROP RETURN	\$ 88.53	\$ 170.45	\$ 34.95 *
7.	DIRECT COSTS			
8.	FERTILIZER	\$ 3.73	\$ 6.73	\$ 1.78
9.	CHEMICALS	.12	.18	.07
10.	SEED & OTHER	2.88	3.98	2.14
11.	SPECIAL HIRED LABOR			
12.	CUSTOM WORK HIRED	.23	.24	.22
13.	IRRIGATION OPERATION			
14.	TOTAL DIRECT COSTS	\$ 6.96	\$ 11.13	\$ 4.21
15.	RETURN OVER DIRECT COSTS	\$ 81.57	\$ 159.32	\$ 30.74 *
16.	ALLOCATED COSTS			
17.	FARM POWER & MACHINERY - OWNERSHIP	\$ 13.48	\$ 13.17	\$ 13.68
18.	FARM POWER & MACHINERY - OPERATION	12.58	12.33	12.74
19.	IRRIGATION EQUIPMENT - OWNERSHIP			
20.	LAND COSTS	30.31	38.26	22.36
21.	MISCELLANEOUS COSTS	.02	.03	
22.	*INTEREST ON MACH. & EQUIP. INVESTMENT	3.53	3.68	3.43
23.	TOTAL ALLOCATED COSTS	\$ 59.92	\$ 67.47	\$ 52.21
24.	RETURN OVER ALL LISTED COSTS	\$ 21.65	\$ 91.85	\$ (-21.47)*
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27.	POWER COSTS ALLOCATION FACTOR	.98	1.00	.97
28.	TOTAL LISTED COST PER UNIT OF PRODUCTION	31.06	19.12	65.90
29.	RETURN OVER LISTED COSTS PER UNIT	10.06	22.35	(-25.08)
30.	BREAKEVEN YIELD/UNITS OF PRODUCTION	1.63	1.90	1.39
31.	TOTAL LISTED COSTS PER ACRE	\$ 66.88	\$ 78.60	\$ 56.42 *
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	UTILITIES & OTHER GEN. FARM EXPENSES	_____	_____	_____
33A.	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34.	INTEREST ALLOCATION	_____	_____	_____
35.	OTHER COSTS NOT LISTED	_____	_____	_____
36.	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR LEGUME, LEGUME-GRASS SILAGE - 1977

	AVERAGE OF			11 FARMS HIGH	11 FARMS LOW
	23 FARMS	PER ACRE	PER ACRE		
1. ACRES (TOTAL)		36.4	35.2		33.8
2. YIELD (TON)		4.9	6.3		3.3
3. VALUE PER PRODUCTION UNIT		22.30	18.91		26.09
4. CROP PRODUCT RETURN	\$	108.43	\$ 119.80	\$	87.22
5. OTHER CROP INCOME					
6. TOTAL CROP RETURN	\$	108.43	\$ 119.80	\$	87.22 *
7. DIRECT COST					
8. FERTILIZER	\$	6.35	\$ 9.43	\$	2.07
9. CHEMICALS		.60	.77		.59
10. SEED & OTHER		4.15	4.69		3.37
11. SPECIAL HIRED LABOR					
12. CUSTOM WORK HIRED		.93	.71		1.36
13. IRRIGATION OPERATION					
14. TOTAL DIRECT COSTS	\$	12.03	\$ 15.60	\$	7.39
15. RETURN OVER DIRECT COSTS	\$	96.40	\$ 104.20	\$	79.83 *
16. ALLOCATED COSTS					
17. FARM POWER & MACHINERY - OWNERSHIP	\$	13.24	\$ 15.16	\$	10.63
18. FARM POWER & MACHINERY - OPERATION		11.79	9.52		13.88
19. IRRIGATION EQUIPMENT - OWNERSHIP					
20. LAND COSTS		22.26	23.64		20.64
21. MISCELLANEOUS COSTS					
22. *INTEREST ON MACH. & EQUIP. INVESTMENT		4.15	4.94		2.96
23. TOTAL ALLOCATED COSTS	\$	51.44	\$ 53.26	\$	48.11
24. RETURN OVER ALL LISTED COSTS	\$	44.96	\$ 50.94	\$	31.72 *
25. SUPPLEMENTARY MANAGEMENT INFORMATION					
26. WORK UNITS ASSIGNED PER ACRE		.40	.40		.40
27. POWER COSTS ALLOCATION FACTOR		1.00	.99		1.00
28. TOTAL LISTED COST PER UNIT OF PRODUCTION		13.05	10.87		16.60
29. RETURN OVER LISTED COSTS PER UNIT		9.25	8.04		9.49
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION		2.85	3.64		2.13
31. TOTAL LISTED COSTS PER ACRE	\$	63.47	\$ 68.86	\$	55.50 *
32. OTHER POSSIBLE COSTS NOT LISTED					
33. UTILITIES & OTHER GENERAL FARM EXPENSE					
33A. BUILDINGS, FENCES & TILING COSTS					
34. INTEREST ALLOCATION					
35. OTHER COSTS NOT LISTED					
36. TOTAL COSTS					

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

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 1977

	AVERAGE OF	34 FARMS	34 FARMS
	69 FARMS	HIGH	LOW
	PER ACRE	PER ACRE	PER ACRE
1. ACRES (TOTAL)	19.0	17.8	20.1
2. YIELD (TON)	4.6	6.5	3.0
3. VALUE PER PRODUCTION UNIT	15.04	14.41	15.68
4. CROP PRODUCT RETURN	\$ 69.68	\$ 93.09	\$ 47.56
5. OTHER CROP INCOME	.84	.90	.80
6. TOTAL CROP RETURN	\$ 70.52	\$ 93.99	\$ 48.36 *
7. DIRECT COSTS			
8. FERTILIZER	\$ 8.26	\$ 10.51	\$ 6.57
9. CHEMICALS	.05		.05
10. SEED & OTHER	13.95	15.34	12.89
11. SPECIAL HIRED LABOR			
12. CUSTOM WORK HIRED	1.74	2.25	1.39
13. IRRIGATION OPERATION			
14. TOTAL DIRECT COSTS	\$ 24.00	\$ 28.10	\$ 20.90
15. RETURN OVER DIRECT COSTS	\$ 46.52	\$ 65.89	\$ 27.46 *
16. ALLOCATED COSTS			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 11.40	\$ 11.50	\$ 11.49
18. FARM POWER & MACHINERY - OPERATION	11.20	10.82	11.50
19. IRRIGATION EQUIPMENT - OWNERSHIP			
20. LAND COSTS	20.94	21.76	20.29
21. MISCELLANEOUS COSTS			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	3.76	3.49	4.06
23. TOTAL ALLOCATED COSTS	\$ 47.30	\$ 47.57	\$ 47.34
24. RETURN OVER ALL LISTED COSTS	\$ (-.78)	\$ 18.32	\$ (-19.88) *
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR	.96	.95	.98
28. TOTAL LISTED COST PER UNIT OF PRODUCTION	15.41	11.71	22.49
29. RETURN OVER LISTED COSTS PER UNIT	(-.18)	2.83	(-6.56)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	4.74	5.25	4.35
31. TOTAL LISTED COSTS PER ACRE	\$ 71.30	\$ 75.67	\$ 68.24 *
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GENERAL FARM EXPENSES	_____	_____	_____
33A. BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34. INTEREST ALLOCATION	_____	_____	_____
35. OTHER COSTS NOT LISTED	_____	_____	_____
36. TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR CORN &amp; SORGHUM SILAGE - 1977

