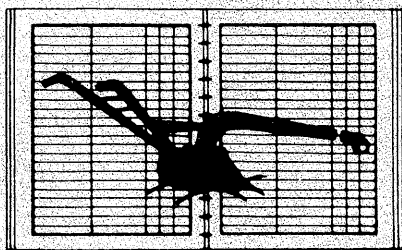


VOCATIONAL AGRICULTURE FARM ANALYSIS ANNUAL REPORT

FARM BUSINESS MANAGEMENT



**AN ADULT
EDUCATIONAL
PROGRAM**

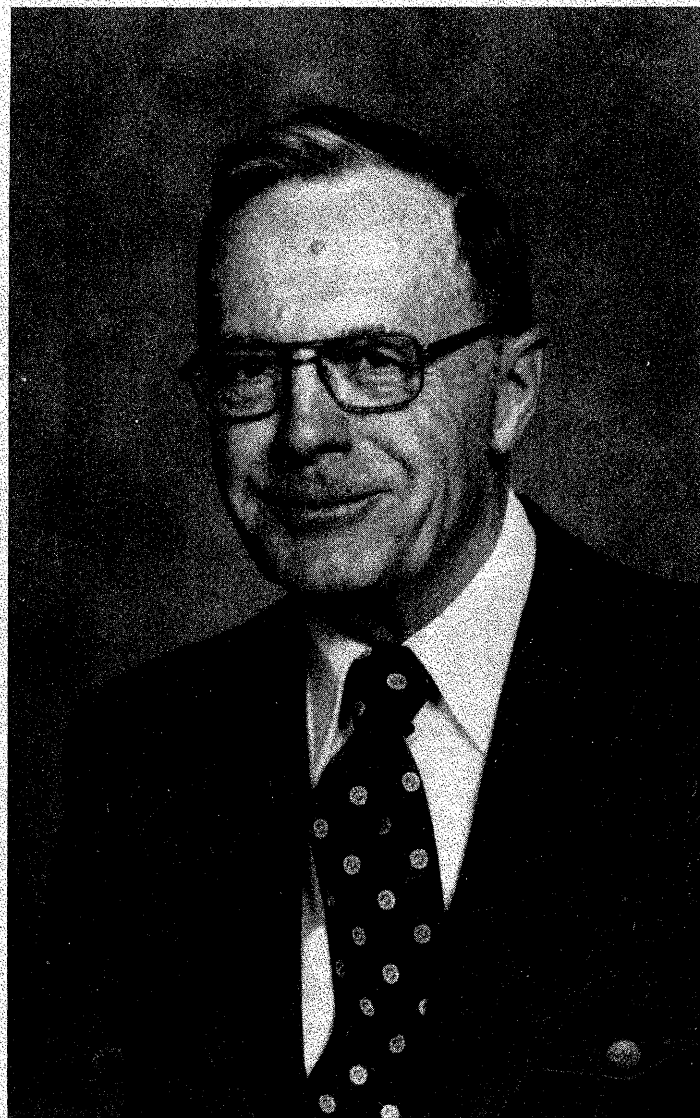
EAST SOUTH CENTRAL MINNESOTA

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

Austin Area Vocational-Technical Institute

2200-4-78 April 1, 1978

1977



This book is dedicated to Joseph Raine in appreciation of his many years of devoted service to the people involved in agriculture.

Joe has served as a friend, teacher, advisor, employer and associate to many people as a coordinator for East South Central Minnesota the past eight years.

We appreciate the opportunity to say thanks.

1977 VOCATIONAL AGRICULTURE FARM ANALYSIS REPORT
EAST SOUTH CENTRAL AREA - J. V. RAINE, AGRICULTURE PROGRAM COORDINATOR

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

The assistance and counsel provided by the following people is much appreciated: Charles Painter, Dr. Richard Trumble, Donald Ingram, Paul Day, Odell Barduson, William Hohenhaus, Edgar Persons, Paul Marvin and Delaine Welch. Data Processing was done by Specialized Data Systems, Inc., Madison, Wisconsin. Special acknowledgement is due John Gedker, instructor, and the students in the Offset Printing class of the Austin Area Vocational-Technical Institute.

SOURCE OF FARM RECORD ANALYSES
for 1977 Farm Business Summaries for the Austin Area
VETERANS FARM TRAINING PROGRAM

<u>Class Location</u>	<u>Instructor</u>	<u>Records Processed</u>	<u>Number of Families Served</u>
Austin	Loel Gordon	26	28
Byron	Gilman Shubert	40	48
Owatonna	Victor Richardson	38	50

REGULAR FARM MANAGEMENT EDUCATION PROGRAM

Albert Lea	Larry Irvine	33	48
Alden	John Nelson	2	4
Austin	Ronald Hayes	37	44
Blooming Prairie	Gene Francis - Ron Schiflet	81	127
Faribault	Ron Sommer - Clarence Anderson	131	166
	Carl Ziebarth - Duane Hutton - Kenneth Stassen		
Hayfield	Curtis Berg	24	60
Kenyon	Jerry Bartel	32	42
LeRoy	Gary Luebke	49	57
New Richland	Russell Schmeising	17	43
Northfield	Harold Paulson	26	32
Owatonna	John Zwiebel	35	56
Rochester	Frank Quam	42	65
Southland	Dwain Vangsness - Wayne Pike	70	102
Spring Valley	James Erredge,	43	48
Wanamingo	Richard Nystuen	9	9
Waseca	Norman Bohmbach	44	47
U of M, Waseca	Boyd Fuller	34	65
		813	1141

TABLE 1 - FARM INVENTORIES - 1977

ITEMS		AVERAGE OF 390 FARMS	
1	SIZE OF FARM - TOTAL ACRES		377.8
2	- TILLABLE ACRES		339.0
3	WORK UNITS - CROPS		171.57
4	- LIVESTOCK		257.69
5	- OTHER		22.11
6	TOTAL SIZE OF BUSINESS IN WORK UNITS		451.38
7	NUMBER OF WORKERS		1.81
8	FARM CAPITAL INVESTMENT PER WORKER		\$201294
9	PRODUCTIVE LIVESTOCK	\$ JAN 1	\$ DEC 31
10	DAIRY COWS	8231	8733
11	OTHER DAIRY CATTLE	4547	4966
12	BEEF BREEDING CATTLE	2253	2086
13	BEEF FEEDER CATTLE	5146	5501
14	HOGS	10527	12549
15	SHEEP (INCLUDING FEEDERS) & GOATS	63	115
16	POULTRY-ALL TYPES	73	73
17	OTHER LIVESTOCK	147	160
18	TOTAL PRODUCTIVE LIVESTOCK	\$ 30987	\$ 34183
19	CROP, SEED & FEED	\$ 44859	\$ 53707
20	POWER, MACHINERY & EQUIPMENT		
21	AUTO & TRUCK (FARM SHARE)	\$ 3687	\$ 4082
22	POWER & MACHINERY	27061	31005
23	IRRIGATION EQUIPMENT	204	173
24	CUSTOM WORK EQUIPMENT		
25	LIVESTOCK EQUIPMENT	6480	7019
26	TOTAL POWER, MACHINERY & EQUIP	\$ 37432	\$ 42278
27	LAND	\$190019	\$196946
28	BUILDINGS-FENCES-ETC.	46079	52389
29	TOTAL FARM CAPITAL	\$349377	\$379503
30	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 30126
ITEMS		78 HIGH PROFIT FARMS	78 LOW PROFIT FARMS
1	SIZE OF FARM-TOTAL ACRES	557.8	375.7
2	-TILLABLE ACRES	515.9	329.2
3	WORK UNITS-CROPS	259.98	169.80
4	-LIVESTOCK	320.75	230.42
5	-OTHER	23.87	32.63
6	TOTAL SIZE OF BUSINESS IN WORK UNITS	604.60	432.84
7	NUMBER OF WORKERS	2.18	1.88
8	FARM CAPITAL INVESTMENT PER WORKER	\$ 238880	\$ 220533
9	PRODUCTIVE LIVESTOCK	JAN 1	DEC 31
10	DAIRY COWS	\$ 6952	\$ 7242
11	OTHER DAIRY CATTLE	3476	4159
12	BEEF BREEDING CATTLE	3011	2794
13	BEEF FEEDER CATTLE	10986	10824
14	HOGS	20043	24764
15	SHEEP (INCLUDING FEEDERS)& GOATS	31	82
16	POULTRY-ALL TYPES	227	225
17	OTHER LIVESTOCK	260	282
18	TOTAL PRODUCTIVE LIVESTOCK	\$ 44987	\$ 50372
19	CROP, SEED & FEED	\$ 66437	\$ 90132
20	POWER, MACHINERY & EQUIPMENT		
21	AUTO & TRUCK (FARM SHARE)	\$ 4604	\$ 5276
22	POWER & MACHINERY	38910	44828
23	IRRIGATION EQUIPMENT		161
24	CUSTOM WORK EQUIPMENT		
25	LIVESTOCK EQUIPMENT	6220	7046
26	TOTAL POWER, MACHINERY & EQUIP	\$ 49734	\$ 57150
27	LAND	\$262967	\$278266
28	BUILDINGS-FENCES-ETC.	\$ 62741	\$ 71786
29	TOTAL FARM CAPITAL	\$486866	\$547706
30	INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$ 60840	\$ 21818

TABLE 2A WHOLE FARM SUMMARY OF CASH RECEIPTS - 1977

ITEMS	AVERAGE OF 390 FARMS	78 HIGH PROFIT FARMS	78 LOW PROFIT FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1922	\$ 1423	\$ 1889
3 DAIRY PRODUCTS	21781	18186	20516
4 OTHER DAIRY CATTLE	1911	1135	1819
5 BEEF BREEDING CATTLE	710	1055	692
6 BEEF FEEDER CATTLE	7592	17823	6700
7 HOGS COMPLETE & MIXED	19882	40470	11758
8 HOGS FINISHING	9375	14996	15136
9 HOGS PRODUCING WEANING PIGS	1012	2353	166
10 SHEEP, GOATS & WOOL, FARM FLOCK	29	85	25
11 SHEEP & WOOL, FEEDER LAMBS	67		
12 CHICKENS (INCLUDING HENS & BROILERS)	65	22	109
13 TURKEYS			
14 EGGS	407	1140	
15 OTHER PROD. LIVESTOCK & PROD	707	1466	
16 OTHER MISC. LIVESTOCK INCOME			
17 TOTAL SALES OF PRODUCTIVE LIVESTK.	\$65460	\$100154	\$58808
18 SALE OF CROPS			
19 WHEAT	1296	1555	1770
20 OTHER SMALL GRAINS	698	1073	445
21 CORN	18598	26523	25201
22 SOYBEANS	14287	30329	9443
23 OTHER ROW CROPS	1121	2482	158
24 LEGUMES & OTHER FORAGE	403	345	653
25 GRASS SEED			
26 FRUITS & NUTS			
27 VEG. RDSDE. MKT. & SPECIALTY	5		23
28 NURSERY, TIMBER & OTHER	2		8
29 SET ASIDE ACRES-GVT. PAYMENTS	54	37	
30 TOTAL SALES FROM CROPS	\$36463	\$62343	\$37701
31 CAPITAL ASSETS SOLD	2270	5670	1828
32 GAS TAX REFUND	198	225	181
33 INCOME FROM WORK OFF FARM	1164	1583	1566
34 CUSTOM WORK ENTERPRISE INCOME			
35 PATRONAGE REFUNDS	1159	1878	1131
36 MISC. FARM INCOME	1042	1629	941
37 TOTAL FARM SALES	\$107756	\$173482	\$102155
38 INCREASE IN FARM CAPITAL	30127	60839	21817
39 FAMILY LIVING FROM FARM	608	680	500
40 TOTAL FARM RECEIPTS	\$138491	\$235001	\$124472

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1977

ITEMS	AVERAGE OF 390 FARMS	78 HIGH PROFIT FARMS	78 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 612	\$ 251	\$ 1255
3 OTHER DAIRY CATTLE	457	134	594
4 BEEF BREEDING CATTLE	168	243	130
5 BEEF FEEDER CATTLE	2969	6734	3594
6 HOGS COMPLETE & MIXED	819	1217	616
7 HOGS FINISHING	3815	6407	6668
8 HOGS PRODUCING WEANING PIGS	204	347	78
9 SHEEP & GOATS	6	10	20
10 SHEEP, FEEDER LAMBS	75	16	
11 CHICKENS (INCL HENS & BROILERS)	85	155	7
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK	144	283	
14 MISCELLANEOUS LIVESTOCK EXPENSE	2841	3226	2801
15 FEED BOUGHT	12718	20774	11609
16 FERTILIZER	8578	13493	9639
17 CHEMICALS	4284	6507	5379
18 OTHER CROP EXPENSE	5514	8173	5721
19 IRRIGATION OPERATION COSTS	5		
20 CUSTOM WORK ENTERPRISE OPERATOR COSTS, INCL LABOR			
21 CUSTOM WORK HIRED	2794	3213	3184
22 REPAIR & UPKEEP OF LIVESTOCK EQUIP	702	980	664
23 REPAIR & UPKEEP OF FARM REAL ESTATE	1223	1522	1235
24 GAS, OIL & GREASE BOUGHT (FARM SHARE)	3078	4226	3138
25 REPAIR & OPERATOR OF MACH, TRACTOR, TRUCK & AUTO	3677	5244	3621
26 REPAIR & UPKEEP OF IRRIGATION EQUIP	2		1
27 REPAIRS - CUSTOM WORK ENTERPRISE			
28 WAGES OF HIRED LABOR	2396	3947	3018
29 PERSONAL PROPERTY & REAL EST TAXES	2883	4306	3063
30 GENERAL FARM EXPENSE	1537	1920	1705
31 TELEPHONE EXP (FARM SHARE)	245	305	259
32 ELECTRICITY EXP (FARM SHARE)	1162	1488	1149
33 TOTAL CASH OPERATING EXPENSE	\$62993	\$95120	\$69148
34 POWER, CROP & GEN MACH BOUGHT (FARM SHARE)	12391	18097	14376
35 IRRIGATION EQUIP BOUGHT	1		
36 CUSTOM WORK EQUIP BOUGHT			
37 LIVESTOCK EQUIP BOUGHT	1922	2402	1880
38 NEW REAL ESTATE & IMPROVEMENT	18815	32491	21110
39 TOTAL FARM PURCHASES (33) THRU (38)	\$96123	\$148109	\$106515
40 DECREASE IN FARM CAPITAL			
41 INTEREST ON FARM CAPITAL	21866	31037	25194
42 UNPAID FAMILY LABOR	876	849	952
43 LABOR CHARGE FOR PARTNERS & OTHER OPER	1524	2365	1139
44 BOARD FURNISHED HIRED LABOR	159	187	136
45 TOTAL FARM EXPENSE (39) THRU (44)	\$120548	\$182547	\$133936
46 LABOR EARNINGS (WHOLE FARM)	\$17943	\$52454	\$(-9464)
47 NUMBER OF OPERATORS	1	1	1
48 FULL TIME OPERATOR EQUIVALENTS	1.16	1.26	1.11
49 RETURN TO OPERATOR LABOR & MGMT/FULLTIME OPERATOR EQUIVALENT	16820	47054	(-8385)

