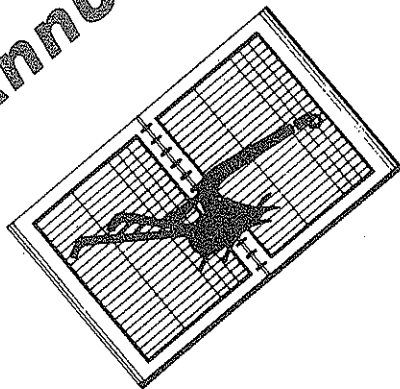
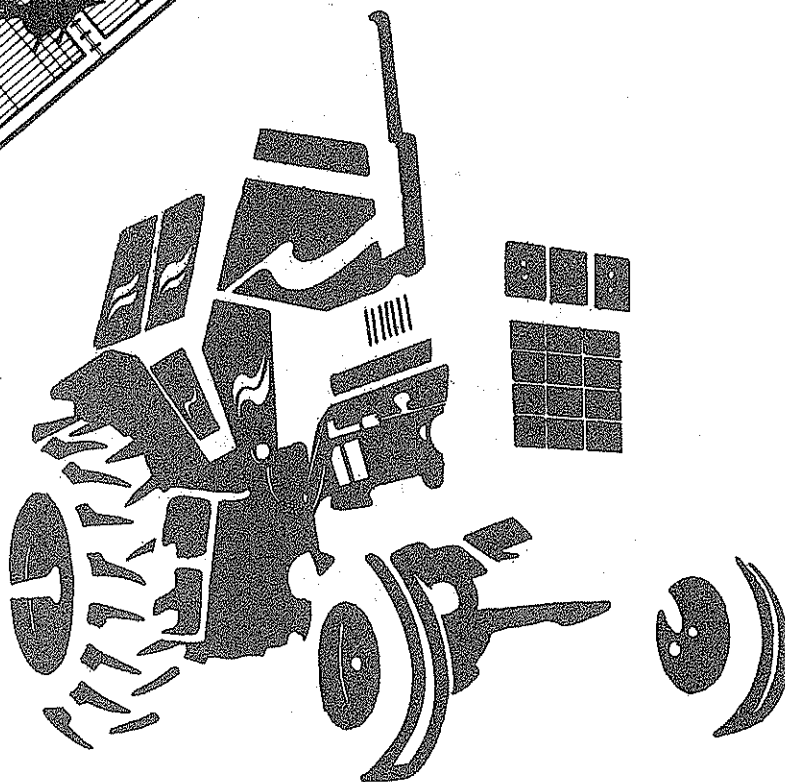


FARM BUSINESS MANAGEMENT

1978 Annual Report



NORTHWESTERN MINNESOTA
REPORT NO. 24
AREA VOCATIONAL-TECHNICAL
INSTITUTE
THIEF RIVER FALLS, MINN.



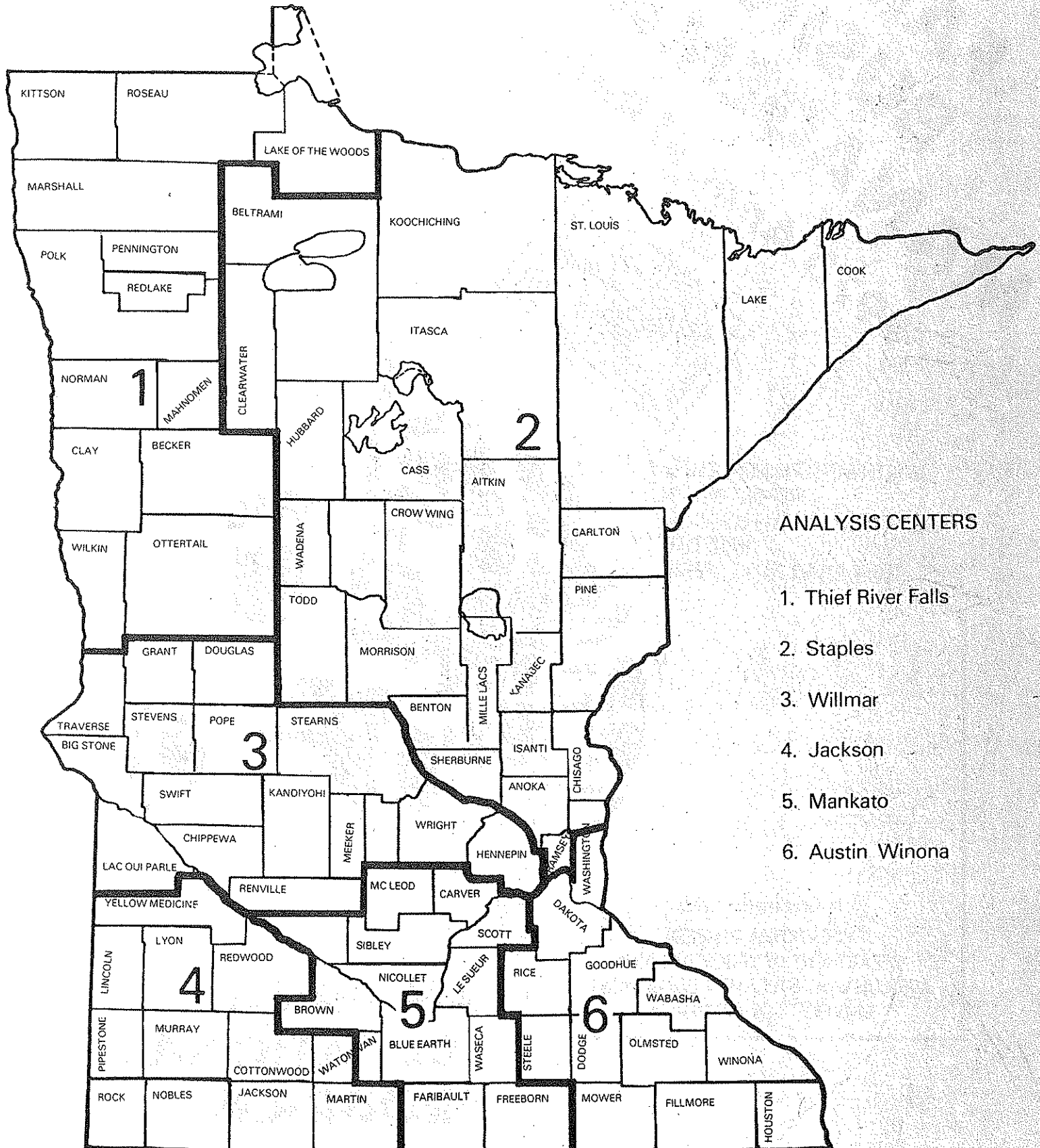
In Cooperation With
VOCATIONAL DIVISION
DEPARTMENT OF EDUCATION AND
AGRICULTURAL EDUCATION DEPARTMENT
UNIVERSITY OF MINNESOTA

AN ADULT EDUCATIONAL PROGRAM

PERSONAL COPY OF:

Verne Spengler

VO-AG FARM MANAGEMENT AREAS



ANALYSIS CENTERS

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

1978 REPORT OF THE FARM MANAGEMENT PROGRAM FOR VOCATIONAL
AGRICULTURE IN NORTHWESTERN MINNESOTA

HERE'S WHERE YOU'LL FIND THE INFORMATION

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THE JOURNAL OF THE AMERICAN MEDICAL ASSOCIATION

PUBLISHED WEEKLY

CHICAGO, ILL., U.S.A.

Subscription price
\$5.00 per annum in advance

Single copies
15 cents

Entered as second-class
March 1, 1902

Postpaid

Acceptance for mailing at
special rate of postage provided
for in Act of October 3, 1917
authorized on July 1, 1920

Postage paid at Chicago, Ill.
and at additional mailing offices

Second-class postage paid at
Chicago, Ill., and at additional
mailing offices. Postage paid
at other cities by special arrangement.

LET'S GET ACQUAINTED

The Vocational Agriculture Farm Management Program in Northwestern Minnesota is prepared by the Thief River Falls Area Vocational Technical School in cooperation with the Minnesota Department of Education and the Agricultural Education Department of the University of Minnesota. Since the initiation of the program in Thief River Falls in 1955, twenty-four reports have been prepared.

This report is published annually to provide farmers, agriculture instructors and others with farm record analysis information which will be helpful to them in studying farming operations. The report is set up to show each cooperating farmer's individual figures for his farm and comparisons with the average, the top twenty percent and the bottom twenty percent of the farms in the analysis. The report presents each farmer with figures showing his earnings, increase or decrease in net worth, financial standing and a number of efficiency factors on his various enterprises.

The analysis of the records and the preparation of the reports for Northwestern Minnesota were done under the direction of Ed Sisler of the Area Vocational School at Thief River Falls. A special thank-you is awarded the clerical staff for their patience, perserverence and dedication to the project. The staff this year was; Phyllis Moum, Marie Sorensen, Roberta Kosel, Shirley Koop, Wilma Bornholdt, Pat Kotschevar, Fay Gullickson, Verda Carlson, Betty Johannson, Crystal Carlson, Geraldine Askelson, Beverly Hest, Tania Haslerud, Sandy Nichols, Paula Bakken and Marguerite Andrews. Mrs. Clifton Mattson, our secretary, oversees the general operation of this office including correspondence, billing, and organization. We especially recognize Shirley Koop for her tenth year on our office staff.

To efficiently and effectively work with 1000 records, the Thief River Falls Analysis Center utilizes satellite analysis centers. This year the following satellites operated: Barnesville, Agassiz Coop Center, Detroit Lakes, Fertile, Fosston, Hawley, and Pelican Rapids.

The Farm Management Program is supervised locally by Dr. William Corliss, Superintendent of Thief River Falls Public Schools and Mr. Arnt Aune, Director of the Area Vocational Technical School, Thief River Falls, Minnesota. Dr. Edgar Persons of the University Department of Agricultural Education served as our consultant.

This Analysis center uses the automatic data processing facilities of Specialized Data Systems, Inc. of Madison, Wisconsin.

457 records were included in the averages and 927 records were processed.

This report deals with farmers enrolled in 32 schools in Northwestern Minnesota. A list of cooperating schools and instructors follows:

SCHOOL

INSTRUCTOR

Ada	Keith Aakre, Lowell Gunderson
Agassiz Valley Ctr. Sch., Climax	David Nichols, Jerry Osmundson
Barnesville	David Bakken
Battle Lake	Alton Carlson
Baudette	Gerald Ausmus
Univ. of Minn. Crookston	Erman Ueland
Detroit Lakes	Rick Anderson, Duane Lemmon,
	Clayton Olsen
East Grand Forks	Ken Melin
Fergus Falls	Lambert Schilling, Curt Stillwell
Fertile	Conrad Carlson
Fosston	Dean McNelly
Goodridge	Wallace Shodean
Greenbush, Badger, Warroad	Mike Hagen
Hawley	John Hest
Henning	Charles Erickson
Lancaster	Reynold Ward, Mervin Milsten
Mahnomen	Peter Revier
Moorhead	Rick Morgan
New York Mills	Deland Porath
Pelican Rapids	Budd Andrews
Perham	Andy Marthaler
Plummer, Oklee, Red Lake Falls	Harry Oen
Roseau	Bud Leverington, Duane Jaenicke
Thief River Falls	Don Johnsen, Verne Spengler,
	Alan Dalen
Twin Valley, Ulen, Hitterdal	Michael Lockhart
Warren	Ross Petersen

WHY KEEP RECORDS?

Systematic use of records seems to raise the managerial level of the farmers. Once a farmer starts using records to check up on his performance, it is likely that he will continue for some years to improve his position above that of his less systematic neighbor.*

* Britannica Research Service

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

There are two basic plans available to farmers:

A. Annual Analysis Program (Adequate for the majority of farmers)

For a cost of about \$55.00, 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, plan his operation and plan 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.

B. Monthly Analysis Program

This program has been developed for those farmers who want more frequent evaluations, and is called a monthly "mail-in". The cooperators in this program receive a monthly return and the detailed annual enterprise analysis which the annual analysis program cooperators receive. They work as closely with their Farm Management instructor as do those in the annual analysis program.

The program has grown rapidly. Farmers, credit sources and Agribusinessmen enthusiastically endorse it. This year over 6000 Minnesota farmers are enrolled. This program is now operating in North Dakota, Alaska, Oregon, Connecticut, Nebraska, Washington, Wisconsin, South Dakota, Iowa, Minnesota, Idaho and Pennsylvania.

FAMILY AND FARM GOALS

DO YOU HAVE A PLAN?

Do you have plans for this year? For the future? Is your family involved in these plans? Have you set priorities for your goals?

Did you know that we do become what we think about? That people do move toward whatever they visualize themselves being and doing?

The establishment of Family and Farm Goals is an integral part of the Minnesota Vo-Ag Farm Management Program.

Life is too short, farm and family success too fragile, to cruise around aimlessly with no sense of direction. To get somewhere, you've got to know where you are going and you must know how to get there. The Farm Management Program, along with the analysis, serves to keep the farm family on track, and offers a periodic evaluation of progress made toward these goals.

Family discussions of goals makes these goals more meaningful and putting them on paper makes the plan more a commitment.

Use your Farm Management instructor as a counselor to help you and your family develop goals.

We urge you to use the forms on page 5 and 6 as tools for goal setting.