		AVERAGE OF 246 FARMS		246 FARMS
		492 FARMS	HIGH	LOW
		PER ACRE	PER ACRE	PER ACRE
1.	ACRES (TOTAL)	25.5	25.6	25.5
2.	YIELD (TON)	10.2	13.1	7.2
3.	VALUE PER PRODUCTION UNIT	16.04	16.08	16.00
4.	CROP PRODUCT RETURN	\$ 162.90	\$ 210.43	\$ 114.82
5.	OTHER CROP INCOME	.04		.08
6.	TOTAL CROP RETURN	\$ 162.94	\$ 210.43	\$ 114.90 *
7.	DIRECT COSTS			
8.	FERTILIZER	\$ 17.76	\$ 20.63	\$ 14.86
9.	CHEMICALS	5.57	6.64	4.51
10.	SEED & OTHER	7.37	8.28	6.43
11.	SPECIAL HIRED LABOR	.12	.12	.12
12.	CUSTOM WORK HIRED	2.75	3.13	2.35
13.	IRRIGATION OPERATION			
14.	TOTAL DIRECT COSTS	\$ 33.57	\$ 38.80	\$ 28.27
15.	RETURN OVER DIRECT COSTS	\$ 129.37	\$ 171.63	\$ 86.63 *
16.	ALLOCATED COSTS			
17.	FARM POWER & MACHINERY - OWNERSHIP	\$ 15.22	\$ 16.07	\$ 14.32
18.	FARM POWER & MACHINERY - OPERATION	17.38	17.01	17.68
19.	IRRIGATION EQUIPMENT - OWNERSHIP			
20.	LAND COSTS	25.38	25.63	25.13
21.	MISCELLANEOUS COSTS	.04		.04
22.	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.90	5.35	4.43
23.	TOTAL ALLOCATED COSTS	\$ 62.92	\$ 64.06	\$ 61.60
24.	RETURN OVER ALL LISTED COSTS	\$ 66.45	\$ 107.57	\$ 25.03 *
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27.	POWER COSTS ALLOCATION FACTOR	.97	.97	.97
28.	TOTAL LISTED COST PER UNIT OF PRODUCTION	9.50	7.86	12.52
29.	RETURN OVER LISTED COSTS PER UNIT	6.54	8.22	3.49
30.	BREAKEVEN YIELD/UNITS OF PRODUCTION	6.02	6.40	5.62
31.	TOTAL LISTED COSTS PER ACRE	\$ 96.49	\$ 102.86	\$ 89.87 *
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	UTILITIES & OTHER GENERAL FARM EXPENSES	_____	_____	_____
33A.	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34.	INTEREST ALLOCATION	_____	_____	_____
35.	OTHER COSTS NOT LISTED	_____	_____	_____
36.	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR CORN &amp; SORGHUM SILAGE (IRRIGATED) - 1977

		AVERAGE OF	9 FARMS	9 FARMS
		19 FARMS	HIGH	LOW
		PER ACRE	PER ACRE	PER ACRE
1.	ACRES (TOTAL)	24.3	23.3	26.3
2.	YIELD (TONS)	13.0	15.7	10.5
3.	VALUE PER PRODUCTION UNIT	15.73	15.53	15.46
4.	CROP PRODUCT RETURN	\$ 204.57	\$ 243.95	\$ 162.81
5.	OTHER CROP INCOME			
6.	TOTAL CROP RETURN	\$ 204.57	\$ 243.95	\$ 162.81 *
7.	DIRECT COSTS			
8.	FERTILIZER	\$ 26.21	\$ 36.78	\$ 16.92
9.	CHEMICALS	8.77	7.64	9.89
10.	SEED & OTHER	13.09	15.06	11.79
11.	SPECIAL HIRED LABOR			
12.	CUSTOM WORK HIRED	2.88	1.37	4.37
13.	IRRIGATION OPERATION	11.03	12.45	9.89
14.	TOTAL DIRECT COSTS	\$ 61.98	\$ 73.30	\$ 52.86
15.	RETURN OVER DIRECT COSTS	\$ 142.59	\$ 170.65	\$ 109.95 *
16.	ALLOCATED COSTS			
17.	FARM POWER & MACHINERY - OWNERSHIP	\$ 10.30	\$ 8.51	\$ 11.27
18.	FARM POWER & MACHINERY - OPERATION	23.07	29.23	18.13
19.	IRRIGATION EQUIPMENT - OWNERSHIP	27.00	31.33	24.07
20.	LAND COSTS	19.63	18.67	20.56
21.	MISCELLANEOUS COSTS	.25	.47	.11
22.	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.20	4.36	3.68
23.	TOTAL ALLOCATED COSTS	\$ 84.45	\$ 92.57	\$ 77.82
24.	RETURN OVER ALL LISTED COSTS	\$ 58.14	\$ 78.08	\$ 32.13 *
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	WORK UNITS ASSIGNED PER ACRE	.80	.80	.80
27.	POWER COSTS ALLOCATION FACTOR	.94	.99	.89
28.	TOTAL LISTED COST PER UNIT OF PRODUCTION	11.26	10.56	12.41
29.	RETURN OVER LISTED COSTS PER UNIT	4.47	4.97	3.05
30.	BREAKEVEN YIELD/UNITS OF PRODUCTION	9.31	10.68	8.45
31.	TOTAL LISTED COSTS PER ACRE	\$ 146.43	\$ 165.87	\$ 130.68 *
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	UTILITIES & OTHER GENERAL FARM EXPENSES	_____	_____	_____
33A.	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34.	INTEREST ALLOCATION	_____	_____	_____
35.	OTHER COSTS NOT LISTED	_____	_____	_____
36.	TOTAL COSTS	_____	_____	_____

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



TABLE 10 - CROP DATA FOR PULP - 1977

		AVERAGE OF 6 FARMS PER CORD
1.	ACRES	
2.	YIELD (TOTAL CORDS)	1031
3.	VALUE PER PRODUCTION UNIT	14.79
4.	CROP PRODUCT RETURN	\$ 14.79
5.	OTHER CROP INCOME	.11
6.	TOTAL CROP RETURN	\$ 14.90 *
7.	DIRECT COSTS	
8.	FERTILIZER	
9.	CHEMICALS	
10.	SEED & OTHER	.50
11.	SPECIAL HIRED LABOR	.43
12.	CUSTOM WORK HIRED	1.01
13.	LOGGING EQUIPMENT OPERATION	.38
14.	TOTAL DIRECT COSTS	\$ 2.32
15.	RETURN OVER DIRECT COSTS	\$ 12.58 *
16.	ALLOCATED COSTS	
17.	FARM POWER & MACHINERY - OWNERSHIP	\$ .64
18.	FARM POWER & MACHINERY - OPERATION	.38
19.	LOGGING EQUIPMENT & OPERATION	.42
20.	LAND COSTS	
21.	MISCELLANEOUS COSTS	.14
22.	*INTEREST ON MACH. & EQUIP. INVESTMENT	.19
23.	TOTAL ALLOCATED COSTS	\$ 1.77
24.	RETURN OVER ALL LISTED COSTS	\$ 10.81 *
25.	SUPPLEMENTARY MANAGEMENT INFORMATION	
26.	WORK UNITS ASSIGNED PER ACRE	.30
27.	POWER COSTS ALLOCATION FACTOR	.67
28.	TOTAL LISTED COST PER UNIT OF PRODUCTION	4.09
29.	RETURN OVER LISTED COSTS PER UNIT	10.82
30.	BREAKEVEN YIELD/UNITS OF PRODUCTION	.28
31.	TOTAL LISTED COSTS PER ACRE	\$ 4.09 *
32.	OTHER POSSIBLE COSTS NOT LISTED	
33.	UTILITIES & OTHER GEN. FARM EXP.	_____
33A.	BUILDINGS, FENCES & TILING COSTS	_____
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

Productive livestock enterprises are an important part of the farm business in all but a few of the farms involved in this report. Tables 11 through 15A pertain to the major livestock enterprises.