TABLE 3 - ENTERPRISE STATEMENT - 1977

ITEMS	AVERAGE OF 390 FARMS	78 HIGH PROFIT FARMS	78 LOW PROFIT FARMS
1 RETURNS & NET INCREASES			
2 PRODUCTIVE LIVESTOCK			
3 DAIRY COWS	\$21276	\$17896	\$19490
4 OTHER DAIRY CATTLE	4855	4120	4241
5 BEEF BREEDING CATTLE	977	1500	1338
6 FEEDER CATTLE	4379	9963	4010
7 HOGS, COMPLETE & MIXED	20583	42717	11331
8 HOG FINISHING ENTERPRISE	5785	9579	8387
9 PRODUCING WEANING PIGS	1182	2415	187
10 SHEEP & GOATS	30	93	19
11 SHEEP, FEEDER LAMBS	38	17	
12 CHICKENS (INCL HENS & BROILERS)	391	1004	106
13 TURKEYS			
14 OTHER PRODUCTIVE LIVESTOCK	575	1205	
15 TOTAL ALL PRODUCTIVE LIVESTOCK	\$60071	\$90508	\$49109
16 VALUE OF FEED FED TO LIVESTOCK	36388	52471	33955
17 RETURN OVER FEED FROM LIVESTOCK	\$23683	\$38038	\$15154
18 CROP, SEED & FEED	50438	89476	38748
19 COOPERATIVE PATRONAGE REFUNDS	1159	1878	1131
20 MISC FARM INCOME	1042	1629	941
21 CUSTOM WORK ENTERPRISE			
22 TOTAL RETURNS & NET INCREASES	\$76322	\$131020	\$55973
23 EXPENSES & NET DECREASES			
24 TRUCK & AUTO (FARM SHARE)	\$ 3232	\$ 3901	\$ 3755
25 TRACTORS & CROP MACHINERY	12137	17243	12687
26 IRRIGATION EQUIPMENT	35		40
27 ELECTRICITY	1162	1488	1149
28 LIVESTOCK EQUIPMENT	2105	2496	2423
29 BUILDINGS, FENCES & TILING	5078	6308	5584
30 BARE LAND	(-86)	(-1498)	1263
31 MISC LIVESTOCK EXP	2841	3226	2801
32 LABOR	3820	5470	4373
33 LABOR CHARGE FOR OTHER OPERATOR(S)	1524	2365	1139
34 PROPERTY TAX	2883	4306	3063
35 GENERAL FARM EXP & TELEPHONE	1782	2226	1965
36 INTEREST ON FARM CAPITAL	21866	31037	25194
37 TOTAL EXPENSES & NET DECREASES	\$58379	\$78566	\$65437
38 LABOR EARNINGS	\$17943	\$52454	\$(-9464)
39 NUMBER OF FARM OPERATORS	1	1	1

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

TABLE 4 HOUSEHOLD EXPENSE - 1977

ITEMS	AVERAGE OF 231 FARMS	38 HIGH PROFIT FARMS	38 LOW PROFIT FARMS
1 NUMBER OF PERSONS - FAMILY	5	5	4
2 NUMBER OF ADULT EQUIVALENT - FAMILY	3.5	4.0	3.3
3 CHURCH & WELFARE	\$ 722	\$1611	\$633
4 MEDICAL CARE & HEALTH INSURANCE	1428	1592	1478
5 FOOD & MEALS BOUGHT	2533	3042	2417
6 OPERATING EXPENSE & SUPPLIES	1013	1208	1207
7 FURNISHINGS & EQUIPMENT	883	1049	838
8 CLOTHING & CLOTHING MATERIALS	852	1212	861
9 PERSONAL CARE, PERSONAL SPENDING	471	428	482
10 EDUCATION	366	369	351
11 RECREATION	483	734	416
12 GIFTS & SPECIAL EVENTS	577	817	591
13 PERSONAL SHARE TRUCK & AUTO EXPENSE	578	682	628
14 OPERATOR SHARE UPKEEP ON DWELLING	391	224	686
15 PERSONAL SHARE TELEPHONE & ELECTRIC EXP	339	486	295
15A PERSONAL SHARE GEN FARM EXPENSE	40	45	40
16 TOTAL CASH LIVING EXPENSE	\$10675	\$13499	\$10924
17 PERSONAL SHARE NEW TRUCK & AUTO	608	940	561
18 NEW DWELLING BOUGHT	1456	2811	838
19 TAXES & OTHER DEDUCTIONS	1700	3142	1730
20 LIFE INSURANCE & OTHER SAVINGS & INVEST.	1877	2728	3130
21 TOTAL HOUSEHOLD & PERSONAL (16)-(20)	\$16316	\$23121	\$17184
22 TOTAL FAMILY LIVING FROM THE FARM			
LINE 33	648	686	579
23 TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$16965	\$23807	\$17763
24 FAMILY LIVING FROM THE FARM			
25			
26 MILK & CREAM (QUARTS)	\$ 164	\$ 136	\$ 143
27 BEEF & BUFFALO (POUNDS)	339	310	323
28 PORK (POUNDS)	102	188	83
29 LAMB, MUTTON, GOAT (POUNDS)	1	1	6
30 POULTRY, ALL FOWL (POUNDS)	5		
31 EGGS (DOZEN)	3		
32 VEG, FRUITS, SPUDS & FUEL-ALSO OTHER PRODUCE	34	51	24
33 TOTAL FAMILY LIVING FROM THE FARM	\$648	\$686	\$579

TABLE 5 - NET WORTH STATEMENT--OPERATOR 1977

ITEMS	AVERAGE OF 293 FARMS		54 HIGH PROFIT FARMS		51 LOW PROFIT FARMS	
	JAN 1	DEC 31	JAN 1	DEC 31	JAN 1	DEC 31
1 TOTAL PRODUCTIVE LIVESTOCK	\$ 28092	\$ 31338	\$ 44853	\$ 49784	\$ 27694	\$ 30449
2 CROP, SEED & FEED	38590	45580	59672	82268	53595	51365
3 TOTAL POWER, MACH & EQUIP	33469	36915	45456	49444	43817	47094
4 LAND	76018	81318	108381	116912	96435	110059
5 BUILDINGS, FENCES, ETC.	37531	42773	54183	63872	43336	49658
6 TOTAL FARM CAPITAL	\$213700	\$237923	\$312545	\$362280	\$264876	\$288625
7 NON-FARM ASSETS	\$ 17202	\$ 20281	\$ 21395	\$ 29283	\$ 22669	\$ 27506
7A CASH ON HAND & IN BANK	4603	5509	2850	5017	3233	5287
8 DWELLING	11273	12604	13380	17472	12868	13292
9 TOTAL ASSETS	\$246778	\$276317	\$350170	\$414052	\$303646	\$334710
10 REAL ESTATE MORTGAGES	\$ 56584	\$ 67497	\$ 82632	\$ 99320	\$ 66144	\$ 88787
11 CHATTEL MORTGAGES	37399	42466	31644	37606	66906	83537
12 NOTES	13072	15309	28400	34638	15896	16854
13 ACCOUNTS PAYABLE	2666	2713	3635	3634	3751	2629
14 TOTAL LIABILITIES	\$109721	\$127986	\$146311	\$175197	\$152697	\$191806
15 FARMERS NET WORTH	\$137057	\$148331	\$203860	\$238855	\$150948	\$142904
16 GAIN (OR LOSS) IN NET WORTH		\$ 11274		\$ 34995		\$(-8044)
17 SUPPLEMENTARY MANAGEMENT INFORMATION		AVERAGE		HIGH		LOW
18 RET. TO OPERATORS LABOR EARNINGS (6B/47)		\$ 15679		\$ 45022		\$(-9989)
19 RET. TO CAPITAL & FAMILY LABOR (6B/48)		22043		56422		(-4033)
20 NON-FARM INCOME						
21 OUTSIDE INVESTMENT INCOME		576		842		368
22 OTHER PERSONAL INCOME & INCOME TAX REFUND		3098		1086		8494
22A SALE OF PERSONAL SHARE-DWELLING, AUTO & TRUCK		90		48		190
23 TOTAL NON-FARM INCOME		\$ 3763		\$ 1976		\$ 9053
24 TOTAL FAMILY FARM & NON-FARM INCOME		\$ 25806		\$ 58398		\$ 5019
25 TOTAL MONEY BORROWED		65526		84727		115664
26 TOTAL PAID ON DEBT (PRINCIPLE)		48402		60233		77934
27 TOTAL HOUSEHOLD & PERSONAL CASH/ NON-CASH EXP. (4/23)		12740		18493		13642
28 RATIO: TOTAL FARM EXP TO TOTAL FARM RECEIPTS (O.S.)		.867		.775		1.077
29 RATIO: TOTAL ASSETS TO TOTAL LIABILITIES	JAN 1	DEC 31	JAN 1	DEC 31	JAN 1	DEC 31
30 RATIO: NON-REAL ESTATE ASSETS NON-REAL ESTATE LIABILITIES	2.249	2.159	2.393	2.363	1.989	1.745
31 RATIO: REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES	2.295	2.308	2.736	2.844	1.745	1.570
32 RATIO: NET WORTH TO TOTAL LIABILITIES	2.206	2.025	2.129	1.996	2.308	1.949
33 *RATIO: CASH OPERATING EXPENSES TO ADJUSTED TOTAL FARM SALES (O.S.)	1.249	1.159	1.393	1.363	.989	.745
34 RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (W.F.)		.744		.698		.877
35 RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (O.S.)		.389		.449		.348
*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS		.523		.594		.466

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1977

ITEMS	AVERAGE OF 390 FARMS	78 HIGH PROFIT FARMS	78 LOW PROFIT FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1739	\$ 1456	\$ 1696
3 DAIRY PRODUCTS	20134	18944	18510
4 OTHER DAIRY CATTLE	1787	1200	1706
5 BEEF BREEDING CATTLE	679	890	674
6 BEEF FEEDER CATTLE	6897	17389	6171
7 HOGS COMPLETE & MIXED	18652	40123	12436
8 HOGS FINISHING	9117	13851	15854
9 HOGS PRODUCING WEANING PIGS	945	2353	166
10 SHEEP, GOATS & WOOL, FARM FLOCK	27	78	22
11 SHEEP & WOOL, FEEDER LAMBS	67		
12 CHICKENS (INCL HENS & BROILERS)	61	22	109
13 TURKEYS			
14 EGGS	351	1140	
15 OTHER PRODUCTIVE LIVESTOCK & PROD	707	1562	
16 OTHER MISC LIVESTOCK INCOME			
17 TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$61165	\$ 99006	\$ 57343
18 SALE OF CROPS			
19 WHEAT	1180	1497	1884
20 OTHER SMALL GRAIN	569	896	348
21 CORN	16514	22755	23298
22 SOYBEANS	12766	26927	9022
23 OTHER ROW CROPS	957	2089	98
24 LEGUMES & OTHER ROUGHAGE	301	307	415
25 GRASS SEED			
26 FRUITS & NUTS			
27 VEG, RDSDE MARKET & SPEC	5		23
28 NURSERY, TIMBER & OTHER	2		8
29 SET ASIDE ACRES - GVT PAY	54	84	
30 TOTAL SALES FROM CROPS	\$ 32347	\$ 54556	\$ 35096
31 CAPITAL ASSETS SOLD	1441	3152	1842
32 GAS TAX REFUND	188	232	166
33 INCOME FROM WORK OFF FARMS	1125	1547	1493
34 CUSTOM WORK ENTERPRISE INCOME			
35 PATRONAGE REFUNDS	1115	1913	1039
36 MISC FARM INCOME	1014	1634	1174
37 TOTAL FARM SALES	\$ 98395	\$ 162039	\$ 98153
38 INCREASE IN FARM CAPITAL	\$ 29577	\$ 58997	\$ 21778
39 FAMILY LIVING FROM FARM	608	651	516
40 TOTAL FARM RECEIPTS (37)+(38)+(39)	\$128581	\$ 221687	\$ 120447
41 ADJUSTED TOTAL FARM SALES (37)-(31)	\$ 96954	\$ 158887	\$ 96311
42 TOTAL CASH FARM OPERATING EXP	73300	112121	84968
43 NET CASH OPERATING INCOME	\$ 23653	\$ 46766	\$ 11343