PRIORITY	OUR OBJECTIVES: NOW AND LATER		
	THIS YEAR	PRIORITY	IN THE FUTURE
For Improving Our Livestock Program			
For Improving Our Use of Machinery and Equipment			
For Improving Use of Our Buildings, and the Farmstead			
For Improving, and Using, Our Farm Record System			

OUR OBJECTIVES: NOW AND LATER

<u>PRIORITY</u>	<u>THIS YEAR</u>	<u>PRIORITY</u>	<u>IN THE FUTURE</u>
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For Providing a Satisfying Living

--	--	--	--

For Self-Development of Each Person in the Family

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For Improving Our Financial Security: Family and Business

--	--	--	--

For Improving Our Soil, Cropping System and Land Use

--	--	--	--

WHAT IS THE CAPITAL INVESTMENT PICTURE IN OUR FARM BUSINESS?

Table 1, Summary of Farm Inventories, 1978

ITEMS	Average of 457 Farms	
	Jan. 1	Dec. 31
1. Size of Farm - Total Acres	699.9	
2. - Tillable Acres	607.2	
3. Work Units - Crops	242.49	
4. - Livestock	121.58	
5. - Other	4.38	
6. Total Size of Business in Work Units	368.45	
7. Number of Workers	1.55	
8. Farm Capital Investment Per Worker	\$ 158368	
9. <u>Productive Livestock</u>		
10. Dairy Cows	4435	5039
11. Other Dairy Cattle	2267	3729
12. Beef Breeding Cattle	5094	6797
13. Beef Feeder Cattle	2689	5061
14. Hogs	1280	1806
15. Sheep (Including Feeders) & Goats	220	380
16. Poultry-All Types	14	14
17. Other Livestock	12	39
18. Total Productive Livestock	\$ 16011	22864
19. <u>Crop, Seed & Feed</u>	30120	37963
20. <u>Power, Machinery & Equipment</u>		
21. Auto & Truck (Farm Share)	5574	6390
22. Power & Machinery	30705	36208
23. Irrigation Equipment	891	805
24. Custom Work Equipment	80	43
25. Livestock Equipment	2756	2851
26. Total Power, Machinery & Equip.	\$ 40006	46297
27. <u>Land</u>	123161	127084
28. <u>Buildings - Fences, Etc.</u>	18568	22954
29. Total Farm Capital	\$227867	257162
30. Increase or Decrease in Total Farm Cap.		29295

Table 1 Lists the categories of farm capital for the average of farms and for the 91 most profitable and the 91 least profitable farms. These averages include the landlord's share of the investment for rented 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.

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.

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Table 1, Summary of Farm Inventories, 1978

Items	91 High Farms		91 Low Farms	
	Jan 1.	Dec 31	Jan 1.	Dec. 31
1 Size of Farm - Total Acres	1194.1		550.4	
2 - Tillable Acres	1099.0		436.9	
3 Work Units - Crops	479.51		162.05	
4 - Livestock	128.66		56.04	
5 - Other	5.19		5.20	
6 Total Size of Business in Work Units	613.37		223.29	
7 Number of Workers	2.02		1.50	
8 Farm Capital Investment Per Worker	217834		132349	
9 Productive Livestock				
10 Dairy Cows	3708	4382	1207	1187
11 Other Dairy Cattle	2110	3587	723	1064
12 Beef Breeding Cattle	6919	8825	5182	7707
13 Beef Feeder Cattle	8468	18503	1771	3635
14 Hogs	1835	2577	707	1288
15 Sheep (including feeders) & Goats	65	200	341	663
16 Poultry - All Types			54	57
17 Other Livestock				
18 Total Productive Livestock	23105	38073	10384	15601
19 Crop, Seed & Feed	6007	88855	19258	16380
20 Power, Machinery & Equipment				
21 Auto & Truck (Farm Share)	9248	11061	4134	4688
22 Power & Machinery	53556	63537	25256	27774
23 Irrigation Equipment	1188	1107	1055	939
24 Custom Work Equipment	6	5	5	4
25 Livestock Equipment	3268	3371	1104	1311
26 Total Power, Mach., & Equip.	67266	79080	31553	34716
27 Land	180920	189860	123805	127207
28 Buildings, Fences, Etc.	26861	34073	13375	18278
29 Total Farm Capital	358161	429941	198375	212182
30 Increase or Decrease in Total Farm Cap.		71780		13807

This summary excludes partnerships and corporations. A later study will be based upon these operations.

Table 2A, Whole Farm Summary of Cash Receipts, 1978

Items	Average of 457 Farms	High 91 Farms	Low 91 Farms
1 <u>Sale of Livestock & Livestock Products</u>			
2 Dairy Cows	1386	1158	459
3 Dairy Products	11801	9898	2935
4 Other Dairy Cattle	1289	1579	559
5 Beef Breeding Cattle	3120	4366	3205
6 Beef Feeder Cattle	4355	12858	3343
7 Hogs Complete & Mixed	1477	2680	619
8 Hogs Finishing	459	1072	52
9 Hogs Producing Weaning Pigs	1643	1780	1228
10 Sheep, Goats & Wool, Farm Flock	274	66	226
11 Sheep & Wool, Feeder Lambs			
12 Chickens (Including Hens & Broilers)	1		3
13 Turkeys	434	2123	54
14 Eggs	18		
15 Other Productive Livestock & Products	11		
16 Other Misc. Livestock Income	10		3
17 Total Sales of Prod. Livestock	26275	37580	12687
18 <u>Sale of Crops</u>			
19 Wheat	18619	38447	10824
20 Other Small Grains	13466	26990	7785
21 Corn	2827	4899	3065
22 Soybeans	514	927	443
23 Other Row Crops	14697	35155	7616
24 Legumes & Other Forage	633	774	515
25 Grass Seed	398	848	317
26 Fruits & Nuts	11		
27 Vegetable Roadside Market & Specialty	185	893	
28 Nursery, Timber & Other	14	47	17
29 Government Payments	585	1306	316
30 Total Sales From Crops	51948	110286	30898
31 Capital Assets Sold	1372	2829	699
32 Gas Tax Refund	171	232	108
33 Income from work off the Farm	743	995	880
34 Custom Work Enterprise Income			
35 Patronage Refunds	454	823	234
36 Miscellaneous Farm Income	6389	13336	4167
37 Total Farm Sales	87352	166080	49672
38 Increase in Farm Capital	29295	71780	13087
39 Family Living From the Farm	454	430	256
40 Total Farm Receipts (37)+(38)+(39)	117101	238291	63735

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 increase in farm capital and value of farm produce used in the home are listed.

Table 2B, Whole Farm Summary of Cash Expenses

Items	Average of 457 Farms	High 91 Farms	Low 91 Farms
1 Purchase of Livestock			
2 Dairy Cows	262	171	113
3 Other Dairy Cattle	239	200	335
4 Beef Breeding Cattle	461	435	996
5 Beef Feeder Cattle	3085	11412	3098
6 Hogs Complete & Mixed	70	93	66
7 Hogs Finishing	201	541	21
8 Hogs Producing Weaning Pigs	135	103	264
9 Sheep & Goats	56	7	91
10 Sheep, Feeder Lambs			
11 Chickens (Including Hens & Broilers)	2		3
12 Turkeys	43	205	12
13 Other Productive Livestock	1		
14 Miscellaneous Livestock Expense	1028	1145	537
15 Feed Bought	3930	5897	1971
16 Fertilizer	8020	16862	5096
17 Chemicals	2115	4741	1297
18 Other Crop Expense	8820	18588	5319
19 Irrigation Operation Costs	18	54	31
20 Custom Work Ent. Op. Cost, Incl. Labor			
21 Custom Work Hired	2013	3814	1186
22 Rep. & Upkeep of Livestock Equip.	281	450	133
23 Rep. & Upkeep of Farm Real Estate	889	1337	808
24 Gas, Oil & Grease Bought (Farm Share)	4314	7054	3187
25 Rep. & Oper. of Mach., Tractor, Truck & Auto	5179	8586	4249
26 Rep. & Upkeep of Irrigation Equip.	19	2	95
27 Repairs - Custom Work Enterprise			
28 Wages of Hired Labor	3178	6418	3114
29 Real Estate Taxes	1732	2920	1067
30 General Farm Expense	1563	2459	1209
31 Telephone Expense (Farm Share)	241	315	218
32 Electricity Expense (Farm Share)	585	718	433
33 TOTAL CASH OPERATING EXPENSE	48481	94527	34947
34 Power, Crop & Gen. Mach. Bought (F.S.)	15820	28692	10161
35 Irrigation Equipment Bought	2		10
36 Custom Work Equipment Bought			
37 Livestock Equipment Bought	623	709	453
38 New Real Estate & Improvement	10866	19615	10785
39 TOTAL FARM PURCHASES (33) THRU (38)	75792	143543	56355
40 Decrease in Farm Capital			
41 Interest on Farm Capital	16976	27584	14370
42 Unpaid Family Labor	118	12	138
43 Labor Charge for Partners & Other Operators	598	1228	238
44 Board Furnished Hired Labor	47	67	94
45 TOTAL FARM EXPENSE (39) THRU (44)	93530	172434	71195
46 Return to Oper. Labor & Mgmt. - Single Oper. (2A/40)- (45)	23570	65857	(-7460)
47 Number of Operators	1	1	1
48 Full Time Operator Equivalents	1.08	1.18	1.02
49 Return to Oper. Labor & Mgt. -(Full Time Oper. Equivalent)	22766	59932	(-5291)

Labor earnings represent the return for labor after all expenses (Table 2B, Line 45) are deducted from total farm receipts, (Table 2A, line 40). The interest on Farm Capital is 7% of the average total Farm Capital. (Table 1, line 29).

WHAT IS THE VALUE PRODUCED BY EACH ENTERPRISE?

Table 3, Summary of Farm Earnings (ENTERPRISE STATEMENT), 1978

Items	Average of 457 Farms	High 91 Farms	Low 91 Farms
1 RETURNS & NET INCREASES			
2 Productive Livestock			
3 Dairy Cows	12340	10656	3025
4 Other Dairy Cattle	4152	4161	911
5 Beef Breeding Cattle	4845	7118	4350
6 Feeder Cattle	3276	10347	2221
7 Hogs, Complete & Mixed	1571	3045	615
8 Hog Finishing Enterprise	275	580	18
9 Producing Weaning Pigs	1883	1951	1519
10 Sheep & Goats	378	196	457
11 Sheep, Feeder Lambs			
12 Chickens (Including Hens & Broilers)	17		6
13 Turkeys	391	1918	45
14 Other Productive Livestock	37		
15 Total All Productive Livestock	29164	39973	13169
16 Value of Feed Fed To Livestock	11534	15180	6304
17 Return Over Feed From Livestock	17630	24793	6865
18 Crop, Seed & Feed	48284	108008	20604
19 Cooperative Patronage Refunds	454	823	234
20 Miscellaneous Farm Income	6369	13335	4166
22 Total Returns & Net Increases	72737	146959	31869
23 EXPENSES & NET DECREASES			
24 Truck & Auto (Farm Share)	3815	5635	3053
25 Tractors & Crop Machinery	15486	27599	11111
26 Irrigation Equipment	108	83	220
27 Electricity	585	718	433
28 Livestock Equipment	783	1045	347
29 Buildings, Fences & Tiling	2804	3812	3022
30 Bare Land	(-76)	(-445)	121
31 Miscellaneous Livestock Expenses	1028	1145	537
32 Labor	3525	7003	3383
33 Labor Charge for Other Operator(s)	598	1228	238
34 Property Tax	1732	2920	1067
35 General Farm Expense & Telephone	1804	2775	1427
36 Interest on Farm Capital	16976	27584	14370
37 Total Expenses & Net Decreases	49167	81102	39328
38 Return to Operators Labor & Management	23570	65857	(-7460)
39 Number of Farm Operators	1	1	1

Table 3 combines Tables 1, 2A & 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 Page 7. The negative figures for line 30 (Bare Land) indicate that land has been sold for higher than inventory values.

Table 4, Household and Personal Expenses, 1978

Items	Average of 262 Farms	Per Adult Equivalent
1 Number of Persons - Family	4	
2 Number of Adult Equivalent - Family	3.2	
3 Church & Welfare	562	175.63
4 Medical Care & Health Insurance	1388	433.75
5 Food & Meals Bought	2754	860.63
6 Operating Expense & Supplies	1073	335.31
7 Furnishings & Equipment	1071	334.69
8 Clothing & Clothing Materials	900	281.25
9 Personal Care, Personal Spending	1104	345.00
10 Education	601	187.81
11 Recreation	171	53.44
12 Gifts & Special Events	388	121.25
13 Personal Share Truck & Auto Expense	439	137.19
14 Operator Share Upkeep on Dwelling	3	.94
14A Cash Rent (Personal)		
15 Personal Share Telephone & Electricity Exp.	340	106.25
15A Personal Share - Gen. Farm Exp.	7	2.19
16 Total Cash Living Expense	10800	3375.00
17 Personal Share New Truck & Auto	607	189.69
18 New Dwelling Bought	1853	579.06
19 Taxes & Other Deductions	1455	454.69
20 Life Insurance & Other Savings & Investments	2200	687.50
21 Total HH. & Pers. (16) Thru (20)	16915	5285.94
22 Total Fam. Living From the Farm (33)	451	140.94
23 Total Cash & Non-Cash Exp. (21)+(22)	17366	5426.88
24 <u>FAMILY LIVING FROM THE FARM</u>	<u>QUANTITY</u>	<u>OPER. SHARE</u>
25		
26 Milk & Cream (Quarts)	486	120
27 Beef & Buffalo (Pounds)	667	277
28 Pork (Pounds)	61	26
29 Lamb, Mutton, Goat (Pounds)		
30 Poultry, All Fowl, (Pounds)	2	1
31 Eggs (Dozen)		
32 Vegetables, Fruits, Spuds, Other Produce & Fuel		25
33 TOTAL FAMILY LIVING FROM THE FARM		451

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in Table 4. These farmers spent an average of \$1410 per month for family living in addition to the food, fuel and housing furnished by the farm.