Feed is the largest single item of cost for all classes of livestock. However, the proportion of the total cost represented by feed varies considerably between classes of livestock. Feed makes up approximately 45 per cent of the total cost of maintaining dairy cattle and poultry, 50 per cent in the case of a farm flock of sheep and 75 - 90 per cent for hogs, feeder cattle and feeder lambs. Consequently, it is necessary to secure a relatively higher return over feed from dairy cattle and poultry than from the other livestock enterprises in order to be able to cover all the costs other than feed.

Other Direct Costs are those costs which have been identified as cash costs attributable to the enterprise and recorded as such in the record.

Allocated costs are calculated costs and are derived by first allocating the total cost for each category between the crops and livestock; then further allocating the livestock portion to each livestock enterprise on a work unit basis.

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

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

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

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

TABLE 11A - HOGS, FARROW, FINISH, GENERAL

	AVERAGE OF 18 FARMS	9 FARMS HIGH IN RETURN ABOVE FEED	9 FARMS LOW IN RETURN ABOVE FEED
1. POUNDS OF HOGS PRODUCED	28228	32250	24206
2. NET INCREASE IN VALUE OF HOGS	\$ <u>PER CWT</u> 46.36	\$ <u>PER CWT</u> 48.72	\$ <u>PER CWT</u> 43.20
3. OTHER MISCELLANEOUS HOG INCOME			
4. TOTAL VALUE PRODUCED	\$ 46.36	\$ 48.72	\$ 43.20 *
5. POUNDS OF FEED FED			
6. CORN	207.2	203.8	211.7
7. SMALL GRAIN	104.0	59.5	163.3
8. COMPLETE RATION	122.5	70.8	191.3
9. PROTEIN, SALT & MINERAL & MILK	40.3	42.3	37.8
10. TOTAL CONCENTRATES	474.0	376.4	604.1
11. FORAGES	73.8	6.5	163.3
12. FEED COST			
13. GRAINS	11.87	9.30	15.31
14. COMPLETE RATION	6.62	4.96	8.82
15. PROTEIN, SALT & MINERAL & MILK	5.36	3.97	7.20
16. FORAGES	.30	.21	1.11
17. PASTURE	.02	.03	.01
18. TOTAL FEED COSTS	\$ 24.47	\$ 18.47	\$ 32.45
19. RETURN OVER FEED COSTS	\$ 21.89	\$ 30.25	\$ 10.75 *
20. OTHER DIRECT COSTS			
21. MISCELLANEOUS LIVESTOCK EXPENSE	.97	1.38	.42
22. VETERINARY EXPENSE	.33	.26	.41
23. CUSTOM WORK	.99	1.17	.74
24. SPECIAL HIRED LABOR			
25. TOTAL OTHER DIRECT COSTS	\$ 2.29	\$ 2.81	\$ 1.57
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 19.60	\$ 27.44	\$ 9.18 *
27. ALLOCATED COSTS			
28. POWER & MACHINERY COSTS	1.48	1.28	1.75
29. LIVESTOCK EQUIPMENT COSTS	.73	.65	.85
30. BUILDING & FENCES	.83	.74	.95
31. TOTAL ALLOCATED COSTS	\$ 3.04	\$ 2.67	\$ 3.55
32. RETURN OVER ALL LISTED COSTS	\$ 16.56	\$ 24.77	\$ 5.63 *
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. RETURN FOR \$100 FEED FED	189.46	263.77	133.14
35. PRICE RECEIVED PER CWT ALL ANIMALS	43.06	46.38	39.46
36. PRICE REC. PER CWT SOLD MKT ONLY			
37. NUMBER OF LITTERS FARROWED	19	17	20
38. NUMBER OF PIGS BORN PER LITTER	11.9	14.9	10.0
39. NUMBER OF PIGS WEANED PER LITTER	9.8	12.5	8.0
40. PERCENT DEATH LOSS	12.2	11.7	13.1
41. AVERAGE WEIGHT OF ALL HOGS SOLD			
42. AVERAGE WEIGHT OF MKT. HOGS SOLD			
43. PRICE PER CWT CONCENTRATE FED	5.03	4.84	5.19
44. PRICE PER CWT PROTEIN, SALT & MINERAL	12.94	9.40	18.25
45. POUNDS OF PORK PURCHASED	931	649	1213
46. TOTAL LISTED COSTS PER CWT PORK PROD.	\$ 29.80	\$ 23.95	\$ 37.57 *
47. UTILITIES & OTHER GEN. FARM EXPENSE	_____	_____	_____
48. INTEREST ALLOCATION	_____	_____	_____
49. OTHER COSTS NOT LISTED	_____	_____	_____
50. TOTAL COST	_____	_____	_____

TABLE 11B - HOGS, FINISHING - 1977

	AVERAGE OF 6 FARMS
1. AVERAGE NUMBER OF PIGS ON HAND	132.3
2. POUNDS OF HOGS PRODUCED	50035
	PER CWT
3. NET INCREASE IN VALUE OF HOGS	\$ 34.50
4. OTHER MISCELLANEOUS HOG INCOME	
5. TOTAL VALUE PRODUCED	\$ 34.50
6. POUNDS OF FEED FED	
7. CORN	365.7
8. SMALL GRAIN	8.5
9. COMPLETE RATION	44.2
10. PROTEIN, SALT & MINERAL & MILK	48.4
11. TOTAL CONCENTRATES	466.8
12. FORAGES	6.7
13. FEED COST	
14. GRAINS	14.03
15. COMPLETE RATION	3.92
16. PROTEIN, SALT & MINERAL & MILK	6.39
17. FORAGES	.23
18. PASTURE	
19. TOTAL FEED COSTS	\$ 24.57
20. RETURN OVER FEED COSTS	\$ 9.93 *
21. OTHER DIRECT COSTS	
22. MISCELLANEOUS LIVESTOCK EXPENSE	1.52
23. VETERINARY EXPENSE	.09
24. CUSTOM WORK	1.65
25. SPECIAL HIRED LABOR	
26. TOTAL OTHER DIRECT COSTS	\$ 3.26
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 6.67 *
28. ALLOCATED COSTS	
29. POWER & MACHINERY COSTS	.30
30. LIVESTOCK EQUIPMENT COSTS	.30
31. BUILDING & FENCES	.36
32. TOTAL ALLOCATED COSTS	\$ .96
33. RETURN OVER ALL LISTED COSTS	\$ 5.71 *
34. SUPPLEMENTARY MANAGEMENT INFORMATION	
35. RETURN FOR \$100 FEED FED	140.43
36. PRICE RECEIVED PER CWT.	41.93
37. AVERAGE WEIGHT OF PIGS SOLD	218.6
38. AVERAGE PRICE PAID PER PIG BOUGHT	35.48
39. AVERAGE WEIGHT PER PIG BOUGHT	49.0
40. NUMBER OF PIGS PURCHASED	309
41. NO. OF PIGS TRANSFERRED IN	
42. AVERAGE WEIGHT OF PIGS TRANSFERRED IN	
43. POUNDS OF PORK PURCHASED	15147
44. PERCENT DEATH LOSS	9.0
45. PRICE PER CWT. CONCENTRATE FED	5.21
46. PRICE PER CWT PROTEIN, SALT & MINERAL FED	13.21
47. EFFECTIVE DAILY GAIN-POUNDS PER DAY PER PIG	1.04
48. TOTAL LISTED COST PER CWT. PORK PRODUCED	\$ 28.79 *
49. UTILITIES & OTHER GENERAL FARM EXPENSE	_____
50. INTEREST ALLOCATION	_____
51. OTHER COSTS NOT LISTED	_____
52. TOTAL COSTS	_____