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1977

ITEMS	AVERAGE OF 390 FARMS	78 HIGH PROFIT FARMS	78 LOW PROFIT FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 552	\$ 319	\$ 1112
3 OTHER DAIRY CATTLE	403	102	474
4 BEEF BREEDING CATTLE	153	223	141
5 BEEF FEEDER CATTLE	2680	6408	3031
6 HOGS COMPLETE	776	1152	589
7 HOGS FINISHING	3705	5789	7014
8 HOGS PRODUCING WEANING PIGS	202	347	78
9 SHEEP, FARM FLOCK	6	10	20
10 SHEEP, FEEDER LAMBS	75	16	
11 CHICKENS	71	155	7
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK	144	283	
14 MISCELLANEOUS LIVESTOCK EXPENSE	2653	3265	2692
15 FEED BOUGHT	12022	20928	11877
16 FERTILIZER	7986	12671	9194
17 CHEMICALS	3962	6050	5108
18 OTHER CROP EXPENSE	5136	7666	5481
19 IRRIGATION OPERATION COST	4		6
20 CUSTOM WORK OPERATOR COSTS, INCLUDING LABOR			
21 CUSTOM WORK HIRED	2610	3109	2944
22 REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	675	970	632
23 REPAIR & UPKEEP OF FARM REAL ESTATE	1161	1523	1299
24 GAS, OIL, GREASE BOUGHT (FARM SHARE)	2907	4124	3028
25 REPAIR & OPERATION OF MACHINERY, TRACTOR TRUCK, AUTO (F.S.)	3512	5176	3534
26 REPAIR & UPKEEP OF IRRIGATION EQUIPMENT	1		7
27 REPAIRS, CUSTOM WORK ENTERPRISE			
28 WAGES OF HIRED LABOR	2358	3849	3047
29 PERSONAL PROPERTY & REAL ESTATE TAXES	1703	2484	1985
30 CASH RENT	5853	9934	6470
31 GENERAL FARM EXPENSES	1471	1840	1761
32 TELEPHONE EXPENSE (FARM SHARE)	233	295	257
33 ELECTRICITY EXPENSE (FARM SHARE)	1099	1454	1114
34 INTEREST EXPENSE	9187	11975	12068
35 TOTAL CASH OPERATING EXPENSE	\$ 73300	\$112121	\$84968
36 POWER, CROP & MACH BOUGHT (FARM SHARE)	11889	17594	13668
37 IRRIGATION EQUIPMENT BOUGHT	1		6
38 CUSTOM WORK ENTERPRISE EQUIPMENT BOUGHT			
39 LIVESTOCK EQUIPMENT BOUGHT	1869	2281	2160
40 NEW REAL ESTATE & IMPROVEMENTS	18128	30477	21679
41 TOTAL FARM PURCHASES (35 THUR (40)	\$ 105187	\$162473	\$ 122480
42 DECREASE IN FARM CAPITAL			
43 INTEREST ON FARM CAPITAL (EQUITY)	5810	9534	6031
44 UNPAID FAMILY LABOR	876	873	1009
45 BOARD FURNISHED HIRED LABOR	155	176	125
46 TOTAL FARM EXPENSE (41 THUR (45)	\$ 112028	\$173056	\$ 129645
47 LABOR EARNINGS (OPERATORS SHARE) (6A/40)-(46)	\$ 16553	\$ 48631	\$ (-9198)
48 RETURN TO CAPITAL & FAMILY LABOR (47)+(44)+(43)	\$ 23238	\$ 59038	\$ (-2158)

WORK UNITS

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

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

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

COSTS & RETURNS FROM YOUR LIVESTOCK EXPENSE

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

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

AVERAGE PRICES USED FOR SOME COMMON FEEDS - 1977

Corn	\$2.00	Bu.	Good Alfalfa Hay	\$60.00
Oats	1.30	Bu.	Clover Hay	60.00
Barley	1.90	Bu.	Corn Silage	15.00-20.00
Wheat	2.50	Bu.	Oat Silage	15.00-20.00
PASTURE PER HEAD PER MONTH				
Cows & Bulls		\$10.00	Pigs	\$.20
Cows-Bulls (Green Chop)		15.00	Ewes	.80
Young Cattle		5.00	Lambs	.40
Hogs		.40		

RANGE OF LABOR EARNINGS

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

PERCENTILE	NO. OF CASES	AVERAGE	RANGE	YOUR FARM
90 - 100	49	\$64,396	\$41,634 & UP	_____
80 - 89	48	34,413	28,296 - 41,607	_____
70 - 79	48	25,587	22,719 - 28,086	_____
60 - 69	48	20,130	18,395 - 22,381	_____
50 - 59	48	15,506	12,982 - 18,367	_____

40 - 49	48	10,741	8,812 - 12,965	_____
30 - 39	48	6,296	4,668 - 8,620	_____
20 - 29	48	2,305	(-561)- 4,404	_____
10 - 19	48	(-1,580)	(-637)-(-4,938)	_____
0 - 9	49	(-15,544)	(-4962)+ DOWN	_____

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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

FACTORS

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1977

ITEMS	AVERAGE OF 390 FARMS	78 HIGH PROFIT FARMS	78 LOW PROFIT FARMS
1 RETURN TO OPERATORS LABOR & MANAGEMENT	\$ 17943	\$ 52454	\$ (-9464)
2 CROP YIELD INDEX	100	103.9	99.8
3 PERCENT TILLABLE LAND IN HIGH RETURN CROPS	70.1	72.0	73.5
4 GROSS RETURN PER TILLABLE ACRE (EXCLUDING PASTURE)\$	201.80	\$ 213.09	\$ 200.94
5 RETURN PER \$100 FEED FED PRODUCTIVE LIVESTOCK INDEX	100.0	106.3	103.0
6* LIVESTOCK UNITS PER 100 ACRES	28.45	29.40	26.88
7 SIZE OF BUSINESS-WORK UNITS	451.38	604.60	432.84
8 WORK UNITS PER WORKER	249.38	277.34	230.23
9 POWER, MACH.,EQUIP.,BLDG EXP. PER WORKER UNIT	\$ 52.61	\$ 51.99	\$ 59.23
10 FARM CAPITAL INVESTMENT PER WORKER	\$ 201348	\$ 237287	\$ 223355
11 INDEX OF RETURN PER \$100 FEED FED			
12 6010A BEEF BREEDING RANGE/COMM/GENERAL/ COW HERD	100	89.2	87.3
13 6020A BEEF BREEDING FARM/COMM/GENERAL, COW HERD	100	91.2	120.4
14 6100A BEEF BREEDING FARM, WHOLE HERD, COMMERCIAL	100		
15 6120A BEEF BREEDING FARM, WHOLE HERD, PUREBRED	100		172.7
16 6130A BEEF FEEDERS GRASS FED	100		82.2
17 6140A BEEF FEEDERS FEEDLOT	100	107.5	89.4
18 6150A BEEF FEEDERS VEALERS	100	100.0	
19 6240A CHICKENS, LAYING FLOCK, COMMERCIAL	100	113.9	
20 6250A CHICKENS, LAYING FLOCK, FARM	100		
21 6260A CHICKENS, BROILERS	100		80.5
22 6290A DAIRY COWS, COMMERCIAL, GENERAL	100	104.4	92.0
23 6300A DAIRY COWS, PUREBRED, GENERAL	100	95.5	112.5
24 6310A OTHER DAIRY, COMMERCIAL, REPLACEMENTS	100	115.5	96.9
25 6318A OTHER DAIRY, REPLACEMENTS & FEEDER STOCK	100	164.3	84.1
26 6470A HOGS, FARROW, FINISH, GENERAL	100	104.7	86.2
27 6490A HOGS, FINISHING	100	107.3	86.1
28 6510A HOGS, WEANING PIG PRODUCTION	100	104.6	160.5
29 6530A HOGS, MIXED SYSTEMS	100	107.9	83.8
29 6570A LAMBS, FEEDERS	100	99.7	
29 6660A SHEEP, RANGE, COMMERCIAL	100		
29 6670A SHEEP, FARM, COMMERCIAL	100	130.6	50.2
30 NUMBER OF ANIMAL UNITS	99.06	153.88	91.98
31 WORK UNITS			
32 CROPS	171.57	259.98	169.80
33 PRODUCTIVE LIVESTOCK	257.69	320.75	230.42
34 OTHER PRODUCTIVE WORK UNITS	22.11	23.87	32.63
35 EXPENSES PER WORK UNITS			
36 TRACTOR & CROP MACHINERY EXPENSE	\$ 26.97	\$ 28.52	\$ 29.40
37 FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 7.16	\$ 6.45	\$ 8.68
38 FARM SHARE OF ELECTRIC EXPENSE	\$ 2.57	\$ 2.46	\$ 2.65
39 LIVESTOCK EQUIPMENT EXPENSE	\$ 4.66	\$ 4.13	\$ 5.60
40 BUILDING, FENCE & TILING EXPENSE	\$ 11.25	\$ 10.43	\$ 12.90
41** TRACTOR & CROP MACHINERY EXPENSE PER CROP ACRE	\$ 35.79	\$ 33.42	\$ 38.53
42 FARM POWER & MACH. COST ALLOCATION TO LIVESTOCK	\$ 1876.52	\$ 2041.35	\$ 2289.28
43 BLDG, FENCE & TILING COST ALLOCATION TO CROPS			
BCAF	\$ 2098.01	\$ 2442.12	\$ 2486.50
44 * ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE			
45 ** ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILL, 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 THE CENTER OF THE PAGE.

* HIGH 20% o LOW 20%

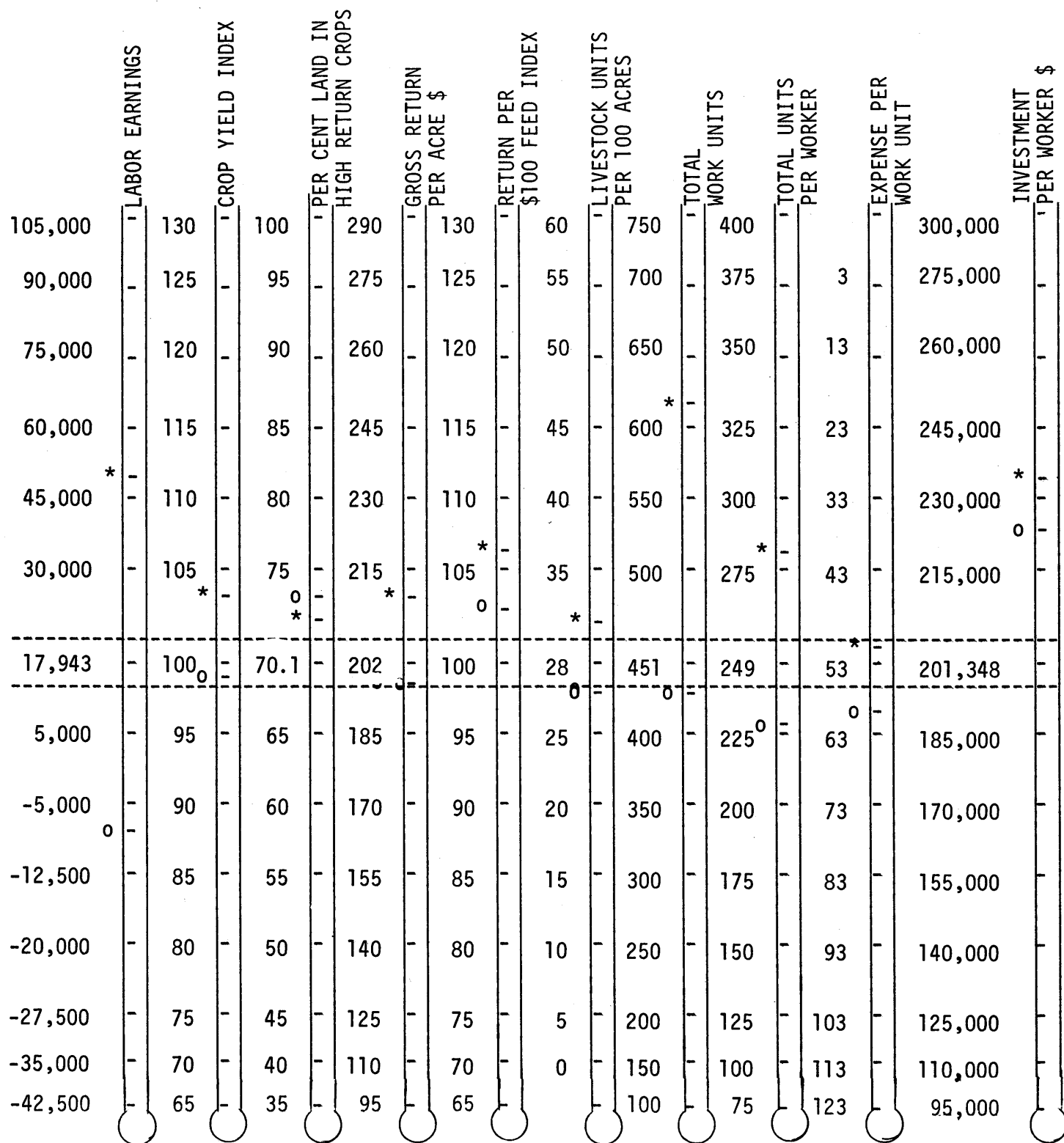


TABLE 9 CROP ACRES, YIELDS AND COSTS - 1977

CODE	CROP	NO. OF RANK ACRES	AVE. OF ALL FARMS			HIGH PROFIT FARMS			LOW PROFIT FARMS		
			YIELD PER A	LISTED COST PER ACRE	ACRES	YIELD PER A	LISTED COST PER ACRE	ACRES	YIELD PER A	LISTED COST PER A	ACRES
0070	OATS, BU	D	29.6	79.1	102.61	26.7	93.6	105.57	32.4	67.3	99.91
0172	SPRING WHEAT, BU	C	31.0	49.2	124.54	33.5	59.6	133.32	28.5	36.9	115.06
0211	CANNING CORN \$	B	53.9	201.87	152.55	58.8	199.54	154.89	48.2	204.73	149.02
0222	CORN GRAIN, BU	A	163.3	116.9	186.37	179.5	127.7	193.79	147.1	103.7	177.99
0291	SOYBEANS, BU	B	98.6	41.1	127.24	111.6	45.8	132.44	86.1	35.1	121.25
0340	CANNING PEAS \$	B	33.2	231.45	106.12	38.4	252.37	109.21	24.8	198.75	90.07
0401	ALFALFA HAY, TON	B	42.7	3.9	131.90	45.9	4.7	136.95	39.6	2.9	126.23
0620	LEGUME GRASS MIX, TON	C	33.7	3.6	98.58	41.2	4.7	106.74	29.5	2.0	83.99
0720	CORN SILAGE, TON	B	22.0	16.9	178.82	22.9	19.8	178.38	21.2	13.6	178.61
0750	GRAIN SILAGE, TON	C	15.0	5.5	104.03	13.7	8.0	109.93	16.8	3.6	98.25
0830	ALF & MIX PASTURE \$	B	15.4	81.23	59.52	12.5	79.04	60.70	18.3	82.79	57.14
0810	OTHER TILLABLE PAST \$	D	22.1	59.19	58.45	17.8	53.31	59.72	26.3	63.38	58.20
0860	NON-TILLABLE PAST \$	D	35.3	29.29	36.00	29.0	28.10	35.38	40.9	29.80	36.56
0800	ANNUAL FORAGE PAST \$	D	30.9	44.85	65.02	35.3	47.96	60.81	26.5	40.72	69.35
TOTAL ACRES IN FARM OR RANCH-ACRES					377.8						375.7