Table 5 - Net Worth Statement - Operator, 1978

Items	Average of 451 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	15618	22416
2 Crop, Seed & Feed	28664	36403
3 Total Power, Machinery & Equipment	39229	45368
4 Land	73574	77643
5 Buildings, Fences, Etc.	18076	22398
6 Total Farm Capital	175161	204228
7 Non-Farm Assets	16630	19062
7A Cash on Hand & In Bank	5219	5463
8 Dwelling	12062	13575
9 Total Assets	209072	242329
10 Real Estate Mortgages	47929	53779
11 Chattel Mortgages	36726	42562
12 Notes	8204	10782
13 Accounts Payable	1265	1794
14 Total Liabilities	94124	108917
15 Farmers Net Worth	114947	133412
16 Gain (or Loss) in Net Worth		18464
17 SUPPLEMENTARY MANAGEMENT INFORMATION		
18 Return to Oper. Labor & Mgmt. (6B/47)	21341	
19 Return to Capital & Family Labor (6B/48)	27354	
20 Non-Farm Income		
21 Outside Investment Income	280	
22 Other Personal Income & Income Tax Refund	4542	
22A Sale of (P.S.) Dwelling, Auto & Truck	132	
23 Total Non-Farm Income	4955	
24 Total Family Farm & Non-Farm Income	32309	
25 Total Money Borrowed	59786	
26 Total Paid on Debt (Principal)	44969	
27 Total Household & Pers. Cash/Non-Cash Exp.	13945	
28 Ratio: Total Farm-Expenses to Receipts (O.S.)	.812	
	Jan. 1	Dec. 31
29 Ratio: Total - Assets to Liabilities	2.221	2.225
30 Ratio: Non-Real Estate - Assets to Liabilities	2.281	2.334
31 Ratio: Real Estate - Assets to Liabilities	2.164	2.113
32 Ratio: Net Worth to Total Liabilities	1.221	1.225
33* Ratio: Cash Oper. Exp. to Adj. Total Farm Sales (O.S.)		.715
34 Ratio: Total Farm Recpts. to Ave. Farm Cap. (W.F.)		.486
35 Ratio: Total Farm Recpts. to Ave. Farm Cap. (O.S.)		.600
*Adjusted Farm Sales Does Not Include Sale of Capital Assets		

A net worth statement includes a listing of all the assets and liabilities as of a given date. The difference between the farmers total assets and his total liabilities is his net worth. Both the farm and personal assets and liabilities are included.

The difference between the operators net worth at the beginning and at the end of the year equals the gain in net worth. It represents the financial progress that has been made during the year.

Table 5A - Net Worth Statement - Operator, 1978

15

Items	High 89 Farms		Low 89 Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Productive Livestock	25551	40424	9489	14900
2 Crop, Seed & Feed	59816	87474	18954	16070
3 Total Power, Mach. & Equip.	66645	79206	31041	33392
4 Land	130125	139802	70679	73746
5 Buildings, Fences, Etc.	28727	35932	12787	17924
6 Total Farm Capital	310863	382839	142950	156031
7 Non-Farm Assets				
7A Cash on Hand & In Bank	29704	32510	11808	15626
8 Dwelling	8768	9336	5007	3951
9 Total Assets	15447	16660	10447	13512
10 Real Estate Mortgages	364781	441344	170211	189120
11 Chattel Mortgages	84561	92509	43069	48780
12 Notes	77146	87420	27363	38958
13 Accounts Payable	12421	17032	6636	11017
14 Total Liabilities	1244	2386	399	1037
15 Farmers Net Worth	175372	199348	77467	99793
16 Gain (or Loss) in Net Worth	189409	241996	92745	89327
		52587		(-3418)
17 SUPPLEMENTARY MANAGEMENT INFORMATION				
18 Ret. to Oper. Labor & Mgmt. (6B/47)	58195			
19 Ret. to Cap. & Family Labor (6B/48)	68341			
20 Non-Farm Income			(-6534)	
21 Outside Investment income			(-1846)	
22 Other Pers. Income & Income Tax Refund	153			
22A Sale of (P.S.) Dwelling, Auto & Truck	4702		352	
23 Total Non-Farm Income	311		7668	
24 Total Family Farm & Non-Farm Income	5166		1	
	73506		8021	
25 Total Money Borrowed			6175	
26 Total Paid on Debt (Principal)	124961			
27 Total H.H. & Pers. Cash/Non-Cash Exp. (4/23)	100251		55253	
28 Ratio: Total Farm-Exp. to Rec. (O.S.)	19601		33205	
	.756		13670	
			1.103	
29 Ratio: Total-Assets to Liabilities	Jan. 1	Dec. 31	Jan. 1	Dec. 31
30 Ratio: Non-Real Estate-Assets to Liab.	2.080	2.214	2.197	1.895
31 Ratio: Real Estate-Assets to Liab.	2.098	2.330	2.218	1.645
32 Ratio: Net Worth to Total Liab.	2.061	2.080	2.181	2.156
33* Ratio: Cash Oper. Exp. to Adj. Tot. Fm. Sales (O.S.)	1.080	1.214	1.197	.895
34 Ratio: Tot. Fm. Rec. To Ave. Farm Cap. (W.F.)		.732		.901
35 Ratio: Tot. Fm. Rec. to Ave. Farm Cap. (O.S.)		.550		.353
*Adjusted Farm Sales Does not Include Sale of Capital Assets		.688		.425

Table 6A - Operators Share of Cash Receipts, 1978

Items		Average of 457 Farms	High 91 Farms	Low 91 Farms
1	<u>SALE OF LIVESTOCK & LIVESTOCK PRODUCTS</u>	1306	1015	550
2	Dairy Cows	11472	9996	2963
3	Dairy Products	1240	1682	670
4	Other Dairy Cattle	2983	5341	2709
5	Beef Breeding Cattle	4274	12637	2980
6	Beef Feeder Cattle	1469	3162	399
7	Hogs Complete & Mixed	309	1072	52
8	Hogs Finishing	1601	2156	1325
9	Hogs Producing Weaning Pigs	273	13	225
10	Sheep, Goats & Wool, Farm Flock	1		3
11	Sheep & Wool, Feeder Lambs	434	2123	54
12	Chickens (Including Hens & Broilers)	18		
13	Turkeys	2		
14	Eggs	10		3
15	Other Productive Livestock & Products	25390	39197	11932
16	Other Miscellaneous Livestock Income			
17	Total Sales of Productive Livestock			
18	<u>SALE OF CROPS</u>	17711	36187	10989
19	Wheat	12759	28363	6980
20	Other Small Grain	2769	5108	2794
21	Corn	493	877	189
22	Soybeans	14092	33925	6788
23	Other Row Crops	562	792	494
24	Legumes & Other Roughage	367	692	315
25	Grass Seed	11		
26	Fruits & Nuts	185	893	17
27	Vegetables, Roadside Market & Specialty	14	47	178
28	Nursery, Timber & Other	576	1329	28743
29	Set Aside Acres - Government Payments	49538	108213	
30	Total Sales From Crops			
31	Capital Assets Sold	1095	2846	768
32	Gas Tax Refund	170	224	124
33	Income from Work Off the Farm	741	1159	934
34	Custom Work Enterprise Income	452	808	263
35	Patronage Refunds	6294	13230	4570
36	Miscellaneous Farm Income	83681	165678	47335
37	Total Farm Sales	29578	74390	12958
38	Increase in Farm Capital	454	454	285
39	Family Living From the Farm	113712	240522	60578
40	Total Farm Receipts (37)+(38)+(39)			
41	Adjusted Total Farm Sales (37)-(31)	82585	162832	46566
42	Total Cash Farm Operating Expense	59286	120228	41796
43	Net Cash Operating Income	23299	42604	4770

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

Table 6B - Operators Share of Cash Expenses, 1978

Items	Average of 457 Farms	91 High Farms
1 PURCHASE OF LIVESTOCK		
2 Dairy Cows	258	55
3 Other Dairy Cattle	238	63
4 Beef Breeding Cattle	451	523
5 Beef Feeder Cattle	3076	11506
6 Hogs Complete	66	100
7 Hogs Finishing	153	541
8 Hogs Producing Weaning Pigs	135	101
9 Sheep, Farm Flock	56	2
10 Sheep, Feeder Lambs		
11 Chickens	2	
12 Turkeys	43	205
13 Other Productive Livestock	1	
14 Miscellaneous Livestock Expense	1015	1207
15 Feed Bought	3832	6864
16 Fertilizer	7889	16321
17 Chemicals	2088	4698
18 Other Crop Expense	8749	18427
19 Irrigation Operation Cost	18	48
20 Custom Work Operator Costs, Incl. Labor		
21 Custom Work Hired	1993	3484
22 Repair & Upkeep of Livestock Equipment	278	472
23 Repair & Upkeep of Farm Real Estate	885	1224
24 Gas, Oil, Grease Bought (Farm Share)	4260	7287
25 Repair & Oper.-Mach, Tractor, Truck, Auto (F.S.)	5129	8957
26 Repair & Upkeep of Irrigation Equipment	19	
27 Repairs, Custom Work Enterprise		
28 Wages of Hired Labor	3174	6525
29 Personal Property & Real Estate Taxes	1446	2863
30 Cash Rent	4186	11016
31 General Farm Expenses	1557	2639
32 Telephone Expense (Farm Share)	240	310
33 Electricity Expense (Farm Share)	582	740
34 Interest Expense	7465	14049
35 Total Cash Operating Expense	59286	120228
36 Power, Crop & Gen. Mach. Bought (Farm Share)	15518	29897
37 Irrigation Equipment Bought	2	
38 Custom Work Enterprise Equipment Bought		
39 Livestock Equipment Bought	623	745
40 New Real Estate & Improvements	10813	20910
41 Total Farm Purchases (35) Thru (40)	86242	171779
42 Decrease in Farm Capital		77
43 Interest on Farm Capital (Equity)	5915	10380
44 Unpaid Family Labor	118	6
45 Board Furnished Hired Labor	47	70
46 Total Farm Expense (41) Thru (45)	92322	182312
47 Return to Op. Labor & Mgmt. (O.S.) (6A/40)-(46)	21391	58210
48* Return to Cap. & Fam. Labor (47)+(44)+(43)	27424	68596

*Return to Capital & Family Labor (47)+(44)+(43) represents the amount a debt service, living expense, and savings and uses actual interest paid on interest on average farm capital.

Table 8 - Measures of Farm Organization, 1978

Items	Average of 457 Farms	High 91 Farms	Low 91 Farms
1 Return of Operators Labor & Management	23570	65857	(-7460)
2 Crop Yield Index	100.0	101.9	113.9
4 Gross Return Per Tillable Acre (Excl. Pasture)	115.58	130.77	104.21
5 Return Per \$100 Feed Fed Prod. Lvstk. Index	100.0	105.7	88.2
6* Livestock Units Per 100 Acres	6.86	5.79	5.70
7 Size of Business-Work Units	368.45	613.37	223.29
8 Work Units Per Worker	237.71	303.65	148.86
9 Power, Mach., Equip., Bldgs Exp. Per Worker Unit	64.00	63.41	81.45
10 Farm Capital Investment per Worker	156461	195075	136853
11 Index of Return Per \$100 Feed Fed			
15 Whole Herd, Commercial	100.0	106.2	78.9
17 Beef Feeders Feedlot	100.0	113.1	100.3
18 Chickens, Laying Flock, Farm	99.9		64.5
19 Dairy Cows, Commercial, General	100.0	102.8	91.2
21 Other Dairy, Commercial, Replacements	100.0	102.6	72.7
23 Hogs, Farrow, Finish, General	100.0	111.1	85.2
24 Hogs, Finishing	100.0	112.6	
25 Hogs, Weaning Pig Production	100.0	106.3	104.6
28 Sheep, Farm, Commercial	100.0	315.4	73.6
30 Number of Animal Units	43.33	64.44	28.15
31 Work Units			
32 Crops	242.49	479.51	162.05
33 Productive Livestock	121.58	128.66	56.04
34 Other Productive Work Units	4.38	5.19	5.20
35 Expenses Per Work Units			
36 Tractor & Crop Machinery Expense	42.32	45.13	50.75
37 Farm Share of Auto & Truck Expense	10.35	9.19	13.67
38 Farm Share of Electric Expense	1.59	1.17	1.94
39 Livestock Equipment Expense	2.13	1.70	1.55
40 Building, Fence & Tiling Expense	7.61	6.21	13.53
41**Trac. & Crop. Mach. Exp. Per Crop Acre	25.47	25.07	25.39
42 Farm Power & Mach. Cost Alloc. To Lvstk.	1693.92	1838.17	1176.85
43 Bldg., Fence & Tiling Cost Alloc. to Crops BCAF(1)	1881.17	2881.45	2181.43
44* Acres Include all Tillable Land, Non-Tillable Hay & Pasture			
45**Acres Include All Tillable Land Plus Acres in Non-Tillable Hay			

THERMOMETER CHART

Return to Labor & Mgmt.	Crop Yields	Gross Ret. Per Till A.	Ret. From Prod. Lvstk.	Prod. Lvstk. Units/ 100 A.	Work Units	Work Units Per Worker	Pw. Mach. Equip. & Bldg. Exp. Per Work Unit
\$ 80000	190	145	160	13	470	300	35
\$ 70000	175	140	150	12	450	290	40
\$ 60000	160	135	140	11	430	280	45
\$ 50000	145	130	130	10	410	270	50
\$ 40000	130	125	120	9	390	260	55
\$ 30000	115	120	110	8	370	250	60
\$ 23570	100	115	100	7	350	240	64
\$ 10000	85	110	90	6	330	230	70
\$ -0-	70	105	80	5	310	220	75
\$-10000	55	100	70	4	290	210	80
\$-20000	40	95	60	3	270	200	85
\$-30000	25	90	50	2	250	190	90
\$-40000	10	85	40	1	230	180	95

Your standing with respect to the various measures of farm organization and management efficiency are indicated in the thermometer above. The averages for the 457 farmers included in this summary are located between the dotted lines across the center of this page.