TABLE 11C - HOGS, WEANING PIG PRODUCTION - 1977

	AVERAGE OF 15 FARMS 73 FARMS			15 FARMS HIGH IN RETURN ABOVE FEED	15 FARMS LOW IN RETURN ABOVE FEED
	42 PER LITTER	43 PER LITTER	36 PER LITTER		
1. NUMBER OF LITTERS FARROWED					
2. NET INCREASE IN VALUE OF HOGS	\$ 321.07	\$ 511.26	\$ 173.22		
3. OTHER MISCELLANEOUS WEANING PIG INCOME					
4. TOTAL VALUE PRODUCED	\$ 321.07	511.26	\$ 173.22*		
5. POUNDS OF FEED FED					
6. CORN	1299.5	2344.4	1415.7		
7. SMALL GRAIN	646.6	796.0	748.1		
8. COMPLETE RATION	738.5	395.0	524.1		
9. PROTEIN, SALT & MINERAL & MILK	370.6	808.3	214.7		
10. TOTAL CONCENTRATES	3055.2	4343.7	2902.6		
11. FORAGES	213.2	258.0	407.4		
12. FEED COST					
13. GRAINS	72.48	114.72	84.58		
14. COMPLETE RATION	49.88	34.23	41.08		
15. PROTEIN, SALT & MINERAL & MILK	39.93	72.28	24.69		
16. FORAGES	4.00	7.02	4.58		
17. PASTURE	.43	.09	.19		
18. TOTAL FEED COSTS	\$ 166.72	\$ 228.34	\$ 155.12		
19. RETURN OVER FEED COSTS	\$ 154.35	\$ 282.92	\$ 18.10*		
20. OTHER DIRECT COSTS					
21. MISCELLANEOUS LIVESTOCK EXPENSE	6.60	5.33	7.28		
22. VETERINARY EXPENSE	5.38	11.00	2.67		
23. CUSTOM WORK	3.79	8.02	2.36		
24. SPECIAL HIRED LABOR					
25. TOTAL OTHER DIRECT COSTS	\$ 15.77	\$ 24.35	\$ 12.31		
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 138.58	\$ 258.57	\$ 5.79*		
27. ALLOCATED COSTS					
28. POWER & MACHINERY COSTS	11.64	10.28	13.27		
29. LIVESTOCK EQUIPMENT COSTS	9.08	7.83	10.06		
30. BUILDING & FENCES	10.46	17.13	9.73		
31. TOTAL ALLOCATED COST	\$ 31.18	\$ 35.24	\$ 33.06		
32. RETURN OVER ALL LISTED COSTS	\$ 107.40	\$ 223.33	\$ (-27.27)*		
33. SUPPLEMENTARY MANAGEMENT INFORMATION					
34. RETURN FOR \$100 FEED FED	192.59	223.89	111.68		
35. AVERAGE PRICE REC. PER ANIMAL SOLD	41.81	48.58	41.79		
36. AVERAGE PRICE PER PIG SOLD OR TRANS.	36.70	41.58	36.58		
37. AVERAGE WT. PER PIG SOLD OR TRANS.	48.7	60.8	47.3		
38. NUMBER OF PIGS PRODUCED	307	410	187		
39. NUMBER OF PIGS BORN PER LITTER	9.5	11.4	9.1		
40. NUMBER OF PIGS WEANED PER LITTER	7.2	9.5	5.3		
41. PERCENT DEATH LOSS	20.0	12.9	35.2		
42. PRICE PER CWT CONCENTRATE FED	5.31	5.09	5.18		
43. PRICE PER CWT PROT. SALT & MINERAL FED	10.77	8.94	11.50		
44. FEED & SUPPLEMENTAL COSTS PER PIG PROD.	24.96	26.50	32.23		
45. TOTAL LISTED COSTS PER LITTER	\$ 213.67	\$ 287.93	\$ 200.49*		
46. UTILITIES & OTHER GEN. FARM EXPENSE	-----	-----	-----		
47. INTEREST ALLOCATION	-----	-----	-----		
48. OTHER COSTS NOT LISTED	-----	-----	-----		
49. TOTAL COSTS	-----	-----	-----		