SUPPLEMENTARY INFORMATION

PERCENT LAND TILLABLE	89.7	92.6	87.6
PERCENT LAND IN HIGH RET CROPS	70.1	72.0	73.5
FERTILIZER COST/ACRE \$	24.80	24.92	27.52
CROP CHEMICALS/ACRE \$	11.95	11.91	13.93
SEED & OTHER COSTS/ACRE \$	16.78	16.04	17.85
GAS, GREASE & OIL/ACRE \$	6.72	6.24	6.99

TABLE 10 - CROP DATA FOR OATS-FEED CODE 0072 - 1977

	264 FARMS AVERAGE	132 FARMS HIGH	132 FARMS LOW
1. ACRES	29.6	26.7	32.4
2. YIELD	79.1	93.6	67.3
3. VALUE PER PRODUCTION UNIT \$	1.24	1.05	1.43
4. CROP PRODUCT RETURN \$	98.04	98.31	96.20
5. OTHER CROP INCOME	11.28	11.87	10.86
6. TOTAL CROP RETURN \$	109.32	110.18	107.06
7. DIRECT COSTS			
8. FERTILIZER	7.74	8.73	6.91
9. CHEMICALS	.51	.56	.46
10. SEED & OTHER	9.46	9.74	9.26
11. SPECIAL HIRED LABOR			
12. CUSTOM WORK HIRED	4.59	5.09	4.17
13. IRRIGATION OPERATION			
14. TOTAL DIRECT COSTS \$	22.30	24.12	20.80
15. RETURN OVER DIRECT COSTS \$	87.02	86.06	86.26
16. ALLOCATED COSTS			
17. FARM POWER & MACHINERY - OWNERSHIP	10.45	10.09	10.78
18. FARM POWER & MACHINERY - OPERATION	9.47	9.20	9.72
19. IRRIGATION EQUIPMENT - OWNERSHIP			
20. LAND COSTS	57.58	59.42	55.73
21. MISCELLANEOUS COSTS			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	2.81	2.74	2.88
23. TOTAL ALLOCATED COSTS \$	80.31	81.45	79.11
24. RETURN OVER ALL LISTED COSTS \$	6.71	4.61	7.15
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR	1.54	1.52	1.57
28. TOTAL LISTED COST PER UNIT OF PRODUCTION \$	1.30	1.13	1.48
29. RETURN OVER LISTED COSTS PER UNIT \$	.09	.05	.11
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	82.75	100.54	69.87
31. TOTAL LISTED COSTS PER ACRE \$	102.61	105.57	99.91
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 WHEAT - ANNUAL - 1977

	110 FARMS AVERAGE	55 FARMS HIGH	55 FARMS LOW
1. ACRES	31.0	33.5	28.5
2 YIELD	49.2	59.6	36.9
3 VALUE PER PRODUCTION UNIT \$	2.45	2.53	2.38
4 CROP PRODUCT RETURN \$	120.45	150.66	87.86
5 OTHER CROP INCOME	12.97	13.37	12.53
6 TOTAL CROP RETURN \$	133.42	164.03	100.39
7 DIRECT COSTS			
8 FERTILIZER	17.90	19.79	15.68
9 CHEMICALS	.61	.69	.53
10 SEED & OTHER	13.90	14.21	13.51
11 SPECIAL HIRED LABOR			
12 CUSTOM WORK HIRED	4.32	4.39	4.21
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS	36.73	39.08	33.93
15 RETURN OVER DIRECT COSTS \$	96.69	124.95	66.46
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY - OWNERSHIP	11.39	12.49	10.11
18 FARM POWER & MACHINERY - OPERATION	9.40	9.43	9.35
19 IRRIGATION EQUIPMENT - OWNERSHIP			
20 LAND COSTS	64.01	69.00	59.02
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	3.01	3.32	2.65
23 TOTAL ALLOCATED COSTS \$	87.81	94.24	81.13
24 RETURN OVER ALL LISTED COSTS \$	8.88	30.71	(-14.67)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27 POWER COSTS ALLOCATION FACTOR	1.21	1.32	1.10
28 TOTAL LISTED COST PER UNIT OF PRODUCTION \$	2.53	2.24	3.12
29 RETURN OVER LISTED COSTS PER UNIT \$	.18	.52	(-.40)
30 BREAK EVEN YIELD/UNITS OF PRODUCTION	50.83	52.70	48.34
31 TOTAL LISTED COSTS PER ACRE \$	124.54	133.32	115.06
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 CANNING CORN - CODE 0211 - 1977

	24 FARMS AVERAGE	12 FARMS HIGH	12 FARMS LOW
1 ACRES	53.5		
2 YIELD \$	201.87	36.0	70.9
3 VALUE PER PRODUCTION UNIT \$	1.00	258.81	173.26
4 CROP PRODUCT RETURN	201.87	1.00	1.00
5 OTHER CROP INCOME	.17	258.81	173.26
6 TOTAL CROP RETURN \$	202.04	.25	.11
		259.06	173.37
7 DIRECT COSTS			
8 FERTILIZER	33.05	24.83	37.26
9 CHEMICALS	14.43	10.33	16.52
10 SEED & OTHER	7.31	10.61	5.64
11 SPECIAL HIRED LABOR			
12 CUSTOM WORK HIRED	4.47	9.08	2.14
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS \$	59.26	54.85	61.56
15 RETURN OVER DIRECT COSTS \$	142.78	204.21	111.81
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY - OWNERSHIP	12.24	16.63	10.12
18 FARM POWER & MACHINERY - OPERATION	10.56	11.22	10.23
19 IRRIGATION EQUIPMENT - OWNERSHIP			
20 LAND COSTS	67.25	73.75	60.75
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	3.24	4.20	2.76
23 TOTAL ALLOCATED COSTS \$	93.29	105.80	83.76
24 RETURN OVER ALL LISTED COSTS \$	49.49	98.41	28.05
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.50	.50	.50
27 POWER COSTS ALLOCATION FACTOR	.88	.69	1.07
28 TOTAL LISTED COST PER UNIT OF PRODUCTION	.76	.62	.84
29 RETURN OVER LISTED COSTS PER UNIT \$	.25	.38	.16
30 BREAK-EVEN YIELD/UNITS OF PRODUCTION	152.55	160.65	145.32
31 TOTAL LISTED COSTS PER ACRE \$	152.55	160.65	145.32
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 - GRAIN CODE NO. 0222 1977

		429 FARMS AVERAGE	214 FARMS HIGH	214 FARMS LOW
1	ACRES	163.3	179.5	147.1
2	YIELD	116.9	127.7	103.7
3	VALUE PER PRODUCTION UNIT \$	1.81	1.82	1.81
4	CROP PRODUCT RETURN \$	211.54	232.40	187.70
5	OTHER CROP INCOME	1.28	.50	2.23
6	TOTAL CROP RETURN \$	212.82	232.90	189.93
7	DIRECT COSTS			
8	FERTILIZER	38.58	40.70	35.95
9	CHEMICALS	15.74	15.61	15.89
10	SEED & OTHER	21.08	22.04	19.89
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	6.06	5.79	6.42
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS \$	81.46	84.14	78.15
15	RETURN OVER DIRECT COSTS \$	131.36	148.76	111.78
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY - OWNERSHIP	21.46	23.17	19.42
18	FARM POWER & MACHINERY - OPERATION	17.49	17.05	18.00
19	IRRIGATION EQUIPMENT - OWNERSHIP			
20	LAND COSTS	60.14	63.23	57.06
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.82	6.20	5.36
23	TOTAL ALLOCATED COSTS \$	104.91	109.65	99.84
24	RETURN OVER ALL LISTED COSTS \$	26.45	39.11	11.94
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27	POWER COSTS ALLOCATION FACTOR	1.69	1.63	1.76
28	TOTAL LISTED COST PER UNIT OF PRODUCTION \$	1.59	1.52	1.72
29	RETURN OVER LISTED COSTS PER UNIT \$	.23	.31	.12
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	102.97	106.48	98.34
31	TOTAL LISTED COSTS PER ACRE \$	186.37	193.79	177.99
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 CODE 0291 - 1977

	309 FARMS AVERAGE	154 FARMS HIGH	154 FARMS LOW
1 ACRES	98.6	111.6	86.1
2 YIELD	41.1	45.8	35.1
3 VALUE PER PRODUCTION UNIT \$	5.19	5.18	5.20
4 CROP PRODUCT RETURN \$	213.39	237.09	182.58
5 OTHER CROP INCOME	3.03	.71	6.04
6 TOTAL CROP RETURN \$	216.42	237.80	188.62
7 DIRECT COSTS			
8 FERTILIZER	3.57	4.39	2.51
9 CHEMICALS	12.55	13.09	11.84
10 SEED & OTHER	12.77	13.30	12.09
11 SPECIAL HIRED LABOR	.01	.02	
12 CUSTOM WORK HIRED	2.98	3.15	2.78
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS \$	31.88	33.95	29.22
15 RETURN OVER DIRECT COSTS \$	184.54	203.85	159.40
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY - OWNERSHIP	16.41	16.86	15.83
18 FARM POWER & MACHINERY - OPERATION	14.26	14.69	13.71
19 IRRIGATION EQUIPMENT - OWNERSHIP			
20 LAND COSTS	60.16	62.37	58.01
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	4.53	4.57	4.48
23 TOTAL ALLOCATED COSTS \$	95.36	98.49	92.03
24 RETURN OVER ALL LISTED COSTS \$	89.18	105.36	67.37
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.45	.45	.45
27 POWER COSTS ALLOCATION FACTOR	1.66	1.46	1.86
28 TOTAL LISTED COST PER UNIT OF PRODUCTION \$	3.09	2.89	3.45
29 RETURN OVER LISTED COSTS PER UNIT \$	2.17	2.30	1.92
30 BREAKEVEN YIELD/UNITS OF PRODUCTION	24.52	25.57	23.32
31 TOTAL LISTED COSTS PER ACRE \$	127.24	132.44	121.25
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 CANNING PEAS - CODE 0340 - 1977

		15 FARMS AVERAGE	7 FARMS HIGH	7 FARMS LOW
1	ACRES	33.2	39.9	28.9
2	YIELD	231.45	274.27	174.57
3	VALUE PER PRODUCTION UNIT \$	1.00	1.00	1.00
4	CROP PRODUCT RETURN \$	231.45	274.27	174.57
5	OTHER CROP INCOME	8.67	1.22	19.69
6	TOTAL CROP RETURN \$	240.12	275.49	194.26
7	DIRECT COSTS			
8	FERTILIZER	14.31	15.55	13.08
9	CHEMICALS	4.67	5.57	3.56
10	SEED & OTHER	13.10	19.97	5.12
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	.66	1.09	.17
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS \$	32.74	42.18	21.93
15	RETURN OVER DIRECT COSTS \$	207.38	233.31	172.33
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY - OWNERSHIP	8.95	8.51	9.02
18	FARM POWER & MACHINERY - OPERATION	8.08	7.27	9.37
19	IRRIGATION EQUIPMENT - OWNERSHIP			
20	LAND COSTS	53.93	60.14	49.71
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	2.42	2.48	2.19
23	TOTAL ALLOCATED COSTS \$	73.38	78.40	70.29
24	RETURN OVER ALL LISTED COSTS \$	134.00	154.91	102.04
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COSTS ALLOCATION FACTOR	1.07	.93	1.26
28	TOTAL LISTED COST PER UNIT OF PRODUCTION \$	.46	.44	.53
29	RETURN OVER LISTED COSTS PER UNIT \$	.58	.56	.58
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	106.12	120.58	92.22
31	TOTAL LISTED COSTS PER ACRE \$	106.12	120.58	92.22
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 - CODE 0401 - 1977

	301 FARMS AVERAGE	150 FARMS HIGH	150 FARMS LOW
1 ACRES	42.7	45.9	39.6
2 YIELD	3.9	4.7	2.9
3 VALUE PER PRODUCTION UNIT \$	45.48	45.33	45.63
4 CROP PRODUCT RETURN \$	175.74	213.31	130.20
5 OTHER CROP INCOME	.87	.04	1.82
6 TOTAL CROP RETURN \$	176.61	213.35	132.02
7 DIRECT COSTS			
8 FERTILIZER	10.61	12.27	8.74
9 CHEMICALS	.35	.54	.10
10 SEED & OTHER	11.12	11.31	10.86
11 SPECIAL HIRED LABOR			
12 CUSTOM WORK HIRED		2.48	2.55
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS \$	24.59	26.60	22.25
15 RETURN OVER DIRECT COSTS \$	152.02	186.75	109.77
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY - OWNERSHIP	21.70	22.27	20.95
18 FARM POWER & MACHINERY - OPERATION	20.34	20.93	19.63
19 IRRIGATION EQUIPMENT - OWNERSHIP			
20 LAND COSTS	59.29	61.41	57.81
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	5.68	5.74	5.59
23 TOTAL ALLOCATED COSTS \$	107.31	110.35	103.98
24 RETURN OVER ALL LISTED COSTS \$	44.71	76.40	5.79
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27 POWER COSTS ALLOCATION FACTOR	1.62	1.64	1.61
28 TOTAL LISTED COST PER UNIT OF PRODUCTION	34.14	29.11	44.24
29 RETURN OVER LISTED COSTS PER UNIT \$	11.56	16.23	2.03
30 BREAK EVEN YIELD/UNITS OF PRODUCTION	2.90	3.02	2.77
31 TOTAL LISTED COSTS PER ACRE \$	131.90	136.95	126.23
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 - CODE 0620 - 1977