CROP ANALYSIS

The following crop analysis represents an attempt to show the comparable return to labor and management per acre from each crop. The costs charged against each crop are:

- A. The power and machinery costs, gas, oil, repairs and depreciation.
 - 1. New breakdowns of machinery costs
 - a. Ownership costs, basically represents depreciation.
 - b. Operating - fuel and repairs
 - 2. Additional breakdowns
 - a. Irrigation equipment costs separated.
 - b. Power cost allocation factor - factor to vary machine costs under unusual circumstances.
 - c. Interest on machinery and equipment investment
- B. Fertilizer
- C. Chemicals
- D. Other Costs: seed, twine, seed treatment and hail insurance.
- E. Land Costs: Owned- The sum of 8% times land value plus tillable acre taxes.
Rented- Either cash rental value or crop share.
- F. Hired labor for such specialized crops as sugar beets & potatoes.
- G. Miscellaneous costs such as irrigation charges.
- H. Custom work hired.

Table 9 - Supplementary Management Information, 1978

Items	Average of 457 Farms	High 91 Farms	Low 91 Farms
Percent Land Tillable	86.7	92.0	79.4
*Fertilizer Cost Per Acre	14.21	16.05	12.83
*Crop Chemicals Per Acre	3.89	4.74	3.43
*Seed & Other Costs Per Acre	7.82	8.49	8.62
*Fuel, Oil & Grease Bought Per Acre	6.75	6.32	6.70
*Tillable Land (-) Tillable Pasture, Fallow & Idle Land			

Crop Data For Barley, Malting, 1978

Items	Average of 467 Farms Per Acre	283 High Farms Per Acre	283 Low Farms Per Acre
1 Acres	100.9	117.0	85.1
2 Yield	53.9	63.1	41.2
3 Value Per Production Unit	1.80	1.82	1.78
4 Crop Product Return	97.03	114.90	73.27
5* Other Crop Income	10.06	10.62	9.25
6 Total Crop Return	107.09	125.52	82.52
7 DIRECT COSTS			
8 Fertilizer	14.31	15.23	13.06
9 Chemicals	3.28	3.79	2.59
10 Seed & Other	6.99	7.09	6.85
11 Special Hired Labor	.01	.02	
12 Custom Work Hired	1.35	1.85	.66
13 Irrigation Operation			
14 Total Direct Costs	25.94	27.98	23.16
15 Return Over Direct Costs	81.15	97.54	59.36
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	11.67	12.91	9.94
18 Farm Power & Machinery - Operation	11.82	12.29	11.15
19 Irrigation Equipment - Ownership			
20 Land Costs	29.48	32.73	26.23
21 Miscellaneous Costs	.23	.24	.22
22 **Interest on Mach. & Equip. Investment	3.70	3.94	3.38
23 Total Allocated Costs	56.90	62.11	50.92
24 Return Over All Listed Costs	24.25	35.43	8.44
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.99	.99	1.00
28 Total Listed Cost Per Unit of Production	1.54	1.43	1.80
29 Return Over Listed Costs Per Unit	.45	.56	.21
30 Breakeven Yield/Units of Production	46.02	49.50	41.62
31 Total Listed Costs Per Acre	82.84	90.09	74.08

*Reflects Deficiency Payments

**Does not include interest on investment in irrigation equipment or land

Crop Data For Buckwheat, 1978

Items	Average of 14 Farms Per Acre	7 High Farms Per Acre	7 Low Farms Per Acre
1 Acres	49.4	41.1	57.7
2 Yield	10.7	14.4	8.1
3 Value Per Production Unit	6.03	6.09	5.96
4 Crop Product Return	64.70	87.57	48.54
5 Other Crop Income			
6 Total Crop Return	64.70	87.57	48.54
7 DIRECT COSTS			
8 Fertilizer	5.49	5.91	5.16
9 Chemicals			
10 Seed & Other	6.26	6.28	6.24
11 Special Hired Labor			
12 Custom Work Hired	.77	.39	1.04
13 Irrigation Operation			
14 Total Direct Costs	12.52	12.58	12.44
15 Return Over Direct Costs	52.18	74.99	36.10
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	9.96	11.23	9.05
18 Farm Power & Machinery - Operation	11.68	10.37	12.61
19 Irrigation Equipment - Ownership			
20 Land Costs	25.57	22.43	28.71
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Investment	3.00	3.33	2.77
23 Total Allocated Costs	50.21	47.36	53.14
24 Return Over All Listed Costs	1.97	27.63	(-17.04)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.97	1.00	.94
28 Total Listed Cost Per Unit of Production	5.85	4.17	8.05
29 Return Over Listed Costs Per Unit	.18	1.92	(-2.09)
30 Breakeven Yield/Units of Production	10.40	9.84	11.00
31 Total Listed Costs Per Acre	62.73	59.94	65.58

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Durum, 1978

Items		Average of 9 Farms Per Acre	4 High Farms Per Acre	4 Low Farms Per Acre
1	Acres	86.9	101.8	78.8
2	Yield	32.1	38.8	23.9
3	Value Per Production Unit	3.02	2.95	3.11
4	Crop Product Return	96.93	114.32	74.31
*5	Other Crop Income	12.73	10.40	14.68
6	Total Crop Return	109.66	124.72	88.99
7	DIRECT COSTS			
8	Fertilizer	13.77	12.00	15.38
9	Chemicals	3.97	3.47	4.63
10	Seed & Other	11.77	14.68	8.49
11	Special Hired Labor			
12	Custom Work Hired	.67	1.00	.37
13	Irrigation Operation			
14	Total Direct Costs	30.18	31.15	28.87
15	Return Over Direct Costs	79.48	93.57	60.12
16	ALLOCATED COSTS			
17	Farm Power & Machinery - Ownership	9.70	11.38	7.36
18	Farm Power & Machinery - Operation	10.82	12.10	8.79
19	Irrigation Equipment - Ownership			
20	Land Costs	37.22	48.00	32.00
21	Miscellaneous Costs	.28	.54	
22	*Interest on Mach. & Equip. Investment	2.83	2.69	3.00
23	Total Allocated Costs	60.85	74.71	51.15
24	Return Over All Listed Costs	18.63	18.86	8.97
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	Work Units Assigned Per Acre	.30	.30	.30
27	Power Costs Allocation Factor	1.00	1.00	1.00
28	Total Listed Cost Per Unit of Production	2.84	2.73	3.35
29	Return Over Listed Costs Per Unit	.58	.49	.38
30	Breakeven Yield/Units of Production	30.14	35.88	25.73
31	Total Listed Costs Per Acre	91.03	105.86	80.02

*Reflects Deficiency Payments

**Does not include interest on Investment in irrigation equipment or land.

Crop Data For Flax, 1978

Items	Average of 73 Farms Per Acre	36 High Farms Per Acre	36 Low Farms Per Acre
1 Acres	43.4	51.3	36.3
2 Yield	15.7	20.2	9.4
3 Value Per Production Unit	5.20	5.24	5.17
4 Crop Product Return	81.84	105.93	48.43
5 Other Crop Income	2.97	3.84	1.49
6 Total Crop Return	84.81	109.77	49.92
7 DIRECT COSTS			
8 Fertilizer	6.45	7.78	4.52
9 Chemicals	2.35	3.24	.99
10 Seed & Other	6.47	5.83	7.36
11 Special Hired Labor			
12 Custom Work Hired	1.52	1.79	1.13
13 Irrigation Operation			
14 Total Direct Costs	16.79	18.64	14.00
15 Return Over Direct Costs	68.02	91.13	35.92
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	10.82	11.33	9.76
18 Farm Power & Machinery - Operation	10.76	9.74	12.15
19 Irrigation Equipment - Ownership			
20 Land Costs	22.42	24.33	20.39
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Investment	3.85	3.76	3.90
23 Total Allocated Costs	47.85	49.16	46.20
24 Return Over All Listed Costs	20.17	41.97	(-10.28)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost Per Unit of Production	4.11	3.35	6.43
29 Return Over Listed Costs Per Unit	1.28	2.08	(-1.10)
30 Breakeven Yield/Units of Production	12.43	12.94	11.64
31 Total Listed Costs Per Acre	64.64	67.80	60.20

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Oats, Feed, 1978

Items	Average of 411 Farms Per Acre	205 High Farms Per Acre	205 Low Farms Per Acre
1 Acres	54.4	59.8	48.0
2 Yield	63.9	77.5	47.1
3 Value Per Production Unit	1.08	1.09	1.07
4 Crop Product Return	68.99	84.52	50.38
5 Other Crop Income	1.07	1.00	1.15
6 Total Crop Return	70.06	85.52	51.53
7 DIRECT COSTS			
8 Fertilizer	9.78	11.52	7.54
9 Chemicals	.94	1.04	.81
10 Seed and Other	6.16	6.51	5.77
11 Special Hired Labor			
12 Custom Work Hired	.92	.85	1.02
13 Irrigation Operation			
14 Total Direct Costs	17.80	19.92	15.14
15 Return Over Direct Costs	52.26	65.60	36.39
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	10.50	11.67	9.08
18 Farm Power & Machinery - Operation	12.02	12.14	12.00
19 Irrigation Equipment - Ownership			
20 Land Costs	22.57	24.55	20.65
21 Miscellaneous Costs	.04	.02	.06
22 *Interest on Mach. & Equip. Investment	3.63	3.88	3.34
23 Total Allocated Costs	48.76	52.26	45.13
24 Return Over All Listed Costs	3.50	13.34	(-8.74)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost Per Unit of Production	1.04	.93	1.28
29 Return Over Listed Costs Per Unit	.05	.17	(-.19)
30 Breakeven Yield/Units of Production	61.63	66.22	56.33
31 Total Listed Costs Per Acre	66.56	72.18	60.27

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Rye, 1978

Items	Average of		
	34 Farms	17 High	17 Low
	Per Acre	Farms	Farms
		Per Acre	Per Acre
1 Acres	44.9	48.9	40.8
2 Yield	34.3	42.4	24.6
3 Value Per Production Unit	1.96	2.02	1.91
4 Crop Product Return	67.17	85.66	47.01
5 Other Crop Income	1.45	2.64	
6 Total Crop Return	68.62	88.30	47.01
7 DIRECT COSTS			
8 Fertilizer	9.62	11.00	7.97
9 Chemicals	.04	.02	.10
10 Seed & Other	4.41	5.07	3.63
11 Special Hired Labor			
12 Custom Work Hired	.42	.59	.20
13 Irrigation Operation			
14 Total Direct Costs	14.49	16.68	11.90
15 Return Over Direct Costs	54.13	71.62	35.11
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	11.44	13.58	8.90
18 Farm Power & Machinery - Operation	11.73	12.85	10.42
19 Irrigation Equipment - Ownership			
20 Land Costs	22.47	23.18	21.76
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Investment	3.76	4.57	2.81
23 Total Allocated Costs	49.40	54.18	43.89
24 Return Over All Listed Costs	4.73	17.44	(-8.78)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.90	1.00	.99
28 Total Listed Cost Per Unit of Production	1.86	1.67	2.27
29 Return Over Listed Costs Per Unit	40.14	.41	(-.36)
30 Breakeven Yield/Units of Production	32.60	35.08	29.21
31 Total Listed Costs Per Acre	63.89	70.86	55.79

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Wheat, 1978

Items	Average of 690 Farms Per Acre	345 High Farms Per Acre	345 Low Farms Per Acre
1 Acres	112.5	133.5	91.5
2 Yield	38.1	44.4	28.9
3 Value Per Production Unit	2.84	2.84	2.84
4 Crop Product Return	108.12	125.96	82.07
5 * Other Crop Income	10.64	11.32	9.66
6 Total Crop Return	118.76	137.28	91.73
7 DIRECT COSTS			
8 Fertilizer	16.14	17.01	14.86
9 Chemicals	3.37	3.96	2.49
10 Seed & Other	7.80	8.13	7.33
11 Special Hired Labor	.01	.01	
12 Custom Work Hired	1.89	2.37	1.19
13 Irrigation Operation			
14 Total Direct Costs	29.21	31.48	25.87
15 Return Over Direct Costs	89.55	105.80	65.86
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	11.29	12.01	10.25
18 Farm Power & Machinery - Operation	11.15	11.15	11.15
19 Irrigation Equipment - Ownership			
20 Land Costs	30.59	34.16	27.01
21 Miscellaneous Costs	.41	.52	.26
22 **Interest on Mach. & Equip. Investment	3.49	3.55	3.40
23 Total Allocated Costs	56.93	61.39	52.07
24 Return Over All Listed Costs	32.62	44.41	13.79
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.99	.99	1.00
28 Total Listed Cost Per Unit of Production	2.26	2.09	2.70
29 Return Over Listed Costs Per Unit	.86	1.00	.48
30 Breakeven Yield/Units of Production	30.33	32.70	27.44
31 Total Listed Costs Per Acre	86.14	92.87	77.94