TABLE 12 - DAIRY COWS COMMERCIAL, GENERAL - 1977

	AVERAGE OF 333 FARMS	67 FARMS HIGH IN RETURN ABOVE FEED	67 FARMS LOW IN RETURN ABOVE FEED
1. AVERAGE NUMBER OF COWS	33.6	38.3	27.3
	PER COW	PER COW	PER COW
2. POUNDS OF MILK	12399	14496	9729
3. POUNDS OF BUTTERFAT	474.7	549.3	382.7
4. PERCENT OF BUTTERFAT IN MILK	3.8	3.8	3.8
5. VALUE OF PRODUCE			
6. DAIRY PRODUCTS SOLD	\$ 1065.74	\$ 1256.96	\$ 815.93
7. DAIRY PRODUCTS USED IN HOME	7.41	8.09	7.14
8. MILK FED TO LIVESTOCK	14.02	21.62	8.21
9. NET INCREASES IN VALUE OF COWS	(-25.57)	7.24	(-46.37)
10. OTHER MISCELLANEOUS DAIRY INCOME			
11. TOTAL VALUE PRODUCED	\$ 1061.60	\$ 1293.91	\$ 784.91 *
12. POUNDS OF FEED FED			
13. CORN	2222.8	2136.7	1689.2
14. SMALL GRAIN	742.5	650.5	739.6
15. COMPLETE RATION	2034.7	2367.4	2304.5
16. PROTEIN, SALT & MINERAL	628.8	417.0	822.5
17. TOTAL CONCENTRATES	5628.8	5571.6	5555.8
18. LEGUME HAY	4806.7	4299.9	5319.9
19. OTHER HAY & DRY ROUGHAGE	821.5	696.2	1354.3
20. SILAGE	12466.2	11858.6	12684.9
21. FEED COSTS			
22. GRAINS	111.37	102.89	94.18
23. COMPLETE RATION	124.52	142.40	113.88
24. PROTEIN, SALT & MINERAL	55.93	49.64	59.30
25. ALL HAY & DRY ROUGHAGE	149.23	131.91	184.98
26. SILAGE	112.17	108.40	114.95
27. PASTURE	8.51	8.71	9.74
28. TOTAL FEED COSTS	\$ 561.78	\$ 543.95	\$ 577.03
29. RETURN OVER FEED COST	\$ 499.82	\$ 749.96	\$ 207.88 *
30. OTHER DIRECT COSTS			
31. MISCELLANEOUS LIVESTOCK EXPENSE	36.96	40.59	28.42
32. VETERINARY EXPENSE	14.08	15.59	12.56
33. CUSTOM WORK HIRED	34.40	39.28	25.57
34. SPECIAL HIRED LABOR	.09	.15	
35. TOTAL OTHER DIRECT COSTS	\$ 85.53	\$ 95.61	\$ 66.55
36. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 414.29	\$ 654.35	\$ 141.33
37. ALLOCATED COSTS			
38. POWER & MACHINERY COSTS	39.57	42.18	33.52
39. LIVESTOCK EQUIPMENT COSTS	29.31	31.74	29.85
40. BUILDING & FENCES	36.21	38.14	34.96
41. TOTAL ALLOCATED COSTS	\$ 105.09	\$ 112.06	\$ 98.33
42. RETURN OVER ALL LISTED COSTS	\$ 309.20	\$ 542.29	\$ 43.00
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. RETURN FOR \$100 FEED FED	188.97	237.88	136.02
45. FEED COST PER CWT. MILK	4.53	3.75	5.93
46. FEED COST PER POUND OF BUTTERFAT	1.18	.99	1.51
47. POUNDS OF MILK PER POUND OF CONCENTRATE	2.20	2.60	1.75
48. AVE. PRICE PER CWT. MILK SOLD	8.78	8.89	8.59
49. AVE. PRICE PER POUND OF BUTTERFAT	2.30	2.34	2.25
50. TOTAL LISTED COSTS PER CWT. MILK PROD	6.07	5.19	7.63
51. DAIRY COW TURNOVER PERCENTAGE	32.7	33.5	29.3
52. TOTAL LISTED COSTS PER COW	\$ 752.40	\$ 751.62	\$ 741.91 *
53. UTILITIES & OTHER GEN. FARM EXP.	_____	_____	_____
54. INTEREST ALLOCATION	_____	_____	_____
55. OTHER COSTS NOT LISTED	_____	_____	_____
56. TOTAL COSTS	_____	_____	_____

TABLE 13 - OTHER DAIRY, COMMERCIAL, REPLACEMENTS - 1977

	AVERAGE OF 281 FARMS	56 FARMS HIGH IN RETURN ABOVE FEED	56 FARMS LOW IN RETURN ABOVE FEED
1. NUMBER OF HEAD	42.3	38.7	41.9
	PER HEAD	PER HEAD	PER HEAD
2. NET INCREASE IN VALUE	\$ 181.11	\$ 270.98	\$ 113.58
3. OTHER MISCELLANEOUS INCOME			
4. TOTAL INCOME	\$ 181.11	\$ 270.98	\$ 113.58 *
5. POUNDS OF FEED FED			
6. CORN	295.3	283.9	291.4
7. SMALL GRAIN	163.7	196.8	137.4
8. COMPLETE RATION	196.8	161.4	358.7
9. PROTEIN SALT & MINERALS	59.7	57.9	72.5
10. HAY & DRY ROUGHAGE	1982.2	1295.2	2954.9
11. SILAGE	4796.1	5957.5	5900.8
12. MILK	136.8	101.1	145.0
13. FEED COST			
14. GRAINS	17.14	17.21	16.78
15. COMPLETE RATION	12.25	10.03	17.66
16. PROTEIN SALT & MINERALS	7.85	9.51	7.33
17. HAY & DRY ROUGHAGE	47.16	31.09	76.85
18. SILAGE	42.17	42.87	59.64
19. MILK	11.06	7.13	12.29
20. PASTURE	5.34	4.65	5.42
21. TOTAL FEED COSTS	\$ 142.97	\$ 122.49	\$ 195.97
22. RETURN OVER FEED COSTS	\$ 38.14	\$ 148.49	\$ (-82.39) *
23. OTHER DIRECT COSTS			
24. MISCELLANEOUS EXPENSE	3.62	5.14	2.60
25. VETERINARY EXPENSE	1.35	1.76	1.00
26. CUSTOM WORK HIRED	1.94	4.29	1.00
27. SPECIAL HIRED LABOR			
28. TOTAL OTHER DIRECT COSTS	\$ 6.91	\$ 11.19	\$ 4.60
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 31.23	\$ 137.30	\$ (-86.99) *
30. ALLOCATED COSTS			
31. POWER & MACHINERY COSTS	6.73	5.77	7.87
32. LIVESTOCK EQUIPMENT COSTS	4.71	3.99	5.65
33. BUILDING & FENCES	6.57	7.47	7.65
34. TOTAL ALLOCATED COSTS	\$ 18.01	\$ 17.23	\$ 21.17
35. RETURN OVER ALL LISTED COSTS	\$ 13.22	\$ 120.07	\$ (-108.16) *
36. SUPPLEMENTARY MANAGEMENT INFORMATION			
37. RETURN FOR \$100 FEED FED	126.67	221.24	57.96
38. PERCENT DEATH LOSS-TOTAL	7.4	7.6	8.8
39. PERCENT CALF DEATH LOSS	17.1	16.7	17.6
40. TOTAL LISTED COSTS PER HEAD	\$ 167.89	\$ 150.91	\$ 221.74 *
41. UTILITIES & OTHER GEN. FARM EXP.	-----	-----	-----
42. INTEREST ALLOCATION	-----	-----	-----
43. OTHER COSTS NOT LISTED	-----	-----	-----
44. TOTAL COSTS	-----	-----	-----