	19 FARMS AVERAGE	9 FARMS HIGH	9 FARMS LOW
1 ACRES	33.7	41.2	29.5
2 YIELD	3.6	4.7	2.0
3 VALUE PER PRODUCTION UNIT \$	40.00	42.22	37.78
4 CROP PRODUCT RETURN \$	142.43	199.83	74.27
5 OTHER CROP INCOME	1.54		3.73
6 TOTAL CROP RETURN \$	143.97	199.83	78.00
7 DIRECT COSTS			
8 FERTILIZER	4.04	4.98	2.78
9 CHEMICALS			
10 SEED & OTHER	9.61	12.11	6.24
11 SPECIAL HIRED LABOR			
12 CUSTOM WORK HIRED	4.09	4.61	3.29
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS \$	17.74	21.70	12.31
15 RETURN OVER DIRECT COSTS \$	126.23	178.13	65.69
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY - OWNERSHIP	10.43	12.29	7.79
18 FARM POWER & MACHINERY - OPERATION	12.71	15.94	8.23
19 IRRIGATION EQUIPMENT - OWNERSHIP			
20 LAND COSTS	54.53	53.44	52.78
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	3.17	3.37	2.88
23 TOTAL ALLOCATED COSTS \$	80.84	85.04	71.68
24 RETURN OVER ALL LISTED COSTS \$	45.39	93.09	(-5.99)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27 POWER COSTS ALLOCATION FACTOR	1.39	1.39	1.43
28 TOTAL LISTED COST PER UNIT OF PRODUCTION \$	27.68	22.55	42.72
29 RETURN OVER LISTED COSTS PER UNIT \$	12.75	19.67	(-3.05)
30 BREAKEVEN YIELD/UNITS OF PRODUCTION	2.46	2.53	2.22
31 TOTAL LISTED COSTS PER ACRE \$	98.58	106.74	83.99
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 GRAIN SILAGE CODE 0750 - 1977

	47 FARMS AVERAGE	23 FARMS HIGH	23 FARMS LOW
1 ACRES	15.0	13.7	16.8
2 YIELD	5.5	8.0	3.6
3 VALUE PER PRODUCTION UNIT \$	15.89	15.61	16.22
4 CROP PRODUCT RETURN \$	87.93	124.16	57.92
5 OTHER CROP INCOME	2.93	2.70	3.15
6 TOTAL CROP RETURN \$	90.86	126.86	61.07
7 DIRECT COSTS			
8 FERTILIZER	4.27	3.43	4.88
9 CHEMICALS	.27	.44	.18
10 SEED & OTHER	7.07	7.74	6.43
11 SPECIAL HIRED LABOR			
12 CUSTOM WORK HIRED	.53	.58	.54
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS \$	12.14	12.19	12.03
15 RETURN OVER DIRECT COSTS \$	78.72	114.67	49.04
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY - OWNERSHIP	15.44	16.90	14.23
18 FARM POWER & MACHINERY - OPERATION	14.43	14.05	14.75
19 IRRIGATION EQUIPMENT - OWNERSHIP			
20 LAND COSTS	58.19	62.52	53.78
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	3.83	4.27	3.46
23 TOTAL ALLOCATED COSTS \$	91.89	97.74	86.22
24 RETURN OVER ALL LISTED COSTS \$	(-13.17)	16.93	(-37.18)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27 POWER COSTS ALLOCATION FACTOR	2.38	2.43	2.39
28 TOTAL LISTED COST PER UNIT OF PRODUCTION \$	18.80	13.83	27.52
29 RETURN OVER LISTED COSTS PER UNIT \$	(-2.37)	2.11	(-10.42)
30 BREAK EVEN YIELD/UNITS OF PRODUCTION	6.55	7.04	6.06
31 TOTAL LISTED COSTS PER ACRE \$	104.03	109.93	98.25
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 & SORGHUM SILAGE - CODE 0720 - 1977

	209 FARMS AVERAGE	104 FARMS HIGH	104 FARMS LOW
1 ACRES	22.0	22.9	21.2
2 YIELD	16.9	19.8	13.6
3 VALUE PER PRODUCTION UNIT \$	15.28	15.21	15.35
4 CROP PRODUCT RETURN \$	258.36	301.53	208.54
5 OTHER CROP INCOME	.32	.31	.28
6 TOTAL CROP RETURN \$	258.68	301.84	208.82
7 DIRECT COSTS			
8 FERTILIZER	34.73	33.97	35.33
9 CHEMICALS	14.68	15.15	14.10
10 SEED & OTHER	13.41	13.36	13.30
11 SPECIAL HIRED LABOR			
12 CUSTOM WORK HIRED	4.41	5.11	3.68
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS \$	67.23	67.59	66.41
15 RETURN OVER DIRECT COSTS \$	191.45	234.25	142.41
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY - OWNERSHIP	24.10	22.45	25.61
18 FARM POWER & MACHINERY - OPERATION	21.49	20.58	22.33
19 IRRIGATION EQUIPMENT - OWNERSHIP			
20 LAND COSTS	59.78	61.98	57.63
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	6.22	5.78	6.63
23 TOTAL ALLOCATED COSTS \$	111.59	110.79	112.20
24 RETURN OVER ALL LISTED COSTS \$	79.86	123.46	30.21
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27 POWER COSTS ALLOCATION FACTOR	1.73	1.52	1.90
28 TOTAL LISTED COST PER UNIT OF PRODUCTION \$	10.58	9.00	13.15
29 RETURN OVER LISTED COSTS PER UNIT \$	4.72	6.23	2.23
30 BREAKEVEN YIELD/UNITS OF PRODUCTION	11.70	11.73	11.64
31 TOTAL LISTED COSTS PER ACRE \$	178.82	178.38	178.61
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 PASTURES - CODE 0810 - 1977

	38 FARMS AVERAGE	19 FARMS HIGH	19 FARMS LOW
1 ACRES	15.4	15.8	15.0
2 YIELD	81.23	124.75	35.47
3 VALUE PER PRODUCTION UNIT \$	2.55	1.00	4.11
4 CROP PRODUCT RETURN \$	207.14	124.75	145.80
5 OTHER CROP INCOME			
6 TOTAL CROP RETURN \$	207.14	124.75	145.80
7 DIRECT COSTS			
8 FERTILIZER	3.49	2.79	4.13
9 CHEMICALS	.07	.13	.07
10 SEED & OTHER	.72	1.23	.20
11 SPECIAL HIRED LABOR			
12 CUSTOM WORK HIRED	.07	.13	
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS \$	4.35	4.28	4.40
15 RETURN OVER DIRECT COSTS \$	202.79	120.47	141.40
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY - OWNERSHIP	1.56	1.94	1.18
18 FARM POWER & MACHINERY - OPERATION	1.37	1.49	1.25
19 IRRIGATION EQUIPMENT - OWNERSHIP			
20 LAND COSTS	51.87	51.63	52.11
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	.37	.41	.32
23 TOTAL ALLOCATED COSTS \$	55.17	55.47	54.86
24 RETURN OVER ALL LISTED COSTS \$	147.62	65.00	86.54
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.05	.04	.05
27 POWER COSTS ALLOCATION FACTOR	.93	.84	1.02
28 TOTAL LISTED COST PER UNIT OF PRODUCTION \$	.74	.48	1.67
29 RETURN OVER LISTED COSTS PER UNIT \$	1.86	.55	2.44
30 BREAKEVEN YIELD/UNITS OF PRODUCTION	23.81	67.13	14.44
31 TOTAL LISTED COSTS PER ACRE \$	59.52	59.75	59.26
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 TILLABLE GRASS PASTURE - CODE 0830 - 1977

	12 FARMS AVERAGE	6 FARMS HIGH	6 FARMS LOW
1 ACRES	22.1	35.8	8.3
2 YIELD	59.19	72.35	3.01
3 VALUE PER PRODUCTION UNIT \$	1.83	1.00	2.67
4 CROP PRODUCT RETURN \$	108.33	72.35	8.07
5 OTHER CROP INCOME			
6 TOTAL CROP RETURN \$	108.33	72.35	8.07
7 DIRECT COSTS			
8 FERTILIZER	2.40	2.88	.36
9 CHEMICALS	.05	.08	
10 SEED & OTHER	1.22	1.40	.48
11 SPECIAL HIRED LABOR			
12 CUSTOM WORK HIRED	.68		3.49
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS \$	4.35	4.36	4.33
15 RETURN OVER DIRECT COSTS \$	103.98	67.99	3.74
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY - OWNERSHIP	1.05	1.18	.52
18 FARM POWER & MACHINERY - OPERATION	1.20	1.35	.59
19 IRRIGATION EQUIPMENT - OWNERSHIP			
20 LAND COSTS	51.58	58.17	45.00
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	.27	.29	.17
23 TOTAL ALLOCATED COSTS \$	54.10	60.99	46.28
24 RETURN OVER ALL LISTED COSTS \$	49.88	7.00	(-42.54)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.04	.04	.04
27 POWER COSTS ALLOCATION FACTOR	.91	.85	.97
28 TOTAL LISTED COST PER UNIT OF PRODUCTION \$	.99	.90	16.80
29 RETURN OVER LISTED COSTS PER UNIT \$	.84	.10	(-14.12)
30 BREAK EVEN YIELD/UNITS OF PRODUCTION	31.94	65.35	18.96
31 TOTAL LISTED COSTS PER ACRE \$	58.45	65.35	50.61
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 NON-TILLABLE PASTURE - CODE 0860 - 1977

	103 FARMS AVERAGE	51 FARMS HIGH	51 FARMS LOW
1 ACRES	35.3	26.5	42.1
2 YIELD	29.29	55.13	13.23
3 VALUE PER PRODUCTION UNIT \$	1.00	1.00	1.00
4 CROP PRODUCT RETURN \$	29.29	55.13	13.23
5 OTHER CROP INCOME	.99	2.34	.19
6 TOTAL CROP RETURN \$	30.28	57.47	13.42
7 DIRECT COSTS			
8 FERTILIZER	1.99	3.81	.99
9 CHEMICALS	.14	.08	.17
10 SEED & OTHER	.23		.34
11 SPECIAL HIRED LABOR			
12 CUSTOM WORK HIRED			
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS \$	2.36	3.89	1.50
15 RETURN OVER DIRECT COSTS \$	27.92	53.58	11.92
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY - OWNERSHIP	.18	.20	.18
18 FARM POWER & MACHINERY - OPERATION	.18	.17	.19
19 IRRIGATION EQUIPMENT - OWNERSHIP			
20 LAND COSTS	33.24	35.67	30.49
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	.04	.04	.04
23 TOTAL ALLOCATED COSTS \$	33.64	36.08	30.90
24 RETURN OVER ALL LISTED COSTS \$	(-5.72)	17.50	(-18.98)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.01	.01	.01
27 POWER COSTS ALLOCATION FACTOR	.49	.48	.48
28 TOTAL LISTED COST PER UNIT OF PRODUCTION \$	1.22	.72	2.41
29 RETURN OVER LISTED COSTS PER UNIT \$	(-.17)	.34	(-1.39)
30 BREAK EVEN YIELD/UNITS OF PRODUCTION	36.73	40.79	33.06
31 TOTAL LISTED COSTS PER ACRE \$	36.00	39.97	32.40
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

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

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

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

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

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

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

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

TABLE 11A - 6470A HOGS, COMPLETE - 1977

* RET. ABOVE FEED COST		AVERAGE	29 FARMS	29 FARMS
ITEMS		OF 146	HIGH*	LOW*
		FARMS		
1	POUNDS OF HOGS PRODUCED	127978	147214	85433
2	NET INCREASE IN VALUE OF HOGS	\$ 42.23	\$ 45.30	\$ 39.09
3	OTHER MISCELLANEOUS HOG INCOME			
4	TOTAL VALUE PRODUCED	\$ 42.23	\$ 45.30	\$ 39.09
5	POUNDS OF FEED FED			
6	CORN	317.9	287.6	357.8
7	SMALL GRAIN	16.6	15.1	14.5
8	COMPLETE RATION	1.8	2.8	1.3
9	PROTEIN, SALT & MINERAL & MILK	80.6	64.0	92.1
10	TOTAL CONCENTRATES	416.9	369.5	465.7
11	FORAGES	.8	.4	1.2
12	FEED COST			
13	GRAINS	12.13	10.89	13.97
14	COMPLETE RATION	.20	.30	.16
15	PROTEIN, SALT & MINERAL & MILK	10.39	8.80	13.46
16	FORAGES	.02	.01	.04
17	PASTURE	.03	.03	.07
18	TOTAL FEED COSTS	\$ 22.77	\$ 20.03	\$ 27.70
19	RETURN OVER FEED COSTS	\$ 19.46	\$ 25.27	\$ 11.39
20	OTHER DIRECT COSTS			
21	MISCELLANEOUS LIVESTOCK EXPENSE	.88	.80	.85
22	VETERINARY EXPENSE	.67	.78	.67
23	CUSTOM WORK	.28	.21	.37
24	SPECIAL HIRED LABOR			
25	TOTAL OTHER DIRECT COSTS	\$ 1.83	\$ 1.79	\$ 1.89
26	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 17.63	\$ 23.48	\$ 9.50
27	ALLOCATED COSTS			
28	POWER & MACHINERY COSTS	.97	.87	.99
29	LIVESTOCK EQUIPMENT COSTS	1.15	.98	1.27
30	BUILDING & FENCES	1.76	1.26	1.53
31	TOTAL ALLOCATED COSTS	\$ 3.88	\$ 3.11	\$ 3.79
32	RETURN OVER ALL LISTED COSTS	\$ 13.75	\$ 20.37	\$ 5.71
33	SUPPLEMENTARY MANAGEMENT INFORMATION			
34	RETURN FOR \$100 FEED FED	\$ 185.48	\$ 226.15	\$ 141.11
35	PRICE RECEIVED PER CWT. ALL ANIMALS	\$ 40.83	\$ 42.18	\$ 40.16
36	PRICE RECEIVED PER CWT. SOLD MKT. ONLY	\$ 41.00	\$ 41.37	\$ 40.94
37	NUMBER OF LITTERS FARROWED	79	90	56
38	NUMBER OF PIGS BORN PER LITTER	9.4	9.7	9.3
39	NUMBER OF PIGS WEANED PER LITTER	7.3	7.9	6.6
40	PERCENT DEATH LOSS	14.9	12.8	20.8
41	AVERAGE WEIGHT OF ALL HOGS SOLD	221.9	217.0	221.9
42	AVERAGE WEIGHT OF MKT. HOGS SOLD	217.8	220.7	216.4
43	PRICE PER CWT. CONCENTRATE FED	5.45	5.41	5.92
44	PRICE PER CWT. PROTEIN, SALT & MINERAL	\$ 12.89	\$ 13.75	\$ 14.61
45	POUNDS OF PORK PURCHASED	2815	2338	3365
46	TOTAL LISTED COSTS PER CWT. PORK PROD.	\$ 28.48	\$ 24.93	\$ 33.38
47	UTILITIES & OTHER GENERAL FARM EXPENSE			
48	INTEREST ALLOCATION			
49	OTHER COSTS NOT LISTED			
50	TOTAL COST			