*Reflects Deficiency Payments

**Does not include interest on investment in irrigation equipment or land.

Crop Data For Winter Wheat, 1978

Items		Average of 21 Farms Per Acre	10 High Farms Per Acre	10 Low Farms Per Acre
1	Acres	44.3	45.1	41.0
2	Yield	33.0	38.7	26.9
3	Value Per Production Unit	2.60	2.67	2.49
4	Crop Product Return	85.87	103.37	66.93
*5	Other Crop Income	11.04	13.46	10.24
6	Total Crop Return	96.91	116.83	77.17
7	DIRECT COSTS			
8	Fertilizer	11.99	13.46	9.29
9	Chemicals	.29	.27	.34
10	Seed & Other	7.25	7.78	6.73
11	Special Hired Labor			
12	Custom Work Hired	.86	.93	.95
13	Irrigation Operation			
14	Total Direct Costs	20.39	22.44	17.31
15	Return Over Direct Costs	76.52	94.39	59.86
16	ALLOCATED COSTS			
17	Farm Power & Machinery - Ownership	13.14	12.76	12.25
18	Farm Power & Machinery - Operation	13.34	15.03	
22	Irrigation Equipment - Ownership			
20	Land Costs	25.57	29.20	23.30
21	Miscellaneous Costs			
22	**Interest on Mach. & Equip. Investment	4.54	4.45	4.47
23	Total Allocated Costs	56.59	61.44	52.02
24	Return Over All Listed Costs	19.93	32.95	7.84
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	2.33	2.17	2.58
29	Return Over Listed Costs Per Unit	.60	.85	.29
30	Breakeven Yield/Units of Production	29.61	31.42	27.84
31	Total Listed Costs Per Acre	76.98	83.88	69.33

*Reflects Deficiency Payments

**Does not include interest on investment in irrigation equipment or land.

Crop Data For Corn For Grain, 1978

Items	Average of 264 Farms Per Acre	132 High Farms Per Acre	132 Low Farms Per Acre
1 Acres	46.4	54.4	38.3
2 Yield	78.9	93.1	59.0
3 Value Per Production Unit	1.91	1.95	1.88
4 Crop Product Return	150.73	181.56	110.89
5 Other Crop Income	1.66	1.53	1.88
6 Total Crop Return	152.39	183.09	112.77
7 DIRECT COSTS			
8 Fertilizer	21.25	24.49	16.71
9 Chemicals	7.26	8.36	5.72
10 Seed & Other	10.71	11.29	9.90
11 Special Hired Labor	.02		.05
12 Custom Work Hired	5.95	6.01	5.87
13 Irrigation Operation			
14 Total Direct Costs	45.19	50.15	38.25
15 Return Over Direct Costs	107.20	132.94	74.52
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	18.95	20.44	16.89
18 Farm Power & Machinery - Operation	21.85	22.46	21.04
19 Irrigation Equipment - Ownership			
20 Land Costs	29.20	32.26	26.15
21 Miscellaneous Costs	.80	1.05	.44
22 *Interest on Mach. & Equip. Investment	6.35	6.76	5.78
23 Total Allocated Costs	77.15	82.97	70.30
24 Return Over All Listed Costs	30.05	49.97	4.22
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs Allocation Factor	.96	.95	.97
28 Total Listed Cost Per Unit of Production	1.55	1.43	1.84
29 Return Over Listed Costs Per Unit	.38	.54	.07
30 Breakeven Yield/Units of Production	64.05	68.27	57.74
31 Total Listed Costs Per Acre	122.34	133.12	108.55

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Potatoes, Processing, 1978

Items	Average of 13 Farms Per Acre	6 High Farms Per Acre	6 Low Farms Per Acre
1 Acres	75.0	116.4	40.2
2 Yield	218.2	232.5	178.8
3 Value Per Production Unit	1.93	2.13	1.81
4 Crop Product Return	421.05	495.24	323.58
5 Other Crop Income			
6 Total Crop Return	421.05	495.24	323.58
7 DIRECT COSTS			
8 Fertilizer	42.40	44.68	35.55
9 Chemicals	21.55	24.24	14.55
10 Seed & Other	47.24	51.32	37.09
11 Special Hired Labor	22.63	21.89	25.97
12 Custom Work Hired	9.41	13.09	.15
13 Irrigation Operation			
14 Total Direct Costs	143.23	155.22	113.31
15 Return Over Direct Costs	277.82	340.02	210.27
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	52.34	51.15	53.71
18 Farm Power & Machinery - Operation	70.44	74.19	59.00
19 Irrigation Equipment - Ownership			
20 Land Costs	42.15	37.17	29.17
21 Miscellaneous Costs	5.53	7.71	
22 *Interest on Mach. & Equip. Investment	13.59	14.22	11.78
23 Total Allocated Costs	184.05	184.44	153.66
24 Return Over All Listed Costs	93.77	155.58	56.61
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	3.00	3.00	3.00
27 Power Costs Allocation Factor	.83	.95	.68
28 Total Listed Cost Per Unit of Production	1.50	1.46	1.49
29 Return Over Listed Costs Per Unit	.43	.67	.32
30 Breakeven Yield/Units of Production	169.58	159.46	147.50
31 Total Listed Costs Per Acre	327.28	339.66	266.97

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Soybeans, 1978

Items	Average of 38 Farms Per Acre	19 High Farms Per Acre	19 Low Farms Per Acre
1 Acres	49.4	49.9	48.9
2 Yield	29.3	34.5	24.0
2 Value Per Production Unit	6.14	6.19	6.09
4 Crop Product Return	180.10	213.49	146.46
5 Other Crop Income	1.50		3.05
6 Total Crop Return	181.60	213.49	149.51
7 DIRECT COSTS			
8 Fertilizer	3.42	3.95	2.90
9 Chemicals	7.04	6.91	7.16
10 Seed & Other	11.40	11.48	11.29
11 Special Hired Labor	.28	.54	
12 Custom Work Hired	2.17	2.81	1.49
13 Irrigation Operation			
14 Total Direct Costs	24.31	25.69	22.84
15 Return Over Direct Costs	157.29	187.80	126.67
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	15.11	16.06	14.15
18 Farm Power & Machinery - Operation	16.80	15.92	17.69
19 Irrigation Equipment - Ownership			
20 Land Costs	48.26	46.42	50.11
21 Miscellaneous Costs	.77	1.54	
22 *Interest on Mach. & Equip. Investment	4.78	4.61	4.96
23 Total Allocated Costs	85.72	84.55	86.91
24 Return Over All Listed Costs	71.57	103.25	39.76
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.45	.45	.45
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost Per Unit of Production	3.75	3.20	4.56
29 Return Over Listed Costs Per Unit	2.44	2.99	1.65
30 Breakeven Yield/Units of Production	17.92	17.81	18.02
31 Total Listed Costs Per Acre	110.03	110.24	109.75

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Sugarbeets

Items	Average of 71 Farms Per Acre	35 High Farms Per Acre	35 Low Farms Per Acre
1 Acres	89.1	80.8	97.4
2 Yield	18.8	21.5	16.7
3 Value Per Production Unit	21.79	21.82	21.79
4 Crop Product Return	410.61	468.54	362.86
5 Other Crop Income	3.65	4.34	3.17
6 Total Crop Return	414.26	472.88	366.03
7 DIRECT COSTS			
8 Fertilizer	23.43	28.38	19.47
9 Chemicals	18.19	15.27	20.74
10 Seed & Other	18.54	21.32	16.01
11 Special Hired Labor	26.26	30.51	22.75
12 Custom Work Hired	10.65	13.37	8.67
13 Irrigation Operation			
14 Total Direct Costs	97.07	108.85	87.64
15 Return Over Direct Costs	317.19	364.03	278.39
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	51.17	58.49	43.66
18 Farm Power & Machinery - Operation	52.11	53.38	50.47
19 Irrigation Equipment - Ownership			
20 Land Costs	57.75	59.43	56.57
21 Miscellaneous Costs	2.04	2.34	1.85
22 *Interest on Mach. & Equip. Investment	14.38	15.61	13.07
23 Total Allocated Costs	177.45	189.25	165.62
24 Return Over All Listed Costs	139.74	174.78	112.77
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	2.00	2.00	2.00
27 Power Costs Allocation Factor	.85	.90	.80
28 Total Listed Cost Per Unit of Production	14.57	13.88	15.21
29 Return Over Listed Costs Per Unit	7.41	8.14	6.77
30 Breakeven Yield/Units of Production	12.60	13.66	11.62
31 Total Listed Costs Per Acre	274.52	298.10	253.26

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Sunflowers, 1978

Items	Average of 284 Farms Per Acre	142 High Farms Per Acre	142 Low Farms Per Acre
1 Acres	106.8	99.4	114.3
2 Yield	16.0	19.8	13.1
3 Value Per Production Unit	10.05	10.03	10.07
4 Crop Product Return	160.80	198.59	132.41
5 Other Crop Income	1.02	.99	1.05
6 Total Crop Return	161.82	199.58	133.46
7 DIRECT COSTS			
8 Fertilizer	13.80	14.37	13.29
9 Chemicals	6.61	7.58	5.77
10 Seed & Other	8.52	8.08	8.91
11 Special Hired Labor	.07	.16	
12 Custom Work Hired	3.04	2.90	3.17
13 Irrigation Operation			
14 Total Direct Costs	32.04	33.09	31.14
15 Return Over Direct Costs	129.78	166.49	102.32
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	17.96	20.17	16.03
18 Farm Power & Machinery - Operation	17.75	18.07	17.45
19 Irrigation Equipment - Ownership			
20 Land Costs	37.06	43.44	30.69
21 Miscellaneous Costs	.37	.31	.41
22 *Interest on Mach. & Equip. Investment	5.47	6.06	4.95
23 Total Allocated Costs	78.61	88.05	69.53
24 Return Over All Listed Costs	51.17	78.44	32.79
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs Allocation Factor	.91	.90	.92
28 Total Listed Cost Per Unit of Production	6.92	6.12	7.66
29 Return Over Listed Costs Per Unit	3.13	3.91	2.49
30 Breakeven Yield/Units of Production	11.01	12.08	10.00
31 Total Listed Costs Per Acre	110.65	121.14	100.67

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Other Legume Hay, 1978

Items	Average of 323 Farms Per Acre	161 High Farms Per Acre	161 Low Farms Per Acre
1 Acres	63.8	59.2	68.6
2 Yield	2.7	3.8	1.8
3 Value Per Production Unit	26.40	27.73	25.08
4 Crop Product Return	71.58	103.99	45.70
5 Other Crop Income	.09	.19	.01
6 Total Crop Return	71.67	104.18	45.71
7 DIRECT COSTS			
8 Fertilizer	4.70	6.45	3.20
9 Chemicals	.09	.15	.03
10 Seed & Other	3.27	4.16	2.50
11 Special Hired Labor			
12 Custom Work Hired	1.02	1.61	.53
13 Irrigation Operation			
14 Total Direct Costs	9.08	12.37	6.26
15 Return Over Direct Costs	62.59	91.81	39.45
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	13.32	14.94	11.89
18 Farm Power & Machinery - Operation	16.08	17.77	14.60
19 Irrigation Equipment - Ownership			
20 Land Costs	23.02	25.75	20.06
21 Miscellaneous Costs	.02		.03
22 *Interest on Mach. & Equip. Investment	4.75	5.33	4.24
23 Total Allocated Costs	57.19	63.79	50.82
24 Return Over All Listed Costs	5.40	28.02	(-11.37)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.40	.40	.40
27 Power Costs Allocation Factor	.97	.98	.97
28 Total Listed Cost Per Unit of Production	24.51	20.37	31.53
29 Return Over Listed Costs Per Unit	2.08	7.54	(-6.24)
30 Breakeven Yield/Units of Production	2.53	2.77	2.29
31 Total Listed Costs Per Acre			

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Annual Hay, 1978

Item	Average of 11 Farms Per Acre	5 High Farms Per Acre	5 Low Farms Per Acre
1 Acres	49.3	7.2	99.8
2 Yield	1.1	2.5	1.0
3 Value Per Production Unit	23.55	25.00	21.80
4 Crop Product Return	26.75	62.50	22.49
5 Other Crop Income			
6 Total Crop Return	26.75	62.50	22.49
7 DIRECT COSTS			
8 Fertilizer	18.78	6.11	19.68
9 Chemicals			
10 Seed & Other	4.46	1.81	4.62
11 Special Hired Labor			
12 Custom Work Hired	.89	4.86	.51
13 Irrigation Operation			
14 Total Direct Costs	24.13	12.78	24.81
15 Return Over Direct Costs	2.62	49.72	(-2.32)
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	8.01	6.86	8.00
18 Farm Power & Machinery - Operation	14.08	13.38	14.10
19 Irrigation Equipment - Ownership			
20 Land Costs	17.91	16.80	18.60
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Investment	5.30	2.39	5.48
23 Total Allocated Costs	45.30	39.43	46.18
24 Return Over All Listed Costs	(-42.68)	10.29	(-48.50)
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	61.13	20.83	68.78
29 Return Over Listed Costs Per Unit	(-37.57)	4.17	(-46.98)
30 Breakeven Yield/Units of Production	2.95	2.09	3.26
31 Total Listed Costs Per Acre	69.43	52.21	70.99

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Corn & Sorghum Silage, 1978

Items	Average of 179 Farms Per Acre	89 High Farms Per Acre	89 Low Farms Per Acre
1 Acres	29.0	27.5	29.4
2 Yield	11.0	14.1	8.1
3 Value Per Production Unit	12.91	12.31	13.56
4 Crop Product Return	142.00	173.67	109.76
5 Other Crop Income	.59	.22	.95
6 Total Crop Return	142.59	173.89	110.71
7 DIRECT COSTS			
8 Fertilizer	15.34	16.87	13.64
9 Chemicals	3.45	4.11	3.03
10 Seed & Other	8.07	8.87	7.28
11 Special Hired Labor			
12 Custom Work Hired	1.14	1.27	1.05
13 Irrigation Operation			
14 Total Direct Costs	28.00	31.12	25.00
15 Return Over Direct Costs	114.59	142.77	85.71
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	20.57	20.82	20.38
18 Farm Power & Machinery - Operation	25.26	24.66	26.15
19 Irrigation Equipment - Ownership			
20 Land Costs	25.18	26.34	23.97
21 Miscellaneous Costs	.03	.04	.03
22 *Interest on Mach. & Equip. Investment	7.04	7.36	6.77
23 Total Allocated Costs	78.08	79.22	77.30
24 Return Over All Listed Costs	36.51	63.55	8.41
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs Allocation Factor	.99	.99	1.00
28 Total Listed Cost Per Unit of Production	9.64	7.82	12.64
29 Return Over Listed Costs Per Unit	3.32	4.51	1.04
30 Breakeven Yield/Units of Production	8.22	8.96	7.54
31 Total Listed Costs Per Acre	106.08	110.34	102.30

*Does not include interest on investment in irrigation equip. or land.