TABLE 14 - ALL DAIRY AND DUAL PURPOSE CATTLE - 1977

		AVERAGE OF 336 FARMS	68 FARMS HIGH IN RETURN ABOVE FEED	68 FARMS LOW IN RETURN ABOVE FEED
1.	AVERAGE NUMBER OF COWS	33.5 PER COW	33.3 PER COW	28.4 PER COW
2.	VALUE OF DAIRY PRODUCTS	\$ 1095.31	\$ 1298.54	\$ 838.70
3.	NET INCREASE IN VALUE	193.28	323.21	90.92
4.	MISCELLANEOUS DAIRY INCOME			
5.	TOTAL VALUE PRODUCED	\$ 1278.59	\$ 1621.75	\$ 929.62 *
6.	POUNDS OF FEED FED			
7.	GRAINS	3478.0	3624.2	2905.2
8.	COMPLETE RATIONS	2276.1	2788.4	2405.2
9.	PROT., SALT & MIN. INC. MILK EQUIV.	710.9	554.4	547.5
10.	HAY & DRY ROUGHAGE	7977.0	7256.9	9521.2
11.	SILAGE	17500.2	20255.5	15159.2
12.	FEED COST			
13.	GRAINS	130.48	134.33	115.81
14.	COMPLETE RATIONS	139.43	161.31	121.27
15.	PROT., SALT & MIN. INC. MILK	78.57	89.30	65.67
16.	HAY & DRY ROUGHAGE	205.46	178.02	269.33
17.	SILAGE	154.51	165.54	136.44
18.	PASTURE COSTS	14.96	15.93	15.95
19.	TOTAL FEED COSTS	\$ 723.41	\$ 744.43	\$ 724.47
20.	RETURN OVER FEED COSTS	\$ 555.18	\$ 877.32	\$ 205.15
21.	OTHER DIRECT COSTS			
22.	MISCELLANEOUS LIVESTOCK EXPENSE	42.00	55.82	31.62
23.	VETERINARY EXPENSE	16.06	22.35	13.10
24.	CUSTOM WORK	37.10	46.45	27.50
25.	SPECIAL HIRED LABOR	.09	.16	
26.	TOTAL OTHER DIRECT COSTS	\$ 95.25	\$ 124.78	\$ 72.22
27.	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 459.93	\$ 752.54	\$ 132.93 *
28.	ALLOCATED COSTS			
29.	POWER & MACHINERY COSTS	46.75	45.84	40.13
30.	LIVESTOCK EQUIPMENT COSTS	34.67	41.10	35.71
31.	BUILDING & FENCES	45.44	60.07	44.71
32.	TOTAL ALLOCATED COSTS	\$ 126.86	\$ 147.01	\$ 120.55
33.	RETURN OVER ALL LISTED COSTS	\$ 333.07	\$ 605.53	\$ 12.38 *
34.	SUPPLEMENTARY MANAGEMENT INFORMATION			
35.	RETURN FOR \$100 FEED FED	176.75	217.35	128.32
36.	TOTAL LISTED COSTS PER COW	\$ 945.52	\$ 1016.22	\$ 917.24 *
37.	UTILITIES & OTHER GEN. FARM EXP.	_____	_____	_____
38.	INTEREST ALLOCATION	_____	_____	_____
39.	OTHER COSTS NOT LISTED	_____	_____	_____
40.	TOTAL COSTS	_____	_____	_____





TABLE 15A - BEEF BREEDING, FARM, WHOLE HERD, COMMERCIAL

- 1977

	AVERAGE OF 74 FARMS	15 FARMS HIGH IN RETURN ABOVE FEED	15 FARMS LOW IN RETURN ABOVE FEED
1. AVERAGE NUMBER OF BEEF COWS	36.4	41.8	29.2
2. AVG. NUMBER OF OTHER BEEF ANIMALS & BULLS	34.7	40.6	26.2
3. POUNDS OF BEEF PRODUCED	18155	21780	12344
	PER COW	PER COW	PER COW
4. NET INCREASE IN VALUE	\$ 203.24	\$ 261.41	\$ 99.35
5. OTHER MISCELLANEOUS BEEF INCOME			
6. TOTAL VALUE PRODUCED	\$ 203.24	\$ 261.41	\$ 99.35 *
7. POUNDS OF FEED FED			
8. GRAIN	385.8	368.0	262.8
9. PROTEIN, SALT & MINERAL	86.5	103.6	98.4
10. LEGUME HAY	3618.4	1554.4	4306.8
11. OTHER HAY & DRY ROUGHAGE	2052.6	2864.4	2949.8
12. SILAGE	3559.1	2505.6	4195.9
13. FEED COST			
14. GRAIN	17.39	13.92	13.49
15. PROTEIN, SALT & MINERAL	5.36	6.89	6.71
16. LEGUME HAY	81.65	31.48	101.78
17. OTHER HAY & DRY ROUGHAGE	35.36	38.35	69.45
18. SILAGE	32.06	18.64	50.65
19. PASTURE	26.21	22.44	27.23
20. TOTAL FEED COSTS	\$ 198.03	\$ 131.72	\$ 269.31
21. RETURN OVER FEED COST	\$ 5.21	\$ 129.69	\$ (-169.96)*
22. OTHER DIRECT COSTS			
23. MISCELLANEOUS LIVESTOCK EXP.	2.58	2.85	3.87
24. VETERINARY EXPENSE	3.65	3.09	4.35
25. CUSTOM WORK	5.14	4.31	2.43
26. SPECIAL HIRED LABOR			
27. TOTAL OTHER DIRECT COSTS	\$ 11.37	\$ 10.25	\$ 10.72
28. RETURN OVER FEED & OTHER DIRECT COSTS	\$ (-6.16)	\$ 119.44	\$ (-180.68)*
29. ALLOCATED COSTS			
30. POWER & MACHINERY COSTS	11.86	11.74	12.31
31. LIVESTOCK EQUIPMENT COSTS	6.11	6.02	5.47
32. BUILDING & FENCES	15.55	20.94	19.90
33. TOTAL ALLOCATED COSTS	\$ 33.52	\$ 38.70	\$ 37.68
34. RETURN OVER ALL LISTED COSTS	\$ (-39.68)	\$ 80.74	\$ (-218.36)*
35. SUPPLEMENTARY MANAGEMENT INFORMATION			
36. RETURN FOR \$100 FEED FED	102.64	198.46	36.89
37. PRICE PER CWT. SOLD	34.07	31.89	33.25
38. PRICE PER CWT. CALVES SOLD OR TRANS.	37.10	46.05	36.83
39. AVG. WEIGHT PER HEAD SOLD	608.5	773.0	582.1
40. AVG. WEIGHT PER CALF SOLD OR TRANS.	481.4	443.0	453.4
41. PERCENT DEATH LOSS	4.0	4.4	4.7
42. PERCENT CALF CROP			
43. TOTAL LISTED COSTS PER COW	\$ 242.92	\$ 180.67	\$ 317.71*
44. UTILITIES & OTHER GEN. FARM EXP.			
45. INTEREST ALLOCATION			
46. OTHER COSTS NOT LISTED			
47. TOTAL COSTS			