TABLE 11B 6490 HOGS, FINISHING - 1977

* RETURN ABOVE FEED COST		AVERAGE OF 67 FARMS	13 FARMS HIGH *	13 FARMS LOW *
ITEMS				
1 AVERAGE NUMBER OF PIGS ON HAND		258.1	172.4	216.1
2 POUNDS OF HOGS PRODUCED		110869	67911	86976
3 NET INCREASE IN VALUE OF HOGS	\$	31.99	\$ 38.59	\$ 27.23
4 OTHER MISC HOG INCOME				
5 TOTAL VALUE PRODUCED	\$	31.99	\$ 38.59	\$ 27.23
6 POUNDS OF FEED FED				
7 CORN		317.2	297.8	340.3
8 SMALL GRAIN		6.1	15.0	10.8
9 COMPLETE RATION		5.7	7.1	6.2
10 PROTEIN, SALT & MINERAL & MILK		67.4	75.1	78.6
11 TOTAL CONCENTRATES		396.4	395.0	435.9
12 FORAGES		.2	.2	
13 FEED COST				
14 GRAINS		11.64	11.37	12.78
15 COMPLETE RATION		.31	.34	.51
16 PROTEIN, SALT & MINERAL & MILK		9.35	8.02	11.94
17 FORAGES		.01	.01	
18 PASTURE				
19 TOTAL FEED COSTS	\$	21.31	\$ 19.74	\$ 25.23
20 RETURN OVER FEED COSTS	\$	10.68	\$ 18.85	\$ 2.00
21 OTHER DIRECT COSTS				
22 MISCELLANEOUS LIVESTOCK EXP		.37	.59	.34
23 VETERINARY EXP		.40	.68	.50
24 CUSTOM WORK		.72	.46	.44
25 SPECIAL HIRED LABOR		.01	.06	
26 TOTAL OTHER DIRECT COSTS	\$	1.50	\$ 1.79	\$ 1.28
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$	9.18	\$ 17.06	\$.72
28 ALLOCATED COSTS				
29 POWER & MACHINERY COSTS		.61	1.17	.83
30 LIVESTOCK EQUIPMENT COSTS		1.11	1.48	1.39
31 BUILDING & FENCES		1.24	1.94	1.52
32 TOTAL ALLOCATED COSTS	\$	2.96	\$ 4.59	\$ 3.74
33 RETURN OVER ALL LISTED COSTS	\$	6.22	\$ 12.47	\$ (-3.02)
34 SUPPLEMENTARY MANAGEMENT INFORMATION				
35 RETURN FOR \$100 FEED FED	\$	150.14	\$ 195.51	\$ 107.94
36 PRICE RECEIVED PER CWT.	\$	41.25	\$ 43.92	\$ 40.30
37 AVERAGE WEIGHT OF PIGS SOLD		212.7	184.0	215.8
38 AVERAGE PRICE PAID PER PIG BOUGHT	\$	36.89	\$ 34.21	\$ 38.34
39 AVERAGE WEIGHT PER PIG BOUGHT		43.4	40.1	42.8
40 NUMBER OF PIGS PURCHASED		641	214	609
41 NO. PIGS TRANSFERRED IN		34	149	
42 AVERAGE WEIGHT OF PIGS TRANSFERRED IN		50.1	50.5	
43 POUNDS OF PORK PURCHASED		27834	8586	26045
44 PERCENT DEATH LOSS		3.9	6.8	5.5
45 PRICE PER CWT CONCENTRATE FED	\$	5.37	\$ 4.99	\$ 5.79
46 PRICE PER CWT PROTEIN, SALT & MINERAL FED	\$	13.87	\$ 10.68	\$ 15.18
47 EFFECTIVE DAILY GAIN - POUNDS PER DAY PER PIG		1.18	1.08	1.10
48 TOTAL LISTED COST PER CWT. PORK PRODUCED	\$	25.77	\$ 26.12	\$ 30.25
49 UTILITIES & OTHER GENERAL FARM EXP		-		
50 INTEREST ALLOCATION		-		
51 OTHER COSTS NOT LISTED		-		
52 TOTAL COSTS		-		

TABLE 11C 6510A HOGS WEANING PIG PRODUCTION - 1977

* RETURN ABOVE FEED COST		AVE. OF	9 FARMS	9 FARMS
ITEMS		18 FARMS	HIGH *	LOW *
1	NUMBER OF LITTERS FARROWED	102	122	83
2	NET INCREASE IN VALUE OF HOGS	\$ 296.86	\$ 327.80	\$ 247.81
3	OTHER MISCELLANEOUS WEANING PIGS INCOME			
4	TOTAL VALUE PRODUCED	\$ 296.86	\$ 327.80	\$ 247.81
5	POUNDS OF FEED FED			
6	CORN	1380.1	1372.2	1375.1
7	SMALL GRAIN	107.9	68.6	164.3
8	COMPLETE RATION	314.8	411.3	169.2
9	PROTEIN, SALT & MINERAL & MILK	420.7	458.1	360.7
10	TOTAL CONCENTRATES	2223.5	2310.2	2069.3
11	FORAGES	13.3	2.0	29.7
12	FEED COST			
13	GRAINS	54.68	51.07	59.31
14	COMPLETE RATION	27.97	33.18	19.98
15	PROTEIN, SALT & MINERAL & MILK	61.73	62.37	60.02
16	FORAGES	.39	.06	.88
17	PASTURE			
18	TOTAL FEED COSTS	\$ 144.77	\$ 146.68	\$ 140.19
19	RETURN OVER FEED COSTS	\$ 152.09	\$ 181.12	\$ 107.62
20	OTHER DIRECT COSTS			
21	MISCELLANEOUS LIVESTOCK EXPENSE	11.73	11.61	11.73
22	VETERINARY EXPENSE	8.36	7.64	9.31
23	CUSTOM WORK	1.56	1.28	1.96
24	SPECIAL HIRED LABOR	.42		1.02
25	TOTAL OTHER DIRECT COSTS	\$ 22.07	\$ 20.53	\$ 24.02
26	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 130.02	\$ 160.59	\$ 83.60
27	ALLOCATED COSTS			
28	POWER & MACHINERY COSTS	10.87	8.94	13.38
29	LIVESTOCK EQUIPMENT COSTS	15.00	13.40	17.14
30	BUILDING & FENCES	16.94	10.17	25.43
31	TOTAL ALLOCATED COST	\$ 42.81	\$ 32.51	\$ 55.95
32	RETURN OVER ALL LISTED COSTS	\$ 87.21	\$ 128.08	\$ 27.65
33	SUPPLEMENTARY MANAGEMENT INFORMATION			
34	RETURN FOR \$100 FEED FED	\$ 205.05	\$ 223.48	\$ 176.76
35	AVERAGE PRICE RECEIVED PER ANIMAL SOLD	\$ 41.05	\$ 39.77	\$ 45.01
36	AVERAGE PRICE PER PIG SOLD OR TRANSFERRED	\$ 35.24	\$ 34.57	\$ 36.55
37	AVERAGE WEIGHT PER PIG SOLD OR TRANSFERRED	43.7	41.9	47.0
38	NUMBER OF PIGS PRODUCED	755	951	559
39	NUMBER OF PIGS BORN PER LITTER	9.7	10.0	9.1
40	NUMBER OF PIGS WEANED PER LITTER	7.5	7.8	6.8
41	PERCENT DEATH LOSS	18.4	16.7	21.3
42	PRICE PER CWT. CONCENTRATE FED	\$ 6.49	\$ 6.35	\$ 6.73
43	PRICE PER CWT. PROTEIN, SALT & MINERAL FED	\$ 14.67	\$ 13.61	\$ 16.64
44	FEED & SUPPLEMENTAL COSTS PER PIG PRODUCED	\$ 22.54	\$ 21.45	\$ 24.38
45	TOTAL LISTED COSTS PER LITTER	\$ 209.65	\$ 199.72	\$ 220.16
46	UTILITIES & OTHER GENERAL FARM EXPENSE			
47	INTEREST ALLOCATION			
48	OTHER COSTS NOT LISTED			
49	TOTAL COSTS			

TABLE 12 - 6290A DAIRY COWS, - 1977

ITEMS	AVERAGE OF 182 HERDS	36 HIGHEST RET ABOVE FEED COST	36 LOWEST RET ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	39.8	38.9	31.9
2 POUNDS OF MILK	12888	15188	10442
3 POUNDS OF BUTTERFAT	469.6	542.4	386.5
4 PERCENT OF BUTTERFAT IN MILK	3.6	3.6	
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	\$ 1151.98	\$ 1352.49	\$ 929.25
7 DAIRY PRODUCTS USED IN HOME	8.09	11.72	7.81
8 MILK FED TO LIVESTOCK	9.90	14.01	8.71
9 NET INCREASES IN VALUE OF COWS	(-45.40)	(-21.31)	(-67.71)
10 OTHER MISCELLANEOUS DAIRY INCOME			
11 TOTAL VALUE PRODUCED	\$ 1124.57	\$ 1356.91	\$ 878.06
12 POUNDS OF FEED FED			
13 CORN	4636.1	5202.7	4395.2
14 SMALL GRAIN	376.2	271.2	463.3
15 COMPLETE RATION	103.6		315.2
16 PROTEIN, SALT & MINERAL	677.1	655.0	608.8
17 TOTAL CONCENTRATES	5793.0	6128.9	5782.5
18 LEGUME HAY	6411.2	6610.5	6702.2
19 OTHER HAY & DRY ROUGHAGE	117.2	112.0	47.6
20 SILAGE	11492.4	8927.0	13164.9
21 FEED COSTS			
22 GRAINS	181.41	197.53	176.80
23 COMPLETE RATION	6.83		21.57
24 PROTEIN, SALT & MINERAL	85.48	79.07	73.82
25 ALL HAY & DRY ROUGHAGE	189.30	199.64	196.43
26 SILAGE	106.96	76.63	134.80
27 PASTURE	8.34	10.41	10.44
28 TOTAL FEED COSTS	\$ 578.32	\$ 563.28	\$ 613.86
29 RETURN OVER FEED COST	\$ 546.25	\$ 793.63	\$ 264.20
30 OTHER DIRECT COSTS			
31 MISCELLANEOUS LIVESTOCK EXPENSE	51.08	61.85	42.13
32 VETERINARY EXPENSE	24.95	34.65	19.00
33 CUSTOM WORK HIRED	37.01	44.73	32.79
34 SPECIAL HIRED LABOR	.05		.22
35 TOTAL OTHER DIRECT COSTS	\$ 113.09	\$ 141.23	\$ 94.14
36 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 433.16	\$ 652.40	\$ 170.06
37 ALLOCATED COSTS			
38 POWER & MACHINERY COSTS	41.93	46.20	43.07
39 LIVESTOCK EQUIPMENT COSTS	53.90	78.86	39.87
40 BUILDING & FENCES	68.43	89.51	50.08
41 TOTAL ALLOCATED COSTS	\$ 164.26	\$ 214.57	\$ 133.02
42 RETURN OVER ALL LISTED COSTS	\$ 268.90	437.83	37.04
43 SUPPLEMENTARY MANAGEMENT INFORMATION			
44 RETURN FOR \$100 FEED FED	\$ 194.46	\$ 240.89	\$ 143.04
45 FEED COST PER CWT. MILK	\$ 4.48	\$ 3.71	\$ 5.88
46 FEED COST PER POUND OF BUTTERFAT	\$ 1.23	\$ 1.04	\$ 1.59
47 POUNDS OF MILK PER POUND OF CONCENTRATE	2.22	2.48	1.81
48 AVERAGE PRICE PER CWT. MILK SOLD	\$ 9.06	\$ 9.04	\$ 9.04
49 AVERAGE PRICE PER POUND OF BUTTERFAT	\$ 2.49	\$ 2.53	\$ 2.44
50 TOTAL LISTED COSTS PER CWT. MILK PRODUCED	\$ 6.64	\$ 6.05	\$ 8.05
51 DAIRY COW TURNOVER PERCENTAGE	\$ 32.7	\$ 36.0	\$ 31.3
52 TOTAL LISTED COSTS PER COW	\$ 855.67	\$ 919.08	\$ 841.02
53 UTILITIES & OTHER GENERAL FARM EXPENSE			
54 INTEREST ALLOCATION			
55 OTHER COSTS NOT LISTED			
% TOTAL COSTS			