Crop Data For Canary Grass Seed, 1978

Items	Average of 4 Farms Per Acre
1 Acres	52.0
2 Yield	1354.6
3 Value Per Production Unit	.08
4 Crop Product Return	108.37
5 Other Crop Income	
6 Total Crop Return	108.37
7 DIRECT COSTS	
8 Fertilizer	4.69
9 Chemicals	2.27
10 Seed & Other	8.00
11 Special Hired Labor	
12 Custom Work Hired	
13 Irrigation Operation	
14 Total Direct Costs	14.96
15 Return Over Direct Costs	93.41
16 ALLOCATED COSTS	
17 Farm Power & Machinery - Ownership	20.53
18 Farm Power & Machinery - Operation	15.78
19 Irrigation Equipment - Ownership	
20 Land Costs	24.75
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	6.80
23 Total Allocated Costs	67.86
24 Return Over All Listed Costs	25.55
25 SUPPLEMENTARY MANAGEMENT INFORMATION	
26 Work Units Assigned Per Acre	.40
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	.06
29 Return Over Listed Costs Per Unit	.02
30 Breakeven Yield/Units of Production	1035.25
31 Total Listed Costs Per Acre	82.82

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Medium Red Clover Seed, 1978

Items	Average of 13 Farms Per Acre	6 High Farms Per Acre	6 Low Farms Per Acre
1 Acres	24.4	15.3	27.5
2 Yield	199.5	338.9	128.4
3 Value Per Production Unit	.48	.44	.53
4 Crop Product Return	95.78	149.08	68.07
5 *Other Crop Income	22.05	13.40	34.95
6 Total Crop Return	117.83	162.48	103.02
7 DIRECT COSTS			
8 Fertilizer	1.11	3.86	
9 Chemicals			
10 Seed & Other	3.40	1.24	5.89
11 Special Hired Labor			
12 Custom Work Hired	.61	1.83	.18
13 Irrigation Operation			
14 Total Direct Costs	5.12	6.93	6.07
15 Return Over Direct Costs	112.71	155.55	96.95
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	14.47	19.02	14.96
18 Farm Power & Machinery - Operation	20.12	20.27	24.42
19 Irrigation Equipment - Ownership	.08		.18
20 Land Costs	28.46	24.50	33.00
21 Miscellaneous Costs			
22 **Interest on Mach. & Equip. Investment	5.42	6.45	5.64
23 Total Allocated Costs	68.55	70.24	78.20
24 Return Over All Listed Costs	44.16	85.31	18.75
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.50	.50	.50
27 Power Costs Allocation Factor	.83	.93	.79
28 Total Listed Cost Per Unit of Production	.37	.23	.66
29 Return Over Listed Costs Per Unit	.22	.25	.15
30 Breakeven Yield/Units of Production	153.48	175.39	159.00
31 Total Listed Costs Per Acre	73.67	77.17	84.27

*Reflects Hay Value

**Does not include interest on investment in irrigation equipment or land.

Crop Data For Timothy Seed, 1978

Items	Average of 24 Farms Per Acre	12 High Farms Per Acre	12 Low Farms Per Acre
1 Acres	66.2	83.1	49.2
2 Yield	286.8	357.9	167.4
3 Value Per Production Unit	.34	.38	.30
4 Crop Product Return	97.52	136.00	50.22
5 Other Crop Income	1.75	2.08	1.20
6 Total Crop Return	99.27	138.08	51.42
7 DIRECT COSTS			
8 Fertilizer	15.68	16.69	14.00
9 Chemicals	1.59	1.62	1.52
10 Seed & Other	2.08	3.15	.30
11 Special Hired Labor			
12 Custom Work Hired	.68	.95	.24
13 Irrigation Operation			
14 Total Direct Costs	20.03	22.41	16.06
15 Return Over Direct Costs	79.24	115.67	35.36
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	10.81	11.12	10.30
18 Farm Power & Machinery - Operation	9.10	8.52	10.10
19 Irrigation Equipment - Ownership			
20 Land Costs	22.63	24.42	20.83
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Investment	3.78	3.96	3.47
23 Total Allocated Costs	46.32	48.02	44.70
24 Return Over All Listed Costs	32.92	67.65	(-9.34)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.90	.83	.98
28 Total Listed Cost Per Unit of Production	.23	.23	.36
29 Return Over Listed Costs Per Unit	.11	.19	(-.06)
30 Breakeven Yield/Units of Production	195.15	185.34	202.53
31 Total Listed Costs Per Acre	66.35	70.43	60.76

*Does not include interest on investment in irrigation equipment or land.

Crop Data For Summer Fallow - Maximum, 1978

Items	Average of 258 Farms Per Acre	129 High Farms Per Acre	129 Low Farms Per Acre
1 Acres	62.7	71.3	54.0
2 Yield			
3 Value Per Production Unit			
4 Crop Product Return	2.90	5.99	
5 Other Crop Income	3.68	2.27	5.57
6 Total Crop Return	6.58	8.26	5.57
7 DIRECT COSTS			
8 Fertilizer	.16	.18	.11
9 Chemicals	.18	.10	.28
10 Seed & Other	.21	.24	.15
11 Special Hired Labor			
12 Custom Work Hired	.39	.10	.80
13 Irrigation Operation			
14 Total Direct Costs	.94	.62	1.34
15 Return Over Direct Costs	5.64	7.64	4.23
16 ALLOCATED COSTS			
17 Farm Power & Machinery - Ownership	9.77	9.37	10.32
18 Farm Power & Machinery - Operation	10.55	9.87	11.47
19 Irrigation Equipment - Ownership			
20 Land Costs	24.38	26.44	22.33
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Investment	3.38	3.15	3.69
23 Total Allocated Costs	48.08	48.83	47.81
24 Return Over All Listed Costs	(-42.44)	(-41.19)	(-43.58)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.95	.96	.95
28 Total Listed Cost Per Unit of Production	6.83	3.96	
29 Return Over Listed Costs Per Unit	(-5.90)	(-3.30)	
30 Breakeven Yield/Units of Production	119.56	103.02	144.56
31 Total Listed Costs Per Acre	49.02	49.45	49.15

*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 16A pertain to the major livestock enterprises.

Since feed is the largest single item of cost for all classes of livestock, return above feed costs has been used to classify farms into high and low average groups.

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 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 pasture charge allocation is determined by using a land charge. Actual acres for each class of livestock, with their respective land values are used.

The items listed as Supplementary Management Information provide 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, 1978

Items	Average of 24 Farms Per CWT.	12 High Farms Per CWT.	12 Low Farms Per CWT.
1 Pounds of Hogs Produced	51983	47708	56258
2 Net Increase in Value of Hogs	51.96	55.74	48.75
3 Other Miscellaneous Hog Income			
4 Total Value Produced	51.96	55.74	48.75
5 Pounds of Feed Fed			
6 Corn	173.5	174.5	172.8
7 Small Grain	254.7	165.1	330.7
8 Complete Ration	337.0	73.3	560.7
9 Protein, Salt & Mineral & Milk	28.1	38.6	19.2
10 Total Concentrates	793.3	451.5	1083.4
11 Forages	8.1	6.1	9.8
12 FEED COST			
13 Grains	14.95	12.45	17.07
14 Complete Ration	6.33	4.68	7.73
15 Protein, Salt & Mineral & Milk	3.41	4.62	2.39
16 Forages	.14	.10	.18
17 Pasture	.03	.06	
18 Total Feed Costs	24.86	21.91	27.37
19 Return Over Feed Costs	27.10	33.83	21.38
20 OTHER DIRECT COSTS			
21 Miscellaneous Livestock Expense	1.07	.94	1.18
22 Veterinary Expense	.82	1.07	.61
23 Custom Work	.28	.38	.20
24 Special Hired Labor			
25 Total Other Direct Costs	2.17	2.39	1.99
26 Return Over Feed & Other Direct Costs	24.93	31.44	19.39
27 ALLOCATED COSTS			
28 Power & Machinery Costs (PCAF .92)	1.07	1.69	.60
29 Livestock Equip. Costs (ECAF 1)	1.62	1.65	1.59
30 Building & Fences (BCAF 1)	1.13	1.16	1.10
31 Total Allocated Costs	3.82	4.50	3.29
32 Return Over All Listed Costs	21.11	26.94	16.10
33 SUPPLEMENTARY MANAGEMENT INFORMATION			
34 Return for \$100 Feed Fed	209.01	254.41	178.11
35 Price Rec. per CWT. all Animals	50.08	53.30	47.44
36 Price Rec. Per CWT. Sold Mkt. Only	51.97	57.86	48.41
37 Number of Litters Farrowed	31	30	32
38 Number of Pigs Born Per Litter	Not Available-	- - - -	- - - -
39 Number of Pigs Weaned Per Litter	Not Available-	- - - -	- - - -
40 Percent Death Loss	21.3	25.1	17.1
41 Average Weight of All Hogs Sold	204.6	176.0	235.3
42 Average Weight of Mkt. Hogs Sold	197.3	163.4	225.7
43 Price Per CWT. Concentrate Fed	3.11	4.82	2.51
44 Price Per CWT. Protein, Salt & Mineral	12.13	11.97	12.44
45 Pounds of Pork Purchased	1268	1424	1113
46 Total Listed Costs Per CWT Pork Prod.	30.85	28.80	32.65

TABLE 11B - Hogs, Finishing, 1978

Items	Average of 9 Farms Per CWT.
1 Average Number of Pigs on Hand	99.9
2 Pounds of Hogs Produced	46764
3 Net Increase in Value of Hogs	35.83
4 Other Miscellaneous Hog Income	
5 Total Value Produced	35.83
6 Pounds of Feed Fed	
7 Corn	210.2
8 Small Grain	67.3
9 Complete Ration	99.5
10 Protein, Salt & Mineral & Milk	64.7
11 Total Concentrates	441.7
12 Forages	
13 FEED COST	
14 Grains	9.68
15 Complete Ration	4.68
16 Protein, Salt & Mineral & Milk	6.74
17 Forages	
18 Pasture	
19 Total Feed Costs	21.10
20 Return Over Feed Costs	14.73
21 OTHER DIRECT COSTS	
22 Miscellaneous Livestock Expense	.29
23 Veterinary Expense	.40
24 Custom Work	.43
25 Special Hired Labor	
26 Total Other Direct Costs	1.12
27 Return Over Feed & Other Direct Costs	13.61
28 ALLOCATED COSTS	
29 Power & Machinery Costs (PCAF 1.00)	1.00
30 Livestock Equipment Costs (ECAAF 1)	1.51
31 Building & Fences (BCAF 1)	.82
32 Total Allocated Costs	3.33
33 Return Over All Listed Costs	10.28
34 SUPPLEMENTARY MANAGEMENT INFORMATION	
35 Return for \$100 Feed Fed	169.81
36 Price Received per CWT.	46.78
37 Average Weight of Pigs Sold	234.9
38 Average Price Paid per Pig Bought	50.79
39 Average Weight per Pig Bought	50.2
40 Number of Pigs Purchased	236
41 No. Pigs Transferred In	22
42 Average Weight of Pigs Transferred In	37.8
43 Pounds of Pork Purchased	11850
44 Percent Death Loss	1.8
45 Price Per CWT. Concentrate Fed	4.78
46 Price Per CWT. Protein, Salt & Mineral Fed	10.42
47 Effective Daily Gain - Pounds per Day per Pig	1.28
48 Total Listed Cost Per CWT. Pork Produced	25.55