TABLE 15B - BEEF FEEDERS (FEED LOT) - 1977

		AVERAGE OF 24 FARMS	12 FARMS HIGH IN RETURN ABOVE FEED	12 FARMS LOW IN RETURN ABOVE FEED
1.	AVERAGE NUMBER OF BEEF FEEDERS	40.5	27.4	53.5
2.	POUNDS OF BEEF PRODUCED	20345	13342	27347
		PER CWT	PER CWT	PER CWT
3.	NET INCREASE IN VALUE OF ANIMALS	\$ 44.01	\$ 46.38	\$ 42.85
4.	OTHER MISC. BEEF INCOME			
5.	TOTAL VALUE PRODUCED	\$ 44.01	\$ 46.38	\$ 42.85 *
6.	POUNDS OF FEED FED			
7.	GRAIN	342.3	209.5	407.1
8.	PROTEIN, SALT & MINERAL	42.8	15.7	56.0
9.	LEGUME HAY	231.6	233.6	230.6
10.	OTHER HAY & DRY ROUGHAGE	96.8	28.7	130.0
11.	SILAGE	1807.1	775.2	2310.6
12.	FEED COSTS			
13.	GRAIN	13.75	9.54	15.81
14.	PROTEIN, SALT & MINERAL	4.83	1.54	6.44
15.	LEGUME HAY	5.47	4.56	5.91
16.	OTHER HAY & DRY ROUGHAGE	1.65	.53	2.19
17.	SILAGE	16.03	5.64	21.10
18.	PASTURE	.87	1.69	.47
19.	TOTAL FEED COST	\$ 42.60	\$ 23.50	\$ 51.92
20.	RETURN OVER FEED COST	\$ 1.41	\$ 22.88	\$ (-9.07) *
21.	OTHER DIRECT COSTS			
22.	MISC. LIVESTOCK EXPENSE	.68	.07	.98
23.	VETERINARY EXPENSE	.67	.38	.82
24.	CUSTOM WORK HIRED	.94	.66	1.08
25.	SPECIAL HIRED LABOR			
26.	TOTAL OTHER DIRECT COSTS	\$ 2.29	\$ 1.11	\$ 2.88
27.	RETURN OVER FEED & OTHER DIRECT COSTS	\$ (-.88)	\$ 21.77	\$ (-11.95) *
28.	ALLOCATED COSTS			
29.	POWER & MACHINERY COSTS	1.67	2.29	1.36
30.	LIVESTOCK EQUIPMENT COSTS	1.66	1.85	1.54
31.	BUILDINGS & FENCES	3.77	2.30	4.34
32.	TOTAL ALLOCATED COSTS	\$ 7.10	\$ 6.44	\$ 7.24
33.	RETURN OVER ALL LISTED COSTS	\$ (-7.98)	\$ 15.33	\$ (-19.19) *
34.	SUPPLEMENTARY MANAGEMENT INFORMATION			
35.	RETURN FOR \$100 FEED FED	103.30	197.38	82.53
36.	PRICE PER CWT SOLD	36.46	38.10	35.93
37.	AVERAGE WEIGHT PER HEAD SOLD	920.2	792.2	955.7
38.	PRICE PER CWT BOUGHT	34.61	34.09	34.63
39.	AVERAGE WEIGHT PER HEAD BOUGHT	594.6	319.2	622.7
40.	NUMBER OF HEAD BOUGHT	27	5	49
41.	PERCENT DEATH LOSS	2.9	1.9	3.3
42.	EFFECTIVE DAILY GAIN-LBS PER HEAD PER DAY	1.38	1.33	1.40
43.	TOTAL LISTED COST PER CWT PRODUCED	\$ 51.99	\$ 31.05	\$ 62.04 *
44.	UTILITIES & OTHER GEN. FARM EXPENSE	_____	_____	_____
45.	INTEREST ALLOCATION	_____	_____	_____
46.	OTHER COSTS NOT LISTED	_____	_____	_____
47.	TOTAL COSTS	_____	_____	_____

TABLE 16A - SHEEP, FARM, COMMERCIAL - 1977

	AVERAGE OF 11 FARMS	5 FARMS HIGH IN RETURN ABOVE FEED	5 FARMS LOW IN RETURN ABOVE FEED
1. AVERAGE NUMBER OF EWES	60.9	44.1	78.3
2. POUNDS OF LAMB & MUTTON PRODUCED	4577	4965	3880
3. POUNDS OF WOOL PRODUCED	449	461	528
	<u>PER EWE</u>	<u>PER EWE</u>	<u>PER EWE</u>
4. VALUE OF PRODUCE			
5. WOOL	\$ 5.45	\$ 7.57	\$ 5.06
6. NET INC. IN VALUE OF ANIMALS	49.93	75.19	32.07
7. OTHER MISC. SHEEP INCOME			
8. TOTAL VALUE PRODUCED	\$ 55.38	\$ 82.76	\$ 37.13 *
9. POUNDS OF FEED FED			
10. GRAIN	198.8	150.7	216.6
11. PROTEIN, SALT & MINERAL	10.1	19.9	4.0
12. LEGUME HAY	684.3	800.0	618.1
13. OTHER HAY & DRY ROUGHAGE	164.2	9.1	275.9
14. SILAGE	50.8		61.3
15. FEED COST			
16. GRAIN	9.23	6.67	10.32
17. PROTEIN, SALT & MINERAL	.79	1.61	.24
18. LEGUME HAY	16.34	22.65	11.66
19. OTHER HAY & DRY ROUGHAGE	3.23	.11	5.47
20. SILAGE	.39		.46
21. PASTURE	2.07	2.81	1.95
22. TOTAL FEED COSTS	\$ 32.05	\$ 33.85	\$ 30.10
23. RETURN OVER FEED COSTS	\$ 23.33	\$ 48.91	\$ 7.03 *
24. OTHER DIRECT COSTS			
25. MISC. LIVESTOCK EXPENSE	.71	.84	.61
26. VETERINARY EXPENSE	1.20	1.75	1.01
27. CUSTOM WORK	1.67	3.17	1.02
28. SPECIAL HIRED LABOR			
29. TOTAL OTHER DIRECT COSTS	\$ 3.58	\$ 5.76	\$ 2.64
30. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 19.75	\$ 43.15	\$ 4.39 *
31. ALLOCATED COSTS			
32. POWER & MACHINERY COSTS	5.98	5.34	5.08
33. LIVESTOCK EQUIPMENT COSTS	3.25	1.29	3.38
34. BUILDING & FENCES	5.58	7.42	4.77
35. TOTAL ALLOCATED COSTS	\$ 14.81	\$ 14.05	\$ 13.23
36. RETURN OVER ALL LISTED COSTS	\$ 4.94	\$ 29.10	\$ (-8.84) *
37. SUPPLEMENTARY MANAGEMENT INFORMATION			
38. RETURN FOR \$100 FEED FED	172.80	244.47	123.33
39. PRICE PER CWT LAMB & MUTTON SOLD	49.62	52.07	46.74
40. PRICE PER CWT LAMB SOLD OR TRANS.	48.46	54.38	42.50
41. AVG. WEIGHT OF LAMBS SOLD OR TRANS.	76.0	95.4	63.4
42. POUNDS OF WOOL PER SHEEP SHEARED	8.3	11.0	6.9
43. NUMBER OF EWES KEPT FOR LAMBING			
44. PERCENT LAMB CROP			
45. PERCENT DEATH LOSS	13.2	7.2	16.3
46. TOTAL LISTED COSTS PER EWE	\$ 50.44	\$ 53.66	\$ 45.97 *
47. UTILITIES & OTHER GEN. FARM EXP.	_____	_____	_____
48. INTEREST ALLOCATION	_____	_____	_____
49. OTHER COSTS NOT LISTED	_____	_____	_____
50. TOTAL COSTS	_____	_____	_____

CASH SUMMARY OF FARM EARNINGS 1974-1977

	1974	1975	1976	1977
<u>FARM RECEIPTS</u>				
DAIRY CATTLE	2060	1604	1350	2117
DAIRY PRODUCTS	13364	11380	16349	23595
OTHER DAIRY	749	633	1220	1660
BEEF CATTLE (INCL. FEEDERS)	1204	1811	1767	1640
HOGS	1066	2067	2028	2581
SHEEP AND WOOL	33	73	56	65
TURKEYS	482	495	675	502
CORN	239	219	171	1383
WHEAT	556	69	119	115
OTHER SMALL GRAIN	1010	449	191	322
OTHER CROPS	1052	871	1004	414
CAPITAL ASSETS SOLD	989	578	902	731
INCOME FROM WORK OFF THE FARM	436	419	400	484
MISCELLANEOUS FARM INCOME	365	575	674	1627
1. TOTAL FARM SALES	23605	21243	26906	37236
2. INCREASE IN FARM CAPITAL	7623	6753	7254	15334
3. FAMILY LIVING FROM THE FARM	483	533	539	544
4. TOTAL FARM RECEIPTS 1 & 2 & 3	31711	28529	34699	53114