TABLE 13 6310A OTHER DAIRY, COMM/ - 1977

ITEMS	AVERAGE OF 127 HERDS	25 HIGHEST RET. ABOVE FEED COST	25 LOWEST RET. ABOVE FEED COST
1 NUMBER OF HEAD	44.7	42.5	45.7
2 NET INCREASE IN VALUE	\$ 216.80	\$ 278.05	\$ 162.34
3 OTHER MISCELLANEOUS INCOME			
4 TOTAL INCOME	\$ 216.80	\$ 278.05	\$ 162.34
5 POUNDS OF FEED FED			
6 CORN	874.5	703.3	875.4
7 SMALL GRAIN	197.5	97.9	250.4
8 COMPLETE RATION	5.6	3.0	
9 PROTEIN, SALT & MINERALS	147.2	175.3	150.1
10 HAY & DRY ROUGHAGE	2419.2	1335.9	3228.4
11 SILAGE	5148.5	4518.6	7138.9
12 MILK	85.8	48.8	110.9
13 FEED COST			
14 GRAINS	39.26	29.18	41.27
15 COMPLETE RATION	.67	.28	
16 PROTEIN, SALT & MINERALS	18.70	22.45	19.50
17 HAY & DRY ROUGHAGE	68.10	39.48	94.77
18 SILAGE	48.17	42.99	65.67
19 MILK	8.59	4.80	11.16
20 PASTURE	7.23	5.93	10.85
21 TOTAL FEED COSTS	\$ 190.72	\$ 145.11	\$ 243.22
22 RETURN OVER FEED COSTS	\$ 26.08	\$ 132.94	\$ (-80.88)
23 OTHER DIRECT COSTS			
24 MISCELLANEOUS EXPENSE	6.98	4.61	11.93
25 VETERINARY EXPENSE	2.48	2.40	3.35
26 CUSTOM WORK HIRED	1.41	.75	1.40
27 SPECIAL HIRED LABOR			
28 TOTAL OTHER DIRECT COSTS	\$ 10.87	\$ 7.76	\$ 16.68
29 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 15.21	\$ 125.18	\$ (-97.56)
30 ALLOCATED COSTS			
31 POWER & MACHINERY COSTS	7.01	5.90	8.50
32 LIVESTOCK EQUIPMENT COSTS	8.37	8.51	10.32
33 BUILDING & FENCES	12.00	14.68	9.28
34 TOTAL ALLOCATED COSTS	\$ 27.38	\$ 29.09	\$ 28.10
35 RETURN OVER ALL LISTED COSTS	\$ (-12.17)	\$ 96.09	\$ (-125.66)
36 SUPPLEMENTARY MANAGEMENT INFORMATION			
37 RETURN FOR \$100 FEED FED	\$ 113.68	\$ 191.62	\$ 66.75
38 PERCENT DEATH LOSS - TOTAL	9.2	9.1	10.0
39 PERCENT CALF DEATH LOSS	20.0	18.2	22.5
40 TOTAL LISTED COSTS PER HEAD	\$ 228.97	\$ 181.96	\$ 288.00
41 UTILITIES & OTHER GENERAL FARM EXPENSE			
42 INTEREST ALLOCATION			
43 OTHER COSTS NOT LISTED			
44 TOTAL COSTS			

TABLE 14 - ALL DAIRY & DUAL PURPOSE CATTLE - 1977

ITEMS	AVERAGE OF 189 HERDS	38 HIGHEST RET. ABOVE FEED COST	38 LOWEST RET. ABOVE FEED COST
1 AVERAGE NUMBER OF COWS	39.7	40.4	35.4
2 VALUE OF DAIRY PRODUCTS	\$ 1174.16	\$ 1380.32	\$ 991.81
3 NET INCREASE IN VALUE	205.94	288.56	117.88
4 MISCELLANEOUS DAIRY INCOME			
5 TOTAL VALUE PRODUCED	\$ 1380.10	\$ 1668.88	\$ 1109.69
6 POUNDS OF FEED FED			
7 GRAINS	6375.4	6701.1	6459.5
8 COMPLETE RATIONS	116.8	25.4	279.5
9 PROTEIN, SALT & MINERALS, INCL MILK EQUIV	866.5	953.5	852.1
10 HAY & DRY ROUGHAGE	9242.4	9263.5	9414.5
11 SILAGE	17290.1	14463.1	19708.4
12 FEED COST			
13 GRAINS	231.59	243.39	234.27
14 COMPLETE RATIONS	8.26	2.18	18.98
15 PROTEIN, SALT & MINERALS, INCLUDING MIX	118.14	124.80	115.34
16 HAY & DRY ROUGHAGE	265.31	272.75	273.11
17 SILAGE	158.84	121.96	189.55
18 PASTURE COSTS	15.49	23.32	17.51
19 TOTAL FEED COSTS	\$ 797.63	\$ 788.40	\$ 848.76
20 RETURN OVER FEED COSTS	\$ 582.47	\$ 880.48	\$ 260.93
21 OTHER DIRECT COSTS			
22 MISCELLANEOUS LIVESTOCK EXPENSE	59.82	74.08	55.68
23 VETERINARY EXPENSE	28.77	39.18	23.16
24 CUSTOM WORK	39.27	45.77	38.87
25 SPECIAL HIRED LABOR	.05		.20
26 TOTAL OTHER DIRECT COSTS	\$ 127.91	\$ 159.03	\$ 117.91
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 454.56	\$ 721.45	\$ 143.02
28 ALLOCATED COSTS			
29 POWER & MACHINERY COSTS	49.38	48.53	53.75
30 LIVESTOCK EQUIPMENT COSTS	62.14	89.10	50.98
31 BUILDING & FENCES	80.49	121.00	58.52
32 TOTAL ALLOCATED COSTS	\$ 192.01	\$ 258.63	\$ 163.25
33 RETURN OVER ALL LISTED COSTS	\$ 262.55	\$ 462.82	\$ (-20.23)
34 SUPPLEMENTARY MANAGEMENT INFORMATION			
35 RETURN FOR \$100 FEED FED	\$ 173.02	\$ 211.68	\$ 130.74
36 TOTAL LISTED COSTS PER COW	\$ 1117.55	\$ 1206.06	\$ 1129.92
37 UTILITIES & OTHER GENERAL FARM EXPENSE			
38 INTEREST ALLOCATION			
39 OTHER COSTS NOT LISTED			
40 TOTAL COSTS			

TABLE 15A BEEF BREEDING - 1977

ITEMS	* RETURN ABOVE FEED COST AVERAGE 38 FARMS	11 FARMS HIGH*	11 FARMS LOW*
1 AVERAGE NUMBER OF BEEF COWS	35.9	31.8	28.6
2 AVERAGE NUMBER OF OTHER BEEF ANIMALS AND BULLS	25.2	24.1	17.5
3 POUNDS OF BEEF PRODUCED	16204	16727	11799
4 NET INCREASE IN VALUE	\$ 183.79	\$ 240.06	\$ 157.34
5 OTHER MISCELLANEOUS BEEF INCOME			
6 TOTAL VALUE PRODUCED	\$ 183.79	\$ 240.06	\$ 157.34
7 POUNDS OF FEED FED			
8 GRAIN	202.8	179.6	319.9
9 PROTEIN, SALT & MINERAL	63.2	52.5	99.0
10 LEGUME HAY	2588.7	1559.7	4848.1
11 OTHER HAY & DRY ROUGHAGE	1911.9	1607.8	950.4
12 SILAGE	4947.9	4888.5	7017.2
13 FEED COST			
14 GRAIN	7.21	6.45	10.91
15 PROTEIN, SALT & MINERAL	6.43	5.79	8.53
16 LEGUME HAY	76.13	45.19	145.45
17 OTHER HAY & DRY ROUGHAGE	17.05	19.65	6.43
18 SILAGE	40.89	31.64	65.24
19 PASTURE	31.11	27.89	29.90
20 TOTAL FEED COSTS	\$ 178.82	\$ 136.61	\$ 266.46
21 RETURN OVER FEED COST	\$ 4.97	\$ 103.45	\$ (-109.12)
22 OTHER DIRECT COSTS			
23 MISCELLANEOUS LIVESTOCK EXP	5.10	3.84	6.50
24 VETERINARY EXP	4.51	7.67	2.80
25 CUSTOM WORK	2.92	4.06	3.11
26 SPECIAL HIRED LABOR	.17		
27 TOTAL DIRECT COSTS	\$ 12.70	\$ 15.57	\$ 12.41
28 RETURN OVER FEED & OTHER DIRECT COSTS	\$ (-7.73)	\$ 87.88	\$ (-121.53)
29 ALLOCATED COSTS			
30 POWER & MACHINERY COSTS	12.24	12.33	9.40
31 LIVESTOCK EQUIP COSTS	16.63	25.78	15.19
32 BUILDING & FENCES	23.78	31.80	19.46
33 TOTAL ALLOCATED COSTS	\$ 52.65	\$ 69.91	\$ 44.05
34 RETURN OVER ALL LISTED COSTS	\$ (-60.38)	\$ 17.97	\$ (-165.58)
35 SUPPLEMENTARY MANAGEMENT INFORMATION			
36 RETURN FOR \$100 FEED FED	\$ 102.77	\$ 175.74	\$ 59.05
37 PRICE PER CWT SOLD	\$ 31.30	\$ 37.16	\$ 29.41
38 PRICE PER CWT CALVES SOLD OR TRANSFERRED	\$ 38.40	\$ 38.43	\$ 36.96
39 AVERAGE WEIGHT PER HEAD SOLD	786.7	890.7	719.2
40 AVERAGE WEIGHT PER CALF SOLD OR TRANSFERRED	450.0	535.7	426.9
41 PERCENT DEATH LOSS	3.1	2.3	4.9
42 PERCENT CALF CROP	112.9	119.2	112.0
43 TOTAL LISTED COSTS PER COW	\$ 244.17	\$ 222.09	\$ 322.92
44 UTILITIES & OTHER GENERAL FARM EXP			
45 INTEREST ALLOCATION			
46 OTHER COSTS NOT LISTED			
47 TOTAL COSTS			

TABLE 15B BEEF FEEDERS 6140A FEEDLOT-

- 1977

ITEMS	AVERAGE OF FARMS	17 HIGHEST IN RET ABOVE FEED COST	17 LOWEST IN RET ABOVE FEED COST
1 AVERAGE NUMBER OF BEEF FEEDERS	76.0	96.9	53.7
2 POUNDS OF BEEF PRODUCED	45566	60838	28560
3 NET INCREASE IN VALUE OF ANIMALS	\$ 41.86	\$ 47.81	\$ 36.87
4 OTHER MISCELLANEOUS BEEF INCOME			
5 TOTAL VALUE PRODUCED	\$ 41.86	\$ 47.81	\$ 36.87
6 POUNDS OF FEED FED			
7 GRAIN	494.7	482.4	699.3
8 PROTEIN, SALT & MINERAL	39.2	36.9	42.9
9 LEGUME HAY	242.5	70.8	529.9
10 OTHER HAY & DRY ROUGHAGE	41.8	97.6	29.2
11 SILAGE	1116.0	1154.7	1068.9
12 FEED COST			
13 GRAIN	17.05	13.85	25.07
14 PROTEIN, SALT & MINERAL	3.93	3.55	4.47
15 LEGUME HAY	7.02	2.01	15.84
16 OTHER HAY & DRY ROUGHAGE	.36	.90	.21
17 SILAGE	10.00	8.79	10.04
18 PASTURE	.29		.77
19 TOTAL FEED COST	\$ 38.65	\$ 29.10	\$ 56.40
20 RETURN OVER FEED COST	\$ 3.21	\$ 18.71	\$ (-19.53)
21 OTHER DIRECT COSTS			
22 MISCELLANEOUS LIVESTOCK EXPENSE	.44	.41	.81
23 VETERINARY EXPENSE	.83	1.26	.71
24 CUSTOM WORK HIRED	1.31	1.89	1.27
25 SPECIAL HIRED LABOR	.02	.06	
26 TOTAL OTHER DIRECT COSTS	\$ 2.60	\$ 3.62	\$ 2.79
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$.61	\$ 15.09	\$ (-22.32)
28 ALLOCATED COSTS			
29 POWER & MACHINERY COSTS	1.05	1.27	1.28
30 LIVESTOCK EQUIPMENT COSTS	1.42	1.62	1.36
31 BUILDINGS & FENCES	2.02	2.16	2.31
32 TOTAL ALLOCATED COSTS	\$ 4.49	\$ 5.05	\$ 4.95
33 RETURN OVER ALL LISTED COSTS	\$ (-3.88)	\$ 10.04	\$ (-27.27)
34 SUPPLEMENTARY MANAGEMENT INFORMATION			
35 RETURN FOR \$100 FEED FED	\$ 108.32	\$ 164.30	\$ 65.37
36 PRICE PER CWT. SOLD	\$ 38.02	\$ 39.40	\$ 37.54
37 AVERAGE WEIGHT PER HEAD SOLD	1036.7	1067.7	1024.4
38 PRICE PER CWT. BOUGHT	\$ 39.30	\$ 37.15	\$ 44.51
39 AVERAGE WEIGHT PER HEAD BOUGHT	549.1	552.5	500.8
40 NUMBER OF HEAD BOUGHT	61	88	34
41 PERCENT DEATH LOSS	1.2	1.3	1.7
42 EFFECTIVE DAILY GAIN-POUNDS PER HEAD PER DAY	1.64	1.72	1.46
43 TOTAL LISTED COST PER CWT. PRODUCED	\$ 45.74	\$ 37.77	\$ 64.14
44 UTILITIES & OTHER GENERAL FARM EXPENSE			
45 INTEREST ALLOCATION			
46 OTHER COSTS NOT LISTED			
47 TOTAL COSTS			