TABLE 11C - Hogs, Weaning Pig Production, 1978

Items	Average of 41 Farms Per Litter	14 High Farms Per Litter	14 Low Farms Per Litter
1 Number of Litters Farrowed	55	51	53
2 Net Increase in Value of Hogs	413.75	491.33	362.13
3 Other Miscellaneous Weaning Pigs Income			
4 Total Value Produced	413.75	491.33	362.13
5 Pounds of Feed Fed			
6 Corn	290.7	422.6	216.3
7 Small Grain	1081.8	1062.0	972.6
8 Complete Ration	606.9	598.3	1094.6
9 Protein, Salt & Mineral & Milk	513.0	503.1	474.3
10 Total Concentrates	2492.4	2586.0	2757.8
11 Forages	158.1	88.2	124.3
12 FEED COST			
13 Grains	46.93	50.90	40.62
14 Complete Ration	44.56	37.76	86.89
15 Protein, Salt & Mineral & Milk	51.89	58.92	36.74
16 Forages	2.49	1.12	2.13
17 Pasture	.35		.13
18 Total Feed Costs	146.22	148.70	166.51
19 Return Over Feed Costs	267.53	342.63	195.62
20 OTHER DIRECT COSTS			
21 Miscellaneous Livestock Expense	10.47	11.98	11.13
22 Veterinary Expense	5.20	4.65	7.21
23 Custom Work	2.84	1.88	4.47
24 Special Hired Labor			
25 Total Other Direct Costs	18.51	18.51	22.81
26 Return Over Feed & Other Direct Costs	249.02	324.12	172.81
27 ALLOCATED COSTS			
28 Power & Machinery Costs (PCAF 1.00)	29.16	14.80	61.51
29 Livestock Equipment Costs (ECAF 1)	15.48	19.73	18.27
30 Building & Fences (BCAF 1)	19.40	18.71	28.78
31 Total Allocated Cost	64.04	53.24	108.56
32 Return Over All Listed Costs	184.98	270.88	64.25
33 SUPPLEMENTARY MANAGEMENT INFORMATION			
34 Return for \$100 Feed Fed	282.96	330.41	217.48
35 Average Price Received Per Animal Sold	52.23	51.17	54.14
36 Average Price Per Pig Sold or Transferred	49.45	48.64	51.42
37 Average Weight per Pig Sold or Transferred	42.7	40.8	44.9
38 Number of Pigs Produced	409	425	351
39 Number of Pigs Born per Litter	9.5	9.7	9.8
40 Number of Pigs Weaned Per Litter	7.5	8.6	6.7
41 Percent Death Loss	18.5	11.2	27.2
42 Price Per CWT. Concentrate Fed	5.75	5.71	5.96
43 Price Per CWT. Protein, Salt & Min. Fed	10.12	11.71	7.74
44 Feed & Other Direct Costs per Pig Prod.	22.15	20.07	28.59
45 Total Listed Costs Per Litter	228.77	220.45	297.88

TABLE 12 - Dairy Cows, Commercial, General, 1978

Items	Average of 143 Farms Per Cow	29 High Farms Per Cow	29 Low Farms Per Cow
1 Average Number of Cows	32.7	34.3	29.2
2 Pounds of Milk	12483	14473	9866
3 Pounds of Butterfat	470.5	519.1	493.9
4 Percent of Butterfat in Milk	3.8	3.6	5.1
5 Value of Produce			
6 Dairy Products Sold	1173.43	1413.29	895.89
7 Dairy Products Used in Home	12.35	12.01	10.68
8 Milk Fed to Livestock	15.26	13.29	18.49
9 Net Increases in Value of Cows	26.15	74.58	(-37.81)
10 Other Miscellaneous Dairy Income			
11 TOTAL VALUE PRODUCED	1227.19	1513.17	887.25
12 Pounds of Feed Fed			
13 Corn	1493.5	2335.7	1018.3
14 Small Grain	2415.2	2030.1	2993.5
15 Complete Ration	1172.7	845.7	365.6
16 Protein, Salt & Mineral	566.8	431.5	591.6
17 TOTAL CONCENTRATES	5648.2	5643.0	4969.0
18 Legume Hay	7823.5	7139.4	8981.6
19 Other Hay & Dry Roughage	665.3	495.2	512.3
20 Silage	10315.4	10197.4	7657.1
21 Feed Costs			
22 Grains	133.91	150.93	138.39
23 Complete Ration	46.45	43.38	22.43
24 Protein, Salt & Mineral	56.73	48.83	57.23
25 All Hay & Dry Roughage	130.34	131.49	124.42
26 Silage	65.72	65.10	47.05
27 Pasture	11.87	9.15	20.45
28 TOTAL FEED COSTS	445.02	448.88	409.97
29 Return Over Feed Cost	782.17	1064.29	477.28
30 Other Direct Costs			
31 Miscellaneous Livestock Expense	48.93	61.17	32.98
32 Veterinary Expense	18.47	26.50	10.79
33 Custom Work Hired	46.61	50.38	35.55
34 Special Hired Labor	.31		
35 TOTAL OTHER DIRECT COSTS	114.32	138.05	79.32
36 Return Over Feed & Other Direct Costs	667.85	926.24	397.96
37 Allocated Costs			
38 Power & Machinery Costs (PCAF 1.00)	53.26	53.11	49.92
39 Livestock Equipment Costs (ECAF 1)	39.51	43.98	18.84
40 Building & Fences (BCAF 1)	42.67	45.46	40.78
41 TOTAL ALLOCATED COSTS	135.44	142.55	109.54
42 Return Over All Listed Costs	532.41	783.69	288.42
43 Supplementary Management Information			
44 Return for \$100 Feed Fed	275.76	337.09	216.42
45 Feed Cost per CWT. Milk	3.56	3.10	4.16
46 Feed Cost Per Pound of Butterfat	.95	.86	.83
47 Pounds of Milk Per Pound of Concentrate	2.21	2.56	1.99
48 Average Price per CWT. Milk Sold	9.62	9.94	9.44
49 Average Price per Pound of Butterfat	2.55	2.77	1.86
50 Total Listed Costs Per CWT. Milk Produced	5.57	5.04	6.07
51 Dairy Cow Turnover Percentage	33.6	35.0	30.8
52 TOTAL LISTED COSTS PER COW	694.78	729.48	598.83

TABLE 13 - Other Dairy, Commercial, Replacement, 1978

Items	Average of 137 Farms Per Head	27 High Farms Per Head	27 Low Farms Per Head
1 Number of Head	45.6	41.3	48.0
2 Net Increase in Value	299.91	431.19	191.67
3 Other Miscellaneous Income	.18		
4 TOTAL INCOME	300.09	431.19	191.67
5 POUNDS OF FEED FED			
6 Corn	173.8	104.0	286.5
7 Small Grain	374.5	422.7	393.8
8 Complete Ration	195.7	57.6	119.4
9 Protein, Salt & Minerals	115.0	90.9	107.3
10 Hay & Dry Roughage	3147.6	3047.3	3627.5
11 Silage	3802.2	4412.2	4688.6
12 Milk	112.4	82.3	141.3
13 FEED COST			
14 Grains	19.08	17.70	23.48
15 Complete Ration	5.94	5.30	8.98
16 Protein, Salt & Minerals	9.63	9.59	11.10
17 Hay & Dry Roughage	46.75	41.23	59.00
18 Silage	23.20	21.99	31.44
19 Milk	10.50	7.87	11.92
20 Pasture	7.35	10.24	6.50
21 Total Feed Costs	122.45	113.92	152.42
22 Return Over Feed Costs	177.64	317.27	39.25
23 OTHER DIRECT COSTS			
24 Miscellaneous Expense	.26	1.09	.19
25 Veterinary Expense	.07	.12	.13
26 Custom Work Hired	.15	.75	.04
27 Special Hired Labor	.09		.40
28 Total Other Direct Costs	.57	1.96	.76
29 Return Over Feed & Other Direct Costs	177.07	315.31	38.49
30 ALLOCATED COSTS			
31 Power & Machinery Costs (PCAF .99)	9.12	8.68	8.74
32 Livestock Equipment Costs (ECAF 1)	7.11	9.24	6.43
33 Buildings & Fences (BCAF 1)	7.55	9.30	7.30
34 Total Allocated Costs	23.78	27.22	22.47
35 Return Over All Listed Costs	153.29	288.09	16.02
36 SUPPLEMENTARY MANAGEMENT INFORMATION			
37 Return for \$100 Feed Fed	245.06	378.49	125.75
38 Percent Death Loss - Total	8.6	7.8	9.5
39 Percent Calf Death Loss	17.6	17.6	22.2
40 Total Listed Costs Per Head	146.80	143.10	175.65

TABLE 14 - All Dairy & Dual Purpose Cattle, 1978

Items	Average of 143 Farms Per Cow	29 High Farms Per Cow	29 Low Farms Per Cow
1 Average Number of Cows	32.7	33.2	28.0
2 Value of Dairy Products	1204.56	1361.93	952.68
3 Net Increase in Value	432.60	623.64	279.57
4 Miscellaneous Dairy Income	.28		
5 Total Value Produced	1637.44	1985.57	1232.25
6 POUNDS OF FEED FED			
7 Grains	4700.2	4156.6	4415.9
8 Complete Rations	1437.8	1252.4	970.7
9 Protein, Salt & Minerals, Inc. Milk Eq.	742.8	911.0	505.7
10 Hay & Dry Roughage	12787.9	11774.0	13006.1
11 Silage	15216.0	15638.1	12650.3
12 FEED COST			
13 Grains	161.62	146.27	141.46
14 Complete Rations	54.65	68.43	59.61
15 Protein, Salt & Minerals, Inc. Milk	84.68	95.60	63.25
16 Hay & Dry Roughage	194.10	183.77	193.18
17 Silage	97.16	101.57	80.57
18 Pasture Costs	22.08	18.92	25.32
19 Total Feed Costs	614.29	614.56	563.39
20 Return Over Feed Costs	1023.15	1371.01	668.86
21 OTHER DIRECT COSTS			
22 Miscellaneous Livestock Expense	49.60	59.73	35.54
23 Veterinary Expense	18.62	23.01	12.71
24 Custom Work	46.94	50.48	34.32
25 Special Hired Labor	.43		
26 Total Other Direct Costs	115.59	133.22	82.57
27 Return Over Feed & Other Direct Costs	907.56	1237.79	586.29
28 ALLOCATED COSTS			
29 Power & Machinery Costs	65.05	69.13	64.96
30 Livestock Equipment Costs	49.28	72.49	29.16
31 Building & Fences	52.08	60.74	42.36
32 Total Allocated Costs	166.41	202.36	136.48
33 Return Over All Listed Costs	741.15	1033.43	449.81
34 SUPPLEMENTARY MANAGEMENT INFORMATION			
35 Return for \$100 Feed Fed	266.56	323.09	218.72
36 Total Listed Costs Per Cow	896.29	950.14	782.44

TABLE 15A - Beef Breeding, 1978

Items	Average of 92 Farms Per Cow	18 High Farms Per Cow	18 Low Farms Per Cow
1 Average Number of Beef Cows	46.4	29.6	37.1
2 Average Number of Other Beef An. & Bulls	44.4	39.8	23.2
3 Pounds of Beef Produced	25669	22097	11089
4 Net Increase in Value	454.33	768.78	243.58
5 Other Miscellaneous Beef Income	.67		
6 Total Value Produced	455.00	768.78	243.58
7 POUNDS OF FEED FED			
8 Grain	610.7	817.4	55.5
9 Protein, Salt & Mineral	237.4	386.8	77.2
10 Legume Hay	6622.8	6305.2	5592.1
11 Other Hay & Dry Roughage	845.6	844.6	1036.2
12 Silage	4383.4	8792.8	4835.6
13 FEED COST			
14 Grain	16.27	29.66	1.86
15 Protein, Salt & Mineral	14.61	18.04	5.36
16 Legume Hay	91.79	86.86	86.31
17 Other Hay & Dry Roughage	8.75	8.38	11.81
18 Silage	26.55	48.61	32.08
19 Pasture	36.85	30.57	36.74
20 Total Feed Costs	194.82	222.12	174.16
21 Return Over Feed Cost	260.18	546.66	69.42
22 OTHER DIRECT COSTS			
23 Miscellaneous Livestock Expense	4.72	7.13	4.64
24 Veterinary Expense	3.47	5.78	1.70
25 Custom Work	4.48	4.70	2.99
26 Special Hired Labor			
27 Total Other Direct Costs	12.67	17.61	9.33
28 Return Over Feed & Other Direct Costs	247.51	529.05	60.09
29 ALLOCATED COSTS			
30 Power & Machinery Costs (PCAF 1.00)	13.24	17.61	17.54
31 Livestock Equipment Costs (ECAF 1)	6.59	8.94	8.14
32 Buildings & Fences (BCAF 1)	11.91	16.51	16.19
33 Total Allocated Costs	31.74	43.06	41.87
34 Return Over All Listed Costs	215.77	485.99	18.22
35 SUPPLEMENTARY MANAGEMENT INFORMATION			
36 Return for \$100 Feed Fed	233.54	346.10	139.87
37 Price per CWT. Sold	50.18	53.11	51.94
38 Price per CWT. Calves Sold or Transf.	65.02	56.70	60.43
39 Average Weight Per Head Sold	673.1	742.5	684.8
40 Av. Weight Per Calf Sold or Transf.	469.2	624.1	477.7
41 Percent Death Loss	3.8	4.0	4.7
42 Percent Calf Crop			
43 Total Listed Costs Per Cow	239.23	282.79	225.36