FARM EXPENSE

DAIRY CATTLE BOUGHT	998	696	789	906
OTHER DAIRY BOUGHT	352	219	313	586
BEEF CATTLE BOUGHT (INCL. FEEDERS)	502	455	288	375
HOGS BOUGHT	172	259	182	327
SHEEP BOUGHT (INCL. FEEDERS)	10	5	50	10
TURKEYS	137	96	125	186
MISCELLANEOUS LIVESTOCK EXPENSE	804	726	1105	1366
FEED BOUGHT	4259	4286	7193	7952
FERTILIZER	984	850	1052	2056
OTHER CROP EXPENSE	927	975	925	1657
CUSTOM WORK ENTERPRISE	-	-	23	24
CUSTOM WORK HIRED	980	870	1174	1461
GAS-OIL-GREASE BOUGHT (FARM SHARE)	1090	1204	1270	1524
REPAIR & OPR. OF MACH., TRACTOR, TRUCK & AUTO (FARM SHARE)	1254	1216	1396	1745
REPAIR AND UPKEEP OF FARM REAL ESTATE	345	369	405	488
REPAIR AND UPKEEP OF LIVESTOCK EQUIP.	237	186	202	309
WAGES OF HIRED LABOR	689	587	835	1137
ELECTRICITY EXPENSE (FARM SHARE)	363	367	468	617
REAL ESTATE & PERS. PROPERTY TAXES	302	307	390	515
TELEPHONE & GENERAL FARM EXPENSE	118	627	736	891
5. TOTAL CASH OPERATING EXPENSE	14513	14300	18921	24132
6. POWER, CROP & GEN. MACH. BOUGHT	4588	3776	4274	5617
7. LIVESTOCK EQUIPMENT BOUGHT	611	504	687	1217
8. NEW REAL ESTATE & IMPROVEMENTS	3789	2727	3124	6702
9. TOTAL FARM PURCHASES	23501	21307	27006	37668
10. DECREASE IN FARM CAPITAL	1740	1246	1982	788
11. INTEREST ON FARM CAPITAL	3593	3407	4134	2106
12. UNPAID FAMILY LABOR	700	766	869	570
13. LABOR CHARGE FOR PARTNERS	88	74	101	48
14. BOARD FURNISHED HIRED LABOR	65	56	42	43
15. TOTAL FARM EXPENSE 9-14	29777	20856	34134	41223
16. LABOR EARNINGS 4-15	251	1093	1227	6969

1974-1975-1976-1977 IN A CAPSULE

	<u>1974</u>	<u>1975</u>	<u>1976</u>	<u>1977</u>
FARM SIZE (ACRES	315.7	301.7	330.2	317.4
SIZE OF BUSINESS (WORK UNITS)*	259	335.9	264	307
RETURN TO CAPITAL & FAMILY LABOR	2704	3047	3098	8654
LABOR EARNINGS	251	1093	1227	6969
NET WORTH (AVG. JAN. 1 & DEC. 31)	41899	46622	49242	62543
RATIO OF ASSETS OF LIABILITIES	2.43	2.50	2.35	2.29

SOURCE OF INCOME-CASH RECEIPTS

INCOME FROM LIVESTOCK	81.3%	84.7%	86%	85%
INCOME FROM CROPS	10.2%	7.4%	6%	7%
MISCELLANEOUS INCOME	8.5%	7.9%	8%	8%

\* One Work Unit equals one 10 hour working day.

### Have You Checked Your Goals Lately?

The farm business analysis provides an excellent opportunity to do some serious thinking about both family and farm goals. Where are you heading this year? Next year? Ten years from now? If you have studied your analysis carefully, you should already have an idea of how well your business performed last year. But what are your plans for the future?

One of the aims of the farm management education program is to assist you in reaching your farm and family goals. But first you must know what those goals are.

Life is too short, and farming success too fragile to permit the luxury of aimless effort. To get somewhere, you've got to know where you are going and you've got to know how to get there.

Planning goals is not easy. Members of your family may not agree on what goals are important. You may have to give some serious thought to the goals you elect so that all the members of the family can benefit from your farming business. Remember that not all goals are related to farm income. You may find it important to consider social, community, family, church and education goals as well.

Setting up goals in a systematic way lets you fit the wants and desires of all of the family members into a plan. There are no right or wrong goals, since each family may approach the problems they face in a different way. It is important that goals be reviewed frequently to see if conditions have changed. If the goals are too inflexible they may be a liability to your progress rather than an asset.

On the next page is a place for you to record your goals for this and future years. Take some time with your family to jot down the things you want to accomplish. Put them in an order of priority. Next year, when you pull this report from your files, you will be able to determine if you were able to reach the goals your family established.

Thought for the year:

Pray for a good harvest, but keep on hoeing!

# 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:		



MONEY SPENT BY THE AVERAGE NORTHEAST AND  
EAST CENTRAL MINNESOTA FARMER IN 1977

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TO OTHER FARMERS FOR LIVESTOCK AND CUSTOM WORK (Line 2-13 plus line 20 & 21) . . . . .	3885
TO THE AGRI-BUSINESS COMMUNITY FOR FERTILIZER, CHEMICALS, SEED, FEEDS, REPAIRS AND FUEL (Lines 14-19, 22-27 Plus line 31) . . . . .	17854
FOR EXTRA LABOR (Line 28) . . . . .	1137
SUPPORT OF LOCAL GOVERNMENT (PROPERTY & OTHER TAX) (T6B, Line 29 plus (T4) line 19) . . . . .	1016
FOR UTILITIES (ELECTRICITY AND TELEPHONE) (Line 19, 32-33) . . . . .	1198
FOR USE OF OTHER PEOPLES CAPITAL (INTEREST AND CASH RENT) ((T6B) Line 30 & 34), (T4) 14A) . . . . .	4167
FARM EQUIPMENT DEALERS (POWER AND MACHINERY) (Line 36-37, 38 & 39 (T4) 17) . . . . .	8931
NEW BUILDINGS AND LAND ((T6B) 40 (T4) 18) . . . . .	7319
FOOD, CLOTHING, HOUSE FUEL, FURNITURE AND PERSONAL CARE ((T4) 5-9) . . . . .	3986
CONTRIBUTIONS - CHURCH AND OTHER ((T4) line 3) . . . . .	320
MEDICAL CARE & HEALTH INSURANCE ((T4) Line 4) . . . . .	1019
EDUCATION AND RECREATION ((T4) Line 11-12-13) . . . . .	785
LIFE INSURANCE AND OTHER INVESTMENTS ((T4) Line 20) . . . . .	540
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TOTAL MONEY SPENT BY THE AVERAGE FARMER WITHIN HIS COMMUNITY AND SERVICE AREA . . . . .	52157

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ABOVE INFORMATION IS TAKEN FROM TABLES 4 and 6B OF THE 1977  
ANNUAL NORTHEAST AND EAST CENTRAL VO-AG FARM BUSINESS  
MANAGEMENT EDUCATION REPORT