TABLE 16A 6670A SHEEP, FARM, COMM & PUREBRED - 1977

ITEMS	AVERAGE OF 7 FARMS	
	FLOCK TOTAL	PER EWE
1 AVERAGE NUMBER OF EWES	24.7	
2 POUNDS OF LAMB & MUTTON PRODUCED	2382	
3 POUNDS OF WOOL PRODUCED	199	
4 VALUE OF PRODUCE		
5 WOOL		\$ 5.99
6 NET INCREASE IN VALUE OF ANIMALS		52.63
7 OTHER MISCELLANEOUS SHEEP INCOME		
8 TOTAL VALUE PRODUCED	\$1448	\$ 58.62
9 POUNDS OF FEED FED		
10 GRAIN		219.9
11 PROTEIN, SALT & MINERAL		36.2
12 LEGUME HAY		829.4
13 OTHER HAY & DRY ROUGHAGE		
14 SILAGE		42.8
15 FEED COST		
16 GRAIN		8.22
17 PROTEIN, SALT & MINERAL		7.98
18 LEGUME HAY		24.45
19 OTHER HAY & DRY ROUGHAGE		
20 SILAGE		.36
21 PASTURE		3.00
22 TOTAL FEED COSTS	\$ 1087	\$ 44.01
23 RETURN OVER FEED COSTS	\$ 361	\$ 14.61
24 OTHER DIRECT COSTS		
25 MISCELLANEOUS LIVESTOCK EXPENSE		1.82
26 VETERINARY EXPENSE		.45
27 CUSTOM WORK		.69
28 SPECIAL HIRED LABOR		
29 TOTAL OTHER DIRECT COSTS	\$ 73	\$ 2.96
30 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 288	\$ 11.65
31 ALLOCATED COSTS		
32 POWER & MACHINERY COSTS		10.39
33 LIVESTOCK EQUIPMENT COSTS		7.81
34 BUILDING & FENCES		11.82
35 TOTAL ALLOCATED COSTS	\$ 741	\$ 30.02
36 RETURN OVER ALL LISTED COSTS	\$(-453)	\$ (-18.37)
37 SUPPLEMENTARY MANAGEMENT INFORMATION		
38 RETURN FOR \$100 FEED FED	\$ 133.21	
39 PRICE PER CWT. LAMB & MUTTON SOLD	\$ 45.64	
40 PRICE PER CWT. LAMB SOLD OR TRANSFERRED	\$ 50.03	
41 AVERAGE WEIGHT OF LAMBS SOLD OR TRANSFERRED	105.7	
42 POUNDS OF WOOL PER SHEEP SHEARED	10.0	
43 NUMBER OF EWES KEPT FOR LAMBING	5	
44 PERCENT LAMB CROP	128.0	
45 PERCENT DEATH LOSS	15.4	
46 TOTAL LISTED COSTS PER EWE		\$ 76.99
47 UTILITIES & OTHER GENERAL FARM EXPENSE		
48 INTEREST ALLOCATION		
49 OTHER COSTS NOT LISTED		
50 TOTAL COSTS		

FOUR YEAR SUMMARY OF SELECTED EFFICIENCY FACTORS

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

DAIRY	1974	1975	1976	1977
AVERAGE NUMBER OF COWS	37.7	37.7	39.4	39.8
AVE. LBS. OF MILK PER COW LBS.	11581	11782	12402	12888
AVE. PRICE RECEIVED PER CWT. \$	7.64	7.83	9.04	9.06
FEED COST PER COW \$	584.85	598.56	632.45	578.32
FEED COST PER CWT. MILK \$	5.05	5.08	5.10	4.48
RETURN PER \$100 FEED FED	144.02	146.28	171.26	194.46
SWINE (COMPLETE HOGS)				
LBS. OF FEED PER CWT. GAIN, LBS.	441.0	430.6	416.1	403.9
FEED COST PER CWT. GAIN \$	27.05	25.36	24.16	22.48
RETURN PER \$100 FEED FED \$	123.76	203.71	154.31	188.42
PRICE PER CWT. OF FEED \$	6.10	5.87	5.82	5.55
PRICE RECEIVED PER CWT. PORK \$	35.40	49.19	43.60	41.14
BEEF BREEDERS				
AVERAGE NUMBER OF BEEF COWS	43.1	40.4	39.3	35.9
FEED COST PER COW \$	251.44	220.00	228.00	178.82
RETURN PER \$100 FEED FED \$	-6.87	60.65	66.67	102.77
FEEDER CATTLE				
AVERAGE NUMBER BEEF FEEDERS	56.7	60.3	52.4	76.0
FEED COST PER 100 LBS. GAIN \$	48.99	40.94	48.32	38.65
RETURN PER \$100 FEED FED \$	56.97	109.58	77.56	108.32
PRICE PER CWT. SOLD \$	38.85	39.44	36.51	38.02
PRICE PER CWT. BOUGHT \$	37.43	31.90	37.81	39.30
SHEEP FLOCK				
AVERAGE NUMBER OF HEAD	47.7	38.8	32.9	24.7
FEED COST PER EWE \$	48.95	58.41	56.71	44.01
RETURN PER \$100 FEED FED \$	149.72	63.15	96.68	133.21
PRICE PER CWT. SOLD \$	39.03	37.70	39.43	50.03
PER CENT LAMB CROP %	133.0	154.0	208.3	128.0
POULTRY				
AVERAGE NUMBER OF HEAD	2168.4	3237.7	5749.0	6215.2
FEED COST PER HEN \$	3.86	3.86	3.92	3.53
LBS. OF FEED PER HEN, LBS.	59.8	60.5	58.3	51.0
EGGS LAID PER HEN	162.0	168.0	157.6	153.1
PRICE PER DOZEN EGGS SOLD \$	.46	.42	.51	.48
RETURN PER \$100 FED \$	132.90	132.38	145.22	143.60
FEED COST PER DOZEN EGGS \$	.29	.27	.30	.28

WORK UNITS	1974	1975	1976	1977
CROPS W.U.	157.11	158.2	165.84	171.57
LIVESTOCK	250.32	242.0	247.92	257.69
OTHER WORK UNITS	23.80	29.0	22.66	22.11
TOTAL WORK UNITS	431.23	429.2	436.42	451.38
EXPENSE PER WORK UNIT				
TRACTOR & CROP MACHINERY EXPENSE \$	23.85	25.42	24.99	26.97
ELECTRICITY (FARM SHARE) \$	1.72	1.89	2.18	2.57
AUTO & TRUCKS (FARM SHARE) \$	6.42	6.62	6.53	7.16
LIVESTOCK EQUIPMENT \$	3.52	3.84	4.52	4.66
BUILDINGS, FENCES & TILE \$	7.93	9.12	10.80	11.25
TRACTOR, CROP MACH. EXP. PER CROP ACRE	31.31	32.94	32.97	35.79
YIELDS PER ACRE				
OATS, BU.	59.8	53.6	68.1	79.1
CORN FOR GRAIN, BU.	76.4	82.2	83.3	116.9
CORN SILAGE, TONS	12.9	12.8	11.9	16.9
SOYBEANS, BU.	23.6	27.3	26.4	41.1
ALFALFA HAY, TONS	3.5	3.5	2.8	3.9
RETURN OVER LISTED COSTS PER ACRE				
OATS \$	38.50	10.08	25.68	6.71
CORN FOR GRAIN \$	138.39	41.68	26.41	26.45
SOYBEANS \$	90.82	29.32	54.62	89.18
CORN SILAGE \$	126.88	98.38	72.99	79.86
ALFALFA HAY \$	103.78	89.90	49.13	44.71
SET ASIDE ACRES \$	--	--	--	--
TOT. FARM CAP. BEG. INVENT. \$	223,044	260,240	297,799	349,377
TOT. FARM CAP. ENDING INVENT \$	249,269	284,025	323,240	379,503
INCREASE IN INVENTORY \$	26,225	23,785	25,442	30,127
TOTL FARM RECPTS. \$ TBL 2A LINE 37	120,103	116,568	127,103	107,756
TOTL FARM EXP. \$ (NOT INCLUDING INTEREST ON FARM CAPITAL)				
TABLE 2B, LINE 45	97,204	90,135	115,141	122,993
INTEREST ON FARM CAPITAL 6%				
TABLE 2B, LINE 32	14,169	16,327	18,631	21,866
OPERATOR'S LABOR EARNINGS \$	22,899	10,112	11,962	17,943
NET WORTH END OF YEAR \$	130,760	134,380	137,871	148,331
NET WORTH BEGINNING OF YEAR \$	114,594	127,932	129,977	137,057
INCREASE IN NET WORTH \$	16,166	6,448	7,894	11,274
HOUSEHOLD-PERSONAL EXP. (TABLE 5)	15,716	11,655	11,841	12,740
RETURN TO CAP. & FAMILY LABOR (TABLE 5)	27,857	17,217	18,679	22,043
NUMBER OF RECORDS ANALYZED	674	738	750	813

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

TABLE 18 - 482 FARMS

NUMBERS OF FACTORS IN WHICH FARMERS EXCELLED (NINE)	NUMBER OF FARMS	
0	6	X \$ (-240)
1	32	XXX \$ 4038
2	53	XXXXXXX \$ 9528
3	83	XXXXXXXXX \$ 14388
4	104	XXXXXXXXXXX \$ 15572
5	92	XXXXXXXXXXXX \$ 16424
6	57	XXXXXXXXXXXXX \$ 19901
7	45	XXXXXXXXXXXXXX \$ 20248
8	8	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX \$ 52778
9	2	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX \$ 59662

COMMENTS AND OBSERVATIONS

Over 624 farm records were received at the time this report was compiled. More records are expected to raise the total to more than 800. Few of the early books were screened from the whole farm averages.

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

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

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

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

WHERE MR. AVERAGE FARMER SPENT HIS MONEY IN 1977

INFORMATION SUMMARIZED FROM TABLE 6B OF THE 1976 & 1977
VOCATIONAL AGRICULTURE FARM ANALYSIS:

PAID TO AND LINE NUMBER	<u>1977</u>	<u>1976</u>	<u>1977</u>	<u>1976</u>
	<u>\$ PER FARM</u>		<u>PER CENT</u>	
OTHER FARMERS LINES 2 THRU 13 AND LINE 21	\$11377.00	\$11166.00	10.8	11.2
AGRI-BUSINESS COMMUNITY LINES 14 THRU 19, 22 THRU 27 AND LINE 31	41490.00	39527.00	39.5	39.5
EXTRA LABOR - LIN 28	2358.00	2186.00	2.2	2.2
UTILITIES - LINES 32 & 33	1332.00	1125.00	1.3	1.1
SUPPORT OF LOCAL GOVERNMENT	1703.00	1533.00	1.6	1.5
USE OF OTHER PEOPLE'S CAPITAL - LINES 30 & 34	15040.00	12530.00	14.3	12.5
CAPITAL INVESTMENTS LINES 36 - 40	<u>31887.00</u>	<u>31946.00</u>	<u>30.3</u>	<u>32.0</u>
	\$105187.00	\$100013.00	100.0	100.0

INCREASE IN COST 4.9%

INCREASE IN INCOME 11.2%

WHAT DOES YOUR FAMILY WANT?

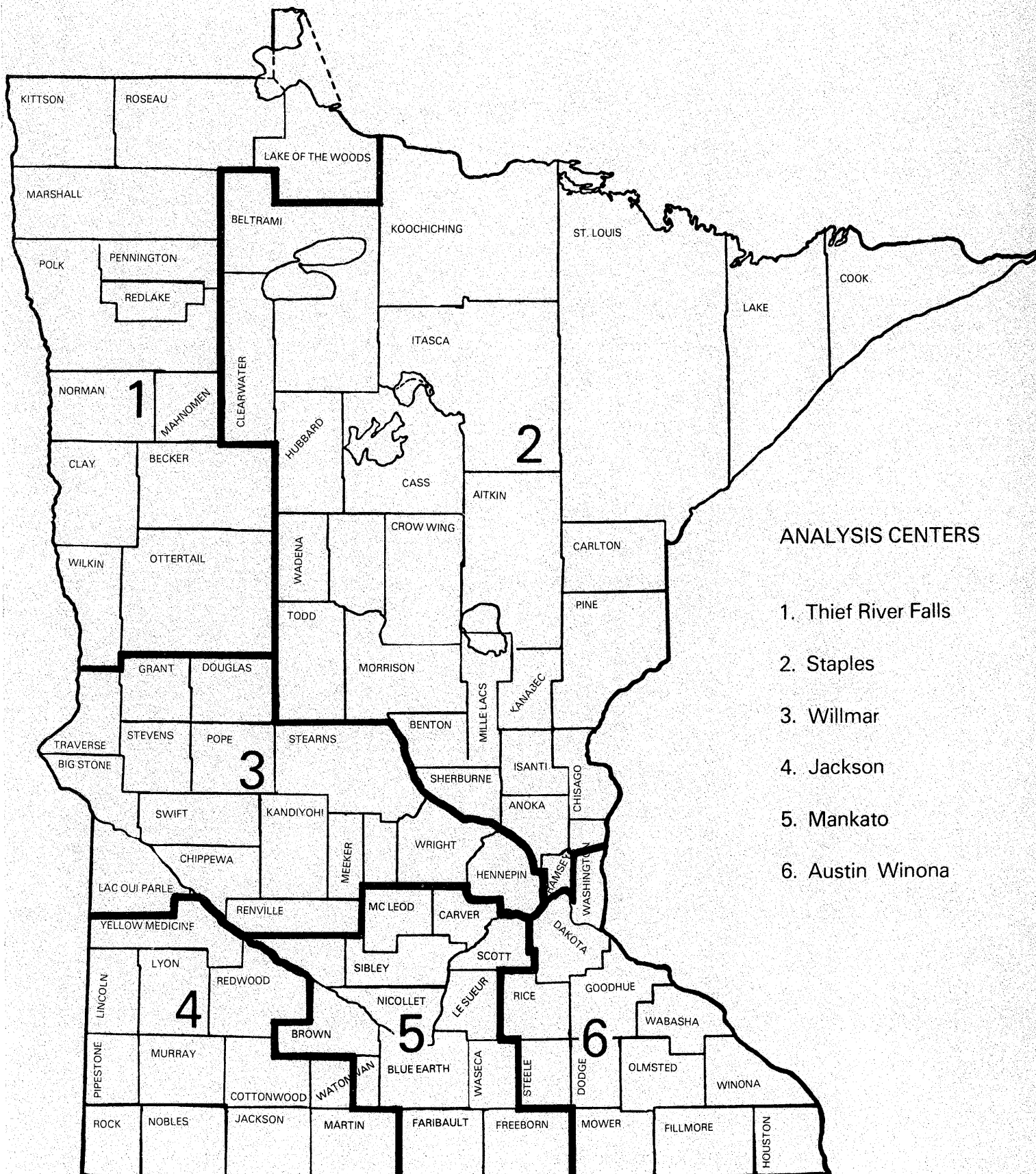
Name _____ Date _____

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:		

VO-AG FARM MANAGEMENT AREAS



ANALYSIS CENTERS

1. Thief River Falls
2. Staples
3. Willmar
4. Jackson
5. Mankato
6. Austin Winona