TABLE 15B - Beef Feeders, Feedlot, 1978

Items	Average of 34 Farms Per CWT.	11 High Farms Per CWT.	11 Low Farms Per CWT.
1 Average Number of Beef Feeders	84.7	88.2	79.1
2 Pounds of Beef Produced	50747	45913	51519
3 Net Increase in Value of Animals	65.30	76.12	51.46
4 Other Miscellaneous Beef Income			
5 Total Value Produced	65.30	76.12	51.46
6 POUNDS OF FEED FED			
7 Grain	505.9	320.4	565.0
8 Protein, Salt & Mineral	18.3	18.2	17.6
9 Legume Hay	433.7	413.7	403.9
10 Other Hay & Dry Roughage	10.0	8.5	4.4
11 Silage	951.7	978.1	1350.7
12 FEED COST			
13 Grain	14.59	8.03	18.34
14 Protein, Salt & Mineral	2.00	1.79	2.98
15 Legume Hay	6.16	5.68	5.34
16 Other Hay & Dry Roughage	.11	.06	.04
17 Silage	6.21	5.64	9.48
18 Pasture	.24	.43	.03
19 Total Feed Cost	29.31	21.63	36.21
20 Return Over Feed Cost	35.99	54.49	15.25
21 OTHER DIRECT COSTS			
22 Miscellaneous Livestock Expense	.51	.66	.63
23 Veterinary Expense	.69	1.49	.22
24 Custom Work Hired	1.45	2.33	1.43
25 Special Hired Labor			
26 Total Other Direct Costs	2.65	4.48	2.28
27 Return Over Feed & Other Direct Costs	33.34	50.01	12.97
28 ALLOCATED COSTS			
29 Power & Machinery Costs (PCAF 1.00)	1.12	.91	1.04
30 Livestock Equipment Costs (ECAF 1)	1.34	.74	1.91
31 Buildings & Fences (BCAF 1)	1.64	.63	1.95
32 Total Allocated Costs	4.10	2.28	4.90
33 Return Over All Listed Costs	29.24	47.73	8.07
34 SUPPLEMENTARY MANAGEMENT INFORMATION			
35 Return For \$100 Feed Fed	222.78	351.91	142.11
36 Price Per CWT. Sold	49.11	52.32	47.69
37 Average Weight Per Head Sold	924.3	698.1	1047.4
38 Price Per CWT. Bought	66.57	66.37	68.78
39 Average Weight Per Head Bought	441.7	414.5	480.7
40 Number of Head Bought	88	137	68
41 Percent Death Loss	1.8	1.3	2.4
42 Effective Daily Gain-Lbs/Head/Day	1.64	1.43	1.78
43 Total Listed Cost Per CWT Produced	36.06	28.39	43.39

TABLE 16A - Sheep, Farm Commercial, 1978

Items	Average of 16 Farms Per Ewe	8 High Farms Per Ewe	8 Low Farms Per Ewe
1 Average Number of Ewes	121.3	136.0	106.7
2 Pounds of Lamb & Mutton Produced	10945	15674	6216
3 Pounds of Wool Produced	1186	1365	1006
4 Value of Produce			
5 Wool	8.75	9.46	7.83
6 Net Increase in Value of Animals	77.51	93.02	57.67
7 Other Miscellaneous Sheep Income			
8 Total Value Produced	86.26	102.48	65.50
9 POUNDS OF FEED FED			
10 Grain	304.0	237.6	388.3
11 Protein, Salt & Mineral	36.8	61.6	5.1
12 Legume Hay	1228.8	1215.6	1244.4
13 Other Hay & Dry Roughage	50.7	60.7	38.0
14 Silage			
15 FEED COST			
16 Grain	10.80	7.52	14.96
17 Protein, Salt & Mineral	3.36	5.63	.46
18 Legume Hay	18.13	16.40	20.31
19 Other Hay & Dry Roughage	.50	.59	.38
20 Silage			
21 Pasture	5.92	6.12	5.66
22 Total Feed Costs	38.71	36.26	41.77
23 Return Over Feed Costs	47.55	66.22	23.73
24 OTHER DIRECT COSTS			
25 Miscellaneous Livestock Expense	.68	.83	.50
26 Veterinary Expense	.91	.82	1.03
27 Custom Work	1.90	1.85	1.98
28 Special Hired Labor			
29 Total Other Direct Costs	3.49	3.50	3.51
30 Return Over Feed & Other Direct Costs	44.06	62.72	20.22
31 ALLOCATED COSTS			
32 Power & Machinery Costs (PCAF 1.00)	6.04	4.45	8.09
33 Livestock Equipment Costs (ECAF 1)	2.07	3.06	.76
34 Building & Fences (BCAF 1)	4.93	3.66	6.55
35 Total Allocated Costs	13.04	11.17	15.40
36 Return Over All Listed Costs	31.02	51.55	4.82
37 SUPPLEMENTARY MANAGEMENT INFORMATION			
38 Return for \$100 Feed Fed	222.81	282.66	156.79
39 Price per CWT. Lamb & Mutton Sold	58.13	58.73	56.63
40 Price per CWT. Lamb Sold or Transferred	65.58	65.52	65.74
41 Avg. Wgt. of Lambs Sold or Transferred	88.7	92.0	77.8
42 Pounds of Wool Per Sheep Sheared	9.7	10.1	9.2
43 Number of Ewes Kept for Lambing	134	146	122
44 Percent Lamb Crop	112.7	123.3	100.0
45 Percent Death Loss	10.8	8.6	13.8
46 Total Listed Costs Per Ewe	55.24	50.93	60.68

TABLE 17A - Chickens, Laying Flock, Farm, 1978

Items	Average of 4 Farms Per Hen
1 Average Number of Hens	521.3
2 Value of Produce	
3 Eggs Sold & Used	6.99
4 Increase in Value of Flock	.17
5 Other Miscellaneous Flock Income	.17
6 Total Value Produced	7.33
7 POUNDS OF FEED FED	
8 Grain	69.4
9 Complete Commercial Feed	
10 Protein, Salt & Mineral	24.5
11 Total Pounds of Feed	93.9
12 TOTAL FEED COST	4.81
13 Return Over Feed Cost	2.52
14 OTHER DIRECT COSTS	.37
15 Return Over Feed & Other Direct Costs	2.15
16 ALLOCATED COSTS	
17 Power & Machinery Costs (PCAF 1.00)	.59
18 Livestock Equipment Costs (ECAAF 1)	.36
19 Building & Fences (BCAF 1)	.41
20 Total Allocated Cost	1.36
21 Return Over All Listed Costs	.79
22 SUPPLEMENTARY MANAGEMENT INFORMATION	
23 Return for \$100 Feed Fed	152.4
24 Eggs Laid Per Hen	142.4
25 Price Per Dozen Eggs Sold	.59
26 Feed Cost Per Dozen Eggs	.41
27 Return Over Feed Costs Per Dozen Eggs	.21
28 Percent Death Loss	8.8
29 Total Listed Costs Per Hen	6.54

AVERAGES OF PRICES OF FEED AND PRODUCE USED IN HOME, 1978

Farm Grown Grains

Oats	\$ 1.00
Barley, Feed	1.50
Wheat	2.80
Oats Mixture	1.40
Corn	2.00

Hay

Alfalfa-Brome	\$31.00
Wild Hay	20.00
Mixed Legume	27.00

Other Roughages

Corn Silage	11.00 Per Ton
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Milk For Feed

Whole Milk - Gr. A.	10.00 Per CWT.
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Home Produce

Milk	.25 Per Qt.
Beef (live)	.42 Per Lb.
Hogs (live)	.46 Per Lb.

Unpaid Family Labor 20.00 Per Day

Board For Hired Labor 5.00 Per Day
(Unless otherwise specified)

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. The number of work units for each class of livestock and each acre of crop are presented below. Days of work off the farm for pay are not included in work units computations in this report.

Number of Units For Each Class Of Livestock And Acre Of Crop

<u>Item</u>	<u>No. of Work Units</u>	<u>Item</u>	<u>No. of Work Units</u>
Dairy Cows	7.00 Per Head	Turkeys	25.00 Per 100
Other Dairy Cows	1.20 Per Head	Bees	.33 Per Hive
Beef Breeding Cows	1.50 Per Head	Small Grain	.30 Per Acre
Feeder Cattle	.12 Per CWT	Corn for Grain	.55 Per Acre
Sheep, Farm Flock	.60 Per Head	Corn Silage	.80 Per Acre
Lambs, Feeders	.30 Per CWT	Alfalfa	.60 Per Acre
Hogs, Complete	.12 Per CWT	Other Hay	.40 Per Acre
Hogs, Finishing	.06 Per CWT	Legume Seed	.40 Per Acre
Hogs, Weaning Pigs	1.40 Per Litter	Grass Silage	.40 Per Acre
Chickens, Lay, Flock	5.00 Per 100	Potatoes	3.00 Per Acre
Chickens, Broilers	.20 Per CWT	Sugar Beets	2.00 Per Acre
Turkeys, Poults	.12 Per CWT	Fallow	.30 Per Acre

SUMMARY OF MISCELLANEOUS ITEMS BY YEAR, 1978

Items	1965	1970	1975	1977	1978
<u>Miscellaneous</u>					
Average Tillable Acres	491	465	528	560	607
Total Farm Capital	42436	89957	181222	219562	257162
Expenses Per Dollar Income	.81	.93	.94	.96	.81
Income Farm Crops	9167	11846	32700	46064	67239
Income Farm Livestock	11519	15011	18473	20520	29164
HH & Personal Expenses	3869	6205	13283	14650	17366
Trac. & Mach. Exp. per Crop Acre	7.17	11.31	20.16	22.07	25.07

Efficiencies

Yield Per Acre

Oats	53.1	40.8	39.6	62.1	63.9
Alfalfa	1.9	2.3	2.5	2	2.7
Barley	43.5	36.9	37.7	52.1	53.9
Wheat	27.2	25.4	29.2	36.5	38.1
Flax	8.2	11.3	8.6	12.6	15.7
Sugar Beets	22.5		11.2	18.4	18.8
Corn	33.3	50.5	54.1	70	78.9
Sunflowers		8.4	15.8	15	16

Return Above Feed Cost Per:

Dairy Cow	\$ 177	325	318	556	782
CWT Hogs	11	3	22	11	15
Ewe	15	12	3	26	48
Hogs Litter	83	33	203	118	268
CWT Cattle	8	9	7	6	36
Beef Cow	25	66	(-63)	4	260

Prices Received Per:

Oats, Bushel	\$.54	.56	1.37	1.03	1.08
Alfalfa, Ton	15.00	15.00	34.00	33.00	26.00
Barley, Bushel	1.03	.91	2.61	1.61	1.80
Wheat, Bushel	1.52	1.78	3.66	2.42	2.84
Flax, Bushel	2.68	2.26	6.13	4.03	5.20
Sugar Beets, Ton			22.00	21.00	21.79
Corn Bushel	1.05	1.19	2.39	1.85	1.91
Sunflowers, CWT	4.00	4.54	9.87	9.62	10.05
CWT Milk	3.63	4.79	7.72	8.63	9.62
CWT Beef	21.00	29.00	34.00	45.00	49.00
CWT Hogs	21.00	21.00	51.00	39.00	47.00
CWT Lambs	23.00	22.00	44.00	49.00	58.00

SUMMARY OF FARM EARNINGS BY YEARS, 1978

Items	1965	1970	1975	1977	1978
Number of Records Analyzed	202	385	1078	1050	927
<u>Farm Receipts</u>					
Livestock	12480	15950	18473	21084	26275
Crops	4970	7957	32700	40038	51948
Mach. & Equip. Sold & Gas Tax Ref.	410	394	1385	1523	1372
Income From Work Off the Farm	188	250	859	915	743
Miscellaneous	635	2001	1646	1927	7014
(1) Total Farm Sales	18683	26552	55063	65488	87352
(2) Increase in Farm Capital	2345	2771	9510	14998	29295
(3) Family Living From the Farm	283	337	454	395	454
(4) Total Farm Rec. (1 + 2 + 3)	21311	29660	65027	80881	117101
<u>Farm Expenses</u>					
Livestock & Livestock Expense	1806	2881	2262	3306	5583
Feed Bought	3232	2733	3625	4423	3930
Fertilizers & Chemicals	867	1645	7001	7907	10135
Other Crop Expenses	1017	1444	3011	5184	8838
Custom Work Hired	659	785	1435	1819	2013
Gas, Oil & Grease Bt. (Farm Share)	1002	1302	2892	3510	4314
Rep. & Op. Mach, Trac. & Auto (F.S.)	914	1477	3459	4090	5198
Rep. & Upkeep of Real Estate	148	275	769	804	889
Rep. & Upkeep of Lvstk, Equip.	95	221	137	168	281
Wages of Hired Labor	654	962	2203	2606	3178
Utility Exp. (F.S.)	262	392	567	712	826
Real Estate Taxes	637	860	1115	1388	1732
Gen. Farm Expense	272	424	1049	1261	1563
(5) Total Cash Operating Expense	11592	15401	29525	37178	48480
(6) Pw. Crop & Gen. Mach. Bought (F.S.)	1908	3239	12210	11991	15822
(7) Livestock Equip. Bought	195	357	495	767	623
(8) Bldgs. & Fencing Bought	1255	2604	6894	13267	10866
(9) TOTAL FARM PURCHASES (5 to 8)	14950	21601	49124	63203	75792
(10) Decrease in Farm Capital					
(11) Interest on Farm Capital	2068	5314	10588	12724	16976
(12) Unpaid Family Labor	96	586	225	144	118
(13) Labor Chg. for Part. & Other Oper.			187	190	598
(14) Bd. Furn. Hired Labor	86	57	58	53	47
(15) TOTAL FARM EXPENSES (9 to 14)	17200	27458	60182	76314	93530
(16) Return to Labor & Mgt. (4 minus 15)	4111	2202	4854	4567	23570
(17) NET CASH INCOME (1 - 9)	3733	4951	5939	2285	11560

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